

the GAVIN REPORT

ISSUE 1756, MAY #2, 1989

NOW AVAILABLE ON NEWSSTANDS \$5.00

DONNY OSMOND

DONNY'S BACK ON THE FRONT LINE!

The Gavin Interview

**OREN HARARI: ANOTHER K-O FOR DEMPSEY
JHAN HIBER'S NAB RECAP
WHO FRAMED NORBERG'S MAILBAG?**

The new single from

R.E.M.

POP SONG 89

Produced by Scott Litt and R.E.M.

From the Platinum album GREEN



GAVIN AT A GLANCE

TOP 40	URBAN	A/C	COUNTRY
<p>MOST ADDED DOOBIE BROTHERS The Doctor (Capitol) EXPOSE What You Don't Know (Arista) THE FINE YOUNG CANNIBALS Good Thing (IRS/MCA)</p> <p>RECORD TO WATCH WHISTLE Right Next To Me (Select)</p>	<p>MOST ADDED THE JACKSONS Nothin' (That Compares 2 U) (Epic) KOOL MOE DEE They Want Money (Jive/RCA) SOUL II SOUL Keep On Movin (Virgin)</p> <p>RECORD TO WATCH KARYN WHITE Secret Rendezvous (Warner Bros.)</p>	<p>MOST ADDED SIMPLY RED If You Don't Know Me By Now (Elektra) SWING OUT SISTER Waiting Game (Fontana/PolyGram) STEVIE NICKS Rooms On Fire (Modern/Atlantic)</p> <p>RECORD TO WATCH 10,000 MANIACS Trouble Me (Elektra)</p>	<p>MOST ADDED SHENANDOAH Sunday In The South (Columbia) DOLLY PARTON Why'd You Come In Here Lookin' Like That (Columbia) PATTY LOVELESS Timber I'm Falling In Love (MCA)</p> <p>RECORD TO WATCH BILLY JOE ROYAL Love Has No Right (Atlantic America)</p>
<p>Hot RICHARD MARX Satisfied (EMI)</p> 	<p>Hot THE BOYS A Little Romance (Motown)</p> 	<p>Hot BARRY MANILOW Keep Each Other Warm (Arista)</p> 	<p>Hot REBA McENTIRE Cathy's Clown (MCA)</p> 
JAZZ	ADULT ALTERNATIVE	ALBUM	ALTERNATIVE
<p>MOST ADDED DR. JOHN In A Sentimental Mood (Warner Bros.) EARL KLUGH Whispers And Promises (Warner Bros.) KIRK WHALUM The Promise (Columbia)</p> <p>RECORD TO WATCH PHIL WOODS QUINTET Bouquet (Concord Jazz)</p>	<p>MOST ADDED RAY LYNCH No Blue Thing (Music West) EARL KLUGH Whispers And Promises (Warner Bros.) KIRK WHALUM The Promise (Columbia)</p> <p>RECORD TO WATCH BONNIE RAITT Nick Of Time (Capitol)</p>	<p>MOST ADDED DOOBIE BROTHERS "The Doctor" (Capitol) JOHN COUGAR MELLENCAMP Big Daddy (Mercury/PolyGram) HENRY LEE SUMMER "Hey Baby" (CBS Associated)</p> <p>RECORD TO WATCH HENRY LEE SUMMER "Hey Baby" (CBS Associated)</p>	<p>MOST ADDED THE THE "The Beat(en) Generation" (Epic) ROYAL CRESCENT MOB Spin The World (Sire) THE DARLING BUDS Pop Said... (Columbia)</p> <p>RECORD TO WATCH PERE UBU "Waiting For Mary" (Fontana/PolyGram)</p>
<p>Hot RICARDO SILVEIRA Sky Light (Verve Forecast /PolyGram)</p> 	<p>Hot RICARDO SILVEIRA Sky Light (Verve Forecast /PolyGram)</p> 	<p>Hot DOOBIE BROTHERS "The Doctor" (Capitol)</p> 	<p>Hot BOB MOULD Workbook (Virgin)</p> 

**JAZZ PROFILE:
HAROLD CHILDS**

Page 41

NEWS

**KTCZ - MINNEAPOLIS
IMPRESSES THE PRESS**

Page 52

ROBERTS NAMED V-103 PD



Mike Roberts has accepted the Program Director position at V-103 in Atlanta, replacing Ray Boyd. Boyd is now PD at WBLS-New York.

Roberts, who will continue to hold down the morning drive shift at V-103 had to be persuaded to take the position that Summit Broadcasting offered him as soon as Boyd tendered his resigna-

tion. "He really didn't think he wanted to do it, but we locked him in a closet!" said VP/Operations **Mary Catherine Sneed**. "He really understands WVEE, Atlanta and the community," she continued seriously. "and he is absolutely the best person for the job. We're glad he finally decided to accept it. It all starts with the morning show, and if it's true that the personality of the program director ends up being the personality of the station, which I believe is true, then we'll be just fine."

Sneed also announced the appointment of **Keith Pollard** as Assistant Program Director. Pollard remains Program Director of V-103's AM sister station, gospel **WAOK**. V-103 evening personality **Kenny Diamond** is now Music Director.

BISHOP SKIPS UP AT RCA



RCA's **Skip Bishop** has moved up from Local Promotion Rep for the Dallas/Houston market to the label's National Director, Pop Promotion. He will relocate to New York.

"I'm excited about bringing him (Bishop) into the national team,"

said RCA Vice President, National Promotion **Butch Waugh**. "I have found him to be one of the most innovative and creative people in the music industry."

Prior to his three years at RCA, Bishop spent 14 years in radio, including two years as Vice President of Programming for **Broadcast Properties, Inc.**

ARISTA BUILDS FROM WITHIN

As expected, **Arista VP Rick Bisceglia** has beefed up his promotion staff. When he announced the appointments, Bisceglia noted that all of the persons involved are currently part of the Arista roster. "It's great to look around and have it reconfirmed that the best people are right here. Names and positions are as follows: Ten year Arista veteran **Bruce Schoen** moves up to National Singles Director; **Mary Taten** is promoted to National Promotion Administration Director; **Linda Alter** is now Associate National Program Director and will be based in Atlanta; and, last but not least, another ten year Arista vet **Gregg Feldman** will assume the Associate National Promotion Director post. Gregg will be based in Seattle.

THE END IS COMING.

© 1989 THE DAVID GEFEN COMPANY

TABLE OF CONTENTS

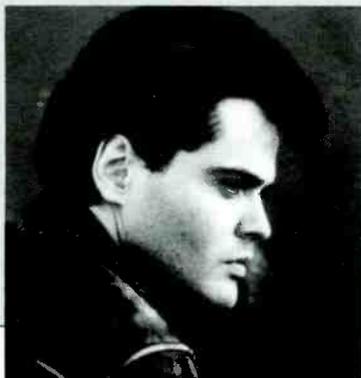
NEWS-Beverly Mire

FORMATS

- 8 TOP 40
- 24 URBAN CONTEMPORARY
- 30 A/C
- 36 COUNTRY
- 44 JAZZ
- 45 ADULT ALTERNATIVE
- 48 ALBUM
- 50 ALTERNATIVE

COVER STORY

16 **DONNY OSMOND**
Hard Won Battles Of A Seventies Survivor



FEATURES

- 20 P.D. NOTEBOOK by Eric Norberg
- 20 BIOFEEDBACK by Ron Fell
- 21 ON MANAGEMENT by Oren Harari
- 22 HEAR & THERE by Sheila Rene
- 23 ON RATINGS & RESEARCH... by Jhon Hiber
- 39 COUNTRY PROFILE
- 40 CLASSIFIEDS by Natalie Cusenza
- 41 JAZZ PROFILE



The Program Director

NEW PRODUCT from the people who bring you the *Auto-Jock* music scheduling system.

The Program Director is the newest product available from CRS. This software couples together all of the pop-up functions needed to keep a program director shining and on his toes.

Some of the features are:

- Password Protection for your security
- Pop-Up Stop Watch
- Phone Book

Built in phone book with auto-dialer. Print phone book listings, mailing labels and rolodex cards. Full support of Hayes Compatible modems for dialing options.

- Pop-Up Calculator
- Load your Music Scheduling System from the menu
- Air Shift Scheduler

Keeps track of your air staff with the staff maintenance section. Quickly generate your weekly jock on-air schedules. Keep track of daily budget spent on your air staff. Keep a memo pad on each of your air staff members.

- Appointment Book

Daily, weekly, monthly and yearly view of appointments. Appointment rescheduling. Schedule repetitive events. Appointment print outs by the day, week, month or all appointments. 'Things to do' list.

- Word Processor

Full featured word processor. Ability to merge with the phone book for mailings. Contains a document manager allowing you to group or view your documents related to one subject, topic or client. Plus a lot more...

- Complete Record Reps Database

Comes to you with 150 record companies entered with room for tons more. Print mailing labels and Record Rep listings.

- Project Manager

Project management is a snap with the Project Manager. Plan your next years promotional events and contests. Weekly, monthly, or yearly view/printout of Gantt chart schedules. Schedule multiple projects.

- Liner Cards

Maintain a database of your on-air liner/promo/read cards. Add, edit and print liners on 3 x 5 cards.

- Winners Database

Maintain a prize winners database. Add, edit, search and print mailing labels.

- In General

512 KB Memory
Hard Disk with .5 MB free
Any Monochrome/CGA/EGA Monitor
Any Printer
NOT COPY PROTECTED

Price \$99.99 + \$3.00 S&H

send to: **Computerized Radio Software**
348 Poplar Avenue
Moundsville, WV 26041

I would like to order _____ number of copies of THE PROGRAM DIRECTOR at \$99.99 + \$3.00 S & H

Name _____ Call Letters _____

Address _____

City _____ State _____ Zip _____

Phone: () _____ Format _____ Market Size _____

Do you have a color monitor? Yes No Do you use Music Scheduling Software now? Yes No

If so, Which one? _____

What is your position at your station? PD GM OD MD CE Other _____

FOR INFO, OR C.O.D. ORDERING
CALL (304) 845-6849

ROTATIONS

HE DOESN'T HOLD A GRUDGE: Ed Dorsey is the new Southeast Promotions Manager for Grudge Records...Indie Rock label Giant Records has upped Debbie Southwood-Smith to Label Manager and Jeff Pachman has been hired as Retail Promotion Director/A&R Rep...Jeff Appleton has named Midwest Regional Promotion Director for Atlantic Records...Atco's field staff has been finalized. Fourteen have been named: Mark Snyder, New York; Rodney Stevens, Boston; Jodi Ryan, Charlotte; Valerie DeLong, Atlanta; Tom Balla, Cleveland; Pete Spasoff, Chicago; Denise George, Detroit; Lorie Counter, Kansas City; John Michael Provenzano, Houston; Jeff Hackett, Dallas; Alan White, Denver; Jeff Neben, Los Angeles; Pam Newman, San Francisco; Mark Rose, Seattle...



DONNY VISITS GAVIN

This week's cover artist and *Soldier of Love* Donny Osmond stopped in at the Gavin and took no prisoners. Shown with Donny (top) are l-r, Gavin's Ron Fell and Kent Zimmerman (actually, it could be Keith), and (r) Dave Sholin. And proving that Donny has progressed from teen star to thirtysomething love stud is (right) Gavin's own former teen queen Annette M. Lai.



MARTELL CHARITY BASH NEXT WEEKEND

Is it your desire to appear on the notorious TV show "Married With Children?" Will a baseball autographed by Mickey Mantle or Ted Williams round out your collection? Maybe a complete pork rib dinner delivered via Federal Express from Memphis once a month for a year would tickle your palate?

Each year the T.J. Martell Rock 'N Charity Weekend gets bigger, and this one is no exception. Starting this coming Thursday, May 18, 1989's event will host a listening party for the upcoming Stevie Nicks album, the fourth annual Celebrity Gold Classic, four celebrity softball games, and of course, the granddaddy of the event, the seventh annual Rock 'N Bowl.

So get your unpublished black and white photo of Marilyn Monroe or your handpainted and autographed by Tom Petty Reeboks. For information call Jon Scott at 818-883-7625, and tell him you're glad he still loves meatloaf.

GAVIN SEMINAR 1990 DATE ANNOUNCED

The radio/music industry's first major event of the nineties has been scheduled. The Fifth Annual Gavin Seminar will be held on Thursday, Friday and Saturday, February 15, 16 and 17, 1990. The Seminar will return to the Westin St. Francis in San Francisco.

Next year's speaker for the keynote event has just been signed and announcement is forthcoming. With events already on the drawing board, Seminar 1990 will continue the creative momentum of the previous four. Mark your calendars!

RADI-O-RAMA

WEBS-Calhoun, GA welcomes Jeff Davis as PD. Jeff comes from WSTH/FM-Columbus, GA. Also at WEBS, Kevin Casey found out there's no place like radio and returned to the station to do evening boards...A group of major radio broadcasters have recently formed Radio Operator's Caucus. It'll provide a forum for major radio broadcasters and other members of the industry to exchange and debate ideas. Sounds like a good idea, so give Steve Crane a call at 317-266-0100. A number of heavyweights have already agreed to become members...Album Rocker KIK/FM-Calgary's new PD is Chris Gordon...Don't forget the BPME Seminar that takes place June 21-24 in Detroit. Call Seminar Manager Gregg Balko at 213-465-3777 for details...3WS-Pittsburgh GM Ted Atkins has exited the station...Steve Leone Alternative rocks as MD at KFSR-Fresno, CA...Former WNYZ-Utica, NY MD Rick Andrews has come to California to join KZOZ (Z93)-San Luis Obispo as Music Director and Midday Personality...V-103 At-

cont. on next page



The Gavin family sends sincere condolences to the friends and family of country star Keith Whitley. Whitley died on Monday, May 8 of acute alcohol poisoning.

Whitley's death comes two weeks after he was profiled on the cover of the Gavin Report, and named one of Country music's brightest stars. We join the industry in mourning his passing.

BIRTHDAYS

Compiled by Diane Rufer

Our Best Wishes and HAPPY BIRTHDAY To:

- Mike Tinnes, WKLQ-Grand Rapids, MI 5/14
John McKeighan, WLRW/FM-Champaign, IL 5/14
Susan West, KYKK-Hobbs, NM 5/14
Lori Moore, WKMI-Kalamazzo, MI 5/15
Bruce Nelson, KNUZ-Houston, TX 5/15
Lois Willis, WBEC/AM-Pittsfield, MA 5/15
Charlie Darren, KVBR-Brainerd, MN 5/15
Eddy Arnold, Mike Oldfield 5/15
Larry Douglas, Epic Records 5/16
Janet Jackson, Richard Page (Mr. Mister) 5/16
Peter Grame, The Gavin Report 5/17
Randy Rice, WFMF-Baton Rouge, LA 5/17
Kirk Davidson, KRRG-Laredo, TX 5/17
Johnny Baublis, WSER-Elkton, MD 5/17
Taj Mahal 5/17
Randy Robinson, WOKZ-Muncie, IN 5/18
George Strait, Perry Como 5/18
David Griesmer, WUVA-Charlottesville, VA 5/19
Kemosabi Joe, WMMZ/FM-Ocala, FL 5/19
Grace Jones, Pete Townshend 5/19
Bob Swanson, KEX-Portland, OR 5/20
Greg Edwards, KMIX-Modesto, CA 5/20
Brian Douglas, Z103-Tallahassee, FL 5/20
Cher, Joe Cocker, Steve George (Mr. Mister) 5/20
Our Belated Birthday Wishes to:
Vic Garrett, KSNO-Aspen, CO 5/8
Lorenda Rae, X104-Fresno/HOT97.7-San Jose, CA 5/10

WEDDINGS

Our Wedding Bells rang on May 13th for KEVIN CHASE, Music Director of KRLC/KMOK-Lewiston, ID, and JANET RENEE HECKLER. Our CONGRATULATIONS and Best Wishes to both.



DINO

"I LIKE IT"

R&R CHR 59/23
GAVIN TOP 40 107/45
ADDS INCLUDE:

92X	WHYT	KIIS/FM
KOY	Q106	KC101
WSPK	B93	KEZB
WZYP	Y106	WRVQ
KKXX	KRQ	WPFM
KIXY	KLYV	WAZY
99KG		

KITY D-35	FM102 D-29
KROY 29-23	KWOD D-34
KWSS 37-32	B96 27-26
B97 D-18	KTFM D-28
HOT 97 31-29	WPGC D-29
POWER 106 31-28	KMEL D-28
HOT 97.7 33-27	KYRK 31-18
KKFR D-24	WTIC D-35
WFMF D-35	

X100 ON
KKHT ON
KKRZ ON

Produced by Dino



RADI-O-RAMA cont.

lanta Station Manager/GSM Abe Thompson has left the station to pursue other interests...Michelle Dodd is acting PD at KCAL-Riverside...Changes at WWVU-Morgantown, WV: Steve Frankenberg is the new PD and Bill Pearis the new MD...Ken Benson has been named OM at 102QQ-Saratoga Springs/Albany. His promotion comes on the heels of the station's best Albany ARB ever. He'll also oversee the station's sister AM WKAJ. Ken McGrail becomes PD at 102QQ and will continue to handle music duties as well as his morning show...UP THE LADDER TO SUCCESS: Lolita Velez has been named MD at KSND-Eugene, OR. She replaces Laura Wonka, who has left the station. Velez was receptionist/researcher... Kelly Carls has taken over as PD at Austin, TX oldies station KQFX. He takes over for Kevin McCarthy who exits the station to become the GM at WTXY-Jackson, MS...Congrats to Sue Richard who's been promoted to MD at WFAS/FM-White Plains, NY. She'll continue to do her 7-Midnight shift...KWIN-Stockton, CA welcomes back Mr. Bill from KKOS-San Diego. Mr. Bill has been added to the KWIN Krazies...Debbie Silverman has left the MAC Report and is looking for a promotion or publicity gig. Call her at 818-789-8188...

JEFFRIES GOES GOLD

Paula Jeffries has been promoted to the office of President at Gold Castle Records.

Jeffries and Gold Castle CEO Danny Goldberg founded Gold Castle three years ago, and for the past 2-1/2 years she has been Executive Vice President/General Manager of the label. Goldberg plans to remain active with the label, but felt it important to recognize Jeffries contributions to the company by making her president.

A 20-year music industry vet, Jeffries has in the past worked at Windham Hill, Screen Gems/EMI, RCA and 20TH Century. Gold Castle's artist roster includes Karla Bonoff and Bruce Cockburn.



Allen Brown has been promoted to Director, Media & Artist Development at CBS Records, Nashville. In addition to working with artist image enhancement, he will oversee the newly developed Nashville-based College/Alternative marketing department.

MCDONALD AND RUSCH JOIN GEFFEN

Colleen McDonald has been appointed Geffen Records Promotion Manager in Houston. It is a newly created position, and Colleen will be responsible for Houston, New Orleans, much of Louisiana, Texas and Mississippi.

Other news at Geffen is the hiring of Bill Rusch as Promotion Manager in Kansas City. Rusch has been with Mercury Records for four years, and before that worked in radio at KBEC-Kansas City.

KVRE? KRVE?

When Album/Alternative station KVRE-Santa Rosa, CA was sold last year and the call letters changed to KXFX ("The Fox"), some of the old KVRE staff was lucky enough to find another Santa Rosa station (KPLS) that was ready to change over to an Album/Alternative format. Even better, the station filed for the old KVRE call letters, and were granted their use by the FCC. So, this past February KPLS became KVRE and everybody seemed happy. Everybody, that is, except the owners of KXFX, which used to be KVRE. Remember?

"KXFX has been trying to sue to keep us from using their old call letters," said MD Scott Murray. "The day before we went on the air back in February as KVRE the judge denied their request."

KVRE cruised along happily as KVRE, sounding much like the old KVRE and keeping their fans happy. But, unfortunately, the story doesn't have a happy ending. "They kept pushing and last week got another judge to issue a court injunction to keep us from using them (the KVRE calls) 'til the appeal hearing in September," said Murray. "We've gotten new letters, and we'll be on with them tomorrow." The station's new alphabetical equation? KRVE.

The new KRVE's lawyers are discussing the situation, and will soon decide whether or not to push for the old calls. Meanwhile Murray just received an order of 5,000 KVRE bumper stickers, and is doing a big on air push for listeners to "get your limited edition, soon-to-be-illegal KVRE bumper stickers." He's getting great response, and even sees some good in all of the hassle. "We've been on the front page of the local paper three times in the past two months," he said good naturedly.

According to KXFX GM Jim Kefford, "we own the mark, and the court upheld the state mark. The state jurisdiction has more power than the FCC." Kefford also indicated that he hopes the legal action is over.

TWO NEW AT ELEKTRA

Elektra Records' Senior Vice President of Promotion Brad Hunt has announced that Lesley Doyle has joined the label as National Director of Dance Music, and Maureen Guinan has been named Manager of Top 40 Promotion. Doyle comes to the label from A&M where she held a similar position. Guinan worked at Arista from 1985-88 as a Top 40 promotion coordinator.

WFXC GOES UP, THEN DOWN

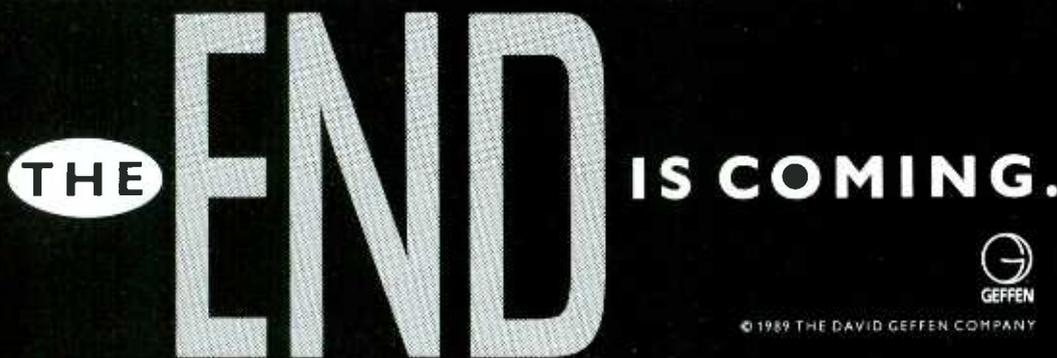
The good news at Urban Station WFXC-Durham is that the station's 12+ Arbitron numbers rose an impressive four points—from 5.5 to 9.2. After the departure of former PD Wayne Walker, who left for WLVN-Greenville, interim PD Hozie Mack tightened the music, instituted some ear-catching promo-

tions and as a result brought the station to an Arbitron high.

The mediocre news is that on Friday (May 5) Mother Nature tried to bring the house down. "At about 7:22 my EBS alert came on and I received a tornado warning," said Mack. "I broadcast a message and the power blinked twice. The second time, the station stayed off the air."

Since the front of the building in which WFXC is housed is all glass, the evening staff huddled ("as in football," said Mack) in the building's center hallway. Parts of the ceiling fell in, things were thrown about, but no one was hurt.

"Our engineers got us back on at 1AM," reports Mack, "and we're still broadcasting from the transmitter. Our microwave tower was bent all the way down to the ground. We expect to be back in our studios by the end of the week."





CUTTING CREW

"BETWEEN A ROCK AND A HARD PLACE"

**GAVIN TOP 40 FOURTH MOST ADDED ! 67 ADDS!
ALREADY ON OVER 136 STATIONS INCLUDING:**

94Q POWER99 WMJQ WBBQ CFTR Y97
CKOI KXXR WGH WHHY WPFM Q96
Y95 WZPL AND MANY MANY MORE!

PAULA ABDUL

"FOREVER YOUR GIRL"

**GAVIN 1*-1*
CLOSED!**



NENEH CHERRY

"BUFFALO STANCE"

**GAVIN TOP 40 31*-25*-21*
R&R 31*-21*-15***

Z100 D-22
Q96 D-24
Q106 18-13
KDWB 22-18
POWER96 27-19
Y108 5-2

Q107 D-27
KRBE 21-15
POWER106 16-14
WNCI 30-23
WNVZ 24-16
KOY 13-8
EAGLE106 6-5
WPLJ

KITY 7-1
WHYT 20-9
KPLZ D-29
KIIS/FM 21-17
92X 19-16

FM102 1-1
KZZP 8-7
HOT97 15-11
X100 10-8
WTIC/FM 8-5
KBEQ D-26
KUBE D-30
WKTJ 20-16
B97 16-13

R O Y RBISON

**"She's A Mystery To Me"
OUT TODAY!!!**

Written by Bono and The Edge
Produced by Bono



MYSTERY GIRL ALBUM - OVER 1,500,000 SOLD!



TOP 40

MOST ADDED

- DOOBIE BROTHERS (160)
(Capitol)
- EXPOSE (111)
(Arista)
- FINE YOUNG CANNIBALS (83)
(IRS/MCA)
- HENRY LEE SUMMER (77)
(CBS Associated)
- CUTTING CREW (67)
(Virgin)
- MARTIKA (67)
(Columbia)
- SIMPLY RED (65)
(Elektra)
- ROD STEWART (56)
(Warner Bros.)
- STEVIE NICKS (50)
(Modern/Atlantic)

CERTIFIED

DONNA SUMMER
This Time I Know It's For Real
(Atlantic)

BANGLES
Be With You
(Columbia)

TOP TIP

MARTIKA
Toy Soldiers
(Columbia)

She's having no problem recruiting troops for this follow-up. Expect plenty of chart ammo in the weeks to come.

RECORD TO WATCH

whistle

WHISTLE
Right Next To Me
(Select)

Small independent label is on their way towards reeling in a big one. Charted top twenty at KOY/FM and top thirty at KZZP, KKFR and FM102.

Editor: Dave Sholin

Assoc. Editor: Annette M. Lai

2W LW TW

- | | | | |
|----|----|----|--|
| 3 | 1 | 1 | PAULA ABDUL - Forever Your Girl (Virgin) |
| 4 | 3 | 2 | MICHAEL DAMIAN - Rock On (Cypress/A&M) |
| 7 | 6 | 3 | DONNY OSMOND - Soldier Of Love (Capitol) |
| 5 | 5 | 4 | JODY WATLEY - Real Love (MCA) |
| 2 | 4 | 5 | BON JOVI - I'll Be There For You (Mercury/PolyGram) |
| 15 | 11 | 6 | GUNS N' ROSES - Patience (Geffen) |
| 16 | 13 | 7 | NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia) |
| 12 | 9 | 8 | HOWARD JONES - Everlasting Love (Elektra) |
| 14 | 10 | 9 | DEBBIE GIBSON - Electric Youth (Atlantic) |
| 1 | 2 | 10 | MADONNA - Like A Prayer (Sire/Warner Bros.) |
| 21 | 14 | 11 | BOBBY BROWN - Every Little Step (MCA) |
| -- | 24 | 12 | RICHARD MARX - Satisfied (EMI) |
| 19 | 15 | 13 | BETTE MIDLER - Wind Beneath My Wings (Atlantic) |
| 8 | 7 | 14 | CHER & PETER CETERA - After All (Geffen) |
| 20 | 16 | 15 | THE OUTFIELD - Voices Of Babylon (Columbia) |
| 23 | 19 | 16 | JIMMY HARNEN with SYNCH - Where Are You Now? (WTG/CBS) |
| 6 | 8 | 17 | 38 SPECIAL - Second Chance (A&M) |
| 25 | 20 | 18 | ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista) |
| 28 | 21 | 19 | WATERFRONT - Cry (Polydor/PolyGram) |
| 26 | 22 | 20 | LITA FORD (w/OZZY OSBOURNE) - Close My Eyes Forever (Dreamland/RCA) |
| 31 | 25 | 21 | NENEH CHERRY - Buffalo Stance (Virgin) |
| 18 | 18 | 22 | THE BELLE STARS - Iko Iko (Capitol) |
| 35 | 27 | 23 | JOHN COUGAR MELLENCAMP - Pop Singer (Mercury/PolyGram) |
| 9 | 12 | 24 | SA-FIRE - Thinking Of You (Cutting/Mercury/PolyGram) |
| -- | 34 | 25 | ROACHFORD - Cuddly Toy (Feel For Me) (Epic) |
| 17 | 17 | 26 | LIVING COLOUR - Cult Of Personality (Epic) |
| 34 | 32 | 27 | LISA LISA AND CULT JAM - Little Jackie Wants To Be A Star (Columbia) |
| 36 | 33 | 28 | ONE 2 MANY - Downtown (A&M) |
| -- | 40 | 29 | MILLI VANILLI - Baby Don't Forget My Number (Arista) |
| 37 | 35 | 30 | CINDERELLA - Coming Home (Mercury/PolyGram) |
| 32 | 31 | 31 | EDIE BRICKELL & NEW BOHEMIANS - Circle (Geffen) |
| -- | -- | 32 | DONNA SUMMER - This Time I Know It's For Real (Atlantic) |
| -- | -- | 33 | BANGLES - Be With You (Columbia) |
| 40 | 36 | 34 | RICK ASTLEY - Giving Up On Love (RCA) |
| -- | -- | 35 | CYNDI LAUPER - I Drove All Night (Epic) |
| -- | -- | 36 | FINE YOUNG CANNIBALS - Good Thing (IRS/MCA) |
| -- | -- | 37 | ELVIS COSTELLO - Veronica (Warner Bros.) |
| -- | 39 | 38 | EDDIE MONEY - Let Me In (Columbia) |
| -- | -- | 39 | NATALIE COLE - Miss You Like Crazy (EMI) |
| 38 | 37 | 40 | SAMANTHA FOX - I Only Wanna Be With You (Jive/RCA) |

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
STEVIE NICKS - Rooms On Fire (Modern/Atlantic)	191	50	110	31	
SIMPLY RED - If You Don't Know Me By Now (Elektra)	183	65	90	28	
* DOOBIE BROTHERS - The Doctor (Capitol)	160	160	--	--	
WARRANT - Down Boys (Columbia)	147	26	88	33	

THE SUMMER RECORD IS HERE.

