

the GAVIN REPORT

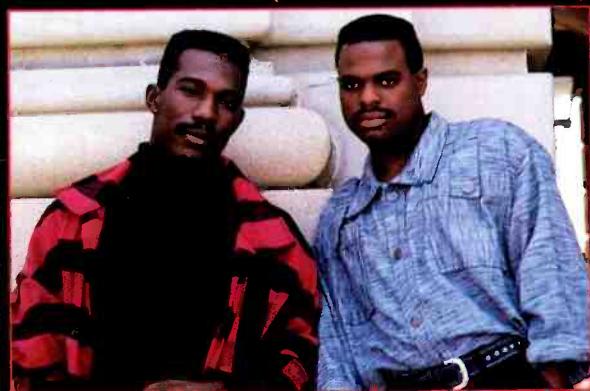
ISSUE 1743, FEBRUARY 10, 1989

JUDSON SPENCE

IT'S A PHYSICAL THING
A Candid Conversation
With A Dynamic New Talent



FOSTER & McELROY



2 NOUVEAU PRODUCERS
ARE TUFF-E-NUFF

R. E. M.

STAND

GAVIN TOP 40: DEBUT-36* 179/35
R&R CHR: DEBUT-38*

ADDS INCLUDE:

KEGL #19	KKBQ	WDFX #21	KAY-107	WKTI	WLOL
WRCK	KWNZ	K98	I-95	99WAYS	KCAQ
KSAQ	KTUX	KZIO	WCIL	WZOK	KKRD
KLUC	KQIZ	MANY MORE!			

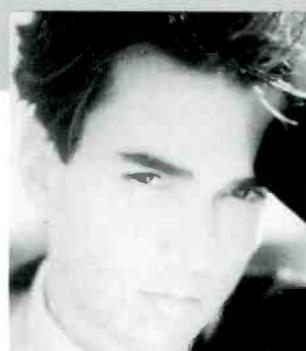
MOVES: B104 29-23 WXKS 34-29 WZOU 25-19 WAVA 25-21 WMMS 17-14
KKFR 5-4 OK100 9-7 PWR99 28-21 WGH 29-24 WNVZ 16-14 B96 24-20
Q107 30-27 WHSL 21-14 WSPT 13-10 KXYQ 26-22 KCPX 34-28 WLRS 24-16
WBBQ 31-23 K104 30-24 WLRW 32-22

DEBUTS: WEGX PRO/FM KRBE KSND KDWZ 98PX
WSSX KZ106 WINK WABB K92 KQKQ KZ93
KLQ KAKS AND MANY MORE!



Tommy Page

"A Shoulder To Cry On"



GAVIN TOP 40: UP & COMING 53% HIT FACTOR

KCPX 13-7!	PWR99 16-10!	KMOK 5-5!	KISN 3-3!
Y95 23-15!	KDON 8-8!	WCIL D-26!	KZFN D-21!

ADDED AT: WZOU KROY WCGQ Y97
ALSO ON: WBBQ WZYP KYRK KWNZ WHSL
WJAD Q104 KIXY KWTX KKXL KTMT

INSTANT PHONES! INSTANT SALES! THIS RECORD IS A HIT!



VAN HALEN

" F E E L S S O G O O D "

GAVIN TOP 40: DEBUT-38* 203/32 • R&R CHR: 129/19

ADDS: CKOI KRBE KUBE WERZ 100KHI WRCK
PRO/FM Q102 K104 WNNK WNYZ KZ106 Q98
103CIR WKPE KQIZ KYYY WLRW Y97
EARLY MOVES: KEGL 10-7 FM104 21-18 WZOK 31-25 WLRS 8-7 WROQ 34-28
KZZU30-24 WMMS 15-12 WCGQ 36-30 KFRX 26-22 KXYQ 14-11 WPXR 24-21
KPAT 30-21 95XXX 34-26 KAKS 38-31 WHSL 28-24
DEBUTS: WZOU FM100 WMEE OK100 KZFN Y94 KROY
KTUX KQKQ WTHT KTRS KCMQ KPLZ KRNQ KSND
WJAD WSPT Q104 WBCY KZIO KQM Q SLY96 KKXL

AND MORE!



GAVIN AT A GLANCE

TOP 40

MOST ADDED

ROXETTE
The Look (EMI)
POISON
Your Mama Don't Dance
(Enigma/Capitol)
WAS (NOT WAS)
Walk The Dinosaur (Chrysalis)

RECORD TO WATCH

NEW EDITION
Can You Stand The Rain (MCA)

Hot

BANGLES
Eternal Flame (Columbia)



URBAN

MOST ADDED

EL DEBARGE
Real Love (Motown)
ALYSON WILLIAMS
Sleep Talk (Def Jam/Columbia)
JOHNNY KEMP
Birthday Suit (Columbia)

RECORD TO WATCH

LOOSE ENDS
Life (MCA)

Hot

EL DEBARGE
Real Love (Motown)



A/C

MOST ADDED

BETTE MIDLER
Wind Beneath My Wings (Atlantic)
BANGLES
Eternal Flame (Columbia)
SIMPLY RED
It's Only Love (Elektra)

RECORD TO WATCH

SCRITTI POLITI
Oh Patti (Warner Bros.)

Hot

KENNY G (Vocal by SMOKEY ROBINSON)
We've Saved The Best For Last (Arista)



COUNTRY

MOST ADDED

K.T. OSLIN
Hey Bobby (RCA)
THE JUDDS
Young Love (RCA/Curb)
RESTLESS HEART
Big Dreams In A Small Town (RCA)

RECORD TO WATCH

STATLER BROTHERS
Moon Pretty Moon (Mercury)

Hot

HANK WILLIAMS, JR. / HANK WILLIAMS, SR.
There's A Tear In My Beer (Warner Bros./Curb)



JAZZ

MOST ADDED

DAVID MANN
Insight (Antilles New Directions/Island)
TURTLE ISLAND STRING QUARTET
Metropolis (Windham Hill Jazz)
KEIKO MATSUI
Under Northern Lights (MCA)

RECORD TO WATCH

MARCUS ROBERTS
The Truth Is Spoken Here (Novus/RCA)

Hot

MARTIN TAYLOR
Sarabanda (GAIA)



ADULT ALTERNATIVE

MOST ADDED

KEIKO MATSUI
Under Northern Lights (MCA)
WINDOWS
The French Laundry (Cypress/A&M)
DAVID MANN
Insight (Antilles New Directions/Island)

RECORD TO WATCH

DAVID MANN
Insight (Antilles New Directions/Island)

Hot

MARTIN TAYLOR
Sarabanda (GAIA)



ALBUM

MOST ADDED

XTC
"The Mayor Of Simpleton" (Geffen)
FIRE TOWN
"The Good Life" (Atlantic)
LITTLE AMERICA
"Where Were You" (Geffen)

RECORD TO WATCH

FIRE TOWN
The Good Life (Atlantic)

Hot

DYLAN & THE DEAD
(Columbia)



ALTERNATIVE

MOST ADDED

XTC
"The Mayor Of Simpleton" (Geffen)
FIRE TOWN
"The Good Life" (Atlantic)
FIREHOSE
"Time With You" (SST)

RECORD TO WATCH

PIERCE TURNER
The Sky And The Ground (Beggars Banquet/RCA)

Hot

LOVE & ROCKETS
Motorcycle (Beggars Banquet)



**CELEBRATE
BLACK HISTORY
MONTH**

NEWS

**JHAN HIBER
JOINS THE GAVIN**

JHAN HIBER JOINS THE GAVIN TEAM



We're pleased to announce that Jhan Hiber, VP/Research for Malrite Communications Group has agreed to an exclusive, long term agreement with the Gavin Report to be Contributing Editor. Jhan's first column will debut in next week's issue (February 17).

Hiber wrote the popular Ratings & Research column in Radio & Records for more than eight years and is widely known as an authority on market research and audience measurement.

His twenty years of experience includes stints in radio news, sales and management, as well as two years as Manager of Radio Market Reports for Arbitron and eight years as President of Jhan Hiber & Associates, an international research and marketing consultancy.

Commenting on his new arrangement with the Gavin Report, Hiber said, "Let me say that I am very excited to join an organization and a readership quality of that represented by the Gavin Report. It's my challenge, and one that I accept, to make ratings and research more valuable than it ever has been--these two parts of our business are becoming more and more important and I look forward to writing, in English, about them so that the everyone can benefit. I look forward to getting to know Gavin's readers, hearing from them and talking to them about their questions, problems and challenges. Thanks for the chance to serve."

Gavin Publisher Ron Fell is equally pleased with the Hiber announcement stating: "Jhan Hiber's credibility as an intelligent, thoughtful writer coupled with his unique ability to paint with numbers means that the Gavin Report's readers will now have access to the only writer in our business who can reduce data to common sense. Hiber is a how-to kind of guy. His successes as a consultant in the numbers wars over the past two critical decades should make his biweekly column in the Gavin Report an instant success."

Hiber will conduct a session for the Gavin Report at this coming

KKBQ'S RICHARDS JOINS COLEMAN RESEARCH

KKBQ-Houston PD Bill Richards is exiting his position to become Vice President of Coleman Research. He will work with Coleman clients developing programming and marketing strategies.

A firm believer in strategies and research, Richards has worked with Nationwide Communications, which is a Coleman client, and he will continue to work with KKBQ since the station maintains ties with the company. KKBQ VP/GM Al Brady Law praised his departing PD and said, "While we'll be losing Bill to Coleman Research, we'll be gaining because of our strong relationship with them."

Richards joined KKBQ in 1988, and enjoyed ratings success there. He has also programmed at WNCI-Columbus, KLUC-Las Vegas and KREO-Santa Rosa. "I've worked with Coleman

week's Gavin Seminar (Friday afternoon at 1PM). The session, Focus Groups--Through The Looking Glass, will be an actual video taped look at how focus groups work, and will outline the elements of successful focus group research. "I am looking forward to meeting you in San Francisco at the Gavin Seminar," Hiber said. "Let's get acquainted or renew friendships."

We welcome Jhan to the ever-growing Gavin family.

Research both in Houston and in Las Vegas," he said, "...I'm excited about being able to contribute to their future growth."

BRYAN WPLJ PD

We reported it last week and now it's official--Gary Bryan is leaving KUBE-Portland to pick up the reins as PD at WPLJ-NY.

Bryan's departure is bittersweet, but he couldn't pass up a chance to bite the apple. "It's tough leaving KUBE," he said, "Michael O'Shea is one of the finest operators in the business. There's only one reason to go into a market like that--and that's to be number 1!"

Before spending 2-1/2 years at KUBE, Bryan was PD across town at KISW and prior to that he put KNBQ-Tacoma on the air. He'll be at WPLJ on March 1.

GM O'Shea indicated that he hasn't yet found a replacement. Asst. PD Tom Hutlyer will be interim PD.

SEMINAR UPDATE

All rooms at the Westin St. Francis, Hotel Diva, Raphael, and Villa Florence have been filled. As we go to press, the Handlery Hotel is closing in on the "no more rooms" status. If you're stuck for accommodations, try San Francisco Reservations at 1-800-333-8996.

TABLE OF CONTENTS

FORMATS

- 6 TOP 40
- 18 URBAN CONTEMPORARY
- 27 A/C
- 30 COUNTRY
- 34 JAZZ
- 35 ADULT ALTERNATIVE
- 38 ALBUM
- 40 ALTERNATIVE

COVER STORY

- 24 **JUDSON SPENCE**
It's A Physical Thing



FEATURES

- 14 **BIOFEEDBACK** by Ron Fell
- 14 **MOONLIGHTING** by Moon Mullins
- 15 **HOLLYWOOD** by Tony Richland
- 15 **P.D. NOTEBOOK** by Eric Norberg
- 16 **HEAR & THERE** by Sheila Rene
- 17 **URBAN PROFILE**
- 42 **CLASSIFIEDS** by Natalie Cusenza

ROY ORBISON



"You Got It"

GAVIN TOP 40: 36*-27* • R&R CHR: DEB-39*
 R&R AOR LP: 1*-1* • R&R TRACK: 4*-1*
 BB LP DEBUT-55* • R&R A/C: 15*-8*
 WZOU 29-26 WXKS 31-27
 WBLI ADD WZPL ADD
 WNNK 31-20 WSPK 35-27
 WLRS 22-12 Z104 31-27
 WKPE 16-11 KZOZ 39-30

OVER 800,000 SOLD!
 PRO/FM 33-28
 WAEB 39-30
 WROQ 27-13
 KSND 29-24
 WCIL 26-19
 PWR99 26-19
 KPLZ DEB-39
 WBBQ 34-29
 KCAQ 37-27
 KMOK 23-16

INNER CITY

"Good Life"



#1 BB DANCE DANCE RECORD EXPLODES!!!
 FM102 KMEL Q106
 PWR106 HOT97.7 WHYT
 WXKS
 KWOD
 KIIS
 HOT97
 WPGC
 KDON

WHEN IN ROME

"Heaven Knows"



YOU'RE MISSING A HIT!
 B-97
 WSPK
 WPFM
 KZZB

ALSO ON:
 KKGV
 WZYP
 KWNZ

KITY
 OK100
 WHSL
 KYRK

FM102
 KKGK
 KTUX
 KATD

KWOD
 WHOT
 KBFM
 KDON

COLIN JAMES

"5 Long Years"

CANADA'S HOTTEST
 GUITARIST!

