## Top 40

**Most Added**

- New Kids On The Block: Cover Girl (Columbia)
- Paula Abdul: (It's Just) The Way That You Love Me (Virgin)
- Bad English: When I See You Smile (Epic)

**Record To Watch**

- Patti LaBelle: If You Asked Me To (MCA)
- Tears For Fears: Sowing The Seeds Of Love (Fontana/PolyGram)
- Aerosmith: Love In An Elevator (Geffen)

## Urban

**Most Added**

- Alyson Williams: Just Call My Name (Def Jam/Columbia)
- Stephanie Mills: Home (MCA)
- Kashif: Personality (Arista)

**Record To Watch**

- Zapp: Ooh Baby Baby (Reprise)
- Chuckii Booker: (Don't U Know) I Love U (Atlantic)
- Poco: Call It Love (RCA)

## A/C

**Most Added**

- Jefferson Airplane: Summer Of Love (Epic)
- Stephen Bishop: Walking On Air (Atlantic)
- Simply Red: You've Got It (Elektra)

**Record To Watch**

- Shine: Walking On The Town (SBK)
- Simply Red: You've Got It (Elektra)
- Fuzztones: In Heat (Beggars Banquet/RCA)

## Country

**Most Added**

- Ronnie Milsap: A Woman In Love (RCA)
- Shenandoah: Two Dozen Roses (Columbia)
- Randy Travis: It's Just A Matter Of Time (Warner Bros.)

**Record To Watch**

- Glen Campbell: She's Gone, Gone, Gone (Universal)
- Sawyer Brown: The Race Is On (Capitol/Curb)

## Jazz

**Most Added**

- Steve Kujala: the arms of love (Sonic Edge)
- Gene Harris Quartet: Listen Here! (Concord Jazz)
- Rique Pantoja: (Sound Wave/Tropical Storm)

**Record To Watch**

- Gene Harris Quartet: Listen Here! (Concord Jazz)
- Rick Margitza: Color (Blue Note)
- Jean Luc Ponty: Storytelling (Columbia)

## Adult Alternative

**Most Added**

- Steve Kujala: the arms of love (Sonic Edge)
- Patrick O'Hearn: Eldorado (Private Music)
- Danny O'Keefe: Redux (Beachwood/Chameleon)

**Record To Watch**

- Steve Kujala: the arms of love (Sonic Edge)
- Molly Hatchet: There Goes The Neighborhood (Capitol)
- Fuzztones: In Heat (Beggars Banquet/RCA)

## Album

**Most Added**

- Aerosmith: Pump (Geffen)
- Eurythmics: We Too Are One (Arista)
- Neil Young: 'Rockin' In The Free World" (Reprise)

**Record To Watch**

- Jefferson Airplane: Summer Of Love (Epic)
- Squeeze: Frank (A&M)
- Red Hot Chili Peppers: Mother's Milk (EMI)

September 15, 1989: The Gavin Report
BARBIS, COHEN VP-SHIPS OFFICIALLY ANNOUNCED

Dino Barbis
Stu Cohen

Warner Bros. Records has made official the promotion of Dino Barbis to Vice President of National Promotion and Stu Cohen to Vice President of Promotion. The unofficial announcement was reported in June in the Gavin Report.

San Francisco's own Dino Barbis has been well-known in the music industry since the late sixties, when he worked for such legendary labels as Stax and Blue Thumb/Shelter. At one time he held down the position of San Francisco Regional Marketing Manager for Warner Bros., but then he flew south to Los Angeles to work for ABC Records where he ended up Vice President of Promotion. Dino made executive stops at his own company, Stilllife Productions, Atlantic Records and Backstreet Records before rejoining Warner Bros. in 1984, working Adult Contemporary National Promotion. "Dino is one of the most experienced, energetic and consistently enthusiastic individuals I have ever had the pleasure of working with," said Senior Vice President of Marketing and Promotion Russ Thyret. "He's brought these qualities to every project he's undertaken and our recent track records at the A/C level is testimony to his acumen."

In 1973, Stu Cohen began his career at Warner Bros. and worked his way up from the mailroom to his present position.

He has been Director of Administrative Services, Local Promotion Representative for New York City, Regional Promotion Representative for the Northeast and, until this current promotion was National Promotion Director, concentrating on Top 40. In speaking of Cohen, Thyret said, "His wide-ranging experience in Top 40 promotion coupled with his enthusiasm for the music and insight into the radio industry makes him a natural for this post."

Wings On Her Feet
Brenda Romano High Steps To Mercury VP

In our June 23 issue we mentioned that Brenda Romano would be promoted to Vice President of Pop Promotion at Mercury Records, and now it's become official.

Romano began working A/C for Mercury four years ago, and she's moved through the label's Album and Pop Department.

In her new position she'll monitor field staff and oversee radio, tip sheets and trades. "I am very proud to have the opportunity to grow within such a wonderful organization as PolyGram," said Romano. "I'm also proud to work with such a dedicated and hard working promotion staff."

Senior VP of Promotion David Leach said that Romano has proven to be an aggressive and successful promoter and, "her number one strength is her ability to lead and direct our field staff...that she can mold them into a strong and capable team."

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NEWS—Beverly Mire
"THE BATMAN THEME"

The New Single

From Batman® Original Motion Picture Score Composed By DANNY ELFMAN

- FLYING HIGH AND QUICKLY APPROACHING GOLD!
- TCP TEN AT SCORES OF RETAILERS AROUND THE COUNTRY!
- FROM THE BOX OFFICE SENSATION OF THE DECADE!

Album Produced by Danny Elfman and Steve Barok. TM & © 1989 DC Comics
Creative Services and worked as Account Rep at KWTO/FM-Springfield, MO and KRGK-Grand Island, NE...Joe Deschler has flown to sunny, warm Palm Springs to do Production at KC927FM/KCMJ. He fled cold, snowy LaCrosse, WI and WIZM AM/FM...PROMOTIONALLY SPEAKING: New to high-profile Power 106/KPWR-L.A. Promotions Directorship is Duncan Payton. He replaces Jim Peterson...Brian Paul Lubanski joins KZZU/Spokane, WA as Promotions Director. He was PD/OM at KLWD/FM-KWYO/AM-Sheridan, WY...New address for Strategic Radio Research: 180 N. Wabash, Chicago, IL 60601. Phone 312-726-8300, FAX 312-726-8383...Gavin Get Well Wishes to KFTZ/FM-Idaho Falls, ID Music Director Mindy Kary who suffered injuries in a horseback riding accident. Mindy will be out of action for several weeks.

THANK HEAVEN FOR LITTLE GIRLS. Extra special congratulations to Gavin Country Queen Lisa Smith on the birth of baby girl Kourtney Cassidy Robbins. Kourtney was born on September 6 and bunced in at a healthy 8 lbs. 6 oz. We're happy to report that Mom, baby, Daddy Keith and big brother Kody are doing fine.

W LOL FOR SALE

Emmis Broadcasting added WLOL to its list of stations for sale. The Minneapolis station joins KXXX-San Francisco and WJIB-Boston on the block.

While it was well-known that the San Francisco and Boston outlets were being shopped, the unloading of WLOL came as a surprise to speculators and the station's staff.

President Jeff Smulyan said the move is, as expected, intended to narrow the company's focus and that the appreciation in value of the three stations is being used to build a baseball team—the recently acquired Seattle Mariners. "While it's hard to sell stations, particularly WLOL, we believe this is the wisest course of action," he said.

A number of groups and investors have been named as possible buyers, but as of preseason, no concrete bids have been made.

Harrell/ West To Atlantic/Nashville

Atlantic/Nashville added to its new country branch by adding industry vet Sam Harrell and Jim West to their promotion staff.

Harrell spent most of his 19 professional years at CBS Records. His position with Atlantic is Western Regional Promotion Director and he'll work out of Los Angeles. "I feel like I've gotten in at least close to the ground floor, and I regard it as an honor," said Harrell. "I'm looking forward to helping every artist reach his or her full potential in every way we can."

Jim West will be Southwest Regional Promotion Manager, based out of Dallas. He comes to Atlantic/Nashville after 12 years in radio and television, having worked on-air and in administrative capacities as powerhouse Country stations KCUB-Tucson and KOMA/KKXY-Oklahoma City. This past year he has been an on-air news personality at KOHK/TV-Oklahoma City.

"Country radio and the music industry seem to enjoy a very positive relationship," he said of his transition to a record company. "I look forward to the challenge of making the switch and working with the new Atlantic/Nashville team."

"Sam and Jim bring with them the elements of experience and enthusiasm," said Atlantic/Nashville VP Rick Blackburn. "We're very proud to have them join the staff of Atlantic/Nashville."

RO TATIONS

CONGRATULATIONS. To Big Frank Turner, National Promotion Director at MCA on his engagement to Susan Gardner. The happy couple plans a wedding in early 1990—maybe we'll talk them into tying the knot during the Cocktail Party at the Gavin Seminar in February...Dave Costanza segues from National Director, Dance Music Promotion at Atlantic to Director, Dance Music at Epic and The Associated Labels...Silvertone Records (J.J. Cale, Loudon Wainwright, Mary My Hope) has opened an office in Tinseltown. Write them at 6777 Hollywood Blvd, 6th Fl., Hollywood, CA 90028. Phone 213-464-7409. FAX 213-464-7144...Angie Jen.
Produced by:
Emilio Estefan Jr.,
Jorge Sasas &
Clay Ostwald

From the New Album
Cuts Both Ways
OE-45217
**BIRTHDAYS**

Compiled by Diane Rufer

**Our Best Wishes and HAPPY BIRTHDAY To:**
- Gary Cummings, ZFUN-Moscow, ID 9/17
- Don Rivers, KBLU-FM-Lake Charles, LA 9/17
- Brad Hockmeyer, KTAO-Taos, NM 9/17
- Dave Evan, WILL-FM-Williamantic, CT 9/17
- Jonathan Suino, KTMX-Colusa, CA 9/17
- Fee Waybill 9/17
- Gary Douglas, WDUX-Waupaca, WI 9/18
- Bill Benton, KJTT-Oak Harbor, WA 9/18
- Jeff Stevens, KVBR-Brainerd, MN 9/18
- Michael Franks, Frankie Avalon 9/18
- Robin Silva, Epic Records 9/18
- Andy Henderson, WQKJ-St. Matthews, SC 9/18
- Michael McVier, WCAV-FM-Brockton, MA 9/19
- Bill Medley, Lol Creme, Charlene Burch
  (Burch Sisters) 9/19
- Marylou Badeaux, Warner Bros. Records 9/20
- Jeff Green, The Film House 9/20
- Dave Rodgers, KRZR-Fresno, CA 9/20
- Brad Fuhr, WLTOf-FM-Harbor Springs, MI 9/20
- Jill Minett, KSUM-Fairmont, MN 9/20
- Jackie Tesman, Atlantic Records 9/21
- Jeff Spencer, WILL-FM-Williamantic, CT 9/21
- Ken Dickerson, KLKC-Parsons, KS 9/21
- C.C. Matthews, WTVK-Cincinnati, OH 9/21
- Mike Randeman, KX1-Fi Collins, CO 9/21
- Bob Dickey, Y105-Mansfield, OH 9/21
- Leonard Cohen, Dickey Lee 9/21
- Renel Lewis, KMLN-San Francisco, CA 9/22
- Tom Bradley, KEZS-FM-Cape Girardeau, MO 9/22
- Jeff Reynolds, KAEZ-FM-Longview, TX 9/22
- Joan Jett, Debbie Boone, King Sunny Ade 9/22
- Kris VanDyke, WLHQ-Enterpr ise, AL 9/23
- Bruce Springsteen, Ray Charles, Julio Iglesias 9/23
- Maureen Guinan, Elektra Records 9/11

**BIRTHS**

Our CONGRATULATIONS to LISA SMITH (ROBBINS), Country Editor of The Gavin Report, and her husband, KEITH, on the birth of their second child, daughter, KOURTNEY CASSIDY. Born September 6th, at 9:03 PM, weighing 8 lbs, 6 oz and 20 inches long.

Brother, KODY, is delighted on the arrival of his sister.

Our BEST WISHES to all.

CONGRATULATIONS to GEOFF BYWATER, VP of MCA Records Marketing, and his wife, KIM, on the birth of their daughter, JULIA ROSE. Born July 20th, at 2:13 PM, weighing 6 lbs.

CONGRATULATIONS to DOYLE ROSE, Executive Vice President of Operations for Emmis Broadcasting, and his wife, KIM, on the birth of their son, MAX. Born September 10th.

**WEDDING**

Our WEDDING BELLS rang on September 9th for ANDY KAHN, Music Director of KLRR-Bend, OR, and his fiancee, LORI RAAB. News Director of KXIQ-Bend OR. The happy couple will be honeymooning in romantic Hawaii.

WEDDING BELLS rang on September 9th for MIKE STONE, Music Director of KLYK-Longview, WA, and his fiancee, BEV MARCOTTE.

WEDDING BELLS rang on September 2nd for MARTY ALLEN, Music Director of KKYR-FM-Winner, SD, and his fiancee, PAM NEISCH.

**Rotations cont.**

kins has been upped to Publicist, West Coast for EMI. She was Publicity Coordinator, West coast...Windham Hill artist Scott Cosso was involved in an auto accident as a pedestrian. His condition is serious, but he's improving rapidly. needless to say, Scott's upcoming concert dates have been put on hold. Please send get well messages c/o Windham Hill Records, P.O. Box 9388, Stanford, CA 94305. We've mentioned RCA's John Sigler lately. Hmmm—an oversight...Is Peter Standish the all-time A's fan? Our spies saw him—or someone who looks like him—at three games last week.

The Gavin Family sends our sincere condolences to the family and friends of Brenda Hudson, who for 15 years was Business Manager at Energy 96.5 in Houston. Brenda was the victim of a tragic, senseless shooting.

**BERGER EXITS K-101 PD SLOT**

K-101 San Francisco PD Larry Berger has exited the station after eight months. In a terse statement, Bergersaid only, "The situation under which I was hired was changed. There was no way I could work with the new ground rules, so I resigned."

"It's very simple," said Fairmont Communications VP/Programming Bobby Cole. "There were philosophical differences between Larry and the management of K-101. I know that's generic, but that's what led to the separation."

Berger moved to San Francisco in January after 14 years at WPLJ-New York. Cole will oversee K-101's programming in the interim.

**WARDELL PROMOTES AND ASSISTANT PROGRAMS**

More positive movement took place this week at KFOG-San Francisco. Ken Wardell, who's been the station's Promotion Director for the past three years will now also be Assistant Program Director to Pat Evans.

"I'm really excited about taking on extra responsibilities,"

**AL BRAMY SUCCUMBS**

San Francisco Bay Area record industry legend and longtime Gavin friend Al Bramy died after a short illness. He was 79.

A contemporary and confidant of the late Bill Gavin, Bramy ran Eric Mainland and Melody Sales One Stop. He was the leading record distributor in Northern California and at one time was a senior executive at Pablo Records. After retiring, Bramy taught record merchandising courses at San Francisco State University and California Recording Institute.

The Gavin family joins Al's wife Chris, son Lou, Jack, Brad and daughter Gina in mourning the loss of a valued and trusted friend. The family requests that donations be made in Al's name to B'nai B'rith, c/o F. Samson, 7 Queen Anne Ct., Millbrae, CA 94030.
Like a lot of other people, I first became aware of Stephen Bishop with the release of his first album, Careless. A few years and albums later I was a confirmed Bish fan... It's unbelievable that here at last is his first album in 9 years. It's been a long time coming but I hope you enjoy it.

Produced by Phil Collins and Hugh Padgham
### MOST ADDED

NEW KIDS ON THE BLOCK (151)  
(Columbia)

PAULA ABDUL (103)  
(Virgin)

BAD ENGLISH (96)  
(Epic)

THOMPSON TWINS (61)  
(Warner Bros.)

DINO (40)  
(4th & Broadway/Island)

### CERTIFIED

MARTIKA  
I Feel The Earth Move  
(Columbia)

NEW KIDS ON THE BLOCK  
Cover Girl  
(Columbia)

### TOP TIP

SOULSISTER  
The Way To Your Heart  
(EMI)

Thirty-nine new believers help get this international sensation on its way to hit status in North America.