HENRY LEE SUMMER

"HEY BABY"

ZS4 6881

FIRST WEEK!

R&R CHR 51 ADDS

4th MOST ADDED

GAVIN TOP 40 77 ADDS

4th MOST ADDED

Q102 @32	WPFM	ZFUN
93Q @40	KOZE	WDJX
KYRK @40	WPST	KTMT
WLRS @19	WBNQ	Q96
99KG	WZPL	100KHI
WBCY	KZZU	FM104
KSND	WINK	KZ106
WBCY	WPHR	KKRD
KJ103	KLQ	KMEE
KTUX	K92	WOKI
WZYP		

EARLY MOVES & DEBUTS:

KXXR D-37	Y97 37-30
106RTB D-23	WAZY D-30



FROM THE ALBUM "I'VE GOT EVERYTHING"

OZ 45124

Produced by Henry Lee Summer
Management: James Bogard Associates

ON CBS ASSOCIATED CASSETTES, COMPACT DISCS & RECORDS.



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	
136	67	66	3	CUTTING CREW - Between A Rock And A Hard Place (Virgin)
129	20	86	23	CHICAGO - We Can Last Forever (Full Moon/Reprise)
125	56	60	9	ROD STEWART - Crazy About Her (Warner Bros.)
124	23	69	32	MICHAEL MORALES - Who Do You Give Your Love To? (Wing/PolyGram)
124	18	61	45	TOM PETTY - I Won't Back Down (MCA)
114	1	62	51	MIKE + THE MECHANICS - Seeing Is Believing (Atlantic)
113	111	--	2	* EXPOSE - What You Don't Know (Arista)
109	48	53	8	QUEEN - I Want It All (Capitol)
107	45	48	14	DINO - I Like It (4th & Broadway/Island)
87	14	61	12	WAS (NOT WAS) - Anything Can Happen (Chrysalis)
82	77	3	2	* HENRY LEE SUMMER - Hey Baby (CBS Associated)
81	67	9	5	* MARTIKA - Toy Soldiers (Columbia)
78	23	26	29	BENNY MARDONES - Into The Night (Polydor/PolyGram)
72	28	25	19	REAL LIFE - Send Me An Angel (Curb/MCA)
67	26	26	15	GREAT WHITE - Once Bitten Twice Shy (Capitol)
64	--	41	23	VIXEN - Love Made Me (EMI)
64	3	43	18	XTC - Mayor Of Simpleton (Geffen)
62	--	30	32	REPLACEMENTS - I'll Be You (Sire/Reprise)
58	1	35	22	JULIAN LENNON - Now You're In Heaven (Atlantic)
55	11	34	10	JEFF HEALEY BAND - Angel Eyes (Arista)
55	2	24	29	SURFACE - Closer Than Friends (Columbia)
52	2	35	15	BULLET BOYS - For The Love Of Money (Warner Bros.)
50	10	40	--	BECKETT - How Can The Girl Refuse (Curb)
42	15	27	--	SWING OUT SISTER - Waiting Game (Fontana/PolyGram)
38	1	21	16	SAM BROWN - Stop (A&M)
34	16	14	4	* THE CULT - Fire Woman (Sire/Reprise)
34	15	19	--	* 10,000 MANIACS - Trouble Me (Elektra)
32	9	15	8	THE CURE - Fascination Street (Elektra)
32	5	14	13	GRAYSON HUGH - Talk It Over (RCA)
30	1	13	16	NEW ORDER - Round And Round (Qwest/Warner Bros.)
29	25	1	3	* PETER GABRIEL - In Your Eyes (WTG/CBS)
27	--	11	16	GUY - I Like (MCA)
26	26	--	--	* LOVE AND ROCKETS - So Alive (Beggars Banquet/RCA)
25	21	2	2	* X - Wild Thing (Curb)
24	1	22	1	MATT BIANCO - Don't Blame It On That Girl (Atlantic)
24	1	21	2	JOHNNY CLEGG & SAVUKA - Scatterlings Of Africa (Capitol)
22	--	9	13	RED SIREN - All Is Forgiven (Mercury/PolyGram)
21	1	10	10	ATLANTIC STARR - My First Love (Warner Bros.)

DROPPED: #23-Anir otion, #26-Deon Estus, #28-Fine Young Cannibals (Crazy), #29-Tommy Page, #30-Winger, #38-Tone Loc, One Nation, House Of Lords, Tanita Tikaram, Figures On A Beach, P. Snow, Freiheit, Queensryche, Sam Phillips, Daryl Hall And John Oates.

★
**MICA
PARIS**

★
**MY ONE
TEMPTATION**

**The Debut U.S. Single:
Already an Urban Smash &
An A/C Breaker This Week!**

MICA [Mee-Sha]

Already A U.K. Superstar:

- Platinum Debut Album
- Best British Female Vocalist
- Four Top 10 Singles

**Early Action: HOT97,
KMEL, PWR99,
HOT97.7, WXKS,
X100, KDON**



Management: The Garfield Group
New York City



HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week **324** Last Week **331**

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

ARTIST TITLE LABEL	Reports	Adds	1-5	6-10	11-20	21-30	Uncharted	Hit Factor	Weeks
PAULA ABDUL - Forever Your Girl (Virgin)	272	--	194	47	25	4	2	97%	11
MICHAEL DAMIAN - Rock On (Cypress/A&M)	289	--	140	84	51	9	5	95%	11
DONNY OSMOND - Soldier Of Love (Capitol)	282	1	98	104	65	12	2	94%	8
JODY WATLEY - Real Love (MCA)	253	--	132	79	35	7	--	97%	10
BON JOVI - I'll Be There For You (Mercury/PolyGram)	216	2	166	38	10	--	--	99%	12
GUNS N' ROSES - Patience (Geffen)	262	1	68	97	78	11	7	92%	8
NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)	266	4	37	82	112	23	8	86%	8
HOWARD JONES - Everlasting Love (Elektra)	250	1	58	96	78	10	7	92%	10
DEBBIE GIBSON - Electric Youth (Atlantic)	246	1	54	109	63	11	8	91%	8
MADONNA - Like A Prayer (Sire/Warner Bros.)	174	--	110	64	--	--	--	100%	10
BOBBY BROWN - Every Little Step (MCA)	249	5	27	48	133	30	6	83%	9
RICHARD MARX - Satisfied (EMI)	291	9	1	10	77	158	36	30%	3
BETTE MIDLER - Wind Beneath My Wings (Atlantic)	231	5	44	50	99	22	11	83%	12
CHER & PETER CETERA - After All (Geffen)	198	3	73	80	32	7	3	93%	12
THE OUTFIELD - Voices Of Babylon (Columbia)	230	--	26	40	109	44	11	76%	9
JIMMY HARNEN w/SYNCH - Where Are You Now? (WTG/CBS)	224	6	36	39	83	47	13	70%	11
38 SPECIAL - Second Chance (A&M)	161	2	73	60	19	3	4	94%	16
ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)	247	--	1	11	117	87	31	52%	6
WATERFRONT - Cry (Polydor/PolyGram)	255	7	3	8	107	95	35	46%	7
LITA FORD (w/OZZY OSBOURNE) - Close My Eyes ... (Dreamland/RCA)	192	8	34	26	65	45	14	65%	12
NENEH CHERRY - Buffalo Stance (Virgin)	205	13	17	16	69	58	32	49%	8
THE BELLE STARS - Iko Iko (Capitol)	148	2	17	25	75	22	7	79%	12
JOHN COUGAR MELLENCAMP - Pop Singer (Mercury/PolyGram)	241	8	2	5	49	128	49	23%	4
ROACHFORD - Cuddly Toy (Feel For Me) (Epic)	218	22	2	3	27	79	85	14%	7
LISA LISA AND CULT JAM - Little Jackie Wants To Be... (Columbia)	198	5	--	2	48	96	47	25%	6
ONE 2 MANY - Downtown (A&M)	177	10	3	2	45	60	57	28%	9
MILLI VANILLI - Baby Don't Forget My Number (Arista)	203	22	--	1	33	65	82	16%	4
CINDERELLA - Coming Home (Mercury/PolyGram)	182	8	1	2	43	74	54	25%	7
EDIE BRICKELL & NEW BOHEMIANS - Circle (Geffen)	137	3	7	9	34	53	31	36%	8
DONNA SUMMER - This Time I Know It's For Real (Atlantic)	221	40	1	4	23	57	96	12%	5
BANGLES - Be With You (Columbia)	244	24	--	1	3	73	143	1%	3
RICK ASTLEY - Giving Up On Love (RCA)	173	2	1	1	21	86	62	13%	6
CYNDI LAUPER - I Drove All Night (Epic)	234	31	--	--	4	62	137	1%	3
FINE YOUNG CANNIBALS - Good Thing (IRS/MCA)	251	83	--	--	7	42	119	2%	3
ELVIS COSTELLO - Veronica (Warner Bros.)	134	11	--	5	26	40	52	23%	6
NATALIE COLE - Miss You Like Crazy (EMI)	129	15	--	3	18	51	42	16%	7
SAMANTHA FOX - I Only Wanna Be With You (Jive/RCA)	85	1	1	6	18	33	26	29%	10
STEVIE NICKS - Rooms On Fire (Modern/Atlantic)	191	50	--	--	2	29	110	1%	3
SIMPLY RED - If You Don't Know Me By Now (Elektra)	183	65	--	--	3	25	90	1%	3
DOOBIE BROTHERS - The Doctor (Capitol)	160	160	--	--	--	--	--	--	1
WARRANT - Down Boys (Columbia)	147	26	2	2	7	22	88	7%	4
CUTTING CREW - Between A Rock And A Hard Place (Virgin)	136	67	--	--	--	3	66	--	2
CHICAGO - We Can Last Forever (Full Moon/Reprise)	129	20	--	1	1	21	86	1%	3
ROD STEWART - Crazy About Her (Warner Bros.)	125	56	--	--	2	7	60	2%	3
MICHAEL MORALES - Who Do You Give Your Love To? (Wing/PolyGram)	124	23	--	--	8	24	69	6%	5

REAL LIFE

REAL LIFE

"Send Me An Angel '89"

THE NUMBERS SAY IT ALL!!!

KKBQ 12-9	KRBE 13-6 HOT	Y95 D-13 HOT
WDFX 13-7 HOT	WGH 22-18 HOT	WNVZ 20-17
KIIS D-25	KKFR 6-4 HOT	KDWB D-29
KXXR D-38 (1 WEEK)	KTFM D-30 (1 WEEK)	KS104 D-24
KZZP 23	KROY 36-31	KWSS 33-29
HOT97 32	PWR106 30-27	

ADDED THIS WEEK AT:

PWR99	KITY	KOY-FM	KWOD	KCPX
B-93	WNOK	KKYK	KYNO	KLQ
WHOT	WWGT	WHDQ	WMJQ	WUVA
WJKC	WAPW	WAUC	WHLY	WDDJ
WKQD	WZIX	WKLQ	WNKO	KCPI
WJZQ	KIXY	KTDR	KFTZ	KKMG
KMOK	KTRS	KBOS	KSLY	

ACTION AT:

WQHT 34-32	WSPK	WBSS	WSBG	WVMX D-38
WHFX	WPFM	WTHZ D-40	KBIU D-35	WAZI
WQID	WZMX D-29	WPXR D-35	KIOC 34-26	KAFX D-40
KKQV D-31	KKSS	KPXI D-32	Y95 D-13	KSIF
KQKS D-24	KUUB	KHQT	KDON D-27	KEWB D-34
KEZY D-28	KWIN	KWXX D-30	KXFM D-32	

QUITE SIMPLY, THIS RECORD IS A SMASH!

Extremely Active With Radio Play!
12" Selling Fast
Album Ships This Week!!!

REAL LIFE tours in June.

CURB
RECORDS

DISTRIBUTED BY MCA DISTRIBUTING CORP.

INSIDE TOP 40 by Dave Sholin

As they do each year around this time of year, broadcasters from all corners of the globe descended upon Las Vegas last week for the first of two annual NAB conventions. Television gets the lion's share of attention at the Spring gathering—not surprising when you consider that, as Jhan Hiber informed me, a mere 1600 radio registrants were among the 47,000 in attendance. NAB President Eddie Fritts unveiled plans for a "Free TV Task Force" campaign. Walter Cronkite has been drafted to act as spokesperson for this effort which one TV critic termed "cautioning Americans about the evils of pay television." In the early Sixties debate raged about whether or not the public would pay to see movies, sporting events and other specialty programming on TV. At the same time a lot of folks were voicing serious doubts about the commercial viability of FM radio. Much like the AM Top 40 powerhouses of the '50s, '60s and '70s who cornered the market with one or two competitors, at most, until FM became a factor, the three major networks pretty much owned the national TV landscape until cable came to town. Radio programmers had to learn to live with and combat audience fragmentation in new and ingenious ways. Few people, if any, under 25 remembers listening to music on AM. Similarly, more and more of us have only vague memories of a world without cable and subscription TV. Wisely the FCC deregulated the broadcast industry during the Eighties, removing outdated restrictions and costly time consuming red tape. Ask programmers in Canada how they feel about the Canadian Content rules that hampered FM radio's competitiveness in their country. Fragmentation has arrived at television's door as it did to radio's over a decade ago. But even though more are lining up for a slice of the audience pie, plenty of big chunks are available. Regulation can't and shouldn't attempt to hinder the choices available. In the free enterprise system it's survival of the fittest.

Two months ago **JIMMY HARNEN** with **SYNCH** became the **RECORD TO WATCH** and this week it holds onto number one at 100KHI Ocean City and moves into the top slot at KCIL 4-1, WQUT 2-1, KEWB 2-1 and KWYR 4-1. **HIT FACTOR** is up from 52% to 70% with top twenty conversions at WTIC/FM 26-18, EAGLE106 23-17, BAM99 30-16, Z103 24-18, WJJH 22-17, KOKZ 28-19, Z104.5 23-16, etc.

Request activity is excellent on **MILLI VANILLI** who is number one on the phones for Rob Taylor at WZLS Valdosta, GA where it climbs 34-24. Moves into the top twenty at B94 Pittsburgh 23-18, WSPK Poughkeepsie 22-18, 102QQ Saratoga Springs/Albany 23-

19, B97 New Orleans 23-15, Q102 Cincinnati 23-16, 93QID Alexandria 28-14, KZOU Little Rock 28-17, K106 Beaumont 26-12, KITY San Antonio 21-13, KROY Sacramento 23-17, KUBE Seattle 24-20. Over 200 reports for the first time.



A long list of hot gainers on **WATERFRONT** including a ten point move at KFFM Yakima, WA 30-20, WKNE Keene, NH 28-19, WDJX Louisville 27-18, WMMY Melbourne, FL 23-15, WHSB Alpena, MI 24-17, KKRC Sioux Falls, SD 29-22, KMGZ Lawton, TX 27-18, Y95 Dallas 22-17, WPXR Rock Island, IL 31-23, KGWY Gillette, WY 23-17, KZZK Tri-Cities 23-16 and KPLZ Seattle 22-17. Goes top ten at WBPR 15-6, WIFC 13-9, KPXI 12-6, KATD 14-9 and SLY96/FM 12-5.

Lots of top thirty action on **CYNDI LAUPER** especially in the Midwest where she charts at KDWB 29-26, WLLI 26-25, WIAL 30-26, WIZM 33-30, and debuts at KKEZ #24, WIFC #29, Y94 #29, WSPT #30.

FINE YOUNG CANNIBALS continues to match tremendous new airplay stats for the third straight week. Added at Z95.5, WHYT, WNYU, Y95, WTBX, KCPW, POWER 106, FM104, KKXX, WPLJ, Q107, WJLK/K94, 94Q, Z103, B97, WFMF, WGGZ, KDWB, WIFC, KKXL, WLXR, WIZM, etc. topping a 250 report total.



Exceptionally fast growth for **WARRANT** and 26 adds makes for a potent combination as they head into the **CHARTBOUND** zone. Chuck Beck and John McFadden at WDFX Detroit take it 10-4 along with gains at KDWZ 21-16, WMMS debut #22, Y95 18-12, KCPX 30-18, KXXR 20-16, OK95 13-8 and Y97 7-4. Adds include WVMX, WBEC/FM, WAGQ, KIXS, WIBW, WBNQ, WPXR, KROC, WNKO, WHHY and Z103. Danny Wayne at 106RTB Vincennes, IN reports strong phone action from Women 25+.



HIT FACTOR is up to 17% for **TOM PETTY**, last week's **TOP TIP**. Gains at WKZQ Myrtle Beach 16-8, KMOK 29-21 (strong LP sales, number one at a key location), Z104 Madison 25-21, WQLK Richmond 25-15, K100 Chico 10-6, KEGL Dallas 12-7, KBQ St. Louis 33-25, etc. New on KPXR, Z100 Portland, WHTK, WYKS, WCIL, WSTO, BAM99, KPXY and POWER 104.

Impressive group of new believers on **PETER GABRIEL**'s "In Your Eyes," which gets added at KBEQ Kansas City, KC101 New Haven, KPAT Sioux Falls, Q105 Tampa, KEGL Dallas, KZZU Spokane, KISN Salt Lake City, KS104 Denver Y95 Dallas, WDFX Detroit, WBEC/FM Pittsfield, etc. Moves 30-25 on KZZP and debuts #27 at KRQ.

Best week yet for **GREAT WHITE**, who charts 27-18 at WTBX Duluth, MN, is number three in requests and one of their top selling tracks "in all configurations" in the market after three weeks of play. Also on fire at WKOR 23-15, WKZQ 20-9, OK95 21-11, KNIN 32-22, KXXR 13-8, etc.



Phoenix is the first market to make a lot of noise with **WHISTLE** where **KOY** charts it 19-15, KKFR 27-22 and KZZP 25-22. Added at Q106 San Diego, KS104 Denver, KRQ Tucson and KHSN Coos Bay. Could be a big summer ballad.

Can a movie revive another lost track? While going to see "Field Of Dreams" last weekend I saw the trailer to a new teen flick, "Listen To Me," which features the **ALPHAVILLE** song "Forever Young." After hearing it again it's still a mystery why this tune never made it. If you start to get listener interest on it you should make sure it doesn't get confused with the Rod Stewart song of the same name.

THE COMPACT DISC:

SAVING AND REVOLUTIONIZING THE SOUND OF MUSIC

By Ron Fell



Even casual observers of the music business have noted the sudden disappearance of vinyl at the retail level. The advent and now dominance of cassettes and compact discs have radically changed the face of music in the civilized world.

It's reasonable to assume that most retailers will have stopped selling vinyl singles and albums in the next couple of years. Many retailers will choose to only carry compact discs and selected cassettes. Consumer demand made them do it. And if you haven't noticed, the audiophile is back buying pre-recorded music again.

Alienated by sloppy attention to detail, quality in manufacturing and inconsistent musicianship as recently as a decade ago, the post-adolescent patrons of recorded music lost confidence in the hardware and software of music. A few from the previous avant garde generation were burned by the "Hula Hoop" of music hardware, the Quad system; even more patrons of the art bought into the ridiculous configuration known as the eight-track. A Grand Canyon of erosion in credibility between consumer and the business of music developed.

But in the early years of this decade we began to hear of and became witnesses to the compact disc and its spectacular ability to reproduce first generation, studio quality music. Through even the most modest playback systems, digital discs improved intended quality and eliminated obtrusive flaws inherent in flawed vinyl. Gone was the friction created by a diamond point cutting through a microscopic groove; gone was the inevitable boulder of dust; gone was the rumble of a two bit tone arm trying to hold an imperfectly cut spiral. (There was a time, not too long ago, when I could find 25% of all singles pressed at least an eighth of an inch off-center.)

Thanks to two offshore companies, Sony in Japan and Phillips in Europe, the hardware (the playback unit) and software (the disc) took shape and a legitimate revolution began. The technology to record in a digital configuration actually preceded the disc and playback unit. If I'm not mistaken, Ry Cooder was the first popular musician to record digitally, though the original intent was to master the end result to vinyl and tape.

From almost the first day, the compact disc demand far exceeded production capacity. American record companies and unit manu-

facturers were slow to respond. As was the case with VCRs, the Japanese took advantage of the "sleeping giant" and were soon saturating the American marketplace with playback units while nearly all the earliest discs themselves were being imported from Germany and Japan. It took three or four years for domestic disc manufacturing to come close to meeting production demand.

With sets in place and catalogue now duplicated in sufficient quantities, prices for adequate playback units have dropped from \$1,000 or more to under \$200. Prices for the discs themselves haven't yet dropped as much,

but they're down to a respectable, affordable \$12-\$14 level.

WHERE ARE WE NOW?

The compact disc is only about six years old in the consumer marketplace, yet the disc already accounts for about a third of the consumer's dollar spent on all configurations of pre-recorded music. More than \$2 billion was spent on CDs in 1988—nearly four times the money spent on vinyl albums.

Many quality-conscious radio stations in America now boast that they ONLY play compact discs. Yet other stations, hard as it may be to believe, haven't yet made the nominal investment in equipment to augment their turntable/vinyl operation with compact disc

technology.

Not only is it a short-sighted management error a decision to avoid such technology in the future could force a station out of the contemporary music arena altogether. Several major record companies are discontinuing vinyl single service to radio. It's simply economically impractical to provide multiple copies of vinyl singles to thousands of radio stations when one CD single will last five years or more.

The commercial vinyl single is also about to die. For the first time in more than fifteen years, dollar volume spent on vinyl singles has fallen below the \$200 million level. Cassingles and CD singles have come from nowhere to register \$67 million in less than two years.

It may surprise you to learn that in 1988 more than half the money spent

by consumers on pre-recorded music went to cassettes of entire albums. But at its current rate of growth (47% last year), the CD will have replaced the cassette as the format of choice by the end of 1990. The CD's portability, programmability, indestructibility and technical excellence will win out even if the CD remains 50% more expensive than the cassette. ●

WALKERS

HARD WON BATTLES
OF A SEVENTIES SURVIVOR

Having literally grown up before the eyes of America, Donny Osmond has to reach deep into his memory to recall a time when he wasn't on stage. Together with his brothers he first came into our living room in the mid-sixties via TV and "The Andy Williams Show." By his early teens, following a string of hits as part of The Osmonds, he was ready to step out solo. Part of that role was cast in what became more than just a song title, "Sweet And Innocent," his first hit single early in the summer of 1971. I'll never forget the listener hysteria surrounding a phoner I did with him on his sixteenth birthday. Callers deluged the station's switchboard for days. Many of those kids are now parents.

Bolstered by his terrific sense of humor and genuine warmth, Donny was undaunted by the difficult task of convincing skeptical music and radio decision makers about his contemporary viability as an artist. A meeting with Peter Gabriel in '87 turned out to be a fateful one. It led to a new album that includes his first top ten single in more than a decade. Joined by some of the world's top players, Donny's been able to forge a sound that he truly feels reflects his musical persona. Talking to us recently from Southern California, he was upbeat and grateful to those who've been helping him battle his way back to the forefront of popular music.

DAVE SHOLIN: Welcome back, Donny.

DONNY OSMOND: Thanks, it feels good. It's been ten years since I've been on the charts. **DS: There are a lot of fans out there that are really happy to have you back. How old were you at your first public appearance and what do you remember about it?**

DO: Five—I was five years old. It was an "Andy Williams Show" and I sat on his knee singing "You Are My Sunshine." Then there was a live show at the old McCormick place that burnt down in Chicago. I just went on, did my gig, got off. I rehearsed over and over again what I was going to do (it was just one little number), but I do vaguely remember vast amounts of people; of course, when you're five years old, ten people are a lot of people. I remember the applause and having to come out and keep taking bows.

DS: You performed with your brothers for quite awhile and then made the decision to break away and become a solo act. How did that come about?

DO: Rick Hall, who was producing us at the time, made the suggestion. Until I was seven or eight I was the novelty of the act. I'd perform with my brothers, then leave and they'd finish the show. Then I became a full-fledged member of the band. So, I was always singled out. When we did our first album called, *The Osmonds*, I did a song called "Sweet And Innocent." That song was not only on that album, but was my first single and on my first solo album—so I think it was just a natural progression.

DS: In those younger years, did you comprehend what an accomplishment it was, to not only score those hit records, but go all the way to #1?

DO: I had no idea, Dave. I really didn't. I was working my butt off, so nobody could ever point fingers at me and say, "You didn't work for it." I certainly paid my dues, starting at five and finally about thirteen, fourteen—going #1 with "One Bad Apple." Everything was happening so fast I couldn't really appreciate it.

DS: You did a lot of covers (remakes) in those days. Did you have any input choosing those songs?

DO: No. They just handed me the music and said "This is it."

DS: Did they play you the originals?

DO: A couple of times—I remember "Too Young"—I think Nat King Cole did it and I remember hearing that version FIVE minutes before I did mine—that was the first time I heard the song. A lot of those were just first and second takes, too. It was "Wham! Bam! Thank You, Ma'am." We spent a lot more time on The Osmonds' albums.

DS: Yours and Marie's television show lasted four seasons. How did it evolve?

DO: Well, back when I was about fourteen—The Osmonds were headlining at Caesar's Palace—Marie sang the Roberta Flack and Donny Hathaway song, "Where Is The Love?" with me. I was already being singled out and with Marie having the novelty of being the only sister, it was natural to pair us up. From there, we co-hosted some "Mike Douglas Shows" and that's where Freddie Silverman from ABC saw us and said, "Got a great idea." I remember the day, Dave, when they came to me—it was actually Marie who broke

the news and said, "We're going to be doing a television show together." And IMMEDIATELY I thought, "This is going to kill a record career." It really hurts if, unless, you go through other means—for instance, Cher went through the film industry and that's what got the record career going again. Glen Campbell is a great example—FABULOUS voice, talented, he's got chops for days, but once again, TV hurt his recording career. Andy Williams is another good example. I'm very lucky to have happen what's happening now.

DS: I'm sure luck enters into it but it's also talent and your desire...

DO: I'm glad you picked up on that because when you have a potential hit record, a lot of people just seem to think of the success and not the work that went on behind the scenes—and for the last ten years I've been beating the doors down recording and demo-ing, showing people that I'm not just some pop teen star that happened in the '70s.

DS: ...maybe it makes the reward that much sweeter.

DO: It does. I remember ten years ago working with David Foster and Jay Graydon—

"You can burn yourself out with the public, but if you stay away too long, they forget about you."

matter of fact, we cut a whole album together. I was planning to be the lead singer of a band with the three of us—called Airplay. They came out with an album a long time ago that featured the Earth, Wind and Fire song, "After The Love Has Gone." Airplay recorded it before Earth, Wind and Fire did.

DS: What were the positives and negatives of being a teen idol?

DO: I do have to say that when we were on stage—that's when it was great. I don't have a lot of bad things to say about the '70s because it was very exciting—let's face it. I don't know if I really want that right now because music is much more important than hysteria; but I'll admit it was exciting going to Knotts' Berry Farm recently with Hollywood Hamilton of KIS/FM and it was unbelievable! It was like the '70s all over again—young teenagers screaming.

DS: Was there a tough part of that transition from teen idol to adulthood in showbiz?

DO: Well, I think I was a victim of what we all go through, Dave—we all go through a self-denial process of what we used to do in our early teens. An eighteen year old will never admit to some things he used to do at fourteen—and I was victimized by that natural instinct. I look back at some of the records I

did and they were awfully sugary sweet and saccharine, but that's what was sung at the time and some of it was great. Nevertheless, we still go through that self-denial process. As a matter of fact, going to these listening parties across the country and having twenty-five year olds come up to me with old albums saying, "Can you sign this—it's been sitting in my closet for all these years?!" Do you think they would admit to that five years ago? NO WAY!

DS: Do you ever wonder what it would've been like to grow up without all the adulation and just been an everyday kid?

DO: Absolutely. As a matter of fact I wrote a song on the album about that. It's called "Only Heaven Knows," which is actually written about living life vicariously through my kids—you know, Scouting, Little League and all that kind of stuff. I'm basically living my other childhood I wish I had had through them today.

DS: How many children do you have and are you encouraging or discouraging them from show business?

DO: I have three boys—four, seven and nine. I try to isolate them from entertainment as much as I can right now because I've seen too many "star" kids get messed up by it, or get into it because they think their parents have expectations that they've got to follow the same footsteps. I'm definitely not pushing it. I think the likelihood of them doing something in this business is pretty good because of the exposure they will have as they grow up. If they choose to go into the business seriously, then they have every bit of support from me.



Donny, shown here in July of last year asking then-KCPX PD, Lou Simon, "So, what do you think of my record, Lou?"

DS: Your newest album is a real departure from the Donny Osmond we're familiar with. Who has influenced you musically over the years?

DO: I go the spectrum. I love to put on a Keith Jarrett CD and I really like Chick Corea a lot,

but I guess my roots are R&B because after listening to those Andy Williams albums I moved into Stevie Wonder, who became my hero and the one that's influenced me more than anybody. Plus, there's some records out right now that I really like—the new Jody Watley and Roachford's stuff. I'm also a big Tower Of Power fan. I can't remember the name of the album, but they had a GREAT song called, "You Gotta Funkify."