ALREADY ADDED AT:
 WLRS AND WPFM

JULIA FORDHAM

"Happy Ever After"

• WIN A TRIP TO HAWAII •
 JUST COME SEE JULIA LIVE
 AT THE GAVIN CONVENTION
 FRIDAY, FEB. 17 @ 9:45 PM





Al Tavera has been promoted to Assistant Program Director at Power 106 in Los Angeles. Tavera began at the station in 1982, has seen it through three sets of call letters (KWST, KMGG), and has moved up from intern to Music Director to Assistant Program Director. He is a Gavin Seminar nominee for Top 40 Major Market Music Director.

STAIRS STEPS FORWARD

As reported in last week's Gavin Report, Bill Stairs resigned his position as Program Director of Emmis-owned X-100 in San Francisco. Stairs called Top 40 Editor Dave Sholin this week to comment on the situation. "I'm trying to come up with ways of phrasing those familiar 'philosophical differences,'" Bill explained candidly, "but the bottom line is, 'I thought I could do the job and they didn't.'"

A replacement for Stairs has not yet been named.

CARTER TAPPED AS KMGX PD

After three years as Music Director and Assistant Program Director, Kevin Carter has been promoted to Program Director at KMGX-Fresno.

Carter started his career in Massachusetts where he was a "go-fer" at WACQ and WTTK-Boston, and overnight personality at WLLH-Lowell. He worked his way West, stopping at KYNO/FM-Fresno and KSAQ-San Antonio before returning to Fresno and KMGX.

Kevin says that there are no changes in store at KMGX. "This is my first official Program Director's job," he said happily, "I'm anxious to get going and see what lies ahead. We've got a great staff here, and things are running smoothly."

Carter is a Gavin Seminar nominee for Top 40 Medium Market Music Director.

ST. JOHN WAVA'S GOODBYE TO THE EAST

Mark St. John, high-powered PD at WAVA-Washington, D.C., is heading toward the West and the 90's to join Bob Hamilton at The New Radio Star, based in the San Francisco Bay Area.

"Mark is the perfect person to help us," said Hamilton. He's very knowledgeable about computers—we're both computer Freaks!" "It's an excellent opportunity," said St. John. "It's the wave of the 90's. It's not like leaving radio, it's being part of a different aspect of it. I like to be on the cutting edge."

Hamilton's New Radio Star is a three year old computer data base that contains mountains of information. It provides research, ratings and a morning show service. New Radio Star has conference capabilities and is on duty 24 hours a day. "It's like an on-going Gavin Seminar," said Hamilton.

ISLAND POP PROMOTION RESTRUCTURES, EXPANDS

Island Records Pop Promotion Department is expanding and restructuring. Bob Catania, VP/Promotion, has announced the following hirings and promotions:

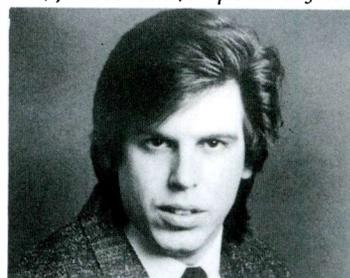
*Steve Leavitt will be Director, West Coast Promotion. He comes to Island from RCA where he was West Coast Regional Manager. Leavitt was with RCA for ten years.

*Dave Darus is now Director, East Coast Promotion. Darus was with Rhino for four years, most recently as National Promotion Director.

*John Souchak has been promoted to Manager, East Coast Promotion from his position as Manager of Alternative Promotion. He has been with Island for four years.

*Stephanie Seymour has been upped to Manager, College Promotion. She began working at Island a year ago.

from left clockwise: Steve Leavitt, Dave Darus, John Souchak, Stephanie Seymour



CALDWELL NAMED SR. VP AT E/P/A

Hank Caldwell, well known Black Music Marketing veteran, has been appointed Senior Vice President, Black Music at Epic/Portrait/CBS Associated Labels.

Caldwell's 25 years in the industry have seen him as a Vice President at Warner Communications, WEA and Atlantic Records, and he comes to E/P/A from Solar Records where he was Executive Vice President. He will oversee all phases of marketing for E/P/A Black music product.

In welcoming Caldwell to the company E/P/A Senior Vice President Dave Glew said, "Hank's well-known industry accomplishments speak for themselves...I'm delighted that he has agreed to join us here at E/P/A."

In the past Caldwell has worked with The Whispers, Babyface, Midnight Star and Lakeside.

URBAN PROMOTIONS AT EMI

Saying that "These promotions are representative of EMI's continued emphasis on the importance of the Urban Music Division and its members to this company," Vannell Johnson, Vice President, Urban Promotion has announced the following appointments: Twenty year music industry veteran Reggie Barnes

has been promoted to National Director, Urban Promotion. He was previously Regional Director, Mid-Atlantic region for the label; Mike Austin moves up to Southwest Regional Promotion Manager. He was Regional Director there; James Boyce assumes the position of Regional Manager, Urban Promotion, EMI, Midwest region. Boyce's most recent position was Local Promotion Manager, Urban Music in Detroit; finally, Glynice Coleman and Virgil Thompson are Regional Managers, Mid-Atlantic and West Coast regions respectively. Coleman was EMI's Northeast Promotion Manager and Thompson was Promotion Manager, Memphis.

RADI-O-RAMA

GUNG HAY FAT CHOY!
Gavin's Top 40 Editorial Assistant Annette M. Lai brought us almond cookies and good wishes for Lunar Year 4687, the Year of the Serpent. Annette wishes you all the best...
WATCH OUT DON PARDO!
Mark Driscoll, PD at The New Q102-Philadelphia and co-host of the Gavin Seminar Session Radio Production: Phase Two is the "voice" for the new CBS game show "Now You See It." It begins airing sometime in April...John Hampton from KSTN-Stockton called to say that Michael Jackson came to visit Children at the Cleveland School—scene of the tragic shooting a few weeks ago—and visited the two children who are still in the hospital. "It did wonders," reports John...So who won the KRQ/FM-Tucson's "Phrase That Pays" Contest??? Who answered the phone with exactly the right line? Well, the person will remain nameless, but she works across town at KWFM, and was on the job when the

RADI-O-RAMA *cont.*

happy event took place. She won \$500 plus \$50 for her favorite charity, The Casa De Los Ninos in Tucson. Congratulations! 100KHI-Ocean City, MD welcomes "Slick" Chris Verdi, their new overnight personality...Alternative KYOS-Merced, CA changed format to All News on Monday, February 6. Pete Jones is remaining as PD...LIVE 105-SF's **Breakfast With Bennett**, broadcasting live from the Gavin Seminar on Friday 2/17 beginning at 6AM, is attracting some interesting personages including Will Durst, Violent Femmes, local maestro Dick Bright and Robin Williams!...**PROMOTIONS AT KIIK-Davenport, IA:** David Sands is the new PD--he was Production Manager and Julie Bothwell is the new MD. She was the Operations Assistant...The ABC FM Radio Network and the ABC Contemporary Radio Network are celebrating Black History Month by offering their affiliates a twenty-part series entitled Portraits in Pride. Luminaries who are profiled and interviewed include Wally "Famous" Amos, Jesse Jackson, Natalie Cole and Oprah Winfrey...Nice guy Mike Monday, last seen at KNBA-Vallejo, is available. Call 707-552-7601...The new morning team at WFOX-Atlanta is Randy Cook and Spiff Carner...At KNEW-Oakland/SF Bill Collins has moved to afternoon drive and Sam Van Zandt has slid into middays. Van Zandt's Production Director job is up for grabs, so if you're interested write the station or look Jon Wailin up at

The Gavin Family extends our condolences to the family and friends of long time Chicago Indie Paul Gallis. Paul's wife Jean passed away on Friday, February 3.



FRIENDLY RIVALRY: Just before the Super Bowl Game, Gavin Editorial Assistant and proud member of the Cincinnati Jungle, David Beran came to work dressed in his team's colors. His underwear may have outdone Diane's hat and Beverly's slippers, but hey!!--we won the game!! Shown l-r: Gavin Editorial Director Beverly Mire, Beran, Gavin Circulation Manager and A/C Associate Editor Diane Rufer.

McKIE PD

Dave McKie has been named Program Director at K100-Marysville/ Chico/Yuba City, CA. He had been doing research at KMGX-Fresno, and before that was National PD at Century 21. His programming experience includes stints as PD at KZZU/AM and KREM/AM plus he helped Bill Stairs build KZZU/FM-Spokane.

the Gavin Seminar...Marcus Bell, formerly of KLUM-Jefferson City, MO is now at CBLS-Minneapolis. He's holding down the 6-10PM slot...KZZU-Spokane celebrates promotions from within: Ken Hopkins is the new PD--he was MD; Chuck Matheson is the new MD--he has been and remains their overnight personality Mike Ellis adds Marketing to his Promotion Director title...Across town at Spirit 99 Marty McCormick left to become Production Director at KRQR-SF.... Gavin's woman-about-town Annette M. Lai attended the Northern California Broadcaster's Association's first power breakfast of '89 and was impressed with guest speaker Bob Barnett. Bob was last at KYUU (now X-100 SF) as GSM. Bob spoke about AIDS in the workplace and how the media can help eliminate what he calls this "epidemic of fear".....Jon Holiday, former PD at G98-Portland, ME is available. Call him at 207-892-3116. He's has experience in Top 40, A/C and Country...KISS 94 FM-Bangor, ME has a new Promotion Director in Paul Bunyan.

**NICE GUYS FINISH FIRST
KVRE RIDES AGAIN**

What do you do when your station changes ownership and the new principles change the staff, change the call letters, change the changes?

When Bill Bowker exited KVRE in Santa Rosa he promised he'd be back and he's made his word good. KVRE has since changed its call letters to KXFX (The Fox) and Bowker and his new station, the former KPLS-AM, have snagged the KVRE calls and four of the original personalities. "I'm excited about the prospect of continuing to program music to Sonoma County," said Bowker. "It's great to be able to obtain the KVRE call letters and keep the tradition of our ur.ique radio alive in the North Bay." Added Music Director Scott Murray, "I guess the AM stands for Alternative Music."

Bowker and Murray will be taking music calls Monday-Friday from 11AM until 2PM. Call and congratulate them!

ROTATIONS

SEE YOU AT THE GAVIN SEMINAR: Chameleon Music Group Bands appearing Saturday night after the banquet: Wild Cards, The New Marines, Ecoteur. Emcee is James Lee Stanley and surprise guests are promised...Rough Trade has announced an exclusive productions and distribution agreement with Twin Tone Records. Call 212-777-0100 for info...Former Chrysalis Sr. Director of Marketing, Chris Tobey, is moving to Rhino Records as VP of Marketing...Tom Sgro is the new West Coast Regional Promotion Manager for PolyGram and Brian Bacchus has been named Manager, National Jazz Promotion for the label.

BIRTHDAYS

Our Best Wishes and **HAPPY BIRTHDAY** To:

Compiled by Diane Rufer

Bonnie Knox, KEZR-San Jose, CA 2/12
Moe Bandy, Nina Simone 2/12
Tennessee Ernie Ford 2/13
Razzy Bailey 2/14
Don Anti 2/15
Roger Heaton, WIBW/FM-Topeka, KS 2/15
A, WFME-Baton Rouge, LA 2/15
J.K. Dearing, WNDU-So. Bend, IN 2/15
Lee Curtis, KYLT-Missoula, MT 2/15
Ray MacKenzie, CFAC-Calgary 2/15
Tony Stewart, KDVV/FM-Topeka, KS 2/15
Melissa Manchester, Ry Cooder 2/15
Jo Walker-Meador, CMA 2/16
C.C. Scott, WGOK-Mobile, AL 2/16
Sonny Bono, Andy Taylor (Duran Duran) 2/16
Iris Dillon, Virgin Records 2/17
Carl Sawyer, KASY-Auburn, WA 2/17
Steve Jackson, KUUB-Bozeman, MT 2/17
Russ Ragan, WMBC/FM-Columbus, MS 2/17
Steve Kelly, WJER-Dover, OH 2/18
Juice Newton, Yoko Ono 2/18
Our Belated Birthday Wishes To:
Randy Roberts, WLAS-Jacksonville, NC 2/5

BIRTHS

Our **CONGRATULATIONS** to KELLY THOMPSON, Music Director at KMDL- Kaplan, LA, and his wife, LINDA, on the birth of their daughter, REBECCA ASHLEY. Born February 2nd, weighing 7 lbs, 15 oz.

...**CONGRATULATIONS** to CHARLIE MINOR, Senior Vice President of Promotion-A&M Records, and his wife, DANICA, on the birth of their daughter, AUSTIN CHARLOTTE. Born January 28th, weighing 5 lbs, 10 oz.

...**CONGRATULATIONS** to MARK REID, Music Director of WRNS/FM-Coastal, NC, and his wife, KIM, on the birth of their daughter, SARAH NICOLE. Born January 18th, weighing 8 lbs.

TOP 40

MOST ADDED

ROXETTE (146)
(EMI)

POISON (78)
(Enigma/Capitol)

WAS (NOT WAS) (51)
(Chrysalis)

CHEAP TRICK (49)
(Epic)

MELISSA ETHERIDGE (48)
(Island)

CERTIFIED

BANGLES
Eternal Flame
(Columbia)

R.E.M.
Stand
(Warner Bros.)

TOP TIP

KARYN WHITE
Superwoman
(Warner Bros.)

Super material for a super voice and two super producers--Grammy nominees, L.A. Reid and Babyface.

RECORD TO WATCH



NEW EDITION
Can You Stand The Rain
(MCA)

Stormin' up charts in many regions of the country. Impressive new airplay and a Hit Factor of 30%.

