ISSUE 1823 SEPTEMBER 7, 1990

JHAN HIBER INTERVIEWS THE NAB'S LYNN CHRISTIAN: RADIO'S ADVOCATE, THE MUSIC INDUSTRY'S FRIEND TALKS ABOUT RADIO, RECORDS AND SATELLITES.

BRIEFINGS FROM MOON MULLINS

LES GARLAND'S VIDEO JUKEBOX
Listen Up features:
TEVIN CAMPBELL
SIEDAH GARRETT
KARYN WHITE
ICE-T
AL B. SURE!
THE WINANS
JAMES INGRAM
EL DE BARGE
BIG DADDY KANE
MELLE MEL
RAY CHARLES
Produced by Arthur Baker and Arif Mardin

Listen up. There's a story unfolding.
"Listen Up" is the premier single from Listen Up—The Lives Of Quincy Jones, a special "soundbook" created to accompany the forthcoming Warner Bros. film, which documents the life and work of an American musical genius.

Listen up, and listen close, as the mightiest voices in music today pay their respects to the master the best way they know how.

# The Gavin Report

## Gavin at a Glance

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<th><strong>TOP 40</strong></th>
<th><strong>URBAN</strong></th>
<th><strong>A/C</strong></th>
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<td><strong>MOST ADDED</strong></td>
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<td>MARIAH CAREY</td>
<td>DAN FOGELBERG</td>
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<tr>
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<td>Love Takes Time (Columbia)</td>
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<td>A Few Ole Country Boys (Warner Bros.)</td>
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<td>ALIAS</td>
<td>TEENA MARIE</td>
<td>MARIAH CAREY</td>
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<td>More Than Words Can Say (EMI)</td>
<td>Here's Looking At You (Epic)</td>
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<th><strong>TROOP</strong></th>
<th><strong>BREATHE</strong></th>
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<tr>
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<td>That's My Attitude (Atlantic)</td>
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<td>Don't Give Us A Reason (Warner Bros./Curb)</td>
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<td>EMILY REMLER</td>
<td>DAVID BENoit</td>
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<tr>
<td>This Is Me (Justice)</td>
<td>Inner Motion (GRP)</td>
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<td><em>NINO TEMPO</em></td>
<td>THOM ROTElla</td>
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<td>Tenor Saxophone (Atlantic)</td>
<td>Without Words (DMP)</td>
<td>&quot;The Forecast (Calls For Pain)&quot; (Mercury)</td>
<td>Time's Up (Epic)</td>
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<td><em>JOHN PATITUCCI</em></td>
<td>PRIMAL IMAGE</td>
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<tr>
<td>Sketchbook (GRP)</td>
<td>Primal Image (Mesa)</td>
<td>&quot;Suicide Blonde&quot; (Atlantic)</td>
<td>Allroy Saves (Cruz)</td>
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</table>

**RECORD TO WATCH**

<table>
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<tr>
<th><strong>GERRY MULLIGAN</strong></th>
<th><strong>EMILY REMLER</strong></th>
<th><strong>ROBERT CRAY</strong></th>
<th><strong>THE GLOVE</strong></th>
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</thead>
<tbody>
<tr>
<td>Lonesome Boulevard (A&amp;M)</td>
<td>This Is Me (Justice)</td>
<td>&quot;The Forecast (Calls For Pain)&quot; (Mercury)</td>
<td>Blue Sunshine (Rough Trade)</td>
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</tbody>
</table>

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<thead>
<tr>
<th><strong>MICHIEL CAMILLO</strong></th>
<th><strong>BERNAD0 RUBAJA</strong></th>
<th><strong>LIVING COLOUR</strong></th>
<th><strong>BOB GELDOF</strong></th>
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</thead>
<tbody>
<tr>
<td>On The Other Hand (Columbia)</td>
<td>New Land (Narada)</td>
<td>&quot;Type&quot; (Epic)</td>
<td>The Vegetarians Of Love (Atlantic)</td>
</tr>
</tbody>
</table>
Ingram To Hot 99.9

Gavin Award-winning Programmer Clarke Ingram has taken over the PD slot at WHTX-Hot 99.9 in Allentown/Bethlehem/Easton, Pennsylvania. "There are two twists to this announcement," Ingram told the Gavin Report. "The first is that I'll be programming Hot 99.9's sister AM, WEE/AM 1230. The second is I'll be doing weekend work at Eagle 106 in Philadelphia for Todd Fisher."

Before accepting this position, Ingram programmed B94-Pittsburgh, and prior to that took KQ-Phoenix up to its lofty position as the highest rated Top 40 in the country. He also served as OM at KZSP-Phoenix.

"It's a great market, we have a good staff and I'm happy to be here," said Ingram. "I look forward to taking Hot 99.9 to the top!"

Currently, WEE/AM is a satellite oldies station. Ingram says he's always wanted to program a Top 40 FM and an oldies AM. "By George, I'm doing it!" he said triumphantly. "Programming in Allentown and being on the air in Philadelphia is truly the best of all possible worlds!"

YETNIKOFF STEPS DOWN

CBS Records Inc. CEO Walter Yetnikoff has decided to step down as head of the label. Saying he intends to speed up his previous decision to go on sabbatical, Yetnikoff plans to return to the Sony-owned company in a few months to work on long-term projects that will affect the corporation's future growth. Executives Tommy Mottola, Robert Summer and Neil Keating will be responsible for CBS' day-to-day operations until the Board of Directors names a successor, reporting directly to Norio Ohga, Chairman of the Board of CBS Records.

Ohga commented that the CBS has never been in better shape both financially and operationally, so it's a good time for Yetnikoff to help the corporation build an organization and management structure appropriate to the company's future growth. "Mr. Yetnikoff's record speaks for itself," he said. "The company has grown and prospered under his leadership. We are grateful that he will make himself available as a special advisor to me."

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the Gavin Report/September 7, 1990
Introducing Dave Sholin's Insider, the Contemporary Hit Countdown for a new decade. In sync with today's radio, the Insider has only **three stopsets hourly**, instead of the usual four or five. There's a **reduced inventory load** of four network minutes per hour, not the standard six. And a **25 minute music sweep** kicking off each hour.

A nationally hosted countdown show that sounds like your radio station...imagine that.

We've been bombarded by an onslaught of industry support to Save Dave, an unfortunate victim of another network's old-fashioned Countdown thinking. Sholin, Editor of The Gavin Report, is consistently named among the "Heavy Hundred" in Rolling Stone magazines list of music experts. Besides, his wife just had a baby and he needs the attention.

So, start DAVEPARTING your weekends now with Dave Sholin's Insider. Designed to replace and upgrade the quality of the nationally hosted countdown program or programs airing on your station.

Call your Premiere Radio Networks representative today at 213-467-2346.
BIRTHDAYS
Compiled by Dianne Rufer
Our Best Wishes and HAPPY BIRTHDAY To:
Bill Kanui 9/9
Kathy Linn, WYHT-Mansfield, OR 9/9
Jim Lee, KFAT/FM-Corvallis, OR 9/9
J.J. Dark, KODM-Redding, CA 9/9
Tim Maranville, KTHI-Fresno, CA 9/9
Billy Preston, Dave Stewart (Eurythmics) 9/9
Freddy Weller, John McFee (Southern Pacific) 9/9
Les Garland, Video Jukebox Network 9/9
Michael Newman, KHXM-Houston, TX 9/9
Hollywood Harrison, 93QID-Alexandria, LA 9/9
Frank Pietroski, KGWG-Utica, NY 9/9
John Wilson, K98-Monroe, LA 9/9
Richard Spires, KAFX-Lufkin, TX 9/9
Michelle Metenes, Elektra Records 9/9
Don Rufer 9/9
Hosh Gureli, KMET-San Francisco, CA 9/9
Peter Miller, KKMK-Rapid City, SD 9/9
Scott Bradley, KGGG/FM-Rapid City, SD 9/9
Kim White, Geffen Records 9/9
Maureen Guinan, Elektra Records 9/9
Keith Naffaly, KMET-San Francisco, CA 9/9
Carolyn Wolfe, WRUV-Burlington, VT 9/9
George Jones, Barry White, Maria Muldaur 9/9
Derek J. Jameson Rufer 9/13
Guy Brouillard, CKOI/FM-Montreal 9/13
Dave Anthony, WMSQ/FM-Havelock, NC 9/13
Peter Cetera, Bill Monroe 9/13
Jackie Selby, KJYV-Las Vegas, NV 9/14
Matt Fisher, WVVR-Ft. Lauderdale, FL 9/14
Rod Flores, KCMS-San Francisco, CA 9/14
Kim Amidon, KOST-Los Angeles, CA 9/15
Harold Austin, KMET-San Francisco, CA 9/15
Roy Acuff 9/15
Our Belated Birthday Wishes To:
Tom Callahan, Virgin Records 9/1
Yvonne Olson, Geffen Records 9/6

WEDDINGS
Our WEDDING BELLS will ring on SEPTEMBER 22ND for BOB CLARK, West Coast Regional Promotion Director for Atlantic Records and his fiancee, ROBIN LEHMAN. The happy couple will be honeymooning in romantic Hawaii...

WEDDING BELLS will ring on SEPTEMBER 15TH for LIANE WONG, News Reporter at K101-San Francisco, and her fiancee, PAUL CHUCK. The happy couple will be honeymooning in Greece.

BIRTHS
Our CONGRATULATIONS to YVONNE OLSON, AC Promotion for Geffen Records, and GENE SANDBLOOM, of Network 40, on the birth of their first child, daughter, ELLE MARIE. Born SEPTEMBER 5th.

CONGRATULATIONS to JOE PSZONEK, EMI Records Northeast Regional Marketing Director and his wife, KAREN, on the birth of their son, CHRISTOPHER JOSEPH. Born August 9th.

CONGRATULATIONS to ED MASCOLO, Vice President of National Country Promotion for PolyGram Records and his wife, CAROL, on the birth of their first grandchild, MARKI TYLER MASCOLO. Born to their son, MARK and his wife, TERESA on AUGUST 30th, MARKI weighed 7 lbs., 6 oz.

RADI-O-RAMA
This week's front runner in the KIIS/FM-LA. PD sweepstakes is KKBQ-Houston's Bill Richards...Eddie's back! Butch Patrick, whom you all remember as Eddie Munster, has joined the morning team at KWXT-Waco, TX...Jim Morales, longtime MD at KKFR-Phoenix is available. Give him a call at 602-491-8681...Q107-Washington, D.C. is now Adult Top40 MIX 107.3FM...KZOR/FM-Hobbs, NM PD Harry Harlan leaves the station to do AM Drive at KODM-Midland/Odessa, TX. Replacing Harry is Jon Ivan former 6-10 Air Talent on POWER 102 (KPRR)-El Paso. Another KODM staffer, Rick Jordan, has gone on to WJLK/FM-Asbury Park, NJ...New MD at WYHT-Mansfield, OH is Kathy Linn, who'll continue to hold down her Afternoon Drive shift...At WWKF-Jackson, TN, Brad Douglass is PD. He comes from a similar position across town at WZDQ...Veteran Boston deejay Bill Smith can now be heard mornings on WBOS/FM. Bill's been on the Beantown airwaves for over a decade, including stints at Westinghouse powerhouse WBZ/AM and at WZLX. Also at WBOS, Loretta Crawford now hosts the station's nightly Adult Alternative program, "Lights Out Tonight"...Joining Pirate Radio-Los Angeles' Shannon In The Morning Show is personality Katy Manor who was most recently on the air at KROQ-L.A...Recently named PM Driver at 100.3 Jamz (KJMJ) Irving, TX is Rick Party, formerly Night Personality at WOWI-Norfolk. Rick replaces Tom Casey who was upped to OM/ APD...

Friday is usually an exceptionally quiet day for the Gavin (Yes Gavin) staff, but a few weeks ago we turned out in force to welcome Chrysalis soul-sisters Was (Not Was) who brought us laughs, breakfast and an outstanding rendition of "Papa Was a Rollin' Stone." The smiles tell it all. Standing 1-2: Gavin's John Martiniucci, Machele Fowers, Diane Galliani, Don Was, Gavin's Annette M. Lai, Sheila Rene, Kent Zimmerman, Was (Not Was) Guest Rapper G Love E, Gavin's Lon Galliani, Beverly Mire, Cyndi Hoelzle, Chrysalis' Greg Thompson, Gavin's Natalie Dutkowsen, Peter Grime, Dodie Shoemaker and Betty Hollars. Sitting and/or kneeling 1-2: Gavin's Kent Zimmerman, Don Was, Gavin's Dave Shatin, Chrysalis' Emma Horton, Ves-dies Donny Ray, David Was and Sweet Pea Atkinson.

Classical Motown artist Mary Wells, who stirs romantic memories each time we hear "My Guy" and "You Beat Me To The Punch," needs our help. Mary is suffering from throat cancer and is broke and without health insurance. Please send donations to:

Mary Wells Care & Treatment, c/o the Rhythm & Blues Foundation, the Smithsonian Institution Museum of American History, Room #4603, 14th St. & Constitution Ave. N.W., Washington, D.C. 20560.

Rotations
Ed Strickland has been named Vice President of the new Black Music Division at Chrysalis/Cooltempo...New VP/Promotion at EMI is Ron Geslin...Stevie Rocker, most recently MD at POWER 98-Myrtle Beach, SC is coming home to the West Coast as a Promoto Rep for Platinum Music/Los Angeles. Stevie starts on September 17...

Don Fitzpatrick Associates announces
THE PIPELINE now includes Radio as well as TV jobs!
1-900-456-2626

THE PIPELINE
Your key to Radio and TV jobs around the country. Openings for DJs, managers, news and more are updated daily.

The cost is just $1.95 for the first minute, $.95 for each additional minute. Call today. Your future may be on the line.

1-900-456-2626
Sit Down, Relax... Let's Talk Radio

Visit Our NAB Hostupidity Suite 3615
Boston Marriott, Copley Place

PREMIERE RADIO NETWORKS
NEW YORK • LOS ANGELES • CHICAGO
At last month's "Gavin Baseball Day," SBK's Daniel Glass and I were conversing, and the subject of the Jukebox Network arose. Daniel told me to ask Brian White at FM102-Sacramento about the impact the new video music channel was having on music in his market, specifically on SBK's new Vanilla Ice single.

Brian's girlfriend kept hearing the Vanilla Ice track coming out of an adjoining apartment, so she flipped on the Video Jukebox and called Brian at the station to tell him about it. Brian says, "The beauty of Video Jukebox is that it shows videos you don't see on any other channel." Like anything else, you have to know how to extract music that's right for your station and your market. Brian says Video Jukebox can be very useful, citing Doc Box and B Fresh as a record discovered via VJN.

Les Garland, longtime Top 40 radio programmer and Senior VP of Programming at MTV when it first began, is now VP of Programming at the Miami-based Jukebox Network. Garland says that while others may lay claim to utilizing the power of interactive TV, his network is truly the only one doing it right now. "Interestingly enough, the first experiments that happened with interactive television were done during my days with Bob Pittman back at MTV in the early eighties. Interactive television, as people knew it then, involved putting hardware in the consumer's home. A signal sent through the cable system would be returned to your television set at home, causing something to happen. What we did with the Jukebox was alleviate the piece of hardware. We found a way to make the phone and the TV interact with each other. After four years of research and development, the technology was invented to do it and patented by the company. We then figured out what programming to utilize with the technology and we decided to experiment with videos and test the system here in Miami for over a year and a half. A year ago today, VJN was in under 450,000 homes, today it's in 9.3 million homes."

Simplifying the way the Jukebox actually works, Garland explains that it begins once a deal is finalized with a cable operator or a low-power television outlet. "Let's assume," he says, "we're going into a cable system with 50,000 homes. There actually is a Video Jukebox. Exactly what it is is a very high-tech piece of computer equipment that goes in at the head end of the cable company. Its signal is then distributed into the homes of all their 50,000 subscribers. Now, a 50,000-cable system might be too many subscribers for one box to handle. If that's the case, we'll divide the audience in two, putting two Jukeboxes in the system and dividing their cable universe into two groups of 25,000 each. You can actually watch it—see any video you want anytime you want. All you do is pick up the phone and punch a few digits. We're constantly running what we call 'How To' promos, instructing the audience as to how the service works. You see a steady diet of the menu— it'll either be full-screen if there are no videos in play at the moment, or it'll be within the context of promos, scrolled along the bottom of the screen. You dial in, a prerecorded voice comes on and says, 'Hi, thank you for calling the Jukebox, please make your selection now.' By watching the television screen, you might see 'U Can't Touch This' by MC Hammer is video number 058. You just punch those numbers on your phone and as you're doing it, you see it displayed on the lower portion of your screen. It'll say, 'Make your selection now.' You'll punch, 0-5-8 and it plays back on your TV set. You're not only programming your TV set, but also the sets in 25,000 other homes. Within twenty minutes, 'U Can't Touch This' plays and you're charged approximately two dollars. The billing is handled by the telephone company, not the cable company; so, at the end of the month, you get the charge on your phone bill."
At 21 years old, Lalah Hathaway is a legend in the making.