I admire Prince—he just keeps pumping them out. The problem with a lot of today's bands is they get one great song and become "one-hit wonders."

DS: A lot of programmers have discussed the current crop of one or two hit artists.

DO: Well, it's difficult nowadays because there's so much more competition. I mean, you're up there and you're down—you're not on the charts as long as you used to be in the '70s. There's a lot of pressure on an artist to make sure they keep pumping it out AND there's a fine line if you overdo it. You can burn yourself out with the public, but if you stay away too long, they forget about you.

DS: When you recorded this album, was that in the back of your mind, "I'm going to go in and let people know exactly what Donny Osmond is about today, and their image of who I am and what kind of music I do may be totally different, but I'm going to go in and show them I can do something else..." It sounds like your new album is a reflection of your varied musical tastes.

DO: Well, it took me years to feel good with the direction I wanted to go in. I went in knowing exactly how I wanted to sing and

THE GAVIN REPORT IS READY FOR THE 90'S ARE YOU?



**PREPARE NOW FOR THE
GAVIN SEMINAR FOR MEDIA PROFESSIONALS**

THURSDAY, FRIDAY & SATURDAY,
FEBRUARY 15, 16, 17, 1990.
AT THE WESTIN ST. FRANCIS HOTEL,
SAN FRANCISCO, CA

how I wanted to come across. Now, an interesting thing about my career is that I've done so many different styles of music that I could put an album together from Take 6 to Def Leppard—are you familiar with Take 6 stuff? (DS: Yes.)—but I don't think that would be a smart thing to do, so what I did was put enough variety on the album from "Sacred Emotion," which is almost Gospel to "Soldier Of Love," which in my opinion is pure Pop to "Faces In The Mirror," which is Funk, but not trying to be such a mix 'n match album—a smorgasbord album that people are confused as to, "What is he?"

DS: You couldn't describe it as a concept album.

DO: No, definitely not.

DS: "Soldier Of Love" was a song that radio really forced out as a single even before its U.S. release.

DO: Well, Lou Simon (former KCPX-Salt Lake City PD) was the very first person who played it back in August and he told me then it was going to be a smash. He told other people and they laughed at him. I've gotten to know him pretty well over these past few months and he said, "People are laughing, but I'm going to have the last laugh over this one." Then, Jessica Ettinger at WPLJ picked up on it, three or four months ago. She played it and didn't tell anybody who it was. Then I believe Guy Zapoleon and the Nationwide chain among many others got the ball rolling. But the very first programmer to play my new music, even before "Soldier" was recorded, was Sunny Joe White who played "Groove" at KISS108 in Boston early last year.

DS: At this point the record was only an import on Virgin Records in England.

DO: Right, same way the Roxette thing happened. An import was brought in and there was no record deal here in the States.

DS: What was the reaction from the labels?

DO: They passed—they were afraid of the image—they were afraid that radio wouldn't want it and felt it was a crap shoot to get Donny Osmond on the air, which was a reality. I mean, let's face the fact that it was dangerous for anybody to go on the radio and play a Donny Osmond record because of past images, but it took several gutsy people that had the balls to play it and it took off from there. Then Jessica Ettinger told us to send John Fagot at Capitol a copy. Evan Rogers and Carl Sturken, my producers, are signed to Capitol and they'd been talking to John all along about this and he's had some great things to say about it. When he got a copy of the CD import, he went up to David Berman's office and said, "Do you hear three singles on this thing like I do?" Berman listened to it and said, "Get that guy on the label as quickly as

possible." We were talking with several companies at the time, but as soon as I saw the enthusiasm of Fagot and Berman, that convinced me to go with Capitol. They're on an upswing right now and I'm glad to be part of it.

DS: Do you think people are listening to the music and hearing what's in the grooves rather than being over-concerned with image? Maybe this is a lesson for everybody—when a record is there and the song is in the grooves the public's going to respond to it.

DO: I'm starting to see some things happen at radio—they're getting more aggressive. Roxette and Sheriff are good examples. They're playing it because it's good music, not because of a promotional campaign. You have to promote like crazy, but they're playing it because there's response and people like the music. Times are changing now and people are starting to listen to the music a little bit more; image is important, granted, but I think it's become secondary or equal to the music rather than foremost.

DS: How did you discover "Soldier Of Love?"

DO: It sat on my desk for three weeks—I get a ton of tapes and it just sat on my desk. A friend of mine turned me onto Carl Sturken and Evan Rogers and they sent me a tape. I was just sitting here thinking, "What am I going to do to finish up this album?" because we had recorded some things at Peter Gabriel's studio with George Acogny. I put "Soldier" in the cassette machine one day and I immediately called my friend up over at Virgin, Gemma Corfield, who's got ears for days... "Yes, I gotta have this—let's do it." I hate to oversimplify it, but that's about what happened.

DS: A lot of PD's and MD's are raving about "Sacred Emotion."

DO: I didn't want to come out with something similar to "Soldier Of Love" and "Sacred Emotion" leans in a Soul/Gospel direction.

DS: The writers, players and producers on your album read like a "Who's Who?" of people in music.

DO: They're key to the project. George Acogny did some great musical songs on the album. I wanted the musical quality of an album like Donald Fagen's *Nightfly*. I wanted sophisticated musicians like Michael Brecker, Darrell Jones and Manu Katche. Funny story about Michael Brecker. When George and I were over in Bath, England recording we started listening to some music. He put on the Brecker CD and I said, "We gotta have this guy on the album!" George knows Michael and he called him up and said, "Hey Michael, I'm cutting this artist that Peter Gabriel turned me onto and I'd like you to fly over here and cut some of the stuff on the album." Michael

says, "Oh, great—well, who are you cutting?" George replies, "Donny Osmond." Then there's that long pause on the phone (laughs). Michael says, "You want me to play on WHOSE album?!" (laughs) George goes, "Look, I want you to fly over here—it's a free trip, free vacation—whatever you want to do—if you don't like the music fly home—simple as that." Well, he flew over and listened to some of the stuff we were cutting and ended up canceling some of his own sessions and postponing a bit of his album to finish up what we wanted him to do on the album because he liked the music. When we were in New York, Peter told me, "If your music is strong, then there's no stopping you. Forget about all this image stuff that people are talking about." As a matter of fact, on the album, I put just below all the credits a little statement that says, "Perception versus reality is deceiving."

DS: Tell me about the photo of you and Billy Idol. Are the two of you planning a tour?

DO: (Laughing) It's amazing. I went to this ASCAP party and Billy was there and one of the photographers said, "Hey, Billy—Donny, let me get a shot." Billy thought it was kind of fun because he didn't know what I was doing at the time, so he made a face and I made a face and the shot circulated all over the place. Once again, the perception of people. Here's Donny Osmond with Billy Idol—oil and water, right?

DS: What made you decide to move to Southern California in 1985?

DO: Here again, the perception of me is Utah, but I was basically raised in the San Fernando Valley—and then moved to Westwood. I moved back to Utah when I was seventeen but I've lived most of my life here in California.

DS: Years ago you did an on-air interview and you were really into electronics. Do you still like to tinker around?

DO: Very much so—and I'm glad I was in the past because it's enabled me to stay on top of what's going on. It advances so fast and my schedule makes that difficult these days. The next piece of gear I want to get is a Synclavier. The whole digital scene is just amazing.

DS: How do you really want people to perceive Donny Osmond today and in the '90s?

DO: Hard worker with amazing chops (laughs). The reason I put hard worker in there is because you have to work your product and I'm working hard—that's why I'm traveling so much. I want to meet all these program directors—I want to get to know them because I want to hear their response. I don't want to second guess them. They've embraced this project—they've helped me out tremendously. They've all taken some chances and thank goodness it's working. ●

Editorial Assistance by Annette M. Lai

**AVAILABLE
NOW!**



Get your 1989 Gavin Directory for only \$12.50 (1st class postage included). Make checks payable to The Gavin Report, attention Diane Rufer.

Order now while supply lasts.

the GAVIN REPORT

P.D. NOTEBOOK

by Eric Norberg

WHO FRAMED THE MAILBAG?

We'll dedicate that column headline to Bob Hoskins, star of "Who Framed Roger Rabbit." We feel that he delivered one of the most remarkable and demanding acting performances in the history of cinema, playing opposite a costar he never saw in virtually every scene of the movie; doing all his own stunts; and speaking with an American accent so well that nobody could tell he was British until he spoke with his natural accent in television interviews—and he never even got an Oscar nomination!

Well, that's as sidetracked as we've ever gotten in the 10-1/2 years of writing this column. Now we'll behave and get back to the letters we've received.

This one comes from Steve Dylan, Program Director of KGKL AM/FM in San Angelo, Texas, who writes:

"It seems that about every two years, an article will appear in one or more trade magazines regarding the lack of experienced minority talent. Usually, the articles are referring specifically to Blacks. If not actually written by them, these articles often have supporting comments from well-known Urban P.D.'s and G.M.'s.

"Some of these comments are: 'There just isn't any well-trained, experienced talent out there'... 'I would love to find air talent with the basic skills, and train them to work in my market'... 'What radio needs is some fresh, creative, new air talent, but it's just not there.'

"Well, I'd like to say that the talent is out there. The problem I see is not a lack of fresh talent, but rather a lack of these programmers giving it a chance! I have sent out letters, resumes, airchecks, and made hundreds of dollars worth of phone calls to medium and major market programmers, with virtually no response. Now, I don't claim to be the best air talent in America, but I certainly have all the basic skills, plus experience in virtually every aspect of radio that one encounters in any size market. I've read where these top programmers believe there should be some type of 'farm system' in which talent can train in the 'minors' before moving to the 'major leagues.' Is this not what air talent is doing when they work in Hiawatha, Kansas and in Yankton, South Dakota radio stations?

"I have worked in numerous small-to-medium markets, often being the only Black air talent. Likewise, I have worked in markets in which I was the only Black P.D. for miles around. In my present market, I am the only Black person among any of the ten radio stations. The nearest Urban stations are 200 and 250 miles away—[surely not too far for a programmer to at least ask me to interview]. I should mention that I have programmed, mostly, country music stations...but I

have also programmed, and worked on-air, at Album, Top 40, A/C and MOR-formatted stations. In addition I have been Music Director in all these formats, plus Spanish! Some would call that versatility. And I have accomplished all this in the 6-1/2 years since I entered broadcasting. I have always thrived on, rather than having been intimidated by, a challenge.

"So, major market programmers, the next time you get an aircheck or resume (or even a phone call) from some air talent in some little-known town whose name you have never heard of, take the time to give that tape a listen, or that guy or

The problem I see is not a lack of fresh talent, but rather a lack of these programmers giving it a chance!

gal a few minutes of conversation. Who knows—you might just find that 'diamond in the rough!'

"In conclusion, and in fairness to the big markets, just let me say that I realize that in many instances they have to go with a 'sure thing' and don't have the time to bring talent along. but I also believe that many big market programmers would be surprised at how helping a broadcast newcomer break a few bad habits would leave them with an air talent already well on the way to realizing their potential."

The purpose of this column is not to help individuals find jobs, but I think Steve makes a couple of very thought-provoking points.

In addition, I think a couple more inferences can be drawn from his letter. One, which I've mentioned rather pointedly before, is that there is just no justification at all, in my opinion, for a lack of common politeness. If you receive an application in response to a trade notice of an opening, you must review all the applications, and respond to all of them. The fact that nobody will penalize you for not doing so is no excuse for ignoring this common courtesy. And if you receive an unsolicited application—do the same anyway. (After all, you don't get the quantity of unsolicited applications that you do when you advertise an opening.) And you get extra bonus points from me if you return the tape, too, instead of tossing it into the production room for reuse! (Even the smallest station can afford the postage to do this, in my experience.) It's common courtesy—but also, as Steve points out quite accurately, that's how bright new talent is found. You aren't going to find it among the applications you get from "heavyweights" of the business—and the bright new talent is there, and always has been. I've programmed, and received applications, for 21 years, large markets and small, and I can state that as a fact.

Second, Steve seems to dispute what most of us in the industry, I think, had assumed to be a truth: the E.O.E. laws would naturally assist a talented minority, even over other qualified applicants. Although when programming I have received relatively few applications from minorities (with the exception of women, in recent years, and I have a hard time considering a majority of the population a "minority!"), I have encountered some superbly talented beginners who also are members of minority groups.

Could the presumed "preference" in the law be working against talented minority broadcasters in the same way the Canadian Content rule hurt Canadian music's chances in the U.S. after it was implemented ("hey, that record got where it is on the Canadian charts because of a quota, not because it's really a hit")...???

I think everybody in the business might do well to mull that question over.

Certainly, though I haven't heard his work, Steve's resume should be sufficient to get him more attention from broadcasters than apparently he has gotten. Or so it seems to me. Forget E.O.E. I'm talking about ability. ●

BIOFEEDBACK

by Ron Fell

•ATLANTIC STARR

In the eleven years that Atlantic Starr has existed the group has had three female lead singers with the newest being twenty one year old Portial Martin.

•TANITA TIKARAM

The daughter of Fijian and Malaysian parents, Tanita grew up in West Germany, lives in England and considers k. d. Lang and the late Patsy Cline two of her favorite female singers.

•GUNS N' ROSES

Lead guitarist Slash's real name is Saul Hudson.

•BARBRA STREISAND

She recently purchased a \$7 million home in Beverly Hills previously owned by actor Richard Harris. At the time of the purchase the house was being rented by singer Stephen Stills.

•DAVE EDMUNDS

Fresh from his production chores on the critically acclaimed Dion album Yo Frankie, Dave has signed on to produce an album for Detroit's legendary rocker Mitch Ryder. Ryder last recorded in 1983 and John Cougar Mellencamp produced.

MARKETING

by Oren Harari

ANOTHER K.O. FOR DEMPSEY

Let's go back to February of this year for a story about Jack Dempsey. No, not the Jack Dempsey of 1920's fight lore, but a modern Jack Dempsey, one who happens to sell and repair furnaces.

In February it can get cold, even in California. We are relaxing on a Sunday morning—one of the coldest on record—looking outdoors at the heavy rain. I suddenly realize that I'm cold even though our furnace is on.

As I check things out I realize that the furnace is blasting cold air. Oh, no, I think. I just paid over a thousand bucks five days ago for a new furnace. It's Sunday morning on a cold miserable day and to top it all off it's a Sunday that's smack in the middle of a three day weekend. No way to get help. And of course I'm already starting to get paranoid fantasies about having been ripped off by a furnace company that no doubt is a fly-by-night operation that has already packed

up and moved to Mexico with my money. Since I need a scapegoat, I turn to the lady. "You arranged this furnace idea. What do we do now?"

"Well," she says logically. "Let's see if we can get someone to come fix it."

"Fat chance," I sneer. "It's Sunday on a three-day weekend. Nobody's going to come. This is America, remember?"

By this time she is wisely ignoring me and looking through a stack of business cards. "I got this guy from the phone book. Maybe his office has a message about emergency service. Aha," she proclaims, "here it is. ABLE Heating. Hey, look at this. There are two numbers here. I recognize one of them. It was the one in the yellow pages. But I don't recognize the other. It's a 707 area code."

We both hunch over the card, mystified. A 707 area code is in another county. "You don't think that the 707 number is his home phone, do you?" I ask.

Not a chance, we assume. But it doesn't hurt to try. And so she does, and remarkably, it is a home number and—wonder of wonders—the chap who installed our furnace actually answers the phone.

She tells him our tale of woe, puts down the phone, and turns to me in a slight state of shock.

"He's coming right over."

I'm stunned. Coming right over? On a Sunday of a three day weekend? From another county? Just like that? No fights? No accusations? No threats? No entreaties? I can't believe it. In fact, I'm almost suspicious. This is America after all.

But sure enough, within an hour he's here. And he's cheerful. And he's sorry the furnace doesn't work. And he doesn't even suggest that it's somehow our fault for "ruining" a furnace or disturbing him on his day of rest. And he remains cheerful even while working for over an hour in a cold, dank, dark basement.

"It's okay now," he says. And sure enough—hot air. And no bill for his services. Hooray on both counts. We are all filled with good cheer and we thank him and bid him adieu.

Next day. Cold morning. Cold air from the furnace. And this time it doesn't shut down when I turn down the thermostat, forcing me to go downstairs to shut the whole system down. I'm angry. "I knew it was too good to be true," I mutter as she dials the 707 number.

"He'll be here before noon," she informs me. And he is, once again, surprising me. This time he works another hour before coming up and informing us about a shortfall in our system (debatable one which might even be something other than the furnace), which he will replace in two days, again with no charge.

At this point, I am so nonplused by the common decency of the man that I'm starting to feel guilty about disturbing him. No longer am I thinking about the fact that I purchased an expensive furnace that doesn't function. No longer am I thinking of his legal obligations. I'm almost embarrassed by the extraordinary service that I'm receiving.

Two days later we have a fully functioning, smoothly operating furnace. Good as gold even today. And that should be the end of the story, but it isn't.

For all I know, the lady and I have become ABLE Heating's most loyal customers, and I wouldn't doubt that that we've become something of its top sales people as well. By that I mean that we tell the story to awed friends and acquaintances, who of course immediately want to know the name and phone number of the company. Two days after the above incident we told the story to a friend who owns several properties. ABLE heating will get the call next time he needs furnace work. Two weeks after the above incident I told the story in a speech that I gave to an audience of several hundred in Hawaii. Several people in the audience who lived near San Francisco came up after the speech and wanted the name and phone number of the company.

Think about it. Jack Dempsey—yes, that's his name—sold us a furnace that didn't even work, but because of his superb after-sale

•MADONNA

A group of former Christian fundamentalists known as Fundamentalists Anonymous is petitioning Pepsi to re-instate its airing of Madonna's infamous Pepsi TV spot. The group feels that if Pepsi continues to bow to moralistic pressure groups its beverage will become the beverage of the "fundamentalist generation."

•JEFFERSON AIRPLANE

The re-formed Airplane, featuring Grace Slick and Paul Kantner, has signed to record for Epic Records.

•DIANA ROSS

She'll begin a Summer tour of the USA on June 14 at Radio City Music Hall in New York City.

•PAULA ABDUL

Oliver Leiber, composer of Paula's number one single FOREVER YOUR GIRL, is the son of rock 'n' roll songwriter Jerry Leiber of Leiber & Stoller fame.

•TOM PETTY

The soon-to-be-released home video from TP, "A Bunch Of Videos And Some Other Stuff" will include a never before seen video of the duet Tom did with Stevie Nicks for a song called INSIDER which was on the Hard Promise album.

•DWIGHT YOAKAM

Country's glamour boy was recently featured in Model Magazine and In-Fashion Magazine and will answer twenty questions in an upcoming Playboy.

•JOHNNY CASH

He will soon begin work on a remake of the old John Wayne film "Angel and the Bad Man."

•MICA PARIS

Last Summer during a Prince concert in, of all places, Paris, the five foot eleven Ms. Paris joined the Purple One for a duet of The Temptations' JUST MY IMAGINATION.

•SARAH McLACHLAN

This native of Nova Scotia is classically trained in guitar, piano and operatic vocals.

•ROY ORBISON

Roy's wife Barbara is completing a biography of her late husband. People Magazine's Jim Jerome will collaborate with Mrs. Orbison on the book to be published by Bantam Books.

•ROD STEWART

Plans are underway for Rod to co-headline with George Michael and Stevie Wonder at a benefit concert in Paris on June 24. Proceeds from the concert will benefit the international children's charity UNICEF.

MOST ADDED

- THE JACKSONS (58)
(Epic)
- KOOL MOE DEE (26)
(Jive/RCA)
- SOUL II SOUL (24)
(Virgin)
- THE SYSTEM (19)
(Atlantic)
- KARYN WHITE (19)
(Warner Bros.)

TOP TIP

10db
I Second That Emotion
(Crush Music)

Taking a back seat to no one -
18 adds this week.

RECORD TO WATCH



KARYN WHITE
Secret Rendezvous
(Warner Bros.)

Try the 12-inch Secret Drive-Time
Radio Edit--you'll love it.

Editor: Betty Hollars
Assoc. Editor: John Martinucci

URBAN CONTEMPORARY

2W LW TW

- 5 3 1 **AL B. SURE!** - If I'm Not Your Lover (Warner Bros.)
- 7 4 2 **NATALIE COLE** - Miss You Like Crazy (EMI)
- 10 6 3 **ATLANTIC STARR** - My First Love (Warner Bros.)
- 16 8 4 **LISA LISA AND CULT JAM** - Little Jackie Wants To Be A Star (Columbia)
- 2 2 5 SKYY - Start Of A Romance (Atlantic)
- 14 12 6 **GRADY HARRELL** - Sticks & Stones (RCA)
- 17 11 7 **NEW KIDS ON THE BLOCK** - I'll Be Loving You (Forever) (Columbia)
- 24 15 8 **O'JAYS** - Have You Had Your Love Today (EMI)
- 22 14 9 **JOYCE "FENDERELLA" IRBY** - Mr. D.J. (Motown)
- 1 1 10 GUY - I Like (MCA)
- 23 18 11 **TONY! TONI! TONE!** - For The Love Of You (Wing/PolyGram)
- 26 16 12 **DE LA SOUL** - Me, Myself & I (Tommy Boy)
- 3 5 13 JODY WATLEY - Real Love (MCA)
- 4 9 14 DEON ESTUS - Heaven Help Me (Mika/Polydor)
- 30 23 15 **LUTHER VANDROSS** - For You To Love (Epic)
- 25 20 16 **ARETHA FRANKLIN AND ELTON JOHN** - Through The Storm (Arista)
- 20 17 17 **ANNE G.** - If She Knew (Atlantic)
- 29 22 18 **SLICK RICK** - Children's Story (Def Jam/Columbia)
- 21 21 19 **CHARLIE SINGLETON & MODERN MAN** - Good, Bad & Ugly (Epic)
- 28 25 20 **KIARA** - Every Little Time (Arista)
- 33 28 21 **BE BE & CE CE WINANS** - Lost Without You (Capitol)
- 30 22 **DIANA ROSS** - Workin' Overtime (Motown)
- 39 27 23 **ANITA BAKER** - Lead Me Into Love (Elektra)
- 33 24 **PEABO BRYSON** - Show & Tell (Capitol)
- 35 29 25 **ROB BASE & D.J. E-Z ROCK** - Joy & Pain (Profile)
- 27 26 26 PAULA ABDUL - Forever Your Girl (Virgin)
- 19 24 27 BOBBY BROWN - Every Little Step (MCA)
- 35 28 **MILLI VANILLI** - Baby Don't Forget My Number (Arista)
- 32 31 29 **DEJA** - Made To Be Together (Virgin)
- 38 32 30 **MICA PARIS** - My One Temptation (Island)
- 11 19 31 MADONNA - Like A Prayer (Sire/Warner Bros.)
- 8 7 32 EU - Buck Wild (Virgin)
- 37 33 **MILES JAYE** - Objective (Island)
- 36 34 **CONTROLLERS** - Temporary Lovers (MCA)
- 39 35 **LA RUE** - I Want Your Love (RCA)
- -- 36 **THE BOYS** - A Little Romance (Motown)
- -- 37 **VANESSA WILLIAMS** - Darlin' I (Wing/PolyGram)
- -- 38 **LEOTIS** - On A Mission (Mercury/PolyGram)
- -- 39 **EUGENE WILDE** - I Can't Stop (This Feeling) (MCA)
- -- 40 **ALTON WOKIE STEWART** - She's So Cold (Epic)

CHARTBOUND

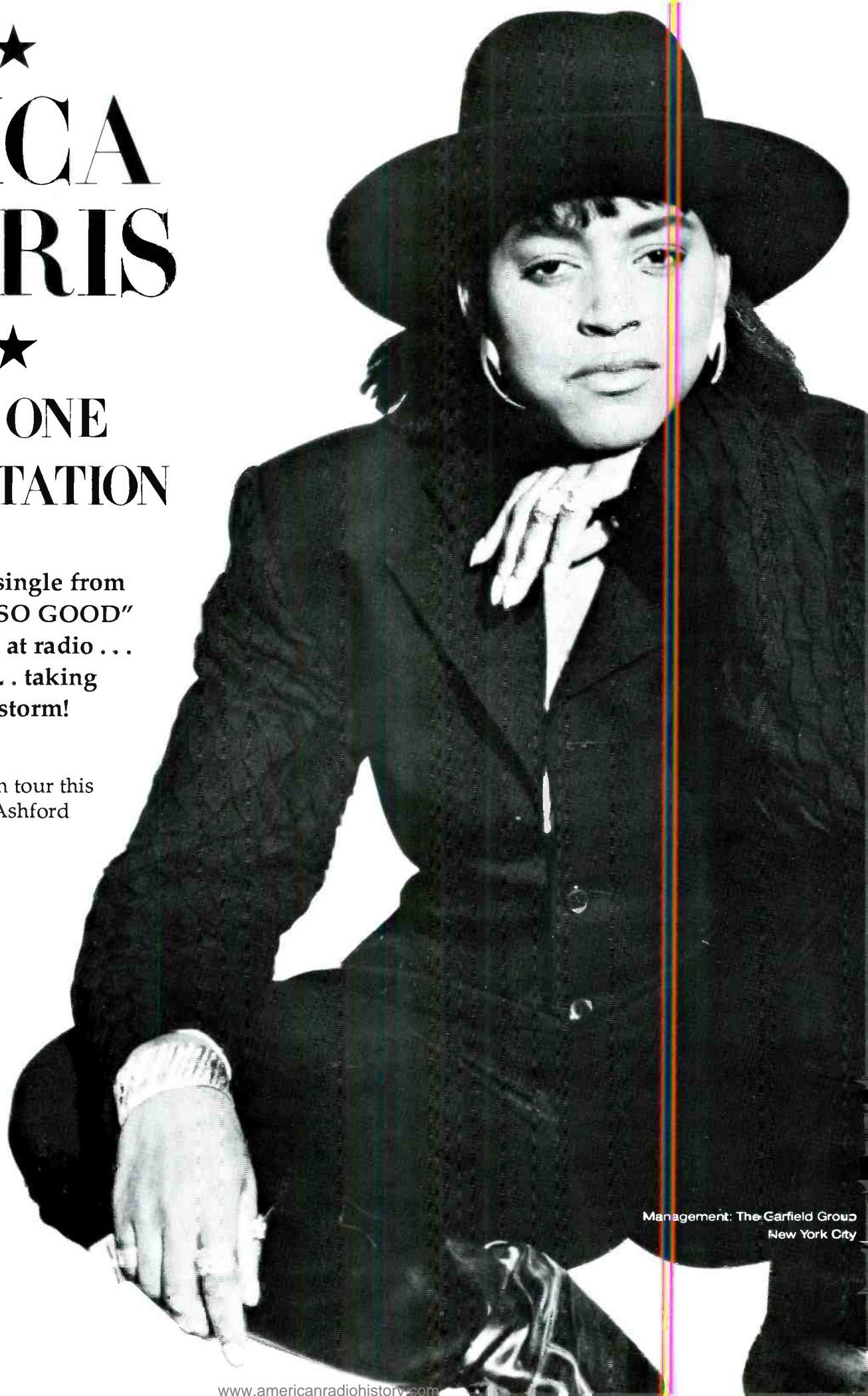
ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
* THE JACKSONS - Nothin' (that compares 2 U) (Epic)		64	58	--	2	4	3%	1
SURFACE - Shower Me With Your Love (Columbia)		51	15	3	12	21	29%	3
CHUCKII BOOKER - Turned Away (Atlantic)		50	6	1	17	26	36%	3
JAMES INGRAM - It's Real (Warner Bros.)		49	10	--	12	27	24%	3
LEVERT - Gotta Get The Money (Atlantic)		49	6	3	12	28	30%	2

★
**MICA
PARIS**

★
**MY ONE
TEMPTATION**

... the first single from
the album "SO GOOD"
is exploding at radio ...
Mica Paris ... taking
America by storm!

* Catch Mica on tour this
summer with Ashford
and Simpson



Management: The Garfield Group
New York City



UP & COMING

Reports accepted Mondays at
8 AM through 9 AM Wednesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

LP CUTS

Reports	Adds	ARTIST TITLE LABEL	*First time listed on this page.
48	15	FREDDIE JACKSON - Crazy (For Me) (Capitol)	
48	7	VESTA WILLIAMS - Congratulations (A&M)	
41	24	* SOUL II SOUL - Keep On Movin (Virgin)	
36	1	MARCUS LEWIS - Searchin' For A Good Time (Aegis/CBS)	
36	19	* THE SYSTEM - Midnight Special (Atlantic)	
35	3	CHERYL PEPSII RILEY & FULL FORCE - Every Little Thing (Columbia)	
35	26	* KOOL MOE DEE - They Want Money (Jive/RCA)	
31	1	M.C. HAMMER - Turn This Mutha Out (Capitol)	
32	18	* 10db - I Second That Emotion (Crush Music)	
31	1	FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)	
24	19	* KARYN WHITE - Secret Rendezvous (Warner Bros.)	
21	8	* JUNE POINTER - Tight On Time (I'll Fit U In) (Columbia)	
20	1	* CHRISTOPHER McDANIEL - A Woman's Touch (Mega Jam)	
20	4	* LYNCH - Magic Spell (Capitol)	
20	3	* RICK JAMES - This Magic Moment/Dance With Me (Reprise)	
19	16	* TODAY - Take It Off (Motown)	

*First time listed on this page.

