

the GAVIN REPORT

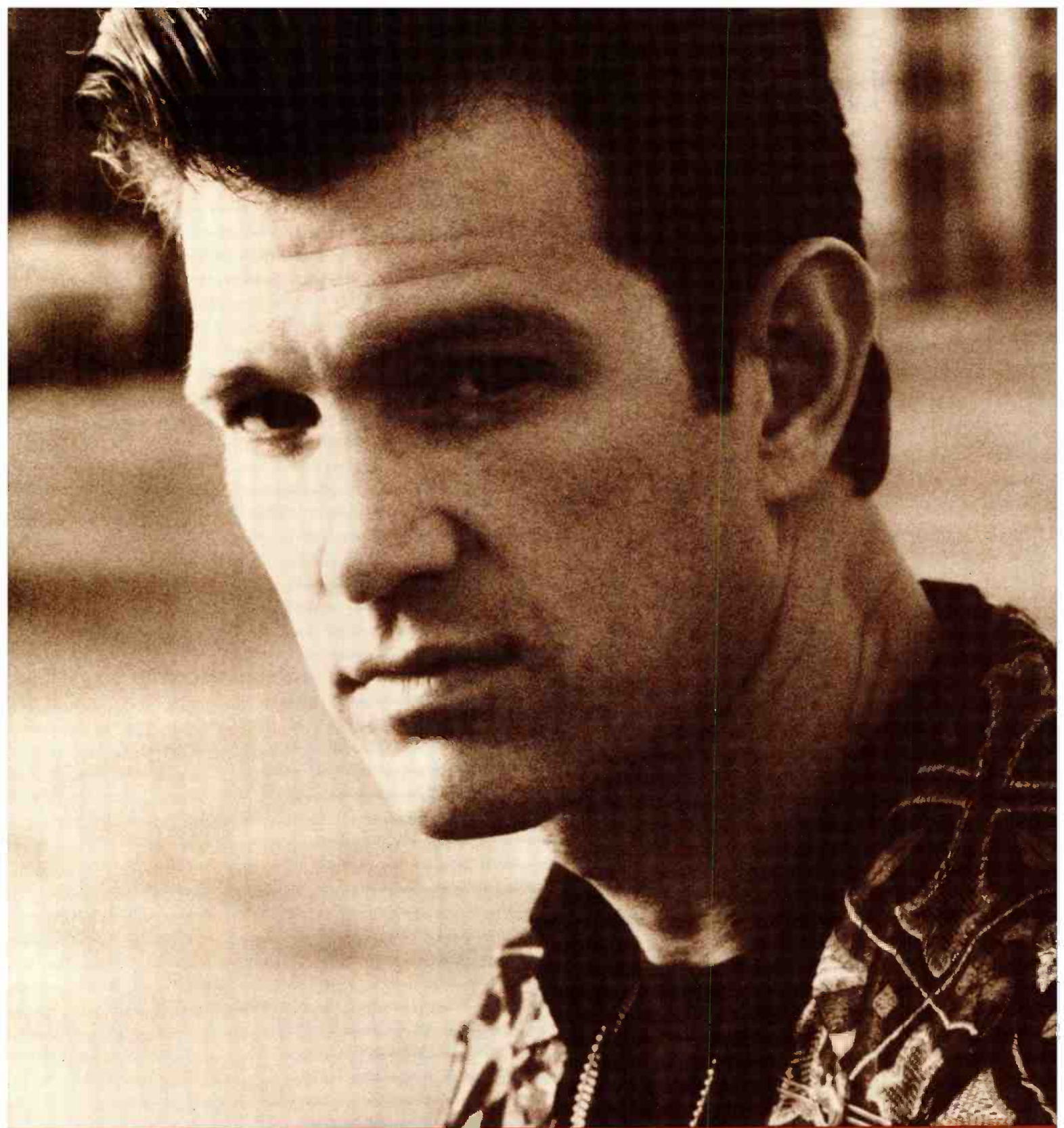
ISSUE 1848 MARCH 22, 1991

WILSON PHILLIPS: IN PERFECT HARMONY 



1923 0001 U-EXPR-F-M
SHELLEY SELOVER
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1801 CENTURY PARK W
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WEEZY'S POTPOURRI
OREN HARARI'S MANAGEMENT BASICS
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**After seven years of hard work,
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SUDDENLY, there's Chris Isaak! You can't miss him. His latest video is in heavy rotation on VH-1 and is number one on MTV's Top Twenty. Driven by the multi-format gold single "Wicked Game," HEART SHAPED WORLD has picked up speed and rocketed to over a million in sales.

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The New Single · Produced by Erik Jacobsen From the Album HEART SHAPED WORLD.
NATIONAL TOUR STARTS APRIL 12! Management: Erik Jacobsen ©1991 Reprise Records

OVER 250,000 ALBUMS SOLD IN ONE WEEK.

GAVIN AT A GLANCE

* Indicates Tie

TOP 40

MOST ADDED

MIKE + THE MECHANICS
Word Of Mouth (Atlantic)
R.E.M.
Losing My Religion (Warner Bros.)
SHEENA EASTON
What Comes Naturally (MCA)

RECORD TO WATCH

MONIE LOVE
It's A Shame (Warner Bros.)

Hot

ROD STEWART
Rhythm Of My Heart
(Warner Bros.)



URBAN

MOST ADDED

KEITH SWEAT
Your Love (Part 2) (Vintertainment/Elektra)
KEITH WASHINGTON
Kissing You (Qwest/Warner Bros.)
EnVOGUE
Don't Go (Atlantic)

RECORD TO WATCH

THE DELLS
A Heart Is A House For Love (Virgin)

Hot

BELL BIV DeVOE
She's Dope (MCA)



RAP

MOST ADDED

MASTER ACE
Movin' On (Cold Chillin'/Warner Bros.)
NIKKI D
Daddy's Little Girl (RAL/Def Jam/Columbia)
LL COOL J
Mama Said Knock You Out (RAL/Def Jam/Columbia)

RETAIL

Hot

ICE-T
New Jack Hustler (Giant/Reprise)

RADIO

Hot

ICE-T
New Jack Hustler
(Giant/Reprise)



A/C

MOST ADDED

CELINE DION
(If There Was) Any Other Way (Epic)
DAVID KOZ featuring **JOEY DIGGS**
Nothing But The Radio On (Capitol)
VOICES THAT CARE
Voices That Care (Giant)

RECORD TO WATCH

LONDONBEAT
I've Been Thinking About You (Radioactive)

Hot

ROD STEWART
Rhythm Of My Heart
(Warner Bros.)



COUNTRY

MOST ADDED

MARK CHESNUTT
Blame It On Texas (MCA)
JOE DIFFIE
If The Devil Danced (Epic)
Three-way tie for third Most-Added—see page 38.

RECORD TO WATCH

JOE DIFFIE
If The Devil Danced (Epic)

Hot

GEORGE STRAIT
If I Know Me (MCA)



JAZZ

MOST ADDED

JOEY DeFRANCESCO
Part III (Columbia)
CARMEN McRAE
Sarah—Dedicated To You (Novus/RCA)
JOHN SCOFIELD QUARTET
Meant To Be (Blue Note)

RECORD TO WATCH

STEVE LAURY
Stepping Out (Denon)

Hot

STEVE MASAKOWSKI
Friends (Nebula)



ADULT ALTERNATIVE

MOST ADDED

EARL KLUGH
Midnight In San Juan (Warner Bros.)
DEBORAH HENSON-CONANT
Talking Hands (GRP)
THE BIG DISH
Satellites (East West America)

RECORD TO WATCH

WILLIAM ORBIT
Strange Cargo 2 (No Speak/IRS)

Hot

STEVE LAURY
Stepping Out (Denon)



ALBUM

MOST ADDED

BILLY SQUIRE
"She Goes Down" (Capitol)
MIKE + THE MECHANICS
"Word Of Mouth" (Atlantic)
SIMPLE MINDS
"See The Lights" (A&M)

RECORD TO WATCH

THIN LIZZY
"Dedication" (Mercury)

Hot

SIMPLE MINDS
"See The Lights" (A&M)



ALTERNATIVE

MOST ADDED

HOODOO GURUS
"Miss FreeLove '69" (RCA)
LENNY KRAVITZ
"Always On The Run" (Virgin)
SEA STORIES
Wide Eyed & Dreaming (Nettwerk/IRS)

RECORD TO WATCH

TOO MUCH JOY
Cereal Killers (Giant/Warner Bros./Alias)

Hot

MORRISSEY
Kill Uncle
(Sire/Reprise)



THE SPRING RADIO WAR

see page 32

NEWS

WILSON-JAMES PERSEVERES

see page 21

STONE ROLLS UP

Fifteen-year A&M vet Rick Stone was promoted to Senior Vice President of Promotion this week.

Stone, who joined the label in 1976 as a local rep in New York City, was upped from his position as Vice President of Promotion, a position he's held since 1983.

"Rick Stone is a music man," said company President Al Cafaro. "He gets excited and involved in the music he promotes...His drive and dedication are an inspiration to his staff and make him an essential member of the management team at A&M."

Said Stone, "I have been offered the opportunity to lead a great promotion staff at a time when A&M has some unusually good music. The prospects for success have never been greater. It's a thrill to go to work every day knowing I will be working such fantastic music in partnership with a terrific staff."

LEE CHECKS INTO THE ZOO

After eight years away, Hot 97 (WQHT)-New York personality Bill Lee returns to the Bay Area in April when he joins the KMEL-San Francisco Morning Zoo. Lee replaces John London, who is flying south to KKBT-Los Angeles.

"Bill Lee is a one of a kind original," said station VP/GM Paulette Williams. "Teamed with the star power and energy of (current morning personality) Renel, the KMEL Morning Zoo will carry on in full force. We're all looking forward to his continuing in our grand tradition."

Lee has been in New York for five years. Before that he spent a year in Denver and two years in Minneapolis. When last in San Francisco, he did early evenings KFRC/AM. "Pull out the champagne, pop the cork, I'm headed all the way back to the Bay, Bye Bye New York!" said Lee, who's known for his on-air poetry. "It's been awhile since people in the Bay Area have had a taste of Bill Lee. Well, they're going to get a dose of it now!"

RATNER'S PROMOTION OFFICIAL



Marc Ratner's promotion from National Singles Promotion Director to Vice President of Promotion

for Reprise was made official this week.

Ratner has been with the label for over three years, and before

cont. on next page

STEELE, MARTINE TAKE BIG STEPS AT MCA

Lots of activity at Universal City this week as MCA Records hands VP stripes to Michael Steele, who's now Vice President, Field Promotion. Meanwhile, Pat Martine has been upped to National Promotion Director.

Steele has been with the label for eight years, most recently as National Pop Promotion Director. He has been based in Atlanta and will remain there, coordinating all field staff activities with Steve Meyer, Senior Vice President, Promotion/Product Develop-

ment. Before moving to Atlanta, Steele handled MCA local promotion in Nashville.



Michael Steele



Pat Martine

For the past five years, Martine was Director of Regional Promotion. He will remain based in Los Angeles. Prior to MCA, Martine

worked in promotion at RCA, Columbia and Arista.

"Both of these promotions are richly deserved," said label President Richard Palmese. "Michael's broad national experience and acute understanding of our regional goals will have an immediate impact on our field staff. Pat's gift for establishing strong relationships at radio and his years of experience in promotion make him the perfect executive to spearhead our national efforts."

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WHO IS "MISS AMERICA"....



T H E B I G D I S H " M I S S A M E R I C A "

GAVIN A/C CHARTBOUND 66/28

ON: KMMX	KVIC	WKYE	WEIM	WTSX	KDAT	KSSY
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WNYR	WWKS	WPXZ	WMVA	WMQC	WBGF/FM	WBLG
WOXC	KVYN	KXLE				

ALREADY MEDIUM ROTATION AT:

WKBX	WXVL	KNIM	WJEO	KOJM	KBMG	KBLO
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east west records america
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MANAGEMENT: DEREK MACKILLOP AND ALAN PARKS FOR MIDDLEBROW, LONDON.

cont. from previous page

that worked at Warner Bros. National Promotion Manager.

"Marc has been a key player on the Reprise promotion team ever since the label's revitalization," said Russ Thyret. "He was the inevitable choice for this important position and I join with the rest of the company in extending congratulations."

Ratner adds his VP-ship to his most recent accomplishment, helping save three young San

Fernando Valley men who were lost in the Santa Monica Mountains. Marc was part of a rescue team that found the men holed up in the rugged Goat Buttes section of Malibu Creek State park.

Also in Bunnyland this week—on the Warner Bros. side—Wendy Griffiths was named Associate Director of National Promotion and Steve Stevenson, Director of National Video Promotion.



L.A. Reid and Kenneth "Babyface" Edmonds recently welcomed Jermaine Jackson to their Arista-distributed record label, Laface Records. Shown at a party in Jermaine's honor are l-r: Producer/Songwriter Kayo; Babyface; Jermaine Jackson; L.A. Reid; Producer/Songwriter Daryl Simmons.

NEWMAN TO KDON AS PD

Former Star 93 (KSRR)-San Antonio, TX APD/MD Michael Newman will be taking a step up and a trip west when he takes the Program Director slot at KDON-Salinas/Monterey.

Before his stint at Star 93, Newman worked at MIX 96.5/Energy 96.5-Houston. He's no stranger to California, having worked at Hot 97.7 (KHQT)-San Jose, a station he put on the air with Energy 96.5 PD Steve Smith, and Y97 (KHTY)-Santa Barbara.

"It's going to be great to get back up in that area," Newman told the Gavin Report. "The station has a tremendous staff in place and I look forward to leading them to new heights."



Gina Iorillo has been named Associate Director of Promotion at Impact Records.

RADI-O-RAMA

93QID-Alexandria, LA MD Terry Knight has exited the station. New MD is 7P-12M personality Steve Casey...Michelle Mercer followed Greg Strassel

cont. next page

TRIO OF APPOINTMENTS AT POLYGRAM

Three high level appointments were made at PolyGram this week:

•Eric Kronfeld was named President and Chief Operating Office of PolyGram Holding Inc. In this capacity, Kronfeld will be responsible for finance, personnel and corporate legal and business affairs administration for all of the PolyGram-owned companies. According to the company, Kronfeld will not have direct operating responsibilities

over A&M, Island, Mercury, PolyGram Classics and Jazz, the



Eric Kronfeld

Jeff Jones

PolyGram Label Group (PLG)

and PolyGram Publishing.

For Kronfeld, this appointment follows eighteen months of being an "outside advisor" for PolyGram. He has had a private practice for many years.

•Jeff Jones joins PolyGram La-

bel Group as Vice President of Marketing. He was Vice President Marketing East Coast for MCA for the past two and a half years, and prior to that worked at CBS Records for 13 years.

•Gerry Kopecky has been promoted to Vice President, Sales for the PolyGram Label Group. Most recently San Francisco Branch Manager for PLG, Kopecky, a 20-year veteran of the company, will relocate to New York.

Gerry Kopecky



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ON MANAGEMENT

by Oren Harari

SOME REAL WORDS OF WISDOM

I've been writing this column since 1986. How can one write a column "on management" for that long without becoming stale? Two reasons. First, management is a growing, developing, evolving field. But even more important, the explosion in information, technology and market developments faced by organizations is so compelling that the ways of "doing" effective management constantly shift.

But in all this whirlwind of change, are there any fundamental principles that serve as a kind of fulcrum, or rudder? Of course: Things like customer service, quality, constant innovation, flexible debureaucratized organization, empowered people, and passionate visionary leadership are "musts," "constants" for business success. The execution of all these factors is the tricky part, however, and that's what I tend to write about.

Peter Drucker has boiled down the principles of effective managers to an even more basic core. Drucker is perhaps the management guru of our times. For 30 years he has written eloquently about global strategy, international finance, technology, demography, industrial psychology and a myriad of other topics relevant to business. So when he starts boiling down the complexities of management into a few simple basics, I listen. I'm sure you will too, so let me step aside and let you reflect upon Drucker's wonderfully sparse concepts of "management":

"The fundamental task of management remains the same: to make people capable of joint performance by giving them common goals, common values, the right structure and the ongoing training and development they need to perform and to respond to change."

"The workforce (has changed) from one composed largely of unskilled laborers to one of highly educated knowledge workers...In the modern society of enterprise and management, knowledge is the primary resource and society's true wealth."

"Management is about human beings. Its task is to make people capable of joint performance, to make their strengths effective and their weaknesses irrelevant. This is what organization is all about, and it is the reason that management is the critical determining factor."

"Every enterprise requires simple, clear and unifying objectives. Its mission has to be clear enough and big enough to provide a common vision. The goals that embody it have to be clear, public and often reaffirmed. (We need) commitment through an enterprise to some common objectives and common values. Without such commitment there is no enterprise; there is only a mob. Management's job is to think through, set, and exemplify those objectives, values and goals."

"It is management's job to enable each of its members to grow and develop as needs and opportunities change. This means that every enterprise is a learning and teaching institu-

tion. Training and development must be built into it on all levels—training and development that never stop."

"Every enterprise must be built on communication and on individual responsibility. Each member has to think through what is needed from others—and make sure that others know what is expected of them."

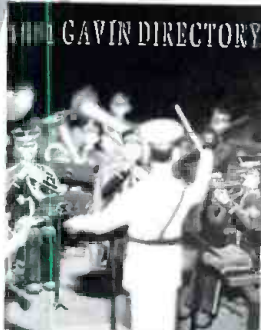
"Neither quality of output nor the bottom line is by itself an adequate measure of the performance of management and enterprise. Market standing, productivity, financial results—all are crucial. We need a diversity of measures for an enterprise. (But) the single most important thing to remember about any enterprise is that there are no results inside its walls. The result of a business is a satisfied customer. Inside an enterprise, there are only cost centers. Results exist only on the outside."

Simple, clear, compelling. Review Drucker's comments. Ask the people on your team to review them before the next staff meeting. At the meeting, ask people their opinions on how well management of your enterprise is living these principles. You'll find not only will a spirited philosophical discussion emerge, but some key action steps for improvement as well. As Drucker himself says: "Managers who truly understand the principles and truly manage themselves in their light will be achieving, accomplished managers—the kind of managers who build successful, productive and achieving enterprises all over the world and who establish standards, set examples and leave as a legacy both greater capacity to produce wealth and greater human vision."

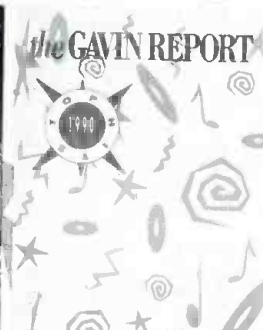
Not a bad goal to aspire to, eh?

Bound For Glory! *

Two Handy Gavin Reference Guides



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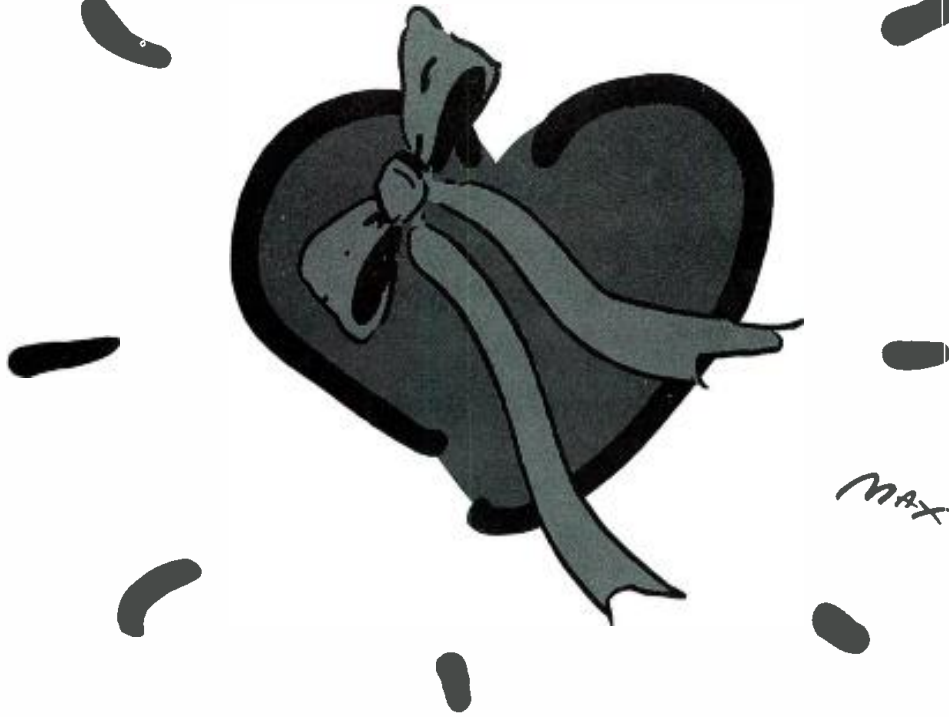
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A Song Of Support

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Lyrics by Linda Thompson Jenner

Produced and Arranged by David Foster

Performed by Voices That Care

Lead Vocals:

Ralph Tresvant
Randy Travis
Celine Dion
Peter Cetera
Bobby Brown
Brenda Russell
Warrant
Luther Vandross
Garth Brooks
Kathy Mattea
Nelson
Michael Bolton
Little Richard
Pointer Sisters
Fresh Prince
Mark Knopfler
Kenny G
Warren Wiebe

Choir:

Marcus Allen
Paul Anka
Catherine Bach
Deborah Benson Wald
Michael Bolton
Brian Bosworth

Julie Brown
Jimmy Buffett
Gary Busey
Nell Carter
David Cassidy
Peter Cetera
Chevy Chase
Candy Clark
Clarence Clemons
Kevin Costner
Cindy Crawford
Billy Crystal
Ted Danson
Rick Dees
Micky Dolenz
Sheena Easton
Sally Field
Kenny G
Richard Gere
Debbie Gibson
Whoopi Goldberg
Janet & Wayne Gretzky
Harry Hamlin
Mariel Hemingway
Marilu Henner
Orel Hersheiser
Vinnie James
Al Jarreau
Carol Kane

Bugs Bunny
Joanna Kearns
Don King
Marty Kove
Louie Louie
Jon Lovitz
Ali MacGraw
Melissa Manchester
Kathy Mattea
Peter Max
Alyssa Milano
Dudley Moore
NBA All Stars
Jeffrey Osborne
Donny Osmond
Michelle Pfeiffer
Anita Pointer
Ruth Pointer
June Pointer
Sheryl Lee Ralph
Helen Reddy
Paul Rodriguez
Kenny Rogers
Kurt Russell
Katey Sagal
Fred Savage
Jane Seymour
William Shatner
Nicolette Sheridan

Brooke Shields
Sissy Spacek
Stephen Stills
Meryl Streep
Alan Thicke
Linda Thompson Jenner
Tiffany
Michael Tucker
Mike Tyson
Blair Underwood
Jean Claude Van Damme
Luther Vandross
Lindsay Wagner
Warrant
Warren Wiebe
Paul Williams
Billy Dee Williams
Henry Winkler
James Woods
Gary Wright

Musicians:

Keyboards – David Foster
Synclavier Programming – Simon Franglen
Acoustic Guitar – Dean Parks
Sax Solo – Kenny G
Guitars & Solo – Mark Knopfler

Francesca Beghè pronounced B'gay

You'll have the music in April.