The daughter of the gifted Donny Hathaway

as well as a graduate of the Berklee School Of Music,

this diva in blue jeans is an extraordinary combination

of creativity, talent and taste. "HEAVEN KNOWS"

is the first single from her debut album.
### MOST ADDED

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<thead>
<tr>
<th>Artist Title</th>
<th>Label</th>
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<tr>
<td>MARIAM CAREY</td>
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<tr>
<td>ALIAS</td>
<td>(EMI)</td>
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<tr>
<td>INXS</td>
<td>(Atlantic)</td>
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<tr>
<td>THE RIGHTEOUS BROTHERS</td>
<td>(Verve/Polydor)</td>
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<td>BILLY IDOL</td>
<td>(Chrysalis)</td>
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### CERTIFIED

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<tr>
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<td>Black Cat (A&amp;M)</td>
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<td>INXS</td>
<td>Suicide Blonde (Atlantic)</td>
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### TOP TIP

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<tr>
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<tr>
<td>BLACK BOX</td>
<td>Everybody Everybody (RCA)</td>
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<td></td>
<td>Box score for July 27th's Record To Watch looks better every week. Twenty adds and a 28% Hit Factor puts it in a strong position on both airplay and chart fronts.</td>
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### RECORD TO WATCH

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<tr>
<td>VANILLA ICE</td>
<td>Ice Ice Baby (SBK)</td>
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<td>The Iceman is hot! Massive request and retail activity taking place everywhere this inventive Rap release gets heard.</td>
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### TOP 40

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<th>Artist</th>
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<th>Label</th>
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<td>2</td>
<td>1</td>
<td>WILSON PHILLIPS</td>
<td>Release Me (SBK)</td>
<td>(SBK)</td>
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<td>3</td>
<td>2</td>
<td>POISON</td>
<td>Unskinny Bop (Capitol/Enigma)</td>
<td>(Capitol/Enigma)</td>
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<td>7</td>
<td>3</td>
<td>JON BON JOVI</td>
<td>Blaze Of Glory (Mercury)</td>
<td>(Mercury)</td>
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<tr>
<td>9</td>
<td>4</td>
<td>PHIL COLLINS</td>
<td>Something Happened On The Way To Heaven (Atlantic)</td>
<td>(Atlantic)</td>
</tr>
<tr>
<td>8</td>
<td>5</td>
<td>NELSON</td>
<td>(Can't Live Without Your) Love And Affection (DGC)</td>
<td>(DGC)</td>
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<tr>
<td>10</td>
<td>6</td>
<td>PRINCE</td>
<td>Thieves In The Temple (Paisley Park/Warner Bros.)</td>
<td>(Paisley Park/Warner Bros.)</td>
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<td>12</td>
<td>7</td>
<td>PAUL YOUNG</td>
<td>Oh Girl (Columbia)</td>
<td>(Columbia)</td>
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<td>15</td>
<td>8</td>
<td>TAYLOR DAYNE</td>
<td>Heart Of Stone (Arista)</td>
<td>(Arista)</td>
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<td>24</td>
<td>14</td>
<td>DINO</td>
<td>Romeo (Island)</td>
<td>(Island)</td>
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<td>25</td>
<td>15</td>
<td>DEPECHE MODE</td>
<td>Policy Of Truth (Sire/Reprise)</td>
<td>(Sire/Reprise)</td>
</tr>
<tr>
<td>1</td>
<td>4</td>
<td>JANET JACKSON</td>
<td>Come Back To Me (A&amp;M)</td>
<td>(A&amp;M)</td>
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<tr>
<td>16</td>
<td>17</td>
<td>BELL BIV DeVOE</td>
<td>Do Me (MCA)</td>
<td>(MCA)</td>
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<tr>
<td>23</td>
<td>18</td>
<td>JULIE COLE</td>
<td>Time For Letting Go (Reprise)</td>
<td>(Reprise)</td>
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<tr>
<td>27</td>
<td>19</td>
<td>LISA STANSFIELD</td>
<td>This Is The Right Time (Arista)</td>
<td>(Arista)</td>
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<tr>
<td>34</td>
<td>26</td>
<td>JOHNNY GILL</td>
<td>My, My, My (Motown)</td>
<td>(Motown)</td>
</tr>
<tr>
<td>31</td>
<td>25</td>
<td>AFTER 7</td>
<td>Can't Stop (Virgin)</td>
<td>(Virgin)</td>
</tr>
<tr>
<td>38</td>
<td>30</td>
<td>JAMES INGRAM</td>
<td>I Don't Have The Heart (Warner Bros.)</td>
<td>(Warner Bros.)</td>
</tr>
<tr>
<td>6</td>
<td>13</td>
<td>BREATHE</td>
<td>Say A Prayer (A&amp;M)</td>
<td>(A&amp;M)</td>
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<tr>
<td>30</td>
<td>27</td>
<td>INDECENT OBSESSION</td>
<td>Tell Me Something (MCA)</td>
<td>(MCA)</td>
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<tr>
<td>18</td>
<td>16</td>
<td>FAITH NO MORE</td>
<td>Epic (Slash/Reprise)</td>
<td>(Slash/Reprise)</td>
</tr>
<tr>
<td>37</td>
<td>31</td>
<td>MICHAEL BOLTON</td>
<td>Georgia On My Mind (Columbia)</td>
<td>(Columbia)</td>
</tr>
<tr>
<td>39</td>
<td>32</td>
<td>PEBBLES</td>
<td>Giving You The Benefit Of The Doubt (MCA)</td>
<td>(MCA)</td>
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### CHARTBOUND

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*Debuts in Chartbound*
Red, White and HOT!

DAMN YANKEES

HOT RADIO
Damn Yankees' first single, "Coming Of Age," hit No. 1 on the AOR charts and its follow-up — "Come Again"—went Top 5. Monster phones on both songs made them two of the most-requested tracks at AOR radio this year.

HOT SALES
Damn Yankees has topped the Gold sales mark and is steaming on towards Platinum.

HOT TOUR
Damn Yankees' summer tour with Bad Company continues, winning fans and packing venues across the U.S.

HOT MTV
Videos for "Coming Of Age" and "Come Again" rotated mightily at MTV.

Now, Damn Yankees turn up the heat at CHR Radio with "High Enough"

Produced and Engineered by Ron Nevison
From the Gold Album DAMN YANKEES

E.C.M. Management: Bruce Bird/Bud Prager/Eoug Banker
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Dropped: #35 - Don Henley, #38 - Go West, #39 - Favorite Angel, #40 - Billy Idol (Cradle), Giant, John Hiatt, Colin James, Lita Ford, TKA, Beach Boys, Venice.
"Excellent hook with an infectious groove that translates into Top 5 requests here at KIIS."

Michael Martin, KIIS/Los Angeles

"Top 5 phones after two days of airplay — more than just teens, we're getting adult phones too!"

Marc Chase, WFLZ/Tampa

"Instant reaction — kids and adult women! It makes me wanna knock some boots! p.s. How do you like my picture?"

Al Tavera, KPWR/Los Angeles

"Beat all competitors hands down in our 5-day Slam/Jam. Proving itself in phones — working in all demos."

Colette Gilbert, KHTK/St. Louis

"I love CANDYMAN, and I mean that!"

© 1990, CBS Records Inc.

Token from the forthcoming Epic release: "Ain't No Shame In My Game" 46947
Produced by Johnny "J" and Candymon
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<td>Same Ol' Situation (S.O.S.) (Elektra)</td>
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"GAME OF LOVE"

K.C. & THE SUNSHINE BAND

From the SISAPA album Soundtrack,
NOBODY'S PERFECT

Proudly brought to you by:

SISAPA RECORD CO.

Distributed by CURB Records

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THANKS, BOB.
INSIDE TOP 40 by Dave Sholin

Thousands of broadcasters convene in Boston for this week's convention of the National Association Of Broadcasters. Salespeople learning techniques that will mean more station revenue, managers talking with other managers about the state of the business, engineers looking to a future where a new technology stands to permanently change the way we receive the product known as radio, promotion directors striving for more efficiency and effectiveness and PDs discussing the intricacies of programming to an increasingly media-conscious constituency. But while all these departments have a gauge for success, there's no debate about the owners' ultimate goal—increased ratings and increased profitability! That's the reasonable expectation of anyone who makes an investment in any business. Of course, when the program director's report card arrives once, twice or four times a year they need to be sure and fully grasp the ground rules and methodology in order to fight the audience measurement battle properly. Yet, even armed with that information, results can sometimes be baffling. Bill Shane, PD at WLAZ Naples, FL, called a few days ago with this bit of revealing news—teens in his market love beautiful music! At least on weekends they do, as according to the latest Naples/ Marco Island Arbitron, the beautiful music outlet is #1 with the 12-17 demo on Sunday from 10 AM-3 PM and 3-7 PM. Sadly, it's not the first or most likely the last time an aberration like this is bound to occur. Based on my experience and the numerous calls we get each year from others scratching their heads attempting to make sense out of the numbers, WLAZ's problem isn't an isolated case. For some answers I've asked Jhan Hiber to follow-up my conversation with Bill and explain what at face value seems unexplainable.

Three day weekends seem to be expanding to four and five day weekends for a lot of folks, but whatever the length, shortened work weeks result in frozen playlists and a somewhat distorted airplay and chart picture. But the mega-moves on THE RIGHTEOUS BROTHERS continue holiday or no holiday. On fire at POWER 99 25-14, KEZY 18-10, KROY 16-7, WIOQ 21-6, Y957-3, WHYT 14-5, KBQ 32-22, KC1 28-18, KISN 31-14, KHTK 26-17, WSNX 23-18, WBBQ 37-20, etc. Fifty-seven adds including WBXX, WLAZ, WTBX, KDWB, B96, KLAZ, WLRW, KLUC, WJBW, Y108, B95, Y97, KT1 and WDIX.

It was mid-July when JAMES INGRAM slid into the RECORD TO WATCH slot and it's been all upward growth ever since. Top twenty at Y94 Fargo/Moorhead, ND 20-17, KISS 108 Boston 24-20, Q95FM Detroit 11-7, WDJX Louisville 13-7, Q102 Cincinnati 21-16, KMLE San Francisco 16-13, Y107 Jefferson City, MO 22-17, KS104 8-3 and Y108 Denver 17-5. Added WTC/FM, KLUC, WIBW, K2103, WNFL, WJLQ, POWER 96, X100, B96, WLXR, POWER 98, WGGZ, Z104, etc.

Instant phone action for INXS at KDOG, Mankato, MN where it's pulling top five teen and adult requests jumping 38-29. Also top thirty at WPLJ, WIOQ, B94, WAAL, WDDJ, WZZR, KPAT, KFMW, WGOR, KDWB, WIFC, Y97, FM104, Q96, PIRATE RADIO and KXYQ. New on KFXR Anchorage, KIXY San Angelo, WCIL Carbondale, WZPL Indianapolis, WBX Chattanooga, WAPE Jacksonville, KBEQ Kansas City and KLUC Las Vegas.

FM104 Modesto takes CONCRETE BLONDE 6-5 with MD Eric Hoffman seeing this shortened week. Climbs at KIIS Los Angeles 30-23 "sales and requests," KHMX 14-12, with new believers including WIAL, KROY, KJ105, WHT, WBBQ, KTDR, KLUA, KBQ, WCIL, Q95FM, KRIT, KJLS and Q106.

Awesome moves for VANILLA ICE across the country. FM102 Sacramento takes it 5-2 and OM/PD Brian White says it's been the top request item since the first day it hit the air more than three weeks ago. Hot at Y95 20-10, WHYT 10-3, KOY 25-17, KROY 21-10, KS104 24-15, Q106 29-20 "top three overall requests—number two with adults," KMLE 7-3, etc. Adds include KXXR, POWER 99.9KHI, KKS, KAKS, WBFX, POWER 98, KOKZ, WGOR, B95, KFMF, KLUC and KIIS.

BLACK BOX, Italy's newest musical contribution, leads into the Top Ten at B96 Chicago 14-9. Also Top Ten at EAGLE 106 10-9, WIOQ 11-9, KMLE 8-7, POWER 106 12-9, KISS 108 5-2, HOT 97 1-1, WTC/FM 10-6 and POWER 96 5-4. New on KISN Salt Lake City, WNCI Columbus, WYKSA Gainesville, 95XDX Burlington, KUBE Seattle, WYZQ Frederick, MD, WAPE Jacksonville, KQI02 Cincinnati, WAVE Pottsville, PA, Y97 Santa Barbara and POWER 99 Atlanta.

Dave Alyn, PD at KDLK Del Rio, TX, is getting reaction on GEORGE LAMOND, especially strong with women 18-30. Dave charts it 40-29 and reports it's #2 on the phones right behind another GEORGE—MICHAEL. Other gains at POWER 96 23-16, WIOQ 18-14, B96 21-12, KHTU 24-19, KQEN 38-24, WTC/FM 26-22, HOT 97 5-17, WWCK 25-18, etc. HIT FACTOR is up to 21% for THE BOYS who are off to a great start with adds at FM102, WBXX, Q105, KROY, KOY, FM102, KJBR, WRCK, Q106, HOT 97, KJLS, etc. Top twenty on KGG1 17-16, KS104 12-6, B95 22-16 and WHYT 19-18.

Impressive airplay growth for UB40 during
I'VE GOT A BEAUTIFUL RED DRESS
AND YOU'D LOOK REALLY GOOD
STANDING BESIDE IT...

LAURIE ANDERSON
"BEAUTIFUL RED DRESS"

THE NEW SINGLE  PRODUCED BY LAURIE ANDERSON, PETER SCHERER, ARTO LINDSEY AND ROMA BARAN
VIDEO NOW ON VH-1  MANAGEMENT: LINDA GOLDSTEIN  ORIGINAL ARTISTS

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COMMUNIQUE

FROM the Moonlighting mailbag, some items from a monthly publication called Communication Briefings. For more information, call 1-800-888-4402.

DISASTER
Here are some tips to help you cope with anything remotely similar to the radio station level:

• Your listeners and clients may not be concerned with the facts in your disaster; they respond emotionally to these kinds of issues. Therefore, remember it is perception you're dealing with.
• You should respond emotionally to their emotional concerns.
• Take immediate control of the event. The steps you take should be swift and candid. Apologize once, then spend your energies taking the steps to prevent a re-occurrence.
• If the situation is serious enough, bring in the highest officer in the company. He or she may not really be able to offer much assistance but again the perception is that the event has reached the highest levels.

DO REPEAT YOURSELF
Christopher Ryan in Marketing Issues for the 1990s makes a very cogent statement for radio in advertising its product: a message must be heard 8 times to be unforgettable (top-of-mind awareness):

To make your message unforgettable:
1. Repeat the message
2. Repeat the message
3. Repeat the message
4. Repeat the message
5. Repeat the message
6. Repeat the message
7. Repeat the message, and in conclusion,
8. Repeat the message

COUNTRY OUTDOORS
• People passing by your board have a three second read time to absorb your message.
• Avoid script (i.e. writing style) type, from a distance it may "smear". (Smear is technical talk for being unreadable.)
• Don't use too many primary colors, even in the background. Be cautious when using white and gray. They may be too dim to "backlight" your message.
• Use one simple idea per board, clearly define it and dramatically display it.
• There may be a 10 to 20% discrepancy between what is contracted for an outdoor campaign and what is actually delivered. Make sure you get what you paid for. There are firms with auditors who vary buys. They travel around the marketplace checking board locations, counting traffic, etc.

LIVING IN SIN
In the late 1960s and early 1970s, only 11% of the American population had lived together unmarried before their first marriage. As we begin the 1990s, the share is up to 44%.

If you've been assuming the figures were the same as 20 years ago, think again.

ANYTHING...ANYTHING BUT THAT!
• In one of my favorite old Woody Allen movies, "Take the Money and Run," the Woodster portrays a habitual criminal. Locked up, he is not a model prisoner. As payment, Allen suffers what he describes as the ultimate punishment: he has to spend the afternoon with an insurance salesman.

I don't know any of us who would relish that prospect, but also, I think there are few who are not concerned with the security that good insurance can provide.

Having been out of a job when I didn't expect it (that's a euphemism for being fired), I know the fear of not having medical coverage. Often, the cost of continuing the coverage you had when employed is so exorbitant you can hardly afford items like food, rent, car payments and so forth.

Now comes F.A.M.E., the Federated Association of Media Employees.

