THREE'S COMPANY IN A CROWDED HOUSE
A CONVERSATION WITH HOUSEKEEPER NEIL FINN

SHEILA RENE HEAR & THERE • OREN HARARI ON MANAGEMENT
MOON MULLINS MOONLIGHTING • ERIC NORBERG PD NOTEBOOK
HIS YOU'VE GOT TO HEAR.

Boy meets girl. They become a songwriting team. They write "HOW WILL I KNOW?" and "I WANNA DANCE WITH SOMEBODY." Both songs become #1 hits, and they become recording stars in their own right.

Sound like a fairy tale? It's—

"REEL LIFE" — the RCA debut album by BOY MEETS GIRL featuring the first single, "WAITING FOR A STAR TO FALL" —
**TOP 40**

**MOST ADDED**
- **STEVE WINWOOD**
  - Don’t You Know What The Night Can Do? (Virgin)
- **GLENN FREY**
  - True Love (MCA)
- **DEF LEPPARD**
  - Love Bites (Mercury/Polygram)

**RECORD TO WATCH**
- **GIANT STEPS**
  - Another Lover (A&M)

**URBAN**

**MOST ADDED**
- **KARYN WHITE**
  - The Way You Love Me (Warner Bros.)
- **JOHNNY KEMP**
  - Dancin’ With Myself (Columbia)
- **SADE**
  - Nothing Can Come Between Us (Epic)

**RECORD TO WATCH**
- **JAMM**
  - So Fine (Epic)

**A/C**

**MOST ADDED**
- **GLENN FREY**
  - True Love (MCA)
- **SADE**
  - Nothing Can Come Between Us (Epic)
- **STEVE WINWOOD**
  - Don’t You Know What The Night Can Do? (Virgin)

**RECORD TO WATCH**
- **FOUR TOPS**
  - Indestructible (Arista)

**COUNTRY**

**MOST ADDED**
- **ROSANNE CASH**
  - Runaway Train (Columbia)
- **MARIE OSMOND/PAUL DAVIS**
  - Sweet Life (Capitol/Curb)

**RECORD TO WATCH**
- **KIM CARNES**
  - (Speed Of) The Sound Of Loneliness (MCA)

**JAZZ**

**MOST ADDED**
- **HARVEY SWARTZ**
  - Urban Earth (GAIA)
- **PAUL MC CANDLESS**
  - Headfirst (Headfirst/K-tel)

**RECORD TO WATCH**
- **FOWLER BROTHERS**
  - Breakfast For Dinosaurs (Fossil)

**ADULT ALTERNATIVE**

**MOST ADDED**
- **JOAN ARMATRADING**
  - The Shouting Stage (A&M)
- **KENNY RANKIN**
  - Hiding In Myself (Cypress/A&M)
- **PAUL MC CANDLESS**
  - Headfirst (Headfirst/K-tel)

**RECORD TO WATCH**
- **JOAN ARMATRADING**
  - The Shouting Stage (A&M)

**ALBUM**

**MOST ADDED**
- **GLENN FREY**
  - True Love (MCA)
- **STEVE WINWOOD**
  - Don’t You Know What The Night Can Do? (Virgin)
- **BUCKWHEAT ZYDECO**
  - Why Does Love Have To Be So Sad (Island)

**RECORD TO WATCH**
- **HUNTERS & COLLECTORS**
  - Fate (IRS/MCA)
- **ROBERT CRAY BAND**
  - Don’t Be Afraid Of The Dark (Hightone/Mercury)

**ALTERNATIVE**

**MOST ADDED**
- **HUNTERS & COLLECTORS**
  - Fate (IRS/MCA)
- **THE ROSE OF AVALANCHE**
  - In Rock (Fire/Restless)

**RECORD TO WATCH**
- **HUNTERS & COLLECTORS**
  - Fate (IRS/MCA)
- **HOTHOUSE FLOWERS**
  - People (London/Polygram)
The New Single

GEORGE BENSON
"LET'S DO IT AGAIN"

PRODUCED BY DAVID LEWIS AND WAYNE LEWIS FOR JODAWAY PRODUCTIONS FROM THE ALBUM TWICE THE LOVE
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<td>26 HOLLYWOOD by Tony Richland</td>
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<td>26 ON MANAGEMENT by Oren Hanari</td>
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<td>27 BIOFEEDBACK by Ron Fell</td>
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<td>28 HEAR &amp; THERE by Sheila Rene</td>
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<td>30 MOONLIGHTING by Moon Mullins</td>
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<td>39 JAZZ PROFILE by Keith Zimmerman</td>
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<td>47 CLASSIFIEDS by Natalie Cusenza</td>
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August 12, 1988/ the GAVIN REPORT
POLYGRAM HOLDS MEETINGS

PolyGram's 1988 Sales promotion conference was held in Nashville August 1-5. 150 sales, marketing and promotion executives met at the Opryland Hotel to discuss upcoming music and video product, as well as PolyGram's long range sales and marketing strategies. PolyGram Nashville's Senior Vice President, Steve Popovich, was the host of the company's first meetings ever held in Nashville. Popovich provided entertainment from PolyGram artists David Lynn Jones, Diana Meade and Lynn Anderson.

BIRTHDAYS/BIRTHS/WEDDINGS

Our Best Wishes and HAPPY BIRTHDAY To:
John Austin, WPXR FM-Rock Island, IL 8/14
David Crosby, Connie Smith 8/14
Cliff Gorov, All That Jazz 8/15
Keith Isley, 3WM-Toledo, OH 8/15
Gary Chibester, KMTI-Manti, UT 8/15
Kevin Chase, KMOX-Lewiston, ID 8/16
Chris Holnberg, WKLI-Albany, NY 8/16
Lee Carlson, KCHI-Sidney, MT 8/16
Tara Stevenson, KDFN/FM-Montery, CA 8/16
Madonna 8/16
Bob Greer, KSKI-Sun Valley, ID 8/17
Wayne Raye, WYII-Williamsport, MD 8/17
Judy Haveson, KKHJ-Houston, TX 8/17
Belinda Carlisle 8/17
Don Berns, CFNY-Toronto, Canada 8/18
Dave Ashton, WHQJ-Claremont, NH 8/18
Paul Tyler, WSNJ-Philadelphia, PA 8/18
Nick Rivers, WQNZ-FM-Netchce, MS 8/18
Nona Hendryx, Juice Newton, Dennis Elliot (Foreigner) 8/18
Mike Schaefer, Y97-Santa Barbara, CA 8/19
Sue Cresswell, KJCF-Festus, MO 8/19
Jeff Damon, WMVY-Marthas Vineyard, MA 8/19
Dave Salo, KNOX-Grand Forks, ND 8/19
l. Brenner, WXRT-Chicago, IL 8/19
Eddy Raven, Johnny Nash, John Deacon (Queen) 8/19
C.J. Raven, WFIC-Sagebrush, SC 8/20
Tom Schreiner, KTOQ-Rapid City, SD 8/20
Brian Mason, KZOR-Gallup, NM 8/20
Robert Plant, John Hiatt, Isaac Hayes 8/20
Our Related Birthday Wishes To:
Linda McCoy, Mac Report 8/6

Our CONGRATULATIONS to BILL SUMMERVILLE, Music Director of 94Q-Atlanta, GA, and his wife, AMY, on the birth of their son, WILLIAM DEREK. Born July 7th, weighing 8 lbs, 1 oz.

Our Wedding Bells are ringing on board the Showtime Commodore Yacht August 14th for our NATALIE CUSENZA, Production Director at The Gavin Report and Michael Duitsman, head baseball coach at Ohlone College. The entire Gavin staff expresses their best wishes and smooth sailing to both of them.

...wedding bells rang on July 22nd for JON Mc Cormick, Music Director of KDOG/FM-Mankato, MN, and DAWN RICHARDS, Promotions Director of KDOG/FM. Our CONGRATS. to all.

Compiled by Diane Rufer
LISTEN TO:
A VIRGIN

JOHNNY HATES JAZZ

STEVE WINWOOD

PAULA ABDUL

OUT THIS WEEK!!

The New Single From ZIGGY MARLEY “TUMBLIN’ DOWN”
• OVER 700,000 ALBUMS SOLD
• ON TOUR WITH INXS
**M ost Added**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<tbody>
<tr>
<td>STEVE WINWOOD</td>
<td>Monster</td>
<td>(Virgin)</td>
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<tr>
<td>GLENN FREY</td>
<td>You're All I Need</td>
<td>(MCA)</td>
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<tr>
<td>DEF LEPPARD</td>
<td>Love Bites</td>
<td>(Mercury/PolyGram)</td>
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<tr>
<td>FOUR TOPS</td>
<td></td>
<td>(Arista)</td>
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<tr>
<td>ESCAPE CLUB</td>
<td></td>
<td>(Atlantic)</td>
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<tr>
<td>ROD STEWART</td>
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<td>(Warner Bros.)</td>
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**Certified**

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<td>BOBBY McFERRIN</td>
<td>Don't Worry, Be Happy</td>
<td>(EMI-Manhattan)</td>
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<tr>
<td>DEF LEPPARD</td>
<td>Love Bites</td>
<td>(Mercury/PolyGram)</td>
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</tbody>
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**Top Tip**

ERASURE

**Chains Of Love** *(Sire/Reprise)*

Get ready to chalk one up.

**Record to Watch**

GIANT STEPS

**Another Lover** *(A&M)*

Already a giant for WLOL-Minneapolis, where it steps into the Top Five. Adds in Los Angeles, Denver and San Diego.

**Chartbound**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Reports</th>
<th>Adds</th>
<th>On</th>
<th>Chart</th>
<th>*Debuts in chartbound</th>
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<tbody>
<tr>
<td>INXS</td>
<td>Never Tear Us Apart</td>
<td>(Atlantic)</td>
<td>179</td>
<td>77</td>
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<td>* STEVE WINWOOD</td>
<td>Don't You Know What The Night Can Do</td>
<td>(Virgin)</td>
<td>168</td>
<td>168</td>
<td>--</td>
<td>--</td>
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<tr>
<td>EUROPE</td>
<td>Superstitious</td>
<td>(Epic)</td>
<td>165</td>
<td>29</td>
<td>114</td>
<td>22</td>
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<td>* GLENN FREY</td>
<td>True Love</td>
<td>(MCA)</td>
<td>137</td>
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<tr>
<td>D.J. JAZZY JEFF &amp; THE FRESH PRINCE</td>
<td>Nightmare On My Street</td>
<td>(Jive/RCA)</td>
<td>119</td>
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* Debuts in chartbound.
EUROPE
Superstitions

GAVIN TOP 40 CHARTBOUND 165/29
R&R AOR TRACKS: 40*-27*-24*

KEGL ADD
WZPL ADD
KATD ADD
WYCR ADD
KZZB ADD
WINK ADD
WQUT ADD
K92 ADD
KLQ ADD
Y95 26-23
WKBQ 31-28
KXYQ D-28
KIYS 26-20 HOT
K104 28-21
Y107 D-27
KDWZ D-29
Z104 34-27
KJ103 35-29
KIVA D-28
KS104 D-30
95XXX 40-33
OK100 34-22
WOMP 36-25
KAKS 31-24

ALSO IN HEAVY ROTATION ON MTV!

REO
SPEEDWAGON

"HERE WITH ME" 34-07901

GAVIN TOP 40 16*-15* 83% HIT FACTOR
R&R CHR 22*-19* R&R AVERAGE MOVE +3

Y108 5-1 HOT
Q102 13-8 HOT
KCPW 12-9
KEGL 10-5 HOT
B94 19-14
WMMS 17-14
WCZY 21-18
WZPL 18-12 HOT
KBEQ D-22
WKQB 17-10 HOT
WINK 12-10 HOT
WLRS 5-3 HOT
KWES 25-20 HOT
WPXR 4-3HOT
Z104 11-9 HOT
KJ103 8-6 HOT
KDBW 15-13
WLOL 21-14 HOT
KKRZ 21-16
KCPX 11-10
KPLZ 21-19
PRO/FM 21-19
WGH D-26
Q105 28-25
B97 28-25
K104 14-8 HOT

GAVIN A/C 17*-13* 91% HIT FACTOR

From the LP OUT OF THIS WORLD
OE44185

From the LP THE HITS
OE44202
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Dropped: #28-Contours, #29-Def Leppard (Sugar), #38-Billy Ocean, #40 - Moody Blues, Cliff Richard, Will To Power, Amy Grant, Michael Anderson, Andy Leek, Blue Rodeo.
MAJOR MOVES

ADDIS:
Z100
EAGLE 106
WCZY
KITY
KUBE
PRO/FM
92X
WPFM

MAJOR MOVES
WAVA D-25
WQFX D-23
HOT 105 D-25
WLOL 29-22
KYES/FM D-31
WBBQ D-32
Y100 25-23

ALREADY ON:
KMGX @35
HOT 103
WNVZ
KKFR
KISS/FM
KSIN
AND MANY MORE!

ADDED AT:
WTIC
HOT 105

TOP 30 ACTION:
PRO/FM
WXKS
EAGLE 106
POWER99
Z93
WHYT
KCPW
KITY

MOVES:
K104 35-29
FM104 D-34
OK95 33-30

ON:
Y95
KPLZ
KATD
WROQ

ON YOUR DESK THIS WEEK!
The New CINDERELLA Single
"Don't Know What You Got (Till It's Gone)"
www.americanradiohistory.com
## Top 40 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%

### Artist Title Label

<table>
<thead>
<tr>
<th>Artist Title Label</th>
<th>Report</th>
<th>Adds</th>
<th>1-5</th>
<th>6-10</th>
<th>11-20</th>
<th>21-30</th>
<th>Uncharted</th>
<th>Hit Factor</th>
<th>Weeks</th>
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<tr>
<td>GEORGE MICHAEL - Monkey (Columbia)</td>
<td>308</td>
<td>2</td>
<td>160</td>
<td>95</td>
<td>46</td>
<td>3</td>
<td>2</td>
<td>97%</td>
<td>7</td>
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<tr>
<td>CHICAGO - I Don't Wanna Live Without Your Love (Full Moon/Reprise)</td>
<td>280</td>
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<td>180</td>
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<td>17</td>
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<td>5</td>
<td>95%</td>
<td>12</td>
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<td>ELTON JOHN - I Don't Wanna Go On With You Like That (MCA)</td>
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<td>133</td>
<td>109</td>
<td>36</td>
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<td>4</td>
<td>96%</td>
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<td>STEVE WINWOOD - Roll With It (Virgin)</td>
<td>235</td>
<td>--</td>
<td>178</td>
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<td>ROBERT PALMER - Simply Irresistible (EMI-Manhattan)</td>
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<td>65</td>
<td>107</td>
<td>103</td>
<td>11</td>
<td>4</td>
<td>93%</td>
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<td>HUEY LEWIS &amp; THE NEWS - Perfect World (Chrysalis)</td>
<td>305</td>
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<td>34</td>
<td>99</td>
<td>148</td>
<td>21</td>
<td>2</td>
<td>92%</td>
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<tr>
<td>WHITNEY HOUSTON - Love Will Save The Day (Arista)</td>
<td>271</td>
<td>--</td>
<td>63</td>
<td>120</td>
<td>69</td>
<td>13</td>
<td>6</td>
<td>92%</td>
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<tr>
<td>GUNS N' ROSES - Sweet Child O' Mine (Geffen)</td>
<td>266</td>
<td>6</td>
<td>65</td>
<td>60</td>
<td>92</td>
<td>28</td>
<td>15</td>
<td>81%</td>
<td>10</td>
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<tr>
<td>TRACY CHAPMAN - Fast Car (Elektra)</td>
<td>254</td>
<td>1</td>
<td>56</td>
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<td>8</td>
<td>18</td>
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<td>39</td>
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<td>3</td>
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<tr>
<td>ERASURE - Chains Of Love (Sire/Reprise)</td>
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<td>67</td>
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<td>INFORMATION SOCIETY - What's On Your Mind (Tommy Boy/Reprise)</td>
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<td>5</td>
<td>7</td>
<td>14</td>
<td>15</td>
<td>47</td>
<td>22%</td>
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STRYPER
A MAJOR ACT WITH MASS APPEAL
"ALWAYS THERE FOR YOU"

WGH ADD!  KRQ D-35!  WCIL 4-3!
KIXY 2-2!  K98 32-26!  KKXL 17-12!
PWR92 12-9  WOKI 27-23

WORLD TOUR STARTS IN SEPTEMBER!

HURRICANE
THE NEW BAND THAT'S STORMING THE NATION!!
Look For The DEBUT TOP 40 SINGLE - "I'M ON TO YOU"
From The Album OVER THE EDGE COMING SOON!!

MTV BREAKOUT!  BILLBOARD LP CHART 163*-124*
MAJOR AOR AIRPLAY IN DALLAS, MILWAUKEE
MINNEAPOLIS, COLUMBUS, ATLANTA, LOS ANGELES, SACRAMENTO
and READY TO CROSS!!
Whoever coined the term "everything old is new again" can rest assured it will never lose its meaning. Fashion designs shift from baggy looks to tight pants, from short skirts to the longer knee-length look. One can predict with certainty that wide ties will get skinny, or visa versa. When it comes to records we've had our share of remakes, and artists that have gone into the archives to resurrect certain genres of music. While Steve Winwood's "Roll With It" may remind some of his Spencer Davis days, most everyone under twenty five has only a vague memory, at best, of that group. Refurbished renditions of "old" hits and past musical styles are only old to those who were around to hear them the first time. When it comes to radio contests and promotions, I learned a long time ago that it's smart to keep a file of just about everything for future use. Many great contest ideas can be recycled and updated with new phrasing or mechanics. Like the fashion world's infamous Nehru jacket, there are songs and radio concepts that have outlived their usefulness. Nevertheless, the past holds a treasure chest of "new" ideas for future generations.

