BRYAN ADAMS
BRAND NUBIAN
GARTH BROOKS
R.E.M.
DIANNIE REEVES
LUTHER VANDROSS
AARON NEVILLE
EARL KLUGH
QUEENSRYCHE

TOP OF THE CHARTS 1991
PLUS ANNOUNCING THE GAVIN AWARD NOMINEES FOR 1992

SPECIAL SEMINAR REGISTRATION PACKET ENCLOSED!! PLUS THE DEBUT OF THE GAVIN VIDEO MAGAZINE!

www.americanradiohistory.com
Rave Down

On tour with Poster Children starting in January!

“Rave Down,” the first track from the new album raise

Produced by Anjali Dutt and Swervedriver
Tuatara Band Management: Andy Allen & Richard Gordon
## Top 40

### Most Added
- **Bryan Adams**
  - There Will Never Be Another Tonight (A&M)
  - Keep It Comin' (Vintertainment/Elektra)
  - Simply Red
  - Stars (Atco/EastWest America)

### Record to Watch
- **Right Said Fred**
  - I'm Too Sexy (Charisma)

**Record to Watch Right Said Fred**

### A/C

#### Most Added
- **Simply Red**
  - Stars (Atco/EastWest America)
- **Beth Nielsen Chapman**
  - I Keep Coming Back To You (Reprise)
- **Natalie Cole**
  - The Christmas Song (Elektra)

#### Record to Watch
- **Karyn White**
  - The Way I Feel About You (Warner Bros.)

**Record to Watch Karyn White**

### Adult Alternative

#### Most Added
- **Al Di Meola**
  - Kiss My Axe (Tomato/Mesa/Bluemoon)
  - Take 6
  - He Is Christmas (Reprise)
  - Enya
  - Shepherd Moons (Reprise)

#### Record to Watch
- **Al Di Meola**
  - Kiss My Axe (Tomato/Mesa/Bluemoon)

**Record to Watch Al Di Meola**

## Urban

### Most Added
- **Jodeci**
  - Stay (MCA)
  - Patti Labelle
  - Somebody Loves You Baby (You Know Who It Is) (MCA)

### Record to Watch
- **Ce Ce Peniston**
  - Finally (A&M)

**Record to Watch Ce Ce Peniston**

### Country

#### Most Added
- **Randy Travis**
  - Better Class Of Losers (Warner Bros.)
  - Outbound Plane (Capitol Nashville)
  - Lorraine Morgan
  - Except For Monday (Reprise)

#### Record to Watch
- **Tim Ryan**
  - I Will Love You Anyhow (Epic)

**Record to Watch Tim Ryan**

### Alternative

#### Most Added
- **Tom Petty & The Heartbreakers**
  - "King's Highway" (MCA)
  - "The Show Must Go On" (Hollywood)
  - "Breathe Deeply Now" (Dedicated/RCA)

#### Record to Watch
- **Until The End Of The World**
  - Soundtrack (Warner Bros.)

**Record to Watch Until The End Of The World**

## Rap

### Most Added
- **X-Clan**
  - Fire And Earth (PolyGram/PLG)
  - Slick Rick
  - It's A Boy (Def Jam/Columbia)
  - Raw Fusion
  - Rockin' To The PM (Hollywood Basic)

### Record to Watch
- **Nice & Smooth**
  - How To Flow (RAL/Def Jam/Columbia)

**Record to Watch Nice & Smooth**

## Jazz

### Most Added
- **Bucket Hill**
  - I'm Beginning To See The Light (Muse)
  - Lettau, Sprague, Shapiro
  - Brazil Jazz (Nova)
  - Houston Person
  - The Party (Muse)

### Record to Watch
- **Cornell Dupree**
  - Can't Get Through (Amazing Music)

**Record to Watch Cornell Dupree**

## Album

### Most Added
- **Tom Petty & The Heartbreakers**
  - "King's Highway" (MCA)
  - "Operation Spirit" (RadioActive)
  - "Cold Cold Heart" (RCA)

### Record to Watch
- **Teenage Fanclub**
  - Bandwagonesque (DGC)

**Record to Watch Teenage Fanclub**
EMI Announces Partial Re-Alignment

After instituting a wave of layoffs, the newly-formed EMI Records Group North America (formerly EMI, SBK and Chrysalis) announced the appointment of top-level executives.

• Daniel Glass has been appointed Executive Vice President/General Manager. This one was a given. Glass held the same title for SBK, and guided the label to major success with, among others, Wilson Phillips and Jesus Jones. He also played a major role in the restructuring of the new company. “This is a unique opportunity for all of us,” he said. “Charles Koppelman has given us the chance to put together an incredible array of talent, on both the creative and business sides of the company. I look forward to working with the talented people from EMI, rejoining my old friends at Chrysalis, and moving ahead with those from SBK.”

• Michael Leon is Senior Vice President, International. He was Vice President, International for SBK. Before joining SBK, Leon worked at A&M for twelve years, and currently he’s on the executive board of the Rock and Roll Hall of Fame. “I am honored by the confidence Charles has shown in me,” he said. “The talents of our great artists coupled with the strengths of EMI’s worldwide operations will certainly make the EMI Records Group North America a formidable power in our industry.”

• Ken Baumstein has been named Senior Vice President, Marketing, up from Vice President of Marketing for SBK. Before working at SBK, Baumstein was head of marketing at EMI for three years. “It's a very unique situation to come full circle and have the opportunity to oversee the marketing efforts of three labels to which I have close ties,” he said.

Other announcements: Fred Davis was appointed Senior Vice President, Artists and Repertoire; Adam Ritholz was named Senior Vice President of Business Affairs/A&R Administration; Theresa M. Santisi is Executive Vice President/General Manager.

DeFrancesco upped to KIIS Prez/GM

Gannett Radio Executive Vice President and KIIS-Los Angeles Vice President/Station Manager Gerry DeFrancesco was promoted to President/General Manager of KIIS/FM&AM this week. DeFrancesco recently returned to the station in August after a year at Pyramid Broadcasting’s WSN1 in Philadelphia.
Westin St. Francis Hotel, San Francisco Thursday, Friday, Saturday February 13, 14, 15

EXPANDED FORMAT AGENDA!

Thursday, February 13
Rap Jukebox Jury • Urban/Rap Production Panel • World Music Intensive
Women In Music & Media • Top 40 Small Markets
Alternative Jukebox Jury • Jazz Radio Exclusive • Country Cocktail Party
Urban Radio Dinner • Surprise Music Showcases and more!

Friday, February 14
The Gavin Seminar presents Joe Calloway ("Part Will Rogers, Tom Peters and Robin Williams.") • Rap/Urban College Mix • College Alternative Breakout
Top 40 Hot Box • The 1st Annual Adult Radio Summit serving A/C, Country,
AA, Jazz, Urban A/C and more! • Black Women In Music & Media
A Special Limited Edition Keynote Performance: Rick Reynolds in Only
The Truth Is Funny ("Enormously touching!"-LA Times) at Theatre On The
Square on Post Street. Seating is limited. First come, first served.

Gavin Cocktail Party followed by an extra special, once in a lifetime surprise
performance. Showcases and special "No Elevators" Hospitality Suite set-up!

Saturday, February 15
A/C Format Breakfast and Breakout • Jazz/AA Breakfast/Jukebox Jury • 2nd Annual Country
New Artist Luncheon Country Format Session • Urban Ratings Brunch • Jazz/AA Lunch
Top 40 Format Session • Commercial/Adult Alternative • Selling Black Music
Alternative College Breakout • Commercial Alternative Breakout
Top 40 Promotion & Marketing • 3rd Annual Where Does Rap Fit?

Gavin Awards Banquet • Showcases and "No Elevator" Hospitality Suite set-up!

New Hotel Policy!
Register with the Gavin Seminar first!
Here’s why: The Westin St. Francis
can no longer accept hotel room
accommodation requests until we
confirm your Gavin Seminar registration.
Upon receipt of the registration fee,
your room reservation request will be
forwarded to the Westin St. Francis,
and will be processed in the order they
are received. Note: Only Seminar registrants
will be eligible for special convention room rates.

• Look for your Gavin Seminar
Registration Packet inside this issue!

• American Airlines is the official
Gavin Seminar ’92 carrier.
Call 800-433-1790/STAR 20122VN

• Increased security enforced.
Badge required for entry
to all meetings and showcases.

Gavin Seminar ’92 * February 13, 14, 15 Call 415-495-1990 for further details...
DeFRANCESCO
continued from previous page

"This is the most exciting challenge of my career," he said. "I'm elated to manage this legendary radio station. It is a dream come true!"

DeFrancisco has spent a total of eleven years with Gannett, starting in 1981 as program Director of KSD/FM-St. Louis. He also worked at company-owned WDAE/WUSA-Tampa.

"I am confident that Gerry's leadership qualities will carry KIIS/FM through the nineties in a dominant position in the market," said Gannett President Jay Cook. "His programming expertise and management skills will contribute greatly to the success of the radio station."

What Kind Of Programmer Reads Gavin?

BILL RICHARDS
P.D., KIIS-LOS ANGELES

"I WANT CREDIBILITY. GAVIN DELIVERS. IT'S CONCISE AND PRECISE. I LOVE SHOLIN'S PERSONAL PICKS. THE GAVIN STAFF SHOULD BE PROUD. THE TRADITION LIVES ON."

SmulyanDecides to Sell Mariners

Emmis Broadcasting chief Jeff Smulyan has decided to unload his baseball team, the Seattle Mariners, after two seasons of ownership.

The team, never a money-maker, failed to become profitable, as Smulyan had hoped. Despite an infusion of money into promotion and nurturing the faith of fans, Smulyan wasn't able to turn the club around, something he acknowledged at a press conference last week. "It's not easy to tell you I've failed to make baseball a success in Seattle," he admitted.

It's speculated that Smulyan hopes to get $100 million for the team, which would be a loss. Apparently, officials in St. Petersburg, Florida are trying to either entice Smulyan to move the team there, or sell it to someone who would.

"48 Hours" Looks At Radio, Promotion

In a story that set the industry abuzz, CBS' weekly series "48 Hours" last week focused on radio and records. Segments included a feature on a polka station that dropped its format in favor of satellite broadcasting; shock radio, featuring Y107 (WYHY) morning personality Coyote McCloud; the New York Top 40 war between Scott Shannon's Mojo Radio and Steve Kingston's Z100 (WHTZ); and Jack The Rapper and Tom "The Flying Disc Jockey" Joyner. Newsman Dan Rather prefaced the show by addressing the decline in radio's profitability.

The most controversial part of the program described how a new act breaks on radio. In a clip that both sides felt left a lot on the cutting room floor, the SBK Records promotion team, specifically VP Daniel Glass and Southeast Regional Rep Monte Lipman, was tailed by cameras as it was in the process of breaking the Jesus Jones record, "Real Real Real."

Although stops were made at Power 96 (WPOW)-Miami and (98 Rock) WXTB-Tampa, emphasis was placed on Q105 (WRBQ)-Tampa and its program director Jay Taylor, who were portrayed in a comparatively less-than-favorable light. Taylor came off as looking for concert tickets in exchange for adding the record, when, according to both him and Glass, the station already was playing it.

"(The segment) was sensationalism because what they showed was not really what transpired," Taylor told the Gavin Report. "We were already playing 'Real Real Real.' The whole issue about the concert was that we wanted to be more involved and have more visibility."

Taylor was also dismayed at what he called "the way they made radio look like it's run by juveniles."

True to form, Daniel Glass took a very pragmatic approach to the situation. "I have no problem with what they did," he said. "It's show biz. People who know enjoyed the entertainment part of it."

Glass told the Gavin Report that CBS shot nine hours of film. "I think that out of context editing, or even in context editing can make anything look bad. I hope people saw the fun in our business. They (CBS) were doing an investigative piece. That leaves you open to scrutiny because of the editing floor. We wanted to show them the marketing meetings, the thought behind the artist, the careful planning that took place—all that isn't in there."

Remember, Gavin Award Nominees are voted by you, our Gavin Subscribers

Gavin employees are ineligible to vote.

www.americanradiohistory.com
RADI-O-RAMA

It hasn't been confirmed yet, but the New York Post reports that Emmis Broadcasting has sold its all-sports outlet WAN-NEW York to Infinity for $70 million. John Roberts is out as PD at B94 (WBZZ)-Pittsburgh. "We mutually agreed this would be in the best interest of the station," he told the Gavin Report. "Now I'm looking for a new challenge in the New Year." In the mean time, John continues consulting. He can be reached at (412) 835-5564. Uh-oh, another one goes! WXML-Lansing, MI, formerly WGGR Mix 92.1 is no longer a Top 40 station. They are now what they call "smooth rock and smooth jazz." KGLI-Sioux City, IA APD/MD Kevin Kollins is now Assistant Promotion Director at KDWB-Minneapolis. Filling in at KGLI is Craig Quinn. Send those T&Ds to PD Joe Crain. "Why Montana had the old "philosophical differences" at WVIC-Lansing where he was PD. He's looking for his next challenge so call him at (517) 394-5426. New music director at KFXR-Anchorage, AK is Scott Dwyer. KZOK-FM Seattle welcomes Kevin O'Grady, formerly president and general manager at WYTW-Chicago (now WLS/FM), as station manager.

Gavin Unveils Video Magazine

This week's Gavin Report includes the first edition of Gavin Video Magazine. Mailed to all our Top 40 reporting stations, this multitrack compilation of new videos is hosted by our own Dave Sholin and will become a regular monthly feature of Gavin Radio Services. For further information on placement in The Gavin Video Magazine call Rick Galliani Brothers at (415) 459-3703.

Publicity

Attention Gavin Top 40 Programmers!!

See it now!

It's the debut of The Gavin Video Magazine—no just your ordinary video compilation.

Hosted by Gavin Top 40 Editor Dave Sholin.

GVM#1 on your desk this week...check it out!

FAMILY STAND, JOEDEC, CROWDED HOUSE, BONNIE RAITT,
DAN HILL, ENYA, AEROSMITH, WILLIAMS BROTHERS,
P.M. DAWN, NORTHERN PIKES

Look for GVM #2 in January. For information about placement in upcoming productions contact Rick Galliani at (415) 459-3703.

ROTATIONS

Although it hasn't been officially announced, look for Mike Mena to be upped to Vice President/Alternative Promotion and Marketing at EMI. Longtime MCA exec Steve Meyer is out as Senior VP/Promotion. "The thing I regret the most is leaving the people on my staff, who I've come to know as family," he told the Gavin Report. Said label president Richard Palmezzo, "We wish him well and certainly acknowledge the many, many contributions he made putting MCA back on the map." With recent layoffs, you can bet that lots of names are surfaceing as possible replacements. Jeri Mitchell joins the Promotion Department at BNA Nashville and will be calling Gavin stations. Jeri comes to the label from Skip Stevens Promotions and is part of an industry family. Her father has spent 25 years as PD at KCKC-San Bernardino, CA. Tim McFadden has been tapped to head up promotion for the new office of Giant Records Nashville. He's been part of the staff since the first of 1992. Label chief James Stroud and producer Richard Landis are currently in the studio with Dennis Robbins...Okay, everybody else gets to give their yearly favorites, so here's my Top Ten interviews. The tenth slot belongs to Ice-T for being relentlessly honest. And, he "talked dirty" during a Gavin interview and wasn't censored! The first nine slots belong to Simply Red's Mick Hucknall. Imagine. He asked what's happening politically in the United States. And then he listened to my opinion. And then he agreed with it. A luminary with something to say. Someone who cares about what's going on in the world. Interview heaven. Thanks, Mick. Happy holidays. Better times are ahead...And thanks to all of you. Here's hoping 1992 is all you're hoping for.

BIRTHDAYS

Compiled by Diane Kuther

Our Best Wishes and HAPPY BIRTHDAY To:

James Baker, KEWB-Redding, CA 12/15
Tom Jordan, KBUL-Reno, NV 12/15
Michael Lessner, SBK Records 12/15
David Hayes, Dr.Dream Records 12/15
Jonathan Little, WMMM/FM-Madison, WI 12/16
Tom McLendon, WCKQ-Campbellsville, KY 12/16
Dave Edwards, KGRG-Albert Lee, MN 12/17
Michael Steele, KGGG/FM-Rapid City, SD 12/17
Tracy Skelly, Gfen Records 12/17
Tom Evans, Tom Evans Marketing 12/17
Jerry Silvers, WABD-Clarksville, TN 12/18
Keny Altman, Real Music 12/19
Scott Hirsch, WYHY-Philadelphia, PA 12/19
Jill Ramsdell, McD Promotion 12/21
Tom Colit, KCMQ-Columbia, MO 12/21
Dave Lamb, KQFL-Colby, KS 12/22
Eugene Holley, WLCX/FM-Atlanta, GA 12/22
Paul Wilson, KQFB-Bloomsburg, PA 12/23
Connie Breeze, Hits Magazine 12/23
Jerry Boulding, Urban Network 12/24
Brad Stone, KSL-San Jose, CA 12/24
Woodys Schuler, KFBC-Waynesville, MO 12/24
Christopher West, K100-Chico, CA 12/25
Michael J. Langevin, KGRG-Albert Lea, MN 12/25

Natalie Duitsman, The Gavin Report 12/26
Greg Barnett, WFRB-Frostburg, MD 12/26
Wayne Fanning, WJZ-Lynchburg, VA 12/26
Charlie Busch, KSSY-Wenatchee, WA 12/26
Bill Williams, WQKZ-Catskill, NY 12/26
Mike Haden, KLWN-Lawrence, KS 12/27
Terry Matthews, WIVY/FM-Jacksonville, FL 12/28
Pam Newman, AtoC/ East West America Records 12/29
Steve Knupp, WQIO-Harrisonburg, VA 12/29
Steve Casey, 9QD-Alexandria, LA 12/29
Ken Barlow, WHCL-Claremont, NH 12/29
Debbie Sholin 12/29
Sam Harell, Atlantic Nashville Records 12/31
Steve Lepper, KZMC-McCook, NE 12/31
Mark McLain, KPL-Texoma, TX 12/31
George Challats, Broadcast Media Systems 12/31
Don Dobson, KLQL-Luverne, MN 1/1
Jaya Caryl, Atlantic Nashville Records 1/2
Don Briscar, WRGA-Rome, GA 1/2
Brian Thomas, KBUU/FM-Lake Charles, LA 1/2
John Patrick, WZNY-Augusta, GA 1/3
Rhonda Wedeking, KJCD/FM-Flagstaff, AZ 1/3
Laura Staggs, Atlantic Nashville Records 1/3
Mark Reid, KOKY-Kearney, NE 1/4
Mark Mathis, KORQ-Abilene, TX 1/4
Dynomite Dave, B96-9-Pt. Huron, MI 1/4
Jay Jarvis, Arista Records 1/5
Lee St. Michaels, WVCW-Flint, MI 1/5
Glen Miller, KSEZ/FM-Sioux City, IA 1/5
Chuck Tisa, EIFM-Philadelphia, PA 1/5
Donovan Finn, KJHH-Lawrence, KS 1/6
Ben Fong Torres 1/7
Jim Roads, K96-Richmond, IN 1/7
Jen Moyse, WPRB-Princeton, NJ 1/7
Moe Preskell 1/8
Jack Purcell, Warner Bros. Records 1/8
Allen Tiffen, WRFC-Athens, GA 1/10
Here they are! The 1991 Gavin Seminar For Media Professional Awards nominees. The nominees listed below are the result of nominating ballots sent to nearly 4,000 members of the radio and music communities, including all Gavin subscribers and hundreds of non-subscribing media professionals.

- The ballots encouraged each voter to select two persons or companies in each category. Ballots were tabulated in late November and early December, and the top vote getters are listed here in alphabetical order. Those selected as nominees are a consensus of those who chose to participate in the nominating process.