SBK Records



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NEWS

cont. from previous page

to Mix 98.5 (WBMX)-Boston where she'll be Music/Research Director. Both previously worked for Emmis, Strassel as PD at WLOL-Minneapolis and Michelle as Administrative Assistant to the Executive Vice President of Programming at the Emmis Corporate office...At the POiNT 100.3 FM (WPNT)-Chicago, Harv Blain moves in as PD. Blain was in Cleveland at McVay Media where he was Vice President Contemporary Radio...B.C. Beshore will be on the swing shift at Hot 99.9 (WHXT)-Allentown, PA. He held a similar position at Crosstown WAEB...Steve Wall, former PD at highly-rated KDON-Salinas/Monterey is available and can be reached at (408) 442-9339...Peter ("Big Peter") de Graaff, former Swing Personality/Production Assistant at KISS 108 (WXKS/FM)-Boston has considerable talent and is looking. He's willing to relocate. Call him at (617) 894-3722...EAGLE 106-Philly's former 10P-2A Personality Ric Sanders is seeking his next challenge. Phone Ric at (215) 829-1767...After five years at KZ103 (WWKZ/FM)-Tupelo, MS, Morning Personality/PD Rex Holiday has resigned to pursue other options. Rex can be reached at (615) 837-6082...KCRH-Hayward, CA (Chabot College) alumni wishing to attend the station's tenth anniversary celebration are reminded to call (415) 786-6954...This year's National Radio Chairperson for the ninth annual T.J. Martell Rock 'n Charity Weekend (May 16-19) is Pirate Radio (KQLZ)-Los Angeles PD Carey Curelop. Events include Rock 'N Bowl, Celebrity Invitational Golf Classic, Music Industry Tennis Open, Hollywood Backlot Cocktail Carnival, Celebrity Silent Auction and Celebrity Softball Games. For Weekend info call (818) 883-5129...The Gavin Report wants to remind programmers that prom season is not far off. Honorary Chairman of the NAB's 1991 Operation Prom/Graduation Campaign is San Antonio Spurs star center David Robinson. Audio PSAs are available. Call (202) 429-5447...

the GAVIN REPORT

WKTI REORGANIZES PROGRAMMING

WKTI-Milwaukee has put its programming team in place, upping PD Mike Berlak to Operations Manager and naming former B-94 Pittsburgh PD to Berlak's old position.

"Mike has done a tremendous job leading WKTI as Program Director and will now be able to spend even more time on strategic planning and big picture items," said Executive Vice President-Radio Doug Keil.

This is Clayton's return to WKTI. "I'm thrilled we were able to bring

Danny back home," said Keil. "He and I worked together well in the past and I'm excited at the prospect of having him back on our team."

BIRTHDAYS

Compiled by Diane Rufer
Our Best Wishes and
HAPPY BIRTHDAY To:
Dana Hall, WILD-Boston, MA 3/24
Steve Garcia,
KSTN-Stockton, CA 3/24
Sammy Kaplan 3/24
Mark Kage,
WKHQ-Charlevoix, MI 3/25
Aretha Franklin, Elton John, Nick
Lowe, Hoyt Axton 3/25
Kevin Weatherly,
Q106-San Diego, CA 3/26
Diana Ross, Teddy
Pendergrass 3/26
Charly McClain, Ronnie McDowell,
Steven Tyler (Aerosmith) 3/26
Elroy Kahanek,
Atlantic Records 3/27
Dave Koz, Eddie Edwards 3/27
Terry Ventura 3/28
Keith Robbins 3/28
Tony Richards, WDDJ/FM-
Paducah, KY 3/28
Dennis Dillon,
WLFX-Winchester, KY 3/28
Reba McEntire,
Charlie McCoy 3/28
Rick Andrews,
KZOZ-San Luis Obispo, CA 3/29
Manon Hennessey,
KSRF-Santa Maria, CA 3/29
Eric Clapton 3/30

BIRTHS

Our CONGRATULATIONS to CHRISTY FORESTER (Warner Bros. recording artist), and her husband, GARY, on the birth of their daughter, MADELEINE GRACE. Born March 15.
...CONGRATULATIONS to JOSEPH and JUDY BETRO on the birth of their son, JACKSON PETER. Born March 11th, weighing 9 lbs., 1 oz.
...CONGRATULATIONS to KENNETH and SHERRY MOTTA on the birth of their son, STEPHEN ROBERT. Born March 15th, weighing 7 lbs., 12 oz.
...CONGRATULATIONS to MICHEL'LE, Atco recording artist, on the birth of her son, MARCEL D'ANDRE. Born February 7th, weighing 6 lbs.

Condolences to our dear friend Lynda Tice and her family on the untimely loss of her son Terry Pruett. A fund is being established for Terry's five-year-old daughter Amanda. We'll print that information when it's available. Lynda is Director of Promotion at Howard Rosen Promotion.

The Gavin family extends our sincere condolences to the family and friends of Kirk Cappello, Paula Kaye Evans, Michael Thomas, Terry Jackson, Joey Cigainero, Tony Saputo, Chris Austin and Jim Hammon. All were members of Reba McEntire's band with the exception of Hammon, who was her tour manager. They were killed in a private jet crash on Saturday, March 16.

ROTATIONS

MCA Records Senior VP/Promotion Billy Brill is out. He will announce future plans shortly—meantime call him at 213-969-1960. Billy wouldn't give clues as to his next step, but said, "Look out world!"...Watch closely for a GIANT announcement from Charlie Minor soon!...Congratulations to Dave Konjoyan, formerly with Cypress Records, on joining Scotti Brothers as their Publicist. Call Dave at (213) 450-3193...

BRE

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UP & COMING

Reports accepted Monday and Tuesday 8AM-4PM
 Station Reporting Phone: (415) 495-1990
 Gavin Fax: (415) 495-2580

Reports Adds On Chart

105	16	61	28	CINDERELLA - Heartbreak Station (Mercury)
97	47	26	24	QUEENSRYCHE - Silent Lucidity (EMI)
95	14	45	36	BLACK CROWES - She Talks To Angels (Def American)
92	8	32	52	BINGOBOYS - How To Dance (Atlantic)
85	21	30	34	HI-FIVE - I Like The Way (The Kissing Game) (Jive/RCA)
81	34	42	5	THE FIXX - How Much Is Enough? (Impact/MCA)
74	8	41	25	ALEXANDER O'NEAL - All True Man (Epic/Tabu)
73	4	32	37	TRIXTER - One In A Million (MCA)
72	72	—	—	*MIKE + THE MECHANICS - Word Of Mouth (Atlantic)
69	65	3	1	*R.E.M.: Losing My Religion (Warner Bros.)
66	11	42	13	HAPPY MONDAYS - Step On (Elektra)
65	5	13	47	ANOTHER BAD CREATION - Iesha (Motown)
60	15	14	31	VOICES THAT CARE - Voices That Care (Giant)
59	9	46	4	ANNA MARIE - This Could Take All Night (MCA)
57	12	35	10	STEELHEART - I'll Never Let You Go (MCA)
53	6	19	28	MICHEL'LE - Something In My Heart (Ruthless/Atco)
53	48	4	1	*SHEENA EASTON - What Comes Naturally (MCA)
50	12	28	10	RIFF - My Heart Is Failing Me (SBK)
48	1	40	7	BART & HOMER SIMPSON - Deep, Deep Trouble (Geffen)
47	9	33	5	DANIEL ASH - This Love (Beggars Banquet/RCA)
46	45	1	—	*CELINE DION - (If There Was) Any Other Way (Epic)
45	2	12	31	LISETTE MELENDEZ - Together Forever (Fever/RAL/Columbia)
43	3	20	20	THE PARTY - That's Why (Hollywood)
43	11	26	6	MARC COHN - Walking In Memphis (Atlantic)
43	10	16	17	RUDE BOYS - Written All Over Your Face (Atlantic)
42	17	19	6	NILS LOFGREN - Valentine (Rykodisc)
39	2	10	27	GUY - Let's Chill (MCA)
39	—	20	19	VANILLA ICE - I Love You (SBK)
35	4	29	2	DAVE KOZ - Castle Of Dreams (Capitol)
33	5	17	11	JASMINE GUY - Another Like My Lover (Warner Bros.)
32	4	23	5	LIVING COLOUR - Love Rears Its Ugly Head (Epic)
32	5	27	—	TRASH CAN SINATRAS - Obscurity Knocks (Go!Discs/London/PLG)
31	—	2	29	FATHER MC - I'll Do 4 U (MCA)
31	9	18	4	SHOOTING STAR - Rebel Without A Cause (V&R)
30	3	18	9	JOHNNY GILL - Wrap My Body Tight (Motown)
29	6	19	4	MS. ADVENTURES - As Long As I'm With You (Atco)
28	13	1	14	*MONIE LOVE - It's A Shame (Warner Bros.)
27	—	7	20	AIRKRAFT - Somewhere (Curb)
27	—	27	—	ZACHARY RICHARD - Too Many Women (A&M)
26	7	17	2	*DEEE-LITE - E.S.P. (Elektra)
25	23	2	—	*JESUS JONES - Right Here, Right Now (SBK)
24	2	21	1	TOY MATINEE - The Ballad Of Jenny Ledge (Reprise)
21	2	3	16	DIGITAL UNDERGROUND - Same Song (Tommy Boy)
21	8	4	9	*UB40 - Here I Am (Come And Take Me) (Virgin)
21	3	17	1	*MICHAEL McDONALD - All We Get (It's Not Enough, It's Never Enough) (Reprise)

Dropped: #23-Styx, #32-L.L. Cool J, #34-Whitney Houston, #40-C&C Music Factory (Sweat), Little Caesar, Elisa Fiorillo, The Outfield, Information Society, Queen.

HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week **280** Last Week **280**

Hit Factor is a percentage of stations playing a record which also have it Top 20.
ie: 100 stations playing the record- 60 stations have it in their Top 20- Hit Factor = 60%

ARTIST TITLE LABEL	Reports	Adds	1-5	6-10	11-20	21-30	Uncharted	Hit Factor	Weeks
GLORIA ESTEFAN - Coming Out Of The Dark (Epic)	239	2	179	37	16	2	3	97%	10
LONONBEAT - I've Been Thinking About You (Radioactive)	249	2	139	51	49	6	2	95%	8
WILSON PHILLIPS - You're In Love (SBK)	251	4	107	93	38	8	1	94%	8
JANET JACKSON - State Of The World (A&M)	244	1	83	88	53	13	6	91%	8
AMY GRANT - baby baby (A&M)	264	2	7	58	127	50	20	72%	6
TARA KEMP - Hold You Tight (Giant)	216	4	79	73	39	17	4	88%	11
MARIAH CAREY - Someday (Columbia)	183	—	140	43	—	—	—	100%	13
ROXETTE - Joyride (EMI)	252	6	7	28	141	61	9	69%	5
ROBERT PALMER - Mercy Mercy Me (The Ecology)/I Want You (EMI)	235	4	10	48	124	39	10	77%	7
TIMMY T. - One More Try (Quality)	168	3	119	41	3	1	1	97%	14
TESLA - Signs (Geffen)	160	5	46	47	46	12	4	86%	12
TRACIE SPENCER - This House (Capitol)	172	5	52	70	32	12	1	89%	13
STEVIE B - I'll Be By Your Side (LMR/RCA)	207	5	11	70	81	33	7	78%	9
RICK ASTLEY - Cry For Help (RCA)	221	6	2	22	103	72	16	57%	7
THE REMBRANOTS - Just The Way It Is, Baby (Atco)	189	6	16	30	90	37	10	71%	16
ENIGMA - Sadness (Charisma)	195	13	17	28	67	57	13	57%	7
TEVIN CAMPBELL - Round And Round (Paisley Park/Warner Bros.)	156	4	16	31	63	29	13	70%	11
SUSANNA HOFFS - My Side Of The Bed (Columbia)	114	—	35	39	31	4	5	92%	9
STING - All This Time (A&M)	98	—	45	47	5	—	1	98%	11
CATHY DENNIS - Touch Me (All Night Long) (Polydor)	209	12	—	3	42	94	58	21%	5
ROD STEWART - Rhythm Of My Heart (Warner Bros.)	235	21	—	1	21	116	76	9%	3
THE ESCAPE CLUB - Call It Poison (Atlantic)	195	4	1	8	53	96	33	31%	6
NELSON - More Than Ever (DGC)	202	9	—	1	22	106	64	11%	4
OLETA ADAMS - Get Here (Fontana/PolyGram)	105	—	15	32	38	14	6	80%	14
WINGER - Easy Come, Easy Go (Atlantic)	148	3	11	13	63	39	19	58%	9
GERARDO - Rico Suave (Interscope/EWA)	135	10	6	18	43	36	22	49%	11
ALIAS - Waiting For Love (EMI)	68	—	20	42	5	—	1	98%	11
C & C MUSIC FACTORY - Here We Go (Columbia)	166	21	—	6	29	57	53	21%	5
ROLLING STONES - Highwire (Rolling Stones/Columbia)	170	2	2	1	21	63	81	14%	4
FIREHOUSE - Don't Treat Me Bad (Epic)	151	12	1	3	24	54	57	18%	6
HARRIET - Temple Of Love (East West America)	149	22	1	—	19	45	62	13%	7
KEOOY - Save Some Love (Arista)	198	37	—	—	2	38	121	1%	3
TRIPLETS - You Don't Have To Go Home Tonight (Mercury)	191	38	—	—	2	46	105	1%	3
GREAT WHITE - Call It Rock 'N Roll (Capitol)	135	4	—	4	28	46	53	23%	6
DIVINYLS - I Touch Myself (Virgin)	143	36	—	3	17	34	53	13%	4
RALPH TRESVANT - Stone Cold Gentleman (MCA)	114	16	—	3	16	35	44	16%	6
JELLYFISH - Baby's Coming Back (Charisma)	133	3	—	1	12	48	69	9%	5
EXTREME - More Than Words (A&M)	152	36	—	—	5	30	81	3%	3
darling buds - Crystal Clear (Columbia)	114	4	—	5	10	44	51	13%	6
CINDERELLA - Heartbreak Station (Mercury)	105	16	—	—	9	19	61	8%	4
QUEENSRYCHE - Silent Lucidity (EMI)	97	47	—	1	6	17	26	7%	3
BLACK CROWES - She Talks To Angels (Def American)	95	14	1	2	6	27	45	9%	4
BINGOBOYS - How To Dance (Atlantic)	92	8	1	6	23	22	32	32%	7
HI-FIVE - I Like The Way (The Kissing Game) (Jive/RCA)	85	21	4	6	8	16	30	21%	4
THE FIXX - How Much Is Enough? (Impact/MCA)	81	34	—	—	1	4	42	1%	2
ALEXANDER O'NEAL - All True Man (Epic/Tabu)	74	8	—	1	7	17	41	10%	6
TRIXTER - One In A Million (MCA)	73	4	3	5	10	19	32	24%	7

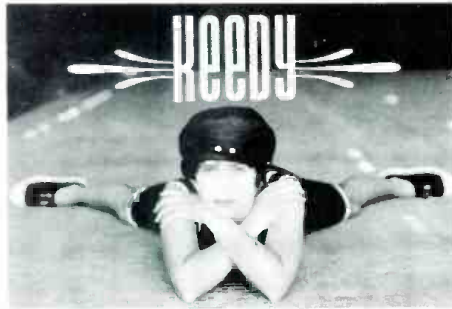
INSIDE TOP 40 by Dave Sholin

Clarifying last week's comments regarding teen response in focus groups, **B96 PD Dave Shakes** called to add a disclaimer. When asked about hearing Rock and Dance on the same station, respondents were specifically talking about not wanting to hear "Classic" Rock and Dance on the same station, not current Rock product. But how some programmers differentiate between Rock and Pop is one of the things that has **Geffen Records** General Manager **Al Coury** concerned. A veteran who's seen the industry go through one phase after another, he admits it's never quite been the way it is right now. Always one to place a high priority on promotion, Al wonders why, "PDs complain about the lack of big stars. Many of the hottest bands around today were groups that programmers resisted playing in the beginning." Al takes exception with those PDs, "who think their audience knows the difference between a Dance record, a Rock record, a Hot A/C record or anything else." He contends, "a person listens to the radio and either likes a song or they don't." Battling to get Top 40 airplay for artists on his roster like **Don Henley**, **Guns N' Roses** and currently **Tesla**, puts Al in a position to watch their popularity develop and spread. "The problem is the tunnel vision of some programmers who refuse to alter their initial perception of a particular release. A Rock record remains a Rock record in their minds and nothing—sales, audience response or demand—will change their thinking. In the case of Tesla, we're seeing tremendous female request activity for a supposed 'male Rock' appeal artist." Al says he does understand what today's PD is up against in a highly fractionalized marketplace, but stresses, "It's also smart radio to program those hits that appeal to a wide cross section of the population," but certainly not all Rock singles are going to work at Top 40, something he does not dispute. However, he argues, "There is a point in the life of a record when it no longer can be deemed a Rock record and it becomes a Pop hit—that's when it crosses the line." To help solve the present situation, Al would hope that programmers keep more of an open mind in their music selection process. "Maybe PDs are busy with so many other management responsibilities they can't devote enough time to music. I would beg programmers to find out what's happening in their community, get a handle on the public's taste and distinguish between Rock records and Pop hits." By the way, Al's **TESLA** record is chalking up a solid month at #1 for **WCIL** Carbondale, IL and proving to be a winner in diverse markets like Philadelphia, where it moves 6-4 at **EAGLE 106** and 24-19 at **WIOQ/FM**; Indianapolis at

WZPL 2-1; Atlanta's **POWER 99** taking it 19-16 and **WPLJ** New York 20-17. Added at **KRQ** Tucson, **Z100** New York, **WDJX** Louisville and **KISN** Salt Lake City.

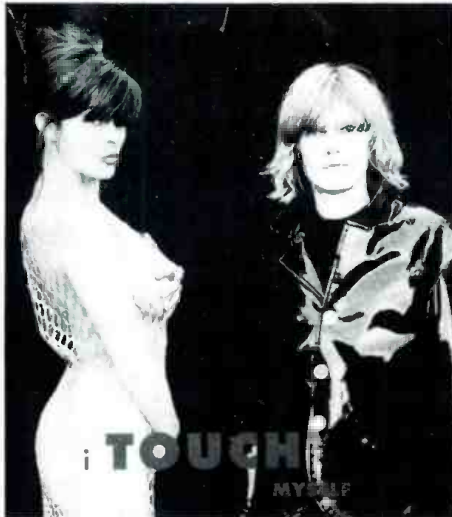
Leading the way when it comes to **HIT FACTOR** increases here are the top three: **AMY GRANT** 39% to 72%, **ROXETTE** 38% to 69% and **RICK ASTLEY** 39% to 57%.