### RECORD TO WATCH

PATTI LABELLE  
If You Asked Me To  
(MCA)

Another entry penned by the prolific Diane Warren. This former Urban Contemporary top ten is doing well at A/C and is beginning to get noteworthy attention at Top 40 Radio.

### CHARTBOUND

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<th>ARTIST TITLE LABEL</th>
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<td>BAD ENGLISH - When I See You Smile (Epic)</td>
<td>170</td>
<td>96</td>
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<td>21</td>
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<td>DINO - Sunshine (4th &amp; Broadway/Island)</td>
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<td>40</td>
<td>77</td>
<td>24</td>
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<td>PAULA ABDUL - (it's just) the way that you love me (Virgin)</td>
<td>103</td>
<td>103</td>
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"DON'T KNOW MUCH"

the first single and video from the forthcoming album

Cry like a rainstorm
Howl like the wind

Produced by Peter Asher & Steve Tyrell
Recorded and Mixed by George Massenburg

On Elektra Cassettes, Compact Discs and Records.

© 1989 Elektra Entertainment, a Division of Warner Communications Inc.
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<td>UNDERWORLD - Stand Up (Sire/Warner Bros.)</td>
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<td>TEXAS - I Don't Want A Lover (Mercury/PolyGram)</td>
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<td>SOULSISTER - The Way To Your Heart (EMI)</td>
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<td>THE GRACES - Lay Down Your Arms (A&amp;M)</td>
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<td>80</td>
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<td>GIANT - I'm A Believer (A&amp;M)</td>
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<td>76</td>
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<td>SIMPLY RED - You've Got It (Elektra)</td>
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<td>KEVIN PAIGE - Don't Shut Me Out (Chrysalis)</td>
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<td>MOVING PICTURES - What About Me (Geffen)</td>
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<td>* GREAT WHITE - Angel Song (Capitol)</td>
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<td>* CUTTING CREW - Everything But My Pride (Virgin)</td>
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<td>NEW KIDS ON THE BLOCK - Didn't I (Blow Your Mind This Time) (Columbia)</td>
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<td>* ALICE COOPER - Poison (Epic)</td>
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<td>BEACH BOYS - Still Cruisin' (Capitol)</td>
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<td>LUCINDA WILLIAMS - Passionate Kisses (Rough Trade)</td>
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<td>* TESLA - Love Song (Geffen)</td>
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<td>10,000 MANIACS - Eat For Two (Elektra)</td>
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<td>TREVOR RABIN - Something To Hold On To (Elektra)</td>
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<td>21</td>
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<td>1</td>
<td>* GLORIA ESTEFAN - Get On Your Feet (Epic)</td>
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</table>

The band that set radio ablaze with "Electric Blue"

Just Got Hotter

Touch The Fire

The Undeniable New Multi Format Hit Single By

Icehouse

Taken from the album Great Southern Land

Dave Sholin Personal Pick 9/8/89 • Icehouse - Touch The Fire (Chrysalis) Top 40 radio entered the "Icehouse" age last year when "Electric Blue" climbed the chart after building a base of support on Alternative stations. Fronted by vocalist, guitarist and keyboardist Iva Davies who concocts songs with fellow bandmate and guitarist Robert Kretschmer, this lead track from an album of old and new material has been creating significant programmer interest.

Produced by David Lord

Chrysalis.

Management by Rod Willis
<table>
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<th>ARTIST TITLE LABEL</th>
<th>Reports</th>
<th>Adds</th>
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<td>18</td>
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<td>3</td>
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<td>60</td>
<td>1%</td>
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NENEH CHERRY
"Kisses On The Wind"

GAVIN TOP 40 15 89% HIT FACTOR
BILLBOARD SINGLE 12*

WXKS 6-4
Z100 22-19
Q107 28-25
HOT102 7-3(HOT)
Q102 ADD @34
POWER106 D-33
WNNK 12-8
WIXX 24-19
KQMQ 20-15

WZOU 6-5(HOT)
WBLI 22-19
HOT97 #5
WKBQ #2
KCRZ 19-11
FM102 #9
WPTX 15-9
WIBW 22-12

CKO1 8-4
B94 7-6
WGH 26-20
WLOL #6
KLPL 11-9
100KH 18-9
947X 10-6
KAY1 19-11
WDFR 15-5

R&R SINGLE 12*

WPLJ 22-17
PRO/WM 16-12
POWER 96 26-22
WHYT #11
KUBE 7-5
WVSR 19-14
WHHY 8-4
KXXX 7-3

PAULA ABDUL
"The Way That You Love Me"

GAVIN TOP 40 2ND MOST ADDED
OUT OF THE BOX

WEGX B94
WPXY Y100
POWER96 WBBQ
FM100 KMLE
KROY KDON

PRO/WM B97
FM102 WHYT
KZW1 HOT97.7
KDWB

PLUS 70 OTHERS

SOUL II SOUL
"Back To Life"

"KEEP ON MOVIN" IS A PLATINUM SINGLE
"KEEP ON MOVIN" IS A PLATINUM ALBUM
BILLBOARD LP 14* ALREADY PLAYING ON:

Z100 26-23
KMEL 21-16
HOT97 28-10
HOT97.7 ADD
WIOQ #18
B95 ADD @24
KJAZZ #21

WPGC #14
WPGX ADD
KJPR ADD

ZIGGY MARLEY &
THE MELODY MAKERS
"Look Who's Dancing"
BILLBOARD ALBUM 26*
WHERE IT GETS PLAYED IT WORKS!

WXKY 14-9(HOT)
WGY 31-22
Y100 29-25
KQMQ 14-12 (HOT)

WBMQ 36-29
KROQ #1 -6 WEEKS

ON TOUR AND SELLING

THE CUTTING CREW
"Everything But My Pride"

ADDED AT VH1
ALREADY ON:
KISN, WPST, KOY, WJMX, B98, WPFM, KFMW, KFBQ, KSLY

www.americanradiohistory.com
INSIDE TOP 40
by Dave Sholin

Concerned that parents weren't carefully monitoring the lyrics in the music their kids were listening to, Tipper Gore began her campaign to get artists and the industry to clean up their acts. One of the big questions was whether or not those buying the music were even aware of what most of these songs were about. Many young consumers will tell you they "just like the music." I got to thinking about the importance of lyrics after speaking with Martika, whose interview is featured in this week's Gavin. Last month, news reports from Japan uncovered the details of lyrics to "Toy Soldiers" being altered, albeit unintentionally, in the process of translating the song from English to Japanese. Martika expresses how she feels about the situation during our interview. Songs like "Toy Soldiers" or Tracy Chapman's "Fast Car," that deal with unique subject matter are passionate statements that evoke emotional responses on the part of the listener. But what would happen to most songs if the melodies remained the same but the words were different? Would they still become hits? We all know the cliched response of American Bandstanders saying, during the "Rate A Record" feature they've run for more than thirty years, "It's a good beat—I'll give it a 95." Eliminating novelty and message records, it's difficult to recall great lyrics that saved an average or weak tune, but the list of great melodies paired with less than average lyrics seems endless.

BAD ENGLISH has been top five on the phones at KFTZ Idaho Falls, ID since the day it went on the air. PD Rich Summers reports it as his highest debut of the week at #25 and is getting great reaction from all segments of the audience. Those who already own it tell the most twenty-five include POWER 99 Atlanta #22, 92X Columbus #22, 93Q Houston #22, 97-5KHTY Santa Barbara #25, KEGL Dallas #9 and KKNI Wichita Falls #20.

DINO, last week's TOP TIP blows into the top twenty 28-17 at WWCK Flint, MI where MD Bob O'Dell mentions it's already #2 in the requests and doing well with all demos. Added at #30 at KVVQ Victorville/Barstow, CA where they're reporting heavy request activity following its being played on their "Fresh Music Test" where it got a 95% positive reaction, mainly young adult females.

From the moment of its release, the latest single by THE CURE has demonstrated significant and consistent growth. It's now become their most successful Top 40 entry to-date heading up 50% to 70% in HIT FACTOR. Goes top ten at WSPK 18-7, KCIZ 15-10, KKMG 12-9, WRCK 12-7, WKLQ 13-8 "top five requests all demos and strong retail action," 100KHI 13-4, WZZR 11-7, WFST 11-6, WWKF 19-10, KGLI 18-7, WHYT 18-9, Q96 14-8 and KSND 16-8. One of the hottest HIT FACTOR increases in awhile is ROXETTE's huge 13% to 44% gain. Taking off quickly and moving into the top twenty at WCIL/FM Carbondale 22-16, WJJH Ashland 24-12, KISN Salt Lake City

21-15, KGOT Anchorage 32-17, WMJQ Buffalo 23-17, WIQQ Greenville 23-17, WILQ Pensacola 25-19, WNKO Newark 25-18, etc.

No need for NEW KIDS ON THE BLOCK's "Cover Girl" to make a CHARTBOUND stop as its hot streak puts them on a fast track everywhere! Takes humongous gains at WTIC/FM 36-10, WGQR 29-14, KMKL 27-15, KKKR 17-7, KWSS 12-5, KOY 27-20 and KDWB 29-21.

KZZK Tri-Cities, WA is shouting about the B-52's which MD Steve Cruz says is their hottest song right now. It moves 39-33 and has been a top five phone item for the past three weeks. Other gains at WLVI 29-22, WDEX 16-13, KPAT 25-20, WWCK 15-9 "an across the board smash—number four in requests," WDEK 28-21, KCPX 33-27, OKR 33-21, Q106 23-20, KSWB 32-19, etc.

New on KYYY, WXXQ, KSTN, POWER 105, Y107, KYX, Z100 Portland, etc.

Close to one hundred believers in SOUL-SISTER, with more adding it each week. Already top thirty at KDWB Minneapolis #24, WKTI Milwaukee #22, KRIT Ft. Dodge #28, KYYA Billings #27 and KPAT Sioux Falls 27-23. Newly added at POWER 104, WTBX, WQUT, KNOE, WDIX, 95XX, Q107, WOVW, WBQ, WJMX, FM104, WHTK, WMMS, 100KHI, WCL/FLM, Q95FM and KKQV.

Q106 San Diego takes NEW KIDS ON THE BLOCK's "Didn't I (Blow Your Mind ThisTime)" 22-10 and Asst. PD Kevin Weatherly places it #2 in requests. It's also the highest debuter at WBS5 Vineland, NJ with MD Bob Burke reporting it as the most requested song for the past three weeks. Top ten at KZZP Phoenix 12-6 and MD Michelle Santossuoso calls it more than just their #1 call-in track, "It's also researching 25 plus and is a fulltime power." That was confirmed by several others who are getting excellent adult response.


WIOQ Philadelphia gives PATTI LABELLE a big ten point gain 30-20. Also doing well at KFIT San Antonio 33-26. New on FM102 Sacramento, POWER 98 Myrtle Beach and KMET San Francisco. On at KISS108 Boston, Q106 San Diego and 102QQ Saratoga Springs/Albany where it was top five adult requests after only a week and a half.

"Swing The Mood" by JIVE BUNNY AND THE MASTERMIXES mentioned here last week is now an official add at X100 San Francisco and Z95 Chicago.
A Dramatic New Beginning

"DON'T ASK ME WHY"

The debut Arista single from the two most innovative artists of the decade.

From "their strongest album ever"*
We Too Are One.


Eurythmics
STALKING THE BLACK INK:

Turnaround Strategies That Work

by David J. Rogers

Buy low, sell high!" That was probably the first axiom of economics any of us ever learned. "Buy low, add value to the product, and sell even higher" was probably the third. (The second axiom which hard experience taught us all is: no matter what, be sure you get paid!)

The third axiom in particular poses severe challenges to the majority of radio stations. Of all the entrepreneurs and investors who have taken over the operation of existing radio stations, only a small number have been successful in boosting net billings by 25%, and may have been hard pressed to increase ratings and revenues at all.

More than one half of all companies in the United States are forced to struggle hard merely to stay in place in terms of return on investment, market share and profit margins. And more than two of every three industries in advanced economies like ours are enduring slow growth, no growth or negative growth in demand for their services or products. The slow-no-or-negative growth pattern also afflicts radio—AM stations generally, and FM stations as well.

ELEMENTS OF A TURNAROUND STRATEGY

Turnaround strategies are called for in radio when a property is under-performing and is worth salvaging. These strategies are a set of interlocked decisions, actions and programs designed to:

• Put an immediate stop to the weakness causing financial and competitive erosion, and
• Reverse the situation quickly.

It can never be too early to implement a turnaround, but it can easily be too late. If the station has been allowed to fall into a deep and long-lasting crisis situation, it may be impossible to salvage it. A study of 64 corporations from a cross section of eight industries found that some of the companies had such severe problems that turnaround programs were totally ineffective! Generally, however, turnaround strategies can be extremely successful.

A turnaround strategy may consist of one or more of the following approaches:

• Reducing costs
• Increasing revenues
•Pruning to increase cash flow
• Making major changes in the station’s strategy.

Reducing Costs. It never fails but that when the word goes out to trim the fat at the station, immediately there doesn’t seem to be any fat to trim. GMS, SMS and PMs suddenly are confronted with very hard decisions about where to cut when the station appears to be too lean already. Identifying operational inefficiencies, placing heavy emphasis on cost control, putting off major expenditures, and implementing programs to increase productivity are useful belt-tightening procedures.

Increasing Revenues. The object of this turnaround approach is pure and simple: to increase sales. Generally, the wisest step is to add salespeople, and to give special attention to monitoring the sales function very closely. It is no secret that stations and groups alike may in fact have little interest in the stations’ programming to increase ratings, but still bring in impressive revenues by focusing on aggressive sales strategies. Providing value-added to current clients, buttressing sales promotions, and advertising rate-cutting are other revenue-increasing approaches.

Pruning to Increase Cash Flow is one of the four major turnaround approaches which applies to corporate decision-makers more than to station management. The objective of the approach is to generate cash by selling assets and cutting back certain services, leaving unprofitable markets, etc. The money taken in by shedding operations may be used to strengthen the competitive position of other, potentially profitable stations.

Making Changes in the Station’s Strategy. Good strategists win competitions; and a major reason why a station becomes sick is because of very bad strategy. Abandoning a failed strategy and implementing a fresh competitive stance is without doubt the most important turnaround approach open to you.

In four sentences describe the station’s current “bad” strategy. List five probable reasons why the strategy has failed and is no longer viable. Identify seven specific ways in which you could rejuvenate the station by repositioning it. These are a few easy-to-understand tasks designed to get your creative juices flowing.

What is called “strategic planning” at radio stations is woefully less systematic than the type of thorough strategic planning conducted by business and industry. And that, of course, helps explain the bad strategy that eventually leads to the need for tough turnaround measures.

Often a station’s strategy—it’s basic design for winning—is the babychild of one person...or two...maybe three; and what are called “strategic planning sessions” are really short progress reviews.

RESTORING A TROUBLED STATION

For best results, the faltering radio station’s turnaround program should be orderly, systematic and thorough.

Here are the major tasks the turnaround should involve:

• Deciding which of the four approaches described above, or which combination of them, to implement.
• Auditing the quality of each of the station’s major functions; such as marketing and sales, financial management, programming, engineering, promotions, etc. Which functions can be deemphasized and which should be strengthened? How, specifically, can the most vital functions be bolstered? How can they be strengthened very quickly?
• Evaluating the strengths, weaknesses and contributions of all personnel. Where, if anywhere, is the station overstuffed; and where might additional people be necessary? (Sales?)
• Giving serious thought and open discussion to how to strategically reposition the station. New format? Change identity? Etc.
• Establishing a turnaround program which includes stating priorities, short-term objectives, schedules, action plans and time lines.

By definition, a turnaround program is not routine. It cannot be put off, but requires immediate attention. All of the station’s staff should be actively and personally involved in the turnaround. The Chinese symbol for “crisis” is comprised of two characters, one meaning “danger,” the other “opportunity.” With the commitment of all staff, a clearly thought out turnaround program can turn a crisis into new and profitable opportunities.