Now, before your start yawning, this is an insurance plan designed specifically for radio, TV and newspaper folks. It has some money-saving features built in, some of which can save you enough money to pay the membership fee.

F.A.M.E. is a non-profit service organization that offers a tax-deferred plan that contains no extra penalties or charges.

You can also participate in a savings plan that allows you to use it anyway you want.

You can put in, take out or change your money at any time. Only the interest earned is taxed and you can contribute as little as $20 per month and should you leave your job, the plan goes with you. If you have had a company sponsored plan, you could roll over the funds in that account into your F.A.M.E. plan.

Among the benefits of the plan are the discounts. For example, your membership includes access to the Auto Quote Service; auto service reductions at K-Mart; an 800 number shopping service; food coupons for major brands with no expiration dates. And, soon MCI long distance discounts of 10-15%.

There may be other insurance services like this one, but it is the only kind that carries with it a former programmer who offers members air check critiques, marketing services to radio stations and consulting. All for a nominal extra fee, of course.

The plan is also available to radio stations as an added benefits package. Ownership can reduce the cost of doing business, while increasing employees spendable income, without increasing salaries.

For information, call Steve Gramzay at 303-470-9196.

FEATURES

1. Repeat the message, and repeat the message, and repeat the message, and repeat the message.

2. Repeat the message, and repeat the message, and repeat the message, and repeat the message.

3. Repeat the message, and repeat the message, and repeat the message, and repeat the message.

4. Repeat the message, and repeat the message, and repeat the message, and repeat the message.

HEAR AND THERE

by Sheila Rene

L.: Aerosmith's Joe Perry and Steven Tyler, Black Crowes' Chris Robinson

Last week's sold-out Sonic Youth concert at the Warfield in San Francisco was the place to be. Sub Pop's Nirvana played, and opening the show was an unsigned all-female band, STP, who played a stellar 15 minute set. Their exciting three-guitar, no bass style made me feel like I could have been standing at CBGB's in Manhattan. Paul Kantner was there, and he grooved all night. Kantner felt Sonic Youth incorporated a lot of psychedelia in their music, not unlike Quicksilver and the Jefferson Airplane. Needless to say, the band was enchanted by Kantner's after-show visit. The live performance made me a fan...

The next leg of Robert Plant's Mamie Van Doren tour is gearing up after a three and a half week layoff. September 13-14 finds the outing restarting at Red Rocks in Colorado with The Black Crowes opening, and ending in December at Plant's favorite London club, the Town and Country. It was really a nice touch for Plant to have Dread Zeppelin in as a support act. Aubrey Powell is responsible for all that great video footage behind some of the tunes. Look for Atlantic to release a career retrospective boxed set, with 54 cuts including two previously unreleased tracks, "Travelin' Riverside Blues" and "White Summer/Black Mountain Side." RP, Jimmy Page and John Paul Jones were instrumental in this project, from selecting cuts to sequencing and remastering...

Bits & Pieces: There's a new group forming called The Best, and it features some musicians you already know: Joe Walsh, John Entwistle, Jeff "Skunk" Baxter, Simon Phillips, Keith Emerson and vocalist Terry Reid. We'll keep you posted!...The Sweet resume their U.S. tour on October 26 in Boston and on Halloween will perform at Orlando's Pleasure Island at Disney World...Back to Dread Zeppelin. Their I.R.S. album, UN-ltd.-Ed., has just been released, and guaranteed it'll put a smile on your face...Atlantic's new home video and television company A+Vision Entertainment has just released their Hit Singles Collection, featuring Alannah Myles, Winger and EnVogue. But you wouldn't have loved to have seen Jimmy Page jam with Aerosmith at the
"Glad To Be Alive"
the single and video
from the original soundtrack for
Twentieth Century Fox's
The Adventures of Ford Fairlane

Produced by Craig Burbidge and Derek Nakamoto for Streetcar Productions
Co-produced by Nanada Michael Webster for Perfection Ltd Productions
Management: Alive Enterprises, Inc. / Steve Gordon and David S. Mackay

On Elektra Cassettes and Compact Discs
©1990 Elektra Entertainment, a Division of Warner Communications Inc.
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<td>TEENA MARIE (20)</td>
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<td>BELL BIV DeVOE (15)</td>
<td>(MCA)</td>
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**TOP TIP**

GERALD ALSTON  
Slow Motion  
(Motown)  
Gerald’s in motion.

**RECORD TO WATCH**

HI FIVE  
I Just Can’t Handle It  
(Jive/RCA)  
Do you think they’ll be able to  
“handle” stardom at their age?

**CHARTBOUND**

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<td>(Epic)</td>
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**the GAVIN REPORT**

**URBAN CONTEMPORARY**

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A Winning Track Record Continues With...

The New Single
From The New Album SO MUCH 2 SAY

The Follow-Up To Their Gold Debut Album TAKE 6

Produced by MERVYN WARREN
Co-Produced by MARK KIBBLE, CEDRIC DENT, ALVIN CHEA, CLAUDE V. McKNIGHT III AND DAVID THOMAS
Management: GAIL HAMILTON, CHOICE MANAGEMENT
INSIDE URBAN

Most Added MARIAH CAREY's "Love Takes Time" is hot for Scott Jantzen, OC104/FM-Ocean City, because "It's already blowin' the phones out!" Greg Sampson, WQMG-Greensboro, makes it his RTW. Adds include WBLS-New York, WHUR-Washington, WUSL-Philadelphia, WUJM-Charlotte, WWDM-Columbia, WXOK-Baton Rouge, WJLB-Detroit, WVOI-Toledo, etc. Big Daddy Gilford, WYBC-New Haven, says the L.L. COOL J's "The Boomin' System" is "Highly requested around here." Second Most Added, TEENA MARIE's "Here's Looking At You," is mentioned by Bailey Coleman, KRIZ-Seattle. "She's really got another hit on her hands this time!" It's also RTW for Paul Jackson, WUJM/941AMS-Charlotte, who says, "Home girl's back and she's back strong!" Jay DuBard & Eddie Rocket, WQOK/FM-Nashville, chose T.M. as their RTW too. Our Record To Watch this week, HI FIVE's "I Just Can't Handle It," picks up ten adds from OC104/FM-Ocean City, WDKX-Rochester, WABD-Clarksville, WJMI-Jackson, WQIS-Laurel, WWDM-Columbia, WZFX-Fayetteville, WTLZ-Saginaw, WYBC-New Haven, and KKDA-Clarksville, while already being rotated at WBLS, WKYS, WOWI, KYEA, KUL, KMZK, KQXL, KXZZ, WANN, WBLX, WFXC, WPEG, WUJM, WXOK, WCKX, and KDKO VANILLA ICE's "Ice Ice Baby," is generating interest from Madhatter, WGOK-Mobile, who says, "One of Miami's rap acts makes it to New York and the big time." Roscoe Miller, WXVI-Montgomery, agrees, saying, "They are going to add a new dimension to Rap." Michael Vance, KBMS-Portland reports huge phones for SAMUELLE, all demos. Craig Lewis, WMGL-Charleston, says "BLACK FLAME is definitely on fire—smokin' flames!" Don Michaels, KMZK-Little Rock, wants TKA's "I Won't Give Up On You" mentioned. "Once you add it, you won't give it up—a powerful record that's gonna be a mover!" Kimberly Kaye, WFKX-Jackson, chooses BASIC BLACK'S "Nothing But A Party" to be big. "It sounds exactly like they were having a party when they made this record!" Kimberly's RTW from last week for GERALD ALSTON is our Top Tip. It's been added at thirteen new stations. ONE CAUSE ONE EFFECT's "Up With The Hope Down With The Dope" gets the nod from Larry Carr, WQIC-Meridian, who says, "They're home towners we have a lot of hope for—especially with the help they're getting from Hacker." Ciao for now, Betty.


LP CUTS

KEITH SWEAT -
Your Love/Just One Of Them Thangs, Giving All My Love To You

CYNDI WILLIAMS -
Harlem Blues

TIME -
Sometimes I Get Lonely/Chocolate/Skillet

PRINCE -
Round & Round (featuring Tevin Campbell)/New Power Generation/Can't Stop This Feeling I Got

YOUNG M.C. -
Pick Up The Pace

WILL DOWNING -
Wishing On A Star

JANET JACKSON -
The Skin Game (flip of single)

MARIAH CAREY -
Don't Want To Cry/Someday
September 7, 1990/ THE GAVIN REPORT

HIT FACTOR

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

Reports Adds Heavy Medium Light Hit Factor Weeks

PRINCE - Thieves In The Temple (Paisley Park/Warner Bros.) 84 — 65 6 13 84% 7
THE BOYS - Crazy (Motown) 78 — 65 2 5 89% 10
LALAH HATHAWAY - Heaven Knows (Virgin) 77 — 55 15 7 90% 9
PEBBLES - Giving You The Benefit Of The Doubt (MCA) 82 2 39 27 14 80% 5
MELBA MOORE - Do You Really Want My Love (Capitol) 66 — 50 14 2 96% 10
NAJEE - I'll Be Good To You (EMI) 64 — 48 13 3 95% 11
JOHNNY GILL - Fairweather Friend (Motown) 71 — 18 41 12 63% 4
BLACK BOX - Everybody Everybody (RCA) 66 — 39 16 11 63% 10
THE WINANS - A Friend (Qwest/Warner Bros.) 59 1 33 10 7 86% 11
BODY - Touch Me Up (MCA) 59 — 31 21 7 88% 10

HOWARD HEMET - If I Could Only Have That Day Back (Elektra) 62 2 23 32 5 88% 8
KIARA - You're Right About That (Arista) 64 2 7 42 13 76% 6
LISA STANSFIELD - This Is The Right Time (Arista) 70 1 9 32 28 58% 5
NAYOBE - I Love The Way You Love Me (WTG/Epic) 51 1 15 25 10 78% 7
MAXI PRIEST - Close To You (Charisma) 58 6 14 22 16 62% 8
SAMUELLE - So You Like What You See (Atlantic) 57 3 5 35 14 70% 5
TRACIE SPENCER - Save Your Love (Capitol) 61 3 3 30 25 54% 4
OLETA ADAMS - Rhythm Of Life (Fontana/PolyGram) 44 2 12 24 6 81% 7
QUINCY JONES featuring SIEDAH GARRETT - I Don't Go For That (Qwest/Warner Bros.) 62 5 1 29 27 48% 4
MAC BAND - Someone To Love (MCA) 51 1 5 29 16 66% 6

TYLER COLLINS - Second Chance (RCA) 55 1 5 25 24 54% 7
KEITH SWEAT - Merry Go Round (Elektra) 56 5 3 25 23 50% 3
DIANNE REEVES - More To Love (EMI) 42 2 4 21 15 59% 8
TROOP - That's My Attitude (Atlantic) 46 8 — 19 19 41% 3
SNAP - Oops Up (Arista) 47 5 6 21 15 57% 4

MILIRA - Go Outside In The Rain (Motown) 36 3 6 19 8 69% 6
RANDY CRAWFORD - Cigarette In The Rain (Warner Bros.) 38 1 1 19 17 52% 5
JONATHAN BUTLER - Heal Our Land (Jive/RCA) 43 7 — 14 22 32% 4
BELL BIV DEVOE - B.B.D. (I Thought It Was Me)? (MCA) 49 15 1 10 23 22% 2
JANET JACKSON - Black Cat (A&M) 50 20 — 3 27 6% 2

NEW RELEASES

by Brian Samson and John Martinucci

BARBARA WEATHERS - Our Love Will Last Forever (Reprise)
Barbara continues the momentum from "The Master Key" by releasing "Our Love Will Last Forever." This former Atlantic Starr member creates smooth vocals reminiscent of early Diana Ross. Keeping the beat smooth and steady with a rhythm guitar background makes the 4:08 ride through Barbara's passion quite relaxing. JM

MARIAH CAREY - Love Takes Time (Columbia)
"Better late than never," I always say. And

SURFACE - The First Time (Columbia)
Coming off their 1989 multi-hit album, 2nd Wave, the trio of Dave "Pic" Conley, Dave Townsend, and Bernard Jackson return with another heart-touching ballad. The distinctive, sensual voice of Bernard Jackson paired with Conley's dramatic production arrangement should make for mid- and upper-tempo appeal. The first release from the forthcoming album 3 Deep. BAS

ANITA BAKER - Soul Inspiration (Elektra)
As the class and personable Ms. Baker continues her cross-country tour dates, she's has been heating up her performances with the fuel from her Compositions album. Even though "Talk To Me" didn't reach #1 (#2 on 8/3), Anita Baker is number one as a performer; add this to the fire! JM

ROBBIE MYCHALS - Do For You Do For Me (Alpha International)
Robbie's self titled debut LP is a pleasant surprise for him as well as Urban radio. With his Jonathan Butler-like delivery, Robbie proves his ability to cater to both young and adult listeners. This sultry duet with Lori Fulton gives insight into a balanced relationship. BAS
Those of us who care about music, and the radio stations that play it, can rest easier. We have a friend in Washington.

No, he's not some powerful legislator. But he is Lynn Christian, long-time broadcaster, and since last year the Senior Vice-President/Radio for the National Association of Broadcasters. Since Spring, 1989 he's been on the job, trying to cement the NAB's ties to the radio and music industries.

Having known Lynn for many years, it occurred to me that perhaps YOU ought to get to know him better. Thus, on the eve of the NAB's annual radio convention in Boston, we talked about several of the exciting and very controversial issues now facing our industry—and the NAB.

O VER 30 YEARS IN RADIO

JH: Lynn, for those who may not be familiar with your background, please recap some highlights.

LC: After having been in TV in Houston for some time, in 1958 I joined an FM station there (which later became KODA-FM). At that time FMs in Houston were selling for about $10,000 for the license, and FM only reached about 40% of the metro households. I've been with radio ever since. I'm probably most well-known for the 12 years I served as Executive VP for Century Broadcasting, from '76-'88. One of the milestones I'm most proud of is that I helped launch KMEL (formerly KFRC/FM) in San Francisco. Century was quite an Album oriented group, and KMEL became a legend.

JH: How did you end up at the NAB, especially after your long history with the other trade group (which later merged into the NAB), the National Radio Broadcasters Association?

LC: John Abel, the Executive VP for the NAB, approached me and struck all the right ego chords. It seemed like a great way to give back to the business. Even though I've made more money in other jobs, I told John and Eddie Fritts (NAB President) that I'd come in for five or six years and give them, and the industry, my best. After this, I'll write some books on our industry.

RADIO: A FAIR SHAKE?

JH: Now that you've been at the NAB for over a year, how do you answer the criticism that the organization is too TV oriented?

LC: First of all, we outnumber TV. There are about 5,000 radio members versus maybe 1,000 for TV, so much of the NAB's staff and time is devoted to radio. I think maybe since TV came in and did a job on radio in the '50s and '60s we're a little paranoid that we don't get all the attention we should. But I'll tell you, we get a large volume of calls from radio with requests for our services.

JH: What type of requests do you get from radio?

LC: The legal department alone gets HUNDREDS of requests monthly. And engineering and technical questions are probably the second largest group of inquiries we receive.

TOP PRIORITIES

JH: What are the goals or agenda items you are trying to accomplish during your tenure?

LC: First, we want to provide even better conventions than past NAB efforts. About 75% of our time is devoted to the two annual conventions and interim meetings. Next, we'd like to provide quicker response to member inquiries. We're interested in everything from technical issues to First Amendment rights. As our members get in touch with us we owe them speedy replies on these and other matters.

In line with giving better service we at the NAB have got to become more "user-friendly." One possibility is a monthly status report, satellite fed to our members, that would give stations an update on what's happening on a range of issues. Stations could hold staff meetings and everyone could hear the latest report from...
Washington.
Also, we're keeping an eye on the international front. We'll have over 30 nations represented at the Boston convention, and it seems like international broadcasting cooperation is a topic of increasing interest. We might even become involved with an INTERNATIONAL radio show/convention, as early as '92. Those are some of the key items on my agenda.

**SPRING CONVENTION UPGRADED**

**JH:** Speaking of conventions, let's talk about the joint Radio/TV convention every Spring. There's a perception that the NAB wants the Spring gathering to just be for TV and engineering. How do you respond to that?

**LC:** It's not our intent at all to run radio off from the Spring convention. Our board feels it's very important for radio to be there. Certainly the chance to talk to key congressional legislators, not available at the Fall gathering, is one opportunity we hope stations will take advantage of. We want to develop a program that satisfies radio, and we're very committed to doing it. Certainly our exhibitors want to see radio there—we have over 100,000 square feet of audio equipment on display, more than double what is available in Boston.