DROPPED: #10-Boy George, #13-Chaka Khan, #34-Karyn White (LOVE),
#38 -Tone Loc, #40-The Pasadenas, Bar-Kays, Channel 2.

STEVE BACH - Rain Dance

JODY WATLEY - Friends
(with Eric B. & Rakim)

DEJA - Dreamer/You Don't
Appreciate My Love

FREDDIE HUBBARD - Back To Lovin'
Again/Spanish Rose/Times R Changin'

NEW CHOICE - Respect

ALYSON WILLIAMS -
Our Love Is So Raw

ANITA BAKER - Good Love

LUTHER VANDROSS -
Second Time Around

PAUL LAURENCE - Cut The Crap

E.U. - Living Large/Don't Turn Around

ARETHA FRANKLIN (duet with
Whitney Houston) - It Isn't, It Wasn't,
It Ain't Never Gonna Be

INSIDE URBAN



DR. GOLDFINGER!▲

Narada Michael Walden teams up with Gladys Knight to produce the theme song for the new James Bond film, "License To Kill." The film's music consultant, Joel Sill, said: "Narada Michael Walden is one of my favorite producers and Gladys Knight has always been one of my favorite singers, so when I was casting for the new James Bond picture it seemed to be a dream combination."

HOT TIP ON A LEFT-FIELDER: No, not baseball. Roshon Vance, PD at WQIM -Montgomery, played "Babies Having Babies" by Terry Tate on Trumpet Records during his "Morning Eye-Opener" and again during his Quiet Storm show and the phones exploded! If you need info about the record, call 201-889-8844 or write Trumpet Records, 313 So. Avenue, Fanwood, NJ 07023 Roshon says it's done by a New Jersey school teacher and is a socially conscious record that presents this topic in a positive light. He now has it in full-time



JUST SAY NO DANCE▲

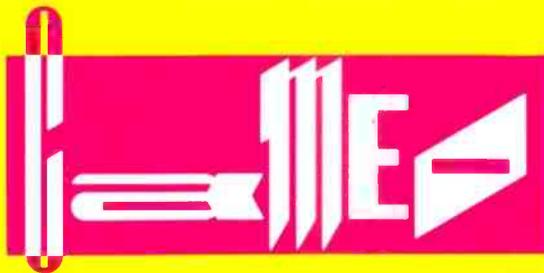
WMGL (MAGIC101.7)-Charleston morning man Mike Evans and midday personality Terry Bass were on hand for St. Andrews Elementary School's recent "Just Say No" Dance, which the station sponsored. Shown here (l-r) are Mike Evans, 1st grade students Sara Duggins and Logan Gibson, and Terry Bass.

rotation, and both parents and their children are feeding him very positive reaction. "And not only that," says Roshon, you should play it because it sounds good."

PEOPLE ARE TALKING about the new KOOL MOE DEE. It's Record To Watch for Mike Roberts, V103-Atlanta. (See the write-up about Mike in this week's News section.) Adds came in from WOWI, KYEA, KFXZ, KXZZ, WVEE, WANM, WBIL, WEAL, WJMH, WLIT, WMGL, WPDQ, WQIC, WQIM, WQKI, WQMG, WXOK, WYLD, WCKX, WGCI, WPZZ, WTLZ, WVOI, KDKO, KSOL and XHRM. We love it! SOUL II SOUL has a fan in Rick Lee, WQQK/FM-Nashville, who says, "Will be #1 on all charts soon." Kermit Crockett, WTLZ-Saginaw, likes the production on THE JACKSONS: "Good uptempo production, expecting adults and young adults to respond to this one." Larry Carr, WQIC/FM-Meridian, says about THIRD WORLD, "Little bit of rap, little bit of reggae, it's hot." Earl Boston, WMGL-Charleston, talked about TOMI JENKINS when he called, "Sounds like a potential crossover to me." Ricky Lyles, WRAG/AM -Carrollton, comments on PEABO BRYSON: "He's going back to that great 'Show & Tell' style bringing that mellow feel back to us." Keep an eye on 10db: added at WHUR, WOWI, WXYV, KFXZ, WFXC, WPDQ, WPEG, WQMG, WWDW, WXOK, WBLZ, WGCI, WPZZ, WTLC, WZAK, KMJQ, KDAY and XHRM. We make it Top Tip and we mean it! Ciao for now, Betty.

MERCURY... ON A MISSION

WHEN IT COMES TO HITS...



HAS THE WORD!

PRESENTING THE NEWEST SMASH

"PRETTY GIRLS."

FROM CAMEO'S MACHISMO.

When you
PLAY IT!
SAY IT!

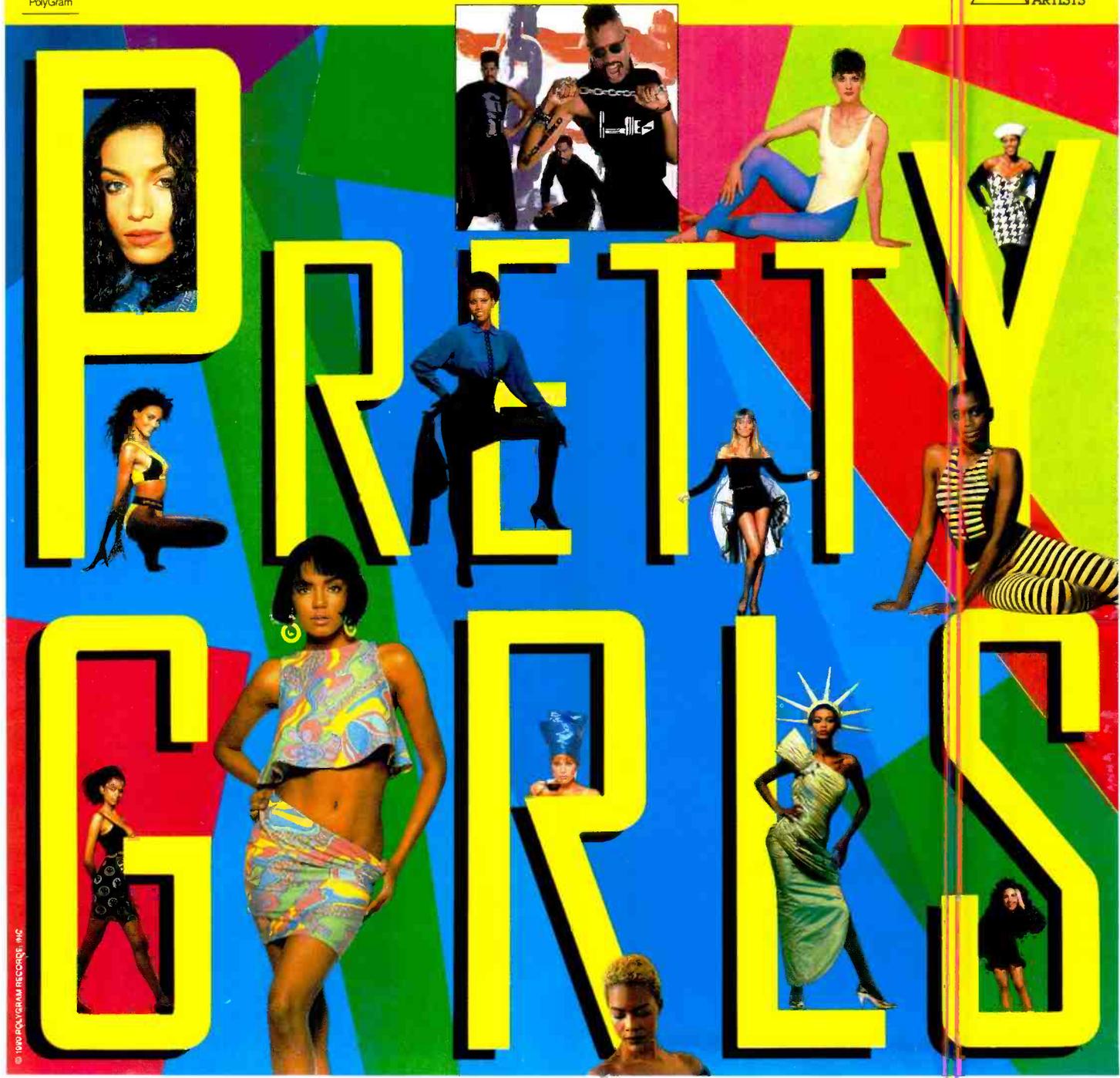


PolyGram

ON ATLANTA ARTISTS COMPACT DISCS, CHROME CASSETTES AND RECORDS.

PRODUCED BY: LARRY BLACKMON

MANAGEMENT: Q PRIME INC.



© 1990 POLYGRAM RECORDS, INC.

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 **114** Last Week **113**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
AL B. SURE! - If I'm Not Your Lover (Warner Bros.)	80	--	68	11	1	98%	14
NATALIE COLE - Miss You Like Crazy (EMI)	99	2	60	31	6	91%	8
ATLANTIC STARR - My First Love (Warner Bros.)	86	1	57	26	2	96%	8
LISA LISA AND CULT JAM - Little Jackie Wants To Be A Star (Columbia)	98	--	30	55	13	86%	6
GRADY HARRELL - Sticks & Stones (RCA)	66	--	49	12	5	92%	12
NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)	93	1	40	41	11	87%	8
O'JAYS - Have You Had Your Love Today (EMI)	73	--	33	30	10	86%	6
JOYCE "FENDERELLA" IRBY - Mr. D.J. (Motown)	70	1	36	26	7	88%	8
TONY! TONI! TONE! - For The Love Of You (Wing/PolyGram)	73	2	37	24	10	83%	7
DE LA SOUL - Me, Myself & I (Tommy Boy)	72	2	34	27	9	84%	7
LUTHER VANDROSS - For You To Love (Epic)	75	1	18	35	21	70%	5
ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)	78	4	11	48	15	75%	6
ANNE G. - If She Knew (Atlantic)	58	1	36	17	4	91%	10
SLICK RICK - Children's Story (Def Jam/Columbia)	61	1	26	24	10	81%	8
CHARLIE SINGLETON & MODERN MAN - Good, Bad & Ugly (Epic)	53	--	27	24	2	96%	8
KIARA - Every Little Time (Arista)	68	1	17	40	10	83%	7
BE BE & CE CE WINANS - Lost Without You (Capitol)	60	--	23	26	11	81%	8
DIANA ROSS - Workin' Overtime (Motown)	77	5	6	37	29	55%	3
ANITA BAKER - Lead Me Into Love (Elektra)	69	2	4	43	20	68%	5
PEABO BRYSON - Show & Tell (Capitol)	72	1	8	36	27	61%	4
ROB BASE & D.J. E-Z ROCK - Joy & Pain (Profile)	54	1	20	24	9	81%	7
MILLI VANILLI - Baby Don't Forget My Number (Arista)	74	6	6	43	19	66%	4
DEJA - Made To Be Together (Virgin)	57	2	9	33	13	73%	8
MICA PARIS - My One Temptation (Island)	55	5	7	33	10	72%	7
MILES JAYE - Objective (Island)	57	5	5	30	17	61%	5
CONTROLLERS - Temporary Lovers (MCA)	44	1	5	27	11	72%	8
LA RUE - I Want Your Love (RCA)	51	3	8	32	8	78%	7
THE BOYS - A Little Romance (Motown)	57	7	5	21	24	45%	4
VANESSA WILLIAMS - Darlin' I (Wing/PolyGram)	61	11	4	15	31	31%	4
LEOTIS - On A Mission (Mercury/PolyGram)	53	7	2	23	21	47%	5

NEW RELEASES by Betty Hollars and John Martinucci



JACKIE JACKSON - *Cruzin*
(Polydor/PolyGram)

Jackie releases his second single—just one week after The Jacksons' Epic single comes out. We feel "Cruzin" is one of the strongest cuts on the album. The single has been re-mixed from the album version, with added production that should give Jackie a longer ride.

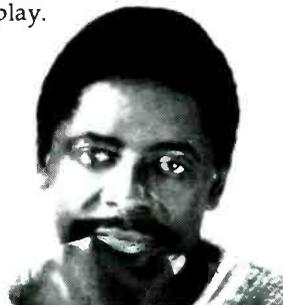
BLUE MAGIC - *It's Like Magic*
(OBR/Columbia)

The soft melodic vocals demonstrate why Blue Magic has the knack for being balladeers. Reminiscent of their successful '70s ballads such as "Side Show" and "Three Ring Circus," this single's harmonic blend and soft instrumentation has the makings of another promising Love song.



JOHNNY P. - *Connect The Dots* (Columbia)

The debut single of this 15 year-old vocalist, whose adolescent falsetto voice has the shades of Ralph Tresvant (New Edition), will capture those summertime teens. Produced by Eumir Deodato, this ballad is sure to get crossover play.



GERALD ALSTON - *I Can't Tell You Why*
(Motown)

Gerald releases a new single which happens

to be a cover of the Eagles' 1980 hit. Already added out-of-the-box by WQQK/FM-Nashville, WNHC-New Haven, WVOI-Toledo, KQXL-Baton Rouge, WGSW-Greenwood, and KDKO-Denver.

SURE-SHOT RAPS TO CHECK OUT

KOOL MOE DEE - *They Want Money*
(Jive/RCA)



HEAVY D & THE BOYZ - *We Got Our Own Thang* (MCA)

YOUNG MC - *Bust A Move*
(Delicious Vinyl/Island)

SWEET TEE - *Let's Dance* (Profile)

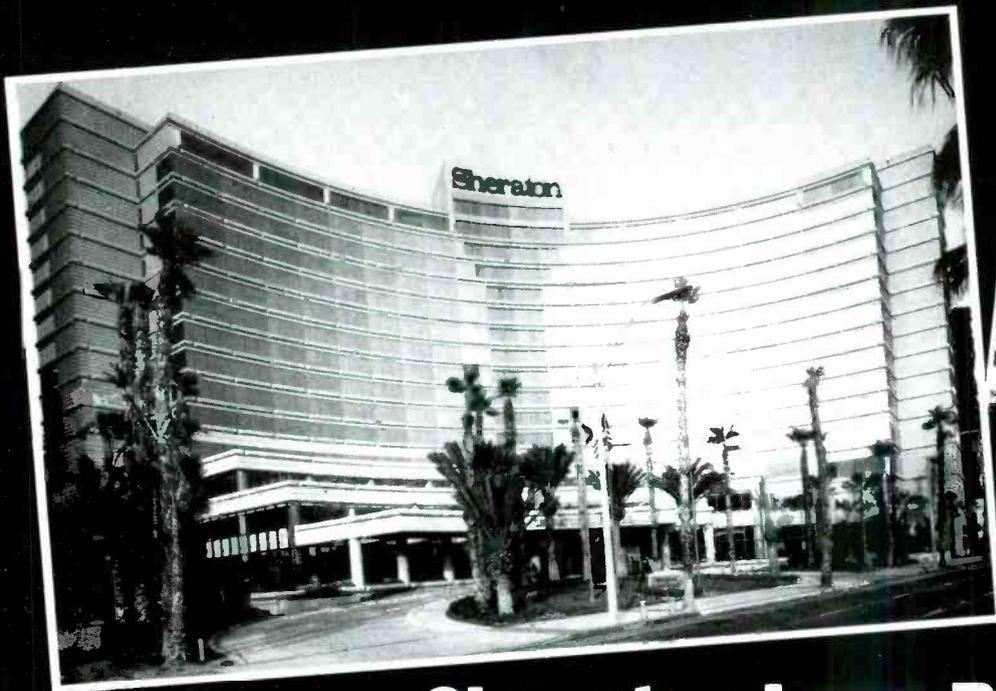
BRE

"THE '90S NETWORK"

CONFERENCE '89

MAY 23-27

HONORARY CHAIRMEN • PERCY SUTTON AND QUINCY JONES



SUPPLEMENTAL ACCOMMODATIONS

Sheraton Long Beach

HEADQUARTERS HOTEL

Networking • Seminars • Entertainment

A celebration by the sea

CONFERENCE '89 CO-CHAIRS

DOROTHY BRUNSON
Owner & President
Brunson Comm., Inc.
Baltimore, Md.

CHARLES MERRITT
Program Director
WGOK-FM
Mobile, Al.

HANK CALDWELL
Senior Vice President
Black Division
EPA

JESUS GARBER
Vice President
R&B Promotion
A&M Records

For more information, contact Sylvia Smith, BRE Special Events Coordinator,
Conference Hotline 1-800-446-4BRE

ADULT CONTEMPORARY

MOST ADDED

- SIMPLY RED** (44)
(Elektra)
- SWING OUT SISTER** (36)
(Fontana/PolyGram)
- STEVIE NICKS** (34)
(Modern/Atlantic)
- BARRY MANILOW** (33)
(Arista)
- DAN HILL** (28)
(Columbia)
- DONNA SUMMER** (28)
(Atlantic)

TOP TIP

STEVIE NICKS
Rooms On Fire
(Modern/Atlantic)

Getting more attention than a smoke detector as 72 A/C's fan the fire.

RECORD TO WATCH



10,000 MANIACS
Trouble Me
(Elektra)

A song with WORDS and an early 29 believers.

Editor: Ron Fell

Assoc. Editor: Diane Rufer

2W LW TW

3	2	1	NATALIE COLE - Miss You Like Crazy (EMI)
1	1	2	CHER & PETER CETERA - After All (Geffen)
9	5	3	HOWARD JONES - Everlasting Love (Elektra)
2	3	4	38 SPECIAL - Second Chance (A&M)
18	11	5	ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)
7	6	6	BASIA - Promises (Epic)
17	13	7	ROY ORBISON - She's A Mystery To Me (Virgin)
4	4	8	ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)
13	12	9	SOUTHERN PACIFIC - All Is Lost (Warner Bros.)
15	14	10	CAROLE KING - City Streets (Capitol)
10	10	11	PAUL CARRACK & TERRI NUNN - Romance (Theme/"Sing") (Columbia)
20	16	12	PHOEBE SNOW - If I Can Just Get Through The Night (Elektra)
21	18	13	ONE 2 MANY - Downtown (A&M)
5	7	14	BETTE MIDLER - Wind Beneath My Wings (Atlantic)
8	8	15	MADONNA - Like A Prayer (Sire/Warner Bros.)
25	20	16	RICK ASTLEY - Giving Up On Love (RCA)
6	9	17	DEON ESTUS - Heaven Help Me (Mika/Polydor)
30	22	18	SA-FIRE - Thinking Of You (Cutting/Mercury/PolyGram)
26	23	19	GRAYSON HUGH - Talk It Over (RCA)
16	15	20	EDIE BRICKELL & NEW BOHEMIANS - Circle (Geffen)
32	24	21	NEIL DIAMOND - The Best Years Of Our Lives (Columbia)
22	19	22	BARBRA STREISAND - What Were We Thinking Of (Columbia)
--	35	23	BARRY MANILOW - Keep Each Other Warm (Arista)
35	28	24	DONNY OSMOND - Soldier Of Love (Capitol)
28	27	25	MICA PARIS - My One Temptation (Island)
34	29	26	PAULA ABDUL - Forever Your Girl (Virgin)
--	31	27	WATERFRONT - Cry (Polydor/PolyGram)
--	--	28	SIMPLY RED - If You Don't Know Me By Now (Elektra)
--	40	29	ANITA BAKER - Lead Me Into Love (Elektra)
11	17	30	KARYN WHITE - Superwoman (Warner Bros.)
40	32	31	MARILYN SCOTT - I Only Have Eyes For You (WTG/CBS)
12	21	32	STEVE WINWOOD - Hearts On Fire (Virgin)
--	39	33	DONNA SUMMER - This Time I Know It's For Real (Atlantic)
14	26	34	BANGLES - Eternal Flame (Columbia)
--	38	35	ATLANTIC STARR - My First Love (Warner Bros.)
--	--	36	WAS (NOT WAS) - Anything Can Happen (Chrysalis)
--	--	37	BREATHE - All This I Should Have Known (A&M)
--	34	38	THE BELLE STARS - Iko Iko (Capitol)
36	33	39	JIM CAPALDI - Some Come Running (Island)
--	--	40	NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
STEVIE NICKS - Rooms On Fire (Modern/Atlantic)		72	34	4	11	23	20%	2
CHICAGO - We Can Last Forever (Full Moon/Reprise)		70	17	3	24	26	38%	3
AL JARREAU - All Or Nothing At All (Reprise)		70	17	1	20	32	30%	3
JIMMY HARNEN with SYNCH - Where Are You Now? (WTG/CBS)		60	12	12	21	15	55%	5
TIFFANY - Hold An Old Friend's Hand (MCA)		58	15	-	23	20	39%	3
* SWING OUT SISTER - Waiting Game (Fontana/PolyGram)		54	36	1	9	8	18%	1
DAN HILL - Unborn Heart (Columbia)		50	28	-	11	11	22%	2

Get There Early

"On the Beach"

The New Single From

Chris Rea

From the Album

New Light Through Old Windows

Produced by Chris Rea and Jon Kelly*

Engineered by Justin Shirley-Smith

Management: Paul Lilly and Jim Beach for Real Life Ltd.

It's Going To Be A Hot One

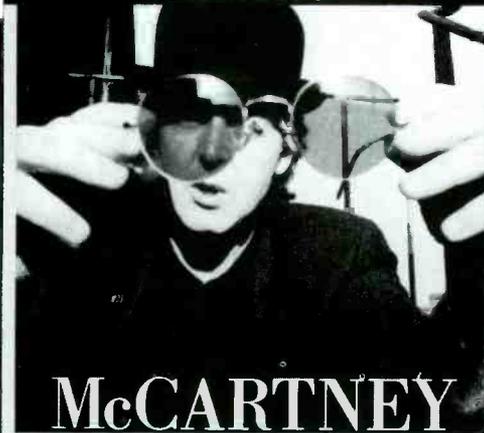
© 1989 The David Geffen Company



UP & COMING

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

REVIEWS



McCARTNEY

PAUL McCARTNEY

My Brave Face (Capitol)

Pretending to be a happy-go-lucky solo, the story's hero is actually a hapless, mateless bumbler who misses his live-in.



DOOBIE BROTHERS

The Doctor (Capitol)

If ya got "China Grove" in your oldies then you should hear "The Doctor." Tom Johnston has returned to lead the group which has now come full-cycle.

TIM FINN

How'm I Gonna Sleep (Capitol)

It's hardly a crowded house for Tim, brother of Neil. Singing of the perils of being housebound and homeless, Tim begs the question and turns into an exclamation.

TONI CHILDS

Many Rivers To Cross (A&M)

Many people in the biz are predicting Toni will be a big, big star in the future. If you saw her on the Grammys you had to be impressed. This fresh version of the Jimmy Cliff standard should do well in A/C.

RECORD TO WATCH last week, moves into the CHARTBOUND section. Picking up twelve new stations: 3WM, WLG, KCMJ/FM, KNVR, WAFL, WHAI, WFEB, WNMB, KBJJ/FM, KEZH, KKB and KLRR. JIMMY's asking this week, where are all my adds? The group has 224 Top 40's and has moved up to 16 on that chart. With more believers next week a possible A/C chart number could be in their future too.

RECORD TO WATCH this week is 10,000 MANIACS "Trouble Me." Main MANIAC Natalie Merchant wrote the lyrics and sings this captivating single. It debuts in UP & COMING with a total of 29 with adds from WRFC, WKYE, WHAI, WEBE/FM, WCCEM, KSQT, WLIP to mention a few. A/C ears should perk up on hearing this one.

Reports Adds ARTIST TITLE LABEL

Reports	Adds	ARTIST	TITLE	LABEL
42	3	TANITA TIKARAM	- Twist In My Sobriety (Reprise)	
39	1	MIRAGE	- Can't Stop Now (Jarrard)	
35	2	FREIHEIT	- Keeping The Dream Alive (WTG/CBS)	
29	17 *	10,000 MANIACS	- Trouble Me (Elektra)	
28	14 *	CROSBY, STILLS, NASH & YOUNG	- Clear Blue Skies (Atlantic)	
26	26 *	DOOBIE BROTHERS	- The Doctor (Capitol)	
25	4	ANIMATION	- Room To Move (Polydor/PolyGram)	
22	7 *	JOSE FELICIANO	- Never Gonna Change (EMI)	
20	3 *	RAIN PEOPLE	- A Little Bit Of Time (Epic)	

Dropped: Carly Simon, Julia Fordham, Vanessa Williams, Glenn Frey, Restless Heart, Scott Grimes, Mike Reno, Candi.

INSIDE A/C by Ron Fell & Diane Rufer



Congratulations to NATALIE COLE. Her "Miss You Like Crazy" replaces CHER & CETERA at number one. Our new number one has almost 90% of its play in HEAVY rotation. Should be a few weeks before she yields to either HOWARD JONES or the ARETHA/ELTON.

The ARETHA/ELTON single gained 50 HEAVY rotation commitments this week and has moved thirteen ranks in the past two weeks in a tough top twenty.

SOUTHERN PACIFIC, a group with major Country credentials, has its first top ten in A/C and it's an "exclusive." When was the last time a Country act had a strictly non-Country hit? Denny Mosesman at WB Nashville wants to know. Would EXILE's "Kiss You All Over" qualify?



ONE2MANY is coming home with their first ever American release, "Downtown." Now on the verge of top ten status, they pick up 17 ADDs including K101, WEBE/FM, KFMB, WQTU, KTKS, WLAM, KRKO, KIDX/FM and WDUZ.

SA-FIRE's 22 ADDs this week marks her best week so far. She now has 48 HEAVY rotation reports including KHLT, WHAI, WFAS, WEBC, WTRX, WNSR/FM, WZNY, WKYE, WJON, WMT/FM and KOFY/FM.

BARRY MANILOW, in just three weeks, is about to enter the top twenty. He wins PLUS FACTOR this week with a 33% increase and he's once again a MOST ADDED with 33 including KSTP/FM, KFYE/FM, KBIG, KSAL, KBOI, WTIC/AM, KFJR, WLIP, KLOG, WFEB, WTUN and KLSS.

Our highest chart debut by a mile is SIMPLY RED's simply wonderful "If You Don't Know Me By Now" at number 28. It was this week's number one MOST ADDED with 44 A/C's, not the least of which are 2WD, KOFY/FM, WKIO/FM, WMTR, WOKZ, KJOY, WMTR and WVMT.



WAS (NOT WAS) is debuting at number 36. The WAS BROTHERS with Sir Harry and Sweet Pea have an A/C record. "Anything Can Happen" is thanks to 26 ADDs including WKMI, WTWR, CKFM, KSOO, WDNB and KGY.

With BREATHE's debut at 37 we can now count four A/C charted singles from their debut album. Nearly half of their 81 A/C's are already HIT FACTORING with WGOL/FM, WFBG, KYJC, WJTW, WAEB, WAFL, KTID, WKCX, KSAL and WLIP.

JIMMY HARNEN with SYNCH, our

THE COMMITMENT

LYLE LOVETT
and his Forge Band

NOBODY KNOWS ME

•
THE NEW HIT SINGLE
FROM LYLE, ALREADY
MOST ADDED ON THE
AC CHARTS

★ 250,000 ALBUM SALES

★ SOLD OUT TOUR

★ VH-1 FIVE STAR ROTATION

★ OVERWHELMING
CRITICAL RESPONSE

INCLUDING A

★★★★ RATING IN
ROLLING STONE

GET TO KNOW LYLE ON HIS
LATEST AND MOST
ACCLAIMED ALBUM TO DATE



WATCH FOR LYLE'S
THE TV APPEARANCE
IN TWO MONTHS ON
JOHNNY CARSON MAY 25TH.

CONTINUES

PRODUCED BY: TONY BROWN, BILLY WILLIAMS AND LYLE LOVETT
MANAGEMENT: CHUCK MORRIS ENTERTAINMENT GROUP

MCA RECORDS
CURB
RECORDS

www.americanradiohistory.com

© 1989 MCA RECORDS INC.

