JODY WATLEY | PRECIOUS LOVE
The New Single

FOLLOW UP TO THE TOP 5 HIT "EVERYTHING" FROM THE PLATINUM PLUS LP

"LARGER THAN LIFE"

Produced by Andre Cymone
Remixed by The Dynamic Duo
and Brian "Chuck" New.
Management: Bennett Freed
for Loot Unlimited
## Gavin At A Glance

### Top 40

**Most Added**
- **Michael Bolton**
  - "How Can We Be Lovers" (Columbia)
- **Bell Biv DeVoe**
  - "Poison" (MCA)
- **Freddie Jackson**
  - "All Over You" (Orpheus/EMI)
- **Babface**
  - "Whip Appeal" (Solar/Epic)

**Record To Watch**
- **Inner City**
  - "Whatcha Gonna Do With My Lovin'" (Virgin)
- **Billy Davis**
  - "I Want You" (G.O.T.)
- **Mary Davis**
  - "Don't Wear It Out" (Tabu)
- **Lacy J. Dalton**
  - "Black Coffee" (Capitol)
- **Travis Tritt**
  - "Help Me Hold On" (Warner Bros.)

### Urban

**Most Added**
- **Donna Lewis**
  - "Blue" (Epic)
- **Witney**
  - "I'm In Control" (Capitol)
- **Babyface**
  - "Whip Appeal" (Solar/Epic)
- **Michael Bolton**
  - "How Can We Be Lovers" (Columbia)

**Record To Watch**
- **Bell Biv DeVoe**
  - "Poison" (MCA)
- **Freddie Jackson**
  - "All Over You" (Orpheus/EMI)
- **Babface**
  - "Whip Appeal" (Solar/Epic)
- **Michael Bolton**
  - "How Can We Be Lovers" (Columbia)
- **Lacy J. Dalton**
  - "Black Coffee" (Capitol)

### A/C

**Most Added**
- **Basi**
  - "Cruising For Bruising" (Epic)
- **Kenny Rogers & Gladys Knight**
  - "If I Knew Then What I Know Now" (Reprise)
- **Michael Bolton**
  - "How Can We Be Lovers" (Columbia)

**Record To Watch**
- **Bella Biv DeVoe**
  - "Poison" (MCA)
- **Freddie Jackson**
  - "All Over You" (Orpheus/EMI)
- **While You Were Sleeping" (Island)
- **Bilbo Davis**
  - "I Want You" (G.O.T.)
- **Mary Davis**
  - "Don't Wear It Out" (Tabu)

### Country

**Most Added**
- **Lacy J. Dalton**
  - "Black Coffee" (Capitol)
- **Desert Rose Band**
  - "In Another Lifetime" (MCA/Curb)
- **Jo-El Sonnier**
  - "The Scene Of The Crime" (RCA)

**Record To Watch**
- **Lacy J. Dalton**
  - "Black Coffee" (Capitol)
- **Travis Tritt**
  - "Help Me Hold On" (Warner Bros.)

### Jazz

**Most Added**
- **Tony Williams**
  - "Native Heart" (Blue Note)
- **Don Grusin**
  - "Raven" (GRP)
- **Superblue**
  - "Superblue 2" (Blue Note)

**Record To Watch**
- **Tony Williams**
  - "Native Heart" (Blue Note)
- **Spencer Brewer**
  - "Dorian's Legacy" (Narada/Equinox)
- **Deborah Henson-Conant**
  - "Captured in the Act" (GRP)

**Alternative**

**Most Added**
- **The Silos**
  - "Ragged" (RCA)
- **The Blue Aeroplanes**
  - "Jacket" (Ensign/Chrysalis)
- **Caterwaul**
  - "Portent Hue" (IRS)

**Record To Watch**
- **The Silos**
  - "Ragged" (RCA)
- **The Blue Aeroplanes**
  - "Jacket" (Ensign/Chrysalis)
- **The Beautiful**
  - "Welcome To The Beautiful South" (Elektra)

**Adult Alternative**

**Most Added**
- **Robert Palmer**
  - "Life In Detail" (EMI)
- **Dave Edmunds**
  - "Closer To The Flame" (Capitol)
- **Depeche Mode**
  - "Enjoy The Silence" (Sire/Reprise)

**Record To Watch**
- **Robert Palmer**
  - "Life In Detail" (EMI)
- **Dave Edmunds**
  - "Closer To The Flame" (Capitol)
- **The Church**
  - "Metropolis" (Arista)
SCOTT ENERGIZED, SMITH TO KKFR

KNRJ (Energy 96.5)-Houston Program Director Steve Smith has officially been named VP/Programming for The Broadcast Group, and as announced will program KKFR-Phoenix. As of Tuesday, 2/27, current KKFR PD Ron Parker was still in office, but declined comment of the past week’s events. Parker’s contract expires on March 28.

Smith’s assistant at Energy 96.5, Jeff Scott, is taking over as Program Director, with Smith remaining on a consultancy basis through the station’s sale from Emmis to Nationwide.

Scott has been in Houston a total of seven years, and has worked at KRBE and KKBQ where, ironically, he was Ron Parker’s assistant.

Although Energy 96.5’s sale is almost complete, Scott accepted the position with the hope that he can remain at the station after the changeover. “I’m going to do everything in my power to convince Nationwide that I’m the man for the job,” he said. “I know we’ve done here so far and the history of the station.”

“It’s been a great experience working for Emmis, and the Houston staff,” said Steve Smith.

“Jeff Scott is without a doubt very capable of carrying through with our mission,” “Steve deserves a tremendous amount of credit for putting this station on the map,” countered Scott.

ANGER MOTOWN COO

Harry Anger, formerly Executive Vice President, West Coast at PolyGram Records, has joined Motown Records as Chief Operating Officer.

In making the announcement, Motown President/CEO Jheryl Busby said, "I am extremely excited about Harry Anger's decision to join the Motown family. His industry background, knowledge and expertise were the needed ingredients in the organization and development of our young company."

Anger is in twenty year industry vet. He has worked in Marketing Sales and International Operations at RCA and Arista.

"Motown Records has had an incredible past and the nineties hold great opportunities," he said. "I am certain chapter two in the Motown story will be an exciting adventure."

Kiley Promoted

STRADFORD’S ON THE BEAT

With the implementation of the station’s new Urban Contemporary format, KKBT-Los Angeles President and General Manager James deCastro has promoted Liz Kiley to Operations Manager and brought in Mike Stradford to step in as Program Director.

Stradford, currently Program Director at KMJQ-Majic 102-Houston, will join the station on March 19.

KKBT changed format from Classical to a "beat" format in September of 1989, but sagging ratings in an extremely competitive market forced a quick change to Urban Contemporary.

"In the short time that Liz has been part of the Evergreen team she has demonstrated tremendous drive and dedication,” said de-Castro. "I have full confidence in Liz to oversee programming and operations as we embark on this new challenge."

Stradford has worked as Program Director at KJMM-Majic 108-St. Louis and before that was Assistant Program/Music Director at WDRQ-Detroit. "I’m thrilled that Mike will be joining the staff of FM 92-The Beat," said Kiley. "He has had terrific experience and great success in programming an Urban format. We are confident he can duplicate his efforts here."

Stradford commented, ”I’m very happy to be in Los Angeles and working with Liz Kiley and Jim deCastro in building a powerhouse radio station. It’s a great opportunity for making dramatic inroads for Urban radio."

McCARTNEY SET TO PROGRAM KROY

News from Sacramento, CA is that KTFT-San Antonio Program Director Jeff McCartney will take over the KROY PD slot left vacant when Sean Lynch exited the station a month ago. Neither McCartney nor KROY GM Tom Shore could be reached for comment.

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BOBBY

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CITY

WHATCHA' GONNA DO WITH MY LOVIN'

GAVIN TOP 40:
UP & COMING 75/17

ADDS INCLUDE:
WBNQ
KKJO
KTMT
WZWZ
KEEZ
KDKZ
KGWY/FM
KRIT

WLOL 26-22
KDWB 27-20
WBIZ D-29
KXXR D-40
KMOK
KOZE
SLY/96
KSND
WDAY/FM

GAVIN TOP 40:
RECORD TO WATCH DEBUT IN UP & COMING 32/15

ADDS INCLUDE:
KZZB
WTIC/FM
KKBG
WGOR
KITU
KFMA

Z98
KAF
WKFR
WBSS
KTUF
KQEN
KPKY

HOT97 29-21
KITY 27-23
B95 33-29
KDON 26-23
KMEL 28

PWR99 D-30
KNRJ D-39
FM102 D-28
KYN6 24-22
B96 29-27

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RIZZO: A BORN AGAIN ARISTA

During the last few weeks of the “will-he-or-won’t-he-stay” story of Arista promo bigwig Rick Bisceglia, National Director of A/C Mark Rizzo was struggling with his own dilemma.

During that state of flux within the label’s Promotion Department, Rizzo was approached by Phil Quartararo and Charisma Records to direct A/C and Secondary Top 40. “I left Arista for the opportunity,” Rizzo said. “It came at a time when I felt I needed a change—rumors were rife—I didn’t know where my future was with Arista.”

But, wait a second! Bisceglia not only ended up staying at Arista, he got a big promotion to Senior Vice President of Promotion. “When Rick signed his deal to come back to Arista I felt like, ‘Oh, boy, what did I do now,’” said Rizzo.

Before Rizzo had a chance to settle in at Charisma, Bisceglia approached him to come back to Arista as Senior Director of Adult Contemporary, and with Quartararo’s blessing, Rizzo followed Bisceglia back down the block.

“What can I say,” said Rizzo, who was brimming with compliments for Quartararo. “Phil has been a plum through it all—he’s a nice and generous man. He really cared about what was best for me and where I’d be the most happy.”

Winward Surfaces at Alpha International

Winward has joined the relatively new Alpha International Records (established 1989) as Vice President A&R/Artist Development. He will direct artist acquisition and develop new divisions within the company that will represent the label’s new Rock, Alternative, Dance and Pop artists.

Winward most recently did a short stint at Champion Entertainment, before which he was Vice President/Promotion at Enigma Records.

“Rick plays an important part of Alpha’s formula which is designed to build a competitive entertainment in the 1990s,” said company President Peter Peullo.

“He’s a seasoned professional who will directly effect our artist roster.”

“Alpha International is an established force in Black and Urban Music,” said Winward. “I look forward to encouraging the company’s growth in new music markets.”

RADI-O-rama

The fallout from proposed Record-labeling legislation is beginning to settle on record companies, as retailers stop ordering stickered albums. WaxWorks, a one-stop, has dropped all labeled albums, the Trans World chain is asking for proof of age to purchase, and on Tuesday, a source told the Gavin Report that Record Bar has pulled product by 2 Live Crew and further, will be giving all Rap product the axe.

The labeling issue has been snowballing for five years now, since National PTA convention attendees expressed “outrage” at the availability of what they considered to be “questionable” product. Record companies, distributors and retailers adopted a "wait and see" and "it'll never happen" posture, but now seven states have introduced labeling bills and more will try to say "how do you do" to stickering by the end of the year. And although specific language is different in each instance, the bottom line is that retailers will be held responsible for the sale of unstickered product with lyrics that are considered to contain references to drug and alcohol abuse, explicit sexuality and excessive violence.

The two music genres to be hit hardest initially promise to be Rap and Heavy Metal. Delicious Vinyl National Promotion Director Wendell Greene told us he felt that, "it's unfair to single out a certain type of music. They need to take a close look at each recording." And although the major chains will be dropping some Rap product, Greene felt that Mom and Pop-type stores would carry product, and the Rap audience, who already shop at such outlets, would be able to get the records they want.

The Hollywood glitterati felt the cold splash of reality last week as Grammy-goers were greeted with banners placed on display at the Shrine Auditorium shouting "Warning: Your Artistic Freedom Is At Risk" at them. Also made available through the presence of the RIAA and NARAS were copies of stickers and a list of states with pending legislation.

The prognosis? Not good. Some, like Sire Artist Ice-T and TVT Records President Steve Gottlieb, have come up with their own stickers. But, even with the addition from some quarters that stickerizing is a violation of free speech as provided by the Constitution, the lackadaisical attitude taken toward the issue has taken its toll.

"If there's a legislator who'll stand up in opposition I don't know of them," said Rock And Roll Confidential's Lee Ballinger, who along with Dave Marsh has been ringing the warning gong since the evolution of the PMRC, a major player in the labeling controversy. "But, whatever the laws are, people will break them."
MARCH NEWS

label from Capitol Records, national. Lovelace comes from Nashville National Promotion, replacing Christopher Lance who's on his way to KKFR-Phoenix. This leaves Hot 97.7 looking for night talent. If you're energetic, have personality plus and can work the phones call Ken Richards at 408-943-0770...New WQGN-Groton, CT MD is Chuck Davis...Scott Reppert has been promoted from MD to PD at A/C WMQC-Morgantown, WV. Current KDWZ-Des Moines, IA APD T.J. Martens has assumed MD duties...the legendary Charlie Tuna is now part of The Breakfast Bunch at KODJ-Los Angeles...Anne Krause moves from overnights at WLRW-Champaign, IL to the same shift at B-104 in Baltimore...Cindy Rose is no longer MD at KS-104 Westmins- ter, CO. No replacement has been named...IS THAT RIGHT? As in Michael Right, who's the new PD at KKJO-St. Joseph, MO. He was PD at KKKX-Grand Forks, ND.

ROTATIONS

Beth Rosengard will be joining Island as VP/National Album Promotion. The official announcement will come in two weeks. She'll be staying in Los Angeles...At CBS Records, Leah Reed has been appointed Manager, College Marketing and Tom Lanzillotti is Marketing Manager for the New York Branch...It's a small world: Jean-Pierre Bommel is EMI-USA's Vice President, International. It's a newly-created position and Jean-Pierre will cover all international marketing-related activity for the label's catalogue...Also at EMI, Cathy Watson has been upped from Director, West Coast Publicity to National Director, Publicity...Janet Rickman has been promoted to Vice President of Publicity & Artist Development for MCA Records/Nashville.

BIRTHDAYS

Compiled by Diane Rufer

Our Best Wishes and HAPPY BIRTHDAY To:
Scott Wagner, KUBC-Montrose, CO 3/4
Alan Richmond, KWAV/FM-Monterey, CA 3/5
Johnnie Walker, KNBC-Memphis, TN 3/5
Tommy Cash, Eddy Grant 3/5
Debbie Swacker, Narada 3/5
Marc Jordan, David Gilmour, Kiki Dee 3/6
Phillip Rauls, EMI Records 3/7
Tony Lyke, WZFX-Fayetteville, NC 3/7
John Warren, KPUP-Salinas, CA 3/7
Peter Wolf 3/7
A. Scott Burton, WRCK-Utica, NY 3/8
Chantay Taylor, Chrysalis Records 3/8
Randy Meisner, Mickey Dolenz, Carole Bayer Sager 3/8
Robin Trower, Mickey Gilley, Jeffrey Osborne 3/9
Deborah Zimmerman 3/10
Ed Rufer 3/10
Dan Fritz, KDES-Palm Springs, CA 3/10
Bill Reed, KSCS/FM-Dallas, TX 3/10
Jeff Lyon, WJZM-Clarksville, TN 3/10
Burt Bacharach, Tom Scholz 3/10
Our Belated Birthday Wishes To:
Robert Nesbitt, Chrysalis Records 2/27

BIRTHS

Our CONGRATULATIONS to DAVID BERNSTEIN, Program Director of WTIC/AM-Hartford, CT, and his wife, DEBBIE, on the birth of their third son, JUSTIN MATTHEW. Born February 23rd, weighing 7 lbs, 3 oz.

...CONGRATULATIONS to STORM 'N' NORMAN, Music Director of WEBE/FM-Westport, CT, and his wife, ANN RONDEPIERRE, on the birth of their first child, daughter, ANNE ELIZABETH. Born February 19th, weighing 6 lbs, 12 oz.

...CONGRATULATIONS to ROYCE WILSON, News Director of KZMC-McCook, NE, and his wife, JULIE, on the birth of their daughter, SARAH LOUISE. Born February 19th, weighing 6 lbs, 15 oz.

