THE BLUES: ALIVE ‘N’ THRIVIN’

FEATURING
STEVIE RAY VAUGHAN
ALBERT COLLINS
ROBERT CRAY
LONNIE MACK

ALLIGATOR RECORDS
CHESS RECORDS
HIGHTONE RECORDS

ONE HALLID E PLAZA, SUITE 725, SAN FRANCISCO, CALIFORNIA 94102 415-392-7750
Always sexy.
Always exciting.

“Always”

The new Atlantic Starr single
Produced by David Lewis and Wayne Lewis
From the forthcoming album All In The Name Of Love
Management: Earl S. Coles, Jr.

On Warner Bros. Records, Cassettes and Compact Discs

Editor: Dave Sholin

MOST ADDED

2W | LW | TW
---|---|---
2. | 2. |
1. | 1. | HUEY LEWIS & THE NEWS - Jacob's Ladder (Chrysalis)
2. | 1. | Bon Jovi - Livin' On A Prayer (Mercury/PolyGram)
3. | 5. | BRUCE HORNSBY & THE RANGE - Mandolin Rain (RCA)
4. | 6. | Bruce Willis - Respect Yourself (Motown)
5. | 3. | Peter Gabriel - Big Time (Geffen)
6. | 7. | JANET JACKSON - Let's Wait Awhile (A&M)
7. | 10. | STARSHP - Nothing's Gonna Stop Us Now (Grunt/RCA)
8. | 8. | Eddie Money - I Wanna Go Back (Columbia)
9. | 17. | GENESIS - Tonight, Tonight, Tonight (Atlantic)
10. | 12. | GFA - You Got It All (MCA)
11. | 13. | WANG CHUNG - Let's Go (Geffen)
13. | 18. | LOV GRAMM - Midnight Blue (Atlantic)
14. | 15. | Dead Or Alive - Brand New Lover (Epic)
15. | 16. | ARETHA FRANKLIN & GEORGE MICHAEL - I Knew You Were Waiting (For Me) (Arista)
16. | 19. | RED SPEEDWAGON - That Ain't Love (Epic)
17. | 9. | Steve Winwood - The Finer Things (Island/Warner Bros.)
18. | 22. | JOURNEY - I'll Be Alright Without You (Columbia)
19. | 28. | BILLY IDOL - Don't Need A Gun (Chrysalis)
20. | 21. | TINA TURNER - What You Get Is What You See (Capitol)
21. | 24. | JOURNEY - I'll Be Alright Without You (Columbia)
22. | 25. | HIPSAY - The Honeythief (Columbia)
23. | 30. | JOURNEY - I'll Be Alright Without You (Columbia)
24. | 34. | STEVE WINWOOD - The Finer Things (Island/Warner Bros.)
25. | 33. | TINA TURNER - What You Get Is What You See (Capitol)
26. | 32. | ROBBIE NEVIL - Dominoes (Manhattan)
27. | 19. | Jeff Lorber - Facts Of Love (Warner Bros.)
28. | 23. | Kool & The Gang - Stone Love (Mercury/PolyGram)
29. | 17. | Lionel Richie - Ballerina Girl (Motown)
30. | 25. | Samantha Fox - Touch Me (I Want Your Body) (Jive/RCA)
31. | 31. | LONE JUSTICE - Shelter (Geffen)
32. | 37. | DURAN DURAN - Skin Trade (Capitol)
33. | 38. | CAMEO - Candy (Atlanta Artists/PolyGram)
34. | 12. | Madonna - Open Your Heart (Sire/Warner Bros.)
35. | 10. | Luther Vandross - Stop To Love (Epic)

TOP NEW AIRPLAY

BANGLES
Walking Down Your Street

ROBBIE NEVIL
Dominoes
(Manhattan)

RECORD TO WATCH

GEORGI0
Sex Appeal
(Motown)

ARTIST & TITLE

Reports | Adds | On | Chart
---|---|---|---
PETER WOLF - Come As You Are (EMI America) | 165 | 81 | 73 | 11
GLASS TIGER - I Will Be There (Manhattan) | 146 | 75 | 69 | 2
BARBUSTERS - Light Of Day (Blackheart/CBS) | 137 | 81 | 82 | 14
*PRINCE - Sign 'O' The Times (Paisley Park/Warner Bros.) | 131 | 131 | -- | --
SURVIVOR - How Much Love (Scotti Bros.) | 128 | 26 | 84 | 18
ROBERT CRAY BAND - Smokin' Gun (Mercury/PolyGram) | 116 | 18 | 65 | 33

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<td>21</td>
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<td>COUNTRY</td>
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February 20, 1987 / the GAVIN REPORT
### Up & Coming

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<th>ARTIST &amp; TITLE</th>
<th>Reports</th>
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<tbody>
<tr>
<td>Sammy Hagar - Winner Takes It All (Columbia)</td>
<td>119</td>
<td>5</td>
<td>82 32</td>
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<tr>
<td>David &amp; David - Ain't So Easy (A&amp;M)</td>
<td>115</td>
<td>6</td>
<td>67 42</td>
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<td>Patty Smyth - Never Enough (Columbia)</td>
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<td>44</td>
<td>64 5</td>
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<td>Pretenders - My Baby (Sire/WB)</td>
<td>103</td>
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<td>62 38</td>
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<td>*Cutting Crew - (I Just) Died In Your Arms (Virgin)</td>
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<td>A-ha - Cry Wolf (Warner Bros.)</td>
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<td>30 55</td>
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<td>Billy Brigan - Maybe Tonight (Polydor/PolyGram)</td>
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<td>8</td>
<td>72 11</td>
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<td>*Boston - Can'tcha Say (You Believe In Me) (MCA)</td>
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<td>80</td>
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<td>World Party - Ship Of Fools (Save Me From Tomorrow) (Chrysalis)</td>
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<td>28</td>
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<td>Burns Sisters Band - Listen To The Beat Of A Heart (Columbia)</td>
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<td>Simply Red - The Right Thing (Elektra)</td>
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<td>53</td>
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<td>Donna Allen - Serious (Atco)</td>
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<td>41 22</td>
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<td>Billy Vera &amp; The Beaters - I Can Take Care Of Myself (Rhino)</td>
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<td>61 13</td>
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<td>Gregory Abbott - I've Got The Feeling (It's Over) (Columbia)</td>
<td>79</td>
<td>12</td>
<td>55 12</td>
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<td>Julian Cope - World Shut Your Mouth (Island)</td>
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<td>39</td>
<td>36 2</td>
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<td>Eight Seconds - Kiss You (When It's Dangerous) (Polydor/PolyGram)</td>
<td>71</td>
<td>1</td>
<td>44 26</td>
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<td>Daryl Hall - Someone Like You (RCA)</td>
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<td>35 35</td>
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<td>Ratt - Dance (Atlantic)</td>
<td>66</td>
<td>20</td>
<td>40 6</td>
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<td>Paul Simon - The Boy In The Bubble (Atlantic)</td>
<td>64</td>
<td>3</td>
<td>50 11</td>
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<td>*Kenny Loggins - Meet Me Halfway (Columbia)</td>
<td>59</td>
<td>57</td>
<td>2 ---</td>
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<tr>
<td>Shirley Murdock - As We Lay (Elektra)</td>
<td>58</td>
<td>12</td>
<td>19 27</td>
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<td>Chris DeBurgh - The Lady In Red (A&amp;M)</td>
<td>49</td>
<td>10</td>
<td>21 18</td>
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<tr>
<td>Communards - Don't Leave Me This Way (MCA)</td>
<td>48</td>
<td>--</td>
<td>23 25</td>
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<td>'Til Tuesday - Coming Up Close (Epic)</td>
<td>48</td>
<td>2</td>
<td>23 23</td>
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<td>Kansas - Power (MCA)</td>
<td>44</td>
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<td>36 8</td>
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<td>Shriekback - Gunning For The Buddha (Island)</td>
<td>41</td>
<td>1</td>
<td>34 6</td>
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<td>Sheila E - Hold Me (Paisley Park/Warner Bros.)</td>
<td>40</td>
<td>4</td>
<td>18 18</td>
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<td>*Jody Watley - Looking For A New Love (MCA)</td>
<td>40</td>
<td>37</td>
<td>2 1</td>
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<tr>
<td>Stacey Q - We Connect (Atlantic)</td>
<td>38</td>
<td>3</td>
<td>10 25</td>
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<tr>
<td>Millie Scott - Ev'ry Little Bit (4th &amp; Broadway/Island)</td>
<td>35</td>
<td>3</td>
<td>31 1</td>
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<tr>
<td>Glenn Medeiros - Nothing's Gonna Change My Love (Amherst)</td>
<td>35</td>
<td>10</td>
<td>12 13</td>
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<tr>
<td>Georgeo - Sex Appeal (Motown)</td>
<td>34</td>
<td>11</td>
<td>15 8</td>
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<tr>
<td>Alan Parsons Project - Standing On Higher Ground (Arista)</td>
<td>33</td>
<td>11</td>
<td>20 2</td>
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<td>Venetians - So Much For Love (Chrysalis)</td>
<td>33</td>
<td>5</td>
<td>27 1</td>
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<tr>
<td>*Paul Lekakis - Boom, Boom, Boom (ZYK)</td>
<td>32</td>
<td>17</td>
<td>6 9</td>
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<td>Colin James Hay - Hold Me (Columbia)</td>
<td>29</td>
<td>3</td>
<td>24 2</td>
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<td>*Farrenheit - Fool In Love (Warner Bros.)</td>
<td>27</td>
<td>8</td>
<td>19 ---</td>
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<td>*Gino Vannelli - Wild Horses (CBS)</td>
<td>27</td>
<td>26</td>
<td>1 ---</td>
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<td>*Santana - Veracruz (Columbia)</td>
<td>25</td>
<td>12</td>
<td>13 ---</td>
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<td>Freddie Jackson - Have You Ever Loved Somebody (Columbia)</td>
<td>25</td>
<td>1</td>
<td>15 9</td>
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<tr>
<td>*Herb Alpert - Keep Your Eye On Me (A&amp;M)</td>
<td>25</td>
<td>7</td>
<td>17 1</td>
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<tr>
<td>Berlin - You Don't Know (Geffen)</td>
<td>25</td>
<td>5</td>
<td>18 2</td>
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Dropped: #33 - Toto, #36 - Bruce Springsteen, #37 - Chico DeBarge, #38 - Cinderella, #39 - Boston, Peter Cetera, Pointer Sisters, KBC Band, Sweet Sensation, Parachute Club, Triumph.
“There’s Nothing Better Than Love.”

The new single from the Platinum LP, “Give Me The Reason.”

On Epic Records, Cassettes and Compact Discs.
### HIT FACTOR

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%.

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>STATIONS CHARTED</th>
<th>UNCHARTED</th>
<th>HIT FACTOR</th>
<th>WEEKS</th>
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<tbody>
<tr>
<td>GENESIS</td>
<td>Tonight, Tonight, Tonight</td>
<td>(Atlantic)</td>
<td>294</td>
<td>16</td>
<td>99%</td>
<td>5</td>
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<tr>
<td>THE STARSHIP</td>
<td>Nothing's Gonna Stop Us Now</td>
<td>(Grunt/RCA)</td>
<td>289</td>
<td>23</td>
<td>88%</td>
<td>6</td>
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<tr>
<td>BRUCE HORNSBY &amp; THE RANGE</td>
<td>Mandolin Rain (RCA)</td>
<td></td>
<td>282</td>
<td>109</td>
<td>92%</td>
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<tr>
<td>CLUB NOUVEAU</td>
<td>Lean On Me (Warner Bros.)</td>
<td></td>
<td>276</td>
<td>29</td>
<td>57%</td>
<td>4</td>
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<tr>
<td>JANET JACKSON</td>
<td>Let's Wait Awhile (A&amp;M)</td>
<td></td>
<td>271</td>
<td>40</td>
<td>91%</td>
<td>8</td>
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<tr>
<td>HUEY LEWIS &amp; THE NEWS</td>
<td>Jacob's Ladder (Chrysalis)</td>
<td></td>
<td>270</td>
<td>208</td>
<td>99%</td>
<td>10</td>
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<tr>
<td>WANG CHUNG</td>
<td>Let's Go (Geffen)</td>
<td></td>
<td>267</td>
<td>8</td>
<td>71%</td>
<td>7</td>
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<tr>
<td>BRUCE WILLIS</td>
<td>Respect Yourself (Motown)</td>
<td></td>
<td>266</td>
<td>90</td>
<td>93%</td>
<td>8</td>
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<tr>
<td>ARETHA &amp; GEORGE MICHAEL</td>
<td>I Knew You Were Waiting</td>
<td>(Arista)</td>
<td>266</td>
<td>1</td>
<td>4%</td>
<td>3</td>
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<tr>
<td>LOU GRAMM</td>
<td>Midnight Blue (Atlantic)</td>
<td></td>
<td>255</td>
<td>3</td>
<td>41%</td>
<td>6</td>
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<tr>
<td>BON JOVI</td>
<td>Livin' On A Prayer (PolyGram)</td>
<td></td>
<td>248</td>
<td>214</td>
<td>99%</td>
<td>11</td>
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<tr>
<td>EDDIE MONEY</td>
<td>I Wanna Go Back (Columbia)</td>
<td></td>
<td>248</td>
<td>105</td>
<td>90%</td>
<td>11</td>
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<tr>
<td>EUROPE</td>
<td>Tho Final Countdown (Epic)</td>
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<td>247</td>
<td>18</td>
<td>71%</td>
<td>7</td>
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<tr>
<td>REO SPEEDWAGON</td>
<td>That Ain't Love (Epic)</td>
<td></td>
<td>242</td>
<td>7</td>
<td>46%</td>
<td>6</td>
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<td>STEVIE WINWOOD</td>
<td>The Finer Things (Island/Warner Bros.)</td>
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<td>241</td>
<td>4</td>
<td>16%</td>
<td>5</td>
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<tr>
<td>BANGLES</td>
<td>Walking Down Your Street</td>
<td>(Columbia)</td>
<td>241</td>
<td>1</td>
<td>2%</td>
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<tr>
<td>TINA TURNER</td>
<td>What You Get Is What You See</td>
<td>(Capitol)</td>
<td>239</td>
<td>1</td>
<td>15%</td>
<td>5</td>
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<tr>
<td>PETER GABRIEL</td>
<td>Big Time (Geffen)</td>
<td></td>
<td>239</td>
<td>1</td>
<td>94%</td>
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<td>EXPOSE</td>
<td>Come Go With Me (Arista)</td>
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<td>236</td>
<td>10</td>
<td>30%</td>
<td>7</td>
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<td>CROWDED HOUSE</td>
<td>Don't Dream It's Over</td>
<td>(Capitol)</td>
<td>223</td>
<td>1</td>
<td>42%</td>
<td>8</td>
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<td>HIPSWAY</td>
<td>The Honeythief (Columbia)</td>
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<td>212</td>
<td>4</td>
<td>25%</td>
<td>8</td>
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<tr>
<td>LINDA RONSTADT &amp; JAMES INGRAM</td>
<td>Somewhere Out</td>
<td>(MCA)</td>
<td>206</td>
<td>7</td>
<td>82%</td>
<td>10</td>
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<tr>
<td>ROBBIE NEVILLE</td>
<td>Dominos (Manhattan)</td>
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<td>192</td>
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<td>4%</td>
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<td>BEASTIE BOYS</td>
<td>Fight For Your Right</td>
<td>(Def Jam/Columbia)</td>
<td>178</td>
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<td>87%</td>
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<td>DEAD OR ALIVE</td>
<td>Brand New Lover</td>
<td>(Epic)</td>
<td>169</td>
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<td>81%</td>
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<td>KOOL &amp; THE GANG</td>
<td>Stone Love</td>
<td>(PolyGram)</td>
<td>169</td>
<td>2</td>
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<td>PETER WOLF</td>
<td>Come As You Are (EMI America)</td>
<td></td>
<td>165</td>
<td>1</td>
<td>2%</td>
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<td>BILLY IDOL</td>
<td>I Don't Need A Gun (Chrysalis)</td>
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<td>155</td>
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<td>GLASS TIGER</td>
<td>I Will Be There (Manhattan)</td>
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<td>148</td>
<td>1</td>
<td>71%</td>
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<td>BARBUSTERS</td>
<td>Light Of Day (CBS)</td>
<td></td>
<td>137</td>
<td>4</td>
<td>82%</td>
<td>3</td>
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<td>LONE JUSTICE</td>
<td>Shelter (Geffen)</td>
<td></td>
<td>128</td>
<td>7</td>
<td>29%</td>
<td>12</td>
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<td>SURVIVOR</td>
<td>How Much Love (Scotti Bros.)</td>
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<td>128</td>
<td>26</td>
<td>84%</td>
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<td>DURAN DURAN</td>
<td>Skin Trade (Capitol)</td>
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<td>125</td>
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<td>67%</td>
<td>10%</td>
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<td>SAMMY HAGAR</td>
<td>Winner Takes It All</td>
<td>(Columbia)</td>
<td>119</td>
<td>5</td>
<td>82%</td>
<td>6%</td>
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<td>ROBERT CRAY BAND</td>
<td>Smokin' Gun</td>
<td>(PolyGram)</td>
<td>116</td>
<td>18</td>
<td>65%</td>
<td>8%</td>
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<td>DAVID &amp; DAVID</td>
<td>It Ain't So Easy (A&amp;M)</td>
<td></td>
<td>115</td>
<td>6</td>
<td>67%</td>
<td>8</td>
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<tr>
<td>PATTY SMYTH</td>
<td>Never Enough (Columbia)</td>
<td></td>
<td>113</td>
<td>4</td>
<td>64%</td>
<td>2</td>
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<td>PRETENDERS</td>
<td>My Baby (Sire/Warner Bros.)</td>
<td></td>
<td>103</td>
<td>3</td>
<td>62%</td>
<td>6</td>
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<tr>
<td>CAMEO</td>
<td>Candy (Atlanta Artists)</td>
<td></td>
<td>99</td>
<td>14</td>
<td>25%</td>
<td>36%</td>
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</table>
The new single from the gold album, “Fields of Fire.” Produced by Phil Chapman and Corey Hart.
Special times create special memories and there was no shortage of either during our recent seminar in San Francisco. Can't say a big enough thank you to my co-hosts for the Top 40 breakout session. Buzz Bennett and Guy Zapolean. Buzz made news at the session (see Chinwag) as well as keeping many attendees on the edge of their chairs. Look for a full-blown exclusive interview titled "Buzzy's Back" in an upcoming issue. Guy, as always, held nothing back and offered his candid feelings about what constitutes a hit record. He urged everyone not to simply follow the charts and a record's airplay tracking but rather play what the audience and market desire. The crowd applauded his comments and, judging by stats on a number of records this week, more folks may be following that advice. If those currently taking an aggressive musical stance continue to win, expect the trend to gain momentum.

Thanks also to my assistants for the Second Annual Super Bowl of Rock Trivia. Jo Interrante, Solly Roddy and Rob Sisco of IS Inc. and Colleen Parr of KFRC, and, of course to Geffen Records and MJJ Broadcasting for supplying some hot prizes. Congrats to all who played...and as Larry King would say..."Ya done good kids."

Barreling ahead on two fronts, CLUB NOUVEAU powers up to number one on this week's Urban chart as well as exploding for nearly every Top 40 reporter. Try this HIT FACTOR increase on for size...29% to 57%!! They race into the Top Ten at Z93 Atlanta, FM104 Modesto/Stockton, KS103 San Diego, KOZE Lewiston, Z94 Boston, KDWB Minneapolis/St. Paul, Z100 New York, etc.

Grammy award winner STEVE WINWOOD appears ready to take another track from "Back To The High Life" into the Top 15. Moves 5 places or more for John Purdy OK95 (25-16), Tony Davis KVIC (30-20), Bill Richards WNCI (28-20), Bruce Stevens WBBO (25-20), Jack Daniel WBCY (29-19), Thom Richards Q99 (28-23), Jessica Ettinger WVBR (25-15), Barry Bennett KBBZ (26-19), etc.

Took awhile for "Egyptian," THE BANGLES third single, to convince programmers it was a genuine hit. They don't seem to be having any difficulty this time around, though. Debuts in the Top Thirty at WANS Greenville, Y108 Denver, Y95 Dallas, KKEG Fayetteville, WTBX Duluth, Y100 Miami, KFIV Modesto, WKTI Milwaukee, WWHB Hampton Bays, etc.

LEAN ON ME

What a start for CUTTING CREW! It's tough enough for established acts to get this kind of out-of-the-box airplay, never mind a new band. On instantly at B104, WXKS, WBEN, Q96, WLI, KIXY, KZZK, KMEL, KATD, KPKE, WPFR, WHSB, Z93, 94Q, WLG, B106, WROQ, WRCK, WSPK, etc.

Battling their way past the competition, LONE JUSTICE steamrolls right over CHARTBOUND to grab a position on the Top 40. Currently Top 15 with Tom Cuddy Pro/FM, Greg Lawley WDBR, Dave Weissman KZLS, Darren Taylor K-Star, Sunny Joe White WXKS, John Ford KWYR, etc. Adds at Y108, KIXX, KXKL, KKR, WOAY, WBLU, etc.

Movie/Music collaborators JOAN JETT AND MICHAEL J. FOX have husted the airplay barrier with a long list of newbelievers including KMOK, KAKS, KSTN, KKBG, KBQ, KBU, Z94, WNYZ, Q99, WGKS, 100KHI, WKFX, WZOK, WDEK, WQUT, WJLQ, KSLY, etc.

ROBERT CRAY BAND was our January 30th Record To Watch with 33 reports. Backed by some noteworthy chart activity, they've got more than three times that number of stations. Jim Morrison and Jeff McCartney list it 13-10 at 94Q Atlanta and Jay McCall takes it 7-5 at KOZE Lewiston. Also Top Ten at KKIT Seattle, WPFR Terre Haute with adds at KCPX, WIZM, WSPT, WKLQ, WQBO, WBPM, etc.

SHIRLEY MURDOCK is another former Record To Watch entry (Jan 16th) who's making headway. She's showing a healthy 25% HIT FACTOR, doing very well for Frank Amadeo Y100 Miami 14-7, Jim Scott KWES Odessa/Midland (13-8) Rick Gillette WHYT Detroit (8-5) etc. New on KZZP, KHT, KTAG, KCPW, KBEQ, WWSR, WHNY, 95XXX, WBBO, etc.

Some excellent gains for DONNA ALLEN at KCIL 23-17, WYZ 23-16, WKBQ 19-14, KYOS 15-11, KSTN 22-14, KITY 24-19, etc. Added at G105, KC101, KNOE, B97, KS103, KQR, WXX, KHT, KLBQ, WFTW, etc. Last week's Record To Watch, GLEN MEDIEROS, has one story to tell...everyone who plays this entry has success with it...HIT FACTOR is now 22% and growing. Jim Nelly KKGO reports it doing well with all demos. New on KWIN, WNCI, WZKZ, WROQ, WNYZ, etc.

GEORGO is beginning to take off...HIT FACTOR at 8% debuting #15 at Y100 as well as moving 28-19 at KHYT Tucson, and 22-17 KGGI San Bernardino. Added at KZHR, KDON, WCCQ, KRGV, KCP, KDWB, WXKS, Y106, KC101, etc.

Couple of sidenotes include Rick Woodell KKKYS Bryan reporting the new KENNY LOGGINS as the most requested tune for the third straight week and FARRENHEIT showing up Top Ten on the phones.
FOUR CERTAIN!

SIMPLY RED

MEN AND WOMEN

Simply Red
"The Right Thing"
from the Men And Woman LP
GAVIN TOP 40: UP AND COMING 81/53
R&R: 62/30 ONE OF THE MOST ADDED
#2 MOST ADDED A/C
940 293 D-35 WMMS ADD WCZY ADD
KZFP ON FM102 ADD KCPX D-37 KITS ADD
KATD D-33 KWSS ON KURB KIKX ADD @39
WTIC #33 PWR99 ON WBBQ ADD KC101 ADD
KJ103 ADD @33

SHIRLEY MURDOCK!

Shirley Murdock
"As We Lay"
from the Shirley Murdock! LP
GAVIN TOP 40: 58/12 25% HIT FACTOR
R&R A/C: 29-25 79/11
Z100 3-6 KIIS:FM 31-25 WCAU 14-9 Hot Report
Y100 11-7 WCZY 20-13 Hot Report WHYT 8-5 Hot Report
B96 15-12 KBEQ ADD KCPW ADD
KZFP ADD KS103 30-22 WBBQ ADD @38
KAMZ 4-2 Hot Report WAPE 18-12 Hot Report
KWES 15-8 Hot Report KITY 3-1 Hot Report

STARPOINT SENSATIONAL

Starpoint
"He Wants My Body"
from the Sensational LP
GAVIN URBAN: 20-11
R&R R&B: 26-20
KMEL 34-29 KROY ON WHYT ON
KIKX ADD KITY ADD @ 35 WSSX ADD
WTIC ADD @35 KAMZ 30-26 JH 12-23
KSPK

GEORGIA SATELLITES

The Georgia Satellites
"Battleship Chains"
from the Georgia Satellites LP
GAVIN ALBUM: #14
R&R: TOP 10 AOR R&R: First Week CHR 13/12
BILLBOARD ALBUM: #6
Z95 32-24 WMMS ADD PWR99 ADD
WSKZ ADD WNOK ADD WQUT ADD
WEAG ADD

THE ONLY THINGS THAT ARE FOR CERTAIN ARE DEATH, TAXES...
AND HIT SINGLES ON ELEKTRA MUSIC CASSETTES, RECORDS, AND COMPACT DISCS.