**JH:** What was the radio attendance in Atlanta, and what do you foresee for Boston?

**LC:** We had approximately 4,000 radio broadcasters at the Spring meeting. As for next week's convention we should see about 8,000. Registration for the radio-only convention has been running about 10% ahead of last year. Given what's happening in the world I'm tickled with that.

**JH:** So what innovations might we expect for next Spring's convention in Las Vegas?

**LC:** We think there are people who would like to come for just a day or two, so we may institute a daily rate next Spring. Also, we'll be testing whether there's interest in sessions devoted to sports and event marketing. If there's interest enough we may spin that off to become a separate gathering.

**JH:** How would that work?

**LC:** In Vegas we'll have one day where sessions on sports and event marketing will be presented. This would involve people who know how to create an event, stage it, sell it and market it. Advertisers would also be involved in these panels. Stations could find out how to do walkathons, concerts, and so on—and learn about impact on the ratings and revenues sides, as well as what impact such events have on the local community. If such panels are well received we'd consider launching a whole new convention just on this topic, perhaps in late '91 or early '92.

**FIGHTING DIGITAL/SATELLITE AUDIO**

**JH:** One of the most exciting, yet controversial, issues that must be on your mind is that of digital audio, satellite feed directly to households. This seems to have the potential to really undermine our local stations. What's NAB doing about this?

**LC:** We share your concerns. One of our worries is that satellite feed digital is in direct opposition to the principle of localism and community service.

**JH:** Is NAB doing anything to halt this before it's a done deal?

**LC:** On August 21 we filed a brief with the FCC urging them to dismiss the applications that propose a satellite delivery medium. We feel it's just premature to approve this now. But, we acknowledge that it IS coming.

**JH:** What kind of time frame do you foresee?

**LC:** It's going to be a VERY long and drawn out process for the FCC's fact-finding on this. One of the major concerns is that space satellite delivery is far less spectrum-efficient than our current system. That's one reason the NAB is opposed to the proposals. We've got to do a spectrum analysis to make sure that when this happens all existing stations can find spectrum space and that none are left out. In Europe and Canada, with many fewer stations, it's easier to consider implementing this technology. But we have so many stations—it's going to be a challenge to accommodate all of them.

**JH:** You recently attended a demonstration of Digital Audio Broadcasting (DAB) in Montreal. What were your impressions?

**LC:** There's no question it was impressive...
### Most Added

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<tr>
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<th>Label</th>
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<tr>
<td>DAN FOGELBERG</td>
<td>(Full Moon/Epic)</td>
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<td>MARIAH CAREY</td>
<td>(Columbia)</td>
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<td>ROD STEWART</td>
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<td>ANITA BAKER</td>
<td>(Elektra)</td>
<td>44</td>
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<tr>
<td>THE RIGHTEOUS BROTHERS</td>
<td>(Verve/Polydor)</td>
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### Record to Watch

- **AFTER 7**
  - Can't Stop (Virgin)
  - A 37% HIT FACTOR and 12 ADDs tell a musical story.

### Top Tip

- **MARIAH CAREY**
  - Love Takes Time (Columbia)
  - Ms. Carey takes care of business in a nano-second.

### Gavin Report

#### Adult Contemporary

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**PAUL YOUNG** - Oh Girl (Columbia)
**PHIL COLLINS** - Something Happened On The Way To Heaven (Atlantic)
**JANET JACKSON** - Come Back To Me (A&M)
**WILSON PHILLIPS** - Release Me (SBK)
**BILLY JOEL** - And So It Goes (Columbia)
**FLEETWOOD MAC** - Skies The Limit (Warner Bros.)
**LINDA RONSTADT** - Adios (Elektra)
**TAYLOR DAVYE** - Heart Of Stone (Arista)
**JUDE COLE** - Time For Letting Go (Reprise)
**JAMES INGRAM** - I Don't Have The Heart (Warner Bros.)
**MICHAEL BOLTON** - Georgia On My Mind (Columbia)
**EVERYTHING BUT THE GIRL** - Take Me (Atlantic)
**SANTANA** - Gypsy Woman (Columbia)
**BREND A RUSSELL** - Stop Running Away (A&M)
**BREATHE** - Say A Prayer (A&M)
**OLETA ADAMS** - Rhythm Of Life (Fontana/PolyGram)
**THE RIGHTEOUS BROTHERS** - Unchained Melody (Verve/Polydor)
**MARIAH CAREY** - Vision Of Love (Columbia)
**ROD STEWART** - I Don't Want To Talk About It (Warner Bros.)
**SMOKEY ROBINSON** - Take Me Through The Night (Motown)
**VONDA SHEPARD** - I Shy Away (Reprise)
**BASIA** - Until You Come Back To Me (Epic)
**GEORGE MICHAEL** - Praying For Time (Columbia)
**DION** - Sea Cruise (Elektra)
**SEDUCTION** - Could This Be Love (Vendetta/A&M)
**MAXI PRIEST** - Close To You (Charisma)
**PAUL COTTON** - Heart Of The Night (Sisapa)
**M.C. HAMMER** - Have You Seen Her (Capitol)
**ANITA BAKER** - Talk To Me (Elektra)
**BRUCE HORNBY AND THE RANGE** - Across The River (RCA)
**UB40** - The Way You Do The Things You Do (Virgin)
**BEACH BOYS** - Problem Child (RCA)
**GIVEN GOLTZ** - A Vision Of Things (EMI)
**DAN FOGELBERG** - Rhythm Of The Rain (Full Moon/Epic)
**MARK EDWARDS** - Just Having Touched (R&A)
**PROPAGANDA** - Heaven Give Me Words (Charisma)
**TOMMY JAMES** - Go (Aegis)
**ALANNAH MYLES** - Lover Of Mine (Atlantic)
**SLYCE** - Just In Love (4PM)

### Chartbound

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<td>PATTI AUSTIN</td>
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<td>MARIAH CAREY</td>
<td>Love Takes Time</td>
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<td>SARA HICKMAN</td>
<td>Blue Eyes Are Sensitive To The Light</td>
<td>(Hollywood)</td>
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<td>TEDDY PENDERGRASS &amp; LISA FISHER</td>
<td>Glad To Be Alive</td>
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<td>MARIA McKee</td>
<td>Show Me Heaven</td>
<td>(Geffen)</td>
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**Debut in Chartbound**

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**Medium Light Hit Factor**

- **PAUL AUSTIN**
- **MARIAH CAREY**
- **SARA HICKMAN**
- **TEDDY PENDERGRASS & LISA FISHER**
- **MARIA McKee**
"DAYS LIKE THESE"

THE FIRST SINGLE, TRACK & VIDEO FROM ASIA'S NEW ALBUM

THEN & NOW

NEW MATERIAL FROM SOME OF ROCK'S MOST INFLUENTIAL AND RESPECTED PLAYERS:

JOHN WETTON,

GEOFF DOWNES AND

CARL PALMER.
REPORTS

Reports  Adds

59  12  AFTER 7 - Can't Stop (Virgin)
56  5  BRENTO BOURGEOIS - Can't Feel The Pain (Charisma)
54  18  LISA STANSFIELD - This Is The Right Time (Arista)
49  9  LAURA BRANIGAN - Never In A Million Years (Atlantic)
44  3  MODERN ENGLISH - I Melt With You (TVT)
44  44  ANITA BAKER - Soul Inspiration (Elektra)
36  4  JOSE FELICIANO - Lovers' Vows (Optimism)
34  5  JOHNNY GILL - My, My, My (Motown)
33  15  DANNY D'KEEFE - Someday (Beechwood/Chameleon)
31  5  SMITHEREENS - Blue Period (Capitol)
28  12  BILL MEDLEY - Don't You Love Me Anymore? (Curb)
26  8  JEFF LYNNE - Lift Me Up (Reprise)
22  1  JILL SOBULE - Too Cool To Fall (MCA)
20  3  JOHN DENVER - The Flower That Shattered The Stone (Windstar)

Dropped: Kim Carnes, Chris Rea, Jimmy Ryser, Gloria Estefan, Crosby, Stills & Nash.

INSIDE A/C by Diane Rufer & Ron Fell

In a relatively static week only TAYLOR DAYNE enters the top ten. It does so with 31 more HEAVY rotation reports than last week. MICHAEL BOLTON is about to enter the A/C top ten for the fifth time in one album as "Georgia On My Mind" approaches the 200 station mark and a five-week HIT FACTOR in the upper 80s. Among the eleven new are KWAV/FM, KLSS and WFPS.

The new BREATHE record, "Say A Prayer," is our format's HOTTEST as it moves from zip to 16 on the chart in the past two weeks. In a supposedly slow week it picks up 29 ADDs including KSTP/FM, WFAS/FM, KOST, WCAS, KFQD and WQLH/FM.

BILL MEDLEY and BOBBY HATFIELD'S "Unchained Melody," at number 18 after two chart weeks, is fifth MOST ADDED for the third consecutive week. This week's newest 42 include KEKF, WOKZ, KFOR, WJON, JOY99 and WQAD.

Mod ROD STEWART makes a dashing chart debut at number 20 this week. His latest single is on 161 A/C stations in three weeks including B100, WMXB, WMGI, KKRK, KBOI, KFox, KCMI, KKLK, WELI and WJBR/FM.

BASIA'S latest single "Until You Come Back To Me" is up 15 slots on the chart the past two weeks. HIT FACTOR increased from 26% to 62% in that time and 36 stations have joined in as ADDS including this week's WAHR, KKMK, KKUS, WLLH, WMBM, KIXK, WJER and JOY99.

GEORGE MICHAEL debuts at number 24 on the strength of the format's second highest increase in HIT FACTOR (24%). Among the 24 new this holiday week were WQLH/FM, WFBG, KBOI, KWLQ, WQAD, KQEU and WMRV.

Our MOST ADDED and winner of PLUS FACTOR is one and the same, DAN FOGELBERG'S "Rain" medley. ADDS include WEBE/FM, KESZ, KBIG, K103, KSRF, CKFM, WJLK, KFQD and KATW/FM.

Relative unknown MARK EDWARDS debuts on the chart at number 36 with 87 stations (52% of em HIT FACTORing). Among the 46 in serious rotation are KFOR, WLKI/FM, WCCD, KBMG, WJON, KAEZ/FM, KBOI, KKLK, KMCQ and KKBQ.

Even during this stagnant week, our most recent RECORD TO WATCH, MARIA McKEE'S "Show Me Heaven" picked up an impressive 36 ADDs. In only its second week of release 67 stations have captured Ms. McKee's heavenly vocal and move her single into CHARTBOUND. Among the 36 new are WFXZ, WTNX, WBLG/FM, WJZM, KFMO, KRDJ/FM, KIYN, WLLW, WMIR, KAEZ, KRLT, KMCQ and KFQD.

Our new RECORD TO WATCH, "Can't Stop" by AFTER 7, tops UP AND COMING with 59 stations. These three soulsters have a corner on silky/smooth vocals and WGBE, WMVA, KEZK, KHLT/FM, KRDT/FM, WDNS, WJTW/FM, KKIS, KRLT, KYRE, KGY and B100 picked up on that this week.

REVIEWS

by Diane Rufer & Ron Fell

JONATHAN BUTLER
Heal Our Land (live/RCA)
Jonathan's most accessible project in a couple of years. This song, written with fellow South African Labi Sifre, is a melodic, rhythmic call for a hands-on approach to a better world.

JOAN ARMATRADING
Always (A&M)
From Ms. Armatrading's self-penned "Hearts And Flowers" album, this single leaves you wanting more. Only one minute and fifty-eight seconds of the purest vocal and lyric line to be released in quite awhile.

DAVID CASSIDY
Lynin' To Myself (Enigma)
Almost two decades have passed since we've heard from this '70s idol. David has come of age maintaining his boyish look and enduring vocal style with his first release hitting our Adult format. We expect Mr. Cassidy will be a household name once again in the '90s.

the GAVIN REPORT/September 7, 1990
Produced by Richie Zito
Management: Trudy Green/HK Management, Inc.

ADD IT NOW!

On Capitol CDs, Cassettes, and Lps
## HIT FACTOR

**A/C Research:** Diane Rufer/Ron Fell

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<td>PAUL YOUNG - Oh Girl (Columbia)</td>
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<td>209</td>
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<td>PHIL COLLINS - Something Happened On The Way To Heaven (Atlantic)</td>
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<td>JANET JACKSON - Come Back To Me (A&amp;M)</td>
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<td>WILSON PHILLIPS - Release Me (SBK)</td>
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<td>FLEETWOOD MAC - Skies The Limit (Warner Bros.)</td>
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<td>LINDA RONSTADT - Adios (Elektra)</td>
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<td>TAYLOR DAYNE - Heart Of Stone (Arista)</td>
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<td>JUDE COLE - Time For Letting Go (Reprise)</td>
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<tr>
<td>JAMES INGRAM - I Don't Have The Heart (Warner Bros.)</td>
<td>176</td>
<td>—</td>
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<tr>
<td>MICHAEL BOLTON - Georgia On My Mind (Columbia)</td>
<td>186</td>
<td>11</td>
<td>58</td>
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<tr>
<td>EVERYTHING BUT THE GIRL - Take Me (Atlantic)</td>
<td>157</td>
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<td>SANTANA - Gypsy Woman (Columbia)</td>
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<td>SWEET SENSATION - If Wishes Came True (Atco)</td>
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<td>3</td>
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<tr>
<td>BRENDA RUSSELL - Stop Running Away (A&amp;M)</td>
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<td>7</td>
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<tr>
<td>BREATHE - Say A Prayer (A&amp;M)</td>
<td>168</td>
<td>29</td>
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<tr>
<td>OLETA ADAMS - Rhythm Of Life (Fontana/PolyGram)</td>
<td>129</td>
<td>6</td>
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<td>57</td>
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<tr>
<td>THE RIGHTEOUS BROTHERS - Unchained Melody (Verve/Polydor)</td>
<td>156</td>
<td>42</td>
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<tr>
<td>MARIAH CAREY - Vision Of Love (Columbia)</td>
<td>126</td>
<td>—</td>
<td>36</td>
<td>64</td>
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<tr>
<td>ROD STEWART - I Don't Want To Talk About It (Warner Bros.)</td>
<td>161</td>
<td>46</td>
<td>7</td>
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<tr>
<td>SMOKEY ROBINSON - Take Me Through The Night (Motown)</td>
<td>114</td>
<td>3</td>
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<tr>
<td>VONDA SHEPARD - I Shy Away (Reprise)</td>
<td>116</td>
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<tr>
<td>BASIA - Until You Come Back To Me (Epic)</td>
<td>120</td>
<td>14</td>
<td>11</td>
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<tr>
<td>GEORGE MICHAEL - Praying For Time (Columbia)</td>
<td>120</td>
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<td>DION - Sea Cruise (Elektra)</td>
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<td>SEDUCTION - Could This Be Love (Vendetta/A&amp;M)</td>
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<td>MAXI PRIEST - Close To You (Charisma)</td>
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<td>PAUL COTTON - Heart Of The Night (Sisapa)</td>
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<td>20</td>
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<td>M.C. HAMMER - Have You Seen Her (Capitol)</td>
<td>96</td>
<td>6</td>
<td>12</td>
<td>54</td>
<td>24</td>
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<tr>
<td>ANITA BAKER - Talk To Me (Elektra)</td>
<td>106</td>
<td>—</td>
<td>19</td>
<td>53</td>
<td>34</td>
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<tr>
<td>BRUCE HORNSBY AND THE RANGE - Across The River (RCA)</td>
<td>97</td>
<td>—</td>
<td>24</td>
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<td>UB40 - The Way You Do The Things You Do (Virgin)</td>
<td>89</td>
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<tr>
<td>BEACH BOYS - Problem Child (RCA)</td>
<td>85</td>
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<tr>
<td>GO WEST - King Of Wishful Thinking (EMI)</td>
<td>83</td>
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<tr>
<td>DAN FOGELBERG - Rhythm Of The Rain/Rain (Full Moon/Epic)</td>
<td>120</td>
<td>58</td>
<td>1</td>
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<tr>
<td>MARK EDWARDS - Just Having Touched (R&amp;A)</td>
<td>87</td>
<td>11</td>
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<td>PROPAGANDA - Heart Give Me Words (Charisma)</td>
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<tr>
<td>TOMMY JAMES - Go (Aegis)</td>
<td>68</td>
<td>1</td>
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<tr>
<td>ALANNAH MYLES - Lover Of Mine (Atlantic)</td>
<td>65</td>
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<tr>
<td>SLYCE - Just In Love (4PM)</td>
<td>65</td>
<td>1</td>
<td>12</td>
<td>29</td>
<td>23</td>
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</tbody>
</table>

## PLUS FACTOR

Records which received the greatest increase in HIT FACTOR

<table>
<thead>
<tr>
<th>LW</th>
<th>TW</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAN FOGELBERG - Rhythm Of The Rain/Rain (Full Moon/Epic)</td>
<td>—</td>
<td>25</td>
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<tr>
<td>GEORGE MICHAEL - Praying For Time (Columbia)</td>
<td>29</td>
<td>53</td>
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<tr>
<td>BREATHE - Say A Prayer (A&amp;M)</td>
<td>36</td>
<td>58</td>
</tr>
<tr>
<td>TEDDY PENDERGRASS &amp; LISA FISHER - Glad To Be Alive (Elektra)</td>
<td>29</td>
<td>49</td>
</tr>
<tr>
<td>LAURA BRANIGAN - Never In A Million Years (Atlantic)</td>
<td>15</td>
<td>34</td>
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<tr>
<td>MICHAEL BOLTON - Georgia On My Mind (Columbia)</td>
<td>64</td>
<td>80</td>
</tr>
<tr>
<td>VONDA SHEPARD - I Shy Away (Reprise)</td>
<td>52</td>
<td>68</td>
</tr>
<tr>
<td>LISA STANSFIELD - This Is The Right Time (Arista)</td>
<td>14</td>
<td>29</td>
</tr>
<tr>
<td>SMOKEY ROBINSON - Take Me Through The Night (Motown)</td>
<td>54</td>
<td>68</td>
</tr>
<tr>
<td>BASIA - Until You Come Back To Me (Epic)</td>
<td>48</td>
<td>62</td>
</tr>
<tr>
<td>ROD STEWART - I Don't Want To Talk About It (Warner Bros.)</td>
<td>25</td>
<td>39</td>
</tr>
<tr>
<td>BRENT BOURGEOS - Can't Feel The Pain (Charisma)</td>
<td>28</td>
<td>41</td>
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<tr>
<td>M.C. HAMMER - Have You Seen Her (Capitol)</td>
<td>56</td>
<td>68</td>
</tr>
<tr>
<td>THE RIGHTEOUS BROTHERS - Unchained Melody (Verve/Polydor)</td>
<td>36</td>
<td>48</td>
</tr>
</tbody>
</table>
SMASH STATION SERVICE STILL

ANITA BAKER
“Soul Inspiration”
the new single and video from the PLATINUM PLUS album COMPOSITIONS

GAVIN A/C:
A MOST ADDED
44 FIRST WEEK!