David J. Rogers is the author of best sellers FIGHTING TO WIN and WAGING BUSINESS WARFARE. He is very active in the broadcasting industry as a conference speaker and in providing strategic planning consulting. He is Contributing Editor to Success magazine and Business Editor of The American Worker.
DINO

"SUNSHINE"

GAVIN TOP 40 CHARTBOUND 141/40

WXKS ADD  WKRZ ADD  KISR ADD  KRFM 25-22
KKRZ ADD  WOVV ADD  KWTX ADD  Q106 25-24
KJMZ ADD  WDLX ADD  KYYY ADD  PRC/FM D-24
FLY92 ADD  WGRD ADD  KCMQ ADD  WZOU D-33
WVSR ADD  B95 ADD  KTXY ADD  KRBE 35-30
WMJQ ADD  95XXX ADD  99KG ADD  KISN D-39
WLAN ADD  WOMP ADD  WDBR ADD  KWSS 29-26
98PXY ADD  WJAD ADD  KFMW ADD  KMEL 30-27
93Q ADD  KISR ADD  KFTZ ADD  HOT 97.7 31-28

YOUNG MC

"BUST A MOVE"

R&R CHR  DEBUT 34*
GAVIN TOP 40 UP & COMING
HOT REPORTS INCLUDE:

WLOL ADD  KC101 ADD
WHYT 7-6  KIIS/FM 7-4  Q106 6-4
X100 3-2  WAEB 33-25  WMJQ 8-5
95PXY 18-14  B93 39-14  WFMF 22-17
KPRR 6-2  KBFM 27-19  Y106 28-20
Z102 8-4  KKSS 17-14  KF95 D-27
KIKI 1-1  KLUC 5-3
SOPHISTERY FROM ARBITRON

A reader sent me a piece written by a staff member at Arbitron defending the service's "diary" method of surveying, and asked me to write a column about the points made. I'm happy to do so.

The first point made by Arbitron is that the seven day diary is more accurate than the single telephone interview used by Birch. The argument is that seven days of listening collected from each respondent results in greater accuracy. In my opinion, this is untrue. When each individual in a survey accounts for so much data, abnormal listening patterns are emphasized. Such a listener, if he or she responds at all, tends to fill the diary throughout with their abnormal listening, while the mainstream listener tends to be less committed to reporting all listening diligently, and so (as most who have been in the business for a while know all too well) just a handful of abnormal diaries can badly skew a given survey. I have seen many Arbitron surveys where abnormal listening in under 10 diaries, out of perhaps 1500, can change a station's ratings by over a share point!! (This becomes particularly obvious when Arbitron feels compelled to delete or reassign those diaries, resulting in significant changes in the reissued book.)

There is yet another problem with the seven day diary as Arbitron administers it: Since they send diaries to every person age 12 or over in a household who agrees to participate, the average number of households in the average Arbitron, in my experience, turns out to be about half the number of diaries of the in-tab sample. Since there tend to be common listening patterns within a household, and since all too often mom or one of the kids tends to be the one to fill out all the household's diaries), this further reduces the effective sample base, and tends to further enlarge the effect of abnormal listening patterns.

Birch, surveying only one person per household (and selecting that person using a randomizing technique which eliminates the bias toward the age or type of person who usually answers the phone in a household), collects only one day of specific listening data per person (and fewer than a week's data for some purposes), and thus abnormal listening patterns tend to average out in the overall data. Also, the number of persons in a Birch survey is also equal to the number of households in the survey, statistically a clear advantage.

In the piece sent me, Arbitron makes much of the fact that 94% of their diary respondents report listening to at least one station per week, compared to 82% in Birch (and 43% of diarykeepers reporting listening to three or more stations per week compared to 5% in Birch). Assuming that the Birch figures quoted by Arbitron are, in fact, correct, I believe that this also increases Birch's credibility vs. Arbitron, because it tends to demonstrate something I have found to be true in studying the Arbitron methods and raw data: That those who agree to keep an Arbitron diary tend to be those who are "active radio listeners." Those who are less active radio listeners are less interested in taking the trouble to keep and return diaries, and thus the Arbitron sample tends to self-skew itself away from the statistical norm in the marketplace. Those who listen less to radio during a week tend to have different listening patterns than those who listen more, and Arbitron tends to have less success in including those people in their survey, further biasing the result.

And there is also the "Hawthorne effect" working against the accuracy of the Arbitron information. This is the statistical effect, well-known to researchers, that those participating in a study tend to behave abnormally when they know they are being studied at the time their behavior is being measured. By using the "phone recall" method, Birch is likely to bias the behavior being measured at the time it was taking place.

That is not to say that there are no flaws in the Birch methodology. I am particularly troubled that I have seen more unexplained variations in Birch data since they have discontinued doing the phoning in-market, and started surveying all markets via WATS line from a central location; in theory this should make no difference, but it seems to me that the quality of the data appeared better with the previous method for some reason. However, the Birch method is statistically much more capable of giving accurate results for all stations. (However, since Arbitron diaries tend to be filled out mostly by "active radio listeners," changes in the radio market tend to show up first in Arbitron.)

The many flaws and problems inherent in the telephone-placed, self-administered, mail-returned diary—the cheapest and easiest form of broadcast surveying there is—have, in recent years, led to broadcasters calling on Arbitron to develop a better survey method, and the company supposedly is involved in ongoing research to find one. However, considering the well-reported recent financial problems of Arbitron's parent company, Control Data corporation, any such method probably will have to be just as cheaply adopted, which does not augur well for improved accuracy arising from any such innovation.
individual members of Genesis. Now comes the group Bankstatement featuring Tony Banks on keyboards. The album focuses on Steve Hillage on guitar, Geoff Dugmore on drums, Dick Nolan and Pino Palladino on bass plus Australian-born female vocalist Jayney Klimek, formerly with The Other Ones, sharing the vocals with Manchester's Alistair Gordon of Sad Cafe... Webb Wilder is returning to the airwaves with his Island debut album titled Hybrid Vigor which was produced by R. S. Field. PolyGram is set to release two new hard rockers Mortal Sin from Australia and Onslaught from England. Chameleon's debut Dramarama LP Struck In Wonderland is coming in October. This L.A.-based quintet worked with producer Val Garay known for his work with the Motels, Kim Carnes and Ringo Starr. On the LP, the band covers Mott The Hoople's "I Wish I Was Your Mother"... Blast First's Band Of Susans is back from their special guest tour of England appearing with Throwing Muses, and will tour the U.S. September and October. Capitol Records has announced a new album by former Duran Duran member Andy Taylor which will be out by January... Curb Records released the first single "Love The Poison" off the debut self-titled album from The Snakes. The band pays tribute to rock and roll history with a song they call "Pay Bo Diddley." They sometimes refer to their music as "cotton-patch metal" or "service station rock 'n' roll"...

Suicidal Tendencies have released a special nine-song EP titled Feel Like Shit... Dey Vu/Controlled By Hatred, to bridge the gap between their last album and the new one scheduled for March/April 1990. Seven of the compositions are new with two variations of "How Will I Laugh" the title track from How Can I Laugh Tomorrow, When I Can't Even Smile Today.

The Ramones' new bass player is CJ Ramone, a 23-year old Long Island, NY native who has been playing for 10 years in such bands as Axe Attack. CJ actually auditioned for The Ramones while he was still in the Marines on UA (unauthorized absence). The day he found out he had been accepted into the band, CJ was picked up by the local police, thrown into the brig, and given a crew-cut. Europe awaits!

The only all heavy metal/hard rock convention, Foundations Forum '89, blasts off on September 21 for three glorious days of metal merriment at the Universal City Sheraton. The keynote address will be delivered by Gene Simmons (Kiss, Simmons Records). Some of the panels slated for this second annual Concrete/Rip Magazine get-together are Artist Management: You Can't Live Without...
FROM AFRICA:
WHAT DOES GOOD QUALITY SALESMANSHIP ENTAIL?

1. Treat your customer as a friend. The customer will respect you and value your trusted advice.
2. Maintain sales manuals, and when appropriate, merchandise and sales area.
3. Look straight into the eyes of the customer, smile, say “Good Morning” or make some other pleasant greeting, and add the name and title of the person if known. Tshabadi argues that many businesses fail not because of lack of capital, too much competition, or poor location. While these are all important factors, the most significant cause of failure is often poor salesmanship. Tshabadi points to a study (one which I had discovered independently and whose existence I can vouch for) which shows the following percentages of customers lost and reasons for their loss:
   - 1% die (not much you can do about that)
   - 3% more
   - 5% buy from friends and relatives
   - 9% buy from a competitor who offers lower prices
   - 68% leave because of indiscipline and lack of interest on the part of the seller.
Tshabadi concludes that 82% of customers leave because of a lack of “good quality salesmanship” or prompt service.
Tshabadi argues that an effective salesperson (we’ll use the term “salesperson” instead of “salesman”) is one who sells goods that won’t come back...to customers who will! (I like that definition). A good salesperson is a “vital lubricant” to the firm and the country. One good salesperson keeps thirty-three people at work, including production folks, wholesalers, distributors, retailers, engineers, and so on (You salespeople should show this to your boss. Maybe you’re under-appreciated). A good salesperson does the following:
   1. Knows his/her product well, as well as those of the competitors.
   2. Keeps close tabs on the market, including trends and economic factors that may affect customers’ needs.
   3. Pre-sells via ads, displays and promotions.
   4. “Estimates” the customer, that is, asks and probes to learn what the customer really wants.
   5. Demonstrates the value of the product, closes the sale and obtains names of additional prospects.
   6. Keeps good records on terms, delivery dates, and other details.

Here are a few rules for selling:
1. Dress appropriately. A poorly dressed person makes the customer think “How can this person take care of my needs when he can’t even care for himself?” Proper dress suggests dignity, value, success and competence.

by names and, when appropriate, titles.
2. “S” stands for “steam” and “sorry.” Let customers express their anger and blow off steam. Say things like “I know just how you feel; that happened to me once too,” and say sincerely, “I am sorry.” If the customer insults the firm or its people, the manager should try to inject some humor into the transaction. Never accuse the customer of being wrong or imply that he/she is stupid.
3. “A” stands for “accurate” notes. Customers don’t like having to repeat details, especially about their specific preferences, or their names and addresses.
4. “A” stands for “alternatives” and “ask.” Always ask and probe to find out what customers really want, and be prepared to offer alternatives.

Much repeat business is lost because complaints are not handled with courtesy.

5. “C” stands for “can” and “clinch.” Tell customers what can be done rather than what cannot be done. Clinch the customer’s confidence by giving immediate attention to any complaint.

Well, there you have it: Another set of business tips from Africa. As with the “Checklist for Starting a Business,” once again it is intriguing that the same business fundamentals can apply both to the richest country on earth and to a continent ravaged by poverty and illiteracy. One conclusion I have drawn from my visits there is that perhaps Africans who do adhere to these business fundamentals will carve a path for themselves and others to move beyond the current morass. Let’s hope so.

Meanwhile, I’ll keep the “ISAAC” approach away from my marketing colleagues in the business school. Knowing professors’ propensity to make everything complicated, I’m sure one of them will come up with a new selling approach with a little of another Biblical character, perhaps “ECCLESIASTICUS” or “NEBUCHADNEZZAR.”
CLASSIFIEDS

WSHY AM/FM- Shelbyville, IL, has immediate and future openings for AT, Production & Sales. Full & part-time work at growing Central Illinois station. Minorities encouraged to apply. T&R General Manager, PO Box 149, Shelbyville, IL 62565-0149. EOE [9/8]

COUNTRY KEYS- Altus, OK, has an immediate AM drive/MD position which could lead to PD slot. Great place to polish. T&R: KEYS RADIO PO Box 1077, Altus, OK 73522. [9/7]

COUNTRY WCB- in Wisconsin’s beautiful East Coast, has an immediate opening for an experienced talent to host a morning music/talk show. Production, remotes, and personal appearances a must. A challenging position with good money for the right person. Contact Rob Fish at (414) 662-8226. [9/19]

100,000 WATT TOP 40 WNUY is looking for an afternoon drive/production pro. Experience required. T&R: Larry Wynn, 115 Devonshire Square, Jackson, VA 22331. EOE [9/15]

A/C 100K WATT Y100 is looking for a full-time overnight personality & part-timers. Must be energetic and hardworking. T&R: Rick Randell, PO Box 43, Albany, CA 94702. [9/15]

OUTLAW COUNTRY KSPO is looking for full-time DJs familiar with Country, Rock, Urban & Bluegrass. Here’s your chance to do creative radio work. Were out there, come join us. T&R: Salary. Gordon Broshears, 1110 Main Street, Suite 16, Watsonville, CA 95076. [9/17]

POWERHOUSE TOP 40 KC mongo seeks Midday/Top 40 Director ASSISTANT. Multiple track production & documented on-air success a must. T&R: Jerry Looper, 1434 Beardale Drive, Suite 220, Lakewood, CA 90731. [9/15]

PO FOR CLASSIC ROCKER in the West. Great airstaff. Top salary & benefits. Possible airshift. Send resume with references to: Westwood Personalities, 42464 Bob Hope Drive, #228, Rancho Mirage, CA 92270. [9/15]

COUNTRY KYVA-Gallup, NM, is looking for an experienced News- person. T&R Mike West, PO Box Drawer K, Gallup, NM 87503, or call (505) 862-8651. [9/15]

COASTAL CAROLINA’s AOR WZBB seeks air personalities with good production skills. T&R: Johnny Johnson, PO Box 2399, Myrtle Beach, SC 29578. [9/15]

WVEM-Springfield, IL, seeks Sales Staff!!! Previous experience not necessary. Good account list available. Interested applicants should contact Dan Borton at (217) 529-9500. [9/15]

A/C KSNN-Mercer, CA, seeks an afternoon drive personality. Only 1,100 miles, but an easy job at a fun station. A/C studio: T&R: Shawn, Kissin 104.7, 1723 N Street, Merced, CA 95340, or call (209) 383-7900. [9/8]

TOP 40 WSBG-Stroudsburg, PA, has an immediate opening for an AM drive. T&R: Top 40/90s personality. Personal appearances, beautiful Pocono mountains. How can you pass this up? References required. No beginners, no calls. T&R: PO Box 22, Studio 26, Stroudsburg, PA 18360. [9/8]

COUNTRY WJDN has a rare opening for an A/C. Stable company w/ super facility looking for team player. Strong production a must. T&R: WJDN Broadcasting, Steve Stewart, PO Box 200, St. Cloud, MN 56302. [9/8]

KNBA-Vallejo, CA, is looking for a Newsperson to gather, write, edit & voice the news. Must have at least three years experience. T&R: KNBA RADIO, 3267 Sonoma Blvd., Vallejo, CA 94590. [9/8]

SOUTHERN COLORADO/NEW MEXICO/ARIZONA: Looking for an experienced Top 40 personality. Contact Dave Seidemann, Seidemann Enterprises, 1515 E. 14th St., Phoenix, AZ 85006. [9/15]

Former KBOO & KNKX PD looking for a new opportunity. Call (206) 789-5275. [9/15]

WSHU in Fairfield County, CT, seeks a News director. Contact Steve Watters, WSHU, 1019 North Main St., Norwalk, CT 06853. [9/15]

MARATHON is planning a move to a new location. Contact Gary Lambert, 911 W. Kipling, Dodge City, KS 67801. [9/15]

CLASSIFIEDS

FORMER PXJ & KOCK PD ready to take the bull by the horns and help you win. Great references. Prefer small/midmarket Rock or Top 40. DOUG DANIELS: (304) 233-2432. [9/15]

13 YEAR VETERAN DRIVE-TIME AT just laying around on the beach seeking competitive Top 40 or A/C station. Call STEVENS: (407) 458-9614. [9/15]

KELLY & COMPANY: 8 year morning AT/Production pro. Looking to relocate. Young, energetic male needs a break from boring music. Contact Kelly: (216) 236-1337. [9/15]

MOJAVE WITH TOP 40 EXPERIENCE. SUE VARZANDI: (619) 994-4008. [9/15]

ASSISTANT PD IN SEATTLE/SPOKANE AREA looking for my first full programming position. Will relocate anywhere to program your station into a winner. Also looking to get back on the air anywhere interested? Call GREG: (509) 924-2600, or 484-4117. [9/8]