Only three reports shy of the 200 mark, **KEEDY** boasts top thirty numbers at **WZZR**,



Q102, **KROC**, **WTBX**, **WBIZ**, **POWER 99.9KHI**, **WAAL/FM**, **KC101**, **WKTI**, **WEGZ/FM**, **WIXX**, **KGLI**, **WRKY**, **Y95**, **KXKT**, **KKYS**, **KSND**, **KISN**, etc. New on **Z100** Portland, **Q106.5** Wichita, **KCLD** St. Cloud, MN, **WZPL**, **WXXQ** Freeport, IL, **WIOQ/FM**, **KZ103** Tupelo, MS, **WDFX** Detroit, **WZYQ** Frederick, MD and **HOT 97** New York.

Some massive gains for **DIVINYLS** came in



this week including, **WPST** 24-14, **ZFUN** 33-21, **G105** 23-18, **Q106** 10-7, **104 KRBE** 15-12, **KHHT** 24-17, **WQID** 27-21, **WEOW** 14-7, **POWER 99** 18-11, **WCKZ** 27-19, **Z100** New York 22-15 and **KZZP** 23-18. Added at **WHYT** Detroit, **Y100** Miami, **Q102** Cincinnati, **WNVZ** Norfolk, **KKXL** Grand Forks, **KOY/FM** Phoenix, **FM102** Sacramento, **KUBE** Seattle, etc.

Lynn Barstow, MD at **KKYS** Bryan, TX, calls **QUEENSRYPHE** "one of our two hottest records." On as an extra, "It's been opened

up to Midday play it's so hot—all ages are calling for it." Huge gainer at **WCIL** 31-19 "number one phones" and **KZOZ** San Luis Obispo 37-26, where **APD/MD Rick Andrews** is predicting, "It will go to number one. Sales beginning with immediate phone reaction, generating top five requests from adults 18-34." Also strong at **WIOQ** 31-25 "top three phones," **WHCG** 37-28, **WKPQ** 30-18, **KZZT** 17-8 "number one in the 'Top Five At Nine' for the past two weeks and a hot retail item," **WSPT** 20-14, **KHSS** 17-11, etc.

Highest debut of the week #26 at **Y108** Denver and #25 for **KC101** New Haven is **EXTREME**. Airplay grows significantly with 36 adds including, **WHHY/FM**, **Y97**, **KQIX**, **KMOK**, **WWCK**, **WRCK**, **WSGM**, **WKXJ**, **WGOR**, **KQEN**, **93QID**, **WPST**, **Y107**, **KEEZ** and **KISN**.

Top ten retail activity highlights noteworthy growth for **BLACK CROWES** at **WIXX** Green Bay, WI where they climb 30-24. Other top thirty gains at **WSPT** 9-5, **Q104** 31-27, **KBKB** 20-16, **K96** 17-13, **WYNU92FM** 14-9, **KOZE** 29-23, **KJLS** 31-21, **WAPE** 22-18 and **WIOQ** 36-29.

RUDE BOYS explodes for **Chris Bailey** and **Ellis B. Feaster** at **WNVZ**, who take it 26-8 after just four weeks of play! Also Top Ten at **KS104** 12-9, **KMEL** 6-5 and **KGGI** 9-8. Highest debuting entry for **Q106** San Diego at #26 "has definite female appeal."

Tony Dee, PD at **Q96** Imperial Valley, CA, adds **RIFF** and reports getting "a significant number



of calls for it over the weekend before officially adding it." Gains at **Y100** 30-27, **KSRR** 20-17, **KISN** 30-27, **WNCI/FM** 25-22, **Q104** 32-29, **B95** 33-29, **KS104** 29-26 and **KRQ** 26-23. New on **WTIC/FM**, **WCIL**, **KMOK**, **Y108**, **KLIS**, **WJLQ/FM** and **KKFR**.

There's no stopping **MONIE LOVE** in Philadelphia or Detroit, jumping into the Top Ten at **WIOQ/FM** 21-9 and debuting at #14 on **WHYT**. Hot on **KMEL** San Francisco 7-6, **WNVZ** 15-12, **B95** Fresno 22-15, **Q106** 24-21 and **KS104** Denver 22-20. Added at **HOT 97.7**, **POWER 96**, **WTNY/FM**, **KFMI**, **WFHN**, **WJLQ/FM**, **KKFR** and **KXXX**.

Number two requested track at **Q106** is **COLOR ME BADD**'s "I Wanna Sex You Up" from the "New Jack City" soundtrack, charting 27-22. Added at **WZOU** Boston and taking a ten-point gain at **KMEL** 30-20 in its second week.

POTPOURRI

"A

little of this,
a little of that,

and a lot of mindless filler..."



This week our theme is "Potpourri." It's the perfect theme for those times when you need to tie up loose ends, answer letters, address a variety of interests, or if you can't think of a real theme. I often receive letters from readers who are eager to comment on past topics or share their thoughts and ideas on issues we've addressed. And then, occasionally I'll get a letter apropos of absolutely nothing.

JIM AESOPH of KSDR/Watertown, South Dakota responded to my column on "Phoning Celebrities" by writing to tell me how rewarding it is for him to call regular people and celebrate their regular wonder. He called a woman in St. Louis who told him that her husband ran off with a barmaid because he told her that the barmaid was "better with highballs." He called a man in Tennessee who claimed to be two days older than water. And he's called a lot of people who have told him to butt out and go bite himself. His point is this: You don't have to call famous people to be ignored and treated rudely. Just plan folks are perfectly capable of treating you as rudely as you deserve to be treated.

Jim likes to call people at random. He'll tell them that a computer selected them to be on the air. Then he'll try to get each person talking about his personal life, his marriage, his divorce, his childhood, his time in prison. Jim says calling out of state works best. That way, it's tougher for people to come after you.

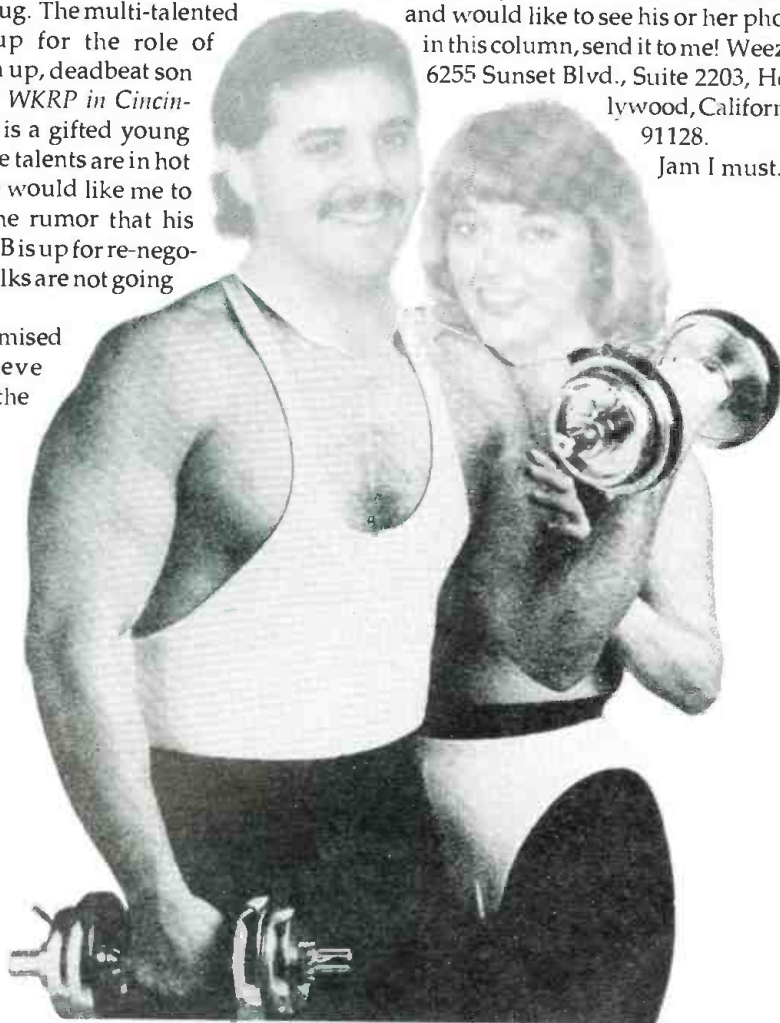
In response to our column on "Radio Heroes," BOB GRISSINGER from WINK/FM-Fort Myers, Florida wrote to tell us he grew up in Minneapolis listening to "True Don Bleu." Yes, "True" was young Bill's radio inspiration. He listened. He learned. He dreamed. Today, Bill is a radio man himself because of "True," and he has but one remaining dream. He would like to know whatever happened to "True?"

We were determined to unravel this mystery for Bill, and since Robert Stack was unavailable, we called our friend STEVE

COCHRAN, morning star at KDWB-Minneapolis and spoke to his voice mail. Two minutes later we received a call from Steve. Does he always monitor his voice mail this closely? Perhaps he needs a hobby. Steve claimed to have the information we sought, but he would not disclose it until we promised to spread the following shameless plugs: Steve has been signed to appear in a film called *The Bridge*, set to begin filming this month in Minneapolis. It's a coming of age saga in which Steve has a chance to display his versatility as he portrays a burned out, drug pushing thug. The multi-talented Steve is also up for the role of Carlson's grown up, deadbeat son in the return of *WKRP in Cincinnati*. Yes, Steve is a gifted young performer whose talents are in hot demand, and he would like me to carefully leak the rumor that his contract at KDWB is up for re-negotiation and the talks are not going well.

After we promised to comply, Steve came clean with the

"Captain Jack" and Robin Collins at WKSX Kiss Country in Springfield, Ohio like to lift weights in between songs and at least once a week they do their show naked from the station rooftop. Wait a minute, isn't one of those bodies really Ann-Margaret's?



4-1-1 on "True." After leaving KDWB, True Don Bleu went to KYUU (now KFRC /FM) in San Francisco. Then, Hollywood beckoned and "True" was called upon to host *The New Gong Show*. After a healthy 13-week run and a chance to become really chummy with Jaye P. Morgan, "True" went back to San Francisco where he currently does mornings at K-101. And that's the True Don Bleu Update. Hey, Bill, thanks for asking.

A gentleman calling himself PAUL "Hey M*** F***" KYSER from KROZ-Tyler, Texas responded to our column on live remotes with this sad comment, "Hey, let's not forget this hidden live remote bonus. Live remotes give listeners a rare opportunity to swear on the radio and the chance to demonstrate the volume of their car stereos tuned to a competing station." Excellent observation, Paul. However, anyone calling himself Paul "Hey M*** F***" Kyser should be perfectly capable of swearing on his own radio station and should hardly need his listeners to do it for him.

Since the topic is Potpourri, I'll close with this inappropriate non-sequitur: If you're really vain, or you know someone who is, and would like to see his or her photo in this column, send it to me! Weezy, 6255 Sunset Blvd., Suite 2203, Hollywood, California 91128.

Jam I must.

RADIO RAP

Reports accepted Thursday only
9AM through 4PM
Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

MOST ADDED

MASTER ACE
Movin' On
(Cold Chillin'/Warner Bros.)

NIKKI D
Daddy's Little Girl
(RAL/Def Jam/Columbia)

LL COOL J
Mama Said Knock You Out
(RAL/Def Jam/Columbia)

TOP TIP

FONKE SOCIALISTIKS
You Are My Heaven
(Priority)

The FONKE trio brew a refreshing Hip Hop recipe. Fourteen stations already on the heavenly tip.

RECORD TO WATCH



WHODINI
Freaks
(MCA)

The three Rap legends open new doors as they make their MCA debut. Seven new adds this week: KSYM/FM-San Antonio, TX, KUNV/FM-Las Vegas, NV, WBUL-Tampa, FL, WHUS/FM-Storrs, CT, WKDU-Philadelphia, PA, WRLC-Picastaway, NJ, WRUV-Burlington, VT.

Editor: Brian Alan Samson
RA = Retail Singles Action

RA LW TW

RA	LW	TW	Artist - Title (Label)
\$ 2	1	1	ED O.G & DA BULLDOGS - Have It (PWL America/Mercury)
\$ 1	2	2	EPMD - Gold, Rampage, Give, Control (RAL/Def Jam/Columbia)
\$ 4	3	3	GANG STARR - The Weight, Lovesick, Check, Rep, Intellect (Chrysalis)
\$ 3	4	4	DIGITAL UNDERGROUND - Same Song (Tommy Boy)
\$ 8	5	5	L.L. COOL J - Around, Boomin', Farmers, Mama (RAL/Def Jam/Columbia)
-- 6	6	6	STETSASONIC - No B.S., U Da Man (Tommy Boy)
\$ 7	7	7	BRAND NUBIAN - Wake Up, Bomb (Elektra)
\$ 10	8	8	MONIE LOVE - Shame, Middle, Stable, Swiney, Read (Warner Bros.)
\$ 9	9	9	MAIN SOURCE - Front Door, Roger, Large, Snake (Wild Pitch)
-- 5	10	10	ICE CUBE - Kill At Will (Priority)
\$ 11	11	11	SON OF BAZERK - Change, J Dub's (S.O.U.L./MCA)
\$ 14	12	12	KMD - Peach Fuzz, Refill (Elektra)
-- 19	13	13	K-SOLO - Fugitive, Your Mom, Everbody, Arrest, Solo (Atlantic Street)
-- 13	14	14	PARIS - Devil, Ebony, Scarface, Panther, Babylon (Scarface/Tommy Boy)
-- 23	15	15	LEADERS OF THE NEW SCHOOL - PTA, Teachers (Elektra)
-- 16	16	16	RUN-D.M.C. - All About, Ave, Naughty, Hell (Profile)
\$ 17	17	17	THE DOC - Portrait, Mind (Atlantic Street)
-- 22	18	18	DOWNTOWN SCIENCE - Radio Active (RAL/DEF JAM/Columbia)
-- 12	19	19	ERIC B & RAKIM - Omega, Mahogany, Rhythm (MCA)
\$ 35	20	20	ICE-T - New Jack (Giant/Reprise)
-- 15	21	21	KING SUN - Be Black, Big (Profile)
\$ 20	22	22	BIG DADDY KANE - Pitiful, All, Right, Meets, Damn (Cold Chillin'/Reprise)
\$ 18	23	23	SPECIAL ED - C'mon, Mission, 5 Men, Wish (Profile)
-- 34	24	24	YOUNG BLACK TEENAGERS - My Donna, Daddy, Proud (S.O.U.L./MCA)
\$ 21	25	25	CHUBB ROCK - Treat Em' (Select)
-- 26	26	26	LIFERS GROUP - Real Deal (Hollywood Basic)
\$ --	27	27	NIKKI D - Daddy's, Antie (RAL/Def Jam/Columbia)
-- 25	28	28	PROFESSOR X - Years, Ahh (4th & Broadway/Island)
-- 31	29	29	RED HEAD, KING PIN & THE FBI - Plan B, About Red (Virgin)
\$ 27	30	30	DJ QUIK - Born And Raised In Compton (Profile)
-- 24	31	31	LAKIM SHABAZZ - Justice, Lovin', Job, Believe, The Way (Tuff City)
-- 38	32	32	KID CAPRI - Apollo, Hang'em (Cold Chillin'/Warner Bros.)
-- 28	33	33	ISIS - Power Of Myself (4th & Broadway/Island)
\$ 29	34	34	TOO SHORT - Funky, Ghetto, Dead, It's Your, Rap (Jive/RCA)
-- --	35	35	TONY D - Elevation, Buggin' (4th & Broadway/Island)
-- 32	36	36	MOVEMENT EX - United Snakes (Columbia)
-- --	37	37	GENIUS - Come Do Me, Slammin (Cold Chillin'/Warner Bros.)
-- 36	38	38	INTELLIGENT HOODLUM - Arrest, Reality, Black (A&M)
\$ 30	39	39	FATHER MC - Lisa, 4 You, Treat'em (MCA)
-- 33	40	40	PUBLIC ENEMY - Dodge, Can't, Brothers, Soul (RAL/Def Jam/Columbia)

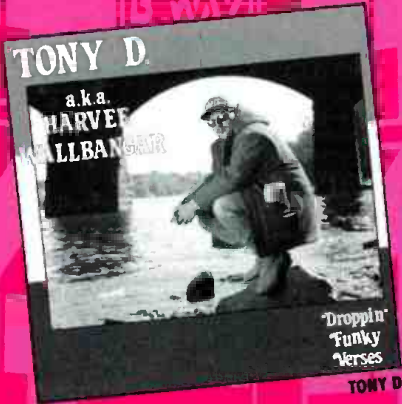
CHARTBOUND

LAQUAN - Swing Blue, Sweat Black (4th & Broadway/Island)
KWAME - Oneovdabigboyz (Atlantic Street)
K9 - Apartheid (Arista)

***KING TEE** - At Your Own Risk (Capitol Street)
***CRAIG G** - U-R-Not The One (Atlantic Street)
***YOYO** - Don't Play With My YoYo (Atlantic Street)

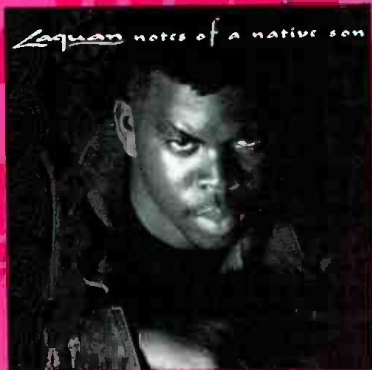
Dropped: #37-Three Times Dope, #39-X-Clan, B.M.W., #40-Jungle Bros.

COMING TO YOU FROM THE GAVIN REPORT'S 1991 MAJOR RAP LABEL OF THE YEAR



From producer to rapper, Tony D's debut album stands for the newest sounds around.

Featuring "Check the Elevation" and "E.F.F.E.C.T."



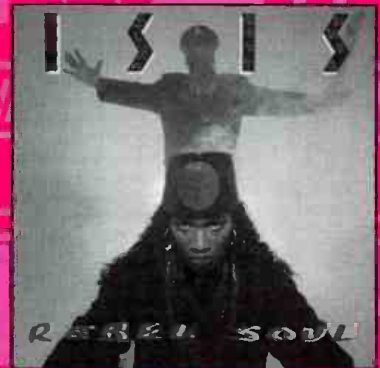
Rhythmic influence with a mental contact. Socio-political music from the most serious 16-year old in Los Angeles.

Featuring "Swing Blue, Sweat Black" and "Now's The B Turn"



A revolution of the mind from X-Clan's Overseer. The idea is to tonitalize, to excite, to vibrate.

Featuring "Years Of The 9, On the Blackbird Side" and "What's Up G?"



Armed with a sense of purpose, Isis rebel on a positive level. Hail the words of Isis!

Featuring "The Power of Myself is Meaning", "Face The Bass" and "Hail The Words Of Isis"



Looking into the future from many vantage points, creating a new perspective, the Stereo MC's have pledged their allegiance to rap to the hard beat.

Featuring "Elevate My Mind" and "Two Horse Men"



From the suburbs of your mind, this wild mix of hip-hop, jazz, ska, swing, pop and other weirdisms are a monster hit in the UK. The Dream Warriors are sure to conquer your ears.