...CONGRATULATIONS to DARRYL MOORE, Program Director of WXOK- Baton Rouge, LA and his wife, BRIDGET DENISE, Program Director of KXXZ-Lake Charles, LA, on the birth of their daughter, BREAUNA DENISE. Born February 1st, weighing 8 lbs, 5 1/2 oz.
the GAVIN REPORT

TOP 40

2W LW TW
3 1 1 JANET JACKSON - Escapade (A&M)
5 4 2 B-52s - Roam (Reprise)
7 6 3 BILLY JOEL - I Go To Extremes (Columbia)
11 8 4 ALANNAH MYLES - Black Velvet (Atlantic)
15 9 5 PHIL COLLINS - I Wish It Would Rain Down (Atlantic)
14 10 6 TAYLOR DAYNE - Love Will Lead You Back (Arista)
9 7 7 RICHARD MARX - Too Late To Say Goodbye (EMI)
4 3 8 BAD ENGLISH - Price Of Love (Epic)
17 14 9 MADONNA - Keep It Together (Sire/Warner Bros.)
2 2 10 ROXETTE - Dangerous (EMI)
12 11 11 WARRANT - Sometimes She Cries (Columbia)
1 5 12 PAULA ABDUL - Opposites Attract (Virgin)
16 15 13 MICHAEL PENN - No Myth (RCA)
18 16 14 LINDA RONSTADT featuring AARON NEVILLE - All My Life (Elektra)
34 24 15 TOMMY PAGE - I'll Be Your Everything (Sire/Warner Bros.)
25 20 16 KISS - Forever (Mercury/PolyGram)
20 18 17 D-MOB - C'mon & Get My Love (Polydor/PolyGram)
21 19 18 WHITESNAKE - The Deeper The Love (Geffen)
27 23 19 LISA STANSFIELD - All Around The World (Arista)
22 21 20 MICHELLE - No More Lies (Ruthless/Atco)
23 22 21 KEVIN PAIGE - Anything I Want (Chrysalis)
35 29 22 JANE CHILD - Don't Wanna Fall In Love (Warner Bros.)
10 17 23 GLORIA ESTEFAN - Here We Are (Epic)
6 12 24 MILLI VANILLI - All Or Nothing (Arista)
28 27 25 BELINDA CARLISLE - Summer Rain (MCA)
29 28 26 ELTON JOHN - Sacrifice (MCA)
40 33 27 CHER - Heart Of Stone (Geffen)
33 30 28 TECHNOTRONIC - Get Up! (Before The Night Is Over) (SBK)
— 34 29 LOU GRAMM - True Blue Love (Atlantic)
31 31 30 BIZ MARKIE - Just A Friend (Cold Chillin'/Warner Bros.)
37 32 31 ROLLING STONES - Almost Hear You Sigh (Rolling Stones/Columbia)
26 26 32 JOAN JETT - Dirty Deeds (Epic/Blackheart)
38 35 33 LUTHER VANDROSS - Here And Now (Epic)
— 38 34 DON HENLEY - Heart Of The Matter (Geffen)
36 36 35 SMITHEREENS - A Girl Like You (Capitol)
— 36 36 MOTLEY CRUE - Without You (Elektra)
— 39 37 MIDNIGHT OIL - Blue Sky Mine (Columbia)
— 38 38 MICHAEL BOLTON - How Can We Be Lovers (Columbia)
— 39 A'ME LORAIN - Whole Wide World (RCA)
13 13 40 THE COVER GIRLS - We Can't Go Wrong (Capitol)

CHARTBOUND

ARTIST TITLE LABEL
BRAT PACK - You're The Only Woman (Vendetta/A&M) 146 19 91 36
CALLOWAY - I Wanna Be Rich (Solar/Epic) 107 37 37 33
TOM PETTY - A Face In The Crowd (MCA) 107 37 52 18

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DON HENLEY
Heart Of The Matter
GAVIN TOP 40:
38* - 34*
Added At:
KKBQ WGH KKRZ
KSAQ 98PXY Y107
XL1067 and many more!
Exploding At:
WKTI D-19 Q102 33-26 KUBE D-29
WXKS D-34 WKBQ 25-19 KISN 29-24
and many more!
Video World Premier On MTV March 6!

DON HENLEY
Heart Of The Matter
GAVIN TOP 40:
38* - 34*
Added At:
KKBQ WGH KKRZ
KSAQ 98PXY Y107
XL1067 and many more!
Exploding At:
WKTI D-19 Q102 33-26 KUBE D-29
WXKS D-34 WKBQ 25-19 KISN 29-24
and many more!
Video World Premier On MTV March 6!

TELESA
The Way It Is
GAVIN TOP 40: UP & COMING 65/26
R&R AOR: BREAKER
Early action:
92X D-23 KLQ D-35
KATM D-28 KRZR D-28 HOT
FM104 D-29 and many more!
On MTV SALES OVER 1,500,000 UNITS!
Most Added Again:
WPHR PIRATE 99WGYWWX
KF95 KZ106 WRCK WKRZ
K106 WABB KTUX WPXR
and many more!

CHER
Heart Of Stone
GAVIN TOP 40: 33* - 27*
R&R CHR: D-39*
Exploding at:
WPLJ D-34 PWRPIG 39-31WGH 28-20
WXKS 32-27 Q95 D-22 KTUX 32-24
WGUT 35-27 KF95 34-29 K106 36-30
KZ106 D-24 KRZR D-26 K92 D-28
WOKI D-29 K98 D-30
TOUR BEGINS MARCH 18! • SALES OVER 2,000,000 UNITS!

DAVID PEASTON
We're All In This Together
GAVIN URBAN: 10* • R&R URBAN: 10*
NOW CROSSING AT TOP 40!
Early action: KJMJZ D-29 KIT K QGMQ ADD
KCON HOT96 B93 KZZB
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**Dropped:** #25-Chicago, #37-Seduction (Two), #40-Aerosmith, Alarm, Paul Carrack, Hooters, Skyy, Bridge 2 Far, Donny Osmond, H Factor.
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<td>56</td>
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<td>15%</td>
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March 2, 1990 | the GAVIN REPORT

www.americanradiohistory.com
Television, radio, newspapers—all want to be or feel strongly that they are involved in the problems and interests of the communities they serve. But radio’s ability to deliver heavy saturation, and especially Top 40 Radio with its foreground presentation, high-profile personalities and focus on current music and culture has a distinct advantage when it comes to supporting a cause. Clearly, the burning (no pun intended) issue of this decade is our environment. Based on calls from those who read Kent Zimmerman’s interview with Jeremy Rifkin (February 16th issue) or heard him speak at our Seminar, his call to action touched a nerve. The public, your listeners, are hungry for information. It’s no surprise that TV weathermen are now also adding environmental topics on their agenda, and that TV news and newspapers are devoting more coverage to the subject. What issue did Paul McCartney make a point of addressing when he accepted his Grammy Lifetime Achievement Award last week? Overwhelming evidence shows that when asked, people say that the problems of pollution, global warming, conserving natural resources and related matters top their list of concerns. With Earth Day (April 22nd) a little less than two months away there will, no doubt, be more attention given to planetary topics. Hopefully it won’t stop there. As someone who has never really championed any particular cause, I’d like to say if there’s one to get behind, this is it. I’d like to see Top 40 take the lead in informing its diverse audience about daily developments regarding the environment, organizing community action groups and hammering home the do’s and don’ts of energy conservation. Utilizing Top 40 formats and some creativity can make this entertaining as well as educational. It’s a win-win situation and a genuine opportunity to make a difference.

Yet another remarkable week for ALAN NAH MYLES who has the momentum necessary to reach #1. Moves to the top at WCIL 2-1 where it’s also #1 on the phones, KKEZ 2-1 “after eight weeks,” WZWZ 4-1 “biggest adult phone record we have,” KIOT 2-1 and WNWJ 2-1 “most requested for the last three weeks—mostly female 18 plus.”

Excellent upper demo response to the SMITHEREENS. Wayne Coy, PD at WIXX Green Bay, WI, played it six weeks, dropped it, re-added it and now takes it 30-27 reporting strong CD and cassette sales. Charts 4-1 at Z104.5 Tulsa, OK where MD Tim Smith says, “In callout it’s an across-the-board blowout—everyone likes it.” KSND Eugene, OR moves it top thirty 33-28 and MD Lolita Velez notes it’s doing really well at night with teens. Last week’s Top TIP by A’ME LORAIN

Mary Shuminas, MD at Q101 Chicago, reports that BRAT PACK is doing “incredibly well,” taking a 24-17 jump with callout showing a 70% positive reaction. Also posting nice gains at Y108 Denver 25-22, QKEN Roseburg, OR 40-34, KWXX Hilo, HI 15-8, WWHB Hampton Bays, NY 13-9, POWER 99 Atlanta 30-27, WNSL Laurel/Hattiesburg, MS 26-22 and KWDW Minneapolis 28-21. Adds include X100, G105, WJET, Z97 and Z104.

Airplay is picking up for STEVIE B who racks up a super hot 47% HIT FACTOR. WFHN New Bedford, MA takes it 20-12 and MD Kristie Weimar says, “Sales are incredible and top five requests with surprising response from women 34 plus.” Top ten at WCKZ 10-8, WZZR 5-2, KSIO 4-1, KZZP 4-3, KITY 4-2, KWSU 4-4, Y1087-1 (added at #7 last week), KKFZ 5-5, KSTN 6-6, KGSG 10-9 and KIOT 3-3. Added at WCIL, WWCX, CJTR, WQPW, POWER 98, KNOE, KZZO, KVVQ, etc.

BABYFACE narrowly missed UP & COMING last week but goes from RECORD TO WATCH to third MOST ADDED and makes a strong U & C debut. New on Y100, WDJX, Z100, POWER 106, KZOU, WFMF, KWIN, KKXX, FM102, POWER 104, KDWB, WIOQ, WTIC/FM, WPLJ, WBBQ, HOT 97.7 and POWER 99.

Making a strong bid to repeat their recent success, SEDUCTION is now top thirty at HOT 97, Z100 and WPLJ New York, WCKZ Charlotte, KOY and KKF Phoenix, B95 Fresno, KIIS Los Angeles and Q106 San Diego. Adds include WNVZ, 95XXX, WAIL, WGOR, WXXQ, Y108, WXXL and KGOT.

102QQ Saratoga Springs/Albany, NY takes REGINA BELLE 33-12 and PD Ken McGrail says, “It’s our most active adult record—number four in overall requests and number one on the phones with women 25-34.”

It’s always tough to predict whether Grammy recognition will result in programmer recognition, but that seems to be happening for BONNIE RAITT’s “Have A Heart.” Dave Martin, PD of KBAU Golden Meadow, LA, makes it his only add this week and comments, “After winning four Grammys, people want to know what she sounds like.” Also new on KISN, Q96, WBNQ, WCIL, WKLQ, SLY96, KISS 108, Q105, KC101, WSTW, WBBQ, etc. This song goes Top Five on our A/C chart this week, too.

Zooming in on now here, STARSHIP lands on 47 new playlists including WKNE, WHSB, KDOG, KEEZ, WKOR, WQPW, WZLS, WHTK, KQX, KSYZ, WXXQ, WBJZ, KZEV, KSWB and KDLK.

Biggest jump of the week at HOT 107 Houma/ New Orleans is ANYTHING BOX 33-22. MD Larry Hyatt says it’s doing well in the clubs and is also pulling top five requests. A similar situation exists at POWER 104 Houston with MD Cheryl Broz moving it 4-3 and reporting, “Very strong callout, requests and 12-inch sales. Females 18-34 love it.”

First week for INNER CITY on our UP & COMING list with 15 adds including WGOR Lansing, KKF Phoenix, WTIC/FM Hartford, KITI Centralia, WA, KSTN Stockton, KPKY Pocatello, ID, WBSS Vineland, NJ, etc. Charted at POWER 99 #30, HOT 97 29-21, KITY 27-23, KDON 26-23 and KYNO 24-22.

the GAVIN REPORT/March 2, 1990
ON MANAGEMENT
by Oren Harari

ARE YOU AN EFFECTIVE MANAGER?
LET YOUR COLLEAGUES JUDGE!

I hope that those of you who have been following my last trilogy of articles have found them useful. In those articles, I summarized my research with Linda Mukai, where we found three key attributes which separated effective from ineffective managers. One attribute was how managers defined their management role, another was how they approached action and the third was how they viewed company alliances. I won't rehash the findings here, so if you missed any of these columns and are interested, they appeared in the January 19, February 2 and February 16 issues of the Gavin Report.

Now that you've read the articles and are armed with the knowledge that will hopefully propel you into management success, let's turn up the heat a little. If you really want to develop yourself as a manager, one key is to be receptive to other peoples' opinion of your skills and abilities as a manager. This is important because you'll never be effective if the people you're trying to influence (your subordinates as well as peers) do not respect you. Accordingly, I've put together a little checklist quiz, which includes all the elements of the management attributes discussed in the prior three columns. What I suggest is that you first make a bunch of photo copies of this page. Take the quiz yourself, and pass out the other clean photo copies to subordinates and co-workers and ask them to evaluate you on the dimensions in the checklist! Then compare your responses to theirs, and ask them to give you feedback on any discrepancies. That's guisy, but you'll learn an awful lot if you do that.

CHECKLIST FOR MANAGEMENT SUCCESS
Oren Harari & Linda Mukai

Instructions: Under each of the following items, you will see two statements. Check the one statement which best describes you (or whoever you are evaluating).

1. Change
A. I don't like change. I'll wait until things settle down before I take action.
B. I like change. It offers exciting opportunities. I'm bored without it.

2. Attention
A. I focus my attention on customers, markets, competitors, suppliers and other external constituencies.
B. I focus my attention on budget, paperflow, operations, procedures and personnel problems.

3. Power
A. I earn my power. I can get things done regardless of where I am in the organization chart.
B. I believe that only the people at the top have real power. The power I do have comes with my job title.

4. Coaching
A. My role is primarily one of coaching, developing and mentoring people.
B. My role is primarily one of delegating, supervising and passing information up and down the chain of command.

5. Responsibility
A. My job is to meet the requirements of my boss, my job description and my goals.
B. My job is to create new responsibilities and recreate my job in the process.

6. Profit
A. I believe that someone else, or another department, has responsibility for profit. I help by staying within budget and making plan.
B. I have a personal responsibility for increasing profits by improving quality, service and operational efficiency.

7. Control
A. I can't get anything done and it doesn't even pay to try until senior management gets its act together.
B. I can and do get things done, regardless of senior management.

8. Initiative
A. I don't wait. If I haven't explicitly been told "no," I'll do it.
B. I wait for directives. If I haven't explicitly been told "yes," I don't do it.

9. Risk-Taking
A. I'll take risks and try new things, even if I fail.
B. I don't want to make any mistakes, so I'll go by the book.

10. Accountability
A. I take responsibility for success and failure. I don't blame or make excuses.
B. I blame the appropriate people when things go wrong. I have excuses ready.

11. Goals
A. I fulfill all the goals and priorities assigned me.
B. I create goals, priorities and opportunities beyond anything assigned me.

12. Teamwork
A. Other departments and functions should leave me and my people alone so that we can do our job.
B. I and my people cross boundaries to work with people in any part of the organization to get things done.

13. Relationships
A. I work hard developing relationships and alliances throughout the organization.
B. I develop relationships primarily with those linked to me on the organization chart.

14. Resources
A. I protect information and resources, trusting only the right people.
B. I seek and exchange information, advice, ideas and resources with people at all levels and functions.

Whenever people finish a quiz, they want to know what the "right" answers are. Unlike a math test, with one correct answer, the "right" scores are a judgment call in this case. But based on our research findings of what effective managers say and do, the best answer is "A" for numbers 2,3,4,8,9,10 and 13. The best answer is "B" for numbers 1,5,6,7,11,12 and 14. I hope you got 'em all "right" and that everyone else agreed with you. If not, at least you know where you need to improve. And I congratulate you for having the courage to ask others for their opinion. Remember: one of the key attributes of an effective manager is the willingness to take risks!
Ronnie James Dio, his new band and co-producer Tony Platt spent President’s Day at Granny’s Studios in Reno, NV finishing up his new Warner Bros. album Rock Of The Worlds. As you may already know Dio’s band is: Rowan Robertson, guitarist; Jens Johanssen, keyboards; Teddy Cooke on bass and Simon Wright on drums. Just two weeks ago Wright was let go by AC/DC, but he fit right in and will remain with Dio. The band will spend three weeks in England with Nigel Green mixing the album; mastering will be done in time for a late May release. While in Reno the new bandmates played in some clubs to get a better feel for the music. Dio refers to the album as “an observational album in some ways and personal in some ways. It’s a lot more like a Holy Diver album than anything else.” There will 10 new Dio-Rowan songs on the album and 11 on the CD.

Bits & Pieces Flotsam And Jetsam worked with producer Alex Piraias on their MCA debut, When The Storm Comes Down, recorded at Berkeley’s Fantasy Studios. The storm starts in record stores April 17...Marty Balin is off to Nashville this month to record an album with Hank Williams, Jr. Producing will be Jim Ed Norman...Kiss will kick off their new tour on May 4 in Lubbock, TX with Bad English opening...Arista’s Babylon A.D. has released their new single and video “Bang Go The Bells” while touring the U.S. They are calling their tour the “Brusin’, Boozin’, Ballin’, and Brawlin’ Tour”...During a recent show in Boston, The Cult were joined on stage by two hometown faves, Aerosmith bassist Tom Hamilton and drummer Joey Kramer. Their encore jam was “Born To Be Wild”...Tom Petty’s “More Strange Behavior” tour stage is draped by a tent, with the stage set including a nine-foot stuffed polar bear, a wooden Indian statue, a full suit of armor, drums from around the world and some medieval axes. Makes sense to me...The working title of Poison’s forthcoming album, is Flesh And Blood. They’re still looking at a June release...Peter Hook of New Order has signed his second band, Revenge, to Capitol Records...Jerry Garcia joined Merl Saunders recently to record four tracks for “Blues For The Rain Forest,” coming on Saunders’ Sumertone Records. It’s the first time they’ve recorded together in 15 years. Portions of the proceeds will assist the effort to save the rain forest...The Sting, Bruce Springsteen benefit, “An Evening In Brazil” raised over a million dollars to benefit the Indians of the rain-forest in their struggle to protect their homeland.

Geffen Records recently presented Greenpeace with a check for $407,205. It’s the beginning of the donations coming from the U.S./Canada sales of the historic Rainbow Warriors album. Thirty-one recording artists and their publishers, including Geffen artists Peter Gabriel and Robbie Robertson, donated a track to the project...Producer Narada Michael Walden is still working on the new Whitney Houston album. Her third album is scheduled for release in May...Carly Simon’s newest, My Romance, is coming March 13...

Initial inquiries have been made regarding Santana performing in South Africa. To insure that the group’s intention and position is clear, Carlos Santana commented, “We feel the same as Winnie Mandela: let the majority rule. One person equals one vote. When this has been accomplished, that will be the time to celebrate, and I would want to play a free concert in the streets of South Africa to celebrate with the people there.”

