

the GAVIN REPORT

**Find Out Why
Spielberg, Arsenio,
Tomlin, Reiner,
Brooks & Nicholson
Are Fans
OF "THE TRUTH"
A Special Seminar
Theatre Performance
Of...**

**ONLY THE TRUTH
IS FUNNY**

**NBC TV's Future Golden Boy &
Your 1992 Gavin Seminar Keynote Performer**

RICK REYNOLDS

NBC

"CAN'T CRY HARD ENOUGH"

THE
WILLIAMS
BROTHERS

"INCREDIBLE RESPONSE" after only one play in the mid-day show
... look for WNCI out of the box." — *Dave Robbins, WNCI, Columbus*

"Crisply produced love lament **SHINES** the spotlight on
sibling duo's rich vocals." — *Billboard*

One of the "most **GORGEOUS** ballads on any record this year."
— *LA Times, 9/11/91*



Produced by David Kershenbaum · From the album *The Williams Brothers*
Management: Peter Asher Management

©1992 Warner Bros. Records Inc. We don't mind telling you again that these guys are this department's favorite new band.

www.americanradiohistory.com

GAVIN AT A GLANCE

* Indicates Tie

TOP 40

MOST ADDED

AMY GRANT
Good For Me (A&M)
PAULA ABDUL
Vibeology (Captive/Virgin)
THE SMITHEREENS
Too Much Passion (Capitol)

RECORD TO WATCH

ATLANTIC STARR
Masterpiece (Reprise)

Hot

BRYAN ADAMS
There Will Never Be
Another Tonight (A&M)



URBAN

MOST ADDED

HAMMER
Addams Groove (Capitol)
ERIC GABLE
Straight From The Heart (Epic)

RECORD TO WATCH

MINT CONDITION
Breakin' My Heart (Pretty Brown Eyes)
(Perspective/A&M)

Hot

LISA FISCHER
So Intense (Elektra)



RAP

MOST ADDED

B.O.X.
Rock That A** (PWL)
LOOSE BRUCE AND A.R.C. MOE ROCK
Brick House (Arista)
MC LYTE
Poor Georgie (First Priority/Atlantic Street)

RETAIL

Hot

ED O.G. & DA BULLDOGS
Be A Father To Your Child
(PWL America/Mercury)

RADIO

Hot

**DEL THE FUNKEE
HOMOSAPIEN**
Mr. Dalbolina (Elektra)



A/C

MOST ADDED

BETH NIELSEN CHAPMAN
I Keep Coming Back To You (Reprise)
ERIC CLAPTON
Tears In Heaven (Reprise)
PAUL YOUNG
What Becomes Of The Brokenhearted (MCA)

RECORD TO WATCH

PAUL YOUNG
What Becomes Of The Brokenhearted (MCA)

Hot

SIMPLY RED
Stars
(Atco/EastWest America)



COUNTRY

MOST ADDED

ALAN JACKSON
Dallas (Arista)
GEORGE STRAIT
Lovesick Blues (MCA)
ALABAMA
Born Country (RCA)

RECORD TO WATCH

HIGHWAY 101
Baby, I'm Missing You (Warner Bros.)

Hot

GARTH BROOKS
What She's Doing Now
(Capitol Nashville)



JAZZ

MOST ADDED

SONNY ROLLINS
Here's To The People (Milestone)
***CORNELL DUPREE**
Can't Get Through (Amazing)
***KENNY BURRELL**
Sunup To Sundown (Contemporary)

RECORD TO WATCH

SONNY ROLLINS
Here's To The People (Milestone)

Hot

BUCK HILL
I'm Beginning... (Muse)



ADULT ALTERNATIVE

MOST ADDED

MARK EGAN
Beyond Words (Mesa/Bluemoon)
TAKE 6
He Is Christmas (Reprise)
THE CHIEFTAINS
The Bells Of Dublin (RCA)

RECORD TO WATCH

MARK EGAN
Beyond Words (Mesa/Bluemoon)

Hot

TWO ROOMS
Celebrating Elton &
Bernie (Polydor/PLG)



ALBUM

MOST ADDED

RUSH SOUNDTRACK WITH ERIC CLAPTON
"Tears In Heaven" (Reprise)
OZZY OSBOURNE
"Mama, I'm Coming Home" (Epic)
ROBBIE ROBERTSON
"Go Back To Your Woods" (Geffen)

RECORD TO WATCH

UGLY KID JOE
"Everything About You" (Mercury)

Hot

QUEEN
"The Show Must Go On"
(Hollywood)



ALTERNATIVE

MOST ADDED

LOU REED
"What's Good" (Sire/Warner Bros.)
THE REAL PEOPLE
"Window Pane" (Relativity)

RECORD TO WATCH

THE REAL PEOPLE
"Window Pane" (Relativity)

Hot

THIS PICTURE
Breathe Deeply Now
(Dedicated/RCA)



**SEMINAR HOTLINE
(415) 495-8684**

NEWS

**OREN HARARI
RETURNS**

BIRCH FOLDS

After months of financial losses, Birch was forced to close on December 18, leaving 40% of their staff out of work and Arbitron as the sole radio ratings service.

"Even though stations kept telling us they wanted an alternative to Arbitron, when it came to voting with their checkbooks, radio went with the other guys," said company president **Bill Livek** when he made the announcement.

For the past thirteen years, Birch has given programmers a supplement to Arbitron. It has been credited with pushing Arbitron to become more accessible to executives.

In 1986, the Amsterdam-based VNU purchased Birch, but it has not been able to recoup its investment. According to VNU president **Chuck Leonard**, the company's accountants advised them they had too many major write-offs.

For the most part, the industry reacted to the demise of Birch with dismay. "It's not good for the industry," said former Arbitron executive **Rhody Bosley**. "I hate to see it go."

Immediately before the disclo-

sure that Birch would fold, VNU made a deal with Arbitron that calls for the service to market Scarborough research to radio and television. VNU will continue to own Scarborough. The company also tried to sell Birch/Scarborough to A.C. Nielsen. "We had very active discussions during the past year and a half to get them to become partners with us," said Leonard. "Unfortunately, we were unable to come to an agreement."

Speculation on the fallout from the loss of Birch has been varied. Most programmers who commented said they will miss having two services to compare.

Alexander Nabs PD Slot at KKDA

As we went to press we learned that **James Alexander** has been named program director at Urban station **K104 (KKDA)**-Dallas.

Alexander, who most recently was at **WGCI**-Chicago, will join the station at the end of the month.



A&M artist **Aaron Neville** celebrated the end of 1991 with his first gold album, *Warm Your Heart*. Joining in wishing Aaron continued success in 1992 are (back row l-r): label Sr. VP A&R **David Anderle**; Senior VP Promotion **Rick Stone**; **Bill Graham Management's Morty Wiggins**; A&M Chairman **Jerry Moss** and Co-Chairman **Herb Alpert**. Front Row (l-r): A&M President/**PolyGram Holding Executive VP Al Cafaro**; **Aaron Neville**.

Willhight Explores Going National

In light of the demise of Birch, **Jim Willhight** told the Gavin Report he's considering taking his Seattle-based ratings service, **Willhight Research Inc.**, national.