LINDA RONSTADT
“Adios”
the new single from the DOUBLE PLATINUM album
Cry like a rainstorm
Howl like the Wind

GAVIN A/C: 7*
92% HIT FACTOR

TEDDY PENDERGRASS
and
LISA FISHER
“Glad To Be Alive”
the single and video from the Original Soundtrack of
Twentieth Century Fox’s
THE ADVENTURES OF FORD FAIRLANE

SARA HICKMAN
“Blue Eyes Are Sensitive To The Light”
the single from the Original Soundtrack of
Hollywood Pictures and Amblin Entertainment’s
ARACHNOPHOBIA

GAVIN A/C:
CHARTBOUND
67 STATIONS
49% HIT FACTOR

RIDDLES OF THE RUBAIYAT

A
1. Anita Baker
2. Gipsy Kings
3. Jackson Browne
4. G. Love & Sax
5. Teddy Pendergrass
6. Ambitious Lovers

B
1. Jackson Browne
2. Carly Simon
3. Eagles
4. Bread
5. Fred Neil
6. Incredible String Band

Which of the past Elektra artists (column B) would
the present Elektra artists (column A) cover?

DAN QUAYLE COUNTDOWN:
859 days to go

service

1: an ancient ritual in which employees perform helpful acts for the benefit of the customer. 2: yet another striking example of a notion in everyday use in 1950 and now only found in certain parts of Texas and the mid-west.
**FEATURES**

**BIOFEEDBACK**

_by Ron Fell_

**GEORGE MICHAEL**

George Michael's only solo album to date, "Faith," has sold more than fourteen million copies worldwide.

**CARON WHEELER**

Though most famous for her role as a lead singer in Soul II Soul, Caron Wheeler appeared on record as early as 1983 when she backed Elvis Costello on his album "Punch The Clock."

**DAVID CASSIDY**

David Cassidy’s comeback album is due on October 2, but his return to contemporary music actually began earlier this year when one of his newer songs, "Praying 4 A Miracle," was recorded by John Wetton for the new Asia album "Now and Then."

**WHISPERS**

The five man group known as the Whispers has been together as a unit since 1971. "Newest" member of the group is Leaveil Degree who joined the group after a brief stint with Friends Of Distinction.

**NATALIE COLE**

September 15 is the debut date of Natalie Cole’s syndicated television variety program "Big Break." The weekly show, which Natalie will host, features new talent competition for cash and prizes.

**JUDE COLE**

While a member of Moon Martin's band back in the seventies, Jude co-wrote "Bad Case of Loving You (Doctor Doctor)," a song that became a hit for Robert Palmer.

**MEL TORME/BUDDY RICH**

Mel Torme, a friend and fan of drummer Buddy Rich for more than forty years, has written a book chronicling the musical history of the Rich. Titled "Traps, The Drum Wonder," the book is currently being shopped for publication.

**ROD STEWART**

Nineteen years ago this week Rod Stewart had his first number one single in the Gavin Report with the song "Maggie May."

**CARLENE CARTER**

One of the first songs Carlene ever wrote was "Easy From Now On," a song made popular by Emmylou Harris. Written in 1978, the song finally appears on Carlene's new album, "I Fell In Love," her first in seven years.

**THE BOYS**

The Boys are preparing to star in their own ABC sitcom, currently being developed as a mid-season replacement.

**RIGHTEOUS BROTHERS**

Bill Medley and Bobby Hatfield began singing together in 1962 as members of a group known as The Paramours. A year later they left the group and were immediately discovered by producer Phil Spector.

**JAMES INGRAM**

In 1982 James Ingram won a Grammy for his performances on Quincy Jones' album "The Dude." It's the only time a singer has won a Grammy without ever having released an album of his own.

---

**"NEVER LOOK BACK"**

the hit duet from
LORI RUSSO and MICHAEL DAMIAN
from the
Lori Russo Album
SHOW OFF (71541)

"It's a straight-away hit for fall."
Larry Ziebold, WFRO

"I've heard the duet from Lori's album and I already love it!!"
Tim Brough, WAFL

"Lori and Michael make a natural duet. Adults will enjoy her refreshing and emotional delivery."
Randy Adams, KKR

"Lori electrified the crowd in Jacksonville!"
Terry Matthews, WIVY

On your desk now!
Adds: Sept. 10

Contact David Konjoyan
213-465-2711

CYPRESS RECORDS
1990 Cypress Records
CAN YOU HEAR WHAT I'M SAYING

The New Single by
TOTO

From
"PAST TO PRESENT 1977–1990"

The album that brings together all of Toto's biggest hits and introduces lead singer Jean-Michel Byron on four new songs.

On Columbia.

Produced by James Guthrie and Toto.
Management: The Fitzgerald Hartley Co.
Monsters of Rock Festival at London's Marquee. They worked the audience into a frenzy with Zep's "Immigrant Song," Jimi's "Red House" plus three Yardbird songs, "Ain't Got You," "Think About It" and "Train Kept A-Rollin'"...Chrysalis is set to release G Love E's solo album with Young M.C. handling the producing. G Love E is the Rapper on Was (Not Was) "Papa Was A Rolling Stone"...You lucky New Yorkers! Bruce Hornsby will be sitting in on keyboards with the Grateful Dead for some dates at Madison Square Garden September 15, 16, 18, 19 and 20. Hornsby and the Range are currently on an extensive U.S. tour in conjunction with his RCA album A Night On The Town. Permanently joining the Dead on keyboards, replacing Brent Mydland who died recently, is former Tube Vince Wellick. "I woke up one day and I was Dead," said Wellick. "Now I'm Grateful Vince"...Columbia has released a nice dessert for you in the form of Cherry Pie, the new Warrant album. The band will be serving it up beginning September 19 in Green Bay, WI, with a little Poison thrown in...Rock Hard Records group Tatoos has completed filming their video for "Under The Spell of Midnight," the first track off their just released Live Out Loud album...Vocalist Joe Lynn Turner is working with Deep Purple to finish a new album by this fall for BMG/RCA...Hugh Cornwell has announced his decision to quit The Stranglers after almost 17 years with the band. Cornwell plans to stay involved in the music business, pursuing solo projects as well as furthering his acting career. Most recently he was in the Tim Pope-directed cinema ad -ertisement for Cuervo Tequila. The band will replace Hugh and go on with their career with no hard feelings...Britain's Prefab Sprout is set to release a new album for Epic Records September 25: The Comeback was produced by old friend Thomas Dolby. "Looking For Atlantis" is the debut single from an album that holds 18 more new songs written entirely by the band's founder, Paddy McAlloon. Their first tour in five years begins this fall...Heart just played a couple of dates throughout the Bay Area, with the Black Crowes opening. Backstage before the show Ann Wilson raved about the Crowes and confessed that though she hadn't yet asked them, she wanted the band to continue on through the rest of the tour. The Crowes, with their two-guitar attack spearheaded by vocalist Chris Robinson, are one great warm-up band. Their fast paced set got the crowd ready for one helluva performance by Heart. Ann wasn't too happy about the video cameras but it didn't show on stage. The classic Heart material was rearranged, at least to my ears, in the harder mode of their Brigade album. It was one of those great singalong nights, and the audience brought the band back for three encores...●

A/C PHOTOF ILE

After his stellar sold-out performance in Los Angeles, Columbia recording artist Harry Connick, Jr. (c) presented Rob Reiner (l) and Billy Crystal (r) with a Gold album for the soundtrack to "When Harry Met Sally..." Reiner co-produced and Crystal starred in the box office smash.

While on his most recent promotional tour Columbia recording artist Paul Young stopped in at Dallas A/C powerhouse KVIL. Smiling l-r: MD Steve Eberhart; PD Chuck Rhodes; Young; CBS Rep Michael Scurlock.

Linda Ryan eat your heart out! Here's your colleague Diane Rufer putting the squeeze on your teenage heartthrob, David Cassidy! Shown at July's Midwest Conclave are l-r: Midcontinent VP Dave Martin; Gavin Associate A/C Editor Diane Rufer; Enigma recording artist David Cassidy; Enigma A/C Rep Steve Walker.

Compiled by Diane Rufer
WARNER BROS. HOME OF THE STARS!!

ROD STEWART

"I DON'T WANT TO TALK ABOUT IT"

GAVIN D-20* 164/46
R&R MOST ADDED
3RD STRAIGHT WEEK 19*

TAPE MEASURE HOME RUN!

Pretenders

"Sense of Purpose"
The New Single

Produced by Mitchell Froom

From the album
Packed!

Wann B.C. Records Inc
UP & COMING

Reports Addrs Weeks ARTIST TITLE LABEL
110 39 3 T. GRAHAM BROWN - Moonshadow Road (Capitol)
109 36 2 MARK COLLIE - Hardin County Line (MCA)
105 53 2 HANK WILLIAMS JR. - Don't Give Us A Reason (Warner Bros./Curb)
104 16 4 MICHAEL MARTIN MURPHEY - Cowboy Logic (Warner Bros.)
86 19 3 JANN BROWNE - Louisville (Curb)
68 9 4 SUSI BEATTY - There's A Phone On Every Corner (Starway)
56 7 6 JEFF STEVENS & THE BULLETS - You Done Me Wrong (Atlantic)
56 26 2 EDDY RAVEN - Zephyr Lady (Capitol)
53 13 3 MARIE OSMOND - Like A Hurricane (Curb)
53 41 1 * PATTY LOVELESS - The Night's Too Long (MCA)
51 34 1 * ROSANNE CASH - What We Really Want (Columbia)
51 42 1 * HIGHWAY 101 - Someone Else's Trouble Now (Warner Bros.)
51 3 6 RICH GRISSOM - Tell Me I'm Wrong (Mercury)
48 1 2 GARY STEWART - Let's Go Jukin' (Hightone)
48 34 1 * MICHELLE WRIGHT - Woman's Intuition (Arista)
47 8 1 BILLY & THE AMERICAN SUNS - Hot Night In A Small Town (Atlantic)
43 7 1 CRYSTAL GAYLE - Never Ending Song Of Love (Capitol)
39 36 1 * SAWYER BROWN - When Love Comes Callin' (Curb/Capitol)
33 5 2 DONNA REEVES - The Letter (Mercury)
32 32 1 * EDDIE RABBITT - American Boy (Capitol)
30 1 3 BILLY DEAN - Lowdown Lonely (Capitol)
28 3 2 MARSHALL TUCKER BAND - Stay In The Country (Sisapa)
28 3 3 BUBBA BARTOSH - Who's He To You (BGM)
28 — 2 WILLIAM LEE GOLDEN - Louisiana Red Dirt Highway (Mercury)
26 12 1 * EMMYLOU HARRIS - Never Be Anyone Else But You (Reprise)
26 17 1 * JOHNNY CASH - Goin' By The Book (Mercury)
26 21 1 * BILLY & TERRY SMITH - Blues Stay Away From Me (Epic)

Dropped: #32 Shenandoah, #39 Mary Chapin Carpenter, T. Wynette, Sweethearts/Rodeo, S. Boggs, Joni Harms, Duncan, C. Gaffney.

INSIDE COUNTRY

#1 ONE YEAR AGO TODAY
The Juds - Let Me Tell You About Love

#1 FIVE YEARS AGO TODAY
Ronnie Milsap - Lost In The Fifties Tonight

#1 TEN YEARS AGO TODAY
Johnny Lee - Lookin' For Love

CHANGES...T.C. McGywer is the new MD/ PD at KQIL-Grand Junction...Dan Bremer takes over the MD duties at WLTO-Harbor Springs...WKNZ-Collins/Hattiesburg, WGS-Augusta and WVM-Biloxi have all changed formats and will no longer be Gavin programmers...Bill Mart is the new PD at WWZD-Tupelo as Mark Sebastian moves to WZZF...Richard Ryan is the new MD at KEENS-San Jose...Rick Steward, formerly of KRAK-Sacramento, is now doing middays at KTRB-Modesto...WTNT-Tallahassee welcomes songwriter Jay Booker ("Sunday In The South") to their weekend air staff...Tom Bradley, Operations Manager at KEZS-FM/Cape Girardeau will now be the Operations Director at KCLR-Columbia. Bob James is now Operations Manager at KEZS AM/FM, and will be handling the music along with Scott Cox...Chris Hampton and Luke McCoy return to WOWW-107 Pensacola to do AM drive...Chris will also be handling the MD duties...Bud Paulson is the new PD at KWTO-Springfield...The new PD at WFPB-Dayton is Randy Robbins...With WVMI-Biloxi going to a satellite news format, Steve Martin is now looking for his next opportunity. Give him a call at 601-388-3944...Roy Koening is the new MD at KJAM-Madison.

NEW RELEASES

by Lisa Smith & Cyndi Hoeltzle
K.T. OSLIN - Come Next Monday (RCA)
K.T.'s back with new material that reaffirms why she has won over so many fans; "Come Next Monday" is another intelligent, feeling song from a wise woman's point of view. Of course, both men and women should relate to the self-promises in this song.

VINCE GILL - Never Knew Lonely (MCA)
Where! If this chorus doesn't send shivers down your spine, you must really be a cynic. Gill's lovely, haunting vocals are the center point here, and fortunately lots of people will be paying attention this time around, due to his recent success.

JOHNNY CASH - Goin' By The Book (Mercury)
We all knew Johnny was something special, but a prophet? Cash recorded this didactic song two years ago, but it never made it on an album. Now, with recent events in the Middle East, the song is all the more chilling.

EDDIE RABBITT - American Boy (Capitol)
Rabbit's positive, patriotic song from his latest album has been lighting up phones around the nation. Eddie wrote it when he was out of the country recently, and realized that freedom's often taken for granted.

SHENANDOAH - Ghost In This House (Columbia)
Mark Raybon's vocals really shine on this hauntingly sad song about lost love.

WILLIE NELSON - Ain't necessarily So (Columbia)
A great gift for programmers looking for an upbeat Willie song. Neilson Chapman wrote this fun philosophical song, and Willies delivers it with his usual style and unique timing.

WAYLON JENNINGS - Where Corn Don't Grow (Epic)
The followup to "Wrong" is a quiet understated story song that's been "Waylonized." It's the familiar story of the boy who can't wait to leave the farm—only to realize that there's no place like home. Waylon personalizes the lyrics and makes them believable.

NASHVILLE HAPPENINGS...RCA Records announces the promotion of Tabitha Dycus to the position of Manager, A&R. Dycus, who has been with the company for five years, previously held the position of Administrator, A&R. Buzz Stone has been named Director of A&R at MCA. Stone has been an A&R representative at the label for the past five years.

