RODNEY CROWELL JOINS THE PARTY
HANDLE WITH CARE

THE NEW SINGLE

PRODUCED BY OTIS AND NELSON WILBURY

Lucky Otis Charlie T. Jnr. Lefty Nelson
<table>
<thead>
<tr>
<th>TOP 40</th>
<th>URBAN</th>
<th>A/C</th>
<th>COUNTRY</th>
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<td>DURANDURAN</td>
<td>CHERRELLE</td>
<td>GEORGE MICHAEL</td>
<td>K.T. OSLIN</td>
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<td>I Don't Want Your Love (Capitol)</td>
<td>Everything I Miss At Home</td>
<td>Kissing A Fool (Columbia)</td>
<td>Hold Me (RCA)</td>
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<td>BANGLES</td>
<td>CAMEO</td>
<td>KENNY G</td>
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<td>In Your Room (Columbia)</td>
<td>You Make Me Work</td>
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<td>STARPOINT</td>
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<td>SIOUXSIE &amp; THE BANSHEES</td>
<td>ICE-T</td>
<td>WILL TO POWER</td>
<td>BUCK OWENS</td>
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<td>I'm Your Pusher</td>
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<td>Hot Dog (Capitol)</td>
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<td>Flying Home (EMI)</td>
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<td>&quot;Copperhead Road&quot;</td>
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### GENE BAXTER TO X100

Gene Baxter has been named Music Director of what is now KXXX/FM-X100 (formerly KYUU) in San Francisco.

Baxter, who was most recently at KZZP-Phoenix says “It's the grooviest thing that's ever happened to me!” Having once worked at Emmis-owned WAVA in Washington, Baxter went on to say that although he will miss KZZP PD Guy Zappleon (“the best...incredible”), “a job like this doesn't come along very often. I know Emmis. There's no question in my mind that they'll be huge in San Francisco.”

After a few months of speculation, the pieces of the X100 puzzle are finally beginning to fit, with only the Creative Production Director slot left to fill. (“It's a big ticket job,” says X100 PD Bill Stairs. Anyone interested?) Final air slots have been filled by Geoff St. John (overnights), Liane Wong and Jeff Moseley (utility/fill-in). Stairs described X100's format as "straight ahead contemporary.”

### BMW TO JFK

On Monday, October 3, WBMW/Washington, DC made two big changes. The call letters are now WJFK, and they are simulcasting shock jock Howard Stern from 6-10AM.

WJFK will continue its album programming from 10AM-7PM, mixing classic rock and new music to attract the 25-49 year old male demographic. From 7PM-6AM, WJFK’s “Night Trax” will be a combination of jazz fusion and contemporary vocals.

“We're being adventurous,” said Program Director Bob Brooks. “We don't want to be pigeonholed.”

### RADI-O-rama

The dust hasn't even settled in our new digs when the most recent changes began pouring in...KATP-Amarillo was sold recently and with regret the existing owners had to change the existing staff. Available are former PD and Air Personality Kelly Jones (806-373-8977), Personalities Chris Albracht (806-359-1163) and Dennis McCracken (806-355-6765). All are looking to stay in Album Radio...Longtime WKTI- Milwaukee Afternoon Driver Danny Clayton is now Asst. PD. Denise Lauren continues as MD...

Andy Hall is interim MD at KDWZ-Des Moines, replacing Rick Steele...Bob O'Dell has left.

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2 the GAVIN REPORT/October 7, 1988

VIVA SANTANA. Carlos Santana accepted a BMI Film/TV Award for scoring the Richie Valens Biopic La Bamba. Shown backstage at The Greek in Los Angeles are (l-r) Los Lobos’ Cesar Rosas, BMI’s Barbara Cane, Santana, BMI’s Doreen Ringer, Los Lobos’ David Hildago and Louie Perez.
J OHNNY HATES JAZZ “Turn Back The Clock”

GAVIN A/C 3RD MOST ADDED 37
R&R A/C 1ST MOST ADDED
GAVIN TOP 40 DEBUT IN UP & COMING 48/48

MAXI PRIEST “Wild World”

ALREADY REACHED #1 IN OVER 8 COUNTRIES.
#1 REQUESTED IN L.A. FOR 8 WEEKS AT KROQ.
LET THIS UNIQUE CAT STEVENS COVER BLOW OUT YOUR PHONES.

PAULA ABDUL “(It’s Just) The Way That You Love Me”

ALREADY AN R&B SMASH GAVIN URBAN 22-19
R&R URBAN TOP 15 ALREADY ON:
POWER 106, KMEL, WPGC, KKLQ, XXX106, KSJO 14-10

VIRGIN’S GOING

WHEN IN ROME “The Promise”

GAVIN TOP 40 40-36* BILLBOARD 46*-41* R&R CHR D-38*
ADDED AT: Y108, KPOZ, 92X, WXYQ, 194, Q100, JET/FM, K104, WSPK, WXIL, WOMP,
WANS, WNYZ, FM104, WPFR, KCMQ, Z103, KFMN, WVBS, KOZE, WHTO, KKRD,
KEGL 24-12, WZOU 35-29, KIIS/FM 12-8, KWOD 32-25, KKLQ 19-12, KWSS 8-6, WLOL 25-21,
WKBQ 29-26, KITY 10-8, KTFM 15-12, POWER106 13-11, WFLY 13-6

STEVE WINWOOD “Don’t You Know What the Night Can Do?”

GAVIN TOP 40 5*-4* 92% HIT FACTOR 118 REPORTS
R&R CHR 9*-6* BILLBOARD 13*-7*
WBLI 14-10, Z100 30-27, POWER95 26-21, WZOU 6-3, Q107 26-21, B97 ADD 23, WNCI 10-7,
WCZY 15-8, KDWB 11-4, KIIS/FM 23-19, KWSS 15-11, KUBE 15-8

www.americanradiohistory.com
RADIO - O - RAMO CONT.

WZIX - Columbus/ Starkville. Call him at 601-329-3830...KXKS/FM names Trey Allen MD...In Minot, ND Luther Frost has been promoted to OM at KHHT...Veteran L.A. radio exec Chuck Southcott has been named PD at KMP/AM...More personnel named at X100-SF (formerly KYUU): Gary Moore stays as Production Director; Howard Freshman joins as Marketing Director; Jim Sheehan joins as Promotion Director and finally Walt Ellis remains as Chief Engineer...New MD at KKEG-Fayetteville, AK is Debbie Gilbert...Melanie Bloomquist upped to Promotion Director at KXIX-Seattle. New Promotion Assistant is Barry Holton from across town at KISW...Diana Woods moves up to Asst. PD at WMVQ-JA/MAG 97.7/FM - Amsterdam, NY. She retains her MD title...J.J. Michaels and Jack Irwin (J.J. and Jack) are the new morning personalities on WZZU/FM 94Z - Raleigh-Durham, NC...Devon Durant out as MD as KS104 in Denver. PD Dave Van Stowe is looking for a replacement...A.J. Arnaz leaves Y104-Flint to assume the PD post at WQID-Biloxi...The Gavin Family was saddened to hear of the death of veteran San Francisco newscaster Bonnie Chastain. Our sympathy to Bonnie's husband, KP1X/TV-SF News Anchor Dave McElhatton, her family and many, many friends...

MOVEMENT AT WROK/WZOK

WROK/WZOK - Rockford, IL Operations Manager Mark McClure has announced personnel changes. Greg Strassell, formerly Program Director, has been upped to Assistant Operations Manager. "Greg is going to be assisting me in the daily operations of both the radio stations, which is a major job when you're as promotionally active as we are," said McClure. Another change is the promotion of Jesse Garcia to the position of Music Director for WZOK. Garcia retains his airshift, and replaces Scott Manning who has left the station. WZOK Program Director Steve Summers will add afternoon personality to his list of duties.

BECC LEAVING RCA

Veteran Promotion Executive Mike Becce will be leaving his post at RCA Records at the end of 1988. Becce has been with RCA for 14 years, most recently as Director of National Promotion. Becce can be reached at 212-930-4105.

STAR SEARCH

In searching for new personnel, KNX/FM-Los Angeles VP/GM Charlie Seraphin and new PD Kurt Kelly have designed a questionnaire that they will ask applicants to submit with their tapes and resumes. Perspective employees will be asked: 1) what KNX/FM's strengths and weaknesses are; 2) what KNX/FM needs to do to improve the L.A. Marketplace; 3) what the applicant has to offer; 4) the applicant's long-range and short-term goals; and 5) what kind of person the applicant sees him/herself vs. the opinion of others. Seraphin and Kelly are still reluctant to share format ideas. "You win when you surprise people, so until it's ready to fly I'm not even going to hit at what it will be," said Kelly. Kelly will officially start at KNX/FM "in a few weeks." In the meantime, think of some good answers...

BIRTHDAYS/BIRTHS

Compiled by Diane Rufer

Our Best Wishes and HAPPY BIRTHDAY To:

Jackson Browne, Greg Jennings (Restless Heart) 10/9
Sean Ono Lennon, John Entwistle 10/9
Ty Cooper, KMNS-Sioux City, IA 10/10
Tim Hopkins, WAFI-Milford, DE 10/10
John Nichols, KJCK-Festus, MO 10/10
Tina Macula 10/10
David Lee Roth, John Prine, Tanya Tucker 10/10
Rod Hollands 10/11
Gary Wilson, KJCK/Junction City, KS 10/11
Mark Kates, Golden Records 10/11
P&J Daryl Hall, Gene Watson, Dave Westen 10/11
Rick Austin, KAER-Sacramento, CA 10/12
Doug Threadgall, WATQ-Carrollton, AL 10/12
John Arnone, WIRL-Peoria, IL 10/13
Ron Scott, WKK-Morford, IL 10/13
Dave Shaw, WFJK-Jackson, TN 10/13
Paul Simon, Marie Osmond, Lacy J.Dafton 10/13
Justine Fontaine, Capitol Records 10/14
Diane McClain, WCMI-Elkhart, IN 10/14
Cliff Richard, Thomas Dolby 10/14
Scott Michaels, KVHR-Ohio, CA 10/15
Terry Haywood, WFXM-Macon, GA 10/15
Joanie Lawrence, J. Lawrence Marketing 10/15
Rory Harris, Lithograph 10/15

We CONGRATULATE to CINDY HART, Promotion Director of KTMS-Minneapolis, MN, and her husband, TONY, on the birth of their first child, daughter, TAYLOR IRENE. Born September 30th, weighing 8 lbs, 1/2 oz.

Our WEDDING BELLS rang on Friday, October 7th for GENE RUMP, Vice President and General Manager of KLZS/KFH-WICHITA, KS, and LEIGH WHITE, at the Comay Park Conservatory in St. Paul Minnesota...WEDDING BELLS rang on September 24th for CORY SAYLER, Music Director of KBUY-Bismarck, ND and DARLA. Our CONGRATULATIONS to all!!

EZ PROMOTIONS

EZ Communications President Alan Box has announced the appointments of Don Langford and Shadow Stevens to Vice President, in addition to their current regional Program Director positions. "These titles reflect our confidence and appreciation in the efforts of both Shadow and Don," said Box when making the announcement. Don Langford is profiled in this week's Gavin Report on page 27.

OWNERSHIP CHANGE

KATP CHANGES OWNERSHIP - CALL LETTERS

Holders Broadcast Services of Texas, the new owners of the former KATP-Amarillo have put their management team in place. After a few days off the air, it returned as KHWK-The Hawk.

Named as VP/GM is Scott Gilreath. Programming personnel are Music Director/Production Director Doug Grant from WZOK- Rockford, IL, and afternoon personality Scott Stockdale from KMC1-Amarillo. Operations Manager/Air Talent Robert Swisher comes from KKX-Kansas Springs.

OM Swisher indicates that K HWK will maintain its album format.

ROTATIONS

We're here! We're un-packed! We're taking calls! Thanks to our own marketing reps The Galliani Brothers (Big Lou and The Spackler) for the forest they had waiting for us upon our arrival...Z-ROCK in Albuquerque has changed to a hard rock satellite format and are starting to build an album library. Send product to KZQZ Stereo AM, 10316 Edith Blvd., NE, Albuquerque, NM 87113...Lisa Markowitz is the new Associate Director, Publicity, East Coast for Epic/ Portrait/CBS Associated Labels. Lisa is upped from Manager of that department...Susan Drew has joined the A&R Department at Elektra...

MORE PAYOLA

For a limited time only a special, limited edition of veteran programer Gerry Cagle's book, Payola, will be available to the radio and record industry.

For a hard cover, autographed copy send $21.95 to Payola, Box 916133, Longwood, FL 32791-6133.
Gavin
UP & COMING 113/29
Z95 30-28
OK95 31-24
KISN 38-34
WMJQ ADD-30
POWER99 D-36
KIVA D-38
KZZU D-38
WOKI D-33
KSND D-33
WDBR D-35
KPAT D-33
Y94 D-25
KWXT D-32
WIXX 39
WROQ ADD
WQUT ADD
Y107 ADD
WZYP ADD
KEGL ADD

Gavin Top 40
UP & COMING 61/24
B98 35-30
KWXT D-35
WBNQ D-33
99KG D-38
WDLX ADD
WKDD ADD
KZZU ADD
KPHR ADD
KIKX ADD
WSPK ADD
WMMS ON
WNVZ ON
Y108 ON

"I DON'T WANT TO LOSE YOU"
BIG MOUTH TALKS IT UP:
Big Mouth discuss their plans for their debut album release with Atlantic execs in New York. From left: Big Mouth's Johnny Milian, Big Mouth's manager Bruce Garfield, Atlantic's Andrea Ganis, Big Mouth's B.S., Atlantic's Mark Schulman and Big Mouth's Kevin Hupp and Victor Murgatroyd.

OUT OF CONTROL:
These three folks were caught yukking it up backstage at the Los Angeles stop of the Dirty Dancing tour. From left: Eric Carmen, BMI's Doreen Ringer and Dean Pitchford, who co-wrote "Almost Paradise" with Carmen.

WHITE LION DRAWS POWER 104 WINNER
White Lion's Vito Bratta and Mike Tramp stopped by Power 104-Houston to help MD Cheryl Broz pick the winner of front row seats to the AC/DC-White Lion concert. From left: Bratta, Broz and Tramp.

THE GREENING OF SEATTLE
Green Gartside, Scritti Politti founder and frontman, was in Seattle as part of a continuing promotional tour, and stopped by the KUBE studios for a chat with station personnel. From left: KUBE's Mary White and Gary Bryan and Gartside.

SUMMER IN MINNEAPOLIS
Caught in candid profile at the KDWB studios in Minneapolis are (from left) KDWB's Andrea Vincent, Henry Lee Summer and KDWB's MD Mr. Ed.
Barbra Streisand and Don Johnson

"Till I Loved You (The Love Theme from Bugs)"
Produced by Phil Ramone

Taken from Barbra Streisand's forthcoming LP "Till I Loved You"
on Columbia Records, Cassettes and Compact Discs (40880)

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ABSOLUTELY THE REAL THING.

"Exploding!" Lew Garrett-Camelot

"We sold out our initial order within days. A hit."

"Vixen sold well—it's first week it hit #14 and it continues to sell!"

"We ran a guaranteed sale out of the box. It's hot and the video is too!"

"It came out of the box hot—charting first week out."

"Sexy video and raunchy rock are selling this out of the box!"

"It cracked the Top 100 in the first week!... Heavy Reorders!"

"We're starting to see great sales out west and in Florida."

NATIONAL DISPLAY CONTEST STARTS IN NOVEMBER!

"Edge Of A Broken Heart"

From the album "Vixen" (C1-46991)

Written by Richard Marx and Fee Waybill
Produced by Richard Marx

Left Bank Management: Alan Kwac
Project Coordination: Lewis Korec

THE EMI COMMITMENT
® 1984 EMI USA Records, a division of Capitol Records, Inc
## MOST ADDED

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<th>Week Added</th>
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<td>BANGLES <em>(126)</em> (Columbia)</td>
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<td>GEORGE MICHAEL <em>(88)</em> (Columbia)</td>
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<td>HUEY LEWIS &amp; THE NEWS <em>(85)</em> (Chrysalis)</td>
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<td>PET SHOP BOYS <em>(79)</em> (EMI)</td>
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## RECORD TO WATCH

**SIOUXSiE & THE BANSHiES**

Peek-A-Boo (Geffen)

Alternative song of the week is starting to react positively on Top 40.