10 YEARS COUNTRY AT/PD, ready to work for you. Good character, solid references & stable. All markets, all areas. Call now TERRY: (512) 251-7706. [9/8]

YOUNG, ENERGETIC MALE needs a break from boring music. Eager to stretch my legs in the music business. Will do anything in the Sioux City area. Experienced in Country & Top 40. JASON: (712) 722-4011. [9/8]

WEEKENDS SWING AT WEST PALM BEACH TOP 40. Looking for full-time work. Excellent production tool! ANDY: (407) 642-7214. [9/8]


I GET RESULTS! Top 40, Urban, AOR & Oldies. Production, promotions, personality, phones & "phony". Let’s get to work. Call: (503) 659-3162. [9/8]

FORMER MINNEAPOLIS TOP 40 PD looking for programming challenge. I’ve worked for the best in WDBW, WWTC, KYXY. Presently on-air in Phoenix-KKFR. Aggressive programmer seeks fringe metro or medium market challenge. Prefer Top 40, A/C or NAC. SCOTT: (602) 759-1899. [9/8]

SERVICE REQUEST

KSO: Urban/Top 40 would like to play PolyGram’s new releases. Dan Waters, MD, PO Box 2387, Brattle, CA 92277, or call (619) 344-1300. [9/15]

KMLD: Lite A/C needs service from all labels. Jayme West, 13 E Fig, Fallbrook, CA 92028. [9/8]

9/15, 1989 the GAVIN REPORT
THE GAVIN REPORT

URBAN CONTEMPORARY

2W LW TW

10 3 1 SOUL II SOUL - Back To Life (Virgin)
20 8 2 JANET JACKSON - Miss You Much (A&M)
2 1 3 EDDIE MURPHY - Put Your Mouth On Me (Columbia)
5 4 4 MAZE featuring FRANKIE BEVERLY - Can't Get Over You (Warner Bros.)
9 6 5 AFTER 7 - In The Heat Of The Moment (Virgin)
15 13 6 REGINA BELLE - Baby Come To Me (Columbia)
16 14 7 SYBIL - Don't Make Me Over (Next Plateau)
19 12 8 CHRISTOPHER WILLIAMS - Talk To Myself (Geffen/Reprise)
12 10 9 D'ATRA HICKS - Sweet Talk (Capitol)
13 11 10 THE JACKSONS - 2300 Jackson Street (Epic)
17 15 11 O'JAYS - Out Of My Mind (EMI)
24 22 12 PRINCE - Partyman (Warner Bros.)
6 9 13 ERIC GABLE - Remember (The First Time) (Orpheus/EMI)
2 1 2 14 SHARON BRYANT - Let Go (Wing/PolyGram)
23 21 15 LEVERT - Smilin' (Atlantic)
21 17 16 MICHAEL COOPER - Just What I Like (King Jay/Reprise)
22 20 17 TERRY TATE - Babies Havin' Babies (Trumpet/Atlantic)
27 26 18 BOBBY BROWN - Rock Wit Cha (MCA)
7 7 19 NATALIE COLE - I Do (EMI)
30 23 20 TEMPTATIONS - All I Want From You (Motown)
25 24 21 PEABO BRYSON - All My Love (Capitol)
39 27 22 SURFACE - You Are My Everything (Columbia)
3 5 23 EU - Taste Of Your Love (Virgin)
26 25 24 MILLI VANILLI - Girl I'm Gonna Miss You (Arista)
11 16 25 BABYFACE - It's No Crime (Solar/Epic)
29 28 26 MOTHER'S FINEST - I'm 'N' Danger (Capitol)
33 27 27 JERMAINE JACKSON - Don't Take It Personal (Arista)
34 29 28 RHONDA CLARK - State Of Attraction (Tabu)
35 31 29 FULL FORCE - Ain't My Type Of Hype (Columbia)
32 30 30 JAMES INGRAM - I Wanna Come Back (Warner Bros.)
36 34 31 MICA PARIS - Breathe Life Into Me (Island)
36 32 32 YOUNG MC - Bust A Move (Delicious Vinyl/Island)
37 33 33 KOOL MOE DEE - I Go To Work (Jive/RCA)
38 35 34 FINEST HOUR - Make That Move (PolyGram)
35 32 35 CHUCKII BOOKER - (Don't U Know) I Love U (Atlantic)
31 30 36 GRADY HARRELL - Fun (RCA)
38 37 37 MILES JAYE - I'll Be There (Island)
39 38 38 PIECES OF A DREAM - It's About That Time (EMI)
40 39 39 CHERYL LYNN - Everytime I Try To Say Goodbye (Virgin)
40 40 40 JODY WATLEY - Everything (MCA)

CHARTBOUND

ARTIST TITLE LABEL *Debuts in chartbound

S.O.S. BAND - I'm Still Missing Your Love (Tabu/Epic) 54 16 1 13 24 25% 3
ZAPP - Ooh Baby Baby (Reprise) 47 13 8 26 17% 3
KASHIF - Personality (Arista) 43 19 5 17 11% 2
WRECKS-N-EFFECT - New Jack Swing (Motown) 42 4 5 14 19 45% 3

Editor: Betty Hollars
Assoc. Editor: John Martinucci

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MAJOR

Ainin' Nuthin' In the World

This outstanding vocalist returns with an unexpected uptempo single that displays a whole new side to her talent.

The first single from the forthcoming album

Miki Howard

Produced and Arranged by Jon Nettlesbey and Terry Coffey for Mercenary Productions

On Atlantic Records,
Cassettes and Compact Discs
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INSIDE URBAN

REGINA REIGNS AT RECENT SHOWCASE
Regina Belle received the royal welcome from Columbia reps at her showcase at Indigo Blues in New York. Pictured (l-r) are Don Lenner, President, Columbia; Cynthia Badie-Rivers, Director of National Publicity & Artist Development; Regina Belle; Ruben Rodriguez, Sr. VP of Black Music; Bob Sherwood, Sr. VP of Marketing; Sandra Trim-DaCosta, Director of Marketing; and (rear) Joe McEwen, Director of A&R.

ALYSON WILLIAMS shines as the star of Most Added and in Hozie Mack, WFXC-Durham’s eyes, she’s “given us the best thing I’ve heard in quite a while.” Both Gerald Tookes, WANN-Tallahassee, and Vicki Buchanan, WTLC-Indianapolis, make Alyson their RTW. STEPHANIE MILLS also hits the M.A. headline and according to L.D. McCullum, XHRM-San Diego, “This is one of the most requested cuts from the LP when it was first released and is already moving the listeners.” Larry Gipson, KRUS-Ruston makes Mills his RTW. Our own Record To Watch, ZAPP’s “Ooh Baby Baby” is already looking good for Brian at WYLD-FM-New Orleans, and Rakim Akram, WLIT-Conway, who says, “Their going with this format complements Smokey’s hit.” Zapp’s been added this week at WUFO-Buffalo, WBIL-Tuskegee, WJIZ-Albany, WQQQ/FM-Nashville, WRAG/AM-Carrollton, WDMD-Augusta, WXOK-Baton Rouge, WYLD-FM-New Orleans, WCKX-Columbus, KDKO-Denver, KBGC-Galveston, KACE-Los Angeles, and XHRM-San Diego.

Top Tip goes to DE LA SOUL’s “Say No Go” anti-drug song that seems to be grabbing stations even faster than their last hit: WHUR, WJZ, WKBX, KFXZ, KKNB, WBLX, WFXA, WGOK, WJIZ, WMJH, WMGL, WPEG, WQIC, WQIR, WXOK, WCKX, WCRX, WZAK, WZND, KDKO, KJLZ, KMJQ, KNON, KDAY, KSO1 and crossover stations WICB, WNYU, and KSTN. Getting to the newer product, SHARON BRYANT, who was one of Atlantic Starr’s former lead singers, has a new single that is a big hit with David Dickenson, WMHC-New Haven, who says, “Her rendition of former Journey lead singer Steve Perry’s hit ‘ Foolish Heart’ is a great follow-up to ‘Let Go’. It gives you a good feeling every time you hear it.” LP cut “Whip Appeal” from BABYFACE is already the #1 request item for Kenny Green, WRMD-Augusta. ZIGGY MARLEY is the best of the new for KJL Holiday, WJZY-Salisbury. Ciao for now, Betty.

A SUGAR BEAR HUG FOR TONY
WBLZ-Cincinnati’s PD Tony Fields was in attendance when both E.U. and Stephanie Mills performed in concert at famous Riverfront Stadium. Shown backstage are (l-r) Tony and Experience Unlimited’s Sugar Bear.
HIT FACTOR  
Urban Research: Betty Hollars/John Martinucci

ARTIST TITLE LABEL  

SOUL II SOUL - Back To Life (Virgin)  
JANET JACKSON - Miss You Much (A&M)  
MAZE featuring FRANKIE BEVERLY - Can't Get Over You (Warner Bros.)  
AFTER 7 - In The Heat Of The Moment (Virgin)  
REGINA BELLE - Baby Come To Me (Columbia)  
SYBIL - Don't Make Me Over (Next Plateau)  
CHRISTOPHER WILLIAMS - Talk To Myself (Geffen/Reprise)  
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LEVERT - Smilin' (Atlantic)  
MICHAEL COOPER - Just What I Like (King Jay/Reprise)  
TERRY TATE - Babies Havin' Babies (Trumpet/Atlantic)  
BOBBY BROWN - Rock Wit'Cha (MCA)  
TEMPTATIONS - All I Want From You (Motown)  
PEABO BRYSON - All My Love (Capitol)  
SURFACE - You Are My Everything (Columbia)  
MILLI VANILLI - Girl I'm Gonna Miss You (Arista)  
MOTHER'S FINEST - I'm 'N' Danger (Capitol)  
JERMAINE JACKSON - Don't Take It Personal (Arista)  
RHONDA CLARK - State Of Attraction (Tabu)  
FULL FORCE - Ain't My Type Of Hype (Columbia)  
JAMES INGRAM - I Wanna Come Back (Warner Bros.)  
MICA PARIS - Breathe Life Into Me (Island)  
YOUNG MC - Bust A Move (Delicious Vinyl/Island)  
KOOL MOE DEE - I Go To Work (Jive/RCA)  
FINESST HOUR - Make That Move (PolyGram)  
CHUCKII BOOKER - (Don't U Know) I Love U (Atlantic)  
MILES JAYE - I'll Be There (Island)  

Reports  Adds  Heavy  Medium  Light  Hit Factor Weeks

SOUL II SOUL  85  1  73  11  --  98%  7
JANET JACKSON  95  1  54  35  5  93%  5
MAZE featuring FRANKIE BEVERLY  76  --  65  9  2  97%  9
AFTER 7  77  1  58  14  4  93%  11
REGINA BELLE  74  --  45  26  3  95%  7
SYBIL  74  3  54  13  4  90%  9
CHRISTOPHER WILLIAMS  80  7  40  27  6  83%  9
D'ATRA  68  --  47  17  4  94%  11
THE JACKSONS  68  1  49  12  6  89%  9
O'JAYS  68  --  33  32  3  95%  11
PRINCE  89  3  13  54  19  75%  5
LEVERT  70  --  15  46  9  87%  6
MICHAEL COOPER  58  2  28  22  6  86%  11
TERRY TATE  60  --  25  29  6  90%  11
BOBBY BROWN  79  2  11  54  12  82%  5
TEMPTATIONS  62  2  3  44  13  75%  7
PEABO BRYSON  61  1  17  30  13  77%  7
SURFACE  67  3  7  43  14  74%  5
MILLI VANILLI  56  5  32  15  4  83%  7
MOTHER'S FINEST  54  1  6  33  14  72%  6
JERMAINE JACKSON  54  1  3  28  22  57%  4
RHONDA CLARK  55  6  6  30  13  65%  5
FULL FORCE  53  1  2  33  17  66%  6
JAMES INGRAM  54  4  1  33  16  62%  5
MICA PARIS  49  2  3  33  11  73%  6
YOUNG MC  52  2  13  24  13  71%  9
KOOL MOE DEE  52  5  6  18  23  46%  4
FINESST HOUR  44  3  3  27  11  68%  9
CHUCKII BOOKER  52  4  1  19  28  38%  4
MILES JAYE  38  3  3  21  11  63%  7

NEW RELEASES by John Martinucci and Brian Samson

ARETHA FRANKLIN & JAMES BROWN  
Gimme Your Love (Arista)  
This is the third duet to be released from Aretha's album. Programmers already have the buzz on this one, having played it as an LP cut. But hold on! Check the mailbox this week because a Paisley Park Remix should be in there. Prince and his Royal Court requested they not be credited on the 12" remix—but if you have ears, there's no denying it.

TONY LE MANS - Higher Than High  
(Paisley Park/Reprise)  
While we're speaking of Paisley Park, here's a debut from a new Paisley artist that jumps out at you from the first bar. The intro sounds like Prince's "Lovesexy," but it doesn't compare to Tony's kickin' voice, style and sound.

SHARON BRYANT - Foolish Heart  
(Wing/PolyGram)  
A definite multi-format ballad. After reaching number one only two weeks ago, Sharon returns with a 1985 remake of a Steve Perry (Journey) tune. Her clean vocal ability should pave the way to A/C as well as Top 40 rotation—not bad for a cut from a self-produced debut album.

ABSTRACT - Right And Hype  
(Reprise)  
The New Jack Swing sound has established an overwhelming appeal for across-the-board demos. Courtesy of the G.R. production crew. Slick female vocals accompanied by a swinging rhythm track should give Abstrac a warm welcome from radio.

NATALIE COLE - As A Matter Of Fact (EMI)  
After scoring a top ten hit with Freddie Jackson a couple weeks ago, Natalie doesn't miss a beat and comes right back with "As A Matter Of Fact." Check out the CD single—one of the choices, we prefer the longer and faster radio and Urban Radio mixes.

September 15, 1989/ The GAVIN REPORT

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 107  Last Week 107

www.americanradiohistory.com
Landing a role in the film version of Annie got the professional show business ball rolling for Martika, and it wasn't well-connected family or friends that helped her get the gig. The precocious eleven-year-old, determined even then to make it as a performer, called agents whose number she got right out of the phone book!

Now, at the ripe old age of twenty, Martika has spent nearly half of her life in and around entertainment. She can lay claim to three hits from her debut album including, of course, the haunting "Toy Soldiers," which went to number one and is certain to be remembered as one of 1989's most popular songs.

When I spoke to Martika last month, she was in Dallas getting ready to kick off her first tour, and it was easy to sense the excitement and exhilaration this year's success has delivered. Speaking with confidence and a grasp of life and business some twice her age haven't mastered, it was clear that Martika is one of the most promising young stars of the nineties. She's ready to tackle the challenges and hard work ahead.
DS: That's your Mom's name, too?
M: I think my father wanted me to have my Mom's name. It's okay because I look just like her.

DS: And she is your manager?
M: Right. Ever since I've been in the business, she's been handling it. But she's always been the more experienced one. It's okay because I look just like her.

DS: Is it true you began calling agents on your own when you were eleven years of age?
M: Yes. I was at my Dad's office and I went to a phone book and started calling people and got myself an appointment. I'd say, "Mom, I have an appointment in Hollywood on Sunday." She'd say, "Okay."

DS: Are your folks involved in show business?
M: They are now!

DS: But they weren't before?
M: No, I sort of pushed them into it—I gave them no choice.

DS: They were encouraging you to do this—but not necessarily you.
M: No, I pushed THEM, actually. I mean they've always been very supportive of me. I have three brothers and it's always been, "Whatever you want to do, we'll help you—just decide what you want to do and stick to it." So I did.

DS: Do you feel that being bilingual, speaking both English and Spanish, has helped you as a writer and performer?
M: Yes, because I was able to write the lyrics for "Water," that's on my record in Spanish. "More Than You Know," the first single, I wrote all the lyrics in Spanish. It's now called, "Quiero Entregarte Mi Amor," which is the flip side of the new single, "Find The Earth Move." Also, because Spanish is such a passionate language, I love singing in Spanish. It's very different than in English. It comes from a different place.

DS: You've done quite a bit of acting for film and TV. Was music always your true aspiration, or do you just love it?
M: I love being able to express myself, whether it be within a role or whatever, but music's been my first love ever since I was a kid. When I was four I was dancing in recitals, dance class, and most of the things that I have been involved with theatrically have also been musical. The film "Annie" was a musical and the live shows and TV series I've done have all been musical.