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NORTHEAST

HAMILTON, ON (NEVIN GRANT-CKOC) Miker & Sven, Glass Tigr, Aretha G.M, Genesis.
TORONTO, ON (SCB SAINT-CTFR) Europe, B.Hornsby, A. Baker, Cinderella, F. Ghost.
BOSTON, MA (WHITE/O'CONNELL-WXKS/FM) C. Crew, S. Winwood, J. Watley, Giorgio, Bangles, Regis, Genesis.
RUMFORD, ME (ROBERTS/JAMES-WMR) Kool/Gang, Boston, Aretha G.M, B. Vera, Peter Wolf, Glass Tigr, S. Red.
ELLSWORTH/BANGOR, ME (TIM MOORE-WKSO) Starship, Janet Jax.
BURLINGTON, VT (THOM RICHARDS-999) Rob. Nevil, K. Loggins, Barbusters.
WILLIMANTIC, CT (EVAN/SPENCER-WILI/FM) Sheila E, B. Branigan, S. Red.
WESTPORT, CT (STORM N. NORMAN-MWEB/FM) E. Martin, CL Nouveau, Lou Gramm.
NEW YORK, NY (SCOTT SHANNON-Z100) Ronst J&J, Europe, Janet Jax.
SCHENECTADY, NY (JIM WALSH-3WD) S. Red, Glass Tigr, Prince, K. Loggins.
UTICA, NY (EDWARDS/ANDREWS-2WNY) S. Fox, C. Crew, Boston, Barbusters, Prince, G. Medeiros, REO.
BINGHAMTON, NY (DON MORGAN-WAAL/FM) Bangles, Peter Wolf, Barbusters.

MID ATLANTIC

ASBURY PARK, NJ (PAT GILLEN-JLJ/KFM) P. Lekakis, Prince, K. Loggins.
TRENTON, NJ (TOM CUNNINGHAM-WPST) Boston, C. Crew, Chico DeB., Glass Tigr, K. Loggins, Lone Prince, Survivor.
PITTSBURGH, PA (LORI CAMPBELL-B94) Bangles, Survivor.
PITTSBURGH, PA (MCCUEN/SHEDLOCK-WYDD) K. Loggins, Glass Tigr, Peter Wolf, Prince, S. Red.
ERIE, PA (JIM COOK-WJET) Hipsway, Peter Wolf, Glass Tigr.
ERIE, PA (BILL SHANNON-K104) H. Lewis, Boston, C. Crew, K. Loggins.
ALTOONA, PA (STEVE KELSEY-WFBG) Hipsway.
BALTIMORE, MD (STEVE KINGSTON-B104) Prince, E. Money, J. Watley, C. Crew.
OCEAN CITY, MD (MCKAY/JERNIGAN-100KH) Boston, Barbusters, Cameo, S. Red, Prince.

SOUTHEAST

VIRGIN ISLANDS; PR (JONATHAN KEYES-Isle 95) Boston, Bangles, Prince, Glass Tigr, Peter Wolf, Mel & Kim, P. Lekakis, D. Allen.
VIDALIA, GA (MELODI GARRETT-99Q) No Report, Frozen.
VALDOSTA, GA (STEVE SUTTON-WLGA) C. Crew, Barbusters, Glass Tigr, Tesla.
COLUMBUS, GA (MIKE O'CONNOR-WNKS/FM) P. Lekakis, Georgia S., Boston, S. Fox, Prince, Poison, Bon Jovi.
COLUMBUS, GA (McCARD/CARROLL-WCCGQ) Prince, a-Ha, Ratt, Georgia S., J. Watley, Giorgio.
DAYTONA BEACH, FL (JEFF CLARK-2WNSF) a-Ha, Peter Wolf, Bangles, Survivor, S. Red.
TALLASSEE, FL (RICH STEVENS-Z103) No Report, Frozen.
FT. WALTON BEACH, FL (MIKE BRIDGES-WFTM/FM) B. Idol, D. Allen.
PENSACOLA, FL (NORTH-HART/WLQ) S. Red, Peter Wolf, Barbusters, S. Murdock, Glass Tigr, Prince.
GAINESVILLE, FL (JERI BANTA-WYKS) Bangles, Peter Wolf, a-Ha, Glass Tigr, Prince, Parsons.
ORLANDO, FL (MCKAY/HAYES-Y106) Prince, Bangles, Giorgio, J. Watley, Peter Wolf.
MIAMI, FL (FRANK AMADEO-Y100) Prince, Madhouse, Rob. Nevil, Peter Wolf, G. Abbott.
MIAMI, FL (MARK SHANDS-95INZ) No Report, Frozen.
TAMPA, FL (BOBBY RICH-Q105) No Report, Frozen.

SOUTH

FAYETTE, AL (JOHN ANTHONY-WHKK) Glass Tigr, K. Loggins, Prince, Sheila E, J. Watley.
GADSDEN, AL (BILL ST. JOHN-Q104) J. Watley, S. Red, Ratt, Prince, Boston, Georgia S., Survivor, Kenny G.
MONTGOMERY, AL (STEVE SHANNON-WHYY/FM) Bangles, Boston, Kool/Gang, Glass Tigr, C. Crew, Poison.
MONTGOMERY, AL (OWENS/JACKSON-BAM99) No Report, Frozen.
MOBILE, AL (MARK DAVID SAWYER-WABB/FM) Kool/Gang, Prince, S. Winwood.
JOHNSON CITY, TN (POTTER/TAYLOR-WULT) Rob Neville, C. Crew, Boston, Kool/Gang, W. Party, Georgia S., Barbers.
KNOXVILLE, TN (CHRIS MAC-WTNZ/FM) Prince, Boston, G. Vannelli, P. Lekakis.
GREENVILLE, MS (DAN DIAMOND-WIQ) S. Winwood, Rob Neville.
TUPELO, MS (JAY HASTINGS-K103) Bangles, R. Cray, G. Abbott, Rob Neville.
HATTIESBURG/LAUREL, MS (DALE TAYLOR-WHYS/FM) T. Turner, G. Allman.
LAUREL/HATTIESBURG, MS (JIM SCOTT-WNSL) Bangles, B. Idol, Rob. Neville, Burns Sis., R. Cray.
BILOXI, MS (SANDI STEVENS-WQI) Boston, Glass Tigr, Rob. Neville, K. Loggins, Cameo.
STARKVILLE, MS (WILLIAMS/CROCKETT-WKCR) Boston, Prince, D. Allen, R. Cray, Survivor.
GOLDEN MEADOW, LA (DON GRAHAM-KBAU/FM) Aretha/G.M, K. Loggins, Glass Tigr, Prince, Georgia S.
HOUMA, LA (MARK KELLY-KCLL/FM) Prince, Peter Wolf, Boston, B. OF LOVE, Stabilizer, B. Onn, C. Crew.
LAKE CHARLES, LA (JIMI WEBB-KBIU/FM) Barbusters, Run DMC, Cameo, Poison.
BATON ROUGE, LA (MICHAEL ADAMS-WGZZ/FM) T. Turner.

EAST CENTRAL

COLUMBUS, OH (RICHARDS/KELLY-WGFI/FM) Prince, Cameo, G. Medeiros, P. Lekakis, Glass Tigr, Peter Wolf, Boston.
COLUMBUS, OH (COOK/HAINES-92X) Barbusters.
VINCENNES, IN (DANNY WAYNE-106RTS) Boston, Rob Neville, Crowded H., E. Martin, C. Crew.
TERRE HAUTE, IN (MIKE ARNERT-WPFR) Santana, Peter Wolf, P. Smyth, C. Crew, S. Winwood, SR. Vaughan.
DETROIT, MI (MARK JACKSON-WYNT) Prince.
LANSING, MI (MARK MALONEY-WVWC) P. Gabriel, Barbusters.
JACKSON/LANSING, MI (ALI WEBSTER-WJWQ) C. Crew, T. Tuesday, D. Purple, Paul Simon, P. Smyth.
GRAND RAPIDS, MI (MIKE TINNES-WKLO) David +, Cameo, R. Cray, Hipsway, S. Winwood.
ALPENA, MI (DARRELL KELLEY-WHHSB) Boston, K. Loggins, S. Red, C. Crew, NEVILLES.

PETOSKEY, MI (DEE/BENJAMIN MARTIN-WP) Aretha/G.M, Bangles.

UPPER MIDWEST

DES MOINES, IA (OAKES/HALL-KDZD) Prince, B. P. Smyth.
DES MOINES, IA (KNIGHT/SHARP-KRNO) Expose, Crowded H., Hipsway, Peter Wolf, Prince.
FT. DODGE, IA (JIM DAVIS-KKEZ) C. Nourae, Jul. Cope, Hipsway, Survivor.
SIoux City, IA (HARRISON/BROWN-KFZ/FM) Prince, Survivor, Glass Tigr, David +, Rob. Neville, Boston, Peter Wolf.
SIoux City, IA (PAT PAXTON-KGGL) Peter Wolf, Rob. Neville, Boston, Ratt, Prince.
DUBUQUE, IA (JEFF DAVIS/KLYV) Peter Wolf, Cameo, Glass Tigr.
IOWA CITY/CEDAR RAPID, IA (STEWART/UNITED/KK) Frozen, No Adds.
CEDAR RAPIDS, IA (MANN/DIXON-KOCR/FM) Kool/Gang, Barbusters, Boston, C. Crew.
DAVENPORT, IA (G. C. KINNE-KKAI) No Report, Frozen.
KENOSHA, WI (TERRY HAVEL-WJZQ) C. Crew, Glass Tigr, G. Medeiros, W. Party.
MILWAUKEE, WI (DENISE LAUREN-WKTI) K. Loggins, S. Winwood.
GREEN BAY, WI (KIM BRADLEY-WKFX) Prince, R. Cray, Rob. Neville, Barbusters.
WAUSAU, WI (DUFF DAMOS-WIFC) Peter Wolf, Kool/Gang, E. Martin, Survivor.
STEVE'S POINT, WI (DOYLE/STEFFEN-WSPT) Boston, Prince, Glass Tigr, Rob. Neville, Ratt, R. Cray.
LA CROSSE, WI (GREER/CARR-WZMI/FM) Hipsway, R. Cray, Poison, Barbusters, Aretha/G.M.
EAU CLAIRE, WI (RICK JAMES-B97) K. Loggins, Boston, Prince, Glass Tigr, Peter Wolf.
EAU CLAIRE, WI (RICK ROBERTS-WIAL) Survivor, Crowded H., Peter Wolf.
DULUTH, MN (JIM GILLES-WTBE) Boston, Glass Tigr, Barbusters, Prince, Survivor.
ROCHESTER, MN (BILL DAVIS-KROC/FM) Prince, F. Ghost, C. Crew.
MANKATO, MN (SEGER/KING-ZEE/FM) Peter Wolf, Prince, Glass Tigr, P. Lekakis, SR. Vaughan.
SIoux FALLS, SD (CHARLIE O'DOUGLAS-KKRC) S. Winwood, Glass Tigr, Lone Just., G. Medeiros.
ABERDEEN, SD (SCOTT DANIELS-KQ95) Prince, C. Crew, Farrenheit, Aretha/G.M, E. Martin.
RAPID CITY, SD (MC DANIEL/AUSTIN-KGGG/FM) S. Winwood, Georgia S., CI. Nouveau.
RAPID CITY, SD (SHERWYN/KALLAWAY-KKLS/FM) No Adds.
FARGO/MOORHEAD, ND (JACK LUNDY-Y94) Boston, Glass Tigr, Parsons, Bangles, P. Smyth.
GRAND FORKS, ND (NORTH/HENDRICKSON-KXLF/M) Lone Just., Hipsway, Glass Tigr.
BISMARCK, ND (BOB BECK-KVYY/FM) Bangles, Boston, C. Crew, S. Red.
MINOT, ND (GREG MAGNUSON-KIZZ) Bangles, Glass Tigr, Pretenders, Rob Neville, Boston, Peter Wolf, P. Smyth, Ronst & J.J.
DE KALB, IL (LEW WHITE-WDEK/FM) Barbusters, Bangles, Peter Wolf, Jul, Cope, Ratt, Santana, Stacey Q, Aretha/G.M.
JOLIET, IL (BOB WEBER-WLLI) C. Crew, Santana, G Vannelli, Rob Nevl, Peter Wolf, Glass Tigr.
CHICAGO, IL (RICH MCCULLAN-WAS/AM) Ronst & J.J.
FREEPORT, IL (JIM READEKK-WXQO) Barbusters, Rob Nevl, B. Vera, Survivor, Jul, Cope, Ratt.
ROCKFORD, IL (BRIAN DENT-ZGOOD) Barbusters, Glass Tigr, C. Crew, W. Party.
GALESBURG, IL (HEATH-SHAWER-WGBO/FM) Jul, Cope, C. Crew, Glass Tigr, Boston, K. Loggins, Parsons.
BLOOMINGTON, IL (JUSTIN/ROBBINS-WBGNO) Prince, Boston, Glass Tigr, Bangles.
CHAMPAIGN, IL (MCVICK/MECK-GRW/FM) Kool/Parl, Boston, S. Red, Barbusters.
SPRINGFIELD, IL (GREG LAWLEY-WDGR) Prince, Boston, Rob Nevl, Georgia S., E. Martin, DeBurch, DeBurch, C. Crew, Parsons.
FAIRFIELD, IL (TOM LAVINE-WFII) Rob Nevl, Kool/Gang, Duran, Peter Wolf, David +, S. Hagar, R. Cray.

CENTRAL

EAST PRAIRIE, MO (EREND LANDIS-KYMO) Duran, R. Cray, Jul, Cope.
KANSAS CITY, MO (DENIS HALLAM-KCPW) S. Murdock, Ronst & J.I, Prince.
JEFF. CITY/COLUMBIA, MO (BRIAN MILLER-KTXY) S. Red, K. Loggins, Glass Tigr, Jul, Cope, Prince, W. Party.
WAYNESVILLE, MO (KEVIN BARTON-KFBQ) Eddie/Tide, C. Crew, Barbusters, NIVELLS, K. Loggins.
HOISINGTON, KS (BIKER/ATKINSON-KHOK) Boston, Glass Tigr, Survivor, R. Cray, Bangles, Ratt.
OMAHA, NE (TOM MIKELSEN-KGOR) Bon Jovi.
KEARNEY, NE (RICK JEFFREY-KOYK/FM) Prince, Peter Wolf, Barbusters, C. Crisis, C. Crew, Jul, Cope.
LITTLE ROCK, AR (MARK MC CAIN-KKYY) Bon Jovi, Europe, Genesis.
FAYETTEVILLE, AR (ALAN/FISK-KKEG) Peter Wolf, Jul, Cope, Stabilizer.

SOUTHWEST

LAWTON, OK (GARY MITCHELL-KMGZ) No Report, Frozen.
LONGVIEW, TX (ROBERTS/FULGHAM-KXTX) Peter Wolf, Ratt, Cameo, Prince, Boston, S. Red, R. Cray, C. Crew.
TYLER, TX (DAVE GOLDMAN-KEYP) J. Waylet, Boston, P. Smyth, C. Crew, K. Loggins, Ben Orr.
LUFKIN, TX (ERNIE BROWN-KAFX) Madonna, Burns Sis., Peter Wolf, K. Loggins, S. Red, Rob Nevl, Prince.

DALLAS, TX (CHUCK BECK-Y95) Aretha/G.M, Prince, H. Lewis, Poison.
WICHITA FALLS, TX (BRENDA KAY-KNIN/FM) Barbusters, Boston, Peter Wolf, Glass Tigr, Poison.
WACO, TX (VERN PECORE-KWXT/FM) S. Winwood, G Vannelli, Cameo.
SAN ANGELO, TX (JOHN RAYMOND-KXVF/FM) G. Abbott, S. Fox, Amy Grant, Prince, Ben Jovi, Run DMC, Peter Wolf, C. Crew, B. Brangan.
HOUSTON, TX (LANDER/HAMILTON-93Q) Survivor, REO, Psych Furs.
BEAUMONT, TX (BAKER/MICHAELS-895) Lou Gramm, E. Money, REO, Prince.
BRYAN, TX (CARL GIDEON-KTAM) No Report, Frozen.
BRYAN, TX (RICK WOODELL-KKYS) Prince, G Vannelli, Boston, D. Allen, C. Crew, K. Loggins.
VICTORIA, TX (TONY DAVIS-KVIC) W. Party, Bangles, Burns Sis., Rob Nevl, C. Nivoue, Peter Wolf.
SAN ANTONIO, TX (WHITE-GILES-KITY) J. Waylet, Prince, Starpoint.
SAN ANTONIO, TX (KATHE ROMERO-99676) S. Red, C. Crew.
WESLACO, TX (ANNA DEHARO-KTGR) M. Scott, Georgia S., S. Fox, C. Crew.
AMARILLO, TX (PETER STEWART-KAKS/FM) Prince, Glass Tigr, Peter Wolf, Barbusters, Jul, Cope.
ABILENE, TX (KELLY JAYE-KJY) Boston, K. Loggins.
ODESSA/MIDLAND, TX (JIM STOTT-KWES/FM) Glass Tigr, Survivor, Bangles, Kool/Gang, Rob Nevl, Run DMC, Prince, Peter Wolf.
PHOENIX, AZ (GUY ZAPOLON-KZP) S. Murdock, Prince, J. Waylet, Aretha/G.M.
CLOVIS, NM (BOOGIE SUMMERS-KZFO/FM) No Adds.

ROCKY MOUNTAIN

BILLINGS, MT (CHARLIE FOX-KYAYA) Peter Wolf, Prince, K. Loggins, Boston.
BILLINGS, MT (DAVE WEISSMAN-KZLS) Barbusters, Glass Tigr, Boston, S. Red, Jul, Cope, P. Smyth, Georgia S.
BOZEMAN, MT (BEE/ROBERTS-KUBB) H. Lewis, E. Money, Peter Wolf, Boston, G Vannelli, Prince.
DENVER, CO (RANDY JAY-KIMN) C. Nivoue, Survivor, S. Red.
DENVER, CO (DOM TESTA-Y108) Peter Wolf, Expose, Lone Just., W. Party, Stabilizer.
DENVER, CO (DOUG ERICKSON-KPKE) Stabilizer, Boston, Bangles, Ratt, C. Crew.
WINDSOR, CO (FRANSEN/WEBER-KUAD/FM) No Report, Frozen.
GRAND JUNCTION, CO (DARREN TAYLOR-KBEQ) No Report, Frozen.
DEL RIO, TX (BILL TURNER-KTDR/FM) M. Scott, Georgia S., S. Fox, C. Crew.

the GAVIN REPORT/February 27, 1987
MOSCOW, ID (GARY CUMMINGS-KZFN) Prince, K. Loggins, Peter Wolf, G Vannelli, C. Crew, P. Echo, Poison.
ODGEN, UT (WILSON/JACKSON-KJQ) Prince, W. Party, Peter Wolf, Poison.

FAR WEST
LAKE TAHOE/RENO, NV (MICKEY LEES-KLKT) ERIC MARTIN, G. Abbott, NEVILLES.
LOS ANGELES, CA (STEVE RIVERS-KLIS) J. Watley, Kool/Gang, Psych. Fun.
CARLSBAD, CA (CLARK NOVAK-KKOS) W. Party, Peter Wolf, Lou Gramm, Prince.
SAN DIEGO, CA (NICK FERRARA-KS103) Crowd H., Glass Tigr, S. Fox, D. Allen, Poison.
SAN BERNARDINO, CA (CA SHAWN DEMARY-KOOG) C. Crew, M. Scott, CoverGirls, Bangles, Prince, Chico DeB., Kool/Gang.
ANAHEIM, CA (MICHIEL DODD-KEZY) Peter Wolf, Survivor, Glass Tigr, DeBurg, P. Smyth.
BAKERSFIELD, CA (DARRYL ST. JAMES-KKXX) Aretha G. M., REO, Europe.
SAN LUIS OBISPO, CA (DAVE ALLEN-KSLY) Peter Wolf, Barbusters, Prince, C. Crew, Glass Tigr, Boston, Ratt, P. Smyth, S. Red, W. Party, 8 Seconds.
LOMPOC/SANTA MARIA, CA (JACKSON/SCOTT-KKOB) No Report, Frozen.
FRESNO, CA (JEFF DAVIS-KYNO) Prince, Aretha, ..., Stacey Q, H. Alpert, J. Watley, Run DMC.
FRESNO, CA (BARRY/CARTER-KM3X) J. Watley, Prince, S. Fox, CoverGirls, Genesis, H. Alpert.
MONTEREY/SALINAS, CA (CONNIE LINDELL-KDON) P. Lekakis, C. Crew, J. Watley, H. Alpert, Giorgio, Ratt.
SAN FRANCISCO, CA (RICHARD SANDS-KITS) Prince, P. Echo, S. Red.
SAN FRANCISCO, CA (KEITH NAFALTY-KMEL) J. Watley, C. Crew, Prince.
NAPA, CA (DON DEFESE-KFYK) Peter Wolf, Glass Tigr, S. Red, NEVILLES, Kool/Gang.
SAN JOSE/LOS GATOS, CA (HARLOW/WEINSTEIN-KATM) P. Lekakis, C. Crew, NEVILLES.
SAN JOSE, CA (PRESTON/SILVA-KWSS) No Report, Frozen.
 STOCKTON, CA (JOHN HAMPTON-KSTN) J. Watley, Barbusters, Prince, Crowd H.
 STOCKTON, CA (WILLIAM/LAAM-KWIN) Peter Wolf, K. Loggins, Prince, S. Red, G. Medeiros, S. Winwood, Run DMC.
 MODESTO/STOCKTON, CA (DAVID KRAHAM-FM104) K. Loggins, Fareenheit, W. Party, Prince, NEVILLES.
 MODESTO, CA (FISHER/EDWARDS-KFIV) W. Party, Crowd H., J. Watley, A. Starr, B. Club.
 SANTA ROSA, CA (MIKE O'BRIEN-KREO) RFTW, Boston, Exposure, REO, Peter Wolf.
 SACRAMENTO, CA (CHRIS COLLINS-FM102) Prince, S. Red, J. Watley, Boston, K. Loggins.
 SACRAMENTO, CA (WEST/DAVISON-KROY) Dead/Alive, Europe, Prince, a-a, A. Starr, Madhouse, Stacey Q.

SACRAMENTO, CA (MR. ED LAMBERT-KWOD) Boston, Prince, P. Smyth.
MARYSVILLE/CHICO, CA (JONATHON HARTE-KRFD) Bangles, Aretha G. M., F. Jackson.
HILLO, HIGGUY W. BENOLO-KWXX) C. Crew, J. Watley, Santana, Peter Wolf, Kool/Gang, Rob. Nevil, Bangles, Aretha G. M.
HILLO, HI (DANNY AUSTIN-KKBG) C. Crew, Bangles, Survivor, Barbusters, W. Party, Glass Tigr, P. Smyth, W. Party.

NORTHWEST
THE DALLES, OR (ED ROSS-KACQ) C. Crew, Kool/Gang, Boston, Survivors, P. Smyth, G. Vannelli.
PORTLAND, OR (NAGANUMA/BADZIK-KMKJ) Prince, Boston, Peter Wolf, DeBurg, W. Party, Chico DeB.
EUGENE, OR (SHAKES/SHAKES-KKND) TIME CODE, Prince, C. Crew, W. Party, G. Vannelli.
COOS BAY, OR (MICHAELS/KING-KYGM) S. Fox, C. Crew, Prince, Boston.
MEDFORD, OR (R. CHARLES SYNDER-KMTM) H. Alpert, Prince, Peter Wolf, Fareenheit, Poison, C. Crew, S. Fox.
OLYMPIA, WA (KEN PAIGE-KCOU) B. Vera, Bangles, R. Gray, E. Money.
SASKATOON, SK (GARTH KALIN-COM) W. Chung, T. Turner, Glass Tig.

TOP 40 ADDS

WELCOME To Our New TOP 40 Correspondents:
Steve Nix, WZKX RADIO - PO Box 2639
Gulfport, MS 39505
(601) 832-5111
CHINWAG GOES TO A SEMINAR
Even with a 200 percent increase in pre-registration over last year, it was still hard to shake that suppose-nobody-shows-up-for-the-party feeling that needlessly haunts the back of your mind.

Yes, the Second Annual Gavin Seminar For Media Professionals was very much like having friends over at the house. The Westin St. Francis was our home and those of you who attended were our special guests. The reality really set in Thursday morning when our trusty negotiator/consultant violinist Ron Alexenburg led the Gavin Seminar team into the final hotel staff meeting scheduled for 9:30 AM. Filling the room was every manager of every department of the hotel--from the head doorman to the head chef to room service to reservations to housekeeping to security, all the way to the chief executive officer. We knew Seminar '87 was here.

Peter Standish sneak-previewed things Thursday night with an impromptu summit for College and Album Radio broadcasters. In a room that soon proved way too small, Album Radio veterans like WXRT-Chicago's Norm Winning and KEX-WINE-Salt Lake City's Larry The Duck shared points of interest with college programmers like WRAS-Atlanta's Jennifer Grossberndt and KCMU-Seattle's Faith Henschel. It was a time for Album Radio's heads to hang with the format's current trendsetters.