## CERTIFIED

- **GEORGE MICHAEL**
  - Kissing A Fool (Columbia)

- **DARYL HALL & JOHN OATES**
  - Downtown Life (Arista)

## CHARTBOUND

<table>
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<tr>
<th>Artist / Title / Label</th>
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<th>Adds</th>
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<th>*Debuts in chartbound</th>
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<td>HUEY LEWIS &amp; THE NEWS - Small World (Chrysalis)</td>
<td>199</td>
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<td>VAN HALEN - Finish What Ya Started (Warner Bros.)</td>
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<td>PET SHOP BOYS - Domino Dancing (EMI)</td>
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Reports accepted Mondays at 8 AM through 5 PM Tuesday.
Station Reporting Phone (415) 495-1990
Gavin Fax (415) 495-2580

Reports added: #26-Brenda K. Starr, #31-Four Tops, #37-Robert Palmer, Henry Lee Summer, Climie Fisher, Britny Fox, Ya Ya, Tower Of Power, Melissa Etheridge, Baxter Robertson, Grayson Hugh, Steve Miller, 10,000 Maniacs, Jane Wiedlin.

Dropped: #26-Brenda K. Starr, #31-Four Tops, #37-Robert Palmer, Henry Lee Summer, Climie Fisher, Britny Fox, Ya Ya, Tower Of Power, Melissa Etheridge, Baxter Robertson, Grayson Hugh, Steve Miller, 10,000 Maniacs, Jane Wiedlin.
PORTAIT OF
THE SONGWRITER
AS A YOUNG MAN.

RANDY NEWMAN

"LAND of DREAMS"

Produce by
MARK KNOPFLER
JEFF LYNNE
JAMES NEWTON HOWARD & TOMMY LIPUMA

AVAILABLE ON REPRISE CASSETTES, COMPACT DISCS AND RECORDS.
### Top 40 Hit Factor

Hit Factor is a percentage of stations playing a record which also have it Top 40.  

100 stations playing the record — 60 stations have it in their Top 20 — Hit Factor = 60%

<table>
<thead>
<tr>
<th>ARTIST TITLE LABEL</th>
<th>Label</th>
<th>Reports</th>
<th>Add</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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<td>PHIL COLLINS - Groovy Kind Of Love (Atlantic)</td>
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<td>UB40 - Red Red Wine (A&amp;M)</td>
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<td>DEF LEPPARD - Love Bites (Mercury/PolyGram)</td>
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<td>STEVE WINWOOD - Don't You Know What The Night Can Do (Virgin)</td>
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<td>ANITA BAKER - Giving You The Best That I Got (Elektra)</td>
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<td>VAN HALEN - Finish What Ya Started (Warner Bros.)</td>
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<td>WAS (NOT WAS) - Spy In The House Of Love (Chrysalis)</td>
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<td>TRANSMISSION VAMP - Tell That Girl To Shut Up (UNI/MCA)</td>
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There's no debate here:

Tracy Chapman
"Baby Can I Hold You"
from the debut DOUBLE PLATINUM TRACY CHAPMAN album.
SINGLE ON YOUR DESK SOON!

Anita Baker
"Giving You The Best That I Got"
from the forthcoming GIVING YOU THE BEST THAT I GOT album.

10,000 Maniacs
"What's The Matter Here?"
from the GOLD IN MY TRIBE album.

John Cougar Mellencamp
"Rave On"

The Georgia Satellites
"Hippy Hippy Shake"
from the PLATINUM PLUS original motion picture soundtrack COCKTAIL.

Yazz and The Plastic Population
"The Only Way Is Up"
the single; #1 hit in the U.K. for 5 weeks!

Additions:

WAVA Q107 @31 WMJQ @28
WGHI WLKN @39 KXES
KSN DC WIKZ WHTO
WJAD KYY @31 WCIL
KPAT KFMW KGOT @38
KYYA

All it takes is a pair of speakers and Elektra cassettes.
Compact discs and records.

1988 Elektra/Elektra Records, a Division of Warner Communications Inc.
INSIDE TOP 40 by Dave Sholin

Starting off a new month in new Gavin offices affords the opportunity to get rid of unwanted items and carefully rearranging what's left. Sometimes moving involves apprehension and mixed emotions. Although I can safely say not one of us is sentimental over our departure from Hallidie Plaza, change does require a period of adjustment. Let's face it, whether or not change involves our physically packing up and moving to a new job in a new town, we're part of an industry that's in a constant state of flux. Ever have a friend that was always putting furniture in different areas of a room, continually toying with a new look and never quite satisfied with the results? Odds are you've probably come across a radio station like that, either as listener or employee. Even if the format doesn't "change," the playlist shrinks to half its size, grows to ridiculous lengths, or severe dayparting restrictions keep the audience guessing what their favorite station will sound like the next time they tune in. There is definitely a place for evaluation of the music and its presentation which may well result in some overdue freshness. But smart management will encourage programming that doesn't overreact and is consistent.

After only a month on the chart, BREATHE is just a short breath away from going top twenty. This second release has certainly developed a lot faster than "Hands To Heaven" and takes hefty gains at EAGLE106 Philadelphia 22-17, WKSQ Ellsworth/ Bangor 21-13, WIFX Jenkins 29-21, B97 New Orleans 26-19, WDBR Springfield 26-20, WAGQ Athens 31-21, WZOK Rockford 15-7, KKYX Bryan 31-22, Y97 Santa Barbara 30-23, KISS Walla Walla 27-21, etc.

All across the country the story is just about the same—sales and requests on U2 are exploding. Lori Campbell at B94 Pittsburg reports it "selling very well" and Tony Dee at KSIQ Imperial Valley logs it "number four in total calls after four days." Top thirty debuts include WZIM #23, KEYP #24, WBX #28, LG73 #26, KIQY #18, KXF #28, KATD #16, K5104 #27, KFZ #29, KZSO #25, KIXR #17, CKOC #18, WMJQ #21, WXKS #28, B94 #26, WUVA #19, WMMY #29, Z103 #25, BAM99 #27, WGZ #26, etc.

HIT FACTOR doubles for BOY MEETS GIRL, our RECORD TO WATCH back on August 26th. Moves into the top twenty at Y94 24-19, WBNQ 25-20, KDBW 26-20, WKMZ 24-14, Z104 22-17, KGOT 25-20, KITI 24-20, KVXO 24-17, KZ/KZK 21-15 and OK95 23-19. New on Z100 Portland, POWER92 Honolulu, 100KHI Ocean City, K104 Erie, KZ103 Tupelo, Z95.5 Detroit, EAGLE106 Philadelphia and WSTW Wilmington.

Wide demo spread shows excellent mass appeal for WILL TO POWER. 48 adds easily take them well over 200 total reports with new believers including POWER 106 Los Angeles, POWER 105 Albuquerque, KIXY San Angelo, KZOU Little Rock, WIPRX Rock Island, KKRC Sioux Falls, WLQ Grand Rapids, KWDW Minneapolis, KKKY Little Rock, WSFK Poughkeepsie, 102QQ Saratoga Springs/ Albany, WXKS Boston, etc. Quite a lot of top ten action on WHEN IN ROME our TOP TIP on the second week of September. Climbs at KPXi 2-1, KHS 12-8, POWER 106 17-11, KKVQ 10-9, KWS 8-6, KWKR 15-10, KCLD 12-10, KITY 10-8 and KKFR 4-4. 27 adds including Y108 Denver, KZOE Lewiston, FM104 Modesto/Stockton, Y104 Hattiesburg/Laurel, WDEK DeKalb, K104 and WJET Erie, WNYZ Utica, 92X Columbus, KFMW Waterloo and KPLZ Seattle.

Expect a CERTIFIED designation and a high debut for HUEY LEWIS & THE NEWS next week. Only one report shy of 200 reports after two weeks, they get added at Z104, KPAT, WPFR, WOVO, KHOK, 99KG, KMKK, KTDK, KTTY, KBQ, WHHY, WBBQ, POWER99, Q4Q, PRO/FM, WJLK/K94, WYAV, WXKS, WIGY and WCIL. Strong debuts at WZOK #28, KQLA #28, KIHK #24, KREO #29, KNIN #28, WIFC #29 and KKEZ #28. Heightened interest in JOHN LENNON fueled by this week's release of the "Imagine" documentary is turning into increased airplay. New on Z100 B93/FM, Z104 Madison, WIBW Topeka, WMMS Cleveland, WJKT Johnson City, WCCQ Columbus, KNOE Monroe and KXXL Grand Forks.

HIT FACTOR is already up to 5% for LUTHER VANDROSS who is off to a strong start at WHYT Detroit 22-10, Z93 Atlanta 27-19, KMEI San Francisco debut #19, KSTN Stockton 35-25, KMGX Fresno 34-29 and Q104 Gadsden 37-31. Added at KCPW Kansas City, KSND Eugene, B95 Fresno, 106X Florence, WIQQ Greenville and KATD San Jose/Los Gatos.

This week there is nearly twice the airplay for JON ASLEST, last week's RECORD TO WATCH. Top fifteen at KOY/FM Phoenix 18-11 and LIVE 105 San Francisco 18-15. 22 adds including WNVZ, KCOI, WZMM, KTUF, 95XX, KZHR, KPSI, KATM, Y95, KIXS, KCTW, KKEZ, WXKS, etc.

Mick Fulgham at KPXi Mt. Pleasant TX, reports excellent sales and top five requests on EDIE BRICKELL & THE NEW BOHEMIANS who move 29-19 on his chart. Mick confirms response is all upper demo, both male and female.

A sweet week for CANDI who climbs 18-15 at CKOI Montreal, 21-19 KOY/FM Phoenix and is top five at HOT 97.7 San Jose. 15 adds including Y97, KJSQ97, WNVZ, KXRA, KNIN, KCFP, POWER99, KWSS, KIQY and KHSN.

Gary Cummings at KZFN Moscow adds SIOUXSIE AND THE BANSHEES after giving it limited exposure for the past three weeks. Gary reports it's number seven in giving requests. Debuts #21 at KATD, 37-32 #93Q, 13-8 KRRG, 9-7 LIVE 105 and 5-5 K106. Also added at WXKS, KWWX, Y95, KZHR, WNVZ, KOZE and KAFP.
'Monster! Could be the biggest all time Palmer record. Already Top 20 requests! Top ten call out. Magnificent demographic spread. Top 20—18 to 24 female • Top 20—25 + female Number 6 in 25 + men • Top 20—18 to 24 men A very valuable record for your radio station.'

Buzz Bennett/P.D. Y95—Dallas

"The hottest record I've heard in a long time and our listeners love it. Don't be late—jump on it Early In The Morning."

Chuck Beck/P.D. WDFX
FEATURE

ON MANAGEMENT
by Oren Harari

POWERBOATS, HELICOPTERS AND INTERNAL CONSULTANTS

Here's an old joke that illustrates a fact many of us often ignore:

A town is flooded and everyone starts evacuating. One old man refuses to leave his home. As the water rises and covers the streets, a rescue crew in a powerboat comes to his house and yells "Come on out!" He yells back: "No, I'm putting my faith in the Lord!" The water rises and the man climbs up and sits on his roof. Another boat comes along and the crew beckons him again. He yells "No, I'm putting my faith in the Lord!" The water rises and the man climbs up and sits on his roof. A helicopter flies above him, and the crew tosses a ladder out and urges him to climb to safety. He yells: "No, I'm putting my faith in the Lord!" The water rises and the man drowns.

He goes up to the pearly gates and confronts St. Peter. "How could you do this to me?" he demands. "I put my faith in the Lord and nothing happened!" St. Peter looks down at his clipboard, scratches his head and says, "Golly, I don't understand it. It says here that we sent you two powerboats and a helicopter."

The joke may not be a good one, but the point it illustrates is: As managers who face constant problems in cost-cutting and revenue-enhancement, we often ignore the fact that we have outstanding sources of help all around us: the people on our payroll. They're smart, observant, and can help us solve problems we take on ourselves. Yes, even "management" problems. Even better, they can help us solve problems that we usually hire expensive professionals and consultants to solve. In fact, our employees can often solve the problems better than the high-priced pros can because they are more intimately involved with the issues and are thus able to better avoid the pitfalls of developing tidily packaged, yet sterile or canned solutions.

B.J. Hall would no doubt agree. Mr. Hall is the Chief Financial Officer of HealthLink, a hospital system headquartered in Portland, Oregon. When he first took on the job as CFO, he found an immediate problem: a receivables backlog of over 100 days. For starters, his goal was to reduce this backlog to 65 days. The traditional routes for handling such a problem are pretty clear. You hire more staff for the billing department, you invest in new technology (in this case, a new data processing system), or you hire consultants to tell you what's wrong. Since each of these options is an expensive proposition which may not even be appropriate, Hall decided he'd try another option first. And it was a pretty radical one.

He organized several small teams of managers and nonmanagers. Each of the teams included members from relevant departments--in this case billing, data processing, admitting and medical records. Each team's charge was to scour the organization, looking for bottlenecks in the system that might be contributing to the problem. As "internal consultants," the teams were to analyze the system and propose more efficient and cost-effective alternatives which would lead to a 65-day, and ultimately, even lower backlog. Before turning the teams loose, Hall saw to it that each team understood the current system and was trained in systems and operations analysis. He also saw to it that the teams were given the necessary authority and resources to get the job done.

The results? Not only did the teams find the bottlenecks to reduce the backlog to 65 days, their suggestions were so effective that the billing department was able to be reduced by 40%, with many of the excess staff being funneled into more productive jobs.

Hall didn't stop there. He tried the same crazy approach on an even more sophisticated issue. Prior to Hall's coming on board, his predecessor had accepted a proposal from a major consulting firm to put together a strategic plan for the Management Information System (MIS) of the corporation. The consulting firms fee? A meager $1,000,000--for the first stage of the project!

Hall began by cancelling the contract, thus riling a lot of people (including his lawyers), but he said he was prepared to take the heat, and he did-- successfully. Among the employees of HealthLink, he identified the 200 primary users of the MIS, including managers and nonmanagers. From this pool of 200 internal users he drew a batch of small teams who were eager to take on the project of developing a strategic plan for MIS. Each team had a least one employee from data processing as an expert "helper" and each team received training in strategic thinking and cost-benefit analysis.

Once again: powerboats and helicopters. The teams did a superb job. They developed, said Hall, "a super plan." And Hall, like most good managers, got a real kick out of seeing the chairpersons of these teams--including first-level supervisors and nonmanagement medical technicians--making the presentations to the board of directors.

The payoff for Hall was not merely saving a lot of money by forgoing payroll expansions, consultant fees or new Star Wars technology. The ripple effect was even greater. He notes that he's now got a bunch of turned-on employees who are well trained, multi-skilled and eager to tackle new problems and take on additional responsibilities. The extraordinary value of turned-on, multi-skilled employees is one that standard accounting practices can't estimate, but even a hard-nosed finance man like Hall didn't question the impact he's seeing. Good things happen when managers realize that they've got a crew of internal consultants just waiting to be unleashed.

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HOLLYWOOD
by Tony Richland

Love To Live You Baby

Unless you read the National Enquirer, America's Greatest Newspaper, you won't believe this. But trust us--it was in print, so it must be true. The Enquirer reveals that Brian Wilson and Joan Rivers are the new "odd couple." Let us give you some of the quotes: "Brian is adorable," says Joan. "He's a darling, sweet, sensitive, poetic man." Fifty-five year old Joan told the Enquirer that Brian, 46, is a "kindred spirit--a man I enjoy being with."

To continue--Joan (55) says, "I've had my fill of fast talking, Gilbert hustlers and Brian (46) is the greatest thing that's happened to me since Edgar. I'm taking it one day at a time. Brian told a close friend, "Joan is incredible. She's an inspiration to me. She makes me laugh a lot and that makes me feel good."

The piece goes on to say that they're a serious item. We say Bravo! Go for it, Miss "Can We Talk?" and Mr. "God Only Knows!" Life is short--the "big one" may be just around the corner.

Reading that story reminded us of some other supposedly oddball coupleings that you may not know about, but we've learned of through some reliable inside sources.

---

the GAVIN REPORT/October 7, 1988
DO NOT COPY
Only One Artist Fits This Silhouette.

His last album Duotones was certified double platinum, with sales currently approaching three million.

The smash single, "Songbird," soared into the Top 5, becoming the first instrumental hit, not from a film or TV show, to reach the Top 10 in a decade.

In the past two years, he's performed to sell-out crowds, winning critical acclaim from one end of the globe to the other.

Introducing "Silhouette," the new single from Kenny G.

Going for adds at Top 40, October 10th.

From his long-awaited new album, Silhouette.