DS: Did you act in "Annie"?
M: I didn't have an acting role, I had a dancing role. I was one of about thirty dancers—we were the orphan's chorus in the "Hard Knock Life" production number. We're the ones dancing and flip-flopping in the background. (laughs)

DS: Was that one of the jobs you got from calling agents?
M: Yes. That was probably my first break into entertainment and it was through the agent that I finally hooked up with.

DS: It's fascinating to me that someone so young would pick up a phone and say, "Hello, I want to perform."
M: I was eleven and they'd ask, "How old are you?" They thought I was unusual, but I just wanted to do it for so long and I kept after my parents. They kept humming me—taking me to my dance classes so that I could get it out of my system. I think they were waiting to make sure that it was what I really wanted—they didn't want to push me into show business, especially my father. But I kept saying, "I want to be on TV. I want to do this," and nobody was doing anything about it. I got frustrated, so I did it myself. I figured you can't expect anybody to do things for you, you have to do them yourself—I've always been like that. I said, "Mom, I'm doing this—so you're just going to have to drive me because I can't drive yet." My only problem was I couldn't be truly independent at eleven, but I could pick up the phone and call people—so I did.

DS: Any tips for youngsters who want to emulate you?
M: Start to train yourself. I really believe that the more you study and the more experienced you get, whether it be in local plays, theater—it all counts. Once you get to the center of the industry you'll at least have that to fall back on. I was taking dance classes since I was four. I was in recitals at that age, and dancing in front of people, so I had that experience.

DS: What was the song "Toy Soldiers" based on personal experience?
M: It's a personal experience that I had sort of second-hand. It was something someone close to me went through, so I feel as if I did so through them. I understood the feelings because I was so closely involved in it. The addiction and all of that—the actual drug under-tone, isn't a personal experience, but I think that anyone can relate to the feelings of being addicted to something—feeling out of control. You realize you need to make a change and move on. Everyone's felt that way at some point, which is why I think this song has been successful. The emotions I wrote about are things that everyone feels at some point.

DS: So, you relate to it on a lot of different levels?
M: Absolutely. That's how I write, and I think that's how people hear my music, because if I had written a song about being hooked on let's say, heroin or something—at that point, you're alienating a lot of the audience because, obviously, not everyone's a heroin junkie. So I didn't want to write about the actual fact of the addiction, I wanted to write about the feelings that a person goes through.

DS: It's also got a great melody with a great hook...
M: ...sure, it's that hook. It's that thing where you find yourself singing—like a friend of my said, "Yes, I knew this girl who HATES your song!" I said, "Really?" They said, "Yes, she HATES it, but she's really angry because she's trying to study for finals and she keeps singing the hook and she can't concentrate. She keeps singing, 'Step by step...' and she's getting really frustrated!" So I'm thinking, 'That's a good song because someone that doesn't even like the record can't stop singing it!'

I think the good thing about the "Toy Soldiers" hook is that it's very familiar. You feel like you know it because the melody is really based on a nursery rhyme or something that your Mom could have sung, or you could have sung when playing "Ring Around The Rosey."

DS: Was that done consciously?
M: The hook inspired the choir of kids because it sounded just like something a child would sing, and the idea of having the children singing in context with such a very adult issue is what I think is part of the magic of the song, too. When they sing, 'Won't you come out and play with me?' it's almost like the innocence of a child singing a line that's very tempting, it's almost like a devil—it's almost evil and it can be innocent or it can be evil. I don't even like to take credit for it because when you're writing a song like that, you don't really become aware of all the depth. It's not a calculated song at all, it almost channeled through me when I got lost in myself and started to write it. Later on I looked back and started to analyze it and think, "Wow, it's really amazing how things just sort of come together."

DS: How do you feel about the song's translation being radically altered in Japan?
M: I was involved in the writing of the Spanish lyric. I chose who would translate it and we got the best guy in the business. He called me every fifteen minutes and said, "Wait a minute, explain to me what you felt when you wrote this." So, the whole song, although I had someone else write the lyric, it came through my Spanish. Now, I can't write it in Japanese obviously. I just don't have any control over that and it's something that bothers me. I don't like the idea of strangers tampering with my music. But at the same time, it's a way to reach a larger audience, and more people are able to experience the song, so it's got its ups and its downs. It's like the Bible—it's been translated so many times...
## MOST ADDED

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Label</th>
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<tbody>
<tr>
<td><strong>JEFFERSON AIRPLANE</strong> (50)</td>
<td><em>Epic</em></td>
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<tr>
<td><strong>STEPHEN BISHOP</strong> (47)</td>
<td><em>Atlantic</em></td>
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<tr>
<td><strong>SIMPLY RED</strong> (38)</td>
<td><em>Elektra</em></td>
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<td><strong>SOULSISTER</strong> (28)</td>
<td><em>EMI</em></td>
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<td><strong>POCO</strong> (28)</td>
<td><em>RCA</em></td>
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## ADULT CONTEMPORARY

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<tr>
<th>Position</th>
<th>Artist/Title</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td><strong>BEE GEES</strong> - One (Warner Bros.)</td>
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<tr>
<td>2</td>
<td><strong>CHER</strong> - If I Could Turn Back Time (Geffen)</td>
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<td>3</td>
<td><strong>MADONNA</strong> - Cherish (Sire/Warner Bros.)</td>
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<td>4</td>
<td><strong>BEACH BOYS</strong> - Still Cruisin’ (Capitol)</td>
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<td>5</td>
<td><strong>CUTTING CREW</strong> - Everything But My Pride (Virgin)</td>
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<td>6</td>
<td><strong>SURFACE</strong> - Shower Me With Your Love (Columbia)</td>
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<td>7</td>
<td><strong>RICHARD MARX</strong> - Right Here Waiting (EMI)</td>
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<td>8</td>
<td><strong>MICHAEL BOLTON</strong> - Soul Provider (Columbia)</td>
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<td>9</td>
<td><strong>NATALIE COLE</strong> - I Do (EMI)</td>
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<td>10</td>
<td><strong>DION</strong> - And The Night Stood Still (Arista)</td>
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<td>11</td>
<td><strong>GLORIA ESTEFAN</strong> - Don’t Wanna Lose You (Epic)</td>
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<td>12</td>
<td><strong>DON HENLEY</strong> - The End Of The Innocence (Geffen)</td>
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<td>13</td>
<td><strong>DONNY OSMOND</strong> - Sacred Emotion (Capitol)</td>
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<td>14</td>
<td><strong>VAN MORRISON</strong> - Have I Told You Lately (Mercury/PolyGram)</td>
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<td>15</td>
<td><strong>JIMMY BUFFETT</strong> - Take Another Road (MCA)</td>
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<td>16</td>
<td><strong>DOOBIE BROTHERS</strong> - Need A Little Taste Of Love (Capitol)</td>
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<td>17</td>
<td><strong>RICK ASTLEY</strong> - Ain’t Too Proud To Beg (RCA)</td>
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<td>18</td>
<td><strong>JACKSON BROWNE</strong> - Anything Can Happen (Elektra)</td>
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<td>19</td>
<td><strong>WATERFRONT</strong> - Nature Of Love (Polydor/PolyGram)</td>
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<td>20</td>
<td><strong>DANNY WILSON</strong> - If Everything You Said Was True (Virgin)</td>
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<td><strong>JEFF HEALEY BAND</strong> - Angel Eyes (Arista)</td>
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<td>22</td>
<td><strong>PAUL McCARTNEY</strong> - This One (Capitol)</td>
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<td>23</td>
<td><strong>ELTON JOHN</strong> - Healing Hands (MCA)</td>
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<td>24</td>
<td><strong>MICHAEL DAMIAN</strong> - Was It Nothing At All (Cypress/A&amp;M)</td>
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<td><strong>RICHARD ELLIOT</strong> - In The Name Of Love (Intima/Enigma)</td>
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<td><strong>POCO</strong> - Call It Love (RCA)</td>
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<td>27</td>
<td><strong>DARRYL TOOKES</strong> - Lifeguard (SBK)</td>
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<td>28</td>
<td><strong>BARRY MANILOW</strong> - The One That Got Away (Arista)</td>
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<td>29</td>
<td><strong>BONNIE RAITT</strong> - Nick Of Time (Capitol)</td>
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<td>30</td>
<td><strong>CHARLIE KARP &amp; THE NAME DROPPERS</strong> - Givin’ It All I Got (Grudge)</td>
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<td>31</td>
<td><strong>SWING OUT SISTER</strong> - You On My Mind (Fontana/Mercury)</td>
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<td>32</td>
<td><strong>KENNY ROGERS</strong> - (Something Inside) So Strong (Reprise)</td>
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<td>33</td>
<td><strong>PATTI LABELLE</strong> - If You Ask Me (MCA)</td>
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<td><strong>ROXETTE</strong> - Listen To Your Heart (EMI)</td>
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<td>35</td>
<td><strong>STEVIE NICKS</strong> - Two Kinds Of Love (Modern/Atlantic)</td>
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<td>36</td>
<td><strong>MILLI VANILLI</strong> - Girl I’m Gonna Miss You (Arista)</td>
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<td>37</td>
<td><strong>STARSHIP</strong> - It’s Not Enough (RCA)</td>
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<td><strong>SIMPLY RED</strong> - You Got It (Elektra)</td>
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<td><strong>INDIGO GIRLS</strong> - Closer To Fine (Epic)</td>
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<tr>
<td>40</td>
<td><strong>EXPOSE</strong> - When I Looked At Him (Arista)</td>
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## RECORD TO WATCH

**SHINE**
- Walking On The Town (SBK)

Scottish trio about to paint it red.

**SHINE**
- Walking On The Town (SBK)

## CHARTBOUND

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Label</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
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<th>Light</th>
<th>Hit Factor</th>
<th>Weeks</th>
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<tr>
<td><strong>JEFFERSON AIRPLANE</strong> - Summer Of Love</td>
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<td><strong>KATRINA &amp; THE WAVES</strong> - That’s The Way</td>
<td><em>SBK</em></td>
<td>66</td>
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<td><strong>STEPHEN BISHOP</strong> - Walking On Air</td>
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<td>47</td>
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Editor: Ron Fell

Assoc. Editor: Diane Rufer

www.americanradiohistory.com
"THIS SONG MAY MARK THE ARTISTIC PEAK IN A CAREER OF UNUSUAL INTEGRITY."

-Stephen Holden, New York Times

"When did the choices get so hard with so much more at stake? Life gets kinda precious when there's less of it to waste."

"NICK OF TIME"
A time for our song.

• GAVIN A/C 32*-29*
  62% HIT FACTOR
ADDED AT:
KSTP/FM, KFMB, WIZE,
WMT/AM, CKFM, WAEB,
WBEC, WCEM, WMMG,
WMQC, KEZA, KFMO,
KIXK, KTID, KCYX, KELA
• R&R A/C 24*
WNLT, WNUA, WOMC, KLSI,
KMJI, KLCY, KSTP, WRRM, WALK
• See the video happening on VH1

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Produced by Don Was
Personal Management:
Danny Goldberg and Ron Stone for Gold Mountain Entertainment
Reports | Adds | ARTIST | TITLE | LABEL
--- | --- | --- | --- | ---
46 | 6 | MICA PARIS | Breathe Life Into Me (Island) | 
42 | 6 | TINA TURNER | The Best (Capitol) | 
41 | 14 | SHINE | Walking On The Town (SBK) | 
39 | 1 | GEORGE HARRISON | Cheer Down (Warner Bros.) | 
34 | 4 | B.J. THOMAS | Don't Leave Love (Out There All Alone) (Reprise) | 
34 | 28 | SOULSISTER | The Way To Your Heart (EMI) | 
33 | 8 | MARIA MCKEE | To Miss Someone (Geffen) | 
30 | 16 | TEARS FOR FEARS | Sowing The Seeds Of Love (Fontana/PolyGram) | 
24 | 6 | SHILOH | Touch My Light (Hippodrome) | 
23 | 13 | SERGIO MENDES | Some Morning (A&M) | 
22 | 4 | HIROSHIMA | The Golden Age (Epic) | 

Dropped: Phoebe Snow, Edie Brickell & New Bohemians, John Cougar Mellencamp, Chris Rea, Donna Summer, Soul II Soul.

INSIDE A/C

The BEE GEES hold onto “one” for another week, but a persistent CHER, explosive MADONNA and tubular BEACH BOYS are threatening. MADONNA increased by 53 HEAVY rotation reports and the BEACH BOYS increased theirs by 46 stations over last week.

SURFACE is this week’s highest debut in the top ten, leaping 13 to 6. The seven point jump comes with 30 more HEAVY rotation reports — meaning that nearly two-thirds of their players are MAXing.

Next week’s top ten may include JIMMY BUFFETT and/or VAN MORRISON. Mr. B. leads this week’s PLUS FACTOR with a 22% increase in HIT FACTOR while VAN the man is now HIT FACTORED by 82% of his legion.

Despite some healthy increases in rotations and total stations, a few records are momentarily held up. Among the “Not Over Yet” club are CUTTING CREW (up 24 HEAVY reports), RICK ASTLEY (up 16 HEAVY), DANNY WILSON (now HIT FACTORED by 81%) and PAUL McCArTNEY (14 ADDS this week).

Other misleading ranking include ELTON JOHN’s three-point move, despite 22 ADDS and 25 new HEAVY reports. Among the 22 new are: WMXC, KXKL, WJON, WMTM, WIHN, WKLI, WWUD and WBLG/FM.

This week’s HOTTEST A/C record is POCCO’s “Call It Love,” which in two weeks of chart life is already at #26. It ties for fourth MOST ADDED thanks to WEBC, KLIT, KKKO, WIRL, WGMX, KWLO, WFBG, KBOI and WTIC/AM with the proverbial "many more.”

Last week’s TOP TIP, MILLI VANILLI’s “Girl I’m Gonna Miss You,” debuts above all others at #36. Among the 21 new A/C’s on it are CKFM, KFYR, WGOL/FM, 3WM, KBOL, KIDX/FM, KYJC, WWNK and KLSS. HIT FACTOR is now over 50% (actually 71% from those stations on it more than one week.)

STEPHEN BISHOP had a great first week, scoring a whopping 47 ADDS out-of-the-box. Among the first are WNSR/FM, WEBE/FM, WKCX, WYKE, KSAL, WHAI, WMT/FM, KBLQ, KYJC and WAPL. RECORD TO WATCH last week, JEFFERSON AIRPLANE’s “Summer Of Love,” picked up 50 ADDS and for the second week qualified as MOST ADDED. With initial momentum so strong we feel justified in declaring it our TOP TIP for the week also. Key ADDS from WELI, WCEM/FM, WTCB, KEZH, KHLT/FM, KKMK, KWEB, WMT/FM, 3WM, WLIP, KNUZ, KBIG, KFMB and KKIS. Who says you can’t go back.

SHINE’s “Walking On The Town” is this week’s RECORD TO WATCH. This Scottish trio is jogging through the United States picking up KMTT, KGY, KITZ, KYJC, WFEF, WMQ, KBJJ, KLKC, KQAQ, KQIC/FM, WDAY/AM, WEBC, WDIF and WFRD this week. This is their debut single, that with first listen you should feel the glow.

We want to WELCOME our new A/C.

Correspondents:
WALR-Atlanta, GA
WEOL-Elyria, OH
WFMK/FM-Lansing, MI
WGBE-Williamsport, PA
WXVL-Crossville, TN
KAER-Sacramento, CA
KAEZ/FM-Longview, TX
KFM-Flat River, MO
KKIS-Concord, CA
KOSO (KF93)-Modesto, CA
KQZ/FM (KQ106)-Hobart, OK
KYQT-Newport, OR
For their additional info please check out the Gavin Handbook.

LINDA RONSTADT
Don’t Know Much (Elektra)
Linda teams up with Aaron Neville on this old song, while Barry Mann/Tom Snow's song to make one spectacular record. Opening with an acoustic piano and filling it with lively strings, the arrangement provides sparkling support to the ultimate duet.