Now the process turns to electing a winner in each category. The Gavin editors will now choose a fair cross section of media professionals (approximately two hundred of the industry's leaders) to pick the best of the best for 1991. Those ballots go out after Christmas and must be returned promptly. We congratulate the nominees and look forward to the winners' names being announced at the Gavin Seminar Awards dinner on Saturday, February 15 in San Francisco.
TOP 40 SMALL MARKET ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR
RIC AUSTIN, HOT 101 5-TALLAHASSEE, FL
SCOTT BURTON, WRCK-UTICA, NY
KEVIN CHASE, KMOK-LEWISTON, ID
STEVE HELLER, ZFUN-MOSCOW, ID
ANNIE SAGE, KCAQ-OXNARD, CA
DARRIN STONE, KSND-EUGENE, OR

TOP 40 LABEL OF THE YEAR
A&M RECORDS
COLUMBIA RECORDS
EPIC RECORDS
GIAN T RECORDS
VIRGIN RECORDS
WARNER BROS. RECORDS

TOP 40 PROMOTION SENIOR VICE PRESIDENT OF THE YEAR
POLLY ANTHONY, EPIC
BURT BAUMGARTNER, COLUMBIA
RICK BISCUEGLIA, ARISTA
JOHN FAGOT, CAPITOL
ANDREA GANIS, ATLANTIC
RICK STONE, A&M

TOP 40 PROMOTION VICE PRESIDENT OF THE YEAR
JERRY BLAIR, COLUMBIA
BOB CATANIA, CHARISMA
KEN LANE, SBK
MICHAEL PLEN, VIRGIN
MARC RATNER, REPRISE
BARBARA SELTZER, EPIC

TOP 40 NATIONAL PROMOTION DIRECTOR OF THE YEAR
GEORGE CAPRILENI, GEFEN
PHIL COSTELLO, VIRGIN
JEAN JOHNSON, EPIC AND GIANT
AL MOINET, CHARISMA
DEL WILLIAMS, ELEKTRA

TOP 40 ASSOCIATE PROMOTION DIRECTOR OF THE YEAR
SCOT FINCK, A&M
JODY GISMAN, CAPITOL
TRACY HORTON, ELEKTRA
DANA KEIL, COLUMBIA
ED NUHFER, WARNER BROS.
JOHN WESTON, ATLANTIC

COMMERCIAL RAP STATION OF THE YEAR
KBXX/HOUSTON
KMLE/SAN FRANCISCO
KMQJ/HOUSTON
WBSL/NEW YORK
WHKR/MEMPHIS
WRKS/NEW YORK
WYLD/ NEW ORLEANS

COMMERCIAL RAP MIX SHOW DJ & PERSONALITY OF THE YEAR
DI RED ALERT, WRKS/NEW YORK
DOCTOR BOOGIE, "PRIME TIME," WTLZ/SAGINAW, MI
FRED "THE JAMMER," WZAK/CLEVELAND, OH
"JAMMIN" JIMMY OLSON, KBXX/HOUSTON
KING TECH "WAKE UP SHOW," KMEI/SAN FRANCISCO
ROB "FRESH," WYLD/NEW ORLEANS

COLLEGE & COMMUNITY RAP STATION OF THE YEAR
KCMU/SEATTLE, "NASTY" NES RODRIGUEZ
KPOO/SAN FRANCISCO, JEROME PARSONS
KUSF/SAN FRANCISCO, BILLY JAM
KXLU/LOS ANGELES, MIKE NARDONE
WKCR/NEW YORK, BOBBY "BOBBITO" GARCIA

RAP NATIONAL MARKETING & PROMOTION PERSON OF THE YEAR
ALBERT "ALBEE" RAGUSA, TOMMY BOY RECORDS
"NASTY" NES RODRIGUEZ, NASTYMIX RECORDS
JEFF SLEDGE, CHRYSLIS/JIVE RECORDS
PATRICK "SINCERE" THOMPSON, WILD PITCH/MERCURY RECORDS

RAP COLLEGE & MIX SHOW PROMOTION PERSON OF THE YEAR
RICK BROWN, RAP-A-LOT RECORDS
BOBBY "BOBBITO" GARCIA, RAL/DEF JAM RECORDS
JAMISON GRILLO, WEASEL MARKETING/PWL AMERICA
MIKE NARDONE, POETIC GROOVE RECORDS

RAP MAJOR LABEL OF THE YEAR (SELF DISTRIBUTED)
COLUMBIA RECORDS
ELEKTRA ENTERTAINMENT
MCA RECORDS
MERCURY RECORDS
WARNER BROS. RECORDS

RAP INDEPENDENT LABEL OF THE YEAR (DISTRIBUTED BY A MAJOR LABEL)
COLD CHILLIN' RECORDS
DEF JAM RECORDING
HOLLYWOOD BASIC
JIVE RECORDS
WILD PITCH RECORDS

RAP INDEPENDENT LABEL OF THE YEAR
THE PITCH RECORDS
THE SLEDGE, CHRYSALIS RECORDS
THE BACOTE, WVEE (V103)-ATLANTA

URBAN CONTEMPORARY STATION OF THE YEAR
KKBT-LOS ANGELES
WGGI/FM-CHICAGO
WILD-BOSTON
WRKS/FM-NEW YORK
WUSL/FM-PHILADELPHIA
WVEE (V103)-ATLANTA

URBAN CONTEMPORARY PROGRAM DIRECTOR/OPERATIONS MANAGER OF THE YEAR
JAMES ALEXANDER, WGGI/FM-CHICAGO
DAVE ALLAN, WUSL/FM-PHILADELPHIA
VINNIE BROWN, WRKS/FM-NEW YORK
MICHAEL STRADFORD, KKBT-LOS ANGELES

URBAN CONTEMPORARY MUSIC DIRECTOR OF THE YEAR
THOMAS BACOTE, WVEE (V103)-ATLANTA
GREGG DIGGS, WKYS/FM-WASHINGTON, D.C.
JOHN MONDS, KKBT-LOS ANGELES
DE JAI SLOAN, KXDA-DALLAS
CURTIS WALLER, WRKS/FM-NEW YORK

URBAN CONTEMPORARY LABEL OF THE YEAR
COLUMBIA RECORDS
EPIC RECORDS
MCA RECORDS
REPRISE RECORDS
WARNER BROS. RECORDS

URBAN CONTEMPORARY SENIOR V.P. OF THE YEAR
HANK CALDWELL, EPIC RECORDS
PARI S ELEY, MOTOWN RECORDS
RAY HARRIS, WARNER BROS./REPRISE RECORDS
RUBEN RODRIGUEZ, ELEKTRA ENTERTAINMENT

URBAN CONTEMPORARY VICE-PRESIDENT OF THE YEAR
JAMES COCHRAN, MOTOWN RECORDS
TRUPIEDO CRUMP, EPIC RECORDS
DOUG DANIELS, ARISTA RECORDS
JOE MORROR, ELEKTRA ENTERTAINMENT
EDDIE PUGH, COLUMBIA RECORDS
HANK SPANN, WARNER BROS. RECORDS

INDEPENDENT RAP RETAIL STORE OF THE YEAR
DOLL'S RAPID CREATIONS, CLEVELAND, OH
DOWNTOWN RECORDS, NEW YORK
LEOPOLD'S RECORDS, BERKELEY, CA
SOUTH DISCO RECORDS, SAN FRANCISCO
SOUNDWAVES, HOUSTON
T'S WAZUI'S, OAKLAND

December 13, 1991/ the GAVIN REPORT
URBAN CONTEMPORARY NATIONAL PROMOTION DIRECTOR OF THE YEAR
EDDIE JORGE, ELEKTRA ENTERTAINMENT
DAVID C. LINTON, REPRISE RECORDS
C.C. MCCLENDON, ARISTA RECORDS
DAVE ROSAS, VIRGIN RECORDS
KEN WILSON, COLUMBIA RECORDS

A/C STATION OF THE YEAR
B100-SAN DIEGO
KBIG-LOS ANGELES
KOST-LOS ANGELES
KVL-DALLAS
WNRS-NEW YORK

A/C PROGRAM DIRECTOR/OPERATIONS MANAGER OF THE YEAR
BOB DUNPHY, WNRS-NEW YORK
ROB EDWARDS, KBIG-LOS ANGELES
JHANI KAYE, KOST-LOS ANGELES
GENE KNIGHT, B100-SAN DIEGO
TOM LAND, KSL/KMMX-KANSAS CITY, MO
DAVE POPович, WLTF-CLEVELAND, OH

A/C MUSIC DIRECTOR OF THE YEAR
STEVE EBERT, KVL-DALLAS
DAVID ISREAL, WNRS-NEW YORK
GENE KNIGHT, B100-SAN DIEGO
JOHN PATRICK, WZNY-AUGUSTA, GA
DAVE VERDERY, KBIG-LOS ANGELES

A/C LABEL OF THE YEAR
A&M RECORDS
COLUMBIA RECORDS
ELEKTRA ENTERTAINMENT
SBK RECORDS
WARNER BROS. RECORDS

A/C NATIONAL PROMOTION PERSON OF THE YEAR
JENNIFER JONES, JENNIFER JONES PROMOTION
ELAINE LOCATELLI, COLUMBIA RECORDS
JILL RAMSDELL, MCD PROMOTION
LINDE THURMAN, ELEKTRA ENTERTAINMENT
IRENE VARGAS, WARNER BROS. RECORDS

A/C NATIONAL PROMOTION EXECUTIVE OF THE YEAR
SUZANNE BERG, ELEKTRA ENTERTAINMENT
MARY CONROY, ATLANTIC RECORDS
JENNIFER GROSSBERNDT, SBK RECORDS
JERRY LEMBO, COLUMBIA RECORDS
LESLEY MARQUEZ, CAPITOL RECORDS
MARK RIZZO, ARISTA RECORDS

COUNTRY LARGE MARKET STATION OF THE YEAR
KMLE-PHOENIX
KNIX-PHOENIX
KPLX-DALLAS
WPQ-AKRON

COUNTRY MEDIUM/SMALL MARKET STATION OF THE YEAR
KJUG-DALLAS
KXIA-MARSHALLTOWN
WAMZ-LOUISVILLE
WDLS-KANSAS CITY
WFLS-FREDERICKSBURG
WSLR-AKRON

COUNTRY PROGRAM DIRECTOR/OPERATIONS MANAGER OF THE YEAR
TIM CLOSSON, WUBE-CINCINNATI
BOBBY KRAIG, KPLX-DALLAS
ERIC MARSHALL, WSIX-NASHVILLE
BOB MOODY, WPQ-AKRON
TIM MURPHY, KILP-SEATTLE
KEVIN O’NEAL, WSM-NASHVILLE

COUNTRY LARGE MARKET PROGRAM DIRECTOR/OPERATIONS MANAGER OF THE YEAR
JIM ASKER, WFLS-FREDERICKSBURG
COYOTE CALHOUN, WAMZ-LOUISVILLE
RICK CARDArelli, WSLR-AKRON
NANCY FAYE, WDLS-SCRANTON
CLINT MARSH, WKKG-COLUMBUS
DOUG MONTGOMERY, WGTC-SOUTH BEND

COUNTRY PROGRAM DIRECTOR OF THE YEAR
DOUG BAKER, WSIX-NASHVILLE
JON CONLIN, WGGX-MEMPHIS
MAC DANIELS, KPLX-DALLAS
JOE LADD, KKK-HOUSTON
BUDDY OWENS, KNIX-PHOENIX
LARRY PAREIGIS, WSM-NASHVILLE

COUNTRY MEDIUM/SMALL MARKET PROGRAM DIRECTOR OF THE YEAR
DANIEL JONES, WRKZ-SANCEY
Mickey DeArstone, WIVX-KNOXVILLE
DEN HOLLANDER, WIXL-LAWRENCEBURG
ROBYN JAMES, WYWD-LYNCHBURG
MARK MCCAIN, KPLE-TEMPLE
JEFF WINKFIELD, KHAK-CEDAR

COUNTRY LABEL OF THE YEAR
ARISTA RECORDS
CAPITOL NASHVILLE
COLUMBIA RECORDS
EPIC RECORDS
MCA RECORDS
RCA RECORDS
WARNER RECORDS

JAZZ STATION OF THE YEAR
KJAZ-SAN FRANCISCO/OAKLAND
KZZ-PHOENIX
KPLU-TACOMA
KXJZ-SACRAMENTO
WBGO-NEWARK

JAZZ RADIO PERSON OF THE YEAR
JOE COHN, KPLU-TACOMA
BOB PARLOCHA, KJAZ-SAN FRANCISCO/OAKLAND
BILL SHEED, KJZZ-PHOENIX
GARY VERCELLI, KXJZ-SACRAMENTO
GARY WALKER, WBGO-NEWARK

ADULT ALTERNATIVE STATION OF THE YEAR
KFM-SAN DIEGO
KKNW-SEATTLE
KTWV/THE WAVE-LOS ANGELES
WCDJ-BOSTON
WNCA-CHICAGO
WQCD-NEW YORK

ADULT ALTERNATIVE RADIO PERSON OF THE YEAR
RUS DAVIS, WQCD-NEW YORK
LEE HANSEN, WNCA-CHICAGO
JACK KOLKMEYER, KIOT-SANTA FE
BOB O’CONNOR, KFM-SAN DIEGO
TONY SCHONDEL, KFM-SAN DIEGO

COUNTRY PROMOTION VICE PRESIDENT OF THE YEAR
MIKE BORCHETTA, CURB RECORDS
JIM CASEY, COLUMBIA
BILL CATINO, CAPITOL NASHVILLE
JACK LAMEIER, EPIC RECORDS
ED MASCOLO, RCA RECORDS
SHELLA SHIPLEY, MCA RECORDS
BOBBY YOUNG, MERCURY/POLYGRAM

COUNTRY NATIONAL PROMOTION DIRECTOR OF THE YEAR
SCOTT BORCHETTA, MCA
ALLEN BUTLER, ARISTA
SAM CERAMI, CAPITOL NASHVILLE
BILL MAYNE, WARNER BROS.
MIKE SIRLS, RCA
BRYAN SWITZER, ATLANTIC
KEN VAN DURAND, BNA ENTERTAINMENT

COUNTRY REGIONAL/SECONDARY PROMOTION MANAGER OF THE YEAR
ROSEY FITCHPATRICK, MCA
DEBI FLEISCHER, COLUMBIA
GINGER MCFAHTEEN, RCA
DIANE RICHEY, DIANE RICHEY PROMOTIONS
NANCY RICHMOND, COLUMBIA
DALE TURNER, RCA
STEVE WILLIAMS, ARISTA
JAZZ/ADULT ALTERNATIVE MAJOR LABEL OF THE YEAR
ANTILLES RECORDS
BLUE NOTE RECORDS
COLUMBIA RECORDS
GRP RECORDS
VERVE/POLYGRAM RECORDS
WARNER BROS.

JAZZ/ADULT ALTERNATIVE INDEPENDENT LABEL OF THE YEAR
HIGHER OCTAVE RECORDS
JUSTICE RECORDS
MESA/BLUemoON RECORDS
MUSE RECORDS
NOVA RECORDS
WINDHAM HILL RECORDS

JAZZ EXECUTIVE OF THE YEAR
BRIAN BACCHUS, ANTILLES
BRUCE LUNDY/VALL, BLUE NOTE
LARRY ROSEN, GRP
RICKY SCHULTZ, WARNER BROS.
MARK WEXLER, GRP

JAZZ/ADULT ALTERNATIVE NATIONAL PROMOTION PERSON OF THE YEAR
DUKE DUBOIS, GRP
KEVIN GORE, COLUMBIA
CHRIS JONZ, WARNER BROS.
DEBORAH LEWOW, GRP
INGRID WILKERS0N, WINDHAM HILL

JAZZ/ADULT ALTERNATIVE NON-MAJOR LABEL PROMOTION PERSON OF THE YEAR
MICHAEL CARLSON, MC PROMOTION
CLIFF GOROV, GRP
NEIL GOROV, GROOV MARKETING
SUSAN LEVIN, COAST TO COAST PROMOTION
JAMES LEWIS, JAMES LEWIS MARKETING
ROGER LIFESET, ROGER LIFESET, INC.
KRISTIN PEARSON, HOTLINE PROMOTIONS, INC.

ALBUM RADIO MUSIC DIRECTOR OF THE YEAR
TOM BASS, WPLL-NEW HAVEN
LORRAINE CARUSO, WNEW-NEW YORK
PATTI MARTIN, KLOHOTON
STEWART PAGE, KOME-SAN JOSE
LEE RANDALL, WDIZ-ORLANDO
STRUMMER, WTKX-PENSACOLA

ALBUM RADIO LABEL OF THE YEAR
ARISTA
CAPITOL
COLUMBIA
DGC
ELEKTRA ENTERTAINMENT
GEFFEN
REPRISE
WARNER BROS.

ALBUM RADIO VICE PRESIDENT OF THE YEAR
J.B. BRENNER, A&M
LENNY BRONSTEIN, CHARISMA
DANNY BUCH, ATLANTIC
JACOB LEEDS, EPIC/ASSOC.
KELLEY, KJJO-
STEVE SCHNUR, ELEKTRA ENTERTAINMENT

ALBUM RADIO PROMOTION DIRECTOR OF THE YEAR
JEFF APPLETON, ATLANTIC
BRENNER, A&M
MICHIELE MEIJER, ELEKTRA ENTERTAINMENT
JEFFREY NAUMANN, VIRGIN
ALAN ORMAN, ELEKTRA
MICHAEL BURKE, ELEKTRA
JEFF SHANE, CAPITOL
HUGH SURATT, DGC
JAY ZISKRAUT, ARISTA

ALBUM RADIO PROMOTION ASSOCIATE OF THE YEAR
PAUL BROWN, VIRGIN
GARY BRIGGS, REPRISE
WARREN CHRISTIANSEN, GEFFEN
VICTOR LENTINI, ELEKTRA ENTERTAINMENT
DAVE LOMBARDI, WARNER BROS.
CHRISTINE MINOT, ARISTA
LEA PISCANE, ATLANTIC
MARK TINDALL, A&M

ALBUM RADIO STATION OF THE YEAR
KISW-SEATTLE
KLOHOTON
KLOS-LOS ANGELES
WBAB-LONG ISLAND
WBCN-BOSTON
WXRT-TAMPA

COLLEGE STATION OF THE YEAR
KACV-AMARILLO, TX
KCMU-SEATTLE, WA
KUNV-LAS VEGAS, NV
WFTI-MELBOURNE, FL
WRAS-ATLANTA, GA

COMMERCIAL ALTERNATIVE STATION OF THE YEAR
91X-SAN DIEGO
KROQ-LOS ANGELES
LIVE 105-SAN FRANCISCO
WRDE-LONG ISLAND, NY
WXRT-BOSTON
WXRT-CHICAGO

COMMERCIAL ALTERNATIVE PROGRAM DIRECTOR
TOM CALDERONE, WRDE-
LONG ISLAND, NY
ROBERT BENJAMIN, WHFS-
WASHINGTON, D.C.
RICHARD SANDS, LIVE 105-
SAN FRANCISCO
ANDY SCHOEN, KROQ-LOS ANGELES
MIKE SUMMERS, KIQN-SALT LAKE CITY
NORM WINER, WXRT-CHICAGO

COMMERCIAL ALTERNATIVE MUSIC DIRECTOR
MIKE HALLORAN, 91X-SAN DIEGO
LORI KELLY, KIJO-MINNEAPOLIS
LEWIS LARGENT, KROQ-LOS ANGELES
STEVE MASTERS, LIVE 105-SAN FRANCISCO
MATT PINFIELD, WHTG-ASBURY PARK, NJ
KURT ST. THOMAS, WXRT-BOSTON

ALTERNATIVE LABEL OF THE YEAR
DGC
ELEKTRA ENTERTAINMENT
REPRISE
SIRE
WARNER BROS.

INDEPENDENT LABEL OF THE YEAR
ALIAS
CAROLINE
NETTWERK
SUB POP

NATIONAL ALTERNATIVE PROMOTION DIRECTOR, MAJOR LABEL
BRUCE FLOHR-RC.A
MARK KATES-DGC
JON LEHAY-ELEKTRA ENTERTAINMENT
MIKE MENA-SBK
STEVE TIP-P-COLUMBIA

NATIONAL ALTERNATIVE PROMOTION DIRECTOR, INDEPENDENT LABEL
STU BERGEN-RELATIVITY
GIANA BERNARDINI-KTAS
CHUCK PANOSIAN-CAROLINE
DAVE ROSENCRANS-SUB POP
MIKE STUTO-BEGGARS BANQUET
**TOP 40**

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**CHARTBOUND**

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<td>KEITH SWEAT</td>
<td>Keep It Comin'</td>
<td>(Vintertainment/Elektra)</td>
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<td>HAMMER</td>
<td>Addams Groove</td>
<td>(Capitol)</td>
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**CERTIFIED**

- NIRVANA
  - Smells Like Teen Spirit
    - (DGC)
- MR. BIG
  - To Be With You
    - (Atlantic)

**TOP TIP**

TRACIE SPENCER
- Tender Kisses
  - (Capitol)

Caught up in the ballad glut, this genuine winner with a proven track record can't be ignored any longer.

**RECORD TO WATCH**

I'M TOO SEXY

RIGHT SAID FRED
- I'm Too Sexy
  - (Charisma)

Offbeat, humorous novelty smash from England is now Top Five at early believer POWER 99-Atlanta.
EXPANDED FORMAT AGENDA!

Thursday, February 13
Rap Jukebox Jury • Urban/Rap Production Panel • World Music Intensive
Women In Music & Media • Top 40 Small Markets
Alternative Jukebox Jury • Jazz Radio Exclusive • Country Cocktail Party
Urban Radio Dinner • Surprise Music Showcases and more!

Friday, February 14
The Gavin Seminar presents Joe Calloway ("Part Will Rogers, Tom Peters and Robin Williams.") • Rap/Urban College Mix • College Alternative Breakout
Top 40 Hot Box • The 1st Annual Adult Radio Summit serving A/C, Country, AA, Jazz, Urban A/C and more! • Black Women In Music & Media

Gavin Cocktail Party followed by an extra special, once in a lifetime surprise performance. Showcases and special "No Elevators" Hospitality Suite set-up!

Saturday, February 15
A/C Format Breakfast and Breakout • Jazz/AA Breakfast/Jukebox Jury • 2nd Annual Country New Artist Luncheon • Country Format Session • Urban Ratings Brunch • Jazz/AA Lunch
Top 40 Format Session • Commercial Adult Alternative • Selling Black Music
Alternative College Breakout • Commercial Alternative Breakout
Top 40 Promotion & Marketing • 3rd Annual Where Does Rap Fit?

Gavin Awards Banquet • Showcases and "No Elevator" Hospitality Suite set-up!

---

New Hotel Policy!
Register with the Gavin Seminar first!

Here's why: The Westin St. Francis can no longer accept hotel room accommodation requests until we confirm your Gavin Seminar registration.
Upon receipt of the registration fee, your room reservation request will be forwarded to the Westin St. Francis, and will be processed in the order they are received. Note: Only Seminar registrants will be eligible for special convention room rates.

• Look for your Gavin Seminar Registration Packet inside this issue!
• American Airlines is the official Gavin Seminar '92 carrier.
Call 800-433-1790/STAR 20122VN
• Increased security enforced. Badge required for entry to all meetings and showcases.