2W LW TW

2	1	1	PAULA ABDUL - Straight Up (Virgin)
21	8	2	DEBBIE GIBSON - Lost In Your Eyes (Atlantic)
9	4	3	RICK ASTLEY - She Wants To Dance With Me (RCA)
4	3	4	Bon Jovi - Born To Be My Baby (Mercury/PolyGram)
7	6	5	Information Society - Walking Away (Tommy Boy/Reprise)
1	2	6	Sheriff - When I'm With You (Capitol)
11	7	7	Tone Loc - Wild Thing (Delicious Vinyl/Island)
22	14	8	MIKE + THE MECHANICS - The Living Years (Atlantic)
12	10	9	EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)
14	11	10	NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)
17	12	11	SHEENA EASTON - The Lover In Me (MCA)
20	15	12	ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)
10	9	13	U2 - Angel Of Harlem (Island)
15	13	14	Erasure - A Little Respect (Sire/Reprise)
24	18	15	ROD STEWART - My Heart Can't Tell You No (Warner Bros.)
27	22	16	GUNS N' ROSES - Paradise City (Geffen)
28	24	17	BOBBY BROWN - Roni (MCA)
3	5	18	White Lion - When The Children Cry (Atlantic)
29	25	19	BREATHE - Don't Tell Me Lies (A&M)
26	23	20	THE BOYS - Dial My Heart (Motown)
32	29	21	CHICAGO - You're Not Alone (Full Moon/Reprise)
31	28	22	EDDIE MONEY - The Love In Your Eyes (Columbia)
37	31	23	ANITA BAKER - Just Because (Elektra)
13	16	24	Tiffany - All This Time (MCA)
8	17	25	Karyn White - The Way You Love Me (Warner Bros.)
--	--	26	BANGLES - Eternal Flame (Columbia)
40	36	27	ROY ORBISON - You Got It (Virgin)
34	33	28	KON KAN - I Beg Your Pardon (Atlantic)
38	35	29	MILLI VANILLI - Girl You Know It's True (Arista)
25	26	30	DuranDuran - All She Wants Is (Capitol)
19	20	31	Samantha Fox - I Wanna Have Some Fun (Jive/RCA)
33	32	32	Huey Lewis & The News - Give Me The Keys...(Chrysalis)
--	40	33	VIXEN - Cryin' (EMI)
--	38	34	VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
--	39	35	MARTIKA - More Than You Know (Columbia)
--	--	36	R.E.M. - Stand (Warner Bros.)
--	--	37	WAS (NOT WAS) - Walk The Dinosaur (Chrysalis)
--	--	38	VAN HALEN - Feels So Good (Warner Bros.)
6	19	39	Def Leppard - Armageddon It (Mercury/PolyGram)
--	--	40	CINDERELLA - The Last Mile (Mercury/PolyGram)

Editor: Dave Sholin

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
ROXETTE - The Look (EMI)	230	146	49	35	
DINO - 24/7 (4th & Broadway/Island)	154	21	89	44	
LUTHER VANDROSS - She Won't Talk To Me (Epic)	146	31	80	35	
FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)	145	42	69	34	

MELISSA ETHERIDGE

"Similar Features"

DAVE SHOLIN PERSONAL PICK

February 3, 1989

MELISSA ETHERIDGE

"Similar Features"

Count on hearing and seeing a lot of this talented newcomer who's already won herself a Grammy nomination. This is anything but standard Top 40 fare bolstered by a storyline lots of folks should find relatable. Melissa is a powerful writer and performer whose star has just begun to shine.

**GAVIN TOP 40 DEBUT
IN UP & COMING 48/48
ONE OF THE MOST
ADDED THIS WEEK!
GAVIN ALBUM 45***

**See Melissa LIVE at SLIM's
Nightclub and at and during
the Gavin Convention Feb.17
Very limited ticket availability.
Contact your Island rep. for tickets.
N.Y. 212 995-7800 L.A. 213 276-4500**

UP & COMING

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

Reports	Adds	On	Chart	
133	13	82	38	BOY MEETS GIRL - Bring Down The Moon (RCA)
123	28	80	15	KENNY G (vocal by SMOKEY ROBINSON) - We've Saved The Best For Last (Arista)
109	15	75	19	GIANT STEPS - Into You (A&M)
107	2	72	33	SURVIVOR - Across The Miles (Scotti Bros./CBS)
107	78	26	3	POISON - Your Mama Don't Dance (Enigma/Capitol)
106	5	63	38	KENNY LOGGINS - Tell Her (Columbia)
102	49	50	3	CHEAP TRICK - Never Had A Lot To Lose (Epic)
93	22	53	18	THE TRAVELING WILBURYS - End Of The Line (Wilbury/ Warner Bros.)
87	29	43	15	38 SPECIAL - Second Chance (A&M)
85	45	12	28	KARYN WHITE - Superwoman (Warner Bros.)
85	12	60	13	CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)
80	6	68	6	MICKY THOMAS - Sing (Columbia)
77	6	59	12	WHEN IN ROME - Heaven Knows (Virgin)
74	13	58	3	ROMEO'S DAUGHTER - I Cry Myself To Sleep At Night (Jive/RCA)
73	11	28	34	ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)
72	8	39	25	WILL TO POWER - Fading Away (Epic)
71	20	30	21	SWEET SENSATION - Sincerely Yours (Atco)
62	7	15	40	TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)
61	20	24	17	SA-FIRE - Thinking Of You (Cutting Mercury/PolyGram)
56	14	38	4	IVAN NEVILLE - Falling Out Of Love (Polydor/PolyGram)
53	15	30	8	LOVE and MONEY - Halleluah Man (Mercury/ PolyGram)
51	7	23	21	CAMOUFLAGE - The Great Commandment (Atlantic)
51	6	44	1	JUDSON SPENCE - Love Dies In Slow Motion (Atlantic)
48	48	--	--	* MELISSA ETHERIDGE - Similar Features (Island)
47	1	38	8	TRACIE SPENCER - Imagine (Capitol)
42	--	27	15	MARC ALMOND - Tears Run Rings (Capitol)
42	10	11	21	NEW EDITION - Can You Stand The Rain (MCA)
43	43	--	--	* JOHNNY KEMP - Birthday Suit (Columbia)
40	17	23	--	PETER NOONE - I'm Into Something Good (Cypress/A&M)
40	35	5	--	* ANIMOTION - Room To Move (Polydor/PolyGram)
39	30	5	4	* THE FIXX - Driven Out (RCA)
39	14	23	2	MIDGE URE - Dear God (Chrysalis)
38	16	20	2	CARLY SIMON - Let The River Run (Arista)
35	35	--	--	* SIMPLY RED - It's Only Love (Elektra)
34	30	3	1	* WINGER - Seventeen (Atlantic)
32	8	23	1	JULIAN COPE - Five O'Clock World (Island)
31	16	13	2	COLIN JAMES - Five Long Years (Virgin)
27	3	22	2	DOKKEN - Walk Away (Elektra)
26	1	24	1	JEFF CAMERON - Just For Tonight (Curb/MCA)
25	10	7	8	* STEVIE B - I Wanna Be The One (LMR)
24	8	13	3	2 LIVE CREW - Yakety Yak (WTG/CBS)
24	21	3	--	* ROBERT PALMER - She Makes My Day (EMI)
23	--	19	4	JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)
22	8	9	5	* GINA GO-GO - I Can't Face The Fact (Capitol)
20	8	11	1	* KIARA (duet with SHANICE WILSON) - This Time (Arista)
20	2	19	--	AVERAGE WHITE BAND - Spirit Of Love (Track)

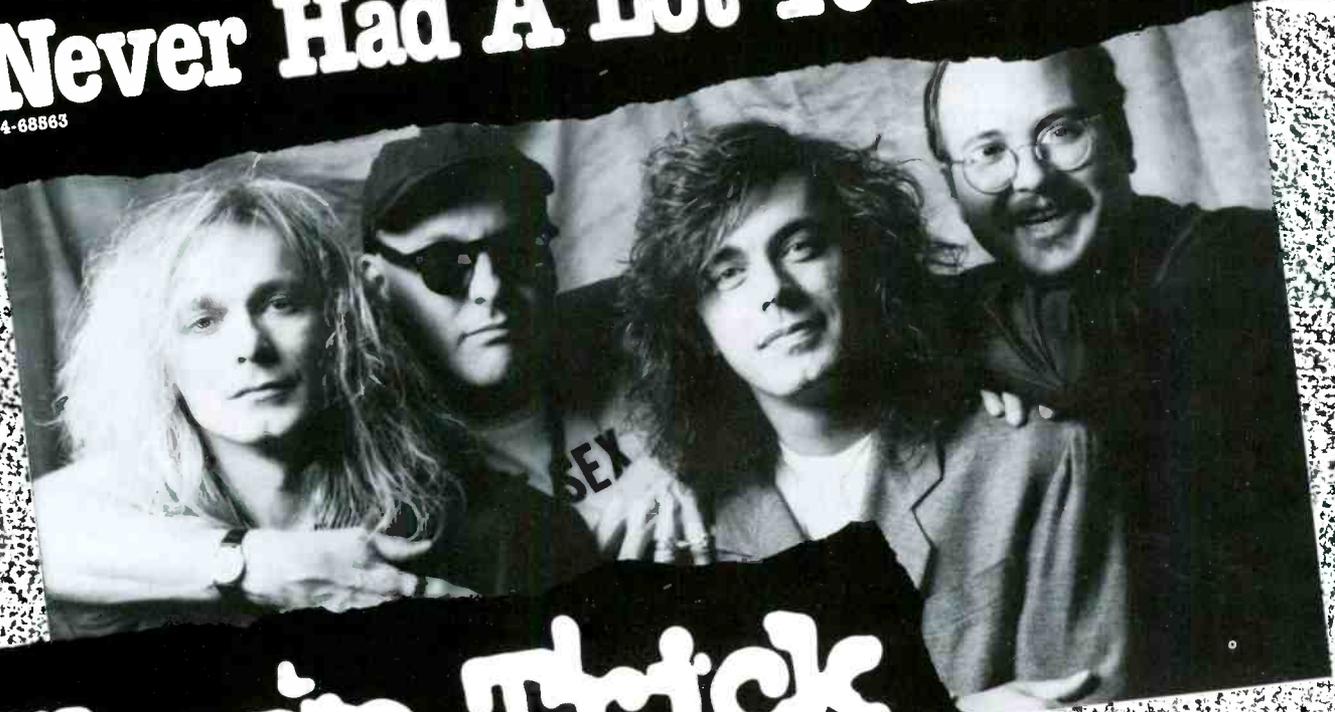
* Debuts in Up & Coming

DROPPED: #21-Escape Club, #27-Steve Winwood, #30-Kylie Minogue, #34-Taylor Dayne, #35-Phil Collins, Tommy Conwell & The Young Rumlbers, House Of Lords, Ratt, Pet Shop Boys

The Single That Radio's Been Asking For...

"Never Had A Lot To Lose"

34-68863



Cheap Trick

From the Platinum Plus LP, "Lap Of Luxury"

0F40922

Do You Dream In Living Colour?

GAVIN TOP 40: UP & COMING 102/49
4TH MOST ADDED

<u>ADDS:</u>	Q96	Z104	KCPX	Y94	WGOT
WXKS	WINK	WZYP	KSAQ	KTUX	95XXX
G98	WFXX	WZKX	Q101	KIXY	KYYY
Y94	KKXL	WPFR	KGOT	KBOZ	KFBQ

MOVES & DEBUTS:

OK95 DEB-39	KIHK 19-17	WTBX DEB-21	KTMT DEB-38
WSPK DEB-40	KXXR DEB-38	99KG DEB-37	KXYQ DEB-29
KFMW DEB-38	WZOK DEB-33	WJMX DEB-37	WHSL DEB-37



When You Play It, Say It!

Produced by Richie Zito Management: Ken Adamany

UP & COMING

Reports accepted Mondays at
8 AM through 9 AM Wednesdays
Station Reporting Phone (415) 495-1990
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LP CUTS

- GUY** - Piece Of My Love
You Can Call Me Crazy/ I Like
Spend The Night/Goodbye Love
- JONATHAN BUTLER** - She's Hot
- AL B. SURE!** - If I'm Not Your Lover
- SHEENA EASTON** - Days Like This
- NEW EDITION** - Crucial
- CHAKA KHAN** - Slow Talkin'
Signed, Sealed, Delivered
- BOBBY BROWN** - Every Little Step
- AWB** - Let's Go All The Way
- BE BE & CE CE WINANS**
with **WHITNEY HOUSTON** -
Hold Up The Light
- CHERRELLE** -
Happy That You're Happy With Me
- Z'LOOKE** - Sneak Preview
- LUTHER VANDROSS** -
Love Won't Let Me Wait
- KARYN WHITE** - Love Say It
Secret Rendezvous

Reports	Adds	ARTIST TITLE LABEL	*First time listed on this page.
32	3	BETTY WRIGHT - From Pain To Joy (Vision)	
32	3	SALT-N-PEPA - Twist And Shout (Next Plateau)	
29	7	TEN CITY - That's The Way Love Is (Atlantic)	
28	4	KIRBY COLEMAN - Hey Ton'i (Next Plateau)	
28	4	L'TRIMM - Cuttie Pie (Atlantic)	
27	10	LATEASHA - Move On You (Rawsome/Slam)	
26	3	WILL CLAYTON - Never Too Late (Polydor/PolyGram)	
25	3	CASH MONEY & MARVELOUS - Find An Ugly Woman (Sleeping Bag)	
24	2	SANDEE - Notice Me (Fever)	
24	4	JEFFREY OSBORNE - All Because Of You (A&M)	
24	12	* LOOSE ENDS - Life (MCA)	
22	4	STOP THE VIOLENCE MOVEMENT - Self-Destruction (Jive/RCA)	
22	14	* LIA - True Obsession (Virgin)	
21	6	* DINO - 24/7 (4th & Broadway/Island)	
18	3	BIG DADDY KANE - I'll Take You There (Cold Chillin'/Warner Bros.)	
18	5	KID'N PLAY - Rollin' With Kid'n Play (Select)	
17	4	THE DELLS - I Thought Of You A Little Too Much (Veteran)	
17	3	EASY E. - We Want Easy (Priority)	
16	1	* WAS (NOT WAS) - Walk The Dinosaur (Chrysalis)	
16	6	* JAMM - You And Me (Epic)	
16	5	* NAJEE - Najee's Nasty Groove (EMI)	

DROPPED: #27-Bobby Brown, #28-Sade, #38-Tony! Toni! Tone'!, Robbie Nevil,
Howard Huntsberry, Mac Band.