ALBUM CUTS

Doug Stone - We Always Agree On Love
George Strait - Someone Had To Teach You
Garth Brooks - Two Of A Kind/The Thunder Rolls/Wild Horses
Patty Loveless - Workin' Overtime/I'm That Kind Of Girl
Carlene Carter - My Dixie Darlin'

the GAVIN REPORT/September 7, 1990
EPIC IS BURNING UP THE CHARTS!

DOUG STONE
"Fourteen Minutes Old"
Gavin #1 R&R 5* Billboard 9*

JOE DIFFIE
"Home"
Gavin 20* R&R 22* Billboard 30*

TIM RYAN
"Dance In Circles"
Gavin 24* R&R 29* Billboard 48

RICKY SKAGGS
"He Was On To Something
(So He Made You)"
Gavin D-36* R&R 38*B Billboard 49*

NOTE: BILLY AND TERRY SMITH "BLUES STAY AWAY FROM ME" AND WAYLON JENNINGS "WHERE CORN DON'T GROW" ARE ON YOUR DESK, WAITING, WILLING AND ABLE TO MAKE YOUR STATION EVEN HOTTER.

P.S.: IN THE MAIL NEXT: SHELBY LYNNE, "THINGS ARE TOUGH ALL OVER".
## HIT FACTOR

**Country Research:**
Lisa Smith/Elma Greer/Cyndi Hoelzel

- **Total Reports This Week:** 223
- **Last Week:** 224

### TOP SELLING ALBUMS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Album</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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</thead>
<tbody>
<tr>
<td>1.</td>
<td>ALAN JACKSON</td>
<td>Wanted</td>
<td>128</td>
<td>147</td>
<td>353</td>
<td>65</td>
<td>24</td>
<td>100%</td>
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<tr>
<td>2.</td>
<td>MARK COLLIE</td>
<td>Looks Arent Everything</td>
<td>115</td>
<td>74</td>
<td>168</td>
<td>114</td>
<td>90</td>
<td>99%</td>
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<tr>
<td>3.</td>
<td>KEVIN WELCH</td>
<td>‘Til I See You Again</td>
<td>112</td>
<td>97</td>
<td>185</td>
<td>52</td>
<td>78</td>
<td>98%</td>
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<tr>
<td>4.</td>
<td>RICKY VAN SHELTON</td>
<td>I Meant Every Word</td>
<td>111</td>
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Based on correspondents' research

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**MOST ADDED**

1. THIS IS ME - EMILY REMLER (JUSTICE)
2. TENOR SAXOPHONE - NINO TEMPO (ATLANTIC)
3. TIE SKETCHBOOK - JOHN PATITUCCI (GRP)
4. THE JOURNEY - BOBBY LYLE (ATLANTIC)
5. MASTER PLAN - DAVE WECKL (GRP)
6. SUMMER WIND - RAY BROWN TRIO (CONCORD JAZZ)

**TOP TIP**

MICHEL CAMILO
ON THE OTHER HAND (COLUMBIA)

Cuts through half the chart in one debut with over 60 stations! Another number one for Michel?

**RECORD TO WATCH**

GERRY MULLIGAN
LONESOME BOULEVARD (A&M)

A little word association: Baritone Saxophone? Gerry Mulligan!

Co-Editors: Keith Zimmerman/Kent Zimmerman

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**JAZZ**

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**CHARTBOUND**

GERRY MULLIGAN (A&M)
Dwight Sills (COLUMBIA)
* NINO TEMPO (ATLANTIC)
* THE MEETING (GRP)
* JOHN PATITUCCI (GRP)
* TOMMY SMITH (BLUE NOTE)
* MIKE GARSON (CHASE MUSIC GROUP)

Ben Sidran/Clementine (ORANGE BLUE)
Randy Weston (VERVE/POLYGRAM)
*Pete Petersen (CHASE MUSIC GROUP)
Birdology (VERVE/POLYGRAM)
Howard Alden Trio (CONCORD JAZZ)
* Kenia (DENON)
*Gontiti (EPIC)

DEBUTS IN CHARTBOUND

* DAVE WECKL (GRP)
* SEBASTIAN WHITTAKER (JUSTICE)

Dropped: #36 Elements, #41 Eric Marienthal, #42 Christopher Hollyday, #43 Dave Valentin/Herbie Mann, #45 Yutaka, #47 Tom Scott, #48 Ralph Peterson Quintet, Emil Palame, Wind Machine, Abbey Lincoln.

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September 7, 1990 // the Gavin Report 39
### MOST ADDED

1. INNER MOTION - DAVID BENOIT (GRP)
2. WITHOUT WORDS - THOM ROTELLA (DMP)
3. PRIMAL IMAGE - STRUNZ & FARAH (MESA)
4. SATURDAY'S RHAPSODY - JIM CHAPPELL (MUSIC WEST)
5. THIS IS ME - EMILY REMLER (JUSTICE)
6. LALAH HATHAWAY (VIRGIN)

### TOP TIP

STEVE ERQUIAGA
ERKIOLOGY
(WINDHAM HILL JAZZ)

The guy with the "unpronounceable" name (ER-KY-AGA) jumps #49-#37.

### RECORD TO WATCH

EMILY REMLER
THIS IS ME
(JUSTICE)

H-u-g-e airplay on the Jazz side of the fence with just as much melody to offer smart AA stations like KOPT, KLCC, WGMG, KGSR, WLOQ, WNAA, WBYY, KUNC, KMXX, KSBR, KTAO, KAZU, KCSS. KCRW and more. Start with David Benoit's "Love Colors" and go from there.

Co-Editors: Keith Zimmerman / Kent Zimmerman

### ADULT ALTERNATIVE

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**CHARTBOUND**

- *DAVID BENOIT (GRP)
- *SANTANA (COLUMBIA)
- *BOBBY LYLE (ATLANTIC)
- *EMILY REMLER (JUSTICE)
- *THOM ROTELLA (DMP)
- *MAX LASSER'S ARK (SONA GAIA)
- *LALAH HATHAWAY (VIRGIN)
- *MICHAEL HEDGES (WINDHAM HILL)
- *JONATHAN BUTLER "HEAL" (JIVE/RCA)
- *STRUNZ/FARAH (MESA)
- *NARADA WILDERNESS COLLECTION (NARADA)
- *BLUESIANA TRIANGLE (WINDHAM HILL JAZZ)
- *MICHIEL CAMILO (COLUMBIA)
- *MIKE GARSON (CHASE MUSIC GROUP)
- *PETER MAUNU (NARADA)
- *PERRI (MCA)
- BOB BERG (DENON)


Reports accepted Thursdays only 9AM-4PM.
INNER MOTION - DAVID BENOIT (GRP)
David Benoit is extremely productive when it comes to recording. It’s hard to believe that this is only his fifth CD for GRP. But despite his pace, Benoit remains a valuable airplay staple. His jazzy Waiting For Spring has proven to be a handy roots refresher course, and he’s decided that putting out a series of tired sequels would have been stretching things a bit. Inner Motion is a return to the pop/melody arena and it’s tinged with a flair for the symphonic. According to Benoit, the sessions were fairly spontaneous and free of pre-production overload. Despite the fact that a 35 piece symphonic aggregation was added for tracks like the roller coaster anthem to the Texan metropolis “Houston” or the lush travelogue “A Last Request,” Benoit relies on his “Musicians With Attitude” to get the job done quickly. “6-String Poet” is Benoit’s homage to the late Emily Remler, who supplied the guitar chops on his Waiting... CD and tour. “Every Corner Of The World” is not a vocal throwaway, but a collaboration with one of our favorite vocalists, ex-Ambrosia singer David Pack. Benoit’s return to bouncy, stepping pop culminates with the opening “M.W.A.”

WHAT YOU’RE LOOKING AT - KENIA (DENON)
On her third release (and first on Denon), Kenia threw the machines out and decided to focus on rhythms that were true to the human heartbeat rather than to percolating circuitry. But, like another Brazilian singer, Tania Maria, Kenia keeps the funk/pop embers burning. The opening track “Once I Was” borrows from the grooves that Adult Alternative stations enjoyed with Tracey Thorn’s Everything But The Girl stylistics. Larry Carlton lays down the guitar licks. “Flor De Lis” and “Gaboo” are fast tempo and percussive-edged samba pieces. And speaking of driving samba, Kenia’s scatty “Somewhere Over The Rainbow” could attract traditional Jazz airplay.

SATURDAY’S RHAPSODY - JIM CHAPPELL (MUSIC WEST)
Too often great Adult Alternative piano music is described as “pastoral,” “childlike” and “introspective”—to the point where we reach for the rod. On his last number one effort, Living The Northern... continued on page 53

The first studio record in five years from pioneering guitarist Michael Hedges.

"... a fierce innovator... There is motion and energy dispensed by Michael Hedges as heard on the majestic The Jealous Tunnel/About Face..."

GAVIN REPORT 8/27/90

ALREADY ON:
KKSF, KCRW, KEA, KTCZ, KLTR,
The Breeze, WMGN, WMT, WTAG, WUTC

TOUR DATES:
Oct. 5 Scottsdale
Oct. 6 Los Angeles
Oct. 10 San Francisco
Oct. 11 Sacramento
Oct. 12 Palo Alto
Oct. 13 Seattle
Oct. 14 Portland
Oct. 16 Milwaukee
Oct. 18 Kalamazoo
Oct. 19 Ann Arbor
Oct. 20 Chicago
Oct. 21 Appleton, WI
Oct. 22 Minneapolis
Oct. 25 Lawrence, KS
Oct. 26 St. Louis
Oct. 27 Cincinnati
Oct. 28 Atlanta
Nov. 1 Toronto
Nov. 2 Oberlin, OH
Nov. 3 Boston
Nov. 4 N. Hampson, MA
Nov. 6 Philadelphia
Nov. 7 Pittsburgh
Nov. 9 New York City
Nov. 10 Washington, D.C.
Nov. 11-12 Baltimore
Nov. 14 Chattanooga
Nov. 15 Nashville
Nov. 16 Austin
Nov. 17 Dallas
Nov. 18 Houston

Scottsdale Center for the Arts
Wadsworth Auditorium
Palace of Fine Arts
Crest Theater
TBA
Moore Theater
Intermediate Theater
Avalon Theater
State Theater
Powers Center
Park West
Lawrence University
Guthrie Theater
Liberty Hall
Westport Playhouse
Bogarts
Center Stage
Convocation Hall
Oberlin College
Berklee PAC
Academy of Music
Keswick Theater
South Hills Theater
Town Hall
Liener Auditorium
Shriner Hall
Community Theater
Langford Auditorium
Paramount Theater
Majestic Theater
Rockefeller’s

Booking Information:
SRO Artists, Inc., PO Box 9532, Madison, WI 53715 (608)256-9000
Photo by Carl Studna, WH-1093
©1990 Windham Hill Productions Inc.
ALBUM NEW RELEASES
BY KENT ZIMMERMAN

TIME'S UP - LIVING COLOUR
(EPIC)
This one's tough. Kinda like life. For those who use music (in Dobie
Gray's words) to "drift away,"
drift away from this one. Social
realists, line up. Time's Up is a
screaming siren. It magnifies some
of the things that now make city
town life intolerable. "New
Jack Theme" and "Someone Like
You" deals with the battle of the
streets—everyone's streets by
now—i.e. druglords versus the
neighbors. "Fight The Fight" sort
of unifies both songs by exclaiming,
"we are all fighting the same
fight...same war...same revolu-
tion." Plus there are more universal
themes fit for anybody with a
cooch, some time to rock and a
magnifying glass to read the lyr-
ics. This is a challenging work.
Guitarist Vernon Reid uses various
playing styles to provide differ-
ent points of view. For instance,
"Solace Of You" has an African
juju groove as a backdrop to talk-
ing about the roots of rock and
life. "Love Rears Its Ugly Head" is
Hendrixish mixing soul and love.
There's plenty of rampant fusion
and symbolic electric energy
throughout the rest of the album.
Time's Up is a power bash with a
hard shell, but a satisfying nut
worth cracking into. "Type" is still
it's excellent starting point.
Beyond that, those stations willing
to elaborate will certainly be flex-
ing their individuality.

MANSION ON THE HILL
- NEIL YOUNG & CRAZY HORSE
(REPRISE)
Moving forward but looking back-
ward, for those of you too young
to have remembered the release of
Everybody Knows This Is Now-
where, lightning strikes twice—a
rare twist of fate indeed. "There's
a mansion on the hill/psychedelic
music fills the air" is a "back to the
future" slice of anachronistic bril-
liance. The success of his last bold
effort makes two consecutive vi-
tal airplay releases from Neil
Young, rock n roll's ultimate cha-
meleon. If I had three thumbs, I
hold them all up.

UNDER THE RED SKY
- BOB DYLAN (COLUMBIA)
Bob Dylan alchemically mixes the
participation of producers Was
(Don and Dave) with the likes of
players like Al Kooper (who hit
all the old classic Dylan organ
notes of yesteryear), Bruce
Hornsby, Guns' Slash, David
Lindley, Robben Ford, Jimmie
and Stevie Ray Vaughan, Elton,
David Crosby, the Was vocal
line-up (Sweet Pea, Sir Harry and
Donald Ray) and more. The
results are rapid fire, a shift from
the somber moods of Oh, Mercy
(his best in years) to more of a rock
effort. Under The Red Sky is a
shoot-from-the-hip one-take
sounding mash. With all of the all-
star pickers, Dylan and the Was
know how to keep the music and
lyrics front and center. Priorities
are in check as heard on the pow-
erful "God Knows, ""Wiggle
Wiggle" into "Under The Red Sky"
into "Unbelievable" start the
wheels rolling as this vehicle ca-
reens across Highway 61 into some
of the more funky, chuck-holed
back roads from the Dylan past.

CRYSTAL CLEAR
- THE DARLING BUDS (COLUMBIA)
And even more flower power (and
a more electronic sound than last
time) with a seemingly random
sampling of ingredients. Dig it.
Sampled rap drums and slicing
pop guitars are combined with a
sliding New Order bass and a
detached female vocal all put
together by the Darling Buds with
Stephen Street, who is respon-
sible for Morrissey's dark
ramblings. Linda and I agree, a
fetching work that she calls pop
and I call rock n roll, sixties style.

"GOLDEN BLUNDERS"
- THE POSIES (DGC)
In ye olden days, a band with the
name the Posies would have to
fight for their lives on the play-
ground. But during these kinder,
gentler times...uh, an effeminate
name is still a liability. You still
get beat up and needed for being
different. No matter, this is a
wonderful, trudging badfingering
rock masterwork that even a dippy
name can't stamp out. Dig the lit-
elar stop at the 2:43. Love it!

THE WALL LIVE IN BERLIN
- ROGER WATERS (MERCURY)
This classic rock extravaganza (I'm
still amazed at how well-rehearsed
this all sounds) comes to us less
than two months after the original
event staged at Potsdamer Platz
took place. It is a faithful re-cre-
ation of the famed rock opera we
all know in our sleep. While "Young
Lust," "Another Brick (Part 2)"
and "Run Like Hell" have already
been plucked onto a pro-CD, can
I just put in a plug some of The
Wall's more melodic moments
such as Paul Carrack's version of
"Hey You" and especially "Com-
fortably Numb" featuring Van
Morrison singing David Gil-
mour's original vocal part? Roger
Water's "Nobody Home" is also
given a moving and dazzling
arrangement. Sinead O'Connor
singing a unisexual "Mother" with
remnants of the Band is intrigu-
ing Celtic/Cajun irony. Solid gui-
tar work by "surrogates" Rick Di
Fonzo and Snowy White. This
time it all ends eloquently with
Waters'/Radio KAOS' "The Tide
Is Turning."
Take my Stratocaster, my bank account, my sister, my cat, my MTV, my condo, my Sonic Youth flexis, my heart.
Satisfied?
Not really.

never enough

the new single
the new video
the new 12"
the new cassette single
the new re-mix
the new maxi-cassette single
the new CD5

FROM THE BRAND NEW ALBUM MIXED UP

Excellent Excess...on Elektra cassettes, compact discs and records.

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MOST ADDED
1. "MANSION ON THE HILL" - NEIL YOUNG & CRAZY HORSE (REPRISE)
2. "THE FORECAST (CALLS FOR PAIN)" - ROBERT CRAY (MERCURY)
3. "SUICIDE BLONDE" - INXS (ATLANTIC)
4. "TYPE" - LIVING COLOUR (EPIC)
5. "HIGH ENOUGH" - DAMN YANKEES (WARNER BROS.)
6. "YOUNG LUST" - BRYAN ADAMS/ROGER WATERS (MERCURY)

TOP TIP
NEIL YOUNG
"MANSION ON THE HILL" (REPRISE)

ROBERT CRAY
"THE FORECAST (CALLS FOR PAIN)" (MERCURY)

Highest debut at #34 for Neil, with Cray right behind at #35.