When it comes to writing and performing music for film, KENNY LOGGINS is shooting a perfect score. He enters the top fifteen with a sharp 44% to 66% surge in HIT FACTOR. Top Ten at KKXX Grands, Forks 15-7, WKQZ Myrtle Beach 16-9, KDOC Mankato 16-9, KRIT Ft.Dodge 11-7, KOZE Lewiston 13-9, KTDR Del Rio 17-8, WSPK Poughkeepsie 16-8, WBXQ Altoona / Johnstown 22-10, POWER99 Atlanta 20-10, KKCKK Marshall 14-9 and Y104 Hattiesburg/Laurel 14-10.

Twenty three new believers on JOAN JETT AND THE BLACKHEARTS lift them beyond 200 total reports. Steve Taylor at WQUT Johnson City takes it 28-21 and describes it as an "all around winner." Steve mentions wide audience appeal, hot phones and strong sales for what he calls "an anthem." New on WQLK, WNSL, KBIU, WSTO, Z95.5, WZOU, B94, WYAV, KS104, KWES, KAFX, G105, KLYV, Q102, WGGZ and KDWB. Gains into the top twenty include 99KG 25-18, WAZI 21-15, KFIV 25-17, KZFN 24-19, Q96/76 22-18, KFMW 23-14, WFMF 26-20, WROQ 22-18, WKQB 31-19 and WCLG 25-20.

Explosive is the only word for BOBBY MCFERRIN, who propels his way onto the chart with top thirty debuts at KUBE Seattle, KKXX Bakersfield, KZLS Billings, KPXI Mt.Pleasant, K104 Erie, WAIL Key West, Y106 Orlando and WIFC Wausau. Big gains posted by WDIX 27-21 (Jill Meyer notes it's headed to number one in requests soon), WHYT 23-18, Z104 30-23, Z100 Portland 20-10, KMGX 29-23, KDON 22-14, KCPX 22-14, KKFR 16-8, EAGLE 106 30-21, Q105 19-14, WSPT 28-21, Y94 26-16, WAVA 29-23, etc.

It's not often that the fifth single release and the fourth hit off an album encounters the incredible right now that DEF LEPPARD is getting right now. Kevin Chase at KMKK Lewiston reports "the phones lit up after one play and it's number one in requests, with album sales at number two." Debuts in the top twenty-five at WAVA Washington D.C., WKPE Cape Cod, KOKZ Waterloo/Cedar Rapids, HOT 105 Miami, KIXY San Angelo, Y108 Denver, WROQ Charlotte, KDWB Minneapolis and WCIL Carbondale.

First number one listing on ERASURE comes from Bill Richards and John Cook at 93 Houston. Cross town it's also in the top five with Paul Christy and Cheryl Broz at POWER 104, where it moves 5-4. Also very hot at POWER99 10-6, LIVE 105 3-3, KYOS 4-3 and Y108 26-10. 25 adds including KFILZ, FM104, 106X, WIGY, KDWB, KKKY, KMZG, KSTN, KKRC, WHKW, etc.

35 adds put D.J. JAZZY JEFF & THE FRESH PRINCE well over 100 reports, with a hefty increase in chart points, moving them close to a slot on the Top 40. Steve Perun takes it top ten at Y100 Miami 15-8, as does KGCI 12-6, KS104 10-8 and KSTN 12-4. Hot debuts at KITY San Antonio #18, WHYT Detroit #19, WNYZ Utica #21, KIXY San Angelo #16, KZFN Moscow #20, WGGZ Baton Rouge #23 and Z100 New York #29.

Impressive 28% for the second effort from AL B. SURE! Dene Hallam adds it at KCPW Kansas City, and says his research shows it to have the same profile as The Whispers' "Rock Steady. "The Deele's "Two Occasions" and The Systems "Don't Disturb This Groove." Doing well at HOT 103 28-20, B93/FM 29-23, KMEL 10-7, KMGX 11-8, KITY 23-16, etc. New on 93Q, POWER 104, POWER 106, KRQ, WRCK, WRGB, KLBQ, and KIXY.

Four years after its release, UB40's "Red Red Wine" is back on the "UP & COMING" page. HIT FACTOR is 17%, while it stays at number one in Phoenix. Debuts at #13 for Bob Harlow at KATD Los Gatos/San Jose, who says it's been the number one requested song for the last three weeks, with only Def Leppard and Bobby McFerrin coming close in total calls. Other debuts at Y100 #9, KDON 16, LIVE 105 8-21 and Y106 30. 27 adds including KSND, KINN, WNIVZ, B94, POWER 104, KWSS, KBEQ, KS104, WAVA, WZZR, G105, WJZQ and Z100 Portland.

Dave Shakes at WTIC/FM Hartford is getting excellent response to BOBBY BROWN. Dave takes it 33-28 and reports "great 12 inch sales and #6 in requests." HIT FACTOR is 59% with big moves at KKQV 31-21, K100 25-19, KSTN 11-5, FM102 8-2, KITY 33-10, Y106 30-27, POWER 104 15-8 and WHYT 12-10. Added at HOT 103, 96/76, KFIV, KDON and POWER 106.

Greg Swedberg and Karen Wong at WLOL Minneapolis are the first to take GIANT STEPS into the top five with an 8-4 gain. New on KIIS Los Angeles, Q106 San Diego, KITY San Antonio, 95XWX, Burlington, WXPR Rock Island, FM104 Modesto/Stockton, Y108 Denver, KATD Los Gatos/San Jose, KEYZ Anaheim and KTRS Casper. On at KMEU, KROC, WKSM, KWSS, KMGX, KXXL, etc.
HOLLY KNIGHT
"Heart Don't Fail Me Now"

Taken from the Columbia LP: "Holly Knight" 44243

GAVIN TOP 40: UP & COMING 54 STATIONS AND CLIMBING

WXKS ADD
WGH ADD
KRBE ADD
Q105 ADD

KSAQ ADD
KSND ADD
WZKX ADD
KKXL ADD

KIYS 32-24
KOZE DEB-32
100KHI DEB-39

THIS UP & COMING HIT IS ON OVER 150 TOP 40 STATIONS

KITS 2-2

KRBE 24-18
KKBQ 26-24
WXKS DEB-34
KPLZ DEB-37

ON:
PWR99
WGH
KUBE

WMMS 23-21
KXYQ DEB-30
WZOU DEB-35
Y95
WNVZ

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## Most Added

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<td>SADE (24) (Epic)</td>
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## Urban Contemporary

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<td>LOOSE ENDS - Watching You</td>
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<td>Whitney Houston - Love Will Save</td>
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<td>GREGORY HINES - That Girl Wants</td>
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<td>MICHAEL JACKSON - Another Part Of</td>
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<td>GEORGE MICHAEL - Monkey</td>
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<td>JAMES BROWN - Static</td>
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<td>TAYLOR DAYNE - I'll Always Love</td>
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<td>OHIO PLAYERS From Now On</td>
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<td>HOWARD HEWETT - Once, Twice,</td>
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<td>TONY! TONI! TONE! - Born Not To</td>
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<td>CASHFLOW - That's The Ticket</td>
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<td>JAMM So Fine (Epic)</td>
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<td>MIKI - You</td>
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<td>GARY TAYLOR - Tease Me</td>
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<td>THE DAZZ BAND - Single Girls</td>
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<td>KOOL &amp; THE GANG -</td>
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<td>KAIRA - The Best Of</td>
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<td>GAP BAND - Straight</td>
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**Editor:** Betty Hollos  
**Assoc. Editor:** John Martinucci  

**CHARTBOUND**

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<td>58%</td>
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TURN YOUR RADIOS UP!

THE NUMBER ONE FUNKATEER IS BACK!

"THERE IS SOMETHING BIG ABOUT TO HAPPEN... IT'S TIME FOR THE COUNTDOWN... BOOTSY IS NOW COMING OUT OF... SUSPENDED ANIMATION."

12" SINGLE
FROM THE NEW BOOTSY THANG-
"PARTY ON PLASTIC (WHAT'S BOOTSY DOIN'?"

"WHAT'S BOOTSY DOIN'?"
ON COLUMBIA CASSETTES, COMPACT DISCS AND RECORDS.

COLUMBIA RECORDS—RADIO'S BEST FRIEND!

PRODUCED BY BOOTSY COLLINS FOR BOOTZILLA PRODUCTIONS INC.
EXECUTIVE PRODUCER: "DOLLAR-BILL" WALLER
MANAGEMENT: "DOLLAR-BILL" WALLER

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Reports  | Adds  | ARTIST TITLE LABEL
---|---|---
47  | 4  | BRENDI RUSSELL - Gravity (A&M)
46  | 24 *  | JOHNNY KEMP - Dancin' With Myself (Columbia)
43  | 28 *  | KARYN WHITE - The Way You Love Me (Warner Bros.)
42  | 8  | SUE ANN - Rock Steady (MCA)
39  | 6  | PUBLIC ENEMY - Don't Believe The Hype (Def Jam/Columbia)
38  | 4  | ERIC B & RAKIM - Follow The Leader (UNI)
38  | 10  | GEORGE BENSON - Let's Do It Again (Warner Bros.)
36  | 3  | KASHIF - Loving You Only (Arista)
35  | 7  | MARVA KING - Back-Up (Tri World)
34  | 4  | DARYL HALL & JOHN OATES - Missed Opportunity (Arista)
33  | 15 *  | MAC BAND - Stuck (MCA)
30  | 9 *  | JETS - Sendin' All My Love (MCA)
29  | 4  | MORRIS DAY - Love Is A Game (Warner Bros.)
29  | 3  | WORLD CLASS WRECKIN' CRU - Lay Your Body Down (Kru Cut/Macola)
28  | 23  | MASTER PLAN - Stomp (Crush)
27  | 20 *  | FOUR TOPS - Indestructible (Arista)
26  | 16 *  | HOWARD HUNTSBERRY - Sleepless Weekend (MCA)
25  | 2  | MICHAEL COOPER - Quickness (Warner Bros.)
24  | 4  | KATHY MATHIS - Men Have To Be Taught (Tabu)
24  | 24 *  | SADE - Nothing Can Come Between Us (Epic)
23  | 1  | ASWAD - Don't Turn Around (Mango/Island)
22  | 3  | TYRONE DAVIS - It's A Miracle (Future)
22  | 1  | FORCE M.D.S - Deep Check (Tommy Boy)

*Dropped:* #21-Steve Winwood, #25-Bobby Brown, #26-Paula Abdul, #32-Fat Boys with Chubby Checker, #35-Run D.M.C., David Sanborn, Naje, Scritti Politti featuring Roger, Information Society.

### INSIDE URBAN

The response to last week's Rap issue was impressive. Not only did we get music people asking if we could do more. We also got responses from radio types who have been known to say, "We don't play rap." Do you know what they're saying this week? After giving us their list of heavy rotation, we're getting comments like: "I can't believe I've got all four of those rap records in heavy rotation!" We're glad you like the issue, and we promise to do more like it in the future. L.D.McCollum, XHRM-San Diego, is excited about the success of DJ JAZZY JEFF & THE FRESH PRINCE's "Nightmare On My Street." "It's appealing to adults now, as well as obviously huge requests from teens." Randy Sterling, KGBQ-Allentown, says: "Something new and exciting from the up and coming super rapper is doing very well here." We chose LEVERT as our front page 'Hot' listing. It's debuting at #24, with good news from Cedric Hollywood, WJHMS-Orlando: "Instant phones...looks like another Casanova." Andy Henderson, WQKI-St. Matthews, agrees, saying, "It's doing extremely well." Andrew Bailey, WYNNS-Florence, also figures that "this is their hottest thing since Casanova." Last week we made the KARYN WHITE our Top Tip, and it went crazy. We were rewarded with many of you making it your KTR this week, Rob Morris, WVKO-Columbus, had to mention producers just as we did in the review: "Hitmakers L.A. and Babyface are at it again. This one caught our attention right away, it'll be big!" Jimmy Smith, KKDA-Dallas, seconds the motion, saying, "Babyface and L.A. work their magic once again. This time for KARYN WHITE."

When Steve Crumbley called in his third reports, he said that at WOWI-Norfolk, it is, without doubt the hottest thing around. At WPDQ-Jacksonville, he's getting major calls for ERIC B & RAKIM, and at WPZZ-Indianapolis, THE JETS are hot on the request line. P.C.Wiley, WGSW-Greenwood, had to play on words with Johnny Kemp: "This is a hot follow-up to 'Just Got Paid' and he SHOULD get paid - he's great!" Alton Palmore, WQIC/Emeryland, wasn't short on lines, either: "The new VANESSA WILLIAMS is my record to watch, and I can watch it again and again. Jay Jefferies, KZZZ-Lake Charles, feels "Straight From The Heart" from the GAP BAND should have been a Valentine's Day release because it's such a good tune for lovers. It's doing well with adult demos.

Looks like BOBBY McFERRIN started something with "Don't Worry, Be Happy." Kevin Morrison, WDKX-Rochester, says it's doing well there because it makes everyone feel happy.

Now GOOD QUESTION has a song out that's doing well for Robert L. Scott, KKFX-Seattle, who says, "Sounds good, gives me a good feeling." Rick Stevens, WCKX-Columbus, likes to feel good and says the MICO WAVE does it for him: "Super upbeat, super dance tune, instant phones." TOP TIP, OHIO PLAYERS has been added at ten stations: WHUR-Washington, KRRB-Memphis, WABD-Clarksville, WJLY-Louisville, WQXG-Greenwood, WLZ-W-Greenville, WYNN-Florence, KJMJ- St. Louis, WVOW-Toledo and WWWS-Saginaw. Earl Boston, KATZ/WT-St. Louis, comments on the 101 NORTH, saying, "This song will light up the phones any time of the day, any format." We're giving the Record To Watch nod to firstimers JAMM. Their debut single has been added at WDKX, WJDI, WKEI, WOWI, KOKY, WJIZ, WPQD, WQMG, WTM Dolphin, WVQI, WZAK and KNON. Looks like a good head start for them. Ciao for now, Betty.

### LP CUTS

- **FREDDIE JACKSON** - Hey Lover 
  Crazy For You
- **JAMES BROWN** - Time To Get Busy
- **GUY** - Teddy's Jam
- **J.J. FAD** - My Dope
- **GREGORY HINES** - Gloria My Love 
  Love Don't Love You Anymore
- **TERENCE TRENT D'ARBY** - Who's Loving You
- **BOBBY BROWN** - Rock Wit'cha/Roni
- **KEITH SWEAT** - In The Rain 
  How Deep Is Your Love/Right & Wrong Way
- **NAJEE** - Najee's Nasty Groove
- **BIG DADDY KANE** - Set It Off 
  I'll Take You There
- **PRINCE** - When 2 R In Love 
  Lovesexy/Anna Stesia
- **STACY LATTISAW** - 
  Ain't No Mountain High Enough
- **NEW EDITION** - N.E. Heartbreak 
  Sorry You're Not My Kind Of Girl
**HIT FACTOR**

**ARTIST** **TITLE** **LABEL**

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<th>Title</th>
<th>Label</th>
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**NEW RELEASES** by Betty Hollars and John Martinucci

**SADE** - Nothing Can Come Between Us (Epic)

...or between Sade and hit records. Once again, it's that unmistakable voice that blends nicely with her own special brand of smooth instrumentation. A strong romantic ballad.

**BOOGIE DOWN PRODUCTIONS** - Stop The Violence (live/RCA)

Not only are the lyrics clever, the message is presented in such a way that it might get through to some of the violence-makers. One of our more politically-oriented rap groups, they've printed a letter on the picture sleeve of this single to remind us of the fact that they're serious about resolving the problems of violence, no matter what form it takes.

**POINTER SISTERS** - Power Of Persuasion (Columbia)

The beat is back on this one—with more upbeat soul than prior releases. From the 'Caddyshack II' soundtrack, this one should make par on Urban playlists.