Gavin Seminar '92 * February 13, 14, 15
Call 415-495-1990 for further details...
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**NORTHERN PIKES** - She Ain't Pretty (Scotti Brothers)
**CHRIS WHITLEY** - Big Sky Country (Columbia)
**BILLY JOEL** - Shameless (Columbia)
**EXTREME** - Get The Funk Out (A&M)
**MARTIKA** - Martika's Kitchen (Columbia)
**AEROSMITH** - Sweet Emotion (Columbia)
**BOB SEGER AND THE SILVER BULLET BAND** - The Fire Inside (Capitol)
**METALLICA** - The Unforgiven (Elektra)
**GUNS N' ROSES** - Live And Let Die (Geffen)
**JODY WATLEY** - I Want You (MCA)
**BILLY FALCON** - Heaven's Highest Hill (Jambco/Mercury)
**BETTE MIDLER** - Every Road Leads Back To You (Atlantic)
**THE DOVES** - Beaten Up In Love Again (Elektra)
**ATLANTIC STARR** - Love Crazy (Reprise)
**TRAGIE SPENCER** - Tender Kisses (Capitol)
**DAN REED NETWORK** - Long Way To Go (Mercury)
**SIMPLY RED** - Stars (Atco/EastWest America)
**SHABBA RANKS** - Housecall (Epic)
**JAMES TAYLOR** - Copperline (Columbia)
**SOUTHSIDE JOHNNY & THE ASBURY JUKES** - It's Been A Long Time (Impact)
**HENRY LEE SUMMER** - Turn It Up (Epic Associated)
**KYM SIMS** - Too Blind To See It (Atco/EastWest America)
**QUEENSRYCHE** - Another Rainy Night (Without You) (EMI)
**PRIMAL SCREAM** - Movin' On Up (Sire/Warner Bros.)
**JOAN JETT & THE BLACKHEARTS** - Don't Surrender (Epic Associated/Blackheart)
**JON BON JOVI** - Levon (Polydor/PLG)
**RIGHT SAID FRED** - I'm Too Sexy (Charisma)
**ANGELICA** - Angel Baby (Quality)
**JERMAINE JACKSON** - Word To The Badd! (Arista)
**HEAVY D. & THE BOYZ** - Is It Good To You (MCA)
**VANESSA WILLIAMS** - The Comfort Zone (Wing/Mercury)
**ENYA** - Caribbean Blue (Reprise)
**BLUR** - There's No Other Way (Food/SBK)
**ICY BLU** - Wanna Be Your Girl (Giant/Warner Bros.)
**LISA LISA AND CULT JAM** - Forever (Columbia)
**TESLA** - Call It What You Want (Geffen)
**RYTHM SYNDICATE** - Blinded By Love (Impact)
**BABY ANIMALS** - Painless (Imago)
**WILSON PHILLIPS** - Daniel (Polydor/PLG)
**THIS PICTURE** - Naked Rain (Dedicated/RCA)
**SHAMEN** - Move Any Mountain (Epic)
**ZZ TOP** - Burger Man (Warner Bros.)
**TOM PETTY AND THE HEARTBREAKERS** - Into The Great Wide Open (MCA)
**GARTH BROOKS** - Shameless (Capitol Nashville)
**DIGITAL UNDERGROUND** - Kiss You Back (Tommy Boy)
**MAXI PRIEST** - Some Guys Have All The Luck (Charisma)
**LUTHER VANDROSS** - The Rush (Epic)
**DAMIAN DAME** - Right Down To It (LaFace/Arista)
**LIGHTER SHADES OF BROWN** - On A Sunday Afternoon (Quality)
**QUEEN** - The Show Must Go On (Hollywood)

*Dropped:* #28-Farm, #30-Prince And The N.P.G. (Cream), #36-Bryan Adams (Can't), #37-C+C Music Factory, #39-Curtis Stigers, 38 Special, UB40, INXS, Marc Cohn, Seal, Dire Straits, Curtis Salgado.
## H T FACTOR Top 40 Research: Keith Zimmerman

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

<table>
<thead>
<tr>
<th>ARTIST TITLE LABEL</th>
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<tr>
<td><strong>ARTIST TITLE LABEL</strong></td>
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<tr>
<td>RICHARD MARX - Keep Coming Back (Capitol)</td>
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<td>MICHAEL JACKSON - Black Or White (Epic)</td>
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<td>MARIAH CAREY - Can't Let Go (Columbia)</td>
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<td>GENESIS - No Son Of Mine (Atlantic)</td>
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<td>COLOR ME BADO - All 4 Love (Giant/Reprise)</td>
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<td>BOYZ II MEN - It's So Hard To Say Goodbye To Yesterday (Motown)</td>
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<td>ROD STEWART - Broken Arrow (Warner Bros.)</td>
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<tr>
<td>PAULA ABDUL - Blowing Kisses In The Wind (Captive/Virgin)</td>
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<td>MICHAEL BOLTON - When A Man Loves A Woman (Columbia)</td>
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<td>RODEX - Spending My Life (EMI)</td>
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<td>LISA STANSFIELD - Change (Arista)</td>
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<td>GLORIA ESTEFAN - Live For Loving You (Epic)</td>
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<td>PM DAWN - Set Adrift On Memory Bliss (Gee Street/Island/PLG)</td>
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<td>U2 - Mysterious Ways (Island/PLG)</td>
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<td>MOTLEY CRUE - Home Sweet Home '91 (Elektra)</td>
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<td>THE STORM - The Way I Feel About You (Warner Bros.)</td>
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<td>KARYN WHITE - The Way I Feel About You (Warner Bros.)</td>
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<td>BONNIE RAITT - I Can't Make You Love Me (Capitol)</td>
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<td>AMY GRANT - That's What Love Is For (A&amp;M)</td>
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<td>LITA FORD - Shot Of Poison (RCA)</td>
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<td>STACY EARL - Love Me All Up (RCA)</td>
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<td>TEVIN CAMPBELL - Tell Me What You Want Me To Do (Quwest/W. Bros.)</td>
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<td>EDDIE MONEY - I'll Get By (Columbia)</td>
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<td>FIREHOUSE - All She Wrote (Epic)</td>
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<td>NATURAL SELECTION - Hearts Don't Think (Atco/EastWest America)</td>
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<td>THE PARTY - In My Dreams (Hollywood)</td>
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<td>NIRVANA - Smells Like Teen Spirit (DGC)</td>
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<td>MR. BIG - To Be With You (Atlantic)</td>
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<td>AARON NEVILLE - Somewhere, Somebody (A&amp;M)</td>
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<td>SHANICE - I Love Your Smile (Motown)</td>
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<td>JODECI - Forever My Lady (MCA)</td>
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<td>BRYAN ADAMS - There Will Never Be Another Tonight (A&amp;M)</td>
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<td>KEITH SWEAT - Keep It Comin' (Vintertainment/Elektra)</td>
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<td>HAMMER - Addams Groove (Capitol)</td>
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<td>NORTHERN PIKES - She Ain't Pretty (Scotti Brothers)</td>
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<td>CHRIS WHITLEY - Big Sky Country (Columbia)</td>
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<td>BILLY JOEL - Shameless (Columbia)</td>
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<td>EXTREME - Get The Funk Out (A&amp;M)</td>
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<td>MARTIKA - Martika's Kitchen (Columbia)</td>
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<td>AEROSMITH - Sweet Emotion (Columbia)</td>
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<td>BOB SEGER AND THE SILVER BULLET BAND - The Fire Inside (Capitol)</td>
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the GAVIN REPORT/December 13, 1991

13
Once good music work. Now formats are some worth contemplating: realistic mers who have enjoyed consistent success many frustrated fix, insts, luster performance include the weak economy, twelve months. Chief reasons given have been methodology, lack of big artists, disposable product by disposable artists, less emphasis on entertainment, too many signals, too many releases and polarized musical tastes. Station owners opting for a quick fix, flip formats at a staggering pace, causing many frustrated programmers to wonder: "What the hell is going on?"

In this volatile arena, the winning situations all too often get overshadowed by the doom and gloom stories. I asked several programmers who have enjoyed consistent success over the past year to share their optimistic yet realistic thoughts about the coming year. Here are some worth contemplating:

Jerry Dean, PD, KLUC Las Vegas: "Radio formats are like any other product, they fluctuate. Now is the time for Top 40 programmers to remember what's best about Top 40 and emphasize that. Top 40 stations are usually the highest-cumming stations in the market. Work to get that tune to listen longer and if they do so, 1992 should be a comeback year for Top 40."

Chris Shebel, PD, WDJX Louisville: "The music is starting to balance again and that's good for us. While it's scary that all these stations are jumping out of the format, maybe they shouldn't have been in it to begin with. Once it all filters through, the remaining stations should be pretty healthy."

Bill Richards, PD, KIIS Los Angeles: "Follow your instincts. Radio is the video of the mind. Push yourself to create a radio station you hear in your heart. Top 40 isn't dead—what may be dying is taking risks at KIIS we experiment all the time, trying never to let ourselves become stagnant."

Garry Wall, President, Garry Wall Media San Diego: "Everybody says 'the music is bad, we need better music.' Radio doesn't make music, radio presents music. Jukeboxes belong in bars. The music part of radio is what you play AND how you choose to play it. The radio part is everything else. That's what ultimately makes or breaks any station."

Dave Shakes, PD, B96 Chicago: "Last night I saw 'Hook.' It's an emotional experience much larger than just a good movie. Whatever red tape, excuses and problems that might have occurred in the production are not relevant—the film is, in the end, just damn good entertainment, and it will draw fans and non-moviegoers into theaters. It's never simple, but over and over we've seen that inspiring music sells, and larger-than-life radio wins. If it feels good to you, take a stand and make it happen. A 'can-do' mindset and commitment to our ART is what programmers can contribute to our companies' future success. Let's 'hook' and inspire the audience in 1992."

AMEN!!

Mark Reid, MD at KQKY Kearney, NE, takes MR. BIG 17-10 calling it "a solid hit and a favorite with all demos, pushing top two requests beat out only by Nirvana!" Charts top thirty at WJAT/FM 31-25, KHSS 25-12, WKIP 25-16, WPFM 33-27, WINNI 25-19, WZWZ 38-26, TOWER 98 36-29, WAVC 28-20, WIFC 27-21, KFBQ 24-18, WSTO 31-26, etc.

HIT FACTOR jumps from 7% to 12% for THE PARTY as they score another 25 ADDs.


Number one listings for JODECI at KMEJ, B95, WBBB and KSTN, plus gains at Z100.26-WYKS, WNDU, WAFT and KLUC.

Proof that real records eventually surface, TRACIE SPENCER is turning the corner (was this really a pick back in early September?). Debut at #24 at KUBE Seattle, and it's Top Ten at KSTN, B95, WIOQ/KF, KHTN, HOT 97.7, WBSS, Y95, KCAQ, WKN, POWER 102 and KIYK (#1). ADDs include: WDEK, POWER 96, WJLQ, TOWER 98, KRIT, KFMI, POWER 94.5, etc.

Top twenty stats for JON BON JOVI at WIST Trenton, NJ 17-13, WZ/L Indianapolis 18-13 and WJET Erie, PA 20-17, where APD/MD Neal Sharpe says, "It's in full-time rotation, getting positive response and strong sales." New on: WIMX, KXXR, WCOL, Z104.5, KXKT, WQGN, WKDD and WJLQ.

NORTHERN PIKES are making a lot of noise up north at KPKY Pocatello, ID climbing 18-14. PD Steve Powers notes it's a consistent phone winner on his "Top Nine at 9." Also pulling top ten calls at KMKO Lewiston where APD/MD Kevin Chase charts it 32-29. Gains at WVKF 18-15, 106RTB 19-13, KTTY 24-21, KYYY 22-15, KTMT 28-23, etc.

Into her third week of play at ZFUN Moscow, ID, ENYA charts at #38 and PD Gary Cummings is tracking "number two requests with most calls coming from women in middays—early sales activity also." New on: KISN Salt Lake City, MIX 107.5 Denver and KWOD Sacramento. Airplay growth combined with an 11% HIT FACTOR make RIGHT SAID FRED one of the hot prospects for 1992. Top thirty at HOT 102, Q102, KEGI, WZOU, WJLQ 104 KITB, KRQ, KEWB, KYFA, KWOD, plus a 5-4 move at POWER 99 Atlanta. Impressive list of new believers including: KMEJ, POWER 106, WCQG, WAAI/FM, WBIL, KXMK, KFRR, KJBR, ENERGY 99, KCAQ and KUBE.

Another one to be looking for in the year ahead is RTZ's "Until Your Love Comes Back Around." Ric Sanders, MD at B104 Baltimore, is raving about this track calling it a "smash" and backing it up by research. Ric points to it being "a top ten testing song for the past month and it's currently the number two testing tune for the 21-34 demo, generating top five phones." Also ADDed at: KISS 108 and WIST.

Well, we made it through another year, and once more Annette and I want to thank all of you for your support and valued information. Though we won't be publishing this week, December 16-20, we will be in the office gearing up for the Seminar in February and tying up loose ends—lots of 'em. Happy Holidays to all of you and your families. Let's all enjoy health, peace and prosperity in the New Year. We'll open again and take reportson Monday, January 6th.
**CLASSIFIEDS**

**JOB OPENINGS**

**HIGH-ENERGY, MORNING DRIVE-PD** needed at "regional" adult Top 40 FM in Lakes area in Minnesota! Witty, fun and highly visible is what we're looking for. T&R: Bren Paradis, KX92 FM, PO Box 69, Alexandria, MN 56308, or call (612) 753-3131. [12/13]

**NOT YET!** We still haven't found the right person to help wake up Central Illinois at growing A/C-Oldies. Rush T&R: Bob Marlowe, WHIN Radio, 1309 South Center, Normal, IL 61761. EOE. [12/13]

**100K COUNTRY KWHT/FM** looking for great AT. We're number one! Send best T&R ASAP. Jeff Walker, PO Box 640, Pendleton, OR 97753. EOE. [12/13]

**KSAG**-San Antonio, TX needs Morning Drive Announcer. Overnight T&R: Bill Thomerson, 217 Alamo Plaza, San Antonio, TX 78205. [12/13]

**COUNTRY WGTC/FM** seeks T&R for full or part-time openings. T&R: Doug Montgomery, 3371 Cleveland Road, Suite 310, South Bend, IN 46628. EOE. [12/13]

**ALBUM WKQJ** within earshot of NYC seeks AT for f/t shifts. T&R: Mike Peters, One Broadcast Plaza, Middletown, NY 10940. [12/13]

**SMALL MARKET TOP 40** seeks part-time AT. Experience a plus, but not required. Area residents preferred. T&R: Bob Mays, WKXG Radio, PO Box 338, Madisonville, KY 42431. [12/13]

**93.5 KBHT 50,000 WATT EAST TEXAS** strong A/C looking for high energy communicators! Experience a plus. Females encouraged to apply. T&Rs for future openings: Russ Wrisen, PO Box 1067, Crockett, TX 75835. EOE. [12/6]

**KUBA/AM** has a rare Evening shift opening for an adult communicator. California sunshine beats snowy cold everyday! T&R photo: David Bear, PO Box 309, Yuba City, CA 95992. [11/29]

**NEW FM FACILITY** in Pocomoke City, MD, on-air in '92. Announcing, News and Sales positions available. T&R: Bill Lecato, WMYJ/FM, PO Box 810, Pocomoke City, MD 21851. EOE. [11/29]

**MIDDAYS/PRODUCTION DIRECTOR** with writing ability needed. No calls, please. T&R: Tom Jordan, KBUL 90 West Grove #500, Reno, NV 89509. EOE. [11/29]

**TOP 40 KHTR** in Pullman, WA, is looking for Morning Talent/PD. T&R: Bill Weid, PO Box 1, Pullman, WA 99163, or call (509) 332-6551. [11/29]

**AVAILABLE**

**SIXTEEN YEAR PRO, PD/MD/AMPD** with great production seeks opportunity at Top 40, Hot A/C or classic Rock. Dedicated team player. Call now. JONATHAN: (209) 538-3655. [12/13]

**AMBITIOUS & AVAILABLE ANNOUNCER** seeking f/t position in NC and VA. BOBBY P.: (919) 832-5563. [12/13]

**BUDGET AXE HAD MY NAME ON IT!** Fourteen year pro AT desperately needs new home on the air. Immediate availability. JOHN: (217) 674-3304. [12/13]

**EXPERIENCED NEWS WOMAN** looking to expand career in News. Currently doing my thing at the Cow and looking to move on. WILL relocate. RC: (606) 269-2341 after 6pm Central. [12/13]

**I WALK, I TALK, I CRAWL** on my belly like a reptile and I can do your radio stuff too. Ready to work anywhere, anytime. BRUCE: (606) 269-1385. [12/13]

**DOING THE DAIRYLAND GIG FOR 13 YEARS** and loving it, but willing to graze in greener pastures. Committed to quality and I know Country. Currently at WIPD/Morning Drive experience. Interested? MIKE: (605) 269-5999 after 7pm Central. [12/13]

**PROGRAMMER/AT PRO** with ten years experience in Top 40, Urban and Jazz. Seek PD/AD/MD in any market. SKIP: (212) 465-3416. [12/13]

**ATTENTION MIDWEST STATIONS!** Small market AT looking for medium market challenge. Team player: ANDY: (815) 646-1653. [12/13]

**EXPERIENCED OPERATIONS DIRECTOR/PD/MD/AT** looking for new home in Central California at soft A/C. T&R upon request. DAVE: (209) 784-9517. [12/13]

**VERSATILE AIR PERSONALITY** currently working weekends on Top 40, seeking f/t Top 40, A/C or Urban formats. Will relocate anywhere. Catch a rising star. KEN: (609) 348-1341. [12/13]

**FULL TIME MD** with Selector knowledge & currently p/t Milwaukee experience. Please leave a message. WANDA (414) 235-8178. [12/13]

**SIXTEEN YEARS PROGRAMMING** promotions and production. All formats. Last station KBOD/FM. MARK HILL: (408) 688-5604. [12/13]

**CALL ME FIRST!** Five year vet. Northern California medium market pro. I'm a hard working, "go get 'em" person! KATHY: (415) 648-0090. [12/13]

**COMMITTED TO WINNING**, promotion oriented, seeking small to medium market Programming position. Currently WHB-Kansas City. DON ELLIOTT: (216) 633-2266. [12/6]

**CURRNTLY P/T KKSF-SF** desire f/t AA, A/C or Oldies. Affordable and talented with multi-format experience. JIM SEAGULL: (408) 624-7551. [12/6]

**STATION WENT DARK, so I'm out of a job. One year in the business, good basics, ready to take on more. Any shift, full or part-time. Prefer Midwest. DEVIN: (812) 689-4622. [12/6]

**CAJUNKEN CARR**, formerly Mornings WWKX- Providence, Nights at KXKR-Kansas City. Hot phones and creative! (308) 237-5536. [12/6]

**TEN YEAR VETERAN** looking for f/t work in the Bay Area. RANDY: (510) 785-8782. [12/6]

**SERVICE REQUEST**

**WKGC**: Urban, R&B, Blues and Oldies CDs requested. Send to: Curtis Carter, 5230 W. Highway 98, Panama City, FL 32401. [12/13]

**KDMO**: Contemporary Country AM station needs CD service from all major and independent labels. Send to: Lee Stevens, PO Box 426, Carthage, MO 64836, or call (417) 358-6054. [12/13]

**KZLE**: Hot A/C FM seeks CD service from all labels. Send to: Chris Knight, 1740 Chanley Drive, Batesville, AR 72501, or call (501) 793-3861. [12/13]

**KCMX**: A/C station now has a Sunday Jazz program and needs Jazz and 4A service from all labels. Also, A/C Oldies product from all labels. Send to: Bill Crawford, 1004 Biddle Road, Medford, OR 97504, or call (503) 773-7390. [12/6]

**KSDR/FM**: 100,000 watt Country station is ready to sign on for CD service of new Country music. Send to: Randy Crimines, 15 1st Avenue SW, Watertown, SD 57201, or call (605) 886-2121. [12/6]

**KAJX**: Aspen Public Radio is seeking Alternative, Rock and Reggae from all labels. Send to: Bryan Gonzalez, PD Box 8451, Aspen, CO 81612. [12/6]

**KYMN**: A/C station in Northfield MN seeking Christmas music from all labels for f/t Christmas format. Send to: Rich Harris, KYMN, 1985 West 320th Street, Northfield, MN 55057, or call (507) 645-5695. [12/6]
**URBAN CONTEMPORARY**

**2W LW TW**

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<th>Position</th>
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<td>The Comfort Zone (Wing/Mercury)</td>
<td>JODECI (MCA)</td>
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<td>ATLANTIC STARR</td>
<td>Love Crazy (Reprise)</td>
<td>PATTI LABELLE (MCA)</td>
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<td>SHANICE</td>
<td>I Love Your Smile (Motown)</td>
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<td>CHRIS WALKER</td>
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<td>Put Me In Your Mix (A&amp;M)</td>
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<td>LISA STANSFIELD</td>
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<td>Stay This Way (Delicious Vinyl/Island)</td>
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<td>Can't Wait To Get You Home (Epic)</td>
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<td>ROGER</td>
<td>(Everybody) Get Up (Reprise)</td>
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<td>EX-GIRLFRIEND</td>
<td>You (You're The One For Me) (Forceful/Reprise)</td>
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<td>All Through The Night (Delicious Vinyl/Island)</td>
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<td>Everlasting Love (Epic)</td>
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<td>RIFF</td>
<td>Everyday My Heart Beats (SBK)</td>
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<td>GENE RICE</td>
<td>Love Is Calling You (RCA)</td>
<td></td>
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<tr>
<td>35</td>
<td>R. KELLY and PUBLIC ANNOUNCEMENT</td>
<td>She's Got That Vibe (Jive)</td>
<td></td>
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<tr>
<td>38</td>
<td>LEVEL III</td>
<td>Groove Ya (EMI)</td>
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<td>39</td>
<td>GUY</td>
<td>Let's Stay Together (MCA)</td>
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<tr>
<td>40</td>
<td>THE TEMPTATIONS</td>
<td>The Jones' (Motown)</td>
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**CHARTBOUND**

**ARTIST TITLE LABEL**

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<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<th>Adds</th>
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<th>Light</th>
<th>Hit Factor</th>
<th>Weeks</th>
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<tr>
<td>LISA FISCHER</td>
<td>So Intense (Elektra)</td>
<td></td>
<td>36</td>
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<td>Groove With You (Cold Chillin'/Reprise)</td>
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</table>

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**EDITOR:** Betty Hollars

**ASSOCIATE EDITOR:** John Martinez
UP & COMING

Reports Adds ARTIST TITLE LABEL

30 2 MARVA HICKS - One Good Reason (Polydor/PLG)
30 5 LENNY KRAVITZ - What Goes Around Comes Around (Virgin)
25 2 SMALL CHANGE - This Must Be Love (Mercury)
24 6 *CE CE PENISTON - Finally (A&M)
24 3 J.C. LODGE - Home Is Where The Hurt Is (Mango/Island/PLG)
24 5 JAMES INGRAM - Get Ready (Warner Bros.)
23 9 * JENNIFER HOLLIDAY - Love Stories (Arista)
23 3 ANN G. - Get A Life (Atlantic)
22 1 GAME - All Night All Day (Lune/Atlantic)
21 2 * STATE OF ART - Understanding (40 Acres & A Mule/Columbia)
21 12 * PATI LABELLE - Somebody Loves You Baby (MCA)
20 5 * ED O.G & DA BULLDOGS - Be A Father To...(PWL America/Mercury)

DROPPED: #10-Patti LaBelle, #27-Rude Boys, #28-Public Enemy,
#39-Traci Spencer, J.T. Taylor duet with Stephanie Mills, Jeff Redd.

NSIDE URBAN

MILLS DONATION TO HALE HOUSE
Grammy Award winner Stephanie Mills recently visited Hale House in New York and announced that a donation of a portion of the proceeds from her new Christmas album will go to the charity for Harlem's disadvantaged children. Many of the children who live at Hale House were born suffering from drug addiction or are infected with the AIDS virus. During Mills’ visit she hosted a special holiday meal for the children and their mothers. She’s shown here with Mother Hale (second from left) and three of the children who live with her.