RECORD TO WATCH
ROBERT CRAY
"THE FORECAST (CALLS FOR PAIN)" (MERCURY)

One of the foremost young American bluesmen comes on like thunder. The watch begins at #35.

Editor: Kent Zimmerman

ALBUM

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COMPANY OF WOLVES (MERCURY) "HANGIN"
DON DOKKEN (GEFFEN) "MIRROR"
LOWEN & NAVARRO (CHAMELEON) "WIRE"
HEART (CAPITOL) "TOLL"
THE CHARLATANS UK (BEGGARS BANQUET/RCA) "ONLY"
STEVE EARLE (MCA) "PROMISE"
JANE'S ADDICTION (WARNER BROS.) "STOP"
MOTLEY CRUE (ELEKTRA) "SITUATION"
AIR AMERICA SOUNDTRACK (MCA) "AEROSMITH"
STEVE VAI (RELATIVITY) "WORLD"
TOY MATINEE (WARNER BROS.) "PLANE"
LITA FORD (RCA) "LISA"
HEART THROBS (ELEKTRA) "TOSSED"

Dropped: #38 Crosby, Stills & Nash, #41 Red House, #44 Jeff Lynne, #45 Faith No More, #48 Eric Clapton, Robert Plant, Dread Zeppelin

the GAVIN REPORT
Reports accepted Monday and Tuesday 9AM-3PM
Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

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THE GAVIN REPORT

MOST ADDED

1. AND THE HORSE THEY RODE IN ON - SOUL ASYLUM (TWIN/TONE/A&M)
2. TIME'S UP - LIVING COLOUR (EPIC)
3. ALLROY SAVES - ALL (CRUZ)
4. GOLD MOTHER - JAMES (FONTANA/MERCURY)
5. ROUNDHOUSE - TAR (AMPHETAMINE REPTILE)

THE COCTEAU TWINS
"ICEBLINK LUCK"
(CAPITOL/4-AD)
The Cocteau Twins have been missed at radio, as demonstrated by last week's Most Added and this week's debut at #20.

RECORD TO WATCH

THE GLOVE
BLUE SUNSHINE
(ROUGH TRADE)
Something old, something new, something borrowed, something blue. This re-issue is making it's way onto playlists for another go 'round.

IMPORT/INDIE

TEENAGE FANCLUB - A Catholic Education (Matador)
SHONEN KNIFE - Shonen Knife (Rockville)
THE BATS - The Law Of Things (Communion/Skyclad)
UNCLE TUPELO - No Depression (Rockville)

CHARTBOUND

JAMES - GOLD MOTHER (FONTANA/MERCURY)
TEENAGE FANCLUB - A CATHOLIC EDUCATION (MATADOR)
ALL - ALLROY SAVES (CRUZ)
THE WATER WALK - THINGAMAJIG (NETTWERK/IRS)
MOTHER LOVE BONE - APPLE (POLYDOR/POLYGRAM)

JOHN DOE - "MATTER OF DEGREES" (DGC)
ANTHRAX - PERSISTENCE OF TIME (ISLAND)

Dropped: #38 Revenge, #42 John Hiatt, #45 Mazy Star, #47 Happy Mondays, #49 Something Happens, #50 The Stranglers.
**BOOM CRASH OPERA**

"Talk About It"* and "Dancing In The Storm"**

Two new tracks from the band that gave you the Top Five rock hit, "Onion Skin"

Don't Miss the "Talk About It" Video!

**Boom Crash Opera Fall Tour Dates**

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* Produced by Jimmy Irvine, Mixed by Thom Panunzio and Richard Pleasance
** Produced by Richard Pleasance, Mixed by Nick Launay

From the album *These Here Are Crazy Times*

Management: Burton Entertainment, Wow Management

© 1990 Giant Records
INSIDE ALTERNATIVE RADIO

I hope everyone enjoyed their holiday last week—I know I did. Six weeks with my arm in a cast meant no writing checks or using my credit card. The minute the cast came off I paid my now past-due bills and headed out to do a bit of Labor Day Sale shopping. Maybe I should've kept the cast on!

Thanks to those of you who called in your reports on Friday or faxed them in on Monday as discussed. It made Tuesday that much easier. While we're on the subject, there are a number of you out there who tell the Record Reps one thing (Oh yea—we added that this week.) while I get a frozen report from your station with no new adds. Consistency is a virtue, folks. And one final reminder—if your station is freezing its report on any given week (especially holiday weeks) I still need a phone call or fax telling me as much.

I get a good deal of positive feedback from you on the NOTES FROM THE UNDERGROUND (which I appreciate) so I thought I should let you know that it won't be appearing this month. ANDY COWAN has moved to London (along with CHRIS HUNT) to work on a new magazine, and needs to find a place to live. Look for Notes... to resurface in October.

FAITH HENSCHEL is leaving her post at Capitol Records, Los Angeles and moving to New York where Elektra has hired her to do National Alternative Marketing. For some strange reason, Faith has always wanted to live in New York. Congratulations girl, and best wishes in the Big Apple.

Within the next three weeks, you'll be receiving a questionnaire dealing with the current and future state of this format. It's only four questions, so please take the time to fill them out and get them back to us by Friday, September 28th. Your answers will be used in an upcoming issue of Gavin that will focus on the Alternative format (much the same way Jazz/Adult Alternative did a couple of weeks ago). Feel free to FAX your answers in as well. We'll also need a current photo, so start looking for one now.

Those of you who aren't drafted by then, I thank you in advance for your cooperation.

It's getting mighty crowded! THE STONE ROSES move 14-10 and are the only new addition to the Top Ten this week. THE COCTEAU TWINS, who just missed debuting last week, make a quantum leap into the upper half of the chart. Landing at #20, The Twins are the highest debut and therefore this week's TOP TIP.

BOOGIE DOWN PRODUCTIONS moves 29-23, as radio gets serious in its commitment. Of the twenty-eight stations supporting the album, twenty-four do so in HEAVY, including KCMU, KUNV, WBNY, WRFL, WUOG, WKCR, KUSF, WUSB and KUCI. Support snowballs for BOB GELDOF, resulting in a jump of 44-28. Those stations hearing the HEAVY lift of Irish laughter include WRSI, KOTR, WRAS, WMUK, WDCR, WWVF, KTFO, WDET and 91X.

Another strong debut this week (at 29) comes from LIVING COLOUR. They've racked up an even dozen new ADDs, including KUNV, WBER, WHTG, KCRW, KUKQ, KTFO, and WRFL.

Time to go cash in my free coupon. Asta Lambada dudes! LINDA RYAN

NEW RELEASES

MOJO NIXON - OTIS (ENIGMA)
You'll notice a couple of subtle differences on Mojo Nixon's latest effort, Otis. Mojo's got himself a proper band—one that reads like a Who's Who of American music. The talent pool includes John Doe, Country Dick Montana,
and various acoustic instruments. Their album, Thingamajig, is chock full of well-crafted pop songs, while the carefully chosen instrumentation magnifies the reaction to the various moods within each song. It sounds a bit pretentious to describe it, but Waterwalk’s sound is anything but that—instead, it’s pure and simple. Listen for yourself. Tracks to check out include “Rain,” “Never Again,” “Hearing The Feeling Fall” and “What The Moon Saw.” LR

SOUL ASYLUM - AND THE HORSE THEY RODE IN ON (TWIN TONE/A&M)
With And The Horse They Rode In On, their second album for A&M, Soul Asylum have slightly simplified their sound—but in no way compromised it. There’s not too much patented Soul Asylum riffing in evidence here,

Brothers & Sisters, Believing Is Not Enough... You Must Take Loud Sugar Into Your Soul!

Loud Sugar On Your Desk Now!!

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REVIEWs cont.
perhaps because main songwriter Dave Pirner has decided to cease hiding his always-intelligent, succinct, and downright sensitive lyrics behind it all. But I don't mean to imply that this record wallows in sappiness. Au contraire. And The Horse... maintains the ultra-high energy level that has always been so distinctly Soul Asylum's. But while the band rock like madmen, Pirner strips away the camouflage disguising his thoughts and feelings and sets them to the fore. Dave also explores more range with his vocals, often straining to give his words their emotional due. There's a lot to like here. For pop, try "Spinnin'" or "Easy Street." To rock, pick "Bitter Pill," "Something Out Of Nothing," or "Brand New Shine." For sensitive stuff check out "Nice Guys (Don't Get Paid)" and my personal fave "We 3." Glad to know there are still some disillusioned young men in Minneapolis. SEANA BARUTH

VARIOUS ARTISTS - THE COMPACT REALWORLD. THE SABRI BROTHERS - YA HABIB (REAL WORLD/VIRGIN)
Realworld is a label founded by Peter Gabriel to introduce listeners to new worlds of music. Eight artists and their countries are represented on the compilation, and I suggest all of them. Pay particular attention to the infectious rhythms and vocals of Cuba's Orquesta Reve and Pakistan's The Musicians Of The Nile and Nusrat Fateh Ali Khan. Also from Pakistan are The Sabri Brothers, whose music and lyrics are drawn from the Sufi's sacred sounds and beliefs. Ya Habib's driving rhythms weave a mysterious backdrop for the Brothers' compelling vocals. These forms of alternative music trace their roots back over four centuries. ROBERT BARONE

FODAY MUSA SUSO - MANDINGO / NEW WORLD POWER (AXIOM/MANGO)
Foday Musa Suso's career as a Mandingo Griot (musical/oral historian of Mandingo culture) began at the age of eighteen. He sings traditional songs while playing the Kora, accompanied by Bill Laswell on basses. Synthesizers and Fairlight programming round out this highly contagious album that is perfect dance music. "Mandinka" offers an alternative edge that includes bits of scratching and Suso's talking drums. Each cut is diverse and the entire album illustrates the continuing evolutionary process of African music. RB

ALTERNATIVE PHOTOFILe

Does anyone have an aspirin? Pictured backstage at San Diego's Sports Arena are Depeche Mode's Martin Gore and 91X DJ, Steve West.

Jesus does Dallas. Jesus Jones stopped by The Edge in Dallas during their promo tour of America. Shown here are Jesus Jones' Al Jaworski, The Edge's George Giamarchi, SBK's Mike Mena and Mike Edwards from Jesus Jones.

Geffen Records greeted recording artists Nitzer Ebb in full force after the band's show at Los Angeles' Universal Amphitheater. Shown L-R are Geffen's Kim White, NE's Julian Beeston, publicist Luke Wood, NE's Bon Harris, Geffen's Robin Rothman and Brett Green, NE's Douglas McCarthy and Geffen's Michelle Shore.
The First
And Last
Word On
Music.

first with
future hits.

last pages
in the
magazine.

BACK OF THE BUS AND PROUD OF IT!
Q: What's more important than a thousand points of light?

A: 1130 beacons of sound

Gavin. A full service trade. Eight music formats. 1130 reporters. And counting.
Summer, Jim Chappell shook things up by selecting musicians (including a couple of Yellowjackets) who could cook a little more in a medium that, on the surface, suggested a sweeter approach. With Saturday's Rhapsody, Chappell builds on LTNS's simplified foundations. But on tracks like the opening title cut and "Adventure No. 11" Jim brings back the melodic, symphonic swell—not unlike what Benoit's done on his latest—and the crashing majestic lushness. But there's power in the arrangements, especially with Michael Pluznick's percussive underpinnings and the forceful drumming of Billy Lee Lewis. Chappell captures the staccato pause in a lonely solo piece entitled "The Rain." Fragile, simple melodies are alive and well on tracks like "Sidewalk Characters" and "Fancy Pants." On his latest, Jim Chappell gets caught up in the rapture and springboards nicely to be one of Alternative Adult's brightest stars. The closing track, "One Last Time" sums it up best with its astounding touch of beautiful, flowing melody and a dramatic flair for the tour de force—a record you can truly love.

THE MYSTERY MAN - MIKE GARSON (CHASE MUSIC GROUP)
It's ironic that just as Mike Garson puts out this new solo piece, David Bowie releases the long awaited reissue of the 1973 rock milestone, Aladdin Sane, which highlights Garson as a young and fluent accompanist. Garson is still an eloquent and pouncing dramatic player. Check out "Be" and "Do It Out Of Love (Part 1)," both soaring compositions featuring Eric Marienthal. On the title track, Garson plays around with a European flavored whodunit approach. "My Home" is a duet between Garson on grand piano and Brian Bromberg on acoustic bass. The tune progresses and highlights Garson's considerable classical recital talents.

GROOVE MASTER - HANK CRAWFORD (MILESTONE)
Swing is an all important ingredient to any music, be it avant garde, bluesy, gospel, rock, pop. Groove Master is an homage to swing and highlights the tandem keyboards of the great Dr. John (piano) and newcomer Gloria Coleman (on Jimmy Smith-styled Hammond organ). Hank Crawford makes an overpowering vocal presence on alto sax as this Milestone set progresses. What would you expect from a sax player who has stood alongside Ray Charles and B.B. King? Crawford's keen R&B-edged tone has served as a valuable influence for younger players like David Sanborn. His poised, confident solos might prompt some jazz stations to break precedent and experiment with his version of Whitney Houston's "Saving All My Love For You" or perhaps retreat to the safety of the larger ensemble arrangement of Bird's "Bluebird."

OSCAR PETERSON LIVE (PABLO)
There are probably nine billion albums called "Live," a few dozen of which are called Oscar Peterson Live. These sets will probably be referred to as the "Westwood Tapes," named after the playhouse in Los Angeles where Peterson cut this music in 1986. Peterson is one of the few perennial piano greats, and is now spanning his fifth decade. This release comes to us on the heels of two biographies. The first, "The Will To Swing," was penned by the folksy scholar Gene Lees. The second is due soon, and was written by Peterson himself. Though we've heard a lot of Peterson's weaving, it's still hard to get used to his impossible licks and wailing, for which, musically, I'm hard pressed to come up with a literal description. Even on the beautiful bonus track, "If You Only Knew," Peterson can play a machine gun's barrage of notes alongside sparse, well-chosen ones, emitting a bevy of sad memories and soul. The opening "Bach Suite" (a "little suite commemorating [at the time] Bach's 300th birthday") is hardly introspective and classical. I'm sure Bach is in there—alchemically, at least. But when you hear all three movements, you'll find it unique. Guitarist Joe Pass lays back and out, playing only at the right time.

THE GREAT WAR OF WORDS - BRIAN KENNEDY (RCA)
An acoustic treat. Brian Kennedy has a purity to both his lyrics and his vocals. His voice vaguely reminds me of a dissonant David Gates (I'm not being cute. In fact, I'm a closet Bread and Gates fan). Kennedy has found his place on our AA chart not with quantity, but with a quality base of stations who are committed to sandwiching his fine vocals within the instrumental part of the station sound. I like the subtle use of fiddles, clarinets, muted trombones, combined with other unusual ingredients that fortify the more traditional guitars and bass. Rhythm is used sparingly, atmosphere is everything. Startertrax include "Captured," and the Blue/Joni Mitchell-esque "Hollow."

LIVE AT SAN QUENTIN - B.B. KING (MCA)
Sixty-four minutes of captive audience. This is the best music recorded "inside" since a younger Johnny Cash handed over his guitar on a Folsom Prison stage saying, "Tune this ****er." This is a live session recorded in cooperation with King's organization FAIRR (Foundation for the Advancement of Inmate Rehabilitation and Recreation), founded with jurist F. Lee Bailey. Don't do what I did and overlook this because maybe this territory was covered at the Regal or on other great live B. B. King recordings. Hearing this being played in-store saved me. Who could relate better to "Everyday I Have The Blues" than a convict? "If you do that I work a little harder. I like to work a little harder. I come from Mississippi," is King saying it all as he talks to the men on instrumental version of Fats Domino's "Whole Lotta Loving" which goes straight into "Sweet Little Angel." In fact, this is a tightly segued collection. Nonstop, B. baby.
in terms of sound quality. There’s no doubt there’s a tremendous difference between DAB and our AM service. And there is SOME difference between DAB and our FM quality. Supposedly there would be less multipath with the satellite-fed signals. Even in a mile-long tunnel,

with repeaters, the stereo was just terrific.

JH: Will there be any sessions in Boston on this issue?

LC: We’re having two sessions at the Boston convention that we’re urging everyone to attend. David Hicks, our radio board chairman, will be moderating. The first panel will be on Wednesday afternoon, just before the opening party. The other will be Saturday afternoon. One of the highlights will be a 20-minute presentation by John Abel, spelling out in layman’s terms what this is all about. I hope everyone will try to make one or both of these sessions.

JH: Any guess on the soonest we’d see DAB?