Proof positive that hard work pays off: Newest Prince protege is Rosie Gaines, a Bay Area native and a 22-year live performance veteran who taught herself to play the organ at age five and has toured with The Whispers, Billy Paul and Peter Escovedo. Currently Rosie is in the Purple One’s home town of Minneapolis rehearsing her role in the film Gavitt Bridge, slated for an early July release. She’ll go on the road with her mentor from Mid-June through Mid-August.

Bobby Z
As a producer during his post-Prince & The Revolution days, Bobby Z worked with Boy George, Aswad, The Suburbs and Wendy & Lisa.

Tanya Tucker
At the age of twelve, while living in St. George, Utah, Tanya and her horse were hired for a cameo appearance in Robert Redford’s film, Jeremiah Johnson.

Kenny Rogers
National retailer J.C. Penney, markets a “casual but elegant” sportswear line endorsed and co-designed by Kenny Rogers.

Ramsey Lewis
This year marks the thirty-third anniversary of Ramsey Lewis’ first recording. It was in 1957 that Ramsey formed a trio with bassist Eldee Young and Red Holt and recorded an album for Chess Records.

Adam Ant
Back in 1979, Adam And The Ants were managed by the notorious Malcolm McLaren.

Technotronic
A bit of a controversy rages over the group’s lead rapper role. Seems the rap on the single Pump Up was written and recorded by a woman known as Ya Kid K, not Felly, a model hired to appear in the video for the track. For the current single, Get Up!, Ya Kid K is credited as the writer and rapper.

Peter Wolf
On August 7, 1974, Peter married actress Faye Dunaway. The marriage later ended in divorce.

Alannah Myles
Alannah’s debut album has received seven nominations for this year’s Juno Awards (Canada’s equivalent to the Grammys.) No other artist has ever received more nominations for one project in Juno history.
THE FUTURE OF AM MUSIC RADIO

The 5th Annual "Gavin Seminar For Media Professionals" is now his
tory—and proved to be another very
successful radio meeting! Not only were the
many sessions stimulating and useful, but
rather unexpectedly it drew the largest crowd
ever—pushing the facilities of the St. Francis
Hotel in San Francisco to the limits.
The Seminar has always been a three-day
meeting, Thursday through Saturday, but up
till this year there was a tendency by most
attendees to skip the Thursday sessions and
just attend those on Friday and Saturday. For
1990, more panels were scheduled on Thurs-
day, including some nuts-and-bolts work-
shops, and about half the attendees arrived in
time to take them in. (This sort of scheduling
will continue next year, so be sure to make
your plans in such a way as to attend all three
days of the meeting in 1991! And plan to
register early, because next year's Seminar
seems certain to be a sellout by the time it
starts.)

It was my pleasure to moderate a panel on
the potentially bright future of music pro-
gramming on AM radio on Thursday after-
noon, February 15. A number of thoughtful
and useful points emerged. In beginning the
session, I pointed out that many AM music
stations have been panicking over low or
declining shares, and have changed format
unecessarily (often to some form of talk or
nostalgia programming). Unnecessarily,
because frequently these stations have a satis-
factory cume, even if it has declined from
previous highs. The cume represents a base
audience which still tunes the station in on a
weekly basis; people who tune the station
with certain expectations but if the share is
decreasing against that cume, they are not hearing
what they want and expect to hear. If the station
changes format, it abandons the hard-won cume it has, risking everything on the hope
that a new cume can be built with the new
format approach. Building a cume, particu-
larly on AM, is more difficult than improving
service to the cume the station has, so it gen-
erally makes much more sense to restructure
the programming to better meet and serve the
expectations of the existing cume, than to
dump that cume and try to build another!
(Also, it is usually easier to re-position a known
cell letters than to abandon them and
spend years building familiarity and awareness for a new set of calls.)
The problems and opportunities for AM
music radio revolve around two important
concerns: Technical improvement and pro-
gramming enhancement.

One of the two panelists at this session was
Robert Heiblim, Executive Vice President
of Denon America, a major company not only
in the business of manufacturing recordings,
particularly CD's, but also of manufacturing
superior high fidelity/stereophonic equipment
for the consumer. Last Fall, Denon announced
that henceforth the AM sections of its tuners,
receivers, and auto radios would make use of
the NRSC AM de-emphasis curve, both in
mono and stereo units, having at least 8 kHz
bandwidth, and a 10 kHz notch filter. Denon
is the first manufacturer to make that commit-
ment, which results in high fidelity AM recep-
tion surprisingly comparable to that of most
FM stations. Heiblim noted, "we're ready; we just
want to make sure on the programming side you'll
provide the kind of material the consumer wants to
listen to." For over 80% of the available radio
audience, that programming involves music. "We
can guarantee that we can deliver for you a
signal that for all practical purposes will sound
better in the consumers' homes than FM!

Heiblim explained that he can make that
statement because FM's drive to maximum
loudness has resulted in high compression,
AM radio from a regulatory standpoint: "It's our
recommendation to the FCC that we re-
appropriate the simulcast rules [limiting the
amount of AM/FM simulcasting]..." And, he
suggested, take it one step further, so that an
independently-programmed AM station
could aspire to upgrade its facility by petition-
ing the FCC to let it swap frequencies
with a better facility which is simply duplicat-
ing an FM station!

Both Wertz and Heiblim endorsed the idea
of the FCC requiring all AM stations to adopt
stereo broadcasting. Not only does all pro-
gramming sound better in stereo, but such a
mandate (similar to congress' mandate in
1964 that all TV sets be capable of tuning UHF
TV) will result in a rapid spread of NRSC-
and-stereo receivers available from all manu-
facturers.

"Music on AM can certainly work," Wertz
agreed, and not necessarily just in a "niche"
format: He suggested, as an example, adopt-
ing a format of a leading music FM station
with the expectation of splitting the audience
and getting a piece of an established mass
audience. He endorsed the points made in
an article I had written, published on page 25 of
the January 22, 1990, issue of Broadcasting
magazine: AM music stations can compete
effectively against FM music stations by
adopting a more interesting, produced, live-
staffed version of the format, with musical
contrast and variety greater than tends to
work on the FM band. The quote Broadcasting
came to chose from the article was ag-
gressive, but, I think, fundamentally correct
and validated by my research and program-
ing practice over a period of years: "AM
succeeds best when it involves and interests
the listener. FM succeeds best when it is rather
boring and doesn't overly attract attention." Some readers interpreted that as a put-down of
FM. It is not. I love FM and began my career
in FM. It simply points to a strategic advantage
open to music-oriented AM stations which most
have not been exploiting!

More about the potential of AM next
week.●

March 2, 1990

www.americanradiohistory.com
A/C-JAZZ K100/FM HAS AN IMMEDIATE opening for a Morning Drive Personality. T&R: Carl Soares, 1660 North Newcomb, Porterville, CA 93257. EOE [3/2]

CLASSIC AOR WEAI needs an entry-level Air Talent for middays. Females encouraged. Must have knowledge of AOR music, be willing to learn and take direction. For more information contact: Brian Wayne (217) 243-2800. EOE [3/2]

Q95 FM-DETROIT is looking for weekend/part-time on-air help. If you're within commuting distance to Detroit, send your T&R: Gary Berkowitz, WQKQ Radio, 15401 West Ten Mile Road, Detroit, MI 48237. [3/2]

MEDIUM/SMALL MIDWEST MARKET STATION needs a Morning News Anchor/Sidebar. Minorities and females encouraged to apply. T&R: Stecker-Thompson Associates, 5206 Independence Avenue, Arlington, TX 76017, or call (817) 572-5353. EOE [3/2]

KLWN/KLZR IN JAYHAWK COUNTRY needs a News Director. Local beat and Anchor experience required. T&R/writing samples: Station Manager, PO Box 3007, Lawrence, KS 66046. [3/2]

TOP RATED A/C IN CENTRAL CALIFORNIA Top 100 market, is looking for a warm, witty, adult personality for morning shift and possible PD opportunity. Must be demon of show prep, determined to win, stable, write and produce comedy bits, want to make appearances, and be a friendly communicator. Experience only, no zoo or bathroom humor. Rush T&R: Scott Thomas, KJQY Radio, PO Box 201075, Stockton, CA 95201. EOE [3/2]

COUNTRY KBOZ/AM in Bozeman, MT needs an AM Drive Talent/PD. For more information contact: Paul Ehls (406) 566-5466. [3/2]

TOP 40 KZMC NEEDS talent with production skills for 2-7 afternoon shift. Females encouraged to apply. T&R yesterday: John Cartwright, PO Box 218, McCook, NE 69001. EOE [3/2]

ANCHOR/REPORTER NEEDED for small market. “Station Of The Year,” two years running. Work for a major market quality station in a beautiful setting. Experience a must. Also, opening for a part-time reporter with experience. T&R: Keith Edwards, WAXX/WAYY Radio, PO Box 6000, Eau Claire, WI 54702, or call (715) 832-1331. EOE [3/2]

#1 & GROWING TOP 40 THE MAX has two positions open: 1) Morning drive personality who is funny but brief, can relate to college town, can do promotions and remotes. 2) Production Director with voice who can write and has ideas for commercials, station promotions and identifiers. Air shift potential. T&R: John McCorkle, THE MAX107/FM, PO Box 1207, Colusa, CA 95932. [3/2]

KNBA HAS AN IMMEDIATE OPENING for an experienced Newsperson to gather, write and air local news. T&R: KNBA Radio, 3267 Sonoma Blvd., Vallejo, CA 94590. [3/2]

TOP 40 KQEN needs an afternoon talent with experience only. Work for small market station with big market ideas. Needed immediately. T&R: Bill Dawson, PO Box 5180, Roseburg, OR 97470. [3/2]

UPTEMPO A/C WECQ/FM needs an AT. Work for respected small market winner with new facilities. Also, part-time position available. Needed immediately. T&R: Gabe Anthony, 3568 Lenox Road, Geneva, NY 14456. [3/2]

FULL SERVICE WGVA/AM seeks T&R's for future AT openings. Station with long history, tradition and new facilities. T&R: Gabe Anthony, 3568 Lenox Road, Geneva, NY 14456. [3/2]

100,000 WATT #1 TOP 40 KROM/FM needs a nighttime AT. Must be enthusiastic and have a power voice. Sports writing plus. Team players only need apply. T&R: Keith Havens, 805 Stewart, Lewiston, ID 83501. [2/23]

COUNTRY KHAK has two part-time positions for News and AT. T&R: 425 2nd Street SE, Suite 450, Cedar Rapids, IA 52421. [2/23]

HOT AC/KVYN is accepting applications for future overnights and part-time. No calls, please. T&R: Anthony DeFazio, KVYN/FM Radio, 1124 Foster Road, Napa, CA 94558. [2/23]

MAGIC 101 KEZH is looking for AT for top rated A/C station. Good production a must for competitive market. Females encouraged. T&R: Mike Will, PO Box 1005, Hastings, NE 68902. [2/23]

100,000 WATT COUNTRY WONZ needs highly professional AT with solid production and copywriting skills. Mind signal with all audio goodies. Let’s talk. T&R: Steve Wisdom, WONZ Radio, PO Box 768, Natchez, MS 39121, or call (601) 442-4895. EOE [2/23]

KLSS AM/FM NEEDS AN ASSISTANT NEWS DIRECTOR. Good reporting and anchoring skills. Aggressive person able to take instruction. A great place to start! T&R: Rich Sprouse, PO Box 1837, Mason City, IA 50401. EOE [2/23]

EXPERIENCED, AGGRESSIVE, COUNTRY MUSIC DIRECTOR seeking that first programming opportunity. Call ASAP! DON: (314) 875-2939. [3/2]

TOP TEN HIGH ENERGY JOCK available and currently working in Top Ten market. STEVE SAVAGE: (916) 451-0156. [3/2]

FORMAT CHANGE HAS LEFT US MORNINGLESS and MARKETLESS! Joe Scott and Stan Lee are available to shake up your market. Formerly of Y102-Melbourne, FL. Call before midnight tonight! (407) 2259-5792 or 723-5134. [3/2]

NEW FORMAT LEFT ME BEHIND. Recently overnight at Y102-Melbourne, FL. Available now! Willing to relocate. Contact MARK “THE AX-MAN” ALLEN: (407) 725-6426. [3/2]

SOUTH DAKOTA RADIO PRO seeks permanent, full-time on air in the Midwest. Five plus years experience as PD/MD/former and more! Talented, dependable and available now. BILL CSONGRADI: (605) 882-3239. [3/2]

ENERGETIC, DEDICATED & TOTALLY PROFESSIONAL AT/Programmer/MD with great pipes and track record. Any size market, if or pt in Southern California. Will work A/C, Top 40, Country or Talk radio. DON PASCHAL: (213) 964-2328. [3/2]


TEN YEARS AS PD FOR A/C, NAC, EZ & JAZZ with major market experience. Sixteen years on-air. Gavin radio person of the year nominee. PD/VP/MD/PRO/MD/AT. MARK HILL: (408) 688-5604 [3/2]

KLBO: Top 40 would love to play your latest releases! Update your mailing lists and call Ron West today! (501) 863-5121, or write to: Q99 Radio, 1904 W. Hillsboro, El Dorado, AR 71730. [3/2]

KBMG: A/C needs service on Tears For Fears “Advice For The Young At Heart” (Fontana/Mercury). KBMG Radio, PO Box 668, Hamilton, MT 59840. [3/2]

WZMP: Country service needed from all labels. Bill Day, 2711 7th Street, Meridian, MS 39301. [3/2]
Session participants take time for a shot following the First Annual Hip Hop Forum (Back row l-r): David Cook, KALX-Berkeley; Brian Samson, Gavin; Hosh Gureli, KMEL; Wendell Greene, Delicious Vinyl; Lisa Canning, KDAY-Los Angeles; Dean Landsman, Alpine Media; Nes Rodriguez, NastyMix; Darrell Lindsey, Cold Chillin'. (Front row l-r): MC Serch, 3rd Bass; Marcus Clemmons, KPOO; Pete Nice, 3rd Bass.

WBLS PD Ray Boyd took the mic at Saturday morning’s Urban meeting, and that evening took home awards for PD of the Year and Station of the Year.

Moderator Wendell Greene, Delicious Vinyl National Promotion Director pays close attention at Saturday’s First Annual Hip Hop Session.

Another winner and session participant, Ruben Rodriguez, Senior VP Black Music at Columbia Records, shows what drives him at the “Technology VS. Tradition” formal meeting.

March 2, 1990/ the GAVIN REPORT

Women In Music make plans for next year’s Gavin Seminar while posing for a group photo after this year’s dynamite meeting. Shown (l-r) Moderator Mildred Gaddis, WJLB-Detroit Director of News & Public Affairs; artist Grace Slick; KTWW Air Personality Talaya Trigueros; KKB TOM Liz Kiley; Virgin VP National Promotion Director Sharon Heyward; Songwriter Diane Warren; and Columbia National Director of Promotion Sheila Chlanda.

Flying Air Talent Tom Joyner, KKDA-Dallas and WGCJ-Chicago, laughs his way through the Urban Contemporary morning breakfast session on Saturday, while Juggy Gayles, Sleeping Bag President looks on with a smile.