INSIDE URBAN



ROCKIN' THE HOUSE

Midnight Star's femme fatale, Belinda Lipscomb rocks out in Japan during a two-week tour, performing 14 shows, all of them sold out! Question is: did she sing in Japanese or prove that music is indeed the universal language?



FIND THE TWINS IN THIS PICTURE

KPWR (Power106)-Los Angeles was the site of a recent promotion for the "Twins" single from the Arnold Schwarzenegger, Danny DeVito film of the same name. Shown (l-r) at the station are KPWR's Paul Sansone, Little Richard, KPWR's Jay Thomas, Philip Bailey, Bailey's manager Susan Munao, and WTC Records promotion man Roger Smith.

The final countdown begins to Gavin Seminar '89, and we still have a little space in registration, but not in the hotel. We do have an 800 number in San Francisco that you may call. They know 95% of the room availability for this weekend. Call

1-800-333-8996 Monday through Saturday,
8:30AM to 6:00PM PST.

We've got a great group attending this year, and I'm sure I'm going to leave someone off the list but here goes: **Frank Barrow (KRIZ)**, **Gerald Tookes (WANM)**, **Darryl Cox (XHRM)**, **L.D. McCollum (XHRM)**, **Tony Wright (WJIZ)**, **Jim Maddox (KACE)**, **Lisa Lipps (KACE)**, **Jimmy Smith (KKDA)**, **Tony Gray (WRKS)**, **Ray Boyd (V103)**, **James Alexander (WJLB)**, **Mike Archie (WHUR)**, **Steve Crumbley (WOWI)**, **Dave Allen (WUSL)**, **Daisy Davis (WVAZ)**, **Terri Avery (KKDA)**, **Duff Lindsey (WJHM)**, **Tony Brown (WBLX)**, **Ron Atkins (WYLD /FM)**, **Sonny Taylor (WGCI)**, **Barbara Prieto (WGCI)**, **Tom Joyner (WGCI/KKDA)**, **Doug Banks (WGCI)**, **Chris Clay (KQXL)**, **Ed Kirby (KDAY)**, **Lisa Canning (KDAY)**, **Victor Savage (WYLD/FM)**, **Roshon Vance (WQIM)**, **Jay Johnson (WTLC)**, **B.K. Kirkland (WBLS)**, **Danny Harris (KDKO)**, **Jeff Harrison (KDIA)**, **Ron Davis (WQIS)**, **Marvin Robinson (KSOL)**. Anyone I may have missed - missed - I'm sorry. Please call me and tell me Monday or Tuesday so I can look for you at the **Westin St. Francis**.

AEGIS RECORDS & EPA

ARE

PROUD TO PRESENT OUR NEWEST STAR

MARCUS LEWIS!



AND HIS HOT
NEW SINGLE
"THE CLUB"

MEET HIM AT
THE GAVIN CONVENTION!

ALSO YOU CAN MEET HIM
AT "THE CLUB" ON HIS
PROMOTIONAL TOUR...

GAVIN URBAN CHART 25*-23*
R&R URBAN 27*-22*
URBAN NETWORK 27*-21* SUPERJAM



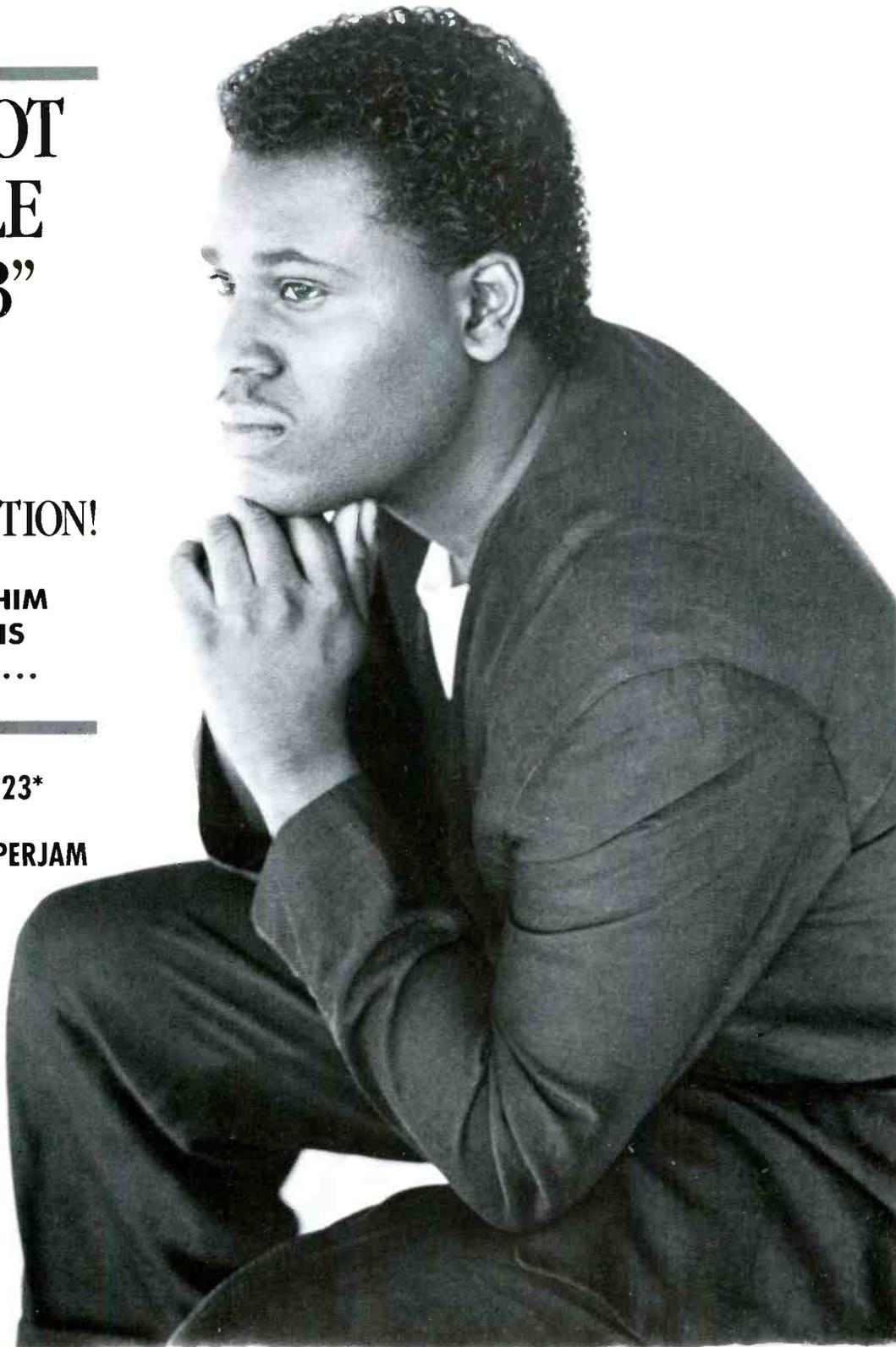
EPA SALUTES BLACK HISTORY MONTH

EPA
EPIC PORTRAIT ASSOCIATED



A E G I S

DO YOU DREAM IN LIVING COLOUR?



HIT FACTOR

Urban Research:
Betty Hollars/John Martinucci

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 **112** Last Week **112**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ANITA BAKER - Just Because (Elektra)	96	--	78	15	3	96%	7
PAULA ABDUL - Straight Up (Virgin)	97	--	75	16	6	93%	7
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	91	2	76	11	2	95%	11
MILLI VANILLI - Girl You Know It's True (Arista)	93	4	53	28	8	87%	6
MIDNIGHT STAR - Snake In The Grass (Solar)	71	--	47	20	4	94%	8
CAMEO - Skin I'm In (Atlanta Artists/PolyGram)	68	--	52	15	1	98%	8
AL JARREAU - So Good (Reprise)	66	--	53	9	4	93%	12
LEVERT - Just Coolin' (Atlantic)	77	3	27	39	8	85%	4
THE BOYS - Lucky Charm (Motown)	76	1	16	46	13	81%	5
GAP BAND - I'm Gonna Git You Sucka (Arista)	68	--	35	29	4	94%	8
FREDDIE JACKSON - You And I Got A Thang (Capitol)	74	--	18	45	11	85%	5
SWEET OBSESSION - Being In Love Ain't Easy (Epic)	63	1	32	25	5	90%	7
SURFACE - Closer Than Friends (Columbia)	71	--	23	39	9	87%	5
JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)	71	--	11	46	14	80%	5
TROOP - Still In Love (Atlantic)	53	--	14	31	8	84%	8
DONNA ALLEN - Joy And Pain (Oceana/Atco)	77	1	7	47	22	70%	5
BAR-KAYS - Struck By You (Mercury/PolyGram)	72	3	13	45	11	80%	5
ROB BASE & D.J. E-Z ROCK - Get On The Dance Floor (Profile)	53	1	25	19	8	83%	9
MARCUS LEWIS - The Club (Aegis/CBS)	55	3	7	35	10	76%	6
JONATHAN BUTLER - More Than Friends (Jive/RCA)	66	2	4	47	13	77%	5
GEORGE BENSON - Twice The Love (Warner Bros.)	50	1	13	28	8	82%	8
SLICK RICK - Teenage Love (Def Jam/Columbia)	55	1	14	25	15	70%	6
TODAY - Girl I've Got My Eyes On You (Motown)	68	7	8	30	23	55%	4
CHERYL "PEPSII" RILEY - Me, Myself & I (Columbia)	63	3	6	31	23	58%	5
ASHFORD & SIMPSON - I'll Be There For You (Capitol)	72	4	2	31	35	45%	3
READY FOR THE WORLD - Gently (MCA)	61	4	10	27	20	60%	5
VESTA WILLIAMS - 4 U (A&M)	67	4	1	29	33	44%	4
EL DEBARGE - Real Love (Motown)	56	20	--	6	30	10%	2
CHERRELLE - Affair (Tabu)	61	6	2	21	32	37%	3
KENNY G (w/SMOKEY ROBINSON) - We've Saved The Best... (Arista)	61	7	7	14	33	34%	3

NEW RELEASES by Betty Hollars and John Martinucci

NAYOBE - It's Too Late (WTG/CBS)

We have found a few dance tracks this week that we feel qualify for mention in new releases, and Nayobe is one of these entries. Heavy beat and strong vocal should have what it takes to generate phone response from your listeners and propel this to the top of the dance charts in no time. Some crossover stations have already jumped on it!

BOY GEORGE -

Don't Take My Mind On A Trip (Virgin)

If Michael Jackson can have plastic surgery to change his face, then why shouldn't Boy George change his sound? At least Boy's change sounds better in this funky, funky dance track. When we first heard the record, we thought it might be a misprint...wrong! Produced by Gene Griffin and arranged by Teddy Riley.

GEORGE DUKE - Guilty (Elektra)

Johnny Gill, Jeffrey Osborne and Howard Hewett lend a vocal hand to the find instrumentation George Duke has been well known for. Sax rocks out, the beat feels right, so here's some grooves to trip on!



ALEXANDER O'NEAL - (What Can I Say) To Make You Love Me (Tabu)

If you like this and you can't put a finger on why, it must be that undeniable O'Neal charm coupled with the fine production talents of Jimmy Jam and Terry Lewis. A new track for Alex which is from his "All Mixed Up" compilation LP, which contains previously released material with new hot mixes! Check it out!

LATEASHA - Move On You (Rawsome/Slam)

A awesome instrumental backing to a strong vocal display of talent from Lateasha, a newcomer on the urban and dance scene. Somebody brought this to our attention, and we've been playing it whenever we needed something uptempo and you should too!



RAIANA PAIGE - Open Up Your Heart! (Sleeping Bag)

Latin hip-hop is becoming very popular with acts like Sweet Sensation, Expose, and the Cover Girls. Now with the debut of Raiana Paige, we're confident this sound is going to be right up there with the best of them in no time.

RAPS TO CHECK OUT:

LIFE-N-DEF - Gangster Boogie (Invasion/Profile)

D u r a n d u r a n

DO
YOU
BELIEVE
IN
SHAME

THE NEW SMASH SINGLE AND VIDEO.