Featuring "Wash Your Face In My Sink" and "My Definition of a Boombastic Jazz Style"

WE'VE
GOT
THE
STREET
CORNERED
AT



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RETAIL RAP

Retail Research Assistance:
Ern Llamado
Kelly Woo
Brett Atwood

2W	LW	TW	SINGLES
2	1	1	CHUBB ROCK - Treat'em Right (Select)
4	3	2	MAIN SOURCE - Lookin' At The Front Door (Wild Pitch)
11	6	3	MONIE LOVE - It's A Shame (Warner Bros.)
1	2	4	EPMD - Golddigger (RAL/DEF JAM/Columbia)
5	5	5	GANG STARR - Just To Get A Rep (Chrysalis)
3	4	6	L.L.COOL J - Around The Way Girl (RAL/Def Jam/Col.)
10	7	7	THE OOC - Mind Blowing '91 Remix (Atlantic)
16	11	8	GERARDO - Rico Suave (Interscope/EWA)
23	13	9	ED O.G./DA BULLDOGS - I Got To...(PWL America/Merc.)
8	8	10	BRAND NUBIAN - Wake Up (Elektra)
18	16	11	SALT-N-PEPA - Do You Really Want Me (Next Plateau)
13	12	12	TOO SHORT - Short But Funky (Jive/RCA)
9	9	13	BWP - 2 Minute Brother (No Face/RAL/Columbia)
14	14	14	KMD - Peach Fuzz (Elektra)
—	21	15	ICE-T - New Jack Hustler (Giant/Reprise)
6	10	16	M.C. HAMMER - Here Comes The Hammer (Capitol)
15	15	17	SPECIAL ED - Come On, Let's Move It (Profile)
20	18	18	FATHER MC - Lisa Baby (MCA)
19	19	19	BIG DADDY KANE/B. WHITE - All Of...(Cold Chillin'/Rep.)
17	17	20	DIGITAL UNDERGROUND - Same Song (Tommy Boy)
25	24	21	DJ QUIK - Born And Raised In Compton (Profile)
—	22	22	NIKKI D - Daddy's Little Girl (RAL/Def Jam/Columbia)
24	23	23	SON OF BAZERK - Change The Style (S.O.U.L./MCA)
—	—	24	L.L.COOL J - Mama Said Knock...(RAL/Def Jam/Col.)
7	20	25	CANDYMAN - Melt In Your Mouth (Epic)

2W	LW	TW	ALBUMS
1	1	1	EPMD - Business As Usual (RAL/Def Jam/Columbia)
2	2	2	DIGITAL UNDERGROUND - This Is... (Tommy Boy)
3	3	3	L.L.COOL J - Mama Said... (RAL/Def Jam/Columbia)
6	5	4	CHUBB ROCK - Treat Em' Right (Select)
4	4	5	ICE CUBE - Kill At Will (Priority)
5	6	6	GANG STARR - Step In The Arena (Chrysalis)
10	8	7	DJ QUIK - Quik Is The Name (Profile)
12	11	8	MAIN SOURCE - Breaking Atoms (Wild Pitch)
7	7	9	FATHER MC - Father's Day (MCA)
8	9	10	BRAND NUBIAN - One For All (Elektra)
15	13	11	MONIE LOVE - Down To Earth (Warner Bros.)
—	21	12	ED O.G./DA BULLDOGS - Life Of...(PWL America/Merc.)
16	15	13	BWP - The Bytches (No Face/RAL/Columbia)
9	10	14	TOO SHORT - Short Dog's In The House (Jive/RCA)
11	12	15	BIG DADDY KANE - Taste Of... (Cold Chillin'/Reprise)
13	14	16	M.C. HAMMER - Please Hammer Don't... (Capitol)
17	17	17	DJ MAGIC MIKE - Back To Haunt You (Cheetah)
14	16	18	RUN-D.M.C. - Back From Hell (Profile)
18	18	19	VANILLA ICE - To The Extreme (SBK)
19	19	20	CANDYMAN - Ain't No Shame In My Game (Epic)
21	22	21	STETSASONIC - Blood, Sweat And... (Tommy Boy)
22	24	22	KING SUN - Righteous But Ruthless (Profile)
20	20	23	PARIS - The Devil Made Me... (Scarface/Tommy Boy)
—	—	24	NEW JACK CITY - New Jack City... (Giant/Reprise)
—	25	25	POISON CLAN - 2 Low Life Muthas (Luke/Atlantic)

NEW HIP HOP RELEASES *by Brian A. Samson*

LARRY LAR - LARRY, THAT'S WHAT THEY CALL ME (RUFF HOUSE/COLUMBIA) Only seventeen, this Philadelphia native has quickly established a veteran's resume through his work with local homeboys Three Times Dope. When he made his live debut during the Gavin Seminar, Larry astonished the audience with his slammin' stage presence. Borrowing a hook from a 1985 Grand Master Flash cut, Larry releases an uptempo/dance/biographical introduction. His freshman rhyme skills are cool, but room still remains for a distinctive delivery. More convincing cuts on the Chuck Nice-produced album "Da Wizzard Of Odds." Contact Karen Mason or G-Man at (212)445-4692. **BAS**

B.A.T.(BORN ASIATICS TRIBESMEN) - OPERATION DESERT STORM (FOUR SONG EP) (HARLEM INTERNATIONAL RECORDS) This NY-based indie label makes an impressive debut with some absorbing lyrical plots. The first single, "Operation Desert Storm," drops science on the political fallacies that occur on both sides of the fence—a cool message of awareness. The following cut, "Actual Facts," deals with subjects from censorship to religion. "Unspeakable Rhythm" drops a B.A.T. acquaintance. And on "Feel It," my favorite, B.A.T. takes a historical look at

their Asiatic philosophies. Served in a EPMD/KRS-One flavor, the lyrical effort and story line deserves a thumbs up for its positive message and awareness. Musically, the rhythm and percussion lack the impact to parallel the dialogue. Contact Mike Calvin at (315)265-4817. **BAS**

PROGRAMMER'S CHOICE

EPMD - BUSINESS AS USUAL (RAL/DEF JAM/COLUMBIA) The third album from the Strong Island duo finds them in fine form and back to wreck with a harder edged sound. EPMD fans won't be disappointed, as the masters of the slow flow vocals and dope production stay true to the style that put them on top. This record has something for everyone, so check out these businesslike cuts: The newly released Rampage (with L.L. Cool J), Funky Piano (Scratch gets bug busy!), Jane 3 (back once again), Rap Is Outta Control (Eric and Parrish buggin' out), and Brothers On My Jock. Major props to EPMD for a job well done. Anthony Rosilio, **WBUL Tampa/University Of South Florida.**

DEFINITION OF SOUND - NOW IS TOMORROW (CARDIAC RECORDS) Definition Of Sound makes its Cardiac Records

debut and "word to the mother, it's slammin'." This mid-tempo rap-dance track has the same retail and radio explosiveness as the proven "Cool As" remix of Monie Love's "It's A Shame." The drum kick is house and the bassline is provided by a sample from Art Of Noise's "Paranoia." Vocals are strictly liquid in nature (kick ass singing backs the smooth raps). Yo, it is all that—really—and it features remixes by De La Soul. To get your skit contact Stephanie at (212) 588-7700 at Charisma distribution. **Darren Long, WBNY-Buffalo, State University College At Buffalo.**

DREAM WARRIORS - MY DEFINITION OF A BOOMBASTIC JAZZ STYLE (4TH & BROADWAY/ISLAND) This follow up track to "Wash Your Face In My Sink" will add a definite alternative edge to your rotation. This song is so good that it will eventually end up crossing over, but don't let that dissuade you from listening to the CD. It's not one of those unappealing Urban Contemporary rap tracks nor is it a bizarre alternative rap track; it's in a category all it's own. Musically, the record speaks for itself. It's really different for a rap record, and warrants and deserves your consideration. Contact Tanya Cepeda at (212)955-7895. **DL**



THIS YO-YO ONLY GOES UP ▶

▶ **"You Can't Play With My Yo-Yo"**

Following up the smash hit "Stompin' To Tha 90's," Yo-Yo offers further proof that when it comes to rap it's anything but a man's world.

From the forthcoming album

MAKE WAY FOR THE MOTHERLODE

YOYO



east west records america

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PRODUCED BY SIR JINX AND ICE CUBE.
All music produced by Sir Jinx, Ice Cube for Lench Mob/Sireet Knowledge Productions with the Funky Hip-Hop Punch from Delvon, the Funkee Homo Sapien.

URBAN CONTEMPORARY

MOST ADDED

KEITH SWEAT (23)
(Vintertainment/Elektra)

KEITH WASHINGTON (23)
(Qwest/Warner Breos.)

EnVOGUE (22)
(Atlantic)

TOP TIP

KEITH WASHINGTON
Kissing You
(Qwest/Warner Bros.)

Could he be the new ballad sensation of the '90s? 28 out-of-the-box stations have added this charmer.

RECORD TO WATCH



THE DELLS
A Heart Is A House For Love
(Virgin)
These gentlemen will become stronger when Townsend's 'Heartbeat' premieres on the big screen.

Editor: Betty Hollars
Assoc. Editor: John Martinucci

2W LW TW

5	2	1	GUY - Let's Chill (MCA)
6	3	2	JOHNNY GILL - Wrap My Body Tight (Motown)
7	5	3	FREDDIE JACKSON - Do Me Again (Capitol)
2	1	4	HI-FIVE - I Like The Way (The Kissing Game) (Jive/RCA)
9	9	5	RALPH TRESVANT - Stone Cold Gentleman (MCA)
8	7	6	TARA KEMP - Hold You Tight (Giant)
11	8	7	JASMINE GUY - Another Like My Lover (Warner Bros.)
3	4	8	MARIAH CAREY - Someday (Columbia)
13	11	9	GERALD ALSTON - Getting Back Into Love (Motown)
12	12	10	DIGITAL UNDERGROUND - Same Song (Tommy Boy)
14	13	11	AL B. SURE!/DIANA ROSS - No Matter What You Do (Warner Bros.)
29	23	12	TONY! TONI! TONE! - Whatever You Want (Wing/Polydor)
17	16	13	WHISPERS - Is It Still Good To You (Capitol)
16	15	14	MONIE LOVE - It's A Shame (Warner Bros.)
23	21	15	SURFACE - All I Want Is You (Columbia)
20	19	16	MARVA HICKS - Never Been In Love Before (Polydor)
10	14	17	THE O'JAYS - Don't Let Me Down (EMI)
33	24	18	CHRISTOPHER WILLIAMS - I'm Dreamin' (Giant)
1	6	19	ALEXANDER O'NEAL - All True Man (Epic/Tabu)
18	17	20	BIG DADDY KANE - f/BARRY WHITE - All Of Me (Cold Chillin'/Reprise)
35	28	21	PEBBLES - Backyard (MCA)
25	22	22	HARRIET - Temple Of Love (East West America)
27	26	23	THE BOYS - Thanx 4 The Funk (Motown)
34	30	24	PHIL PERRY - Call Me (Capitol)
32	31	25	TEDDY PENDERGRASS - It Should've Been You (Elektra)
28	27	26	THE WOOTEN BROTHERS - Tell Me (A&M)
22	20	27	JANET JACKSON - State Of The World (A&M)
26	25	28	SHAWN CHRISTOPHER - Another Sleepless Night (Arista)
4	10	29	RUDE BOYS - Written All Over Your Face (Atlantic)
37	35	30	SHEILA E - Sex Cymbal (Warner Bros.)
39	37	31	C & C MUSIC FACTORY - Here We Go (Columbia)
40	38	32	B. ANGIE B. - I Don't Want To Lose Your Love (Bust It/Capitol)
38	33	33	MICA PARIS - Contribution (Island)
—	34	34	LA RUE - Serious (RCA)
—	36	35	LOOSE ENDS - Cheap Talk (MCA)
—	—	36	BELL BIV DeVOE - She's Dope (MCA)
—	—	37	RIFF - My Heart Is Failing Me (SBK)
—	—	38	JEFFREY OSBORNE - If My Brother's In Trouble (Arista)
—	—	39	L.L.COOL J - Mama Said Knock You Out (RAL/Def Jam/Columbia)
19	18	40	CARON WHEELER - Blue (Is The Colour Of Pain) (EMI)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in Chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
LALAH HATHAWAY - It's Somethin' (Virgin)		48	3	1	13	31	29%	3
KEITH SWEAT - Your Love (Part 2) (Vintertainment/Elektra)		48	23	—	5	20	10%	2
SPECIAL GENERATION - Spark Of Love (Bust It/Capitol)		47	6	2	29	10	65%	6
VICTORIA WILSON-JAMES - Through (Epic)		43	4	—	8	31	18%	3

PERSEVERANCE PAYS OFF

BY BEVERLY MIRE

at the end, you want her to keep on going.

Victoria was one of those people who always wanted to sing. She began studying voice, piano and dance at the age of eight; in 1981 she moved to Los Angeles to study at the prestigious Los Angeles Academy of Theatre Arts. She met Elton John's manager, John Reid, who convinced her to come to London. With only \$600 in her pocket, Victoria hopped a Trans-Atlantic flight. It was the best move of her life—so far.

"The first night I was there I went into a seedy little club in Soho called Downbeat," she remembers. "It was where a lot of people in the industry—session people et cetera—just got up and did their thing."

So, tired and jetlagged, not to mention starting a whole new life, Victoria Wilson-James stood on the Downbeat stage and put everything she had into "And I Am Telling You I'm Not Going" the emotional showstopper from the musical *Dreamgirls*. Just the thought of that moment gives you chills.

Victoria walked out of that club with contacts that led her to sessions with, of all people, Iron Maiden and Marillion. And then to Jazzy B. and Soul II Soul. In 1987, a year and a half before it became a hit, they cut "A Dream's A Dream." From the beginning of their professional relationship, it was always understood that she'd go solo, with Jazzy B. producing.


After touring with Soul II Soul in 1990, Victoria and Jazzy B. went into the studio to work on *Perseverance*. According to her, the album was a collaborative effort. She co-wrote all the selections. And, in keeping with what seems to be her easy manner, the songs, she said, just came. "I didn't say, 'well, I'm going to write this.' A lot of the time we'd be playing backing tracks and I just let the songs write themselves. It's almost as if the music would speak to me and tell me what it wanted to be about."

What it's about is nine beautiful jazz/pop/soul songs that showcase Victoria Wilson-James gorgeous, satiny warm maple syrup voice. The first single, "Through" is starting to pick up significant Urban Contemporary airplay.

I asked Victoria what's next—does she plan to slap a band together and take it on the road? She said no—that she's taking her time. She wants to put together a stage show that will be spectacular. "I want to give my audiences value for their money," she said thoughtfully. "I want them to leave with their breath taken away."

Since she was so obviously enjoying her Los Angeles stay, I asked Victoria if we could lure her back to the states. After all—she's *our* treasure, not *theirs*. "No," she said firmly. "England's home."

Well—at least we've got the record. ■



It's 9:30 a.m. Los Angeles time. Victoria Wilson-James picks up the phone on the second ring. Hardly enough time to compose myself. Interviews are never easy—at first. You never know what the artist is going to be like. When I express surprise that she consented to such an early interview, Victoria smiles—I can feel it through the phone—"I'm always up early! I'm sitting here enjoying this Los Angeles weather!" I like her. You will too.

Victoria's five-years in England have put a charming accent on her diction. Every once in awhile a word or a phrase comes through that's utterly British and you're caught off-guard for a second. And then she'll sound so Midwest you think you're in Indianapolis.

"I went over to England because I find that American music is so separated and stagnant that I was really keen to investigate reports that the English music scene was quite innovative," she said frankly in response to my first question. "There's only one chart. The music is not segregated. Either you make it or you don't."

Well, as they say, our loss is England's gain. But we can share her. Coming to us via the magic of music is Victoria's first solo album, released on Soul II Soul/Epic, *Perseverance*.

Indianapolis-born Victoria is a singer's singer whose style brings to mind modern-day chanteuses Dianne Reeves and Sade. Her smooth voice grabs you gently and pulls you into a song. And as the words trail off

P.D. NOTEBOOK

by Eric Norberg

SCORING

THE QUIZ

Last week's column featured a ten-question multiple-choice quiz on some of the basic rules of the FCC which all "operators"—those who sign the transmitter log—are expected to know and obey. Here are the answers:

1. A backhoe cuts the telco line connecting your remote control unit to your transmitter. The correct answer was "c". Remote control units are designed with a "fail safe" feature, by which the transmitter goes off the air when contact with the remote control is lost, and until contact is restored, it can operate only when there is a live operator continuously at the transmitter monitoring its operation. Some stations have "hot wired" the fail-safe to keep it on temporarily—this is illegal and will get your station a fine if it is discovered.

2. The tower lights fail to operate after dark. The correct answer was "b". The operator must notify the nearest office of the FAA (not the FCC!) within a half hour of the occurrence. The FAA needs to know because the lights are there for aircraft and an airplane could strike a dark tower. Since the notification must be done within a "half hour of occurrence," it's a smart idea to have the tower light check made as soon as possible after sunset! (And it must be logged, as should any failure of the tower lights' notification of the FAA must be logged, and daily log entries made while the lights are out of service to indicate the problem, and the notification having been made. The FAA must be notified again as soon as the lights are restored, and that notification should be logged.)

3. The EBS test must be run on an unscheduled basis (which means not at the same time, or on the same day, every week). The correct answer was "c"—the test must be run once a week between 8:30 a.m. and sunset, and logged. These restricted hours apply even to full time stations, because it is possible that a daytime radio station, or an emergency office that is normally staffed only in the daytime, may be monitoring your test, and every station is expected to receive and log an EBS test each week from

the station the FCC has designated them to monitor.

4. When an FCC inspector turns up at your station, the correct answer is "a". The inspector must be admitted, regardless of hour. And sooner or later every station is visited.

5. The answer is "a" ("true"); every air person should know how to run an EBS test or operate during an actual EBS emergency; FCC inspectors always check this with the person on the air when they arrive!

6. The "direct method" of calculating transmitter output power is: "b", the formula $P=I^2 \times R$, when "I" is the antenna (or "common point") current, and "R" is the antenna resistance. The superscript "2" by "I" means that the antenna current is "squared"—it's multiplied by itself.

7. The calculation called for would use the "indirect" method, since we are not given the antenna resistance figure; if we had that, we could use either formula. Using the "indirect method" formula, the correct answer is "c"; Plate current is 880 ma (milliamperes), and since the reading must be converted to the basic unit (amperes) for the right answer to be reached, the plate current is actually .88 amps. That is multiplied by the plate voltage, 1500 volts (had it been 1.5 kv, you would have had to convert it to volts), and that is multiplied by the efficiency factor of the transmitter, which the FCC requires be posted on the transmitter if it is not clearly stated in the station license. It's 77% or ".77", in this problem. So the calculation is ".88 x 1500 x .77", which your pocket calculator will show you is 1016.4 watts. By the way, if you think these last three questions are picky and of no practical interest, be aware that recently the FCC fined a station several hundred dollars when an inspector found that a DJ was unable to calculate the station's power using either method. It's something operators do need to know!

8. The "power limits" within which stations must operate were answer "d"; Five per cent over licensed power and 10% under licensed power. If your station remains outside those limits without good reason, you're subject to a substantial fine.

9. The only legal station ID for radio consists of "call letters, followed immediately by city of license." The rules now permit adding additional cities served after the city of license in an ID, but city of license must come first. The correct answer was "c"—the only things that legally can come between the call letters and the city of license in a legal ID are the station's frequency (dial position), and/or the official name of the company that owns the station, as stated on the station's

license.

10. The station ID must be run when? The correct answer was "b". Once an hour, as near as possible to the top of the hour. Although the rules do permit some offsetting of the ID from the top of the hour in order not to interrupt continuous program material, such as a piece of classical music or sports play-by-play, the FCC has been making it clear lately that it will *not* accept ID's offset from the top of the hour when they could have been run closer to the top of the hour without interrupting continuous program material. Some stations nowadays are regularly running the IDs at :55 or :05 as a matter of format, to sweep the top of the hour with uninterrupted music, and the FCC will issue a fine for that sort of thing!

I hope you and your staff did well on the quiz. Although the station licensee is usually ultimately responsible for the way the station is operated, if they get a fine for something you or your air staff did or didn't do, or didn't know and should have, the usual station response to the FCC is to guarantee that it won't happen again *because the parties responsible have been fired!* It sure does pay to know the rules of the Federal Communications Commission! ■

HEAR AND THERE

by Sheila Rene

On January 16, REO Speedwagon's Kevin Cronin was in New York visiting John Lennon's Central Park memorial. Kevin's thoughts were on our troops stationed in Saudi Arabia, and he prayed we wouldn't have to go to war. A few hours later Operation Desert Storm had begun and, inspired by the events, Kevin sat down and penned "Hard To Believe." As he was writing, Cronin flashed on the Crosby, Stills, Nash & Young song "Ohio," which was written immediately after the student killings at Kent State. Riding on the momentum his emotions created, Cronin decided to record the song immediately. Later that evening both Stephen Stills and David Crosby (who at the time was in bed recuperating from a motorcycle accident), had heard the tune; Crosby was so excited he managed to switch from wheelchair to crutches so he could get into the studio to record. Richard Marx is a neighbor of Cronin's and even though he was in the middle of making his own record, Marx took time out to add vocals. Bill Champlin decided to participate without hearing a

Wilson Phillips

describes what happens when they put their collective writing talent together. "We go over to Carnie's, Wendy's or my house and usually sit down in a circle, writing out any feelings or thoughts we've been having, or imagining someone else's. We then listen to the track a few times and figure out what the song's about.

"We try to all agree on what the feeling of the song is, which usually happens because music is very descriptive. Once we've agreed, we each hum our own melodies and focus in on a direction." This total group effort is critical she says, "so we all understand what the song is supposed to sound like, where the chorus should go and how strong or soft it should be. Writing by yourself is certainly not as tricky as writing with three people."

And each has their own individual taste—Carnie loves everything on the album, Wendy leans toward Rock and enjoys the Rock-edged songs like "Impulsive" and Chynna is partial to "Release Me," the group's second single. "It was the first song the three of us ever wrote together and we wrote it in my Mom's house on her piano," she said.

Both sets of parents can point with pride to their daughters' success now, weaving a tale of two remarkable generations of music. "It's inevitable that people will want to talk about our background," Carnie points out, "because it's such interesting history. I take it as a compliment. It's exciting to get so many letters from parents who loved The Beach

Boys and the Mamas and Papas and love our music, too."

Chynna feels much closer to her Dad now than when she was growing up. "When I was younger, it was really hard for me to see him because of his drug use, but he's completely sober and clean now so it makes it a lot easier for us to understand each other and get along. He'll call me and read anything he finds about Wilson Phillips or tape every show we're on.