David Cook from KALX-Berkeley, gives the facts about Rap and Hip Hop as Hosh Gureli, MD of KMEL-San Francisco smiles in agreement—maybe.
I first interviewed Randy Travis back in June of 1986, just a couple of months after first seeing him perform DURING the New Faces Show at the Country Radio Seminar. He called our office from a pay phone on the side of the freeway, and seemed a bit shy, very polite and a bit shell-shocked by the tidal wave of success he had been caught up in. Four years later Randy Travis seems like a different person. While he remains extremely polite and easygoing, all the shyness is gone. What's left is a confident man who seems comfortable with his superstar status. He called from Atlanta where he and manager Lib Hatcher had just met Coca-Cola executives to discuss the successful commercial Randy is currently appearing in.
LISA SMITH: A lot has happened since we first interviewed you.
RANDY TRAVIS: Back then we were traveling in a converted bread truck and a van. There were about three of us in the van, and a lot of times we would stop at a pay phone on the side of the road to do interviews like the one I did with you. They’d wake me up, I’d go do the interview, then hop back in the van and lay down for awhile. That first year we worked about 200 dates—I was working all the time.
LS: I guess you’re not doing that many now.
RT: We’ve cut back. I guess we’re doing about 135 this year. That’s still a lot, considering the travel time that goes along with it. You still end up being on the road 180 days or so.
LS: Are you going to do another Cake commercial? It’s getting good response.
RT: We’re just here meeting the people in the company. There hasn’t been any talk about doing another commercial, but there has been some talk about me going in and recording the song that’s used in the commercial. Don Schlitz, Lib and myself wrote that song. We may do that in the studio.
LS: Are you and Don Schlitz good friends?
RT: Yeah, in fact, the day before yesterday I wrote two songs with him. He’s a wonderful fellow—a lot of fun to be around. And he’s one of the better writers I’ve ever met. I’ve written with him and Paul Overstreet.
LS: Ever with both of them at the same time?
RT: No, I have with John Lindley and Paul Overstreet, but never with Don and Paul together. I’d like to though.
LS: You should. It seems like every time the three of you team up on a project it’s a smash.
RT: Don and I wrote something the other day that I feel real good about. I think we’ll probably record it. We wrote a couple at the end of last year and we’ve already recorded those. But it’ll be a while before they’re on another album, because we have a Greatest Hits album coming out next, and then we have a duet album we’re trying to finish. That will be coming out the first of next year, and so far we’ve recorded with George Jones, Tammy Wynette, Chet Atkins, Dolly Parton and Roy Rogers. We to recorded with Clint Eastwood while we were out on the coast for the Grammys. It’s shaping up to be a really good album. 
LS: Why do you think it’s a big fan of his?
RT: Always. And my daddy was a big fan of Roy Rogers—most everybody of that generation was a big fan of Roy and Gene and those people. It was a thrill for me to meet him. In fact, the first time I met him I went out to his museum in Apple Valley and he showed us around.
LS: How did the idea for a duet album come about?
RT: We talked about it, but didn’t know what to call it or when to do it. Lib came up with the idea of calling it Heroes And Friends. I’d record an album with people that I liked and admired. We hope to get (Merle) Haggard, Willie Nelson and Loretta Lynn. Loretta and Merle have been hard to find at times. Willie’s already said that he would do it. I ran into him at an airport in Texas and he said he’d do it. I think we even have a song that both of us agree on. In fact, that’s part of the problem—trying to find ten songs that you feel that good about. Then there’s the problem of recording with twelve different people.
LS: It’s a good thing the Greatest Hits album is coming out. It buys you a little bit of time.
RT: You’re right. There’s no way we’d be able to finish the duet album in time to put it out next.
LS: Did you see that article about you and Lib and Dolly Parton on the cover of Star magazine?
RT: Yeah, you know what was funny about that? I went to my Mom and Dad’s house just a week or so back and they had that magazine. They never mentioned it. I haven’t read it either. Some people told me about it. I wonder where these people get their stories from. It’s always, “Some source that will remain anonymous.”
LS: Are you always on the lookout for new material?
Kyle Lehning (Randy’s producer) is always looking for songs and so is Martha Sharp at Warner Brothers. In fact, I just got through going through four boxes about two feet deep and three feet long and a foot wide full of tapes. It took several days.
They piled up over the holidays while I was on the USO tour and our own tour in Europe. I work hard at trying to find the best songs, and luckily have Kyle and Martha’s help.
LS: What was the highlight of your first year?
RT: Winning the Best Male Vocalist award was one of the high points of my career. For some reason, winning that first Male Vocalist award probably means as much as winning Entertainer Of The Year. I was in the category with people like George Jones, Vern Gosdin and George Strait—people that are good singers—so being nominated in the category with people like that and then winning really meant a lot to me. Another high point was joining the Grand Ole Opry.
LS: Who designs your clothes?
RT: His name is Manuel and he just opened an office in Nashville. He had been based in California.
LS: Didn’t he work with Nudie?
RT: He worked for Nudie when Nudie
suits were in vogue. From what I understand, he was the one doing all the work. At one time he was married to Nudie’s daughter. Do you remember the first Clint Eastwood westerns—The Good The Bad And The Ugly, and all those movies? I didn’t know this until he told me, but Manuel put all those outfits together. Hank Jr. and Dwight Yoakam also wear things made by Manuel. He’s expensive, but he’s good.

LS: Tell us one more time how you got started.

RT: I worked at a club called Country City back in my home state of North Carolina for about six years.

LS: How old were you then?

RT: About 16. I went in and entered a talent contest. My brother Ricky played lead guitar and sang. The talent contests would run nine weeks and then on the tenth week all the winners would compete for the grand prize. Ricky and I won the weekly event and then between that time and the finals Ricky went to prison because he and I had gotten into a lot of trouble.

LS: What did you do?

RT: (laughs) A lot of things. Messin’ with a lot of drugs and alcohol. We got caught breaking and entering. I think the alcohol and drugs had a lot to do with it—and running with the wrong people too. We were trying to be tough and really just being dumb kids. Between the time we won and the time for the finals Ricky went to prison because he broke probation. He went to New York and got in trouble.

LS: Did you continue without him?

RT: I went back and entered the finals, won and then started working. Then I had to go to court for the last time. Since I was singing full time and Lib said I was working, trying to straighten up—well, that helped me not to go to prison. But, the judge said to me, “If you come back in front of me, you might as well bring your toothbrush because you’re staying.” So I got out and stayed on probation for a long time. In fact, I had to get permission to leave Charlotte, much less the state.

LS: How long did you work in Charlotte?

RT: I worked at the club for about six years, and as a matter of fact I helped build a new place. Business was good — this was during the Urban Cowboy days. Everybody wanted to go out and ride the mechanical bull, month I was signed to Warners.

LS: I remember the story about the people at Warner Bros. who, right after you signed with them, heard that you were going to be working at the Nashville Palace one night. They went out to see you and somebody else was singing. One of the executives said, “I thought you said Randy Travis was working here tonight.” They said, “He’s working. He’s in the back cooking.”

RT: (laughs) Yeah, that’s right. I fixed their dinner before I went out and sang for them. I did that a lot of times. They would have Opry night and members like Little Jimmy Dickens, Jim Ed Brown and Johnny Russell came over. And a lot of nights I would fix their supper, then I’d open the show for them.

LS: One of your biases said you cut a couple of tracks on Paula Records.

RT: That was when I was still in Charlotte. I was seventeen.

LS: One of these biases said Joe Stampley produced those records and another says Joe South did.

RT: Joe Stampley produced them. We had gotten to know him—in fact, I’m still good friends with Joe—and he went to Nashville with us, helped find the songs and produced the records. He’s another one of those guys who went to all the labels in Nashville and got turned down. He finally ended up in Shreveport, Louisiana on Paula Records. Those were my first records. I’ve thought many times about re-doing “She’s My Woman.” It’s a really good tune.

LS: Do you feel like you’ve been vindicated?

RT: Truthfully I’m glad I got turned down because I feel like I was a little more ready to handle success when it happened. If it happened when I was seventeen, I don’t think I could have handled it. I didn’t have much sense then. (laughs) I don’t have too much now, but I have a little more anyway.

LS: Who are some of the most interesting people you’ve met in the last few years?

RT: I enjoyed—as far as people I’ve worked with—meeting and working with Haggard and Jones. They’ve always been heroes of mine as far as singing goes and I love their music. I also enjoyed meeting Clint Eastwood. That was a big thrill for me because, there again, I’ve been a big fan of his for a lot of years.

LS: You sang at the inauguration. Did you meet George Bush?

RT: I sure did. That was something. He likes Country music, so that made it that much more interesting. In fact I sang twice for him. I sang at the Inaugural Gala when he went into office, and then just three weeks ago they had a show to celebrate his first year in office. I went and sang three songs. B.B. King, Roberta Flack, Chubby Checker and several other people were there. It was fun. It was really different to look across an audience of tuxedos and evening dresses. We took a picture with the President and he said to Lib, “I wish we had time to take you up to the Oval Office. I’d play you my Randy Travis CD.” He seems to be a real down-to-earth person. Mrs. Bush is the same way.

LS: That’s a real honor.

RT: Yes, and another great thing happened at that show. I got to meet and talk with B.B. King and I really like the guy. He’s a really nice man, and we’re thinking seriously about doing a song with him on the duet album. That would be something totally different. But if you think about it, Country music and Blues have a lot in common. Especially when you think about how someone like George Jones sings Country music. Country’s really a close kin to the Blues.

LS: How important is songwriting to you? Is it as important as singing?

RT: Not quite, because I’ve been singing a lot longer. But it’s very important. I want to get other people to record things that I’ve written. I’ve had one or two or mine on each album that we’ve done, and Ricky Skaggs’ and Gene Watson each cut one. I hope to get a lot more of those. We’ve got our publishing company straightened out so maybe I’ll get some of my songs recorded.

LS: You really seem to be enjoying your success.

RT: I really am. Of course there are times when I get tired and irritable, but most of the time I really enjoy it. It’s hard to describe, but when you go into a place and work a show, and you feel like you sang great and the band played great and the audience was just what you wanted—that’s really a great feeling. •

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<td>HOWARD HEWETT - Show Me (Elektra)</td>
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<td>RANDY &amp; THE GYPSYS - Love You Honey (A&amp;M)</td>
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**TOP TIP**

GROVER WASHINGTON, JR. featuring PHYLLIS HYMAN
Sacred Kind Of Love (Columbia)

Phyllis Hyman's voice combined with Grover Washington's sax make music for the gods.

**RECORD TO WATCH**

BILLY DAVIS
I Want You (G.O.T.)
With a little help from G.R. Productions, 25 of our stations already got it on.

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**CHARTBOUND**

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March 2, 1990: the GAVIN REPORT
UP & COMING

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<td>WILL DOWNING - Come Together (Island)</td>
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<td>BABY WHITE - I Wanna Do It Good To Ya (A&amp;M)</td>
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<td>STARPOINT - I Want You-You Want Me (Elektra)</td>
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<td>DIGITAL UNDERGROUND - The Humpty Dance (Tommy Boy)</td>
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<td>BARDEUX - Thumbs Up (Enigma)</td>
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DROPPED: #14-Soul II Soul, #19-Surface, #28-Ruby Turner, #29-Chuckii Booker, #36-The Chimes, #37-Skyy, 3rd Bass, Public Enemy, Walter Beasley.

INSIDE URBAN

BABYFACE GOES PLATINUM ON HIS OWN

When producer Babyface became an artist and the album “Tender Lover” was his first release, the end result was Platinum! Solar/Epic execs celebrated Babyface’s solo success and shared at the presentation are (l-r): President of Solar Records Virgil Roberts; Senior VP and GM of CBS West Coast Myron Roth; Epic Senior VP Black Music Hank Caldwell; Babyface; Solar Chairman Dick Griffey; co-producer of the album L.A. Reid; Epic President Dave Glew; and President CBS Records Division Tommy Mottola.

COLD CHILLIN’ KANE

Big Daddy Kane spent time on the airwaves at KGGI radio. Posing here at Big Daddy’s radio debut are (l-r): KGGI Air Personality Gina Tech; Big Daddy Kane; KGGI Air Personality Mark N’The Dark; and Reprise Promotion Manager Dina Davis.

Record To Watch BILLY DAVIS’ “I Want You” picks up seven adds from WJLB-Detroit, WMGL-Charlotte, KDAY-Los Angeles, KBLK-Tulsa, WHUR-Washington,D.C., WANN-Tallahassee, and WFXA-Augusta. Add those to the eighteen who were playing it prior to this week and it looks like he’s getting his wish. Another DAVIS, MARY this time, gets the Hot listing and debuts way up at #30 because WFXA, WQMG, WFKK, WG5W, KDKO, KKFX already have it in heavy rotation, giving it a Hit Factor of 59%, and it picks up nine adds from biggies like WZAK, WUSL/FM, WXWY/FM, WILD, WQIC/FM, KXZZ, WZND, WRDW and WJMI. Our Most Added, and the hardest artist to pronounce when you’re in a hurry, is BELL BIV DeVoe. Lynn Hill, WWDM/FM-Sumter, says, “It’s the hottest record out of the box.” Reggie Jackson, WHYZ-Greenville, brings the MICHAEL COOPER to our attention, saying, “Very hot ballad, strong phone reaction already and I just added it.” Ron Lee, KBMS-Portland, likes the HOWARD HEWETT, “Show Me.” “What a cut!” was all he could say. Mad Hatter, WPGOK-Mobile, says BODY is what he’s watching (such a play on words.) “This Angela Winbush production, with the added touch of the Isley Brothers, who had the original ‘Footsteps In The Dark’ is going straight to the top.” Pete Rhodes, WNRB-Minneapolis, has two RTW choices: “RANDY & THE GYPSYS” is destined for big things, and STARPOINT is back with a jam that should pack the floors in the clubs with a groove that won’t quit.” Ciao for now, Betty

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www.americanradiohistory.com
QUINCY JONES - Secret Garden (Qwest/Warner Bros.) 84 3 73 7 1 95% 6
LISA STANSFIELD - All Around The World (Arista) 88 2 59 24 3 94% 7
MIKI HOWARD - Love Under New Management (Atlantic) 75 1 63 9 2 96% 8
EARTH, WIND & FIRE - Heritage (Columbia) 72 1 53 15 4 94% 7
LUTHER VANDROSS - Treat You Right (Epic) 72 1 47 20 4 93% 6
SMOKY ROBINSON - Everything You Touch (Motown) 79 1 31 37 10 86% 6
TROOP - Spread My Wings (Atlantic) 71 2 37 27 5 90% 7
DAVID PEASTON - We're All In This Together (Geffen/Reprise) 70 1 44 16 9 85% 8
STEPHANIE MILLS - Comfort Of A Man (MCA) 66 2 35 25 6 88% 8
ALYSON WILLIAMS - I Need Your Lovin' (Def Jam/Columbia) 69 1 36 27 5 91% 8
DIANNE REEVES - Never Too Far (EMI) 66 1 21 37 7 87% 8
BABYFACE - Whip Appeal (Solar/Epic) 75 9 31 26 9 78% 6
GAP BAND - Addicted To Your Love (Capitol) 68 - 11 45 12 82% 5
AFTER 7 - Ready Or Not (Virgin) 70 7 11 41 11 74% 5
MAZE featuring FRANKIE BEVERLY - Love's On The Run (Warner Bros.) 65 5 9 34 17 66% 5
RANDY CRAWFORD - Wrap-U-Up (Warner Bros.) 67 3 3 44 17 70% 6
MANTRONIX - Got To Have Your Love (Capitol) 60 3 10 31 16 68% 7
HEAVY D & THE BOYZ - Gyrlz, They Love Me (MCA) 52 2 11 28 11 75% 9
INNER CITY - Whatcha Gonna Do With My Lovin' (Virgin) 58 2 10 34 12 75% 8
JERMAINE JACKSON - Two Ships (In The Night) (Arista) 64 6 4 36 18 62% 5
REGINA BELLE - What Goes Around (Columbia) 68 13 1 20 34 30% 3
JEFF REDD - I Found Lovin' (MCA) 56 3 10 32 11 75% 7
TECHNOTRONIC - Get Up! (Before The Night Is Over) (SBK) 53 2 5 26 20 58% 6
MIKKI BLEU - Knocks Me Off My Feet (EMI) 49 1 4 33 11 75% 7
MARY DAVIS - Don't Wear It Out (Tabu) 54 - 9 6 26 13 59% 4
THE MAIN INGREDIENT - Nothing's Too Good For My Baby (Polydor/PolyGram) 50 3 2 30 15 64% 5
TYLER COLLINS - Girls Nite Out (RCA) 54 4 1 21 28 40% 4
TEMPTATIONS - Soul To Soul (Motown) 49 4 2 25 18 55% —
THE GOOD GIRLS - Love Is Like An Itching In My Heart (Motown) 47 10 1 14 22 31% 4
SHARON BRYANT - Body Talk (Wing/PolyGram) 46 2 3 20 21 50% 4

NEW RELEASES by Brian Samson and John Martinucci

CHRISTOPHER McDANIELS - Love Is A Game (Mega Jam)
Third release from McDaniels' debut LP "A Woman's Touch," produced by Stewart Hanley. Christopher's soulful ballad should easily fit into Urban formats.

BARRY WHITE - I Wanna Do It Good To Ya (A&M)
The man with the baritone voice on Quincy Jones' "Secret Garden" sends out another track from his own album "The Man Is Back." Seven new adds this week.

FOSTER SYLVERS & HY-TECH - I'll Do It (A&M)
The youngest member of The Sylvers family comes out kickin'. Check the remix—samples are extensive.

KITRA - Tell Me Will You Be My Baby (A&M)
Newcomer Kitra is getting early attention with this mid-tempo single. Her peaks and valleys vocal style is similar to a Patti LaBelle and Stephanie Mills. Added at KDKO-Denver, K98-Monroe, WHUR-Washington, WFOX-Baton Rouge, and WGSW-Greenwood.

MADONNA - Keep It Together (Sire/Warner Bros.)
Madonna gets together with DJ Mark "The 45 King" and Stephen Bray for an Urban remix that already boasts six new adds.

JOHNNY GILL - Rub You The Right Way (Motown)
Well, now it's Johnny's turn. After recording and performing with his New Edition buddies last year, and currently crooning a duet with Stacy Lattisaw, Gill has released a solo project on Motown. Flyte Tyme lends writing and producing skills to this dance single.

TROY JOHNSON - Virgin Girl (RCA)
Troy's third time out proves to be the charm. Vocals and music bed blend perfectly as they cross the sweet ballad lines between Ready For The World and Howard Hewett.