Willhight has been offering information in the Pacific North-

west for the past ten years, gathers information over the telephone and has a reputation for providing detailed qualitative data. Plans are in the formative stages.

Trio Complete Arista Promotion Department Restructure

Two Arista promotion executives have been promoted in what Senior VP/Promotion **Rick Bisceglia** is calling a restructuring of the label's promotion de-

partment. In addition, an outside player has joined the team.

Jay Ziskrout has been promoted from Senior Director to

continued next page

NEWS - Beverly Mire

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The CHR and AOR Legend Rocks On
CARL PERKINS

With His New Single...

"PINK CADILLAC"



With
Special Guests...

*Charlie Daniels,
& Joan Jett*

From His New Album

*Friends Family
& Legends*

Produced by Stan Vincent



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ARISTA PROMOTIONS *continued from previous page*

Vice President Rock Promotion. Ziskrout has been with Arista for seven years, and in his current position will oversee Album Radio, Metal, College and Alternative.

"Being partners with

Rick Bisceglia has afforded me the opportunity to personally grow while also benefiting from his valuable guidance," said Ziskrout of his promotion. "Rock has always been an important element of the Arista tradition of which I am proud to be a part."

George Hess was upped to Senior Director Dance Promotion/Crossover Radio from Director Dance Promotion. His successes while at Arista include **Lisa Stansfield**, **The KLF** and **Shawn Christopher**. "I'm really excited to be able to branch out and take the area of Dance promotion to the next logical step," he said. "As dance music becomes a more integral part of Top 40 and the music industry overall, I'm happy that Rick recognizes this area as important to our success of the nineties."

Joining the label is former ra-

dio executive **Steve Perun**, who most recently was program direc-



Jay Ziskrout



George Hess



Steve Perun

tor at WZOU-Boston. He will serve as National Director Video/

Sykes, Kiener Segue To New Positions At EMI

Former **Chrysalis Records** Vice Chairman/CEO **Joe Kiener** and former **Chrysalis** President **John Sykes** have been appointed to new positions within **EMI Music**.

Kiener has been named to the newly-created position of Senior Vice President of **EMI Music**. He'll oversee development projects for **EMI's** recorded music and music publishing businesses both state-side and internationally.

"The development of **EMI Music** over the last few years has been second to none, and the company undoubtedly will be a top ranking player in the worldwide music market for a long time to come," said Kiener of his new position. "I

Promotion Operations. According to Perun, it took Bisceglia a few months to convince him to take the position. "When Rick first brought up the idea...I frankly thought he was out of his mind," he said. "But, after further discussion of the specifics of my role, and being ready for a greater, more personally compelling challenge, I became enthralled with the idea. This move is in keeping with the Arista tradition of always staying one step ahead of the competition. It's a new time which calls for a new commitment."

am delighted to be a part of the excellent team of executives that **Jim Fifield** and **Philip Rowley**



John Sykes



Joe Kiener

have put together."

Sykes' new position is Executive Vice President, Creative Operations for **EMI Music Publishing**. A sixteen-year music industry veteran, Sykes has worked in various positions, and was a co-founder of **MTV**. He was president of **Chrysalis** for the past two years.

"It is no secret to anyone in the

Zoo's Regional Field Staff Announced

Zoo Entertainment this week announced the six members of its regional field staff.

• **Mary Divney** is Northeast Regional Promotion Manager. For the last six years she was a Local Promotion Manager for **Warner Bros. Records**. She'll be based in New York City.

• **Jan Jeffries** is National Secondary Pop Promotion. He comes from radio and was a Program Director at **B104 (WBSB)**-Baltimore, **WLS**-Chicago, **94Q (WQXI)**-Atlanta and **KEZR**-San Jose, CA. He'll be based in Chicago.

• **Jim Parsons** is Northwest Regional Promotion Manager. He was a Manager at **Caesar's Tahoe** for the past seven years. Parsons will work out of San Francisco.

continued on next page

What Kind Of Programmer Reads Gavin?



KEITH NAFTALY P.D., KMEL-S.F.

"GAVIN NEVER INSULTS MY INTELLIGENCE WITH NON-STOP HYPE AND EXCLAMATION POINTS. THE MUSIC ALWAYS COMES FIRST AND IT'S PRESENTED WITH CLARITY, SINCERITY, AND PASSION. PLUS THE WHOLE GAVIN STAFF IS SO DAMN LOVEABLE!"

industry that **Martin Bandier**, **Charles Koppelman** and the **EMI** staff have built not only the largest but most aggressive publishing company in the world," he said. "I look forward to being a part of it."



LOUD SUGAR

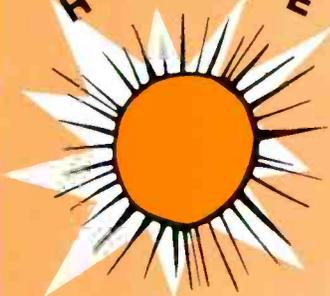


F A I T H



&

H O P E



&

L O V E



The world could use a little more...

FAITH & HOPE & LOVE
The new single from Loud Sugar.



Produced by Eric Westfall
Management: Bill Clodfelter and Hyman Katz



© 1992 SBK Records

ZOO *continued from previous page*

• **Laura Shostack** is Midwest Regional Promotion Manager and will work out of Chicago. She was Music Director at **WRQX**-Washington, DC.

• **Rick Upton** is Southwest Regional Promotion Manager. The former Program Director at **KITY**-San Antonio, Upton will be based in Dallas.

• **Lisa Van Welf** is Southeast Regional Promotion Manager. She comes from a similar position at **EastWest Records** and will be based in Atlanta.

RADI-O-RAMA

Happy New Year! While we were out: **Lin Brehmer** returned to **WXRT**-Chicago to do morning drive. He was PD at **KTCZ**-Minneapolis for the past year, and prior to that worked at **WXRT** for a number of moons...**Kevin O'Grady**, formerly at **WYTZ**/FM-Chicago joined **KZOK**/FM-Seattle as Station Manager...**John McConnell** was promoted from news director to operations director at **KGO**-San Francisco. Also at **KGO**, **Ken Beck** will return to the station as news director on January 27. Beck, who's been at **KFWB**-Los Angeles since 1988, was **KGO**'s assistant news director and news anchor from 1983-88...**Randy Maranz**, formerly MD at **KNAC**-Long Beach, CA took a similar position at **KDJK**-Modesto, CA...**Craig Hunt** signed on as morning man at **94.5 "The Fox"** (**KUFX**)-San Jose, CA. He was most recently at **Y-108 (KRXY/FM)**-Denver...**Tommy Edwards** was named program director of **KCBS**/FM-Los Angeles...**Dave Savage** took the midday shift at **95-FM (WVIC)**-Lansing...At **KWTX**-Waco, **Doug Edwards** and **Wendy Wall** exited mornings and Production Director **Mike Stevens** also handed in his resignation. Co-hosting in morning drive are former evening personality **Flash Phillips** and former **KRLB**-Lubbock personality **R.J. Hall**. Hall will double as Production Director. Station weekender **Slammin' Sam Meyers** took over the evening slot, and is also Assistant Production Director...**Jeff Federman** was appointed Marketing/Promotions Director at **Q106 (KKLQ/AM&FM)**-San Diego...**Phil Hall** moved the Los Angeles office of his consultancy **The Radio Group** to Dallas/Ft. Worth, where he's now working as program director for **KODZ**...**Rick Robinson** was promoted to general manager at **WSSY**/FM-Talladega, AL, from operations manager...And on to current moves: The format exodus in Top 40 continues as **KLBQ**-El Dorado, Arkansas goes Hot A/C...Ditto **KKJO**-St. Joseph, MO where **Rick Austin**, last at **KGBY**-Sacramento, CA comes in as PD/AM Driver. Midday personality