A/C: NAC:
GAVIN: CHARTBOUND SECOND MOST ADDED
R&R: 45/17 MOST ADDED!

R&R: DEBUT-15*
#1 MOST ADDED

Catch Kenny on the Tonight Show, October 10th.
**Tiffany and Red Foxy:** Gavin Hollywood Division phoned Tiff who told us, "Toneman, I knew when I laid eyes on him that he could be the one...maybe it was his sweet sensitivity toward my possible future stepson Lamont. Maybe it was the Ripple or the eclectic decor of the junkyard. I don't know where it's going, but I feel feelings I never felt when I was dating Rob and Chad Lowe.

**Run DMC and Shelley Winters:** Run tells the Hollywood Bureau: "It wasn't something we expected, Tone. When we called ourselves Larry, Daryl and Daryl we led a dreary life, but after becoming Run DMC we met Shelley at a 1910 Fruitgum Company reunion concert and it was instant magic! All of us are head over heels. When we first saw her reading Norberg's column while eating a case of Oreo's and a peanut butter and herring sandwich on pound cake we knew it could be for real. Sure, we're contemplating marriage, and you'll be the second to know.

**Michael Dukakis and Brenda Lee:** The Little Duke told us, "Mr. Hollywood, despite the fact that I'm prepping for my shoulder implants, it all seemed silly when I met Brenda after seeing her do 'Sweet Nothings' on Hee Haw. I'd been searching for someone shorter than me for years, and just when I thought I'd be stuck with Tim Brought or Mike Atkinson, I met her. She trims my eyebrows every morning and never forgets to order a booster chair when we go to Burger King." Brenda adds, "The guy's a delight, and inspired us all by helping to pollute Boston Harbor. Why, he's about the cutest thing I've ever hung from my keyring."

**Jon Konjoyan and Roseanne Barr:** Gavin Hollywood was thrilled to see this 'meant for each other' duo come together. Jon told us, "Tone--I think I've found my soulmate. I love big women and Roseanne--why she has her own zip code! I mean, when she walks around the house she WALKS AROUND THE HOUSE! Why the girl is bigger than the Tijuana Brass!! I mean, my boss Charlie Minor dines AT Le Dome. I've seen Roseanne EAT Le Dome! Roseanne tells us, 'I love this Konjoyan--the guy's an A/C giant. I mean the guy got airplay on Suzanne Vega, even though there was a Singing Nun release THE SAME WEEK!!!"

Try to remember this skirts and flirts: The Gavin Report has moved and we urge you to address all of your usual hate mail to the oft-repeated 140 Second St., San Francisco, CA 94105.

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**BIOFEEDBACK**

by Ron Fell

- **Candi**
  She has notified her record company, IRS, that she is only available for live performances on the weekends for the next few months as she is busy completing her formal education with a degree in music from The University of Toronto.

- **John Lennon**
  Most of the 240 hours of film and video footage made available to the producers of Imagine: John Lennon came from the collection of Yoko Ono. Lennon's narration of the film was made possible by the fact that nearly 40 hours of interviews were taped by John and various journalists in the weeks prior to his death.

- **Pet Shop Boys**
  Their recent success with Dusty Springfield has led the boys to another collaboration with Dusty and possibly some work with Liza Minnelli.

- **Michael Jackson**
  First-year sales on Michael's Bad album have exceeded 17,000,000 units worldwide.

- **Phil Collins**
  His earliest film experiences were an extra in Hard Days Night and Chitty Chitty Bang Bang.

- **Survivor**
  Drummer Mark Drouby and bassist Stephan Ellis have left the group.

- **Eric Clapton**
  When Eric tours Japan in January his keyboard player will be Elton John.

- **Bama Band**
  Keyboard player Billy Earheart was a founding member (along with Russell Smith and the Amazing Rhythm Aces back in 1972.

- **Al Stewart**
  Though he aspires to be the King of Portugal in his hit single of the same title, there has not been such a person for nearly eighty years.

- **Kim Wilde**
  She was the opening act for most of Michael Jackson's recent European tour, but didn't get a formal introduction to the Buckled One until the third week of the tour.

- **Ivan Neville**
  He's the son of Aaron "Tell It Like It Is" Neville. Ivan played bass in Bonnie Raitt's band and also can be heard on the Rolling Stones' Dirty Work LP. Robbie Robertson's recent solo LP and the just released Keith Richards album.

- **Bobby McFerrin**
  In the film version of Porgy & Bess, Sidney Poitier's singing voice was overdubbed by Bobby's father, Robert.

- **Boy George**
  His new album, due next month, includes tracks produced by Bobby Z, the former drummer in Prince's group Revolution.

- **Jon Astley**
  Some of his earliest experiences in music business came in the seventies when he served as an assistant engineer on Eric Clapton's album Slowhand and Backless.

- **Erasure**
  Prior to forming Erasure, Vince Clarke played in Depeche Mode and also worked with Alison Moyet in Yaz.
VOICE OF THE BEEHIVE
"I SAY NOTHING"

The new single that radio's talking about.
ON YOUR DESK NOW!

IVAN NEVILLE
"NOT JUST ANOTHER GIRL"

Definitely not just another record.
GAVIN TOP 40 59/21
INCLUDING: WXKS, KPLZ, KATD, FM102,
KISN, Y95, 93Q, WBBQ

HOTHOUSE FLOWERS
"DON'T GO"
DON'T MISS THIS AOR/ALTERNATIVE
SUCCESS STORY OF THE YEAR!
NOW ON TOUR - NOW READY FOR TOP 40 RADIO!
GAVIN TOP 40 UP & COMING 27 STATIONS INCLUDING:
KATD, KSAQ, WDEK, K96, KXGO, KVF, KPY, WAIL, WKOX, KIJS, WCGQ, WYKZ AND MORE!

LEVEL 42
"HEAVEN IN MY HANDS"

Arriving at radio now! From the long awaited
album STARING AT THE SUN.
EARLY ACTION AT:
CKOI, WWHB, KZJK, KJEZ, KPAT,
KCPI, WXTQ, WMVB

WE'RE MAKING A LOT OF NOISE AT
POLYDOR LONDON
MAILBAG FROM THE BLACK LAGOON

I received a provocative letter from the Station Manager of a small market station. He wishes to remain anonymous to avoid further retaliation against the station involved. It reads:

"Several weeks ago, the Music Director of our radio station related to me a story which brought back memories of the days I used to 'rap with the reps' on the phone. Apparently, a representative of one record company cut off service to our station because we wouldn't spin his disc. This rep, and many like him, fail to realize some very important facets of station/record company relations:

1. As manager of a top-rated station in a small market, I realize the crucial advantages of bringing specific needs to a media-saturated area. We program 'classic rock' as a way of filling a gap in local radio programming, and we do have a strong share of the market. The tune this record rep asked us to play ('wouldn't show our throat' be too harsh a term?) fits our format like Liberace would fit in at a Megadeth concert. Needless to say, we could not justify playing this song.

2. Correct me if I'm wrong, but I have always been under the impression that record company representatives were employed for the benefit of the record companies and their artists, to promote their product. Seems to me, this rep, with his juvenile attitude, has ended up hurting the artists, and his company more than he's hurting us. Sure we can get his product through other sources, but I would like to think certain paycheck writers would sit up and take notice of his bizarre behavior.

3. Perhaps I'm naive, but I've always seen the radio station/record company relationship as a team, working together to play the music, promote the artist, promote each other, and ultimately, to make more money; a win/win thing, you know? Everyone benefits when there is cooperation: Stations get product, artists get airplay, records get sold, I get good ratings and thus more advertisers—and the record rep gets paid. See how that works?

Thanks for the time; just had to stand up and be counted as one who believes in the Freedom of Choice and abhors dictatorship.

P.S.—By the way, there are a hell of a lot of great record company representatives out there who understand the concept of win-win. I congratulate them!

Apparently this station, though "Classic Rock," also plays current music, or the record rep would not be calling and there probably would not have been much record service to lose. That being the case, let me say on behalf of the record industry that I've found practically all record promoters to be professional, and they keep their cool even when confronting a situation they may regard as capricious or uncalled for. But, as the saying goes, it only takes one bad apple... In my 27 years in this business I've encountered only one record promoter who tried to pull a stunt like that on me and I took it straight to the late Bill Gavin, since I knew he would not want any of his correspondents to be extorted into adding a record they felt they should not. That took care of it—decisively and immediately. I presume a complaint to the current Gavin staff would yield similar results, and I recommend doing so if a situation like the one I described arises for you.

Our industry is founded on mutual respect. Intimidation has no place in it.

I thank this correspondent for the letter. And a reminder this is, and has always been, your column. Feel free to write at any time on any radio subject you think might be of general interest to the readers of the Gavin Report!

Write me c/o the Gavin Report at our new address, 140 Second Street, San Francisco, CA 94105, or directly at 1837 S.E. Harold St., Portland, OR 97202-4932.

Another letter on a music related matter next week.

HEAR & THERE

by Sheila Rone

Westwood One will carry the full concert of the six-week "Human Rights Now" tour from Buenos Aires on October 15 at 3PM EST. The networks' coverage will include significant portions of the actual live performances by the tour's core group of artists—Bruce Springsteen and the E Street Band, Peter Gabriel, Sting, Tracy Chapman and Youssou N'Dour—along with taped performances by Bryan Adams and Jackson Browne from previous concerts on the tour.

Chet Atkins, who is correctly referred to as "the world's most famous guitarist," has completed an album for Columbia. The material is from last year's Cinemax Special, "A Session With Chet Atkins, C.G.P." (C.G.P. translation: Certified Guitar Player). The home video of the same kind of showcase which featured such guests as Willie Nelson, Waylon Jennings, Emmylou Harris, The Everly Brothers, Michael McDonald and Mark Knopfler is available this month. The album Chet Atkins, C.G.P. features two highlights from the HBO special of the same name, including the John Lennon penned "Imagine" (featuring a duet with Mark Knopfler) and "I Still Can't Say Goodbye," dedicated to the memory of Chet's father. This is one of the few times you'll ever hear Chet Atkins sing. A tour will follow. As of now, scheduled stops are Minneapolis, St. Louis, Denver, San Diego, San Francisco, Chicago, Dallas, Washington, D.C., Milwaukee, Seattle, Atlanta, Charlotte and Phoenix: Don't Miss It!

Bits and Pieces: Slash Records is releasing two of the best X albums—Los Angeles and Wild Gift—on one CD, capturing 22 of their best songs. The Tall Cool One, Robert Plant, is celebrating platinum-plus on his Now And Zen album with a new round of the "Non Stop Go" tour to begin October 5 at Starplex Amphitheater in Dallas, TX. Joan Jett and the Blackhearts will open through October 27th.

Gavin's Joan Jett interview is scheduled for October 21st. Caroline Records has signed Australia's Lime Spiders. Their new album, Volatile, is supposed to be a great mixture of metal and straight ahead rock and roll...High Tone Records has another winner on their hands with the recent release of Joe Ely's Dig All Night LP. This album is comprised entirely of self-penned tunes and it includes three songs from the now-famous unreleased MCA album—Settle For Love, which is the first single, plus "Rich Man, Poor Boy" and "Dig All Night." A bright and shining Texas star.

Hendrix Alert: Ryko are giving us some previously unreleased live in-studio material recorded with the Experience for the BBC in 1967. The material is available on CD, cassette and a special 3-sided LP.

Hot Wax: Link Records has announced the recording of 12 new songs in nine days from The Birdhouse who worked with producer Vic Maile (Who, Motorhead, Girlschool). Their first U.S. tour in support of this second album, Megalomania, will begin in early October. APB wrapped up their 11th U.S. tour on the heels of a new 12", "When I Feel This Way," and even found time to record two new songs in New Jersey with Andy Wallace. Link will be re-releasing APB's classic hits collection, Something To Believe In, on compact disc with seven extra rare B-sides in November... Soon to Come: An O Positive CD that combines all their material from last years Cloud Factory and the now out-of-print Only Breathing.

Chrysalis has signed a new band out of Toronto, Canada called The Pursuit of Happiness (TPOH). Todd Rundgren produced their debut LP, Lost Junk, which will be out mid-October. Currently TPOH is playing across Canada in preparation for their first U.S. tour. While we're in Canada... CFNY-FM has released a 10 song compilation album Great Ontario Modern Rock. This year's tribute search drew over 700 entries including winners The Stream, Chain Of Fun, Nobody and the Clones, People of the Rain, Broken Silence, Stilettos, Deaf Man, Heimlich Maneuver, John Tigan, Picture Comes to Life and Daba Rejaha. For your very own copy call...

www.americanradiohistory.com
“I BELIEVE IN YOU”
Produced by Stryper and Michael Lloyd
(For Mike Curb Productions)

BREAKING AT THESE KEY STATIONS:
KZZB D-31    WOKI D-34    JET/FM D-34
B98 D-31     KKKL D-32    KMKO D-33
OK95 D-36    WPFM ADD     KIXY ADD
KWTO ADD     KTMT ADD     K104
KXX106       KZIO         KQKQ
WHOT         KYYY         KPHR
KPAT         95XIL

AL STEWART

“KING OF PORTUGAL”
NOW REIGNING AT THREE FORMATS!

A/C
GAVIN: 25*-22* 136/15 68% HIT FACTOR
R&R: BREAKER 30*  MAC: 25*-20*
MONDAY MORNING REPLAY: DEBUT-30*
KBIG! WALK! KSILY! WEBE! WSLQ! WXTC!

AOR
GAVIN: 36*-35*  R&R: NEW & ACTIVE!
MONDAY MORNING REPLAY: NEWCOMER!
KLOS! KNEW! KTXQ! KYYS! KLOL! WFBQ!

NAC
GAVIN: DEBUT-47*  R&R: NEW & ACTIVE!
KTWV! WBMW! BREEZE! KKSF! WNUA! KOAI!

WATCH OUT FOR THE FOURTH!
GAVIN TOP 40 UP & COMING!


MOONLIGHTING
by Moon Mullins

THE 1988 NAB CONVENTION

The fourth in a series of conventions held specifically for radio, sponsored by the National Association of Broadcasters was held in Washington, D.C. September 15-17. Your intrepid reporter was there. And so were Media brokers. Multitudes.

The NAB Radio convention is definitely “wheeling and dealing” time. Group heads, station owners and entrepreneurs making deals made Baseball Owner meetings look like a symposium of sloths.

Each year we wait in anticipation for consultant and RadioWatch Publisher E. Karl’s “greeting buttons.” At the 1986 NAB in New Orleans, the buttons read “When ya get in?” At Anaheim last year it was, “Where Ya Stayin’” and this year’s button said “Who Owns Ya?”

Among the panels and presentations, a few highlights included the following statements:

“Marketing is more challenging than a Sunday drive with Mike Tyson.” -Gary Firth, Starstream Communications, Houston.

“Radio has much more competition than years past...more print than ever before...cable, network and spot tv, direct mail and telemarketing all going after audience and ad dollars.” -Susan Wagner, Katz Radio Group, New York.

“There are four evolutionary steps in any product: introduction, growth, maturity, decline. It’s in the maturity stage that many companies start to fall apart, and successful stations start to innovate.” -Norm Goldsmith, Radio Marketing Concepts, Dallas.

“All members of congress are eager to hear from broadcasters, despite a perceived ‘wall of intimidation.’” -Edward Feighan (D-Ohio).

In many cases, broadcasters don’t seem to have much interest in educating us. This lack of professional contact frustrates me greatly.” -Jack Fields (R-Texas).

“I never believed you could have so much fun for something you could also get paid for...” -Ben Hoberman, former KABC-AM GM, recipient of National Radio Award.

“We don’t want a good program director to have to become a general manager to get stock in the company. You get stock options because you’re important to the operation.” -Mel Karmazin, Infinity Broadcasting, New York.

“It’s an interesting market to program country in, since a couple of research companies have been unable to locate a country core here.” -Bob McNeill, Program Director of WMZQ/AM&FM-Washington, D.C., #1 12+ and 25-54.

“It’s going to be an exciting, revolutionary product.” NAB CEO Eddie Fritts, commenting on continuous dialing AM-FM radio, unveiled in prototype fashion.

“The definition of stereo is so related to fidelity, a rich, clear sound (attributes not assigned to AM) that it’s an oxymoron to say AM Stereo.” -Bill Moyes of The Research Group, Seattle during an absolutely right-on analysis of AM radio in today’s America.

These kinds of meetings, sessions and gatherings are terrific if one takes advantage of them. There is a wide variety of topics, conducted in rooms conducive to learning, and the sessions are available on cassette for review. As in most conventions, the best times for learning are spent sitting one-on-one with your peers exchanging information about sometimes different, sometimes identical competitive situations.