HIT FACTOR

A/C Research:
Diane Rufer/Ron Fell

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 **226** Last Week **225**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
NATALIE COLE - Miss You Like Crazy (EMI)	214	3	187	20	4	96%	8
CHER & PETER CETERA - After All (Geffen)	198	--	167	21	10	94%	11
HOWARD JONES - Everlasting Love (Elektra)	193	8	155	24	6	92%	9
38 SPECIAL - Second Chance (A&M)	170	--	142	20	8	95%	15
ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)	178	5	118	45	10	91%	6
BASIA - Promises (Epic)	165	2	122	30	11	92%	10
ROY ORBISON - She's A Mystery To Me (Virgin)	175	5	77	83	10	91%	6
ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)	164	1	117	35	11	92%	16
SOUTHERN PACIFIC - All Is Lost (Warner Bros.)	161	7	100	49	5	92%	10
CAROLE KING - City Streets (Capitol)	160	5	83	67	5	93%	9
PAUL CARRACK & TERRI NUNN - Romance (Theme/"Sing") (Columbia)	139	1	89	38	11	91%	12
PHOEBE SNOW - If I Can Just Get Through The Night (Elektra)	148	3	60	75	10	91%	9
ONE 2 MANY - Downtown (A&M)	159	17	51	79	12	81%	9
BETTE MIDLER - Wind Beneath My Wings (Atlantic)	147	1	76	51	19	86%	16
MADONNA - Like A Prayer (Sire/Warner Bros.)	139	--	77	43	19	86%	10
RICK ASTLEY - Giving Up On Love (RCA)	147	13	39	81	14	81%	6
DEON ESTUS - Heaven Help Me (Mika/Polydor)	137	--	59	58	20	85%	11
SA-FIRE - Thinking Of You (Cutting/Mercury/PolyGram)	145	22	48	65	10	77%	7
GRAYSON HUGH - Talk It Over (RCA)	139	15	55	52	17	76%	9
EDIE BRICKELL & NEW BOHEMIANS - Circle (Geffen)	132	3	52	56	21	81%	9
NEIL DIAMOND - The Best Years Of Our Lives (Columbia)	151	19	21	90	21	73%	5
BARBARA STREISAND - What Were We Thinking Of (Columbia)	123	5	24	72	22	78%	6
BARRY MANILOW - Keep Each Other Warm (Arista)	145	33	13	68	31	55%	3
DONNY OSMOND - Soldier Of Love (Capitol)	112	13	38	40	21	69%	6
MICA PARIS - My One Temptation (Island)	113	9	23	56	25	69%	9
PAULA ABDUL - Forever Your Girl (Virgin)	99	13	25	42	19	67%	7
WATERFRONT - Cry (Polydor/PolyGram)	113	26	14	56	17	61%	6
SIMPLY RED - If You Don't Know Me By Now (Elektra)	129	44	5	44	36	37%	3
ANITA BAKER - Lead Me Into Love (Elektra)	102	17	4	51	30	53%	4
KARYN WHITE - Superwoman (Warner Bros.)	85	--	21	46	18	78%	11
MARILYN SCOTT - I Only Have Eyes For You (WTG/CBS)	81	7	5	51	18	69%	6
STEVE WINWOOD - Hearts On Fire (Virgin)	72	--	24	36	12	83%	10
DONNA SUMMER - This Time I Know It's For Real (Atlantic)	97	28	6	37	26	44%	4
BANGLES - Eternal Flame (Columbia)	78	--	14	37	27	65%	16
ATLANTIC STARR - My First Love (Warner Bros.)	74	6	7	36	25	58%	5
WAS (NOT WAS) - Anything Can Happen (Chrysalis)	97	26	2	28	41	30%	3
BREATHE - All This I Should Have Known (A&M)	81	15	4	35	27	48%	4
THE BELLE STARS - Iko Iko (Capitol)	71	9	9	33	20	59%	6
JIM CAPALDI - Some Come Running (Island)	67	2	6	38	21	65%	7
NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)	67	12	9	28	18	55%	3

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
BARRY MANILOW - Keep Each Other Warm (Arista)	22	55	33%
ANITA BAKER - Lead Me Into Love (Elektra)	29	53	24%
TIFFANY - Hold An Old Friend's Hand (MCA)	16	39	23%
WAS (NOT WAS) - Anything Can Happen (Chrysalis)	11	30	19%
CHICAGO - We Can Last Forever (Full Moon/Reprise)	20	38	18%
ATLANTIC STARR - My First Love (Warner Bros.)	43	58	15%
STEVIE NICKS - Rooms On Fire (Modern/Atlantic)	5	20	15%
SIMPLY RED - If You Don't Know Me By Now (Elektra)	24	37	13%
BREATHE - All This I Should Have Known (A&M)	36	48	12%
PHOEBE SNOW - If I Can Just Get Through The Night (Elektra)	80	41	11%

PHOTO FILE



▲ At recent concert in Burlington, VT's Memorial Auditorium, Adult Contemporary station WVMT gave away front row tickets and limo service to and from a Kenny G concert. Winners also received an Casio DH 100 Electronic Saxophone autographed by Kenny G. Pictured left to right are Arista's Clarence Barnes, WVMT'S MD David Cole, Mary Kate Roland, winner; Kenny G., and Peter Roland, winner.

▲ At an "out of book" promotion Air Personalities Mike Marino, Russ Thomas, Charlie Dean and PD Jill Fox of KCMJ/FM-Palm Springs, CA are shown posing in front of DAIHATSU dealership. The station gave a 1989 Daihatsu Charade to a listener who qualified by being the ninth caller after hearing the "Car Song" of the day.



▲ SARAH McLACHLAN met some Arista label representatives at the completion of her recent promotional tour for her debut album, "Touch." This smiling group consisted of (l-r) Michele Block, Manager of National Rock Promotion, Jim Cawley, VP of Sales; Rick Bisceglia, VP of Pop Promotion, Jay Ziskrout, Director of National Rock Promotion, Sarah McLachlan, Robert Weiger, Associate Director of Artist Development; Roy Lott, Senior VP of Operations, Sean Coakley, VP of AOR Promotion Ken Levy VP of Creative Services, Richard Sweret, Director of A&R East Coast; and Mark Rizzo, National Director of Adult Contemporary Promotion.

May 12, 1989/the GAVIN REPORT

DAIHATSU

Indic



Care to be "Photo Filed" by the Gavin Report? Send your favorite photo of yourself or anyone else to Betty and Lisa, c/o Gavin, 140 Second St. S.F., CA 94105

"NOTHING HAS BEEN PROVED"

By Dusty Springfield

Written and Produced by The Pet Shop Boys
Co-Produced and Mixed by Julian Mendelsohn

GAVIN A/C: 18/18

R&R A/C: #2 MOST ADDED

OUT-OF-THE-BOX ADDS:

WKCX	KQAD	KSCR
WEBC	WJON	WMT/FM
WWWM	WELW	WTRX
KAAC	KBMG	KORT
KFIG	KPTL	KTID
KLOG	KWSI	KYJC



MUSIC FROM THE FILM
SCANDAL



Album 7 73353-1 • Cassette 7 73353-4 • Compact Disc 7 73353-2
Enigma Records • Culver City, California 90231-3628
213/390-9969 • 1989 Enigma Records. All Rights Reserved.

COUNTRY

MOST ADDED

- SHENANDOAH** (53)
(Columbia)
- DOLLY PARTON** (44)
(Columbia)
- PATTY LOVELESS** (41)
(MCA)
- REBA McENTIRE** (36)
(MCA)
- NITTY GRITTY DIRT BAND** (35)
(Universal)
- BILLY JOE ROYAL** (35)
(Atlantic America)

TOP TIP

SHENANDOAH
Sunday In The South
(Columbia)
The follow-up single to their first #1 record looks like it's trying for a repeat performance. It's also this week's Most Added record.

RECORD TO WATCH



BILLY JOE ROYAL
Love Has No Right
(Atlantic America)
Another Most Added entry this week, Royal picked up 35 adds including WCAV/FM, WLAS, WAXX/FM, KUUY, KFAT/FM, KATK/FM, WFLS, etc.

2W LW TW

8	3	1	EARL THOMAS CONLEY - Love Out Loud (RCA)
3	1	2	STEVE WARINER - Where Did I Go Wrong (MCA)
10	5	3	DESERT ROSE BAND - She Don't Love Nobody (MCA/Curb)
5	4	4	CLINT BLACK - A Better Man (RCA)
11	6	5	ROSANNE CASH - I Don't Want To Spoil The Party (Columbia)
12	11	6	SKIP EWING - The Gospel According To Luke (MCA)
9	9	7	DWIGHT YOAKAM - I Got You (Reprise)
15	12	8	DAN SEALS - They Rage On (Capitol)
16	13	9	TANYA TUCKER - Call On Me (Capitol)
7	7	10	FORESTER SISTERS - Love Will (Warner Bros.)
1	2	11	RODNEY CROWELL - After All This Time (Columbia)
24	18	12	KATHY MATTEA - Come From The Heart (Mercury/PolyGram)
22	19	13	OAK RIDGE BOYS - Beyond Those Years (MCA)
17	14	14	THE SHOOTERS - If I Ever Go Crazy (Epic)
26	21	15	RICKY SKAGGS - Lovin' Only Me (Epic)
19	15	16	LIONEL CARTWRIGHT - Like Father, Like Son (MCA)
30	23	17	EDDY RAVEN - In A Letter To You (Universal)
23	20	18	PAUL OVERSTREET - Sowin' Love (RCA)
27	22	19	RICKY VAN SHELTON - Hole In My Pocket (Columbia)
20	17	20	GENE WATSON - Back In The Fire (Warner Bros.)
25	24	21	MERLE HAGGARD - 5:01 Blues (Epic)
33	26	22	GEORGE STRAIT - What's Going On In Your World (MCA)
4	8	23	RESTLESS HEART - Big Dreams In A Small Town (RCA)
2	10	24	ALABAMA - If I Had You (RCA)
39	31	25	RONNIE MILSAP - Houston Solution (RCA)
34	29	26	THE McCARTERS - Up And Gone (Warner Bros.)
29	27	27	J.C. CROWLEY - I Know What I've Got (RCA)
--	34	28	CONWAY TWITTY - She's Got A Single Thing In Mind (MCA)
32	30	29	JAMES HOUSE - Don't Quit Me Now (MCA)
36	33	30	SWEETHEARTS OF THE RODEO - If I Never See Midnight Again (Columbia)
6	16	31	RANDY TRAVIS - Is It Still Over? (Warner Bros.)
--	--	32	REBA Mc ENTIRE - Cathy's Clown (MCA)
40	35	33	LORRIE MORGAN - Dear Me (RCA)
--	38	34	DON WILLIAMS - One Good Well (RCA)
28	28	35	LARRY BOONE - Wine Me Up (Mercury/PolyGram)
--	40	36	EMMYLOU HARRIS - Heaven Only Knows (Reprise)
--	--	37	DOLLY PARTON - Why'd You Come In Here Lookin' Like That (Columbia)
--	--	38	CHRIS HILLMAN & ROGER McGUINN - You Ain't Going Nowhere (Universal)
14	25	39	JUDDS - Young Love (Curb/RCA)
--	--	40	MARY CHAPIN CARPENTER - How Do (Columbia)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
BELLAMY BROTHERS - Hillbilly Hell (MCA/Curb)		114	24	1	25	64	22%	4
JUICE NEWTON - When Love Comes Around The Bend (RCA)		102	16	2	23	61	24%	4
NITTY GRITTY DIRT BAND - Turn Of The Century (Universal)		102	35	--	14	53	13%	3
GEORGE JONES - Ya Ba Da-Ba Do (So Are You) (Epic)		98	22	1	24	51	25%	4

UP & COMING

Reports accepted Mondays at
 10 AM through 10 AM Wednesdays
 Station Reporting Phone (415) 495-1990
 Gavin Fax: 415-495-2580

Reports	Adds	Weeks	ARTIST	TITLE	LABEL
97	17	4	T. GRAHAM BROWN	- Never Say Never	(Capitol)
91	53	2	SHENANDOAH	- Sunday In The South	(Columbia)
89	27	3	EDDIE RABBIT	- That's Why I Fell In Love With You	(RCA)
78	27	3	STATLER BROTHERS	- More Than A Name On The Wall	(Mercury)
77	14	8	GARTH BROOKS	- Much Too Young (To Feel This Damn Old)	(Capitol)
75	3	9	RONNIE McDOWELL	- Sea Of Heartbreak	(Curb)
74	12	4	LACY J. DALTON	- I'm A Survivor	(Universal)
71	15	3	THE GATLINS	- I Might Be What You're Looking For	(Universal)
68	2	7	JOHN CONLEE	- Fellow Travelers	(16th Ave.)
68	1	9	RUSSELL SMITH	- Wonder What She's Doing Tonight	(Epic)
66	10	3	JO-EL SONNIER	- (Blue Blue Blue) Blue Blue	(RCA)
66	35	2	BILLY JOE ROYAL	- Love Has No Right	(Atlantic America)
57	8	4	CHARLIE DANIELS BAND	- Midnight Train	(Epic)
51	2	7	CEE CEE CHAPMAN	- Frontier Justice	(Curb)
48	26	1	*MICHAEL MARTIN MURPHEY	- Never Givin' Up On Love	(Warner Bros.)
42	23	1	*TAMMY WYNETTE	- Thank The Cowboy For The Ride	(Epic)
42	41	1	*PATTY LDVELESS	- Timber I'm Falling In Love	(MCA)
41	3	4	KEVIN WELCH	- I Came Straight To You	(Warner Bros.)
41	8	2	THE SANDERS	- Who Needs You	(Airborne)
39	5	3	CANYON	- Right Track, Wrong Train	(16th Ave.)
36	2	5	FRANK BURGESS	- What It Boils Down To	(True)
36	33	1	*HOLLY DUNN	- Are You Ever Gonna Love Me	(Warner Bros.)
32	--	6	JERRY LANSDOWNE	- She Had Every Right To Do You Wrong	(SOR)
30	2	5	MEL McDANIEL	- Blue Suede Blues	(Capitol)
29	--	6	TIM MALCHAK	- Not Like This	(Universal)
27	--	8	TIM MENSY	- Hometown Advantage	(Columbia)
27	9	1	*JASON D. WILLIAMS	- Where There's Smoke	(RCA)
26	26	1	*KENNY RDGERS	- Planet Texas	(Reprise)
25	10	1	*JIMMIE DALE GILMORE	- Honky Tonk Song	(HighTone)
25	12	1	*WAYLON JENNINGS	- Trouble Man	(MCA)
25	23	1	*VERN GOSDIN	- I'm Still Crazy	(Columbia)
24	15	1	*MARCY BRDTHERS	- Cotton Pickin' Time	(Warner Bros.)
22	22	1	*SOUTHERN PACIFIC	- Any Way The Wind Blows	(Warner Bros.)
21	2	1	*JANIE FRICKIE	- Love Is One Of Those Words	(Columbia)

Dropped: #32-P.Loveless, #36-Baillie&Boys, #37-Highway 101, #39-C.Austin, M.Gilley, J.Harms, Bertie/Roy, Burch Sisters.

TOP REQUESTS

CLINT BLACK

RODNEY CROWELL

STEVE WARINER

EARL THOMAS CONLEY

SKIP EWING

LP CUTS

Alabama - High Cotton

The Judds - Sleepless Nights/
 Let Me Tell You About Love

George Strait - Hollywood Squares/
 Ace In The Hole

Ronnie Milsap - A Woman In Love

Clint Black - Straight From The Factory

Eddy Raven - Bayou Boys

INSIDE COUNTRY

The Gavin Country Crew was both shocked and saddened to hear of the sudden death on Tuesday (May 9th) of Keith Whitley. On the occasions that we'd been fortunate enough to visit and talk with Keith, we'd found him to be a very intelligent and friendly man who was devoted to his family and dedicated to his career. In an interview that the Gavin Report ran just two weeks ago, Keith seemed very happy—thrilled with his successes over the last year and proud of his new status as a record producer. While he gave us many memorable songs the last few years, we were sure his best was yet to come. Our deepest sympathies to Lorrie, Jessie, Morgan and the rest of Keith's family. He will surely be missed.

Here's another one for the scrapbook. MCA Promotion Ace Rick Hughes (left) and WVMI-Biloxi's Steve Martin wrote and told us that they didn't think they'd been seen enough in the hallowed pages of the Gavin Report. Well, here they are. We'll let our readers decide if they should ever be seen here again!!

PROGRAMMERS ARE TALKING ABOUT... Carl Brown at KSAN-Oakland/San Francisco tells us that while most of you know this Sunday is Mother's Day, you may not realize it's also KSAN Day at the Oakland A's game. The Marcy Brothers will be singing the national anthem that day...The new Music Director at WEYY-Talladega is Don Stephens...To the many friends and fans of Rich Schwan, we'd like to apologize for listing the WRONG phone



number for his new catering business in our April 21st issue. The real number is 615-377-3244. Yes, we plan on calling the number we listed by mistake and apologizing for the barrage of calls they must have been receiving!!...Pat Braddick recently joined the team at KSON-San Diego in the capacity of Assistant Promotions Director...KSSR/FM-Bastrop/Austin has changed formats and is now an Adult Alternative reporter...KEYB-Altus wants to welcome two new members to their air staff—Barbara Scott is now doing middays and Mack Taylor comes over from KLAW-Lawton to take over the PM drive slot...Kevin Casey at WCHA-Chambersburg has a new air shift, and will now be taking music calls Wednesday-Friday from 3-5 PM...Lou Lunden is once again the Music Director at KWDJ-Riverside—this time she's got an office!...

Talk with you next week.

The Gavin Country Crew

HIT FACTOR

Country Research:
Lisa Smith/Elma Greer

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 200 Last Week 200

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
EARL THOMAS CONLEY - Love Out Loud (RCA)	191	--	169	21	1	99%	11
STEVE WARINER - Where Did I Go Wrong (MCA)	187	--	174	11	2	98%	13
DESERT ROSE BAND - She Don't Love Nobody (MCA/Curb)	195	1	152	41	1	98%	10
CLINT BLACK - A Better Man (RCA)	188	--	169	16	3	98%	14
ROSANNE CASH - I Don't Want To Spoil The Party (Columbia)	196	1	150	43	2	98%	10
SKIP EWING - The Gospel According To Luke (MCA)	185	--	123	53	9	95%	13
DWIGHT YOAKAM - I Got You (Reprise)	179	3	138	31	7	94%	12
DAN SEALS - They Rage On (Capitol)	184	--	111	70	3	98%	10
TANYA TUCKER - Call On Me (Capitol)	187	1	95	77	14	91%	9
KATHY MATTEA - Come From The Heart (Mercury/PolyGram)	190	4	46	126	14	90%	7
OAK RIDGE BOYS - Beyond Those Years (MCA)	179	1	38	123	17	89%	9
RICKY SKAGGS - Lovin' Only Me (Epic)	186	4	32	127	23	85%	7
EDDY RAVEN - In A Letter To You (Universal)	187	2	19	145	21	87%	6
PAUL OVERSTREET - Sowin' Love (RCA)	181	--	28	132	21	88%	8
RICKY VAN SHELTON - Hole In My Pocket (Columbia)	183	3	18	145	17	89%	6
MERLE HAGGARD - 5:01 Blues (Epic)	182	4	14	139	25	84%	8
GEORGE STRAIT - What's Going On In Your World (MCA)	183	7	12	128	36	76%	5
RONNIE MILSAP - Houston Solution (RCA)	176	9	8	119	40	72%	5
THE McCARTERS - Up And Gone (Warner Bros.)	169	7	3	121	38	73%	7
J.C. CROWLEY - I Know What I've Got (RCA)	155	4	8	115	28	79%	10
CONWAY TWITTY - She's Got A Single Thing In Mind (MCA)	165	11	--	98	56	59%	6
JAMES HOUSE - Don't Quit Me Now (MCA)	148	7	4	106	31	74%	10
SWEETHEARTS OF THE RODEO - If I Never See Midnight Again (Columbia)	145	1	--	103	41	71%	7
REBA McENTIRE - Cathy's Clown (MCA)	171	36	4	68	63	42%	3
LORRIE MORGAN - Dear Me (RCA)	146	13	3	79	51	56%	7
DON WILLIAMS - One Good Well (RCA)	157	23	7	62	65	43%	6
EMMYLOU HARRIS - Heaven Only Knows (Reprise)	138	17	7	50	64	41%	5
DOLLY PARTON - Why'd You Come In Here Lookin' Like That (Columbia)	149	44	2	42	61	29%	3
CHRIS HILLMAN & ROGER MCGUINN - You Ain't Going ... (Universal)	129	19	3	43	64	35%	5
MARY CHAPIN CARPENTER - How Do (Columbia)	105	18	4	30	53	32%	6

NEW RELEASES by Lisa Smith & Cyndi Hoelzle

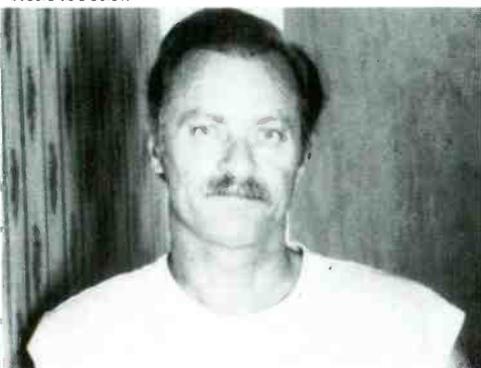
SOUTHERN PACIFIC -

Any Way The Wind Blows (Warner Bros.) ▶

The second single release from the "Pink Cadillac" soundtrack is an upbeat, pop number from Southern Pacific. It's easy to imagine how this rockin' shuffle will fit in with the movie—expect lots of requests once the film opens.

VERN GODDIN - *I'm Still Crazy* (Columbia)

This is the first we've heard from Goddin's upcoming *Alone* album, and it doesn't disappoint. Once again Vern comes up with a novel way of writing and singing about that old heartbreak.



NEW GRASS REVIVAL - *Callin' Baton Rouge* (Capitol) ▼

The most common complaint we hear from stations is that there are not enough upbeat records coming out. Well, you sure can't say that about this record! It's about as uplifting as they come, with plenty of Sam Bush's great fiddle playing. It's sure to appeal to all demos.



FOSTER & LLOYD -

Before The Heartache Rolls In (RCA)

We've yet to find a Foster & Lloyd cut that we weren't crazy over, and this new single is no different. Edited a bit from the album, it's got a slow, easy feeling to it that gives Radney and Bill's vocals a chance to shine.

KENNY ROGERS - *Planet Texas* (RCA)

Kenny's new single is the talk of the town. The video, shot for a mere \$600,000 and directed by English filmmaker Julian Temple, will debut on his television special airing this month. There's even a movie version of "Planet Texas" in the works. Could this be the start of a whole new "space western" genre in Country music?

COUNTRY PROFILE

Last Halloween, a special day of celebration took place in the major metropolis of Okmulgee, Oklahoma. Hometown boy Mel McDaniel was honored for 30 years in Country Music with a day fit for a king. U.S. Senator David Boren entered McDaniel into the congressional record for his lifetime achievements, while Oklahoma State Senator John Dahl presented McDaniel with a proclamation declaring October 31st "Mel McDaniel Day." Okmulgee's Mayor Mabrey gave McDaniel a key to the city, while Chief Cox of the Oklahoma Creek Indian Nation proclaimed McDaniel an honorary chief.

"It was a wonderful day," mused McDaniel. "It brought back a lot of memories of the first time I got on stage there, on Halloween night, 1958. It was on the back of a flatbed truck, and I sang, 'I Wanna Play House With You.' I've always gotten tons of support from the people of Oklahoma, and I just wanted to do something nice for the people there. The proceeds of the 30th Anniversary Celebration concert benefitted Okmulgee's United Fund, which included many local and area charities. I hope we can make it an annual event, so I can go back home every year!"

That day brought back more than a few memories for McDaniel. He was born in Okmulgee but spent his formative years being shuttled between divorced parents. His Mom lived in Bakersfield and his Dad was a road construction truck driver. "I guess during all the trips between California and Oklahoma in the back of an old Ford I had nothing to do so I just sang a lot," he remembers. As he got older he started to develop definite tastes in music. "When I was about 14, Elvis Presley, Johnny Cash, Jerry Lee Lewis and Chuck Berry came out on the radio. It excited me because I saw these people making music that listeners really liked and got into. Those guys were my heroes along with Fats Domino and The Platters—all those guys from back then. That's when I decided that's what I wanted to do, to make music that people really liked."

At 19, Mel married his high school sweetheart, Mary, and soon thereafter their daughter Danielle was born. While his love for



MEL MCDANIEL
OKLAHOMA
CELEBRATES
30
YEARS OF
MCDANIEL COUNTRY

By Lisa Smith

music never wavered, his responsibilities to family took precedence for a while. "I pumped gas and did everything I could. Having a family and all, I had to do something to keep food on the table. Eventually, this company I was with transferred me to Houston. As me and my brother were on our way to pick up a U-Haul truck to move with, my brother said

to me, 'Man, I don't know why you're going down there. You know where you really want to be is Nashville. Why don't you just go there?' I went back home and told Mary, 'We're not going to Houston, we're going to Nashville.' So we loaded up the U-Haul and headed for Nashville—this was back in 1970."

The McDaniel family remained in Nashville for two years, with Mel pumping gas and trying to get a foot in the door of Music Row. "Nothing panned out," Mel remembers. "I just didn't have the experience at the time." Frustrated, Mel took his family and headed for Alaska, where his brother and father were living. "I cried all the way out of Nashville. Damn, I didn't want to leave. It had taken me so long to get there. It was one of the hardest things I ever did, but I guess it was also one of the best things, because people were great to us up in Alaska." Mel quickly landed a job singing six nights a week at the Kings X Lounge. He gained a lot of confidence and experience there, enough to consider giving Music City a second chance. They moved back to Nashville in 1973. This time, McDaniel met up with Combine Music founder Bob Beckham. "I told Bob that if they ever needed anyone to sing on demos, to give me a shot at it. He said, 'Let's give the boy a try and see what he can do.' So I started doing demos for the publishing places in town. Finally, in '76, we cut *Have A Dream On Me*. Capitol accepted it, signed me to a contract, and I've been with them ever since." Mel's lifelong dream was on its way to coming true. What followed was a string of hits including, "Hello Daddy, Good Morning Darling," "Countrified," "Right In The Palm Of Your Hand," "Take Me To The Country," and "Big Ole Brew."

Then, in 1985, Mel's career skyrocketed with a simple record about blue jeans called "Baby's Got Her Blue Jeans On." "I never dreamed that would be the one," says Mel. "Of course, you believe in every record you put out and want the best for it. You want it to be a number one record. I never dreamed it would come for me on *Blue Jeans*, but people really took to it." ▶

MAN CHARGED IN PIANO ATTACK!
NASHVILLE MANAGES TO CAPTURE ON RECORDING.



JASON D. WILLIAMS

FIRST WEEK OUT - 27/9!



That's an understatement. The song not only became his first number one record, it also garnered three Country Music Association Award nominations, an induction into the Country Music Hall of Fame's "Walkway Of Stars", two Grammy Award nominations and membership in the cast of the Grand Ole Opry.

Since "Blue Jeans," Mel's career has remained sure and steady." There have been other hits, including "Stand Up," "Let It Roll," "Shoe String" a rockin' Country version of Springsteen's "Stand On It," and his "Real Good Feel Good Song." His videos have proven to be very popular, with "Stand Up" becoming the most requested video on TNN for the '85-'86 year. He's had quite a bit of luck with songwriting, too. Hoyt Axton was the first to ever record Mel's song, "Roll Your Own," later recorded by Commander Cody and Arlo Guthrie. Kenny Rogers recorded his "Goodbye Marie," and Conway Twitty was the first to record his "Grandest Lady Of Them All." the song that became the grand finale on the Grand Ole Opry's nationally televised 60th Anniversary Special.

And don't forget his hats. It's probably the first thing you'll notice when you meet him, and they've become his trademark. "I never grew up wearing a hat," says Mel. "I could never find one that I really liked. Then I saw this short brimmed black hat, the kind that I wear now. I had my picture taken with it, and now it goes everywhere I go." One of his hats recently brought in \$600 at a Nashville celebrity auction for charity.

As McDaniel enters his fourth decade in Country music, we can certainly expect to hear more upbeat, feel good Mel music, because Mel feels pretty good about his life. "I've finally got the band that I've struggled for so long to have. I guess the highlight of my career is having everything where I think it should be. I've tried so long and so hard to get it where I felt it should be. I think I've finally accomplished that." ●



CLASSIFIEDS

JOBS

KLLK-Willits, CA, has an immediate opening for an AM drive talent w/production skills. T&R: Susi Slicker, 12 West Valley Street, Willits, CA 95490. No calls, please. [5/12]

#1 A/C KLTA-FM-Fargo/Moorehead, ND, needs a strong afternoon drive immediately. Must have good production skills, strong airwork & creativity. T&R: Dan, PO Box 2027, Fargo, ND 58107. [5/12]

THE CITIES' 97 KTCZ-Minneapolis/St. Paul has a rare f/t opening for afternoon drive. Applicants must have a deep & diverse music knowledge spanning from rock, jazz, folk & blues with a personable one-to-one conversational style. Minimum 5 years exp. T&R: Alan Lawson, 100 North Sixth Street, Butter Square, Minneapolis, MN 55403. No calls, please. [5/12]

#1 TOP 40 Z93-Kokomo, IN, is searching for an uptempo afternoon talent who is ready to continue our winning ways. High profile on air performance & good production a must. T&R: Scott Alan, WZWX RADIO, PO Box 2208, Kokomo, IN 46901. [5/12]

KRNO-FM-Reno, NV, is looking for an experienced Production Director. Creative copy & good voice essential. T&R: Program Director, KRNO RADIO, 475 E. Moana Lane, Reno, NV 89502. No calls, please. EOE [5/12]

PROGRESSIVE WESTERN IOWA TOP 40 KRLL/FM needs an evening announcer ASAP! Join a growing team w/a terrific sound. T&R: Craig Keast, PO Box 886, Village Park East, Carroll, IA 51401 [5/12]

TOP 40 KWIN-Stockton, CA, needs a hot night talent immediately. Wimps need not apply. Must be a high energy person w/production skills, phones, etc. T&R: Mike Kasper, PO Box 7871, Stockton, CA 95207, or overnight to: 7808 Kelly Drive. [5/12]

TOP 40 K100-Marysville, CA, seeking future applicants for AM & PM drive. T&R: Dave McKie, PO Box 631, Marysville, CA 95901. [5/12]

TOP 40 KTUF93-Kirksville, MO, has an immediate opening for a PD/AM drive personality. Must be mature & hard working w/excellent production skills. T&R: Bob Simmons, 211 W. Washington, Kirksville, MO 63501. [5/12]

COUNTRY WCUB-Manitowoc, WI, is looking for an afternoon drive personality w/production skills. Good money & great community. Contact: Bob Irish (414) 682-8226. [5/12]

HOT TOP 40 KUUB-FM-Bozeman, MT, needs an experienced midnight to 6 a.m. personality w/production skills. T&R: Jim Diamond, 125 West Mendenhall, Suite 1, Bozeman, MT 59715. [5/12]

KFYR-Bismarck, ND, is looking for a News Reporter/Anchor. Must have a strong delivery & excellent writing skills. T&R&writing skills: Jeff Alexander, PO Box 1738, Bismarck, ND 58502. EOE [5/12]

AM 1060 KPAY-Chico, CA, is looking for an experienced weekend talent. Rush T&R: Tony Kay, 2654 Cramer Lane, Chico, CA 95928. [5/12]

PLAY TOUGH!