Chuck Reed is helping out with music duties...**KTMT**-Medford, OR's **R. Charles Snyder** adds PD to MD...**Rick Summers** has resigned his PD/Morning Drive slot at **KZHT**/FM-Salt Lake City and is looking for his next challenge. Call him at (801) 328-3142...After 40 years, **KUDO/KRSO**-Riverside/San Bernardino, CA is dropping its Easy Listening format. Starting January 24, for 97 hours, the station is being turned over to the public, who'll be encouraged to play their favorites. PD **Jim Nelly** promises surprise deejays, and is asking any former personalities to please call in and arrange to do a shift. Call him at (714) 825-5555. Nelly wouldn't divulge the station's new format, which will debut on January 31...**Jason Townsend** is out at **Y100 (KGWY)**-Gillette, WY, and **GM Michael Berry** will fill in as PD/MD for the time being...At **KZMG**/FM-Boise, ID, air personality **Mike ("Captain Mike") Kasper** has been named program director. He'll continue on-air in the afternoons...**KJLS**-Bays, KS **GM Mike Rogers** has resigned. Sales Manager **Ken Billinger** has been upped to GM...Personality **Steve Farkas** is leaving **WCIL**/FM-Carbondale, IL to do the evening "Outlaw Radio" show at **KISS**/FM-San Antonio...Nine-year Northwest radio vet **Dan Mason** is now at **KQEU**/AM-Olympia, WA as Program Director. He was OM at **KKRT**-Wenatchee, WA...Sincere condolences to the family and friends of 30-year Alaskan broadcaster **Dave Dorn**, who passed away on Christmas Day. For the last three years Dave was news director/music director/morning show co-host on **KASH**-Fairbanks...**Emmis Update**: Newspaper stories have a Japanese firm looking into buying the **Seattle Mariners**...

ROTATIONS

While we were out: **Kevin Fleming** was appointed VP/General Manager at **Perspective Records**. He'll divide his time between the label's L.A. office and its Minneapolis headquarters...**David Einstein** joined **Mercury Records** as National Manager, Rock Promotion, East Coast and **Michael Idlis** was promoted to National Manager, Rock Promotion, West Coast...**Jerry Crutchfield** was named head of **Capitol Nashville A&R**...**Jon Webster** was promoted to Managing Director of **Virgin International**...At **Virgin Records**, **Jean Pierre** was named Vice-President of Operations, R&B Division; **Aaron Jacques** was promoted to Vice-President of A&R; **Darryl Sutton** was named Director, A&R...Currently: **EMI** Northern California regional rep **Hugo Cole** has resigned and is taking some well-deserved time off. Friends can reach Hugo at (415) 296-1138...New Senior Director/Product Development at **Atlantic Records** is **Vicky Germaise**. She has been upped from Atlantic Product Manager/

EastWest UK...Four appointments at **Sony Music Distribution**: **Barry Mog** is Branch Manager, Southeast Branch; **Sandie Minasian** is Director **Epic Sales**; **Jed Corenthal** is Associate Director, **Columbia Single Sales**; **Jim Lucas** is Sales Manager, New England Branch...

BIRTHDAYS

Compiled by Diane Rufer

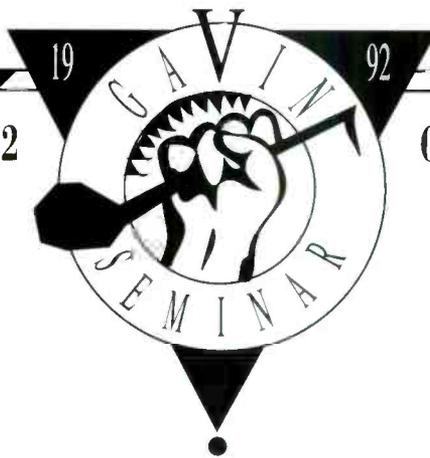
Our Best Wishes and **HAPPY BIRTHDAY** To:

Samuel Sholin 1/12
R.D. Summers, WMBA-Ambridge, PA 1/12
Basil Smikle, WVBR-Ithaca, NY 1/12
Tom Thomas, KQCR/FM-Cedar Rapids, IA 1/12
Per Gessle (Roxette), Ricky Van Shelton 1/12
William Lee Golden 1/12
Sean Renet, Capitol Records 1/13
Bill Minckler, K103-Portland, ME 1/13
G.C. Kincer, WIFX-Jenkins, KY 1/13
Nancy Nicks, Atlantic Nashville Records 1/13
Rob Fiend, The Gavin Report 1/14
Dawn Atkinson, Windham Hill Records 1/14
Hugo Cole 1/14
Chuck Thagard, BNA Entertainment 1/14
Ed Pinka, Sony Music 1/15
Brian Landau, Elektra Entertainment 1/15
Gene Knight, B100-San Diego, CA 1/15
Ron Ostlund, KFIG-Fresno, CA 1/15
Donnie Cohen, MCA Records 1/16
Darrell Kelley, WHSB-Alpena, MI 1/16
Greg Sampson, WQMG-Greensboro, NC 1/16
Michael Jaye, WCLT/FM-Newark, OH 1/16
Diane Almond, Narada 1/16
Sade, Ronnie Milsap 1/16
Ern Llamado, Priority Records 1/17
Mark Rivers, WKDW-Staunton, VA 1/17
Katie Lynn, WXCI-Danbury, CT 1/17
Sunny Joe White, WZOU-Boston, MA 1/17
Paul Young, Steve Earle, Susanna Hoffs 1/17
Randi Carmen, WMBC-Columbus, MS 1/18
Bobby Goldsboro, Tom Bailey (Thompson Twins) 1/18

BIRTHS

Our **CONGRATULATIONS** to **RODNEY J.**, Music Director at **KMIT**-Mitchell, SD, and his wife, **KIM**, on the birth of their daughter, **ALLI JOY**. Born January 5th, weighing 5 lbs., 8 oz. ...**CONGRATULATIONS** to **GARY LANDIS**, VP/Programming for Westwood One, and his wife, **CYNTHIA**, on the birth of their son, **GREGORY KYLE**. Born December 12th at 7:56 a.m., weighing 6 lbs., 13 oz. ...**CONGRATULATIONS** to **JIM COWAN**, West Coast Regional Promotion Director for MCA Records, and his wife, **JOANNE**, on the birth of their son, **BRIAN JOSEPH**. born December 7th, weighing 8 lbs. and 21 1/2 inches long.

GAVIN SEMINAR 1992



GAVIN SEMINAR 1992

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!



Rick Reynolds



Joe Calloway

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...