Congrats to new number one, VANESSA WILLIAMS “The Comfort Zone” for hitting the top at the end of the year. Next reporting dates are January 6 and 7, 1992. Thomas Bacote, V103-Atlanta, likes JOSSICA “Stow” and says, “Without a doubt—this group is an ice hot group—they are the future of Urban Radio.” Greg Sampson, WQMG-Greensboro, makes GERARD LEVERT featuring EDDIE LEVERT’s “Baby Hold On To Me” his RTW saying, “Like father, like son—it’s a smashharmonic! Getting tons of calls from all demos for this family group effort.” Barbara Byrd, KFXZ-Lafayette, recommends the “Ultimate Love Letter Remix” on JODY WATLEY’S “I Want You.” She says, “This is an awesome remix with a great saxophone!” Lenore Williams, WUFO-Buffalo, is torn between ARETHA FRANKLIN’S “What You See Is What You Sweat” and ROBERTA FLACK’S “You Make Me Feel Brand New” for her RTW saying, “Both are great songs, so I’ll pick them both.” Big Daddy Gilford, WYBC-New Haven, likes ERIC GABLE’s “Can’t Wait To Get You Home” and says, “This is a great slow and sexy song, and it comes from a great album, too.” Rick Stevens, WCXX-Columbus, recommends J.C. LODGE’S “Home Is Where The Hurt Is” and remarks, “Great response if played.” Neal Scoggins, KMZT-Little Rock, is looking at GAME’S “All Night All Day” and says, “It’s a good quiet storm cut, coming out at the perfect time.” Casey McMichaels, WVOI-Toledo, picks R. KELLY and PUBLIC ANNOUNCEMENT’S “Feel The Vibe” saying, “This is just a really good record that will work for all demos.” David Dickinson, KGRM-Grambling, makes ICE CUBE’S “Steady Mobbin’” his RTW saying, “Ice Cube’s groove is infectious, my demos are funkstars, dancers and rap fans.” Curtis Carter, WKGC-Panama City, says he likes LEVEL III’S “Groove Ya,” saying, “We’re getting calls for this—all demos.” Ciao for now and Happy Christmas and Merry New Year to all! Betty

NEW RELEASES
by John Martinucci

CHECK OUT SOME NEW CHRISTMAS TRACKS FOR 1991:

NATALIE COLE - The Christmas Song (Elektra)
EnVOGUE - Silent Nite (Atco/EastWest America)
GRP CHRISTMAS COLLECTION VOL. II - Various Artists (GRP)
STEPHANIE MILLS - This Christmas/It Doesn’t Feel Like Christmas (Without You) (MCA)
THE O’JAYS - I Can Hardly Wait Til Christmas (EMI)
RIFF - Christmas Medley (SBK)
MARCUS ROBERTS - Prayer For Peace (Album) (Novus/RCA)
SURFACE - Christmas Time Is Here (Columbia)
LUTHER VANDROSS - May Christmas Bring You Happiness (Big Boat/Atlantic)
VANESSA WILLIAMS - Have Yourself A Merry Little Christmas (Wing/Mercury)

JOHN’S TOP TEN SINGLE FOR 1991
(Listed Alphabetically)

BOYZ II MEN - Motownphillic (Motown)
C + C MUSIC FACTORY - Gonna Make You Sweat (Everybody Dance Now) (Columbia)
COLOR ME BADD - I Wanna Sex You Up (Giant/Reprise)
D.J. JAZZY JEFF & THE FRESH PRINCE - Summertime (live)
THE DOLLS - A Heart Is A House For Love (Virgin)
LISA FISCHER - So Intense (Elektra)
LENNY KRAVITZ - It Ain’t Over ‘Til It’s Over (Virgin)
TONY! TONII! TONE! - House Party 11 (I Don’t Know What You Come To Do) (MCA)
KEITH WASHINGTON - Kissing You (Qwest/Warner Bros.)
VANESSA WILLIAMS - The Comfort Zone (Wing/Mercury)

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H T FACTOR

THE JODY WATLEY
TONY TERRY
THE JODECI
STEVIE WONDER
WHITNEY BARRY WHITE
CHRIS WALKER
HAMMER
PHYLLIS HYMAN
KEITH LUTHER VANDROSS
TEVIN
FOURPLAY
ATLANTIC VANESSA
GUY LEVEL RIFF

20 13
14 17
28 6
16 47
57 14
48 10
17 17
10 14
38 28
11 29
17 15

On Air

GRAND - Continued on Side 2

1991

CROSSOVER CHART

<table>
<thead>
<tr>
<th>LW</th>
<th>TW</th>
<th>MARIAM CAREY - Can't Let Go (Columbia)</th>
<th>MICHAEL JACKSON - Love Or White (Epic)</th>
<th>COLOR ME BADD - All 4 Love (Giant/Reprise)</th>
<th>SHANICE - I Love Your Smile (Motown)</th>
<th>CE CE PENISTON - Finally (A&amp;M)</th>
<th>JOEY - Forever My Lady (MCA)</th>
<th>BOYZ II MEN - It's So Hard To Say... (Motown)</th>
<th>MARKY MARK &amp; THE F. BUNCHE - Wildside (Interscope/EWA)</th>
<th>RICHARD MARX - Keep Coming Back (Capitol)</th>
<th>TEVIN CAMPBELL - Tell Me What You Want Me To Do (Qwest/Warner Bros.)</th>
<th>TRACIE SPENCER - Tender Kisses (Capitol)</th>
<th>PRINCE AND THE N.P.G. - Diamonds... (Paisley Park/W.B.)</th>
<th>PAULA ABDUL - Blowing Kisses In The Wind (Captive/Virgin)</th>
<th>PM DAWN - Set Adrift On Memory Bliss (Gee Street/Island/PLG)</th>
<th>KARYN WHITE - The Way I Feel About You (Warner Bros.)</th>
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<tr>
<td>1</td>
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</table>

STACY EARL - Love Me All Up (RCA)
LISA STANSFIELD - Change (Arista)
KEITH SWEAT - Keep It Comin' (Vintertainment/Elekt)
THE PARTY - In My Dreams (Hollywood)
ANGELICA - Angel Baby (Quality)
HAMMER - Addams Groove (Capitol)
HAMMER - 2 Legit 2 Quit (Capitol)
HEAVY D & THE BOYZ - Is It Good To You (MCA)
ICY BLU - Wanna Be Your Girl (Giant/Warner Bros.)
ATLANTIC STARR - Love Crazy (Reprise)
DIGITAL UNDERGROUND - Kiss You Back (Tommy Boy)
MICHAEL BOLTON - When A Man Loves A Woman (Col.)
KYM SIMS - Too Blind To See It (Atco/EastWest America)
VANESSA WILLIAMS - The Comfort Zone (Wing/Mercury)
JODY WATLEY - I Want You (MCA)
EXPANDED FORMAT AGENDA!

Thursday, February 13
- Rap Jukebox Jury
- Urban/Rap Production Panel
- World Music Intensive
- Women in Music & Media
- Top 40 Small Markets
- Alternative Jukebox Jury
- Jazz Radio Exclusive
- Country Cocktail Party
- Urban Radio Dinner
- Surprise Music Showcases and more!

Friday, February 14
- The Gavin Seminar presents Joe Calloway ("Part Will Rogers, Tom Peters and Robin Williams.")
- Rap/Urban College Mix • College Alternative Breakout
- Top 40 Hot Box • The 1st Annual Adult Radio Summit serving A/C, Country, AA, Jazz, Urban A/C and more!
- Black Women In Music & Media

Gavin Cocktail Party followed by an extra special, once in a lifetime surprise performance. Showcases and special "No Elevators" Hospitality Suite set-up!

Saturday, February 15
- A/C Format Breakfast and Breakout • Jazz/AA Breakfast/Jukebox Jury • 2nd Annual Country New Artist Luncheon • Country Format Session • Urban Ratings Brunch • Jazz/AA Lunch
- Top 40 Format Session • Commercial Adult Alternative • Selling Black Music
- Alternative College Breakout • Commercial Alternative Breakout
- Top 40 Promotion & Marketing • 3rd Annual Where Does Rap Fit?
- Gavin Awards Banquet • Showcases and "No Elevator" Hospitality Suite set-up!

New Hotel Policy!
Register with the Gavin Seminar first!
Here's why: The Westin St. Francis can no longer accept hotel room accommodation requests until we confirm your Gavin Seminar registration. Upon receipt of the registration fee, your room reservation request will be forwarded to the Westin St. Francis, and will be processed in the order they are received. Note: Only Seminar registrants will be eligible for special convention room rates.

- Look for your Gavin Seminar Registration Packet inside this issue!
- American Airlines is the official Gavin Seminar '92 carrier. Call 800-433-1790/STAR 20122VN
- Increased security enforced. Badge required for entry to all meetings and showcases.

Gavin Seminar '92 * February 13, 14, 15 Call 415-495-1990 for further details...
## MOST ADDED

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<tr>
<th>Artist</th>
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<th>Weeks</th>
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<td>(EastWest America)</td>
<td>97</td>
<td>97</td>
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<tr>
<td>BETH NIELSEN CHAPMAN</td>
<td>(Reprise)</td>
<td>66</td>
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<tr>
<td>NATALIE COLE</td>
<td>(Elektra)</td>
<td>56</td>
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<td></td>
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<tr>
<td>EDDIE MONEY</td>
<td>(Columbia)</td>
<td>48</td>
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<td></td>
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<tr>
<td>GEORGE MICHAEL/ELTON JOHN</td>
<td>(Columbia)</td>
<td>48</td>
<td>12</td>
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## TOP TIP

**SIMPLY RED**

Stars

(Atco/EastWest America)

Awesome first week portends a heavenly future.

## RECORDB TO WATCH

**KARYN WHITE**

The Way I Feel About You

(Warner Bros.)

Karyn is akin’ at some significant A/Cs this time around.

## CHARTBOUND

<table>
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<th>ARTIST/TITLE/LABEL</th>
<th><em>Debut</em> in Chartbound</th>
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<td>- I Keep Coming Back To</td>
<td>66</td>
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<td></td>
<td>You (Reprise)</td>
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Beth Nielsen Chapman

“I Keep Coming Back To You”

**GAVIN A/C: CHARTBOUND**
A MOST ADDED • 66 STATIONS OUT-OF-THE-BOX

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<td>KESZ</td>
<td>KIDX</td>
<td>KIZZ</td>
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<td>WAHR</td>
<td>WEIM</td>
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<td>WMT/AM</td>
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<td>KAAK</td>
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<td>KBOL</td>
<td>WMT/FM</td>
<td>KKL</td>
<td>KPAY</td>
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<tr>
<td>WABJ</td>
<td>WZNY</td>
<td>WSUL</td>
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**R&R #1 MOST ADDED!**

The new single from the artist who brought you the A/C smash “All I Have”

Produced by C. Roscoe Beck
Representation: Steve Wax/Stiletto Management

From the album **Beth Nielsen Chapman**

---

**“Caribbean Blue”**

**GAVIN A/C: CHARTBOUND 71/20**

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<td>Q92 HEAVY</td>
<td>KIDX MEDIUM</td>
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<td>KBMG MEDIUM</td>
<td>KBOL MEDIUM</td>
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<td>KWGG MEDIUM</td>
<td>KGY MEDIUM</td>
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<td>WKBX MEDIUM</td>
<td>WRCO MEDIUM</td>
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**ALSO ON:** KKLD, KSCB, KLKC, WQLR, KLOG, etc.

Produced by Nicky Ryan
Management: Aigle Music
© 1991 Reprise Records

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UP & COMING

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<th>Reports</th>
<th>Adds</th>
<th>ARTIST TITLE LABEL</th>
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<tr>
<td>47</td>
<td>9</td>
<td>DARYL BRAITHWAITE - The Horses (Epic Associated)</td>
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<tr>
<td>45</td>
<td>24</td>
<td>THE TEMPTATIONS - My Girl (Epic)</td>
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<tr>
<td>45</td>
<td>45</td>
<td>* MICHAEL DAMIAN - (There'll Never Be) Another You (A&amp;M)</td>
</tr>
<tr>
<td>42</td>
<td>6</td>
<td>JOHN O'KANE - The Dance Goes On (Charisma)</td>
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<tr>
<td>39</td>
<td>11</td>
<td>MAXI PRIEST - Some Guys Have All The Luck (Charisma)</td>
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<td>38</td>
<td>5</td>
<td>BEVERLEY CRAVEN - Holding On (Epic)</td>
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<td>37</td>
<td>5</td>
<td>JACK MACK &amp; THE HEART ATTACK - I Found A Love (Voss)</td>
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<td>37</td>
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<td>MANHATTAN TRANSFER - A World Apart (Columbia)</td>
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<td>MOODY BLUES - Bless The Wings (Polydor/PLG)</td>
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<td>12</td>
<td>WARREN HILL - Waiting For A Love (Novus/ROCA)</td>
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<td>DAVID ALEXIS - You Are The Lady (Esquire)</td>
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<td>7</td>
<td>BARBRA STREISAND - Places That Belong To You (Columbia)</td>
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<tr>
<td>28</td>
<td>15</td>
<td>* KARYN WHITE - The Way I Feel About You (Warner Bros.)</td>
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<tr>
<td>27</td>
<td>8</td>
<td>COLOR ME BADD - All 4 Love (Giant/Reprise)</td>
</tr>
<tr>
<td>27</td>
<td>4</td>
<td>RICHARD ELLIOT / CARL ANDERSON - Take This Heart (Manhattan)</td>
</tr>
</tbody>
</table>

Dropped: Luther Vandross, Nanci Griffith, Julian Lennon, Mark Edwards, 38 Special, Kathy Troccoli, Billy Falcon.

NSIDE A/C by Diane Rufer and Ron Fell

This is the last A/C chart for 1991. The Gavin Report will begin taking playlist reports again on Monday, January 6, 1992. In closing 1991 we want to express our Best Wishes for a joyful & safe holiday and also our appreciation to everyone in our A/C family.

Please note: Enclosed are the 1992 Gavin Seminar registration form and hotel reservation card. Jot down your 1992 calendar that the Gavin Seminar takes place in San Francisco February 13th-15th. We hope to see all of you there.

In music news... KENNY LOGGINS should be the chart-topper when we return early next month. His airplay is about 92% in HEAVY rotation and only the RICHARD MARX has more stations.

Movie themes from LINDA RONSTADT and CELINE & PEABO are the only new tracks in the Top Ten. LINDA leads in HEAVY rotation (106 to 92) while CELINE & PEABO lead in total stations (200 to 185).

An eleven point-one week mover AARON NEVILLE’s “Somewhere, Somebody” with a 17% increase in HIT FACTOR and 14 more ADDS, its due to break into the Top Ten right about now. New for KBIG, KMXV/FM, WBIX/FM, WMTZ, WJIL/FM etc.

The DAN HILL, no stranger to great A/C chart numbers, is another likely Top Ten by the time we meet again. Eighty-six percent of its 161 players are HIT FACTORing and that doesn’t include ADDS from JOY, WKL, KWAV/FM, WQHZ/FM, KGR, WJIN, KQIC/FM and KTL.

WILSON PHILLIPS’ two week gain to 20 ranks and a current HIT FACTOR of 70% give the ladies another HOT designation. One hundred fifty A/Cs onboard including 22 new.

Best increase in HIT FACTOR belongs to another ELTON JOHN and BERNIE TAUPIN song, “Don’t Let The Sun Go Down On Me” by ELTON and GEORGE MICHAEL. The 33% one-week increase comes along with another 48 ADDS (fourth best in the format led by EDDIE MONEY).

New reports include WWDE, KRNO/FM, WWDE, KBIG, KKLJ, WOBM/FM, KEYI and WKWK/FM.

STEPHEN BISHOP’s “All I Want” debut at #34 with more than a hundred stations and twenty-one more ADDS including KAAK, WJON, WSUL, WHMI, KDAO, WILG and WNNY.

SIMPLY RED’s “Stars” has a stellar first week with 97 ADDS. Count among the stations with a certain vision; B100, K103, WWFX/FM, KESZ, WALT, WWVY/FM, WHAI, WELM, WKYE, WJGR, WYFO, WGM, WLT, WSQY and WNNB.

Last week’s RECORD TO WATCH “My Girl” by The Renowned TEMPLATIONS gained 24 ADDS bringing their total to 45 A/Cs. Among the new 24 are WCOD, WJPR, WQGG, WYNCS, KJDA, WMT, WQH, WSQY and WNNB.

CLOSING the year as RECORD TO WATCH is KARYN WHITE’s “The Way I Feel About You” which debuts in UP & COMING with 28 stations. New this week with CKFM, WTNY, JWTV, KSZ, KZU, KKIS, KMGZ and B100. Already Top Twenty on our Urban Contemporary chart this upbeat/dance single from Karyn’s “I’ll Do What I Want” album has the beginning stats for crossover success.

REVISIONS

by Diane Rufer & Ron Fell

RON’s TOP TEN LIST FOR 1991
(alphabetical)

MICHAEL BOLTON
Love Is A Wonderful Thing (Columbia)

BETH NIELSEN CHAPMAN
Walk My Way (Reprise)

NATALIE COLE
Unforgettable (Elektra)

JUDE COLE
Compared To Nothing (Reprise)

ESCAPE CLUB
I’ll Be There (Atlantic)

CELINE DION & PEABO BRYSON
Beauty & The Beast (Epic)

HARRIET
Temple Of Love (EastWest America)

BONNIE RAITT
I Can’t Make You Love Me (Capitol)

R.E.M.
Losing My Religion (Warner Bros.)

LUTHER VANDROSS
Power Of Love / Love Power (Epic)

DIANE’S TOP TEN LIST FOR 1991
(alphabetical)

NATALIE COLE
Unforgettable (Elektra)

COLOR ME BADD
I Wanna Sex You Up (Giant/Reprise)

BILLY DEAN
Somewhere In My Broken Heart (SBK)

LISA FISCHER
How Can I Ease The Pain (Elektra)

NANCY GRIFFITH
Late Night Grande Hotel (MCA)

LENNY KRAVITZ
It Ain’t Over ’Til Its Over (Virgin)

GEORGE MICHAEL
Cowboys & Angels (Columbia)

DAVID A. STEWART featuring CANDY DULFER
Lily Was Here (Arista)

CURTIS STIGERS
I Wonder Why (Arista)

KEITH WASHINGTON
Kissing You (Qwest/Warner Bros.)

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HIT FACTOR

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Report</th>
<th>Adds</th>
<th>Heavy</th>
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<td>Amy Grant</td>
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<td>Dan Hill</td>
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<td>Save All Up Your Tears</td>
<td>Cher</td>
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<td>When A Man Loves A Woman</td>
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<td>George Michael and Elton John</td>
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<td>Double Good Everything</td>
<td>Smokey Robinson</td>
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<td>Lisa Stansfield</td>
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<td>Curtis Stigers</td>
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<td>Don't Turn Around</td>
<td>Neil Diamond</td>
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<td>All I Want</td>
<td>Stephen Bishop</td>
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<td>Michael Jackson</td>
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<td>Love Talk</td>
<td>The Stylistics</td>
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<td>Live For Loving You</td>
<td>Gloria Estefan</td>
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PLUS FACTOR

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<td>Light A Candle</td>
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<td>The Christmas Song</td>
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<td>I'll Get By</td>
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<td>All I Want</td>
<td>19%</td>
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<tr>
<td>Don't Turn Around</td>
<td>18%</td>
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<tr>
<td>Found A Love</td>
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<td>Shameless</td>
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<td>The Way You Look Tonight</td>
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<td>Black Or White</td>
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<td>Daniel</td>
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<td>The Dance Goes On</td>
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<td>A World Apart</td>
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BRAND NUBIAN - One For All (Elektra Entertainment)
ED O.G. & DA BULLDOGS - I Gotta Have It (PWL America/Mercury)
MAIN SOURCE - Breaking Atoms (Wild Pitch/EMI)
EPMD - Business As Usual (Def Jam/RAL/Columbia)
GANG STARR - Who's Gonna Take The Weight (Chrysalis)
L.L. COOL J - Mama Said Knock You Out (Def Jam/Columbia)
NAUGHTY BY NATURE - O.P.P. (Tommy Boy)
GETO BOYS - Mind Playing Tricks On Me (Rap-A-Lot/Priority)
DE LA SOUL - De La Soul Is Dead (Tommy Boy)
CHUBBY ROCK - Treat 'Em Right (Select)
PUBLIC ENEMY - Can't Trust It (Def Jam/RAL/Columbia)
PARIS - The Devil Made Me Do It (S/Tommy Boy)
3RD BASS - Derelicts Of Dialect (Def Jam/RAL/Columbia)
YELLO - You Can't Play With My Yo Yo (Atlantic Street)
TERMINATOR X - Homey Don't . . . (P.R.O. Division/RAL/Columbia)
D.J. QUIK - Quiq Is The Name (Profile)
LEADERS OF THE NEW SCHOOL - Case Of The P.T.A. (Elektra)
RUN-D.M.C. - Back From Hell (Profile)
MONIE LOVE - Monie's In The Middle (Warner Bros)
MAN C. BREED & D.F.C. - Ain't No Future . . . (S.D.E.G./Ichiban)
KING SUN - Be Black (Profile)
NICE & SMOOTH - Hip Hop Junkies (RAL/Def Jam/Columbia)
QUEEN LATIFAH - Nature Of A Sista (Tommy Boy)
BIG DADDY KANE - It's Hard Being The Kane (Cold Chillin'/Warner)
NIIKKI D - Little Girl's Live (Def Jam/RAL/Columbia)
CYPRESS HILL - Cypress Hill (Ruff House/Columbia)
K-SOLO - Fugitive (Atlantic Street)
BLACK SHEEP - Flavor Of The Month (Mercury)
U.M.C.'S - Blue Cheese (Wild Pitch/EMI)
SLICK RICK - I Shouldn't Have Done It (Def Jam/Columbia)
STETSASONIC - So Let The Fun Begin (Tommy Boy)
POOR RIOTOUS TEACHERS - Shaiyla (Profile)
DEF JEF - Here We Go Again (Delicious Vinyl)
PETE ROCK & C.L. SMOOTH - The Good Life (Elektra)
TONEY D - Check The Elevaton (4th & Broadway)
N.W.A. - Alwayz Inna Smethin' (Priority)
ICE-T: O.G. (Original Gangster) (Sire/Warner Bros)
PROFESSOR X - What's Up GF (4th & Broadway)
M.C. LYTE - When In Love (First Priority/Atlantic Street)
DREAM WARRIORS - Definition . . . (4th & Broadway)
BOOGIE DOWN PRODUCTIONS - Live Hardcore Worldwide (Jive)
MARLEY MARL - Symphony Pt. II (Cold Chillin'/Warner)
KOOL MOE D.D.E. - Rise & Shine (Jive)
KOOL G. RAP & POLO - Bad To The Bone (Cold Chillin'/Warner)
ICE-T - New Jack Hustler (Giant/Reprise)
D.J. JAZZY JEFF & THE FRESH PRINCE - Summertime (Jive)
SPECIAL ED - C'mon Let's Move (Profile)
H. E. A. L. PROJECT - Heal Yourself (Electro)
ED O.G. & DA BULLDOGS - Be A Father To Your Child (PWL/Mercury)
2 KINGS IN A CIPHER - Definition Of A King (Bohio/RCA)
DEL THE FUNKIE HOMOSAPIEN - Sleepin' On My Couch (Elektra)
LAKIM SHABAZZ - No Justice, No Peace (Tuff City)
1616 - It Is Done (Roc Rulin'/Scratch)
CRAIG R. - U-R-Not The One (Atlantic Street)
O.G. STYLE - Catch' em Slippin' (Rap-A-Lot/Priority)
BRAND NUBIAN - All For One (Elektra)
RED HEAD KING PIN & THE F.B.I. - Album With No Name (Virgin)
ISIS - Has The Words Of ISIS (4th & Broadway)
ORGANIZED CONFUSION - Who Stole My . . . (Hollywood Basic)
TOO SHORT - Short But Funky (Jive)
LIFER'S GROUP - The Real Deal (Hollywood Basic)
BLACK SHEEP - The Choice Is Yours (Mercury)
GENIUS - Words From The Genius (Cold Chillin'/Warner)
2 BLACK 2 STRONG MMG - Across The 110 (Relativity)
W.C. & THE MAAD CIRCLE - Dress Code (Priority)
ALMIGHTY & K.D. RANKS - Trenton Where We Live (Poetic Groove)
LARRY LARR - Confused (Ruff House/Columbia)
GRAND DADDY I.U. - Something New (Cold Chillin'/Reprise)
HEAVY D & THE BOYZ - Now That We Found Love (MCA)
PM DAWN - Set Adrift On Memory Bliss (Geek Street/Island)
INTELLIGENT HOODLUM - Arrest The President (A&M)
THREE TIMES DOPE - Peace Ya' Self (Arista)
TERMINATOR X - Juvenile Delinquents (P.R.O. Division/RAL/Columbia)
SIDE F.X. - Stick Up Kid (Nastymix)
D-NICE - 25 To Life (Jive)
POWER RULE - The Way It Is (Poetic Groove)
BUFFALO SOLDIERS - Playing Your Game (Lake/Atlantic Street)
GANG STARR - Step In The Arena (Chrysalis)
COMPTON'S MOST WANTED - Growin' Up . . . (Qwest/Warner Bros)
YOUNG BLACK TEENAGERS - Loud And Hard To Hit (S.O.U.L./MCA)
RODNEY O-JOE COOLEY - Oldie But Goodie (Nastymix)
FATHER M.C. - I'll Do 4 You (MCA)
CHUBBY ROCK - Just The Two Of Us (Select/Elektra)
SYLK SMOOV - Klientele (PWL/Mercury)
BIZ MARKIE - What Comes Around . . . (Cold Chillin'/Warner Bros)
3RD BASS - Portrait Of The Artist As A Hood (Def Jam/RAL/Columbia)
KOOL MOE D.D.E. - How Kool Can One Blackman Be? (Jive)
B.O.X. - Low Down (PWL/Mercury)
FIFTH PLATOON - Partyline (SBK)
MAIN SOURCE - Peace Is Not The Word To Play (Wild Pitch/EMI)
KID CAPRI - Apollo (Cold Chillin'/Warner Bros)
DOWNTOWN SCIENCE - Room To Breathe (RAL/Def Jam/Columbia)
PETE ROCK & C.L. SMOOTH - The Creator (Elektra)
COMPTON'S MOST WANTED - Straight Checkin' 'Em (Epic)
YOMO & MAULKIE - Glory (Ruthless/Priority)
JAZ - A Groove (Slammin'/EMI)
ORGANIZED CONFUSION - Fudge Pudge (Hollywood Basic)
2 PAC - Tropped (Interscope)
JIBRI THE WISE ONE - I'll Be There For You (Ear Candy)
SECOND II NONE - Be True To Yourself (Profile)
1. AARON NEVILLE - Everybody Plays The Fool (A&M)
2. RICK ASTLEY - Cry For Help (RCA)
3. BRYAN ADAMS - (Everything I Do) I Do It... (A&M/Morgan Creek)
4. BONNIE RAITT - Something To Talk About (Capitol)
5. CATHY DENNIS - Too Many Walls (PIG)
6. AMY GRANT - Baby Baby (A&M)
7. ROD STEWART - The Motown Song (Warner Bros.)
8. WILSON PHILLIPS - You In Love (SBK)
9. ROD STEWART - Rhythm Of My Heart (Warner Bros.)
10. PAULA ABDUL - Rush, Rush (Captive/Virgin)
11. AMY GRANT - Every Heartbeat (A&M)
12. LUTHER VANDROSS - Power Of Love/Love Power (Epic)
13. GLORIA ESTEFAN - Coming Out Of The Dark (Epic)
14. BETH NIELSEN CHAPMAN - All I Have (Reprise)
15. MARIAH CAREY - I Don't Wanna Cry (Columbia)
16. WHITNEY HOUSTON - All The Man That I Need (Arista)
17. MICHAEL BOLTON - Love Is A Wonderful Thing (Columbia)
18. MICHAEL BOLTON - Time, Love And Tenderness (Columbia)
19. ROBERT PAULMER - Mercy Mercy Me (The Ecology)/I Want You (EMI)
20. EXTREME - More Than Words (A&M)
21. DARYL HALL AND JOHN OATES - Don't Hold Back Your Love (Arista)
22. BOB SEGER AND THE SILVER BULLET BAND - The Real Love (Capitol)
23. HUEY LEWIS AND THE NEWS - It Hit Me Like A Hammer (EMI)