In today's competitive radio game, there are advantages to securing representation. Westwood finds the job, sells the talent and negotiates the deal for you. Stations use Westwood because it provides a complete representation within 24 hours...talent that is screened and ready to win.

Please forward your best T&R:
WESTWOOD PERSONALITIES
 6201 Sunset Blvd. Suite 8
 Hollywood, CA 90028
 (818) 848-1209

FULL SERVICE A/C WOOD AM-FM-Grand Rapids, MI, needs a PD. T&R: Jim White, 180 N. Division, Grand Rapids, MI 49503. [5/12]

100,000 WATT COUNTRY FM in Sparta, WI, seeks an afternoon drive person w/experience. T&R: Steve Peterson, PO Box 539, Sparta, WI 54656. [5/5]

A/C KKRFB-FM-Klamath Falls, OR, is looking for a mature AT for midday shift. Promotions & PR a must. T&R&photo&salary: Margo Vaughn, PO Box 1450, Klamath Falls, OR 97601. [5/5]

ALTERNATIVE WBBY-FM-Columbus, OH, is looking for future weekend personalities. Minorities & females encouraged. T&R: Bill Harman, PO Box 14, Westerville, OH 43081. No calls, please. EOE [5/5]

WAXX-FM-Eau Claire, WI, is looking for an experienced announcer to fill a f/t position. T&R: George House, PO Box 6000, Eau Claire, WI 54702. [5/5]

WPGC-FM-Washington, DC, has an immediate opening for an experienced sales person. Must have excellent presentation skills, a record of success, a desire to grow, a good business sense & a team player w/winning attitude. If you possess these qualities send T&R: GSM, 6301 Ivy Lane, Suite 800, Greenbelt, MD 20770. [5/5]

KVYN/KVON-Napa, CA, seek professional Production Director w/good people skills, copywriting, production & organizational skills. T&R© samples: George Carl, 1124 Foster Road, Napa, CA 94558. [5/5]

COUNTRY KNBA-Vallejo, CA, needs an AT w/production & copywriting skills. T&R: KNBA RADIO, 3267 Sonoma Blvd., Vallejo, CA 94590. [5/5]

TOP 40 KSTN-Stockton, CA, needs a p/t AT. T&R: John Hampton, 2171 Ralph Ave., Stockton, CA 95206. No calls, please. [5/5]

A/C KQ92-Olympia, WA, seeks a creative, mature, fun, one-to-one personality. Must have strong production skills. T&R&photo: Kelly Gordon, PO Box 48, Olympia, WA 98507. EOE [5/5]

HOT A/C KKOR-FM-Gallup, MN, has a f/t opening for AT. Good phones & high visibility a must. T&R: KKOR RADIO, 405 South Second Street, Gallup, NM 87305. [5/5]

continued on page 55...

JAZZ PROFILE



Harold Childs is not exactly a rookie who fell off the turnip truck. Before becoming the Vice President of Jazz and Progressive Music at Warner Brothers, he spent sixteen years at A&M in various executive capacities including Senior Vice President of Sales and Promotion. Then came a stint at PolyGram as Senior Vice President of Urban Promotion, after which came three years as President of Quincy Jones' Qwest Records. What's unique about Harold Childs is that after all that time promoting pop music, he's using his expertise in marketing to anticipate the change in how adults will buy, wear and feel their music in the nineties.

What's the range of music that falls under your jurisdiction at Warner Bros?

"The music I deal with can range from David Sanborn to Everything But The Girl to Jackie Mason—all that fits into Warner's progressive area. My responsibility is to create a marketing direction for the promotion department to follow. Outside of the Jazz music, there is usually a record with a sound or a track that could fit into a progressive direction of adult radio, or a station like The Wave. I'm talking about artists like Brian Wilson, Miriam Makeba or even a Paul Simon."

Is Jazz and Adult music more a marketing project or is it a promotional animal?

"As far as Jazz promotion, the way it's developing, it's getting easier to define and plan. You have your different kinds of adult stations, Jazz stations, A/C stations that play Jazz music. Marketing is the problem of convincing the distribution side and the retail side that music shouldn't be limited because of the label of 'Jazz.' It should be dealt with as the adult music of the 1990s. You have to put the same kind of effort into the merchandising and the displays as you would any other popular new adult or progressive music. If you're dealing initially with acts like Basia or Bobby McFerrin, you shouldn't hesitate when it comes to introducing this music. Retail and marketing should be in front of this music. Smell it coming. Feel it coming. Be aggressive with the marketing.

In marketing an artist like Bob James, do you avoid the "J" word?

"Not at all. We don't wish to avoid the "J" word nor the basic issue which is we want retailers to realize that Jazz is not a bad word. This is instrumental adult music. This music fits into cross-formats and cross-areas in retail stores as opposed to being stuffed solely into the Jazz section."

What is Warner Brothers' attitude about the changing face of Jazz and Adult Alternative radio?

"They have a very progressive attitude. We're expanding our department with the

GEARING UP FOR THE ADULT MUSIC EXPLOSION

A CHAT WITH WARNER BROS.'S HAROLD CHILDS

by Kent Zimmerman

addition of Chris Jonz, who expands our relationship with radio. Plus he will interface with the other departments like Album Radio and Urban/Contemporary whenever the need arises. Thus there's an understanding of how this music will grow in importance once we get into the nineties. That's a very progressive attitude.

Having been at A&M and now Warners, do you see a different between the Jazz boom of the seventies where we heard much of this same rap as opposed to the growth of Jazz and adult music into the nineties?

"There's not that much of a difference. During the late sixties at A&M it was Wes Montgomery. Then acts like Herb Alpert and Sergio Mendes who moved from Jazz to R&B to A/C to Top Forty. We're duplicating that same situation as we go into the nineties. Top Forty radio today no longer has the boundaries it had in the early eighties or the late seventies. Top Forty is now able to cherry pick music from all the other formats. So you're going to continue to see records like Kenny G or Basia or Bobby McFerrin hitting Top Forty, whereas six or seven years ago, no matter how large an artist might be in other formats, there would be a reluctance. So I see the same situation happening as we go into the nineties with Jazz and Adult music as what happened in the sixties and early seventies."

You mention boundaries in radio. Do you see Adult Alternative and Jazz maintaining wide boundaries? Some feel that this type of radio can only narrow and focus in the future.

"I feel that Adult Alternative has a wealth of music out there to choose from. I think it's

up to publications like Gavin to help bring this music to the forefront. By adding this latest section, you've helped tremendously. But we haven't reached the maximum. We still have to grow. I hope the boundaries don't get tighter. But I am starting to sense some changes already. I hope we don't get ourselves into a "Breaker" syndrome where it's more important to count stations than to get quality airplay. That's what I'm concerned about. We have to examine things so we don't fall into the same traps that we've fallen into with other formats of radio."

How come when Bob James and David Sanborn record together and sell a million records, the impact isn't as great as when a pop act goes equally platinum?

"When it comes to the press, there's still no real understanding as to this marketplace. Plus it takes a longer period of time, hence you don't get that instant click that you get from a pop million seller. David Sanborn and Bob James took a year. But that's a short time when you consider that it was viewed as a Jazz album."

Do you feel that the analogies between Jazz and Adult stations and the progressive stations of the sixties are valid?

"I think that stations like The Wave are becoming the progressive stations of the nineties. I see those stations lending themselves towards playing more Alternative adult cuts, moving from instrumental to maybe a fifty/fifty or sixty/forty vocal mix during the next eighteen months. If you remember, stations like KSAN in San Francisco twenty to twenty-five years ago were heavily into Jazz. It gradually went from Jazz to vocals to blues and rock. That was the beginning of Album Radio. So, during the next two years, I think we'll see more vocals that come from bands out of Europe and new progressive things out of the United States, such as folk music, which is just now starting to raise its head."

After dealing with hit Top Forty and R&B product, what was the biggest adjustment you had to go through working with Jazz music?

"The product I worked at A&M was always a building process. We built Joe Cocker, Captain and Tennille, The Carpenters and the Police. I came from a company that worked things album by album with artists like Joan Armatrading. That's the kind of atmosphere that I'm comfortable in—being in on the beginning. You take one step, two steps—that's the exciting part of being in the record business. So working with Jazz and progressive music was, to me, just like coming home." ●



The Promise

KIRK WHALUM *The Promise*

ADULT ALTERNATIVE: DEBUT 49* #3 MOST ADDED!
 JAZZ: TOP TIP! #3 MOST ADDED CHARTBOUND



KIMIKO ITOH *Follow Me*

GAVIN JAZZ; CHARTBOUND



TAKESHI ITOH *T.K.*



1989 CBS Records Inc. / Columbia are trademarks of CBS Inc.

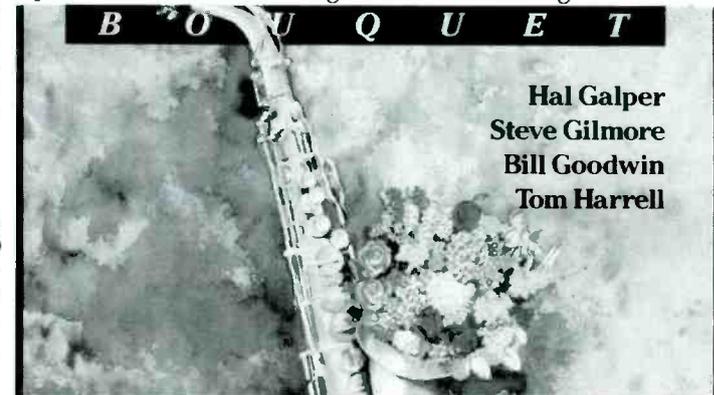
JAZZ NEW RELEASES

"NOTHING HAS BEEN PROVED" - DUSTY SPRINGFIELD (ENIGMA)

When Scandal, the blockbuster British film about Christine Keeler/John Profumo tryst, hit town you know we were there opening night. Now Enigma has made available on a three track CD the provocative theme that plays through the closing credits. Written and produced by the Pet Shop Boys, the vocals are supplied by the legendary Dusty Springfield complete with customized lyrics based on the film plot. There's also a mentholated instrumental version with an added closing Kenny G-esque solo. As Rain Man and Bagdad Cafe leave cinematic tracks across progressive adult airwaves, this Scandal theme could provide intriguing possibilities. Sensational!

FOLLOW ME - KIMIKO ITOH (COLUMBIA)

In 1985 Kimiko Itoh returned to Japan after spending six months in New York City gigging and absorbing the world center of Jazz and its influences. Soon after, she hit the road again and began recording with Masahiko Satoh and his indispensable rhythm allies Eddie Gomez and Steve Gadd. True, Follow Me is styled with the same elegant persuasion as Sade, but Itoh's technique is more uptown Americana. Gadd and Gomez continue their association this time around as Eddie's solo on the cover of John Lennon's "Love" ignites a creative boost across the drawn out phrases of Itoh's vocalisms. Kimiko also performs a Bill Gable composition entitled "Intimate Strangers," and her version of "Bridge Over Troubled Water" features Richard Tee on lonely Hammond organ propped up against a lilting orchestral backdrop. There are enough tracks to choose from so that Jazz programmers can avoid the pop edge and still bask in the sophistication of Itoh's message. One tasteful outing.



Hal Galper
 Steve Gilmore
 Bill Goodwin
 Tom Harrell

BOUQUET - PHIL WOODS QUINTET (CONCORD JAZZ)

Phil Woods has been Gavin Jazz's most productive artist since we started the chart last July—he's released four individual projects. This latest is live and highlights his fine band which includes trumpet/flugelhorn hero Tom Harrell. "Theme From Star Trek" is a delightful novelty, with Woods kicking off the familiar theme in his typical bright and brassy tone. Harrell answers back sharply on trumpet with a stellar scale run—as always a fine improviser. Many astute fans reckon that Woods' intonation on alto very much resembles a tenor, best shown on Hal Galper's piece "Tune Of The Unknown Samba." Track for track, Bouquet is anything but flowery. Instead its appeal stems (sorry) from a live wire chromatic confrontation between Woods and his seasoned team.

"...MEASURE FOR MEASURE." - THE DICK BAUERLE GROUP (ATLANTIC)

It's time for Another Buffalo, New York talent like Dick Bauerle to pick up where Spyro Gyra, Rick Stauss and Gamalon left off. Bauerle as a guitarist has also co-produced a few projects and his partner, drummer Eli Konikoff spent nine years with Spyro and in that time picked up six Grammy nominations. Bassist Jerry Livingston served with another Buffaloite, Rick James, while saxophonist Sal Andolina has played some serious philharmonic gigs. Tracks like "Esprit," "The Bottom Line" and the title cut offer some snappy potential for commercial Jazz/AA consideration.

JAZZ NEW RELEASES

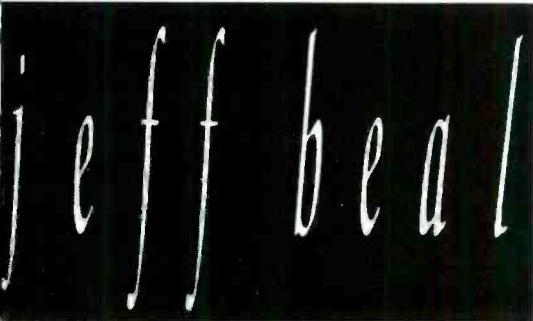
MICHAL URBANIAK

URBAN EXPRESS



URBAN EXPRESS - MICHAL URBANIAK (ATLANTIC)

Michal Urbaniak is one of the original artisans of electric violin technology. Starting on the electric violin and then graduating to the violectra, which is a bit lower in pitch, Urbaniak has, in the past, experimented with modified six string models. Teamed up with drummer and co-producer Lenny White, Michal has added talking violin, Zeta Midiviolin and WX7 to his playing credits. Don't ask us to describe these latest accouterments, but we do like "Moonlight," "I Want To Know Your Name," the title track and "Code Blue." Like Phil Woods, Urbaniak has been very active lately, releasing lots of highly interesting music for Jazz and Adult playlists.



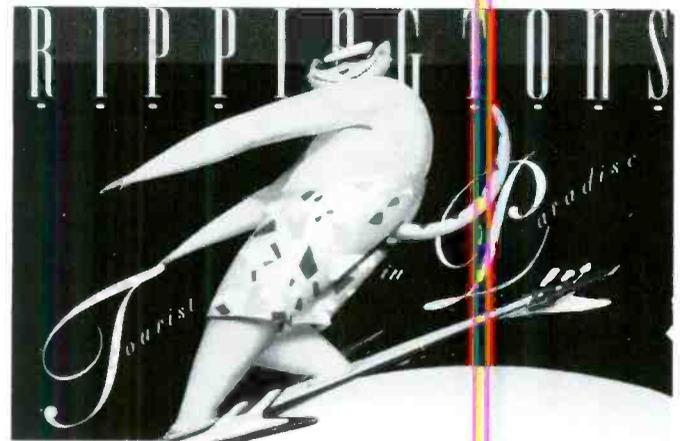
PERPETUAL MOTION - JEFF BEAL (ANTILLES NEW DIRECTION/ISLAND)

Impressively teeing off on "Exit Only" with a symphonic salute, trumpeter Jeff Beal launches into a Spanish march flavored arrangement a la Carla Bley's Central American Ballad Of The Fallen. As a college undergrad, Beal netted eleven downbeat magazine student awards as well as a couple of industry grants (one from Exxon—ouch!) that have enriched Beal's confidence as a composer. We found the album to be a homage to energies and eras past and future. Like Mark Isham Beal isn't afraid to tonally emulate Master Miles by running the voodoo down in Decoy fashion during in compositions like "Meshugenah Man." Each side features a completely different ensemble, and within each side flow many possible directions of future expertise.

"DOWN ON THE KEYS" / "IN THE NAME OF LOVE" - RICHARD ELLIOT (INTIMA)

These two tracks give us a taste of what's to come from tenor man Richard Elliot. First we hear from the instrumental side as Elliot gets down on the keys on "Down On The Keys." On "In The Name Of Love," a friendly voice returns as Bobby Caldwell lays down a smooth vocal. Both Elliot and Caldwell are technicians adding high calibre melodic instincts for AA programmers looking for an edge over their tired A/C competition.

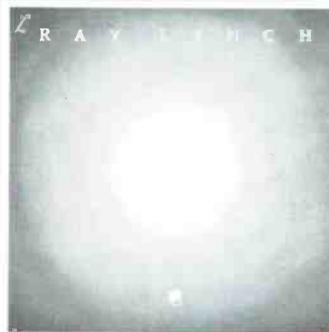
May 12, 1989/the GAVIN REPORT



TOURIST IN PARADISE - THE RIPPINGTONS (GRP)

We came aboard the Jazz and AA scene just as the Rippingtons' last effort was winding down a successful run on a new and flourishing mindset of adult radio. Well, almost a year has passed and both AA and the Rippingtons have grown. Tourist In Paradise is also the band's debut on the GRP label. Russ Freeman and Steve Reid provide the nucleus of creativity when it comes to the studio, with support players like Rob Mullins, Brandon Fields and Tony Morales rounding things out. I especially like "One Summer Night In Brazil" not because the song jumps on a Brazilian bandwagon (which it doesn't), but because the textures are agreeable for AA radio. With the Kentucky Derby already run and won, let me put in my two cents worth. Look for the Rippingtons to be one of 1989 biggest AA releases.

R A Y
L Y N C H



NO
BLUE
THING

Featuring the forthcoming single
"HOMEWARD AT LAST"

1st WEEK DEBUTS!

GAVIN ADULT ALTERNATIVE: DEBUT-46*

#1 MOST ADDED!

R & R: ONE WEEK NAC BREAKER

#1 NAC MOST ADDED!

FMQB/NEW HORIZONS: #1 MOST ADDED!

MAC: DEBUT-48*

OVER 100,000 SHIPPED!

For information/CD service, contact Kenny Altman, (415) 925-9800
2200 Larkspur Landing Circle, Suite 100, Larkspur, CA 94939

MUSIC-WEST®
RECORDS

MUSIC FROM NOW ON

JAZZ

MOST ADDED

1. IN A SENTIMENTAL MOOD - DR. JOHN (WARNER BROS.)
2. WHISPERS AND PROMISES - EARL KLUGH (WARNER BROS.)
3. THE PROMISE - KIRK WHALUM (COLUMBIA)
4. FIRE! - DAVID NEWMAN (ATLANTIC)
5. LAY IT ON THE LINE - STIX HOOPER (ARTFUL BALANCE)
6. "...MEASURE FOR MEASURE." - THE DICK BAUERLE GROUP (ATLANTIC)

TOP TIP

KIRK WHALUM
THE PROMISE
(COLUMBIA)

Bob James' and Houston's favorite
Lights Out sax player promises a
fine debut next week.

RECORD TO WATCH

THE PHIL WOODS QUINTET



PHIL WOODS QUINTET
BOUQUET
(CONCORD JAZZ)

Nice arrangements on this
"live" bouquet.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	1	1	JOE SAMPLE - Spellbound (Warner Bros.)
5	4	2	EDDIE DANIELS - Blackwood (GRP)
2	3	3	KEVIN EUBANKS - The Searcher (GRP)
3	5	4	CHICK COREA - Chick Corea Akoustic Band (GRP)
4	2	5	TERRI LYNE CARRINGTON - Real Life Story (Verve Forecast/PolyGram)
9	8	6	McCOY TYNER - Revelations (Blue Note)
8	6	7	SCOTT COSSU - Switchback (Windham Hill)
12	11	8	JOHN PATITUCCI - On The Corner (GRP)
10	10	9	HIROSHIMA - East (Portrait)
24	17	10	RAY OBIEDO - Perfect Crime (Windham Hill)
14	12	11	DIRTY DOZEN BRASS BAND - Voodoo (Columbia)
6	7	12	SHERRY WINSTON - Love Madness (Headfirst/K-tel)
16	15	13	ANDREAS VOLLENWEIDER - Dancing With The Lion (Columbia)
--	31	14	RICARDO SILVEIRA - Sky Light (Verve Forecast/PolyGram)
--	23	15	LARRY CARLTON - On Solid Ground (MCA)
17	16	16	SUPERBLUE - Superblue (Blue Note)
22	19	17	GEORGE ADAMS - Nightingale (Blue Note)
15	14	18	OREGON - 45th Parallel (Portrait)
--	28	19	DAVID BENOIT - Urban Daydreams (GRP)
19	18	20	IVAN LINS - Love Dance (Reprise)
33	26	21	T LAVITZ - T Lavitz And The Bad Habitz (Intima)
11	13	22	MARCUS ROBERTS - The Truth Is Spoken Here (Novus/RCA)
7	9	23	BOBBY LYLE - Ivory Dreams (Atlantic)
29	25	24	BOOKER T. JONES - The Runaway (MCA Master Series)
23	20	25	PAT KELLEY - I'll Stand Up (Nova)
--	35	26	FREDDIE HUBBARD - Times Are Changing (Blue Note)
13	22	27	SPECIAL EFX - Confidential (GRP)
--	37	28	HILTON RUIZ - Strut (Novus/RCA)
25	27	29	RALPH PETERSON QUINTET - V (Blue Note)
--	47	30	JEANNIE AND JIMMY CHEATHAM - Back To The Neighborhood (Concord Jazz)
--	--	31	SHIRLEY HORN - Close Enough For Love (Verve)
28	29	32	PONCHO SANCHEZ - La Familia (Concord Jazz)
31	34	33	CHARLES BROWN - One More For The Road (Alligator)
27	30	34	BRUCE FORMAN QUARTET - Pardon Me! (Concord Jazz)
--	--	35	ERIC MARIENTHAL - Round Trip (GRP)
--	--	36	DR. JOHN - In A Sentimental Mood (Warner Bros.)
--	50	37	CHET BAKER - Let's Get Lost (Novus/RCA)
48	36	38	DOUG MARKLEY - Philly Fillet (Visual Musik)
--	--	39	JUSTO ALMARIO - Family Time (MCA)
--	--	40	BUD SHANK - Tomorrow's Rainbow (Contemporary)
--	46	41	CURTIS OHLSON - Better Than Ever (Intima)
--	--	42	EARL KLUGH - Whispers And Promises (Warner Bros.)
18	24	43	PASSPORT - Talk Back (Atlantic)
45	39	44	DAVID MURRAY - Ming's Samba (Portrait)
20	21	45	ERIC GALE - In A Jazz Tradition (EmArcy/PolyGram)
26	32	46	MULGREW MILLER - The Countdown (Landmark)
--	--	47	HERB ELLIS - Doggin' Around (Concord Jazz)
49	42	48	CHAKA KHAN - C.K. (Warner Bros.)
--	--	49	HANK CRAWFORD - Night Beat (Milestone)
--	--	50	MICHAEL MANRING - Towards The Center Of The Night (Windham Hill)

CHARTBOUND

* KIRK WHALUM (COLUMBIA)
TIM WEISBERG (CYPRESS/A&M)
KIMIKO ITOH (COLUMBIA)
MR. SPATS (NOVA)
ALLEGRO JAZZ ENSEMBLE (MOBILE FIDELITY)

* EDDIE PALMIERI (BLUE NOTE)
* ROBERT KRAFT (SONIC EDGE)
* GEORGE SHEARING/IANK JONES (CONCORD JAZZ)
* SUSANNA McCORKLE (CONCORD JAZZ)
* BILL GABLE (PRIVATE MUSIC)

* SADAO WATANABE (ELEKTRA)
* DAVID LIEBMAN/DAVID LOVE (HEADS UP)
* CIRO HURTADO (ROM)
* MICHAEL SHRIEVE (NOVUS/RCA)
* PHIL WOODS QUINTET (CONCORD JAZZ)

Dropped: #33 Martin Taylor, #38 Traut/Rodby, #40 Steps Ahead, #41 Turtle Island String Quartet, #43 Houston Person, #44 Alex Bugnon, #45 Michelle Hendricks, #48 Brazil Classics 1, #49 Jack Walrath, David Peterson, Henry Threadgill, Les Hooper, James Van Buren.

*Debuts in chartbound

ADULT ALTERNATIVE

MOST ADDED

1. NO BLUE THING - RAY LYNCH (MUSIC WEST)
2. WHISPERS AND PROMISES - EARL KLUGH (WARNER BROS.)
3. THE PROMISE - KIRK WHALUM (COLUMBIA)
4. IN A SENTIMENTAL MOOD - DR. JOHN (WARNER BROS.)
5. OUTRAGEOUS TEMPTATIONS - TIM WEISBERG (CYPRESS/A&M)

TOP TIP

SARAH McLACHLAN
TOUCH
(ARISTA)

TIM WEISBERG
OUTRAGEOUS TEMPTATIONS
(CYPRESS/A&M)

RECORD TO WATCH



BONNIE RAITT
NICK OF TIME
(CAPITOL)

A familiar voice for an adult audience. Play on "Nick Of Time" and Bonnie Hayes' "Have A Heart."

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	1	1	ANDREAS VOLLENWEIDER - Dancing With The Lion (Columbia)
2	2	2	SCOTT COSSU - Switchback (Windham Hill)
3	3	3	JOE SAMPLE - Spellbound (Warner Bros.)
4	4	4	HIROSHIMA - East (Portrait)
15	7	5	EDDIE DANIELS - Blackwood (GRP)
5	5	6	IVAN LINS - Love Dance (Reprise)
20	17	7	DAVIO BENOIT - Urban Daydreams (GRP)
8	8	8	BILL GABLE - There Were Signs (Private Music)
23	14	9	PHOEBE SNOW - Something Real (Elektra)
13	12	10	KEVIN EUBANKS - The Searcher (GRP)
10	6	11	PAT KELLEY - I'll Stand Up (Nova)
29	18	12	LARRY CARLTON - On Solid Ground (MCA)
36	24	13	RAY OBIEDO - Perfect Crime (Windham Hill)
--	28	14	RICARDO SILVEIRA - Sky Light (Verve Forecast/PolyGram)
28	20	15	MICHAEL MANRING - Towards The Center Of The Night (Windham Hill)
7	9	16	TERRI LYNE CARRINGTON - Real Life Story (Verve Forecast/PolyGram)
11	16	17	CHRIS REA - New Light Through Old Windows (Geffen)
14	13	18	RALF ILLENBERGER - Circle (Narada/MCA)
22	21	19	T LAVITZ - T Lavitz And The Bad Habitz (Intima)
6	15	20	SPECIAL EFX - Confidential (GRP)
9	10	21	SHERRY WINSTON - Love Madness (Headfirst/K-tel)
--	41	22	SARAH McLACHLAN - Touch (Arista)
12	11	23	WINDOWS - The French Laundry (Cypress/A&M)
16	19	24	ALEX BUGNON - Love Season (Orpheus/EMI)
33	25	25	INDIGO GIRLS - Indigo Girls (Epic)
37	29	26	BOOKER T. JONES - The Runaway (MCA Master Series)
18	23	27	DEBORAH HENSON CONANT - On The Rise (GRP)
17	22	28	DAVID ARKENSTONE - Island (Narada/MCA)
38	30	29	DOUG MARKLEY - Philly Fillet (Visual Musik)
--	47	30	TIM WEISBERG - Outrageous Temptations (Cypress/A&M)
39	38	31	PETER BUFFETT - One By One (Narada/MCA)
46	32	32	CURTIS OHLSON - Better Than Ever (Intima)
31	31	33	TANITA TIKARAM - Ancient Heart (Reprise)
--	50	34	ERIC MARIENTHAL - Round Trip (GRP)
42	35	35	BLACK - Comedy (A&M)
--	--	36	EARL KLUGH - Whispers And Promises (Warner Bros.)
34	34	37	OREGON - 45th Parallel (Portrait)
24	27	38	KEIKO MATSUI - Under Northern Lights (MCA)
19	26	39	FREEFLIGHT - Slice Of Life (CBS-FM)
21	36	40	BOBBY LYLE - Ivory Dreams (Atlantic)
--	42	41	JOHN WEIDER - Essence (Gold Castle)
--	--	42	JUSTO ALMARIO - Family Time (MCA)
35	40	43	STEVE BACH - Fast Break (Soundwings)
--	45	44	SPENCER NILSEN - Architects Of Change (American Gramophone)
--	49	45	MR. SPATS - Dream Patrol (Nova)
--	--	46	RAY LYNCH - No Blue Thing (Music West)
--	--	47	LEO KOTTKE - My Father's Face (Private Music)
--	--	48	NEVILLE BROS. - Yellow Moon, Fire, Sister, Voodoo, Wild (A&M)
--	--	49	KIRK WHALUM - The Promise (Columbia)
--	--	50	DR. JOHN - In A Sentimental Mood (Warner Bros.)