"He called after the Grammys and played our performance back over the phone. I've got a gold bracelet he bought me that has gold records on it that say 'Hold On,' 'Release Me,' 'Impulsive' and 'You're In Love.' My Mom is just blown away because she was doing the same thing at my age, so she really understands where I'm coming from."

And if there's one thing that Mama Michelle Phillips taught her daughter about singing, Chynna says, laughing, "It's to breathe from the stomach and never scrunch my eyebrows when I sing because it's ugly."

The past year has been an avalanche of new experiences that have required some adjusting to. Wendy explains the emotional roller coaster as "lonesome at times and exciting at other times. What bothers me is some old friends of mine don't think of me as the same person now. This is simply my job—it just so happens I'm in front of the public's eye. On the positive side, it's really nice to be recognized."

The biggest change for Carnie is something she feels within herself. "What we've accomplished has brought so much joy to all three of us and to everybody involved." Stardom is pretty much what Chynna expected, but she admits it all happened much faster than she expected. "I thought we'd have a couple of hits off this album if we were lucky and it would be a slow growth sort of thing."

Meteoritic is more like it, and that quick rise to fame meant

getting out on the road and performing live, something that makes Carnie and Wendy nervous. "Being on stage is great," Carnie says, "and it's very scary. The first time we performed live, we sang 'Hold On' in front of fifteen thousand people at

mance world. We need to feel good up on stage and have a good time. If we don't, we can't expect the audience to enjoy themselves."

The immediate future holds the trio's fifth and final single from their debut effort, "The Dream Is Still Alive," with a new album due for release next year at this time. "We have two songs written," says Carnie, "that were supposed to go on the first album. I think we're going to take this whole year to work on the project."

What lies in store for the distant future isn't as clear, although Wendy has hopes of one day writing a novel or, as she describes it, "something between a novel and a psychology book—where there's lessons to be learned." The lesson that anyone who spends time talking to this threesome learns, is that music, careers or personal relationships are only worth approaching with honesty and sincerity.

To illustrate, Chynna recalls when choosing the groups name, "We never thought to ourselves, 'God, it's going to be so difficult because our parents are famous.' It didn't even really cross our minds until somebody at the record company said, 'Are you sure you want to call yourselves 'Wilson Phillips?' You're using your parents last names!' We all looked at each other dumb-founded like, 'God, how come we didn't think of that?'"

"We wondered, 'Should we still name ourselves that?' It hadn't even crossed our minds that if we called ourselves 'Wilson Phillips,' people would think we were trying to cop our parents. The truth is that once we realized what a big deal it really was that we prove ourselves to the public, it meant a lot to us and we did hope that our music would stand on its own. I think we always knew in our hearts that it would."

Editorial Assistance by Annette M. Lai.



Pop Music's Triple Platinum Trio

By Dave Sholin

Budokan Hall in Japan. After that, we went to the Rose Bowl and fifty thousand!"

Experiences like that have helped to build their confidence, and Wendy feels that's very important. "It's knowing you offer something different to the perfor-

ADULT CONTEMPORARY

MOST ADDED

- CELINE DION (53)
(Epic)
- DAVID KOZ featuring
JOEY DIGGS (52)
(Capitol)
- VOICES THAT CARE (48)
(Giant)
- ROD STEWART (40)
(Warner Bros.)
- ROXETTE (30)
(EMI)

TOP TIP

DAVE KOZ featuring
JOEY DIGGS
Nothing But The Radio On
(Capitol)

Added with frequency at
94 station in two weeks.

RECORD TO WATCH



LONDONBEAT

I've Been Thinking About You
(Radioactive)
Impressive A/C's already
active on this Top 40 winner.

Editor: Ron Fell
Assoc. Editor: Diane Rufer

2W LW TW

2	1	1	WILSON PHILLIPS - You're In Love (SBK)
3	3	2	RICK ASTLEY - Cry For Help (RCA)
1	2	3	GLORIA ESTEFAN - Coming Out Of The Dark (Epic)
10	6	4	ROBERT PALMER - Mercy Mercy Me (The Ecology)/I Want You (EMI)
6	4	5	STING - All This Time (A&M)
21	14	6	AMY GRANT - baby baby (A&M)
13	10	7	a-ha - Crying In The Rain (Warner Bros.)
4	8	8	DARYL HALL AND JOHN OATES - Don't Hold Back Your Love (Arista)
5	5	9	BETTE MIDLER - Night And Day (Atlantic)
14	11	10	SUSANNA HOFFS - My Side Of The Bed (Columbia)
8	7	11	CHICAGO - Chasin' The Wind (Reprise)
—	24	12	ROD STEWART - Rhythm Of My Heart (Warner Bros.)
7	9	13	WHITNEY HOUSTON - All The Man That I Need (Arista)
20	17	14	ALABAMA - Forever's As Far As I'll Go (RCA)
11	12	15	MARIAH CAREY - Someday (Columbia)
15	15	16	ALIAS - Waiting For Love (EMI)
24	19	17	BETH NIELSEN CHAPMAN - Walk My Way (Reprise)
9	13	18	STYX - Show Me The Way (A&M)
32	21	19	TIMMY T. - One More Try (Quality)
12	16	20	CHRIS ISAAK - Wicked Game (Reprise)
28	22	21	HARRIET - Temple Of Love (East West America)
17	18	22	BOBBY CALDWELL - Real Thing (Sin Drome)
31	25	23	SARA HICKMAN - In The Fields (Elektra)
30	27	24	JEFF HEALEY BAND - How Long Can A Man Be Strong (Arista)
—	35	25	LORI RUSO - I'm Gonna Be (Cypress)
39	31	26	STEVIE B - I'll Be By Your Side (LMR/RCA)
—	—	27	BREATHE featuring DAVID GLASPER - Without Your Love (A&M)
18	20	28	RUSSELL HITCHCOCK - Swear To Your Heart (Hollywood)
—	34	29	RIGHTEOUS BROTHERS - Rock And Roll Heaven (Curb)
—	—	30	YANNI - Swept Away (Private Music)
23	23	31	STEVE WINWOOD - I Will Be Here (Virgin)
40	36	32	CARL ANDERSON with BRENDA RUSSELL - Baby My Heart (GRP)
—	39	33	MICHAEL W. SMITH - Place In This World (Reunion)
—	—	34	VOICES THAT CARE - Voices That Care (Giant)
—	40	35	ROSANNE CASH - On The Surface (Columbia)
—	—	36	VAN MORRISON - Enlightenment (Mercury)
—	—	37	CARLY SIMON - Holding Me Tonight (Arista)
34	38	38	CELINE DION - Where Does My Heart Beat Now (Epic)
16	26	39	HOWARD HEWETT - I Can't Tell You Why (Elektra)
25	32	40	OLETA ADAMS - Get Here (Fontana/PolyGram)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in Chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
DAVID KOZ/JOEY DIGGS - Nothing But The Radio On (Capitol)		94	52	2	8	32	10%	2
ROXETTE - Joyride (EMI)		73	30	3	21	19	32%	2
ANNA MARIE - This Could Take All Night (MCA)		67	14	—	25	28	37%	4
BIG DISH - Miss America (East West America)		66	28	1	7	30	12%	2

Her work has become a standard by which others are compared. Once again, the standard is raised.

JONI MITCHELL

"come in from the cold"



The First Single and Video From

Night Ride Home

The much-anticipated new album from an artist whose sound has inspired a generation of listeners and influenced a generation of musicians.

Produced by Joni Mitchell and Larry Klein. Mixed by Mike Shipley and Dan Marnien. Management: Peter Asher Management Inc. ©1991 Joni Mitchell

www.americanradiohistory.com



HIT FACTOR

A/C Research:
Diane Rufer/Ron Fell

Hit Factor is a percentage of stations which have it in Heavy or Medium rotation. ie: 100 stations playing the record- 60 stations have it in Heavy or Medium rotation- Hit Factor = 60%

Total Reports This Week **250** Last Week **250**

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
WILSON PHILLIPS - You're In Love (SBK)	238	1	227	10	—	99%	8
RICK ASTLEY - Cry For Help (RCA)	240	6	208	22	4	95%	9
GLORIA ESTEFAN - Coming Out Of The Dark (Epic)	228	1	196	28	3	98%	10
ROBERT PALMER - Mercy Mercy Me (The Ecology)/I Want You (EMI)	215	6	153	48	8	93%	7
STING - All This Time (A&M)	212	3	166	37	6	95%	11
AMY GRANT - baby baby (A&M)	214	16	87	93	18	84%	5
a-ha - Crying In The Rain (Warner Bros.)	185	6	99	64	16	88%	9
DARYL HALL AND JOHN OATES - Don't Hold Back Your Love (Arista)	186	—	122	49	15	91%	11
BETTE MIDLER - Night And Day (Atlantic)	183	—	108	65	10	94%	11
SUSANNA HOFFS - My Side Of The Bed (Columbia)	182	3	90	71	18	88%	10
CHICAGO - Chasin' The Wind (Reprise)	183	—	109	56	18	90%	11
ROD STEWART - Rhythm Of My Heart (Warner Bros.)	204	40	36	98	30	65%	3
WHITNEY HOUSTON - All The Man That I Need (Arista)	169	—	70	75	24	85%	12
ALABAMA - Forever's As Far As I'll Go (RCA)	162	1	63	74	24	84%	9
MARIAH CAREY - Someday (Columbia)	157	—	80	61	16	89%	11
ALIAS - Waiting For Love (EMI)	161	4	70	68	19	85%	11
BETH NIELSEN CHAPMAN - Walk My Way (Reprise)	161	11	44	79	27	76%	8
STYX - Show Me The Way (A&M)	150	—	51	65	34	77%	15
TIMMY T. - One More Try (Quality)	144	24	52	56	12	75%	6
CHRIS ISAAK - Wicked Game (Reprise)	137	1	47	65	24	81%	12
HARRIET - Temple Of Love (East West America)	140	15	25	70	30	67%	6
BOBBY CALDWELL - Real Thing (Sin Drome)	134	5	34	78	17	83%	11
SARA HICKMAN - In The Fields (Elektra)	121	18	12	64	27	62%	6
JEFF HEALEY BAND - How Long Can A Man Be Strong (Arista)	93	3	16	60	14	81%	8
LORI RUSO - I'm Gonna Be (Cypress)	114	16	11	45	42	49%	5
STEVIE B - I'll Be By Your Side (LMR/RCA)	111	17	9	56	29	58%	6
BREATHE featuring DAVID GLASPER - Without Your Love (A&M)	120	28	4	51	37	45%	1
RUSSELL HITCHCOCK - Swear To Your Heart (Hollywood)	98	1	21	49	27	71%	1
RIGHTEOUS BROTHERS - Rock And Roll Heaven (Curb)	93	12	11	45	25	60%	1
YANNI - Swept Away (Private Music)	100	15	3	44	38	47%	4
STEVE WINWOOD - I Will Be Here (Virgin)	88	1	17	43	27	68%	10
CARL ANDERSON with BRENDA RUSSELL - Baby My Heart (GRP)	82	10	7	50	15	69%	7
MICHAEL W. SMITH - Place In This World (Reunion)	87	16	6	46	19	59%	6
VOICES THAT CARE - Voices That Care (Giant)	116	48	7	35	26	36%	3
ROSANNE CASH - On The Surface (Columbia)	82	12	9	33	28	51%	6
VAN MORRISON - Enlightenment (Mercury)	85	17	1	29	38	35%	3
CARLY SIMON - Holding Me Tonight (Arista)	77	18	2	30	27	41%	3
CELINE DION - Where Does My Heart Beat Now (Epic)	59	—	20	21	18	69%	24
HOWARD HEWETT - I Can't Tell You Why (Elektra)	66	—	12	33	21	68%	12
OLETA ADAMS - Get Here (Fontana/PolyGram)	63	—	7	34	22	65%	17

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR

	LW	TW	Increase
ROD STEWART - Rhythm Of My Heart (Warner Bros.)	37	65	28%
YANNI - Swept Away (Private Music)	27	47	20%
BREATHE featuring DAVID GLASPER - Without Your Love (A&M)	27	45	18%
CARL ANDERSON with BRENDA RUSSELL - Baby My Heart (GRP)	54	69	15%
RIGHTEOUS BROTHERS - Rock And Roll Heaven (Curb)	45	60	15%
ROXETTE - Joyride (EMI)	17	32	15%
AMY GRANT - baby baby (A&M)	70	84	14%
ROSANNE CASH - On The Surface (Columbia)	37	51	14%
LORI RUSO - I'm Gonna Be (Cypress)	35	49	14%
AIRKRAFT - Somewhere (Curb)	19	33	14%
BETH NIELSEN CHAPMAN - Walk My Way (Reprise)	63	76	13%

TEDDY PENDERGRASS



THE ONLY WAY YOU'VE EVER HEARD HIM

“IT SHOULD'VE BEEN YOU”

the first single and video from the album *Truly Blessed*

RON FELL PERSONAL PICK THIS WEEK!

Out-Of-The-Box Adds Include:

WPXZ	WEBS	WGCD	WMVA	WOXD	WXVL	KCHA
KFMO	KNIM	KSCB	KXLV	WDND	WQXC	WRCO
KBHT	KCRE	KFIG	KYRE	KGY	and more to come . . .	

Producers: Teddy Pendergrass & Terry Price for Teddy Bear Productions
Additional Production: Derek Nakamoto & Craig Burbidge for Setsunan Productions
Management: Alive Enterprises Inc. / Shep Gordon, Daniel S. Markus, Ed Gerrard



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For thousands of radio stations, the upcoming months (April-June) are the most critical of the year. It's the Spring Ratings Book, a.k.a. ratings sweep time. Smart stations have their game plans set, budgets allocated and staff motivated.

The unfortunate reality of it all is that things that belie the principles of excellence in communication are done to attain high ratings. More importantly, hundreds of millions of dollars will be wasted in the pursuit of elusive diarykeepers. Thousands of moments per week will be wasted on trite sloganeering and banal call letter reinforcement; thousands of dollars per week will be spent on monotonous, impression-building print campaigns.

Keeping a diary, filling it out religiously and returning it in a timely manner might seem like a simple task to those of us with a keen interest in ratings results, but, as Gavin's ratings & research editor Jhan Hiber notes, "When you examine the comments of Arbitron diarykeepers you see how casually many feel about radio—and about the chore of keeping a listening diary for seven days. Makes

one wonder how a multi-billion dollar industry came to be built on such a fragile foundation."

Winning at the ratings game is the singular performance gauge of all program-

mers in commercial radio. And isn't it ironic that despite excellent ratings performance, revenue and profit margins are still at the mercy of radio's non-programming side (i.e. general management and sales). How many radio programmers experienced mediocre sales execution after they delivered a "good book?"

American radio truly has the best listeners money can buy. Their loyalty, however fleeting, is purchased by contest prizes. In major markets, expenditures of \$100,000 a month

are common. There's no refuting the need to spend that much. It's a proven fact that the probability of ratings maintenance and increases is enhanced with prudent allocations, but if ratings were

spend huge sums of money because the competition makes them do it.

But money becomes the bottom line anyway because, as Hiber points out, without ratings books, plenty of advertising revenue would go elsewhere, "Radio revenue would quickly shift to newspaper or TV—leading to mass unemployment in our field."

Another question worth asking is: How representative of real listenership are the current rating service reports? Who is left-out of the process? What demographic and psychographic cells are under-sampled?

For all their shortcomings, ratings services are a fact of life and about the only "report card" on which programmers receive quantified evaluation.

What if there were no ratings? According to Hiber, "Many PDs would feel as though they'd been liberated and thus more free to program creatively, but that's really a death wish! The real challenge is to balance shrewd marketing/programming aimed at ratings success while at the same time serving the interests and needs of your public. Shrewd, ratings-oriented marketing and community service are not mutually exclusive." ■

THE BEST LISTENERS MONEY CAN BUY

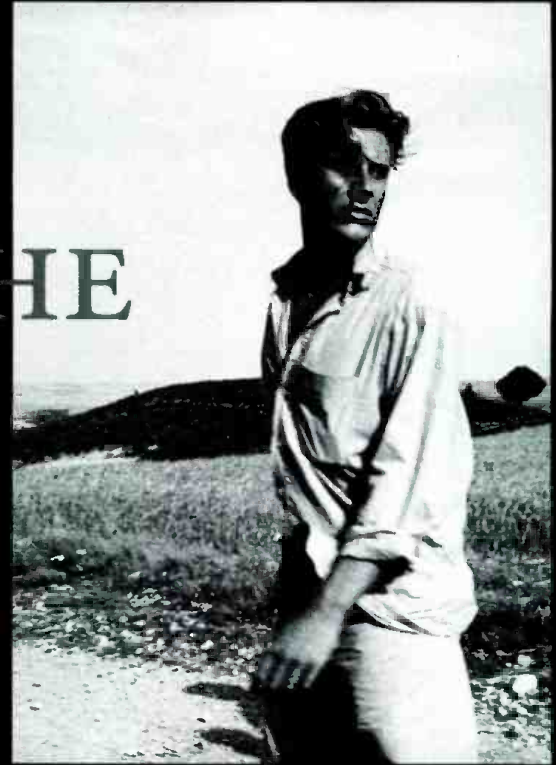
BY RON FELL

without your love

75021 1547 4

BREATHE

*featuring
david
glasper*



the third smash from the album

PEACE OF MIND

75021 5320 1/4/2

Produced by Bob Sargeant and Breathe

Mixed by Julian Mendelsohn

Management: Jonny Too Bad and Paul King

GAVIN A/C HIGHEST DEBUT!

Already on over 120 stations including:

WNYR	KRKO	KLZY	WTPI
WABJ	KXLK	WMXK	KXLV/FM



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LALAH HATHAWAY

a voice

a vision

a presence

it's somethin'

From the debut album **LALAH HATHAWAY.**

Gavin 33/11 R&R 22/4 MAC 38/6 Billboard D-47* MMR Newcomer D-7

Join Lalah Hathaway as she embarks on a nationwide tour with Joe Sample and Gerald Albright. Her brand new band showcases her talent and impressive stage presence.

3-28 · Cincinnati, OH · Taft Theater 3-29 · Royal Oak, MI · Music Theater 3-30 · Merrillville, IN · Star Plaza 3-31 · Cleveland, OH · Front Row 4-3 · Toledo, OH · Masonic Aud.
4-4 · Columbus, OH · Palace Theater 4-5 · St. Louis, MO · American Theater 4-6 · Louisville, KY · Memorial Aud. 4-7 · Youngstown, OH · Powers Aud. 4-8 · Alexandria, VA · Birchmore
4-11 · Westbury, NY · Westbury Music Fair 4-12 · New York, NY · Apollo Theater 4-13 · Devon, PA · Valley Forge 4-17 · Norfolk, VA · Broadway Club 4-18 · Atlanta, GA · Center Stage
4-19 · Orlando, FL · Tupperware Center 4-20 · Miami, FL · Bayfront Park Amph. 4-21 · St. Petersburg, FL · Mahaffey Theater

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PHOTOFILE

Compiled by Diane Rufer



Arista recording stars Daryl Hall and John Oates get "so close" to label executives backstage after their sold-out performance at New York's Beacon Theatre. (l to r) Diane Gentile, Arista; Brian Doyle, Champion Entertainment; Tom Ennis, Arista; Daryl Hall; Arista's Melani Rogers, Marty Diamond, Roy Lott, Maude Gillman; John Oates.



At the recent Gavin Seminar, it was a full house when Roger McGuinn joined Crowded House on stage for an impromptu jam which included new material from an upcoming CH album, as well as the Byrds' "Mr. Tamborine Man." (l to r) Crowded House's Paul Hester; Roger; Crowded House's Neil and Tim Finn.



To celebrate the launch of recording artist Beth Nielsen Chapman's debut single, "Walk My Way," Reprise hosted a showcase at F. Scott's in Nashville. (l to r) Gavin's Lisa Austin; Beth; National Field Manager of AC Promotion for Reprise, Dennis Mosesman; Gavin's Diane Rufer.



Following his recent sold-out performance at Los Angeles' Wiltern Theater, Chris Isaak was the honored guest at a reception held at the Atlas Restaurant. Pictured with Isaak is well-wisher Laura Dern, star of the film "Wild At Heart," which featured Isaak's current hit, "Wicked Games."



a-ha

**"Crying In
The Rain"**

GAVIN A/C 10*-7*

**KFYR KRDI/FM
KXLK KWXX
WELI WJON
WMT/AM&FM
WSUL WQLH/FM
K103 KLCY/FM
WKYE**



BIOFEEDBACK

by Ron Fell

• VOICES THAT CARE

The Voices That Care project is the brain-child of David Foster and his fiancée Linda Thompson Jenner. Yes, she is the former wife of super-athlete Bruce Jenner.

• ROLLING STONES

April will mark the twentieth anniversary of the beginning of The Rolling Stones' record company, appropriately named Rolling Stones Records.