LC: I think it would be at least two years before the technical examinations of the current proposals are done. Then what the FCC and Congress might do is anyone’s guess.

I can’t believe Congress will go along with DAB. It’s very important to representatives that they be able to communicate to the constituents through the local stations. In most districts there’s nothing more important to a congressman than the local radio station.

QUALITATIVE RESEARCH MOMENTUM

JH: Besides the potentially notable impact of DAB, as we wrote recently (8/24) there’s ANOTHER major new force on the horizon—the emergence of QUALITATIVE research as a much more important tool than it now is. And the NAB’s 100% behind this movement. Why?

LC: I think it’s very important that we help stations get a bigger piece of the advertising pie. One way to do that is to help stations do a better job of “target specific marketing.”

JH: What do you expect to accomplish on this in the next five years?

LC: First we have to find out what media buyers and advertisers want—what kind of information will really be helpful to them? We also need to discuss with stations how they can use and benefit from qualitative research in their markets.

David Hicks, radio board chairman and President/CEO Hicks Broadcasting of Kalamazoo, MI, will be chairing a discussion of this at the Boston convention. Hopefully we’ll begin a two-way sharing of information with our members on this issue.

JH: Reportedly some of the research vendors were concerned that they were not invited to the Qualitative Research Summit held at the NAB’s D.C. offices last month. What would you say to them?

LC: We’re not trying to put Arbitron or Birch out of business. We’ll likely end up working with everyone, once a research technology that can be accredited has been developed. And we have the best minds in the industry working on that. As for last month’s meeting, our priority was to determine the needs of our members and of advertisers. We’ll get the vendors involved at the proper time.

RENEWED RECORD RAPPORT

JH: Due to some supposed excesses at past conventions the NAB has not been cozy with the record industry lately. What’s your attitude about that?

LC: I’ve really been trying to get the record companies more involved with our Fall convention. I see a new era of responsibility on the part of the record industry that I didn’t see ten years ago.

What with all the First Amendment challenges going on out there, it’s a good time for us to be working more closely together.

JH: What evidence will we see in Boston, or later, of your intention to strengthen ties to the music industry?

LC: I’ve been in contact with about 20 record companies, all the majors, and I’ve seen many of them in New York and L.A. I would say that 80% of those firms will be at our convention in Boston. No, they won’t be having hospitality suites, but they’ll be at the sessions in order to meet the radio programming people, and I think some of the companies are having parties too. In addition, we have three or four record company executives on panels. And of course we’ll be featuring music by Harry Connick, Jr. and Lyle Lovett prominently. I did try to set up one night at this convention when they’d all be able to have hospitality suites, perhaps on one floor of a hotel, but it didn’t work out. We were a little late in getting it set up logistically, and I think some of the companies had exhausted their budgets at other conventions earlier in the year.

However, now that the record companies know of NAB’s interest there’s a good chance we’ll do an evening of hospitality suites at the Fall ’91 radio convention in San Francisco. There definitely should be one night where the record folks and the radio programming people can meet.”

As you can see Lynn Christian is a man with a lot on his plate. Key issues, ones that will reverberate throughout our radio and music industries for years. But he’s on our side, and that’s good news for all the NAB, and for our industry.

By the way, if you’d like to call Lynn and offer your perspectives on the conventions, DAB, qualitative or First Amendment issues—or WHATEVER’S on your mind —you may reach his office at 202.429.5420. He’d love to talk to you about the future! •
CLASSIFIEDS

JOB OPENINGS

NORTHEAST TEXAS AM/FM POWERHOUSE seeks top-notch Sales Manager. Right guy for the right position! Let's talk! Call David Ward (214) 572-8762. All inquiries confidential. [9/7]

KISD/KLOH in Pipestone, MN, needs a Production pro/AT. T&R: Wally Christianson, PO Box 456, Pipestone, MN 56164. [9/7]

KVTH/KDSZ in Vermillion, SD, needs a Production pro/AT. T&R: Wally Christianson, PO Box 456, Pipestone, MN 56164. [9/7]

COUNTRY KBUF-KKJO is currently looking for full-time AT with at least two years experience. Solid personality with production experience. T&R: KBUF-KKJO, Lori or Dave, 1300 East Fulton, Garden City, KS 67846. EOE [9/7]

KQEN in Roseburg, OR, is currently accepting T&R music philosophy for MD position. Females encouraged. Send to: PO Box 5180, Roseburg, OR 97470, or call (503) 672-6641 between 10-1 PM PST. [9/7]

MIDDAY PERSONALITY OPENING AT Y99 Oldies station. Looking for bright delivery and fun personality, good with phones and personal appearances. New station on the move and looking for someone who wants to win! No beginners. Females and minorities encouraged. T&R: Rick Kimball, WSBY/FM, 1633 North Division Street, Salinas, California 93973. [9/7]

WAXX/WASY RADIO has an opening for a part-time announcer. T&R: Jim Ross, PO Box 6000, Eau Claire, WI 54702. EOE [9/7]

KPAY/AM, CHICO’S NEWS AND INFORMATION AUTHORITY is seeking an afternoon News co-anchor for part-time position. Rush T&R: Tony Kay, PO Box 8070, Chico, CA 95927. [9/7]

WEXT/FM needs AT for full and part-time positions. Production skills a plus. What are you waiting for? Mail out your T&R pronto: WEXT/FM, Penthouse Suite, 80 Washington Street, Poughkeepsie, NY 12601. [9/7]

TOP 40 WBHV seeks energetic jock for future openings. Females and minorities encouraged. T&R: Jim Richards, 421 E. Beaver Avenue, State College, PA 16801. [9/31]

COUNTRY FM seeks bright adult communicator. Soon to be new facility. Your chance to own the mornings. Raise your family in the liveable Northwest. Contact Bob Reece: (509) 248-2900. [8/31]

COUNTRY KJJC needs an Advertising Sales person. Area covering Des Moines to Missouri. Send resume: Darlene Goell, PO Box 464, Osceola, IA 50213. [8/31]

COUNTRY KWWG in Grand Rapids seeks co-host to join our Breakfast Crew. You’ll be co- directing a team that is not content to win...we want to dominate. T&R: Ron Brandon, 38 West Fulton, Grand Rapids, MI 49503. EOE [8/31]


TOP 40/CLASSIC HITS CROSSOVER KQCL/KQPI seeks killer overnight jock. Production and team player a must. T&R: Bob Berrebi, PO Box 30, Fairbanks, AK 99701. [8/31]

WNNH/FM, NEW HAMPSHIRE’S OLDEST 99 seeks Production people and DJs. New equipment, great sound and team. T&R: Clark Smith, 501 South Street, Concord, NH 03301. [8/31]

Q106 FM is seeking the next overnight AT for aggressive Country Hit Radio format. Production, promotion and remote/public appearance a plus. Live in Wisconsin’s capital city and be a part of this Midwestern Top 40 style Country FM. Females encouraged. T&R: Tom Oxes, PO Box 4408, Madison, WI 53711. EOE [8/31]

AVAILABLE

HIGH ENERGY PERSONALITY SEeks NEXT WIN! Top 40 station in any area. JEFF: (402) 438-3065. [9/7]

CRAZED BUT PROFESSIONAL MADMAN seeks Mornings/PO/MD slot at your Top 40. Five year vet ready to rocket your station to #1 BILL: (614) 384-3873. [9/7]

SMALL-MEDIUM MARKET PROGRAMMING SPECIALIST. Any format! 15 years experience. Call (803) 457-4556. [9/7]

FORMATIC FANATIC fancies Country music programming challenge. Dial now...8th caller picks up my T&R! TROY: (407) 746-7525. [9/7]

LOOKING FOR SOMEONE WHO’S CREATIVE and able to do a lot of things? Announcer with music programming abilities, strong writing skills and ability to work well with the public and fellow employees looking for a challenging position. RON: (901) 686-8248. [9/7]

EXPERIENCED, CREATIVE TEAM SEeks MORNING or NIGHT SHIFT. Prefer AOR/Top 40. ROGER & DAVE: (901) 646-6222. [9/7]

DEDICATED, PROFESSIONAL and willing to work AT, looking for overnight position. Also experienced in News/Sports p-b-p/Program Host. GARY BROWN: (419) 884-1682. [9/7]


A WOMAN WHO GETS THE JOB DONE looking for a challenge! Six plus years of air programming, music and especially promotions experience seeks Midwest pig. JEANWIE: (715) 373-2006. [9/7]

GIVE A GUY A BREAK! Six years on-air ready to do it at your A/C or Top 40 station. Talented and ready TODAY! BILL: (605) 692-1430. [9/7]

EXPERIENCED PRO MD/SPORTSCASTER/AT seeks position in the West. JIM: (702) 289-6822. [8/31]

YOUNG, FUN, LOVING, ZANY Maine West sounding female seeking AT position. Eleven year veteran that gets results. Seeking Urban format, but will consider others. CARMELLA: (809) 780-1896. [8/31]

NEED A TIME AND TEMP LINER CARD STIFF? Don’t call me! Hardworking, up-tempo Top 40 knobhead AT and 8-track production junkie. SLIG RIC: (614) 397-4486. [8/31]

SEEKING FULL-TIME POSITION in the Alternative music field. Main interest lies in Dunlap, Willing to relocate. ROBERT BARONE: (415) 752-6163. [8/31]

HARDWORKING BROWN GRAD eager to work any station, any shift, as AT with production. Good voice, unlimited potential, prefer fit work. THAD: (612) 698-3006. [8/31]

BROWN GRAD WITH SEVEN YEARS EXPERIENCE who loves exotic locales. Love promotions, personal appearances and remote broadcasts. Great pipes and production. Prefer a midday/MD position at Country or A/C. Willing to relocate. MIKEY: (507) 286-2665. [8/31]

TWO YEARS IN RADIO, AND STILL IN HIGH SCHOOL! Experience in Country and Top 40 with knowledge of Classical and Easy Listening. Prefer Twin Cities area. T&R on request. Call anytime, day or night! JASON: (712) 722-4201. [8/31]

YOUNG AND EXPERIENCED. Looking for a challenge and a place to call home in Top 40 or Hot A/C. Any daypart and any market. Let’s help each other. RICHARD PRICE: (502) 687-6873 or (502) 737-8965. [8/31]

AGGRESSIVE, DEDICATED, PERFECTIONIST ready to light up the night in your market. This rooker is ready to roll! Top 40 or AOR only. Call today for FREE tape! JARED TYLER: (701) 746-4888. [8/31]

SERVICE REQUEST

WWGZ: Hot A/C Classic Rock station needs product from all labels on CD. Won’t play just the hits...it fits...will wear it! Also building Classic Rock library. We need your help. Send to: Shane McIntosh, 286 West Nepessing, Lapeer, MI 48446. [9/7]

KKSIM: Recently switched from Progressive to Rock/Top 40 Request CDs, LPs or cassettes from all labels. We are a “play it and say if” station. Send to: Dave Raiboume, 1140 W. Mission Road, San Marcos, CA 92069, or call (619) 744-1150. [8/31]

Gavin provides free advertising to subscribing RADIO stations with job openings & service requests, as well as to individuals seeking employment. All other advertising must run display. Contact Natalie Duitsman at (415) 495-1990 for rates on display advertising and blind boxes. For job openings, availables & service, send your FREE listings by mail to: Gavin Classified, 140 2nd Street, San Francisco, CA 94105 or FAX at (415) 495-2580. Your listing will be edited accordingly & will run 1-3 weeks unless otherwise specified. Deadline for copy is Monday.
The Lives of the Moment," "Only Time"

This Baker Campbell, into the studio, Quincy Jones' newest discovery, Tevin Weissbrod, New Set earthy beauty, beginning with spiritual wonder our virtues politan the

Carl Palmer has often called AURORA NOVA Moon/Epic)

Fogelberg possesses a voice of heritage and tradition. Though her name may not be immediately recognizable, audiences are well-acquainted with Soul II Soul, she performed on the group's two biggest hits: "Keep On Movin'" and "Back To Life." Making her long-awaited solo debut, she takes Soul-inspired background and glides us wistfully on a smooth, silky first-rate musical flight.

CARON WHEELER - Livin' In The Light (EMI)

Though her name may not be immediately recognizable, audiences are well-acquainted with Caron's singing prowess. As vocalist with Soul II Soul, she performed on the group's two biggest hits: "Keep On Movin'" and "Back To Life." Making her long-awaited solo debut, she takes Soul-inspired background and glides us wistfully on a smooth, silky first-rate musical flight.

ELISA FIORILLO - On The Way Up (Chrysalis)

Still in her teens, Elisa earned instant respect as a premier vocalist who simply needed to get paired with the right material. Helping out in the writing department are producer David Z, co-producer Levi Seacer and the young hopefuls with a lot of potential named Prince. Together they've created the vehicle that can give this superb singer her major first success.

DAN FOGELBERG - The Wild Places (Full Moon/Epic)

More songs from a man who early-on chose the natural high of the Rocky Mountain air over the sometimes self-destructive cosmopolitan lifestyle of the urban jungle. His music has often preached and/or glorified the virtues of our environmental heritage and our obligations to sustain the legacy of past generations. This album further explores the spiritual wonder Fogelberg possesses for earthly beauty, beginning with a sunrise prelude called AURORA NOVA that segues into the title track, THE WILD PLACES. It's followed by FOREFATHERS, one of those Fogelberg songs that swims in an acoustic flow that recalls the similar topic of his famous LEADER OF THE BAND. Next up is probably the best love song of Dan's career to date, ANASTASIA'S EYES, a track on which Dan appears to play all the instruments and sing all the vocals. I've not yet mentioned the album's lead single, RHYTHM OF THE RAIN, a cover of the Cascades' 1963 hit coupled with RAIN The Beatles' 1966 flip to PAPERBACK WRITER. The RAIN medley is already a highly successful track in A/C radio with play from more than half the format in less than two weeks since its release.

NEXT WEEK:

GEORGE MICHAEL

the GAVIN REPORT

PERSONAL PICKS

SINGLES by Dave Sholin

LISTEN UP - Listen Up (Reprise/Qwest)

Set for release in early October, "Listen Up: The Lives of Quincy Jones" is the work of New York independent film maker Ellen Weissbrod, who examines the life and work of this remarkable artist. Gathering the likes of Ray Charles, Karyn White, James Ingram, A1B. Sure!, Ice-T, Siedah Garrett, The Winans, El DeBarge, Melle Mel, Big Daddy Kane and Quincy Jones' newest discovery, Tevin Baker Campbell, into the studio, producers Arthur Baker and Arif Mardin weave a monumental mosaic of rap and rhythm in assorted styles. This is the first offering from what's being termed a special "Soundbook" to go hand-in-hand with the movie. It's an all-star cast giving it all they've got in this much-deserved tribute to one of music's true all-stars.

ASIA - Days Like These (Geffen)

Lots of fanfare accompanied the arrival of supergroup Asia in 1982 as they blitzed Top 40 and Album radio with hits like "Heat Of The Moment," "Only Time Will Tell" and "Don't Cry." Returning to the studio for the first time since the mid-eighties, John Wetton, Carl Palmer and Geoff Downes have been joined by guitarist Pat Thrall, a former member of the Pat Travers Band and a seasoned music veteran. Sounding well-prepared to take on a new decade, Asia unleashes a powerful production with strong, relatable lyrics for days like these.

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DAMN YANKEES - High Enough

(Warner Bros.)

High marks for the polished professionalism of Ted Nugent, Night Rangers' Jack Blades, Styx's Tommy Shaw and Michael Cartellone, a colleague of Shaw's who performed on his solo tour. Album radio and Rock 40's embraced this contingent with heavy airplay, but the beautiful melody of this power ballad, reinforced with a captivating chorus can win them newfound fans at Pop radio.

HEART - Tall, Dark, Handsome Stranger (Capitol)

Fired up and ready to rock, The Wilson Sisters and company let it rip on the third single from "Brigade." Penned by Holly Knight and Albert Hammond, two of the industry's most prolific and skillful writers, Ann and Nancy are bound to get more than a few hearts pumpin'.

THE HUMAN LEAGUE - Heart Like A Wheel (A&M)

Unlike some of their early eighties musical counterparts, The Human League's material has retained its contemporary flavor. Mainstays at Alternative radio, here's a track that's mass appeal enough for Top 40 consumption, especially in the form of the 7" remix.
Making her mark on the music scene as a featured performer with Soul II Soul, Caron Wheeler was the voice behind their international mega-hits "Keep On Movin'" and "Back to Life." Now, Wheeler steps into the light on her own.

ON THE WAY UP

ELISA FIORILLO

Written by Elisa Fiorillo/Prince/Lewi Seacer Jr/
David Z produced, recorded and mixed by David Z
From the Album "I AM"

LPPMAN ENTERTAINMENT
Chrysalis®