On Friday morning, Larry King felt quite at home speaking to a radio-music contingent. His confidence and candor demonstrated why he's radio's reigning king of conversation. Relating stories of his youthful escapades with superstar pitcher Sandy Koufax, Larry unraveled his time in the streetcorner's of Brooklyn to radio's big time--interviewing the likes of Frank Sinatra. As an expert storyteller, King also understands radio life—from the elusive sexy voice on the all-night request line to the chilling feelings of insecurity when the GM says he wants to see you—after your five-hour air shift.

Immediately following the Rock Trivia extravaganza (won by Profile Records' Cory Robbins), 415 Records Howie Klein hosted an Album/Alternative Cutting Edge Music Show before an SRO crowd. Along with Columbia Records executive Bob Sherwood/WBCN-Boston, KROQ-Pasadena GM Tony Berardinl and Live105-San Francisco's Steve Masters, it was the artists who helped give the show its balance. Lindsey Buckingham consented to a rare interview/conversation. Alternative folkie Mojo Nixon mixed things up with his zany sense of aw-shucks-folks-philosophy. Peter Case climbed the stage and ended the show with a live rendition of "I Shocked His Hand."

Following Oren Harari's hard hitting ON Management session, the Gavin Celebrity Cocktail Party broke past the 1000 attendance mark—with stars like Bob Geldof, Joan Jett, Gregory Abbott, Nona Hendryx, REO Speedwagon, KBC Band, the Thompson Twins, Jennifer Warnes, Narada Michael Walden, Samantha Fox and many many more. Later that evening, Oz, the hotel's rooftop disco, was commandeered by CBS as a venue for a piano set by Isaac Hayes amid a spectacular 360-degree view of the city. Neighboring hospitality suites kept the partying alive well into the night.

On Saturday morning, the A/C meeting mushroomed to three times the size as last year's. More than any format, A/C folks really did get a chance to meet face to face rather than phone to phone. The Sound of Country attendees chose to continue their meeting and reconvened later that afternoon. Jerry Boulding brought together the all-stars of Urban Contemporary radio. Jerry's guests, WJLB-Detroit's James Alexander, V105-Atlanta's Ray Boyd, WRKS-New York's Tony Gray, KJLH-LA's Licia Torres, KMEL-San Francisco's Lee Michaels, K104-Dallas's Terri Avery and KIIS-LA's Steve Rivers, dissected their format and fielded some tough questions.


Y95-Dallas's Buzz Bennett (joined by co-hosts Dave Shollin and KZRP-Phoenix's Guy Zapoleon) elevated the level of consciousness at the Top 40 format meeting by comparing radio wars to the plight of the gladiator. You have to kill your opponent to survive—even though he might be your friend. It's great to see Buzz back in the biz.

RCA Records co-presented what proved to be an outstanding multi-media final event Development of a Hit Artist used Bruce Hornsby's debut album project as a case study on how a record company signs, markets promotes and publicizes a new artist. Also on hand was Hornsby's manager, Tim Neece, as well as the artist himself. Kudos to RCA's Don Wardell, Paul Atkinson, Ed Muscello and Paula Batson for an unbelievable hour. Besides learning an awful lot, the crowd had a chance to ask Hornsby and crew a lot of good questions.

Among the many outstanding off-campus musical events, Bill Graham Presents blew the doors off the Wolfgang's nightclub with an exclusive show featuring Eddie Money, Santana, Limited Warranty and Colin Hay. One night prior, Julian Cope was simply astounding, and the night before featured a rousing set by Wire Train. Across town on Saturday night, Chris Isaac's set at Club DNA was absolutely captivating.

We feel this year's Gavin Seminar was a great musical as well as programming event. We feel confident that the industry will benefit greatly from this and future Gavin gatherings. We will be back in 1988, our 30th anniversary...bigger and better! See you then.

CHINWAG EXCLUSIVE!
The world may believe Garrison Keillor is pulling the plug on his "Prairie Home Companion," but CHINWAG knows the real story. To attract your listeners to public radio, Keillor is changing his name to Woebegon-D.M.C., switching to a rap format and retitling the show "Prairie Homeboy."

KISW-SEATTLE MORNING TEAM DEBUTS...IN LOS ANGELES
Puget Sound's new talk show—John Rody from KZEW-Dallas and Peter B. (ex-WLS-FM-Chicago,KOPA-Phoenix)—debuted Feb. 27 with a remote broadcast from L.A. Although the two have never met, KISW GM Beau Phillips predicts the team will be a hit. "Peter was an album guy trapped in a Top 40 format," Phillips asserts. The station has also named Mike Jones as Music Director, moved Steve Sloton from nights to afternoons, and brought in Carla Raswvck from WBCN-Boston for evenings under new air name Carla Steele.

PYRAMID POWERS INTO CHICO
Pyramid Broadcasting, whose principals include WXKS-Boston PD Sunny Joe White, has laid out $15 million for WXRK in the Windy City. Deal was brokered by ex-Dubleday radio chief Gary Stevens, who bought the former WMET for $9.5 million in 1983 and sold it to the Shadok family for $12.5 million last April. White denies any plans to change WXRK's oldies format and says he will stay in Boston.

...AND THE BUZZ MAY BE RIGHT BEHIND
Watch out, Amerika. "Gladiator Rock" may be coming to your market. Legendary programmer Buzz Bennett and partner Mark Driscoll may soon have a chance to give the format that's scoring big for them at Y95-Dallas a tryout at stations coast-to-coast. Bennett has been named National PD for the combined Hefel-Statewide chain, and his and Driscoll's BuzzMark media analysis partnership is now part of H & G Broadcasting, as it's called. "This is a first," Bennett says. "The first..."
ROBBIE NEVIL

"Dominoes"

The smash follow-up to "C'est La Vie."

GAVIN TOP 40: DEBUT 31* 192 REPORTS, 47 NEW ADDS INCLUDING: WBLI, Y100 @ 35

ALSO:

WCAU 31-25 WKSE 38-30
KFX 35-31 WCZY 37-34
KHTR 30-28 KPLZ 32-25
KUBE 24-20 KMKE 34-30
Y108 25-23 WBEN D-38
PRO-FM D-34 KFZ 34-34
WGH D-32 WMMS D-40
9BGTX D-40 KOWG D-36
WLOL D-39 KKRZ D-34

ON:

KATO KMEL, KITS KROY
KXKS 94D
KBRE WWCI, KROY

GRAMMY NOMINEE—BEST NEW ARTIST

THE GOODS

GLASS TIGER

“I Will Be There”

GAVIN TOP 40: CHARTBOUND 148 REPORTS, 75 NEW ADDS

NEW ADDS INCLUDE:

WBN ADD WKSE D-37 WPHD 40-27 WCAU D-34
PRO-FM ADD B106 ADD B57 D-29 WGH ADD
WMVZ ON WMMS D-38 WCDM ADD 990TX ADD D-39
WKTI ON KOWG ON KHTR ON KHTR ADD
KWK D-34 WLLO ON KKRZ ADD KS103 ADD
KATD ON

MANHATTAN

BUILDING SUCCESS FROM THE SOUND UP
time programmers have actually merged with owners. H&G's properties—which now includes WLUP-Chicago, WAPE-Jacksonville and KSSW-Honolulu—may be expanded to as many as 30 stations. Says Bennett: "It appears we may be the largest independent radio group by the end of the decade." Look for an in-depth interview with Buzz in an upcoming Gavin Report.

STORMIN' GORMAN
"Right now, I'm in discussion with my attorneys," says former WMMS-Cleveland programmer John Gorman. His "multi-year" contract at upstart Top 40 challenger WNCX ended abruptly after six months when Metropolis Broadcasting switched the station to Classic Hits. "I have no idea why," says Gorman, who left The Buzzard last August, only to see his old station soar in the Fall Arbitrions, while WNCX sagged. "We only got eight weeks of one book," Gorman says. "And the change was evidently decided on way before that came out." Gorman says he hopes to resolve his dispute with Metropolis amicably, and then may re-activate his consultancy.

95INZ COMPLETES MOVE TO ALBUM
It's official: WINZ/FM Miami is now Album, completing an 18-month migration from Urban. MD Mark Shands says almost all the music will be on CD from now on. The station will retain its present air staff and 25-49 target demo, adding a new slogan, "The Home of Rock n Roll."

PLAY BALL!
Mark your calendars for the upcoming T.J. Martell Foundation sportsfest scheduled for April 2-4th in Los Angeles. Due to popular demand, the fifth edition of this annual fundraiser will include softball as well as bowling and golf. "Every year, more and more fanatics come out of the woodwork and we have to add another sport," sighs Atlantic Records' Judy Libow, one of the organizers. The fundraising target has also been raised. "Last year, we brought in $100,000," she says. "Now we're aiming for $150,000." The money goes towards leukemia and other cancer research.

RADI-O-RAMA
Rita Paggiart is now asst. PD at WFMX Statesville, NC. At WPDZ-Cheraw, NC, Mitch Clark moves up to MD/middays as Jay Lewis moves on to WJMX-Florence. David Liston from Station Manager to VP/GM at WTHI-Terre Haute, IN. Elton Weathers is now Asst. PD at WHYT-Detroit...At WBLQ-Erie, PA, Steve Collins is now PD, MD and morning drive. Tom Fricke is the new Operations Manager at WIZM-La Crosse, WI, as Kevan Kavanaugh leaves radio to pursue other interests. KIMN-Denver ND Phil Boyce moves crosstown to KPKE, replacing Phil Mueller...Congrats to Kevin "Pee Wee" Harris, departing KKYS-Bryan, TX, to join the big boys at K98-Austin. Replacing Harris is T.J. McKay. Production Director Ron Erak takes over as Program Director at KNBG-Tacoma, WA, so Ric Hansen can devote more time to his morning show...After four years in California, Jeffrey Clarke returns to p.m. drive at KINK-Portland, declaring, "I'm glad to be returning to the land of liquid sunshine". Frank Rippey moves to middays at KFAT-Corvallis OR, from KZEL-Eugene.

THE BEST FROM BOTH COASTS
Rick Dees and Scott Shannon, arguably the best morning talents in the business, have each released Greatest Hits LPs. Dees calls his "The White Album," with such KIIS-Los Angeles matutinal mayhem as "Good Lovin'" by Dr. Rude & The M. Dees; "My Panty Hose Are Too Tight" by The Moist Towelettes, and a reprise of that classic Dees ditzy, "Disco Duck." Its available from Macola Records in Hollywood (800) USA-0080. Shannon's contribution is culled from last year's antics on the 100-New York Morning Zoo, including a visit from Robin Williams, the David Lee Roth Celebrity Restaurant and The Best of the Mets '86. Proceeds from the Zoo album will go to charity—order your copy from PO Box 7100, New York, NY 10150.

CHINWAG'S BEST WISHES FOR A SPEEDY RECOVERY to Larry King, recuperating from a mild heart attack Feb. 24. At press time, he was recuperating well. Jim Bohannon will handle his Mutual Radio talk show for the next couple of weeks.
WORLD SHUT YOUR MOUTH

Z93 WMMS
KITS WKRZ WBBQ
WOMP KQIZ WPFM

GAVIN UP & COMING
Z104 KIYS KZZU
WUBS KSKG WDBR
PHOTO FILE

by LISA SMITH and BETTY HOLL

Photographs: Jon Winet Marc Geller

Conversing at the Cocktail Party are (left to right) Bob Krane from WXRK-New York, Atlantic's Tunc Erim, Larry King, Bob Geldof and Gavin publisher Ron Fell.


Enjoying themselves at the Celebrity Cocktail Party are (left to right) Peter Case, Jennifer Warnes and Paul Kantner.

Meeting at the Celebrity Cocktail Party are (left to right) Burt Baumgartener - Columbia Records, KIIS/FM-Los Angeles' Steve Rivers and Eddie Money.
At the 1987 Gavin Award Ceremony (bottom row - left to right): Jack Isquith (Epic), Dave Sholin (Gavin Report), Gary Owens, Jhani Kaye (KOST-Los Angeles), Liz Kiley (KOST-Los Angeles), Mike Schaefer (KIIS/FM-Los Angeles), Lynn Anderson-Powell (KIIS/FM-Los Angeles), Paulette Williams (KMEL-San Francisco), Bob Guerra (KZLA/KLAC-Los Angeles), Ernie Singleton (MCA), Terri Avery (KKDA-Dallas), Harry Levy (Elektra) Norm Winer (WXRT-Chicago). Back row (left to right): Jheryl Busby (MCA), Keith Zimmerman (Gavin Report), John Fagot (Columbia), Gene Sandbloom (KIIS/FM), Kent Zimmerman (Gavin Report), James Alexander (WJLB-Detroit), Lisa Smith (Gavin Report), Jonathan Little (Z104-Madison, WI) Mark Parenteau (WBCN-Boston), Duke Hamilton (WUBE-Cincinnati), Matt Hudson (Z104), Jeff Wyatt (Power106-Los Angeles), Garry House (KLAC), Marc Ratner (Warner Bros.), Mike Martucci (Columbia), Don Bleu (KYUU-San Francisco), Bill Bennett (MCA), Larry The Duck (WLIR-Long Island), Ron Fell (Gavin Report). Hidden - Tom Joyner (KKDA-Dallas/WGCI-Chicago).

Photo courtesy of KMEL

Photo courtesy of KMEL

The 1987 Gavin Award winners in the Country category were (left to right) KLAC-Los Angeles' Gerry House as Air Talent of the Year, KZLA/KLAC-Los Angeles' Bob Guerra for Program Director of the Year and WUBE-Cincinnati's Duke Hamilton, accepting the award for Station of the Year.

Top 40 winners included (left to right) Paulette Williams, GM of KMEL-San Francisco (Station of the Year), Mike Schaefer (PD of the Year), Lynn Anderson-Powell (accepting for Rick Dees - Air Talent of the Year), Gene Sandbloom of KIIS/FM-Los Angeles (MD of the Year), Steve Rivers of KIIS/FM-Los Angeles and Warner Bros. Marc Ratner (Associate Promotion Director of the Year.)

February 27, 1987/the GAVIN REPORT
PHOTO FILE by LISA SMITH and BETTY HOLLARS
Photographs: Jon Winet, Marc Geller

Showed after the Urban Contemporary breakfast are Terri Avery from KKDA-Dallas and Tom Joyner of KKDA-Dallas/WGCI-Chicago.

Participants in the “Development Of A Hit Artist” session were Bruce Hornsby and The Range manager Tim Neece (left) and Hornsby (right).

Guests during the Urban Contemporary Session included (left to right) emcee Jerry Boulding (Gavin Report), Licia Torres (KJLH-Los Angeles), Tony Gray (WRKS/FM-New York), Lee Michaels (KMEL-San Francisco), Steve Rivers (KIIS/FM-Los Angeles), Terri Avery (KKDA-Dallas), James Alexander (WJLB-Detroit) and Ray Boyd (V103-Atlanta).

Cutting Edge session emcee Howie Klein (left) looks on as Mojo Nixon (center) and Lindsey Buckingham share a laugh.

19 the GAMIN REPORT/February 27, 1987
CONGRATULATIONS!
TO THE WINNERS OF THE 1987
GAVIN MEDIA PROFESSIONAL
AWARDS

TOP 40 STATION OF THE YEAR
KMEL/FM-SAN FRANCISCO

A/C STATION OF THE YEAR
KOST-LOS ANGELES

COUNTRY STATION OF THE YEAR
WUBE-CINCINNATI

URBAN CONTEMPORARY STATION OF THE YEAR
KPWR (POWER106)-LOS ANGELES

ALBUM STATION OF THE YEAR
WBCN-BOSTON

ALTERNATIVE STATION OF THE YEAR
91X-SAN DIEGO

SECONDARY MARKET STATION OF THE YEAR
Z104-MADISON, WI

TOP 40 PROGRAM DIRECTOR OF THE YEAR
MIKE SCHAEFER, KIIS/FM-LOS ANGELES

A/C PROGRAM DIRECTOR OF THE YEAR
JHANI KAYE, KOST-LOS ANGELES

COUNTRY PROGRAM DIRECTOR OF THE YEAR
BOB GUERRA, KZLA/KLAC-LOS ANGELES

URBAN CONTEMPORARY PROGRAM DIRECTOR OF THE YEAR
JAMES ALEXANDER, WJLB-DETROIT

ALBUM PROGRAM DIRECTOR OF THE YEAR
OEIDIPUS, WBCN-BOSTON

ALTERNATIVE PROGRAM DIRECTOR OF THE YEAR
DENIS MCNAMARA, WLIR-LONG ISLAND

SECONDARY MARKET PROGRAM DIRECTOR OF THE YEAR
JONATHAN LITTLE, Z104-MADISON, WI

TOP 40 MUSIC DIRECTOR OF THE YEAR
GENE SANDBLOOM, KIIS/FM-LOS ANGELES

A/C MUSIC DIRECTOR OF THE YEAR
LIZ KILEY, KOST-LOS ANGELES

COUNTRY MUSIC DIRECTOR OF THE YEAR
JOE LADD, KIKK-Houston

URBAN CONTEMPORARY MUSIC DIRECTOR OF THE YEAR
TERRI AVERY, KKDA-DALLAS

ALBUM MUSIC DIRECTOR OF THE YEAR
LIN BREHMER, WXRT-CHICAGO

ALTERNATIVE MUSIC DIRECTOR OF THE YEAR
LARRY THE DUCK, WLIR-LONG ISLAND

SECONDARY MARKET MUSIC DIRECTOR OF THE YEAR
MATT HUDSON, Z104-MADISON, WI

TOP 40 AIR TALENT OF THE YEAR
RICK DEES, KIIS/FM-LOS ANGELES

A/C AIR TALENT OF THE YEAR
DON BLEU, KYUU-SAN FRANCISCO

COUNTRY AIR TALENT OF THE YEAR
GERRY HOUSE, KLAC-LOS ANGELES

URBAN CONTEMPORARY AIR TALENT OF THE YEAR
TOM JOYNER, KKDA-DALLAS & WGCI/FM-CHICAGO

ALBUM AIR TALENT OF THE YEAR
JOHN DE BELLA, WMMR-PHILADELPHIA

RECORD LABEL OF THE YEAR
WARNER BROS. RECORDS

RECORD EXECUTIVE OF THE YEAR
JHERYL BUSBY, MCA

TOP 40 NATIONAL PROMOTION DIRECTOR OF THE YEAR
JOHN FAGOT, COLUMBIA

TOP 40 ASSOCIATE PROMOTION DIRECTOR OF THE YEAR
MARC RATNER, WARNER BROS.

URBAN CONTEMPORARY NATIONAL PROMOTION DIRECTOR OF THE YEAR
ERNIE SINGLETON, MCA

URBAN CONTEMPORARY ASSOCIATE PROMOTION DIRECTOR OF THE YEAR
A.D. WASHINGTON, MCA

A/C NATIONAL PROMOTION DIRECTOR OF THE YEAR
MIKE MARTUCCI, COLUMBIA

COUNTRY NATIONAL PROMOTION DIRECTOR OF THE YEAR
DOUG GRAU, WARNER BROS.

COUNTRY ASSOCIATE PROMOTION DIRECTOR OF THE YEAR
LARRY HUGHES, MCA

ALBUM NATIONAL PROMOTION DIRECTOR OF THE YEAR
BILL BENNETT, MCA

ALBUM ASSOCIATE PROMOTION DIRECTOR OF THE YEAR
JACK ISQUITH, E/P/A

ALTERNATIVE NATIONAL PROMOTION DIRECTOR OF THE YEAR
HARRY LEVY, ELEKTRA

February 27, 1987//THE GAVIN REPORT

www.americanradiohistory.com
the GAVIN REPORT

Editor: Ron Fell
Associate Editor: Diane Rufer

POWER TRIO

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Record to Watch

BANGLES
Walking Down Your Street (Columbia)
DROPPED:
Gregory Abbott Lone Justice
Kansas Air Supply
Jeffrey Osborne Peter Cetera
Corey Hart Downes & Price

CHARTBOUND

MIKI HOWARD - Come Share My Love (Atlantic)
CHINA CRISIS - Arizona Sky (Virgin/A&M)
ATLANTIC STARR - Always (Warner Bros.)
SERGIO MENDES - What Do We Mean To Each Other (A&M)

ACTION SIDES

GREGORY ABBOTT - I Got The Feeling (It's Over) (Columbia)
PAUL SIMON - The Boy In The Bubble (Warner Bros.)
EDDIE MONEY - I Wanna Go Back (Columbia)
BRUCE SPRINGSTEEN - Fire (Columbia)
SHIRLEY MURDOCK - As We Lay (Elektra)
PRETENDERS - My Baby (Sire/Warner Bros.)
TINA TURNER - What You Got Is What You See (Capitol)
ALAN PARSONS PROJECT - Standing On Higher Ground (Arista)
BANGLES - Walking Down Your Street (Columbia)
PAUL YOUNG - Why Does A Man Have To Be Strong (Columbia)
MILLIE SCOTT - Every Little Bit (4th & Broadway)
MAUREEN McGOVERN - I Could Have Been A Sailor (CBS Masterworks)
PARACHUTE CLUB - Love Is Fire (RCA)
PETER, PAUL & MARY - No Easy Walk To Freedom (Gold Castle)

NEW

GINO VANNELLI - Wild Horses (CBS)
KENNY LOGGINS - Meet Me Half Way (Columbia)
SMOKEY ROBINSON - Just To See Her (Motown)
BILLY VERA & THE BEATERS - I Can Take Care Of Myself (Rhino)
STEVE WARNER - Small Town Girl (MCA)
EL DeBARGE - Starlight Express (MCA)
DAN SEALS - I Will Be There (EMI America)
Capture The Fun, Music & Memories Of The First 20 Years Of Rock 'N' Roll

Let the GOOD TIMES ROLL

For TODAY'S A/C Listener

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ABC RADIO NETWORKS

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Bruce Hornsby & The Range
absolutely dominate the top of the chart as 94% of their 232 stations report HEAVY rotation.
No stop to Luther Vandross who's 94% of
the way home and 73% of his stations show him in HIGH gear.
The Starship adds 52 HEAVY rotation
reports (more than double last week's total). It will be top three in no time.
Grammy Award winner Steve Winwood
moves a solid five slots on the chart with 26
adds despite nearly 90 holdouts.
The Aretha Franklin & George Michael
ingle, I Knew You Were Waiting (For Me),
has been in our MOST ADDED box for three
consecutive weeks, stacking up 145 reports
during that time. Should be one of the biggest
records of the winter season.
The Atlantic Starr has 86 stations in its first
two weeks. Among the many are WHYN,
WGBS, KCRG, KOST, WTRX, WIBA, WOHO
and KVJ.
This week's RECORD TO WATCH, The
Bangles' Walking Down Your Street, already
has 39 stations and solid rotations from WAFL,
J107, WSKY, KKCK, WNDN, WLIP, KLOV,
KOJN, KSXI, KV1M, KTIFM/KS, KGS and KGY.
Thanks from all of us to those who attended
The Gavin Seminar and especially to those
who participated in the A/C format session. We
spent a great deal of time on an issue raised in the '87 Seminar Directory: That the existence
of our format in the future will be predicated on
our ability to develop artists we can call our own,
and on accelerated support from the record
companies to provide us with the material.
Check Chinwag next week for information
on audio tapes of the key sessions. Also, check
out page 20 of this week's Gavin for the
winners of the Gavin Media Professionals
Awards. OUT CONGRATULATIONS To all!!
R&D

RECOMMENDED FOR A/C RADIO
THE STRANGLERS
Always The Sun (Epix)
Count the number of times I say "HIT" in the A/C
picks section this year. This is a response
record. I've blindfolded some of the best ears to
test reaction without an "artist prejudice" and it's
a hit. This record is a solid A/C song, with only
the band's name as a handicap. And since only
six A/C stations in America announce the title
and artists they play, it's a cinch. Brilliant
harmonies stacked as high as the hooks in
the arrangement. And yet I'll bet 80% of the pop
stations won't even audition it. You, of course
will be the exception.

BILLY JOEL duet with RAY CHARLES
Baby Grand (Columbia)
Billy Joel is probably our format's most
consistent chart topper, and with a track like this
one the streak will continue. Hard to miss when
you get together with Ray Charles and record a
saloon song reminiscent of Eddy Arnold's "You
Don't Know Me," which was also a hit for RC in
1962. Who says they don't write 'em like they
used to?

LUTHER VANDROSS and GREGORY
HINES
There's Nothing Better Than Love (Epix)
A double bill of smooth talkers sing out for the
best of reasons - a celebration of the romantic
attitude. Luther carries the song and Gregory on
his broad musical shoulders, but G.H. does
prove he can sing in step with a cool song.