Taken from the album **BIG THING** • Also featured on the Original Motion Picture-Soundtrack **TEQUILA SUNRISE**

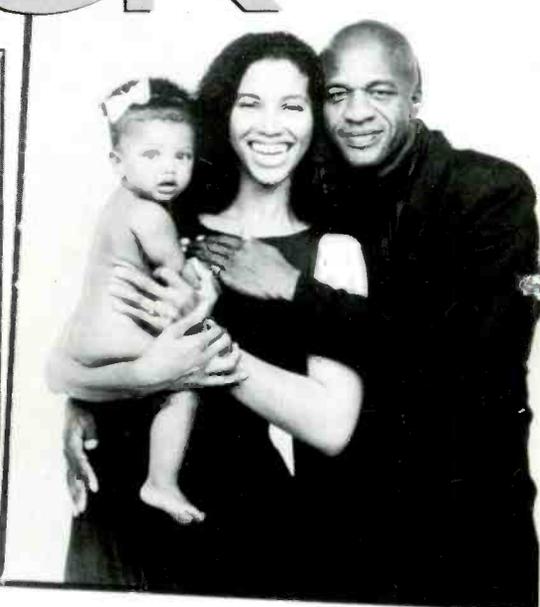
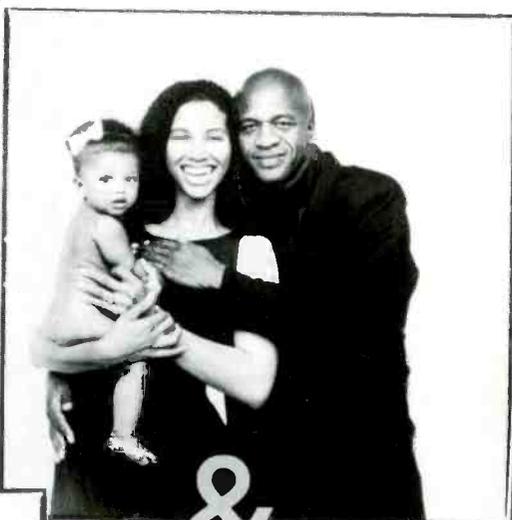
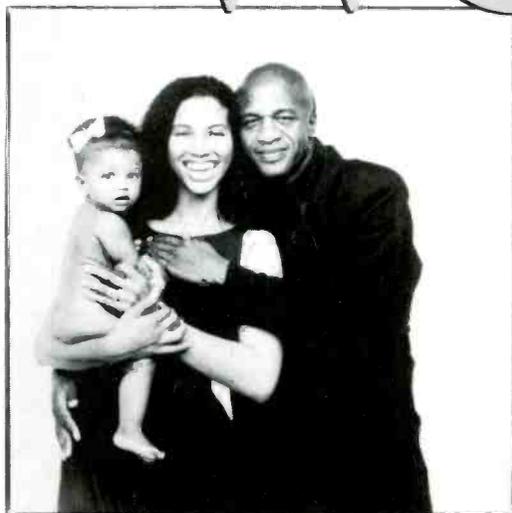
Produced by Duran Duran, Jonathan Elias and Daniel Abraham • Management: Peter Rudge

Capitol.

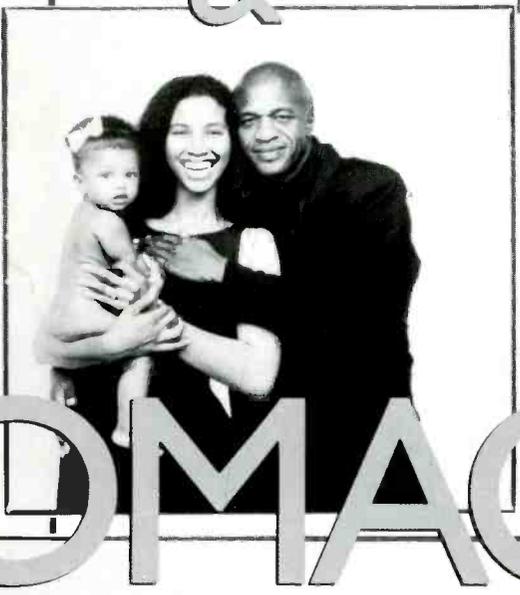
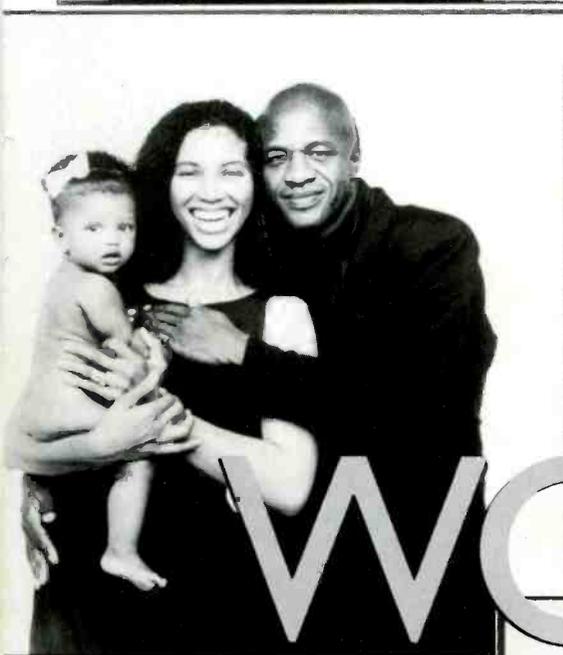
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WOMACK



&



THE INTERNATIONAL SMASH READY TO EXPLODE HERE!
GAVIN TOP 40 DEBUT IN UP & COMING 26 REPORTS

WOMACK



“Teardrops”

DAVE SHOLIN PERSONAL PICK

WOMACK & WOMACK - Teardrops

Sam Cooke's daughter Linda met Bobby Womack's brother Cecil when they were just kids. Today Cecil and Linda are husband and wife with a long string of credits that hopefully, will include this song in the near future. Calls have been going through the roof at KISS108 Boston where it's been most requested for the past two weeks. Also on at PRO/FM Providence. Call me if you can sit still through it or better yet, check your pulse.



GAVIN PROFILE



CONT. FROM PAGE 17

they will be on a ballad. The album will introduce new artists and established artists, but the music is all street level.

JM: Why did you get into the music business?

DF: When I was little I always listened to music. By the time I got to the eighth grade I knew I wanted to be a producer. I read books on music, listened to a lot of records. I tried to figure out exactly what a producer is supposed to know.

JM: So you wanted to be a producer rather than a musician?

DF: Right—producer and songwriter. I kept hearing songs in my head and I had a funny ways of putting things together. In my Jazz classes we used to put compositions together and mine would be all weird. My music would be like Contemporary meets Jazz. A lot of people do it but I had an abstract view.

JM: When did you meet up with Tommy?

DF: During Summer of '84 when he was at Laney College Summer School. I was going to USC and we met through a mutual friend. We had the same ideas, but we were leery about working with other people. On the day we met Tommy invited me to a recording session—a 4-track demo. I came by and we started working together on the demo. We started at six o'clock that evening and worked until six o'clock the next morning. That's how serious we both were, even with a demo.

JM: Who's influenced your career?

DF: Quincy Jones, George Clinton, Jimmy Jam and Terry Lewis—those are the main people. I used to be a groupie—I liked anything that was happening that was different. I used to like Kraftwerk—well I still love Kraftwerk, David Bowie—the music I listen to varies and so do the influences.

JM: How did you hook-up with Jay King?

DF: Through Felton Piliate of Con Fun Shun. One day Jay came by Felton's Studio to dub off a demo. We started to talk and about a month later he called me up to ask if Tommy and I would like to work as producers for him because he was trying to start his own record label.

JM: How did you get involved with Timex Social Club?

DF: Marcus Thompson's brother knew Jay (King) and he kept telling Jay that we had to listen to his brother's songs. We listened to a tape and "Rumors" stuck out. It was just a voice and a drum machine—it sounded real cheap, but the lyrics were so funny. I thought to myself "This is a great song." So we went into the studio and produced it. We really believed in the song. We cut a deal with Macola and it got distribution and we had all these records. Then the REAL world came in—there was more to it than just a good record.

JM: What happened?

DF: Nobody would play it. Either they didn't know the group or it was totally different from anything on radio at that time. We thought we could just walk into radio stations and say, "Here, play my record." But it's not like that. We finally had to break down and find people who believed in the record to put money behind it to get some independent promotion. The record caught on in the south but it still wasn't enough. After a lot of pushing, the record became big in Texas. Then California stations got on it. After that everybody else came to the party. It became big in Hip-Hop. When it happened, it happened too fast. We didn't know how to handle it.

JM: What happened? What was the problem?

DF: The problem was between Jay, Marcus and Michael. I guess Jay made some commitment to them that he couldn't keep so they split. Tommy and I tried to talk to them but since we were associated with the other party it was like, "We ain't talkin' to you either!"

JM: How did you come up with the name 2 Tuff-E-Nuff?

DF: It was the name of a record "Are You Tuff Enough?" by The Fabulous Thunderbirds. I liked the way it was spelled and we were "Too Tough," so we came up with 2 Tuff-E-Nuff Productions.

JM: Did you deliver Club Nouveau to Warner Bros. or did they come up with the group?

DF: After the TSC split we decided we needed to get another group together. I said I didn't want anyone walking away from it again and I knew we wouldn't walk away from us. The deal was good but bad at the same time because we became performers so when we wanted to produce other acts we couldn't because we had all these commitments.

JM: You and Tommy produced Club Nouveau's first album but not their second. Was there some sort of power struggle?

DF: Actually it was an identity struggle. We did the first album and no one knew Tommy or myself. And I thought, "Good thing our names were on the album."

JM: What is 2 Tuff-E-Nuff's role?

DF: Breaking new artists. I think that when

labels have new artists they come to us. Some people believe we're good A & R people, so we have adapted that role. We don't mind that—to do major artists doesn't hurt, it's good for your roster, but it's really not our priority. During the last three years, we've broken all these new groups—Timex, then Club Nouveau, and now Tony! Toni! Tone! We want to be innovative producers, the kind that will be set apart in ten years.

JM: How Did Tony! Toni! Tone! come about?

DF: A few companies passed on them because they didn't hear the music, but companies don't always look at the whole package. Maybe you don't like the songs but you've still got a group that play the hell out of their instruments, look good and sing. We got involved and Ed Eckstine at Wing felt that maybe this combination could work.

JM: What makes a good producer?

DF: Creativity and an ear for a lot of audiences. Record companies look to the producer to give them a record that sells. If you don't know what's hot or what's not, you might make a record that sounds like 1972. I admire L.A. and Babyface, Jimmy and Terry, Teddy Riley.

JM: What do you think of rap music?

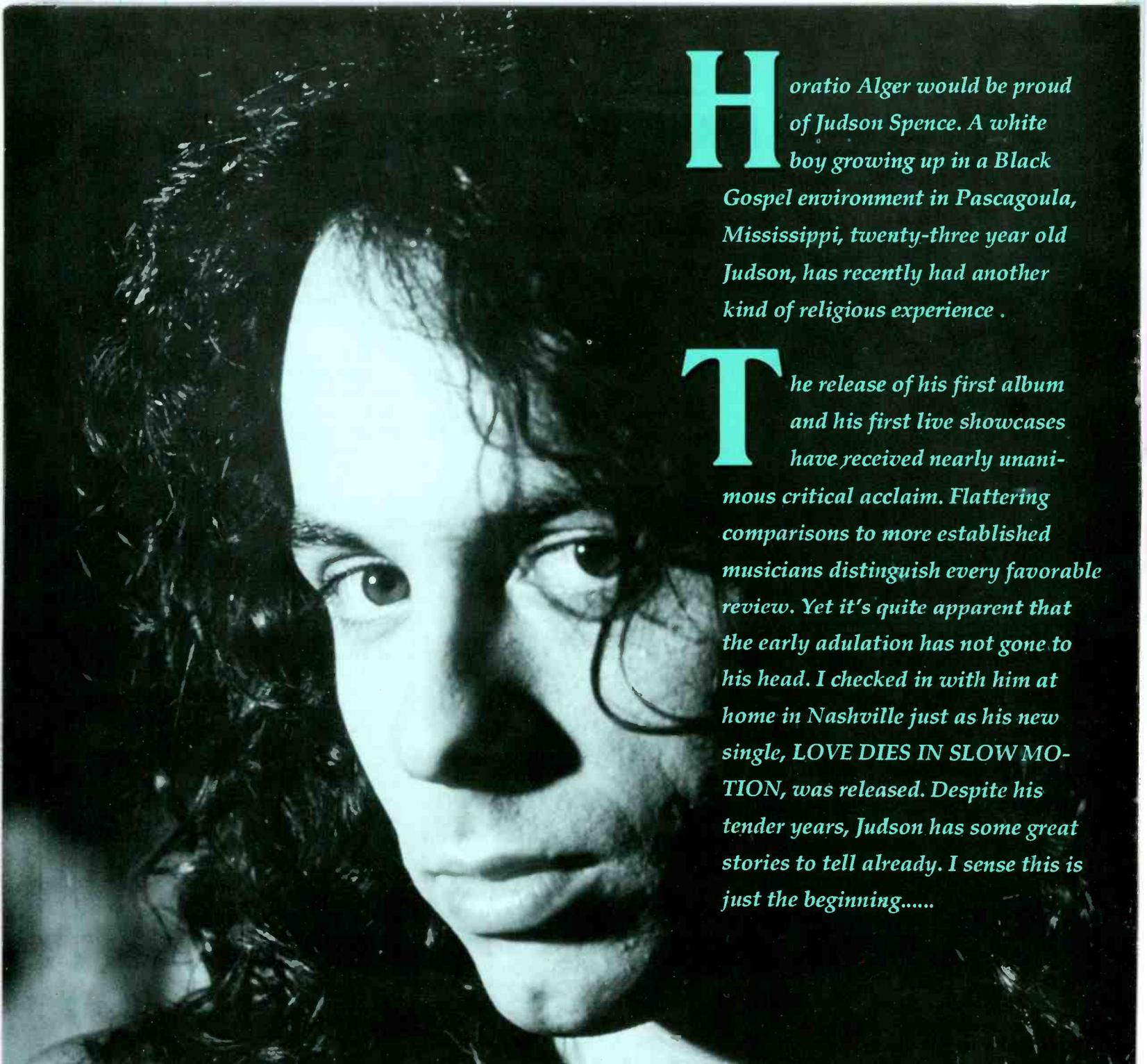
DF: I love rap music. I think it will last because it changes with the times and it's always been here—it's just reached a higher plateau. Isaac Hayes, and others talked on the records while the music was groovin'. We have a little girl rapper, Debbie T, who will be out this year. I'm waiting to see someone do a guy and a girl rap group. Rap is still in the experimental stages.