TOP 40

MOST ADDED

- AMY GRANT (171)
(A&M)
- PAULA ABDUL (119)
(Captive/Virgin)
- THE SMITHEREENS (55)
(Capitol)
- RIGHT SAID FRED (43)
(Charisma)
- BOYZ II MEN (40)
(Motown)
- RTZ (40)
(Giant/Reprise)

CERTIFIED

BRYAN ADAMS
There Will Never Be Another Tonight
(A&M)

KEITH SWEAT
Keep It Comin'
(Vintertainment/Elektra)

TOP TIP

THE SMITHEREENS
Too Much Passion
(Capitol)

Off to an impressive start, with many programmers confident it will become the band's biggest hit yet.

RECORD TO WATCH

ATLANTIC

STARR

ATLANTIC STARR
Masterpiece
(Reprise)

Might this become the new favorite at wedding parties this year? Super hot at Q106-San Diego, where it's already Top Five!

2W LW TW

- 1 **MARIAH CAREY** - Can't Let Go (Columbia)
- 2 **MICHAEL JACKSON** - Black Or White (Epic)
- 3 **COLOR ME BADD** - All 4 Love (Giant/Reprise)
- 4 **GEORGE MICHAEL AND ELTON JOHN** - Don't Let The Sun... (Columbia)
- 5 **GENESIS** - No Son Of Mine (Atlantic)
- 6 **U2** - Mysterious Ways (Island/PLG)
- 7 **RICHARD MARX** - Keep Coming Back (Capitol)
- 8 **PRINCE AND THE N.P.G.** - Diamonds And Pearls (Paisley Park/W. Bros.)
- 9 **KARYN WHITE** - The Way I Feel About You (Warner Bros.)
- 10 **CE CE PENISTON** - Finally (A&M)
- 11 **ROD STEWART** - Broken Arrow (Warner Bros.)
- 12 **THE STORM** - I've Got A Lot To Learn About Love (Interscope/EWA)
- 13 **LISA STANSFIELD** - Change (Arista)
- 14 **BONNIE RAITT** - I Can't Make You Love Me (Capitol)
- 15 **BOYZ II MEN** - It's So Hard To Say Goodbye To Yesterday (Motown)
- 16 **GLORIA ESTEFAN** - Live For Loving You (Epic)
- 17 **MOTLEY CRUE** - Home Sweet Home '91 (Elektra)
- 18 **EDDIE MONEY** - I'll Get By (Columbia)
- 19 **STACY EARL** - Love Me All Up (RCA)
- 20 **NATURAL SELECTION** - Hearts Don't Think (Atco/EastWest America)
- 21 **SCORPIONS** - Send Me An Angel (Mercury)
- 22 **BRYAN ADAMS** - There Will Never Be Another Tonight (A&M)
- 23 **MR. BIG** - To Be With You (Atlantic)
- 24 **SHANICE** - I Love Your Smile (Motown)
- 25 **NIRVANA** - Smells Like Teen Spirit (DGC)
- 26 **TEVIN CAMPBELL** - Tell Me What You Want Me To Do (Qwest/W. Bros.)
- 27 **ROXETTE** - Spending My Time (EMI)
- 28 **THE PARTY** - In My Dreams (Hollywood)
- 29 **MARKY MARK AND THE FUNKY BUNCH** - Wildside (Interscope/EWA)
- 30 **KEITH SWEAT** - Keep It Comin' (Vintertainment/Elektra)
- 31 **HAMMER** - Addams Groove (Capitol)
- 32 **CHER** - Save Up All Your Tears (Geffen)
- 33 **JODECI** - Forever My Lady (MCA)
- 34 **RIGHT SAID FRED** - I'm Too Sexy (Charisma)
- 35 **PAULA ABDUL** - Blowing Kisses In The Wind (Captive/Virgin)
- 36 **AARON NEVILLE** - Somewhere, Somebody (A&M)
- 37 **FIREHOUSE** - All She Wrote (Epic)
- 38 **MICHAEL BOLTON** - When A Man Loves A Woman (Columbia)
- 39 **GUNS N' ROSES** - Live And Let Die (Geffen)
- 40 **PM DAWN** - Set Adrift On Memory Bliss (Gee Street/Island/PLG)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in Chartbound	Reports	Adds	On	Chart
*AMY GRANT - Good For Me (A&M)		177	171	3	3
*PAULA ABDUL - Vibeology (Captive/Virgin)		133	119	10	4
SIMPLY RED - Stars (Atco/EastWest America)		96	28	47	21
RYTHM SYNDICATE - Blinded By Love (Impact)		89	30	41	18

TAKE A LOOK AT US
IN 1992!

BEGINNING OUR SECOND DECADE
JEFF McCLUSKY & ASSOCIATES
IS SETTING THE NEW STANDARD FOR
QUALITY, SERVICE & CREDIBILITY.



JEFF McCLUSKY & ASSOCIATES, INC.
MARKETING AND PROMOTION SERVICES
719 W. WILLOW CHICAGO, IL 60614
312-280-1212

UP & COMING

Reports accepted Monday and Tuesday 8:30AM-4PM
 Station Reporting Phone: (415) 495-1990
 Gavin Fax: (415) 495-2580

Reports Adds On Chart

99	6	47	46	NORTHERN PIKES - She Ain't Pretty (Scotti Brothers)
85	15	36	34	JODY WATLEY - I Want You (MCA)
83	7	35	41	BILLY JOEL - Shameless (Columbia)
80	12	39	29	METALLICA - The Unforgiven (Elektra)
69	—	34	35	CHRIS WHITLEY - Big Sky Country (Columbia)
69	19	33	17	BLUR - There's No Other Way (Food/SBK)
63	15	22	26	JON BON JOVI - Levon (Polydor/PLG)
61	13	31	17	THE DOVES - Beaten Up In Love Again (Elektra)
59	14	29	16	LUTHER VANDROSS - The Rush (Epic)
56	55	1	—	* SMITHEREENS - Too Much Passion (Capitol)
54	40	5	9	* RTZ - Until Your Love Comes Back Around (Giant/Reprise)
50	4	22	24	BETTE MIDLER - Every Road Leads Back To You (Atlantic)
47	34	4	9	* BAD ENGLISH - The Time Alone With You (Epic)
42	7	28	7	PRIMAL SCREAM - Movin' On Up (Sire/Warner Bros.)
42	40	1	1	* BOYZ II MEN - Uhh Ahh (Motown)
42	1	14	27	AEROSMITH - Sweet Emotion (Columbia)
41	2	21	18	TRACIE SPENCER - Tender Kisses (Capitol)
41	6	10	25	WILSON PHILLIPS - Daniel (Polydor/PLG)
40	—	14	26	BILLY FALCON - Heaven's Highest Hill (Jambco/Mercury)
40	14	23	3	THIS PICTURE - Naked Rain (Dedicated/RCA)
39	5	10	24	KYM SIMS - Too Blind To See It (Atco/EastWest America)
39	1	16	22	MARTIKA - Martika's Kitchen (Columbia)
39	9	19	11	SHAMEN - Move Any Mountain (Epic)
39	9	24	6	ENYA - Caribbean Blue (Reprise)
36	—	28	8	DAN REED NETWORK - Long Way To Go (Mercury)
34	—	3	31	BOB SEGER AND THE SILVER BULLET BAND - The Fire Inside (Capitol)
31	2	18	11	HENRY LEE SUMMER - Turn It Up (Epic Associated)
31	11	16	4	ZZ TOP - Burger Man (Warner Bros.)
29	—	13	16	JAMES TAYLOR - Copperline (Columbia)
28	6	16	6	BABY ANIMALS - Painless (Imago)
27	4	6	17	HEAVY D. & THE BOYZ - Is It Good To You (MCA)
27	—	10	17	EXTREME - Get The Funk Out (A&M)
26	2	12	12	VANESSA WILLIAMS - The Comfort Zone (Wing/Mercury)
26	6	18	2	QUEEN - The Show Must Go On (Hollywood)
25	16	5	4	* ALYSON MOYET - It Won't Be Long (Columbia)
25	7	13	5	* TAMI SHOW - Did He Do It To You (RCA)
22	—	2	20	ANGELICA - Angel Baby (Quality)
22	6	7	9	* CHRIS CUEVAS - You Are The One (Atlantic)
22	3	3	16	LIGHTER SHADES OF BROWN - On A Sunday Afternoon (Quality)
21	—	2	19	ICY BLU - Wanna Be Your Girl (Giant/Warner Bros.)
20	—	4	16	ATLANTIC STARR - Love Crazy (Reprise)