**STYX - Show Me The Way (A&M)**

25. GLORIA ESTEFAN - Can't Forget You (Epic)
26. NATALIE COLE - Unforgettable (Elektra Entertainment)
27. ROXETTE - Fading Like A Flower (Every Time You Leave) (EMI)
28. BETH NIELSEN CHAPMAN - Walk My Way (Reprise)
29. CHER - Love And Understanding (Geffen)
30. STING - Sting All This Time (A&M)
31. DARYL HALL AND JOHN OATES - Starting All Over Again (Arista)
32. WHITNEY HOUSTON - Miracle (Arista)
33. AMY GRANT - That's What Love Is For (A&M)
34. WILSON PHILLIPS - The Dream Is Still Alive (SBK)
35. LISA FISCHER - How Can I Ease The Pain (Elektra Entertainment)
36. LENNY KRAVITZ - It Ain't Over 'Til It's Over (Virgin)
37. LUTHER VANDROSS - Don't Want To Be A Fool (Epic)
38. Celine Dion - If There Was Any Other Way (Epic)
39. THE TRIPPLES - Sunrise (Mercury)
40. GLORIA ESTEFAN - Live For Loving You (Epic)
41. MARC COHN - Walking In Memphis (Atlantic)
42. GLENN FREY - Part Of Me, Part Of You (MCA)
43. STYX - Love At First Sight (A&M)

**CHRIS ISAAK - Wicked Game (Reprise)**

45. BONNIE RAITT - I Can't Make You Love Me (Capitol)
46. BETTE MIDLER - Night And Day (Atlantic)
47. CHICAGO - You Come To My Senses (Reprise)
48. MARIAH CAREY - Someday (Columbia)
49. MICHAEL W. SMITH - Place In This World (Reunion/Geffen)
50. OLETA ADAMS - Get Here (Fontana/PolyGram)

**MARIAH CAREY - Emotions (Columbia)**

51. MICHAEL BOLTON - When A Man Loves A Woman (Columbia)
52. WILL TO POWER - I'm Not In Love (Epic)
53. DAVID A. STEWART Intro. CANDY DULFER - Lily Was Here (Arista)
54. SURFACE - The First Time (Columbia)
55. PEABO BRYSON - Can You Stop The Rain (Columbia)
56. ROBERTA FLACK duet w/ MAXI PRIEST - Set The Night... (Atlantic)
57. DAVE KOZ f/ JOEY DIGGS - Nothing But The Radio On (Capitol)
58. CHICAGO - Chasin' The Wind (Reprise)
59. JAMES TAYLOR - Copperline (Columbia)
60. AMERICA - Nothing's So Far Away (Rhino)
61. Celine Dion - Where Does My Heart Beat Now (Epic)
62. CURTIS STIGERS - I Wonder Why (Arista)
63. SURFACE - Never Gonna Let You Down (Columbia)
64. BILLY DEAN - Somewhere In My Broken Heart (SBK)
65. ROD STEWART - Broken Arrow (Warner Bros.)
66. THE ESCAPE CLUB - I'll Be There (Atlantic)
67. BETTE MIDLER - The Gift Of Love (Atlantic)
68. ALABAMA - Forever's As Far As I'll Go (RCA)
69. NEIL DIAMOND - If There Were No Dreams (Columbia)
70. a-ha - Crying In The Rain (Warner Bros.)
71. ALIAS - Waiting For Love (EMI)
72. KENNY LOGGINS - Conviction Of The Heart (Columbia)
73. SIMPLY RED - Something Got Me Started (EastWest America)
74. THE REMBRANDTS - Just The Way It Is, Baby (Ato)
75. HARRIET - Temple Of Love (EastWest America)
76. RUSSELL HITCHCOCK - Swear To Your Heart (Hollywood)
77. SUSANNA HOFFS - My Side Of The Bed (Columbia)
78. MICHAEL W. SMITH - For You (Reunion/Geffen)
79. MIKE + THE MECHANICS - Everybody Gets A Second Chance (Atlantic)
80. JUDE COLE - Compared To Nothing (Reprise)
81. NATASHA'S BROTHER - Always Come Back To You (Atlantic)
82. TIMMY T. - One More Try (Quality)
83. SMOKEY ROBINSON - Double Good Everything (SBK)
84. GEORGE MICHAEL - Waiting For That Day/Mother's Pride (Columbia)
85. RICHARD MARX - Keep Coming Back (Capitol)
86. CROWDED HOUSE - Fall At Your Feet (Capitol)
87. ANITA BAKER - Fairy Tales (Elektra Entertainment)
88. HOWARD HEWETT - I Can't Tell You Why (Elektra Entertainment)
89. Celine Dion - The Last To Know (Epic)
90. BRUCE HORNSBY AND THE RANGE - Set Me In Motion (RCA)
91. CHER - The Shoop Shoop Song (It's In His Kiss) (Geffen)
92. CHER - Save Up All Your Tears (Geffen)
93. PAULA ABDUL - Blowing Kisses In The Wind (Captive/Virgin)
94. WILLIAMS BROTHERS - Can't Cry Hard Enough (Warner Bros.)
95. DESMOND CHILD - You're The Story Of My Life (Elektra Entertainment)
96. OLETA ADAMS - Circle Of One (Fontana/PolyGram)
97. VOICES THAT CARE - Voices That Care (Giant/Warner Bros.)
98. KENNY ROGERS - Crazy In Love (Reprise)
99. BOBBY CALDWELL - Real Thing (Sin-Drome)

27
1. GARTH BROOKS - The Thunder Rolls (Capitol Nashville) 51
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MARCUS ROBERTS - Along With Three Giants (Novus/RCA)
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BENNY GREEN TRIO - Greens (Blue Note)
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<td>SIOUXSIE &amp; THE BANSHEES</td>
<td>Superstition (Geffen)</td>
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<td>JESUS JONES</td>
<td>Doubt (SBK)</td>
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<td>BIG AUDIO DYNAMITE</td>
<td>The Globe (Columbia)</td>
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<td>NED'S ATOMIC DUSTBIN</td>
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<td>Woodface (Capital)</td>
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<td>ROBYN HITCHCOCK &amp; THE EGYPTIANS</td>
<td>Perspex Island (A&amp;M)</td>
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<td>FISHBONE</td>
<td>The Reality Of My Surroundings (Columbia)</td>
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<td>10</td>
<td>ELECTRONIC</td>
<td>Electronic (Warner Bros.)</td>
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<td>11</td>
<td>JULIAN COPE</td>
<td>Peggy Suicide (Island)</td>
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<td>EMF</td>
<td>Schubert Dip (EMI)</td>
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<td>MATERIAL ISSUE</td>
<td>International Pop Overthrow (Mercury)</td>
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<td>CHAPTERHOUSE</td>
<td>Whirlpool (Dedicated/RCA)</td>
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<td>SMASHING PUMPKINS</td>
<td>Gins (Caroline)</td>
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<td>PSYCHEDELIC FURS</td>
<td>World Outside (Columbia)</td>
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<td>THE VIOLENT FEMMES</td>
<td>Why Do Birds Sing? (Slash/Reprise)</td>
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<td>MIRACLE</td>
<td>Kill Uncle (Sire/Reprise)</td>
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<td>Blood Sugar Sex Magik (Warner Bros.)</td>
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<td>Strange Free World (A&amp;M)</td>
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<td>BILLY BRAGG</td>
<td>Don't Try This At Home (Elektra Entertainment)</td>
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<td>Never Loved Elvis (Polygram/PLG)</td>
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<td>DANIEL ASH</td>
<td>Coming Down (RCA)</td>
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<td>The La's (Got!/Polygram/PLG)</td>
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<td>THE FEELIES</td>
<td>Time For A Witness (RCA)</td>
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<td>POP WILL EAT ITSELF</td>
<td>Cure For Sanity (RCA)</td>
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<td>SISTERS OF MERCY</td>
<td>Vision Thing (Elektra)</td>
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<td>28</td>
<td>SQUEEZE</td>
<td>Play (Reprise)</td>
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<td>STING</td>
<td>The Soul Cages (A&amp;M)</td>
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<td>THE CANDYSKINS</td>
<td>Space I'm In (DCG)</td>
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<td>PRIMAL SCREAM</td>
<td>Screamedelica (Sire/Warner Bros.)</td>
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<td>ELVIS COSTELLO</td>
<td>Mighty Like A Rose (Warner Bros.)</td>
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<td>JOE JACKSON</td>
<td>Stranger Than Fiction (Virgin)</td>
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<td>DRIVIN' &amp; CRYIN'</td>
<td>Fly Me Courageous (Island)</td>
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<td>KING MISSILE</td>
<td>The Way To Salvation... (Atlantic)</td>
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<td>RICHARD THOMPSON</td>
<td>Rumour And Sigh (Capitol)</td>
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<td>BLUR</td>
<td>Leisure (SBK)</td>
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<td>Havana 3 AM (IRS)</td>
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<td>SIMPLE MINDS</td>
<td>Real Life (A&amp;M)</td>
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<td>42</td>
<td>PRIMUS</td>
<td>Sailing The Sea Of Cheese (Interscope)</td>
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<td>43</td>
<td>THE REPLACEMENTS</td>
<td>All Shook Down (Sire/Reprise)</td>
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<td>44</td>
<td>KIRSTY MACCOY</td>
<td>Electric Ladybird (Charisma)</td>
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<td>45</td>
<td>LLOYD COLE</td>
<td>Don't Get Weird On Me Babe (Capitol)</td>
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<td>46</td>
<td>THE SCREAMING TREES</td>
<td>Uncle Anesthesia (Epic)</td>
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<td>47</td>
<td>THE FARM</td>
<td>Spartacus (Sire/Reprise)</td>
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<td>48</td>
<td>THE DIVINYLS</td>
<td>The Divinyls (Virgin)</td>
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<td>49</td>
<td>THROWING MUSES</td>
<td>The Real Ramona (Sire/Warner Bros.)</td>
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<tr>
<td>50</td>
<td>ERASURE</td>
<td>Chorus (Sire/Reprise)</td>
</tr>
</tbody>
</table>

*Carryover From 1990   ** Carryover Into 1992

51. THE CHARLATANS UK - Some Friendly (Beggars Banquet/RCA)
52. INSPIRAL CARPETS - The Beast Inside (Mute / Elektra)
53. THE DREAM WARRIORS - And Now The Legacy Begins (Island)
54. THE GOLDEN PALOMINOS - Drunk With Passion (Charisma)
55. DINOSAUR JR - Green Mind (Sire/Warner Brothers)
56. THE TRASHCAN SINATRAS - Cake (Got/Charisma)
57. THE HOLLOW MEN - Crescendo (Arista)
58. MARY'S YANKEE - Circa (Morgan Creek)
59. NITZER EBB - Ebbhead (Geffen)
60. BLUE AEROPLANES - Beastsongs (Chrysalis)
61. RIDE - Nowhere (Sire/Reprise)
62. THE SMITHereENS - Blow Up (Capital)
63. MY LIFE WITH THE THiRL KILL KULT - Sexploision (Wax Trax)
64. VOICE OF THE BEEHIVE - Honey Linger (London/PLG)
65. HOUSE OF LOVE - A Spy In The House Of Love (Mercury)
66. TRANSMISSION VAMP - Little Magnets (MCA)
67. STAIN RIDGEWAY - Party Ball (RCA)
68. ECHO & THE BUNNYMEN - Reverberation (Sire/Warner Bros.)
69. SWERVEDRIVER - Raise (A&M)
70. HOUSE OF FREAKS - Cakewalk (Giant/Reprise)
71. THE MEAT PUPPETS - Sam (London/PLG)
72. XYMOX - Phoenix (Mercury)
73. JOHN WESLEY HARDING - The Name Above The Title (Sire/Reprise)
74. THE GODFATHERS - Unreal World (Epic)
75. U2 - Achtung Baby (Island)
76. MUDHONEY - Every Good Boy Deserves Fudge (Sub Pop)
77. ANTHRAX - Attack Of The Killer B's (Island)
78. THE DAKESIDE - All That Noise (Beggars Banquet/RCA)
79. SCHOOL OF FISH - School Of Fish (Capitol)
80. LENNY KRAVITZ - My Mama Said (Virgin)
81. NORTH SIDE - Chicken Rhythms (Geffen)
82. PUBLIC ENEMY - Apocalypse '91: Empire... (Relativity)
83. DEADICATED - Grateful Dead Tribute Album (Island)
84. THE OCEAN BLUE - Cerulean (Sire/Reprise)
85. THE BUTTHOLE SURFERS - Flouged (Rough Trade)
86. PERE UBU - Worlds In Collision (Fontana/Mercury)
87. ELEVENTH DREAMDAY - Borscht (Atlantic)
88. THE POGUES - Hell's Ditch (Island)
89. DANIELLE DAX - Blow The Human Flower (Sire/Warner Brothers)
90. TIN MACHINE - Tin Machine II (EMI)
91. THE JUDY BATS - Native Son (Sire/Warner Bros.)
92. FIREHOSE - Flying The Flannel (Virgin)
93. ENIGMA - MCMXC A.D. (Charisma)
94. THE SHAMEN - En-Tact (Epic)
95. THE SEERS - Psyche Out (Mixtape)
96. THE MISSION UK - Carved In Sand (Mercury)
97. THE CULT - Ceremony (Sire/Reprise)
98. THE CONNELLs - One Simple Word (TVT)
99. TAME YOURSELF - Various Artists (Rhino/RNA)
100. BUFFALO TOM - Birdbrain (Beggars Banquet/RCA)
All year we wondered when the onslaught of new music was going to end. Now that the holidays are here, I think it's safe to say we've a couple weeks left before it all starts again.

This is the time of year when Kent and I compile our Year-End lists. Usually, we do a Top Ten, but since I couldn't—wouldn't—be confined to a mere ten excellent albums, I juggled and did fifteen. Hey, I could've done twenty. Anyway, here they are.

1. **TEENAGE FANCLUB** - Bandwagonesque (DGC)

Bandwagonesque proves it's O.K. to wear your record collection on your sleeve. A little Big Star, a little Sonic Youth—call it heaven. And (now this is the real test) it's one of the few I can put into my walkman and listen to, in its entirety, during my morning commute.

2. **NED'S ATOMIC DUSTBIN** - God Fodder (Columbia)

What can I say about Neds? Their live show makes you just want to get in the pit and mosh your heart out. More importantly, their God Fodder T-shirt saved me from a wretched two weeks of jury duty. I love that about them.

3. **NIRVANA** - Never Mind (DGC)

The rest of the world gets hip to something College radio knew all along—Nirvana rules! One of this format's greatest success stories of the year—and for a good reason. (If you're one of those people who are still trying to figure out what deodorant names have to do with with Rock and roll—get over it.)

4. **CHAPTERHOUSE** - Whirlpool (Dedicated/RCA)

Another one that passes the "walkman commute" test. This is one band that never has to worry about not having enough material, as all five bandmembers write songs. It's partially for this reason I think Chapterhouse will go farther—and last longer—than most of their peers.

5. **THE DYLANs** - The Dylans (Beggars Banquet/RCA)

I swear, these guys are The Monkees. They are the wackiest bunch I've had the pleasure of meeting, since I don't know when. And the band has such enthusiasm for what they're doing—like little kids in a candy store. Some of the catchiest guitar pop this year.

6. **JESUS JONES** - Doubt (SBK)

Their hybrid of dance/house/rock finally caught the mainstream's ear. With two Top Five singles, Jesus Jones is this year's other success story. A great album and one of the best live shows—ever!

7. **ROBYN HITCHCOCK & THE EGYPTIANS** - Perspex Island (A&M)

I think some of Robyn's demons have finally been purged, as the songs on Perspex Island are more direct and communicative. A master tale-spinner who's at his best onstage. A true entertainer.

8. **THE CANDY SKINS** - Space I'm In (DGC)

It seems to me that The Candy Skins know a thing or two about balance. The balance between wah wahs and acoustics. Between classic, '60s pop and '90s execution. Space I'm In flaunts this perfection wantonly.

9. **THE WONDER STUFF** - Never Loved Elvis (PolyGram/PLG)

This is one album I reach for time and time again. These guys will keep getting bigger and bigger with each release, but in a very quiet way. Five years down the line the mainstream will catch up—just like they did with The Cure, R.E.M., Depeche Mode, et al.

10. **PM DAWN - Of The Heart, Of The Soul, Of The Mind** (Gee St./Island)

Every now and again something comes along that's so unique and fresh it defies labels like Alternative or Urban or Top 40. I spent many enjoyable hours listening to this one.

11. **PRIMAL SCREAM - Screamadelica** (Sire/Warner Brothers)

A real trip.

12. **R.E.M. - Out Of Time** (Warner Brothers)

The "little band that could" finally did!

13. **THE HOLLOW MEN** - Cresta (Arista)

Since this one came out early in the year, I pulled it out and listened to it all over again. It still sounds great! Cresta goes down as this year's most overlooked album.

14. **RICHARD THOMPSON - Rumour And Sigh** (Capitol)

This modern-day bard took a lot of programmers by surprise with this one. An album with a lot of heart.

15. **RATCAT - Tingles EP** (Roo Art/Mercury)

Pure sonic bliss. Wait 'til the new album comes out!
"Hi-C's got it goin' on, but his curl is just too greasy..."