Research:
Diane Rufer
Ron Fell

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

Total Reports This Week 239 Last Week 239

<table>
<thead>
<tr>
<th>ARTIST/ARTISTS/TITLES/LABELS</th>
<th>REPORTS</th>
<th>HEAVY</th>
<th>MEDIUM</th>
<th>LIGHT</th>
<th>ADDS</th>
<th>HIT FACTOR</th>
<th>WEEKS</th>
</tr>
</thead>
<tbody>
<tr>
<td>BRUCE HORNSBY &amp; THE RANGE - Mandolin Rain (RCA)</td>
<td>232</td>
<td>217</td>
<td>10</td>
<td>3</td>
<td>2</td>
<td>97%</td>
<td>8</td>
</tr>
<tr>
<td>JANET JACKSON - Let's Wait Awhile (A&amp;M)</td>
<td>217</td>
<td>172</td>
<td>34</td>
<td>3</td>
<td>8</td>
<td>94%</td>
<td>6</td>
</tr>
<tr>
<td>THE JETS - You Got It All (MCA)</td>
<td>215</td>
<td>189</td>
<td>18</td>
<td>6</td>
<td>2</td>
<td>96%</td>
<td>13</td>
</tr>
<tr>
<td>LUTHER VANDROSS - Stop To Love (Epix)</td>
<td>181</td>
<td>133</td>
<td>38</td>
<td>6</td>
<td>4</td>
<td>94%</td>
<td>9</td>
</tr>
<tr>
<td>PAUL McCARTNEY - Only Love Remains (Capitol)</td>
<td>199</td>
<td>105</td>
<td>77</td>
<td>10</td>
<td>7</td>
<td>91%</td>
<td>6</td>
</tr>
<tr>
<td>KENNY ROGERS - Twenty Years Ago (RCA)</td>
<td>180</td>
<td>127</td>
<td>45</td>
<td>6</td>
<td>2</td>
<td>95%</td>
<td>8</td>
</tr>
<tr>
<td>THE STARSHIP - Nothing's Gonna Stop Us Now (Grunt/RCA)</td>
<td>183</td>
<td>93</td>
<td>58</td>
<td>10</td>
<td>22</td>
<td>82%</td>
<td>6</td>
</tr>
<tr>
<td>DARYL HALL - Someone Like You (RCA)</td>
<td>165</td>
<td>66</td>
<td>80</td>
<td>10</td>
<td>9</td>
<td>88%</td>
<td>5</td>
</tr>
<tr>
<td>BRUCE WILLIS - Respect Yourself (Motown)</td>
<td>156</td>
<td>71</td>
<td>73</td>
<td>8</td>
<td>4</td>
<td>92%</td>
<td>7</td>
</tr>
<tr>
<td>HUEY LEWIS &amp; THE NEWS - Jacob's Ladder (Chrysalis)</td>
<td>124</td>
<td>57</td>
<td>52</td>
<td>8</td>
<td>7</td>
<td>87%</td>
<td>7</td>
</tr>
<tr>
<td>READY FOR THE WORLD - Love You Down (MCA)</td>
<td>133</td>
<td>42</td>
<td>71</td>
<td>13</td>
<td>7</td>
<td>84%</td>
<td>6</td>
</tr>
<tr>
<td>STEVE WINWOOD - The Finer Things (Island/Warner Bros.)</td>
<td>152</td>
<td>20</td>
<td>86</td>
<td>20</td>
<td>26</td>
<td>69%</td>
<td>5</td>
</tr>
<tr>
<td>RESTLESS HEART - I'll Still be Loving You (RCA)</td>
<td>142</td>
<td>21</td>
<td>69</td>
<td>17</td>
<td>35</td>
<td>63%</td>
<td>5</td>
</tr>
<tr>
<td>THE BURNS SISTERS BAND - Listen To The Beat Of A Heart (Columbia)</td>
<td>131</td>
<td>16</td>
<td>72</td>
<td>21</td>
<td>22</td>
<td>67%</td>
<td>5</td>
</tr>
<tr>
<td>'TIL TUESDAY - Coming Up Close (Epix)</td>
<td>116</td>
<td>21</td>
<td>68</td>
<td>24</td>
<td>3</td>
<td>76%</td>
<td>9</td>
</tr>
<tr>
<td>ARETHA FRANKLIN &amp; GEORGE MICHAEL - I Knew You Were Waiting (Arista)</td>
<td>145</td>
<td>6</td>
<td>60</td>
<td>32</td>
<td>47</td>
<td>45%</td>
<td>3</td>
</tr>
<tr>
<td>SHEILA E. - Hold Me (Paisley Park/Warner Bros.)</td>
<td>112</td>
<td>9</td>
<td>61</td>
<td>25</td>
<td>17</td>
<td>62%</td>
<td>6</td>
</tr>
<tr>
<td>BONNIE RAITT - Crime Of Passion (Warner Bros.)</td>
<td>89</td>
<td>17</td>
<td>54</td>
<td>15</td>
<td>3</td>
<td>79%</td>
<td>6</td>
</tr>
<tr>
<td>KOOL &amp; THE GANG - Stone Love (Mercury/PolyGram)</td>
<td>104</td>
<td>8</td>
<td>54</td>
<td>24</td>
<td>18</td>
<td>59%</td>
<td>5</td>
</tr>
<tr>
<td>GENESIS - Tonight, Tonight, Tonight (Atlantic)</td>
<td>108</td>
<td>9</td>
<td>45</td>
<td>17</td>
<td>17</td>
<td>50%</td>
<td>3</td>
</tr>
<tr>
<td>POINTER SISTERS - All I Know Is The Way I Feel (RCA)</td>
<td>96</td>
<td>6</td>
<td>51</td>
<td>18</td>
<td>21</td>
<td>59%</td>
<td>5</td>
</tr>
<tr>
<td>MIKI HOWARD - Come Share My Love (Atlantic)</td>
<td>82</td>
<td>9</td>
<td>42</td>
<td>14</td>
<td>17</td>
<td>62%</td>
<td>5</td>
</tr>
<tr>
<td>ATLANTIC STARR - Always (Warner Bros.)</td>
<td>86</td>
<td>1</td>
<td>18</td>
<td>18</td>
<td>49</td>
<td>22%</td>
<td>2</td>
</tr>
</tbody>
</table>
OUR THANKS TO THE BROADCASTING AND RECORDING INDUSTRIES AND THE ENTIRE STAFF OF THE GAVIN REPORT FOR THE HONORS.*

Jhani Kaye, Liz Kiley, and the entire KOST 103FM staff

*Adult Contemporary Station Of The Year
*Adult Contemporary Program Director Of The Year
*Adult Contemporary Music Director Of The Year

COX ENTERPRISES, INC.
NORTHEAST

SPRINGFIELD, MA(WALT PINTO-WHYN) A.Starr, Aretha/G.M.
GREENFIELD, MA(RICHARD ARCHER-WHAL) G.Abbott, S.Murdock,
Kenny G, Peter, P&M.
BANGOR, ME(FRED MILLER-WWMJ) Bruce Sp., Restless H, Burns
Sis., T.Tuesday.
PRESCOTT, ME(GARY LEIGH-WKZX) Burns Sis., Pointers, S.
Winwood, Aretha/G.M.
HARTFORD, CT(DAVID BERSTEIN-WTIC/AM) No Report, Frozen.
WILLIAMANTIC, CT(EVAN/NORMAN-WLTI/AM) Peter, P&M, S.Murdock.
NEW LONDON, CT(DANNY O'BRIEN-WLNC) Burns Sis., McCartney,
Daryl Hall, E.Money.
NEW HAVEN, CT(JAY MC CORMICK-WELI) Starship, Restless H.
LONG ISLAND, NY(JOHN CHOMMIE-WGBB) S. Winwood, A.Starr,
Aretha/G.M.
KINGSTON, NY(WAYNE FISK-WGHQ) El DeBarge, K.Loggins.
Poughkeepsie, NY(ROY LON-WJVB/FM) Santana, Peter, P&M,
Janet Jax., Starship.
UTICA/ROME, NY(JOHN CARUCCI-U102) Starship, A.Starr, J. Warnes,
S.Wariner.
AMBRIDGE, PA(BOBBIE VAUGHN-WMBA) B.Willis.
NEW KENSINGTON, PA(GREG COSTANTINO-WKPA) No Adds.
PITTSBURGH, PA(BOB CONRAD-WTAE) A.Brooksby.
PITTSBURGH, PA(KEITH ABRAMS-WHTX) No Adds.
JOHNSTOWN, PA(JACK MICHAELS-WKYE) No Report, Frozen.
NEW CASTLE, PA(GARY WEST-WKST) Starship.
SHARON, PA(KEITH CORSO-WPPO) L.Vandross.
PHILADELPHIA, PA(STEPHANIE BARSAMIAN-WSNI) Kool/Gang, S.
Winwood, S.Mendes.
MILFORD, DE(KEVIN MOORE-WAFL) C.Truer, Aretha/G.M, B.Vera,
Mik.Howard.
WILLIAMSON, WV(TONY WICK-WhBETH) Frozen, No Report.

SOUTH

OCEAN CITY/SALISBURY, MD(KEN MEDEK-WGHQ/FM) B.Vera,
WINCHESTER, VA(FRANK MITCHELL-WINC) Janet Jax., B.Willis,
Genesis.
HARRISBURG, VA(ADAM STUBBS-WPO) No Report, Frozen.
RICHMOND, VA(GARY KING-WRA) Burns Sis., Journey, Restless H,
Starship.
RICHMOND, VA(RYAN/E LLETT-WezS) Kool/Gang, Starship, Daryl
Hall.
NORFOLK, VA(NICK O'NEIL-PLY) Starship.
LYNCHBURG, VA(BOBBY ABBOTT-WGOL/FM) Burns Sis., Aretha/G.M,
Kool/Gang, G. Abbott.
MONTGOMERY, WV(JEFF BATTEN-WMON) Starship, RFTW, Sheila
E, Daryl Hall, Mik.Howard.
MARTINSBURG, WV(BRAD ZIMMERMER-WKME) El DeBarge,
DeBurch, Cl.Nouveau, Bruce Sp., Fairhaven.
WEIRTON/STEUBENVILLE, WV(ANTHONY/MITCHELL-WEIR) Daryl
Hall, J. Warnes.
GOLDSBORO, NC(ALAN HOOVER-WEQR) Cl.Nouveau, Glass Tigr,
B.Vera, S. Red, R. Gray, David +.
RALEIGH, NC(EVAN/RICHARDS-WTRG) S. Winwood, G.Abbott.
ROCKY MOUNT, NC(LESLE JORDAN-WEED) Peter, P&M, M.Scott,
Parsons, R.Robinson, Sheila E, Aretha/G.M, Genesis.
SWAN QUARTER, NC(MAE SMITH-WHYC/FM) Aretha/G.M,
S.Mendes, Paul Simon.
ALBEMARLE, NC(ERIC SUGRAF-PATTERSON-WAB) Restless H, S.Mendes,
E.Money, Bruce Sp., Pretenders, T.Turner, M.Scott, E. Martin, B.Vera.
SHELB, NC(ANDY FOSTER-WSOH) Survivor, Peter, P&M, Amy
Grant, S. Red, Genesis, K.Loggins, D.Seals, A.Starr.
CHARLOTTE, NC(MARTY LAMBERT-WBT) Frozen.
CHARLOTTE, NC(BILL CONWAY-WEZZ) H. Lewis, S.Winwood.
NEW BERN, NC(JOEL PORTER-WISL/FM) Aretha/G.M, Genesis,
S.Mendes.
TRYON, NC(DAVID BIVENS-WTWN) Aretha/G.M, A.Starr, T.Turner,
Parsons.
ASHVILLE, NC(BRIG LEE-WSKY) No Report, Frozen.

LORIS, SC(GLENN HARDEE-WLSC) S.Mendes, Duran, R. Cray, Big
Dish, A.Starr.
ROME, GA(T.J. MCCLENAI-PEKKX) K.Loggins, A. Baker, Kenny G,
G.Vannelli, M.Scott.
ATLANTA, GA(LOCASICO/COOY-WSB/FM) Aretha/G.M, Restless H.
ATHENS, GA(BRENT JOHNSON-WRFL) Sheila E, K.Loggins, G
Vannelli, B.Vera.
GUNTSVILLE, AL(KERRY JAX-JAX) Amy Grant, S.Robinson, G.Vannelli,
K.Loggins.
ST AUGUSTINE, FL(JIM ANDREWS-WJZM) Restless H, B.Vera,
A.Starr, Sheila E.
FT. WALTON BEACH, FL(DAVE LYNOS-WZ8/FM) Burns Sis.,
Pointers.
WEST PALM BEACH, FL(DAVE PARKS-WRMP) S. Winwood,
K.Loggins, Pointers, G.Abbott.
STUART, FL(GREG ARCHER-WS7U) S.Murdock, Aretha/G.M,
S.Mendes.
SYLACAUGA, AL(R.BATY/A LEE-WFEB) Parsons, B.Vera, G.Vannelli,
E.Money.
TUSCALOOSA, AL(WALKER/LANSON-WX/FM) S.Murdock,
HUNTSVILLE, AL(STEVES DALLAS-WAH) Livefoot, Daryl Hall, The
GADSSEN, AL(DAVID FORD-WGAD) S.Mendes, Starship, Peter, P&M,
Kenny G, DeBurch.
GUNTSVILLE, AL(KERRY JAX-JAX) Amy Grant, S. Red,
B.Vera, Genesis, El DeBarge, S.Robinson.
VALLEY HEAD, AL(CHRIS JAMES-WORX) Frozen.
ANNISTON, AL(CARLA MOORE-WDNG) The Trio, Peter, P&M.
BAY MINETTE, AL(FRED EARLS-WBCA) A.Starr, Banges.
MOBILE, AL(HYATON/GOLDEN-WKRG/FM) No Adds.
SELMA, AL(JOHN ROGERS-WTUN) H.Lewis, Parsons, S.Robinson,
S. Winwood, Air Supply.
CLARKSVILLE, TN(MONTE HAMILTON-WJZM) Aretha/G.M, Genesis,
Kool/Gang, Peter, P&M, A.Starr, Banges, Restless H, M.Ikeward, Paul
Simon, C. Crisis, B.Vera.
CHATTANOOGA, TN(GARY MAC-WGOW) Burns Sis., Restless H,
Kool/Gang, Aretha/G.M.
OXFORD, MS(DAVID KELLUM-J107) B. Vera, S.Robinson, K.Loggins,
S.Mendes, El DeBarge.
PADUCAH, KY(CHARLIE RIVERS-WKYX) S. Winwood, B.Vera,
Aretha/G.M, S. Red.
SHREVEPORT, LA(JEFF EDMAN-KVXI/FM) Daryl Hall, S. Winwood,
S.Murdock, A.Starr.

MIDWEST

MASON CITY, IA(HARRY O'NEIL-KLSS) Frozen, No Report.
MASON CITY, IA(LAURIE LEE-KRIB) Peter, P&M, S.Murdock, Burns
Sis., Genesis, Sheila E.
MASON CITY, IA(STEVES LOCKER-KGLO) B.Vera, A.Starr, The Trio.
WATERLOO, IA(ROGER DAVIS-WKLO) Aretha/G.M.
CEDAR RAPIDS, IA(CHRISE GAIN-KECRG) M.Govern, Amy Grant,
CEDAR RAPIDS, IA(DENNIS GREEN-WM/FM) Lone Just, R. Cray,
S. Red, S.Robinson, B.Vera.
FOREST LAKE, MN(CATHLEEN CARY-WLX) S.Mendes, M.Scott,
Peter, P&M.
NORTHFIELD, MN(RICH HARRIS-TYK) G.Vannelli, S.Robinson,
El DeBarge, A.Starr, Peter, P&M, S.Mendes, M.Govern.
MINNEAPOLIS, MN(CHUCK KNAPP-KXTP/FM) Starship, B.Willis,
DULUTH, MN(DANN COLLUM-WBEC) The Trio.
ROCHESTER, MN(RICH PETERSON-KROC/AM) Janet Jax.,
ROCHESTER, MN(ALEXSOL/MITCHELL-KEW) Burns Sis.,
Aretha/G.M, Kool/Gang, H.Lewis, G.Vannelli, RFTW.
ALBERT LEA, MN(MIKE WOLFA-TATE) S. Winwood, A.Starr.
LUVERNE, MN(MARTHA MAINE-KQAD) M.Govern, Restless H,
PIPESTONE, MN(BERNIE WIEME-WKOF/FM) Sheila E, Aretha/G.M,
Genesis.


ALEXANDRIA, MN (MIKE LOMMEN-KSTO) B. Raitt, Lou Gramm, P. Young, S. Mendes, Restless H.

ABERDEEN, SD (DAN ZERR-KSDN) No Report, Frozen.

GRAND FORKS, ND (PAUL KERO-KXON) Frosted, No Report, BISMARCK, ND (BRANNAN/HARDT-KFYR) Mik. Howard, Restless H.


ST. JOSEPH, MO (BOB HEATTER-KCST) Jax., Genesis.


LINCOLN, NE (CATHY BLYTLE-KFOR) Restless H.

CENTRAL


MARION, OH (JAN CHAMBERLIN-WDFI) Paul Simon, C. Crew.

MARION, OH (JIM HOWELL-KWNN) A. Starr, K. Loggins, El DeBarge, Parsons.

ARCHBOLD, OH (RICK CONTI-WHFD) A. Starr, Pointers, John Farr, G. Vannelli, S. Robinson, Amy Grant.


ZANESVILLE, OH (PETE PETONIAK-WHIZ) E. Money, Bangles, Aretha/G.M.


DOVER, OH (STEVE KELLY-WJER) G. Vannelli, A. Starr, A. Baker.

SPRINGFIELD, OH (JIM PEARSON-WAZU/FM) No Report, Frozen.

SPRINGFIELD, OH (DALE GRAHAM-WGZ) Kool/Gang, C. Crisis, Restless H.


LOWELL, IN (JIM HOLLY-WZVN) Journey, L. Vandross.

KOKOMO, IN (ALAN WARNER-WOIJ) H. Lewis, Aretha/G.M.

VERSAILLES, IN (DALE M GAVES-WOVR) No Report, Frozen.


EVANSVILLE, IN (CLARK/GAGER-WKDO) Janet Jax., Mccartney, Journey, L. Vandross.

LAFAYETTE, IN (MIKE JOHNSON-WASK) Pointers, S. Robinson, A. Starr.


FLINT, MI (BILL PEARSON-WTRX) S. Mendes, M. Scott, Paul Simon, S. Red, Amy Grant.

LANSING, MI (JACK ROBBINS,WLBS/FM) No Report, Frozen.

KALAMAZOO, MI (TOMMY JOHN-WKML) T. Tuesday, Restless H.

GRAND RAPIDS, MI (KEVIN EWICK-WOOD) Frozen.

PETOSKEY, MI (GEORGE MCINTYRE-WJML) Pointers, Restless H.

GRAYLING, MI (BOB DIMER-WOON/FM) Pointers, K. Loggins, B. Vera, Aretha/G.M.

KENOSHA, WI (TERRY HAVEL-WLP) Genesis, K. Loggins, G. Vannelli, B. Vera.

MILWAUKEE, WI (BETH FAST-WMYK) S. Winwood, S. Mendes.

MILWAUKEE, WI (RCO/SWAPL/WSI) Restless H.

FT. ATKINSON, WI (ROB ANDERSON-WFAM) McCartney.


MADISON, WI (PAT O'NEILL-WMDN) No Report, Frozen.

MADISON, WI (DOUG LANE-WIBA) Aretha/G.M, A. Starr.

BEAVER DAM, WI (STEVE SABATEK-WBEV) Frozen, No Report.

MAUSTON, WI (RANDY McKNIGHT-WJRC) S. Winwood, Sheila E, H. Lewis, Genesis.

REEDSBURG, WI (KEVIN KELLOGG-WREDS) Janet Jax., Restless H.

GREEN BAY, WI (DAVID CAREW-WDUD) Burns Sis., S. Mendes, RFTW.

JOLIET, IL (TED BROWN-WJTFM) Aretha/G.M.


ROCKFORD, IL (JIM REED-KMQ) S. Mendes, S. Winwood, S. Murdock, Genesis.

ROCKFORD, IL (BRILL/GARICA-WROK) G. Abbott.

LA SALLE, IL (JEFF GEESNESS-WJAK) Burns Sis., Aretha/G.M, Restless H.

FREEPORT, IL (JIM DOUGLAS-WFPS) K. Loggins, A. Starr, El DeBarge, S. Vannelli.

PEORIA, IL (DENISE HENLEY-WIRL) Janet Jax.

PEORIA, IL (ROBB WESTABY-WMBD) B. Hornsby.

BLOOMINGTON, IL (ANDREW CAVANNA-WIHN) Restless H, Pointers.

SOUTHWEST

NACOGDOCHES, TX (KURT MANN-KTCB) S. Red, Restless H.

WICHITA FALLS, TX (DAVE LANDRY-KLRT) Restless H, E. Money, McCartney, Crowded H, Starship, K. Rogers.

SONORA, TX (MAX DANGER-KVNN) Frozen, No Report.

HOUSTON, TX (BRUCE NELSON-KNUZ) Burns Sis., G. Abbott, Bangles, Pointers.

HOUSTON, TX (SCARCEBOROUGH-MATT-KLTR) Jets.

DEL RIO, TX (PAUL KALLINGER-KDLK) K. Loggins, S. Robinson, G. Vannelli, B. Vera.


ODESSA/MIDLAND, TX (JOHN ROMAN-KOIP) E. Money, S. Murdock, Burns Sis.

PHOENIX, AZ (SAM CHURCH-KKLT) Daryl Hall, Jermaine J.

YUMA, AZ (JOHN SCHOFIELD-KYXY) A. Starr, B. Raitt, G. Abbott.

SEDONA, AZ (RANDY MAHANNAH-KNDY) G. Abbott, The Trio, Restless H.

ALBUQUERQUE, NM (SUZAN BRADLEY-KOB/FM) T. Turner, H. Lewis, Genesis.

GALLUP, NM (ERIC ALLEN-KKOR) A. Starr, Kool/Gang.

SANTA FE, NM (SKIP ONIEL-KSVF) Burns Sis., Sheila E, C. Crisis, Pointers, S. Mendes, Mik. Howard.

LAS CRUCES, NM (PAM HOPPER-KUAM) Glass Tigr, Daryl Hall, S. Winwood, Starship, S. Mendes.

ROCKY MOUNTAIN


HAVRE, MT (DAVID LEEDS-KOJM) Pointers, Genesis, S. Mendes.


MISSOULA, MT (RICK SANDERS-KLCY) Frozen.

HAMILTON, MT (STEVE FULLERTON-KLYQ/FM) S. Mendes, Paul Simon, G. Vannelli, K. Loggins, G. Vera.


BOULDER, CO (JEFFREY GOODWIN-KBOL) Pointers, S. Mendes, Bangles.


COLORADO SPRINGS, CO (JOHN T. HOWARD-KVUJ) S. Winwood, Kool/Gang, Aretha/G.M.

PUEBLO, CO (RIP AVINA-KDZA) Frozen, No Report.
A/C ADDS

BURNLEY/REDDING, CA (JIM LEE-KARZ) L Vandross, Starship, McCartney.
SUSANVILLE, CA (HARDWAY/CRAGS-KSUE) E. Money, Bruce Sp., Pretenders, P. Cetera, Bangles, S. Murdock.

NORTHWEST

THE DALLES, OR (KEVIN MALCOLM-KMCQ) M McGovern, Lightfoot.
PORTLAND, OR (SCOTT TOM-KGW) Aretha/G.M., Restless H, Sheila E.
CORVALLIS, OR (P. J. EMMERSON-KLOO/AM) Aretha/G.M., Genesis.
MEDFORD, OR (JIM ZINN-KFMR) A. Starr, G. Vannelli, Starship, B. Willis.
MEDFORD, OR (CARLIE KIRK-KYJG) S Robinson, S. Red, E. DeBarge, B. Vera, A. Starr.
KLAMATH FALLS, OR (KATIE McGEE-KKRB) Frozen, No Report.
WARM SPRES, OR (SCOTT FREE-KWJS/FM) Genesis, M. Howard, S. Winwood, Sheila E.
AUBURN, WA (CARL SAWYER-KASY) A. Starr, M. Scott, S. Mendes, M. Howard, G. Vannelli.
MOUNT VERNON, WA (MIKE HARTMAN-KBRC) Frozen.
OAK HARBOR, WA (DAVID BOWDEN-KID) Burns Sis., A. Starr, G. Vannelli, The Trio.
OLYMPIA, WA (DICK PUST-KGY) A. Starr, E. DeBarge, Amy Grant, The Trio, D. Price.
ABERDEEN, WA (RYHYS DAVIS-KXRO) Aretha/G.M., Burns Sis., RFTW, A. Starr.
CENTRALIA, WA (WJUN KNUTSON-KELA) A. Starr, M. Howard, Starship.

KEANS/LONGVIEW, WA (RAY BARTLEY-KLOG) Genesis, Restless H.

YAKIMA, WA (ROGER CLARK-KIT) A. Starr.
YAKIMA, WA (FRED TAYLOR-KMIX) K. Loggins.
TRI-CITIES, WA (BILL TEMPLETON-KALE) Frozen.
ANCHORAGE, AK (CARTER B.-KFOO) S. Murdock, M. Mendes, The Trio, Restless H, Starship, S. Winwood.
ANCHORAGE, AK (GREG WILKINSON-KKLV/FM) B. Vera, S. Red, E. DeBarge, S. Robinson, Amy Grant, K. G.
SOLDOTNA, AK (MCCARTNEY/PRESTON-KCSY) A. Starr, Pointers, Bangles.
VANCOUVER, BC (PAUL MCKNIGHT-1040 AM) Sheila E., RFTW, Aretha/G.M.