Dropped: #25-Amy Grant (Love), #26-Lita Ford, #28-Van Halen, #34-Nia Peeples, #40-Roberta Flack/Maxi Priest, Shabba Ranks, Queensryche, Joan Jett & The Blackhearts, Jermaine Jackson, Lisa Lisa And Cult Jam, Tesla, Tom Petty And The Heartbreakers, Garth Brooks, Digital Underground, Maxi Priest, Damian Dame.



MAGGIE'S
farm

FROM THE DEBUT ALBUM
GLORY ROAD
7 3 33 35807-2/4

PRODUCED BY CLIF MAGNESS
AND GREG EDWARD

STREET DATE 28 JANUARY 1992

ON JRS RECORDS CASSETTES AND COMPACT DISCS

GLORY ROAD

THE FIRST SINGLE
PRODUCED BY CLIF MAGNESS
7 3 33 35879-4



HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week 253 Last Week 268

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

ARTIST TITLE LABEL	Reports	Adds	1-5	6-10	11-20	21-30	Uncharted	Hit Factor	Weeks
MARIAH CAREY - Can't Let Go (Columbia)	226	2	176	36	9	3	—	97%	7
MICHAEL JACKSON - Black Or White (Epic)	212	—	171	26	14	1	—	99%	6
COLOR ME BADD - All 4 Love (Giant/Reprise)	186	1	140	33	9	1	2	97%	10
GEORGE MICHAEL AND ELTON JOHN - Don't Let The Sun...(Columbia)	236	3	48	71	81	29	4	84%	4
GENESIS - No Son Of Mine (Atlantic)	176	1	108	59	7	1	—	98%	9
U2 - Mysterious Ways (Island/PLG)	208	5	35	71	72	24	1	85%	6
RICHARD MARX - Keep Coming Back (Capitol)	149	—	90	55	3	—	1	99%	9
PRINCE & THE N.P.G.- Diamonds And Pearls (Paisley Park/W.B.)	214	9	18	42	95	45	5	72%	4
KARYN WHITE - The Way I Feel About You (Warner Bros.)	208	12	3	24	104	56	9	62%	5
CE CE PENISTON - Finally (A&M)	147	9	28	47	44	13	6	80%	12
ROD STEWART - Broken Arrow (Warner Bros.)	116	—	41	55	19	—	1	99%	12
THE STORM - I've Got A Lot To Learn About Love (Interscope/EWA)	146	2	34	35	52	15	8	82%	12
LISA STANSFIELD - Change (Arista)	147	1	18	51	62	11	4	89%	9
BONNIE RAITT - I Can't Make You Love Me (Capitol)	163	7	13	21	44	57	21	47%	10
BOYZ II MEN - It's So Hard To Say Goodbye To Yesterday (Motown)	65	—	25	35	4	1	—	98%	12
GLORIA ESTEFAN - Live For Loving You (Epic)	114	3	27	42	33	8	1	89%	13
MOTLEY CRUE - Home Sweet Home '91 (Elektra)	122	1	13	41	51	11	5	86%	9
EDDIE MONEY - I'll Get By (Columbia)	188	15	5	12	52	74	30	36%	5
STACY EARL - Love Me All Up (RCA)	143	8	3	20	59	36	17	57%	7
NATURAL SELECTION - Hearts Don't...(They Feel) (Atco/E.W.America)	167	7	1	9	49	80	21	35%	5
SCORPIONS - Send Me An Angel (Mercury)	135	4	9	20	58	36	8	64%	10
BRYAN ADAMS - There Will Never Be Another Tonight (A&M)	191	12	—	11	38	93	37	25%	3
MR. BIG - To Be With You (Atlantic)	169	30	6	9	37	57	30	30%	5
SHANICE - I Love Your Smile (Motown)	148	33	11	12	49	30	13	48%	7
NIRVANA - Smells Like Teen Spirit (DGC)	137	21	14	18	26	42	16	42%	5
TEVIN CAMPBELL - Tell Me What You Want Me...(Qwest/Warner Bros.)	136	20	8	14	38	45	11	44%	8
ROXETTE - Spending My Time (EMI)	82	—	29	39	10	3	1	95%	10
THE PARTY - In My Dreams (Hollywood)	136	9	2	9	40	53	23	37%	8
MARKY MARK AND THE FUNKY BUNCH - Wildside (Interscope/EWA)	80	2	11	30	26	10	1	83%	10
KEITH SWEAT - Keep It Comin' (Vintertainment/Elektra)	143	15	2	4	24	58	40	20%	3
HAMMER - Addams Groove (Capitol)	122	20	3	6	29	41	23	31%	5
CHER - Save Up All Your Tears (Geffen)	83	5	9	21	32	10	6	74%	11
JODECI - Forever My Lady (MCA)	74	13	4	8	19	17	13	41%	14
RIGHT SAID FRED - I'm Too Sexy (Charisma)	109	43	2	6	16	23	19	22%	4
AARON NEVILLE - Somewhere, Somebody (A&M)	83	2	1	4	33	20	23	45%	6
FIREHOUSE - All She Wrote (Epic)	68	4	1	8	27	22	6	52%	8
GUNS N' ROSES - Live And Let Die (Geffen)	105	23	—	—	8	31	43	7%	3
AMY GRANT - Good For Me (A&M)	177	171	—	—	—	3	3	—	1
NORTHERN PIKES - She Ain't Pretty (Scotti Brothers)	99	6	3	4	17	22	47	24%	6
SIMPLY RED - Stars (Atco/EastWest America)	96	28	—	—	4	17	47	4%	2
RYTHM SYNDICATE - Blinded By Love (Impact)	89	30	—	—	2	16	41	2%	2
JODY WATLEY - I Want You (MCA)	85	15	—	3	7	24	36	11%	4
BILLY JOEL - Shameless (Columbia)	83	7	—	—	8	33	35	9%	3
METALLICA - The Unforgiven (Elektra)	80	12	—	2	12	15	39	17%	4
CHRIS WHITLEY - Big Sky Country (Columbia)	69	—	2	—	11	22	34	18%	6
BLUR - There's No Other Way (Food/SBK)	69	19	—	—	3	14	33	4%	3
JON BON JOVI - Levon (Polydor/PLG)	63	15	1	1	5	19	22	11%	3

DON'T READ THIS!