"Leave My Curl Alone"

The follow-up to the hit single

"I'm Not Your Puppet"

...DRIP

Executive producer
Steve Yano

Skanless (506) 233-1214
Available on Skanless records, compact discs and cassettes © 1991 Skanless Records
### Most Added

<table>
<thead>
<tr>
<th>RA</th>
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<td>1</td>
<td>BLACK SHEEP - The Choice Is Yours, U.N.E., Pass The 40 (Mercury)</td>
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<td>PUBLIC ENEMY - Can't Truss, Shut'em Down (Def Jam/RAL/Columbia)</td>
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<td>ICE CUBE - Steady Mobbin' (Priority)</td>
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<td>ED O.G &amp; DA BULLDOGS - Father To Your Child (PWL America/Mercury)</td>
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<td>ORGANIZED KONFUSION - Fudge Pudge, Sunshine (Hollywood BASIC)</td>
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<td>DIGITAL UNDERGROUND - Kiss You Back, Nose Job, Sons (Tommy Boy)</td>
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<td>A TRIBE CALLED QUEST - Check The Rhime (Jive)</td>
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<td>LEADERS OF THE NEW SCHOOL - International Zone Coaster (Elektra)</td>
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<td>POOR RIGHTEOUS TEACHERS - Shakyla (JRH), Easy Star (Profile)</td>
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<td>ULTRA MAGNETIC M.C.'S - Make It Happen (Mercury)</td>
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<td>11</td>
<td>U M.C.'s - Jive Talk, Grow, Never, Swing, Morals (Wild Pitch/EMI)</td>
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<td>NAUGHTY BY NATURE - Everything's Gonna Be Alright (Tommy Boy)</td>
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<td>PETE ROCK &amp; C.L. SMOOTH - The Creator (Elektra)</td>
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<td>WC &amp; THE MAAD CIRCLE - Fad, Damn Thing, Serenade (Priority)</td>
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<td>NICE &amp; SMOOTH - How To Flow (RAL/Columbia)</td>
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<td>DE LA SOUL - Millie Pulled A Pistol On Santa (Tommy Boy)</td>
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<td>QUEEN LATIFAH - Latifah's Had It Up 2 Here (Tommy Boy)</td>
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<td>3RD BASS - Portrait Of The Artist As A Hood (Def Jam/RAL/Columbia)</td>
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<td>MAIN SOURCE - Peace Is Not The Word (Wild Pitch/EMI)</td>
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<td>MARLEY MARL - Symphony Pt.II, Control (Cold Chillin'/Warner Bros.)</td>
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<td>2 KINGS IN A CIPHER - Kings Are People (Bahia Entertainment/RCA)</td>
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<td>BRAND NUBIAN - All For One (Elektra)</td>
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<td>RODNEY O - JOE COOLEY - Oldie But Goodie (Nastymix)</td>
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<td>CYPRESS HILL - Kill A Man, Pigs, Light, Pump (Ruffhouse/Columbia)</td>
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<td>CHUBB ROCK - Just The Two Of Us (Select)</td>
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<td>DEL THE FUNKEE HOMOSAPIEN - Mr. Bob Dobalina (Elektra)</td>
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<td>HOUSE PARTY 2 SOUNDTRACK - House Party 2 Soundtrack (MCA)</td>
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<td>STRICTLY BUSINESS SOUNDTRACK - Gran Puba, Eric B. (MCA)</td>
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<td>POWERRULE - The Way It Is, Rough Neck (Poetic Groove/Interscope)</td>
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<td>2 PAC - Trapped, My Homey (Interscope/EWA)</td>
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<td>ICE-T - Ricochet (Sire/Warner Bros.)</td>
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<td>SCARFACE - Mr. Scarface Is Back (Rap-A-Lot/Priority)</td>
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<td>33</td>
<td>M.C. LYTE - When In Love, Search, Take It Off (First Priority/Atlantic)</td>
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<td>2ND II NONE - Be True To Yourself (Profile)</td>
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<td>FU-SCHNICKENS - Ring The Alarm (Jive)</td>
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<td>DEF JEF - Here We Go Again (Delicious Vinyl/Island)</td>
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<td>PM DAWN - Watcher's, Adrift (Gee Street/Island/PLG)</td>
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<td>TUNG TWISTA - Mr. Tung Twista (Loud/Zoo Records)</td>
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<td>JAZ - Hypocritters (EMI)</td>
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<td>TIM DOG - Penicillin On Wax (Ruffhouse/Columbia)</td>
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### Top Tip

**M.C. LYTE**  
*(Poor Georgie)*  
*(First Priority/Atlantic Street)*  

Fourteen new stations are on the Lyte tip.

### Record to Watch

**KMD**  
*Nitty Gritty*  
*(Elektra)*  

Puba, Dres and Busta Rhymes joins the KMD crew for a tasteful year end outing. Eleven new adds this week.

### Chartbound

*Debuts in Chartbound*

- **D-NICE** - Time To Flow (Jive)
- **SHABBA RANKS** - The Jam (Epic)
- **TONE LOC** - Cool Hand Loc' (Delicious Vinyl)
- **BIZ MARKIE** - Toilet Stool Rap (Cold Chillin'/Reprise)

Dropped: #26-M.C. Lyte, #35-Del, #36-Geto Boys, #38-Raw Fusion.
NEW HIP HOP RELEASES by Brian A. Samson

FAT BOYS-Mack Daddy-(Ichiban)
They’re back! The Fat Boys take another swing at a comeback, and although Prince Markie D is absent on this project, their return is a notable one. You’ll be pleasantly surprised by this album, so don’t toss it in the circular file. There are plenty of tracks that will appeal to the skater urban side, and a few that even hard-core fans won’t want to pass up. Take a listen to “Gettin’ It Heavy,” “You’re Da Man,” and “Do—Source.” For an idea. The Fat Boys may have pulled off what many of their peers have been unable to accomplish, and that’s a successful comeback. Contact Ian at (404) 926-2774. Justin Berenbaum

EDITORIAL SHOUT OUTS
A big fatt fatt fat birthday shout out to my homie at HIT Magazine Darrell “Can’t Hang Wit Da 40oz” Lindsay. Darrell hit you at your home of 34 on Dec 9th, give him a shout out at (818) 301-7900...Another b-day shout out to On The Strength Promotion’s Jason Ricks. Jason, a graduate of Walker B. University, turns 29 on Dec 17th...Two of our Gavin radio correspondents have officially released their own regional Hip-Hop publications. KCSF-San Francisco’s David Paul has released his third issue of “The Bomb.” And WFCS-New Haven, CT’s Barry Wade has released his first issue of the “One Nut Network.” You can get your copy of “The Bomb” by contacting David Paul at (415) 826-4749, or “The One Nut Network” at (203) 338-0742. Gavin Seminar 1992 is scheduled for February 13-16. For showcase information please submit a tape and contact Michael Nixon at (213) 677-6363...Fat warm welcome shout out to Def America’s A&R/Rap Promotions Director Dan Chamas. Dan has made the move from the Big Apple to La La Land, and you can reach him at (818) 973-4545...The 1992 Gavin Award Nominee ballots will be sent out in two weeks. If you didn’t receive the initial ballot please contact me at the office for the 8 final nomination forms...Listed below is my top fifteen jamz of 1991, I had to stretch it to fifteen because there was just too many dukeydoypetyaing albums and singles to like...Don’t forget that we return to the office January 6, 1992, and will continue our Rap reports on Thursday January 9th, 9am-4pm. Until next year have a safe and happy holiday, remember peace, love, 40ozbluntz...Merry Christmas and a Happy New Year.

BRAIN’S ULTRA HYMNIFIC
TOP FIFTEEN JAMZ OF 1991

1. CYPRUS HILL - Cypress Hill (Ruff House/Columbia)
2. MAIN SOURCE - Live At The BBQ (Wild Pitch/EMI)
3. GETO BOYS - My Mind Playing Tricks (Ruffhouse/Universal)
4. A TRIBE CALLED QUEST - The Low End Theory (Jive)
5. BRAND NUBIANS - All For One (ELEKTRA)
6. NAUGHTY BY NATURE - Naughty By Nature (Tommy Boy)
7. BRAND NEW HEAVIES - Brand New Heavies (Delicious Vinyl)
8. ICE CUBE - Death Certificate (Priority)
9. JAZ - Ya Don’t Stop (EMI)
10. ED O.G. & DA BULLDOGS - I Gotta Have It (PLG/Poligram)
11. ORGANIZED KONFUSION - Organized Konfusion (Hollywood Basic)
12. BLACK SHEEP - A Wolf In Sheep’s Clothing (Mercury)
13. NICE & SMOOTH - Ain’t A Damn Thing... (Def Jam/Columbia)
14. GANG STAR - Step In The Arena (Chrysalis)
15. PUBLIC ENEMY - Apocalypse ‘91... (Def Jam/RAL/Columbia)

36
Too Legit To Give A Shit.

Sir Mix-a-Lot
"One Time's Got No Case"

The first single from the album Mack Daddy.
Two and a half million albums after Seattle's favorite son hit with "Posse On Broadway" and the anthems "My Hooptie" and "Beepers," the Boss is Back!

Programmed, Arranged, Mixed and Produced by Sir Mix-a-Lot
Music Co-Produced with Nate Fox
Available on 12", Cassette and CD's
Mack Daddy Available on Vinyl, Cassette and Compact discs
Cartel Representation: RICARDO FRAZER
The decade of the '90s actually began with 1991, the new century (and the
new millennium!) will begin on
January 1, 2001 (although probably most people will mark the turn of the century
when they enter the first year starting with a
"2"). If you aren't sure why this is, it's
because we count from 1 to 10, rather than
from 10 to 9, and the year that ends in a "1" is
the first year of the next "decade," or set of
ten years.

Now that we've straightened that out, how
did the new decade begin? Probably the
single most significant event was the col-
lapse of FM station values. In this column
several years ago, I pointed out that when
station values are set based on presumed
resale value rather than intrinsic ability of
the business to provide a return on investment,
the only profit in station ownership comes
from unloading the turkey on someone else
for more than you paid, as soon as possible—
and at some point buyers will say, "Sure, it
must be worth it, but I can't afford it" and the
whole bubble bursts. It happens over and
over again, in all businesses and investments,
and radio had its turn. The only surprise to
me was that it took so long; I predicted then
it would happen by the mid-eighties, so I
have to admit that I blew one. But when a
bubble bursts, the bigger it is when it goes,
the more damage is done—and this year
found many ownerships staggering under debt
they couldn't service, let alone repay, and in
many cases selling stations for half or less of
what they'd paid for them. More such sales
are still to come. Interestingly, this collapse in
FM seems to have taken AM prices down too,
and AM stations were already undervalued
compared to potential return on investment
In the last few months we've seen some very
desirable AM properties selling for little or
nothing. Those who recognize that at least
1/3 of the radio audience still tunes AM, and
gives that audience what it wants, will profit
handsomely by cherry-picking the best AM
facilities now at ridiculously depressed prices.
(FM stations are being sold for prices that at
least realistically reflect cash flow and earn-
ings, but relatively few FMs can yet be called
bargains.)

From a programming standpoint, notable in
1991 was the (cyclical) move away from Top
40 again. Stations are softening into "Hot
A/C" or changing format altogether, it seems.
There is, I believe, a viable niche in any market
for at least one Top 40 station, and a well-
programmed Top 40 will pull saleable adult
numbers as well as teens. But the key to Top
40 is and always has been to play all the
current hits, and not just the ones that suit the
preferred station "sound." So, many of those
abandoning the format (again) aren't really in
the format anyway, by this definition. (Top 40
does face its toughest music challenge in 40
years, though, in my opinion, in following this
principle in the instance of "rap," which adult
Top 40 listeners tend not only to dislike, but
don't even recognize as being music; the answer
probably remains careful selection and
dayparting, as it has been in the past with
other adult-antagonistic teen genres, such as
hard rock.)

In my recent conversations with program-
mers, an increasing concern has been the
deterioration of the cooperation and quality of
results in telephone call-out music research.
The problem seems to relate to the glut of
telemarketing activities, and the increasing
resistance by the consumer to any form of
unsolicited business telephone calls. I assume
this must be creating problems for Arbitron,
and for Birch as well. Some stations are
increasingly turning to their listener database
for music research; others are seeking entirely
new approaches. I've seen an ad for a new
company offering "music pre-testing" for Top
40; I have no idea how they do it, or how
accurate the results may be, but the concept is
feasible—I have been doing new music pre-
testing for radio and music business subscri-
ers for close to eight years in The Adult Con-
temporary Music Research Letter, and the tech-
nique I devised has proven very accurate. So
it can be done, and this may increasingly be a
direction to which stations turn.

Another notable programming trend in the
past year has been the resurgence of
Country as a mass-appeal format. Last time
around, over a decade ago, latecomers in the
format tried to appeal to a mass audience
with an "urban cowboy" approach, which
proved to be no more than a brief fad for the
pop-oriented listener, and the failure of many
of the new Country stations set the format
back a bit. This time the growth seems to
have been more evolutionary, and thus per-
haps more lasting. It still gives longtime
Country stations the problem of satisfying
both the new and the traditional country
listener, and in many markets that's being
done through stations programming signifi-
cantly different approaches. The stunning
sales of Garth Brooks' albums has really got-
ten the attention of many in radio who are
now taking Country more seriously than ever
before!

From a technical standpoint, the story of
1991 was the same as it was in 1990—Digital
Audio Broadcasting (DAB). From all the
attention it's getting, you would hardly
guess that not only is it still a few years off, but
the methodology to be used in transmitting it—
and even which bands will be used for it—are
still a long way from being decided. The
National Association of Broadcasters has been
favoring the use of a separate band—specific-
ally, the "L band" near 1500 MHz—but it
now appears the U.S. military will continue
to have priority over that band, and the much
higher "S band"—which many engineers fear
won't work well—will be the only span of
frequencies available for such use. Several
firms are hard at work on methods to permit
stations to simulcast with DAB transmitters
on the existing radio bands; it appears this
may be feasible on the FM band, but it's less
clear how practical it may be on the AM band,
and the NAB regards as unacceptable not
offering AM broadcasters digital transmis-
sion if FM is to have it. There's still lots to
work out. But DAB remains the top technical
topic as 1991 closes, as it was at the start of the
year.

Meantime, this fall the FCC ended ten years
of speculation by setting aside the ten chan-
nels of the new AM band extension (1610-
1700 kHz) to accommodate existing AM sta-
tions who are causing or receiving consid-
erable interference, in an effort to clean up the
AM band. Radio Shack is among the brand names already selling receivers tuning this extra band of frequencies into the stores. In 1991, the NAB's efforts with manufacturers to work out a standard for high fidelity AM receivers succeeded, resulting in realistic expectations of such superior receivers actually being made; and in fact Delco is already installing car radios meeting the new “AMAX” standard. AM broadcasters applauded this breakthrough, and many have been contributing commercial time to special promos, distributed by the NAB, educating the public to the potential of the new “AMAX” receivers. (My only reservation about these promos is that they strike me as all sounding like they are promoting a new brand of radio—“AMAX”—rather than a mark, signifying hi-fi AM reception, which any manufacturer can display; I hope this will be clarified in the second round of promos.)

As we celebrate the start of 1992, most broadcasters will have a simple hope for the new year—simpler than most of the issues raised here. Most will just be hoping for a resurgence in the economy! One more major trend that 1991’s weak economy gave us was the “Local Marketing Agreement (LMA), which has let healthy stations lease most of the air time of troubled ones for program duplication, or for presenting contrasting programming which they could sell in combination. This sort of agreement raises troublesome questions about concentration of media control, competition and diversity of listener choice, and whether a licensee has retained the legally required control over his/her own station. Both congress and the FCC are looking into these arrangements, and may change the rules under which LMAs operate. The current recession is probably also a major factor in the number of AM and FM stations relying largely or completely on satellite-distributed national programming passing 10% of all stations in the United States—not a happy figure for those of us who believe in the impact and influence of the locally-programmed station.

Let’s hold a good thought for economic recovery for us all, then, as we tear off the calendar page and start the new year!
### MOST ADDED

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Randy Travis</td>
<td>(Warner Bros.)</td>
</tr>
<tr>
<td>Suzy Bogguss</td>
<td>(Capitol Nashville)</td>
</tr>
<tr>
<td>Lorrie Morgan</td>
<td>(RCA)</td>
</tr>
<tr>
<td>Dwight Yoakam</td>
<td>(Reprise)</td>
</tr>
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</table>

### COUNTRY

<table>
<thead>
<tr>
<th>Chart Position</th>
<th>W</th>
<th>L</th>
<th>T</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>8</td>
<td>3</td>
<td>1</td>
<td>Collin Raye - Love, Me</td>
<td>(Epic)</td>
</tr>
<tr>
<td>2</td>
<td>6</td>
<td>5</td>
<td>2</td>
<td>Restless Heart - You Can Depend On Me</td>
<td>(RCA)</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>6</td>
<td>3</td>
<td>Steve Wariner - Leave Him Out Of This</td>
<td>(Arista)</td>
</tr>
<tr>
<td>4</td>
<td>10</td>
<td>6</td>
<td>4</td>
<td>Tanya Tucker - (Without You) What Do I Do With Me</td>
<td>(Capitol Nashville)</td>
</tr>
<tr>
<td>5</td>
<td>2</td>
<td>3</td>
<td>5</td>
<td>Vince Gill - Look At Us</td>
<td>(MCA)</td>
</tr>
<tr>
<td>6</td>
<td>13</td>
<td>8</td>
<td>6</td>
<td>Sammy Kershaw - Cadillac Style</td>
<td>(Mercury)</td>
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<tr>
<td>7</td>
<td>12</td>
<td>9</td>
<td>7</td>
<td>The Remingtons - A Long Time Ago</td>
<td>(BNA Entertainment)</td>
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<tr>
<td>8</td>
<td>16</td>
<td>11</td>
<td>8</td>
<td>Tracy Lawrence - Sticks And Stones</td>
<td>(Atlantic)</td>
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<tr>
<td>9</td>
<td>14</td>
<td>10</td>
<td>9</td>
<td>Mary-Chapin Carpenter - Going Out Tonight</td>
<td>(Columbia)</td>
</tr>
<tr>
<td>10</td>
<td>2</td>
<td>1</td>
<td>10</td>
<td>Brooks And Dunn - My Next Broken Heart</td>
<td>(Arista)</td>
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<tr>
<td>11</td>
<td>15</td>
<td>12</td>
<td>11</td>
<td>Hal Ketchum - I Know Where Love Lives</td>
<td>(Curb)</td>
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<td>12</td>
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<td>12</td>
<td>Mark Chesnutt - Broken Promise Land</td>
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<td>13</td>
<td>20</td>
<td>14</td>
<td>13</td>
<td>Doug Stone - A Jukebox With A Country Song</td>
<td>(Epic)</td>
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<td>14</td>
<td>22</td>
<td>16</td>
<td>14</td>
<td>Sawyer Brown - The Dirt Road</td>
<td>(Curb/Capitol)</td>
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<td>15</td>
<td>19</td>
<td>17</td>
<td>15</td>
<td>Kathy Mattea - Asking Us To Dance</td>
<td>(Mercury)</td>
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<td>16</td>
<td>30</td>
<td>20</td>
<td>16</td>
<td>Mark Collie - She's Never Comin' Back</td>
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<td>17</td>
<td>28</td>
<td>21</td>
<td>17</td>
<td>Ronnie Milsap - Turn That Radio On</td>
<td>(RCA)</td>
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<tr>
<td>18</td>
<td>29</td>
<td>22</td>
<td>18</td>
<td>Diamond Rio - Mama Don't Forget To Pray For Me</td>
<td>(Arista)</td>
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<tr>
<td>19</td>
<td>36</td>
<td>24</td>
<td>19</td>
<td>Travis Tritt w/Marty Stuart - The Whiskey Ain't Workin'</td>
<td>(W. Bros.)</td>
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<tr>
<td>20</td>
<td>32</td>
<td>23</td>
<td>20</td>
<td>Ricky Van Shelton - After The Lights Go Out</td>
<td>(Columbia)</td>
</tr>
<tr>
<td>21</td>
<td>26</td>
<td>21</td>
<td>21</td>
<td>Mike Reid - I'll Stop Loving You</td>
<td>(Columbia)</td>
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<tr>
<td>22</td>
<td>25</td>
<td>22</td>
<td>22</td>
<td>Pirates Of The Mississippi - Fighting For You</td>
<td>(Capitol Nashville)</td>
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<td>23</td>
<td>29</td>
<td>23</td>
<td>23</td>
<td>Lionel Cartwright - What Kind Of Fool</td>
<td>(MCA)</td>
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<tr>
<td>24</td>
<td>34</td>
<td>29</td>
<td>24</td>
<td>Pam Tills - Maybe It Was Memphis</td>
<td>(Arista)</td>
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<td>25</td>
<td>33</td>
<td>29</td>
<td>25</td>
<td>Charlie Daniels Band - Little Folks</td>
<td>(Epic)</td>
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<tr>
<td>26</td>
<td>1</td>
<td>7</td>
<td>26</td>
<td>George Strait - Chill Of An Early Fall</td>
<td>(MCA)</td>
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<tr>
<td>27</td>
<td>40</td>
<td>33</td>
<td>27</td>
<td>Kenny Rogers - If You Want To Find Love</td>
<td>(Reprise)</td>
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<tr>
<td>28</td>
<td>34</td>
<td>30</td>
<td>28</td>
<td>Paulette Carlson - I'll Start With You</td>
<td>(Capitol Nashville)</td>
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<tr>
<td>29</td>
<td>38</td>
<td>32</td>
<td>29</td>
<td>Paul Overstreet - If I Could Bottle This Up</td>
<td>(RCA)</td>
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<tr>
<td>30</td>
<td>34</td>
<td>30</td>
<td>30</td>
<td>Shelby Lynne - Don't Cross Your Heart</td>
<td>(Epic)</td>
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<tr>
<td>31</td>
<td>39</td>
<td>31</td>
<td>31</td>
<td>Joe Diffie - Is It Cold In Here</td>
<td>(Epic)</td>
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<tr>
<td>32</td>
<td>39</td>
<td>35</td>
<td>32</td>
<td>Tom Wopat - Back To The Well</td>
<td>(Epic)</td>
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<tr>
<td>33</td>
<td>38</td>
<td>33</td>
<td>33</td>
<td>Vern Gosdin - A Month Of Sundays</td>
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<tr>
<td>34</td>
<td>7</td>
<td>18</td>
<td>34</td>
<td>Reba McEntire - For My Broken Heart</td>
<td>(MCA)</td>
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<tr>
<td>35</td>
<td>40</td>
<td>35</td>
<td>35</td>
<td>Prairie Oyster - One Precious Love</td>
<td>(RCA)</td>
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<tr>
<td>36</td>
<td>-</td>
<td>36</td>
<td>36</td>
<td>Trisha Yearwood - That's What I Like About You</td>
<td>(MCA)</td>
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<tr>
<td>37</td>
<td>-</td>
<td>37</td>
<td>37</td>
<td>Keith Whitley - Somebody's Doing Me Right</td>
<td>(RCA)</td>
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<tr>
<td>38</td>
<td>-</td>
<td>38</td>
<td>38</td>
<td>John Anderson - Straight Tequila Night</td>
<td>(BNA Entertainment)</td>
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<tr>
<td>39</td>
<td>-</td>
<td>39</td>
<td>39</td>
<td>Marty Brown - Wildest Dreams</td>
<td>(MCA)</td>
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<tr>
<td>40</td>
<td>4</td>
<td>27</td>
<td>40</td>
<td>Billy Dean - You Don't Count The Cost</td>
<td>(Cap.Nashville/SBK)</td>
</tr>
</tbody>
</table>

### RECORD TO WATCH

- Tim Ryan - I Will Love You Anyhow
  - This song is catching on, with twenty-three more stations signing up this week. Ryan has sixty-eight believers in just two weeks.