RAP'S TO CHECK OUT:
RED HEAD KING PIN - We Rock The Mic Right (Virgin)

THE D.O.C. - The Formula (Ruthless/Atlantic)
## Adult Contemporary

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<td>TAYLOR DAYNE - Love Will Lead You Back</td>
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<td>KENNY G - Going Home</td>
<td>KENNY G - Going Home (Arista)</td>
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<td>DON HENLEY - Heart Of The Matter</td>
<td>DON HENLEY - Heart Of The Matter (Geffen)</td>
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<td>BELINDA CARLISLE - Summer Rain</td>
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<td>CROSBY, STILLS &amp; NASH - Chippin' Away</td>
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<td>SHAWN COLVIN - Steady On</td>
<td>SHAWN COLVIN - Steady On (Columbia)</td>
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<td>NANCY GRIFFITH - I Don't Want To Talk About</td>
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<td>PAUL CARRACK - Battlefield</td>
<td>PAUL CARRACK - Battlefield (Chrysalis)</td>
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<td>TIM FINN - Not Even Close</td>
<td>TIM FINN - Not Even Close (Capitol)</td>
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<td>CHER - Heart Of Stone</td>
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<td>JANET JACKSON - Escapade</td>
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<td>SARA HICKMAN - Simply</td>
<td>SARA HICKMAN - Simply (Elektra)</td>
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<td>GRAYSON HUGH AND BETTY WRIGHT - How 'Bout Us</td>
<td>GRAYSON HUGH AND BETTY WRIGHT - How 'Bout Us (RCA)</td>
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<td>JOHN TESH featuring DIANA DeWITT - You Break</td>
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<td>MADONNA - Keep It Together</td>
<td>MADONNA - Keep It Together (Sire/Warner Bros.)</td>
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<td>REGINA BELLE - Make It Like It Was</td>
<td>REGINA BELLE - Make It Like It Was (Columbia)</td>
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<td>TINA TURNER - Look Me In The Heart</td>
<td>TINA TURNER - Look Me In The Heart (Capitol)</td>
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<td>ROD STEWART - Downtown Train</td>
<td>ROD STEWART - Downtown Train (Warner Bros.)</td>
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<td>MICHAEL PENN - No Myth</td>
<td>MICHAEL PENN - No Myth (RCA)</td>
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<td>36</td>
<td>ROLLING STONES - Almost Hear You Sigh</td>
<td>ROLLING STONES - Almost Hear You Sigh (Rolling Stones/Columbia)</td>
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<td>37</td>
<td>RICHARD MARX - Too Late To Say Goodbye</td>
<td>RICHARD MARX - Too Late To Say Goodbye (EMI)</td>
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<td>POCO - Nothin' To Hide</td>
<td>POCO - Nothin' To Hide (RCA)</td>
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<td>CUTTING CREW - The Last Thing</td>
<td>CUTTING CREW - The Last Thing (Virgin)</td>
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<td>40</td>
<td>RICKIE LEE JONES - Don't Let The Sun Catch</td>
<td>RICKIE LEE JONES - Don't Let The Sun Catch You Crying (Geffen)</td>
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### Chartbound

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<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<tbody>
<tr>
<td>MICHAEL BOLTON</td>
<td>How Can We Be Lovers (Columbia)</td>
<td>Dogs In The Moonlight (Atlantic)</td>
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<tr>
<td>BASIA</td>
<td>Cruising For Bruising (Epic)</td>
<td>Dogs In The Moonlight (Atlantic)</td>
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<tr>
<td>TEARS FOR FEARS</td>
<td>Advice For The Young At Heart (Fontana/Mercury)</td>
<td>Dogs In The Moonlight (Atlantic)</td>
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<tr>
<td>KENNY ROGERS AND GLADYS KNIGHT</td>
<td>I Knew Then ... (Reprise)</td>
<td>Dogs In The Moonlight (Atlantic)</td>
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<tr>
<td>MICHAEL DAMIAN</td>
<td>Was It Nothing At All (Cypress/A&amp;M)</td>
<td>Dogs In The Moonlight (Atlantic)</td>
</tr>
<tr>
<td>TOMMY PAGE</td>
<td>I'll Be Your Everything (Sire/Warner Bros.)</td>
<td>Dogs In The Moonlight (Atlantic)</td>
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</tbody>
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*Debuts in Chartbound*
BONNIE

The GRAMMY AWARDS

Album Of The Year NICK OF TIME
Rock Vocal Performance, Female NICK OF TIME
Pop Vocal Performance, Female NICK OF TIME
Traditional Blues Recording I'M IN THE MOOD
with JOHN LEE HOOKER

"HAVE A HEART"

GAVIN A/C: 8*-5*
R&R A/C: 16*-9*

SALES ON BONNIE RAFFT:
TRANSWORLD 40*-2*
MUSICLAND 40*-3*
WHEREHOUSE 30*-2*
NATIONAL RECORD MART 37*-2*
MUSICPLUS 28*-1*
SAM GOODY EAST 33*-2*
SAM GOODY WEST 36*-3*
SOUND WHEREHOUSE 11*-6*
TITLEWAVE 7*-1*
TOWER SUNSET DEB-2*
STRAWBERRIES 5*-1*

GAVIN TOP 40: UP & COMING 70/30
R&R CHR: 55/47
Q105 ADD WXKS ADD
KSAQ ADD WNVZ ADD
KXYQ ADD KISN ADD

SEE BONNIE ON VH1

www.americanradiohistory.com
## UP & COMING

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<th>ARTIST TITLE LABEL</th>
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<tr>
<td>46</td>
<td>5</td>
<td>BAD ENGLISH - Price Of Love (Epic)</td>
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<td>43</td>
<td>13</td>
<td>LISA STANSFIELD - All Around The World (Arista)</td>
</tr>
<tr>
<td>43</td>
<td>5</td>
<td>ROBERT HART - A Little Love Is Overdue (Atlantic)</td>
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<tr>
<td>41</td>
<td>6</td>
<td>INDIGO GIRLS - Get Together (Epic)</td>
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<td>39</td>
<td>2</td>
<td>JULIA FORDHAM - Manhattan Skyline (Virgin)</td>
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<td>37</td>
<td>15</td>
<td>CLAIR MARLO - 'Til They Take My Heart Away (Sheffield Labs)</td>
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<td>30</td>
<td>17</td>
<td>LOU GRAMM - True Blue Love (Atlantic)</td>
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<td>26</td>
<td>EVERYTHING BUT THE GIRL - Driving (Atlantic)</td>
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<td>24</td>
<td>5</td>
<td>TELL ME TELL ME - For A Love Like That (Imagine)</td>
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<td>22</td>
<td>7</td>
<td>BLUE NILE - The Downtown Lights (A&amp;M)</td>
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<td>22</td>
<td>12</td>
<td>BIG NOISE - I Can't Live Without It (Ato)</td>
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<td>21</td>
<td>3</td>
<td>K.D. LANG &amp; THE RECLINES - Pullin' Back The Reins (Sire/Warner Bros.)</td>
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## INSIDE A/C

Last week BONNIE RAITT's "Have A Heart" had 63 HEAVY and 73 MEDIUM reports. This week, after four Grammys, she's got 111 HEAVY with 50 MEDIUM and her first Top Five record ever. Congratulations Bonnie!!

With a 91% HIT FACTOR, PHIL COLLINS leaps into the top ten. Adds this week from KHLT/FM, WMXY, WJTW/FM, WKGW, KLKC, KZXY and KUBC.

SMOKEY's comeback continues at full speed as "Everything You Touch" has moved 31 to 23 to 13 in the past two weeks. Seventy-four percent of his players are HIT FACTORing, up from 44% two weeks ago.

Hottest A/C record of the week is DON HENLEY's "Heart Of The Matter." Climbing 39 to 18 in the last two issues, it appears unstoppable. More than 80% of those stations on it more than a week are already HIT FACTORing. Adds this week include KDES, WJBZ/FM, KGLO, KLSS, WKM1, WTW1, WDUZ, WIHN, KKLK, WTCB and WCD.

TIM FINN's "Not Even Close" wins PLUS FACTOR with a 26% increase in HIT FACTOR. Among the 15 ADDS this week are WBLG/FM, KLSS, WOKZ, WZST, WYRY and WZNY.

REGINA BELLE is having her first solo success in A/C with "Make It Like It Was." Last week's TOP TIP debuts at number 32 and it's also one of A/C's MOST ADDED thanks to 28 more believers including KTSR, WCQV, KCMI/FM, CKFM, KFYR, WNTY, KFQD, WVUD, KLOG and WYKE.

Never before in Gavin A/C history have there been three records with sixty or more ADDS in one week. MICHAEL BOLTON does it in week number two, while the sweet duet by KENNY ROGERS and GLADYS KNIGHT do it in one week with 64. Our MOST ADDED goes to BASSA's "Cruising For Bruising" with 80 first-week welcomes. In the past year and a half only one record has had more first-week ADDS - ROY ORBISON's "You Got It" with 101.

MICHAEL DAMIAN'S "Was It Nothing At All" is back in CHARTBOUND. This comeback occurs four months after it went to number six on the Gavin A/C chart. At that time it had 168 stations and an 88% HIT FACTOR. Currently it has 55 stations and a 70% HIT FACTOR.

RECORD TO WATCH last week, TEARS FOR FEARS' "Advice For The Young At Heart," picked up 30 new stations, qualifying for the MOST ADDED category. With total stations of 79, in just three weeks, TEARS FOR FEARS makes a quick stop in CHARTBOUND and will tackle the chart next week. Among the newcomers are WAFE, WYRY, WSKY, WBLG/FM, KTDY/FM, WDIF, KAEZ/FM and KSNN.

LISA STANSFIELD's "All Around The World" is RECORD TO WATCH this week. Her debut single is all around Top 40, charted at #19, and charted #2 in our Urban Contemporary section. LISA is taking a slow tour through the A/C format with only 43 sightseers so far. A few of the new are WGBE, WXVL, WCPZ, KIDX/FM, KKR&B and KWUN and after their second week play rotating in MEDIUM are WCD, WKLJ, WJZM, KIXK, WLIP, i107.7 and B100.
FIRST RAITT!!

TIM FINN
Not Even Close
GAVIN A/C: 33*-25*
118/15
54% Hit Factor
R&R A/C: BREAKER
VH1 MEDIUM ROTATION

TINA TURNER
Look Me In The Heart
GAVIN A/C: Debut: 33*
90/15
62% Hit Factor
R&R A/C: 18*-12*

PETER BLAKELEY
Crying In The Chapel
From the forthcoming album HARRY’S CAFE de WHEELS.
Produced by Stewart Levine and Peter Asher
"Producer Stewart Levine throws the kitchen sink into this arrangement, making the track rhythmic and fun. It’s nowhere near the Elvis Presley single of the same title."
- A/C REVIEW 3/2

EAST OF EDEN
From This World
"There’s no doubt that EAST OF EDEN should have a bright future. They’ve got the songs, attitude, and an even more precious commodity called depth."
- BOSTON GLOBE
ON YOUR DESK NOW!

CAPITOL A/C CONTACT: LESLIE MARQUEZ 1-800-871-5704
## HIT FACTOR

A/C Research:
Diane Rufer/Ron Fell

<table>
<thead>
<tr>
<th>HIT FACTOR</th>
<th>A/C Research:</th>
<th>Diane Rufer/Ron Fell</th>
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### Hit Factor Reports This Week

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<th>Record Title</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor Weeks</th>
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<tr>
<td>Linda Ronstadt featuring Aaron Neville - All My Life (Elektra)</td>
<td>208</td>
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<td>195</td>
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<td>2</td>
<td>98%</td>
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<tr>
<td>Taylor Dayne - Love Will Lead You Back (Arista)</td>
<td>192</td>
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<td>160</td>
<td>25</td>
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<tr>
<td>Billy Joel - I Go To Extremes (Columbia)</td>
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<td>136</td>
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<tr>
<td>Natalie Cole - Starting Over Again (EMI)</td>
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<td>Bonnie Raitt - Have A Heart (Capitol)</td>
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<td>111</td>
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<td>Phil Collins - I Wish It Would Rain Down (Atlantic)</td>
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<td>91</td>
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<td>Gloria Estefan - Here We Are (Epic)</td>
<td>166</td>
<td>-</td>
<td>103</td>
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<td>Bee Gees - Bodyguard (Warner Bros.)</td>
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<td>Lutcher Vandross - Here And Now (Epic)</td>
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<td>Alannah Myles - Black Velvet (Atlantic)</td>
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<td>Chicago - What Kind Of Man Would I Be (Reprise)</td>
<td>148</td>
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<td>Sadao Watanabe featuring Patti Austin - Any Other Fool (Elektra)</td>
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<td>Smokey Robinson - Everything You Touch (Motown)</td>
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<td>Donny Osmond - I'll Be Good To You (Capitol)</td>
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<td>4</td>
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<td>Kathy Mattea - Where've You Been? (Mercury/PolyGram)</td>
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<td>Kenny G - Going Home (Arista)</td>
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<td>51</td>
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<td>Roxette - Dangerous (EMI)</td>
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<td>Don Henley - Heart Of The Matter (Geffen)</td>
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<td>13</td>
<td>86</td>
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<td>Soulsister - Blame You (EMI)</td>
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<td>Belinda Carlisle - Summer Rain (MCA)</td>
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<td>Crosby, Stills &amp; Nash - Chippin' Away (Atlantic)</td>
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<td>Shawn Colvin - Steady On (Columbia)</td>
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<td>Nanci Griffith - I Don't Want To Talk About Love (MCA)</td>
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<td>Paul Carrack - Battlefield (Chrysalis)</td>
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<td>Tim Finn - Not Even Close (Capitol)</td>
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<td>Cher - Heart Of Stone (Geffen)</td>
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<td>59</td>
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<td>Janet Jackson - Escapade (A&amp;M)</td>
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<td>Sara Hickman - Simply (Elektra)</td>
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<td>Grayson Hugh And Betty Wright - How 'Bout Us (RCA)</td>
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<td>15</td>
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<td>John Tesh Featuring Diana DeWitt - You Break It (Cypress/A&amp;M)</td>
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<td>24</td>
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<td>Regina Belle - Make It Like It Was (Columbia)</td>
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<td>42</td>
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<td>Rod Stewart - Downtown Train (Warner Bros.)</td>
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<td>69</td>
<td>-</td>
<td>12</td>
<td>35</td>
<td>22</td>
<td>68%</td>
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<tr>
<td>Cutting Crew - The Last Thing (Virgin)</td>
<td>63</td>
<td>-</td>
<td>18</td>
<td>31</td>
<td>14</td>
<td>77%</td>
</tr>
<tr>
<td>Rickie Lee Jones - Don't Let The Sun Catch You Crying (Geffen)</td>
<td>79</td>
<td>16</td>
<td>5</td>
<td>27</td>
<td>31</td>
<td>40%</td>
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### Plus Factor

Records which received the greatest increase in HIT FACTOR

<table>
<thead>
<tr>
<th>Record Title</th>
<th>LW</th>
<th>TW</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tim Finn - Not Even Close (Capitol)</td>
<td>28</td>
<td>54</td>
<td>26%</td>
</tr>
<tr>
<td>Don Henley - Heart Of The Matter (Geffen)</td>
<td>45</td>
<td>68</td>
<td>23%</td>
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<tr>
<td>Tommy Page - I'll Be Your Everything (Sire/Warner Bros.)</td>
<td>3</td>
<td>26</td>
<td>23%</td>
</tr>
<tr>
<td>Tears For Fears - Advice For The Young At Heart (Fontana/Mercury)</td>
<td>18</td>
<td>37</td>
<td>19%</td>
</tr>
<tr>
<td>Rickie Lee Jones - Don't Let The Sun Catch You Crying (Geffen)</td>
<td>22</td>
<td>40</td>
<td>18%</td>
</tr>
<tr>
<td>Sara Hickman - Simply (Elektra)</td>
<td>46</td>
<td>64</td>
<td>18%</td>
</tr>
<tr>
<td>Smokey Robinson - Everything You Touch (Motown)</td>
<td>58</td>
<td>74</td>
<td>16%</td>
</tr>
<tr>
<td>Phil Collins - I Wish It Would Rain Down (Atlantic)</td>
<td>76</td>
<td>91</td>
<td>15%</td>
</tr>
<tr>
<td>Nanci Griffith - I Don't Want To Talk About Love (MCA)</td>
<td>60</td>
<td>75</td>
<td>15%</td>
</tr>
<tr>
<td>Grayson Hugh And Betty Wright - How 'Bout Us (RCA)</td>
<td>47</td>
<td>62</td>
<td>15%</td>
</tr>
<tr>
<td>Madonna - Keep It Together (Sire/Warners Bros.)</td>
<td>55</td>
<td>70</td>
<td>15%</td>
</tr>
<tr>
<td>Michael Bolton - How Can We Be Lovers (Columbia)</td>
<td>-</td>
<td>15</td>
<td>15%</td>
</tr>
<tr>
<td>Rolling Stones - Almost Hear You Sigh (Columbia)</td>
<td>44</td>
<td>58</td>
<td>14%</td>
</tr>
<tr>
<td>Cher - Heart Of Stone (Geffen)</td>
<td>50</td>
<td>63</td>
<td>13%</td>
</tr>
</tbody>
</table>
"Quite simply, Hats by The Blue Nile is the best album I've heard for ages, maybe even years." — Phil Collins

"A great album for its ability to be both troubling as well as beautiful, classic and yet totally fresh. I love this record." — Sting

"If you are going to buy one disc this month, Hats is it." — CD Review
LACY J. DALTON (57)  
(Capitol)

DESSERT ROSE BAND (47)  
(MCA/Curb)

JO-EL SONGIER (45)  
(RCA)

STEVE WARNER (43)  
(MCA)

RODNEY CROWELL (41)  
(Columbia)

TOP TIP

STEVE WARNER  
The Domino Theory  
(MCA)

Last week's Record To Watch is a sure thing this week. Forty-three adds and 101 reports.

RECORD TO WATCH

LACY J. DALTON  
Black Coffee  
(Capitol)

Lacy's latest comes in with a jolt as it racks up Most Added status. Adds include: WCAV, WKML, KIKK, KHAK, WGT, WDSD, KFMO, WLAS, etc.