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Martinsburg, WV 25401
(304) 263-8869

Jeff Batten, WMMN RADIO - 1028 First Avenue
Montgomery, WV 25136
(304) 442-9555

BIRTHDAYS

Our Best Wishes and HAPPY BIRTHDAY To:

Stan Tompkins, WTOY-Roanoke, VA 3/1
Dave Goldman, KEY-P-Tyler, TX 3/1
Roger Daltrey, Harry Belafonte, Sonny James, Jim Ed Brown 3/1
Jim Reed, WKMG Rockford, IL 3/2
Chuck Anthony, WLGM-Logan, OH 3/2
Mark Christiansen, KCPX/FM-Salt Lake City, UT 3/2
George Benson, Lou Reed 3/2
Gary Weiler, WBILZ-Cincinnati, OH 3/3
Patrick Shumake, WLBB-Carrollton, GA 3/3
John Bettancourt, KEEN-San Jose, CA 3/3
Bob James, WCHV-Charlottesville, VA 3/3
Bobby Womack, Chris Squier (Yes) 3/4
Andy Gibb, Eddy Grant 3/5
John Edwards, KROU-Laramie, WY 3/6
David Gilmour, Kiki Dee 3/6
Phillip Rauls, EMI America 3/7
Pete Wolf 3/7

the GAVIN REPORT/February 27, 1987

www.americanradiohistory.com
PETER GABRIEL
Peter has asked video outlets to stop airing his "Sledgehammer" and "Big Time" clips after March 31st to avoid overexposure!

KRIS KRISTOFFERSON
Way back in 1958 he won a Rhodes Scholarship to attend Oxford University where he received a degree in English.

DAVID BOWIE
"When The Wind Blows," an animated feature film about nuclear holocaust, is about to be released, with the title song recorded by David Bowie and a score by Pink Floyd's Roger Waters.

JOAN JETT
Her acting debut occurred in 1980. The film, "We're All Crazy Now," was based on the brief career of her first band, The Runaways.

JULIAN COPE
He's the former lead singer of the group Teardrop Explodes.

CHARLEY PRIDE
After decades of recording with RCA, Charley has signed with 16th Avenue Records, re-uniting him with longtime producer Jerry Bradley, now General Manager of Opryland Music Group.

EDDIE MONEY
Nine years ago this month he released his first album. It included his earliest hits, "Baby Hold On" and "Two Tickets To Paradise."

A-HA
They opened their first tour at Expo '86 in Vancouver just six hours after doctors performed emergency surgery on lead singer Marten Harket's throat.

NATALIE COLE
She has signed with Manhattan Records and will release "When I Fall In Love," a song once recorded by her father, Nat King Cole.

RUSS TAFF
He was once a member of the contemporary Christian group, The Imperials. He has won a Grammy and a Dove Award (for Male Vocalist Of The Year).

SIOUXSIE & THE BANSHEES
Siouxsie Sioux is actually Susan Dallion, a native of Chislehurst, England.

THE SHOOTERS

ALAN PARSONS
He was the engineer on two of the most famous albums in history, The Beatles' "Abbey Road" and Pink Floyd's "Dark Side Of The Moon."
re-birth of the blues
by Kent Zimmerman
Five years ago, things weren't looking good for blues musicians. As the guitar-oriented seventies faded, some veterans began drifting back into the obscurity they'd endured or off to the British blues revival of the late sixties. Worse yet, few young blues artists were coming up through the ranks to rejuvenate the medium.

Then a strange thing happened.

In the middle of the techno-pop revolution, twelve-bar, back-to-the-bone blues and blues-based rock made a resurgence. Robert "Young Bob" Cray and his band went Top Five on the Album Radio charts, and stayed there for months. After a decade of knocking about, the Fabulous Thunderbirds are solid gold, approaching platinum. Stevie Ray Vaughan (whose brother, Jimmie, is lead guitarist for the T-Birds) has seen his popularity spread around the world. Los Lobos and the Georgia Satellites are big airplay and sales favorites.

Even more encouraging, the traditional blues infrastructure is thriving. Independent, blues-oriented labels are finding a receptive market. The classic Chess blues catalogue has been spiffed up, remastered, and re-released. "There is a pendulum that swings back and forth in support of American blues-rock or blues-based music, as opposed to a lighter, European-based pop," says Mindy Giles of Chicago-based Alligator Records, founded in 1971 with a slogan of "Genuine Houserockin' Music."

"I play a roots music that just keeps coming back around," says Alligator artist Lonnie Mack. "It's had its high spots and its low points, just like life. Alligator kept this whole scene alive and hung in there when nobody else was interested."

Mack has noticed the upswing. "A lot of young people are turned on to blues thanks to Stevie and the T-Birds and people like that. We get a wide range of age groups. It's nice to see the young people-like my kid-ve got a fourteen-year-old boy who's starting to dig on the music I grew up on."

"The downside of blues lately is the lack of recognition, and people not getting the chance to work like they need to," says Stevie Ray Vaughan. "There was a lot in the acceptance of blues. But the music's always been there. Hopefully we're doing things to get these people some recognition back."

Cray agrees: "The problem isn't capturing blues on vinyl. The problem is trying to make an album on a cheap budget. A lot of blues bands don't get a lot of money to record their records."

Cray's first taste of national exposure came as the bass player for Otis Day & the Knights in the 1980 movie 'Animal House.' Although Cray's appearance with John Belushi did attract attention, its impact was, in Cray's words, "a little blow out of proportion." The same year, the Cray Band released one LP on EMI in 1980 on the Tomato label (since reissued by Atlantic). After recording another LP, issued only in Japan, Cray signed with Hightone Records, a small label based in Alameda outside Oakland, California. Founded by Larry Slovin, Bruce Bromberg and Dennis Waller. Working out of Slovin's home, the three released a couple of Cray albums, Bad Influence and False Accusations, and pieced together domestic distribution and first national licensing agreements. Impressively, Hightone moved 10,000 copies of Bad Influence, enough to build a respectable base of fans. The next LP was unleashed onto an international legion of hungry admirers.

Our European following started in 1984, when Bad Influence was released independently in Belgium, Finland, Germany and England. We got a lot of airplay because people over there love lots of blues and jazz," says Cray.

One of the key licensing agreements-Hightone negotiated was with Demon Records in England.

"I've built the base that gettng everything going," Slovin recollects.

"Without airplay in the United States, Cray found himself with a number-one independent record in the U.K. and admirers of the caliber of Keith Richards, Phil Collins, Vito-Jagger and Eric Clapton.

"I've even seen that in many cases? Slovin asks, "It seems that the English are always looking for the next thing from America, and the same is true in reverse."

Many American blues artists have an extensive European following. Stevie Ray Vaughan was twice invited to the prestigious Montreaux Jazz Festival.

"The first time, we had a lot of fun, though we weren't sure how we were accepted. The way the hall is set up, the crowd can be as loud as you are. If there are two or three people booping, it sounds like a hundred. We thought we had gotten booted off the stage. Come to find out, there were about four people in the middle that didn't like us. I guess it was because they were sitting in front of my amp. The second time, we cut some of the stuff off this new album. There were a lot more people and it was a bit easier to deal with."

"Stevie helped us with the rebirth of the so-called roots movement we see today," says Michael Caplen of Epic Records' A&R department. "Being a pyrotechnic guitar player, it was easy to go..."
Radio interested. At the time, people were searching for a new guitar hero just as Album Radio was reversiong to its classic roots.

Citing acts like Gregg Allman and Georgia Satellites, Caplan admits, "We couldn’t have signed acts like those five years ago.'

Cray’s battle was more uphill. “We worked False Accusations and got on about fifty Album stations, but it was real drudgery," Slaven recalls. Finally, critical acclaim did begin piling in, including a rave review from, of all places, *Newsweek*. Offers from major labels were slower to materialize.

"We started Strong Persuader in January of 1986 and didn’t strike a deal with PolyGram until April," Cray remembers. "But ever since, things have gone crazy. You know, I’ve always had a feeling there was room for us.

PolyGram has been filling in the picture internationally by plugging up whatever distribution holes existed across Europe. Yet Hiottone still enjoys its status.

"I value my independence very much," says Slaven "I don’t want to be a production company for major labels. We want to make records, controlling them ourselves."

Does that have anything to do with a line in Cray’s “Nothing But A Woman”—about not caring if “a boat load of lawyers just sank”? "That line seemed appropriate at the time," Cray laughs.

Another successful independent is Alligator Records, founded by Bruce Iglaur while he was working in the warehouse of Delmark Records as a shipping clerk. Iglaur decided to take the late, legendary slide boogie player Hound Dog Taylor into the recording studio. Those sessions became the first Alligator release. Additional projects by Big Walter Horton, Carey Bell, Son Seals, Fenton Robinson and Koko Taylor soon turned Alligator from a part-time hobby into a full-blown catalogue. In 1986, Alligator’s best-seller was its Showdown album with Albert Collins, Johnny Copeland and Robert Cray.

"The immense popularity of Albert Collins was a major turning point," says Giles, "Bringing into some roots rock blues acts like Johnny Winter, Lonnie Mack and Roy Buchanan was also a turning point for the label."

Today, Giles describes Alligator as "fiercely aggressive, but learning and growing." As for the definition of 'houserockin’" she says, "It’s the spirit of the music. Hound Dog Taylor felt he rocked the blues. It’s just blues. That’s too limiting. That’s why we still use that phrase to describe the depth of the music. It’s roots rock and lots of different kinds of blues with elements of country, gospel, rockabilly and straight-ahead rock n roll."

Collins began his association with the label in 1978. He has since become one of their most popular artists. "My career has picked up quite a lot since being with Alligator," he notes.

The Showdown album with Johnny Copeland and Robert Cray was originally going to be a Texas guitar album. I suggested Johnny Copeland, Gatemouth Brown and myself. Gatemouth was on tour. He couldn’t make it, so we used Robert Cray as guest because I worked with him three years back. Johnny is from Texas.

"It didn’t take too long to do the album because everyone felt each other. We all felt each other with our guitars. I felt good because we each had our own styles."

One of his strangest sessions was playing with David Bowie on the soundtrack for "Labyrinth."

"I was in Toronto when Bruce Iglaur called me to tell me that David Bowie wanted me to overdub on some soundtrack. I said, ‘You gotta be kidding. I thought he was pulling my leg. I went to New York and they were serious. Bowie and I hit it off well. He made me feel welcome. I was comfortable around him."

Last year also saw Collins playing Carnegie Hall, the Apollo Theater, and in front of the biggest audience in rock n roll history—the Live Aid Concert.

"George Thorogood asked me, ‘Are you scared, man?’ I said, ‘Yes’. He said, ‘I am, too.’ I looked out and saw 100,000 people. I got shook up. I was shakin’."

Steve Ray Vaughan’s guitar leads have also shown up on some unlikely sessions.

"I was doing a session with Texas Marie when I went straight over and did a session with Jennifer Warnes (‘First We Take Manhattan’). Did they use the wah-wah track? I haven’t heard it yet. I was also at a party in New York. It was my birthday. A friend of mine asked if I wanted to play on a James Brown tune. It was about three in the morning. We unloaded my stuff, went over to the studio, set up and had a blast on ‘Living In America.’ From what I understand, there are seven different mixes and they used different pieces of it."

But for mainstream influence on his guitar playing, Steve Ray Vaughan says, ‘Chess Records is my foundation."

Chess was the brainchild of two brothers, Leonard and Phil Chess. Their roster of labels—Chess, Checker, Argo, Cadet and Cadet Concept—represents the cream of blues, gospel, R&B and historic rock n roll. Their releases by Muddy Waters, Howlin’ Wolf, Little Walter, Bo Diddley and Etta James are timeless examples of the roots of much of today’s music.

Surprisingly, Chess’ total output included about 25,000 masters. Over the past fifteen years, ownership of the label’s tapes changed hands from the Chess brothers to GRT in 1967. After GRT folded, the tapes went to All Platinum, then to Sugar Hill. Since 1985, the distributor and owner of Chess has been MCA, which is currently и aggressively reissuing them.

MCA has always been a catalogue-oriented company. They pride themselves on that fact. During the recession years of 1979-1981, when companies weren’t selling much new product, MCA managed to turn a profit because it had accumulated vast and valuable catalogues," says Bruce Resnikoff, MCA’s Director of Special Marketing and Products. "We honestly believe the release of certain classic catalogue music is every bit as important as the release of new product.

With Chess, we were concerned about the public not having access to these recordings. So many of the masters haven’t been released in the United States since their initial issue. An entire generation has missed most of this music.

Among the Chess music reassued at the low list price of $4.98 ($8.98 for doubles) are classic albums such as Howlin’ Wolf’s ‘Moanin’ in The Moonlight,’ ‘The Best Of Little Walter,’ ‘Bo Diddley’ and ‘Muddy Waters Sings Big Bill Broonzy,’ all freshly remastered and packaged in original artwork.

"Let me stress that the low price is in no way a reflection of the quality of the pressings," says Resnikoff. "There’s a temptation to get as much out there as quickly as possible for profit reasons. More important, though, we view this catalogue as something to be worked with during an entire lifetime.

Along with the classic catalogue, MCA also inherited a maze of contractual agreements that have changed hands between artists and publishers over the passage of decades.

"Obviously we can’t account for what happened in the past prior to the time we owned the catalogue," Resnikoff says. "The feedback I’ve gotten, which is important to me, comes from surviving artists and the estates of the deceased. They are glad the catalogue is in the hands of a major record company that honors its agreements and properly accounts to publishers and artists.

"I’ve discussed this personally with Chuck Berry, who has received royalties. Chuck and his representatives have been very pleased, as have the publishers. This venture doesn’t solely represent an effort to put money in the pockets of MCA.”

"Just remember, we’re still a growing company. We are not going to milk this thing to make a quick buck.”
ROBERT CRAY--the strong persuader

His latest album, Strong Persuader, is Robert Cray's first experience in making an album on a major-label budget. So far, the experiment is exploring. But, outside of bringing in prominent remix engineer Jeff Hendrickson to spruce up a few tracks, Strong Persuader uses the same team Robert Cray has been working with since 1978.

"I met (producers) Bruce Bromberg and Dennis Walker in 1977. We recorded together for the first time in 1978. As for the band, every change that's been made is a result of the guys leaving on their own. The horn players left because they were tired of traveling across the country. We just never replaced them or the harp player. Right now it's a real comfortable situation with only four people in the band." The lineup now includes longtime bassist Richard Cousins, keyboardist Peter Boe and drummer David Olson.

Part of Robert Cray's appeal is that, as a vocalist, he is so believable.

"There are true stories on Strong Persuader," he says. "They're all things that happened to somebody. They're stories that deal with cheating and sneaking around, things people don't like to talk about, but things that happen all the time."

Those tales of infidelity and deceit lurk behind traditional blues licks, chord changes and R&B horn lines delivered by the Memphis Horns.

"I believe in the economy of notes," says Cray. "It's like a conversation. Some people can talk, getting their point across using a lot of big words. Some people talk tough, which is like playing loud. The secret is really doing what you love and doing it for a living. I love playing guitar."

What about Eric Clapton's version of 'Bad Influence'? 

"I was flattered that someone cut a version of one of our songs. I like his version. He did something with it that we were told should have done when we first cut it—that is, put a beginning on it and tag it at the end. Clapton changed 'Bad Influence' into a shuffle, and I thought that was interesting."  

ALBERT COLLINS

and his tasty freeze

"I originally came from Houston. My influences were T-Bone Walker, B.B. King and Guitar Slim. The biggest influence when I first started to play was John Lee Hooker and that tune, 'Boogie Chillun.' That's the first song I learned to play on my guitar. John Lee has always been my idol." 

That statement puts Albert Collins somewhere between being a third and fourth generation American bluesman. Though currently on a hot streak, Albert Collins is best known for his deep-freeze guitar playing, earning him the nickname Albert 'Freeze' Collins.

"A friend of mine played bass with me in the early 60's. One night we were playing in a little town called Corpus Christi. I was on my way back to Houston and it started raining. My windshield fogged up. He asked, "Why don't you turn your defroster on?" I got to thinking about that and I started looking at the dashboard of my car. So I wrote a tune called 'Freeze' and then a tune called 'Defroster' and then 'Frosted.' People would say, 'We're gonna keep you in the icebox.' I had that name Albert 'Freeze' Collins. I made that my trademark."

The rise of Albert Collins stems from the fact that, as a guitarist, his roots lie in Texas blues, but his heart glows with "firepower."

"Texas blues usually consisted of adding a horn player, a reed section or an organist. Chicago blues had side guitar players and harmonica players. We didn't have that coming out of Texas. You didn't hear too many harmonica players or slide players like Elmore James coming out of Texas."

"When I first played nightclubs, I had nine pieces in my band. I was raised around jazz musicians out of Texas. I now have seven with me since moving to the West Coast."

"I play blues and I've lived them, but I put myself in the audience's place. They come to see a show. That's why I like to use some firepower with my blues. I hear a lot of guys play blues so slow all night long. That's boring, man. If you're playing for a young audience, they wanna move. That's what I've been working on, more of a rock blues."

STEVIE RAY VAUGHAN--the blues' favorite son

Having shed some hard-living habits, Stevie Ray Vaughan is a new man—clean-headed, modest and likable. He is also extremely blues-literate, influenced by a myriad of legends. He rattles off a list of favorites and influences without hesitation:

"Albert King, Buddy Guy, Freddie King, B.B. King, Hubert Sumlin, Albert Collins, Johnny Guitar Watson, Earl King, Robert Cray—then there's my brother, of course. He's the biggest one there is."

His most obscure influence?

"Foi Hoopi. He's not necessarily a blues player. He was the first of the Hawaiian steel guitarists that I know of."

If his memory serves him well, the blues bug bit Stevie Ray Vaughan at the tender age of eleven.

"God, it must have been 1963. That's when Lonnie Mack came out with The Wham Of The Memphis Man. That was the very first record I ever bought. Lemme see, the first picture of (brother) Jimmie and me playing together was March of 1963. Jimmie probably brought me in contact with the blues first."

Stevie Ray followed in the footsteps of Lonnie Mack and later Johnny Winter by combining the spirit of Texas and Chicago blues with late-fifties R&B, Country and rock.

"What I play comes from blues and rhythm and blues, like Hank Ballard. A lot of Hank Ballard's guitar parts were really wild. I guess I'm influenced by that kind of rock n roll. As far as straight blues, I can play that, too."

Stevie Ray bears the scars of the physical wear and tear of his trade, having literally played his fingers down to the bone.

"A lot of times my guitar is traveling with my equipment in a different truck, which is just as well, the way we've been working so much lately. I use such heavy-gauge strings, I end up having to glue the ends of my fingers back together. The stuff I use was invented during the Korean War. It's called Instant Suture. If I tear my finger, I glue it back together by putting a patch right on the tip of my finger. Then I file it down a little bit to smooth it out. It's basically just a skin graft."
KENNY LOGGINS
"MEET ME HALF WAY"
WILL GO ALL THE WAY.
BRAND NEW!
GAVIN TOP 40: 59/57
GAVIN A/C: 27/27

THE BANGLES
"WALKING DOWN YOUR STREET"
HAS EVERYTHING YOU REQUIRE FROM A HIT RECORD:
MAJOR MARKET AIRPLAY, TOP 10 LP SALES,
IMMEDIATE REQUESTS
GAVIN TOP 40: 40*-26* 241/41
GAVIN A/C RECORD TO WATCH

GREGORY ABBOTT
"I GOT THE FEELIN' (IT'S OVER)"
THREE FORMATS STRONG
GAVIN URBAN CONTEMPORARY: 28*-25*
GAVIN TOP 40: 78/12  UP & COMING
GAVIN A/C: 76/22 ACTION SIDES

COLIN JAMES HAY
"HOLD ME"
YOU AND YOUR AUDIENCE KNOW THIS SOUND FROM MULTIPLE HITS,
FROM MEN AT WORK; IT WORKED FOR YOU BEFORE AND WILL WORK
FOR YOU AGAIN!
GAVIN ALBUM CHART: #20
GAVIN TOP 40: UP & COMING
KIYS  KZFN  KTRS  KZU  OK95  KTMT  KMJK  WXXX  WNYZ  106X  99KG

BURNS SISTERS BAND
"LISTEN TO THE BEAT OF A HEART"
COLUMBIA BELIEVES!
GAVIN A/C 25*-21* 131/22
67% A/C HIT FACTOR
GAVIN TOP 40: 84/6
HI PSWAY
"THE HONEYTHIEF"
BIG BREAKOUT WEEK!
GAVIN TOP 40: 28*-25* 212/10
25% TOP 40 HIT FACTOR IN 8 WEEKS!
GAVIN ALBUM DEBUT: 38*

PATTY SMYTH
"NEVER ENOUGH"
SECOND WEEK IN-A-ROW OF MAJOR RADIO ACTION.
GAVIN TOP 40: UP & COMING 113/44
GAVIN ALBUM CHART: 39*-35*

SAMMY HAGAR
"WINNER TAKES IT ALL"
WINNING OVER BIG NUMBERS AT RADIO
GAVIN TOP 40: 120 STATIONS STRONG!
GAVIN ALBUM CHART: 23*-18*

THE PSYCHEDELIC FURS
"HEARTBREAK BEAT"
YOUR NIGHT-TIME 12-18 AUDIENCE LOVES THIS BAND;
CHECK YOUR SALES
GAVIN ALBUM CHART: 16*-11*
MAJOR OUT-OF-THE-BOX RETAIL SALES!
93Q KIIS/FM WMMS KDWB KITS/FM 14-9

SANTANA
"VERACRUZ"
TOP 20 BREAKOUT AT A.O.R.
GAVIN TOP 40: DEBUT UP & COMING
25/12
GAVIN ALBUM CHART: 11*-5*
"a hootenanny wingding, daddy-o of a good time"

Featuring
"Turn Me Round"
"High Time For A Detour"
"Diet Of Strange Places"
"Got The Bull By The Horns"
"Watch Your Step Polka"
"Rose Garden"
"Tune Into My Wave"
"Angel With A Lariat"
"Pay Dirt"
"Three Cigarettes In An Ashtray"

K.d. lang

and the reclines

Angel With A Lariat
The new album
Produced by Dave Edmunds

Photograph: Victoria Pearson
The Beatles Compact Discs (Capitol)

During the last ten years, Beatlemania has shown signs of activity and reanimation. Singles were reissued, best-of records were assembled and the albums were repackage into their original European configurations. None of these re-births compares with the excitement generated from the issue of these CDs. The first four CDs represent the first chapter of the Fab Four's indelible mark on our music. Please Please Me through A Hard Day's Night traces the original flash and exuberance, but it's Beatles For Sale that first reveals the sour effects of hit-slingedom and constant touring. Songs like "I'm A Loser," "Baby's In Black" and "Everybody's Trying To Be My Baby" were signs of things to come: the maturation and redefinition of rock n roll as a sounding board. Dig the original mono mixes. I'm ready for round two when the brew really gets serious.

"Love Remvnel Machine"/"All We Need (Blues)"-The Cult (Sire)
The Cult rock like a bitch, but they always have. Their last LP ("Rain" comes to mind) featured a lot of chainsaw and ride cymbal. This two-track taste tips the balance away from paisley love songs, in a more rockin', bluesy direction. A bottom-line 60s influence is still intact. Produced by rap/metal madman Rick Rubin, The Cult put the death back into their music, recalling the scruff of their earlier recordings.

"Whatever It Takes"-The Neville Brothers (EMI America)
The Neville Brothers, New Orleans' favorite sons, have given us hours of pleasure both live and on record. Wouldn't it be great for this generation of radio/music folk to dig into their magic? This is the Neville's first step back into the 80's national limelight. The LP was produced by Jim Gaines, the man who helped sculpt Huey's studio sound. For an even more complete story, dip into the fine repackage history of this sensational band just put out by the Rhino guys.

Gavin Album Frontline

KROQ have been getting nibbles on this record from curious listeners. One listen and you'll be scratching your cranium as well. A most unusual, groundbreaking single.

Brighter Than A Thousand Suns-Killing Joke (Virgin)
One of Britain's most intense cult bands make their first concerted effort to crack America.

Brighter Than A Thousand Suns is Killing Joke's clearest shot at reaching a receptive U.S. audience. Like the Furs, KJ chose to utilize Chris Kimsey, a producer whose role seems to be readying English bands for airplay without losing their edge-cutting qualities. Killing Joke are relentless and hard-hitting. Their music features elegant strains of thunder as heard on trax like "Sanity" and "Adorations." Further down the road, "Love Of The Masses" and "Wintergardens" should meet the approval of intermediate fans who navigate the Alternative horizons.

Wishes-Jon Butcher (Capitol)
Lesser folks would have given up on Jon Butcher. Wishes no doubt made a few folks glad they didn't. It is a well cultivated collection of tunes and tunes. In almost every aspect, Butcher reminds me of the late great Phil Lynott. Like Lynott, Butcher's music benefits from an undertow of sly guitar work and impassioned, but controlled singing. What we have here is a righteous blend of subtlety and attitude. My faves include the excellent title track, "Wishes," alongside "Living For Tomorrow," the Mideastern "Holy Wars" and the current single, "Goodbye Saving Grace."

K. D. Lang and the Reclines (Warner Bros.)
Some of last year's best album music came from country music's rowdier side, i.e. Dwight Yoakam, Steve Earle and Randy Travis. An act that corralled our attention this week is K. D. Lang and her Reclines. K. D. has a crystal voice. The fiddler player plays like his bow is aire. Multitod highlights include "Turn Me Around," "Rose Garden," "Watch Your Step Polka" and "Three Cigarettes In An Ashtray."

"1 Might Lie"-Andy Taylor (MCA)
Andy Taylor's solo career gets off to a jump with "1 Might Lie." This is a hard-rockin' entry that makes it practically impossible to believe this guy once picked with Duran Duran. Raunchy stuff.
Join America’s Music Breakers and analyze realistic strategies of New Artist Discovery, Development and Marketing.

There are many ways to break a new artist in 1987! And CMJ Music Marathon will tell you how.