### CHARTBOUND

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Randy Travis</td>
<td>Better Class Of Losers</td>
<td>(Warner Bros.)</td>
<td>145</td>
<td>99</td>
<td>—</td>
<td>17</td>
<td>29</td>
<td>11%</td>
<td>2</td>
</tr>
<tr>
<td>Lorrie Morgan</td>
<td>Except For Monday</td>
<td>(RCA)</td>
<td>135</td>
<td>82</td>
<td>—</td>
<td>11</td>
<td>42</td>
<td>8%</td>
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<tr>
<td>Suzy Bogguss</td>
<td>Outbound Plane</td>
<td>(Capitol Nashville)</td>
<td>128</td>
<td>84</td>
<td>—</td>
<td>5</td>
<td>39</td>
<td>3%</td>
<td>2</td>
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<tr>
<td>Dwight Yoakam</td>
<td>It Only Hurts When I Cry</td>
<td>(Reprise)</td>
<td>128</td>
<td>64</td>
<td>1</td>
<td>20</td>
<td>43</td>
<td>16%</td>
<td>2</td>
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</tbody>
</table>

Editor: Lisa Smith  
Assoc. Editor: Cyndi Hoelzle

Reports accepted Monday & Tuesday 8AM-4PM  
Station Reporting Phone: (415) 495-1990  
Gavin Fox: (415) 495-2580

www.americanradiohistory.com
Honored With 7 Of The Top 15 Spots

TOP OF THE TOPS!

Garth Brooks
Tanya Tucker
Billy Dean

Sawyer Brown

Garth Brooks
“The Thunder Rolls”
“Two Of A Kind”
“Rodeo”

Tanya Tucker
“Down To My Last Teardrop”

Billy Dean
“You Don’t Count The Cost”
“Somewhere In My Broken Heart”

Sawyer Brown
“The Walk”

CAPITOL NASHVILLE

Pirates Of The Mississippi
“Feed Jake”

Suzy Bogguss
“Someday Soon”

www.americanradiohistory.com
UP & COMING

Reports Add Weeks ARTIST TITLE LABEL
115 38 2 GREAT PLAINS - Faster Gun (Columbia)
110 22 4 CONWAY TWITTY - Who Did They Think He Was (MCA)
103 18 3 GEORGE JONES - She Loved A Lot In Her Time (MCA)
95 28 3 ALAN JACKSON - I Only Want You For Christmas (Arista)
87 66 1 * DAVID DANIEL - Fighting Fire With Fire (Mercury)
78 59 1 * RICKY SKAGGS - Same Old Love (Epic)
69 61 1 * PATTY LOVELESS - Jealous Bone (MCA)
68 23 2 TIM RYAN - I Will Love You Anyhow (Epic)
66 13 3 GARY MORRIS - One Fall Is All It Takes (Capitol Nashville)
55 15 3 MICHAEL WHITE - Professional Fool (Reprise)
54 17 2 RONNIE McDOWELL - When A Man Loves A Woman (Curb)
53 6 6 STATLER BROTHERS - Put It On The Card (Mercury)
37 4 4 THE MARCY BROTHERS - Why Not Tonight (Atlantic)
32 32 1 * EARL THOMAS CONLEY - Hard Days And Honky Tonk Nights (RCA)
31 31 1 * BILLY DEAN - Only The Wind (Cap Nashville/SBK)
30 6 2 CHRIS WALL - Hangin' Out (Rykodisc)
28 2 2 PAT SHEA - The Lord May Take Me (Mercury)
27 6 1 * WAYNE NEWTON - I Know So (Curb)
26 7 1 * CHRIS LeDOUX - Working Man's Dollar (Capitol Nashville)


NSIDE COUNTRY

#1 ONE YEAR AGO TODAY
GARTH BROOKS - Unanswered Prayers

#1 FIVE YEARS AGO TODAY
DON WILLIAMS - Then It's Love

#1 TEN YEARS AGO TODAY
GEORGE JONES - Still Doin' Fine

HAPPY HOLIDAYS... You're holding the last Gavin issue for 1991. We want to thank you all for your support this year, and wish you the happiest of holidays. We will be closed for three weeks, and will start taking your calls and faxes the week of January 6, 1992. Please be safe until we talk with you again.

CONGRATULATIONS are in order for this special issue, both to the artists that made our Top 100 chart for the year and to the Gavin Seminar for Media Professionals Award nominees. Our Top 100 chart is a compilation of the year's Gavin charts. The Gavin award finalists are determined by ballots sent to Gavin subscribers, stations that report to other trades and other music executives. The winners will be chosen by a special board of judges consisting of members of the radio and record community.

They will be announced at our awards banquet, held during the Gavin Seminar, February 13-15 in San Francisco. Please be on the lookout for the seminar registration materials which should accompany this issue. Any questions? Call us at (415) 495-1990.

STATION NEWS... Kory Scott has been promoted to MD and morning drive at KRJC-Eiko, NV... Pete Porter at WTSI will now be taking music calls on Mondays & Tuesdays from 1-3PM... WQSL-Frederick, MD raised a little less than $50,000 in their Christmas Cash For Kids promotion in just 69 hours. They and their FM (WZQ) suspended regular programming and solicited pledges 24 hours a day for three days... Tom Wopat is set to perform at WAXX-Eau Claire's Listeners Christmas Party. It will be a homecoming of sorts for Wopat, who is a native of Lodi, Wisconsin... The "E" for effort award goes to Harley Ripley and the folks at KFLG in Bullhead City, AZ. For their annual "Clothes For Kids" they collected 30,000 pounds of clothing and arranged for a local cleaner to wash them. Wouldn't you know, the cleaners backed out at the last minute and left KFLG with a lot of dirty laundry. Harley rallied the troops, and the whole staff gathered quarters and took over the town laundry to get the job done.

NEW RELEASES
by Lisa Smith & Cyndy Hoeltzle

BILLY DEAN - Only The Wind (Capitol Nashville/SBK)
Dean's expressive voice is perfect for this tender, pensive ballad.

PATTY LOVELESS - Jealous Bone (MCA)
This sounds like just what you're looking for—an uptempo song with grit and substance. It's a safe bet that Patty's got a hit on her hands.

DESSERT ROSE BAND - Twilight Is Gone (Curb/MCA)
Chris Hillman and the band's harmonies make this beautiful song very special. The mood is perfect for cold winter nights.

EARL THOMAS CONLEY - Hard Days And Honky Tonk Nights (RCA)
Earl Thomas puts on his honkytonking shoes for 2:20 minutes of hard-driving fun.

HIGHWAY 101 - Baby, I'm Missing You (Warners Bros.)
The new configuration of Highway 101 is battling three-for-three. This is another tune so catchy you can't help but sing along.

ALBUM CUTS

GARTH BROOKS - In Lonesome Dove/Against The Grain/Papa Loved Mama
ALABAMA - Born Country/Hats Off
REBA MCENTIRE - The Night The Lights Went Out In Georgia
BLACK TIE - Away In A Manger
JOHN DENVER - Potters Wheel
Yes, Virginia -
Take it from me. There is a Santa Claus.
Thanks to all of you for bringing me everything on my list.
### HIT FACTOR

**Country Research:** Lisa Smith/Elmo Greer/Cyndi Hoelzle

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artists</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor (%)</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOVE, ME (Epic)</td>
<td>Collin Raye</td>
<td>217</td>
<td></td>
<td>212</td>
<td>5</td>
<td></td>
<td>100%</td>
<td>10</td>
</tr>
<tr>
<td>YOU CAN DEPEND ON ME (RCA)</td>
<td>Restless Heart</td>
<td>217</td>
<td></td>
<td>207</td>
<td>9</td>
<td></td>
<td>99%</td>
<td>11</td>
</tr>
<tr>
<td>LEAVE HIM OUT OF THIS (Arista)</td>
<td>Steve Wariner</td>
<td>216</td>
<td>1</td>
<td>198</td>
<td>15</td>
<td>1</td>
<td>98%</td>
<td>3</td>
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<td>WITHOUT YOU (What Do I Do With Me) (Capitol Nashville)</td>
<td>Tanya Tucker</td>
<td>216</td>
<td>1</td>
<td>194</td>
<td>20</td>
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<tr>
<td>LOOK AT US (MCA)</td>
<td>Vince Gill</td>
<td>215</td>
<td></td>
<td>197</td>
<td>14</td>
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<td>CADILLAC STYLE (Mercury)</td>
<td>Sammy Kershaw</td>
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<td>1</td>
<td>178</td>
<td>33</td>
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<td>A LONG TIME AGO (BNA Entertainment)</td>
<td>The Remingtons</td>
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<td>STICKS AND STONES (Atlantic)</td>
<td>Tracy Lawrence</td>
<td>212</td>
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<td>145</td>
<td>68</td>
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<td>98%</td>
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<td>I'M NEXT BROKEN HEART (Arista)</td>
<td>Mary-Chapin Carpenter</td>
<td>199</td>
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<td>137</td>
<td>72</td>
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<td>LOVE LIVES (Curb)</td>
<td>Hal Ketchum</td>
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<td>123</td>
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<td>BROKEN PROMISE LAND (MCA)</td>
<td>Mark Chesnutt</td>
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<td>109</td>
<td>102</td>
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<td>98%</td>
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<tr>
<td>A JUKEBOX WITH A COUNTRY SONG (Epic)</td>
<td>Doug Stone</td>
<td>216</td>
<td>1</td>
<td>84</td>
<td>124</td>
<td>8</td>
<td>96%</td>
<td>7</td>
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<td>THE DIRT ROAD (Curb/Capitol)</td>
<td>Sawyer Brown</td>
<td>216</td>
<td></td>
<td>47</td>
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<td>9</td>
<td>95%</td>
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<td>ASKING US TO DANCE (Mercury)</td>
<td>Kathy Mattea</td>
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<td></td>
<td>77</td>
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<td>19</td>
<td>90%</td>
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<td>SHE'S NEVER COMIN' BACK (MCA)</td>
<td>Mark Collie</td>
<td>203</td>
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<td>51</td>
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<td>TURNS THAT RADIO ON (RCA)</td>
<td>Ronnie Milsap</td>
<td>214</td>
<td>3</td>
<td>19</td>
<td>174</td>
<td>18</td>
<td>90%</td>
<td>5</td>
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<td>MAMA DON'T FORGET TO PRAY FOR ME (Arista)</td>
<td>Diamond Rio</td>
<td>213</td>
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<td>165</td>
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<td>THE WHISKEY AIN'T WORKIN' (Warner Bros.)</td>
<td>Travis Tritt &amp; Marty Stuart</td>
<td>212</td>
<td>3</td>
<td>17</td>
<td>164</td>
<td>28</td>
<td>85%</td>
<td>5</td>
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<td>AFTER THE LIGHTS GO OUT (Columbia)</td>
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<td>214</td>
<td>6</td>
<td>14</td>
<td>154</td>
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<td>5</td>
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<td>I'LL STOP LOVING YOU (Columbia)</td>
<td>Mike Reid</td>
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<td>155</td>
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<td>Pirates of the Mississippi</td>
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<td>Lionel Cartwright</td>
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<td>MAYBE IT WAS MEMPHIS (Arista)</td>
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<td>16</td>
<td>1</td>
<td>126</td>
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<td>59%</td>
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<td>LITTLE FOLKS (Epic)</td>
<td>Charlie Daniels Band</td>
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<td>111</td>
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<td>CHIL OF AN EARLY FALL (MCA)</td>
<td>George Strait</td>
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<td></td>
<td>82</td>
<td>46</td>
<td>17</td>
<td>68%</td>
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<td>IF YOU WANT TO FIND LOVE (Reprise)</td>
<td>Kenny Rogers</td>
<td>195</td>
<td>13</td>
<td>3</td>
<td>111</td>
<td>68</td>
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<td>I'LL START WITH YOU (Capitol Nashville)</td>
<td>Paulette Carlson</td>
<td>200</td>
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<td>IF I COULD BOTTLE THIS UP (RCA)</td>
<td>Paul Overstreet</td>
<td>187</td>
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<td>58</td>
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<td>DON'T CROSS YOUR HEART (Epic)</td>
<td>Shelby Lynne</td>
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<td>IS IT COLD IN HERE (Epic)</td>
<td>Joe Diffie</td>
<td>200</td>
<td>26</td>
<td>1</td>
<td>91</td>
<td>82</td>
<td>46%</td>
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<td>BACK TO THE WELL (Epic)</td>
<td>Tom Wopat</td>
<td>162</td>
<td>10</td>
<td>2</td>
<td>88</td>
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<td>MONTH OF SUNDAYS (Columbia)</td>
<td>Vern Gosdin</td>
<td>163</td>
<td>13</td>
<td>1</td>
<td>81</td>
<td>68</td>
<td>50%</td>
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<td>MY BROKEN HEART (MCA)</td>
<td>Reba McEntire</td>
<td>118</td>
<td>1</td>
<td>49</td>
<td>44</td>
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<td>ONE PRECIOUS LOVE (RCA)</td>
<td>Prairie Oyster</td>
<td>153</td>
<td>15</td>
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<td>58</td>
<td>79</td>
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<td>THAT'S WHAT I LIKE ABOUT YOU (MCA)</td>
<td>Trisha Yearwood</td>
<td>178</td>
<td>62</td>
<td>1</td>
<td>45</td>
<td>70</td>
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<td>SOMEBODY'S DOING ME RIGHT (RCA)</td>
<td>Keith Whitley</td>
<td>154</td>
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<td>43</td>
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<td>STRAIGHT TEQUILA NIGHT (BNA Entertainment)</td>
<td>John Anderson</td>
<td>146</td>
<td>58</td>
<td>1</td>
<td>26</td>
<td>61</td>
<td>18%</td>
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<td>WILDEST DREAMS (MCA)</td>
<td>Marty Brown</td>
<td>101</td>
<td>9</td>
<td>2</td>
<td>36</td>
<td>54</td>
<td>37%</td>
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<td>YOU DON'T COUNT THE COST (Cap Nashville/SBK)</td>
<td>Billy Dean</td>
<td>84</td>
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<td>2</td>
<td>38</td>
<td>22</td>
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</table>

**TOP SELLING ALBUMS**

1. Garth Brooks - Ropin' the Wind (Capitol Nashville)
2. Reba McEntire - For My Broken Heart (MCA)
3. Garth Brooks - No Fences (Capitol Nashville)
4. Travis Tritt - It's All About To Change (Warner Bros.)
5. Trisha Yearwood - Trisha Yearwood (MCA)
6. Vince Gill - Pocket Full Of Gold (MCA)
7. Alabama - Greatest Hits, Volume II (RCA)
8. Garth Brooks - Garth Brooks (Capitol Nashville)
9. Alan Jackson - Don't Rock The Jukebox (Arista)
10. Randy Travis - High Lonesome (Warner Bros.)

**TOP TEN VIDEOS**

1. Hal Ketchum - I Know Where Love Lives (Curb)
2. Sawyer Brown - The Dirt Road (Curb/Capitol)
3. Mark Collie - She's Never Coming Back (MCA)
4. Sammy Kershaw - Cadillac Style (Mercury)
5. Travis Tritt/Marty Stuart - The Whiskey... (Warner Bros.)
6. Pirates of the Mississippi - Fighting For You (Capitol Nashville)
7. Diamond Rio - Mama Don't Forget To Pray For Me (Arista)
8. Collin Raye - Love, Me (Epic)
9. Steve Wariner - Leave Him Out Of This (Arista)
10. Doug Stone - A Jukebox With A Country Song (Epic)

Based on correspondents' research
Thank You Radio
For 12 #1 Singles
In 1991

&

Thank You For The Following Gavin Nominations!

Label Of The Year

Country Promotion
Vice President Of The Year
Shelia Shipley

Country National Promotion Director Of The Year
Scott Borchetta

Country Regional/Secondary Promotion Manager Of The Year
Rosey Fitchpatrick

Happy Holidays From All Of Us At MCA
The Hot, New Indie
Great New Jazz!

Exciting New Jazz With Brazilian Flair
(CD 79504)

New York's Hottest Alto Sax Player
(CD 79506)

The Unparalleled Jazz Pianist
(CD 79508)

Elegantly Beautiful Jazz!
(CD 79502)

Enchanting New Instrumental Music

For those of you who are playing these recordings, thanks. For those of you who would like to play them, but do not have them, please contact:

Promotion: Hotline Promotions
Marketing: Bullet Marketing
RAY ANDERSON - Wishbone
(Enja)
Ray is this year's thriller. We think that, as a character onstage, he's an actor in the tradition of Tom Waits and John Lurie. He's naturally comedic, wonderfully uncompromising, yet splendidly appealing right down to his crazy vested attire. In addition to being totally soulful, Ray is one of the finest technicians we've ever seen with a horn. He challenges us no end.

CHARLIE HADEN & THE LIBERATION MUSIC ORCHESTRA - Dream Keeper (Blue Note)
Haden/Bley Liberation collaborations come out once every few years. Ballad Of The Fallen was five stars, and so is this masterpiece. Its power and passion is only matched by its impressive lineup of players and sterling charts and arrangements. Favorite track of the year is LMO's "Rabo De Nube" (alongside David Murray's "Valley Talk").

WYNTON MARSALIS - Soul Gestures In Southern Blue Vol. 1-3 (Columbia)
Okay, we still don't read the liner notes and, yes, Wynton is a very opinionated guy. This triple disc set was a bold experiment that could have easily been an overindulgent disaster, but instead, it made pure Wynton believers out of us, right down to our toenails. Everybody outside of Jazz/AA gasped when Guns N' Roses came out with the double set Use Your Illusion. Hell, Wynton did them one better with very little fuss. Like they say on Wayne's World: "Excellent!"

continued on page 52
New Music For The Holidays

From Windham Hill

Tuck Andress
"Hymns, Carols And Songs About Snow"

Modern Mandolin Quartet
Tchaikovsky, Nutcracker Suite

www.americanradiohistory.com
**MOST ADDED**

1. **KISS MY AXE - AL DI MEOLA**
   (TOMATO/MEA BLUEMOON)

2. **HE IS CHRISTMAS - TAKE 6**
   (REPRISE)

3. **SHEPHERD MOONS - ENYA**
   (REPRISE)

4. **CAN'T GET THROUGH - CORNELL DUNFRE**
   (AMAZING)

5. **PACIFIC COAST HIGHWAY - CHRISTOPHER FRANK**
   (PRIVATE MUSIC)

6. **GRP CHRISTMAS COLLECTION VOLUME II**
   (GRP)

**TOP TIP**

**ONAJE ALLAN GUMBS**

DARE TO DREAM (MCA)

**MARCOS LOYA**

LOVE IS THE REASON (SPINDLETOP)

Last week's Most Added pair converts nicely to chart status. Gumbs debuts highest at #38. Loya bows at #42.

**RECORD TO WATCH**

**AL DI MEOLA**

Kiss My Axe

(TOMATO/MEA BLUEMOON)

Adds on Al’s electric effort include CD101, KCIC, KKNX, WLOQ, KQPT, WNWW, KNXK, KWSV, WMGl, KJES, WFAE and more!

Co-Editors: Keith Zimmerman/Kent Zimmerman

---

**CHARTBOUND**

* Debuts in chartbound

**AL DI MEOLA (TOMATO/MEA BLUEMOON)**

**LETTRU, SPRAGUE & SHAPIRO (NOVA)**

UNIVERSE featuring DEXTER WANSEL (PHIL INT'L/200)

CHARNETT MOFFETT (MANHATTAN)

ALEX MURZYN (KAMEI)

DAVID LANZ (NARADA)

**DEEMS (NASTY MIX)**

**TAKE 6 (REPRISE)**

**ORUC (ATLANTIC)**

**PROCOL HARUM (ZOO)**

**PETER GORDON (POSITIVE MUSIC)**

**CORNELL DUNFRE (AMAZING)**

**MARY BLACK (CURB)**

**GERALD ALBRIGHT (ATLANTIC)**

#47 Sadao Watanabe, #48 David Wilcox, George Winston.

---

Reports accepted Thursday only 9AM-3PM
HAPPY HOLIDAYS & BEST WISHES FOR A WONDERFUL NEW YEAR.

Thank you Gavin Reporters for your support throughout the year.
MIKE STERN - Odds Or Evens (Atlantic)
This is the wild guitar album from the Stern man that we've been waiting for for years. It took a great producer like Jim Beard to turn the corner and help Mike Stern come out of the woods with the goods. Love its edge and the crazy compositional twists and turns.

FRED HERSCH GROUP - Forward Motion (Chesky)
It's difficult to explain the magnificent appeal here. On the surface it could be termed as a bit dry. Yet we kept going back for repeated listening until it became apparent that Forward Motion has real magical moments in its bytes.

BARBARA DENNERLEIN - Hot Stuff (Enja)
Dennerlein’s Hot Stuff is the velvet fist in the iron glove. Bley, Rosnes, Dennerlein and Rekmer and countless other female giants in Jazz know no bounds in their creativity.

WOLFGANG MUTHSPIEL - The Promise (Antilles/Island/PLG)
Another wailing guitar album. This year Bob Berg seems to shine when he smokes OP’s on other people’s records. The Promise sounds like it should have been the best ECM album of the year. Muthspiel is always crispy and fresh.

BILLY CHILD - His April Touch (Windham Hill jazz)
His April Touch is Billy’s breakthrough release. The playing, mostly a tribute to his late father, is downright lethal. The overall sound canvas is very modern but caring in its preservation of the traditional acoustic genre.

THE HARPER BROTHERS - Artistry (Verve/PolyGram)
As the Harpers’ band approach seasons and matures, Philip and Winard battle with ballads, adding to their repertoire of get-down Bop and swing. The three horn front for the Harper’s on stage sound is totally boss. One night they co-billed with Terence Blanchard and the night was on fire. They are always the first “young” Jazz band that we suggest to unsuspecting older Jazz fans.

DAVID SANBORN - another Hand (Elektra Musician)
Sanborn, our Jazz Anniversary Cover Guy, this year proves that he can custom make a record true to Zimmermen taste. Love his inclusion of Charlie Haden’s big but bass sound and the arresting cover version of the Velvet Underground’s “Jesus.” Even Alternative Adult stations couldn’t ignore this outside gem.

THE ZIMMERMEN’S TOP TEN FAVORITE ADULT ALTERNATIVE DISCS OF 1991

OSTEIN SEVAG - Close Your Eyes And See (Music West)
Sevag is a Norwegian studio whiz who virtually came out of nowhere. He has plenty of ommph, edge and power, and some key musicians are now starting to pick up on his peripheral talents as a mixer and producer. The scary thing is that he is a master of That Close Your Eyes And See is, it’s a way out of date in light of what is on the horizon. We heard a crude cassette of some unfinished stuff some months back. It was awesome. Sevag is one of those rare progressives with a super hip perspective.