'Scuse me, but can't you see the three words above? They clearly say

"Don't Read This"!

So why are you pressing on? I assure you there is nothing to be gained from this.

There is NOTHING of importance here. STOP!

Well here we are nearly half way through and you are still reading on.

Why do you persist? Look, why not show that you have a little power and stop right here...! STOP!

No, I suppose you are going to read all the way through to the very end. Arent you?...

Yeah, I was right.

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LOU

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READ THIS!

INSIDE TOP 40 by Dave Sholin

Welcome to the world of Top 40 radio 1992, which at this early stage feels very much like 1991. While those of us who are optimists (including some highly respected economists) anticipate the nation's economy to start a significant turnaround by early or mid-summer, the truth is no one really knows for sure. Well-intentioned resolutions and confident predictions all too often miss their mark, so instead let me share an expectation. A Top 40 environment that encourages finding the common bond in communication or music that's at the core of popular entertainment.



Over the holidays I heard both **Natalie Cole** and **Garth Brooks** comment about playing and singing music from the heart. That got me to thinking that maybe in 1992 we should replace the term "gut feel" with "heart feel." What connects us as human beings is that emotional tug of the heart caused by things we see and hear. It can't be denied, and given a choice between the cold and calculated vs. the real and down to earth, radio or music history tells us which one the public prefers.

Top 40 radio is dependent not only on hit songs, but on artists who are true attractions. When a star like Garth Brooks comes along, all of Country music benefits. Is his appeal limited? Apparently the NBC network brass don't think so, since they are showcasing him on his own hour-long special this coming Friday night (17th).

That kind of fresh star power, combined with creative entertainment (our focus during the Top 40 session at next month's Seminar), tops my expectation list for our format over the next twelve months.

Due to so many charts being revamped after the holidays, there'll be only several instances where gains will be noted this week. All others will be this week's number only. Last year's #1 artist, **BRYAN ADAMS**, begins 1992 the right way—barreling ahead with a 25% HIT FACTOR. Top twenty at KXKT Omaha, WJET Erie, WLKY Elmira, KTDR Del Rio, KISM Bellingham, SLY96 San Luis Obispo, KLIS

Palestine, POWER 98 Myrtle Beach, CFTR Toronto, HOT 95.9 Canton, etc.

Smelling like a major hit for Top 40 stations of all shapes and sizes, **NIRVANA's "Smells Like Teen Spirit"** is unquestionably a song the public demanded and radio can't ignore. Brian deGeus, PD at KXKT Omaha, NE moves it into the Top Five (10-4) and says, "on a five-point sales scale it ranks 4.8 right now! Very, very big—by far the hottest record we're playing." Top Ten listings at WPST, WQGN, KC101, WAOA, Z102, KFMW, WNDU, WBXX, WLFX, 93QID, WKBQ, ENERGY 99, KJBR, WCIL, KXXR, KEWB, OK95, KWOD, K100, KYRK, etc. ADDED at: KMEL, KIIS, WMME/FM, WAVV, Q102, HOT 94.9, KS104 and KSTN.

POWER 102 Fresno is the first to take **KEITH SWEAT** to #1. Strong action at WHTK #20, KDON #12, WZOU #17, FUN 107 #6, WBBQ #17, K96 #16, WZPL #17, 104 KRBE #10, HOT 102 #10, KMEL #17, KS104 #14, Y95 #22, etc.

Big airplay and chart increases for **SHANICE**, who moves into the top thirty at WRCK Utica, NY, generating top three requests. Top Five at EAGLE 106 Philadelphia, WBXX Battle Creek, MI, POWER 99 Atlanta, WZPL Indianapolis, Y95 Phoenix, KWIN Stockton, CA, KS104 Denver and KMEL San Francisco. ADDs include: KGOT, KAFX, WTBX, WIXX, KQLA, KZ103, KDWB, 95XXX, KGGG and KFMI.

1991's last **RECORD TO WATCH** was **RIGHT SAID FRED**, which some like Tim Travis, MD at WNFI Ormond Beach, FL thought might burn out over the holidays. No way!! Tim debuts it at #20 and reports it's a power after 2 P.M. Also top thirty at WTIC/FM, Q105, Z100, CKOI/FM, B94, HOT 102, KXXR, WDJX, WJLQ, KJBR "in the 'Top Eight at 8' for over a week, top five cassettes at retail—burnin' up the phones with 12-24s," WDFX, KWTX, KWOD, KYVA, KRQ, KEGL, Q106, KUBE, etc.



Support for **SIMPLY RED** grew over the

holidays, with airplay nearing 100 stations. KTMT Medford, OR takes it top thirty 35-29 with PD/MD R. Charles Snyder reporting "upper demo female appeal." ADDED at WQID, WZST, WBPM, KSKU, WXLC, KX92, WZWZ, KDWB, WBIZ, KXKT, KKBG, KMOK, KKYS, WIAL, WSPT and WJAT/FM.

A very promising start for **THE SMITHEREENS**, with a number of programmers calling it their current new favorite. ADDs include: KOYE, KWOD, KEEZ, WQPW, G105, WLKY, KLAZ, MIX 107.5, KTMT, Y94, KROC/FM, KKRL, KTUF, WJMX, POWER 99.9KHI, WNSL, WHDQ, WCGQ, ENERGY 99, KNEN, etc.