Editor: Lisa Smith  
Assoc. Editor: Cyndi Hoozle

CHARTBOUND

ARTIST TITLE LABEL  
*Debuts in Chartbound  
Reports  Adds  Heavy  Medium  Light  Hit Factor  Weeks

LIONEL CARTWRIGHT - I Watched It All (On My Radio) (MCA)  
143  31  1  31  80  22%  3

RODNEY CROWELL - If Looks Could Kill (Columbia)  
140  41  1  25  73  18%  3

GLEN CAMPBELL - Walkin' In The Sun (Capitol)  
135  23  1  29  82  22%  4

CHARLIE DANIELS BAND - Mister DJ (Epic)  
114  12 —  29  73  25%  5

www.americanradiohistory.com
The Closest You May Ever Get To Austin, Texas

Kelly Willis

"I Don't Want To Love You (But I Do)"

Ships March 2nd
Produced by Tony Brown

MCA RECORDS
INSIDE COUNTRY

STATION HAPPENINGS. Mark Sebastian at WWZD-Tupelo has appointed Nikki Steele to Music Director. Please call Tuesdays & Wednesdays, noon to 3PM to welcome her...Rob Edwards at KFLS-Klamath Falls reports that as of March 5th, music calls will be taken on Mondays from 8-10AM...KZLA-Los Angeles listeners have the chance to double their weekly salary if they get caught with their radio on KZLA. Fans can enter by mailing or faxing their name, company and hours. At any time, a KZLA representative could show up at their place of employment and, if the radio is tuned to KZLA, they win an amount equal to twice their weekly salary up to $1,000...Jeff Duffy at KOKK-Huron is back full time taking music calls between 2 and 4 PM, Mondays and Tuesdays. Their FAX number is 605-352-0911...KSAN-Oakland/San Francisco's Terry Rhodes was the only female disc jockey chosen to appear as a guest video jock on the new show ‘Video Morning’ on The Nashville Network...Congratulations to WBKH-Hattiesburg's Romeo Sullivan who is celebrating a birthday and 35 years as a Country disc jockey this month...Greg Charles is now the MD and morning talent at US96-Appleton/Oshkosh. Former morning personality Larry Kennedy has segued to afternoons and enjoys sleeping in for a change...John Hiatt is now GM at WXTU-Philadelphia...Ron Michaels leaves WAQT- Carollton to go to WXTU-Tuscaloosa as air talent. Dennis Rogers, afternoon air talent at WAQT, takes on the music duties...KTGR-Columbia went to a MOR/satellite format. Don Nickell is now available. Give him a call at 314-875-2939...Tim Scott at KWPC-Muscatine will now be taking music calls on Tuesdays between 10AM and noon. His phone number is 319-263-2512...Changes underway at KOYN-Paris. Dan Lundy has been promoted to assistant MD, and J.J. Shannon comes over from WSMN-Nashua, NH to take over as Operations Manager...John Stevenson is now doing the AM drive slot at WCOL-Sparta...Ann Walters at WFMC-Goldsboro will be taking music calls on Wednesdays 1-4 PM...Congratulations to WWIT-Canton's Skip Phillips and his wife Cindy on the birth of their daughter Ashley Elizabeth...Steve Amari left KTRB-Modesto to return to his home town of Phoenix. He can be reached at 602-835-1554. Bill Slayter takes over as interim PD and J.W. Ford will assume the AM drive slot...Mike West is back handling music along with his PD duties at KYVA-Gallup...Welcome back Robin Pfister to KQKD-Redfield as Music Director...Rusty Lee is now handling the music at WQSB/FM-Albertville...

PROGRAMMERS ARE TALKING ABOUT...Rick Young at KCML-Palm Springs is reporting excellent phones on Jerry Landis...J.C. Simon at KFMS-Las Vegas reports immediate phone action on Travis Trit...Dana Hall at KRED-Eureka tells us that his phones wouldn't let up after Glen Campbell was played on their 'Dash It or Trash It' program...Talk with you next week.

The Gavin Country Crew
Available Now On Warner Bros. Cassettes and Compact Discs

FEATURING THE SMASH HIT "COUNTRY CLUB" AND THE NEW SONG "HELP ME HOLD ON"
**HIT FACTOR**

Country Research: Lisa Smith/Elma Greer

<table>
<thead>
<tr>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor Weeks</th>
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<tr>
<td>PAUL OVERSTREET - Seein' My Father In Me (RCA)</td>
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<tr>
<td>RANDY TRAVIS - Hard Rock Bottom Of Your Heart (Warner Bros.)</td>
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<tr>
<td>GARTH BROOKS - Not Counting You (Capitol)</td>
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<td>LORRIE MORGAN - Five Minutes (RCA)</td>
<td>206</td>
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<tr>
<td>MARY CHAPIN CARPENTER - Gittin' Time (Columbia)</td>
<td>201</td>
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<tr>
<td>VINCE GILL/REBA MCENTIRE - Oklahoma Swing (MCA)</td>
<td>200</td>
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<tr>
<td>DON WILLIAMS - Just As Long As I Have You (RCA)</td>
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<tr>
<td>RONNIE MILSAP - Stranger Things Have Happened (RCA)</td>
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<tr>
<td>ALAN JACKSON - Here In The Real World (Arista)</td>
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<td>WILD ROSE - Go Down Swingin' (Capitol)</td>
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<td>SWEETHEARTS OF THE RODEO - This Heart (Columbia)</td>
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<tr>
<td>HANK WILLIAMS JR. - Ain't Nobody's Business (Curb/Warner Bros)</td>
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<td>DAN SEALS - Love On Arrival (Capitol)</td>
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<td>VERN GOSDIN - Right In The Wrong Direction (Columbia)</td>
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<td>KENNY ROGERS &amp; HOLLY DUNN - Maybe (Reprise)</td>
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<td>MARK COLLIE - Something With A Ring To It (MCA)</td>
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<tr>
<td>HIGHWAY 101 - Walkin', Talkin', Cryin', Barely Beatin' Broken Heart (Warner Bros.)</td>
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<tr>
<td>EARL THOMAS CONLEY - Bring Back Your Love To Me (RCA)</td>
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<tr>
<td>SAWYER BROWN - Did It For Love (Curb/Capitol)</td>
<td>172</td>
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<tr>
<td>SHENANDOAH - See If I Care (Columbia)</td>
<td>181</td>
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<tr>
<td>LARRY BOONE - Everybody Wants To Be Hank Williams (Mercury/PolyGram)</td>
<td>159</td>
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<tr>
<td>KENTUCKY HEADHUNTERS - Dumas Walker (Mercury/PolyGram)</td>
<td>168</td>
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<tr>
<td>DOLLY PARTON - Time For Me To Fly (Columbia)</td>
<td>163</td>
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<tr>
<td>WAYLON, WILLIE, JOHNNY AND KRIS - Silver Stallion (Columbia)</td>
<td>170</td>
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<tr>
<td>MAC MCA NALLY - Back Where I Come From (Warner Bros.)</td>
<td>165</td>
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<tr>
<td>TRAVIS TRITT - Help Me Hold On (Warner Bros.)</td>
<td>175</td>
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<tr>
<td>PRAIRIE OYSTER - Goodbye, So Long, Hello (RCA)</td>
<td>145</td>
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<tr>
<td>ROBIN LEE - Black Velvet (Atlantic)</td>
<td>152</td>
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<tr>
<td>KEITH WHITLEY - I'm Over You (RCA)</td>
<td>155</td>
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<tr>
<td>NGDB w/R. CASH and J. HIATT - One Step Over The Line (MCA)</td>
<td>118</td>
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</tbody>
</table>

**NEW RELEASES**

by Lisa Smith & Cyndi Hoelzle

**CLINT BLACK - Walkin' Away (RCA)**

Clint's fourth single from Killin' Time sounds as fresh as the first. By now Clint, with that smile even a mother-in-law could love, is an automatic add. No doubt your listeners will appreciate it.

**TANYA TUCKER - Walking Shoes (Capitol)**

Tanya is just brash enough to give this Paul Kennerly song the proper treatment.

**CANYON - Carryin' On (16th Ave.)**

This tale of a small-town love affair was written by Gavin's Country Air Talent of the Year, WSIX-Nashville's Gerry House. The song has a quiet, easy feel to it, and the lead vocals complement the song.

**GEORGE FOX - Angelina (Warner Bros.)**

George Fox has already got a winning track record in Canada, having won the Canadian Country Music Association's Rising Star award, and currently being nominated for two Juno awards (for Country Male Vocalist and Male Vocalist of the Year). This debut release from his first U.S. album has already proven itself as a Top 10 Canadian hit, and sounds good enough to do the same here.
A REAL SUCCESS STORY IN THE MAKING

"HERE IN THE REAL WORLD"

ALAN JACKSON

"We rarely ever go on a new artist out of the box – Here In The Real World was our #1 researching record the first week! ...a SMASH hit song from a bright new songwriter...a BIG song in the making...a REAL winner! Alan Jackson sounds like KNIX!"

– Buddy Owens / KNIX

"Immediate response! It's been #1 on our Top 10 for the last two weeks."

– Gail Daniels / KSSN

"Response is phenomenal! Not had phone action like this on a new artist in several years! Alan Jackson has tried on those shoes he mentioned...and they fit really nice!"

– Bill Reed / KSCS

"Extraordinary phone response immediately! A GREAT record!"

– Bobby Kraig / KPLX

"It's burning up the phones...Here In The Real World is our hottest record!"

– Les Acree / WTQR

"With lyrics this strong, it has to be a hit!"

– Mickey Dearstone / WIVK

"Honest country vocal with a message that'll play in any city."

– Ron Dini / WSIX

"The HOTTEST new act of 1990!"

– Jay Phillips / KXXY

"Burning up the phone lines – the most requested song we have! He's new, he's exciting and he's gonna be BIG!"

– Dixie Lee / WYAY

"One of our hottest, most-requested songs... #1 Top 5 At 5!"

– J.D. Cannon / WFMS

"Great song – HOT requests. People seem to be able to relate to the lyrics."

– Lee Riley / WONE

The title track from Alan's debut album
Written by Alan Jackson and Mark Irwin
Produced by Keith Stegall and Scott Hendricks

INITIAL ALBUM ORDERS ALREADY OVER 150,000!
VIDEO HEAVY CMT/TNN

Commercial album available 2/27
With all the hoopla over the proposed Rock And Roll Hall Of Fame, we had to point out that Country music, one of America's true art forms, pioneered the idea of having a facility dedicated to the study of its history. The Country Music Hall of Fame and Museum in Nashville was established in 1967 to "preserve and illuminate the rich heritage of Country Music." It's one of the most popular museums in the country, averaging 400,000 visitors a year.

The Country Music Foundation oversees the operation which includes, besides the Hall Of Fame and museum, library and research facilities, a re-issue label, the Foundation press, the historic Studio B, educational outreach and consultation services. It is the world's largest and most active research and exhibition center dedicated to a form of popular music.

Imagine a library with over 140,000 rare Country music records, as well as books, sheet music, photographs, and hours of vintage films and videotape. It's a researcher's dream. The Country Music Foundation Library and Media Center, open to students, journalists, filmmakers and scholars, houses the largest collection of historic Country recordings in the world. The facilities include state-of-the-art audio and video labs for restoration and remastering. These labs make it possible for the Foundation to re-issue rare recordings; they have put out excellent sets by Hank Williams, Jim Reeves, The Louvin Brothers, Bob Wills, Buck Owens, as well as the famous 1927 Bristol Sessions which included the first recordings of the Carter Family and Jimmie Rodgers.

The Foundation also publishes the Journal of Country Music, a quarterly publication with scholarly articles on every aspect of Country and American folk music. A look at the titles of the articles gives an idea of the Journal's readership: "Esoteric-Exoteric Expectations Of Redneck Behavior and Country Music," "I Feel It Down Through Music: World View In The Titles Of Bill Monroe's Recordings." "Hank Williams: Loneliness and Psychological Alienation," articles on Country music's treatment of the atom bomb, as well as extensive discographies. It's interesting to note that Country music, often viewed as unsophisticated, may be the most advanced at preserving and interpreting its history.

But it's not all academic. The Foundation believes that they have struck the proper combination of entertainment and scholarship, and that's what has allowed the museum and Foundation to prosper. Remember that the Hall of Fame and Museum are located on Nashville's Music Row, where glitz is king. It's a town where you can find a million museums displaying "the actual hairbrush of Conway Twitty" or some such thing. The Hall Of Fame competes for tourist dollars with the Life Of Barbara Mandrell Museum, the George Jones Cars Of The Stars, the Ferlin Husky Wings Of A Dove Museum and plenty of others, and still comes out winning.

The museum is organized into several exhibits tracing the phases of Country music from Old-time string bands, Western Swing, the Singing Cowboys, Honky Tonk, Bluegrass, Rockabilly, Cajun, the Nashville Sound, and on and on. You'll find displays of traditional instruments and the process of multi-track recording. Of course there's a little glitz thrown in too—you can see some of Dolly Parton's wigs, the official pardon given to Merle Haggard from then-California governor Ronald Reagan, Elvis's solid gold Cadillac and Roy Acuff's famous yoyo. There are continual film presentations featuring rare footage of Patsy Cline, Hank Williams, Elvis's 1956 television appearances and more.

The museum is currently featuring an exhibit on Johnny Cash, as well as a new exhibit called "Country Music Backstage," featuring instruments and artifacts from legends and current stars. The Hall of Fame's director, Bill Ivey, explains that this is to be a permanent display, with the items periodically changing. "Most of our exhibits are organized to tell a single story," Ivey says, "so we've needed an open-ended exhibit like 'Country Music Backstage' for years. It gives us the opportunity to display some of our most significant artifacts in the same...

By Cyndi Hoetzle
Your Programming and our Music
Beat the Competition by a
COUNTRY SMILE!

JEFF STEVENS & BULLET

(82079)

the new album featuring the single
"BOOMTOWN"

ROBIN LEE

BLACK VELVET (82085)
the new album featuring the single
"BLACK VELVET"

DON'T MISS THE YOUNG GUNS TOUR STARTING IN MARCH!

ATLANTIC

Atlantic Cassettes and Compact Discs / Atlantic Nashville Traditionally...Contemporary
© 1986 Atlantic Recording Corp. A Warner Communications Co.
hall of fame continued...

room with items representing the careers of some of the hottest new acts in country music. The exhibit features guitars belonging to Steve Earle, Joe Maphis, Gram Parsons, Les Paul, Merle Travis, Doc Watson and Hank Williams as well as the costumes of Rosanne Cash, The Judds, Willie Nelson, and Elvis Presley. Original manuscripts by Foster & Lloyd, K.T. Oslin, and Thom Schuyler are also on display.

A quick walk down the street from the Hall Of Fame brings visitors to Nashville's first recording studio, RCA's Studio B, now operated by the Foundation. People can witness a simulated mix-down session in the studio where Chet Atkins, Eddy Arnold, Elvis Presley, Dolly Parton and Willie Nelson made some of their famous recordings.

The Foundation also maintains an oral history project, started in 1974, with taped interviews with people involved in both the creative and business aspect of Country music. There is also a consultation service, which advises filmmakers, journalists and scholars on the history, instrumentation, performance styles, and costuming of Country music. The producers of Coal Miner's Daughter and Tender Mercies both used the Foundation's services to authenticate their films.

There are currently 45 members in the Country Music Hall of Fame. The honor is decided annually by a panel of 200 electors, each of whom have been active in the industry for at least 15 years.

Word has it that the folks from Cleveland's Rock And Roll Hall Of Fame have made several trips down to Nashville to study the operation. Let's just hope they can do half as good a job. They could take a tip from Bill Ivey, who explains the purpose of the museum: "The Country Music Hall Of Fame and Museum reaches out to fans around the world who embrace the living traditions of Country music," says Bill. "By honoring the past and cultivating the present, the museum helps ensure a dynamic, vital future for Country music."

PHOTO FILE

Singer "R Us kid Jerry Lansdowne (right) recently stopped by the studios of WSIX-Nashville for an interview with MD and "Back Forty" producer Ron Dini.

WFPR-Hammond MD Amy Costanza gets a close-up introduction to Garth Brooks after his appearance at the Lafayette Cajun Dome.

WSIX-Nashville PD Eric Marshall accepts the Country Station of the Year award at this year's Gavin awards.

While in New York for a concert appearance, Mary Chapin Carpenter did an acoustic set during an in-store at Tower Records/Lincoln Center. Pictured following the show are (from left) CBS's Mike Martino, Ron Piccolo, Danny Yarbrough, Roy Wunsch, Carpenter, Craig Applequist and Bob Sherrard.
It's a Natural!

From the City that Means Country Music . . .

98WSIXFM

1990

Country Station of the Year

the GAVIN REPORT

Thanks...

from Nashville's Country Favorite!
## MOST ADDED

1. **RAVEN - DON GRUSIN** (GRP)  
2. **RITUALS - MICHAEL COLINA** (PRIVATE MUSIC)  
3. **DORIAN'S LEGACY - SPENCER BREWER** (NARADA/EQUINOX)  
4. **MIL AMORES - DOUG CAMERON** (NARADA/EQUINOX)  
5. **INSIDE OUT - CHICK COREA ELECTRIC BAND** (GRP)  
6. **CAUGHT IN THE ACT - DEBORAH HENSON-CONANT** (GRP)  
7. **UP FROM DOWN UNDER - TOMMY EMMANUEL** (ARTFUL BALANCE)

## TOP TIP

**FINAL NOTICE AS YOU WISH** (DELTAMUSIC)  
**MATT ROLLINGS**  
**BALCONIES** (MCA MASTER SERIES)

## RECORD TO WATCH

**SPENCER BREWER**  
**DORIAN'S LEGACY** (NARADA/EQUINOX)  
An excellent showing as #3 Most Added during a competitive week.