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My 2 Cents

Sing a song of America...check it out. Four out of five Gavin Album Top Flyers are Yanks. I'm referring to chartoppers Los Lobos, the up and coming Mr. Badass Gregg Allman, the solo Lou Gramm and Santana. Santana's teaming up with Buddy Miles is going over strong with Gavin Album reporters, 25-11-5. If your lovelife is suffering, read this week's Blues story and listen to Robert Cray's "Right Next Door." That's the track that Album Radio is taking a hard look at. It's also the track that mentions the album's title, Strong Persuader. Just below Robert is Julian Cope, who played his first American gigs recently. Julian just barely held onto his underline. Once his LP sees the light of day, expect to hear excitement over a track titled "Trampoline." So far, Paul Simon's "bubble" is yet burst. His controversial album Graceoland not only snared a Grammy, but his "Boy In The Bubble"is enabling radio to play catch-up. The success of this track is enabling quite a few folks to save face after not giving the album a stronger airplay break. As for the controversy, it's hard to ignore the fact that the black musicians union voted in favor of working with Simon prior to his even starting the project. Anyway, Simon and the UN have reached an accord, so it's now water under the bridge over troubled waters. Peter Wolf is Certified, jumping an amazing 32-13. The Furs stand on the horizon of going Top Ten, 31-16-11. Crowded House just packed a couple of club dates in our area. Be careful. These men have themselves a hit single. Both the Over The Top and the Light Of Day soundtracks still continue to make healthy progress.
THE WORLD CRUSADE OVERTAKES AMERICA

THE MISSION

A TASTE OF GODS OWN MEDICINE

ALREADY ON:

WXRT WLRW WHFS KTCL KUSF
WUSC KROQ KRQW WXXP KJET
WRVU WWVU CFNY KABL WOXY
WRAS WXCI AND MANY MORE!

EXTENDED REMIX OF "WASTELAND" IS ON YOUR DESK WITH LIVE B-SIDE

Manufactured and Marketed by PolyGram Records

www.americanradiohistory.com
### Alternative Chart

**February 27, 1987**

**Certified**

<table>
<thead>
<tr>
<th>2W</th>
<th>5.</th>
<th>1.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>PSYCHEDELIC FURS (COLUMBIA) &quot;BEAT&quot;</td>
<td>&quot;SHADOW&quot;</td>
</tr>
</tbody>
</table>

**Most Added**

1. Brighter Than A Thousand Suns-KILLING JOKE (Virgin)  
2. All Fools Day-THE SAINTS (TVT)  
3. Chris Isaak-CHRIS ISAAK (Warner Bros.)  
4. Rank And File-RANK AND FILE (Rhino)

**Import Indie**

- BREAKING CIRCUS (Homestead) "South"  
- CREEPERS (Last Time Round) "Fire"  
- UPS & DOWNS (What Goes On) "Kind"  
- WIRE (Mute) "Snakes"  
- WAXING POETICS (Emergo) "Sushi"  
- MINUTEMEN (SST) "Picnic"  
- THE FALL (Beggars Banquet-12) "Sinister"  
- DRIVIN' N CRYIN' (1988) "Bacon"  
- GOLDEN PALOMINOS (Celluloid) "Diamond"  
- CAMPER VAN BEETHOVEN (PAT/R.T.) "Good In Pursuit (MTM) "Only"  
- FRONT 242 (Wax Trax) "Unusual"  
- OTHER BRIGHT COLORS (Blue Mold) "Time"

**Alternative Action**

In 1982, when we debuted the Alternative chart in the Gavin Report the Psychedelic Furs were our first #1 record. Almost five years later, the Furs are again number one, pole-vaulting over four albums in one week. The margin is slight but the momentum is strong. The remainder of our top ten is relatively inactive, but look out for next week as 12 of the 15 following records are underlined.

Thanks to all of you who attended our 2nd Annual Gavin Seminar. Check out Chinwag (page 13) for a run-down on the events that transpired last weekend. One important conclusion that came out of the Alternative format meeting was that while music selection is important, the station can make an even greater impact by paying more attention to the overall programming. It was a pleasure to listen to seasoned commercial Alternative radio people and up-and-coming college radio programmers sharing their ideas and philosophies. The most gratifying experience for me at the Seminar was the spirit of camaraderie among those in the Alternative music market, whether in Seminar meetings, the Award luncheon or in the nightclubs.

Thanks to those of you who made it happen and we'll see you again in 1988.

**Chartbound**

- **THIN WHITE ROPE** (Frontier) "Wire"  
- **ATHENS, GA-INSIDE OUT** (IRS) "Swan"  
- **FLESH FOR LULU** (Beggars Banquet) "Idle"  
- **PSEUDO ECHO (RCA) "Dream"**  
- **CHRIS ISAAK (Warner Bros.) "Owe" "Fade"**  
- **COLIN NEWMAN (Enigma) "But"**  
- **SQUIRREL BAIT (Homestead) "Kick"**  
- **RANK & FILE (Rhino) "Book"**  
- **DRAMARAMA (Questionmark) "Anything"**  
- **THE SMITHS (Rough Trade UK) "Shoplifters"**  
- **KILLING JOKE (Virgin) "Sanity"**  
- **LOREI BROS. (Profile) "Say"**  
- **HEAVEN 17 (Virgin) "Contenders"**

**Spotlight LP**

"I'm An Adult Now" THE PURSUIT OF HAPINESS (TPCH-12)

The folks at CFNY in Toronto turned me onto this unrefined Canadian pop-rock band that are presently drawing maximum airplay at the station. The band's greatest strength lies in blending of lead and background vocal harmonies. "I'm An Adult Now" is outstanding, with the aforementioned vocal melodies, popping snare-drums and slicing guitar chords (a la March Violets). The strong B-side, "She's So Young," shows a lighter side of the TPOH with vocals playing an even larger role.

*Shoot The Moon-HARD RAIN (Darz)*

If you're into Winter Hours or Pure Joy, you'll love Hard Rain. Lead vocalist Patrick Winningham's remarkable writing skills provide the continuity for Hard Rain's debut album, "Shoot The Moon." Winningham writes a string of songs that should creep onto the playlists of many adventurous commercial programmers. "Tori Anytime," "Barbed Wire," "What's Become Of You," and "Kingdom Come" are honest songs without any cute gimmicks. The production and mixing on this independent project is impressive throughout the album, especially on my favorite track, "No Matter What It Takes." Call Andy Scott @ 415-821-4017

WHITE RIVER JCT, VT
CHARLIE TURNER-WXKE 802-295-3093
A COREY KEVIN-WXCI 203-792-8666
LONG BRANCH NJ
JO Y CROSSIN-WMJS 201-222-1771
OVER. N."
Fungus Brains, Cornflake Zoo, Swing Out Sister, Cool Moe Dee, Psych.Furs, Front 242, A.C. Ratio, Pop Will...  

**STONYBROOK, NY**  
WENDY HAWKS-WUSB 516-632-5000  
**ADDs:** Hugh Masekela, Jandek, Fad Gadget, Daquita D’Rivera, Fade To Gray, Roomful of Blues, MAX: Husker Du, Psych.Furs, Siouxsie & Brian, XTC, C. Crisis, Ko G. Cr, Microscope Sect., Billy Bragg, Dave Brubeck, Los Lobos, Concrete/Mod.  

**ALBANY, NY**  
ANDY SKIRBINS-WCBS 518-442-5262  

**BUFFALO, NY**  
ADAMS-LENGLEY-WNY 716-748-5104  

**PITTSBURGH, PA**  
D J BIRD-MACAMARA-WXPF 412-921-6160  

**PHILADELPHIA, PA**  
TED VITZEN-RILEY-WMBR 215-561-0033  

**SOUTHEAST**  
**WASHINGTON, DC**  
EINSTEIN/HOWACRE-WHFS 301-253-1540  

**MORGANTOWN, WV**  
SUSAN KENNEDY-WVVU/WM 304-293-3329  

**CHAPEL HILL, NC**  
STEVE BALCOM/WXNC 919-962-7788  

**COLUMBIA, SC**  
CITVERS-MALLOY-WUSC 803-777-7172  
**ADDs:** About 9 Times, 77’s, J. Scofield, Kill, Joke. MAX: Damned, Shriekback, Batfish B., Bedlam Hour, Midnight Oil, Antisene, Husker Du, Saints, Stringers, The The, Win. Hours, Last Stand, XTC, Los Lobos, Camper...  

**Van, Wed. Week. MODS:** Connells, Kate Bush, Beastie B., Christy Rose, Jul. Cope, Kruskre, Mission, Other B.C., Skinny Pup, Membranes, Straw Dogs, D. Edmunds, New M. Army.  

**ATLANTA, GA**  
GROSSBERNDT/TURNER-WRAS 404-468-2240  

**SAVANNAH, GA**  
THOMPSON/WESTON-WWXM/FM 912-897-1529  

**TAMPA, FL**  
RON DIAZ-WYNF 813-228-0909  

MINNEAPOLIS/ST. PAUL, MN
KEN ORNBERG-KABL 612-647-5225

MINNEAPOLIS/KC, MO
ALAN LAWSO.-KXTC 612-339-0000

BROOKINGS, SD
KEITH JAMES-KGGK/FM 605-592-1430

ANSTON/CHICAGO, IL
DAN O'SULLIVAN-WRUR 312-491-7777

CHICAGO, IL
BRENNER-MOVER-WRKX 312-777-1700

LITCHFIELD, IL
BRIAN TALLEY-WSMI 217-324-9291

ST. LOUIS, MO
TED HABECK-M/KLOSE-WMYR 618-597-2002

MT CARMEL, IL
GREG ARMSTRONG-WWVC 618-262-9889

COLUMBIA, MO
NOLLA GENES-KWWC 314-878-7297
OR, Clapton, Frzn Ghost, Tesla, J. Butler, Georgia S., Esquire, Kinks, Bob

SANTA ROSA, CA

SCOTT MURRAY -V/KRE 707-544-5456
ADDs: Neville, Damned, Prince, C.C & Cray, Townshend, Burns Sis., XTC,
Timbuk 3, Los Lobos, Pretenders, J.Netj.LD, Fab' BS6, MAX: R. Cray,
Clapton, Paul Simon, W. Party, Kinks, Los Lobos, Bob Geidt, KBC,
SR.Vaughan, Pretenders, S. Miller, D.Edmunds, Parsons, Smithereen,
Don Dixon, Crowded H., Santana, Lone Just., G. Allman, Himmelman, MODs:
Concrete/Br/Shrekback, S. Winwood, C. Crisis, Genesis, Gene Taylor,
Stranglers, B. Hornsby, Jason S., C.C & Angles, Jul. Cope, C.J. Hay,
R. Jungkals, J. Warnes, M. Sweet, H. Lewis, Psych.Furs, C. Isak, Big Dish,
Peter Wolf.

WILLITS, CA

BRIAN HENRY -KLKX 707-452-1256
ADDs: LOD, P. Smyth, Simply Red, Frozen Ghost, J. Parr, MAX:
Survivor, Kate Bush, P. Simon, Chicago, Crowded House, Bruce Willis,
Don Johnson, Cejera, Dary H., C.C & Angles, Santana, Hipsy, Gramm,
Wang Chung, A-NA, McCartney, Asia, Hongry, Winwood, Toto, Banges, Allman,
REO, APF, Hay, Huey, Boston, Mend, LOD, P. Smyth, E. Tide,

DAVIS, CA

WATSON/POTOLSKY-KOVS 916-752-0728
ADDs: PFS, Nurse W Wound, Spot 1019, B'Day Party, Scratch... MAX:
Sweeney&Sie, Firehouse, Skinny Pup, Pokakicde, Feelies, Dave's Brother
Phl, Dot 3, Boiled In Lead, Migueules, Big Flame, He Said, Strangers,
Rave-Ups, Thin W R, Scren Trees, Grgr Bkr. MODs: Huxton Cr,
Scenists, XTC, New Rose Comp., Fade To Gray, Bedful of Metaphysicans,
Full Fatom Sh, Whispering Boy, Stump, Noturnal Emission, Prominent
Durbancus, Mick Carne, Chts, Big Black, C. Complex, Eton Crop, Durtz C.,
Fuzzbox...
NEWS DREAMS

In the September 5th Gavin Report last fall, Joe Belden wrote a special report on the Radio-Television News Directors Association meeting in Salt Lake City, entitled "Money's Too Tight For News." I saved it to think about, since in addition to my programming background, I've been a major-market newsman, and I'm a believer that, properly done, nothing builds an audience and revenue more strongly for a music station--AM or FM--than local/regional news. I don't know if Bill Drake felt the same way, or simply developed a dynamite actually-oriented news approach for his stations in the '60s because the FCC then mandated news content, and he wanted to make it as positive as possible. Whatever the case, the news was usually a tune-in on the stations for which he had responsibility.

Few broadcasters dropped public service announcements when they became optional--PSAs are such a great way to relate to and promote within the community. The FCC's deletion of the news requirement (at least for the time being) really represents an additional opportunity for radio stations--especially as many short-sighted music stations use deregulation to downgrade or dispose of news.

The most common justification for the decline in radio news coverage is cost. Doing local news the traditional way—with a staff of newspersons, mobile units, etc.—can be very expensive. But it doesn't have to be. As with all elements of programming, doing the work "the traditional way" is not as important as getting the results in front of the listener. Most stations with news departments have the newspersons giving the news on the air. Why? Because it "sounds big"? To whom? To your competitors! The listener doesn't care who does the news, as long as the news itself is interesting and useful. I have had great success with assigning a skilled newsperson to gather the news on a flexible schedule—and letting the DJs deliver it on the air. The flexibility allows one newsperson to be as productive as three or four might be, doing it "the traditional way." It also gives you the benefit of hiring a really accomplished journalist—perhaps someone with newspaper experience—who might not sound very good on the air.

Another tradition states that newspersons must go to press conferences and civic meetings. But how can you, with a limited staff? You may discover that you can often get more and better information over the phone, taping an interview with a participant after the event is over. Even following up a story from the daily local paper can be productive, because newspapers seldom seem to pose all the questions that listeners would like to have answered. They say what happened at the meeting or press conference—but less often why, or what it means.

For stations that feel they cannot afford even one newsperson, there is a possibility of assigning some of the production time to a few regular news calls, actuality carting and lead writing. I even know of a station that has a police scanner in the programming area. Although I would not have thought that DJs could catch much of value while they're on the air, the station has found that the alert tone from the fire/rescue services allow them to catch reports of most auto accidents, which they can relay to listeners as traffic advisories with very little effort.

Another point worth discussion is whether it is really wise to limit newscasts to certain hours of the day, such as morning drive. There may be more interest in news then, but radio's immediacy allows constant updating of stories and introduction of new, breaking stories, even if just off the wire. Presenting the news at some hours and not others confuses listeners and diverts those who want news to stations that do carry it regularly. News should be presented hourly, with the length and depth varying, not the schedule.

Here's something else worth discussing: news on the hour. I suspect the main reason most stations do news on the hour is because of a study released by a news organization a few years ago suggesting that's when most people expect it. And why do most people expect it then? Because that's when most stations present it! If you want to set your station apart, schedule your news at .55--and your listeners will expect it then. You can enhance your news image by presenting better news, presenting it hourly and presenting it at a different time than your competition.

"The listener doesn't care who does the news, as long as the news itself is interesting and useful."
### COUNTRY CHART

**CERTIFIED**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>THE O'KANES</td>
<td>Can't Stop My Heart From Loving You</td>
<td>(Columbia)</td>
</tr>
<tr>
<td>OAK RIDGE BOYS</td>
<td>It Takes A Little Rain</td>
<td>(MCA)</td>
</tr>
</tbody>
</table>

**MOST ADDED**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Adds</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAN SEALS</td>
<td>I Will Be There</td>
<td>(EMI America)</td>
<td>48</td>
</tr>
<tr>
<td>FORESTER SISTERS</td>
<td>Too Many Rivers</td>
<td>(Warner Bros.)</td>
<td>44</td>
</tr>
<tr>
<td>CONWAY TWITTY</td>
<td>Julia</td>
<td>(MCA)</td>
<td>43</td>
</tr>
</tbody>
</table>

**TOP REQUESTS**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEORGE STRAIT</td>
<td>Ocean Front Property</td>
<td>(MCA)</td>
</tr>
<tr>
<td>ALABAMA</td>
<td>(You've Got) The Touch</td>
<td>(RCA)</td>
</tr>
<tr>
<td>BELLAMY BROTHERS</td>
<td>Kids Of The Baby Boom</td>
<td>(MCA/Curb)</td>
</tr>
</tbody>
</table>

**CHARTBOUND**

<table>
<thead>
<tr>
<th>ARTIST &amp; TITLE</th>
<th>Reports</th>
<th>Adds</th>
<th>Weeks</th>
</tr>
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<tbody>
<tr>
<td>GEORGE STRAIT</td>
<td>98</td>
<td>43</td>
<td>2</td>
</tr>
<tr>
<td>ALABAMA</td>
<td>94</td>
<td>40</td>
<td>3</td>
</tr>
<tr>
<td>BELLAMY BROTHERS</td>
<td>93</td>
<td>13</td>
<td>4</td>
</tr>
</tbody>
</table>

- **Reports accepted Mondays at 8 AM through 11 AM Wednesdays**
- **EFFECTIVE WEDNESDAY FEBRUARY 18**
- **CHART EFFECTIVE WEDNESDAY FEBRUARY 18**
- **Phone (415)392-7750**

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**ARTIST & TITLE**

<table>
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<tr>
<th>Total Reports this week</th>
<th>175</th>
<th>Last week</th>
<th>176</th>
</tr>
</thead>
</table>

- **CONWAY TWITTY** - Julia (MCA)
- **JOHN CONLEE** - Domestic Life (Columbia)
- **LYLE LOVETT** - God Will (MCA/Curb)
THANK YOU COUNTRY RADIO BROADCASTERS!!

Your excitement last week has caused us to rush release the new classic by

JOHNNY CASH

Huge Phones!
WSM, Thanks
Jay Phillips, M.D.

"The Night Hank Williams Came To Town"
Produced by JACK CLEMENT
The first single from the brilliant album

"Johnny Cash Is Coming To Town"
Great new music from the new MERCURY/POLYGRAM
### ACTION SIDES

<table>
<thead>
<tr>
<th>Reports Adds</th>
<th>Weeks</th>
<th>ARTIST &amp; TITLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>83</td>
<td>9</td>
<td>BILLY JOE ROYAL - Old Bridgess Burn Slow (Atlantic America)</td>
</tr>
<tr>
<td>80</td>
<td>24</td>
<td>GARY MORRIS - Pain Brown Wrapper (Warner Bros.)</td>
</tr>
<tr>
<td>78</td>
<td>44</td>
<td>FORESTER SISTERS - Too Many Rivers (Warner Bros.)</td>
</tr>
<tr>
<td>77</td>
<td>26</td>
<td>ASLEEP AT THE WHEEL - Way Down Texas Way (Epic)</td>
</tr>
<tr>
<td>76</td>
<td>48</td>
<td>DAN SEALS - I Will Be There (EMI America)</td>
</tr>
<tr>
<td>75</td>
<td>8</td>
<td>DAVID ALLAN COE - Need A Little Time Off For Bad Behavior (Columbia)</td>
</tr>
<tr>
<td>72</td>
<td>26</td>
<td>TIM MALCHAK - Colorado Moon (Alpine)</td>
</tr>
<tr>
<td>58</td>
<td>17</td>
<td>CHARLY McClAIN - Don't Touch Me There (Epic)</td>
</tr>
<tr>
<td>56</td>
<td>16</td>
<td>MOE BANDY - 'Til I'm Too Old To Die Young (MCA/Curb)</td>
</tr>
<tr>
<td>48</td>
<td>17</td>
<td>LOUISE MANDRELL - Do I Have To Say Goodbye (RCA)</td>
</tr>
<tr>
<td>47</td>
<td>9</td>
<td>THE WHITES - There's Ain't No Binds (MCA/Curb)</td>
</tr>
<tr>
<td>45</td>
<td>22</td>
<td>JOHN ANDERSON - What's So Different About You (Warner Bros.)</td>
</tr>
<tr>
<td>45</td>
<td>22</td>
<td>JANIE FRICKE - Are You Satisfied (Columbia)</td>
</tr>
<tr>
<td>34</td>
<td>23</td>
<td>*KEITH WHITLEY - Hard Livin' (RCA)</td>
</tr>
<tr>
<td>33</td>
<td>12</td>
<td>GENE WATSON - Honky Tonk Crazy (MCA)</td>
</tr>
</tbody>
</table>

### LP CUTS

- **GEORGE STRAIT (MCA)** All My Ex's Live In Texas
- **THE JUDDS (RCA/Curb)** Turn It Loose
- **BELLAMY BROS. (MCA/Curb)** Country Rap/D-D-D-D-Divorcee
- **EARL THOMAS CONLEY (RCA)** Right From The Start
- **WAYLON JENNINGS (RCA)** Baker Street
- **ALABAMA (RCA)** Vacation

### RECOMMENDED NEW RELEASES

- **SOUTHERN PACIFIC** Don't Let Go Of My Heart (Warner Bros.)
- **CHARLEY PRIDE** Have I Got Some Blues For You (16th Avenue)
- **BILLY MONTANA & THE LONG SHOTS** Crazy Blue (Warner Bros.)
- **JENNY YATES** A Whole Month Of Sundays (Mercury)
- **LARRY BOONE** Back In The Swing Of Things Again (Mercury)

### COUNTRY SUMMARY

Most of you have probably spent this week recuperating from one of last weekend's Seminars - either The Gavin Seminar For Media Professionals held here in San Francisco, or the Country Radio Seminar held in Nashville. Whichever Seminar you attended, we hope you had a wonderful time and had a safe trip home. For those of you who missed The Gavin Seminar For Media Professionals, here, as promised, are the winners of the Gavin Awards in the Country Category. **The Air Talent Of The Year** award went to Gerry House, KLAC-Los Angeles. **Music Director Of The Year** went to Joe Ladd, KIKK-Houston. **The Program Director Of The Year** was Bob Guerra, KZLA/KLAC-Los Angeles. **The Country Station Of The Year** was WUBE -Cincinnati. **The Country Associate Promotion Director** award went to Larry Hughes of MCA, and the Country **National Promotion Director Of The Year** was Doug Grau of Warner Bros. Congratulations to you all. You're quite a distinguished group.

Another group of winners that we'd like to congratulate are the Grammy winners in the Country category. **Top Female Vocalist** was Reba McEntire, Top Male Vocalist was Ronnie Milsap, Top Duo Or Group was The Judds, and Country Song Of The Year was "Grandpa (Tell Me About The Good Old Days)".

The top half of our chart remains relatively stable, which indicates just how strong those records are. Last week's Certified - The Trio - moves another 9 slots. Expect the Trio LP within the next few weeks. This week's Certified - The O'Kanes - register their best week yet, with a 72% Hit Factor and 6 more adds at KVBR-Brainerd, KNEW-Oakland/San Francisco, KLAC-Los Angeles, WUBE-Cincinnati, KYAK-Anchorage and WLLH-Lowell. Another good week for the Girls Next Door. Johnny Elmore at WARB-Jasper says it's one of his most requested. Conway Twitty is one of our Most Added for the second week in a row, and Dennis Edwards at KTDQ-Toledo reports that his station is being flooded with "calls for Conway." Grammy winner for Best New Artist - Bruce Hornsby & The Range - makes its debut in Action Sides with 22 reports. Carl Brown at KSAN/KNEW-San Francisco/Oakland tells us that he's getting tremendous response to "Mandolin Rain," equal to any requests he's receiving for George Strait or for George Jones. Ron West at WKKN-Rockford is getting good response to O.B. McClinton's "Turn The Music On." Kurt Phillips at KMIT-Mitchell, SD is getting good phones for Kris Kristofferson. A couple of LP cuts we've heard about: Duke Hamilton at WUBE-Cincinnati has "Say When" by T.Graham Brown in a regular rotation, and Jeff Shalkeloff at KZMO-California, MO is getting great response to "Tell Me Something Bad About Tulsa" by Merle Haggard.

Due to instant phones from album play, MCA has re-released *Patty Loveless's* single "I Did," almost one year to the day it was first released. Sick Call: R.J. Curtis at KZLA-Los Angeles was hospitalized for knee surgery on Tuesday the 24th. R.J. injured his knee while scoring the winning points in a very close basketball game last week. And Dennis Edwards at KTDQ-Toledo, OR went in to the hospital on Thursday the 26th for the first of two knee operations. No bowling this week, guys, but giant get-well wishes go to you both. Talk to you next week. Lisa & Elma
OSAGE BEACH, MO (ROGER HULETT-KRMS) J.Conlee, Conway T., Wheel, C.McClain.

JEFFERSON CITY, MO (JACK DANIELS-KLIX) TG Sheppard, B.Montana, K.Whitey, C.Pride, S-Pacific, Willie N., MONTANA.


SPRINGFIELD, MO (JOHN HENDERSON-KWTOM) No Report, Frozen.

WICHITA, KS (PETE BRIER-KFH) No Report, Frozen.

GARDEN CITY, KS (LOREN WOLFE-KCRS) De.Sears, J.Frickie, C.McClain.

CENTRAL

AKRON, OH (RICK CARDARIELLS-LSR) D.A. Coe, J.Conlee, Hank Jr., C.McClain.

CINCINNATI, OH (DUKE HAMILTON-WUBE) L. Lovett, Reba, O.Kanes, J.Rodman, Foresters.

INDIANAPOLIS, IN (JUD CANNON-WMFS) B.Vera, Hank Jr., S.Earle.