CHARTBOUND

ROBERT KRAFT (SONIC EDGE)
* **BONNIE RAITT** (CAPITOL)
FREDDIE HUBBARD (BLUE NOTE)

CIRO HURTADO (ROM)
* **RICHARD ELLIOT** (INTIMA)
RICHARD SOUTHER (NARADA/EQUINOX)

ANDY SUMMERS (PRIVATE MUSIC)
SIMPLY RED (ELEKTRA)
* **COWBOY JUNKIES** (RCA)

Dropped: #33 Passport, #37 David Mann, #39 Steps Ahead, #43 Enya, #44 Martin Taylor, #46 Chaka Khan, #48 David Peterson, SFO, LA Workshop, John Patitucci.

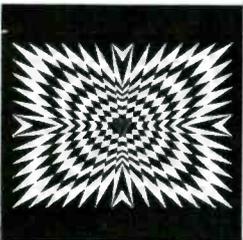
*Debuts in chartbound

ALBUM/ALTERNATIVE

ALBUM

GAVIN ALBUM FRONTLINE

ALTERNATIVE



RICHARD MARX LOVE AND ROCKETS

10,000 MANIACS

BOB MOULD

JOE JACKSON

THE GODFATHERS



NEW RELEASES



DISINTEGRATION - THE CURE (ELEKTRA)

Having proven themselves thrice before on the retail front, radio is getting closer and closer to finally taking "the cure." This time we see radio going out of its way to understand the phenomenon. Since *Head On The Door*, the **Cure's** most accessible album, the band has been moving more and more to the creative left. *Disintegration* is a seventy-two minute collection of simple studio collages. Rather than the forceful direction of their early days, the Cure now take an almost hallucinogenic view of melody. Still, there are few bands with a signature sound as identifiable as the Cure. Vocalist **Robert Smith's** distinguished breathy vocals make it easy for longtime listeners and newfound fans to log on. How special is the occasion of a new Cure album? **KROQ** made it a Cure weekend. Starter trax include "Fascination Street," "Lullaby" and "Pictures Of You."

"THE WANT OF A NAIL" - TODD RUNDGREN (WARNER BROS.)

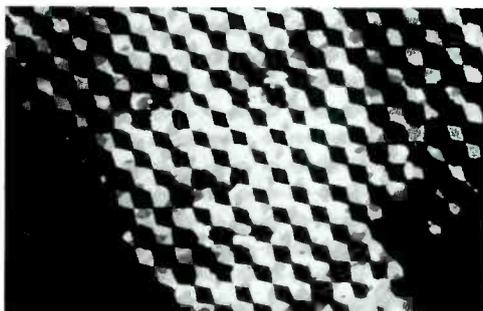
As an engineer/producer, **Todd Rundgren** is mistakenly tagged as a machine specialist. Actually, Rundgren's last few projects, including this one, center on live, spontaneous group performance. On this track, Todd's Philly roots are showing as he squares-off vocally with the great **Bobby Womack**.

"MY BRAVE FACE" - PAUL McCARTNEY (CAPITOL)

The melody side sounds like all McCartney while the lyrics have a **Elvis Costello** twist. Rather than verse/chorus/verse/chorus, **Paul McCartney's** latest single unpeels and unwinds, barely repeating itself, showing a sophisticated style good for morning airplay.

BLIND MAN'S ZOO - 10,000 MANIACS (ELEKTRA)

Again, lyricist **Natalie Merchant** presents her journalistic poetry in paragraph form while the band weaves a magnificent American **Fairport** spell. If, like me, you felt the first single to be a slow curve, wait until you hear how the rest of the songs tie themselves together. As we say time and time again, context is everything. Judging from the out-of-the-box strength of songs like the pregnant "Eat For Two," "Please Forgive Us" and "Poison In The Well," **10,000 Maniacs** will generate all the enthusiasm of their last album and more, in a fraction of the time. Excellent digital offering!



"DISAPPOINTED" - PUBLIC IMAGE LTD. (VIRGIN)

John Lydon is back with a tighter, anthemic beauty. Awash with guitars and furious energy, "Disappointed" keeps the tempo at even keel. Without the slightest hint of anarchy, **PIL** maintains a momentum of excellence. Again, we talk about context. Wait until you hear the entire album.

MORE SONGS ABOUT LOVE & HATE - GODFATHERS (EPIC)

More songs is right. **Godfathers**, like the **Who** and many other rowdy working class bands, personify the inner confusion linked with the fallen UK empire. That confusion is then distilled into the nucleus of a rock n roll song. All you get is a pounding back beat, choppy chords and a pumping bass. But it's real food as trax like "Those Days Are Over," "She Gives Me Love" and "I'm Lost And Then I'm Found" fuel themselves on starkness, both from a musical and a reality standpoint. **KZ**

"WAITING FOR MARY" - PERE UBU (FONTANA/POLYGRAM)

Pinch me, this must be a dream. **Pere Ubu** leave their avant-garde bodies to produce a perfectly punchy piece of rock n roll. Under a bed of plucky strings and sea gulls, "Waiting For Mary" is pure fun and havoc. Great song!

VOLUME TWO-WILL THE CIRCLE BE UNBROKEN (UNIVERSAL/MCA)

Before getting my records for nuthin', I ponied up nearly a sawbuck for the **Nitty Gritty Dirt Band's** Volume One that featured **Doc Watson**, **Merle Travis** and many more. A hard act to follow? You betcha! But number two succeeds wonderfully on many fronts. Though few will have the luxury to bask in the foolhardy carefree beauty of this project on an airplay basis. The appearances of **Bruce Hornsby**, **Levon Helm**, **John Hiatt**, **Roger McGuinn**, **Chris Hillman**, **Emmylou Harris**, **Rosanne Cash** and the many talented contributors and sidemen make this one of 1989's very best releases. As with Volume One, the tape rolls with an unblinking look at a few generations of American genius at work. **KZ**



SILVERTONE
RECORDS

Produced by Hugh Jones

RCA UPDATE!

LOVE AND ROCKETS

TOUR STARTS JUNE 22ND IN ORLANDO.

TREAT HER RIGHT

ON TOUR WITH GUADAL CANAL DIARY

OUT THIS WEEK - HUMAN DRAMA

SIDEWINDERS

TOUR DATES:

MAY 15, SAN DIEGO, MAY 17, LOS ANGELES,
MAY 19, SAN FRANCISCO

COWBOY JUNKIES

TOUR CONTINUES FOLLOWING THEIR
SUCCESSFUL TONIGHT SHOW APPEARANCE



MOST ADDED

1. "THE DOCTOR" - DOOBIE BROTHERS (CAPITOL)
2. BIG DADDY - JOHN COUGAR MELLENCAMP (MERCURY)
3. "HEY BABY" - HENRY LEE SUMMER (CBS ASSOC.)
4. "FOR THE WANT OF A NAIL" - TODD RUNDGREN (WARNER BROS.)
5. "TROUBLE ME" - 10,000 MANIACS (ELEKTRA)
6. "BETWEEN A ROCK..." - CUTTING CREW (VIRGIN)
7. "MY BRAVE FACE" - PAUL McCARTNEY (CAPITOL)

TOP TIP

DOOBIE BROTHERS
"THE DOCTOR"
(CAPITOL)

I wish I had a dollar everytime someone mentioned "China Grove" Debuts at #12 and is Top Five bound next week.

RECORD TO WATCH



HENRY LEE SUMMER
"HEY BABY"
(CBS ASSOC.)

The lanky guy from Indiana strikes again after two solid weeks of adds and a chart debut at #45.

Editor: Kent Zimmerman

ALBUM

2W LW TW

1	1	1	TOM PETTY - Back, Dream, Free, Feel, Face, Depending (MCA)
3	2	2	JOHN COUGAR MELLENCAMP - Pop (Mercury/PolyGram)
6	3	3	THE CULT - Fire, Edie, Horse, Sun (Sire/Reprise)
5	5	4	JOE JACKSON - Nineteen (A&M)
42	13	5	STEVIE NICKS - Room (Modern/Atlantic)
4	4	6	BONNIE RAITT - Thing, Nick (Capitol)
41	19	7	RICHARD MARX - Satisfied (EMI)
16	10	8	FABULOUS THUNDERBIRDS - Rock (Epic)
8	8	9	THE OUTFIELD - Voices, Part (Columbia)
10	7	10	THE TRAVELING WILBURYS - Heading, End (Warner Bros.)
11	11	11	ELVIS COSTELLO - Veronica, Town (Warner Bros.)
--	--	12	DOOBIE BROTHERS - Doctor (Capitol)
25	17	13	THE CURE - Fascination, Lullaby, Pictures (Elektra)
7	9	14	XTC - Mayor, King, Loving (Geffen)
47	30	15	LOVE AND ROCKETS - Alive, Big, Babylon (Beggars Banquet/RCA)
19	18	16	MIKE + THE MECHANICS - Seeing, Living (Atlantic)
12	16	17	REPLACEMENTS - Back, Talent, Earth, Anywhere, Be (Sire/Reprise)
--	42	18	QUEEN - Want (Capitol)
22	21	19	GREAT WHITE - Bitten (Capitol)
--	46	20	10,000 MANIACS - Trouble (Elektra)
17	15	21	SARAYA - Toll (PolyGram)
13	12	22	BIG BAM BOO - Shooting (Uni/MCA)
20	22	23	FINE YOUNG CANNIBALS - Good, Crazy (IRS/MCA)
26	26	24	JEFF HEALEY - Angel (Arista)
34	25	25	BAD COMPANY - Bad (Atlantic)
27	27	26	MELISSA ETHERIDGE - Chrome, Similar (Island)
18	20	27	LOU REED - Busload, Dirty (Sire/Warner Bros.)
29	28	28	LIVING COLOUR - Open (Epic)
24	24	29	THE FIXX - Precious, Driven (RCA)
15	23	30	EDIE BRICKELL & NEW BOHEMIANS - Circle (Geffen)
--	37	31	SIMPLE MINDS - Land, Step, Wall, Belfast, Soul (A&M)
2	6	32	JULIAN LENNON - Heaven (Atlantic)
9	14	33	REM - Pop, Turn, Stand (Warner Bros.)
--	47	34	BOB MOULD - Light, Well, Poison, Sunspots (Virgin)
--	--	35	KING SWAMP - Is, Dump, Bride (Virgin)
43	39	36	NEVILLE BROS. - Yellow (A&M)
35	34	37	THE CONNELLS - Something (TVT)
44	40	38	CINDERELLA - Coming (Mercury/PolyGram)
36	33	39	TREAT HER RIGHT - Picture, Marie, Junkyard, Back, King (RCA)
32	31	40	INDIGO GIRLS - Indigo Girls (Epic)
46	43	41	SANDMEN - House (A&M)
23	32	42	U2 - God, Town, Barefoot (Island)
--	48	43	MICHAEL THOMPSON BAND - Miss (Geffen)
49	45	44	KINGDOM COME - Like (PolyGram)
--	--	45	HENRY LEE SUMMER - Hey (CBS)
--	50	46	HOUSE OF FREAKS - Sun (Rhino)
--	--	47	EDDIE MONEY - Let (Columbia)
--	49	48	DRIVIN' N' CRYIN' - Blue, Strange, Toy, Hell, House (Island)
--	--	49	GODFATHERS - Gives (Epic)
37	35	50	HOWARD JONES - Love, Prisoner, Supper (Elektra)

CHARTBOUND

STEVE EARLE (UNI/MCA) "BELONG"	STAN RIDGWAY (Geffen) "SOUTHBOUND"	JOHNNY DIESEL (CHRYSALIS) "LOOKING"
ADRIAN BELEW (ATLANTIC) "DADDY"	CRACK THE SKY (GRUDGE) "GREENHOUSE"	TESLA (Geffen) "HANGING"
* TODD RUNDGREN (WARNER BROS.) "WANT"	* WINGER (ATLANTIC) "HEARTBREAK"	ALANNAH MYLES (ATLANTIC) "LOVE"
* CUTTING CREW (VIRGIN) "ROCK"	* RED SIREN (MERCURY) "ONE"	PETER CASE (Geffen) "GUN"
CONCRETE BLONDE (IRS) "BULLET"	* NEAL SCHON (COLUMBIA) "COVER"	VIXEN (EMI) "MADE"
Dropped: #38 Radiators, #41 Sidewinders, Lita Ford.	SAY ANYTHING SOUNDTRACK (WTG) "RUSH"	BLUE MURDER (Geffen) "VALLEY"

under the God

the debut track from

tin machine.

david bowie
guitar/vocals

reeves gabrels
lead guitar

hunt sales
drums/vocals

tony sales
bass/vocals

don't miss tin machine performing
live on the world-wide telecast
of the international rock awards show
on may 31/9:30 pm est/abc network.

watch for the tin machine
video album on mtv!



produced by tim palmer & tin machine
management: isolar



© 1989 David Bowie under license to EMI-USA, a division of Capital Records, Inc.

www.americanradiohistory.com

ALTERNATIVE

MOST ADDED

1. "The Beat(en) Generation" - **THE THE** (Epic)
2. Spin The World - **ROYAL CRESCENT MOB** (Sire)
3. Pop Said... - **THE DARLING BUDS** (Columbia)
4. The Bride Ship - **CRIME AND THE CITY SOLUTION** (Enigma/Mute)
5. "True Believer" - **PEREGRINS** (MCA)
6. "Waiting For Mary" - **PERE UBU** (Fontana/PolyGram)

TOP TIP

SWANS

The Burning World
(Uni/MCA)

Last week's Record To Watch is flying high for Patrick Ferrise-WWVU, Greg Vegas-WXCI, Jim McNeil-WCDB and Helen Urriola-WFIT.

RECORD TO WATCH



PERE UBU

"Waiting For Mary")
(Fontana/PolyGram)

Initial interest in the three song E.P. is heightening expectations for the upcoming LP "Cloudland."

IMPORT/INDIE

- MR. T EXPER.** - Leah (Rough Trade)
CRIME AND THE CITY SOLUTION - The Bride Ship (Enigma/Mute)
WALKABOUTS - Whiskey (SUB POP)
LIVE SKULL - Saw (Caroline)
NEW MARINES - Ride (Chameleon)
SPEED THE PLOUGH - River (Coyote)
DR. DEATH - Pool (C'est La Mort)
ALICE DONUT - Black (Alter Tentacles)
DESSAU - Tension (Carlyle)
RUN WESTY RUN - Run Westy Run (SST)

2W LW TW

10	1	1	LOVE AND ROCKETS - Alive, Big, Babylon (Beggars Banquet/RCA)
4	3	2	THE CURE - Fascination, Lullaby, Pictures (Elektra)
2	2	3	PIXIES - Monkey, Debaser, Bleed, Mantra (Elektra)
--	26	4	BOB MOULD - Light, Well, Poison, Sunspots (Virgin)
21	9	5	JOE JACKSON - Nineteen (A&M)
34	14	6	GODFATHERS - Gives (Epic)
1	4	7	XTC - Man, Mayor, Garden, Scarecrow, Daddy, Skeletons (Geffen)
6	6	8	THE CULT - Fire, York, Asylum, Edie, Horse, Sweet (Sire/Reprise)
11	10	9	HOUSE OF FREAKS - Sun, Hammer, Big, Broken, Answers (Rhino)
14	12	10	TOM TOM CLUB - Suboceana, Confess (Sire/Reprise)
5	5	11	SIDEWINDERS - Witchdoctor, Solitary, What (Mammoth/RCA)
3	8	12	ROBYN HITCHCOCK - Eyes, Devils, Knife, Ghost (A&M)
17	13	13	NIXON & ROPER - Gibson, King, Louisiana (Enigma)
--	33	14	WIRE - Buzz (Enigma/Mute)
--	21	15	CONCRETE BLONDE - God (IRS/MCA)
7	7	16	THE CONNELLS - Something, Fun, Hey, Head (TVT)
24	18	17	XYMOX - Obsession (PolyGram)
16	15	18	NEW MODEL ARMY - Stupid, 225, Family, World, Vagabond (Capitol)
25	19	19	PETER CASE - Gun, Charlie, Rise, Old, Riot (Geffen)
30	29	20	RAMONES - Pet (Sire/Warner Bros.)
8	11	21	ELVIS COSTELLO - Veronica, Town, Pads, Dangle, Gum (Warner Bros.)
--	31	22	STAN RIDGWAY - Southbound (Geffen)
--	37	23	10,000 MANIACS - Trouble (Elektra)
--	41	24	ADRIAN BELEW - Daddy (Atlantic)
--	--	25	SWANS - Saved (Uni/MCA)
9	16	26	INDIGO GIRLS - Kid, Close, True (Epic)
23	24	27	CATERWAUL - Wolf, Hear, Dizzy, Rest (IRS/MCA)
18	27	28	NEVILLE BROS. - Yellow, Fire, Sister, Voodoo, Wild (A&M)
20	20	29	FINE YOUNG CANNIBALS - Good, Crazy, Man, Tell, Fallen, Back (IRS/MCA)
12	17	30	DE LA SOUL - Jenifa, Magic, Know (Tommy Boy)
--	34	31	SOUL ASYLUM - Evil (Twin/Tone)
19	25	32	DRIVIN' N' CRYIN' - Blue, Strange, Toy, Hell, House (Island)
--	--	33	SIMPLE MINDS - Land, Step, Wall, Belfast, Soul (A&M)
--	--	34	SCREAMING TREES - Twain (SST)
--	--	35	TOM PETTY - Back, Dream, Free, Feel, Face, Depending (MCA)
46	43	36	TREAT HER RIGHT - Picture, Marie, Junkyard, Back, King (RCA)
15	23	37	GUADALCANAL DIARY - Pretty, Look, Whiskey, Vista, Saturday (Elektra)
26	30	38	NEW ORDER - Round, Love, Run, All, Disco, Fine (Qwest)
42	42	39	BONNIE RAITT - Thing, Nick (Capitol)
--	--	40	BAND OF SUSANS - Hard (Blast First/Restless)
27	36	41	REPLACEMENTS - Back, Talent, Earth, Anywhere, Be (Sire/Reprise)
44	44	42	OPHELIA - Leah (Rough Trade)
29	35	43	LOU REED - Faith, Whale, Dirty, Strawman, Good (Sire/Warner Bros.)
13	28	44	FIREHOSE - Time, Whisperin', '80's, If'n (SST)
--	--	45	EDELWEISS - Bring (Atlantic)
47	47	46	SARAH McLACHLAN - Vox, Steaming, Trust (Arista)
22	22	47	HAPPY MONDAYS - Wrote, Country, Braindead, Lazy (Elektra)
32	32	48	DICKIES - Dummy (Enigma)
48	48	49	MARTIN STEPHENSON & THE DAINTEES - Heart, Boat, Crocodile, Tribute (Capitol)
45	46	50	U2 - God, Town, Barefoot (Island)

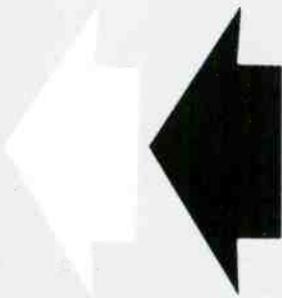
CHARTBOUND

- | | |
|--|---|
| THE THE - Beat (Epic) | PERE UBU - Mary (Fontana/PolyGram) |
| ROYAL CRESCENT MOB - Hungry (Sire) | POI DOG PONDERING - Circle (Texas Hotel) |
| DARLING BUDS - Pop Said... (Columbia) | NAKED RAYGUN - Treason (Caroline) |
| PEREGRINS - Believer (MCA) | ZULUS - Never (Slash) |

Dropped: #38 Loop, #39 Sandmen, #40 Brass Band, #45 Leave. Train, #49 T.Finn, # 50 Flam.Lips, Cowboy Junkies

AVAILABLE NOW!

TOP 40	1961-1989
A/C	1967-1989
URBAN	1967-1989
COUNTRY	1967-1989
ALBUM	1979-1989
ALTERNATIVE	1983-1989



**THE GAVIN TOP 100's
FEATURING SIX FORMATS OF MUSIC**

GET YOURS FOR ONLY \$25.00!

**SEND CHECK OR MONEY ORDER TO:
THE GAVIN REPORT, 140 SECOND ST., SAN FRANCISCO, CA 94105**

GET YOURS!



1989 GAVIN DIRECTORY

FOR ONLY \$12.50 (1st CLASS POSTAGE INCLUDED)

MAKE CHECKS PAYABLE TO THE GAVIN REPORT, ATTENTION DIANE RUFER
1989 DIRECTORY FOR MEDIA PROFESSIONALS
ORDER NOW WHILE SUPPLY LAST

140 2nd Street, 2nd Floor • San Francisco, CA 94105 • (415) 495-1990

the **GAVIN REPORT**

ALTERNATIVE PROFILE

SUB-POP



**A MULTI-NATIONAL
ENTERTAINMENT
CONGLOMERATE BASED IN THE
NORTHWEST**

By Robert Barone

SUB-POP is an independent record label based in Seattle, WA that's storming the country. It started in 1980 as a magazine called Subterranean Pop, and after a few months Publisher Bruce Pavitt shortened the name to Sub-Pop.

The magazine's initial focus was on Northwest regional bands. Pavitt gradually expanded from publishing to releasing a series of cassettes. After the magazine's fourth issue, Pavitt and co-founder, promoter Jonathan Poneman began alternating between publishing the fanzine and releasing a series of cassettes. Bruce began hosting a radio show called Sub-Pop USA at non-commercial station KCMU in Seattle, and also wrote a column for Seattle's *Rocket* magazine which ended up running for five years. His column and radio show concentrated on American independent releases.

Through Sub-Pop, Pavitt cultivated national underground connections with Poneman, who already knew the bands. Their first musical venture together was a single by Soundgarden, which came out immediately before their *Screaming Life EP*. From then on "we decided to put every single bit of money we will ever have in our lifetimes into this titanic operation."

Sub-Pop is involved with all their artists from beginning to end. The visual image is as important as the sound, which is hard and grungy. They work with such groups as Tad, The Fluid, Mudhoney and Soundgarden (who were recently signed to A&M). Photographer Charles Peterson, who deals with traditional themes in a sensual, and often times sexual sense designs all of Sub-Pop's album jackets. His streaky photos give a sense of electricity and relay brute force or intensity. Using Peterson, who recently did the cover photo for the Buck Pets' release on Island Records, gives Sub-Pop albums cohesiveness and consistency.

"We give the artists advice on how they should present themselves on the record cover," says Poneman. There's a lot of classicism in the presentation of rock music and we like to present things artfully, i.e. tactfully. Classic is the best word. Often that has to do with a lot of variables, sexuality, humor, intensity and electricity." He adds, "We allow bands to express themselves more openly. Labels often apply this perverse science and business application to a given artist and will turn band Z from what it is in it's essence to something that is considered to be more marketable. We love to move units and product, but the idea is to create something that we are proud of. And if we are, we will sell a lot of records too."

SUB-POP's continuing strategy is to be a northwest regional label first and foremost. "Our vision is that each area would have it's own particular nuances and favorites," says Poneman. ●

INSIDE ALBUM by Kent Zimmerman



Little Feat take in the sights at KTCZ during a charity auction. (L to R) Feats Fred Tackett, Bill Payne and PD Alan Lawson.



Boris Grebenshikov at the Bottom Line. Guest include (l to r) Iggy Pop, Siobahn Stewart, Boris, Annie Lennox, Dave Stewart and Sasha Titov.

MINNEAPOLIS RADIO CONQUERS THE PRESS AND OTHER PHENOMENON

by Kent Zimmerman

Have you ever noticed that newspaper writers can sometimes be distanced from the realities of the music industry? As both the radio and record biz fight the blizzard winds of trying to please both mainstream listeners and buyers as well as cutting edge audiences, writers (aside from their own unique pressures) still have the luxury of taking a critical stance when it comes to radio and music. That's why it was so pleasing to receive a reprint of a recent "review" of KTCZ-Minneapolis (whose local handle is *Cities' 97*) from the St. Paul Pioneer Press Dispatch.

In the article, writer Rick Shefchik admits up front that his auto cassette machine has broken down, "forcing me to turn to local radio to satisfy my auto music needs." What follows is a cautious then glowing overview, and I quote,

"I have always liked the concepts of *Cities' 97*—album cuts from a broad range of pop groups—but early in the station's existence, I found the execution to be uneven. Specifically I came to expect either the Alan Parsons Project or Steely Dan every time I turned it on. No more. While Steely Dan has been thankfully preserved in more sparing

doses, Mr. Parsons and his Project have all but disappeared, replaced by the widest, deepest and most diversified playlist of any commercial station in town (and probably many other towns as well)."

In the column headlined "Cities97 Thrives Without Pandering," Shefchik interviews PD Alan Lawson, who explains his station's philosophy using musical examples rather than the quarter hour come stat talk that usually turns newspaper writers off when covering the radio beat.

"We really are into artists," Lawson was quoted when mentioning that artist interviews and live impromptu performances spice up KTCZ's approach. "They have been wonderful. I guess the reaction I sense from artists is surprise. It's a bit of a crying shame that that would be their reaction. They're asked so little to come in and talk about their music. A year ago, Wendy Waldman said, 'I couldn't believe it when my management told me you wanted me to bring my guitar in!'"

I can't vouch for your local media, but it's mighty tough in my town for Album Radio stations to get positive ink about their programming. Here's an example of a station impressing a hard customer coming in.

Now some good news for the frustrated air talent artiste.

KTCZ has a rare full time afternoon drive opening. Lawson is looking for "applicants with a deep and diverse music knowledge"

FOOT STOMPIN' MUSIC



A PICTURE MADE

BLAKE BABIES

DASH RIP ROCK

DOWNSIDERS

SIDEWINDERS 

mammoth

R E C O R D S

5 W. HARGETT STREET 4TH FLOOR RALEIGH, NC 27601 (919)834-5977

GET RIGHT UP!

spanning from rock to jazz to folk to blues with a personable one-to-one conversational style. Minimum five years experience." I know it sounds too good to be true, but if you're interested, polish up your best stuff and send T&R to Alan at 100 North Sixth St., Butler Square, Minneapolis, MN, 55403. No calls please.

We received lots of good reponse to our three part hard rock and radio series. The most impassioned response came from Brian Knotts, PD at KPGA-San Luis Obispo who writes,

"I read with great interest part two of your series of articles regarding hard rock. I was appalled to see how prevalent anti-hard rock biases seem to be. 'Led Clones... definitely nights only,' Is anybody listening to these records? I wonder, if we continue to refuse to give young people what they want, who will listen to Album Radio in five or ten years? Many stations—fortunately not mine—seem to be run by people only interested in turning a quick profit and getting out, with no regard to the future of the station. If the future of my career is programming Musak for old hippies, I'm not sure this is where my future lies. I still believe the people who aren't afraid to take calculated risks will win."

Speaking of risks, count on *Oedipus* at WBCN to be the first when it comes to adding rock n roll from the Soviet Union. Jumping the gun a little (the domestic release isn't due until June), WBCN added red rocker Boris Grebenshikov to their playlist. Produced by Eurythmic Dave Stewart, Grebenshikov's debut at the Bottom Line last month featured daring Dave on lead guitar, as well as a sample of his upcoming Columbia solo album. Back in the USSR, Grebenshikov and his band *Aquarium* spent ten years underground. With their first official Russian release on Melodia (the state-run label), Boris and Aquarium sold 200,000 in a matter of hours. Besides witnessing an historic United States debut, I was particularly struck by Grebenshikov's complex acoustic side. He melds Eastern folk and rock n roll much the same way our artists draw from a Western folk heritage. Look out for Boris. He's bad enough.

NEW MARINES



"GET RIGHT UP"
The new track from the
NEW MARINES
new album
"BONFIRES."

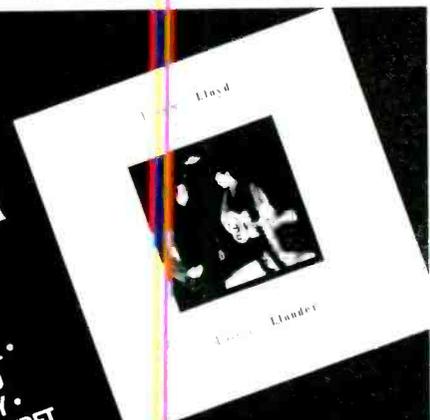
On CHAMELEON RECORDS/Dist. by Capitol/EMI
WE'LL CHANGE YOUR TUNE!