JM: You and Tommy recently produced "Little Drummer Boy" for Alexander O'Neal's Christmas Album. How did you manage that?

DF: One day Tommy received a message on his answering machine from Terry Lewis in regards to a Christmas album he was doing, and he wanted to know if we were interested in producing "Little Drummer Boy." Tommy called and asked me if I just called him and pretended to be Terry Lewis. I said no. Tommy believed that someone was messing with us. So we just let it go at that. Later that day we got a call from Toni (2 Tuff's CEO) saying that Terry Lewis wanted us to produce a track on Alex O'Neal's Christmas Album. We couldn't pass up an opportunity like that.

JM: What's in the future?

DF: We want to get into soundtracks and to keep pushing artists. We want at least a few of our artists to become megastars. When you do that you feel like you have accomplished something. We want to develop the artists so they can work with other producers. You know there's only one Quincy and I hope we last like he has. If we don't, hopefully our music will and maybe ten years from now people will talk about how unique our music was. ●



Horatio Alger would be proud of Judson Spence. A white boy growing up in a Black Gospel environment in Pascagoula, Mississippi, twenty-three year old Judson, has recently had another kind of religious experience .

The release of his first album and his first live showcases have received nearly unanimous critical acclaim. Flattering comparisons to more established musicians distinguish every favorable review. Yet it's quite apparent that the early adulation has not gone to his head. I checked in with him at home in Nashville just as his new single, *LOVE DIES IN SLOW MOTION*, was released. Despite his tender years, Judson has some great stories to tell already. I sense this is just the beginning.....

RON FELL: Critics have a habit of comparing new artists to established artists. There's a tremendous temptation to compare you with people like Terence Trent D'Arby, Robbie Nevil, George Michael, Prince—how do you react to those comparisons?

JUDSON SPENCE: First off, in my opinion the people that you have just mentioned have taken a lot of things from even greater artists, such as Jackie Wilson and Jimi Hendrix. When you get right down to it, very few things are new. Terence Trent D'Arby takes a lot of things from Jackie Wilson and James Brown combined. Prince might be the exception to that rule in that he does create his own little thing. I definitely admire

his musical abilities. A lot of people talk about my live show and compare it to Prince or whomever. I don't feel bad being compared to the best that's ever walked on stage, but hopefully when I'm 30 people will be saying, "Well this kid kinda looks like Judson." I'm 23 years old and I'm thrilled with this first record. It's nice to be compared to people who have been so successful and who I think are very talented people. But, hopefully, I'll make better records and become a better performer as I go along. As far as my lyrics, I think I'm writing things that are different than any of those people.

RF: You grew up in Pascagoula, Mississippi. Who were your musical influences?

JS: Until I was 11 or 12 years old, I hardly know there was such a thing as rock and roll. I grew up in a very religious atmosphere, in a predominantly Black neighborhood. The music I liked to be around was Black Gospel music. That's all I knew until I was about 12 years old and somebody played me a Marvin Gaye record. It was "Heard It Through The Grapevine" and I thought it was unbelievable. Shortly after that somebody played me Jimi Hendrix's *Axis: Bold As Love* and that totally turned me on too. Really, for a good part of my life I only listened to Black Gospel music. I would walk into church and feel this energy and emotion and passion from these people singing. I never felt that when

I listened to disco, which was what was popular at that time.

RF: You were welcome in the Black churches.

JS: It still is, to this day, a very comfortable atmosphere for me to be in. I was never shown any racism and never showed it to anybody else. It was a very cool scene. What was popular at that time was Disco, and I really hated it. I felt like it was very programmed and predictable. Something about the Black church, or church in general in Mississippi, wasn't predictable. That's the thing I liked in the Marvin Gaye and the Jimi Hendrix record. I started to listen to the Beatles—and this was well after these bands had supposedly happened. I really dug that kind of

JUDSON SPENCE

SIGNED, SEALED AND DELIVERING

By Ron Fell with editorial assistance by Cyndi Hoelzle

stuff.

RF: When did you decide that music would be a career for you?

JS: I was five years old the first time I ever played music live outside of my parents' church. I played at Saenger Theatre, in New Orleans. It was some kind of Gospel convention. I remember the curtain opened up, and I ran off the stage as fast as I could in front of 2500 people. My mom kept pulling me out, trying to make me sing. By that time all the people were laughing. That kind of broke the ice, and when I finished singing I got a standing ovation. I thought to myself, there's just no way I could ever do anything else but this. I remember telling my mother on the way home, "hey you know I'm gonna play music as long as I live," and her looking at me going, "Yeah, yeah, right."

RF: Gladys Knight was three when she appeared on Ted Mack's amateur show. Do you think that at that age you get the adulation just because you're so young?

JS: Exactly. I didn't get a standing ovation because of how well I sang. I got a standing ovation because I was five years old and had the guts to get up there. My mother's the one that stuck me up there. Because at five you don't know—when you're thirteen you don't know. I sang and played music all my life. I remember to this day how good I felt after I sang. I've never worked in McDonald's or bagged groceries. There's nothing wrong with that, I just never did it. I put my first band together when I was 12, and everybody in the band was twice my age. I remember showing the guitar player how to make certain chords because he didn't know how to make them, showing the piano player what chords to play, showing the drummer what rhythm to play. I absolutely loved it. My parents, especially my mother, pushed me a lot and wanted me to do things, but when you're 10 years old if your mother doesn't push you you're not gonna do it. My mother didn't make me take lessons or anything. Her whole approach was, "Judson, if you can whistle it, it's on that piano. If

you can hum it, it's on that guitar. All you have to do is find it."

RF: I read that last year you made a promise to your friends about how you'd have a record deal within a year...

JS: I don't know if I was naive or stupid when I made that statement. In Pascagoula I had the opinion that a record deal wouldn't be that hard to achieve. Call it what you may, I wasn't necessarily being cocky, I guess I was naive. I wanted to move to Nashville to start really looking at a career. I had a few friends who lived in Los Angeles, and a few who lived in Nashville. They all told me that to do what I wanted to do—to make pop music—I would have to go to Los Angeles. You can't do it in Nashville. I said, "Why?" They said, "Well you just can't." One thing led to another and I was set to go to Los Angeles. The night before I left I was playing basketball. I told my friend, "You can mark my word. This is January 13, 1987, and by this time next year I will have a record deal." I went to Los Angeles for about two weeks and I didn't like it.

RF: Was this Tin Pan Alley—going around knocking on doors playing tapes?

JS: Basically I got with a friend of mine and began to write songs. I made an appointment with somebody at Capitol and somebody at MCA. I met with them and said, "Here's some music that I've been writing. Take a listen to it." I only had one tape, so I'd give it to them and they'd listen to it. They'd say, "Can I keep this?" And I'd say, "No, I've got another meeting, I've got to take it with me." They would listen to the tape, and I got some positive response. But then all of the sudden these people started telling me, "You need to cut your hair like this, you need to write about these things, you need a drum machine on this." I thought to myself, "Wait a minute! You have no idea where I came from or anything about the kind of music that I want to make." They wouldn't listen to me. So it wasn't that I didn't like Los Angeles as a city, it was the just that the people I came in contact with were telling me that I had to do

all this exterior stuff to make my music happen.

RF: It sounds like they wanted you to join them, rather than them wanting to join you.

JS: Exactly. So I said, "Great, enjoy yourselves. I'm going to Nashville." Everybody told me I was crazy for going to Nashville to make pop music. I felt differently. I felt that it was the perfect place to be. If I made good pop music, people will sit up and take notice in Nashville. For one thing the music community is smaller, and if you do something and you do it well—especially performing—people there dig it a lot.

RF: So you're in Nashville. What happened?

JS: The day after I got to Nashville, I went out to a club. I very rarely go to clubs—I just don't like them too much. But we went to see this jazz band play, and I met (co-producer) Monroe Jones. We started talking about things. He played me some of his music and I played him some of mine. I don't think either one of us was really digging on each other's music too much (laughs). One thing led to another, and about three nights later we were at his apartment. I don't think either one of us really wanted to be there but we made ourselves get together and within three hours a song called "Dance With Me" was written and finished. To make a long story short, within 24 hours we had written "Dance With Me" and "Forever Me, Forever You." Within about three weeks, most everything on the record was written.

RF: I'm told that just about every label in the business came to see your showcase in Nashville.

JS: Yes, that was a very bizarre thing. What was so crazy was that I was living in a basement, sleeping in a sleeping bag. I was thinking, "Wow, this is incredible. I really am up here and I really am living on a shoestring. I had no money. One night Monroe and I ran out of gas and we had to coast home backwards down a hill. And this was right in the middle of us writing all these songs—we were getting skinny because we couldn't eat. But in the midst of it all, we had time to write and create. I'm

a very young writer, I'm three years old as a writer. I'm thrilled. I think the next record is going to be much better than this one. The next step for me was to put a band together. There was an attorney who got interested in our music and helped me with some money to put a band together. I looked around and found a bunch of young guys and put it together. Three weeks after we did the first show, we had about ten record offers. It was ridiculous. It was funny. It was scary. It was exciting. It was just the most bizarre thing I ever experienced. I'm living in a basement sleeping bag and I got Doug Morris and all these people pulling up in big cars coming to see me play in this little Nashville club, Studio 16.

RF: What was it about Atlantic that made you choose them?

JS: I wanted a good solid record deal. I had some people come in and say, "We'll beat any price anybody gives you," but that wasn't my idea of a good record deal. My idea of a good record deal was for me to be involved in creating the music. I know I'm only 21 years old, but give me a chance to be in charge of my music. It got them to make me an offer, it would have been silly to hand me over to somebody who doesn't even know where I'm coming from. The first night, Atlantic's VP of Black Music, Merlin Bob was there. The very next night, Sylvia Rhone, the Executive VP of Black Music was there. The next show Doug Morris, the President of the label, was there. They just came in and said, "Here we are. He's the president of the label. We love your music, we want you to be part of our label."

RF: Why did you go back to Los Angeles to do the album? Isn't that rather ironic that you returned to the place that made you so uncomfortable?

JS: Yes. It was pretty bizarre and I thought about that a lot. I really wanted to do a lot of the record here, or in Memphis—I went and checked out studios in Memphis. We tried to do some things here in Nashville but at the time there was so much talk going around, we tried to record

ALTERNATIVE

MOST ADDED

1. "THE MAYOR OF SIMPLETON" - XTC (Geffen-12")
2. "THE GOOD LIFE" - FIRE TOWN (Atlantic-12")
3. "TIME WITH YOU" - FIREHOSE (SST-12")
4. "OUR CAR CLUB/BASED ON HAPPY TIMES" - TOMMY KEENE (Geffen-12")
5. AGENT DOUBLE O SOUL - UNTOUCHABLES (Restless)
6. THE SKY AND THE GROUND - PIERCE TURNER (Beggars Banquet/RCA)

TOP TIP

THE PROCLAIMERS
SUNSHINE ON LEITH
(Chrysalis)

The Reid brothers plug in their guitars and Alternative radio plugs into their sophomore LP.

RECORD TO WATCH



PIERCE TURNER
THE SKY AND THE GROUND
(Beggars Banquet/RCA)

After a few listens programmers like Kim Saade-WRAS are convinced that this sleeper album is for real.