**GOOD QUESTION** - Get A New Love (Paisley Park/Warner Bros.)

These two can really sing - and if the clubs in your area get this before you, watch for great club reaction! Even if you can't dance, check this out - it'll teach you instinctively.
### Adult Contemporary

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<td>ELTON JOHN</td>
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<td>MCA</td>
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<td>36</td>
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<td>New Day (Revisited)</td>
<td>Avatar</td>
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<td>DAVID BENOIT</td>
<td>The Key To You</td>
<td>GRP</td>
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<td>Love &amp; Mercy</td>
<td>Sire/Reprise</td>
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<td>Another Part Of Me</td>
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### ChartBound

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<td>The Rumour</td>
<td>MCA</td>
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<td>ROD STEWART</td>
<td>Forever Young</td>
<td>Warner Bros.</td>
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<td>Walk Away</td>
<td>Columbia</td>
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<tr>
<td><em>GLENN FREY</em></td>
<td>True Love</td>
<td>(MCA)</td>
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<tr>
<td>ASWAD</td>
<td>Don't Turn Around</td>
<td>(Mango/Island)</td>
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<th>Light</th>
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<td>MICHAEL BOLTON</td>
<td>Walk Away</td>
<td>Columbia</td>
<td>53</td>
<td>23</td>
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<td>20</td>
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<tr>
<td><em>GLENN FREY</em></td>
<td>True Love</td>
<td>(MCA)</td>
<td>46</td>
<td>48</td>
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<tr>
<td>ASWAD</td>
<td>Don't Turn Around</td>
<td>(Mango/Island)</td>
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<td>1</td>
<td>16</td>
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Editor: Ron Fell  
Assoc. Editor: Diane Rufer  

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**The Gavin Report**  
August 12, 1988  
www.americanradiohistory.com
"THE BEST RECORD I'VE HEARD ALL YEAR"
CHARLIE KIRK - KYJC

"PM, 4 MINUTES OF PURE PARADISE, THEN THE PHONES LIGHT UP!"
STORM 'N' NORMAN - WEBE

THE 7" DEBUT
PRODUCED BY ELLIOT SCHEINER AND PM
FROM THE FORTHCOMING ALBUM PM
MANAGEMENT: RICHARD DREYER & ASSOCIATES

© 1988 WARNER BROS. RECORDS INC.
INSIDE A/C

ELTON JOHN's new number one, "I Don't Want To Go On With You," is his second A/C number one in less than a year. "Candle In The Wind" made the grade on October 30th of last year.

Next up...probably James Taylor's "Baby Boom Baby." Of the underlined potential heirs, only James has cleared 200 stations. CHICAGO has 86% of its airplay in maximum rotation and LITTLE RIVER BAND probably couldn't get to number one even if all their airplay was HEAVY.

CROWDED HOUSE adds 28 HEAVY rotation reports this week, and despite only two adds moves into the top ten. As was the case last week, the top ten are not getting adds. HUEY LEWIS & THE NEWS scored nine of the twenty-one adds. LEWIS & THE NEWSMEN have climbed 21 to 10 on the chart the past two weeks, and of the six-week old records its a hands down winner.

PETER CETERA's 29 to 12 move in the past two weeks leads the five-week wonders up the chart. The other notable, BRUCE HORSBY & THE RANGE's "Look Out Any Window," leads in HIT FACTOR (82% to 79%) but lags in stations (178 to 187) and in HEAVY rotation (29 to 54). Don't mean to pit one against the other, though.

RICK ASTLEY is now HIT FACTORed by two-thirds of his players and has been averaging nearly 35 adds a week since its release.

NATALIE COLE's new ballad, "When I Fall In Love," had a better week than its three point jump on the chart indicates. It took on 20 new A/C's including KFQD, WROK, KWLO, KFYR, WQTV and WGAD, and 71% of those stations playing it more than one week are committing to serious rotations.

BOBBY MCFERRIN is this week's highest chart debut, and ties OLIVIA NEWTON-JOHN for fifth MOST ADDED, both have 33. MCFERRIN adds this week at KEFM, WHTX, WTRX, WMKJ, WGOV, WGLT/FM, WELI, WSKI, etc.

CHRISTOPHER CROSS wins this week's PLUS FACTOR with a 22% increase, and comes in fourth in adds with 38, including KFMB, WION, KGY, WMTR, WKLI, KQIP, WLLH, KWAV/FM and Wahr, etc.

CHEAP TRICK's "Don't Be Cruel," last week's RECORD TO WATCH, is approaching CHARTBOUND with a 37% HIT FACTOR, and adds from B100, KQIP, WHYC, WFEB, WKMI, KASY, WSER, KMCI/FM and WIZM.

The 41 adds on the STEVE WINWOOD "Don't You Know What The Night Can Do?" came while the previous single, "Roll With It," was still being played by 163 A/C's in HEAVY rotation.

Our TOP TIP this week, OLIVIA NEWTON-JOHN's "The Rumour," will debut in the better part of the 30's next. "Rumour" has it she's back and it's already confirmed by 71 A/C's including KKHT, CKFM, WRMF, WCXK, KEPM, WVCQ, WKWEB, KDZA and WMT/FM etc.

This week's RECORD TO WATCH, "Indestructible," by the Four Tops debuts in UP & COMING with 35 A/C stations. Not bad for a song that has been out for 10 days by a group that's been together for nearly 12,000 days. Adds already from KYJC, BI00, WMT/FM, KTYL, WEEB/FM, WSKI, WAFL, WAEB, WKYE and WQHQ/FM.

the GAVIN REPORT/August 12, 1988
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE/LABEL</th>
<th>Reports</th>
<th>Adds</th>
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<th>Medium</th>
<th>Light</th>
<th>Hit Factor</th>
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<td>ELTON JOHN</td>
<td>I Don't Wanna Go On With You Like That (MCA)</td>
<td>203</td>
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<td>55%</td>
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<td>BRIAN WILSON</td>
<td>Love &amp; Mercy (Sire/Reprise)</td>
<td>65</td>
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<td>86</td>
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<td>22%</td>
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<tr>
<td>MICHAEL JACKSON</td>
<td>Another Part Of Me (Epic)</td>
<td>51</td>
<td>7</td>
<td>8</td>
<td>16</td>
<td>20</td>
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### PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

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<th>TW</th>
<th>Increase</th>
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<tr>
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<td>I Will Take You (Reprise)</td>
<td>--</td>
<td>22</td>
<td>22%</td>
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<tr>
<td>ROD STEWART</td>
<td>Forever Young (Warner Bros.)</td>
<td>13</td>
<td>31</td>
<td>18%</td>
</tr>
<tr>
<td>MICHAEL BOLTON</td>
<td>Walk Away (Columbia)</td>
<td>--</td>
<td>18</td>
<td>18%</td>
</tr>
<tr>
<td>KENNY ROGERS</td>
<td>When You Put Your Heart In It (Reprise)</td>
<td>50</td>
<td>66</td>
<td>16%</td>
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<tr>
<td>OLIVIA NEWTON-JOHN</td>
<td>The Rumour (MCA)</td>
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<td>15</td>
<td>15%</td>
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<tr>
<td>BRUCE HORNBSY &amp; THE RANGE</td>
<td>Look Out Any Window (RCA)</td>
<td>68</td>
<td>82</td>
<td>14%</td>
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<tr>
<td>PETER CETERA</td>
<td>One Good Woman (Full Moon/Warner Bros.)</td>
<td>65</td>
<td>79</td>
<td>14%</td>
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<tr>
<td>ASWAD</td>
<td>Don't Turn Around (Mango/Island)</td>
<td>21</td>
<td>35</td>
<td>14%</td>
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<td>GLENN MEDEIROS</td>
<td>Long And Lasting Love (Amherst)</td>
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<td>22</td>
<td>12%</td>
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<td>RICK ASTLEY</td>
<td>It Would Take A Strong Strong Man (RCA)</td>
<td>56</td>
<td>67</td>
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<td>LIVINGSTON TAYLOR</td>
<td>Loving Arms (Critique/Atco)</td>
<td>37</td>
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<td>BOBBY McFERRIN</td>
<td>Don't Worry, Be Happy (EMI-Manhattan)</td>
<td>35</td>
<td>44</td>
<td>9%</td>
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**ON THE ROAD ▲**  
Boz Scaggs (center) stops for a breather to chat with KUBE-Seattle's Tom Hutyler (left) and Columbia's Larry Reyman during a five city promotional tour in support of his Other Roads LP.

**BOUNCING CHICKS ▼**  
McKay in the McMorning gets hot in Miami as he broadcasts the Hot 105 Friday Morning Road Show behind the scenes of the first topless check cashing business in the U.S.

**FAIR WEATHER FRIEND**  
The hot Miss Becky Hobbs pleases a fan with her autograph at the MTM booth during the 17th Annual Country Music Fan Fair in Nashville.

**38 YEARS OF SERVICE ▼**  
At the CEMA convention in Los Angeles, Capitol District Promotion Manager Merv Amols was given a plaque for 38 years of torturing radio and being the best in the business. That's Capitol/EMI Industries CEO Joe Smith (center) congratulating Amols and his wife Sylvia.

**PITY THE FOOL ▲**  
Mr. T poses with WEKS-Atlanta's Mario Prince (left) and Jamie Jenkins after spending two hours on the air answering questions from listeners.

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Care to be "Photo Filed" by the Gavin Report? Send your favorite photo of yourself or anyone else to Betty and Lisa, c/o Gavin, One Halldie Plaza, Suite 725, S.F., CA 94102.

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The Gavin Report / August 12, 1988

www.americanradiohistory.com
WILD HAPPENINGS IN WACO ▼

This fine-looking "Rumper Sticker" was a ticket to meet the stars at a Steve Wariner/Foster & Lloyd benefit concert sponsored by K95-Waco. The back of the sticker could be filled out for a drawing, with the winners getting to hang out backstage after the show. The free concert, which was filled to capacity, was tied in with the local broadcast of the Children's Miracle Network Telethon.

PIECE OF CAKE ▲

In Springfield, MA, 93/WHYN-FM General Manager Marc Berman (left) and PD Bill Hess flank a $5,000 prizewinner. The dough went to the 93rd caller after the station played "American Pie." The contest caused phone service meltdown for 250,000 local customers.

TAKES ONE TO KNOW ONE ▼

Jefferson City Mayor Louise Gardener joins KTXY's morning show host Gary Spice as his honorary "Disc Jockey For A Day." Louise got a hankering to try out the profession after reading a report in USA Today that "mayor" ranked as the 201st most desirable job to hold, while "disc jockey" was 110th.

ANOTHER DISC JOCKEY ▲ ARRESTED

WBLZ-Cincinnati's Bob Summers is led away after being arrested while on the air as part of the March Of Dimes Celebrity Night Court promotion. Bob was charged with "playing the most music and the least commercials of any radio station in Cincinnati." While Bob was in the hands of the law, callers phoned in to the station and made pledges to get him out of jail, and his $750 bail was finally raised. All in good fun and all proceeds went to benefit the March Of Dimes.
Crowded House was built from the remnants of a wonderful New Zealand cult band, Split Enz. Paul Hester and Neil Finn got their chops down during an eight year term in the "Splitz." When the group broke up, Paul and Neil hooked up with Nick Seymour, an accomplished bassist and aspiring graphic artist.

The trio came to Los Angeles from down under with a sack full of tunes and a game plan. Holed up in a crowded apartment in La La Land, the three merged with American producer Mitchell Froom to make a critically acclaimed debut album, eponymously titled Crowded House.

The album's first single, "Don't Dream It's Over" enjoyed its initial success with Gavin Adult Contemporary stations. After peaking mid-chart, the single began to develop at Top-40, eventually reaching #3 on April 10, 1987, eight months after its release.

With the release of their new album, Temple of Low Men, and its first single, "Better Be Home Soon," Crowded House is becoming a household name. We talked to Neil Finn from London, in the middle of a two-week promotional tour of Europe and Japan and just a few weeks before they launch a major concert tour of the USA.

by Ron Fell

RON: You guys are thought of as a "down under" band, yet you've spent a great deal of time in the States.

NEIL: Right from the start we were concerned that our record was coming out via a major label, in a major city, Los Angeles. We wanted to cut out all the middlemen, so we went to Los Angeles to record. We wanted to meet the people who would directly be working on the record and they could meet us. In the past we'd had a lot of problems with too many chiefs between the band and the record company.

RF: Has the American way of life influenced you and the band?

NEIL: Well I'm sure it has, but not in ways I could put a finger on. You spend a certain amount of time anywhere and it rubs off on you. We've definitely been influenced by having worked with Mitchell Froom, our first American producer, and living in L.A. certainly had an effect. In fact, one song, "Mansion on the Hill," was written partially about Los Angeles, probably not in a very refreshing way!

RF: Legend has it the band's name refers to your living conditions in L.A.

NEIL: Well, it certainly added fuel to that name. We thought of it independently, but as soon as we said it a few times, we said, "This is perfect." We did share house a together for about four months. It was only two bedrooms for three people, and we had family and friends and all sorts of people coming through the house...
A handbook guide to our family of Gavin reporters.
This week's adds and rotations.
URBAN CONTEMPORARY CORRESPONDENTS


SURE.

Sweat, Jackson, S.Garrett, Mik.Howard, TaylrDayne, Loose Brown, Al

S.Murdock, Tony, T., T., B.Russell, Loose & M. King, Al

HOT: Loose Ends, F.Jackson, G.Benson, Tony, T., T., B.McFerrin, C.Branch.


CHICAGO, IL

B.PRENTIS TAYLOR WGCFTM 312-984-1448


BIG/select/ROCKWXR 312-663-1593


NORMAL, IL

Evanston WND9 394-438-5491


ST LOUIS, MO

EAST BOSTON 210.3-KAZFP 314-241-2401


M STRADFAIR BEELEY KMM 315-361-1195


Southwest

DALLAS, TX

JAMESBROWNKDA 214-263-9911


S. MARSHALL S.WILLIAMS KMMM 214-598-2153


GALVESTON, TX

SUNFALL R & B UEBC 210-732-4671


MISSION.

MAX PETERS KJAM-FM 315-382-7407

ADDS: KarynWhite, Morris Day, Mac White, D Train, S. Garrett, M. Jackson, Rick James, Loose Ends, D Train.

LOUISIANA

MISSISSIPPI

PAULA COX WMZP 717-257-9892

ADDS: J. Kemp, Bob, Brown, J. Kemp, W. Williams, E. Brown, B. R., Al B.

F.Jackson, F. Williams, Dino, Pebbles, Jazzy Jeff, Loose Ends, Cashflow, M.KHoward, TaylrDayne, G. Michael, Rick James, Teddy P.

SMAGINA, TX

WEMITI CRICKET WWSDFM 717-754-1871


MILWAUKEE, WI

HEIMAN HORN OBSERVER 414-785-1791

ADDS: Bob, Brown, Dino, J. Kemp, H. Hewett, K. Sweat, G.E., Miami, B. Al B.


MINNESOTA

PETE ROHDE- KCRS 715-241-4247


SURE, S. Garrett, M. Jackson, S. Garrett, F. Jackson, T.T.D’Arby, RJS Latel, Jesse Jon., Salt & P.,

CHICAGO, IL

J. ORFIELD MICHELLE-WMYX 312-542-3209


Far West

LOS ANGELES, CA

WCK TRAFFIC KUGC 408-744-3558


MKEhoTT 315-382-7407

ADDS: KarynWhite, Morris Day, Mac White, D Train, S. Garrett, M. Jackson, Rick James, Loose Ends, D Train.

LOUISIANA

MISSISSIPPI

PAULA COX WMZP 717-257-9892

ADDS: J. Kemp, Bob, Brown, J. Kemp, W. Williams, E. Brown, B. R., Al B.

F.Jackson, F. Williams, Dino, Pebbles, Jazzy Jeff, Loose Ends, Cashflow, M.KHoward, TaylrDayne, G. Michael, Rick James, Teddy P.

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MINNESOTA

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SURE, S. Garrett, M. Jackson, S. Garrett, F. Jackson, T.T.D’Arby, RJS Latel, Jesse Jon., Salt & P.,

CHICAGO, IL

J. ORFIELD MICHELLE-WMYX 312-542-3209


ADULT CONTEMPORARY

Northeast

KANSAS CITY, MO
DAN HALLAM-KCWW/FM 816-753-3696

NEW ORLEANS, LA
VEK JOSEY 873-548-7002

LAREDO, TX
DIAVELLOVICO, RUGO 512-724-9800

ALBANY, GA
THOMAS SMITH 573-617-3111

SACRAMENTO, CA
J. IGLIESIAS.

HARTFORD, CT (DAVID BERNSTEIN-MONTPELIER, VT (BRUCE STEBBINS -WSDK) 802-223-5275
BANGOR, ME (MILLER/RUSSELL-WKIV) 207-798-3300
LOWELL, MA (FRANK RTZ -WLLH) 617-458-8486

JAX, FL
O'NEIL- ISLE95 809-773-5040
B.V. 209-266-1395

Baltimore, MD
J. KEMP.

HOT: AL & PEARL- WJBR/FM 302-613-1061

S. CA
JOHNSON, S.

HOT: MCLEAN- WJBT/WJBR 302-642-4900

S. FL
B. MCFERRIN.

HOT: BURGANDY- WJBT/WJBR 302-642-4900

INDIANA
J. BOLTON.

HOT: T. BROWN- WJBT/WJBR 302-642-4900

KINGSTON, NY (WAYNE RSK -WGHO) 914-331-2239

ALBANY, NY (DIANA WOODS -WMVO/FM) 518-843-1570

COLUMBUS, OH (MARK HAMLIN -WTCB) 614-764-1212

CINCINNATI, OH (RICK BARKER -WCIN) 513-561-1212

HUNTSVILLE, AL (BONNIE O'BRIEN -WAHR) 205-536-1560

FT. WALTON BEACH, FL (RICK NELSON-WFZB/FM) 904-243-2223

JACKSONVILLE, FL (DILLON/SIKORSKI-WAKI) 904-783-3711

ST. AUGUSTINE, FL (JAM ANDREW-WVUN) 904-329-3461 No Report, Frozen

GRAND FORKS, ND (NASH-LANDS- KMND) 701-748-3900

Bismarck, ND (NORMAN- KBIY) 701-224-4784 No Report, Frozen

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Bismarck, ND (NORMAN-KBIY) 701-224-4784 No Report, Frozen

Bismarck, ND (NOR
COUNTRY CORRESPONDENTS

South

CARRUTTSON, AL (DOUG THOMAS-WQCV) 205-367-8171 SCOTTSDALE, AZ (DERRICK BELL-WMR) 293-295-1050 Kim Carnes, Don, Royal, Carnes, D.Moran, C.Gayle.
ALABASTER, AL (JAMES ALLEN-WOS) 205-878-1311 V.Gosdin, R.Cash, B.J.Royal, Greenwood.
ANNISTON, AL (STUART STEWART-WHMA) 255-237-8741 K.T.Gill.
LAWRENCEBURG, TN (HOLLANDER-WLXY) 615-763-8555 D.Rose, B.Allison, C.Gayle, J.Daylon, J.Daylon, D.Allison.
NASHVILLE, TN (BOBBY YARBROUGH-WSM) 615-889-6555 O.Kanes, Steve, Wear.
MEMPHIS, TN (JIM TALBOR-WR) 901-972-0555 No Report, Frozen, R.Cash, S.Pacific.
CONWAY, AR (JON CONLIN-WGK) 901-767-6532 S.Pacific, R.Cash.