Gloria Estefan
Get On Your Feet (Epic)
If the Fall blues are starting to set in already, here's a single that will whoosh 'em away. Glo and her Miami heat will not only get you on your feet, but add some spice to a ballad-heavy playlist.

Barbra Streisand
We're Not Making Love Anymore (Columbia)
Streisand (singer), Diane Warren and Michael Bolton (writers), and Narada Michael Walden (producer). What a line-up! With those human elements how could there be anything wrong with this single. A/C all the way.
WE'RE NOT MAKIN' LOVE ANYMORE.

THE NEW SINGLE PRODUCED BY NARADA MICHAEL WALDEN

FROM THE UPCOMING ALBUM, A COLLECTION GREATEST HITS ...AND MORE.

On Columbia Cassettes, Compact Discs and Records.

"We're Not Makin' Love Anymore" produced by Narada Michael Walden for Perfection Light Productions

Columbia Records © 1980 CBS Inc.
# HIT FACTOR

## ARTIST TITLE LABEL

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
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<td>218</td>
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<td>CHER</td>
<td>If I Could Turn Back Time</td>
<td>Geffen</td>
<td>211</td>
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<td>184</td>
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<td>DION</td>
<td>And The Night Stood Still</td>
<td>(Arista)</td>
<td>151</td>
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<td>95</td>
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<td>DON HENLEY</td>
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<td>Geffen</td>
<td>149</td>
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<td>Sacred Emotion</td>
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<td>JIMMY BUFFETT</td>
<td>Take Another Road</td>
<td>(MCA)</td>
<td>143</td>
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<td>Anything Can Happen</td>
<td>Elektra</td>
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<td>WATERFRONT</td>
<td>Nature Of Love</td>
<td>Polydor/PolyGram</td>
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<td>DANNY WILSON</td>
<td>If Everything You Said Was True</td>
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<td>RICHARD ELLIOT</td>
<td>In The Name Of Love</td>
<td>(Intima/Enigma)</td>
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<td>POCO</td>
<td>Call It Love</td>
<td>(RCA)</td>
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<td>Lifeguard (SBK)</td>
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<td>(Arista)</td>
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<td>(Grudge)</td>
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<tr>
<td>SWING OUT SISTER</td>
<td>You On My Mind (Fontana/Mercury)</td>
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<td>109</td>
<td>18</td>
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<td>KENNY ROGERS</td>
<td>(Something Inside) So Strong</td>
<td>(Reprise)</td>
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<td>PATTI LABELLE</td>
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<tr>
<td>ROXETTE</td>
<td>Listen To Your Heart</td>
<td>(EMI)</td>
<td>109</td>
<td>18</td>
<td>8</td>
<td>46</td>
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<td>STEVIE NICKS</td>
<td>Two Kinds Of Love</td>
<td>Modern/Atlantic</td>
<td>85</td>
<td>4</td>
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<td>46</td>
<td>28</td>
<td>62%</td>
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<tr>
<td>MILLI VANILLI</td>
<td>Girl I'm Gonna Miss You</td>
<td>(Arista)</td>
<td>77</td>
<td>21</td>
<td>15</td>
<td>25</td>
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<td>STARSHIP</td>
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<td>(RCA)</td>
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<td>3</td>
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<td>32</td>
<td>24</td>
<td>60%</td>
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<tr>
<td>SIMPLY RED</td>
<td>You Got It</td>
<td>Elektra</td>
<td>96</td>
<td>38</td>
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<td>27</td>
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<tr>
<td>INDIGO GIRLS</td>
<td>Closer To Fine</td>
<td>(Epic)</td>
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<td>37</td>
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<td>72%</td>
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<tr>
<td>EXPOSE</td>
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<td>(Arista)</td>
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## PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

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<th>Increase</th>
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<tr>
<td>JIMMY BUFFETT</td>
<td>Take Another Road (MCA)</td>
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<td>84</td>
<td>22%</td>
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<td>POCO</td>
<td>Call It Love (RCA)</td>
<td>39</td>
<td>60</td>
<td>21%</td>
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<tr>
<td>MICHAEL DAMIAN</td>
<td>Was It Nothing At All (Cypress)</td>
<td>35</td>
<td>55</td>
<td>20%</td>
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<tr>
<td>SWING OUT SISTER</td>
<td>You On My Mind (Fontana/Mercury)</td>
<td>35</td>
<td>55</td>
<td>20%</td>
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<tr>
<td>JEFFERSON AIRPLANE</td>
<td>Summer Of Love (Epic)</td>
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<tr>
<td>VAN MORRISON</td>
<td>Have I Told You Lately</td>
<td>65</td>
<td>82</td>
<td>17%</td>
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<tr>
<td>JEFF HEALEY BAND</td>
<td>Angel Eyes (Arista)</td>
<td>57</td>
<td>74</td>
<td>17%</td>
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<tr>
<td>CHARLIE KARP &amp; THE NAME DROPPERS</td>
<td>Givin' It All I Got (Grudge)</td>
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<td>60</td>
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<td>STEVIE NICKS</td>
<td>Two Kinds Of Love (Modern/Atlantic)</td>
<td>48</td>
<td>62</td>
<td>14%</td>
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<tr>
<td>BARRY MANILOW</td>
<td>The One That Got Away (Arista)</td>
<td>48</td>
<td>61</td>
<td>13%</td>
</tr>
<tr>
<td>ROXETTE</td>
<td>Listen To Your Heart (EMI)</td>
<td>36</td>
<td>49</td>
<td>13%</td>
</tr>
<tr>
<td>SIMPLY RED</td>
<td>You Got It (Elektra)</td>
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<td>60</td>
<td>13%</td>
</tr>
<tr>
<td>MILLI VANILLI</td>
<td>Girl I'm Gonna Miss You (Arista)</td>
<td>40</td>
<td>51</td>
<td>11%</td>
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<tr>
<td>MARIA MCKEE</td>
<td>To Miss Someone (Geffen)</td>
<td>19</td>
<td>30</td>
<td>11%</td>
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</table>
RANDY CRAWFORD
"KNOCKIN' ON HEAVEN'S DOOR"
THE NEW SINGLE • PRODUCED BY MICHAEL POWELL

Featuring Eric Clapton and David Sanborn

FROM
THE
ORIGINAL
MOTION
PICTURE
SOUNDTRACK
AND
WARNER
BROS.
FILM
LETHAL
WEAPON 2

www.americanradiohistory.com
• BEE GEES
According to Barry Gibb, the three brothers' new album, "One," was to have included fourth brother Andy, who died prior to the first recording session. Barry told Associated Press, "We were all going to link up together once and for all. That's why the album is dedicated to Andy."

• TRAVELING WILBURYS
Though no follow-up album has been recorded by the Orbison-less Wilburys, it is reported that Jeff Lynne, Tom Petty and George Harrison have all contributed to a comeback album for the legendary Del Shannon.

• L.L. COOL J
L.L.'s first single, I NEED A BEAT, recorded in 1984 when he was sixteen, was made for less than $700 and sold more than 120,000 copies. His first album, "Radio" was the first certified gold album in the Def Jam catalogue.

• B.J. THOMAS
B.J.'s first hit came in 1966 with a cover of the Hank Williams song I'M SO LONESOME I COULD CRY.

• PRINCE
Five years ago, in the summer and fall of '84, Prince had three number one singles off of the Purple Rain soundtrack and his song I FEEL FOR YOU, covered by Chaka Kahn, also went to the top of the charts.

• B.A.D.
It was just one year ago that B.A.D.'s leader Mick Jones was unconscious and on a life support system in a hospital suffering from pneumonia and other complications from a bout with chicken pox.

• PAUL McCARTNEY
Prior to each live concert appearance of Paul's upcoming world tour, a film documentary on the life and times of McCartney will be shown as a warm-up. The short is directed by Richard Lester of Hard Day's Night fame.

• YOUNG MC
Young, whose real name is Marvin Young, recently graduated from The University Of Southern California with a degree in economics.

• EMMYLOU HARRIS
Her 1985 project, "The Ballad of Sally Rose," was an adventurous concept album co-produced by British born songwriter Paul Ken-nerly. Soon after completing the album the couple married.

• MOLLY HATCHET
When the band first formed back in 1975, they named the group after an infamous Southern prostitute who allegedly mutilated her clients.

• JACKSON BROWNE
It was ten years ago next week that MUSE, (Musicians United for Safe Energy) began a series of concerts at Madison Square Garden in New York City. Performances by Jackson Browne, Bonnie Raitt, Crosby, Stills & Nash, Bruce Springsteen and others were captured in the film No Nukes and nearly a million dollars was raised for the fight against nu-

• BILLY "CRASH" CRADDOCK
It has now been thirty years since "Crash" began his recording career as a pop singer, a la Conway Twitty, for Columbia Records.

• POCO
Jimmy Messina, a native of Harlingen, Texas and Richie Furay, a native of Dayton, Ohio originally met when both were members of Buffalo Springfield in 1967. A year later, after Messina had produced Buffalo Springfield's second album, the pair left the group and formed Poco.

• BUCK OWENS/RINGO STARR
The new Buck Owens album featuring the once-in-a-lifetime duet of Buck and Ringo doing ACT NATURALLY will be released the week prior to the CMA Awards show. The duo is already nominated in the Vocal Event Of The Year category, marking the first time any Beattle has been considered for a Country music award.

• CINDY BULLENS
Cindy's big breaks as a singer came in the mid-seventies when she sang background vocals on Rod Stewart's "Atlantic Crossing" album.

• STEPHEN BISHOP
Another version of his current single, WALKING ON AIR, can be heard in the 1986 film, "The Boy Who Could Fly," starring Jay Underwood and Lucy Deakins.

• ROSANNE CASH
A videocassette entitled "Rosanne Cash: Retrospective" is scheduled for release September 19. The cassette will contain video clips for nine of Rosanne's Top Ten Country hits, including a never-before-seen live performance of "Seven Year Ache."
TAKE THE BEST TRAIL!

5 STAR VIDEO ON VH-1!

k.d. lang

AND THE RECLINES

"Trail Of Broken Hearts"

The Breathtaking New Single
From The Album Absolute Torch And Twang

Produced by Greg Penny, Ben Mink and k.d. lang

Management: Larry Wanagas, Bumstead Productions

www.americanradiohistory.com
**MOST ADDED**

Randy Travis (90)  
(Warner Bros.)

Ronnie Milsap (63)  
(RCA)

Shenandoah (57)  
(Columbia)

Holly Dunn (50)  
(Warner Bros.)

Don Williams (48)  
(RCA)

**TOP TIP**

Holly Dunn  
There Goes My Heart Again  
(Warner Bros.)

Holly's latest offering has already captured the hearts of 80 programmers.

**RECORD TO WATCH**

Glen Campbell  
She's Gone, Gone, Gone  
(Atlantic)

Glen's first single for Universal is coming on strong, with 30 adds including KVET, KIKM, WAOV, WDFW, WSFR, WLLX/FM, etc.

---

**CHARTBOUND**

<table>
<thead>
<tr>
<th>ARTIST TITLE LABEL</th>
<th>REPORTS</th>
<th>ADDS</th>
<th>HEAVY</th>
<th>MEDIUM</th>
<th>LIGHT</th>
<th>HIT FACTOR</th>
<th>WEEKS</th>
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<tr>
<td>Shenandoah - Two Dozen Roses (Columbia)</td>
<td>143</td>
<td>57</td>
<td>-</td>
<td>27</td>
<td>59</td>
<td>18%</td>
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<tr>
<td>Randy Travis - It's Just A Matter Of Time (Warner Bros.)</td>
<td>126</td>
<td>90</td>
<td>2</td>
<td>13</td>
<td>21</td>
<td>11%</td>
<td>2</td>
</tr>
<tr>
<td>Don Williams - I've Been Loved By The Best (RCA)</td>
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<td>48</td>
<td>2</td>
<td>17</td>
<td>51</td>
<td>16%</td>
<td>3</td>
</tr>
<tr>
<td>Emmylou Harris - I Still Miss Someone (Reprise)</td>
<td>102</td>
<td>8</td>
<td>2</td>
<td>33</td>
<td>59</td>
<td>34%</td>
<td>6</td>
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</tbody>
</table>
WHAT IS A KENTUCKY HEADHUNTER?

A. [ ] THE MERCURY COUNTRY PROMOTION STAFF
B. [ ] ELVIS' ROAD CREW (TOUR' 89).
C. [✓] THE MOST EXCITING COUNTRY BAND OF THE DECADE!

ON YOUR DESK NOW - "WALK SOFTLY ON THIS HEART OF MINE"

the GAVIN REPORT
58/32

PolyGram
CONGRATULATIONS are the order of the day. First off we're welcoming the newest addition to the Gavin Family, Kourtney Cassidy Robbins. She was born to a very proud Lisa Smith-Robbins and husband Keith on Wednesday September 6, weighing 8lbs, 6oz. Mother and daughter are both doing fine. Best wishes to Marie Osmond and Brian Bosil on the birth of their daughter Rachael Lauren, born August 19, weighing 8lbs, 9oz. We'd also like to congratulate the winners of the 1989 CMA Broadcast awards. The winners are (in large, medium and small markets respectively): Station Of The Year: WMZQ-Washington; CHAM-Hamilton, Ontario, and WAXX-Eau Claire, WI. GM Of The Year: Craig Magee, KIKK/ FM-Houston. Jerda Bullard, WZZK-Birmingham, and Dick Maynard, KEKB-Grand Junction, CO. PD Of The Year: Barry Mardif, WWWV-Detroit; Jim Tice, WZZK-Birmingham; and Rick Mize, WKNN-Biloxi. MD Of The Year: Mac Daniels, KPLX-Dallas; Bob Sterling, WZZK-Birmingham; and Don Gilbert, KSTC-Sterling, CO. Congratulations to all the nominees and winners!

STATION NEWS: KSFA-Nacogdoches has a new phone number. They can be reached at (409) 560-6677. Jeff Duffy at KOKK-Huron, SD is now taking music calls on Mondays, and Tuesday after 3:30 Central time. Gerry O'Brien will take music calls Mondays 3:30-4pm and Tuesdays 3:00-5:00. KSJJ/KPRB-Redmond is in need of station ID's using their new calls and slogan. Any artists interested please call Bernie Miller at (503) 548-5101. Dan Potter has been named News Director at WBAP-Dallas, taking over for Joe Holstead who moves to Farm Director and host of "Good Morning Texas". Joe Ladd, Music Director and 20-year veteran of KIKK-Houston is joining the station's morning team. "I'm in it for the extra money," jokes Ladd, "why else would anyone get up at 3:30 AM, five days a week."...KROW-Reno recently sponsored a Cowboy Poetry reading in Sparks, broadcasting from the event for two hours. "The annual gathering in Elko has gotten so popular we wanted to bring some of the big-name cowboy poets to Reno," says Joel Muller. Apparently a good time was had by all.

PROGRAMMERS ARE TALKING ABOUT... The Kentucky Headhunters are creating quite a stir, causing many of our reporters to ask, "Have you heard these guys?" Paul Proctor at KYSS-Missoula says he's been getting great response to the song, adding, "They've got the electronics, but also a traditional feel." Bob Day at KKKZ-Ruston agrees, citing unbelievable calls on the record since he first put it on...Paul Kelley says his listeners are going crazy for the new Dwight Yoakam single...Over in Sacramento, KRAK listeners have made Daniele Alexander the third most requested record. reports Lee Pitt...
PHOTO FILE

JUST KILLIN' TIME.
After a recent performance with Dolly Parton, Clint Black invited some industry heavies backstage. Pictured left to right are: ABC Watermark's Neil Haislop, KZLA's Barbara Barri, RCA's Jack Weston, KZLA's Bob Guerra, Black, RCA's Joe Galante, KZLA's Norm Visger, RCA's Carson Schreiber and ABC Watermark's Bob Kingsley.

DIM LIGHTS, THICK SMOKE AND LOUD LOUD MUSIC.
WKKG-Columbus Program Director Clint Marsh hangs out backstage with Bill and Radney after a recent Foster and Lloyd concert.

FUN IN THE SUN.
Highway 101 chose the desert setting of Palm Springs to shot the video for "Honky Tonk Heart." They also used footage from a KCMJ-sponsored concert. Pictured backstage are (l-r): KCMJ's Eric Shade, Cindy Olson, Paulette Carlson, and bossman Rick Young.