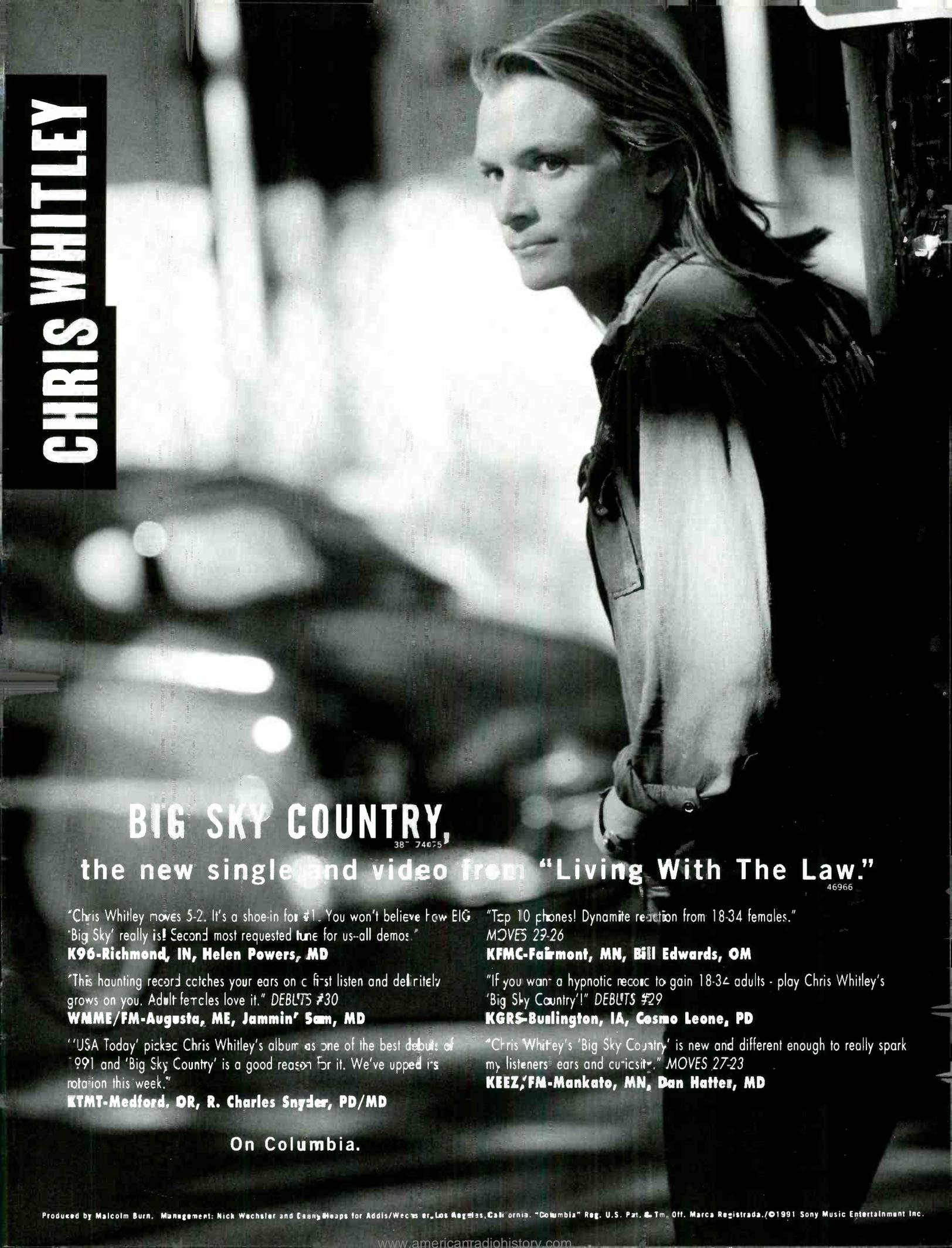


B104 Baltimore, an early believer on **RTZ** when we last went to press in mid-December, now moves it into the Top Ten (15-8), and it's still "a top five testing tune." Top thirty at KISS 108, KISN, WSPT, WBIZ, POWER 99.9KHI, WMGV, KFMW and KGGG. New on: ZFUN, KPAT, WZOQ, WYAV/FM, WBBQ, WRCK, WNVZ, Z104.5, KXXR, KCMQ, KGLI, Q102, Z102, MIX 96.5, KYYY and MIX 107.5.

Both **JON BON JOVI** and **WILSON PHILLIPS** cuts from the **ELTON JOHN/BERNIE TAUPIN "Two Rooms"** album are having success in several regions. "Daniel" heads into the Top Five at KOYE Laredo, TX where PD Steve Chase is tracking "top five requests 'round the clock."

A whopping 54% **HIT FACTOR** for **LIGHTER SHADES OF BROWN's "On A Sunday Afternoon,"** which is now #1 at KJYK Tucson, Q106 San Diego and KSTN KSTN Stockton. Top Ten on POWER 102, KKFR, HOT 97.7 and KMEL. ADDED at: WBXX, WTNY/FM and KTDR. The sample of "Crystal Blue Persuasion" is a brilliant use of this technique. Worth careful consideration.

Ask Kevin Weatherly and Michelle Santosuosso at Q106 San Diego what their number one adult and number one female requested song is and they'll tell you it's **ATLANTIC STARR's "Masterpiece,"** which jumps 15-5! ADDs include: KRQ, HOT 102, POWER 99, HOT 97, KUBE, KMEL, KKFR, B96 and WTIC/FM.



CHRIS WHITLEY

BIG SKY COUNTRY,

38 74075

the new single and video from "Living With The Law."

46966

"Chris Whitley moves 5-2. It's a shoe-in for #1. You won't believe how EIG 'Big Sky' really is! Second most requested tune for us-all demos."

K96-Richmond, IN, Helen Powers, MD

"This haunting record catches your ears on c first listen and definitely grows on you. Adult females love it." **DEBITS #30**

WMME/FM-Augusta, ME, Jammin' Sam, MD

"'USA Today' picked Chris Whitley's album as one of the best debuts of '99 and 'Big Sky Country' is a good reason for it. We've upped its rotation this week."

KTMT-Medford, OR, R. Charles Snyder, PD/MD

"Top 10 phones! Dynamite reaction from 18-34 females." **MOVES 29-26**

KFMC-Fairmont, MN, Bill Edwards, OM

"If you want a hypnotic record to gain 18-34 adults - play Chris Whitley's 'Big Sky Country!'" **DEBITS #29**

KGRS-Burlington, IA, Cesmo Leone, PD

"Chris Whitley's 'Big Sky Country' is new and different enough to really spark my listeners' ears and curiosity." **MOVES 27-23**

KEEZ/FM-Mankato, MN, Dan Hatter, MD

On Columbia.

RADIO RAP

Reports accepted Thursday only
9AM through 4PM

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

MOST ADDED

B.O.X
Rock That A**
(PWL)

LOOSE BRUCE & A.R.C. MOE ROCK
Brick House
(Arista)

MC LYTE
Poor Georgie
(First Priority/Atlantic Street)

TOP TIP

LDRD FINESSE
Return Of The Funky Man
(Giant Records)

The Funky Man makes a serious return with eleven new adds in the mix.

RECORD TO WATCH



SIR MIX-A-LOT
(Def American)
Mix-A-Lot makes his Def American debut and picks up seventeen reports this week.