ELKHART, IN (GREG HARRIS-WCMR) G.Jones, Conway T., Wheel, T.Malchak.

SOUTH BEND, IN (J.K. DEARING-WWSJ) Moe Bandy, Whites, Foresters, T.A.Findlay.

BATESVILLE, IN (DAVE MILLAR-WAO) De. Searls, Conway T., F.Murray.

SOUTH Bend, IN (J.K. DEARING-WWSJ) Moe Bandy, Whites, Foresters, T.A.Findlay.

BROOKLYN, MI (BOB DITMER-WWSJ) G.Morris, J.Rodman, J.Conlee.

INDIANAPOLIS, IN (JUD CANNON-WMFS) B.Vera, Hank Jr., S.Earle.

TULSA, OK (BILL PAYNE-KTXF) Reba.

Tulsa, OK (TOM STEWART-KBMI) No Report, Frozen.

TULSA, OK (BILL PAYNE-KTXF) Reba.


VINCENTNES, IA (DAVE MILLAR-WAO) Oaks, Foresters, T.Humphrey.

SAGINAW, MI (TOMMY SAMORAY-KWCO) J.Conlee, Hank Jr., C.McClain.

LANSING, MI (RAY WATTS-WTM) The Trio, Don Wms., K.Whitey, M.Murphy.

ST. JOHNS, MI (BOB DITMER-WWSJ) Moe Bandy, Whites, Foresters, J.A.Johnson.


STEVEN/WOOS/EXYXQ) No Report, Frozen.


FAR WEST


HYDE PARK, CA (JAY ALBRIGHT-KMPS) J.Conlee, J.Frickie.


SAN JOSE, CA (JUDIE STEVENS-KEEN) Don Wms., J.Rodman, J.Conlee, De.Sears.

OAKLAND/SAN FRAN, CA (BART BROWN-KSAN) J.Conlee, J.Rodman, J.Frickie.

OAKLAND/SAN FRAN, CA (BART BROWN-KSAN) J.Conlee, J.Rodman, J.Frickie.


SOUTHWEST

TULSA, OK (BILL PAYNE-KTXF) Reba.

SHERMAN, TX (TOM STEWART-KBMI) No Report, Frozen.

TEXARKANA, TX (MARIO GARCIA-KLIX) No Report, Frozen.

NACOGDOCHES, TX (PETE RUNNELS-KSA) No Report, Frozen.

DALLAS/FT. WORTH, TX (JOHNNY ONEIL-KSCC) Don Wms., R. Skaggs.

DALLAS/FT. WORTH, TX (BILL MAYNE-WRAP) Reba.


AUSTIN/TEXAS/STATE, TX (ANDY GALLOW-KATW) No Report, Frozen.


AMARILLO, TX (KIM CROSS-KZZX) No Report, Frozen.

MIDLAND/ODESSA, TX (CHUCK WOLFE-KCHR) No Report, Frozen.

EL PASO, TX (BILL POMELE-KHYE) L. Lovett, Reba, J.Conlee.


LAS CRUCES, NM (BIG JOHN LIBVINSKY-KGRT) De.Sears, J.Frickie.


ROCKY MOUNTAIN

WOLF POINT, MT (ADRIENNE STARL-KVCK) P.Loveless, Marty Hag., C.Pride, K.Whitey, B.Montana, De.Sears.

MISSOULA, MT (MARK WILSON-KGVO) No Report, Frozen.


HAMILTON, MT (JEAN PYSSON-KLYQ) B.J.Royal, C.Pride, Whitey, J.Conlee.

WHITEFISH, MT (ART JACKSON-KJU) No Report, Frozen.

GREAT FALLS, MT (CLINTON-KTBA) J.Conlee, J.Frickie, Don Wms., B.Montana.


Our Congratulations to R.H. CURTIS, Music Director at AM Drive at 11:00 AM Los Angeles, CA and his wife LORI on the birth of their son, CASEY GREGG. Born February 19, weighing 9 lbs 9 oz.
OPENINGS

COUNTRY station KFAT/FM-Corvalis, OR, has opening for an air talent with production skills. T&R to Larry Blair, PO Box 965, Corvalis, OR 97339.

URBAN station KHYB-Port Arthur, TX, needs part-time announcers with at least one year experience. T&R to Mark Petry, 7700 Gulf Way Drive, Port Arthur, TX 77642. No calls, please.

A/C station KFYR-Bismarck, ND, has opening for morning news anchor/reporter. T&R to Mary Marshall, PO Box 1738, Bismarck, ND 58502, or call (701) 284-6856.

A/C station KGOR-Gallup, NM, has air talent/production opening. Contact Fred: (505) 687-6661.

ALBUM station KATS/FM-Yakima, WA, has future AT opening. T&R: Darin Johnson, PO Box 1280, Yakima, WA 98907. No calls, please.

Program Director/morning drive talent available for Country format. Prefer to work in Kentucky. MIKE STANLEY (606) 873-1470.

Air Talent, preferably Midwest, for Country or A/C. ERNIE PERGREM: (817) 685-9441.

PD, AT, promotions—11 years experience in A/C Top 40. Urban. MARK HAMMOND: (408) 757-3414.


Top 40 or A/C AT looking for small/medium Midwest market. DAVE: (712) 282-2330 or 276-2266.

A/C Program Director, displaced by satellite. GRANT HICKS: (608) 835-6624.

Top 40 AT, ex-WRQQ: SCOTT BEATY: 4727 Walden Court, Charlotte, NC 28210 or call (704) 585-1141.

Air Talent w/production skills. All forms. RON MILLER: (815) 438-2089.

AT/News/Sports. Three years medium-market experience. MARK MORGEN: (505) 746-0376.

Program Director/morning drive, Country format. DICK BYRD: (503) 861-2867.

Urban or Top 40 Air Talent. DENNIS SCOTT: (312) 690-6110.

Experienced in Top 40 and A/C production, looking for gig in medium market. MIKE CRAMER: (408) 764-6493.

Major market female available immediately. Experience in Cleveland, Boston, Syracuse. Call DOD: (603) 387-4979

Air talent, production, music director with five years experience. Country format. DAVE ALLEN: (508) 348-9706

NEEDED

KQEN: Singles needed by all labels. 936 SW Medford Avenue, Roseburg, OR 97470.

KTDR: Singles needed from Motown, RCA, MCA and Capitol.

WLLH: Billy Vera single on Rhino. PO Box 1818, Lowell, MA 01853.

WZZY: Peter Wolf single on EMI. PO Box 665, Fairmont, NC 28540.

KVCK: Kathy Mattea single (Mercury). Adriene Starr, PO Box 730, Wolf Point, MT 59201.

WJAT: Pake McIntyre, Judde, Louise Mandrell (RCA), Whites, Moe Bandy (MCA). Shirley Smoak, PO Box 289, Swainsboro, GA 30401.

KMMT: Singles by B.J. Royal (Atlantic America), B. Vera (Rhino). 119 E. 3rd St., Suite 204, Mitchell, SD 57301.

KWYY: B. Vera single (Rhino). PO Box 1234, Seattle, WA 98206.

KLBQ: Country service from all labels. 1004 W. Hilleboro St., El Dorado, AR 71730.

Wovo: Chrysalis & Elektro Top 40. Kelly Hosset, PO Box 476, Glasgow, KY 42141.

KBBN: Capitol A/C. Scott Mayer, PO Box 2859, Merrion, IA 52540.

KTAG: Geffen Top 40 LP's & singles. 502 Blackburn, Cody, WY 82414.

KJKC: LP's and music carts from all sources. PO Box 61, Marshall, MN 56258.

WTQY: Jazz, Gospel and crossover pop product from all labels. Stan Tempski, PO Box 6128, Roanoke, VA 24017.

Send notices of job openings or available to Natalie Cusenza, c/o Gavin Classifieds, One Halfhill Drive #725, San Francisco 94102 or call (415) 392-7750.
GREGORY ABBOTT  
"I Got The Feelin' (Its Over)"
GAVIN CHART #25  
R&R Most Added Week of 2/20  
Black Urban Breaker 2/20  
Billboard 90*-60*

ISAAC HAYES  
"Thing For You"
GAVIN Black Urban Up & Coming 4/6  
Black Urban Breaker Week of 2/20  
Billboard D-57*  
The Isaac Hayes Promotional Tour continues to roll.

BIG AUDIO DYNAMITE  
"Bad Rock City"
BRAKERBOUND: Including these Black/Urban Powerhouses  
KMIQ  WOWI  KSOL  WDIA  WTMP  WTL

SURFACE  
"Happy"
Billboard D-91*  
Immediate Phone Response  
WZAK  KSOL  KJ
LH  WDJY  KMIQ  KOKY- Hot and Heavy

JAMES D-TRAIN WILLIAMS  
"Oh How I Love You (Girl)"
The Follow-Up to the Top 10 Single "Misunderstanding." JUST RELEASED  
AND ALREADY ON:  
WBLK  WNHC  WTKL  WJMI  WLOU  KOKY  WHUR  WDKY  293  WKGN  KAPE
"URBANIZING"
by JERRY BOULDING

BLACK HISTORY--
THE HOPE AND THE HEARTBREAK

SOMETIMES WE HAVE TO CHOOSE
Some two hundred years ago, the framers of our Constitution etched a vision of our country's destiny into a covenant that gave universal hope to those who dreamed for a contract of social justice and true equality. Its ideals shone like a beacon throughout the years, igniting the passions of people in faraway lands--just as they inspired our own people in the nation where those principles were born.

The young people from various races and cultures in our audiences have grown up during a period in America's history when racial integration was not only a goal, but almost a crusade. They, too, can make a difference--but they have to choose to make a difference, and we can influence them, by the words we say and the music we play.

Dr. Martin Luther King, whose birthday we celebrated in January, made it possible for many young blacks to become successful in mainstream America. In February, Black History Month gave us another opportunity to raise the consciousness of our listeners. Arming ourselves with information, determination and planning may be the best defense against the seemingly endless obstacles in employment and business. Access to information should be one of the goals not only of Black History Month--but every month.

Does this mean abandoning the formats that have been working so well? No, but it may mean that part of our show prep should contain items to spark the interest of some to change. In between tunes and on our news and public affairs programs, we can recall the lessons that history has taught--not only to preserve the legacy of hundreds of years of struggle, but to provide a bridge across adversity to a better life for us and future generations.

We must find ways to show that the social, economic and political progress of black Americans has been achieved, in most part, through small, incremental victories and only after decades of perseverance. And we owe it to those who have paid the price of struggling for freedom and dignity--some with their lives--not to repeat the mistakes of the past.

WHAT KIND OF FOOL?
Recently, many of our stations ran commercials for a popular flick that may have done much to fan the flames of foolishness about affirmative action--a favorite target of the foes of equal opportunity. The flick was "Soul Man," and while it may have entertained some, it caused others to believe that a financially-strapped white student could get a full scholarship to Harvard Law School simply by pretending to be black. The film perpetuates the myth that the nation's top schools are willing to give minority applicants a "free ride." The truth is that minority undergraduate and graduate enrollment at such institutions has declined steadily over the past decade. To make matters worse, those blacks who are graduated from top schools often discover the job market does not welcome them with open arms, despite their impressive credentials.

Now, while most of us may not have much to say about the commercials placed on our air, we must be aware that there has been a vigorous campaign to influence people into thinking that minorities are being given "too much." Instead of regarding affirmative action as a just and necessary means of guaranteeing the constitutional rights of those who have been denied fair treatment and consideration, they perceive it as an unlawfully granted privilege at the expense of the rights of others.

The federal government has accelerated its retreat from commitment to erasing the vestiges of discrimination. Many of our cities mirror the resurgence of racial hostility fostered by a national administration that has polluted the atmosphere for harmonious race relations. Private ambitions place thinly disguised appeals to fear and bigotry above public well-being.

Just as a healthy economic system is essential to the general well-being, a fair economic system is basic to the task of ameliorating the problems of the disadvantaged. Yet the mountainous federal debts that mortgage our future have not gone to create jobs and revive weakened industries. Too much has gone to buying military hardware and paying interest on borrowed money.

While it is true that public officials have a responsibility to create plans for economic growth, family stability, better schools and welfare reform, we, too, have a role to play in the agenda of fairness. Communication and networking can work wonders to bring about the changes we seek.

Most of us know about communicating--we just need to do more of it. Networking is also an important asset. Many of us do it when we are out of work. Why not do the same thing for your listeners? How about a "Job Opportunity Hotline," sponsored by an image-conscious corporation like Coca-Cola, McDonald's, AT&T, Ford or Chrysler? Networking, in its many forms, can bring a significant advance to competitive careers, and is often a vital tool for business. However, it remains largely untapped by blacks and other minorities.

If history teaches us one thing, it is that there is no time to rest on the gains of yesterday. But, in looking back at the road already traveled, we realize that we can achieve any goal. All of us in the media, particularly in black and urban radio, should be committed to leaving a heritage for our children that they can be proud of and call on for continued inspiration. If we keep our head and hearts going in the right direction, we won't have to worry about our feet--because it's usually the detours where we stumble.

History is to a nation what memory is to an individual. Hope is the anchor of the soul...the stimulus to action and the incentive for achievement. Together they can form ideals--sometimes beyond our reach, but never beyond our dreams.
There's Nothing Better Than Love
34 (Arista)

Watch Out
66 Adds

LUTHER VANDROSS with Gregory Hines
There's Nothing Better Than Love
(Epic)
22 Adds
Today's question: What do you think of Miki Howard's new single, "Imagination"?

Steve B.— Dancer: "My partner told me about her first single, 'Come Share My Love,' which was smokin'! 'Imagination' knocked me out the first time I heard it."

Gwen M.— Keypunch Operator: "I'm into jazz music, so when I heard 'Imagination,' I liked it right away. Her vocal range is incredible!"

James O.— Accountant: "Miki Howard's album is what I play when I'm alone with someone special. 'Imagination' is by far my favorite song."

Carol H.— Asst. Producer: "Girlfriend was throwin' down on 'Imagination.' That song really blew me away!"

Simon G.— Chef: "I thought 'Come Share My Love' was great, but I love 'Imagination.' I didn't think people sang songs like that anymore."

Lisa W.— Real Estate Assessor: "I heard 'Imagination' on one of the quiet storm shows, and I fell in love with it. I bought the album the next day, and every cut is great!"

Reuben M.— High School Student: "'Come Share My Love' is the jam, but I really like 'Imagination.' It's not the kind of music I usually listen to, but, I don't know, her voice really grabbed me!"

THERE YOU HAVE IT—THE PEOPLE'S CHOICE!

"Imagination" is from Miki Howard's album, Come Share My Love

MIKI HOWARD
COME SHARE MY LOVE
ON ATLANTIC RECORDS, CASSETTES, AND NOW ON COMPACT DISC.

© 1987 Atlantic Recording Corp. A Warner Communications Co.
### Recommended New Releases

#### LP Cuts

- ROSE ROYCE - Just My Imagination (Atlantic)
- CLUB NOUVEAU - Why You Treat Me So Bad (Warner Bros.)
- FREDDIE JACKSON - I Don't Want To Lose Your Love/Jam Tonight/Look Around (Capitol)
- JODY WATLEY - Love Injection (MCA)
- RAINY DAVIS - Come Back (Columbia)
- WHISTLE - Chance For Our Love (Select)
- CAMEO - Back & Forth/Don't Be Lonely (Atlantic Artists/PolyGram)
- DONNA ALLEN - I'm Satisfied (21/Atooo)
- GAP BAND - I Owe It To Myself (Total Experience)
- LUTHER VANDROSS - Anyone Who Had A Heart/See Me/So Amazing (Epic)
- BOBBY BROWN - Your Tender Romance (MCA)
- READY FOR THE WORLD - Some People Don't Care/It's All A Game (MCA)
- AL JARREAU - Give A Little More (Warner Bros.)
- ARETHA FRANKLIN - Rock A Lott (Arista)

#### Potential Singles

- LIONEL RICHIE - Don't Stop (Motown)
- SHIRLEY MURDOCK - I Can't Go On Without You (Elektra)
- HOWARD HEWETT - Say Amen (Elektra)

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### Up & Coming

<table>
<thead>
<tr>
<th>Reports</th>
<th>Adds</th>
<th>Weeks</th>
<th>ARTIST &amp; TITLE</th>
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<tbody>
<tr>
<td>45</td>
<td>3</td>
<td>6</td>
<td>VESTA WILLIAMS - Something About You (A&amp;M)</td>
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<td>44</td>
<td>4</td>
<td>5</td>
<td>POINTER SISTERS - All I Know Is The Way I Feel (RCA)</td>
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<td>44</td>
<td>6</td>
<td>5</td>
<td>ISAAC HAYES - Got A Thing For You (Columbia)</td>
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<tr>
<td>41</td>
<td>27</td>
<td>2</td>
<td>LUTHER VANDROSS w/GREGORY HINES - There's Nothing Better Than Love (Epic)</td>
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<td>40</td>
<td>12</td>
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<td>GEORGIO - Sex Appeal (Motown)</td>
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<td>BOBBY BROWN - Girl Next Door (MCA)</td>
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<td>CHERYL LYNN - New Dress (Manhattan)</td>
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<td>ANITA BAKER - Same Ole Love (365 Days A Year) (Elektra)</td>
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<td>38</td>
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<td>KLYMAXX - I'd Still Say Yes (MCA)</td>
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<td>37</td>
<td>7</td>
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<td>RUN DMC - It's Tricky (Profile)</td>
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<td>35</td>
<td>34</td>
<td>1</td>
<td>*PATRICE RUSHEN - Watch Out (Arista)</td>
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<td>30</td>
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<td>FOCUS - Zero In July (EMI America)</td>
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<td>30</td>
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<td>PATTI LABELLE - Something Special (Is Gonna Happen Tonight) (MCA)</td>
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<td>BIG AUDIO DYNAMITE - Bad Rock City (Columbia)</td>
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<td>26</td>
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<td>COVER GIRLS - Show Me (Fever)</td>
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<td>26</td>
<td>8</td>
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<td>SURFACE - Happy (Columbia)</td>
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<td>CHUCK STANLEY - Day By Day (Def Jam/Columbia)</td>
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<td>JOCELYN BROWN - Ego Maniac (Warner Bros.)</td>
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<td>GWEN GUTHRIE - Close To You (Polydor/PolyGram)</td>
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<td>*CHICO DEBARGE - The Girl Next Door (Motown)</td>
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<td>O'BRYAN - Driving Force (Capitol)</td>
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<td>TINA TURNER - What You Get Is What You See (Capitol)</td>
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<td>CHAKA KHAN - Earth To Mickey (Warner Bros.)</td>
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<td>MIKI HOWARD - Imagination (Atlantic)</td>
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<td>PHILIP INGRAM/SCHERIE PAYNE - Incredible (S.S.R.)</td>
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<td>JACKSONS - Time Out For The Burglar (MCA)</td>
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<td>BLAKE &amp; HINES - Sherry (Motown)</td>
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<td>*ORAN &quot;JUICE&quot; JONES - Here I Go Again (Def Jam/Columbia)</td>
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<td>TRINERE - They're Playing Our Song (Jam Packed)</td>
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<td>ROSE ROYCE - Lonely Road (Omni)</td>
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<td>ASHFORD &amp; SIMPSON - Nobody Walks In L.A. (Capitol)</td>
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<td>JAZZY JEFF - The Magnificent Jazzy-Jeff (Jive)</td>
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<td>ROSIE GAINES - Crazy (Epic)</td>
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<td>1</td>
<td>*JAMES &quot;D-TRAIN&quot; WILLIAMS - Oh How I Love You (Girl) (Columbia)</td>
</tr>
</tbody>
</table>

Dropped: #21-5 Star, #22-Lionel Richie, #23-Cameo, #24-Sylvester, #30 -Rose Brothers, #35-Shirley Murdock, #40-Rose Royce, Melisa Morgan, Dana Dane, O.C.Smith, Oliver Cheatham, Peabo Bryson.

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### Up & Coming

**Grace Jones** - Crush (Manhattan)

No mistaking, this one's all Grace. Her lead vocals give this single the strength and personality to make it a chart hit.

**Mantronix - Who Is It? (Sleeping Bag 12'')** You can pick your own mix - an edit or a remix. This is one of the standout cuts from their LP, "Music Madness," which has catapulted Mantronix to the forefront of hip-hop/electro music. Intense.

**Jim, Jim & BH**

---

[www.americanradiohistory.com](http://www.americanradiohistory.com)
URBAN CONTEMPORARY HIT FACTOR

Research: Betty Hollars
John Martinucci
Joel Moalem

HIT FACTOR

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 113 Last Week 114

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>Reports</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Adds</th>
<th>Hit Factor</th>
<th>Weeks</th>
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<td>MADHOUSE - 6 (Paisley Park/Warner Bros.)</td>
<td></td>
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<td>79</td>
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<td>EXPOSE - Come Go With Me (Arista)</td>
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<td></td>
<td>75</td>
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<td>STACY LATTISAW - Jump Into My Life (Motown)</td>
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<td>68</td>
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<td>RAINY DAVIS - Low Down So &amp; So (Columbia)</td>
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<td>68</td>
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<td>41</td>
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<td>79%</td>
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<tr>
<td>ARETHA FRANKLIN &amp; GEORGE MICHAEL - I Knew You Were (Arista)</td>
<td></td>
<td></td>
<td>92</td>
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<td>27</td>
<td>24</td>
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<td>ONE WAY - You Ought To Quit (MCA)</td>
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<td>74</td>
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<td>MILLIE SCOTT - Ev'ry Little Bit (4th &amp; Broadway/Island)</td>
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<td>76</td>
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<td>TIMEX SOCIAL CLUB - Thinking About You (Danya)</td>
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<td>GREGORY ABBOTT - I Got The Feeling (It's Over) (Columbia)</td>
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<td>BUNNY DEBARGE - Save The Best For Me (Gordy)</td>
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<td>THE SYSTEM - Don’t Disturb This Groove (Atlantic)</td>
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<td>MEL &amp; KIM - Showing Out (Get Fresh At The Weekend) (Atlantic)</td>
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<td>SMOKEY ROBINSON - Just To See Her (Motown)</td>
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<td>SOS BAND - No Lies (Tabu)</td>
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<td>NEW EDITION - Tears On My Pillow (MCA)</td>
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<td>READY FOR THE WORLD - Mary Goes Round (MCA)</td>
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</tbody>
</table>

URBAN CONTEMPORARY SUMMARY

A very special thank you to all of you who showed your support of our efforts here at The Gavin Report by attending our Seminar. I'm so pleased with your attendance and participation this past weekend I want to personally thank you right here:

Sunny Joe White, WXKS/FM-Boston
Tony Gray, WRKS/FM-New York
Robbin Washington, WRKS/FM-New York
Roshon Vance, WRKS/FM-New York
Don Brooks, WWWIN-Baltimore
Don "Early" Allen, WWOZ-Norfolk
Steve Crumbley, WPLZ/FM-Petersburg
Ray Boyd, WVEE-Atlanta
Tony Wright, WJZJ-Albany
Joe Bullard, WANN-Tallahassee
Duffy Lindsey, HOT105-Miami
Chris Turner, WTMP-Tampa
Frenche Be, WQMM-Montgomery
Jimmy Smith, WRK-Memphis
James Alexander, WJLB-Detroit
Bemie Miller, WLUM-Milwaukee
Jerry Boulding, WBXM/FM-Chicago
Daisy Davis, WBXM/FM-Chicago
Dee Handley, WJWJ-Atlanta
Sonny Taylor, WGCFM-Chicago
Barbara Prieto, WGCFM-Chicago
Mike Bradford, KMJM-St. Louis
Tom Avery, KDJA-Dallas
Lynne Haze, KDJA-Dallas
Tom Joyner, KDJA-Dallas/WGCI-Chicago

Ron Atkins, KMJQ-Houston
Rich Thomas, KUKQ-Phoenix
Licia Torres, KJHL-Los Angeles
Jeff Wyatt, KPWR-Los Angeles
Pam Robinson, KACE-Los Angeles
Paul Perrotini, KACE-Los Angeles
Howard Thomas, KMXY-Oklahoma
Lee Michaels, KMEL-San Francisco
Keith Naftaly, KMEL-San Francisco
Steph Johnson, A&M
Jesus Garber, A&M
Rich Callaway, A&M
Tony Anderson, Arista
Jean Pierre, Arista
Vaughn Thomas, Arista
Kan Wilson, Arista
Sylvia Rhone, Atlantic
Richard Nash, Atlantic
Cleve Walker, Atlantic
Rick Nuhn, Atlantic
Ronnie Jones, Capitol
Michael White, Capitol
Michaelle Johnson, Capitol
Ruben Rodriguez, Columbia
Barbara Lewis, Columbia
Cecil Holmes, Columbia
Junius Taylor, Columbia
Ron Mosley, Columbia
Duke Wilkins, Columbia
Primus Robinson, Elektra
Doug Daniel, Elektra
Joe Morrow, Elektra

Tony Smith, EMI America
Waymon "Slack" Johnson, EMI America
Joann Scott, EMI America
Jimi Starks, Epic
Maurice Warfield, Epic
Don Eason, Epic
Kathi Moore, Epic
Jacque James, Epic
Greg Pek, Island
Varnell Johnson, Manhattan
Jehrel Busby, MCA
Ernie Singleton, MCA
Sara Melendez, MCA
Alien Carroll, MCA
Martha Thomas, MCA
A.D. Washington, MCA
Alfonso Miller, MCA
Cynthia Johnson, MCA
Skip Miller, Motown
Maurice Watkins, Motown
Barry O'Neal, Motown
Leroy Little, Jr., PolyGram
Michael Johnson, Wing/PolyGram
Karen Hayward, RCA
Lygia Brown-Guy, RCA
Mary Lou Badeaux, Warner Bros.
Ron Ellison, Warner Bros.
Jackie Thomas, Warner Bros.
Ken Hudson, Warner Bros.
Sereni Cupepper
Carol Cruckshank, MJ
Emmett Garner, Smoke City

Monica Lynch, Tommy Boy
Joanne Cordero, Sutra
Al Gee, Rendezvous
Lee Bailey
Joey Bonner, Chrysalis
Quincy McCoy, WNEW/FM-New York
Manny Bells, Profile
Lynn Dillard, Barnett Robbins/MCA

What a crowd!! You guys were great! It was a thrill to see all of you not only attending the Celebrity Cocktail Party on Friday night, but show up to fill the room at the Urban Contemporary Format meeting at 10:00 AM on Saturday with your eyes in focus and your heads straight enough to make it a great session. Thanks again to all who participated with your attendance! Our appreciation can't be expressed in mere words on this page. You're all wonderful!! Instant requests for many of you for the newly added PRINCE single. Some of you surprised me and added it in your heavy rotation (sure). L.D.McCollum, KRNB-Memphis says he's got calls already, Tony Scott, WEKS-Atlanta reports them, Jay Riley, WNOO-Chattanooga says he's getting calls on that and the new PATRICE RUSHEN.