For information and tapes of all the sessions, contact the National Association of Broadcasters, 1771 N Street, NW, Washington, D.C. 20036. Phone (202) 429-5300.

In my next column, a most interesting feature: “Call The Program Director.”

HEAR & THERE continued

416-453-7452.

The Violent Femmes self-produced fourth album titled 3 is due on Slash/Warner Bros. later this fall. Tommy Keene’s new LP for Geffen Records, Based On Happy Times, was co-produced by Keene, Joe Hardy and John Hampton at the famous Ardent Studios in Memphis. Look for release in early 1989.

Michelle Shocked Closes Club Gavin: Last Thursday (September 29), Michelle Shocked (shown above with Peter Standish) found her way through our moving boxes and helped the Gavin celebrate our last day in our Halldie Plaza office. After a hearty lunch, Michelle treated us to some songs. Just as she was leaving, MTV called for the Gavin Alternative chart numbers (which they countdown each week on “120 Minutes”), and Michelle read them, modestly declaring herself the number one record to a rousing cheer from the staff. Los Lobos’ traditional Mexican folk music LP is set for release on October 11. La Pistola y El Corazon (translation: Pistol and the Heart) contains two original songs. The band will celebrate their 15th anniversary with an eleven city, acoustic tour in November. A new rock n roll studio album is scheduled for recording this January.

Dire Straits guitarist Mark Knopfler, who is touring with Eric Clapton, spent time in San Francisco doing interviews in support of his latest producing assignment with Warner Bros. artist Randy Newman. The Zimmermen adjourned with Newman and Knopfler to their hotel for a private interview coming up in next week’s issue.

Poison, the first band to travel with a condom machine mounted in the entryway of their bus, has taken the rock star lifestyle to a new high-tech plateau. Lead singer Bret Michaels explains, “Thanks to modern technology, all of our ‘special friends’ are listed on the traveling Poison computer and they are cross-referenced by city, name, color of hair and the type of sex act they’ve especially excelled at.” The road manager then gets the job of calling everyone up before the band hits the next city. What’s next?...
Guess Who's Getting HOT for Christmas...?

Keith Richards
#1 MOST ADDED ALBUM...

Keith Richards “Take It So Hard”
#1 MOST ADDED AOR CUT...

Johnny Hates Jazz “Turn Back The Clock”
#1 MOST ADDED A/C CUT...

Ziggy Marley “Tumblin’ Down”
#3 MOST ADDED URBAN CUT...

Steve Winwood “What The Night Can Do”
TOP 40:
GAVIN: 5*-4*
BILLBOARD: 13*-7*
MONDAY MORNING REPLAY: 14*-10*
R&R: 9*-6*

When In Rome “The Promise”
TOP 40:
GAVIN: 40*-36*
BILLBOARD: 46*-41*
MONDAY MORNING REPLAY: 25*-19*
R&R: DEBUT-38*

Maxi Priest “Wild World”
Turns Phones • Turns Sales • Your Turn This Week!

Paula Abdul “The Way That You Love Me”
TOP 15 Urban and Spreading. Already On:
KMEK, PWR106, Z93, WPCG

Julia Fordham “Happy Ever After”
When You Hear This Once, You’ll Know Why It’s Important!

VIRGIN

www.americanradiohistory.com
**MOST ADDED**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Label</th>
<th>Additional Info</th>
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<tbody>
<tr>
<td>CHERRELLE</td>
<td>(21)</td>
<td>Tabu</td>
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<tr>
<td>CAMEO</td>
<td>(17)</td>
<td>Atlanta Artists/PolyGram</td>
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<tr>
<td>STARPOINT</td>
<td>(16)</td>
<td>Elektra</td>
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<td>VESTA WILLIAMS</td>
<td>(12)</td>
<td>A&amp;M</td>
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<tr>
<td>ANGELA BOFILL</td>
<td>(12)</td>
<td>Capitol</td>
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</table>

**TOP TIP**

**STACY LATTISAW**
Call Me (Motown)

Sixteen stations ‘Call’ this one a hit.

**RECORD TO WATCH**

**ICE-T**
I’m Your Pusher (Sire/Warner Bros.)
The Rap Trixster is out pushing his dope beats and lyrics...taking advantage of a 38% Hit Factor.

**CHARTBOUND**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Debut</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor</th>
<th>Weeks</th>
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<tr>
<td>CAMEO</td>
<td>You Make Me Work</td>
<td>Atlanta Artists/PolyGram</td>
<td>7/7/88</td>
<td>52</td>
<td>17</td>
<td>3</td>
<td>14</td>
<td>18</td>
<td>32%</td>
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<tr>
<td>LOOSE ENDS</td>
<td>Mr. Bachelor</td>
<td>MCA</td>
<td>9/4/88</td>
<td>44</td>
<td>8</td>
<td>4</td>
<td>17</td>
<td>15</td>
<td>47%</td>
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<td>BILLY ALWAYS</td>
<td>Back On Track</td>
<td>Epic</td>
<td>8/28/88</td>
<td>39</td>
<td>1</td>
<td>1</td>
<td>20</td>
<td>17</td>
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<tr>
<td>BY ALL MEANS</td>
<td>I’m The One Who Loves You</td>
<td>Island</td>
<td>8/21/88</td>
<td>39</td>
<td>8</td>
<td>--</td>
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<tr>
<td>VESTA WILLIAMS</td>
<td>Sweet, Sweet Love</td>
<td>A&amp;M</td>
<td>9/4/88</td>
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<td>--</td>
<td>10</td>
<td>17</td>
<td>25%</td>
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Thanks to all of you for your patience during our moving days. It was a new experience for us to move our own computers, phones, camera, etc., not to mention the normal furniture. If you were disconnected while on hold, I'll take the blame - it wasn't at your end. Next week we'll be back to normal (we hope) and we thank you for your patience. Our Hit Factor percentage for ANITA BAKER is already at 92%. KARYN WHITE still boasts a 95% Hit Factor and remains at number one for the second week.

CAMEO makes the top of Chartbound after debuting last week in Up & Coming. Michael Saunders, WPEC-Charlotte, says it's the hottest thing going, "It's definitely another 'Word Up' on its way up - Word. VESTA WILLIAMS is another newcomer to Chartbound this week, and gets a vote of approval from Mickey Arnold, WRDW-Augusta. "Her impeccable style, taste and groove has struck once again with 'Sweet, Sweet Love' and it's heading up the phone request list," says Mickey. THE BOYS 'Dial My Heart' debuts at #35 and shows a 34% Hit Factor. C.C.Scott, WGOK-Mobile, makes them his Record To Watch, telling us that it's getting hot. He also notes that FREDDIE JACKSON is getting hot.

CHERRELLE comes back her second week with 21 adds, after posting 30 last week, and Doug Gilmore, KMYX-Ojai, calls it "another great Jam and Lewis production! The subject matter should catch everybody's attention, including your listeners." JEFFREY OSBORNE's new single is out there on the airwaves, although you may not have it in vinyl yet. It's called "Can't Go Back On A Promise" and Andrew Bailey, WYNN-Florence, says it's going to be a hit one to watch. K.J. Holiday, WJDS-Salisbury, is very high on last week's cover girl, PEBBLES' new single, "Do Me Right." "This is another one that will hit the top of the charts - a big hit," says K.J. JERMAINE STEWART gets the nod as Rickey Lytes, WRAG-Carrollton's RTW: "This one has the potential to work its way to the top. STARPOINT shines in the eyes of Tom Owens, WBLZ-Cincinnati, who sees it as "a change in their style - a change for the better - good song!" P.C. WILEY, WGAS-Wilson, makes his RTW the new one by DESIREE COLEMAN. "She not only looks good, she sounds good - gonna be a monster," were his exact words. Thanks. Ciao, Betty.

THANKS TO ALL OF YOU FOR YOUR PATIENCE!
**HIT FACTOR**

Urban Research: Betty Hollars/John Martinucci

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

Total Reports This Week 109 Last Week 116

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
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<th>Light</th>
<th>Hit Factor</th>
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<tr>
<td>KARYN WHITE</td>
<td>The Way You Love Me (Warner Bros.)</td>
<td></td>
<td>82</td>
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<td>73</td>
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<td>BOBBY BROWN</td>
<td>My Prerogative (MCA)</td>
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<td>80</td>
<td>-</td>
<td>73</td>
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<td>SADE</td>
<td>Nothing Can Come Between Us (Epic)</td>
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<td>72</td>
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<td>ANITA BAKER</td>
<td>Giving You The Best That I Got (Elektra)</td>
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<td>TERENCE TRENT D’ARBY</td>
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<td>AL B. SURE!</td>
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<td>PAULA ABDUL</td>
<td>(It’s Just) The Way That You Love Me (Virgin)</td>
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<td>SWEET OBSESSION</td>
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<td>Hide And Seek (Capitol)</td>
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<td>BILLY OCEAN</td>
<td>Tear Down These Walls (Jive/Arista)</td>
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<td>63</td>
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<td>12</td>
<td>36</td>
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<td>SURFACE</td>
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<td>Got A New Love (Paisley Park/Warner Bros.)</td>
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<td>JONATHAN BUTLER</td>
<td>There’s One Born Every Minute (Jive/RCA)</td>
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<td>-</td>
<td>20</td>
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<tr>
<td>THE BOYS</td>
<td>Dial My Heart (Motown)</td>
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<td>55</td>
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<td>BOOTSY COLLINS</td>
<td>Party On Plastic (What’s Bootsy Doin’) (Columbia)</td>
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<td>24</td>
<td>12</td>
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<td>CHERCHELLE</td>
<td>Everything I Missed At Home (Tabu)</td>
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<td>10</td>
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<td>GUY</td>
<td>‘Round And ‘Round (Merry Go ‘Round Of Love) (MCA)</td>
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<td>19</td>
<td>18</td>
<td>43%</td>
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**NEW RELEASES** by Betty Hollars and John Martinucci

**ROBERTA FLACK** - Oasis (Atlantic) This is a record that truly gets better with each listen. Didn’t Atlantic Records have a great 12" marketing gimmick, "Name The Mystery Artist and Win?" Who would have guessed Roberta Flack? Her re-entry into the music charts should receive a long-awaited welcome.

**GERALD ALSTON** - Take Me Where You Want To (Motown) Here’s another romantic ballad to add to your list of adult love songs. Gerald Alston, a former vocalist of the famed Mannhattans, launches his solo career with a solid mixture of Sam Cooke, the power of Jackie Wilson, the seductive allurement of Luther Vandross, and the suave influence of Teddy Pendergrass. Gerald describes it as "The sound of Soul." Take a listen and hear what it offers.

**SIEDAH GARRETT** - Refuse To Be Loose (Qwest/Reprise) A L.A. Reid and Babyface composition with the talented Siedah at the mike...enough said. A tight funky tune!

**SASSA** - When The Time Is Right (Profile) Is your playlist missing some B/P’s... Well, here’s a cure and an effective one at that. This should do wonders for your evening mixes. Up Up Up Tempo!

**THE COVER GIRLS** - Better Late Than Never (The Fever/Sutra) As the old saying goes, better late than never. The fourth single to be released from the "Coming To America" soundtrack, The Cover Girls have had success swinging on both Urban and Top 40 charts and this should follow previous hits.

RAPS TO CHECK OUT:

- 7A3 - Coolin' In Cali (Geffen)
- DOUG E. FRESH AND THE GET FRESH CREW - Cut That Zero (Reality)
- Ghetto Boys - Be Down (Rap-A-Lot)
- STETSASONIC - Talkin' All That Jazz (Tommy Boy)

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the GAVIN REPORT/October 7, 1988
EY Communications' Regional Program Director Don Langford has been programming Country radio—quite successfully—for over a decade. Originally planning to become a civil engineer ("The number of people who are alive today because I'm not building bridges will never be known"). Don was bitten by the broadcasting bug when he became a high school football school reporter for KBLA in Burbank. He was still there when the call letters were changed to KBQQ and the format changed to Country. Stints at other stations—KFWB in L.A., KSON, KOGO and KSDO in San Diego—followed. Then he started his move up the ladder at powerhouse KLAC-Los Angeles, starting as a board operator and eventually working his way up to Program Director. He joined the staff at KRAK-Sacramento as PD in 1982. He's now the Operations Manager/Program Director at KRAK AM/FM, and regional Program Director for KMPX AM/FM-Seattle, KAMJ AM/FM-Phoenix and KPYE-Fresno. He was recently voted the new CEO of the Academy Of Country Music. We took an hour out of Don's busy schedule to talk to him about the many pros (and relatively few cons) of programming a Country station in the 80's.

LS: In what way has Country music changed since you've been involved in it?

DL: I don't know if Country music itself has changed, or if the people who work in Country music have changed. What has happened is that the people who control it—from the producers, songwriters and singers to the programmers—have become open to different forms of music, different presentations, different ways of reaching a Country audience. They've allowed the format to expand. I can remember people who tried to break out of the mold and never got anywhere. Today they'd be very much accepted. There's a whole list of artists who tried to expand, and the people in the 'business' weren't open to that. There are more people interested in having great radio stations that serve a larger number of the people than they have in the past. Take Phoenix—dominated by Country music. Dallas—dominated by Country music: then look at non-Country music areas such as Seattle with KMPX—third in the top ratings. You're finding that programmers feel that great radio is listenable to anybody.

LS: Do you think that Country music is still regionalized?

DL: Outside of the Northeast, no. Seattle is not what you'd consider a Country music market, yet the #3 station in the market is an Adult Country station. I don't think there's as much regional bias as there was in the past. Would we have played Restless Heart five years ago? All of a sudden, we're playing music that is appealing to a broad cross-section of people.

LS: What kind of music research do you use?

DL: Mail out surveys, call-out research and sales research. We mail one to two hundred of our radio listeners to be active listeners. They're contest players, people who show up at remotes, listeners who come to the station to pick up prizes. We send them a survey and ask them to go through it and check off what they'd like to hear. In the past we've done very extensive demographic research, and that's very effective. Each form of research has its drawbacks, so if you do enough of it in different areas you're not tainted by it. We do sales research, but there are negatives to that because it's slower, and is only accurate within the top ten records—but we weight that and look at it. Call-out research tends to be very strong, except that some records are difficult to test. For example, Reba McEntire's 'Sunday Kind Of Love' has absolutely no hook in the traditional sense. It's very hard to do call-out research on a song like that. The mail-out respondent is your active, core listener. Now is that going to help you ascertain what the light listener wants, the listener who occasionally tunes in from other formats? You have to balance what you do with your instincts. We have to reflect our community. Sometimes the figures on a piece of paper can't tell you the way people are feeling. Unless you have jocks and programmers who can relate to people and find out what they're interested in, and use that feeling in choosing what you play, then you might as well hook up a satellite.

LS: What do you think are the strengths of Country music as a format?

DL: Country has so many positives. It's easy to promote and it's easy to sell. Country stations get involved in the community. The problem is that it's a narrow-casted music form, but audience response and loyalty makes it bigger than life.

LS: Is that the only weakness that you see?

DL: Yes. At KNIX-Phoenix or Country 105-KRAK in Sacramento we win news awards, we win national service awards and we raise thousands and thousands of dollars for charity. If you're not programming or promoting right, if you're not getting involved with your public, you're making a mistake.

LS: What are your long-term goals?

DL: At seminars they teach you to set goals. I was a Program Director at one of the number one stations in America when I was 34 years old. I've reached that goal. I don't have to be President of EZ Communications. I don't have to be the President of the United States. I just want to do better each day.

Don may not have to be President, but he just got one step closer—on Monday, October 4 he was named Vice President of EZ Communications.
RECORD AVERAGES.

Anita Baker
Rubén Blades
Billy Bragg
Jackson Browne
Tracy Chapman
The Cure
Dokken
Michael Feinstein
The Georgia Satellites
Howard Hewett
Howard Jones
NOT AVERAGE RECORDS.