Middle

BOONE, IA (PAUL CLARK -KVOX-A) 515-361-5500 J.Daylon, R.Cash, M.Osmond, David, Ball, David, Royal, J.Rodman, J.Daylon, B.Montana, B.J.Royal.

Upper Midwest

MARSHALL, MN (LOWELL HUGHY-WILK) 651-532-2282 B.Montana, Conway, M.Hornberger, B.Montana.
GREEN BAY, WI (RICKY DURAND-WJAM) 920-663-9605 V.Gosdin, R.Cash, B.Royal, Greenwood.
RAINIER, MN (MIKE ADAMS-WKRA) 651-762-3313 Don, R.Davis, B.Montana, J.Daylon, B.Montana.
ALEXANDRIA, MN (LARRY DRAKE-FRANK-LMA) 651-762-3313 Don, R.Davis, B.Montana, Don, Ozmond, B.Montana, J.Daylon, B.Montana.

Central

URBANA, OH (JOE RUSSELL-WKMS) 513-653-5477 Conway, T.Foyd, Skidup.
AKRON, OH (JAY CARRION-WLBR) 216-835-4700 T.G.Brown, M.Haggard, Trinity, L.

South


Midwest

BOONE, IA (PAUL CLARK -KVOX-A) 515-361-5500 J.Daylon, R.Cash, M.Osmond, David, Ball, David, Royal, J.Rodman, J.Daylon, B.Montana, B.J.Royal.
Jazz Correspondents


- Houston, TX

Boris Wise-KATY 713-796-3965


- Denver, CO

LAURIE M. COBB-KHNN 303-778-5737


- Boulder, CO

RICHARD RAY-KBCO 303-444-5660


- Boise, ID

PHIL MALOTT-KSUX 208-335-3663


Rocky Mountain

- Denver/Boulder, CO


- Portland, OR

KJET KATU 503-222-9580


West Coast

- Salt Lake City, UT

CHRISSS-KNBR 801-393-9911


- Phoenix, AZ

BILL SHIDO-KZZZ 602-334-5627


Far West

- San Francisco, CA

STEVE HUNTINGTON KJMR 415-560-3698


- Seattle, WA

Ralph Stewart KNJ 206-292-9380


Northwest

- Portland, OR

KJET KATU 503-222-9580


- Seattle, WA

JOE COHN-KPLU 206-355-7784


ALBUM/ALTERNATIVE

Researchers:

- Alto/Alternative

- Album

- Alternative
ALBUM/ALTERNATIVE CORRESPONDENTS

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The following stations were not included in this week's report:

KKEZ, KLOL, KLOS, KFOX, KDEL, KGLM, KXRX, WWLW, WMAR, WVJC, WWFZ, WXRT, WXXP, WRW

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at various stages, so, yeah, it described the birth of the band in many ways.
RF: That particular location may never become the Graceland of Los Angeles, but do you remember the street address?
NF: I do, actually. It was 1491 North Sycamore, just above the Magic Castle.
RF: When you were putting the band together, did the eventual sound of Crowded House come out the way you thought, or was something that evolved through the recording process?
NF: A little bit of both, really. Working with Mitchell had an influence on the sound, so it did turn out a little different. But when I write a song and hear it on the record, the song is essentially the same beast. It doesn't go through a massive transition, whereas the last band I was in, Split Enz, there were so many elements added to songs afterwards. With this band, at least, the songs are put across very simply. They retain a lot of the original spirit.
RF: What was your role in Split Enz?
NF: I started off as a rather hopeless guitarist who was added through pure nepotism.
RF: Meaning your brother Tim was already in the band.
NF: Yeah, I struck it lucky. My brother pulled a few strings and got me in the band. But it wasn't my idea. They did ask me. It soon developed into a writing division, and once that happened I was obviously involved in the arrangements too. Split Enz was very much a band that shared a lot of time together. We all had definite ideas and for that reason, it was both a joy, and sometimes very confusing as far as what people were trying to get out of it.
RF: True Colours was probably the most brilliant album in Split Enz's career, yet the band never seemed to break out of its cult status—and with Crowded House you've been able to enjoy a tremendous amount of mass appeal. What do you think was the difference?
NF: There are a lot of factors involved. One of them being that we were lucky with Capitol. They never gave up on the first record. Possibly it came at a good time for them, when they

Continued on page 46
HOLLYWOOD

by Tony Richland

GAVIN 2013

Several years ago we visited Gavin Central in San Francisco for a high level contribution editor luncheon with publisher Ron Fell. While killing an hour or so waiting for him to get off a call to Ahmet...or Clive...we shuffled through some of Ron's drawers...well, make that rifled through some of his personal papers. We stumbled onto some pre-written Gavin Reports for the year 1999 and prevailed on the Big Guy to allow us to publish excerpts from those editions. You may have read them here. Lo and behold we've come across more of the same and we'd like to share with you some items which will be featured in another Gavin Report of the future. This copy is dated August 15, 2013, some 25 years hence! Gavin, you may have noted, has been expanding and improving each week, and the 2013 edition bears this out. We're determined that the Gavin Report of those days will be even MORE comprehensive a publication than it is today...if that's possible. Here's what those of you who are alive will be seeing:

28th Anniversary Victory Tour: 55 year old Michael Jackson commenced his Victory Anniversary tour at Detroit's new 40,000 seat Dukakisdome this week with high-tech security the order of the day. Solar powered-laser metal detectors searched the purses of the great unwashed, all of whom paid $495 face value for their seats. Scalped tickets, most of which were snapped up by Irv Azoff and Jack Nicholson, were running as high as 10 C's a seat. Press response to Michael's new silver curl was generally favorable.

Speaking of concerts, the Tiffany Comeback Tour was a rousing success. L.A.'s Rose Bowl, now finally restored after the great quake of '06, was filled to capacity with DAT owners attempting to relive their youth. The 41 year old matron brought the crowd, some aided by walkers, to their feet as she regaled them with her hits of the 80's. During intermission one could hear nostalgic comments about old playback configurations, with the biggest chortles coming when the term CD was mentioned.

Presidential hopeful Jesse Jackson brought a mob to ITS feet when he appeared at Deborah Gibson's house for a campaign fundraiser. Gibson, who enjoyed a short period as a musical artist decades ago, and whose daughter Candy now tops the Gavin Hot Thousand with her dance hit, "I Walked On Mars," was gracious, charming and living proof that older women are as interested in pop music as they are in knitting sweaters. Representing the 49 to 97 demo, Giants ... "Jackson stands for everything we admire in America, and I, for one, admire the fact that he promises that someday America will actually consider a non-caucasian for the highest office in the land."

The fifty-fifth anniversary of The Gavin Report coincides with the 28th annual Gavin Seminar For Medium Professionals in 2013, and the Gavin office has big things planned. Stopped by a reporter while being wheeled into Gavin's palatial Mission District offices, Gavin Associate A/C editor Diane Rufer stated, "Our panels are all set. TNT Cable President and CEO Tim Brough will chair the tribute to the music once known as 'Country' and artists who actually performed in this now defunct style of music will make an appearance certain to bring tears to the eyes of anyone over 90."

The 95th attempted competition to Johnny Carson's Tonight Show was launched this week by the Fox Network, with Donny Osmond's grandson, Fetus Osmond as host. Fetus' first guests were Zsa Zsa Gabor IV, comic Sam Kinison Jr, (most of the material was bleeped), and authoress/see Shirley McLaine, whose new book reveals that she was Warren Beatty's sister in a previous life. Sidekick Don Anti was a jovial yes-man to Fetus, as he roared with laughter at the host's witty jibes.

Virgin Records owner Phil "Whatta Guy" Quartararo announced the release of the 98th Steve White band album from his Roll With It LP. The feisty exec noted that the album has never dipped below 387 on the Gavin Hot 400 for the past 28 years. Quartarville also pointed out that Steve will be opening for the newly re-formed Cowsills on an upcoming tour.

Legendary AM Driver Gary Owens joined L.A.'s rocker outlet Q676YG2 this week where he'll be teamed with 101 year old cable comic Joe Franklin. Owens told elderly Gavin lady Betty Hollars "It's an honor to be partnered with a guy whose face looks like a pound and a half of sardines in tomato sauce."

President Steve Garvey announced today his lineup for the annual White House Entertainment dinner. Appearing will be the highly visible Marvin Hamlisch, along with comic/ex promo-man William Brill, monologist Danny Davis, Jr, professor Bostonian "Jill," and an MOR duet consisting of Kylie Minogue and Kenneth Logan. President Garvey's Veep, Alan "Blind leading the blind" Thick will emce the affair.

Actor Elizabeth Taylor announced her 14th marriage today. The 80 year old star of the most forgettable films of the last century will wed KISS members Gene Simmons and Paul Stanley on Sept. 35th. Simmons told Gavin editors Kent and Keith Zimmerman Jr, 'Paul and I are honored that Liz would choose us for her next husband. Her great verve, spirit and zest for life are an inspiration to us all and of humanity. Sly Stone and Ike Turner will be bridesmaids, PeeWee Herman maid of honor. Howard Stern will give Liz away, and the Fat Boys will sing "Ave Maria" from the choir loft of the church, St. Bruce, in Asbury Park, New Jersey."

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THE PROJECT

About a year ago (August 22, 1987, to be exact), I wrote that a column in this space was entitled "Slim Down Those Fat Firms." In that article, I argued that effective business firms are reducing the number of their management layers not only to cut down on massive overhead, but also because leaner, 'flatter' organizations are fitter and more flexible.

I also argued that decisions in lean organizations are made faster and more accurately because information has to travel through fewer layers and thus has less opportunity of becoming distorted. Often, for example, upper managers in excessively layered firms are unaware of what's really happening in the "trenches" because information from the trenches (like how employees react to management initiatives) becomes sanitized and unrecognizable by the time it reaches the top. Recently, one of my MBA students showed me a flyer illustrating this point beautifully. This flyer, typed and Xeroxed, had been secreted making the rounds in the large, broad-based, layered firm for whom he worked. He'd love to give him public credit for sharing this with me, but since he would like to keep his job, I'll just reprint the content of the flyer.

The Project

In the beginning was the Project, and then arose the Assumptions. And the Project was without form and the Assumptions were void. And darkness was upon the faces of the Implementers. And they spake unto their manager, and their voices said, "It is a crook of shit, and it stinks." And the manager went to the 2nd level manager, and he spake unto him saying, "It is a crook of excrement and none may abide the odor thereof." And the 2nd level manager went to the 3rd level manager, and he spake unto him saying, "It is a container of excrement, and it is so strong that none may abide before it." And the third level manager went to the Headquarters Director, and he spake unto him, saying, "It is a vessel of fertilizer, and none may abide its strength." And the Director went to the Divisional Vice-President, and he spake unto him, saying, "It contains that which aids plant growth, and it is very strong." And the Vice President went to the Division President, and he spake unto him saying, "It promoteth growth, and it is very powerful!" And the Division President went before the Executive Board, and he spake unto them saying, "This powerful new project will promote the growth of the company."

And the Executive Board looked upon the Project, and saw that it was GOOD...
the GAVIN REPORT

P.D. NOTEBOOK
by Eric Norberg

UHHHHH...
YOU KNOW...

...Those are two of the most annoying repetitive habits of speech that interfere with good communication with the listener. There are others, such as the habitual "lip smack" when you open your mouth to say a sentence. Of course, these are not common just to radio announcers; in fact, even the worst radio offenders do it less annoyingly than the average listener does in his or her conversation. But that doesn't make it good. How about you? Or your staff? Are there common speech habits that interfere with "talking to the listener?" And, if so, how do you get rid of them?

Step number one is always becoming aware that there is a problem. If the person doing this sort of thing is unaware of it, no improvement is possible. (Special note to the Program Director: Nothing is more irritating to your staff than being guilty yourself of something you are criticizing your staff for; so make darn sure you've examined your own airwork for problems of this sort, and gotten rid of them, before you start working with others.)

If you have a staff member with an annoying speech habit and they don't realize it, start out by airchecking them - and play them the aircheck, pointing out each instance in the tape. (You might even want to follow up the tape, in the same session, with an edited tape retaining just the annoying habit, assembled from that aircheck...a tape full of "uh's"?) Don't be sarcastic or nasty — you want them to work on the problem, not get hostile to you — but call attention to each instance in the tape as you play it back. After a little while they'll start to anticipate your doing it each time, as they hear the tape, and this will lead to an awareness of it each time they do it on the air. Only when they recognize the problem can they fix it.

You may have to go through this sort of "consciousness raising" session with him or her more than once to get that awareness going; but when they start showing an aversion to hearing themselves do it, it's time to assign them "Step Two": To abort it on the air as they find themselves starting to do it. Although in most cases you wouldn't want your talent to "learn on the air," breaking habits like these — which are subconscious and habitual — will probably require it.

What I'm saying is, when they start to say "uh" in a sentence — or "you know," or whatever it is they are doing — their assignment will be to stop it in advance. This will make them sound awkward on the air at times, but this is part of the learning process, and they will start to accommodate themselves to the change by "censoring themselves in advance." Our communication skills are largely habitual on the air, so we can concentrate on what we are saying rather than how we are saying it, and this temporary self-consciousness is necessary in order to "rewire the program in the brain" and fix the problem.

When I was breaking an "uh" habit myself over 20 years ago, I doggedly substituted a pause for the "uh" I would have said. (For me, the "uh" was a crutch to give me an extra moment to get the next thought together, and I was still learning that I should outline my breaks in my head beforehand, adlibbing from the outline when I got into the break.) The pause sounded a little awkward at first, but I began to notice on my tapes that it didn't sound nearly as bad as I thought it would. In fact I began to notice that the "pros" also use pauses in this way, as well as for effect, and ever since then, the slight misdirection pause — keeping the rhythm of the delivery and using inflection to pick up after the pause and keep it sounding natural and normal — has helped me make adlibs sound as smooth as scripted material.

It would be nice if there were a way to do this without having to break the habit on the air, but I'm inclined to think that since it's an on-air habit, it'll have to be broken on the air. The result is well-worth the effort. However, if the person involved shows the same habit in normal conversation, get them to try and make the same change off the air as well. It will speed the process and make them a better public speaker.

More on the self-improvement subject next week!

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BIOFEEDBACK
by Ron Fell

• RANDY NEWMAN
Although he released the soundtrack to the Robert Redford film, The Natural, in 1985, Randy has not had a pop album since Trouble In Paradise in 1983. But a new single is due in September with a studio album to follow in October.

• JOHN TESH
The co-host of Entertainment Tonight and recording artist for Private Music has won two Emmys. One was for his accounts and descriptions of the 1987 Tour De France, and the other for the music he composed for CBS Television's coverage of the 87 Pan American Games.

• DIONNIE WARWICK
For her new album Dionne has recorded one track with the Springers with whom she had a hit, Then Came You, in 1974.

• JAMES REYNE
He is the former lead singer of Aussie band Australian Crawl.

• THE CONTOURS
The quintet which is touring as part of the Dirty Dancing roadshow includes two original members, Joe Billingslea and Sylvester Potts.

• JEFFREY OSBORNE
Prior to launching his solo career in 1982, he was a member of LTD for ten years. He was hired as the group's drummer, but was soon the lead singer.

• STANLEY CLARKE
His cover version of Janet Jackson's Funny How Time Flies is not his first cover. In 1985 he recorded an instrumental version of Bruce Springsteen's Born In The USA for his album, Find Out.

• JOHN MAYALL
Considered by many to be the father of British blues, Mayall has signed to record for Island Records.

• U2
Their next LP, "Rattle and Hum," will be a four-sided project, with two sides of new studio material and two sides of live performances. The first single, Desire, will be released in mid-September with the full album to follow in October.

• PAUL SIMON
He recently returned from a month in Brazil with producer Phil Ramone where they recorded tracks with a samba band for a possible new Simon album.

• GUNS AND ROSES
Their current single, "Sweet Child O' Mine," was written by Erin Everly, daughter of Don Everly of The Everly Brothers.

• BOBBY MC FERRIN
His current single, "Don't Worry, Be Happy," was inspired by the philosophy of Michel Bata whose work similarly inspired The Who's "Baba O'Reilly."

• WAGONEERS
The video for the group's single, "I Wanna Know Her Again," contains rare film footage of a live performance of Hank Williams Sr.

• REBA MC ENTIRE
The bass player on her new album, Reba, is Wayne Nelson who plays bass as a member of Little River Band.