Thanks Radio For My First Chart Single!

TIM MENSY
"STONE BY STONE"

© 1989 CBS RECORDS, INC.
### NEW RELEASES by Lisa Smith & Cyndi Hoelzle

**HIGHWAY 101 - Who's Lonely Now**
(Warner Bros)
The first single from Highway's upcoming album Paint The Town is an upbeat rockabilly number co-written by Kix Brooks and Don Cook. Wonderful sarcastic lines like, "you know I'd love to help, but I'm seeing someone else" let Paulette show off her vengeful vocals.

**NITTY GRITTY DIRT BAND - When It's Gone**
(Universal)
The fourth single from the Will The Circle Be Unbroken II album is the Dirt Band and friends on an all-acoustic back porch jam. We can't imagine anything better.

**VERN GOSPIN - That Just About Does It**
(Columbia)
Another gem from Vern and his writing partner Max D. Barnes. This song is classic Gosdin, exactly what listeners have come to expect from him—goosebumps and all.

**ZACA CREEK - Sometimes Love's Not A Pretty Thing**
(Columbia)
We know nothing about this band except how good they sound. It's a well-produced contemporary record, with a good hook and great bluesy lead vocals. Give it a listen.

**GLEN CAMPBELL - She's Gone. Gone. Gone**
(Universal)
Campbell resurrected this Harlan Howard classic to show off some impressive picking. (Remember Campbell was a top L.A. studio guitarist long before his Country music career took off.) The single features three ace guitar players—Reggie Young, New Grass' Pat Flynn and Campbell—each taking a break.
MOST ADDED

1. THE ARMS OF LOVE - STEVE KUJALA (SONIC EDGE)
2. ELDORADO - PATRICK O'HEARN (PRIVATE MUSIC)
3. REDUX - DANNY O'KEEFE (BEACHWOOD/CHAMELEON)
4. VISTA - WILLIAM ELLWOOD (NARADA/LOTUS)
5. NIKI NANA - YANNI (PRIVATE MUSIC)

TOP TIP

THOM ROTELLA
HOME AGAIN (DMP)

PATRICK O'HEARN
ELDORADO (PRIVATE MUSIC)

Our two highest AA debuts of the week—#34 and #41.

RECORD TO WATCH

STEVE KUJALA
THE ARMS OF LOVE (SONIC EDGE)

Steve Kujala's flute innovations scored our AA Most Added honors this week.

CHARTBOUND

* STEVE KUJALA (SONIC EDGE)
* DAVID VAN TIEGHEN (PRIVATE MUSIC)
* WILLIAM ELLWOOD (NARADA/LOTUS)
* BOB THOMPSON (INTIMA)

*WENDY WALL (SBK)
*BILLY CHILDS (WINDHAM HILL JAZZ)
*DANNY O'KEEFE (BEACHWOOD/CHAMELEON)
*WOODWORKS ONE (MESA)

*YANNI (PRIVATE MUSIC)
*MARK WINKLER (CHASE MUSIC GROUP)
*WALLY BADAROU (ISLAND)
*SHILOH (HIPPODROME)

Dropped: #37 Rippingtons, #46 Elements, #49 Sojo, #50 Capercaille, Ana Caram.

*Debuts in chartbound

September 15, 1989
**MOST ADDED**

1. THE ARMS OF LOVE - STEVE KUJALA (SONIC EDGE)
2. LISTEN HERE! - GENE HARRIS QUARTET (CONCORD JAZZ)
3. RIQUE PANTOJA (SOUND WAVE/TROPICAL STORM)
4. HOME AGAIN - THOM ROTELLA (DMP)
5. IN DIXIELAND - GEOFFREY SHEARING (CONCORD JAZZ)

**TOP TIP**

STEVE KUJALA

THE ARMS OF LOVE

(SONIC EDGE)

Double Number One Most Added status for this unique talent.

**RECORD TO WATCH**

LISTEN HERE!

LISTEN HERE!

GENE HARRIS QUARTET

LISTEN HERE!

(CONCORD JAZZ)

Jazz programmers get hooked on pianist Harris’s super technique. His version of “This Masquerade” is a knockout.

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**CHARTBOUND**

- GENE HARRIS QUARTET (CONCORD JAZZ)
- WILLIAM AURA & FRIENDS (HIGHER OCTAVE) MARK WINKLER (CMG)
- MARCOS SILVA/INTERSECTION (CROSSOVER/CONCORD)
- MONGO SANTAMARIA (CONCORD JAZZ)
- BILL WOLFER (NOUVEAU/K-TEL)
- FULL SWING (CYPRESS/A&M)
- AZYMUTH (MILESTONE)
- WOODWORKS ONE (MESA)
- STEVE KUJALA (SONIC EDGE)
- LETHAL WEAPON 2 (WARNER BROS.)
- JAZZMOBILE ALL STARS (TAYLORMADE)
- RIQUE PANTOJA (SOUND WAVE/TROPICAL STORM)
- AMINA CLAUDINE MYERS (NOVUS/RCA)
- JIM HALL QUARTET (CONCORD JAZZ)

Dropped: #40 New York Voices, #41 Dan Siegel, #45 McCoy Tyner Big Band, #46 Joey DeFrancesco, #50 Richard Elliot.

*Debut in chartbound*
"It's relentless. What I really like to see is the two percussionists sweat."

Mark O' Connor 7/20/89
**MOST ADDED**

1. PUMP - AEROSMITH (Geffen)
2. WE TOO ARE ONE - EURYTHMICS (Arista)
3. "ROCKIN' IN THE FREE WORLD" NEIL YOUNG (Reprise)
4. "IF IT'S LOVE" - SQUEEZE (A&M)
5. "SATELLITES" - RICKIE LEE JONES (Geffen)
6. "I WANT THAT MAN" - DEBORAH HARRY (Reprise)

**TOP TIP**

EURYTHMICS
WE TOO ARE ONE (Arista)

NEIL YOUNG
"ROCKIN' IN THE FREE WORLD" (Reprise)

**RECORD TO WATCH**

MOLLY HATCHET
"There Goes The Neighborhood" (Capitol)

The Southern boogie band that parts your hair with their axes is back and rockin.

Editor: Kent Zimmerman

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**ALBUM**

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1. **ROLLING STONES** - Mixed, Sad, Terrifying, Rock (Rolling Stones Records)
2. **POCO** - Call, Began, People (RCA)
3. **TEARS FOR FEARS** - Sowing (Fontana/Mercury)
4. **AEROSMITH** - Elevator, Lust, Gun, Other, Takes (Geffen)
5. **JOE COCKER** - Night (Capitol)
6. **MELISSA ETHERIDGE** - Souvenirs (Island)
7. **DON HENLEY** - Dirt, Quietly, Innocence, Worthless (Geffen)
8. **ALARM** - Sold (IRS)
9. **TREVOR RABIN** - Something, Promises (Elektra)
10. **TOM PETTY** - Free, Running, Back (MCA)

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**CHARTBOUND**

Dropped: #28 Indio, #31 Blue Murder, #42 Pete Townshend, #43 Richard Marx, #46 Youssou N'Dour, #47 10,000 Maniacs, #50 Skid Row.
JUST WAIT ‘TIL THE SMOKE CLEARS

SHOTGUN MESSIAH

A SCORCHING BRAND OF ROCK ‘N’ ROLL WITH A NEW ATTITUDE

EARLY ADDS AT: KKTX, WQFM, KFMH, WQBZ, WDNS, WYBR, KJBR, Z/ROCK • EARLY PLAY ON MTV
NEW RELEASES

Maybe so. Naive politics? Possibly. But remember that middle age has just been redefined by those of us in the age group that still carries cultural clout. Power to the people and all that! Liberal reactionary? To the grave, baby.

"REGINA" - SUGARCUBES
(ELEKTRA ENTERTAINMENT)
Not only our favorite Icelandic combo, but the 'cubes rated numero uno on our 1988 Gavin Year's End Alternative airplay chart. The same ingredients are intact; the flangey guitar chords, the dominant bass, the skip beat drumming, broken English and that hideous bellowing. Look out '89! The Sugarcubes could sweep another year!

ROCK ISLAND - JETHRO TULL
(CHRYsalIS)
Everyone has their own "Rock Island," including Jethro Tull. At first listen, Rock Island sounded a bit dingey. The second time through, I happened onto the title track. A curious set of lyrics seem to point to a sort of rock hopelessness. I'm venturing a guess here, I know, but there seems to be a disdain of those trapped in the web music's web. As someone who has diversified into other cottage industries (which Tull has since become), perhaps Ian Anderson's ultimate theme on Rock Island is "branch out." Hey boy with the personal stereo/nothing 'tween the ears but that hard rock sound" sure doesn't sound like Grammy-winning heavy metal magicians. Taken one step further, the concluding "Strange Avenues" seems to reinforce a feeling of futility in terms of music and its limits of power. Isn't it funny how some days the power seems limitless while the next day music may seem so constrained? Okay, I'll shut up.

MEGATOP PHOENIX - BIG AUDIO DYNAMITE
(COLUMBIA)
A complex piece of studio tapestry from the BAD boys. Megatop Phoenix turns more toward the art of assemblage using sampling, programming, bits and pieces of television, radio and maybe even short wave to make their political and social points. But it's the accidentally sensitive pieces like "Stalag 123," "Around The Girl In 80 Ways" and "The Green Lady" that work the best. The finest of the beatboxes include "Union Jack," "Rewind" and "James Brown.

"KINGDOM OF RAIN" - THE THE (EPIC)
Matt Johnson and Sinead O'Connor... the Elton and Kiki of Alternative radio. Howzabout the Sonny and Cher of the hostage set? This is very potent stuff from the sold-out-in-advance-first-ever-The-The-tour featuring ex-Smiths guitarist Johnny Marr.

"ROCKIN' IN THE FREE WORLD" - NEIL YOUNG (REPRISE)
Neil Young's voice sounds best when it's angry, frantic, maybe both. "...Free World" is a condemnation of people having to live in the street in the midst of the planet's deterioration. Though it's a rockin', schizoid tune, Neil seems to be singing from the view of a parent. The acoustic version shows the roots of this protest song.
NEW RELEASES

THE SUBDUES (ATLANTIC)
MARDI GRAS MAMBO - ZACHARY RICHARD (ROUNDER)

Here are two hot examples of modern New Orleans rock that stays fresh without abandoning the roots feel. Note the emphasis on "modern." The Subdudes, now residing in Colorado, have a unique approach. Like Boston's Treat Her Right, they toy around with the rhythmic makeup of the band, not really incorporating a proper drummer. Hence the trax have a different—shall we say sub-dued?—approach, very hip and unique. Besides coincidentally being produced by Don Gehman (who was also a part of Treat Her Right's last album), fans include Mark Knopfler, Earl King (who wrote a liner note endorsement) and early supporters at KBCO. Zachary Richard is more entrenched in the New Orleans culture, choosing to open his new album with a fresh version of "Iko Iko." Richard (pronounced Ri-shard), in full mystical Mardi Gras regalia, is both mysterious and rootsy. Both artists fall between the cracks of strict format radio, much the way great bands like Dire Straits, U2 and the Police have in the past. Get my drift?

INSIDE ALTERNATIVE RADIO

By Linda Ryan

Some big guns being shot off this week as the race to the top of the charts intensifies. Will The Pogues hang onto #1? After an amazing jump this week, will The Red Hot Chili Peppers continue to gain speed? What about Winter Hours, The Ocean Blue and Pop Will Eat Itself—all maintaining their same positions on the this week? How much higher will B.A.D jump next week? For answers to these and other important questions, tune into the Gavin Report next week. Same bat-time, same bat-channel...LR

THE JAZZ BUTCHER - Big Scary Planet (Genius)
Just when I thought The Jazz Butcher was ancient history, Genius Records comes along and proves me wrong—but hey, I'm NOT complaining! The Jazz Butcher's tilted perspective on life (he's on the same plane as Robyn Hitchcock) makes for some interesting lyrics. Couple that with a quasi-psychedelic, semi-beat crazy sound and the combination is not only irresistible, but markedly unique. Jazz Butcher. Tracks to explore include "New Invention," "The Word I Was Looking For," "Bicycle Kid," "Nightmare Being" and "Do The Bubonic Plague." The Butcher's back—a cut above and better than ever. LINDA RYAN

DEBORAH HARRY - Def, Dumb And Blonde (Sire/Reprise)
In the wake of Deborah Harry's absence from the music scene, groups fronting blonde singers (Darling Buds, Transvision Vamp, Primitives etc.) have been popping up left and right. Well, her royal 'blondeness' is back so SIT DOWN girls! The new single is a dance-oriented song (written by Thompson Twins' Alannah Currie) called "I Want That Man" and it's got all the makings of a hit. I'm also excited about the song "Bike Boy," as it marks the return to her Blondie roots (no pun intended). Other tracks include "Kiss It Better" and "Calmarie." Another artist to welcome back after a long absence. LR

PRIMAL SCREAM - "Ivy Ivy Ivy" B/W "You're Just Too Dark To Care" (Creation)
This isn't what I expected from a Primal Scream record, and I'm pleasantly surprised. "Ivy..." is a manic pop song with a strong hook and (believe it or not) Beach Boy overtones. Perfect for radio—college radio or alternative commercial radio. This is one of the albums that can transcend the limitations and boundaries we tend to wrap artists/songs up in. The B-side is 'classic' Primal Scream—slow, moody and slightly psychedelic. Find this record—buy it and PLAY it! LR

BAD BRAINS - Quickness (Carolyn)
Bad Brains began their career in the late 70's in Washington, D.C. They later moved to New York City, where they are now based, and opened for such groups as The Damned, The Stranglers, The Clash and Gang Of Four. Originally a jazz-fusion group, they have progressed to a hardcore sound that hits at gut level. Their lyrics are intelligent and often angry, sometimes dealing with such controversial issues as gene manipulation, as in "Gene Machine/Don't Bother Me." Bad Brains' words are juxtaposed against a raging wall of music and they go from hardcore to pure reggae. Other tracks: "Soul Craft," "Don't Blow Bubbles," "You're Juice," "No Conditions" and "The Prophets Eye." The louder the better. ROBERT BARONE
MOST ADDED

1. 'REGINA' - THE SUGARCUBES (ELEKTRA)
2. 'SICK OF IT' - THE PRIMITIVES (RCA)
3. FRANK - SQUEEZE (A&M)
4. LOUDER THAN LOVE - SOUNDGARDEN (A&M)
5. ONE OF OUR GIRLS - A.C. MARIAS (MUTE/RESTLESS)
6. 'BLOW ME UP' - WILL AND THE BUSHMEN (SBK)

TOP TIP
CAMPER VAN BEETHOVEN
"Pictures Of Matchstick Men" (Virgin)

RECORD TO WATCH
FUZZTONES
In Heat
(Beggars Banquet/RCA)

The Fuzztones have a bizarre sense of humor—notice how the track order runs 'In Heat' and then 'Nine Months Later.' Shel Talmy (Kinks, Who etc.) produced this gem, so you know it rocks.

IMPORT/INDIE
CHRIS AND COSEY - Trust (Nettwerk)
BUFFALO TOM - Sunflower Suit (SST)
THE FLUID - Roadmouth (Sub Pop)
MEAT BEAT MANIFESTO - God O.D. (Wax Trax)
DANIEL JOHNSTON - King Kong (Homestead)
TROTSKY ICEPICK - El Kabong (SST)
HALF JAPANESE - Ride Ride Ride (50...Watts)
BEVIS FROND - Foreign Laugh (Reckless)

CHARTBOUND

SUGARCUBES - 'REGINA' (ELEKTRA)
PRIMITIVES - 'SICK OF IT' (RCA)
MICHAEL PENN - "NO MYTH" (RCA)
SUBDUDES - SUBDUDES (ATLANTIC)
FUZZBOX - "SELF" (GEFFEN)

Dropped: #38 Wire, #41 Boogie D.P., #45 Indio, #48 Love And Rockets, #50 PIL.

www.americanradiohistory.com
BIG AUDIO DYNAMITE
MEGATOP PHOENIX

INCLUDES JAMES BROWN, UNION JACK and CONTACT.