Co-Editors: Keith Zimmerman/ Kent Zimmerman

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### ADULT ALTERNATIVE

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<th>2W</th>
<th>LW</th>
<th>TW</th>
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<tbody>
<tr>
<td>1</td>
<td>JULIA FORDHAM - Porcelain (Virgin)</td>
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<tr>
<td>2</td>
<td>BASIA - London Warsaw New York (Epix)</td>
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<tr>
<td>3</td>
<td>DOTSERO - Off The Beaten Path (Nova)</td>
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<td>4</td>
<td>EVERYTHING BUT THE GIRL - The Language Of Love (Atlantic)</td>
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<td>5</td>
<td>RICHARD SMITH UNIT - Rockin' The Boat (Chase Music Group)</td>
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<td>6</td>
<td>KIM PENSYL - Pensyl Sketches #2 (Optimism)</td>
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<td>7</td>
<td>SAM RINEY - At Last (Spindletop)</td>
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<td>8</td>
<td>PAT KELLEY - High Heels (Denon)</td>
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<td>9</td>
<td>KENNY G - Live (Arista)</td>
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<td>10</td>
<td>STEVE RAY VAUGHN (EPIC)</td>
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<td>11</td>
<td>STEVIE RAY VAUGHN - Whole Lotta Love (Atlantic)</td>
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<td>SPENCER BREWER - Dorian's Legacy (Private Music)</td>
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<td>RON HOFFMAN - Piazzolla &amp; Schubert (Arabesque)</td>
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<td>TONY GUERRERO - This Is My Time (Stereo)</td>
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<td>HUGH MASEKELA - Uptownship (Nuovo/RCA)</td>
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<td>NANCEE KAHLER AND OPEN THE SKY - Songs Without Words (Nebula)</td>
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<td>ANNE HOWARD MAXWELL - Shadow Of My Heart (Voss)</td>
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<td>ROB MOUNSEY - FLYING MONKEY ORCHESTRA - Dig (Sona Gaia)</td>
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<td>TONY GUERRERO - Different Place (Davis)</td>
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### CHARTBOUND

- **MICHAIL COLINA** (PRIVATE MUSIC)  
- **SPENCER BREWER** (NARADA/EQUINOX)  
- **GEORGE HOWARD** (MCA)  
- **CLIVE GREGSON & CHRISTINE COLLISTER** (RHINO)  
- **STEVIE RAY VAUGHAN** (EPIC)  
- **JAY PATTEN** (CBS)

- **BLUE NILE** (A&M)  
- **HEINTZ AFFOLTER** (ARTFUL BALANCE)  
- **TOMMY EMMANUEL** (ARTFUL BALANCE)  
- **LUISE CONTE** (DENON)  
- **JOHNNY ADAMS** (ROUNDER)  
- **ALLAN THOMAS** (BLACK BAMBOO)  

JAZZ SEMINAR PHOTOS

Your 1990 Jazz/Adult Jukebox jury: top row L to R: Bill Shedd (KJZZ), Chris Brodie (KTWV), Alan Mason (Radio Success Services), Bob O'Connor (KJFM), Bob Parlocha (KJAZ), Rick Petrone (WJAZ). Sitting L to R: Kent Z., Leslie Stewart (WTPL), Nick Francis (KKSF), Keith Z.

Nestor Torres bends a note.

After the Bop Jazz jam, L to R: Nestor Torres, Joe Sample, Philip Harper, Winard Harper, Monte Croft.

Tom The Jazzman (WTEB), Joe Cohn (KPLU), Rick Petrone (WJAZ), Ynes Zavala (KUOP), Doug Cameron, Carlos Lando (KUVO) Brian Lee (WSKY). Kneeling: Kent Z. and Cliff Gorov.

Philip Harper boppin' like crazy.

John Frost of KOAI addresses the crowd as Kent Z. stands by.

Winard Harper swings out the beat.

CHRISTINE LAVIN

Attainable Love

Monica Logan, KTWV
"The phones are amazing ...more than a novelty track"

Bob O'Connor, KIFM
"On in the morning... immediate inquiry... positive phones."

Rob Moore, The Breeze
"Across the country the verdict is clear — Christine Lavin is a major force in contemporary music."

JOHNNY ADAMS

Walking on a Tightrope

Joe Cohn, KPLU
"We're 5 cuts deep. Any station that calls itself jazz should be playing Johnny Adams."

Al Wallach, WEVR
"Most exciting blues release since Robert Cray"

Suzanne Scott-Weiss, KUNV
"Adams is getting lots of jazz airplay — our DJs are eating it up."

Call:
Roger Lifeset
818-991-7668
Hotline Promotions
1-800-NAC-PLAY
ON ROUNDER RECORDS
### Most Added

1. NATIVE HEART - TONY WILLIAMS (BLUE NOTE)
2. RAVEN - DON GRUSIN (GRP)
3. SUPERBLUE 2 - SUPERBLUE (BLUE NOTE)
4. BIG BOP NOUVEAU - MAYNARD FERGUSON (INTIMA)
5. RITUALS - MICHAEL COLINA (PRIVATE MUSIC)
6. INSIDE OUT - CHICK COREA ELEKTRIC BAND (GRP)

### Top Tip

- TITO PUENTE
  - GOZA MI TIMBAL (CONCORD JAZZ)
- DOUG CAMERON
  - MIL AMORES (NARADA/EQUINOX)

### Record to Watch

- TONY WILLIAMS
  - NATIVE HEART (BLUE NOTE)

Most Added by one station report. Nineteen early believers.

### Chartbound

- MAYNARD FERGUSON (INTIMA)
- FINAL NOTICE (DELTA MUSIC)
- JAMES NEWTON (DELTA MUSIC)
- JAY PATTER (CBS)
- CHRIS FLORY (CONCORD JAZZ)
- MATT HARRIS (VOSS)
- MIKE SMIAROWSKI (SMEAR)
- LUISE CONTE (DENON)
- CHET MCCRACKEN (VOSS)
- STEVE KHAN (GRP)
- IGOR BRIL (MOBILE FIDELITY)
- *TONY WILLIAMS (BLUE NOTE)

*Debuts in chartbound*

- *EVERYTHING BUT THE GIRL (ATLANTIC)*
- *DON GRUSIN (GRP)*
- *SATHIMA BEA BENJAMIN (ENJA)*

JAZZ SEMINAR PHOTOS

PolyGram's Brian Bacchus brings on the Harper Brothers.

Two Zimmermans and a James Lewis = three knuckleheads.

At the cocktail party with Erica Linderholm (GRP), Terry Wedel (KSBR), Deborah Henson-Conant, Monica Logan (KTWV) and Jeff Lunt (Meso/Bluemoon).

Michael Canning (KLCC), Joe Cohn (KPLU), Karen Waygood (KHHH), Keith Z., Philip, Joe and Winard.

After the Narada showcase with Keith Z., Bob O'Connor (KJFM), Doug Cameron, Monica Logan (K_TWV) and Michael Fischer (WNUA).

Ask The Industry 1990: L to R: Yvonne Olsen (Geffen), Andy Allen (Island), Rich Schmidt (Windham Hill), Harold Childs (Warner Bros.), Ricky Schultz (MCA) and Basil Marshall (RCA/Novus).

At the cocktail party with Michael Pluznick, Melanie Jordan (A Train Mgt.) Terry Wedel (KSBR), Jim Chappell and Kenny Altman (Music West).

Narada violinist Doug Cameron tears it up at his Saturday night showcase.

Flautist Steve Kujala makes a point with co-host Nick Francis looking on.

Your 1990 Gavin Award winners for Adult Alternative and Jazz: L to R: Steve Feinstein (KKSF), Bob Parlocha, John Rogers and Tim Hodges (KJAZ), Cliff Gorov (All That Jazz), Harold Childs (Warner Bros.) and Susan Levine (Blue Note). Not pictured: WQCD's Russ Davis had to leave a day early.

Keith Z., Michelle Taylor, Monte Croft, Dorthaan Kirk (WBGO), Brian Bacchus.
BLUE SKY MINING - MIDNIGHT OIL (COLUMBIA)

Last week I had lunch with an environmental friend who spends weeks in the Amazon jungle. He brought up Peter Garrett's consciousness and his work with the Oils. And while I hesitate to put extreme political faith in recording artists, if anybody deserves that kind of trust based on track record, it's this band. Their environmental consciousness aside, Midnight Oil's vision has remained steady—national and local—which is something to be applauded as we Americans continue to see our own regionality slipping. Here's a true story. During the planning of the 1988 Gavin Seminar, just prior to the Diesel and Dust release, Midnight Oil was in Australia getting ready to start rehearsals for a world tour. After being asked about the possibility of an appearance on the Hovie Klein Show (which yours truly produces via a million phone calls), Peter Garrett agreed to fly halfway around the world provided we discuss a list of topics that included Aboriginal land rights and Australian constitutional reform. Since we were dealing with general music topics, we had to decline. The point: As Midnight Oil's influence has spread worldwide, the band still religiously retains an interest in their homeland. And the strength of Blue Sky Mining attests to that. For me, first hand experience always speaks the loudest. These guys are for real. Trax for openers: "Blue Sky Mine," "Forgotten Years," "King Of The Mountain," "Stars Of Warburton" and many more.

WAKING HOURS - DEL AMITRI (A&M)

Waking Hours' charm lies in its conversational wisdom. Somebody in this band has come a long way as a songwriter. Check out some of these lines: "I took a spoon to the swimming pool/to drain your trace away" or "You sent greetings from Liverpool/When I arrived you had vanished like steam/and you left me in a diesel day" or better yet, "whole generations thinking of themselves as infidels and pop stars." Pretty vivid stuff. Using a collection of electric, fresh acoustic instruments, as well as creative arrangements, del Amitri offer perky descriptions of the human condition. This is the kind of release that gets ripped-off by radio's one track era. Spending time with this collection was the bright part of my week. Trax: "pick 'em, although I like "Kiss This Thing," "When I Want You," "When I Want You," "Opposite View," "Stone Cold Sober" and the poignant "Nothing Ever Happens." At last, a fer real flesh and blood band.

PSYCHEFUNKAPUS (AT ANTIC)

Don't know about your town, but the trend around these parts is not to fragment music so much as to bring together the best elements of rock, rap, soul, funk and metal. Psychefunkapus, as expressed on "We Are The Young," are an idealistic lot who are tilling the same fields as The Red Hot Chili Peppers and the neighboring metal/funk group Faith No More. Give "We Are The Young" a righteous listen. You may find the hodge podge styles energetic and uplifting. I first heard this while browsing through Tower Records. Many thanks to the unknowing retail employee who slapped this on, making the store sound great.

"YOU GOT THE LOOK I LIKE" - NICK LOWE (REPRISE)

Somewhere around the midpoint of this song lurks a Slim Harpo guitar solo, snaking its way around the verses and chorus. It's the song's high. So Nick Lowe is back with his old pal Edmunds at the control on a new label. I'll bet the change does him and us world of good.

"A LITTLE LOVE" - COREY HART (EMI)

Corey Hart's time on the sidelines have refreshed up his perspective as Bang sounds revived. "A Little Love" is the first plug track from the album, which features the backbeat drumming of Kenny Aronoff.

HARD - THE JONES (ATLANTIC)

It took a while, but keeping up with the Jones is a full time job. This four piece from Boston jumped out of this week's pack thanks to some great lead guitar work by either David Finerty or Billy Loosigian (the new Armenian-American king of rock n roll guitar?). Like I said, the guitar work is exceptional on both the radio pleaser "Don't You Know" and my favorite "Steppin' Out," which is precisely what the band does.

EASTER PARADE - RICKIE LEE JONES/ THE BLUE NILE (GEFFEN)

Here's a rarity on Rickie Lee Jones' CD single. "Easter Parade" is a mellow but intense performance originally cut on the first Blue Nile album which forged a relationship between Rickie Lee and the band. The A side, of course, is Rickie Lee's version of "Don't Let The Sun Catch You Cryin'," the Mersey Beat standard, originally sung by Gerry & The Pacemakers.

ENJOY THE SILENCE - DEPECHE MODE (SIRE/REPRISE)

If you remember Depeche's "Leave In Silence," you know "Enjoy The Silence" is silence revisited. This is a low sung, mid-tempo, stark yet melodic Depeche treatment. You gain even more impact into the song by going the full nineteen minute distance as the three mixes reveal the song's somber personality. If you have a special mix show (as does Live 105) check out the "Bass Line" mix.

7 O' CLOCK - LONDON QUIREBOYS (CAPITOL)

Your reference point may vary depending on how far, historically, you wish to go back. Yes, it's an original song, but you might hear a trace of Woody, Rod and the sloppy Faces spirit. "7 O'Clock" is a rough and tumble, sweaty, barrel-held boogie woogie rock n roller. Produced by English rocker Jim Cregan, who put in time as Rod The Mod's guitarist.

Welcome two new Album Radio correspondents, WKQJ-Middletown, NY. Tony Trovato, MD and Mike Peters, PD. Address is One Broadcast Plaza, Middletown, NY, 10940. Telephone is 914-343-7400. Fax is 914-343-1201.

In the midst of Mardi Gras madness, KVOL-Lafayette, LA joins us. Randy Abadie reports. Address is 125 East Main, Lafayette, LA 70501. Telephone is 318-233-1330. Fax is 318-237-7733.

KZ
What Gonna Save Me?

Midnight Oil
Blue Sky Mining

Featuring: Blue Sky Mine, King of the Mountain, Bedsaw Bridge, On Columbia
The Gavin Report

Most Added

1. THE SILOS (RCA)
2. JACKET HANGS EP - THE BLUE AEROPLANES (ENSIGN/CHRYSLER)
3. PORTENT HUE - CATERWaul (IRS)
4. THE GREENHOUSE EFFECT - PLAN B (RCA)
5. "TELEPHONE THING" - THE FALL (COG-SINNER/MERCURY)

Top Tip

THE CHURCH - "METROPOLIS" (ARISTA)
The Church bring it to the altar this week as programmers worship their latest—debut at #12!

Record to Watch

THE BEAUTIFUL SOUTH - WELCOME TO THE BEAUTIFUL SOUTH (ELEKTRA)
A hero's welcome awaits The Beautiful South at WBER, WXOY, WRAS, WRSL, WRUW, WXTC, KTAQ, KTCL, KZSC, 91X, 105 and more.

Import/Indie

STRAIGHTJACKET FITS - Hail (Rough Trade)
MEAT BEAT MANIFESTO - Dog Stars (Man Wax Trax)
KING MISSILE - Mystical Shit (Shiny Disc)
BLACK GIRLS - Procedure (Mammoth)
EVERY BAND HAS A SHONEN KNIFE - COMPILATION (Gastanka/Giant)
THEE HYPOSTICS - Liver Than God (Sub Pop)
NEON JUDGEMENT - Games Of Love (Wax Trax)
NICE STRONG ARM - Stress City (Homestead)
HERE AIN'T THE SONICS COMPILATION (Popplama)

Edition: Linda Ryan

Chartbound

CATERWAIN - PORTENT HUE (IRS)
PUBLIC ENEMY - WELCOME TO... (DEFJAM/COLUMBIA)
LENNY KRAVITZ - "I BUILD THIS GARDEN..." (VIRGIN)
Dropped: #26 Nine Inch Nails, #32 Psychedelic Furs, #33 Negativland, #44 Laurie Anderson, #48 Big Drill Car, #49 Bonedaddy, #42 Morrissey, #46 Mighty Lemon Drops.

The Austin Report

Alternative

2W LW TW

1 1 PETER MURPHY - Cuts, Line, Sty, Crystal (Beggars Banquet/RCA)
2 2 THEY MIGHT BE GIANTS - Birdhouse, Istanbul, Whistling (Elektra)
3 3 SINEAD O'CONNOR - Nothing (Chrysalis)
4 4 MIDNIGHT OIL - Blue (Columbia)
5 5 BLUE NILE - Downtown, Headlights, Seven (A&M)
6 6 MISSION UK - Deliverance (Mercury/PolyGram)
7 7 U804 - Here, Tears (Virgin)
8 8 JOHN WESLEY HARDING - Devil, Groom, Affairs, Spaced (Sire/Reprise)
9 9 the CREATURES - Fury, Standing, Wolf, Manchlid (Geffen)
10 10 RAVE UPS - Respectfu, Train (Epic)
11 11 RENEWAL SOUND WAVE - Biting (Enigma/Mute)
12 12 THE CHURCH - Metropolis (Arista)
13 13 GRANT HART - Senses, Twenty-Five, Now (SST)
14 14 LILAC TIME - American, Waves, Rollercoaster (Fontana/Mercury)
15 15 JESUS & MARY CHAIN - Head, Planets, Blues, Coast, Crazy (Warner Bros.)
16 16 SILENCERS - Razor, Wayfaring (RCA)
17 17 ELECTRONIC - "Getting Away With It" (Factory)
18 18 THE CRAMPS - Bikini (Enigma)
19 19 HOUSE OF LOVE - I Don't (Fontana/Mercury)
20 20 THE THE - Jealous (Epic)
21 21 THE 3RD BASE - Stymie's, Steppin', Monte (Def Jam/Columbia)
22 22 TANITA TIKARAM - Together (Reprise)
23 23 WEDDING PRESENT - Brassneck, Kennedy, Bewitched (RCA)
24 24 IAN McCulloch - Faith, White, Proud, Candleland (Sire/Reprise)
25 25 del AMITRI - Kiss, Move, Sober, Nothing (A&M)
26 26 ELEVENTH DREAMDAY - Between, Mars, Teenage (Atlantic)
27 27 KATE BUSH - Anger, Sensual, Heads (Columbia)
28 28 THIN WHITE ROPE - Yoo, Whirling, Sac (Frontier/RCA)
29 29 OING BOINGO - Lights (MCA)
30 30 PALE SAINTS - Sea, World, Substantial (4-AD)
31 31 MARTY WILLSON-PIPER - Questions, Cascade, Time (Rykodisc)
32 32 SMITHEREENS - Yesterday, Blues, Girl (Capitol)
33 33 FLAT DUO JETS - Madagascar, Life, Gene (Dog Gone)
34 34 RAINDOGS - Scared (Atco)
35 35 THE BELOVED - Hello (Atlantic)
36 36 DEATH OF SAMANTHA - Announcement, Machine (Homestead)
37 37 OFRA HAZA - YaBaYe, Taw (Sire/Warner Bros.)
38 38 EVERYTHING BUT THE GIRL - Driving (Atlantic)
39 39 PASSION FODDER - Little, Happy, Love (Beggars Banquet/RCA)
40 40 FLASHBACK SOUNDTRACK - Free (WTG/CBS)
41 41 DEPECHE MODE - Silence, Dangerous, Personal (Sire/Reprise)
42 42 MICHAEL PENN - This, Myth, Brave (RCA)
43 43 SKINNY PUPPY - Hexononx (Capitol)
44 44 EDIE BRICKELL & NEW BOHEMIANS - Hard (MCA)
45 45 J. J. CALE - Hold (Silvertone/RCA)
46 46 MINISTRY - Burning, Thieves, What (Sire/Warner Bros.)
47 47 LOOP - Arc-Lite (Beggars Banquet)
48 48 COWBOY JUNKIES - Sun (RCA)
49 49 GREATER THAN ONE - G-Force (Wax Trax)
50 50 TOAD THE WET SPROCKET - Come (Abe's/Columbia)

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YOU’LL FLIP FOR THESE LATEST OFFERINGS FROM THE FAMOUS HITMAKIN’ KITCHENS OF reprise records...