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August 12, 1988/'the GAVIN REPORT
HEAR & THERE
by Sheila Rene

WHCN's Kim Alexander with Bruce Dickinson

Album-oriented WHCN in Hartford was recently faced with replacing their vacating morning team. The station's MD, Kim Alexander, remembered that Heavy Metal rockers Iron Maiden were playing in nearby New Haven. When Bruce Dickinson, the group's fencing fanatic-vocalist heard of the opening, he gladly agreed to play morning drive DJ for a day. "Bruce's visit generated four of the hottest hours in Connecticut radio history," said Alexander. After his air shift, Dickinson drove to New York, where Maiden performed at Nassau Coliseum, one of the many stops of their world tour supporting their Capitol LP Seventh Son Of A Seventh Son. On August 20th, 1M headlines England's Castle Donnington "Monsters Of Rock" concert.

Now Hear This: Dolly Parton has chosen longtime friend Ricky Skaggs as the producer of her next country-flavored Columbia album. The twosome have known each other 10 years and have worked together before, but not as artist-producer. They met a few weeks ago in Nashville to discuss song material and the general tone of the LP. According to Skaggs, material will be varied and will include a mix of old and new songs, some written by Dolly and others by songwriters. At this time there are no plans for a Parton/Skaggs duet.

On schedule for late August is the much-anticipated re-release of the Misfits' first LP for Slash Records Walk Among Us. This hardcore horror band from New Jersey is being cited as an influence by today's new breed of speed metal bands, and is one of Red Sox outfielder Todd Benzinger's favorites.

Bits And Pieces: Auditions are underway for a new vocalist to replace singer Chuck Mosley in Faith No More. Reportedly Mosley is forming a folk-rock skate team. Pop Will Eat Itself was a highly sought after band that signed with London/UK. However, after only one month's affiliation, the label dropped the group, giving no reason for the termination. Capitol artist Pat McLaughlin, out on tour with Bruce Hornsby, is traveling with a legend-packed band that includes guitarist Billy Breymir (Nick Lowe, Dave Edmunds), and keyboardist Ian McLagan (Faces, Rolling Stones). McLaughlin plans to take a short rest when the tour ends on August 21 in L.A. before beginning his next album projects. At the Hornsby date in Concord, CA, the audience was treated to an appearance by Huey Lewis, who jammed with Bruce on four tunes. Lewis started his own tour the night in Pasco Robles, CA. Ian McLagan will do some touring with Cry On Cue plus some recording with his own band, Loco, using producer Glyn Johns.

In one week, Epic metalers Living Colour will release a treat for your turntable...a live recording of their hit "Cult Of Personality" backed with Tracy Chapman's "Talkin' Bout A Revolution." Vernon Reid and company has been one of the highlights of the recording year for this reporter. Producer Bill Laswell (P.L.I. and Iggy Pop) has been signed to work on the next P.L.I. album. Dangerous Age for Bad Company will be released August 23rd on Atlantic Records. Vocalist Brian Howe and guitarist Mick Ralphs co-wrote the new songs with producer Terry Thomas. The first video and single is "No Smoke Without Fire," and the tour is set for September through November. The next Run D.M.C. single for Profile Records will be "I'm Not Going Out Like That," with the re-mix being handled by Heavy D.

Road Warriors: Columbia recording group New Kids On The Block embark on their first major North American tour in support of their second album, Hangin' Tough. The Kids are opening for Tiffany on a tour that extends through September 4th. UNI Records has announced that Wet Wet Wet will open for Elton John on his U.S. tour that gets underway September 9th. The Bible may begin their tour in September with a set in the U.S.S.R. They'll follow that with trips to Europe and Canada, opening for Steve Earle, producer of their album, Eureka.

All That Jazz: "Bird," the film biography of jazz saxophone great Charlie Parker, directed by Clint Eastwood, will premiere in New York and Los Angeles on September 30. Eastwood first heard Parker in 1947, and now, four decades later, pays tribute to this genius who died two years before even the simplest stereo recording came into general use. The soundtrack features recordings of Parker on saxophone that have been updated to modern standards. Bird's ''What Now?'' and ''Parker's Mood'' were taken from the original Savoy recordings. "April In Paris" comes from the Verve label, the film's opener, the magnificent "Lester Leaps In," was recorded at the Rockland Palace in Harlem, and will be the first video.

Def Jam/Columbia artists Public Enemy are back on the charts with a new single, "Don't Believe The Type," from their second album It Takes A Nation Of Millions To Hold Us Back. After less than a month the 60-minute LP has passed the RIAA gold sales mark.

Winger: left to right - Paul Taylor, Rod Morgenstein, Kip Winger and Reb Beach.

Kip Winger worked on two albums and a tour with Alice Cooper before launching his own band, Winger. The first video and single is "Madalaine," but check out the Jimi Hendrix classic, "Purple Haze," featuring Dweezill Zappa. The connection to Cooper is still strong, however Paul Taylor and Winger are working on two songs for Cooper's next album. The Winger promotional tour begins in September.

The 19th World Popular Song Festival in Tokyo has selected Enigma recording artists, Hurricane, as one of the twelve entries from nine countries to perform in October. Their new album, Over The Edge, was co-produced by mega-platinum producers Bob Ezrin (Pink Floyd, Alice Cooper, Kiss) and Mike Clink (Triumph, Survivor, Guns 'N Roses). Enigma Records and GWR Records are signing an exclusive joint venture agreement for North America. This will provide the up-and-coming British label with all the advantages of a major pressing and distribution deal. Initial releases under the agreement include new recordings by Fastway, Hawkwind, Batfish, Girlschool, Adam Bomb and a live album from Motorhead.

The popular NBC daytime soap opera "Santa Barbara," has signed a five year deal with the New Jersey-based metal band Sacred Sword. So far "Desolation Love" and "Summer Heat," off the band's five-song EP Give 'Em Hell, have been used on the show which boasts over 70 million viewers in 20 countries.

Metal and Movies: "Nightmare On Elm Street, Part 4: The Dream Master" will be released August 19th on approximately 1900 screens. Chrysalis Records provides the music and the metal from such artists as Billy Idol, Vinnie Vincent, Armored Saint, Angels, and the Sea Hags. MTV will air a one-hour special about the movie over Labor Day weekend, including a video of the "Love Kills Theme" by Vinnie Vincent, in conjunction with the movie release.
In Memoriam

Terry Lawson
7/29/49 – 8/6/88

We miss you already.
Your friends at
EMI-Manhattan.
PHOTO FILE

by Lisa Smith & Betty Hollars

CROWELL SELLS OUT

A crowd gathers to congratulate Rodney Crowell on his two SKO shows at the Roxy in Los Angeles. From left: co-manager Bill Carter, CBS Records' Larry Golinski, Roundup Records' Don Jensen, General Record Service's Russ Porteous, Crowell, Valley Records' Wico Cornman, General Record Service's Dennis Holshire, Valley Record's Barney Cohen, and Crowell's other co-manager, Rick Newman.

FAIRING WELL IN NASHVILLE

PolyGram's Frank Leffel (left) and WAXX-Eau Claire's Tim Closson (right) help Lynn Anderson tell a busload of fans at Fan Fair in Nashville about her new single, "Down On The Boardwalk."

MARSHALL MINGLES AT MCA SHOW

Sharing a few laughs after the MCA show at Fan Fair are (from left) Skip Ewing, Patty Loveless, WSIX-Nashville's Eric Marshall and John Anderson.

PHOTO

A NEW 8X10

WCAV-Brockton's Mark Burns (right) and Mike Casey congratulate Randy Travis after a great concert at the Providence Civic Center.

MOONLIGHTING

by Moon Mullins

WAR HELL ON HOME FRONT, TOO

There's been a lot of press lately concerning whether it's truly analogous that radio stations war with each other.

Bill Moyes and the Research Group have extended the theory of warfare promulgated by Trout and Reis in their book, "Positioning: The Battle for the Mind," and subsequent publications to ingenious lengths. The Research Group calls it "War College" and it is taught exclusively by Bill Moyes himself.

Terms such as "the enemy," "offensive," "guerrilla attacks," "controlling hills" and so forth, are used to convey deeper meanings than simply saying "the competition," "take the first steps," "use beguiling tactics," or "be the station foremost in the listeners minds when certain categories of radio programming are named."

Categorizing subject matter is the way we human beings deal with an overload of information pertaining to a particular topic.

Trout and Reis, Bill Moyes, Ted Chin, Dr. James Makens, et al, have discovered that the best way to communicate their marketing philosophies is to use militaristic terminology.

Recently, one of the Research Group's major competitors, Coleman Research, in their monthly newsletter criticized those who accept these warfare principles without second thought.

According to the article, written by Coleman's Vice President of Research, Richard Harker, thinking militarily is romantic, but not realistic and useful.

Harker states that in warfare there is generally one enemy, while in radio we have many competitors. He goes on to accuse Trout and Reis of being simplistic in their use of the world of cars, computers and other "high-entry cost" products as containing a "handful of companies competing for market share."

The last time I looked, there were dozens of firms competing in those areas. Granted, there may be an IBM, Apple and COMPAQ at the top of the computer field, but many, many firms compete for the share those do not capture. (Whoops, there I go!)

Radio is similar. In a lot of markets, one, two or three stations dominate the share to such an extent that little remains for those that follow. That's where the "boutique-ing" or "narrowcasting" principle enters. Then you have a whole different set of players.

There are some 30 or 40 formats, format derivatives and sub-formats in radio today. Some markets contain 30 or 40 stations with each in one of those formats. But, their primary competitor or enemy is the station marketing for the same audience as they are, to the exclusion of everyone else.

In this world, the station that markets itself based upon military principles against its format competitor is the smart operator.

Harker goes on to make many other statements that are right on target. One is that too many stations pay too much attention to the enemy and not enough to themselves, and so can be driven by the competition to become more retaliatory than standing on their own. Another is that some stations are their own worst enemies.

Accurate as these statements are, they do not support the allegation that planning market strategy according to military principle is false.

To see the two sides in their entirety, why not contact the Research Group and Coleman? I'm sure they would supply reprints of any material they have pertaining to the subject. It's still one of the most fascinating around.

KNOW YOUR BATTLEGROUND AS A STATION OR AS A TALENT

1. Learn who your Prime Prospects are. Prime Prospects are those you want to attract, not those you already have.
   a. Who are they?
   b. Where are they?
   c. Why do they do what they do?

2. Learn the Prime Prospects' perceptions of your station.

3. Learn the Marketplace structure
   a. What makes it different?
   b. Where does your station fit in?
   c. Is there enough Prime Prospects in your market to financially support your effort?

4. Determine strategy.
   a. How do you stand out in the crowd?
   b. Will the Prime Prospects believe you?
   c. What are the reasons to believe you?
   d. Is there something (a benefit) in it for them?

5. Determine your Image or Persona and reflect that in everything you do.

the GAVIN REPORT/August 12, 1988

www.americanradiohistory.com
the GAVIN REPORT

COUNTRY

MOST ADDED

ROSANNE CASH (52) (Columbia)
MARIE OSMOND & PAUL DAVIS (36) (Capitol/Curb)
CHARLIE DANIELS BAND (31) (Epic)
LEE GREENWOOD (31) (MCA)
CRYSTAL GAYLE (31) (Warner Bros.)

TOP TIP

THE GATLINS
Alive And Well (Columbia)

The title cut from their current LP is very much alive and well as it closes in on 100 reports.

RECORD TO WATCH

KIM CARNES
(Speed Of) The Sound Of Loneliness (MCA)

Country radio welcomes Kim back with open arms.

CHARTBOUND

ARTIST TITLE LABEL

*Debut in chartbound

Reports Adds Heavy Medium Light Hit Factor Weeks

ROSANNE CASH - Runaway Train (Columbia)
130 52 1 22 55 17% 3

JUDY RODMAN - I Can Love You (MTM)
107 23 -- 23 61 21% 3

KENNY ROGERS - When You Put Your Heart In It (Reprise)
100 20 -- 21 59 21% 3

STATLER BROTHERS - Am I Crazy? (Mercury)
92 2 13 37 40 54% 12

August 12, 1988/the GAVIN REPORT
INSIDE COUNTRY

TRIVIA, TRIVIA, TRIVIA. Yes, we already know that most of you know everything there is to know about Country Music. But, could there perhaps be a few facts you’re unaware of? It’s time to find out, with our new weekly Country Trivia Question. This week’s question is:

What Country Music group toured with the Beatles during their 1964 American tour?

Next week we’ll print the answer and give you the name of the first Trivia wiz who answered the question correctly.

CHANGES, CHANGES, CHANGES. Changes underfoot at KNX-Santa Fe/Albuquerque, with Sally Summers taking over the MD spot and Lynn Younger becoming the new PD... Diane McClain takes over as the new MD at WCMR-Elkhart, while Greg Harris moves over to Continuity... Mark Burns at WCAV/FM-Brockton reports that they’ve got a new area code. Their new number is now 508-587-2400... Chris Stevens has moved over from WKUS-Orlando to become the new PD at WDKC-Ft.Pierce... Barry Warner, who most recently co-hosted a sports/talk program at KHOW-Denver, has become the host of “Sportsmouth,” a new sports/talk show on KILT-Houston... John Anthony, MD at WMBC-Columbus/Starkville has moved over to WKOR-Starkville. The new MD at WMBC is Kristie Blake, and PD Mark Sebastian taken over the morning show... KYCK-Grand Forks PD Jaci Anderson has named Jon Davis as the station’s new MD. WHEN IT RAINS, IT POURS. While most sections of the country are still getting some much needed rain, many programmers are still reporting that “Rain” songs are very popular. A couple of them are pretty obvious, The Burch Sisters’ “Everytime You Go Outside I Hope It Rains” and The Wright Brothers’ “Come On Rain”, but some LP cuts you might consider are: Vern Godsin’s “Is It Raining At Your House”, Nanci Griffith’s “I Wish It Would Rain,” Larry Boone’s “A Reason For The Rain”, Tom Wopat’s “The Rain Don’t Care”, and the “B” side of Billy Joe Royal’s current single, “Let It Rain.”

ARTIST HAPPENINGS. Conway Twitty, Ronnie Milsap, and The Oak Ridge Boys Richard Sterban have banded together to form The Twitty, Milsap, Sterban Foundation, a non-profit organization dedicated to generating scholarship funds for qualified students excelling in scholastics and athletics. In addition, the foundation has a specific program to provide financial aid to gifted visually-impaired students interested in attending college.
HIT FACTOR  

**ARTIST** | **TITLE** | **LABEL** | **Reports** | **Add** | **Heavy** | **Medium** | **Light** | **Hit Factor** | **Weeks**  
--- | --- | --- | --- | --- | --- | --- | --- | --- | ---  
HIGHWAY 101 - Just Say Yes (Warner Bros.)  
EDDY RAVEN - Joe Knows How To Live (RCA)  
HOLLY DUNN - That's What Your Love Does To Me (MTM)  
STEVE WARNER - I Should Be With You (MCA)  
EARL THOMAS CONLEY/EMMYLOU HARRIS - We Believe In Happy Endings (RCA)  
THE McCARTERS - The Gift (Warner Bros.)  
DIXIE CHICKS - Streets Of Bakersfield (Reprise)  
DAN SEAL - Addicted (Capitol)  
Randy Travis - Honky Tonk Moon (Warner Bros.)  
FORESTER SISTERS - Letter Home (Warner Bros.)  
K.T. OSLIN - Money (RCA)  
KATHY MATTEA - Untold Stories (Mercury)  
LARRY BIRD - Don't Give Candy To A Stranger (Mercury)  
TANYA TUCKER - Strong Enough To Bend (Capitol)  
JO-EL SDNNIER - Tear-Stained Letter (RCA)  
THE O'KANES - Blue Love (Columbia)  
RONNIE MILSAP - Button Off My Shirt (RCA)  
SKIP EWING - I Don't Have Far To Fall (MCA)  
DESERT ROSE BAND - Summer Wind (MCA/Curb)  
OAK RIDGE BOYS - Gonna Take A Whole Lot Of River (MCA)  
BECKY HOBBS - They Always Look Better When They're Leavin' (MTM)  
T. GRAHAM BROWN - Darlene (Capitol)  
MERLE HAGGARD - We Never Touch At All (Epic)  
SWEETHEARTS OF THE RODEO - Blue To The Bone (Columbia)  
RONNIE MCDOWELL - Suspicion (Curb)  
CONWAY TWITTY - Saturday Night Special (MCA)  
JOHN ANDERSON - If It Ain't Broke, Don't Fix It (MCA)  
Mickey Gilley - I'm Your Puppet (Airborne)  
Foster & Lloyd - What Do You Want From Me This Time? (RCA)  
SOUTHERN PACIFIC - New Shade of Blue (Warner Bros.)

**NEW RELEASES by Lisa Smith & Cyndi Hoelzle**

**JEFF DAYTON BAND** - Summer When The Sun Goes Down (Winners Circle)  
Glen Campbell’s backup band have built up a following in their native Arizona with catchy songs like this. The band sounds tight, with the fiddle and mandolin right up front. Dayton does an admirable job at capturing the mystery of a summer twilight.

**BILLY JOE ROYAL** - It Keeps Right On Hurtin' (Atlantic America)  
Nothing but pure country from Royal, whose voice takes us back to the days before synthesizers.