IMPORT/INDIE

- FIREHOSE (SST) "TIME"
- UNTOUCHABLES (RESTLESS) "AGENT"
- ED HAYNES (APACHE) "KILL"
- PAILHEAD (WAX TRAX) "LINE"
- HE SAID (ENIGMA/MUTE) "COULD"
- MUDHONEY (SUB POP) "NO"
- BAD BRAINS (SST) "AGAINST"
- ELVIS HITLER (RESTLESS) "COOL"
- BIRDHOUSE (LINK) "DEVIL"
- ROGER MANNING (SST) "14"

Editor: Peter Standish

2W LW TW

1	1	1	LOU REED (SIRE) "DIRTY" "SICK" "WHALE" "TIME" "STRAWMAN" "GOOD" "FAITH"
10	4	2	THE REPLACEMENTS (SIRE/REPRISE) "BE" "TALENT" "EARTH" "ANYWHERE" "ASKING"
2	2	3	Violent Femmes (Slash/Warner Bros.) "Nightmares" "World" "Fool" "Fat"
9	5	4	NEW ORDER (QWEST) "FINE" "ROUND" "LOVE" "RUN" "ALL" "DISCO"
41	14	5	ELVIS COSTELLO (WARNER BROS.) "VERONICA"
7	6	6	MIDGE URE (CHRYSALIS) "DEAR" "BROTHER" "ANSWERS" "HELL"
--	13	7	THROWING MUSES (SIRE) "DIZZY" "ROOF" "FALL" "BE" "DRAGONHEAD"
8	8	8	The Fall (Beggars Banquet/RCA) "New" "Right" "Kurious" "Overture" "Bad"
4	7	9	Cowboy Junkies (RCA) "Jane" "Midnight" "Get" "Blue" "Postcard"
3	3	10	The Waterboys (Ensign/Chrysalis) "Fisherman's" "Lovers" "Party" "Sweet"
15	12	11	WONDERSTUFF (POLYDOR) "GIVE" "MONEY" "WISH" "UNBEARABLE" "13TH" "RUBY"
11	10	12	Dead Milkmen (Enigma/Fever) "Brat" "Stuart" "Mom" "Party" "Punk"
5	9	13	REM (Warner Bros.) "Stand" "Pop" "World" "Everything" "Inside"
--	24	14	THE POGUES (ISLAND-12") "YEAH"
34	21	15	THE REIVERS (DB/CAPITOL) "TIME" "HOME" "LAZY" "SECRETS" "WINTER" "CUT"
18	16	16	FINE YOUNG CANNIBALS (IRS/MCA-12") "CRAZY"
19	19	17	NITZER EBB (Geffen) "CONTROL" "HEARTS"
20	18	18	ENYA (Geffen) "FLOW" "EVENING"
30	26	19	EASTERHOUSE (COLUMBIA) "COME"
6	11	20	The Saints (TVT) "Music" "Ghost" "Sold" "Hollywood" "Fire"
17	17	21	Lilac Time (Mercury) "Velvet" "Return" "Together" "Road"
--	43	22	LOVE & ROCKETS (BEGGARS BANQUET) "MOTORCYCLE" "SPEED" "BIKE"
--	39	23	CICCONE YOUTH (ENIGMA/BLAST FIRST) "ADDICTED" "GROOVE" "McBETH"
12	15	24	The Go-Betweens (Beggars Banquet/Capitol) "Anything" "Streets"
26	25	25	Tanita Tikaram (Reprise) "Tradition" "Twist" "Cathedral"
46	40	26	CHRISTMAS (IRS/MCA) "STUPID" "PUNCH" "CHAIRS"
--	--	27	THE PROCLAIMERS (CHRYSALIS) "500" "MET" "JEAN"
16	20	28	Front 242 (Wax Trax) "Headhunter" "Work" "Circling" "Death"
13	23	29	Julian Cope (Island) "5" "Vegetation" "China" "Anne"
--	--	30	XTC (Geffen-12") "MAYOR"
40	31	31	THE FIXX (RCA) "DRIVEN" "SUBTERRANEAN"
--	33	32	YOUNGBLOOD COMPILATION (ROOART) "TRILOBITES" "HIPSLINGERS" "MARTHA'S"
14	22	33	Sonic Youth (Enigma/Blast First) "Teen" "Silver" "Hey" "Candle"
--	--	34	LYLE LOVETT (CURB/MCA) "HERE"
28	28	35	Laibach (Enigma/Mute-12") "Devil"
--	41	36	BRUCE COCKBURN (GOLD CASTLE) "TREE"
29	29	37	Marc Almond (Some Bizarre/Capitol) "Tears" "Stars" "Bitter"
--	44	38	ROY ORBISON (VIRGIN) "GOT" "MYSTERY" "WINDJAMMER" "COMEDIANS"
31	32	39	Edie Brickell & The New Bohemians (Geffen) "What" "Love" "Beat"
--	--	40	FULL FATHOM FIVE (LINK) "PAINGIVER" "HOUR"
--	--	41	LEGAL REINS (ARISTA) "RAGE" "WAIT"
--	42	42	MY DAD IS DEAD (HOMESTEAD) "DEFENSE" "MORNING"
21	35	43	Ultra Vivid Scene (4 A D/Rough Trade) "Screamed" "Mercy" "Crash"
23	36	44	A House (Sire/Reprise) "Blue" "Kill" "Watch"
--	47	45	GIANT SAND (HOMESTEAD) "TRAIN" "MOUNTAIN" "ROBES"
--	46	46	DEATH OF SAMANTHA (HOMESTEAD) "HARLEQUIN"
22	34	47	U2 (Island) "Angel" "Helter" "Watchtower" "God" "Town"
--	--	48	THE CHILLS (HOMESTEAD) "WAY"
27	27	49	Alien Sex Fiend (Caroline) "Bun" "Nightmare" "Planet" "Outer"
--	--	50	THE BAMBI SLAM (WARNER BROS.) "BOOM" "THINKIN'"

CHARTBOUND

ARMS OF SOMEONE NEW (C'EST LA MORT) "HERE"
PAY IT ALL BACK (NETTWERK) "PERRY"
PIERCE TURNER (BEGGARS BANQUET/RCA) "SKY"
HUGO LARGO (LAND/OPAL) "TURTLE"

MATTHEW SWEET (A&M) "VERTIGO"
FIRE TOWN (ATLANTIC) "GOOD"
TOMMY KEENE (Geffen) "CAR" "HAPPY"
BRAZIL CLASSICS (BUG/SIRE) "JORGE"

Dropped: #30 D.Dax, #37 H.Japanese, #38 Dinosaur, #45 American M.C., #48 Trotsky I., #49 Angst, #50 Dead C.D., Feelies.

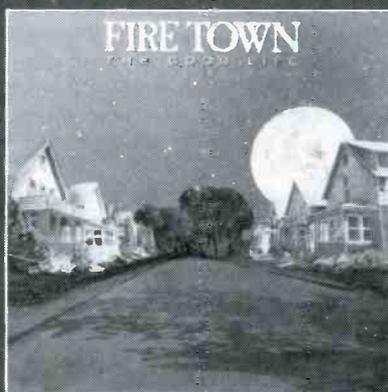
THE GOOD LIFE JUST GOT AWHOLE LOT BETTER!

FIRE TOWN

"THE GOOD LIFE"

(7-88946) (PRCD 2611)

the first single from their eagerly awaited new album



THE GOOD LIFE
(81945)

Produced by Michael Frondelli
Management: Collins & Taylor Management



On Atlantic Records, Cassettes and Compact Discs

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INSIDE ALBUM by Kent Zimmerman



COLOUA01 GOES GOLD. SO WHADDAYA SAY ABOUT THAT?

by Kent Zimmerman

Back in April 15, 1988, while taking a station report, we typed in the code "COLOUA01" signifying an airplay report on a debut band called Living Colour. Frankly, I don't remember hearing any bells, whistles or bombs going off. It was probably a normal day of taking normal station reports. Little did we know that it was tantamount to the first shot in a long battle for Living Colour—a band who could be viewed as a radio consultant's living nightmare.

Living Colour are a black quartet playing hard rock—not an easy thing for format radio to either understand or immediately

accept. After all, Bon Jovi isn't meant for the Urban charts. But rules are always meant to be broken. More than a few listeners noticed that lead guitarist Vernon Reid trampled underfoot some of Jimmy Page's Led Zep tones and attitudes. Still, a black band playing loud rock n roll didn't sound like a successful formula in an era when adult-hungry programmers seemed to shy away from loud rock n roll and outrageous images.

Epic's Jack Isquith played an important part in the Living Colour story. After working for a short spell with Top 40, upon returning to the Album/Alternative realm, Isquith's first "welcome back" project was a black rock n roll band. In other words, it was back to tap dancing in the skillet.

"Just as listeners and consumers accept new sounds," emphasized Isquith in his usual passionate tone, "Living Colour moves forward. They are neither 'retro, classic, dinosaur' or otherwise. Their success proves to me that constant touring, Alternative radio, retail promotion and working the press still works.

"MTV was also a factor. The fact that the video focused exclusively on the playing and the message, avoiding the usual T&A and fan-worship displays positioned the band visually. Now Album Radio's support

has brought the band to the 20+ crowd. Next stop—Top 40.

"Living Colour's success is a great positive step for three formats that have often been accused of racism—MTV, Alternative Radio and Album Radio. I don't know how much of a difference one breakthrough makes, but it's certainly a solid step in the right direction."

Last week, Living Colour's album was certified gold. Sure, success hasn't certainly been overnight. Hardcore Alternative stations like WPRB in Princeton were leaders in exposing the band. Reid's career as a guitarist started long ago when he was making appearances on avant-garde ECM albums. People like Harry Levy of Capitol, who was living in New York at the time, told tales of how the band was capable of radically switching styles from rock to hardcore, confusing and polarizing many a visiting A&R person.

"Remember, four black guys playing a crossblend of hard rock and funk laced with implied and direct political overtones isn't exactly 38 Special," noted Isquith.

Even so, last week Living Colour's Vivid went gold. And I agree, it's certainly a solid step in the right direction. Plus, it feels and sounds so good to see rock n roll still shaking up the system.

CLASSIFIEDS

JOBS

SMALLER WEST COAST MKT. TOP

40 & A/C has two open positions. 1) Smart PD. Off-air, strong writing, thinking & computer skills. 2) Newsperson/News Director. Send resume, programming philosophy & photo: John Lund, The Lund Consultants, 1330 Millbrae Avenue, Millbrae, CA 94030. No calls, please. [2/10]

COUNTRY KNEW-Oakland, CA, need a Production Director who can handle a real high pressure studio w/some airshift. Good bucks & good company. T&R: Jon Wallin, PO Box 910, Oakland, CA 94604. [2/10]

COUNTRY KBRF AM/FM has an opening for an exp'd Sales Rep. Work w/pros in the beautiful Minnesota lake area. T&R: Todd Fraser, PO Box 494, Fergus Falls, MN 56537, or call (218) 736-7596. [2/10]

TOP 40 WPXR-Rock Island, IL, needs a night person/MD. T&R: Jim Schaefer, 225 18th Street, Rock Island, IL 61201. [2/10]

#1 TOP 40 WLRW-Champaign, IL, is looking for a killer 7-12 mid AT. Possible MD for right person. Rush T&R: Matt McCann, PO Box 3369, Champaign, IL 61826. [2/10]

WAXX/WAYY has an opening for a copywriter/prod. person. Previous exp. preferred. Resume, copy samples & prod. tape: Copy Director, PO Box 6000, Eau Claire, WI 54702-6000. [2/10]

COUNTRY GIANT KBUF-Garden City, KS, needs an on-air/PD for 25,000 watt AM. T&R&programming philosophy: Jesse Morgan, PO Box 798, Garden City, KS 67846. [2/10]

TOP 40 KYAA/FM (Y93)-Billings, MT, has two open positions. 1) Part-time weekend announcers w/exp. T&R: Jack Bell. 2) Immediate opening for an exp'd Salesperson. Previous sales exp. preferred. Career position w/ established company & excellent benefits. Resume: Duane Hauge, 1645 Central Avenue, Billings, MT 59102. [2/10]

NEW SOUTHERN VERMONT FM

hiring conversational ATs for all shifts. Informative but concise adult approach. Writing/Prod. skills a plus. T&R: Roger Coryell, PO Box 850, West Dover, VT 05356, or call (802) 362-1236. [2/10]

COUNTRY KQKD-Redfield, SD, needs a PD who can do p-b-p & news. Good entry level position in small market. T&R: Steve Kaiser, PO Box 110, Redfield, SD 57469. [2/10]

A/C KARZ-Redding, CA, needs a Production Director immediately. Organizational & writing skills a plus. Resume & writing samples: KARZ RADIO, PO Box 1918, Redding, CA 96099. No calls, please. [2/10]

TOP 40 KHHT-Minot, ND, needs an afternoon drive w/possible MD/OM duties. T&R: Pat Finken, PO Box 1686, Minot, ND 58702. [2/10]

TOP 40 WYYS (YES97)-Columbia, SC, has two open positions. 1) Morning personality. Big bucks for right person. 2) Also 7-mid w/MD duties. T&R:

Barry Richards, 6 Southgate Road, Briarcliff Acres, SC 29572, or call (803) 272-7338. [2/10]

TOP 40 WMGZ/FM (Z96)-

Youngstown, OH, needs a Top 40 midday person w/prod. T&R: Barry Richards, 6 Southgate Road, Briarcliff Acres, SC 29572. [2/10]

URBAN WLUM/FM-Elm Grove, WI, needs a PM drive person. T&R& photo&letter: Rick Thomas, 12800 West Bluemound Road, El Grove, WI 53122. [2/10]

TOP 40/NEWS TALK WQGN/

WSUB-Groton, CT, needs a f/t Chief Engineer. Resume & references: Frank Carofano, 100 Fort Hill Road, Groton, CT 06340. [2/10]

ARE YOU A PERFECTIONIST? A

thick skinned over-achieving AT or newsperson who wants to make great money on a brand new FM in St. Cloud, MN. Learn from a programming staff from Z100-NY, WRBQ-Tampa, WL0L-Minn. Rush T&R: Pat McKay, PO Box 5119, St. Cloud, MN 56302. [2/10]

MODERN COUNTRY WMBC/FM- Columbus/Starkville, MS, seeks PD. Good air-personality, strong prod. & people skills. T&R: Mike Cornfort, PO Box 707, Columbus, MS 39703. No calls, please. [2/10]

TOP 40 WBPR (POWER98)- Myrtle Beach, SC, needs a midday/Production Director. T&R: Barry Richards, 6 Southgate Road, Briarcliff Acres, SC 29572. [2/10]

A/C KRLT-Lake Tahoe, has future openings for morning talent. Phones & community awareness required. T&R: Dave Williams, PO Box 5310, Stateline, NV 89449. No calls, please. [2/3]

COUNTRY KCJB-Minot, ND, looking for a midday AT/MD w/experience for #1 rated AM. T&R: Rod Romine, PO Box 1686, Minot, ND 58702. [2/3]

TOP 40 WYAV/FM-Myrtle Beach, SC, needs an afternoon drive/MD w/experience. T&R: Kris Blake, PO Box 1020, Myrtle Beach, SC 29578. No calls, please. [2/3]

TOP 40 Y94-Fargo, ND, needs a midday AT w/production. T&R: Jack Lundy, PO Box 2466, Fargo, ND 58108. [2/3]