TANITA TIKARAM
THE SWEET KEEPER
THE NEW ALBUM
“WE ALMOST GOT IT TOGETHER”
PRODUCED BY PETER VAN HOOKE AND ROD ARGENT

LUKA BLOOM
RIVERSIDE
HIS DEBUT ALBUM
“RESCUE MISSION”
PRODUCED BY JEFFREY WOOD

NICK LOWE
PARTY OF ONE
HIS REPRISE RECORDS DEBUT
“YOU GOT THE LOOK I LIKE”
PRODUCED BY DAVE EDMUNDS
## Most Added

1. **"Life in Detail"** - Robert Palmer (EMI)
2. **"Closer to the Flame"** - Dave Edmunds (Capitol)
3. **"Enjoy the Silence"** - Depeche Mode (Sire/Reprise)
4. **"You Got the Look I Like"** - Nick Love (Reprise)
5. **"Metropolis"** - The Church (Arista)
6. **"Turn Up the Volume"** - Robin Trower (Atlantic)

## Top Tip

**The Church**

"Metropolis" (Arista)

An astounding debut at #18 after a one week Alternative head start.

## Record to Watch

**The Black Crowes**

"Jealous Again" (Def America/Geffen)

American riff rock at its most basic debuts at #43.

**Black Crowes**

"Jealous Again" (Def America/Geffen)

American riff rock at its most basic debuts at #43.

**Editor's Pick**


**Gavin Fax:**

Reports accepted Mondays of 9AM through 4PM Tuesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

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### Chartbound

**Debuts in chartbound**

- **Robert Palmer (EMI) "Detail"**
- **Depeche Mode (Sire/Reprise) "Silence"**
- **Tesla (Geffen) "Way"**
- **Poco (RCA) "Nature"**
- **House of Love (Fontana/Mercury) "Know"**
- **Gun (A&M) "Inside"**

**Dropped:**

- #33 Hooters, #35 Silencers, #46 Joe Satriani, #47 Joan Jett, #49 Steve Ray Vaughan, #50 Animal Logic.

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<td>ROLLING STONES - Sigh, Terrifying, Sad, Rock (Rolling Stones Records)</td>
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<td>ERIC CLAPTON - Alibis, Bad, Pretending (Reprise)</td>
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<td>CHRIS REA - Road (Geffen)</td>
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<td>TOM PETTY - Face (MCA)</td>
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<td>DON HENLEY - Heart, Dirt, Worthless (Geffen)</td>
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<td>AEROSMITH - Takes, Gun, FINE, Elevator, Other (Geffen)</td>
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<td>WHITE SNAKE - Deeper (Geffen)</td>
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<td>ALANNAH MYLES - Love (Atlantic)</td>
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<td>ALARM - Love, Devolution, Prison, Sold (IRS)</td>
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<td>GREAT WHITE - House (Capitol)</td>
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<td>RICHARD MARX - Late (EMI)</td>
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<td>THE CHURCH - Metropolis (Arista)</td>
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<td>BLUE NILE - Downtown, Headlights, Seven (A&amp;M)</td>
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<td>JESUS &amp; MARY CHAIN - Head, Planets, Blues, Coast, Crazy (Warner Bros.)</td>
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<td>SINEAD O'CONNOR - Nothing (Chrysalis)</td>
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<td>LOU GRAMM - True (Atlantic)</td>
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<td>RUSH - Pass, Show, Presto, Superconductor (Atlantic)</td>
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<td>TANITA TIKARAM - Together (Reprise)</td>
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<td>REQUIEM FOR AMERICA (ENIGMA) &quot;Far&quot;</td>
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<td>BALAAM &amp; THE ANGEL (ATLANTIC) &quot;TooK&quot;</td>
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<td>THEY MIGHT BE GIANTS (ELEKTRA) &quot;BIRDHOUSE&quot;</td>
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<td>EVERYTHING BUT THE GIRL (ATLANTIC) &quot;DRIVING&quot;</td>
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**Charts Bound**

- **RAY**
- **CROWES**
- **JEANS**
- **GAVIN**
- **REPORT**

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*www.americanradiohistory.com*
Grand Gavin Award winners for Album Radio: (l to r) Atlantic’s Danny Buch and Andrea Ganis for Label Of The Year, WXRT MD Lin Brehmer, KBCO John Bradley for PD and Station Of The Year, Chicago’s Kurt Hansen for Jonathan Brandmeier of WLUP, Virgin’s Paul Brown and Jeffrey Naumann.

Lou Simon of KZHT was the very first recipient of the Gavin Annual Rick Carroll Radio Innovator Award. Pictured is KROQ’s Jed The Fish, Nationwide’s Guy Zapoleon, Dave Sholin, Rick’s father Harold, sister Sandy Dempster and Mike Jacobs.

A rare shot of camera shy Jeremy Rifkin delivering his address on global warming and other frighteningly important environmental issues.

Album Radio Breakout included (l to r) Atlantic’s Danny Buch, WBCN’s Carter Alan, Host Sean Cookley from Arista, KTCZ’s Alan Larson, Ace Entertainment’s Michael Papale, KOME’s Ron Nervi, Kent Zimmerman and WXRT’s Lin Brehmer.

Prior to stocking up on the Grammys, Capitol recording artist Bonnie Raitt took the time to introduce environmental activist Jeremy Rifkin.

Lin Brehmer delivers the point (to the delight of fellow guests) that music is indeed healthy and if you don’t hear good music, maybe you’re just not listening.

Danny Buch looks on as Carter Alan speculates on the conservative drift Album Radio audiences seem to be taking.

Hey! That’s my mum with her favorite band, Mercury/PolyGram’s Kiss. (L to R) Paul Stanley, Doris Zimmerman, Gene Simmons and a proud son Kent Charles.

March 2, 1990/the GAVIN REPORT
It looks as though the glut of new records we've been anticipating since the beginning of the year has finally arrived. The Top Ten looks pretty much the same, although by next week the entire albums for The Mission, Midnight Oil and The House Of Love grace your desk. That should shake things up a bit...Big moves this week from The Church, who debut at a whopping #12. Renegade

The Top Ten:

1. THEY MIGHT BE GIANTS - BIRDHOUSE IN YOUR SOUL

2. PETER MURPHY - CUTS YOU UP

3. SINEAD O'CONNOR - NOTHING COMPARES 2 U

4. MIDNIGHT OIL - BLUE SKY MINE

5. JOHN WESLEY HARDING - THE DEVIL IN ME

6. MORRISSEY - OUIJA BOARD, OUIJA BOARD

7. MISSION U.K. - DELIVERANCE

8. IAN McCulloch - FAITH AND HEALING

9. RAVE-UPS - RESPECTFULLY KING OF RAIN

10. THIN WHITE ROPE - HIDDEN LANES

It's going to get ugly...Reprinted on this page is a prototype of the sticker that you might be seeing on albums, cassettes and CDs in the near future. Warner Brothers put these stickers (measuring 81/2 Cm by 51/2 Cm) on cassette tapes (measuring 11 Cm by 7 Cm) that would be affected by this sticker proposal, and handed them out at their Grammy Awards party. Among those stickered were Madonna, The Traveling Wilburys and Hank Williams, Jr. (Hey! Didn't a couple of those artists win Grammy Awards this year?) Although Rap and Metal are easy targets for a campaign such as this, every artist, every consumer, EVERYBODY will be effected. The folks at TVT are starting a campaign of their own. They propose to stick all records with a generic “warning” label that reads, “Warning! Contains Artistic Expression: Reflects personal beliefs of creative individuals. May be objectionable to certain politicians and pressure groups.” That certainly sums it up nicely...On a lighter note, I'd like to congratulate (Large Market) WBCN, WXRT and KROQ, (Medium Market) WOXY and WBRU on their recent Rolling Stone Reader's Poll Best Radio Station Awards. Keep up the good work!...That does it for this week. Ta ta for now. LR

RELEASERS

LUKA BLOOM - RIVERSIDE (REPRISE)

No, I don't know why he calls himself Luka Bloom. Maybe Barry Moore felt he risked living in his brother's (Christy Moore) shadow. Whatever the reason, Bloom is a fine bard in his own right, and whereas his brother comfortably strays into the political arena, Luka sings about the politics of the human spirit. Having seen this man play on two occasions, I can attest to his power. He can leave you laughing goodnaturedly one minute and close to tears the next, linking one emotion to the next through warm, spirited tales. And sure, the album comes out in time for St. Patrick's Day but don't let this record get lost in the novelty of that fact. This is an excellent testament to years of hard work—a true treasure. Notice the haunting quality in "Pablo" or "The Man Is Alive" and the beauty of "Hudson Lady." Finally, entertain yourself and your listeners with the magical tale of "Over The Moon" and "An Irishman in Chinatown." Love it! LINDA RYAN

ATTENTION ALTERNATIVE RADIO

THE CHILLS (SLASH/WARNER BROS.)

Here's another one that's a personal favorite. In the early '80s I traded records on a regular basis with a girl from B-FM in Auckland New Zealand. Along with records from bands like The Clean and The Verlaines, she sent me the first three singles from The Chills and I've been a fan ever since. And who wouldn't be? The Chills brand of spastic, quirky pop is—or a "Heavenly Pop Hit." This band excels in guitar-based pop with a Kiwi edge. Check out "Tied Up In Chain," "Singing In My Sleep," "Familiarity Breeds Contempt" or the Hitchcock-esc "Submarine Bells." LR
Featuring John Zorn,
Fred Frith,
Bill Frisell,
Wayne Horowitz,
and Joey Baron.
THE FALL - "TELEPHONE THING"  (COG-SINISTER/MERCURY)
How long have The Fall been around? They keep turning out fresh records, never doing the same thing twice. Their latest effort, "Telephone Things" employs an eerie, psychedelic feel highlighted with cheesy organ riffs (remember the organ scene in The Ghost And Mr. Chicken starring Don Knotts?) with a '70s wah-wah bite on the guitar. A bit of modern technology is employed to bring things firmly into the '90s. They just keep getting better. LR

THE JEREMY DAYS - JEREMY DAYS  (POLYGRAM)
The debut effort from this young German quintet is sure to raise some eyebrows, for although The Jeremy Days navigate through some peaks and valleys, there are some strong songs here. Start with the single, "Brand New Toy" and move to "Julie Through The Blinds," "Food And Coffee" and "Are You Inventive." A promising start—now onto the sophomore challenge. LR

TACKHEAD - Friendly As A Hand Grenade  (TVT)
Bernard Fowler has played keyboards with Tackhead before, but now he uses his articulate vocals as the main contribution to this album and the pitch and phrasing are impeccable. Like the music, Fowler comes across as soulful and subtle while his lyrics paint controversial and political vignettes. Skip McDonald and Doug Wimbish have become masters in their fields. At one point in "Stealing," the bass/guitar converses with the listener. Keith LeBlanc weaves the backdrop with drums and percussion. Don't limit yourself to these tracks: "Tell Me The Truth" (Fowler shines here), "Stealing," "Airborn Ranger," "Demolition House" and "Ticking Time Bomb." Adrian Sherwood pulls the "pin." ROBERT BARONE

THE SILOS - The Silos  (RCA)
New York transplants The Silos have finally parlayed their widespread critical acclaim into a well-deserved major label deal. The result is the band's third full-length LP—a self-titled transitional effort that finds them developing stylistically by exploring some rockier territory. Principle songwriter Walter Salas-Humera is renowned for the subtle melodies and graceful, evocative lyrics that have earned The Silos Velvet Underground and Gram Parsons comparisons, and the record's most sincere and moving tracks are the simple, country-pop, slice-of-life yarns that Salas-Humera crafts so masterfully ("Picture Of Helen," "Caroline," "Commodore Peter," "I'm Over You"). But, with Rock radio in mind, The Silos attempt some Del Fuegos-type pounders ("Anyway You Choose Me"), add horns ("Maybe Everything"), and try a more expansive use of strings ("Here's To You"). Although the band's growth shows promise, the strongest cuts are still classic Silos. SEANA BARUTH

BLAZING WITH ROCK+ROLL PASSION & ENERGY

GET READY TO ROCK THROUGH THE MOODS OF SECOND SELF—

‘MOOD RING’
THE DEBUT ALBUM FROM SECOND SELF
FEATURING "AUNT JENNY" (bless my soul)

MANAGEMENT:
Vinnie Rich/It's A Gas

FROM EMI
"Paisley Killers"

The Thought Provoking Debut Track
From Four Street-Smart Guys
Dying For A Good Time

Kill for Thrills
On Their MCA Debut
Dynamite From Nightmareland

Exploding At Radio Now
PERSONAL PICKS

SINGLES by Dave Sholin

COREY HART - A Little Love (EMI)
Stand back as Corey enters the '90s with a bang-bang! Fans should be pleasantly surprised when they hear his brilliant change of musical direction. In the past there have been some great releases from this talented singer/songwriter, but here's one that surpasses them all.

SWEET SENSATION - Love Child (Atco)
One of the best from Diana Ross and The Supremes songbook gets an up-tempo, Latin facelift and the result is sensational. Choosing the right song to cover includes finding one that compliments the artist re-doing it. When the fit is perfect you wind up with a super-hot track like this.

AEROSMITH - What It Takes (Geffen)
Steve Tyler gives a dazzling display of what it means to sing with feeling as he and the band continue to soar with a seemingly endless stream of top quality melodic rock. Consistent but always unpredictable, this effort is totally F-I-N-E.

WILSON PHILLIPS - Hold On (SBK)
Initial interest will undoubtedly be sparked because this trio is made up of the combined offspring of Beach Boy Brian Wilson and John and Michelle Phillips of Mamas and Papas' fame—which in itself creates some high expectations. But on this debut release, Carrie and Wendy Wilson along with their pal Chynna Phillips, make it quite clear they can hold their own as singers and songwriters. Terrific harmonies that have gotta make both sets of Mamas and Papas very proud.

LAURA BRANIGAN - Moonlight On Water (Atlantic)
Kevin Raleigh's original version was our Record To Watch on May 26th of last year. The song, one of 1989's lyrical gems, found its way into the top five in some places but never quite got the airplay to go the distance. Combining the vocal artistry of Laura Branigan and the top flight production wizardry of Richard Perry gives this tune new life and a strong second chance to become a hit.

INNER CITY - Whatcha Gonna Do With My Lovin' (Virgin)
Just wanted to throw my support behind this week's Record To Watch, already having initial success on a handful of stations. The Kevin Sauders-Paris Grey duo have made their mark on the club scene and at the dance crossover level. Here's the track that can get the hot Inner City sound exposed to an even broader audience.

ALBUMS by Ron Fell

COREY HART - Bang (EMI)
Mr. Hart rocks as never before—as though he was starting over. Taking his cadence from one of rock's foremost drummers, Kenny Aronoff, Corey rides a throbbing groove throughout the set to great effect. Since we last heard from Corey, labelmate Richard Marx has stolen some of his velvet thunder as a balladeer. And though I doubt there's any competition between the two pros, the mere threat to one's career can bring out the best in one's work. On "Bang" there's more Mellen-camp than melancholy and there's more of a youthful edge than there was in the Spring of '84 when sunglasses at night were the fashion. Corey sets it up early with the album's strongest tracks: A LITTLE LOVE, RAIN ON ME and BANG (STARTING OVER). Good to have ya back, Corey. Rock on!

REGINA BELLE

NEXT WEEK

the GAVIN REPORT

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BANG!

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MANAGEMENT: JOHN FRANKENHEIMER / LOEB & LOEB
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A LITTLE LOVE SINGLE (50239) IN STORES MARCH 6TH
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WILSON PHILLIPS

CARRIE WILSON.
CRYNNA PHILLIPS.
WENDY WILSON.
THREE WOMEN WITH A PAST...

...AND SOMETHING TRULY REMARKABLE TO SHOW FOR IT!

CHANGE is in the wind.
And from the California Coast a new group, WILSON PHILLIPS, has arrived with a startling debut album of real music—a passionate presentation of seductive melodies, compelling lyrics and signature harmonies.

WILSON PHILLIPS heralds the introduction of three distinctive songwriters and vocal artists. Now SBK RECORDS takes great pride in introducing their captivating first single HOLD ON.

WILSON PHILLIPS.

Hold On, the first single from the forthcoming SBK debut album, WILSON PHILLIPS.

Produced by Glenn Ballard
Executive Producer Charles Koppelman
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