• ELECTRIC LIGHT ORCHESTRA

ELO, minus front man Jeff Lynne (now a Traveling Wilbury), has reformed and will soon tour with the Moscow Symphony. The band is now billing itself as Electric Light Orchestra Part II and includes original members Bev Bevan, Kelly Grocum, Hugh McDowell and Louis Clark, and Pete Haycock, formerly of Climax Blues Band.



• THE STATLER BROTHERS

The Statler Brothers have signed to host the first original variety series to appear on The Nashville Network. The shows will be seen beginning in October, but production began this month in Nashville.

• INFORMATION SOCIETY

The video for Information Society's new single, HOW LONG, was rocker Adam Ant's first try at directing.

• HALL & OATES

The last week of March has been a very good one for Daryl Hall & John Oates. On March 25, 1977 they had a number one in The Gavin Report with RICH GIRL and on March 27, 1981 they scored again with KISS ON MY LIST.

• LITTLE CAESAR

The Los Angeles-based Little Caesar takes

its name from the character made famous by Edward G. Robinson in the thirties film of the same title.

• JONI MITCHELL

As a struggling Greenwich Village singer/songwriter in the late sixties, Joni Mitchell befriended the likes of Judy Collins, who was to record Mitchell's BOTH SIDES NOW at about the same time Mitchell was signing her first contract and recording her first album, "Song To A Seagull" on Reprise Records.

• SQUEEZE

Warner Bros. has signed Squeeze to a long term contract and the group may have their first bunnyfunded album out by the end of the Summer. The album is being produced by Tony Berg, whose recent successes include work with Michael Penn and Edie Brickell & New Bohemians.



• GEORGE CLINTON

Filmmaker Reggie Hudlin of House Party fame is working on a documentary of legendary funkmeister George Clinton.

• ROGER McGUINN

The Roger McGuinn single KING OF THE HILL was co-written with Tom Petty in 1987 during the Swedish leg of Petty & The Heartbreakers' tour with Bob Dylan.

• FISHBONE

Pioneer Black Rock band Fishbone is completing their next album by shooting a video for one track, SUNLESS SATURDAY, with director Spike Lee.

• KEITH SWEAT

For the next six weeks Keith Sweat will have to perform in a cast while on tour with Johnny Gill and Bell, Biv DeVoe. Seems Mr. Sweat broke three toes on his left foot during a show in Milwaukee on February 28th.

• ALBERT COLLINS

Among the many hit songs composed by Albert Collins was LUCILLE. The song was made famous by its co-writer Richard Penniman (Little Richard) in 1960. The song was also a hit that same year by The Everly Brothers.



• THE TRIPLETS

Vicky, Sylvia and Diana Villegas are indeed triplets. They were born less than fifteen minutes apart on April 18, 1965.

• HERB ALPERT

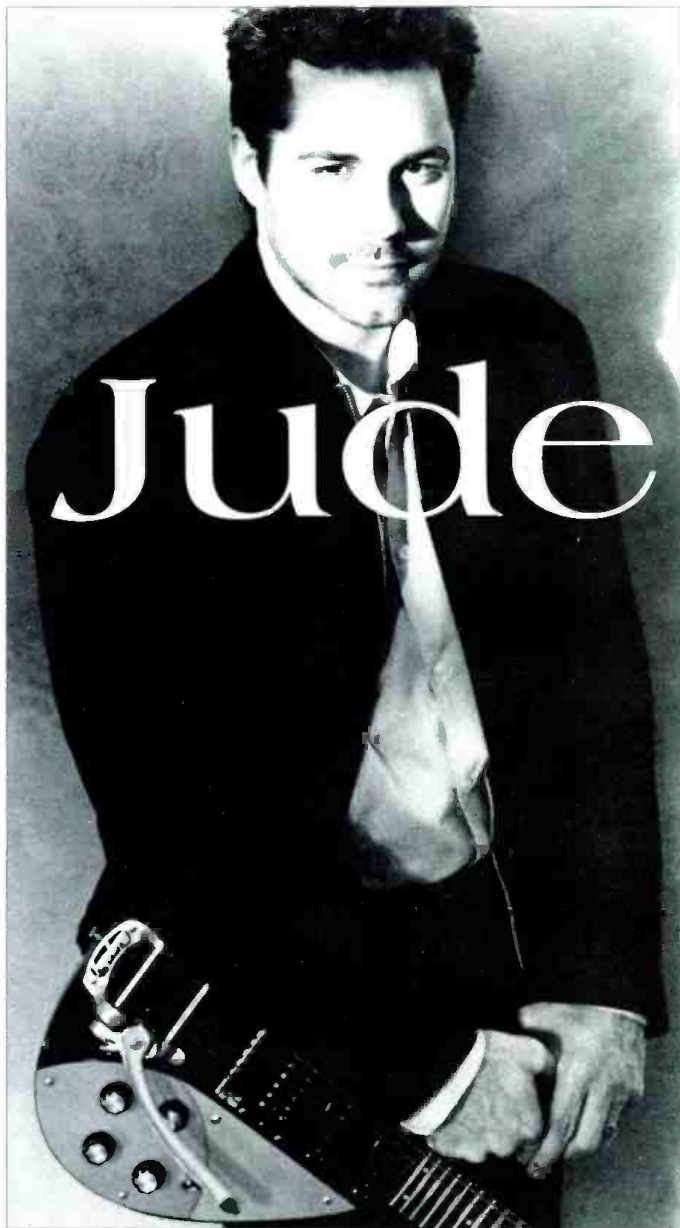
It was twenty-five years ago this month that Herb Alpert & The Tijuana Brass received a Grammy when their album, "A Taste Of Honey" won Record Of The Year.

• BOY GEORGE

George Alan O'Dowd left school at the age of sixteen and began a career in trendy fashion marketing in London. His shop, The Foundry, was considered the late seventies' center of New Romantic fashion.

• MICHAEL W. SMITH

Though new to the Pop charts, Michael W. Smith has been recording albums for more than eight years. His first album, "Michael W. Smith Project" was released in 1983 and is certified Gold (500,000 units) by the RIAA.



Jude

"COMPARED TO
NOTHING"

Cole



UNANIMOUS
5 THUMBS UP FROM THE
GAVIN A/C
JUKE BOX JURY.

JOHN PATRICK, WZNY
DAVE VERDERY, KBIG
GENE KNIGHT, B100
STORMIN' NORMIN, WEBE
CARLA FOX, KESZ



BETH NIELSEN CHAPMAN



"WALK MY WAY"

R&R 26*-22*

GAVIN A/C 17* 161/11

76% HIT FACTOR

ADDS INCLUDE:

KBIG, KXLK, KRNO/FM

HEAVY ROTATION INCLUDES:

WTPI

KPAY

WSKY

WOKZ

JOY99

WKYE

WJON

WAHR

KFOR

KFQD

WFRO

KSNN

COUNTRY

Reports accepted Monday & Tuesday 8AM-4PM
 Station Reporting Phone: (415) 495-1990
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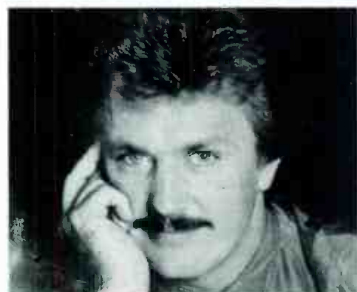
MOST ADDED

- MARK CHESNUTT (100)
(MCA)
- JOE DIFFIE (71)
(Epic)
- KENTUCKY HEADHUNTERS (62)
(Mercury)
- RAY KENNEDY (62)
(Atlantic)
- AARON TIPPIN (62)
(RCA)

TOP REQUESTS

- GARTH BROOKS
- FORESTER SISTERS
- DOLLY PARTON &
RICKY VAN SHELTON
- REBA McENTIRE
- VINCE GILL

RECORD TO WATCH



JOE DIFFIE
 If The Devil Danced
 (Epic)
 Diffie's great performance at the
 "New Faces" show may have
 convinced a number of programmers
 to jump on this one early.

Editor: Lisa Smith
 Assoc. Editor: Cyndi Hoelzle

2W LW TW

3	2	1	SHENANDOAH - I Got You (Columbia)
2	1	2	GARTH BROOKS - Two Of A Kind (Capitol Nashville)
6	5	3	DON WILLIAMS - True Love (RCA)
5	4	4	RANDY TRAVIS - Heroes And Friends (Warner Bros.)
13	8	5	ALABAMA - Down Home (RCA)
10	6	6	BILLY DEAN - Only Here For A Little While (Cap.Nashville/SBK)
12	7	7	FORESTER SISTERS - Men (Warner Bros.)
4	3	8	PATTY LOVELESS - I'm That Kind Of Girl (MCA)
18	12	9	VINCE GILL - Pocket Full Of Gold (MCA)
17	13	10	TRAVIS TRITT - Drift Off To Dream (Warner Bros.)
16	14	11	MARY-CHAPIN CARPENTER - Right Now (Columbia)
24	16	12	REBA McENTIRE - Fancy (MCA)
19	15	13	MARK COLLIE - Let Her Go (MCA)
26	19	14	DOLLY PARTON W/RICKY VAN SHELTON - Rockin' Years (Columbia)
22	18	15	K.T.OSLIN - Mary And Willie (RCA)
30	22	16	RONNIE MILSAP - Are You Lovin' Me Like I'm Lovin' You (RCA)
23	20	17	GLEN CAMPBELL - Unconditional Love (Capitol Nashville)
27	24	18	TANYA TUCKER - Oh What It Did To Me (Capitol Nashville)
25	21	19	DESERT ROSE BAND - Will This Be The Day (MCA/Curb)
36	26	20	KATHY MATTEA - Time Passes By (Mercury)
—	31	21	PAUL OVERSTREET - Heroes (RCA)
1	9	22	CLINT BLACK - Loving Blind (RCA)
31	27	23	MARTIN DELRAY - Get Rhythm (Atlantic)
—	35	24	DIAMOND RIO - Meet In The Middle (Arista)
39	33	25	PIRATES OF THE MISSISSIPPI - Feed Jake (Capitol Nashville)
—	36	26	DWIGHT YOAKAM - You're The One (Reprise)
35	32	27	LES TAYLOR - I Gotta Mind To Go Crazy (Epic)
—	—	28	GEORGE STRAIT - If I Know Me (MCA)
34	34	29	McBRIDE & THE RIDE - Can I Count On You (MCA)
9	25	30	ALAN JACKSON - I'd Love You All Over Again (Arista)
—	40	31	WILLIE NELSON - Ten With A Two (Columbia)
—	—	32	DOUG STONE - In A Different Light (Epic)
38	37	33	LARRY BOONE - I Need A Miracle (Columbia)
—	39	34	EDDIE RABBITT - Tennessee Born And Bred (Capitol Nashville)
—	—	35	CLINTON GREGORY - (If It Weren't For Country Music) I'd Go...(Step One)
7	11	36	HOLLY DUNN - Heart Full Of Love (Warner Bros.)
8	10	37	BAILLIE AND THE BOYS - Treat Me Like A Stranger (RCA)
21	28	38	CONWAY TWITTY - I Couldn't See You Leavin' (MCA)
—	—	39	OAK RIDGE BOYS - Lucky Moon (RCA)
—	—	40	BELLAMYS - She Don't Know That She's Perfect (Atlantic)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in Chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
CARLENE CARTER - The Sweetest Thing (Reprise)		134	18	1	41	74	31%	4
MIKE REID - Till You Were Gone (Columbia)		127	53	—	18	56	14%	2
SHELBY LYNNE - What About The Love We Made (Epic)		124	25	—	31	68	25%	3
LORRIE MORGAN - We Both Walk (RCA)		123	58	—	13	52	10%	2

SHELBY LYNNE

“What About The Love We Made”

SHELBY LYNNE - *What About The Love We Made* (Epic)

To be completely honest, Shelby Lynne inspires more un-provoked listener response than any other new female artist currently on the scene. “Can you tell me who that is singing?” and “Man, can that lady sing” are some of the comments heard from listeners just about each time she’s played. If you thought the last couple of Shelby Lynne songs were vehicles for her great pipes rather than hit material, take a listen to this! Wonderfully understated production provides the backdrop for the most powerful, heart-wrenching vocal performance so far this year.

Jim Asker, PD, WFLS-Fredericksburg

- GAVIN PROGRAMMERS PICK 3/8/1991

HIT FACTOR

Country Research:
Lisa Smith/Elma Greer/Cyndi Hoelzle

Hit Factor is a percentage of stations which have it in Heavy or Medium rotation. ie: 100 stations playing the record- 60 stations have it in Heavy or Medium rotation- Hit Factor = 60%

Total Reports This Week **218** Last Week **219**

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
SHENANDOAH - I Got You (Columbia)	215	—	198	13	4	98%	11
GARTH BROOKS - Two Of A Kind (Capitol Nashville)	212	—	201	10	1	99%	9
DON WILLIAMS - True Love (RCA)	217	1	186	27	3	98%	11
RANDY TRAVIS - Heroes And Friends (Warner Bros.)	215	—	189	22	4	98%	10
ALABAMA - Down Home (RCA)	218	—	178	38	2	99%	7
BILLY DEAN - Only Here For A Little While (Cap.Nashville/SBK)	215	—	180	29	6	97%	15
FORESTER SISTERS - Men (Warner Bros.)	213	2	167	37	7	95%	10
PATTY LOVELESS - I'm That Kind Of Girl (MCA)	202	—	164	33	5	97%	11
VINCE GILL - Pocket Full Of Gold (MCA)	217	2	126	83	6	96%	7
TRAVIS TRITT - Drift Off To Dream (Warner Bros.)	212	2	114	88	8	95%	8
MARY-CHAPIN CARPENTER - Right Now (Columbia)	213	2	110	88	13	92%	8
REBA McENTIRE - Fancy (MCA)	215	5	86	114	10	93%	7
MARK COLLIE - Let Her Go (MCA)	208	3	96	90	19	89%	10
DOLLY PARTON W/RICKY VAN SHELTON - Rockin' Years (Columbia)	216	1	63	138	14	93%	6
K.T.OSLIN - Mary And Willie (RCA)	203	1	61	121	20	89%	8
RONNIE MILSAP - Are You Lovin' Me Like I'm Lovin' You (RCA)	215	5	26	155	29	84%	5
GLEN CAMPBELL - Unconditional Love (Capitol Nashville)	196	1	47	129	19	89%	11
TANYA TUCKER - Oh What It Did To Me (Capitol Nashville)	198	5	20	149	24	85%	7
DESERT ROSE BAND - Will This Be The Day (MCA/Curb)	192	1	24	140	27	85%	8
KATHY MATTEA - Time Passes By (Mercury)	208	9	10	150	39	76%	5
PAUL OVERSTREET - Heroes (RCA)	209	14	7	134	54	67%	4
CLINT BLACK - Loving Blind (RCA)	155	—	93	50	12	92%	11
MARTIN DELRAY - Get Rhythm (Atlantic)	182	3	15	124	40	76%	9
DIAMOND RIO - Meet In The Middle (Arista)	194	19	2	108	65	56%	4
PIRATES OF THE MISSISSIPPI - Feed Jake (Capitol Nashville)	181	16	1	111	53	61%	5
DWIGHT YOAKAM - You're The One (Reprise)	175	10	5	106	54	63%	5
LES TAYLOR - I Gotta Mind To Go Crazy (Epic)	162	8	2	103	49	64%	6
GEORGE STRAIT - If I Know Me (MCA)	198	61	7	68	62	37%	2
McBRIDE & THE RIDE - Can I Count On You (MCA)	148	6	4	92	46	64%	6
ALAN JACKSON - I'd Love You All Over Again (Arista)	118	—	54	42	22	81%	11
WILLIE NELSON - Ten With A Two (Columbia)	139	9	1	81	48	58%	6
DOUG STONE - In A Different Light (Epic)	177	54	1	66	56	37%	3
LARRY BOONE - I Need A Miracle (Columbia)	129	1	2	75	51	59%	7
EDDIE RABBITT - Tennessee Born And Bred (Capitol Nashville)	134	4	1	68	61	51%	6
CLINTON GREGORY - (If It Weren't For Country Music) I'd Go Crazy (Step One)	147	16	—	60	71	40%	4
HOLLY DUNN - Heart Full Of Love (Warner Bros.)	109	—	36	59	14	87%	13
BAILLIE AND THE BOYS - Treat Me Like A Stranger (RCA)	112	—	28	65	19	83%	12
CONWAY TWITTY - I Couldn't See You Leavin' (MCA)	94	—	49	22	23	75%	12
OAK RIDGE BOYS - Lucky Moon (RCA)	150	33	—	47	70	31%	3
BELLAMYS - She Don't Know That She's Perfect (Atlantic)	129	13	—	57	59	44%	4

TOP SELLING ALBUMS

1. GARTH BROOKS - No Fences (Capitol Nashville)
2. CLINT BLACK - Put Yourself In My Shoes (RCA)
3. VINCE GILL - When I Call Your Name (MCA)
4. REBA McENTIRE - Rumor Has It (MCA)
5. ALAN JACKSON - Here In The Real World (Arista)
6. RANDY TRAVIS - Heroes And Friends (Warner Bros.)
7. THE JUDDS - Love Can Build A Bridge (Curb/RCA)
8. KENTUCKY HEADHUNTERS - Pickin' On Nashville (Mercury)
9. ALABAMA - Pass It On Down (RCA)
10. DOLLY PARTON - Eagle When She Flies (Columbia)

Based on correspondents' research

TOP TEN VIDEOS

1. PIRATES OF THE MISSISSIPPI - Feed Jake (Capitol)
2. McBRIDE & THE RIDE - Can I Count On You (MCA)
3. DOLLY PARTON & RICKY VAN SHELTON - Rockin' Years (Columbia)
4. KATHY MATTEA - Time Passes By (Mercury)
5. CARLENE CARTER - The Sweetest Thing (Reprise)
6. VINCE GILL - Pocket Full Of Gold (MCA)
7. BECKY HOBBS - Talk Back Tremblin' Lips (Curb)
8. CLINT BLACK - Loving Blind (RCA)
9. TRAVIS TRITT - Drift Off To Dream (Warner Bros.)
10. MARTIN DELRAY - Get Rhythm (Atlantic)

Courtesy of Country Music Television 

PHOTOFILE

Just about everybody had a large time at this year's Country Radio Seminar. Here are a few examples:



Visiting the Arista suite are (l to r) the newest addition to Arista Records Steve Warner, label head Tim DuBois and KPLX-Dallas' Bobby Kraig.



During George Strait's performance at the Super Faces show, MCA/Nashville President Bruce Hinton presented him with a plaque commemorating his ten years with the label. (l to r) Hinton, Strait and Strait's manager Erv Woolsey.



Chatting at the RCA party aboard the General Jackson are Alabama's Randy Owen and Gavin's Lisa Smith.



Enjoying the New Faces show are KRAK-Sacramento's Don Langford and RCA's Ginger McFadden.



Our camera caught this happy foursome on the General Jackson. (l to r) Gavin's Lisa Austin, RCA's Jack Weston, Gavin's Cyndi Hoelzle and Prairie Oyster's Russell DeCarle.



Caught during the Artist Reception are (l to r) Tim Ryan, KZNN-Rolla's Debi and Stan Friend, Ricky Skaggs, Epic's Cindy Selby Cunningham, KAGG-Bryan's Dan O'Neil and Tammy Wynette.



Mary-Chapin Carpenter found herself surrounded by the men from KUIZZ-Bakersfield at the Artist Reception. (l to r) K.C. Adams, Mel Owens and Richard Trelo.

JAZZ

MOST ADDED

1. PART III - JOEY DeFRANCESCO (COLUMBIA)
2. SARAH—DEDICATED TO YOU - CARMEN McCRAE (NOVUS/RCA)
3. MEANT TO BE - JOHN SCOFIELD QUARTET (BLUE NOTE)
4. YOU TEMPT ME - BILLY TAYLOR TRIO (TAYLOR-MADE)
5. BALLADS - DAVID MURRAY (DIW)
6. MIDNIGHT IN SAN JUAN - EARL KLUGH (WARNER BROS.)

TOP TIP

JOEY DeFRANCESCO
PART III
(COLUMBIA)

CARMEN McCRAE
SARAH—DEDICATED TO YOU
(NOVUS/RCA)

What a sequel! Joey DeFrancesco's Part III is Most Added with 54 stations. Meanwhile, Carmen McCrae's latest dashes in second with 50 adds.