THUR., SEPT. 21
FRI., SEPT. 22
SAT., SEPT. 23
SUN., SEPT. 24
MON., SEPT. 25
WED., SEPT. 27
THUR., SEPT. 28
FRI., SEPT. 29

Philadelphia, PA - CHESTNUT CABARET
Trenton, NJ - CITY GARDENS
Sag Harbor, LI - BAY STREET
Montclair, NJ - MONTCLAIR STATE COLLEGE
Baltimore, MD - HAMMERJACKS
Providence, RI - LIVING ROOM
Boston, MA - CHANNEL
Boston, MA - CHANNEL

SAT., SEPT. 30
SUN., OCT. 1
TUE., OCT. 3
WED., OCT. 4
THUR., OCT. 5
FRI., OCT. 6
SAT., OCT. 7

Boston, MA - CHANNEL
New Haven, CT - TOAD'S PLACE
Washington, DC - BAYOU
New York City, NY - ROSELAND
New York City, NY - ROSELAND
Albany, NY - SARATOGA WINNERS
Poughkeepsie, NY - THE CHANCE

Produced by Mick Jones & Bill Price. Management: Gary Kurfist.

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JAZZ NEW RELEASES

SOMETHING BEAUTIFUL - CHRISTOPHER MASON (OPTIMISM)
If you heard a reedy, bluesy edge to Christopher Mason's alto sax, it's because the man has gigged with notables like Otis Rush, Albert Collins, Etta James and Johnny "Guitar" Watson. On the Jazz side, he's collaborated with Chet Baker and credits Chet with helping him reach the point in his career where he could get a label deal. Something Beautiful gets going four tracks into his ten song set, all of which are Mason's own compositions. "Bless All The Children" runs the full spectrum, with slow, careful phrasing in the opening to wild, honking flurries of notes at the end. Mason lays down all his cards on this track. If that cut suits your fancy, check out the next two, "Red's Blues" and "Grace Ave."

LEGACY: A COLLECTION OF NEW FOLK MUSIC (WINDHAM HILL)
Betcha a couple of artists pictured on the fifteen black and white snapshots on the cover will end up on big time, big label album sleeves. Windham Hill's new talent sweep originates a series of responses. A track like Cliff Eberhardt's "My Father's Shoes" puts it all on the line, as if this track is the last of Cliff's career. Some artists, like Bill Morrissey (with his looooww voice) brought in famous friends like Suzanne Vega. On another track, the Blue Rubies mix formats by performing Prince ("When You Were Mine") in a folky style. A few players, like Steven Roback, are estranged rock 'n rollers. Veteran Ian Matthews puts in a surprise performance. Legacy is not only a great group of songs--some angry, some poignant--but it's a great service, as each artist has a contact phone number and address. My favorite? Uncle Bonsai (anyone remember their great Northwest cult hit "Pensy Envy")? pulls off an intense, sad and humorous view of our generational cycle with "Men And Women."

HOW DID YOU FIND ME HERE - DAVID WILCOX (A&M/AMERICANA)
David Wilcox is a personal songwriter, and for those of us who arm itself with music only with an acoustic guitar. This is second release from A&M's new premiere Americana label, the first being Tish Hinojosa's Homeland disc."Eye Of The Hurricane" is about the freedom of a monster Honda motorcycle. You see, David Wilcox is one of those diehard troubadours, the backwoods version of a subway busker. Wilcox says it's best itself while understanding his own talent at the same time, "So these are not big-time songs. They fit just fine in a living room." We recognize some of the sidemen, including Mike McAdam who's picked some great guitar with Stevie Earle. Dave Pomeroy can be found on James McMurtry's fine debut album. Craig Krampf is a veteran drummer who helped on Melissa Etheridge's debut album. Best assured, the production is spare. In fact, it's almost hard to hear the aforementioned accompanists.

ELDORADO - PATRICK O'HEARN (PRIVATE MUSIC)
Can we talk? At the risk of sounding redundant, here goes. Like all of you, we're drenched with progressive Adult Alternative instrumental releases, and it's a chore separating the great from the bad. During the 70s we were influenced by German progressives like Klaus Schulze, the group Jane, Michael Rother and Tangerine Dream, and now we tend to evaluate new music with a hip mystique. Does a composition dramatically explore fresh possibilities or does it sound like canned music that should be played over baseball scores? Many times progressive AA instrumental projects attempt too much, trying to capture many exotic moods or states of mind. We think that one of the keys to great progressive adult programming is gravitating away from music that sounds unhip, unadventurous and square. Which is why you should dig into Eldorado. Having seen Patrick O'Hearn with Mark Isham and Peter Maunu when they were Group 87, we know that O'Hearn truly has hip credibility when it comes to picking tracks from his newest effort. For maximum impact proceed straight to "Chattahoochee Field Day," "The Illusionist," "There's Always Tomorrow" and "One Eyed Jacks." Definite top five material.

LISTEN HERE! - GENE HARRIS QUARTET (CONCORD JAZZ)
The last time we heard piano so crystalline and driving was when we were stuck in a jammed parking lot following a Warriors basketball game. KJAZ's Bob Parlocha was playing some smokin' Oscar Peterson so we just pulled over, turned off the headlights and listened. Gene Harris is great too. On this album he wrings every bit of emotion from every note of every standard he plays. His attack is precise and surprisingly even-handed, considering the number of notes that explode from each track. Old cohort Ray Brown stars as the bassman, and guitarist Ron Esche adds variety by switching between electric and acoustic. The opening rendition of Leon Russell's "Masquerade" is guaranteed to kill. One listen and it's "pass the Jim Beam." Two listens and it's time for a designated driver.

JIGSAW - MIKE STEARN (ATLANTIC)
Mike Stern finally translates onto vinyl this Jazz/ Rock Jekyll and Hyde persona many of us have enjoyed at his live dates. On a track like "Another Way Around" Stern will hold back early on, wrapping his sound in a blanket of effects; reverber, echo, flange, Roland Chorus—whatever—just to keep the attack of the notes layered and rounded at the corners. But essentially his rock sensibilities prevail and he'll stamp his footswitch to open a unimpeded electronic path from his guitar pickups to the amplifier. Then off he goes. His licks echo Clapton, Hendrix and John McLaughlin—an instant cross-cultural communication that pleases everyone from sport coat types to metal head/monster guitar devotees. Originally one of Pat Metheny's Berklee students during the seventies, Stern's playing is now much more centered and less chaotic than, for instance, his 1981 days with Miles Davis. Via Jigsaw Stern is able to wed his two extreme musical visions into one cohesive sound experience by relying on dominant contributions from drummer Peter Erskine and saxophonist Bob Berg. Both players can deliver the technique and precision that Stern's writing demands and can shift into a rock overdrive at a measure's notice. Other notable songs include "Loose Ends," "Kwirk" and the title track.

SAIL AWAY - TOM HARRELL (CONTEMPORARY)
Even though it was vacation time on the West Coast for Tom Harrell a few weeks ago, he consented to play a few dates in the area and even popped into the studio for a quick session. Having just left Phil Woods's band, the word is out that Tom is one happening figure on his own. Finally seeing him live was one of the most memorable gigs in ages. Most of us are familiar with Harrell's mental health struggles, his heavily medicated bouts with schizophrenia and his deteriorating outward personality. Trapped in his own world, the tremendous concentration he needs in order to play creates a stunning afterglow that clings to each note. Sail Away is the breakaway album for Harrell. Now he's a solo artist with lots of stored up ideas, making this record more of a testament to his considerable composing and bandleading skills. His pieces on trumpet are less personal, more acrobatic and challenging. On flugelhorn with a ballad type melody, Harrell's emotional feel is downright devastating. The stories he tells, especially on the middle register of the instrument, are poignant and gripping. He is simply supreme when it comes to capturing the emotions of the notes around the melody. And the notes don't pin you against the wall, they smother you, like some heightened elixir. Each of the six longish pieces are excellent, but on tracks like "Eon" and "Sail Away" his soloing stirs the heart and ear of the listener.

"Satellites" - RICKIE LEE JONES (GEFFEN)
Isn't it great when an innovative mainstream artist utilizes Jazz and Rock tendencies in her music? It makes our present all the more persuasive. This song, from the upcoming Flying Cowboys, is a winner. The scattish singing and the sax work give the song a sophisticated shine that leaves ample room for the catchy, charming vocal arrangements. Can't wait for the whole release.
If I ever have any regrets, which I never do, because I never regret anything I do—I won’t have anyone to blame but myself.

I’m really careful—I get calls daily for charities and things—I’m very, very, very careful about what I get involved with. I think it should be something I believe in strongly.

DS: Has Carole heard it?
M: Yes, and she really loves it. She’s really excited that it’s the new single, too. When you cover somebody’s song, especially a classic like “I Feel The Earth Move,” you don’t want to insult them—and a lot of people are so old-fashioned about it, but Carole King really loves updated versions of her songs because a few people have done them and she likes the idea.

DS: Who would you count among your major musical influences?
M: I think, as a singer, strictly as a singer—Barbra Streisand was one of my biggest influences, I think she’s one of the greatest singers of all time. She’s a singer’s singer. It really pushed me to get into class and work on my technique. My introduction to pop music didn’t come until I was thirteen. It was the first year of MTV, when Culture Club, and DuranDuran and all those people started coming out—that’s when I really got into pop. Culture Club was my favorite band. I just loved them—their music was just so beautiful. Their album, KISSING TO BE CLEVER, was the first one I ever went out and bought and, I listened to it religiously. There wasn’t a day that went by for about two years that I didn’t listen to and study it—the lyrics, the hooks, the arrangements, the meanings—everything. Boy George was the ultimate pop star. When he came out I said, “OK, I got to be a pop star like him because he’s just got something really special.”

I like soulful—that Motown influence. George Michael’s got it in the way he writes and sings. And then, Prince, when I discovered Prince I went nuts—he still inspires me. Whenever I’m going through a hard time and I’m stuck or I get down on myself, I go back and listen to his early albums. He was so young and just the fact that he’s willing to take as many chances as he can and try anything musically is inspiring. Also, one of the really, really brilliant artists is Cyndi Lauper, who’s incredible. She’s probably one of my favorite live performers—Cyndi Lauper, Prince and U2—I love Bono, he’s amazing. I like really passionate artists.

DS: There aren’t many ballads on this album. Was that intentional?
M: I love ballads—to me, ballads are career records. I want to get a bit more serious, more artistic in the next few albums and I figured that if I’m going to sing dance music, I better do it now while I’m young. When I was beginning to work on the project I was only eighteen. I have a background as a dancer and I love to dance, but I’m already outgrowing dance music in a way. Now, with my band I’m really getting into live bass and drums, back into just basic rock, so my music’s going to evolve a lot in that direction. I want to grow. I don’t want people to get burnt out on me on my first album. “Toy Soldiers” gives a taste of what else there is of me as an artist and songwriter, and on the next album you’ll get more of that.

DS: So, you see yourself becoming very diverse and surprising us?
M: Sure. I’m changing all the time. For the next album, I already have four ideas for songs that are really just straight out, blunt, to-the-point, and a bit more controversial.

DS: Would you like to see your audience and career expand into Latin America?
M: Yes, absolutely. I’m just getting ready to put the album out in Latin America and it’ll feature four cuts in Spanish.

DS: You’ve been involved in several causes—some things you feel strongly about. Is that something you thought you’d always be doing if you became a success?
M: Well, I think if it’s something I believe in and I can make a difference, then of course I want to help.

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the GAVIN REPORT
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PERSONAL PICKS

SINGLES by Dave Sholin

THE ALARM - Sold Me Down The River (IRS)
Certain songs help make careers and the newest effort by The Alarm falls into that category. They've built a loyal following on Alternative and Album radio where this track has been flying up the chart the past several weeks. Timing couldn't be better for what will likely turn into an anthem.

GLORIA ESTEFAN - Get On Your Feet (Epic)
Gloria and husband Emilio have demonstrated perfection in the art of turning out the very best in pop/dance music infused with Latin rhythms. It's safe to assume this one's a shoo-in that'll 'em either shakin' it on the floor or turnin' up the radio.

EURYTHMICS - Don't Ask Me Why (Arista)
After hearing their very first big hit, "Sweet Dreams," it was clear that Annie Lennox and Dave Stewart were a pair of true originals. Six years later they move to a new label and issue an album which garnered rave reviews last week from Ron Fell and Kent Zimmerman. Programmers will no doubt embrace this track that has got wide-ranging appeal.

LINDA RONSTADT featuring Aaron Neville - Don't Ask Much (Elektra)
Written by legendary composers Barry Mann, Cynthia Weil and Tom Snow, I first heard this stunning ballad in 1981, then sung by Bill Medley. Under the guidance of producer Peter Asher, the joining of these two magnificent singers scores a ten on the emotional impact meter. An exceptional, heartfelt performance.

BELINDA CARLISLE - Leave A Light On (MCA)
Belinda's string of hits from her last album served notice she was an artist with a very bright future. One listen to this first release from her forthcoming LP, "Runaway Horses," is all it takes to realize the belief in her talent was well-founded. George Harrison lends his talent as lead guitarist on an entry that is pop perfection—and that's putting it lightly.

NATALIE COLE - As A Matter Of Fact (EMI)
From the moment she exploded onto the music scene in the mid-seventies Natalie's forged a constituency among Top 40, A/C and Urban Contemporary listeners. Here's a bouncy, upbeat production that sounds like it's gonna please 'em all.

SOUL II SOUL - Back To Life (Virgin)
It's really easy to get caught up in the groove of the ingenious creations of Bereford Romeo, otherwise known as Jazzy B, and the Soul II Soul contingent. It's already got 'em hooked in New York where HOT 97 jumps it 28-10 after adding it last week plus it moves 26-23 crosstown at Z100. Also charted at WIOQ #12, KMEL #16 and KSTN #27.

ALBUMS by Ron Fell

TINA TURNER - Foreign Affair (Capitol)
Tina took much of 1988 off to recover from the vicious cycle of recording/touring/recording. The rest is musical history. Working on this new album in a less pressure-filled environment allowed Tina and her co-producers (Dan Hartman, Rupert Hine, etc.) to create without a deadline, making it possible to go with the flow rather than swim upstream. One-to-one songs of love set to richly textured and pulsing heartbeat rhythm tracks are the rule. Tony Joe White contributes four songs to the project, including the wonderful title track, FOREIGN AFFAIR. The lead single, THE BEST,(written by Mike Chapman and Holly Knight) sets a smokin' pace which will be followed-up on the air by tracks such as UNDENIABLE AGENT FOR THE BLUES (another Tony Joe composition) and a new Albert Hammond/Graham Lyle song I DON'T WANNA LOSE YOU. Star-studded cameos from Mark Knopfler, Edgar Winter and the perennially under-rated guitarist Eddie Martinez are but frosting on the cake. Now if we can just convince Ms. Turner to take it on the road all will be right with the world.
THESE ARE THE FACTS

MISS YOU LIKE CRAZY
#1 A/C TRACK—R&R AND BILLBOARD  ➤ TOP 10 CHR—R&R  ➤ TOP 10 PCF—BILLBOARD  ➤ #1 URBAN CONTEMPORARY TRACK—R&R
#1 BLACK SINGLES—BILLBOARD

I DO
STILL GOING STRONG

TOP 10 URBAN CONTEMPORARY—R&R  ➤ TOP 10 BILLBOARD BLACK SINGLES  ➤ TOP 20 A/C—R&R

FACT

Natalie Cole

SHE'S BACK
AND THE NEW SINGLE
AS A MATTER OF FACT
IS A HIT!!!
SEE HER ON HER DAZZLING SOLO TOUR

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DARRYL TOOKES, "LIFEGUARD," THE DEBUT SINGLE

LOOK
"Lifeguard" video now on BET and soon on VH-1

AND LISTEN
Darryl Tookes now breaking big at A/C, NAC and R&B

“A musician’s musician. A songwriter’s songwriter. It’s a pleasure to see music with substance selling.”
—Bruce Baxall—Turtles

Darryl Tookes. An unrelenting, new romantic presence.

Produced and arranged by Darryl Tookes and Danny Leake for SBK Record Productions, Inc.
Management: Robert A. Hebert, Esq. for The Hebert-Owens Organization

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