Metallica  Mötley Crüe  Shirley Murdock  Teddy Pendergrass  Linda Ronstadt  Simply Red  Starpoint  The Sugarcubes  Keith Sweat  10,000 Maniacs
Yeah, we know. This guy's got enough credentials to turn many a face green with envy. He's written such Country masterpieces as the Oak Ridge Boys' "Leavin' Louisiana In The Broad Daylight", Bob Seger's "Shame On The Moon", Crystal Gayle's "'Til I Gain Control Again" and Waylon Jennings "Ain't Livin' Long Like This." As a producer he's had nothing but success, including wife Rosanne Cash's most recent smash LP King's Record Shop. He's performed in legendary bands like Emmylou Harris' Hot Band and his famed L.A. band The Cherry Bombs; he's released five albums, all to critical acclaim. So why the "Center Stage At Last" title? Because up until this point Crowell had never been satisfied. Sure, it's great to have a cult following and it's always good to hear those "the man behind the scenes " praises, but Rodney started out to be a successful performer in his own right and would settle for no less. His first four albums were well received by the critics, but Rodney never quite found that core Country audience he needed. So he stepped back and relaxed, took a long look at himself and came up with a jewel, his fifth album, Diamonds And Dirt. Currently a finalist in the Country Music Awards Best Album Of The Year category, Diamonds And Dirt has by far been his most successful album. It's already garnered two hit singles ("It's Such A Small World" and "I Couldn't Leave You If I Tried") and has just released a third ("She's Crazy For Leaving"). While Rodney feels grateful and happy that he's finally hit the nerve of that core Country audience, Country music's pretty grateful that a person with Rodney Crowell's talent has found that center stage spotlight at last.
LISA SMITH: I hear Rosanne's having a baby. When is it due?

RODNEY CROWELL: December 3. I'm in awe of the whole physical process and can't believe that she volunteered for this. (laughs)

LS: I'm sure there are lots of guys out there who are madly in love with Rosanne, and a lot of women who are madly in love with you. Do you get jealous of each other?

RC: When it's thrown in our face. There's a lot of guys who think Rosanne hung the moon--me included. I deal with it. The whole groupie situation is overrated because you play a show, get on a bus and head somewhere else. You don't have time for the whole romance. Faith and trust is the key, and I certainly have it with Rosanne and she has every reason to have it with me.

LS: Do you compete with each other? How do you egos handle it?

RC: As far as awards go we keep that in perspective. If that's a measure of respect from your peers, then great. But I'm human. Once Rosanne and I put out records within eight months of each other and hers went straight to the top and mine went over and laid down in the weeds. That took away from her enjoyment, because she didn't want to see me hurting. The positive side is that I worked through it. I found the center of myself through that pain, and having the opportunity to work through it made me a better person. I don't believe in failure. I think that if things don't work out right there's a lesson to be learned. When good things have happened to me and I'm having more fun than Rosanne, it's swings on the other foot. I keep thinking of that Bob Uecker commercial when they're inside that bar rockin' out and he's on the outside saying, "They're really having a good time in there." There have been times that both Rosanne and I have felt like that.

LS: Have you been touring a lot?

RC: Yes, and it's going to get more intense throughout the fall. I'll be on the road until November--about a month before Rose has the baby.

LS: What music have you been listening to lately?

RC: I've been listening to INXS, World Party and a guy named Carl Wallenger--I like his work a lot. I come back to Chuck Berry's 28 Greatest Hits all the time. I also enjoyed George Harrison's solo album.

LS: Do you still mow the lawn with your walkman on?

RC: I haven't this summer. There hasn't been time, and because of the drought my lawn didn't need mowing--all the grass died.

LS: Are you a spontaneous or a disciplined songwriter?

RC: I'm cyclic. I used to think that I had to write every day. I thought that if I was going to call myself a songwriter I had to sit down at a desk whether I was inspired or not. Now I know I don't have to do it unless I'm in the mood. I've learned the craft of songwriting. I know what to do when I get an idea--I know how to put it together. I know that if I'm not inspired I'm not going to write anything memorable. Two or three times a year I'll have a burst, and there's no telling how many songs will come out of it.

LS: Do you worry about writer's block?

RC: Not anymore. Writer's block comes from putting pressure on yourself. Once I stopped doing that, the writer's block disappeared, and that's the difference between manufacturing songs and writing them.

LS: Who do you like to write with?

RC: I like to write with Guy Clark and Rosanne. I wrote one song with Harlan Howard, "Somewhere Tonight," and it was a big hit for Highway 101. I had the idea for the song, and I called Harlan and said, "I have an idea for a '60's type of song, like the ones you..."
**ADULT CONTEMPORARY**

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<td>HUEY LEWIS &amp; THE NEWS - Small World (Chrysalis)</td>
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Editor: Ron Fell
Assoc. Editor: Diane Rufer
PETER CETERA

"BEST OF TIMES"

THE SECOND SMASH SINGLE
FROM THE ALBUM ONE MORE STORY
PRODUCED BY PATRICK LEONARD AND PETER CETERA
MANAGEMENT: ARTHUR SPIVAK/DEMANN ENTERTAINMENT

CETERA
Inside A/C

One station short of a perfect 100% HIT FACTOR, PHIL COLLINS takes "Groovy Kind Of Love" to number one. With 40 HEAVY rotation reports more than the ascending WHITNEY HOUSTON, PHIL could hold out for one more week.

BREATHE is smokin'. With 53 new HEAVY rotation reports, they blow into the top ten with the wind and momentum behind them.

ROD STEWART, despite lacking airplay from more than 70 A/C's, nonetheless goes top ten with a 93% HIT FACTOR from his players.

ELTON JOHN's "A Word In Spanish" has a two-week leap of 16 as it has accumulated a 72% HIT FACTOR from 168 players in just four weeks as a single.

ANITA BAKER has climbed 20 slots on the chart over the past two issues. She comes in third to GEORGE MICHAEL and HUEY's PLUS FACTOR (28%) and takes 21 more adds from the likes of KKJO, WMBB, WWDE, WAHR and KDTH.

Number two in PLUS FACTOR, HUEY LEWIS & THE NEWS' "Small World" is also one of our MOST ADDED with 29 adds - among them are WBLG/FM, KCMJ/FM, B100, WJON, WAFL, WTRX, WRFC, WTRX and KBOL.

In just two weeks, GEORGE MICHAEL's "Kissing A Fool" has tallied 137 A/C stations. The list of those not playing is ALREADY shorter than the list of players. HIT FACTOR debuts at 35% and the record debuts at 29.

In its best research week so far, "Run With Me" by MICHAEL TOMLINSON debuts on the chart at 35 with a 43% HIT FACTOR thanks to serious rotation reports from KYJC, WKST, KSKI, KLDI, WFMJ, WBLU, WMAL, KASY, etc.

PM debuts with help from AM and FM AC. Seventeen adds (nearly 20% of its total airplay) and a 53% HIT FACTOR tell the story. Among the major rotation commitments are those from WSKI, WTWR, WBEB, WJON, WBEB, WLLH, WCHQ/FM, WSER, WMT/FM and KRXL.

Last week's RECORD TO WATCH, KIM CARNES' "Crazy In Love," is this week's TOP TIP. It'll debut big next week on the chart.

Add's came in this week from WMTR, KKHT, KKRB, CKFM, WAFB, WLP, WKLI and KFM.

BONNIE RAITT & WAS (NOT WAS) Baby Mine (A&M)

The first single to surface from the Stay Awake: Various Interpretations of Music From Vintage Disney Films. Bonnie and the boys have made this old chestnut stand and deliver as a proud, perfect love song of timeless standards.

BARBARA STEISAND and DON JOHNSON "Tell Me Yo" (Columbia)

If there is such a thing as an automatic in the fickle world of A/C radio, this would be it. Produced by Phil Ramone and sung by the hottest couple in showbiz, this single from the Broadway musical "Goya," is made special. Any doubt about Mr. Johnson's ability to sing with the best is hereby fully dispelled. Magic!!

ROBERTA FLACK Oasis (Atlantic)

This is not a mirage. There really is a Roberta Flack and she's back making wonderful music again after a long, long layoff. "Oasis" is a rhythmic re-entry for one of the finest voices in music.

PETER CETERA Best Of Time (Full Moon/Warner Bros.)

His philosophy, as stated in our September 16th cover story, is not to make today the best of times. For a guy who's had nothing but number one singles, these must be the best of times.

BOYS CLUB I Remember Holding You (MCA)

An attractive package of two young men and a superslick production should attract a lot more than boys to the music.

MOODY BLUES No More Lies (Polydor/PolyGram)

Let the truth be known - these guys can still make sweet harmonic music as well as anybody.

Reports accepted Mondays at 8 AM through 5 PM Tuesdays. Station Reporting Phone (415) 495-1990. Gavin Fax (415) 495-2580.

INSIDE A/C

Reports Adds ARTIST TITLE LABEL
47 10 JOHN COUGAR MELLENCAMP Rave On (Elektra)
45 3 KYLIE MINOGUE The Loco-Motion (Geffen)
36 36 JOHNNY HATES JAZZ Turn Back The Clock (Virgin)
37 10 LUTHER VANDROSS Any Love (Epic)
33 19 LAURA BRANIGAN & JOE ESPOSITO Into My Life (Atco)
29 4 INXS Never Tear Us Apart (Atlantic)
29 9 K.T. OSLIN Money (RCA)
29 8 DARYL HALL & JOHN OATES Downtown Life (Arista)
28 8 GIANT STEPS Another Love (A&M)
27 9 WILL TO POWER Baby I Love Your Way/Freebird Medley (Epic)
27 3 JOAN ARMATRADING Living For You (A&M)

*Dropped* in Up & Coming

Dropped: Carly Simon, Elton John (Wanna), Daryl Hall & John Oates (Missed), Johnny Hates Jazz (Hero), Christopher Cross, Tower Of Power, Billy Ocean.
"COME INTO MY LIFE"

(7-99280) (PH CD 2444)

LAURA BRANIGAN AND JOE ESPOSITO

Produced by Arif Mardin & Robbie Buchanan

The new single from the Original Soundtrack Album
COMING TO AMERICA

OUT NOW!

On Atco Records, Cassettes and Compact Discs

www.americanradiohistory.com
## HIT FACTOR

**ARTIST** | **TITLE** | **LABEL**  
--- | --- | ---  
PHIL COLLINS | Groovy Kind Of Love | Atlantic  
GLENN FREY | True Love | MCA  
WHITNEY HOUSTON | One Moment In Time | Arista  
STEVE WINWOOD | Don’t You Know What The Night Can Do | Virgin  
BECHE BOYS | Kokomo | Elektra  
BREATHE | How Can I Fall | A&M  
BOBBY McFERRIN | Don’t Worry, Be Happy | EMI  
LIVINGSTON TAYLOR | Loving Arms | Critique/Atco  
ROD STEWART | Forever Young | Warner Bros.  
SADE | Nothing Can Come Between Us | Epic  
RICK ASTLEY | It Would Take A Strong Strong Man | RCA  
NATALIE COLE | When I Fall In Love | EMI  
PETER CETERA | One Good Woman | Warner Bros.  
FOUR TOPS | Indestructible | Arista  
ELTON JOHN | A Word In Spanish | MCA  
TAYLOR DAYNE | I’ll Always Love You | Arista  
MICHAEL BOLTON | Walk Away | Columbia  
ANITA BAKER | Giving You The Best That I Got | Elektra  
CHICAGO | Look Away | Reprise  
TOTO | Anna | Columbia  
BOY MEETS GIRL | Waiting For A Star To Fall | RCA  
AL STEWART | King Of Portugal | Enigma  
KENNY ROGERS | When You Put Your Heart In It | Reprise  
BRUCE HORNSBY & THE RANGE | Look Any Window | RCA  
UB40 | Red Red Wine | A&M  
SCARLETT & BLACK | Dream Out Loud | Virgin  
THE ROBERT CRAY BAND | Don’t Be Afraid Of The Dark | Hightone/Mercury  
HUEY LEWIS & THE NEWS | Perfect World | Chrysalis  
GEORGE MICHAEL | Kissing A Fool | Columbia  
JIMMY BUFFETT | Bring Back The Magic | MCA  
STEVE MILLER | Ya Ya | Capitol  
TRACY CHAPMAN | Talkin’ Bout A Revolution | Elektra  
CHEAP TRICK | Don’t Be Cruel | Epic  
OLIVIA NEWTON-JOHN | The Rumour | MCA  
MICHAEL TOMLINSON | Run With Me | Cypress/A&M  
PM | Piece Of Paradise | Warner Bros.  
MARILYN MARTIN & DAVID FOSTER | And When She Danced | Atlantic  
AMY GRANT | We Were Young | A&M  
RICHARD ELLIOTT | The Power Of Suggestion | Intima/Enigma  
HUEY LEWIS & THE NEWS | Small World | Chrysalis  

### PLUS FACTOR

**ARTIST** | **TITLE** | **LABEL**  
--- | --- | ---  
GEORGE MICHAEL | Kissing A Fool | Columbia  
HUEY LEWIS & THE NEWS | Small World | Chrysalis  
ANITA BAKER | Giving You The Best That I Got | Elektra  
CHICAGO | Look Away | Full Moon/Reprise  
JOHN LENNON & THE PLASTIC ONO BAND | Jealous Guy | Capitol  
ELTON JOHN | A Word In Spanish | MCA  
AL STEWART | King Of Portugal | Enigma  
BOY MEETS GIRL | Waiting For A Star To Fall | RCA  
UB40 | Red Red Wine | A&M  
DARYL HALL & JOHN OATES | Downtown Life | Arista  
TOTO | Anna | Columbia  
ERIC CARMEN | Reason To Try | Arista  
KENNY G | Silhouette | Arista  
MICHAEL TOMLINSON | Run With Me | Cypress/A&M  

*The Gavin Report/October 7, 1988*
JUST HOW IMPORTANT IS THE COLLEGE & ALTERNATIVE MARKETPLACE?
JUST ASK Tracy Chapman, Midnight Oil, The Church, 10,000 Maniacs, Ziggy Marley, Guns N' Roses, Sugarcubes, The Cure, Sinead O'Connor...

CMJ MUSIC MARATHON

The Event: The Eighth Annual CMJ Convention
The Date: October 27 - 30, 1988
The Setting: The Vista Hotel, New York City
The Atmosphere: Intimate
The Point: "The Discovery & Development of New Artists"

PANEL AGENDA

Metal Marathon:
A series of panels and workshops that focus on local rock and metal music.

Friday October 28, 1988
11:00 - 11:30 AM
ARTIST DEVELOPMENT FROM DEMO TO SIGN
Moderator: James Z., Megadeth Records
Panelists: Peggy Daenitz, Atlantic Records; Mike Foley, Metal Blade Records; Wayne O'Brien, Concrete Management; Alex Perakis, Perakis Sound; Richard Sanderson, Loud 'n Proud Management; Jason Sinclair, Mechanix Records; Andy Serreni, Frontier Booking International; Sam Tryles, White Slam Company

11:30 - 12:00 PM
KEYNOTE ADDRESS
12:00 - 2:00 PM
LUNCH
2:00 - 3:00 PM
HOTEL ACCOMMODATIONS
Discounted rates available through the hotel group.

3:00 - 4:00 PM
OUTPUTS & OUTCOMES OF THE UNDERGROUND MAGAZINES
Panelists: Janie Mode, The Observer; Peggy Donnelly, Adontic Records; Jonny Block, The Village Voice

4:00 - 5:00 PM
BREAKFAST CONFERENCE
5:00 - 6:00 PM
CULTURAL MOVEMENTS: INTEGRATION OF INDIANA IN SOCIETY AND ITS IMPACT ON THE UNDERGROUND MUSICAL GROWTH
Panelists: Mary Wangler, The Corner Store

Saturday October 29, 1988
10:00 - 11:30 AM
METAL AND ROCK RADIO: WORKING FOR OR BLOCKING METAL
Moderator: Christine Black, The Heavy Report
Panelists: Joe Anthony, KIS (San Antonio, TX); Bill Fishler, WZLX (Waltham, MA); Stephanie Johnson, Metal Blade Records; David Shute, Metal Hammer Magazine

11:30 AM - 1:30 PM
KEYNOTE ADDRESS
1:30 - 3:00 PM
WOMEN IN METAL: SEBASTIAN RECFIT AND FUTURE OF THIS CREATION
Moderator: Desmond O'Brien, Corus Magazine
Panelists: Juno, Zakk Wylde, Metal Blade Records; Alina Tagi, Toronto Sun Magazine; Dave Ellefson, Megadeth; Tim Tauro, Metal Fantasy

3:00 - 4:00 PM
FREE FOR ALL WORKSHOP

& much, much more.

Subjects to change.
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<td>PATTY LOVELESS</td>
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**TOP TIP**

The McCARTERS
I Give You Music
(Warner Bros.)

This threesome is making it three hits in a row with their latest single.

**RECORD TO WATCH**

BUCK OVENS
Hot Dog (Capitol)

Hot dog, he's back! Immediate major market acceptance from KZLA-Los Angeles, KNEW/KSAN-San Francisco, KNIX-Phoenix and WDAF-Kansas City.