RECORD TO WATCH



STEVE LAURY
STEPPING OUT
(DENON)

Fattburger guitarist records a pure roots record. Thirty-four total reports and ready to step out for a chart debut.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

2W	LW	TW	
2	2	1	BOBBY WATSON & HORIZON - Post-Motown Bop (Blue Note)
6	4	2	HOUSTON PERSON - Why Not! (Muse)
1	1	3	MARCUS ROBERTS - Alone With Three Giants (Novus/RCA)
3	3	4	BARBARA DENNERLEIN - Hot Stuff (Enja)
19	13	5	BIRELI LAGRENE - Acoustic Moments (Blue Note)
4	5	6	JUST FRIENDS - Just Friends Volume One (Justice)
7	7	7	SHIRLEY HORN - You Won't Forget Me (Verve/Polydor)
8	8	8	DIANE SCHUUR - Pure Schuur (GRP)
9	9	9	JAY HOGGARD - The Little Tiger (Muse)
5	6	10	RICK MARGITZA - Hope (Blue Note)
14	14	11	FRANK MORGAN - A Lovesome Thing (Antilles/Island)
17	17	12	J.J. JOHNSON - Quintergy-Live At The Village Vanguard (Antilles/Island)
11	11	13	TANAREID - Yours And Mine (Concord Jazz)
12	12	14	CHICK COREA AKOUSTIC BAND - Alive (GRP)
13	10	15	TRAUT/RODBY - The Duo Life (Columbia)
—	23	16	YELLOWJACKETS - Greenhouse (GRP)
15	16	17	HERB GELLER - A Jazz Song Book (Enja)
21	19	18	RAY OBIEDO - Iguana (Windham Hill Jazz)
16	18	19	PAT COIL - Steps (Sheffield)
35	22	20	JOEY CALDERAZZO - In The Door (Blue Note)
23	21	21	PONCHO SANCHEZ - Cambios (Concord Jazz)
10	15	22	TONY CAMPISE - First Takes (Heart)
—	27	23	JON FADDIS - Hornucopia (Epic)
33	25	24	KEVYN LETTAU - Kevyn Lettau (Nova)
—	33	25	DIZZY GILLESPIE & THE UNITED NATION ORCH - Live At The Royal Festival Hall (Enja)
22	20	26	DAKOTA STATON - Dakota Staton (Muse)
27	24	27	EDDIE HARRIS - A Tale Of Two Cities (Night/Virgin)
—	35	28	VINCENT HERRING - Evidence (Landmark)
32	31	29	CANNONBALL ADDERLEY - Radio Nights (Night/Virgin)
—	39	30	STEVE MASAKOWSKI - Friends (Nebula)
—	37	31	JAY McSHANN - Paris All Star Blues (Music Masters)
29	28	32	THE PHIL WOODS QUINTET - All Bird's Children (Concord Jazz)
48	40	33	T LAVITZ - Mood Swing (Nova)
46	38	34	STEVE LACY AND MAL WALDRON - Hot House (Novus/RCA)
—	—	35	KENNY BLAKE - Interior Designs (Heads Up)
—	—	36	DAVID FRIESEN - Departure (Global Pacific)
28	32	37	THE J.B. HORNS - Pee Wee, Fred & Maceo (Gramavision)
41	41	38	CHUCK GREENBERG - From A Blue Planet (Gold Castle)
18	29	39	WYNTON MARSALIS - Tune In Tomorrow (Columbia)
24	26	40	CHARLES BROWN - All My Life (Rounder)
25	30	41	JOE LoCASCIO - World With A View (Optimism)
34	42	42	CHARLIE HADEN & LIBERATION MUSIC ORCH. - Dream Keeper (Blue Note)
37	45	43	PETER KATER - Roof Tops (Silver Wave)
47	47	44	BOB MINTZER - Art Of The Big Band (DMP)
—	48	45	RICK STONE QUARTET - Far East (Jazzand)
—	—	46	GERI ALLEN - The Nurturer (Blue Note)
—	—	47	RAHSAAN ROLAND KIRK - The Man Who Cried Fire (Night/Virgin)
26	34	48	MANTECA - Perfect Foot (Nova)
—	—	49	DAN BALMER - Music (Chase Music Group)
—	—	50	GRANT GEISSMAN - Flying Colors (Bluemoon)

CHARTBOUND

*Debuts in chartbound

*CARMEN McCRAE (NOVUS/RCA)
*JOEY DeFRANCESCO (COLUMBIA)
JOHN HICKS QUARTET (DIW)
DAVID MURRAY (DIW)
GENE HARRIS/P. M. SUPERBAND (CONCORD JAZZ)
STEVE LAURY (DENON)
LES McCANN (NIGHT/VIRGIN)

NILS LAN DOKY (MILESTONE)
*JOHN SCOFIELD QUARTET (BLUE NOTE)
GEORGE GRUNTZ TRIO (ENJA)
CLAUS OGERMAN (GRP)
RALPH PETERSON (BLUE NOTE)
*ERIC LEEDS (PAISLEY PARK/WB)
*FULL CIRCLE (COLUMBIA)

MEL LEWIS (MUSICMASTERS)
*ALEX DeGRASSI (WINDHAM HILL)
ERICH AVINGER (HEART MUSIC)
GRAHAM HAYNES (MUSE)
JAMES CLAY (ANTILLES/ISLAND)

Dropped: #36 Rhythmstick, #43 John Campbell, #44 Ronaldo Folegatti, #46 Billy Joe Walker, #49 Active Ingredient, #50 Marcos Ariel.

CLASSIFIEDS

JOB OPENINGS

TOP 40 WTBX seeks a Night Jock. Looking for a personality with emotion and good at personal appearances. T&R: WTBX Radio, PO Box 1060, Hibbing, MN 55746. [3/22]

KISS102/WCKZ-Charlotte, NC, has an opening for an experienced Morning Personality and a 6-10PM Night Jock. No calls, please. T&R: Mark Shands, 2303 W. Morehead Street, Charlotte, NC 28208. EOE [3/22]

NORTHEASTERN CALIFORNIA #1 COUNTRY KSUE has a f/t Announcer opening. Must be able to work weekends, or on an on-call basis, and have a telephone. Broadcast experience preferred, but not required. Could be entry level position. No calls, please. Resume: Hugh Hardaway, KSUE Radio, 3015 Johnstonville Road, Susanville, CA 96130. EOE [3/22]

KELO AM/FM seeks a p/t Announcer. No experience required. T&R: Kathy Hansen, 500 S. Phillips Avenue, Sioux Falls, SD 57102, or call (605) 331-5350. EOE [3/22]

LEADING NAC KXDC seeks an AT for future opening. No calls, please. T&R: Ron Soergel, KXDC Radio, 450 Pacific Street, Suite 360, Monterey, CA 93940. EOE [3/22]

PROGRAM DIRECTOR needed at Alternative AOR WBRU/FM is looking for experienced, self-sufficient, Jack-of-all-trades PD. Coaching and training ability a must at this student staffed/managed two time Rolling Stone Reader's Poll winner. Three years professional programming experience also desired. No calls, please. T&R&salary: Vincent Rubino, 88 Benevolent Street, Providence, RI 02906. EOE [3/22]

TOP 40 MAGIC104 WMGV needs an experienced, reliable p/t/AT within driving distance of the Fox Valley. If this is you, rush T&R: Michael J. Foxx, 2333 Bowen Street, Oshkosh, WI 54901. [3/15]

GROWING MIDWEST COMBO looking for a PD for Country AM and a News Director. T&R: Stephen Long, KMXL/KDMO Radio, PO Box 426, Carthage, MO 64836, or call (417) 358-2648. EOE [3/15]

MAJOR NEW FM STATION going on-air soon in Southern market. All positions available. T&R&photo: Ann Clark, PO Box 11457, Huntsville, AL 35814. [3/15]

IMMEDIATE OPENING FOR NEWS/SPORTS DIRECTOR at Northern California AM/FM combo. Must be a dedicated Newshound, no jocks! Play-by-play is NOT part of job. T&R ASAP: KYRE/KSYC Radio, 316 Lawrence Lane, Yreka, CA 96097. EOE [3/15]

FULL POWER A/C seek T&Rs for future openings. Promotionally minded a plus. No boss jocks. T&R: Sam Graham, KBRK/FM Radio, PO Box 97, Brookings, SD 57006. [3/15]

PROGRESSIVE COUNTRY STATION wants a creative, energetic copywriter. T&R&samples: Ed Paulson, WYTE Radio, PO Box 1030, Stevens Point, WI 54481. EOE [3/15]

NEW ROCK KTCL in Fort Collins/Denver, CO, is looking for an upbeat, bright and personable Morning jock. Great living area, upwardly mobile radio station. Females strongly encouraged. No calls, please. T&R: John Hayes, 1611 S. College Avenue, Fort Collins, CO 80525. [3/8]

A/C KATW-Lewiston, ID, has two openings for On-air/Production talent, preferably from the Northwest. Work for a great new station. T&R: Dave O'Conner, 301 'D' Street, Suite 302, Lewiston, ID 83501. [3/8]

COUNTRY WPKR-Oshkosh, WI, is accepting T&Rs for future full-time openings. Must have at least five years experience. No calls, please. T&R: B.J. Taylor, PO Box 3450, Oshkosh, WI 54903. [3/8]

AVAILABLE

CURRENTLY SWING/WEEKENDS IN PHILADELPHIA. Smooth, adult communicator seeks full-time gig with Adult Alternative/NAC/CJ. Opportunity more important than market size. GREG: (215) 259-7478. [3/22]

COUNTRY PERSONALITY with eight years experience, including two years as APD/MD, seeks new challenge. CALL: (618) 397-2521. [3/22]

FORMER SAN RAFAEL FM WEEKENDER looking for Northern California or Oregon music/sports gig. FRANK "CC RAZOR" BUTERA: (415) 223-1534. [3/22]

FIFTEEN YEAR PRODUCTION/PRODUCER/Top 40 MD/APD/AT pro with major market experience. Skilled in multi-track and digital recording. Available now! Prefer West Coast, but will consider anywhere! JOHN: (714) 435-0603. [3/22]

COASTAL CAROLINA, I've paid my dues. Part-time Overnight to Morning Drive in six years. #130 market. Now ready to conquer the coast. Mornings, MIDDAYS or Afternoons. Available immediately. PHIL: (914) 344-8464. [3/22]

TWENTY YEAR PRO, veteran of KFAT and KPIG, great morning AT/MD/PD. Put something exciting between your listeners ears. GORDY: (408) 726-3154. [3/22]

EIGHT YEAR APD/MD LOOKING FOR FIRST PD GIG, philosophy, knowledge, ability in aces. Willing to work for reasonable bucks, wanting to get proverbial foot in the door! MAD MAX: (509) 582-5540. [3/22]

GREAT RADIO is a mix of entertainment/community interest/solid sales. Program Director available NOW. RENEE: (603) 228-2307. [3/22]

THREE YEAR VET! Roarin' for the snorin' in Northern California. KATHY: (415) 648-0090. [3/22]

INTERNSHIP WANTED by college junior for summer '91. Interested in promotion, management and board operations. Chicago is my home and preference. CHRISTA JOHNSON: (309) 295-2267 or (312) 821-1111. [3/22]

HARDWORKING, TEAM ORIENTED and ready for a new challenge. Jack-of-all-trades. Let's talk in person. Carolinas only. JIM DAVIS: (803) 774-3674. [3/22]

FOURTEEN YEAR PRO. Eleven year Top 40 jock, four year Asst. PD. Looking for PD gig and/or Afternoon shift. EDDIE MONSON: (602) 957-1581. [3/15]

YOUNG AND TALENTED AT smoked MIDDAYS at MPL's Urban. Ready, able and serious as a heartattack! Who's next? I'm RB: (612) 871-7556. [3/15]

EXPERIENCED, RELIABLE AT. I love Overnights and swing shifts, also excellent sports p-b-p. Looking for stable gig. GARY BROWN: (419) 884-1682. [3/15]

AVAILABLE NOW! Power Productions, three years commercial broadcast experience. Recent Brown grad, looking for any format, anywhere on Earth! JOE: (612) 423-5846. [3/15]

I TOOK MY LAST STATION to its first NAB Award. Are you ready to hire the best of the best? PD available now. CALL: (603) 228-2307. [3/15]

LOOK NO FURTHER! Twelve year pro can do it all...programming, promotions, music, news, talk and more! Challenge me. BRAD: (303) 224-5110. [3/15]

AT AVAILABLE. Former Midday talent at WTFX-Madison, WI, seeks position at Country or Top 40 station. SUSIE MORGAN: (608) 831-8239. [3/15]

FORMER PD. Regional Promotion Marketing Manager, Nat'l Director, living in Austin, TX. Do not wish to relocate. Have established office in home. Looking for employment opportunities. CALL: (512) 453-4052. [3/15]

FIFTEEN YEAR VETERAN, currently VP in charge of Programming for Leighton Enterprises, seeking like position. BRIAN WRIGHT: (612) 654-0308. [3/15]

SERVICE REQUEST

KJ104: AOR/ALBUM service from all labels, all product. Also need product from '60's to '88. Send to: Allen Bailey, KJ104 Radio, PO Box 1360, Bemidji, MN 56601, or call (218) 751-5950. [3/22]

WJDY: Reformatting Oldies catalog for Urban Adult. Need product from 1960s to 1986 from all labels. Prefer CDs. Send to: Paul Butler/Chase Thomas, 1633 N. Division Street, Salisbury, MD 21801. [3/15]

KNBS: AM/FM College station requests AOR, Top 40, House and reggae CD service from all labels. Send to: Rob Katz, 2033 Howe Avenue, Suite 110, Sacramento, CA 95825. [3/15]

WGGA: The new 101.9 FM needs A/C-Top 40 service from all labels, and would like to hear from all reps. Send to: David Rivers, PO Box 1318, Gainesville, GA 30503, or call (404) 532-6211. [3/15]

WINC: FM/AM A/C-Gold Based station needs CD/LP service yesterday! All labels. Send to: Pat Evans, 520 N. Pleasant Valley Road, Winchester, VA 22601. [3/8]

KLLB: Urban service needed from all labels ASAP. Send to: T.K. Reed, 6254 S. Barton Park Drive, West Jordan, UT 84084. [3/8]

ALBUM NEW RELEASES

BY KENT ZIMMERMAN



THE LAW (ATLANTIC)

Paul Rodgers has launched four different major bands, and never one the same way. Free spun out of the golden age of British rock n roll; Bad Company conceptually balanced strong writing and playing; The Firm balanced of power and experience; The Law updates. Using a collection of original tunes and publishing finds, Rodgers and Kenney Jones learn rule number one from bands like Steely Dan and Tears For Fears: The smaller the democracy, the easier it is to operate agilely. Oddly, two of the finest tracks come from other writers, though it's no surprise when you hear they're Def Lep's Phil Collen and Bryan Adams with Jim Vallance. Collen's "Miss You In A Heartbeat" is a beautiful song and Rodgers give the ballad a real workout. "Nature Of The Beast" is more upbeat, a humorously bitter love song. Rounding out the album are some rootsy Badco-type songs mixed with goeey hopeful singles. Producer Chris Kimsey does an admirable job making The Law sound like more than the business association it was undoubtedly born as. At the very least, the songs are a fresh vehicle for Rodger's great, classic rock voice.

"SHE GOES DOWN" - BILLY SQUIER (CAPITOL)

Billy Squier stages a big return with a macho, sexual anthem moving from simple digital stimulation (a la "The Stroke") to something more in the oral tradition. In the past sounded notably Led Zeppish. This time through he leads with some chunky Keith Richards chords with lots of racy double entendre lyrics. Big out-

of-the-box, Most Added and this week's hottest debut at #29!



FRESH EVIDENCE - RORY GALLAGHER (CAPO/IRS)

One of the upper echelon guitarists of the seventies was Ireland's Rory Gallagher. He took his place alongside the best of the white European blues players like Clapton, Green, Page, Beck, Lee and Taylor. Over the last six years, Rory has kept himself pretty much to the continents, touring a collection of theaters in Ireland, England, Germany and parts near and far. Fresh Evidence, as the name implies, is all new stuff. Unlike Gary Moore, Rory burrows deeper into the blues, past the B.B./Albert/Freddie King era, covering Son House's "Empire State Express." But the rock rages on too. Songs like "Kid' Gloves," "Ghost Blues" and "Heaven's Gate" are vibrant, slow truckers and ravers. Long time Rory fans will recognize some sidemen as well as the swaggering steel edge and the delicacy of his guitar work. IRS plans on reissuing Gallagher's solo catalogue on CD, which will put a lot of historic rock blues within easy reach of young fans like Guns 'N Roses' Slash.



88 ELMIRA ST. - DANNY GATTON (ELEKTRA)

Speaking of guitarists...88 Elmira

St. is kinda like hearing Lonnie Mack's Wham Of The Memphis Man for the first time. Or Thorogood's first album. Or Link Wray. You get the idea. Danny Gatton is a throwback in a timeless sort of way. He also plays rockin' hillbilly jive fire with the cleverness of ole Les Paul and Jeff Beck and combines it with the subtlety of, say, James Burton. Gatton, unsurprisingly makes his music on a collection of guitars and amps that many might find in a guitar museum—including his self-titled Fender prototype. Radio's attention to a long time soldier like Eric Johnson and retail's success with Robert Johnson were two of 1990's key breakthroughs. Here is another discovery replete with blues songs, shuffles, Latin (!), show-off pieces (like the theme from "The Simpsons" done surfer style) and other guitar sculptures and technique showpieces. Great guitarists like this are few and far between. If you were too young to remember the emergence of great players like the late Roy Buchanan, here is another chance to experience that burning sense of discovery. Don't blow it.



3 STRANGE DAYS - SCHOOL OF FISH (CAPITOL)

A scrappy little band who knows how to get some trippy guitar sounds crankin'. You can hear those speaker cabs a-munching and a-crunching. On this twenty-nine minute CD (EP?) you get three separate mixes of "3 Strange Days," a dreamy work of psycho brilliance. But wait! Track five

features a similar groove that turns into a righteous loping, bogged-down cover of Prince's "Let's Pretend We're Married." Prince? It sounds more like 1969 Ton Of Sobs, the debut album by Free. Great stuff! Can't wait for the whole darn School Of Fish debut. This sumbitch goes home.



"GREEN-TINTED SIXTIES MIND" - MR. BIG (ATLANTIC)

A power melody from Mr. Big, who combine hot fusion rock playing with stacks and stack of harmony. The lyrics flow right alongside Eric Martin's smooth vocals. That's a pretty trick riff on the intro and the outro.



SUE MEDLEY (MERCURY)

Newcomer Sue Medley bats around ten new songs with honesty and guts. With so much competition out there to fill the female voice quota, you gotta have heavy hitters, and Medley hauls out a few of her own with remnants of the Mellencamp band, Sonny Landreth, the Goners. Even Bruce Springsteen's little sister Pamela gets involved, snapping the photos. The roughest and the toughest includes "Dangerous Times," "Queen Of The Underground" and "Love Thing."

RIDE + lush



RIDE/NOWHERE

ON TOUR

MARCH 23 Boston, MA

26 Toronto, ONT

27 Detroit, MI

28 Cleveland, OH

29 Cincinnati, OH

30 Chicago, IL

APRIL 1 Minneapolis, MN

3 Boulder, CO

6 Sacramento, CA

7 Palo Alto, CA

8 San Francisco, CA

10 Los Angeles, CA

11 Los Angeles, CA

16 Dallas, TX

17 Austin, TX

18 Houston, TX

20 Atlanta, GA

22 Chapel Hill, N.C.

23, 24 Washington, D.C.

26 Philadelphia, PA

27 New York, NY

More dates to be announced!



LUSH/GALA



*Lush only © 1991 Reprise Records

ALBUM

MOST ADDED

- "SHE GOES DOWN" - BILLY SQUIER (CAPITOL)
- "WORD OF MOUTH" - MIKE + THE MECHANICS (ATLANTIC)
- "SEE THE LIGHTS" - SIMPLE MINDS (A&M)
- "SOMEONE TO LOVE" - ROGER McGUIINN (ARISTA)
- "TRADEMARK" - ERIC JOHNSON (CAPITOL)
- "LAYING DOWN THE LAW" - THE LAW (ATLANTIC)
- "DEDICATION" - THIN LIZZY (MERCURY)

TOP TIP

BILLY SQUIER
 "SHE GOES DOWN"
 (CAPITOL)

Billy establishes dominance right out-of-the-box. Our highest debut by a long shot at #29.

RECORD TO WATCH



THIN LIZZY
 "DEDICATION"
 (MERCURY)

While cult seventies bands like Thin Lizzy leave an imprint on bands like Guns N' Roses a decade and a half later, few actually stage a resurrection this strong. This is the "title track" of their latest reissue. Phil Lynott lives!