**MICHAEL JOHNSON** - That's That (RCA)  
The winning combination of Michael Johnson and Brent Maher just keeps cranking out the hits. Once again they've turned to tunesmith Hugh Prestwood ("The Moon Is Still Over Her Shoulder") for another of those beautiful ballads. This one deals with coming to terms with a lost love - thus the title.
## MOST ADDED

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<td>Urban Earth - Harvey Swartz</td>
<td>Gaia (GAIA)</td>
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<td>Heresay - Paul McCandless</td>
<td>Windham Hill (Windham Hill)</td>
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<td>Headfirst - Jules Broussard</td>
<td>HeadFirst/K-Tel (HEADFIRST/K-TEL)</td>
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<td>Breakfast For Dinosaurs - Fowler Brothers</td>
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<td>Siberian Express - David Becker Tribute</td>
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## TOP TIP

**Milton Nascimento**

**Yauareté**

(COLUMBIA)

Riding the second wave of the Brazilian Jazz invasion.

## RECORD TO WATCH

**Fowler Brothers**

**Breakfast For Dinosaurs**

(FOSSIL)

Acceptance grows week-by-week for these former Frank Zappa sidemen.

Co-Editors: Keith Zimmerman/Kent Zimmerman

### CHARTBOUND

**Fowler Brothers** (FOSSIL)

**Rick Strauss** (PROJAZZ)

**John Bolivar** (OPTIMISM)

**Jules Broussard** (HEADFIRST/K-TEL)

**Ornette Coleman** (PORTRAIT)

**Philippe Saisse** (WINDHAM HILL)

**David Becker Tribute** (MCA)

**Louie Bellson Quartet** (CONCORD JAZZ)

**Juan Martin** (NOVUS/RCA)

**Brian Bromberg** (INTIMA)

**Dave Brubeck** (CONCORD JAZZ)

**M. Sullivan/S. Hamilton** (CONCORD JAZZ)

**Mark O'Connor** (WARNER BROS.)

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CAPITOL RECORDS CELEBRATES A NEW ALLIANCE WITH BLUE NOTE RECORDS...

...AND AN EXPANDED COMMITMENT TO CONTEMPORARY MUSIC.

On Capitol:

101 NORTH

SHADOWFAX

Coming in August from Intuition:

CHARLIE MARIANO

JON HASSELL

HERMETO PASCUAL

We Love Havin' Gavin Jazz And Adult Alternative... Congratulations On Your New Venture!
### MOST ADDED

1. SHOUTING STAGE - JOAN ARMATRADING (A&M)
2. HIDING IN MYSELF - KENNY RANKIN (GOLD CASTLE)
3. HERESAY - PAUL MCCANDLESS (WINDHAM HILL)
4. THE REAL ME - PATTI AUSTRIN (QWEST/WARNER BROS.)
5. TRUE NATURE - MARK SLONIKER (SANDSTONE MUSIC)

### TOP TIP

**TRUTH**

T SQUARE

A blend of melody and instrumental dexterity moves 40-34-23.

### RECORD TO WATCH

**THE SHOUTING STAGE**

JOAN ARMATRADING (A&M)

This is Joan Armatrading's most sonically accessible Adult sound yet.

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Dropped: M. Urbaniak (Ryko), Andy Summers, Castle Webb, Pieces Of A Dream, Shirley Eikhard.

*Debuts in chartbound*
PHOTO FILE

TUCK, PATTI & LAURIE... Windham Hill recording act Tuck & Patti made their Colorado debut last month. Pictured backstage, left to right, is vocalist Patti Cathcart, guitarist Tuck Andress and KIIH-Boulder MD Laurie Cobb.

JAZZ HEAVIES CHECK OUT THEIR GAVINS... Seated left to right are Dave Samuels and Jay Beckenstein of Spyro Gyra along with MCA Jazz Marketing and Promotional Directors Randall Kennedy and Ted Higashioka.

RICHARD ELLIOT RECORD BASH... Intima recording artist Richard Elliot (far right) is shown here with musician pals (left to right) Nova artist Pat Kelley, Optimism Records' Alphonse Mouzon and Intima's Marketing Director Sue Barbato. All were celebrating the release of Elliot's new smash LP, Power Of Suggestion.

IN PLACE AT MY PLACE... MCA/Zebra recording artist Perri "celebrate" their new release, The Flight recently At My Place in Los Angeles. Pictured are, top left-to-right: Howard Lowell, Perri's manager, Lorraine Perry, Carolyn Perry, Sharon Perry, Darlene Perry, Louil Silas, Senior VP of A&R, Ted Higashioka National Director of Promotion Jazz/Narada, (bottom left-to-right): A.D. Washington, VP Promotion Black Music, Cynthia Johnson, West Coast Promotion, Lisa Lipps, Music Director KACE, Ricky Schultz, VP Jazz, Alonzo Miller, A&R Director, Sara Melendez, National Marketing Director and Cheryl Dickerson, A&R Director.


Aug 12, 1988/ The Gavin Report
JAZZ NEW RELEASES by Kent Zimmerman

"PARADISO"-SKYWALK (ZEBRA/MCA)
"Paradiso" is an advance taste of Skywalk's third long player. It is an electric and melodic joy. Hailing from Canada, Skywalk perform on their instruments confidently, building their sound in layers. At the very top of this track is a nice saxophone hook played by Tom Keenlyside. The album will be released September 1. The band hit the road later that month. If you're interested in presenting them in your market give Ted Higashioka a call at 818-777-4008.

GOING HOME TO SEE MAMA-
ROY GAINES (BLACK GOLD)
According to the album notes, guitarist Roy Gaines draws his inspiration from three late guitar legends--Charlie Christian, T-Bone Walker and Wes Montgomery--which gives both programmers and listeners fair warning. By checking the songs on the label (for some reason, Roy omitted them on the sleeve), you notice that Gaines covers a wide region stemming from Joe Sample to Benny Goodman. My favorite is "Nap Town," written by Roy Alexander, who supplies the funky Hammond B-3 interchange between Gaines' guitar licks and the laid-low rhythm section. Gaines covers a lot of ground on his debut, from sweet arrangements, standard soloing and beautiful jazz/blues styling.

THE ALUMNI TRIBUTE TO STAN KENTON-PAUL CACIA (HAPPY HOUR)
VENUSIAN FANTASY-JOE HACKNEY (HAPPY HOUR)
HEAVY HITTER-JOE HACKNEY (HAPPY HOUR)
LIVE AT MAHOGANY HALL-
DUKES OF DIXIELAND (HAPPY HOUR)

One of the joys of working in this new Gavin Jazz section is getting a box of music like this. Part of the tiny Happy Hour CD label are four outstanding Jazz entries, each a completely different animal. Most prominent is the Alumni Tribute To Stan Kenton, the jazz pioneer who stuck up for West Coast jazz when New York was grabbing all the headlines. Paul Caci handled the project with integrity and included prominent soloists like Lee Konitz and Jack Sheldon, arranger Shorty Rogers and more. Joe Hackney is a British-born saxman. Though his Jazz is of the electric fusion description, his has a rough and aggressive tone. His previous effort, Venusian Fantasy delves deeper into the electric side of things. The Dukes Of Dixieland, my personal favorite from this shipment, simply wails like there's no Jazz tomorrow. Give the folks at Happy Hour a shout by phoning Judith Wahnon at 714-621-9903.

JULES BROUSSARD (HEADFIRST/K-TEL)
Here's something from our own Bay Area via Minneapolis. Jules Broussard is a seasoned sax player whose work has spanned jazz and rock, having played with Boz Scaggs, Van Morrison, Ray Charles and Santana. What makes this disc so special is that it is comprised of only two musicians--Jules and the talented Santana keyboardist Tom Coster. If you remember Coster's own solo work, the sonic beauty of the electronics will not surprise you. Coster's melodies are effective vehicles for Broussard's alto lines. The high spots include the opening "Dawn Dance," "Jammin At Roland's" (a San Fran joint where Jules regularly appears), "Maltese Connection" (an ode to Tom's homeland) and "Joe Deco." Contact Laura-Ann Starita at 612-559-6826.

THE SHOUTING STAGE-
JOAN ARMATRADING (A&M)
As if anticipating this radio movement where sophistication is not only tolerated, but encouraged, Joan Armatrading explores her textural side to great extremes. Stations looking for an adult alternative please note.

Exciting New Jazz from the FOWLER BROTHERS

"BREAKFAST FOR DINOSAURS"
(FBR 1002)

GAVIN JAZZ:
RECORD TO WATCH
4TH MOST ADDED
CHARTBOUND

GAVIN ADULT ALTERNATIVE:
CHARTBOUND

R&R JAZZ:
JULY 22ND - 3RD MOST ADDED
AUGUST 5TH - NEW & ACTIVE

Fossil Records • 4314 Clayton Ave. • LA, CA 90027 • (213) 667-1355

THEY'RE BACK!...
A WHITER SHADE OF PALE

DAVID LANZ (NARADA LOTUS)

After recording an instrumental version of "A Whiter Shade Of Pale" for an upcoming solo release, David Lanz tracked down Matthew Fisher to record the authentic Hammond B3 track that is so very much the hook of the song. Available on this CD single is also an unreleased solo piano version. A nice radio-accommodating touch Lanz and Narada include spoken pre- and back-announcements.

Steve Williams became PD of Bell Broadcasting's WJZZ/Detroit in early 1986. After spending five years at non-commercial WDET, Steve came to "JZ" in late 1985 as Production Director. It was just a few months later that Steve was asked to become the station's Program Director. We spoke to Steve about his initiative as PD, the musical flavoring of WJZZ and some general views on Jazz programming.

KZ: What makes Detroit a unique market? SW: Detroit is uncommon to the degree that there's a pulse here unlike any other town that I've been in. It works in Detroit if it has a rhythmic intensity. This is a very industrial town. It's working with the rhythmic intensity, the factories, the cars and the floor. People might refer to the rhythmic intensity in the same light as the racial makeup. But that has nothing to do with it. Whites and blacks both have this Detroit pulse. That's probably why the Wave really doesn't work in this town.

KZ: What are the station's strong dayparts? SW: We have more listeners between six and midnight, but we try to keep the station sounding as consistent as possible. I don't change things too much between 6:00 AM and midnight. Everybody uses the same basic rotation. It's a cafeteria rotation with four different categories We play two currents, then an "A category" which is a three or four month old recurrent. Then we use two other recurrent categories—Classic Contemporary and Classic Mainstream Jazz.

KZ: If a non-Jazz station wanted to devote some block programming for Jazz, what advice would you give that programmer? SW: You must consider the diversity of your listeners. When you're trying to program Jazz, the inherent thing is diversity—mainstream, fusion, avant garde. Latin. You have to include all elements. I don't think you should just play one kind of jazz. You should make all of the pieces the piece available. That will make the show interesting. You can't rely on phone calls. They're nice but you can't use it as a gauge for programming unless you ask your listeners to call up and tell you what they like. A lot of people won't call. They'll either dig it or they won't dig it. You have to put it out there and not make any judgments about the music.

KZ: Is that a secret to WJZZ's success? SW: You have to be careful not to put your personal feelings about the music on the air. That's why we consistently pull two shares in a big city. If you look at some of the programming techniques of stations in smaller markets, you'll find that the most successful stations are the ones who program artists like David Sanborn, Duke Ellington and John Coltrane. That's the key. You have a three hour show in Dubuque, every hour should have that diversity. You shouldn't program one hour of mainstream, one hour of fusion, etc. You shouldn't block it or checkerboard it. You have to have diversity but you have to listen to the music to find out what flows so it doesn't jar and distract the listener. Mix the music, but give it a smooth transition.

The horn section is clean, providing energy alongside the steady boogie woogie melody lines.

HERESAY-PAUL MCANDLES (WINHAM HILL)

Paul McAndless provides a symphonic feel that obliterates any easy "New Age" tag. With gracious instrumental support from players like Steve Rodby (on acoustic bass) and pianist Art Lande, McCandless maintains a soundtrack-like expansiveness. The opener, "Sojourner," sets the tone for Heresay. A multi-instrumentalist, McCandless uses woodwinds like oboes, bass clarinets, a variety of saxes, plus synths to simulate a wide-open aural space.

However there's frequently a sequenced synth giving the impression of motion.

KJAZZ NEW RELEASES CONT.

JAZZ NEW RELEASES CONT.

should be listening very closely to this album, especially tracks like "Living For You." "The Shouting Stage" and the cerebral, Jazzy "Stronger Love." Since Armatrading is producing as well as writing and arranging, one must assume that this is indeed a personal quest. Not only does The Shouting Stage push Armatrading toward new directions, the music blots out the inevitable Tracy Chapman comparisons.

"HE'S A SHAPE IN A DRAPE" JOE JACKSON (A&M)

No doubt created as a period piece for the Coppola film, Tucker, Joe Jackson comes up with a cool piece of Jazz boogie woogie.

Jazz Profile

by Keith Zimmerman

MOTOR CITY JAZZ RADIO WITH WJZZ'S STEVE WILLIAMS

before WVAE got on the air. It was like a reaction, but more of a pre-emptive strike. I got a chance to add things like Level 42 and Joni Mitchell three months before they hit the air.

KZ: Describe the musical flavoring of the station.

SW: We use a ratio system. We play four or five contemporary jazz tunes to one mainstream. We play fifteen minutes of contemporary jazz and at the top of the hour we play two classic jazz tunes. On the contemporary side, we'll play Sting and Sanborn. We'll play some Latin jazz like Tito Puente, Daniel Ponce or Carlos Santana because of the heavy concentration of Hispanics here in Detroit. We play all kinds of classic jazz...everything from Ellington and Coltrane to Jimmy Smith and Ahmad Jamal.

KZ: Is it difficult to blend all those different kinds of artists?

SW: When I first got here, the station had a policy of blending the contemporary and mainstream stuff. They'd play Sanborn and right after that, with no break, there would be John Coltrane. I found that to be annoying to our listeners on both sides of the fence. The contemporary people would hate it because the station would go from Sanborn to something that was foreign to them, and not a part of their time. Now we put the two classics at the top of the hour and separate them with commercials. Then there's enough space between the two so it's not a jarring kind of thing. After the second classic tune, we stop and back-announce the two tunes, and move on to the contemporary stuff.

KZ: What's your rotation schedule for a big artist like David Sanborn?

SW: We choose the tracks. But with an artist like Sanborn we can play as many tunes as we want. Sanborn is an out-of-the-box add, and he gets lots of orders before his record gets in the stores. If it's a new artist, like Nelson Rangell, we will choose the best two or three tunes. They are added to a rotation that limits the play to every four hours. That's our heavy rotation.

KZ: What's your rotation schedule for a new artist like Joe Jackson?

SW: We'd have to react. Our audience had been calling up and asking why we hadn't been playing Sade. I had managed to get it going
THE ROBERT CRAY BAND

Don't be afraid of the dark

DON'T BE AFRAID OF THE DARK: THE ROBERT CRAY BAND (HIGHTONE/MERCURY)

This is the first full release where the Cray Band can commercially test the staying power of their blues rock n' roll sound. Was it the song 'Smoking Gun' or a new band with a new sound that turned heads late in 1986? Songs like the title track (which has already carried the band to number three on our Album chart), 'Night Patrol' and 'Acting This Way' prove a lot. With this album, the Cray Band can pride themselves as an outfit with a golden touch, rather than a blues band that became a token exception. As an expressive guitar stylist, Cray can take his place next to the likes of Mark Knopfler and Eric Clapton. The band will look back at this album as an important milestone. By remaining true to their original vision and not being afraid to add a few sonic spices to the mix, the Cray Band enter the nineties grandly, taking the blues and its integrity as an artform with them.

FATE-HUNTERS & COLLECTORS (IRS/MCA)

After a week of listening to eyewash and ear candy, Fate was this week's Most Valuable Player. "Hunna!" Mark Seymour scores again as an earnest and communicative frontman. His talents as a lyricist foretell many a gut level truth, wielding both strength and vulnerability. This is a consistent effort starting with "Back On The Broadline," a song that thankfully can be interpreted on many levels. Since transforming himself into a muscle-bound athlete, Seymour has taken Hunters & Collectors to new heights--heights that have yet to be fully appreciated state-side. I have many memories of their live shows. Fate comes closest to recreating the power this band musters onstage. Start with "Breadline" and work your way up to great rock n' roll like "Do You See What I See," "Faraway Man" and "Wishing Well."

TRUE LOVE: GLENN FREY (MCA)

Clutching his beautiful Gretsch White Falcon guitar, Glenn Frey offers us his heart and soul. He convincingly retains his love for the classic Stax period sound and in the process easily captures this week's Most Added honors by a Memphis mile.

NEW RELEASES

'CULT OF PERSONALITY': LIVING COLOUR (EPIC)

Interest is being sustained (or shall I say resurrected) in this fine record by Vernon Reid's band, Living Colour. While a cache of key stations pick up on this rock n' roll collage of our times, a special live EP is on the way with a very special B-side, an unlikely cover of Tracy Chapman's "Talking 'Bout A Revolution."

THE INDESCRIBABLE WOW: SAM PHILLIPS (VIRGIN)

The Indescribable Wow is one of T Bone Burnett's very best productions. Both he and singer Sam Phillips toy with psychedelic music eras, juggling influences and desperately avoiding the sensitive female folk singer syndrome. Instead, the stable of Burnett sidemen plus Philip's compatible wit make for a wonderful combination of music and attitude. "I Don't Want to Fall In Love" is a beautiful opening position statement. I couldn't help noticing that half the song titles either say "Can't" or "Don't." Sam (formerly Leslie Phillips) reveals herself as a clever and endearing writer. By mixing up the arrangement styles, the listener is never stuck in a rut. The virtue of The Indescribable Wow is its quirky sense of unpredictability. This is a fresh collection for the spontaneous of heart. Trax: "I Don't Know How To Say Goodbye To You," "Holding On To The Earth," "Flame" and "Remorse."