Editor: Lisa Smith
Assoc. Editor: Cyndi Hoelzle

**CHARTBOUND**

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*Debuts in chartbound

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the GAVIN REPORT/October 7, 1988
PROMOTIONS

Q105 AND SUMMER TEAM FOR MDA
Henry Lee Summer jokes with the folks at Q105-Groton. He was at one of the station's live remotes during the Muscular Dystrophy Association's annual Labor Day telethon. Summer autographed t-shirts, Poloroids, book covers and albums for generous donations to MDA. Combined with the raffling of a 1988 Pontiac, it helped the station raise over $28,000 for MDA.

From left: weekend personality Shane Murphy, MD Franco Carofano, night personality Tom Timmons, midday jock Chuck Davis, Summer, PD Neil Sullivan and Promotions Director Rich Crombie.

REMEMBER THE LAST TIME WILLIE AND JULIO GOT TOGETHER?
Willie Nelson “Spanish Eyes” with JULIO IGLESIAS

THESE GAVIN STATIONS REPORT STRONG LISTENER RESPONSE:

WCAV  WGMR  WGTY  WORC  WPOR  WXTU  WBIG  WDMV  WFLS  WFMG  WFRB
WGAA  WJST  WKRE  WLAS  WLBB  WLSC  WOKD  WQSB  WKUP  WKDC  WRNS
WTRS  WYGC  KMDL  KQUS  KRRV  KXKZ  KXSA  WAMZ  WAQT  WBGN  WBKH
WEYV  WHNY  WKNZ  WKYA  WLLX  WMAT  WQNZ  WSIX  WVMBR  WWMI  WWIC
KBRF  KFCO  KIMM  KMIT  KOKK  KQKD  KSJB  KTOQ  KVBR  KXRA  WNAX
KJCF  KLIF  KMNS  KRMS  KSOS  KUSA  KVDB  KWM7  KWPW  KXEL  KZMO
WDVF  WAAG  WAHC  WAOV  WAXX  WCOW  WCUB  WDMF  WFMS  WKCQ  WKKN
WONW  WRAJ  WUBB  KAFF  KASE  KATK  KCRS  KGRG  KHEY  KIKK  KMLA
KNIX  KNAY  KSEA  KVET  KYKR  CFCW  KGCH  KLYQ  KQIL  KRLC  KTWO
KYSS  KEEN  KEKA  KFM3  KNEW  KRAK  KRED  KRIJ
KSAN  KASH  KFLO  KORD  KTDO  KUTI  KVAS

WHAT ABOUT YOUR LISTENERS?

COUNTRY QUIZ QUESTION #2

Q. Can you name the singer who blames golf for wrecking his marriage?

DO YOU KNOW THE ANSWER TO THIS COUNTRY QUIZ QUESTION?

In celebration of COUNTRY MUSIC MONTH, the Gavin Report presents Country Quiz exclusively to Gavin Report subscribers.

Guidelines are as follows:

1. Only Gavin subscribers may enter.
2. Four different questions will be given during the four weekly issues of Gavin Report during COUNTRY MUSIC MONTH.
3. At the end of the four weeks a winner will be drawn from those subscribers who have submitted four correct answers.
4. MJI Broadcasting is responsible for the delivery of all prizes.

WIN!!! CASIO PIANO SOUND

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TRIVIA QUEST CONTINUES. The search for the Gavin trivia champ of Country Music Month continues with our MJJ Broadcasting sponsored trivia contest. To win, you have to answer each of the four weekly trivia questions (see details and this week's question on page 39.) Be sure to give your answers to one of the Country Crew as you're calling in your weekly reports. We'll be publishing the answers to all four questions - and the name of the contest winner - at the end of the contest. Good luck! We can't wait to see who wins!

GAVIN CELEBRATES COUNTRY MUSIC MONTH. We were lucky enough to get Rodney Crowell to grace our cover for CMA week. Be sure to check out his feature interview (page 30). Also included in this special issue is an interview with EZ Communications new VP Don Langford (page 23). Don was also elected CEO of the Academy Of Country Music and recently appointed his Director At-Large. They are -- in no particular order of course -- Jack Lameier (CBS), Frank Leffel (Mercury/Poly-Gram), Michael Means (KIK/FM-Anaheim), Randy Owen (Alabama), Paige Sober (BMI) and Lisa Smith (The Gavin Report - yes, we bribed him for the appointment!)

CHANGES, CHANGES, CHANGES. The new General Sales Manager at KASE/KVET-Austin is Gene Dickerson. Prior to this appointment, Gene was GM at KWKH-Shreveport...Gary Hefle is the new Music Director at KJAM-Madison...Ed Davis called to tell us WQSB-Albertville has a new phone number - 205-878-8575.

PROGRAMMERS ARE TALKING ABOUT...Greg Barrett at WBFR-Frostburg is still getting a ton of requests for Ricky Van Shelton's "From A Jack To A King"...Gordon Stack at KWWO-Sheridan is getting incredible response to the new Statler's single after only two days of airplay...T.C. Webster at WGMRI-State College thinks this new Waylon album is hot. "He's back in classic form" adds T.C. P.J. Emmerson at KFAT/FM-Corvalis reports her most request single continues to be Michelle Shocked. She adds, "It gets requests every time it gets played. A lot of women call in saying their husbands keep talking about this song and they want to hear it." Michelle was in the Gavin offices last week and sang 'Anchorage' for us. She was pleasantly surprised that it's getting some play on Country stations...Bob Irish at WCBF-Manitowoc is getting good reaction to the Desert Rose Band's "Hello Trouble".

Enjoy the CMA Awards! Talk to you next week. The Gavin Country Crew
MUSIC AWARENESS SENDS YOUR WINNERS TO TWO FLORIDA CITIES FOR THE SUPERBOWL

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ORLANDO & DISNEYWORLD

SECOND STOP
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JON SCOTT LYN BENSON TRACEY GROMEK
ARTIST TITLE LABEL
T. GRAHAM BROWN - Darlene (Capitol) 192 -- 18 3 98% 14
DESER T ROSE BAND - Summer Wind (MCA/Curb) 195 -- 17 6 96% 12
ROSANNE CASH - Runaway Train (Columbia) 194 -- 15 7 96% 11
OAK RIDGE BOYS - Gonna Take A Lot Of River (MCA) 182 -- 15 6 96% 13
SOUTHERN PACIFIC - New Shade Of Blue (Warner Bros.) 192 1 132 50 94% 12
SWEETHEARTS OF THE RODEO - Blue To The Bone (Columbia) 188 2 142 36 8 94% 12
FOSTER & LLOYD - What Do You Want From Me This Time? (RCA) 190 5 121 59 5 94% 12
CONWAY TWITTY - Saturday Night Special (MCA) 186 -- 126 50 10 94% 12
NITTY GRITTY DIRT BAND - I've Been Lookin' (Warner Bros.) 199 3 98 88 10 93% 8
RICKY VAN SHELTON - I'll Leave This World Loving You (Columbia) 197 5 71 105 16 89% 7
DON WILLIAMS - Desperately (Capitol) 187 3 75 98 11 92% 10
REBA McENTIRE - I Know How He Feels (MCA) 199 7 40 131 21 85% 7
CHARLIE DANIELS BAND - Boogie Woogie Fiddle Country Blues (Epic) 178 -- 62 104 12 93% 10
GEORGE STRAIT - If You Ain't Lovin' (You Ain't Livin') (MCA) 188 4 25 137 22 86% 6
MICHAEL JOHNSON - That's That (RCA) 177 5 36 116 20 85% 6
BILLY JOE ROYAL - It Keeps Right On Hurtin' (Atlantic America) 171 3 23 122 23 84% 9
BELLAMY BROTHERS - Rebels Without A Clue (MCA/Curb) 179 8 13 128 30 78% 8
LEE GREENWOOD - You Can't Fall In Love When You're Cryin' (MCA) 162 1 20 119 22 85% 10
CRYSTAL GAYLE - Nobody's Angel (Warner Bros.) 167 4 18 116 29 80% 9
RESTLESS HEART - A Tender Lie (RCA) 187 13 7 114 53 64% 8
KEITH WHITLEY - When You Say Nothing At All (RCA) 180 12 6 121 39 71% 6
BARBARA MANDRELL - I Wish That I Could Fall In Love Today (Capitol) 174 14 11 114 35 71% 9
VERN GODWIN - Chiseled In Stone (Columbia) 166 13 14 105 34 71% 9
MICHAEL MARTIN MURPHEY - Pilgrims On The Way (Warner Bros.) 144 11 6 80 47 59% 7
PAUL OVERSTREET - Love Helps Those (MTM) 157 20 5 68 64 46% 4
SHENANDOAH - Mama Knows (Columbia) 150 26 -- 75 49 50% 5
EXILE - It's You Again (Epic) 141 20 3 67 51 49% 7
WAYLON JENNINGS - How Much Is It Worth To Live In L.A. (MCA) 134 16 -- 67 51 50% 6
BAILLIE AND THE BOYS - Long Shot (RCA) 139 23 -- 55 61 39% 4
EDDIE RABBITT - We Must Be Doin' Somethin' Right (RCA) 131 44 -- 32 55 25% 3

NEW RELEASES by Lisa Smith & Cyndi Hoelzle

THE IJUDS - Change Of Heart (RCA)
More good stuff from their Greatest Hits lp. Naomi Judd wrote this smooth ballad, and it fits their beautiful harmonies to a tee. Check out the cold ending. It's hot!

SCHUYLER KNOBLOCH & BICKHARDT - Rigamarole (MTM)
When you first listen to this single, expect to see a lot of heads peeping into your office asking, "Who IS that?" Not your typical SKB tune, this rockin', bluesy number was written by Fred Knobloch. Producer James Stroud seems to really have his finger on the group's pulse. Great song!

SKIP EWING - Burnin' A Hole In My Heart (MCA)
Skip is doing a great job of establishing himself as a new Country artist to be reckoned with. Like his past two singles, "Burnin' A Hole In My Heart" is tailor-made for Contemporary Country playlists.

STEVE WARINER - Hold On (A Little Longer) (MCA)
The sequel to "I Should Be With You" follows the same story line, with Steve reflecting on his life on the road. He co-wrote the song and you can tell he means it.

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

Total Reports This Week 204 Last Week 200

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TIMES LIKE THESE - GARY BURTON (GRP)
Besides being a brilliant musician, I'll always remember Gary Burton for two things: being one of the first Jazz guys in the Sixties with long hair, and for helping to legitimize Carla Bley in her early days as a viable composer/arranger. Gary's latest includes an all-star lineup—Michael Brecker, Peter Erskine, John Scofield, Marc Johnson—all players Burton has befriended over the last two decades. "Or Else" gives each bandmember a chance to trade licks with bandleader Burton's downhome vibes. "Robert Frost" offers Jazz some healthy melodies and "Bento Box" provides the set's busiest swing moments. Marc Johnson's acoustic bass gives the sessions a classic edge and at the same time John Scofield's effects-laden guitar solo keeps things modern. Hard evidence is the Chick Corea composition, "PM."

NO QUESTION ABOUT IT - BOBBY WATSON & HORIZON (BLUE NOTE)
Here's a Blue Note/Michael Cuscuna production that sounds as fine as those many Blue Note reissues we all salivate over. Bobby Watson & Horizon deliver a performance as warm as those analogue re-releases, except with real digital punch. Originally from Kansas City, Watson started with Art Blakey at age 23, eleven years ago. His compositions and sextet arrangements, especially the first three trax, recall the menthol-cool-ness of Art's "Moonin" days. Frank Lacy's trombone sings on "Forty Acres And A Mule," and along with trumpeter Roy Hargrove puts swing into these direct-to-two-track recordings. Check out the title track. It really recalls that Jazz Messenger arrangement style.

BASIA

LIVE - BASIA (EPIC)
Here's a special CD of Basia recorded on-stage some four months ago in Chicago. Basia's gigs give young Americans an excuse to dress up and hang out in style, just like the John Caboteters Gazzara crowd did in the Fifties and early Sixties. One thing about Basia is that Top Forty has yet to fully exploit her upscale potential for its own. But that time is soon, so in the meantime take advantage of this special not-for-sale CD. It'll baffle your competition and also be a good image sound for the station. In case you haven't received a copy, contact Cliff Gorov at 213-556-4784.

CIRCLE OF STONE - RANDY MORRIS (PACIFIC ARTS)
Randy Morrise is the kind of spirited, independent musician who was getting the airplay brush-off before Adult Alternative started thriving. Originally a multi-instrumentalist (drums/keyboards/guitar) who dabbled in pop, Country, Jazz, etc., etc., Morrise expresses himself wonderfully in AA. "Equinox, "Summer Solstice" and "Fire Dance" are fine up-tempo pieces. "October Song" is a little jazzy, while 'Spring Fete' and "On The Avenue" provides the wooden moments. For spacey inspiration, try 'Musings.' Phone 415-451-2772 for this sixty minute ode to Stonehenge at home.

JAZZ 84 - HIGHLIGHTS FROM THE IXTH MOSCOW JAZZ FESTIVAL (MOBILE FIDELITY)
Gorbechev supposedly digs Jazz, so perhaps music figures culturally with his latest reformist shake-ups. On this Mobile Fidelity cultural package we have to rely on the Soviet Jazz critics to tell us who is who when it comes to Soviet Jazz. The musical foundations of these pieces are built from Jazz standards, classical pieces, Gershwin and even Russian folk songs. "1 Got Rhythm" and "Theme From 'Boundmaid'" are well worth a listen and should be definitely back-announced. Call Dr. Jazz at 313-542-7888 for a crash course on Soviet Realism.

WAY DOWN WEST - WISFUL THINKING (SOUNDWINGS)
Jazz Radio's acceptance of the Hoops McCann project has proven that Steely Dan's musical heritage has listener clout. Therefore, Wisful Thinking's third album (their first for Soundwings) is worthy of consideration if not just for the fact that Dan master engineer/mixer Roger Nichols is involved in this digital production. Produced by guitarist Tim Weston, this five piece delivers a sunny California sound. Tracks like "Outbound" and "This And That" are clean, clean, clean. "Michael's Song" has an AA lean to it. Call Doc Remer at 213-394-2528 for some Wisful Thinking.

FESTIVAL - LEE RITENOUR (GRP)
Having acknowledged the Brazilian explosion back in 1979, Lee Ritenour encores with Festival, his latest South American acoustic voyage. The opening "Night Rhythms" is one of the more Afro/Anglo-sounding trax off the disc. After that, the ethnocentrism of vocal trax like "Latin Lovers" and "Odalie, Odalia" cast a spell. Still, I prefer the modern electricity of "New York/Brazil."

MANGO TANGO-TOM GRANT (GAIA)
Keyboardist Tom Grant switches from a synthesized verse to an acoustic piano chorus with the greatest of ease. He can also utilize steel drum sounds, hot guitar, strings and an aggressive rhythm section with nary a collision of sensibilities. Mango Tango, with its tremendously hokey title track, is already a Gavin Jazz/AA correspondent favorite occupying our Most Added list for two weeks running. Other entries include "Private Beach" and "Ticket To Paradise," which features a Tom Grant vocal. Turn it up.

BIL BERGMAN AND THE METRO JETS (GAIA)
For extra clout, saxophonist Bill Bergman enlists the Heart Attack Horns along with the Metro Jets, a tidy band of electric accompanists. "Para El Gato" could be a sly reference to Gato Barbieri, since Bergman isn't above throwing in a little chainsaw tenor tone. "Time Frame" is another hot impact inclusion.

THE GOOD LIFE - PAUL SMITH (VOSS)
Originally recorded in 1979, once again the CD format has revitalized a major work. Acoustic piano man Paul Smith, with an able trio that includes Barney Kessel, hits a wide variety of notes with deftness and eloquence. Besides "Bopp For 14," another highlight is the Kessel and Smith unison blowout, "The Fourth Way."

IAMBOREE - MONTY ALEXANDER'S IVORY AND STEEL (PICANTE/CONFORD)
Wow! Kingston-born Monty Alexander on piano is joined by two steel drum players by the name of Othello Molineaux and Len "Boogis" Sharpe, along with another hand drummer and a smoking rhythm section. Though there are cover versions like Bob Marley's "No Woman No Cry" and John Mitchell's "Big Yellow Taxi," the soloing gets hot and heavy on my favorite, "Acompong." Highly recommended and highly original.