Editor: Kent Zimmerman

2W LW TW

2W	LW	TW	ALBUM
6	1	1	ROLLING STONES - Highwire (Rolling Stones Records)
3	4	2	REM - Losing, Radio, Shiny (Warner Bros.)
8	2	3	QUEENSRYCHE - Silent (EMI)
1	7	4	STING - Cages, Time, Mad, Jeremiah, Cry (A&M)
12	8	5	GEORGE THOROGOOD - Drinkin' (EMI)
2	3	6	THE FIXX - Much, Crucified, Falling (Impact/MCA)
11	9	7	GREAT WHITE - Call (Capitol)
41	21	8	THE LAW - Laying (Atlantic)
15	10	9	QUEEN - Headlong, Innuendo, Can't, Show (Hollywood)
16	11	10	BAD COMPANY - Stranger. Need, Tough, Holy (Atco)
5	5	11	BLACK CROWES - Talks, Seeing, Hard (Def American)
18	14	12	DAVID LEE ROTH - Lil', Shoes (Warner Bros.)
42	17	13	ROD STEWART - Rhythm (Warner Bros.)
4	6	14	INXS - Tears (Atlantic)
28	23	15	ZZ TOP - Decision, Give, Mississippi, Concrete (Warner Bros.)
7	16	16	ROGER McGUIINN - King, Someone, Bowed (Arista)
25	18	17	CINDERELLA - Station, Shelter (Mercury)
19	19	18	NILS LOFGREN - Valentine (Rykodisc)
13	22	19	DRIVIN' N' CRYIN' - Courageous, Around, Dancing (Island)
17	15	20	FIREHOUSE - Treat (Epic)
38	25	21	ERIC JOHNSON - Trademark, Desert (Capitol)
32	24	22	RIK EMMETT - Saved, Life (Charisma)
10	13	23	THE VAUGHAN BROTHERS - Texan, Telephone (Epic)
33	20	24	AC/DC - Ready (Atco)
—	39	25	SIMPLE MINDS - Lights (A&M)
—	34	26	TESLA - Paradise, Signs (Geffen)
9	12	27	CHRIS ISAAK - Heart (Reprise)
35	30	28	DAMN YANKEES - Reputation, Runaway (Warner Bros.)
—	—	29	BILLY SQUIER - Down (Capitol)
21	38	30	DIVINYLS - Touch, Make (Virgin)
23	29	31	LIVING COLOUR - Rears (Epic)
49	33	32	JONI MITCHELL - Cold (Geffen)
36	27	33	THE TRAVELING WILBURYS - Twist, Inside, Devil's, Baby, Cool (Warner Bros.)
37	31	34	POISON - Wind, Believe (Capitol/Enigma)
—	40	35	EXTREME - Words (A&M)
44	36	36	LITTLE CAESAR - In Your Arms (DGC)
—	41	37	WARRANT - Red, Cherry, Cabin (Columbia)
22	28	38	THE REMBRANDTS - Timber (Atco)
—	—	39	THIN LIZZY - Dedication (Mercury)
46	43	40	STEELHEART - Never (MCA)
—	44	41	TRAGICALLY HIP - Sinking (MCA)
31	26	42	LYNCH MOB - River (Elektra)
27	48	43	JESUS JONES - Right, International, Real, Trust, Welcome, Who (Food/SBK)
—	—	44	MARC COHN - Memphis (Atlantic)
—	—	45	SOUTH GANG - Tainted Angel (Charisma)
—	—	46	TANGIER - Stranded (Atco)
29	37	47	SCORPIONS - Believe (Mercury)
—	—	48	MIKE + THE MECHANICS - Mouth (Atlantic)
—	—	49	BOB DYLAN - Dreams (Columbia)
14	32	50	BLUE RODEO - Myself (East West America)

CHARTBOUND

*Debuts in chartbound

- RHYTHM CORPS** (PASHA/EPIC) "SATELLITES"
- ***RADIATORS** (EPIC) "WINE"
- ***LENNY KRAVITZ** (VIRGIN) "RUN"
- KING'S X** (ATLANTIC) "FINDING"
- KINGOFTHEHILL** (SBK) "DO"
- PETER GABRIEL** (Geffen) "SHAKING"

- ***THE KNACK** (CHARISMA) "LET/ACES"
- BLUES TRAVELER** (A&M) "ANYWAY"
- ***NELSONS** (DGC) "EVER"
- ***IGGY POP** (VIRGIN) "EDGE"
- BODEANS** (SLASH/REPRISE) "BLOOD"
- ***BULLET BOYS** (WARNER BROS.) "THC"

Dropped: #35 Winger, #42 The Knack, #45 Daniel Ash, #46 Steve Winwood, #47 Gary Moore, #49 Ashley Cleveland, #50 Paul Simon, Albert Collins, Robert Palmer.

THE FEELIES

By David A. Beran

Spring is in the air and the Feelies hive is once again buzzing. As *Time For A Witness* makes a beeline for the top of the Alternative chart a body might wonder what keeps this band together. Since 1976 the core has remained intact, and the current lineup (Bill Million and Glenn Mercer-guitarists/vocalists/songwriters, Brenda Sauter-bass, Stanley Demeski-drums and Dave

Weckerman-percussion) has survived since 1983. *Time For A Witness* is the band's second record on A&M and there are various offshoots/reshufflings including Yung Wu (fronted by Weckerman), the Willies (permanent hibernation?) and the Trypes (remission?).. So what makes these guys buzz?

State Of The Colony: "We really try to stick within what is right for the band because we know what can go wrong," says Million. "We make sure we don't overextend ourselves or we don't get involved in situations that we're going to be embarrassed by and feel silly doing certain things that you're asked to do in this business." This cooperation carries over into songs and can be heard in complex, tightly constructed arrangements. And yet there's a sense that the Feelies know their limits and won't be talked into playing the national anthem before ball games. "We try to limit our tours to three or four weeks. The band tends to have a breaking point where we really can't take doing it anymore," explains Million. In these days of elephantine tours the Feelies are a welcome exception, patently pacing themselves.

Instinct: An often overlooked quality, overwhelmed by values like timing or luck, is instinct. Million is reluctant to spell out specifics.

"Things are better left unsaid. I think the best songs are open to interpretation and it takes something away from the listener when you describe what a song means. That's one of our big complaints about videos. When a video defines a song you kind of lose your personal connection—where you might have heard the song first or what a song could possibly mean to you. It's more of an instinctive thing. Sometimes if you put two pieces of music close together it sounds really good and other times you need space. Between songs on *Crazy Rhythms* there are actually sounds created with fuzz boxes and wah wah pedals that are really very low in the mix. It's what we think sounds good to our ears." It sounds simple, but how often do artists abandon their instincts and pander to what they think their audience wants? Honey bees instinctively communicate a dance that directs other members of the hive to nectar. The Feelies seem to have their own version of this precise, lively dance.

Growth: For the past three years, since graduating from independent labels (Stiff Records and Coyote), the Feelies have been on A&M. A familiar fear is of bands becoming too big and having to play larger venues, but Million offers reassurance. "We have to get to small theaters first. We did a tour with REM where we opened up at large arenas, so we've done it. It's really not that bad. Actually, we played some large theaters on a tour with Lou Reed two years ago. Anything larger than those particular venues, I don't think I'd like." After some unsavory experiences with Stiff Records (more on that to follow), how is it being with A&M? "The best thing is that when it comes time to make a record they generally leave us alone and trust us. They seem a lot more together than an independent label and distribution is better."

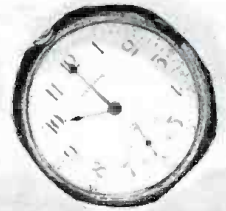
Occupied Though it's believed that each worker bee is a specialist, every bee goes through a full range of

duties that are constantly changing. Percussionist Dave Weckerman sings in an altered incarnation called Yung Wu and plays drums with The Creeping Pumpkins. Million just finished producing the new Speed The Plow record with Stanley and Brenda playing drums and bass. "We have an offer to make another Yung Wu record, so depending on the Feelies schedule, maybe this summer. Right now we're setting up all of these various tours in the U.S. and Europe that will start in a couple of weeks."

Dormancy: There's been much ballyhoo about the mid-eighties years when the Feelies mysteriously disappeared from the music scene. Million downplays what happened. "We really played only a handful of shows a year. At that time there weren't that many outlets for a band like the Feelies to play. College radio wasn't nearly as strong as it is today. It had more to do with the business relationship with Stiff Records. It was just a point we reached where we said 'this is so much bullshit and has nothing to do with music.'" But the members kept occupied on a low key level. "That's when the other bands started for us," adds Million. "We did a lot of different kinds of recordings, a lot of four track recordings. So we were kind of keeping busy musically. When we started thinking about recording *The Good Earth* for Coyote Records it was completely different. It was based on a friendship with Steve Fallon, who happens to be our manager now. So it was a nice way to get back into making records."

Time For A Witness, the hive's latest offering, is another collective effort. Enough is still left unsaid to kindle the curiosity that has always surrounded the band. At the center of the Feelies is a mystery punctuated by words like enigmatic and indescribable. The sixth side of the honeycomb hexagon, invisible to those who witness only five band members, may be the witnesses themselves. A dedicated audience that is pushing the outskirts of a cult following. Their time is now. ●

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ALTERNATIVE INSIDE

BY LINDA RYAN

Over the past few weeks, many of you have called to voice your opinion on the "to split or not to split" debate. We've taken everyone's information and digested it. We think we've come up with a near-perfect solution.

There were many arguments for keeping the chart the way it was, which was a learning experience for me—I never knew so many of you used our chart for so many different reasons! It wasn't my intention to take important work tools away from the people who use them.

So, in addition to our main chart, we will be providing subset charts—a Commercial Intensive and a College Intensive one. These subset charts aren't meant to take the place of our main chart, and so they will only show what's happening on a 1-25 basis, fresh each week, with no last week/this week information. Additional tracking will not be required as we are basing this information on the same radio reports we base our main chart on. Again, I want to stress that we don't want this to take away from the information that is supplied with our main chart.

These subset charts will appear in next weeks' issue. Kent and I thank everyone for their input, and helping us to better serve your needs.

The hippest shows of the year were the secret gigs R.E.M. did last week in London. Despite the hush-hush nature of the shows, the first night sold out so quickly the band booked another night and brought in a few guests. First R.E.M. played a short set, then MICHAEL STIPE played a set with BILLY BRAGG, and PETE BUCK played a



set with ROBYN HITCHCOCK. The CHICKASAW MUDPUPPIES also played a set and then R.E.M. played another set! Why doesn't stuff like that happen here?!

I've added a number of stations to the Alternative section over the past few weeks. In case you've been having problems keeping up, here's a list of our newest reporters:

KVMR - Ray Diggins (916) 265-9073
 WFDU - Jerry Rubino (201) 692-2012
 CFNY - Earle Jive (416) 365-2153
 WVFS - Jay Hughen (904) 664-3871
 WUJC - Andy Denne (216) 397-4437
 CIMX - Greg St. James (519) 966-7000
 KAVE - Andrea Brooks (503) 686-9530
 Check the Blue Book for more information.



Congratulations to THE KITCHENS OF DISTINCTION who held off the rapidly approaching R.E.M. for a second week at number one. Can they make it a third...?

LIVE 105's BIG RICK STEWART told me this joke: Knock knock. Who's there? Morrissey. Morrissey who? (Sob!) I told you they didn't like me. Obviously that's not the



case as MORRISSEY jumps 20-11 this week. Support is being felt at both College and Commercial radio, with three ADDs from WDST, KZSC and WUNH.

THE GODFATHERS leap 23-14 this week as six new stations—CFNY, WFNX, KTOW,

WXPN, WDST and WXRT—come in with ADDs.

Their second week out and already THE FEELIES land at 16! Forty-six stations support the band and nineteen do so with HEAVY reports, including WFNX, KCPR, KUSF, WRSI, KTAO and KCOU among others.

Our highest debut (28) this week comes from THE SIMPLE MINDS. Commercial radio leads the way with support for "See The Lights" including HEAVY rotations at 91X, KROQ, KUKQ, WFNX, KDGE, KTAO, WHFS, KRCK, KTCZ, WDST and WHTG.

THE 360'S wheel up to 36 this week, thanks to HEAVY support from KDVS, WRUV, WUOG, WUSB, KCOU, WBNY, WUJC, and WUSC. There are quite a few Commercial stations working the 360's into smaller rotations but there SHOULD BE MORE! LISTEN TO THIS!

Hope you all have/had a blast at SXSW and/or on Spring break! 'Til next week—LINDA RYAN

NEW RELEASES

BUDDY BLUE



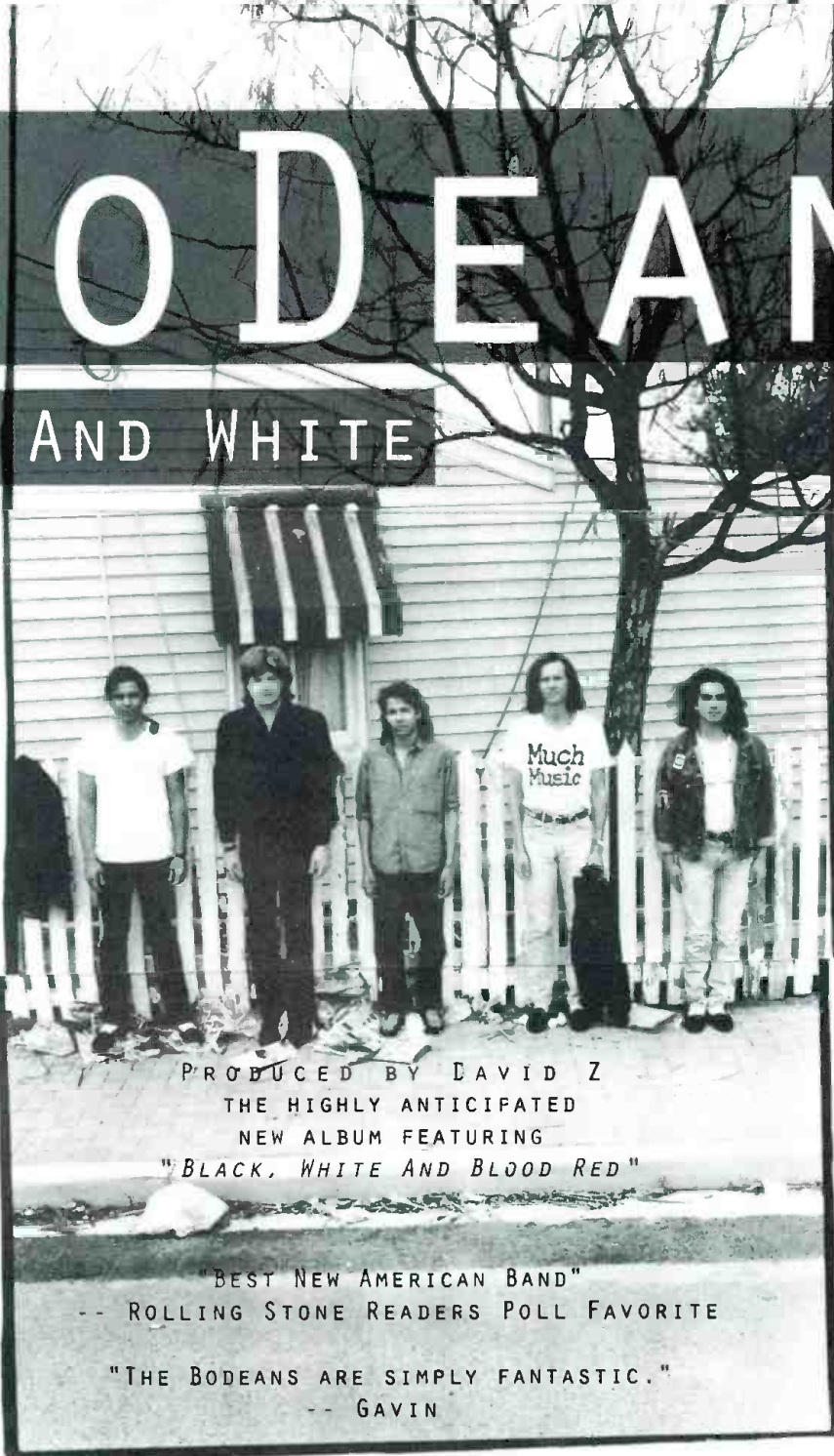
BUDDY BLUE - GUTTERSNIPE & ZEALOTS (RHINO/RNA)

Now here's a nice surprise. Because Buddy Blue was an original Beat Farmer, I expected this album to be more, well, weird, if ya know what I mean. Buddy takes his music seriously, but not so much that the "fun-factor" gets lost. So you hear songs like "No Right To Die" and "Gun Sale At The Church," but you

"SINCE HISTORY THE
PAGES TURN
WE WATCHED AS ALL
THE FIRES BURNED ..."

BODEANS

BLACK AND WHITE



PRODUCED BY DAVID Z
THE HIGHLY ANTICIPATED
NEW ALBUM FEATURING
"BLACK, WHITE AND BLOOD RED"

"BEST NEW AMERICAN BAND"
-- ROLLING STONE READERS POLL FAVORITE

"THE BODEANS ARE SIMPLY FANTASTIC."
-- GAVIN

PERSONAL MANAGEMENT: CAVALLO - ROVEN MANAGEMENT
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Signature

ALTERNATIVE NEW RELEASES cont.

don't get hit over the head with the silliness. Helping him out on a few of the songs are his pals Mojo Nixon and Dave Alvin, so I expected the album to have an American sound, and that's true on some tracks, but Buddy Blue sounds a bit Australian at times, which makes for a nice change of pace. Tracks to check out include "No Right To Die," "Someone You Knew," "Upsettin' Me" and the swaggering "Lazy Blues." Hey, don't let the cover put you off. LINDA RYAN



GANG STARR - STEP IN THE ARENA (CHRYSALIS)

Last week's Rap cover boys are flexing their musical muscles at College Radio. *Step In The*

Arena was produced by Guru and DJ Premier, resulting in an album that's designed to impact radio in a major way. Samples and tailored beats highlight Guru's unique lyrical style and lends a neat cohesiveness to the album. Here's your chance to add some diversity to those playlists out there. Don't play it because they're black—play it because it's an excellent quality record. Need to be convinced? Check out "Love Sick," "Here Today Gone Tomorrow" and "Execution Of A Chump." LR

MAGGIE'S DREAM - "IT'S A SIN" (CAPITOL)

Here's an updated, remixed and extra-funky version of "It's A Sin" that begs for radio attention. The Maggie's Dream album passed many of you by on it's first time around, but this remix is fresh! This super-Sly track gets an alternative edge with up-front, funky house beats and some wailin' vocals. It doesn't get any more radio-friendly than this. "It's A Sin" if you pass on this one—again! LR

I START COUNTING - "STILL SMILING" (MUTE)

Following the success of their recent Fortran Five dance project, I Start Counting return to

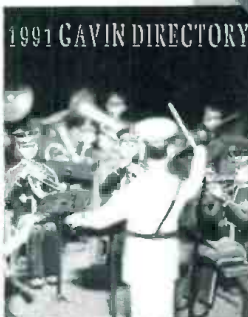
life by revisiting their 1985 single, "Still Smiling." The lyrics are as inquisitive as ever ("Are you still smiling?"), but the sound has been updated with a modern beat not unlike that found in Fortran Five. For those of you counting on a beat with a brain, start counting the days until Mute releases the new album, *Catalouge*. BRETT D. ATWOOD

XYMOX - "PHOENIX OF MY HEART" (MERCURY)

Xymox's first offering from their soon-to-be-released album *Phoenix* is a soon-to-be-monster track, "Phoenix Of My Heart." With this uptempo Dance/Pop offering, Xymox has never sounded so, well, together. "Phoenix..." will please long time fans, and with this sugar-spun hook, is sure to garner the band quite a few more. You catch more flies—and fans—with sugar than...well, you get the idea. I still can't figure out how they thought of segueing into "Wild Thing," but what the hell—it sounds great! Guaranteed to light up your phones! LR

Bound For Glory! *

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Gavin Reference
Guides



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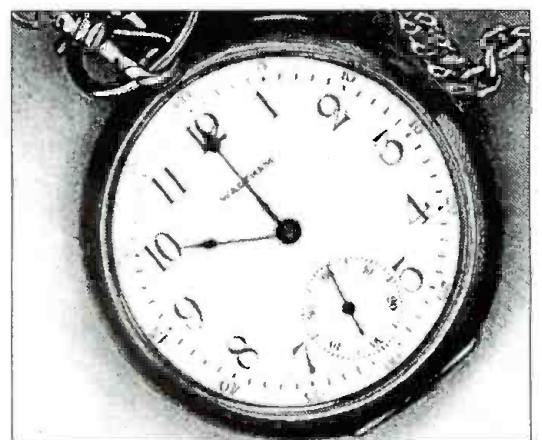
curiosity
abounds



the feelies

Gavin Alternative: 16*

“This is the next great American band and they’re going to break big! Play them now so that later on you can say, ‘I told you so’ and ‘you heard them here first!’” **MAX TOLKOFF, WFNX**



“sooner or later”

the first track from the new album
time for a witness [75021-5344-1/4/2]

Produced by Glenn Mercer and Bill Million with Gary Smith
Management: Steve Fallon/Coy Management



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SHEENA EASTON

*"What Comes
Naturally"*

*The spontaneous
hit single from
her new album*

What Comes Naturally

*Produced by Denny Diante and Nick Mundy
Management: Harriet Wasserman*

Just do it.

MCA.



**Put your hand
on your head**



**Put your foot
in the air**

**Then you hop
around
the room
in your
underwear**



**Ain't ever bin
nothin'
quite like this**

**Everybody's tryin'
to do**

The Wilbury Twist!

“Wilbury Twist”

**The new single
from the platinum album**

**Traveling
Wilburys
Vol. 3**

Produced by Spike and Clayton Wilbury



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