February 27, 1987/THI GAVIN REPORT
# NORTHEAST

## BOSTON, MA
**TONYA PENDLETON-WILD**
ADDS: Prince, L.Vandross, P.Rushed, Rose Royce, System. HOT: Janet
d.Jax., P.Hyman, S.Murdock, F.Jackson, CI.Nouveau, Rainy D., Starpoint,
S.Robinson, Sheila E., J.Watley, Jets, Melba M., Sybil, Cameo.

## BOSTON, MA
**SUNNY JOE WHITE-WXKS/EM**
ADDS: J.Watley, Giorgio. HOT: H.Alpert, F.Jackson, CoverGirls, D.Allen,

## NEW HAVEN, CT
**HANNAH/DICKINSON-WHIC**
Brown. HOT: S.Lattsaw, Jets, Expose, Rainy D., Mel & Kim, Jms. Brown,

## NEW YORK, NY
**SCOTT SHANNON-Z100**
ADDS: Ronst & J.J., Janet Jax., HOT: Cameo, Aretha/G.M, Expose, B.Willis,
CI.Nouveau, Rob. Nevil.

## BUFFALO, NY
**LAVERNE BLAKELY-WUFO**
ADDS: Aretha/G.M, G.Abbott, M.K, Howard, P.Rushed, Prince, I. Vandross,
A. St. Arr: J.Watley, Sheila E., Madhouse, H.Hewett, G.Knight, Rainy D.,
Milie Jax, One Way, P.Hyman.

## ROCHESTER, NY
**ANDIE MARCEL-WDKX**
ADDS: Prince, A. Baker, S.Robinson, A.Starr, Surface, P. Rushen, Full
Priority, P.Hyman, Run DMC. HOT: Jets, Janet Jax., Mid. Star, Expose,
J.Watley, RJS Lattest, Madhouse, H.Hewett, B.Willis, S.Lattsaw, Sheila E.,

## PITTSBURGH, PA
**JOHN AMRANT-WAKO**
ADDS: Prince, R. Ingram, I. Blake & H., M.K, Howard, Surface, Chio DeB.,
Focus, Giorgia, G.W.Guthrie, A. Baker, Gap Band, C.Stanley. HOT: RJS
Lattest, Loose Ends, Jax., H.Hewett, P.Hyman, Lillo Tho., Sheila E., P.LaBelle,
Kool/Gang, Cameo, Glenn/GJ., Timex S.C., Aretha/G.M, L.Vandross, System,
M, Scott, G.Abbott, Klymaxx, J.Watley, Cheryl Lynn, Jocelyn B.,
Lever, SOS Band, Full Force, Mel & Kim, Bu DeBarge, Chaka Khan, Bob.
Brown. RFTW.

## ERIE, PA
**STEVE COLLINS-WBLO**
ADDS: Chio DeB., Juicy, Gap Band, O'Bryan, Levert, M.K, Howard,
Commodores, Pointers, Bob. Brown, A. Baker. HOT: H.Hewett,
F.Jackson, Janet Jax., Loose Ends, Jets, Melba M., Mid. Star, J.Watley,
S.Lattsaw, Jesse Jon, One Way, Kool/Gang.

## PHILADELPHIA, PA
**QUINNY QUARTERONE-WUSL/EM**
ADDS: Jets, Levert, C.Stanley, A. Baker. HOT: S.Murdock, Melba M.,
CoverGirls, H.Hewett, Cameo, Expose, Janet Jax., System, F.Jackson,
S.Lattsaw.

## WASHINGTON, DC
**MIKE ARCHIE-WJUR**
ADDS: Oran Jones, M.K, Howard, RFTW, Chio DeB., Klymaxx, A. Baker,
P.Rushed, M. Brown. HOT: S.Murdock, Melba M., S.C., Jax., H.Hewett,
RJS Lattest, J.Watley, P.Hyman, Janet Jax., P.LaBelle, S.Lattsaw, D. Allen,
G.Knight, CI.Nouveau, H.Alpert.

## BALTIMORE, MD
**KINGSTON KRONHAL-B104**

## BALTIMORE, MD
**ROY SAMPSON-WXYV/EM**
ADDS: Jets, Cheryl Lynn, Kool/Gang, Klymaxx, P.Rushed, A. St. Arr:
Mel & Kim, Timex S.C., Loose Ends, S.Lattsaw, Janet Jax., H.Hewett,

## NEW ORLEANS, LA
**FREDDIE BELL-WQWR**
Klymaxx, Commodores. HOT: Loose Ends, H.Hewett, Rose Royce, Jets,
Melba M., Ray.G & B. Gap Band, Geo Duke, Janet Jax., F.Jackson,

## CHARLESTON, WV
**MICHAEL COVAY**
ADDS: Klymaxx, C.Berry, Ex Storm, H.League, P.Rushed, K.G, Masekela,
Brown, RFTW, Janet Jax., Klymaxx, Vesta Wms.,
U.John, N.Edition, Ocean, Pointers, G.Benson, Chaka Khan, Jarreau,

## RICHMOND, VA
**DONNIE DEANE-WKIE**
ADDS: System, G.W.Guthrie, Pointers, Cheryllynn, Dana Dane, Oran Jones,
Jazzy Jeff, O'Bryan, H.Alpert, Glenn GJ.. HOT: F.Jackson, Ray.G & B. D.
Allen, Loose Ends, Jets, H.Hewett, RJS Lattest, 5 Star, G.Knight, Sylvester,

## NORTH CAROLINA
**DAVE ALLAN-K94**
ADDS: H.Alpert, Lillo Tho., P.Rushed, S.Robinson, L.Vandross, Klymaxx,
Prince, Chio DeB., HOT: CI.Nouveau, D. Allen, Full Force, H.Hewett,
J.Watley, Loose Ends, Mel & Kim, Mid. Star, Sheila E.

## DURHAM, NC
**HAROLD JACKSON-WUR**
ADDS: Prince, P.Rushed, Juicy, Klymaxx, AM/FM, El DeBarge. HOT: Janet
Jax., Melba M. D. Allen, F.Jackson, RJS Lattest, J.Watley, Loose Ends, H.Hewett,
Mid. Star, CI.Nouveau, Sylvester, Sheila E.

## CHARLOTTE, NC
**DON CODY-WGV**
ADDS: Starpoint, M.Sease, Run DMC. HOT: N.Edition, Loose Ends,
M. Morgan, Janet Jax., Gap Band, Milie Jax, RFTW, Rose Bros.,
CI.Nouveau, J.Watley, Ray.G & B., Aretha/G.M.

## FAYETTEVILLE, NC
**JUICE/DANIEL SMITH**
ADDS: Oran Jones, L.Vandross, Juicy, S.Lattsaw, B.Willis. HOT: C.C.
Winston, Kool/Gang, Cameo, L.Riche, Jms. Brown, F.Jackson,
S.Robinson, Kool/Gang, Chaka Khan, Bob.

## WILMINGTON, NC
**TONY GORENOE-MAXW**
ADDS: Juicy, T.Dehawn, Loose Ends, CI.Nouveau. HOT: Cameo,
F.Jackson, Timex S.C., Melba M., O.C. Smith, L.Riche, Sylvester,
Rose Royce, Ray.G & B., S.Jones, Main Ink., Kool/Gang,
S.Lattsaw, M.Sease, G.W.Guthrie, B.Vera, J.Blackfoot, Commodores.

## NEW ORLEANS, LA
**CEasar GOODING-WKJS**
ADDS: Al Green, C.Berry. HOT: S.Murdock, Loose Ends, F.Jackson,
Jets. CI.Nouveau, Gap Band, Milie Jax, H.Alpert, Timex S.C., CI.Nouveau
Occasio, A.Starr, Mid. Star.

## ASHEVILLE, NC
**JOSST/R STONE-WBWWM/EM**
ADDS: B.Oryan, Prince, P.Rushed, A. Baker, C.Stanley, Rob. Nevil. HOT:
Surface, B.Bland, CI.Nouveau, Levert, RJS Lattest, Loose Ends, SOS
Band, L.Vandross, Melba M.

## ST. MATTHEWS, SC
**ANDY HENDRIESEIN-WOKI**
ADDS: Prince, O'Bryan, P.Rushed, L.Vandross, Levert. HOT: F.Jackson,
Melba M., Janet Jax., S.Starr, D. Allen, L.Riche, G.Knight, Jms. Brown,
Cameo, Sheila E.

## COLUMBIA, SC
**TONY DEAN-WRDM/EM**
RJS Lattest, Kenny G, Loose Ends, Boogie B's, Heavy D., Janet Jax., D.
Allen, One Way, Focus, Dana Dane, CI.Nouveau.

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**URBAN CONTEMPORARY**
FLORENCE, SC
ANDREW BAILEY-WYNN

GREENVILLE, SC
A CARSONT-SEWELL-WHYZ

ATLANTA, GA
TONY SCOTT-WKKS

BIRMINGHAM, AL
JOE BULLARD-WANN

MIAMI, FL
FRED AMADEO-Y103

MIAMI, FL
DUFF LINDSEY-HOT105

Tampa, FL
CHRIS TURNER-WTMP

PONCE, PR
TOMMY MAYORAL-WOOL/FM

BIRMINGHAM, AL
DICK LUMPKIN-WILDAM

TUSKEGEE, AL
COSTEE MCNAIR-WBIL
LOUISVILLE, KY
PHILIP DAVID MARCH-WYI

UPPER MIDWEST

COLUMBUS, OH
RICK STEVENS-WCKX

COLUMBUS, OH
K.G. JONES-WXKO

CLEVELAND, OH
J.KELLY-CAVIN HICKS-POWER106

CLEVELAND, OH
JEFFREY CHARLES-WZAK

CINCINNATI, OH
JACKIE-CRAIG WEIER-WBLZ

CINCINNATI, OH
STEVE HARRIS-WCIN

INDIANAPOLIS, IN
KELLY KARSON-WLIC

DETROIT, MI
MARK JACKSON-WHWT

DETROIT, MI
JAMES ALEXANDER-WJLB

SAGINAW, MI
DAVID RASOS-WWWS/FM

MILWAUKEE, WI
BERNIE MILLER-WLUM

MILWAUKEE, WI
ROB HARDY-WNOY

MINNEAPOLIS, MN
PETE ROHDES-CBS

SOUTHWEST

DALLAS, TX
T. AVERMYN SPEAR-S-KDDA

FT WORTH, TX
MICHELLE MADISON-KDVL

CHICAGO, IL
JERRY BOUDING-WRMX/FM

CHICAGO, IL
SONNY TAYLOR-WGCI/FM

ST. LOUIS, MO
MIKE KELLY-KATZ/FM

ST. LOUIS, MO
BEASLEY/STRADFORD-KMJN

KANSAS CITY, MO
DENE HALLAM-KCPW/FM

NEW ORLEANS, LA
DEL SPENCER-WYLD/FM

NEW ORLEANS, LA
OK C. ROLLING-997

MAURICE/LAFAYETTE, LA
STEPHANIE SMALLWOOD-KKFX

LAKE CHARLES, LA
DARYL MOORE-KZZ

BAYOU ROUGE, LA
ROB NEAL-WXWQ

DET. HELENA, AR
DELL SIMES-KCLT
KILLEEN, TX

BILL ST. JOHN /KIZAM


HOUSTON, TX

R. ATKINS / M. MICHAELS-KMKG


PT. ARTHUR, TX

DOUG DAVIS-KHYS


BRAHNS / S. TX

SEDREIC WALKER-KHRR


ENGLEWOOD/DENVER, CO

DANNY HARRIS / RON ASSL-KDKO


PHOENIX, AZ

E. GLADDEN / T. THOMAS-KUKQ


TUCSON, AZ

ROYCE BLAKE-KPKW


TUCSON, AZ

BEAU RICHARDS-KHYT


RENO, NV

JEFF RYAN-KWZ FM


FAR WEST

LOS ANGELES, CA

LICA TERRUS-KJLH


LOS ANGELES, CA

LICA CANNING-KDAY


LOS ANGELES, CA

STEVE RIVERS-KIS-FM


LOS ANGELES, CA

ROBINSON/PERROCKIN-KACE


SAN DIEGO, CA

L. D. MCCULLOME-KHRM


SAN DIEGO, CA

NICK FERRARA-KS103


OJAI, CA

HOWARD THOMAS-KMXY


FRESNO, CA

WALKER DAVIS-KYNO


FRESNO, CA

BERRY / CARTER-KGMX


SAN FRANCISCO, CA

KEITH NAFTALY-KMEL


STOCKTON, CA

ROY WILLIAMS-KJOY


STOCKTON, CA

JOHN HAPTON-KSTN


MEDCEN, CA

VINCE GARCIA-KYOS


EREKA ARACATA, CA

JIM NELLY III-KXGO-FM


SACRAMENTO, CA

CHRIS COLLINS-K102


SACRAMENTO, CA

DAVIDSON WEST-KROY


SEATTLE, WA

BARRY BARSELOW-KRIZ


SEATTLE, WA

BOB WIKSTROM-KFXX


TICITIES, WA

JONATHAN WALKER-KZK-FM


WELCOME

To Our New Urban Contemporary Correspondents:

Harold Jackson, M.D., Doc Holliday, P.D., WDUR RADIO, P.O. Box 650, Durham, NC 27702. Phone: 919-596-2000.

Gary Lemark, P.D., W TGQX RADIO, 27 1/2 Franklin St., Selma, AL 36701. Phone: 205-874-9062.

Tommy Mayoral, P.D., WOQI/FM RADIO, P. O. Box 7243, Ponce, Puerto Rico 00732. Phone: 809-840-9300.
EYE BALL TO HIGH BALL

The Gavin Hollywood column comprehensive report on the Medium Professionals Seminar will appear in this space shortly. Our crack staff (ourselves) is working on it. What’s more timely, however, is our commitment to public service, which this week centers on letting both of you know what you missed while seminar-ing with your Medium pals in San Francisco. You were so busy with Gary Owens, Larry King, Rock Trivia, The Big Awards (“I’d like to thank all the little people who made this possible...”), that you had no chance to keep up with Major News via TV or The National Enquirer. Here’s what happened while you were in the St. Francis lobby buying (if you’re in records) or accepting (if you’re in radio) cocktails and/or highballs:

JOAN COLLINS’ CASE CAME TO COURT.
The 74-year-old Temptress of the Tube is suing her 19-year-old husband for divorce. HE wants alimony. SHE has her eyes on the Brat Pack...all of them! Sporting eleven pounds of eyeliner, the aging vixen fitted pat the press without a word, while her teenaged spouse told newbies, “I still love Joan...but I hate Alexis.”

INDIE GUY KEVIN MCDONALD STOPPED OFF IN L.A. and took Mrs. Hollywood and ourselves to dinner, for which we're moderately grateful. It's just that when we asked for a menu suggestion, he recommended the Small Lettuce Salad, and then proceeded to order the Combination Filet Mignon-Lobster-Abalone Plate for himself and his lady, Jill. The check came to $198.37, of which OUR portion totaled something in the $2.98 area. Next time Kevin comes to town, we'll be tied up with Jhani Kaye.

"AMERIKA" HIT THE AIRWAVES. While you were reveling at the Country and Urban format breakouts, we watched the whole 96 hours of ABC's maxi-series. Correction: We watched the first few minutes of each episode, finding it a sensational substitute for Sominex. But we admit the hype caused us to miss competing episodes of "Newhart," "Designing Women" and "Cheers." Our friends Larry, Darryl and Darryl taped the former for us. We'll negotiate if you care to lease.

ZAMFIR, MASTER OF THE PAN FLUTE released a new album. We saw on Joe Franklin’s cable TV show, and rushed out to Tower to purchase the CD. Zamfir’s done it again, with innovative versions of "Honky Tonk Woman," "In-A-Gadda-Da-Vida" and "Monday, Monday." The Tower clerk/nerd told us sales were ahead of the Springsteen package and approaching those for "Thriller." Leave us your answering machine number and we'll play you the lowlights.

IN A STUNT MANY ARE LABELING YANKTON-GATE, President Reagan sent all of Nancy’s Blow Monkeys albums to that Dakota city’s Big Band station. In the package was a bonus Dead Kennedy’s video and a note from The First Beanpole complaining she’d been kept up too many nights listening to Ron and buddy Oliver North blasting out the walls of the Lincoln Bedroom.

TINSEL TOWN ROCK LEGEND KMET changed its format to "All Sade...All the Time." Some wags are calling it Diet Pop. Station execs and Windham Hill fans are predicting the new format will "surprise a lot of people."

THE NEW KOOL & GANG LP IS OUT. We were fond of four full-fledged funk tracks, but disappointed at the omission of an extended version of "Nothing Does It Like The Bull."

MICK "DOG Breath" BELKER of the Hill Street station is penning a training manual for big-city fuzz, with tips on growing, calling alleged perps "hairball" before reading them their rights, and exchanging matzo ball soup recipes with mothers from Brooklyn. A similar tome, Bill Cosby’s "Fatherhood," hit number one on the New York Times bestseller list. The book contains advice on what it takes to be a warm and understanding pop from an actor who plays a warm and understanding pop on TV.

SAN DIEGO CAN EXPECT A MAJOR EARTHQUAKE. The seismologists/psychics who predict these things say there’s a better than one-in-ten chance of one within five years. Gene Knight and Bobby Rich of B100 won’t like those odds and will consider moving to YOUR market, bringing B100’s numbers with them. Their numbers are big.

GAS LINES ARE EXPECTED TO RETURN, with the projection of another oil crunch. We welcome the news. Gas lines are a great way to make new and strange friends, hear the entire Rick Does program, catch up on Enquirers and write 12 Gavin Hollywood columns in advance. Then again, maybe you won’t welcome the gas lines. You send thank-you notes when we miss a week.

Speaking of weeks...have a good one.
WHAT'S IN A NAME?

Last month, speaking before a group of Canadian business people in Vancouver, I mentioned that effective organizations treat everyone with respect "from the janitor to the executive." During a break, one manager came to chat with me and noted that my phrasing seemed to imply that a janitor's work is "low" and perhaps even unimportant. I agreed with his criticism. Even though I had been trying to make a benign point, my choice of words had a subtle, albeit unintended, bias.

Words have a great deal of impact. Think about it: We call people "superiors" and "subordinates." A manager talks about "my people." What does that imply? You may say, "Not much"-big deal," but my research suggests it may be a big deal. Psychologically, our words carry a big symbolic message. If I am your "superior" and you are my "subordinate," then both you and I can easily get caught up in accepting--or fighting--the psychological message implied by those terms. What is that message? Is it that one person is better, higher, more important? In the case of "my people," is it that the manager "owns" the people who work "under" (another word!) him or her?

How about this one: "manager" and "worker." Does that imply that managers don't work? Or that workers can't manage? Accepting those messages is tantamount to accepting low productivity. What about the notion that you work "for" me, rather than "with" me. Which phrase encourages initiative and teamwork? Then there are those lovely labels we give people: "temps," "hourlies" and "nonexempts"--not exactly the kind of words to encourage team spirit. Same with "management" and "labor" or "management" and "union." I'm not suggesting we ignore legal contracts, but when we continue to think and talk in those terms, we're conceding that teamwork has lost out to an "us-versus-them" mentality.

Words are tools. That's why some very successful and profitable firms are paying careful attention to the words they use to describe people. They encourage initiative and teamwork. Effective managers who work "under" (another word!) have been impressed with the number of successful companies where everyone-regardless of title or rank--is on a first-name basis. That says something, too.

Think about the words you use. You don't have to eliminate the organizational hierarchy and chain of command (although we've found that managers who are obsessed with those things are not very effective). However, you may want to consider doing away with words and labels that demean others and reduce the feeling of "we"--the team spirit that is so essential for success in the business world.

Occasionally, I work with managers of large hospital systems. In one, a housekeeper asserted that everyone is on a first-name basis, even with physicians: "He calls me John--I call him Doctor." If we're going to start making changes in organizations, that hospital would be a good place to start.

"Words are tools. That's why some very successful and profitable firms are paying careful attention to the words they use to describe people."
BREAKFAST

THE STRANGLERS - *Always The Sun* (Epic) From the moment it came blasting out of Ron's office about a month ago, it's been a favorite track of mine. All too often a group with an "unusual" name gets passed over. I hope that's not the case. Do yourself a favor and listen before you make a judgment.

THE STRANGLERS - *Always The Sun* (Epic)

COREY HART - *Dancin' With My Mirror* (EMI America) A man never short on ideas comes up with another neat concept. Good to hear Corey pick up the tempo, all leading to a chorus that's hard to resist.

BREAKFAST CLUB - *Right On Track* (MCA) Ever since I got a hold of an advance cassette, I've been playing it for anybody who'd listen. All the right elements are in place, including a hot name for the band. Co-writer and group member Stephen Bray helped with "Like A Virgin," "Into The Groove" and "True Blue," and now it's time to get himself on track. Producer Jimmy Lovine does it again. (Note: Local mix is the strong side.)

PCISON - *Talk Dirty To Me* (Capitol) Looking for that teen record to replace The Beastie Boys? Here it is! Already pulling response in several areas.

Nancy Griffith

Lyle Lovett

Lyle Lovett

Nancy Griffith

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**The Gavin Report**

**Dave Sholin's Personal Picks — Singles**

**Cutting Crew** - "(I Just) Died In Your Arms" (Virgin) Label's debut release in The States is one that'll be remembered as spectacular. Those who complain that radio doesn't give unknown bands a shot should check the out-the-box adds on this one. It's all in the grooves.

**The Stranglers** - *Always The Sun* (Epic) From the moment it came blasting out of Ron's office about a month ago, it's been a favorite track of mine. All too often a group with an "unusual" name gets passed over. I hope that's not the case. Do yourself a favor and listen before you make a judgment.

**Breakfast Club** - *Right On Track* (MCA) Ever since I got a hold of an advance cassette, I've been playing it for anybody who'd listen. All the right elements are in place, including a hot name for the band. Co-writer and group member Stephen Bray helped with "Like A Virgin," "Into The Groove" and "True Blue," and now it's time to get himself on track. Producer Jimmy Lovine does it again. (Note: Local mix is the strong side.)

**Corey Hart** - *Dancin' With My Mirror* (EMI America) A man never short on ideas comes up with another neat concept. Good to hear Corey pick up the tempo, all leading to a chorus that's hard to resist.

**Poison** - *Talk Dirty To Me* (Capitol) Looking for that teen record to replace The Beastie Boys? Here it is! Already pulling response in several areas.

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**Ron Fell's Personal Picks — Albums**

**Cutting Crew** - "Broadcast" (Virgin) An auspicious debut for this new label in the U.S. The lead single (I Just) Died In Your Arms, is already proving to be a popular track with Album Radio and Top 40. And, while the first cut may be the deepest, a ballad, I've Been In Love Before, will smooth out the edge created by their otherwise powerful presentation. A number of tracks, including the aforementioned, splash a dab of almost symphonic effects, such as cello on the single. The band exhibits strong, clean vocals with muscular, but not muscle-bound, arrangements.

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**NEXT WEEK**

**Lyle Lovett**

**Nancy Griffith**

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**The Gavin Report**

**Bill Gavin**

**Bill Gavin**

**Ron Fell**

**Ron Fell**

**Dave Sholin**

**Dave Sholin**

**Betty Hollars**

**Betty Hollars**

**Elma Greer**

**Elma Greer**

**Kent Zimmerman**

**Kent Zimmerman**

**Diane Rufer**

**Diane Rufer**

**Keith Zimmerman**

**Keith Zimmerman**

**Lisa Smith**

**Lisa Smith**

**Peter Standleish**

**Peter Standleish**

**Joe Belden**

**Joe Belden**

**Natalie Cusenza**

**Natalie Cusenza**

**Cyndi Hoelzle**

**Cyndi Hoelzle**

**John Martinucci**

**John Martinucci**

**Dodie Shoemaker**

**Dodie Shoemaker**

**Peter Grame**

**Peter Grame**

**Glen Heifand**

**Glen Heifand**

**Terrance Mark**

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WAKE UP WITH THE

BREAKFAST CLUB

"RIGHT ON TRACK"

PRODUCED BY JIMMY IOVINE

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