**FOSTER
& LLOYD**

FEATURING
FAT LADY
FAIR SHAKE
& SHE KNOWS
WHAT SHE WANTS

**FASTER
& LOUDER**

ALREADY ON:
WRSI • WKXE • WHTG • KABL •
WDST • WRVU • WDNS •
KACV • KVRE • WKXL •
WWVU • KTAO •
WMVY • WDET



INSIDE ALTERNATIVE RADIO

PETER STANDISH

Little change within the top three, but beyond that things are really getting lively. **Bob Mould** is the HOTTEST on the chart and on programmers phone lines. **Joe Jackson** and **tBare** tightening the Top Five vise. Both **House of Freaks** and **Tom Tom Club** debut inside the Top Ten, while **Wire** and **Concrete Blonde** look like one more week will push them over the top. **Stan Ridgeway**, **10,000 Maniacs**, **Adrian Belew** and **Swans** should all make a pitch for the Top Ten. **Soul Asylum** looks like a mid-chart sleeper with big gains reported by **Chuck Buckley-WRUV**, **Bill Garbarini-WTSR**, **Amy Dermont-WSMU**, **Pete Catancaro-WPRB**, **Miller-WUOG** and **Chris Crowley-WUSB**. **Screaming Trees** is another one to eye as they ascend the playlists of **Pam Konkol-WNUR** and **Doug Kelly-KFJC**. The Alternative college class of '89 will be remembered as one of the best in terms of graduates. This week another All-Star graduates as **Patrick Ferrise-WVU** steps aside. Call Patrick @ (304) 599-4788. **Gina "Kicking Out The Jams" Galli-WBNY** fortunately was re-elected as M.D. for another year. Southern favorites **WRVU** in Nashville announce new office hours MF 2-5 Central. By the way I agree, **Wings of Desire** was an amazing movie. **Gil Creel-WTUL** sez the **Sun Ra** show at the Jazz Fest

last weekend was not to be missed — sorry I did. Gil's also excited over the new compilation produced by the legendary local club, **Tipitina's**. **WARNING!** We will be closed on **Monday May 29 for Memorial Day**. Monday reporters please call the preceding Friday May 26 from 8:00AM to 1:00 PM PDT.

NEW RELEASES

"The Beat(en) Generation" - THE THE (Epic)
After a lengthy layoff, **Matt Johnson** is back. This time he's armed with a shotgun behind the door in the form of **Johnny Marr** contributing on guitar and harmonica. **Johnny Marr's** best asset is his ability to add to the sonic quality of a song without demanding the spotlight. Expect this song to grow on you, rather than bonking you over the head like much of Johnson's last album, **Infected**, did. The advance tape of the full album sounds killer.

Museum - MARY MY HOPE (Silvertone/RCA)

My Hope are hard to peg. On my favorite cut, **"Wildman Childman,"** they take on their thrashing Detroit garage punk persona, while songs like **"I'm Not Singing," "Untitled," "Suicide King"** and **"Communion"** are given that 70's treatment complete with acoustic

guitar chord progressions and echoed vocals. **"Grind"** finds them downshifting into an industrial traced sound that slowly builds into rapid frenzy.

The Tragically Hip - THE TRAGICALLY HIP (MCA)

The **Tragically Hip** have an Americana flavor all their own — a happy blend of electric and acoustic guitar. In this case Americana extends to North America, since the band is from Ontario, which is not all that different from American heartlands like Wisconsin (home of the **BoDeans & Violent Femmes**) or Illinois (**EIEIO's** home base). There's an honest element here that's not often present when high-technology is introduced. Key cuts: **"Small Town Bringdown," "Highway Girl"** and **"Killin' Time."**

Bayou Cadillac - BEAUSOLEIL (Rounder)

For years **Beausoleil** has quietly been creating some of the country's best Cajun music. Scoring one of the primary cuts on the **"Big Easy"** Soundtrack opened a lot of doors for this durable Louisiana band. The group takes that familiar traditional Cajun tact on most of the album. However, cuts like **"Flammes D'Enfer," "Macaque Sur Mon Dos"** and **"Bayou Cadillac: Not Fade Away, Bo Diddley, Iko Iko"** represent another stylistic branch in the band's main trunk.

NEW

CINDY LEE BERRYHILL

NAKED MOVIE STAR

"INDIRECTLY YOURS"

The 1st track from the new album **NAKED MOVIE STAR**. Just arrived at Progressive radio.

Meet Cindy Lee Berryhill at listening parties at the following off-beat locations...

- May 15 San Francisco - The Albion
- May 16 Seattle - New City
- May 17 Boulder - Penny Lane
- May 18 Minneapolis - New Riverside Cafe
- May 19 Chicago - Java Jiv
- May 21 Boston - Buddenbooks
- May 22 Amhurst, MA - Albion Books
- May 23 New Haven, CT - Artspace
- May 31 Washington DC - Washington Project for the Arts

RHINO

TWO

HOUSE OF FREAKS



"SUN GONE DOWN"

The 1st track from the new album **TANTILLA**. Top Ten at Progressive Radio.

Gavin Alternative 9*
Video added this week on MTV.

Upcoming Tour Dates...

- May 18 Charlottesville, VA
- May 19 Washington, DC
- May 21 Baltimore, MD
- May 23 New York, N.Y.
- May 24 Boston, MA
- May 27 Hoboken, NJ
- May 28 Neptune, NJ

CLASSIFIEDS

...continued from page 40

T40 KRQ 93.7-Tucson, AZ, has two open positions for experience professionals: 1) Morning show co-host/sidekick/News person. Must possess a warm, smooth, conversational delivery. Must be a team player, have a keen sense of humor, be able to write and contribute original ideas. Will handle all news & public affairs for KRQ, both on & off the air. 2) Overnight air personality. Must have uptempo, energetic, personable delivery w/creativity on the air w/in a tightly structured format. Must have 4-track production experience. Qualified applicants should send T&R& other work samples: Clarke Ingram, KRQ RADIO, 4400 East Broadway, Suite 200, Tucson, AZ 85711. EOE [5/5]

EVENINGS ON THE CENTRAL COAST. All new, state-of-the-art facility. Strong future for stable, experienced team player. Production/copywriting skill a plus. Also, p/t slot open. T&R&references&photo&salary history: Westcom Communications, John Edwards, 1303 Grand Avenue, Suite 229, Arroyo Grande, CA 93420. [5/5]

A/C WLKX/FM-Forest Lake, MN, needs an AM drive person w/experience. Live and work 30 miles North of Twin Cities. T&R: WLKX RADIO, PO Box 177, Forest Lake, MN 55025. [4/28]

ADULT ALTERNATIVE KSNO-Aspen, CO, is looking for a smooth, intelligent AT w/production skills. Females encouraged. T&R: OM, 620 E. Hopkins, Aspen, CO 81611. [4/28]

TOP 40 HOT102-Elm Grove, WI, needs p/t AT's who are within driving distance of Milwaukee. T&R&photo&letter: Rick Thomas, 12800 W. Bluemound Road, Elm Grove, WI 53122. [4/28]

A/C WAFL-Milford, DE, needs an afternoon drive person w/at least 2 years experience. T&R: Tim Hopkins, PO Box 324, Milford, DE 19963. [4/28]

COUNTRY WWZD-Tupelo, MS, needs a Production Director/AT immediately. Females encouraged. T&R: Marc Sebas, PO Box 7128, Tupelo, MS 38802. No calls, please. [4/28]

TOP 40 KIKX-Colorado Springs, CO, needs a hot, phone crazy, bit oriented, night person. Immediate opening. T&R: Ken Richards, 304 S. 8th Street, Colorado Springs, CO 80905. [4/28]

TOP 40 WCIL-Carbondale, IL, has a very rare opening for mid-6 a.m. shift. For more info., contact Tony Waitekus at Southern Illinois' #1 station. (618) 457-8114. [4/28]

A/C Y98-Corpus Christi, TX area now accepting applications for f/t & p/t talent. T&R: Mike Rodriguez, PO Box 1664, Beeville, TX 78104. [4/28]

100,000 WATT ADULT TOP 40 WHTK/FM is accepting applications for f/t Sales Representatives. Successful sales experience required. Send typed resume, sales philosophy, references & letter of application to: GM, WHTK RADIO, PO Drawer 22010, Hilton Head Island, SC 29925-2010. [4/28]

CONTEMPORARY COUNTRY WWZD/FM if you're humorous, topical and most of all relatable, then the morning shares in Tupelo, MS, are all yours! T&R&salary requirements: PD, PO Box 3300, Tupelo, MS 38803. [4/28]

100,000 WATT TOP 40 KJCK/FM-Tri Cities area, has immediate openings for AT's for all dayparts. T&R: James Phelps, PO Box 789, Junction City, KS 66441. EOE [4/28]

A/C KGLO-Mason City, IA, needs a PM drive announcer. T&R: Tim Fleming, PO Box 1300, Mason City, IA 507401. [4/28]

AVAILABLES

BROUGHT NIGHTS TO #1. Want to move on & up. Love phones and personal appearances. Any interested Top 40 call PAUL: (308) 237-7065. [5/12]

#1 ADULT ALTERNATIVE TALENT w/a decade of successful programming experience, seeking PD/MD/AT position. Formerly PD at KLRN-Santa Cruz, CA. MARK HILL: (408) 688-5604. [5/12]

ALTERNATIVE PROMOTION/MARKETING. PATRICK FERRISE: (304) 291-1518. [5/12]

BROWN GRADUATE w/experience in News/p-b-p, seeks AT/Sports position. JAY: (612) 537-0888. [5/12]

#1 TOP 40 NIGHTTIME PERSONALITY in market. Hot phones & production. Looking to move up. Any interested Top 40 call MIKE: (308) 234-4227. [5/12]

TOP 40 & A/C NIGHT PRO w/4 years experience. Willing to relocate. KEVIN: (618) 466-8051. [5/12]

KKGO-LOS ANGELES PERSONALITY seeks major/medium market PD or AT position. Prefer A/C, Adult Alternative or Jazz. Eighteen years experience in radio...nine at KKGO. JOE HUSER: (818) 349-5479. [5/12]

IMMEDIATELY AVAILABLE FOR MANAGEMENT, programming or consulting position. My career spans 29 years & includes vast broadcast experience. For a detailed resume, call BOB BOLTON: (205) 626-7875. [5/12]

AT with MD/PD experience seeks f/t on-air or MD duties for A/C, Country, or Top 40. Prefer Philly area. LINDA MASON: (302) 571-1168. [5/5]

PROVEN COUNTRY PROGRAMMER w/9 years experience. Successful winner at small markets, ready for next challenge! RUSS: (513) 652-1988. [5/5]

25 YEARS AT/PD/OM experience, 10 years in Top 150 markets. Prefer Country, A/C or Light Rock. No hype, no ego problem. Friendly communicator. Priced right. CHUCK: (915) 699-1903. [5/5]

VETERAN DRIVE-TIME AT seeking Top 40 or AOR station. JON-ERIC STEVENS: (407) 468-9164. [5/5]

EXPERIENCED COLLEGE GRAD looking for a News Director position, preferably in the NW, Oregon or Washington. Reliable, stable & experienced professional looking for progressive station & long term employment. DAVID: (307) 674-9304. [5/5]

THE ALL ORIGINAL "MO-SHO". Entertaining, topical, great phones & PR. Super production w/lots of voices. Prefer mornings. TOM BERRY: (9218) 727-0509. [5/5]

AT/PROGRAMMING/PRODUCTION available immediately. 10 years small/medium market exp. SHAWN: (505) 863-3570. [5/5]

RECENT MARKETING/PROMO GRAD from Tulane University seeks employment in the music industry. Prefer Top 40, Jazz or A/C. 4 years solid experience at nation's Top Collegiate station. BILL: (504) 865-6901. [5/5]

15 YEARS EXPERIENCE, AT/Production Director/PD. Prefer Southern CA market. Previously worked Jacksonville market. DON PASCHAL: (213) 964-2328. [4/28]

SMOOTH, HUMOROUS, TOPICAL AT seeks a position at your station. Give this gunslinger a call. CLINT WESTWOOD: (415) 755-4520. [5/5]

SMALL/MEDIUM MARKET. Top 40 w/MD & Programming skills. Willing to do weekends & overnights. JOHNNIE ROBERTS: (213) 751-7075. [4/28]

7 CREDIT TO SUPPORT! Multi-talented AT/PD seeks new AOR home in Midwest. Morning team experience as well. D.L.: (816) 665-3460. [4/28]

CONTEMPORARY CHRISTIAN MUSIC only. 10 year A/C & Top 40 PD/MD w/AM drive experience. If you're looking for a team leader and player, call me. CHRISTOPHER KNIGHT: (503) 773-3200. [4/28]

HARDWORKING, SKILLED, Brown grad wants to be a part of your rock operation as AT/Production. Personable voice w/unlimited potential. Will relocate. TODD: (612) 420-2197. [4/28]

WHO IS THAT GUY? 7 year PD/MD/ND/AT w/multi-format experience seeks creative freedom. Funny characters, team player and commitment. I will be your hardest worker! STEVE DYLAN: (915) 658-4979. [4/28]

PD/MD/ND AT WITH EXCELLENT CREDENTIALS. 7 years hard work. Creative characters and more! Unleash a wild man at your AOR, Top 40 or Urban station. MR. HOLMES: (915) 658-6029. [4/28]

SERVICES

WCDS: Country station needs singles from all labels. Steven Jackson, 2502 Scottsville Road, Glasgow, KY 42141. [5/12]

Gavin provides free advertising to RADIO stations with job openings & service requests, as well as to individuals seeking employment. All other advertising must run display. Contact Natalie Cusenza at 415-495-1990 for rates on display advertising and blind boxes. For job openings, availables & service, send your FREE listings by mail or FAX to: Gavin Classified, 140 2nd Street, San Francisco, CA 94105 or FAX at (415) 495-2580. Your FREE listing will be edited accordingly & will run 1-2 weeks unless otherwise specified.

PERSONAL PICKS

SINGLES by Dave Sholin

EXPOSE - *What You Don't Know* (Arista)
Easy to hear why this is the second most added track of the week. A driving rhythm and some serious vocalizin' from Miami's hottest threesome fuels one hot number!



ROXETTE - *Dressed For Success* (EMI)
Here's the Swedish twosome who got their start on American radio as an import release and wound up with a U.S. label deal and a number one song. This follow-up was actually their first hit in Sweden where it also hit

the top of the charts. While "The Look" featured its author Per Gessle, the gutsy, soulful and fiery vocal style of Marie Fredriksson takes the spotlight this time around.

WANG CHUNG - *Praying To A New God* (Geffen)

It's been way too long since we've been able to "Wang Chung tonight" with new material from these talented rockers. An aerobic audio workout that answers the prayers of any programmer looking for tempo. In fact, it might be wise to warn listeners to strap themselves in just to be safe.

KARYN WHITE - *Secret Rendezvous* (Warner Bros.)

Although it's her third single for Top 40 outlets, Karyn sandwiched in a top three Urban Contemporary ballad, "Love Saw It," in addition to her first two successes. Her remarkable album has made this "superwoman" a lot of new fans and this hot entry can only increase that popularity. Early airplay is strong on the West Coast with adds at KROY, FM102, Q106, KMEL, KYNO, KMGX, X102, KDON, KWSS AND X100.



VANESSA WILLIAMS - *Darlin' I* (Wing/PolyGram)

One of those love songs that sounds just right for summer and more importantly can appeal to teens and adults. Just like she did on "Dreamin," Vanessa puts the world on notice that she knows how to interpret and express the emotions of amour.

ALBUMS by Ron Fell

KENNY ROGERS - *Something Inside So Strong* (Reprise)
The first track, PLANET TEXAS, is a Frankie Laine meets Rod Serling smash. The title track, written by Labi Siffre, is as introspective as it is inspirational. Next up is a gorgeous duet with Gladys Knight on IF I KNEW THEN WHAT I KNOW NOW. Also not to be missed are his Olympic single from last year, WHEN YOU PUT YOUR HEART IN IT and the sobering lush ballads THERE LIES THE DIFFERENCE and ONE NIGHT. Though tethered to his country roots, Kenny has made a completely satisfying album which erases the usual borders which segregate pop and country. He's given his new label, Reprise, one of the finest albums of his career.

DONNA SUMMER - *Another Place And Time* (Atlantic)
Donna seems more comfortable in this kind of European production arrangement configuration where echo and Linn drums create wall-to-wall acoustics. With such electric support similar to her early Giorgio Moroder catalogue, Donna rides tight tracks—glides confidently and turns potentially mediocre songs into towering, pulsing songs of love. It's one of the best examples I've heard in recent months of a merger between the musical machine age and truly human vocal qualities. Though this all comes to us through the Stock, Aitken, Waterman assembly line (responsible for Rick Astley, Kylie Minogue, etc.) Donna's pure power as a singer gives the songs their heart.

JOHN COUGAR MELLENCAMP - *Big Daddy* (Mercury/PolyGram)
With an album titled Big Daddy and having a huge first hit with a song called POP SINGER, one might assume this to be a rather bodacious and/or arrogant offering. The strut is there, but the lyrical drift is of humble, spiritually impoverished characters—some of whom are drawn from first person experience. POP SINGER is the showpiece of the set—it rocks and bites the hand that feeds it. The fiddle and accordion, prominent instruments in recent JCM music, give a unique anti-urban quality and credibility to words of ever-imploding importance.

the GAVIN REPORT

Bill Gavin
Founder

Ron Fell
Publisher
Adult Contemporary Editor

Lee Michaels
General Manager

Dave Sholin
Top 40 Editor

Diane Ruler
Circulation Manager
Adult Contemporary
Associate Editor

Keith Zimmerman
Jazz/Adult Alternative Editor

Betty Hollars
Urban Contemporary Editor
Office Manager

Kent Zimmerman
Album Radio Editor
Jazz/Adult Alternative Editor

Lisa Smith
Country Music Editor

Peter Standish
Alternative Radio Editor

Beverly Mire
Editorial Director

Natalie Cusenza
Production Director
Classifieds Editor

Cyndi Hoeltzle
Country Music
Associate Editor

John Martinucci
Urban Contemporary
Associate Editor

Annette M. Lai
Top 40 Associate Editor

David Beran
Liz Patten
Brian Samson
Ian Tanamachi
Editorial Assistants

Dodie Shoemaker
Art Director

Peter Grane
Associate Art Director

Machele Fowers
Noel Barnes
Ben Carlson
Art Department Staff

Sheila Rene
Receptionist

Robert Barone
Manager, Gavin Radio Services

Lisa Austin
615-292-6083
Country Marketing

Jhan Hiber
Dr. Oren Harari
Harvey Mednick
Moon Mullins
Eric Norberg
Contributing Editors

Low Galliani
213-850-1412
Bob Galliani
415-564-8300
Marketing & Advertising

Station Reporting Phone: 415-495-1990
Gavin Fax: 415-495-2580

Gavin Fax: 415-495-2580. The Gavin Report is published fifty weeks a year on the first Thursday of each week. Subscription Rates \$250 for 50 issues or \$140 for 25 issues. Subscription and Circulation inquiries: (415) 495-1990. All rights to any or all of the contents of this publication are reserved.

Materials may not be reproduced in any form without the publisher's permission.

© 1989, THE GAVIN REPORT, INC. 140 Second Street, San Francisco, CA 94105. Marketing Representatives: Galliani Brothers

STATIONS THAT TOOK "THE LOOK" TO #1:

R O X E T T E



DRESSED
for
SUCCESS

The follow up single to the out-of-the-box smash "THE LOOK."
From the debut album "LOOK SHARP."

Album Sales
Over 500,000 Units

Produced by Clarence Obwerman
Management: Herbie Herbert/Nightmare Inc.

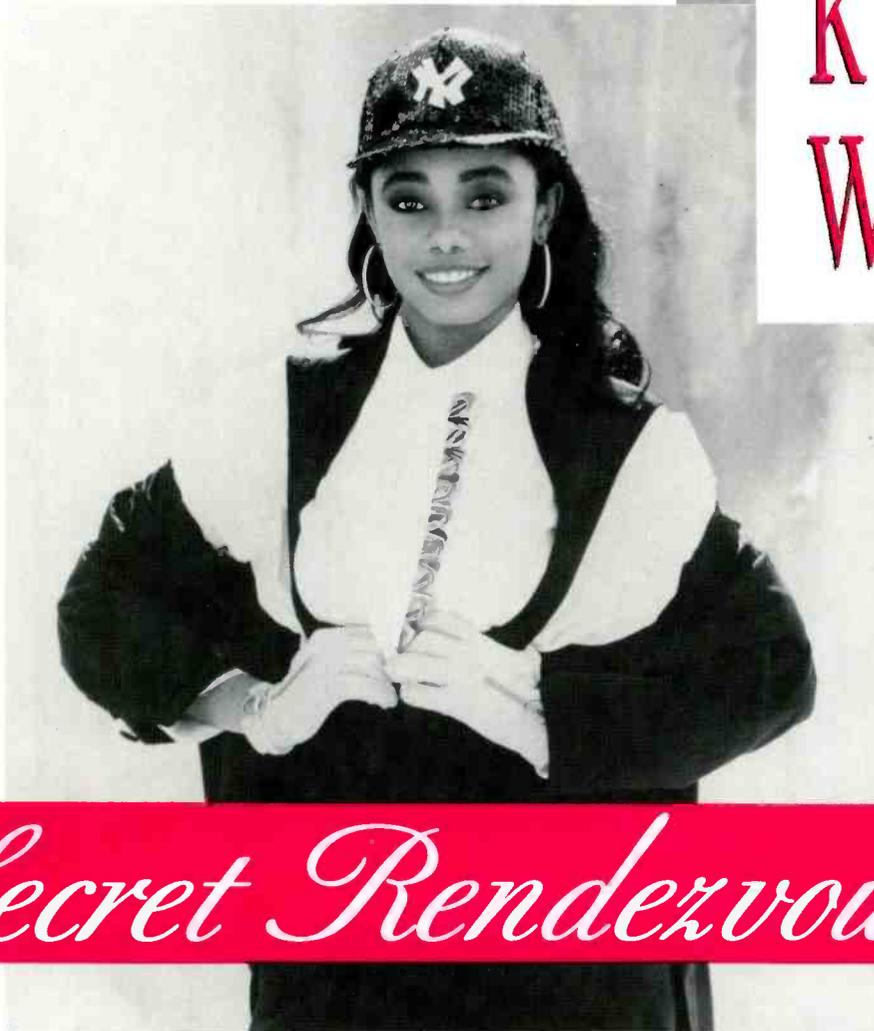
When You Play It/Say It



© 1988 EMI, division of Capital Records, Inc.

THE
WORD
IS
OUT
ON

KARYN
WHITE



“Secret Rendezvous”



THE FOLLOW-UP SINGLE TO THE
HITS “THE WAY YOU LOVE ME”
AND “SUPERWOMAN.”

PRODUCED BY L.A. AND
BABYFACE FOR LA'FACE INC.

FROM THE PLATINUM DEBUT
ALBUM KARYN WHITE



© 1989 WARNER BROS. RECORDS INC.

MANAGEMENT AND DIRECTION: LARKIN ARNOLD

www.americanradiohistory.com

PAUL McCARTNEY

MY BRAVE FACE

From the album **FLOWERS IN THE DIRT**.

*Look Out For A Certain Most Added Record!
The Paul/Elvis Combo Is Deadly!
In Your Hands And On The Air!*

LP in store June 6

**P E A B O
B R Y S O N**

SHOW & TELL

From the album **ALL MY LOVE**

Already An Urban Monster!

LP in store May 23

DONNY OSMOND



S A C R E D E M O T I O N

From the album **DONNY OSMOND**

*First Single Top Five!
Over 300,000 Albums Sold!*
2nd single at radio May 22

BILLY SQUIER

DON'T SAY YOU LOVE ME

From the album **HEAR & NOW**

Single at radio late May
LP in store June 27

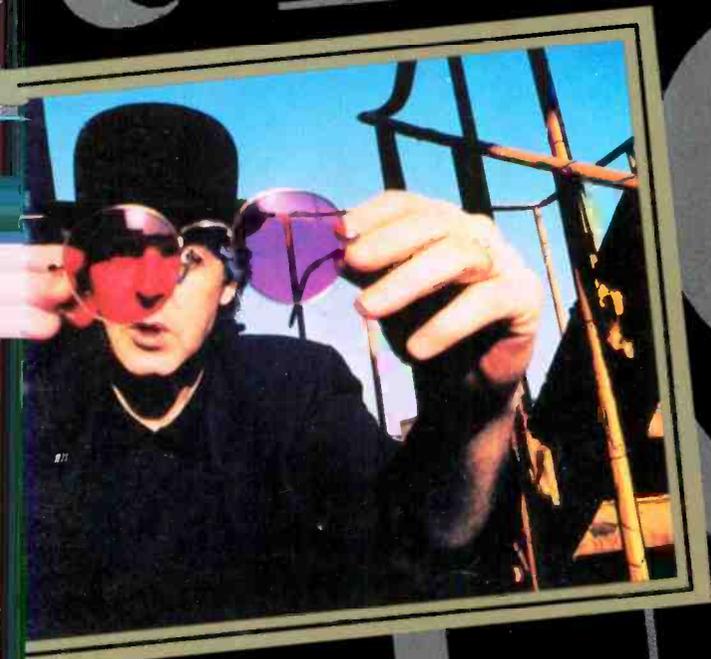
You Can Have It All.

Capitol

PAUL

"MY
BRAVE
FACE"

MCCARTNEY



May Is National Capitol Records Month.

Great White

"ONCE BITTEN... TWICE SHY"

From the album **TWICE SHY**

*Gold In Ten Days!
Heavy Rotation MTV!
Top Five Album & Track Album Rock!
Two Double Digit Add Weeks In A Row!
Perfect Summer Record!*

QUEEN

I WANT IT ALL

From the album **THE MIRACLE**

*I Want It All
Most Added Top 40!
#1 Most Added Album Rock!
Debut 11* Album Rock!
A killer Queen Anthem like
"Another One Bites The Dust",
"We Are The Champions" and
"We Will Rock You"!*

LP in store June 6



The Doctor

From the album **CYCLES**

*#1 Most Added Top 40!
#1 Most Added Album Rock!
Back With A Vengeance!*

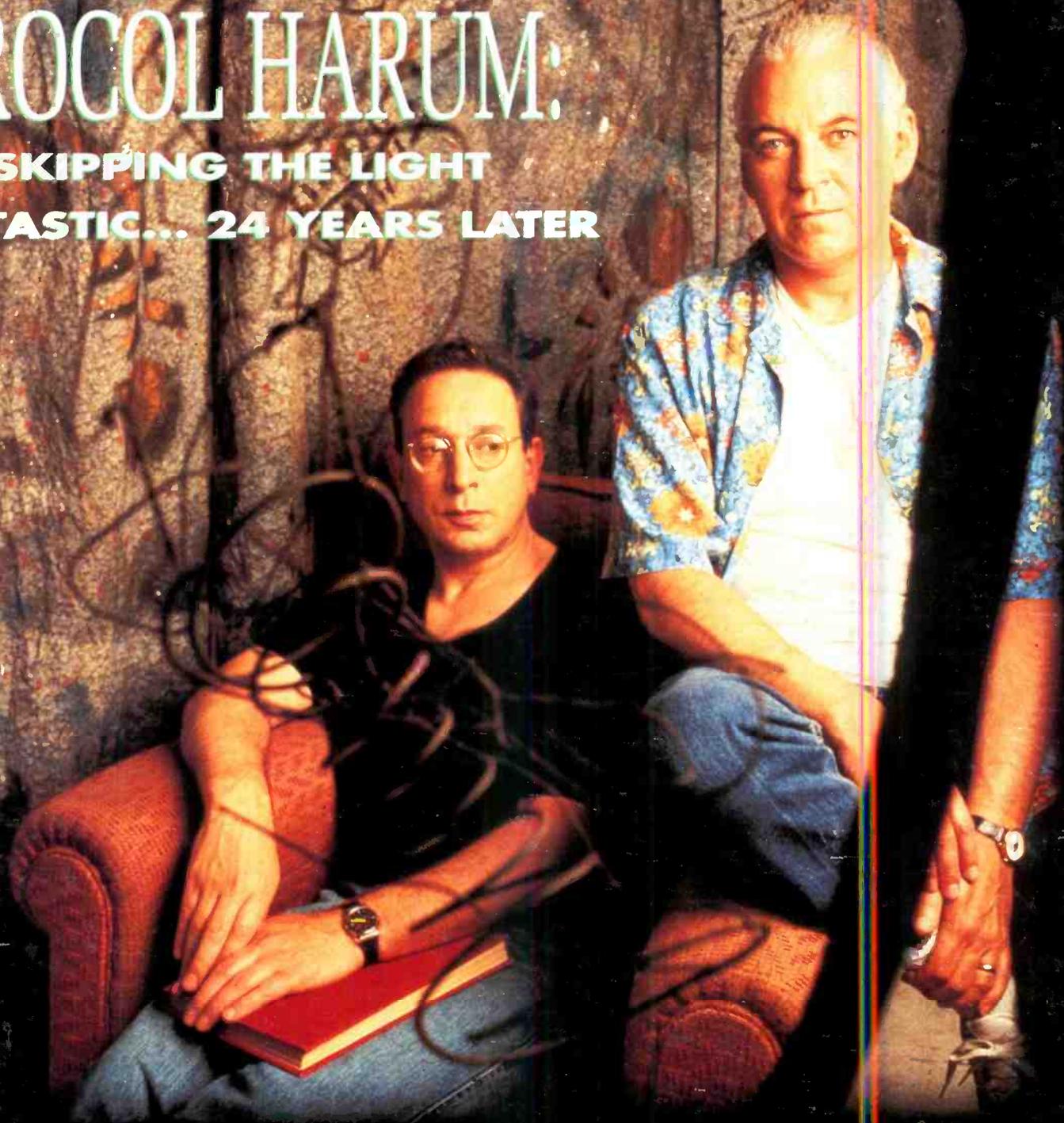
LP in store May 23

the GAVIN REPORT

PROCOL HARUM:

SKIPPING THE LIGHT

FANTASTIC... 24 YEARS LATER



WACKY WEEZY'S SILLY STEW
A READER'S TIPS ON SUCCESSFUL REMOTES

ISSUE 1874 SEPTEMBER 20, 1991