CHRIS REA - Auberge (Ato)
The “older” listener is alive and well all over the world, and it was proven by Chris Rea’s success. Just one step from calling it quits and opening an Italian eatery, Rea dug in and continues as the consistent purveyor of near perfect recordings. He’s relaxed yet moody, visceral but gentle, grizzled but fresh in outlook and attitude, poetically vivid, and a groovin’ guitar player.

AARON NEVILLE - Warm Your Heart (A&M)
Linda Ronstadt’s inspiration makes all the difference here. You get the feeling that secretly Aaron Neville wouldn’t mind being another Johnny Mathis. He could sing a restaurant menu and keep us enthralled. The spare production approach was ingenious. Warm Your Heart was five formats deep in airplay appeal.

BELA FLECK & THE FLECKTONES - Flight Of The Cosmic Hippo (Warner Bros.)
We wish we had a c-note for every non-industry person that raves about this band when the topic of music comes up. FOTCH has that witty brand of Americana that impresses us that one day Bela and the boys will hit the top spot and show everybody that America loves odd time signatures and daredevil virtuosity.

SADAO WATANABE - Sweet Deal (Elektra)
Sadao puts out his finest since the beautiful Elis. Call this one a Zimmermen guilty pleasure. It’s slick and commercial, but Watanabe’s lyrical woodwind style preserves the lost art of just playing pretty tunes as straight as possible.

FOURPLAY - Fourplay (Warner Bros.)
Sure, this all-star four-piece seems automatic. The synergy that exists between Bob James and company will make even the most cynical types admit that Fourplay has all the bases covered. Grand slam style.

JENNIFER ROBIN - Fish Up A Tree (Denon)
Here’s an off the wall selection from a folksinger/librarian. Jennifer Robin is on to something with her combination acoustic Jazz and professional folk stance. She took chances and a few key stations have hung on with Fish Up A Tree for a long while—and justifiably so.

PETE BARDENS - Water Colors (Miramar)
We like the melodic, rock-influenced moments. Even the vocal tracks aren’t that bad. Bardens seems to be doing the best job of carrying the legacy of Art Rock to commercial AA airwaves.

WILLIAM ORBIT - Strange Cargo 2 (No Speak/IRS)
Studio mix master William Orbit will take you as far out as you want to go on Strange Cargo 2. While much more minimal than Sevag, Orbit proves that AA synth instrumentalists needn’t be wimpy Birkenstock types.

BILLY JOE WALKER - The Walk (Geffen)
While not as edgy as his fine Painting Music, Billy Joe is really making headway with his solo career. You get the feeling that with his focused attitude, BJW will bring us many more fine releases through this final decade of the millennium.
## MOST ADDED

1. "KING'S HIGHWAY" - TOM PETTY & THE HEARTBREAKERS (MCA)
2. "THE SHOW MUST GO ON" - QUEEN (Hollywood)
3. "BREATHE DEEPLY NOW" - THIS PICTURE (Dedicated/RCA)
4. "I CAN'T DANCE" - GENESIS (Atlantic)
5. "LEVON" - JON BON JOVI (Polydor/PLG)
6. KEITH RICHARDS & THE X-PENSIVE WINDS (Virgin)

## ALBUM

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## RECORD TO WATCH

**THIS PICTURE**

- "BREATHE DEEPLY NOW" (Dedicated/RCA)
- Hailing from Bath, England, This Picture shows up as this week's third Most Added

**Top Tip**

TESLA

"CALL IT WANT YOU WANT" (Geffen)

HENRY LEE SUMMER

"TURN IT UP" (Epix/Accord)

Two handsome end of the year moves. Tesla rebounds 29-22 while Henry Lee Summer bounces back 41-27.

## CHARTBOUND

*Debuts in chartbound

- CRASH TEST DUMMIES (Arista) "ANDROGENOUS"
- ZZ TOP (Warner Bros.) "BURGER"
- JERRY GARCIA BAND (Arista) "MIRACLE"
- ROD STEWART (Warner Bros.) "ARROW"
- WEBB WILDER (Zoo) "TOUGH"

Dropped: #38 Drivin' N' Cryin', #44 Bruce Cockburn, Noiseworks.
"Tis the season to assess not only the damage of a tumultuous 1991, but all of the best music of the year. All in all it's been a great twelve months, and certainly a successful year for Gavin. It's also been a tug of war and peace. Elsewhere in this week's issue you've seen our tabulated Top 100 computer charts. Now here's the chart from the heart. As is customary, I found it necessary to separate albums from trax, resulting in two separate lists. So here goes...

1. Dire Straits - On Every Street (Warner Bros.)
This pick is strictly based on laser beam time. Some of the critics groused about the content. I thought Mark Knopfler's stylistic bumbling around was a big plus, just the ticket for the eclectic household who likes to rock, pop and fizz.

2. Toni Childs - House Of Hope (A&M)
Probably not as big as her debut, Union, but I tend to go for off-the-path follow-ups. After hearing this as Sonic Cinema and then seeing a piece of it interpreted by Ridley Scott during "Thelma & Louise," the results stand up admirably. A lot like Robbie Robertson's debut.

3. James McMurtry - Candyland (Columbia)
Surfacing in May then put off and put out until James missed the 1991 deadline. McMurtry is certainly the best young songwriter around (alongside Kevin Welch) who has yet to receive his due. Hey James, add a couple of acoustic songs to the ten you've already got and it's lights out.

4. Primal Scream - Screamdelica (Sire/Warner Bros.)
If you push on the envelope, if you try something new, if you throw away the rule book...blah blah blah. A band that could be playing it safe and glamorous like every other Euro trendie doesn't.

5. John Mellencamp - Whenever We Wanted (Mercury)
I've heard John more fired-up, but that's okay. What counts are the gravel-and-guts tones. The Stones meet Booker T. & the MG's.

6. Robbie Robertson - Storyville (Geffen)
Certainly not yer basic "pickin' and a-singin'" album. After his beautiful debut, Robbie focuses in a little and puts together a wonderful travelogue. That's what a Robbie Robertson puts together. After listening, you feel as if you've been somewhere. As Robbie himself concedes, this is a final chapter. What comes next will be the real mutha.

7. Neil Young & Crazy Horse - Weld/Arc (Reprise)
The latest and greatest in live albums. Sharing the bill with Sonic Youth, Neil had to rock for all he was worth in the free world. And he did.

8. Peter Himmelman - From Strength To Strength (Epic)
After three "band" albums, out of necessity, Peter scaled down the production so that it matches his acoustic personality as well as his talent as an ensemble leader. It worked!

9. Lenny Kravitz - Mama Said (Virgin)
He lost Lisa Bonet and gained his musical soul. Mama Said, like a lot on this list, is a magnificent rule-buster.

10. Danny Gatton - 88 Elmira St. (Elektra)
Included because I still can't believe Album Radio hasn't jumped on this guitar maniac. He can play it all. Wait 'til he hits your town and tears it up in person. Somebody ought to just showcase the guy at the Gavin Seminar and finally set the record straight.

11. Living With The Law - Chris Whitley (Columbia)
Took a while for me to get the whole picture. Then I saw him play in the flesh and that was it. Plus the guy rolls a mean cigarette one-handed! Another Thelma & Louise success story. Line of the year is the one about convict love on the title track.

12. Lloyd Cole - Don't Get Weird On Me Baby (Capitol)
Included here only because of side two, those beautiful moments with orchestral arranger Paul Buckmaster.
As we head toward the end of the year and a much deserved break, I'd like to wish you all the best in the holiday season—whatever your particular holiday may be. I'll talk to you in the New Year—January 6 and 7, specifically.

Last week, Seana and I were in Los Angeles to check out CARTER THE UNSTOPPABLE SEX MACHINE and EMF. After a rockin' show, we headed to a trendy bar (O.K., I forget the name) to help former Chrysalis staffer JERRY RUBINO drown his sorrows and to help KUKQ's JONATHAN L. celebrate his birthday. This, by the way, was done in no particular order.

Anyway, we were discussing TEENAGE FANCLUB's fabbo song, "What You Do To Me," when JON LESHAY spied none other than DAVID SOUL (remember Starsky & Hutch?) sitting in the corner. After several aborted attempts to persuade our fine group to start a rousing chorus of "Don't Give Up On Us, Baby," JETSON did the only sensible thing and got up and said hello. Once he starts talking, David Soul is hard to shut up. Anyway, the moral of the story is, Leshay and Jetson gave him their business cards and promised to put him on the guest list for Jackson Browne and Jethro Tull. And MARK KATES picked up the tab.

The next night, JACK ISQUITH, Leshay and KROQ's LEWIS LARGENT could be seen at the Forum, watching their close, personal friend PAULA ABDUL. And yes, it was "straight up."

In the wake of massive layoffs, here's a bit of good news—GLENN BOOTHE, formerly with Island Records, has found a new home at Sony Music.

GIANA BERADINI at ALIAS would like me to tell you that the label has just signed YO LA TENGO, and the new album will be out in February.

After a staggering 2 months at number one with NIRVANA, another DGC artist moves into the number one spot—TEENAGE FANCLUB! Waaaaahooooo!

Red Hot Chili Pepper Anthony K. stopped by WDRE recently and Warner Bros.' Paul V. was there to capture the moment on film. L-R are the "V-Man", WDRE's Robert Greenebaum and Malibu Sue, and Anthony "let me lick your love pump" Kiedis.

Some people we know couldn't wait Until The End Of The World

Talking Heads
"Sax And Violins"

an introduction to
Music From The Motion Picture Soundtrack
"Until The End Of The World"
A Film By Wim Wenders

with 18 other brilliant new tracks by similar international bohemian types
"Sax And Violins" produced by Steve Lillywhite and Talking Heads

Management: Gary Kurfirst/Overland Productions

© 1991 Warner Bros. Records Inc. No, this one wasn't on the import copy.
MOST ADDED

1. SOUNDTRACK - UNTIL THE END OF THE WORLD (WARNER BROS.)
2. "OPERATION SPIRIT" - LIVE (RADIO ACTIVE)
3. "COLD COLD HEART" - MIDGE URE (RCA)
4. "BREATHE DEEPLY" - THIS PICTURE (DEDICATED/RCA)
5. 0+2=1 - NOMENANSO (ALTERNATIVE TENTACLES)

TOP TIP

THE CRAMPS
LOOK MOM NO HEAD (RESTLESS)

Look mom—debut 31!

COMMERCIAL RECORD TO WATCH

UNTIL THE END OF THE WORLD
SOUNDTRACK (WARNER BROS.)

Commercial stations can opt for tracks by Lou Reed, Talking Heads, U2 and/or R.E.M. ...

COLLEGE RECORD TO WATCH

UNTIL THE END OF THE WORLD
SOUNDTRACK (WARNER BROS.)

...While College stations get behind offerings from Nick Cave, Crime & The City Solution, etc.

Editor: Linda Ryon

ALTERNATIVE

2W  LW  TW

14  8  1  TEENAGE FANCLUB - Star Sign, What, Concept, December, Metal (DGC)
  1  2  1  U2 - Ways, Ride, Fly, Real, End, Ultraviolet (Island/PLG)
  3  4  1  NIRVANA - Smells, Come, Bloom, Something, Drain, Pissings (DGC)
  4  1  1  PIXIES - Letter, Head, Motorway, Subbaculcha (4 A D/Elektra)
  5  3  1  PRIMAL SCREAM - Movin' On Up, Higher, Shine, Slip, Fight (Sire/Warner Bros.)
  6  6  1  SWERVEDRIVER - Rave, Pile-Up, Feel, Son (A&M)
  7  7  1  MATTHEW SWEET - Divine, Waiting, Winona (Zoo)
  8  9  1  THE DYLANs - Planet, Weather, Mary, Godlike (Beggars Banquet/RCA)
  9  10 9  I'M YOUR FAN COMPILATION - McCulloch, R.E.M., Pixies, L.Cole (Atlantic)
  10  4  1  RED HOT CHILI PEPPERS - Give, Suck, Bridge, Greeting (Warner Bros.)
  11  8  1  DRAMARAMA - Haven't (Chameleon/Elektra)
  12  13 13  MY BLOODY VALENTINE - Shallow, Soon, Sleep (Sire/Warner Bros.)
  14  13 12  UNTIL - Nothing Natural (4-AD/Reprise)
  15  14 10  THE OCEAN BLUE - Cerulean, Ballerina (Reprise)
  16  8  1  BILLY BRAGG - Sexuality, Accident, Mother, Neighbourhood (Elektra)
  17  15 11  MINISTRY - Jesus Built My Hot Rod (Sire/Warner Bros.)
  18  8  1  ENYA - Shepherd Moons (Reprise)
  19  17 12  ERASURE - Chorus, Love (Sire/Reprise)
  20  8  1  SHAMEN - Mountain, Hyperreal, Make (Epic)
  21  20 15  MC 900 FT. JESUS - Killer, Heaven, Spirits (Nettwerk/IRS)
  22  21 11  CURVE - Frozen, Coast (Charisma)
  23  21 19  TEXAS - In My Heart, Return (Mercury)
  24  31 23  LLOYD COLE - Sister, Girl, Tell, Weep, Half, Man (Capitol)
  25  24 21  CHAPTERHOUSE - Mesmerise, Precious (Dedicated/RCA)
  26  24 21  BLUR - Bang, There's, Together, Bad, Know, High (Food/SBK)
  27  26 21  THIS PICTURE - Breathe, Naked, Tree (Dedicated/RCA)
  28  29 27  INXS - Shining Star (Atlantic)
  29  28 28  BRUCE COCKBURN - A Dream Like Mine (Columbia)
  30  28 29  CARTER THE UNSTOPPABLE SEX MACHINE - Anytime (Chrysalis)
  31  28 24  TWO ROOMS/ELTON & BERNIE - Who, Bush, Bon Jovi (Polydor/PLG)
  32  33 33  THE CRAMPS - Eyeball (Restless)
  33  32 30  ROBYN HITCHCOCK - Think, Ultra, Oceanside, Child (A&M)
  34  38 30  TOP - Dominator, Buzzin', Magic (Island/PLG)
  35  34 33  POI DOG PONDIE - Jack Ass Ginger (Texas Hotel/Columbia)
  36  35 32  COCTEAU TWINS - Iceblink, Cherry, Pitch, Ring (4-AD/Capitol)
  37  36 32  URBAN DANCE SQUAD - Bureaucrat (Arista)
  38  36 32  SMASHING PUMPKINS - Rhinoceros, Siva, Daydream (Caroline)
  39  38 32  SOUNDGARDEN - Outsined, Jesus (A&M)
  40  39 37  WIR - So And Slow, Cows (Mute/Elektra)
  41  39 38  DINOSAUR JR. - Whatever's (Sire/Warner Bros.)
  42  41 33  NITZER EBB - Give, Family (Geffen)
  43  42 34  SUPERCHUNK - Skip Steps, Cast, Punch (Matador)
  44  43 38  THE HYPNOTICS - Shakedown (Beggars Banquet/RCA)
  45  44 38  BLUE AEROPLANES - World, Bubble, Fun (Chrysalis/Ensign)
  46  45 38  VELVET CRUSH - Ash (Ringers Lactate)
  47  46 38  VOICE OF THE BEEHIVE - Monsters, Think, Adonis, Just (London/PLG)
  48  47 38  PUBLIC ENEMY - Can't Truss, Shut'em Down (Def Jam/RAL/Columbia)
  49  48 38  SINGLE GUN THEORY - From A Million Miles (Nettwerk/IRS)
  50  49 38  TOAD THE WET SPROCKET - Hold (Abe's/Columbia)

CHARTBOUND

TOAD THE WET SPROCKET - "HOLD HER DOWN" (COLUMBIA)
THE NYMPHS - THE NYMPHS (DGC)
MOOSE - SONNY & SAM EP (VIRGIN)
THE BEST KISSERS IN THE WORLD - BEST KISSERS... (SUB POP)

Dropped: #37 Golden
Palominos, #42 They Might
Be Giants, #43 Fugazi, #49
Robbie Robertson.
I know what you’re thinking, ‘Why would a non-gospel label be writing me a memo?’ Well, unconventional is our byword here at Elektra and besides, what with Soundscan and BDS, you’re as good a contact as anyone.

First off on a personal note, for as much as you had something to do with it, thank you for Nirvana. Of course, you put them on the wrong label, but I’m bigger than to hold a grudge against the Almighty. Secondly, and this is why I’m writing at this time, I wanted to bring you up-to-date on some of our current projects and make you aware of a couple coming in 1992. (By the way, I realize that you are all-knowing, but even the omniscient don’t always have the time to listen to all the product that comes out nowadays.)

BILLY BRAGG and THE PIXIES are presently touring in support of their biggest (please excuse my use of such relative terms, your immenseness) releases to date. The second singles, “You Woke Up My Neighbourhood” and “Head On” respectively, have been extremely well received by radio and MTV. THE PIXIES recently played a very definitely plugged-in set on a special 120 Minutes, which is sure to be repeated frequently. Our current newcomers, SCATTERBRAIN and DRAMARAMA (on Chameleon, you should be receiving a letter and a special something from Bill Berger under separate cover) are both performing as superbly as their previous independent successes had led us to expect. SCATTERBRAIN is taking their Scamboogery to the people, live and in-sane, and DRAMARAMA’s Vinyl is a rock ‘n’ roll reinvention worthy of the title.

Early in 1992 we’ll be releasing new music from THE SUGARCUBES and THEY MIGHT BE GIANTS. Both albums show evidence of divine inspiration, so I’m sure you’re already somewhat familiar with them.

In closing I’d just like to let you know I appreciate all your support and if there’s anything I can do for you, some back catalog or concert tickets perhaps, please don’t hesitate to, um, get in touch.

P.S. As we would like to start servicing you on a more consistent basis, please let us know which configuration you prefer. Also, knowing what tipsheets you read could really help us save a few bucks. Thanks again.
<table>
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<tr>
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<td>27. DIRE STRAITS - The Bug, Heavy Fuel, Calling Elvis (Warner Bros.)</td>
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<td>28. REV. HORTON HEAT - (Sub Pop)</td>
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<td>30. CLIFFS OF DODNEEN - Through An Open Window (Critique/BMG)</td>
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### PLAYING ON

- CRSG
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- KEDG
- KORG
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- KRUX
- KSJS
- KUDE
- KUPS
- KWTR
- WAYN
- WCBN
- WCWS
- WEIU
- WFSE
- WICB
- WKSU
- WLRU
- WMTU
- WNAZ

### "I'd Love to Change the World"
the new track from the debut album Sister Red.
PERSONAL PICKS

SINGLES by Dave Sholin

THIS PICTURE - Naked Rain (Dedicated / RCA)
Labels like Alternative, Top 40, Rock just don't stick when attempting to define this release. Surface to say, here's a totally fresh sound that's bound to excite listeners starved for the extraordinary. A four-member outfit from Bath, England led by vocalist Simon Byr, they were discovered by Peter Gabriel. Gavin's Alternative Editor Linda Ryan, who traveled to London in July, caught their act and was "blown away." Good news for those who want to catch 'em live—they'll be playing in town during the Gavin Seminar in February.

Based on absolutely no research whatsoever, here are Dave and Annette's completely subjective personal Top Ten songs of the year.

DAVE'S LIST

(1) LONDONBEAT - I've Been Thinking About You (Radioactive)
(2) COLOR ME BADD - I Wanna Sex You Up (Giant / Reprise)
(3) BRYAN ADAMS - (Everything I Do) I Do It For You (A&M / Morgan Creek)
(4) R.E.M. - Losing My Religion (Warner Bros.)
(5) EMF - Unbelievable (EMI)
(6) MARKY MARK AND THE FUNKY BUNCH - Good Vibrations (Interscope / EWA)
(7) BOYZ II MEN - It's So Hard To Say Goodbye To Yesterday (Motown)
(8) PRINCE AND THE N.P.G. - Cream (Paisley Park / Warner Bros.)
(9) BLACK CROWES - Hard To Handle (Atlantic)
(10) MARC COHN - Walking In Memphis (Atlantic)

ANNETTE'S LIST

(1) NATALIE COLE with NAT "KING" COLE - Unforgettable (Elektra)
(2) TONY TERRY - With You (Epic)
(3) COLOR ME BADD - I Wanna Sex You Up (Giant / Reprise)
(4) MICHAEL BOLTON - Love Is A Wonderful Thing (Columbia)
(5) TRISHA YEARWOOD - She's In Love With The Boy (MCA)
(6) KARYN WHITE - Romantic (Warner Bros.)
(7) BILLY DEAN - Only Here For A Little While (Silk / Capitol Nashville)
(8) THE REMBRANDTS - Someone (Atco)
(9) LISA FISCHER - How Can I Ease The Pain (Elektra)
(10) AMY GRANT - Baby Baby (A&M)

ALBUMS by Ron Fell

Each year end issue of Gavin for longer than I care to recall, I've chosen seven of my personal favorite albums of the year. So here we go. Listed below are my magnificent seven for 1991 and included are excerpts of my comments at the moment of review.

NATALIE COLE - Unforgettable With Love (Elektra)
"This is more than I could have expected, as Natalie sings her father's best with faithful reverence. This move, even if it's a lark, is part inevitable and part genius." June 14

BONNIE RAITT - Luck Of The Draw (Capitol)
"For the most part, Bonnie dances with the guy who brought her. It's the blues and pop with rock underpinnings; it's mostly new songs delivered with heritage reverence, it's thickly metered rhythm tracks, gut-plucking guitars and tear-jerking lyrics." June 31

COLOR ME BADD - C.M.B. (Giant / Reprise)
"I've heard nothing this cool all year long. Color Me Badd is a quartet of young men from Oklahoma City who have the uncanny knack for harmony packed with tight rhythms that is light years beyond their tender years." August 2

DIRE STRAITS - On Every Street (Warner Bros.)
"On Every Street" is representative of what is so great about Dire Straits: their brilliant execution of songs written with interesting lyric and classic melody lines. It's a varietal blend designed to attract a wide range of listeners." September 13

PRINCE AND THE N.P.G. - Diamonds And Pearls (Paisley Park / Warner Bros.)
"This set finds Mr. Prince without the recent distraction of a film and playing comfortably with a band rather than carrying the instrumental load on his petite and seemingly fragile shoulders." October 4

THE NEW YORK ROCK AND SOUL REVUE: Live At The Beacon (Giant / Warner Bros.)
"This should go down in history as one of the most significant live recordings ever. Not only is this a star-studded presentation of some of popular music's most soulful and inspiring music, but it is fabulously recorded in DDD perfection." November 15

MICHAEL JACKSON - Dangerous (Epic)
"His most frequent collaborator on 'Dangerous' is New Jack Teddy Riley who, if nothing else, puts Michael through new rhythmic hoops. The results are stunning and, if we can forget Michael's digression in the current video, this project will set Michael correctly in the nineties. It's a 'thriller,' 'bad' and 'dangerous' in its widescreen musical vision." November 22
Keith Sweat
No. 1 Most-
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NEEK

First single & video from the new album
Due to expand for adds on Dec. 3rd!

On Elektra Compact Discs and Cassette

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