RUMBLE: TOMMY CONWELL AND THE YOUNG RUMBLERS (COLUMBIA)

Tommy Connell and his band are making severe inroads, taking their hot roadshow from Philly to audiences across the country. Look for this debut to gather its rotation points, pack 'em in a suitcase, hit the road and storm up the charts. On Rumble, Connell and his band get rowdy, recalling the best of David Johansen's early solo work. The guitar licks are spare and bluesy. And while occasionally the sound may lack the overall versatility of a performer like Tom Petty (who, in my book, sets the standard for this genre of American squirm), Connell and his Rumbler's play it tough and focused. I especially like "Half A Heart," "I Wanna Make You Happy," and the sentimental "If We Never Meet Again."

SHOOTING RUBBERBANDS AT THE STARS: EDIE BRICKELL & NEW BOHEMIANS (Geffen)

Originally billed just as the New Bohemians, Edie Brickell and her band of free spirits release an affectionate and likeable debut. With the success of bands like 10,000 Maniacs, look for programmers to be listening with open ears and minds. Like this band's name denotes, the Bohemians experiment with out-of-time music styles blending the instrumentation with Brickell's notebook squigglings. Whether it's the use of the first person in songs like "Air Of December," "Beat The Time" or "What I Am" or characterizations like "Little Miss S," you'll find Edie Brickell's observational skills to be keen and acute. ZK
**TOP TIP**

**GLENN FREY**
*TRUE LOVE* (MCA)

A soulful Most Added from an album aptly title Soul Searchin'.

---

**RECORD TO WATCH**

**BUCKWHEAT ZYDECO**

*WHY DOES LOVE HAVE TO BE SO SAD* (ISLAND)

Buckwheat is off and running with a little help from Derek Slowhand.

Editor: Kent Zimmerman

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**CHARTBOUND**

*BUCKWHEAT ZYDECO* (ISLAND) "SAD"  
*GEORGIA SATELITES* (ELEKTRA) "PASS"  
*PETE BARDENS* (CINEMA/CAPITOL) "GOLD"  
*JIMMY BARNES* (GEFFEN) "WHEELS"  
*HENRY LEE SUMMER* (CBS ASSOC) "RADIO"  
*TONI CHILDS* (A&M) "WALK"  
*RECKLESS SLEEPERS* (IRS/MCA) "NEVER"  
*ESCAPE CLUB* (ATLANTIC) "WILD"  
*BAD COMPANY* (ATLANTIC) "SMOKE"  
*MARRIED TO THE MOB* (REPRISE) "HARRY"  
*BAD COMPANY* (ATLANTIC) "SMOKE"  
*FROZEN GHOST* (ATLANTIC) "ROUND"  
*ICICLE WORKS* (RCA) "HIGH"

Dropped: #38 J. Tull, #47 Shona Laing, Gary Wright, Cinderella.
the GAVIN REPORT

ALTERNATIVE

2W LW TW

1 THE SUGARCUBES (ELEKTRA) "BIRTHDAY" "MOTORCRASH" "DEMON"
1 1 Shirley (Island) "Intoxication" "Shark" "Bang" "Get Shadow"
12 9 THE PRIMITIVES ( RCA) "CRASH" "FLOWERS" "REACH" "BABY"
3 4 Patti Smith (Arista) "Up" "Power" "Dream" "Looking"
10 5 BIG AUDIO DYNAMITE (COLUMBIA) "MUSIC" "99" "2000"
3 3 Iggy Pop (A&M) "Cold" "Tuff" "Power" "High" "Lowdown" "Squarehead"
6 5 Paul Kelly & The Messengers (A&M) "Dumb" "Walk" "40"
16 14 SIOUXSIE & THE BANSHEES (GEFFEN-12) "PEEK"
9 10 HOUSE OF LOVE (CREATION/RELATIVITY) "CHRISTINE" "ROAD" "HOPE"
19 12 CROWDED HOUSE (CAPITOL) "BETTER" "NEVER" "KILL" "SISTER" "POSSESSED"
8 7 Ranking Roger (IRS/MCA) "Excited" "Falling"
5 6 Camper Van Beethoven (Virgin) "Fatima" "Tania"
37 13 HOTHOUSE FLOWERS (LONDON/POLGRAM) "DON'T"
7 11 Wire (Enigma) "Silk" "German" "Come" "Boiling" "Queen"
45 15 UB40 (A&M) "BREAKFAST"
9 13 Railway Children (Virgin) "Pleasure" "Swallowed" "Chrysalis"
31 17 IN TUA NUA (VIRGIN) "WANTED"
26 18 THE BIBLE (ENSIGN/CHRYSLIS) "PALACE" "RED"
13 15 Erasure (Sire/Reprise) "Respect" "Fools" "Chains"
50 20 MARRIED TO THE MOB SOUNDTRACK (REPRISE) "HARRY" "ISAIAK" "ZIGGY" "FEELIES"
28 23 THE LYRES (ACE OF HEARTS) "HEART" "NIGHT"
20 22 The Three O'Clock (Paisley Park/Reprise) "Vermilion"
34 29 PERE UBU (ENIGMA) "GOTTA"
32 25 WINTER HOURS (LINK-12) "WORD"
18 25 The Ophelias (Rough Trade) "Scene" "Paris" "Stay"
37 26 THE STYLE COUNCIL (POLYDOR) "THREW" "LIFE" "GROUP" "SEA"
22 22 Graham Parker (RCA) "Break" "Highways" "Hieronymus"
11 16 THE SUN & THE MOON (Geffen) "Conscience" "Dolphin" "Grain"
29 29 JOY DIVISION (QWEST) "LOVE" "ATMOSPHER" "CONTROL" "TRANSMISSION"
33 30 MARTI JONES (A&M) "REAL"
17 28 Biff Bang Pow (Creation/Relativity) "Miss" "Ice"
14 17 The Swans (Caroline-12) "Love"
35 34 Tracy Chapman (Elektra) "Revolution" "Fast"
36 35 Heavenly Bodies (O'Est La Mort) "Rains"
36 35 ICICLE WORKS (BEGGARS BANQUET/RCA) "HIGH"
36 35 Ambitious Lovers (Virgin) "Overlap"
37 37 JOAN ARMATRADING (A&M) "LIVING"
21 21 Verlaines (Homestead) "Makes" "Trip" "Take" "Bird"
24 26 Beatnik Beach (Atlantic) "Beach"
39 40 Book of Love (Sire) "Witchcraft" "Look"
38 41 Ziggy Marley (Virgin) "Tomorrow" "Conscious"
42 42 ROBERT CRAY (HIGHTONE/MERCURY) "AFRAID"
50 43 FOOTAHEAD (POLYGRAM) "SOMEONE"
41 42 Steve Winwood (Virgin) "Roll" "Holding" "Hearts" "Know"
45 45 FATAL FLOWERS (ATLANTIC) "ROCK"
46 46 RECKLESS SLEEPERS (IRS/MCA) "NEVER"
47 47 Steel Pulse (MCA) "Out" "State"
48 48 DIE KRIEZEN (TOUCH AND GO) "EARTHQUAKES"
30 36 49 Cat Heads (Restless) "Little" "Upside" "Crash"
50 50 PUBLIC ENEMY (DEF JAM/COLUMBIA) "HYPE"

CHARTBOUND

HUNTERS & COLLECTORS (IRS/MCA) "BACK"
FULL FATHOM FIVE (LINK) "PAINSIVER"
MY DAD IS DEAD (HOMESTEAD) "PROBLEM"
THE ROSE OF AVALANCHE (RESTLESS) "NOT"

EDIE BRICKELL & N.B. (GEFFEN) "WHAT"
SCREAMING TRIBESMEN (RYKODISC) "FEELING"
BUCKWHEAT ZYDECO (ISLAND-12) "WHY"
STEVE FORBERT (GEFFEN) "RUNNING"

Dropped: #30 S.Laing, #33 Felt, #40 C. Newman, #43 P. Murphy, #45 Gr. River, #46 M. Etheridge, #49 Tater T.

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THURSDAY SEPTEMBER 29
1:00 - 5:00PM
REGISTRATION
7:00 - 12:00AM
SHOWCASES AT THE CATHOUSE

FRIDAY SEPTEMBER 30
9:00AM - 9:00PM
REGISTRATION
11:00AM - 12:00PM
METAL MARKETING
BOB CHIAPPARDI (CONCRETE MARKETING - MODERATOR)
JOHNNY Z. (MEGAFORCE RECORDS)
PEGGY CONNELLY (ATLANTIC RECORDS)
MIKE FALSY (METAL BLADE RECORDS)
BARRY LYONS (IRS RECORDS)

PRESS & PUBLICITY
LONN FRIEND (RIP MAGAZINE - MODERATOR)
ANDY INGKAVET (FOUNDATIONS)
BEN LIEMER (CIRCUS)
GORDI MILLER (METAL EDGES)
BYRON HORTAS (CAPITOL RECORDS)

PANELISTS TBA
1:00 - 2:00
KEYNOTE ADDRESS
SHARON OSMANBE (Management: OZZY OSBOURNE, LITA FORD)

2:30 - 5:00
METAL RADIO
ROSS GOZA (KNAC)
DEREK SIMON (METAL CONNECTION)
MARK LASPINA (FMQ)
LEE ABRAMS (LEE ABRAMS, INC.)
BRAD HUNT (ELEKTRA RECORDS)
TONY BERG (WSCN)
MIKE JONES (WGR)
WILD BILL SCOTT (Z-Rock)
MODERATOR & PANELISTS TBA

RECORD PRODUCERS
BOB FEINEKLE (EPIC RECORDS - MODERATOR)
MORE PANELISTS TBA

4:30 - 5:00
CREDIBILITY & RESPECTABILITY
JIM CARDELLI (CONCRETE MARKETING - MODERATOR)
DARRAL QUINN (EPIC RECORDS)
TOM MARSHALL (KNAC)
SCOTT HOUDIWITZ (COUNTRY CLUB)
JANISS GARZA (LA TIMES / MUSIC CONNECTION)
SHEILA RENEE (THE GAVIN REPORT)
HAGUI MONTAUG (NEW MUSIC SEMINAR)

RETAIL & DISTRIBUTION
BILL BERGER (ISLAND RECORDS)
WALLY SZMANSKY (ROLLING STONE RECORDS)
DAVE FLAHERTY (JERRY BASSINS ONE STOP)
MORE PANELISTS TBA

5:00
SCREENING
"HOW TO MAKE IT IN HEAVY METAL AND NOT GET SCREWED"

7:30PM - 1:00AM
RIP MAGAZINE 2ND ANNIVERSARY PARTY & SHOWCASES AT THE COUNTRY CLUB

SATURDAY OCTOBER 1
11:00AM - 12:00PM
METAL VIDEO
MANAGERS & LAWYERS
WALTER O'BRIEN (CONCRETE MANAGEMENT - MODERATOR)
BILL BERROLL ESQ.
JACK WRIGHT ESQ.
MORE PANELISTS TBA

1:00 - 2:00
RECORD COMPANY FORUM
BRIAN SLAGEL (METAL BLADE RECORDS - MODERATOR)
BOB CAHILL (RAMPAGE RECORDS)
KIM BLUE (ISLAND RECORDS)
HANNA BOLTE (EPIC RECORDS)
NEL BUKOBIC (GEFFEN RECORDS)

1:00 - 2:00PM
CLUBS, BIDDING, & TOURING
MORE PANELISTS TBA
NELLY ALLOUN (COUNTRY CLUB)
RIKI RACHTMAN (THE CATHOUSE)
JENNIFER PERRY (AVAILON CONCERTS)
ADRIANNE STONE (HIT PARADER)
MIKE PIRANIAN (CAA)

3:00 - 5:00
A&R
RON LAFFITTE (SANCTUARY MUSIC - MODERATOR)
CYNTHIA MISIA (BMI)
TOM ZUTAUT (GEFFEN RECORDS)
VICKY HAMILTON (INDEPENDENT CONSULTANT)
JIM FARACI (PRODUCER)
NICK TEIZO (ASCAP)
MORE PANELISTS TBA

5:00 - 7:00
SELLING METAL: THE RETAIL, TOURING, & PRESS CONNECTION
JANIE HOFFMAN (MCA RECORDS - MODERATOR)
ANDY SOMERS (FRONTIER BOOKING INTERNATIONAL)
STEPHAN CHIRAZ (KERRANG)
MICHAEL JENSEN (JENSEN COMMUNICATIONS)
MORE PANELISTS TBA

8:00PM - 1:00AM
CONCRETE MANAGEMENT & MARKETING 4TH ANNIVERSARY PARTY
AT THE COUNTRY CLUB (WITH SURPRISE GUEST PERFORMANCES)

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Fax (212) 645-2807

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All registration fees are non-refundable.
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GAVIN QUIZ. Who holds the record for the most Time Magazine covers? Answer at the end of this column. (Hint: It's not Wayne Gretzky, but you're close.)

CHART TALK. If you're sick of seeing Steve Winwood at the number one slot, brace yourself. His Michelob ad received a ton of adds this week, second to Glenn Frey's new single. If Little Feat or Robert Cray intend on dethroning Winwood, they had better get aggressive because Steve has just thrown his vehicle into overdrive...After a few weeks of stalling, Melissa Etheridge broke away and is aiming at the Top Ten. Reinforcement trax are starting to surface. Besides "Water," "Chrome Plated Heart" is starting to get some nods...Besides Melissa, this week will be a key week for Rhythm Corps, Paul Kelly and Cheap Trick. All three should be looking back at Robert Plant who has been gaining ground the last two weeks. Bet on big movers like Tommy Cowell & his Rumbler, Blue Oyster Cult and Glenn Frey.

AROUND THE HORN. Congrats to Bob Wayne and his staff at KJKJ-Grand Forks. Since abandoning their Top Forty format, the station moved from a 2.5 share to a 13.8 12+. They are now less than two percentage points away from the dominant Top Forty. If you haven't checked in with Bob at KJKJ, give him a call at 701-746-1417. Address is 215 North Third, #200, Grand Forks, ND, 58201...In typical Rebel 100 fashion, Ned Horton is having good luck with Lita Ford and Shriekback. Knowing them, they're probably playing them back to back...Lora Porter joins KPGA/FM-San Luis Obispo as Assistant Music Director...Bryan Ferry opened his tour in Boston. Raves from the WBCN staff indicate this will be one of the shows of the year...Ginger Havlat at KBCO reports two new Notes In The Mall trax on the playlist..."Watching You" and "Like The Way I Do." Broadcasts at KBCO included a full hour of Bruce Hornsby, two songs by opener Pat McLaughlin and an in-studio concert by Richard Thompson...I have to agree with Jack "Gene Siskel" Isquith. Midnight Run is a good flick, but runs about twenty minutes too long. My recommendation? Wim Wender's Wings Of Desire. It's got a rock n roll attitude as well as appearances by Crime & The City Solution and Nick Cave and his Bad Seeds...At KSPN in Aspen Steve Cole is getting results from adult pleasers like Robben Ford, Karla Bonoff, Gregg Allman and Joan Armatrading...Dave Logan, wearing the Music Director hat, picks two more trax off the Robert Cray album. KFOG added "Night Patrol" and "Don't You Care."

WELCOME TO THE MACHINE. Yet another station crosses the border from Top Forty. Please welcome KKTX-Longview, TX. Nick Roberts is the PD. Over the months, the station has been steadily evolving toward an Album Radio sound. With that transition complete, Roberts reports "tremendous response." Give Nick a call at 214-984-2001. Address is Box 192, Kilgore, TX, 75662. KKTX is currently serving four different Texas metro regions. Once they hit the 50K level, the sky is the limit.

GOLDEN THROATS ON RHINO. I know it's been out there a few months, but if you haven't yet heard the Great Throats album compilation on Rhino, you're missing out on a perfect AM Drive masterpiece. The gist of the album is the collection of actors and celebrities covering rock n roll songs during the Sixties. Examples? Poor Leonard Nimoy (who cut a half dozen albums) struggles with Fogerty's "Proud Mary."

Sebastian Cabot reciting Bob Dylan is hilariously embarrassing. Joel Grey singing Cream's "White Room," Jack Webb reciting "Try A Little Tenderness," and Jim Nabors singing Stevie Wonder is bad enough, but wait until you hear William Shatner reciting "Lucy In The Sky With Diamonds." I found the liner notes almost as entertaining as these blunders. Whatta package! Incidentally, Rhino also pulled off a hip coup by releasing the 18 classic Roy Orbison Monument trax on CD. Congratulations to the Rhinos. Keep 'em coming.

GAVIN QUIZ ANSWER. Who holds the record for the most Time Magazine cover appearances? Why, Jesus Christ with seventeen Time covers, that's who. Meanwhile, stay well. Yer pal, KZ.
ANTHRAX ANSWERS TO ISLAND EXECs

J.C. AT 'DST IN WOODSTOCK ▼
Left to right; Richard Fusco-WDST, Jeanne Atwood-WDST, Jimmy Cliff, Eva Pfaff-Columbia and Andy Kirschner.

GREEN THOUGHTS IN THE PACIFIC NORTHWEST
Left to right; Smithereens' Mike Mesaros and Dennis Diken, Capitol's Stan Foreman, KYJG's Joe Rose and KXRX's Brew Michaels.