MIDNIGHT SUN - FLORA PURIM (VENTURE/VIRGIN)
Hearing Flora and Airoto's faithful refurbishing of "Light As A Feather" brought back memories of some vital club dates of the early seventies. Midnight Sun, not surprisingly, unites the forces of Flora's sultry Brazilian roots with Airoto's percussive genius. George Duke (another past correspondent) secures to the album's quality control, keyboardist on the title track. The high level of detail and artistry spans all eight trax with deep thought and grandeur.
# The Gavin Report

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<td>USA Music</td>
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## Top Tip

**KENNY G**

**SILHOUETTE**

**ARISTA**

Kenny's mass-appeal Jazz should rival the impact David Sanborn made the last few months.

## Record to Watch

**MILT JACKSON**

**BE BOP**

**EAST/WEST/ATLANTIC**

Can Milt's solo record continue the chart success that MJQ enjoyed? So far, so good as Milt debuts at #41.

Co-Editors: Keith Zimmerman/Kent Zimmerman

## Chartbound

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<tr>
<th>Artist/Label</th>
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<td>STANLEY JORDAN</td>
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*Debuts in chartbound*

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* * *

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STANLEY JORDAN

FLYING HOME
Debut Album on EMI Records

Featuring:

TROPICAL STORM
WHEN JULIA SMILES
THE MUSIC'S GONNA CHANGE

BUILDING MUSIC FROM THE SOUND UP!

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## Most Added

1. **SILHOUETTE-KENNY G** (ARISTA)
2. **FLYING HOME-STANLEY JORDAN** (EMI)
3. **LIVE-BASIA** (EPIC)
4. **MANGO TANGO-TOM GRANT** (GAIA)
5. **STREET DREAMS-LYLE MAYS** (GEFFEN)

## Top Tip

**TOM GRANT**

**MANGO TANGO** (GAIA)

As the title implies, tropical but danceable. Our highest debut this week at #24.

## Record to Watch

**STEVE MILLER**

**BORN 2 B BLUE** (CAPITOL)

Steve Miller and Ben Sidran dust off some jazz and pop standards. Already a surprise Album Radio Top Five hit.

## Chartbound

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<td>STEVE SMITH/ VITAL INFORMATION</td>
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Dropped: #36 Doc Severinsen, #38 Tuck & Patti, #43 Fared Haque, #40 John Tropea, #48 Najee, #49 Toni Childs, #50 Kevin Eubanks, Gadd Gang, John Blake, Ernie Watts.

## Editors

- Keith Zimmerman
- Jason Tesh
- Steve Haun

- Edited by the Gavin Report / October 7, 1988
FEEL THE MOOD FOR YOURSELF.

GERALD ALBRIGHT
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(7-88989) (0-86483) (PR 2515)

The first single from his new album
BERMUDA NIGHTS
(81919)

Produced by Gerald Albright for Bright Music
Management and Direction: Raymond A. Shields II for Black Dot Management

On Atlantic Records, Cassettes and Compact Discs

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MOST ADDED

1. TALK IS CHEAP - KEITH RICHARDS (VIRGIN)
2. "COPPERHEAD ROAD" - STEVE EARLE (UNI/MCA)
3. IMAGINE - JOHN LENNON (CAPITOL)
4. "IN YOUR ROOM" - THE BANGLES (COLUMBIA)
5. IN THE SPIRIT OF THINGS - KANSAS (MCA)
6. "ROCK BOTTOM" - DICKIE BETTS (EPIC)

TOP TIP

TALK IS CHEAP
KEITH RICHARDS (VIRGIN)

Keef's first official solo bash is off to a fast start. Debuts at #20.

RECORD TO WATCH

"COPPERHEAD ROAD" - STEVE EARLE (UNI/MCA)

Prelude track to one of this year's finest albums. Over fifty percent of those adding do so with rotation muscle.

CHARTBOUND

"STEVE EARLE (UNI/MCA) 'COPPERHEAD' - "THE FEELIES (A&M) 'AWAY' - ELTON JOHN (MCA) 'SPANISH'
"THE BANGLES (COLUMBIA) 'ROOM' - "IVAN NEVILLE (POLYDOOR/POLYGRAM) 'ANOTHER' - PETER CETERA (FULL MOON/WARNER BROS.) 'NEVER'
SMITHEREENS (ENIGMA/CAPITOL) 'DROWN' - GUNS N' ROSES (Geffen) 'PARADISE' - RICHARD THOMPSON (CAPITOL) 'TIDE'
LLOYD COLE (CAPITOL) 'BAD' - NORTHERN PIKES (VIRGIN) 'REACTION' - WINGER (ATLANTIC) 'MADALINE'

Dropped: #28 Robert Palmer, #30 Buckwheat Zydeco, #39 Tracy Chapman, #44 Patti Smith, #46 Europe, #48 Folksways, #49 Hunters & Collectors, #50 Married To The Mob, Hugh Cornwall.
You Can't Win If You Don't Play

THIRTY EIGHT

SPECIAL

Rock & Roll Strategy

GAVIN ALBUM: 40*-25*

KBER  KBPI  WWPA  WCIZ  KLAQ  KKZX
KZEL  WDHA  WKXL  KTBC  WNEW/FM  KLLK
WTAK  KKTX  KJKJ  KSEZ/FM  WMJY  KSJO
KOME  WSMI  KGKG  WVJC  KXFX  CHIM
WGBF  KATS/FM  KKEG  WONE  KXRX  KXUS
KWHL  K-STAR  KQWB/FM  KFMI  KXLE  KNX/FM

Produced, Engineered & Mixed by Rodney Mills

Direction: The Mark Spector Co., Inc.

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ALBUM/ALTERNATIVE

NEW RELEASES

CHICAGO LINE - JOHN MAYALL'S BLUESBREAKERS (ISLAND)

Here's the guy who introduced me to a whole world of blues with his Crusade album, and I humbly thank him for illuminating the music of Otis Rush, J. B. Lenoir and many others. Maybe this tremendous new album is John Mayall's karma. After having a hand in launching many famous guitarists, it's only fitting that he enjoys an important comeback. What we have is a hard-hitting blues album with rock tones courtesy of Tony Carey. As you might expect, the guitar work is relentless. Besides "The Last Time," I found solace in "One Life To Live," "Tears Come Rollin' Down" and "Dream About The Blues."

HANDLE WITH CARE - THE TRAVELING WILBURY RECORDS (WARNER BROS.)

One of the perks of a serious George Harrison comeback is a project like this...music born out of love of music rather than some craved business arrangement. The line-up here is no less than Roy Orbison, Harrison, Jeff Lynne, Tom Petty and Bob Dylan. With the other formats bogged down in dancetronics, here's a mellow record's opportunity to dig in with a true homage to our roots.

PEACE IN OUR TIME - BIG COUNTRY (REPRISE)

After three albums of roomy drums and bagpipe guitars, a change was in order for Big Country. Also, Stuart Adamson had increased the scope of his writing. Songs like "King Of Emotion," "Thousand Yard Stare" and "Peace In Our Time" are poignant and inspired. Conversely, producer Peter Wolf has compressed the scope of the instrumentation. While there still exists a broad sound, the band's subtleties are more manageably and decipherable. The elaborate packaging is indicative of the material's utopian feel. Peace In Our Time is an earnest etching of principals and dreams. Also check out "Broken Heart" (Thirteen Valleys)."

SEVEN YEAR ITCH - ETTA JAMES (ISLAND)

Right up there with Lady Soul, here is the voice that's known glory and heartbreak, never letting any turn of events rob her of a deep sense of self. On this excellent set, Etta doesn't mess with pop trappings. Seven Year Itch is all fury and guts. Trax like "I Got The Will," "Jump Into The Fire," "Come To Mama" and "Shakey Ground" are only the starters. Etta James never lets her guard down here. Every second is a Tyson punch to the kisser. In my book she's the champ and this record proves she's in top shape. Tell mama.

VICTORY DAY - TOM COCHRANE & RED RIDER (RCA)

Don Gehman breaks away from Camp Mellencamp long enough to cut some fine rock n roll with Tom Cochrane and band. While "Big League" has World Series relevance, "Victory Dance" is also a winner. Gehman and band keep things ragged while Pete Townshend-like guitar tones ring abound. Joe Chiccarelli (who did a great job on Al Stewart's latest) mixes a clear picture.

THE COMPLEAT ANGLER - JON ASTLEY (ATLANTIC)

As a lyricist, Jon Astley is unabashed. As an instrumentalist, he's witty and resourceful. Astley (who comes from an extremely musical family) seems to have a tongue-in-cheek understanding of the music business, using its quirks to fuel fires like "But Is It Commercial?", "I'll Show The Bastards" and "Put This Love To The Test." Recorded at home with extraordinary digital gear, this is far from a homemade project. The Compleat Angler is a completely enjoyable pop collage of styles and witty poetry.

THE FIRST OF A MILLION KISSES - FAIRGROUND ATTRACTION (RCA)

Elton John first turned on our Dave Sholin to Fairground Attraction during a recent interview. It's easy to see why Elton would appreciate such talent. This four piece is fronted oddly by Ms. Eddi Reader, an excellent stylist. The material and approach is very much the kind of thing a seasoned pro like Elton John and upscale listeners might appreciate. "Perfect" is just that.

KZ
LET THE COLD WINDS BLOW.

DREAMS SO REAL

A Debut So Right.
Featuring the lead track
"Rough Night In Jericho."
Watch for their upcoming tour.

ARISTA

**MOST ADDED**

1. "Copperhead Road" - STEVE EARLE (UNI/MCA-12")
2. "In Your Room" - THE BANGLES (Columbia-12")
3. Rough Night In Jencho - DREAMS SO REAL (Arista)
4. "Ana Ng" - THEY MIGHT BE GIANTS (Bar None/Restless-12")
5. "I'm nin Ali" - OFRA HAZA (Sire-12")
6. Invisible Lantern - SCREAMING TREES (SST)

**TOP TIP**

LLOYD COLE AND THE COMMOTIONS (CAPITOL)

Prolific writer may have it in the bag behind the support of Patrick Ferrise-WWVU, Josh Fair-Weather Yankee 'Fan' Resenthal-WDR, Robbie 'Not Fong' Fung-KFSS, Ann Delius-WDET, Mike 'Duke' Thomas-WMDK, and Mike Summers-KJON.

**RECORD TO WATCH**

SCREAMING TREES (SST)

Pacific Northwest band is growing out of Maggie McCabe-KCMU's planters and is spreading its roots across the country, especially with non-commercial stations.

**IMPORT/INDIE**

WOLFGANG PRESS (4 A.D.-12") "Soul"

BEN VAUGHN (RESTLESS) "Darlene"

WEATHER PROPHETS (CREATION/RELATIVITY) "Light"

SPARKS (RHINO) "Important"

CHEMISTRY SET (ROOD) "Fields"

T.M. BE GIANTS (B.N./RESTLESS-12) "Ana"

SPACEMEN 3 (GENIUS) "Tak3"

INCA BABIES (TWILIGHT/FUNDAMENTAL) "Long"

SIGMA VESPER'S (PROFIL "Backal"

BOUNCING OFF BOB (STRETCH) "Bedside"

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**ALTERNATIVE**

**2W LW TW**

1 SIOUXSIE & THE BANSHEES (GEFFEN) "Peek" "JAR" "ORNAMENTS" "Stone"
2 LET'S ACTIVE (IRS/MCA) "Dog" "Horizon" "Orpheus" "Ten" "Terminate" "Train"
3 Michelle Shocked (Mercury) "Anchorage Grow Train" "Towtown"
4 JANE'S ADDICTION (WARNER BROS.) "Jane" "Ocean" "Shower" "Beach"
5 THE FEELIES (A&M) "Away" "Life" "Final" "Undertow" "Deep"
6 SCREAMING TREES (SST) "Feelings" "Igloo" "Shoes"
7 Hunters & Collectors (IRS/MCA) "Breathless" "Wishing" "See" "Flame" "Sun"
8 EDIE BRICKELL & THE NEW BOHEMIANS (GEFFEN) "What" "Love" "Beat"
9 Big Audio Dynamite (Columbia) "Music" "99" "2000" "The Great" "Sunset"
10 COCTEAU TWINS (4 A.D./CAPITOL) "Fingers"
11 JOHN HIATT (A&M) "Slow" "Plates" "Paper" "South"
12 JOHN HIATT (A&M) "U2 (Island-12)" "Desire"
13 DREAM SYNDICATE (ENIGMA) "Faith" "Side" "Haunts" "Weathered"
14 REDDLY YELLOWLORRY (BEGGARS BANQUET/RCA) "Rise" "Open" "Only" "She"
15 SCREAMING TREBESMEN (RYKODISC) "FEELING" "IGLOO" "SHOES"
16 LLOYD COLE AND THE COMMOTIONS (CAPITOL) "Bag"
17 TRANSVISION VAMP (UNI/MCA) "Trash" "Girl" "Sister" "Andy"
18 Married To The Mob Soundtrack (Reprise) "O'Connor" "Isaac" "Feelies" "Harry"
19 Hothouse Flowers (London/PolyGram) "Don't" "Sorry" "Feet" "Work"
20 JON ASTLEY (ATLANTIC) "Test" "Commercial"
21 Buckwheat Zydeco (Island) "Why" "Creole" "Change"
22 THE SMITHS (SIRE) "Queen" "Cemetery" "Bigmouth" "Ask"
23 Hothouse Flowers (London/PolyGram) "Don't" "Sorry" "Feet" "Work"
24 RONNIE MONTROSE & THE COMMOTIONS (CAPITOL) "Bag"
25 Tua Nua (Rough Trade) "Always" "True" "Dance" "Where"
26 Tua Nua (Rough Trade) "Always" "True" "Dance" "Where"
27 Transvision Vamp (UNI/MCA) "Trash" "Girl" "Sister" "Andy"
28 PRINCE (RCA) "Purple Rain" "Darling" "Photograph"
29 PIXIES (4 A.D.) "Gigantic" "River"
30 Tua Nua (Rough Trade) "Always" "True" "Dance" "Where"
31 HUGH CORNWELL (VIRGIN) "Another" "Cherry" "Never"
32 JOHN ARMSTRADING (A&M) "Living"
33 JON ASTLEY (ATLANTIC) "Test" "Commercial"
34 RANDY NEWMAN (REPRISE) "Money"
35 OIMG BOINGO (MCA) "CINDERELLA"
36 JOE ARMSTRADING (A&M) "Living"
37 Close Lobsters (Enigma) "Plans"
38 The Rose of Avalanche (Restless) "Not"
39 ALL ABOUT EVE (MERCURY) "Angel" "Hair" "Wild"
40 A.R. Kane (Rough Trade) "Crazy"
41 Fields of Nephtim (Beggars Banquet/RCA) "Moonchild"
42 David Lindley (Elektra) "Her"
43 Sam Phillips (Virgin) "Goodbye" "Rain" "Flame"
44 Ultrasound Scene (4 A.D.-12) "Midnight" "Screamed"
45 Shriekback (Island) "Intoxication" "Shark" "Bang" "Get" "Shadow"
46 Feedtime (Rough Trade) "Last" "Paint" "Fun"
47 Timelords (TVF-12) "Dr. Who"
48 Little Feat (Warner Bros.) "Hate" "Roll" "Curious" "Long"

**CHARTBOUND**

SCREAMING TREES (SST) "Ivy"

RAPTAIN (TOUCH & GO) "Dutch"

DREAMS SO REAL (ARISTA) "Rough"

CAMOUFLAGE (ATLANTIC-12) "Great"

THEY MIGHT BE GIANTS (BAR NONE/RESTLESS-12) "Ana"

STEVE EARLE (UNI/MCA-12) "Copperhead"

OFFRA HAZA (SIRE-12) "I'm Not'

Dropped: #32 P. Smith, #35 Reckless S., #36 James, #47 Crowded H., Circus O.P., Escape C., Was (Not Was). Voice/Beehive.