KBRK/KGKG-Brookings, SD, needs a News Director for small market AM/FM. Experienced newswriter w/journalism background. T&R: KBRK/KGKG RADIO, PO Box 97, Brookings, SD 57006. [2/3]

AOR KVRF-Vermillion, SD, has a rare opening for f/t AT w/good production & copywriting skills. T&R: Jim Muck, PO Box 282, Vermillion, SD 57069, or call: (605) 624-2662. [2/3]

TOP 40 WKZQ-Myrtle Beach, SC, is seeking a morning master ready to have fun in the sun. T&R&photo: WKZQ RADIO, PO Box 2389, Myrtle Beach, SC 29578. [2/3]

AMERICAS #1 CLASSIC ROCKER seeking entertaining morning team or solo personality. You'll inherit the #1 position to carry on the legend. You must be funny, topical, compatible & committed to win. Exp'd only need apply. T&R: Jeff Murphey, 4305 South Industrial, #102, Las Vegas, NV 89103. No calls, please. [2/3]

CENTRAL UTAH AOR KPRQ has immediate opening for creative AT w/production skills. Must have at least 3 years exp. T&R: David Dart, PO Box 1076, Price, UT 84501. [2/3]

TOP 40 KC101-New Haven, CT, has an immediate opening for a f/t overnight communicator! Great personality, hot production, a flair for handling public appearances & a strong desire to win in a team atmosphere. T&R: Stef Rybak, PO Box KC, New Haven, CT 06510. No calls, please. [2/3]

AM/FM COMBO in Pacific NW is looking for a superhuman person. Need to be exp'd in news, sports, commercial production, copywriting and hard work. T&R: Katie Morgan, KRLC/KMOK, 805 Stewart Avenue, Lewiston, ID 83501. No calls please. [1/27]

KDES-Palm Springs, CA, needs a News Director w/personality & reporting/writing skills. T&R: PD, PO Box 2000, Palm Springs, CA 92263. [1/27]

URBAN WLTD-Lexington, MS, has openings for Sales positions. T&R: Kelly Karson, Route 1, PO Box 288E, Lexington, MS 39095. [1/27]

TOP 40 KIXR-Ponca City, OK, needs an exp'd, energetic, quick-witted, news talent/morning drive sidekick. T&R: Curt Steele, 205 W. Hartford, Ponca City, OK 74601, or call: (405) 765-5491. [1/27]

TOP 40 POWER105-Albuquerque, NM, has a rare opening for a killer AT on New Mexico's hottest radio station. Start in mid February. T&R: Howard Johnson, 10316 Edith Blvd. NE, Albuquerque, NM 87113. [1/27]

KCPW-Kansas City seeks 7-11 p.m. AT. Aggressive, hip personality. T&R: Dene Hallam, 508 Westport Road, Kansas City, MO 64111. [1/27]

A/C KBOZ/AM-Bozeman, MT, needs a midday AT w/prod. T&R: Paul Ehlis, PO Box 20, Bozeman, MT 59715, or call: (406) 586-5466. [1/27]

WBCN-Boston desires a Public Affairs Director. Applicant must have news reporting & radio news announcing experience. T&R&references: Oedipus, 1265 Bolyston Street, Boston, MA 02215. No phone calls, please. [1/27]

WAXX/WAYY RADIO has an opening for a copywriter/production person. Previous exp. preferred. Send resume, copy samples & prod. tape: Copy Director, PO Box 6000, Eau Claire, WI 54702-6000. [1/27]

TOP 40 KTUF93-Kirksville, MO, is looking for professional Sales Executive. Must be aggressive w/exp. preferred. T&R: Bob Simmons, PO Box 218, Kirksville, MO 63501, or call: (816) 627-1212. [1/27]

A/C & COUNTRY KOJM/KPQX- Havre, MT, needs a f/t News Director. T&R: Greg Ellendson, PO Box 7000, Havre, MT 59501. [1/20]

TOP 40 WAZI/FM-Morristown, TN, needs a morning person. Minimum two years competitive experience required. T&R: Vicki Todd, PO Box 70, Morristown, TN 37815. [2/10]

PD SOUGHT for new Denver radio station. If you're exp'd in Contemporary formats & would like to live in the Rocky Mountain West, send Resume & References: APB Broadcasting, 6997 Columbine Road, Evergreen, CO 80439. [1/20]

TOP 40 KEWB-Redding, CA, is looking for an AT w/production skills & phones. T&R: Steve Wilkins, 1330 Hartnell Ave., Redding, CA 96002. [1/20]

KFYR-Bismarck, ND, is looking for a News Reporter/Anchor. Must have strong delivery & excellent writing skills. T&R&writing samples: Jeff Alexander, PO Box 1738, Bismarck, ND 58502. [1/20]

TOP COUNTRY FM in Central Wisconsin is in need of an afternoon air personality. T&R: Michael Weis, WYTE RADIO, PO Box 1030, Stevens Point, WI 54481. [1/20]

AVAILABLES

6 YEAR VET, production wizard ready for next challenge. Former MD/Ass't PD at KMGZ- Lawton, OK. KEN RENSRO: (405) 248-2561. [2/10]

I CURRENTLY WORK at a small market in ND, looking to advance to a small or medium market in MN or WI. Great on-air, p-b-p & production skills. I would be a versatile addition to your staff. DAVE: (701) 873-2215. [2/10]

AT W/PRODUCTION SKILLS. Prefer AOR. Willing to relocate. JOE HOSKINSON: (408) 268-8177. [2/10]

MD/AT W/GOOD PRODUCTION. Prefer Country, A/C or Oldies. Available immediately. JERRY WILSON: (206) 479-6587. [2/10]

HOTTEST TOP 40/URBAN PIPES in the biz! Good AT/Prod. skills. Also available for commercial projects on freelance basis. MICHAEL COLLETT: (415) 781-6859 or 296-0327. [2/10]

WEST COAST GM's: Portland superb A/C PD w/winning record looking to break into medium market. Exp. includes 3 years ass't PD at KEX-Portland, OR. Great references. RICH PATTERSON: (503) 684-0306. [2/10]

PD/OM LOOKING FOR HOT A/C. Ten years exp. Programming #1 station adjacent to Jacksonville, FL. JIM: (912) 729-7644. [2/10]

FEMALE PRO w/great pipes ready to spice up your Top 40 or AOR! KIM: (605) 338-9376. [2/10]

PRO W/GOOD PIPES. Relate well to people w/good music knowledge. Seeking gig near Sacto, CA. Prefer A/C or AOR. JOHN SCOTT: (916) 488-1347. [2/10]

AT/MD w/lots of production exp. Any format. Willing to relocate. SCARY GARY POOLE: (408) 246-4383. [2/10]

CREATIVE WINNER, presently w/KWOD-Sacto, seeks AT/MD w/Top 40 or A/C station. BILL SHAKESPEARE: (702) 588-6153 or (415) 435-9616. [2/10]

EXPERIENCED COUNTRY announcer w/good voice seeking position in Central or Mideast area. MIKE: (517) 368-5332. [2/10]

SERVICES

KELY: Needs Country single service from Atlantic/America, PolyGram. Jim Prince, 807 Avenue F, Ely, NV 89301. [2/10]

NEW ALTERNATIVE STATION needs service for all product. Julie Sparin, EMU, Suite 4, Eugene, OR 97403. [2/10]

KXLK: A/C needs CDs from all labels. Barry Casey, 626 N. Broadway, Wichita, KS, 67214. [2/10]

WAAG: Needs Country CD service from Universal. Contact Brian Hamlynn (309) 342-5131. [2/10]

WEBC: Needs A/C service from Mercury/PolyGram. Pat Puchalla, 1001 E. 9th Street, Duluth, MN 55805. [2/10]

KUAD: New Country needs all product. Gary Spice, 600 Main Street, Windsor, CO 80550. [2/10]

Send notices of job openings or availables to Natalie Cusenza, c/o Gavin Classifieds, 140 Second Street, San Francisco, CA 94105 or call (415) 495-1990.

PERSONAL PICKS

SINGLES by Dave Sholin

THE PASADENAS - Tribute (Right On) (Columbia)

I was told I'd love this sensational song of praise for past and present R&B legends and within about ten seconds it had me grinnin' ear-to-ear! As if the tune itself isn't enough, it's supported by an eye-catching video of these guys showing off some mighty slick moves that's already gotten them key exposure on MTV, VH-1 and BET (Black Entertainment Television). Deserves to go right on!

TIFFANY - Radio Romance (MCA)

An appropriate title for a lyric and melody that's certain to be music to the ears of programmers. Tiffany and her producer/manager George Tobin have taken care to include just about every pop hook in the book, and the result is her strongest release since "Could've Been."

THE NYLONS - Poison Ivy (Windham Hill/A&M)

Ever since Tom Lockwood and Fletcher Keyes hipped me to this remake of the 1959 novelty smash by the Coasters, I've been itchin' to write it up. It went number one at Z104 Madison and generated calls from the moment they played it. Now, it's spreading through the Midwest primed to cover the country with a rash of call letters.

CROSSOVER PICK

KARYN WHITE - Superwoman (Warner Bros.)

Our TOP TIP of the week is well on its way to making it two in-a-row for this exceptional singer. She gets another vote of confidence picking up 45 impressive adds and I'm nodding in agreement.

ALBUMS by Ron Fell

LOVE AND MONEY-

Strange Kind Of Love (Mercury/PolyGram)

One of Scotland's most popular bands, the threesome of Love and Money have teamed up with producer Gary Katz (who's already made an enviable career out of his work with Steely Dan). The result is a stylish set with textural depth well beyond the range of mere musical trios. The album's ambience is one of sober sentimentality. Leader James Grant's singing is clearly front and center, supported by Bobby Paterson's rich keyboards and the heartbeaten rhythms of drummer Paul Mc Geechan. Grant's prowess as a guitarist is understated as notes and chords only occasionally pierce the veil. I'd expect the guitar parts are a more dynamic part of the live Love and Money. We'll find out at the group's showcase at Friday's Gavin Seminar. The lead single, HALLELUIAH MAN, is a

lyrical trip through the head of a revolutionary bent on making everyman's dream a reality. STRANGE KIND OF LOVE, AXIS OF LOVE and WALK THE LAST MILE, all written from the heart of a jilted romantic, remind us all that if we could communicate better during a relationship there would be less of a mess to clean up when the party's over.

THE GAVIN REPORT will be CLOSED FRIDAY, FEBRUARY 17 and MONDAY, FEBRUARY 20. All station reports will be accepted on TUESDAY, FEBRUARY 21 until 5PM. THANKS

NEXT WEEK: RICH BALSBAUGH AND BOB KRASNOW



the GAVIN REPORT

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JOHNNY KEMP

Birthday Suit

Taken from the motion picture soundtrack "Sing" 45086
Produced by Rhett Lawrence/Executive Producers: Dean Pitchford and Craig Zadan

A TOP ADDED RECORD IN TWO FORMATS OUT-OF-THE-BOX:

TOP 40: GAVIN: 43/43
R&R: 28/28, EAST-SOUTH-WEST BREAKOUT

U/C: GAVIN: 15/15, ONE OF THE MOST ADDED!
R&R: 20/20, NATIONAL MOST ADDED!

ADDS INCLUDE: WZOU, PRO/FM, KTEM, B96 #33, KROY, WPGC, WWSR, K98, KQKQ, KF95, WTIC, K106, KMGX, 100KHI, KZZB, KYRK, WPST, KXX106 AND MORE



MARTIKA

More Than You Know

Taken from the Columbia Lp: "Martika" 44186
Produced by Michael Jay

ANOTHER E-X-P-L-O-S-I-V-E WEEK! GAVIN TOP 40: 39*-35*
R&R CHR: 38*-34* BREAKER

ADDS INCLUDE: WGH #28, Y108, KISN, 98PXY, 93Q #38, Q106, B93, K98, WDJX, WBAM, KWES, WSRZ, 92Q, WRQN, KZZU AND MORE!

TOP 20: HOT97.7 (5-3), KOY 95 (14-12), POWER 106 (17-14), WZOU (18-15), KITY (17-15), KROY (19-16), WXKS (16-14), KKRZ (21-17), HOT 102 (22-17), KWOD (24-20), AND MORE!

Britny Fox

BRITNY FOX

Save The Weak

Taken from the Columbia Lp: "Britny Fox" 44140
Produced by John Jansen

LP SALES 700,000+ AND CLIMBING!

ADDS INCLUDE: KAKS, KSND, KZMC, OK95, WAEB-FM, WOMP-FM, WYCR, Q101, KPAT, AND MORE!

ACTIVE AT: WVKZ (38-32), KKRC-FM (DEB-40), KJ103, WHSL, WBNQ AND MORE!



SLICK RICK

Teenage Love

Taken from the Def Jam Lp: "The Great Adventures of Slick Rick" 40513
Produced by H. Shocklee, E. Sadler, R. Walters

GAVIN URBAN: 32*-27*
R&R URBAN: 31*
BILLBOARD POP LPS: 84*

HOT TOP 40 ACTION:
KMEL (DEB-29), WBLZ (DEB-33), HOT97.7 (ADD), KGGI (#6), WPGC (14-8), WCKZ (15-10), KTFM (20-16), KITY (33-26), KMGX (30-25), KDON (DEB-27), KBOS (DEB-29), AND MORE!

When you
**PLAY IT,
SAY IT!**

SUPPORT THE
**STOP THE
VIOLENCE
MOVEMENT**





PAM RUSSO

"LOVE IS THE WAY TO MY HEART"

Produced and Arranged by Guy Vaughn & Shedrick Guy for FLY GUY Productions
FROM THE 4TH & B'WAY ALBUM "A GIRL LIKE ME"