WAS (NOT WAS) SIGNS WITH CHRYSLIS (NOT CHRYSLIS)
That’s Was (Not Was) with Chrysalis executives (with Mike Bone wearing the irradiant togs) after headlining the Palladium in New York.

Care to be “Photo Filed” by the Gavin Report? Send your favorite photo of yourself or anyone else to Betty and Lisa, c/o Gavin, One Hallidie Plaza, Suite 725, S.F., CA 94102
really needed to break a new act. With A&M, (Split Enz's label), they were very enthusiastic and did a very good job, but when they met a lot of resistance, there was always something else to distract them from a Pocono record or whatever. Also, Split Enz always took a slightly more parsonable attitude toward touring America and spending that much time there. I never felt like we communicated very well with the record company. So with this band I didn't want to make the same mistake.

RF: You touched on the fact that Capitol never gave up on the first single, particularly the first single, 'Don't Dream It's Over.' Did you at any point ever dream that it was over during that nine months that it took for the record to happen?

NF: Plenty of times. I'm just as pessimistic as I can be. I wasn't feeling really bad about it or anything--in fact I was looking forward to doing another album--but by November of 1986, I'd more or less accepted the fact that the thing wasn't gonna happen. I said to Gary Stamler, our manager, that I didn't see any point in coming to America to tour unless we got into the top hundred, thinking at that stage that we weren't going to, and I'd save myself a bit of traveling. But he rang me up in January and said, "Well, we're number 86, going to a hundred, thinking America wasn't another album--but by November of 1986, I'd more or less accepted the fact that the thing wasn't gonna happen. I said to Gary Stamler, our manager, that I didn't see any point in coming to America to tour unless we got into the top hundred, thinking at that stage that we weren't going to, and I'd save myself a bit of traveling. But he rang me up in January and said, "Well, we're number 86, that's what I look for in the tour start!" I had to actually live up to my commitment.

RF: After 'Dream' had been out for months and was a hit strictly at the Adult/Contemporary level and nowhere else, I can remember Capitol's Tom Gorman saying, "We'll stay with it as long as we have to. We know we've got a hit record." NF: Part of that was because we had spent enough time with the people to make them feel like they had a personal involvement in it. They had some of their own pride at stake as well. There's a lot of distance between bands and record companies, but even today record companies are made up of individuals who just want to feel good about what they're doing. If you can help them feel good about their job, they'll kill for you.

RF: It was the Gavin Stations which broke the record.

NF: We are very aware of the help we've received from the Gavin stations because that was basically where it all started with "Don't Dream It's Over." Sometimes they may feel they've overlooked at times. We appreciate them, very much.

RF: How would you describe your mates in the band, Paul Hester and Nick Seymour?

NF: I tend to be almost overwhelmed by both Paul and Nick. When they're on form, they're capable of an almost manic sort of energy. Paul is a natural comedian. He gets it making people laugh and being able to imitate people. We've got a new keyboard player, Mike Gub, a New Zealander, and Paul had him down within two days. He does him better than he does himself. Paul is also very domestic. He loves to make a cup of tea and have the room very tidy. He has the dastidest on-room by far. The other side of his comedic personality is the dark side, which comes out from time to time. But you just leave him alone, and he's fine.

RF: Is he a practical joke? 

NF: No, but he's always looking for any kind of comic opportunities that occur during the day. You can find yourself at your turest and most discouraged on tour, and all of a sudden you'll be laughing because Paul will completely turn it around. He's a good guy to have around.

RF: And Nick? 

NF: Nick will talk to almost anybody who will come along for at least half an hour, no matter what sort of person it is. Often talk to some complete idiot. But he's got a lot of time for people. Nick's a very visual person.

RF: He does the graphics on the albums, too. 

NF: He did all the artwork for both album covers, painted our backpacks for stage, and he is involved with all the film clips. His energy in those areas has been fantastic. I find that when I'm with both of them, I tend to sit in the background and watch them butt heads a little bit, which is fine with me. You can't compete with them when their both going for it.

RF: What do you guys think of Paul Hogan? 

NF: I think Paul Hogan is a crazy man but, I think we're all a bit sick of the way Paul Hogan has come to represent Australian society to the majority of people around the world, but there is a lot more to it than to Australia. It's a stereotype, we don't have many barbecues. If we ever do, we only have sausages and no shrimp. So he's less of a novelty for us than I think he is for people who don't see his movies.

RF: What is the significance of the album title, The Temple Of Low Men? 

NF: I think it's a good, ambiguous title. That's what I look for in a album title. But it's actually from seeing that phrase scrawled on a wall in Los Angeles. I liked the sound of it. When we saw Jimmy Swaggart apologizing to his congregation on the same day, I thought, "There's something about this that's quite indicative of the times, and of living in Los Angeles, and also indicative of some of the lyrics on the album." It's like we all try to do our best and see some meaning in life, but at the end of the day we're all capable of being quite low.

RF: I'm sure I'm not going to be the first to comment that there seems to be a lot of Beatles influence on this album. 

NF: You're not the first. If they were still together they'd be doing a lot better than what we're doing now. I feel that we're scratching the surface of what we're capable of. It's enormously flattering to have people say those sort of things. I love the Beatles, and nobody can touch them as songwriters. If there's an influence there I accept it, but I don't believe it's ever been a conscious thing--that I've set out to imitate the spirit of the Beatles. The way I sing was influenced by British music, but I would never want to make it too conscious. I don't even listen to Beatles records these days because they're too special. 

RF: The current single, "Better Be Home Soon," has a very American quality to it. You could adapt it for Country radio play with some different production.

NF: Oh, I have, but I was aware that it had a Country flavor. It just came very simply one day, and I think that's the joy of good Country music. It's only been recently that I've started to appreciate Country music, I used to think it was the worst thing in the world, but Mitchell opened my eyes to people like Hank Williams. The beauty of good Country music is its absolute purity, simplicity and expression of emotion, so if it works on that level, it's great.

RF: In your lyric and the precision of your recording, you are very serious, yet you're very goofy on stage. 

NF: There's an odd bit of humor in the records, but when we get on stage, we seem to bring out a an exuberant side of each other, and it lightens me up a bit. It's good to have a balance. If you've got songs which are often dark, some of them expressing quite morbid things, it's good to balance that out with a pretty "up" sort of stage persona. I find that the contrast makes people think that the band's really good, and there's nothing better at a concert than having a laugh and then being drawn into a melancholy song.

RF: The mood swings in your show create a tremendous amount of emotion within the audience.

NF: On a good night, I think we pull it off really well. On a bad night, sometimes, we can be distracting to people. If we happen to choose the wrong song and fool around beforehand, it can undermine the impact of a song like "Hole In the River." Occasionally we've had a bit of a joke before that song, and it takes half the song to get into the right mood. So we are aware of the fact that it carries a certain amount of risk being that loose on stage.

RF: Do you ever lose it in the middle of a song? 

NF: Yeah I've had moments. You'll see when we get to America, Mike, our keyboard player, plays with such enthusiasm, and he's got such a characterful face that he's actually very funny when he plays. If you watch him for too long you can actually lose it. The first time we played in Copenhagen, I found myself thinking in the middle of a song how incredibly funny the whole thing was, and I lost it completely.

RF: When can we expect this tour? 

NF: We're due there in mid-September until about November.

RF: With whom will you be touring? 

NF: Well it's not 100 percent, but it looks as if we'll be with Hunters & Collectors.

RF: And that's Nick's brother? 

NF: Nick's brother Mark.

RF: And what about your brother, Tim. He participates on a couple of tracks on this album. Is he going to tour with you guys? 

NF: He might turn up in a few places, but his album will just be out then. From what I've heard so far, he's making a really good record, and I wouldn't be surprised if sometime in the next year we were together on stage.
EASTERN IOWA RATINGS LEADER needs part-time talent. Apply today if you have experience and can compliment our talented staff & Country format. T&G: Dan Olsen, KHAK FM, 425 2nd Street SE, Suite 450, Cedar Rapids, IA 52401. [8/12]

#1 TOP 40 40 WZIX/Z100- Columbus, OH, has immediate morning opening. Rush T&G: Bob Odell, PO Box 1247, Columbus, MS 39703-1247. No phone calls. Please. [8/12]

HOT TOP 40 KVXO/FM-Spokane, WA, has immediate opening for 7-midnight talent. Lots of phones. T&G: Lee, East 2211 Sprague, Spokane, WA 99202. No phone calls please. [8/12]

A/C KHLT/FM-Little Rock, AR, needs a morning talent. Must work phones & personal appearances. T&G: Dennis Elliott, 2400 Cottondale Lane, Little Rock, AR 72202. No phone calls, please. [8/12]

TOP 40 KYXN/FM-Ardmore, OK, seeks hot air talent. Immediate opening. High visibility for promotion oriented station. T&G: Steve Stone, PO Box 159, Ardmore, OK 73402. No phone calls, please. [8/12]

TOP 40 Q104-Gadsden, AL, needs an AM drive. T&G: Leo Davis, PO Box 570, Gadsden, AL 35902. [8/12]

TOP 40 POWER 98/WHK needs a night & overnight talent. T&G: Mark Shands, PO Box 97, Kennedy, AL 35574. No phone calls, please. [8/12]

A/C COUNTRY COMBO has opening for AT w/production skills. Must like small town living. Needed yesterday. T&G: Hugh Hardaway, 3015 Johnstonville Road, Susanville, CA 96130, or call (916) 257-2121. [8/5]

A/C MORNING NEWSPERSON needed immediately. Strong reporting & writing skills. T&G: Jim Williams, WDIF Radio, PO Box 1000, Marion, OH 43302. [8/5]

#1 MORNING SHOW looking for up tempo co-host/newsperson. T&G: Jackie Anderson, PO Box 6166, South Forks Plaza, Grand Forks, ND 58201. [8/5]

TOP 40 KZKZ-MARSHALL, MN, needs a night AT for 100,000 watt station. T&G: Mike McKay, PO Box 61, Marshall, MN 56258. [8/5]

RYKODISC, an expanding Boston based independent label is looking for College promotion/general ass't. Related exp. a plus. Resume: John Hammond, Pickering Wharf, Bldg. C, Salem, MA 01970. [8/5]

#1 TOP 40 KWIN-STOCKTON, CA, has a rare full-time AT opening. T&G: Mike Kasper, PO Box 7871, Stockton CA 95207. [8/5]

TOP 40 KKKM-PUEBLO, CO, seeks a high energy overnighter. Females & minorities encouraged. T&G: Max Miller, 3426 North Elizabeth, Pueblo, CO 81008. [8/5]

TOP 40 KATM seeks a midday personality. T&G: Randy Stewart, 6760 Corporate Drive, Suite #340, Colorado Springs, CO 80919. [9/5]

KCLD-ST. CLOUD, MN, seeks sharp news anchor/reporter. T&G: Blake Patton, PO Box 1458, St. Cloud, MN 56302. [8/5]

PERSONALITY COUNTRY station seeks experienced talent for future openings, all air shifts. T&G: Consultant, PO Box 38061, Tallahassee, FL 32315-8061. [8/5]

COUNTRY KKAA-ABERDEEN, SD, seeks a Farm Director. Must have basic agriculture knowledge for 10k Watt AM. Resume: Gary Phie, PO Box 1770, Aberdeen, SD 57401. No phone calls, please. [8/5]

A/C KVYN-NAPA, CA, seeks midday AT w/strong programming skills. Detail oriented person who can relate to adult audiences. Females encouraged. T&G: Tom Young, 1124 Foster Road, Napa, CA 94558. [8/5]

SMALL-MARKET COUNTRY station has openings for Sales Manager and News Director. Great opportunities for the right person. Eastern Maryland Shore. Send Resumes / references: WDMV FM, PO Box 210, Pocomoke City, MD 21851, or call Andy Douds (301) 957-0540. [7/29]

A/C KGW-PORTLAND, OR, looking for strong person for PD. T&G: Ken Brown, 62500 Radio, 1501 SW Jefferson, Portland, OR 97201. No calls, please. [7/29]

PRIME OPENING AT a Fargo/ Moorhead's fastest growing, hottest radio station. KLTA needs an afternoon drive person ASAP. Great voice w/strong pipes & prod. skills. Hard worker preferred. Good benefits. T&G: Dan Michaels, PO Box 2027, Fargo, ND 58107. [7/29]

FM COUNTRY STATION needs pro PD/MO. T&G: Max Miller, 3426 North Elizabeth, Pueblo, CO 81008. [8/5]

FM KBBX-LAKEPORT, CA, needs a News Director w/ prod. skills. Exper. T&G: Gregg Allen, 2626 S. Main St., Lakeport, CA 95453, or call: (707) 263-6113. [7/29]

TOP 40 KIOY-FM-MEBANE, OR, has future opening for AT w/ prod. skills. Energetic & community-oriented. T&G: Mike Shannon, 743 Main Street, Lebanon, OR 97355. [7/29]

A/C KTOL-OLYMPIA, WA, has immediate opening for News Director at growing full service/personality station. T&G: Dan Springer, PO Box 5277, Lacey, WA 98503. [7/29]

WANT TO BE MORNING PERSON at Top 40 station that dominates the beautiful Smoky Mountains market of 60,000? T&G: Vicki Todd, PO Box 70, Morristown, TN 37815. [7/29]

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12 YEAR TOP 40, URBAN. Presently in Top 70. SE only. Call: (803) 457-4556. [8/12]

AVAILABLE IMMEDIATELY. 2 year experienced, energetic PD seeks position in S, MW or NW. AOR or Top 40 formats. DICK BYINGTON: (312) 369-8939. [8/12]

HOLLYWOOD & VINE and their cast of loonies would love to come & make your mornings the talk of the town. HOLLYWOOD & VINE: (318) 443-6094. [8/12]

PD/MD/AT/NEWS. Experienced pro willing to relocate. Computer literate. Prefer AOR or Urban format. Great people person. DEAN MICHAEL: (505) 863-9882. [8/12]

AT/PRODUCTION with Urban/Dance live mixing experience. Ex KRGE-Westlaco, TX. HECTOR SANCHEZ: (915) 968-1548. [8/12]

AT/ENGINEER. Former WKDS/WDWS: THE BOOMER: (305) 584-4692. [8/12]

AT WEEKENDS. 20-year vet looking for a position anywhere south of Ukaia, CA. AOR/Lite A/C. Former KSJO, KOME, KSFX. JAMES WILLIAM: (408) 993-2548. [8/12]

MEDIUM MARKET AT. Proven pro seeks morning drive w/sales. Great remotes, phones & interviews. Give me a try, you won't be sorry. Midwest or Ozark region. Small mkt. for right money. A/C or AOR. RICH BOWERS: (217) 429-9392. [8/12]

NEEDED

KWYD: Randy Travis album on Warner Bros. Wayne Cordray, PO Box 1230, Everett, WA 98206. [8/12]

WAAG: CD's & LPs from Capitol. Brian Hamlynn, 154 East Simmons, Galesburg, IL 61401. [8/12]

KOYN: Country singles, LPs & CDs from all labels. Dawn Garrison-Smart, 3305 NE Loop 286, Suite A, Paris, TX 75460. [8/5]

KRUS: Urban product from all labels. 500 N. Monroe St., Ruston, LA 71270. [8/5]

WDMV: Gospel product from all labels. Charlie Walters, PO Box 210, Pocomoke City, MD 21851. [8/5]
KYLIE MINOGUE - The Loco-Motion (Geffen) 
In a year that’s given us “The Twist” and “Do You Love Me,” why not resurrect the 1962 Coffin/King hit first made famous by their baby sister Little Eva? Both the original, and a 1974 remake by Grand Funk, went to number one. Skillful use of echo enhances this latest production that topped the Australian chart recently.

LITTLE FEAT - Let It Roll (Warner Bros.)
I know I’m late, but I figure if they can take eight years off, I can have two weeks. Featmusic, I thought, was an acquired taste - one which comes to a slow, slow boil. At least that’s the way it used to be. Let It Roll’s immediate acceptance both at radio and in sales breaks with tradition. Featnics in the 70s spread the word of a hot band which drew its inspiration from the roots music of Memphis, New Orleans and The Ozarks. Featnics were once protective of their discovery - not unlike the moonshine underground. It wasn’t until the tragic death of good ole boy Lowell George in 1979 that public reverence and tribute reached the band. George was in large part, both figuratively and literally, the focus of the band. His penmanship, lead vocals and slippin’ slide guitar were benchmarks in every mix. Let It Roll is the Feat’s first post-Georgian album with new lead singer Craig Fuller (ex-Pure Prairie League and Fuller Kaz Band). And though Fuller lacks the barrel-chested, overhauled torso, he understands the essence of Featmusic - soulful, filter-free, true grits hominy and harmony. As a semi-certified Featnic, I’d like to put the past in a safe place and accept Let It Roll as the beginning of a new night of honkin’ and tonkin’. I’ll select "HATE TO LOSE YOUR LOVIN’, LONG TIME TILL I GET OVER YOU, LET IT ROLL" and a special atypical Featsong, VOICES IN THE WIND with Linda Ronstadt.
INSIDE INFORMATION:
JANE WIEDELIN HAS A DREAM FOLLOW UP TO HER SMASH SINGLE "RUSH HOUR.
INSIDE A DREAM
JANE WIEDELIN
PRODUCED BY STEPHEN HAGUE

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Featuring The Debut Single

"GET DOWN TONIGHT"

From the album GO BANG