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Editor: Peter Standish

Reports accepted Mondays at 9 AM through 5 PM Tuesdays
Station Reporting Phone (415) 495-1990
Gavin Fax (415) 495-2580

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the GAVIN REPORT/October 7, 1988

www.americanradiohistory.com
The unstable top ten continues to see major shifts as another artist, Siouxsie & the Banshees, occupies the #1 position with Let's Active knocking on the door, only 1% behind. Jane's Addiction continues to gain, but keep your eyes on The Feelies and the Cocteau Twins. These two are obvious #1 candidates. Billy Bragg's success is snowballing for Glen Boothe-WXYC, Mark Miller-KABL, Bob Weyersberg-WUNH, Josh Henig-WPRB, Tim Zeigler-KUSE, Pete Jones-KLOS, and Jason Cohen-WNUR. People are struck by the sparseness of the sound and the message is going over well), Sean Maxson-WXCI ("Love songs that aren't mushy"), Charlie Turner-WXKQ ("Good calls") and Larry Lumb-WUOC: Jon Astley is HOT ("Selling great, #2 phones," Kim Saade-WRAS) and Tom Waits is rising just as dramatically. Waits is attracting big attention from Doug Kelly-KFJC and Jason Cohen-WNUR. Steve Earle is Most Added and should make a long overdue major dent in the chart. Early response is reported from Jean Atwood-WDST ("Lots of phones"), Bill Evans-KTAO ("Best record of the week") and Lin "I can't believe Rotisserie Baseball season is over" Bremer-WXRT. A few records bubbling just below Chartbound include hardrockers Living Colour and Metallica. Living Colour was first released seven months ago, but the record has more lives than Morris the Cat. Currently on tour with the Godfathers, Living Colour increased their chart points by 40% this week with Doris Duwe-WTSR claiming that the new EP is doing better than the earlier LP. New adds include WXRT, WXJC, KUCI and MTV has just added the video of "Cult of Personality." Metallica is causing heavy headbanging for Seana Baruth-WUSC ("Hottest record in town") and James Lien-WTUL ("People shouldn't be afraid to play it."). Finally, Rich Robinson-WHTG has been raving about the import Midge Ure single "Answers To Nothing" for weeks reporting that it's generating "tons of calls and it's going to be huge."

NEW RELEASES

Curtains - THE BALANCING ACT (IRS)
There were many great events that occurred at last February's Gavin Seminar and probably the hippest was the set of acoustic magic performed by the Balancing Act in a small meeting room of the Westin St. Francis Hotel. It was one of those God-sent reminders of why we're in this crazy business - it's the MUSIC that matters. On Curtains, they take the intimacy from their previous EP and that fabled set in the hotel, to produce a thicker and larger sound with producer Andy Gill (of Gang of Four fame). The acoustic guitars, percussion and gentle vocal harmonies are still there, but they shed some of their organic skin to reveal a bigger, high-tech drum sound. Favorites include "Sleep On The Trusty Floor," "Can You Get To That," "She Doesn't Work Here," "Dangerous Roof," the harder-edged "Generator" and the jazzy "Fishing In Your Eye." One of the most important and innovative new bands around today,

Voices & Images - CAMOUFLAGE (Atlantic)
Camouflage paints Euro-dance with a fine stroke. They show us their artistic diversity on songs ranging from the pop songs "The Great Commandment," "That Smiling Face" and "Strangers Thoughts" to the more eclectic "They Catch Secrets," "Pompeji" (which almost sounds like it's underwater) and the dark horse cut "Winner Takes Nothing."
INSIDE ALBUM by Kent Zimmerman

WELCOME TO THE MACHINE.
Seeking asylum from Top Forty, K-STAR joins the Album Radio ranks. Beaming from Grand Junction, Colorado, once again that Rocky Mountain air instills good music radio. Charlie Michael is PD while Darren Taylor holds down the MD spot. Address is Box 1120, Grand Junction, CO, 81502. Phone them at 303-242-5787.

AROUND THE HORN AND PLAYOFF FIX. Dave Logan at KFOG picks Johnny Winter's "Rain" and "Lightning," a complimentary pair of titles. Logan is also watching Jon Astley very closely in addition to Al Stewart's title track, "Last Days Of The Century." Logan's pick for the series is the hometown A's over the New Yawk Mets...Susan Brosner at KROQ is a New Mets fan...Scott Sounrada, PD at KATS/FM, says Dodgers all the way. MD Ron O'Brien is pulling for the Cincinnati Bangles...Kevin Vegas Vargas at KKLZ picked all the division winners. He picks the Dodgers & A's...Rick Alan at KKEG says A's and Mets with the A's teaching Gary Carter a lesson in shampoo. Incidentally, KKEG-Fayetteville has a new MD. She's Debbie Gilbert and her music hours are Mondays 4PM-5PM and Tuesdays 9AM til 11AM. Vance Lewis at KKOW, a Royals fan picks the A's and the Mets as Oakland prevails...Patty Martin at KSJO favors the nearby A's. She's also being invaded by "Boys," with Jet Boy and the Bullet Boys both in medium rotation...Lots of response still to Melissa Etheridge, who was captured live on the airwaves at KBCO. The show was sold out while KBCO has geared up with more Etheridge by adding "Like The Way I Do." KBCO's Ginger Havlat wants anybody but the Mets, so she's picking LA and

Oakland...Carter reports the WBCN adds this week, which include Eddie Money, Steve Earle, Bangles and the Feelies. Carter would like to see a Bosox/Mets reunion...Al Scott at KZEL has no World Series opinion. Like me, he was rooting for the Soviet Soccer team...Speaking of Olympics, we still received Bunbury/Olympics adds AFTER the games concluded. Could Arista's Sean Coakley, Jay Zeke and Michelle Block sell Popsicles in the Artic Circle as well? Stay well. Yer pal, KZ.

OUT-OF-THE-BOX CLUB PART 4 "COPPERHEAD ROAD" STEVE EARLE (UNI/MCA)

Out Steve regarding his upcoming album, Copperhead Road, "I don't think this record is gonna come as a shock to anybody who bought Guitar Town or Exit 0. The new record is just a logical progression from the first two. The biggest difference is that in a lot of places where I stopped myself before—...or where the producer stopped me—I didn't stop this time..."

Side one is rowdy rock while side two reflects Steve Earle the songwriter. Steve's early supporters include WXRT, WBCN, WNEW/FM, WKXIE, WDHA, KSPN, WOXY, WDNS/FM, KBCO, KKLE, KOTR, KACV, KJKI, KYOS, WDST, WHTG, WMDK, KQWB/FM, WNCX, KTAO, WHFS, KABL and CKIK/FM.

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'Magic Bullets'
From the LP
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CONT. FROM PAGE 31

used to write for Buck Owens. I wanted to come up with something that you might hear Buck Owens sing on his early records. So we wrote this one song together and it was a hit. We've been asked to write some more songs but I'm scared. I love Harlan Howard and wrote one song with him that turned out to be a hit. Maybe we ought to leave it at that. (laughs)

LS: Is Harlan one of your major influences?
RC: Although I didn't know it until later, Harlan was one of my influences. When I was a kid, I learned to sing songs that Harlan wrote like "Pick Me Up On Your Way Down," "Above and Beyond," and "Streets of Baltimore." I thought they were the Bobby Bare or Buck Owens songs. To me, Roger Miller, Hank Williams, Sr. and Harlan Howard personify Country songwriting.

LS: Who were your performing influences?
RC: I was thinking about that the other day. I think I'm a cross between Buck Owens and John Hiatt. They both had a lot of influence on me.

LS: Are there any artists you'd like to produce?
RC: I don't know if I'd be qualified to produce the people I truly admire. I like Bob Dylan, Tom Waits, Bono and U2 and INXS. Whether or not I would be qualified to produce a record for any of those people I couldn't answer, but it would be fun to try. Actually, I'm more interested in writing, recording and playing. I'd rather play in concert with Bob Dylan than produce him.

LS: Which of those three things producing, songwriting or performing do you enjoy more?
RC: To me songwriting and performing are one and the same. With the exception of two or three songs, I haven't written for other people. I don't think the process has gone full circle until I play my songs for people and see their response.

LS: How long were you in Emmylou's Hot Band?
RC: Two and a half years.

LS: Who was in the band then?
RC: Glen Hardin, Emmyl Gordin, John Weir, Hank DeVito, Albert Lee and James Burton. Those were great days. We played a lot of music.

LS: I know you and Vince Gill are good friends. How did you meet?
RC: Vince was 18 and just in from Oklahoma City when I met him at the Troubadour in Los Angeles. He was playing with Byron Berline and I saw him sing "Til I Gain Control Again." I talked to him after the show, and eventually we became friends. I wanted to get him in my band, but he was still in Pure Prairie League. Finally he left them and I got him to join my band.

LS: But he wasn't a Cherry Bomb for very long.
RC: No, but he was a big explosion while he was.

LS: Explain the transition from the Hot Band to the Cherry Bombs.
RC: I was living in L.A. and working with Emmy. Whenever we were off the road, The Hot Band would come up and down the coast as The Cherry Bombs, and I would front the band. After a while, I started making records and one thing led to another. The Cherry Bombs never got off the ground.

LS: Why does everyone know about them?
RC: It was a great band and we played a lot of good music. The Cherry Bombs were on all of Rosanne's early records. Since I couldn't really make a go of it on the road, we recorded together. We did Rosanne's records, my records and some Albert Lee records. We came from Emmylou's nest.

LS: Tell me about your current back-up band, The Dixie Pearls. Where did you get the name?
RC: It just evolved. We'd sometimes call ourselves The Tequila Mockingbirds, and when we were playing in New Orleans we'd call ourselves The Dixie Pearls. I'd do this little patter on stage about them being rare and cultured—it was just fun. You've got to have a name for your band, and The Dixie Pearls was the one that stuck.

LS: Who's in the band?
RC: Stewart Smith plays guitar. He's an inspired, brilliant guitarist and I enjoy working with him. We collaborate a lot. Hank DeVito plays steel guitar. He's an artist in every sense of the word. He's fun to have around because he sees the world through a renaissance man's eyes. Vince Santoro is the drummer and Jim Hanson is the bass player. Vince, Stewart and Jim are all from Washington, D.C.

LS: On your last album, "Street Language," you seemed to be trying to appeal to a larger audience.
RC: I was.

LS: So crossing over was important then. Is it less important now?
RC: Not as important as being myself. My guideline now is just to be me and everything will take care of itself. I'm not comfortable when I start putting on airs. That sounds simple, but it's not an easy place to get to.

RC: It took me ten years. I may not stay at this point, but I'm here today and I thank God for that.

LS: Has Diamonds And Dirt worked so well because you changed your approach? You sound so relaxed on this album.
RC: I think it sounds relaxed because there was really no pressure. That record made itself.

LS: Was it one of the easiest albums you've ever made?
RC: I think it was THE easiest album I've ever made.

LS: Do you have a favorite song on Diamonds And Dirt?
RC: On a personal level, I like "The Last Waltz." It's about acceptance and I have a hard time with that. I wrote that song with Will Jennings. We've written about six songs together and it probably only took about two hours to write those six songs.

LS: This LP takes you from the "man behind the scenes" status and puts you center stage. How does that feel?
RC: This is where I belong. I love playing music live in a room, I like to see bodies crowded together. I'm insecure enough to need to have people staring up at me and making me the center of attention. Plus, it's an outlet for songs and it gives me a reason to write more songs, because the better it is, the better it gets. I'm enjoying music more than ever.

LS: And now Tony Brown's co-producing with you. It all comes back around. Since he's working at MCA was it hard getting him to produce your album for Columbia?
RC: No. We just said, "Let's make a record. If anyone tries to stop us, we will melt them with laughter and love." Tony has such a great sense of humor. He keeps me in a great mood, I love working with him.

LS: Do you resent it when people ask you to categorize yourself as either rock or Country?
RC: Well, if someone has just heard me play some music and asks me that, I resent it because they obviously don't think for themselves. It's like—well, you just heard it, what do you think? But, if it's somebody who doesn't know my background, I don't mind. The truth is that I'm both. I'm from the South, and the earliest musical memories I have are of Country music. But I was also inspired by John Lennon, Chuck Berry and Bob Dylan. Those people are imprinted on my soul. Ultimately, I think I'm Country, and I don't think that's a limitation. In a lot of ways Country has more room to grow than rock does.

LS: Where do you see your music heading? Do you think you've found your groove, or do you want to keep experimenting?
RC: I don't want to get into a rut. That's not to say that I won't—sometimes the blinding goes. But I hope that my imagination will be fueled by this success, and that I'll be even more creative and find broader ways to express myself and reach more people. I want to write, perform, record and grow to be a better human. If all of those things fall into place, everything should work out.

LS: What made you and Rosanne decide to do a duet?
RC: To a certain degree Rosanne and I are demanding and self-centered. We spent several years learning how to be married people and we learned that to love each other isn't enough—that married life is hard work. We worked through that, and have finally earned ourselves a little vacation. We felt confident enough to put out a record as a pair.

LS: Since that duet was such a success, are you going to keep that a one-time shot too?
RC: (laughs) That might not be such a bad idea.
PERSONAL PICKS

SINGLES by Dave Sholin

THE TRAVELING WILBURYS - Handle With Care (Warner Bros.)

If it was able to pick a fantasy musical dream team, I couldn’t do much better than this quintet. Combining the egotisticalness of George Harrison, Jeff Lynne, Tom Petty, Bob Dylan and Roy Orbison is almost too much to handle. Adult Top 40 at its best.

BARBRA STREISAND AND DON JOHNSON - Till I Loved You (Columbia)

Talk about top of mind awareness! No wonder key programmers couldn’t wait to get this one on the air. After several spins, GUY Zapoleon confirms “good response” at KZZF Phoenix. Barbra and Don’s highly publicized romance makes this single a natural for promotion as the millions who’ve read about this twosome can now hear them sing together. She’s magnificent, as always, and his vocal contribution won’t go unnoticed. Check out the laughter at the tail end of the fade.

GUNS N’ ROSES

GUNS ’N ROSES - Welcome To The Jungle (Geffen)

Never released to the public as a single, a promotional copy was sent only to radio earlier this year. Back in April, Lester St. James at KJRC Sioux Falls said it had been his number one request item two weeks running, and John Raymond at KIXY San Angelo reported it topping requests two to one over anything else.

Now, following up their first number one record, this anthem is set to turn us all into rock ‘n’ roll animals.

JOAN JETT & THE BLACKHEARTS - Little Liar (Blackheart/CBS)

Joan shows off her softer side on a song she penned with Desmond Child. Quality musicianship and the “Baby Tush” mix highlight the song’s chorus as it builds into a spectacular crescendo.

ALBUMS by Ron Fell

KEITH RICHARDS - Talk Is Cheap (Virgin)

I don’t think this one gets underway until midway through the first side when I COULD HAVE STOOD UP would have been a pre-Stone-age boogie doowop, and is followed by a Willie Mitchell / Memphis Horns blues piece, MAKE NO MISTAKE. Side one closes up tighter than a drum with YOU DON’T MOVE ME, a veiled reference to his non-identical Glimmer twin Mick Jagger. Dirty laundry never rocked so tough. Side two’s beast of burden are top-heavy with riffs as only Keith can create. HOW I WISH and WHIP IT UP are tongue-and-groove cage rattlers and they bookend a soul-ed out duet with Sarah Dash on the track ROCKAWHILE. Keith at his best is aggressive, mean and honed to the bone. He wrote the book, or at least several chapters on the subject of the guitar as THE instrument of rock and roll. He plays with the verve of a hunchback in the belry - obsessed with the task of tolling for all to hear. His shortcomings as a singer are incidental to his mass appeal as a composer / guitarist.

EDDIE MONEY - Nothing To Lose (Columbia)

Side one of this, his seventh LP, is a bounty of rock/pop singles. The leading single, WALK ON WATER, is already making waves in Top 40 with 237 stations on board in just three weeks. It also appears likely that it will be hard to hold back tracks like MAGIC and THE LOVE IN YOUR EYES from single status in the months to come. Eddie’s a relentless rocker who knows the value of durable singles (low burnout - high energy) with equal quotients of passion and pleasance. It’s worth noting that Eddie has re-united with his original guitarist, Jimmy Lyon for selected tracks.

NEXT WEEK

RANDY NEWMAN

the GAVIN REPORT

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In the past few years I've been searching for the perfect combination of elements that I think are necessary for a good record. You need the right people, the right songs, the right idea and the right situation to put them all together. After all those things were in front of me, I was able to combine them and create a piece of work which I think is some of my richest and most energetic.

OASIS
(H8916)

Roberta Flack defined an era in popular music with hits like "The First Time Ever I Saw Your Face," "Killing Me Softly With His Song" and "The Closer I Get To You." OASIS, her eagerly-awaited new album, continues the tradition with the single "OASIS" and the songs "SHOCK TO MY SYSTEM" and "UH-UH OOH-OOH LOOK OUT (HERE IT COMES)."

Produced by Marcus Miller; Michael Omartian; Andy Goldmark; Jerry Hey; Barry Miles
Executive Producers: Quincy Jones and Roberta Flack
Management: Magic Lady, Inc.

The new single from the album "Small World."