Editor: Brian Alan Samson
RA = Retail Singles Action

RA LW TW

--	1	1	BLACK SHEEP - The Choice Is Yours, U.N.E., Pass The 40 (Mercury)
--	3	2	ICE CUBE - Steady Mobbin' (Priority)
\$	2	3	PUBLIC ENEMY - Can't Truss, Shut'em Down (Def Jam/RAL/Columbia)
--	12	4	NAUGHTY BY NATURE - Everything's Gonna Be Alright (Tommy Boy)
--	5	5	ORGANIZED KONFUSION - Fudge Pudge, Sunshine (Hollywood BASIC)
\$	4	6	ED O.G & DA BULLDOGS - Father To Your Child (PWL America/Mercury)
--	10	7	ULTRA MAGNETIC M.C.'S - Make It Happen (Mercury)
\$	6	8	DIGITAL UNDERGROUND - Kiss You Back, Nose Job, Sons (Tommy Boy)
--	26	9	DEL THE FUNKEE HOMOSAPIEN - Mr. Bob Dobalina (Elektra)
--	8	10	LEADERS OF THE NEW SCHOOL - International Zone Coaster (Elektra)
\$	17	11	QUEEN LATIFAH - Latifah's Had It Up 2 Here (Tommy Boy)
--	15	12	NICE & SMOOTH - How To Flow (RAL/Columbia)
--	16	13	DE LA SOUL - Millie Pulled A Pistol On Santa (Tommy Boy)
--	13	14	PETE ROCK & C.L. SMOOTH - The Creator (Elektra)
\$	9	15	POOR RIGHTEOUS TEACHERS - Shakiyla (JRH), Easy Star (Profile)
--	--	16	A TRIBE CALLED QUEST - Jazz (We Got) (Jive)
--	28	17	STRICTLY BUSINESS SOUNDTRACK - Grand Puba, Cool J (MCA)
\$	49	18	HOUSE PARTY 2 SOUNDTRACK - House Party 2 Soundtrack (MCA)
\$	11	19	U.M.C's - Jive Talk, Grow, Never, Swing, Morals (Wild Pitch/EMI)
\$	32	20	SCARFACE - Mr. Scarface Is Back (Rap-A-Lot/Priority)
--	20	21	MARLEY MARL - Symphony Pt.II, Control (Cold Chillin'/Warner Bros.)
--	14	22	WC & THE MAAD CIRCLE - Fad, Damn Thing, Serenade (Priority)
--	19	23	MAIN SOURCE - Peace Is Not The Word (Wild Pitch/EMI)
--	23	24	RODNEY O - JOE COOLEY - Oldie But Goodie (Nastymix)
--	39	25	JAZ - Hypocritters (EMI)
\$	--	26	BIG DADDY KANE - Groove With It (Cold Chillin'/Reprise)
--	40	27	TIM DOG - Penicillin On Wax (Ruffhouse/Columbia)
\$	--	28	CYPRESS HILL - How I Could Just Kill A Man (Ruffhouse/Columbia)
--	30	29	2 PAC - Trapped, My Homey (Interscope/EWA)
--	21	30	2 KINGS IN A CIPHER - Kings Are People (Bahia Entertainment/RCA)
\$	25	31	CHUBB ROCK - Just The Two Of Us (Select)
--	--	32	X-CLAN - Fire and Earth (Polydor/PLG)
--	35	33	FU-SCHNICKENS - Ring The Alarm (Jive)
--	38	34	TUNG TWISTA - Mr. Tung Twista (Loud/Zoo Records)
--	22	35	BRAND NUBIAN - All For One (Elektra)
--	18	36	3RD BASS - Portrait Of The Artist As A Hood (Def Jam/RAL/Columbia)
\$	7	37	A TRIBE CALLED QUEST - Check The Rhime (Jive)
--	41	38	D-NICE - Time 2 Flow (Jive)
--	29	39	POWERRULE - The Way It Is, Rough Neck (Poetic Groove/Interscope)
--	--	40	RAW FUSION - Rockin' To The PM (Hollywood BASIC)

CHARTBOUND

*Debuts in Chartbound

BIZ MARKIE - Toilet Stool Rap (Cold Chillin'/Warner Bros.)
SISTA SOULJAH - The Final Solution... (Epic)
***KMD** - Nitty Gritty (Elektra)
***M.C. LYTE** - Poor Georgie (First Priority/Atlantic Street)

***SLICK RICK** - It's A Boy (Def Jam/Columbia)
***B.O.X.** - Rock That A** (PWL/America)

Dropped: #24 Cypress Hill, #31 Ice-T, #33 M.C. Lyte, #34 Second II None, #36 Def Jef, #37 PM Dawn.

INJUSTICE. BLACK ON BLACK VIOLENCE. POLICE BRUTALITY. MASS HYSTERIA. DRUGS. GUNS. LIES. PAIN. HATRED. DESTRUCTION. TEARS. INTOLERANCE. DISCRIMINATION. MISINFORMATION. MISEDUCATION. CONDEMNATION. EXPLOITATION. DISRESPECT. YOUR DESTRUCTION.

PUBLIC ENEMY SAYS,

SHUT
EM
DOWN

THE NEXT APPROACH. THE NEW SINGLE.

From "Apocalypse 91, The Enemy Strikes Black."

THE NEW SINGLE FROM PUBLIC ENEMY WITH GUEST APPEARANCE BY PETE ROCK, B'W BY THE TIME I GET TO ARIZONA IN OBSERVANCE OF DR. MARTIN LUTHER KING, JR.'S BIRTHDAY.

AVAILABLE ON CASSETTE, MAXI-CASSETTE, 12" SINGLE AND A SPECIAL-ISSUE CD SINGLE INCLUDING A PUBLIC SERVICE ANNOUNCEMENT IN HONOR OF DR. KING.

On Def Jam/Columbia.
Executive Producers: The Bomb Squad.
Produced, Created, Arranged, Directed & Sequenced by The Imperial Grand Ministers of Funk: Stuart Eshete, Cerwin (C. Dave) Depper, Gary G. Williams and "The BL."
Management: Eush Artist Management.
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Def Jam
recordings
COLUMBIA

RETAIL RAP

Retail Research Assistance:
Kelly Woo
Brett Atwood
Justin Berenbaum

2W	LW	TW	SINGLES
1	1	1	PUBLIC ENEMY - Can't Truss It (Def Jam/RAL/Col.)
6	3	2	DIGITAL UNDERGROUND - Kiss You Back (T. Boy)
2	2	3	THE GETO BOYS - Mind Playing... (Rap-A-Lot/Priority)
4	4	4	KID'N PLAY - Ain't Gonna Hurt Nobody (Select)
3	5	5	A TRIBE CALLED QUEST - Check The Rhime (Jive)
5	6	6	CHUBB ROCK - Just The 2 Of Us (Select)
11	7	7	HAMMER - 2 Legit 2 Quit (Capitol)
8	8	8	HEAVY D. & THE BOYZ - Is It Good To You (MCA)
13	11	9	2ND II NONE - Be True To Yourself (Profile)
18	16	10	ED O.G. & DA BULLDOGS - Be... (PWL America/Merc.)
16	13	11	CYPRESS HILL - Phuncky Feel One (RAL/Columbia)
7	10	12	M.C. LYTE - When In Love (First Priority/Atlantic)
9	9	13	LUKE/2 LIVE CREW - Pop That... (Luke/Atlantic)
20	18	14	POOR RIGHTEOUS TEACHERS - Shakiyla (Profile)
14	14	15	U.M.C.'s - Blue Cheese (Wild Pitch/EMI)
12	15	16	PM DAWN - Set Adrift... (Gee Street/Island/PLG)
—	20	17	SCARFACE - Mr. Scarface Is Back (Rap-A-Lot/Priority)
22	19	18	BIG DADDY KANE - Groove... (Cold Chillin'/Reprise)
—	22	19	QUEEN LATIFAH - Latifah's Had It Up 2 Here (T. Boy)
10	12	20	NAUGHTY BY NATURE - O.P.P. (Tommy Boy)
—	—	21	ICE CUBE - Steady Mobbin' (Priority)
—	24	22	ERIC B & RAKIM - What's On Your Mind (MCA)
23	23	23	tone loc - All Through... (Delicious Vinyl/Island)
—	—	24	NAUGHTY BY NATURE - Everything's Gonna (T.Boy)
15	17	25	BLACK SHEEP - Flavor Of The Month (Mercury)

2W	LW	TW	ALBUMS
1	1	1	ICE CUBE - Death Certificate (Priority)
2	2	2	PUBLIC ENEMY - Apocalypse 91... (Def Jam/RAL/Col.)
3	3	3	THE GETO BOYS - We Can't Be... (Rap-A-Lot/Priority)
4	4	4	SCARFACE - Mr. Scarface Is Back (Rap-A-Lot/Priority)
6	5	5	DIGITAL UNDERGROUND - Sons Of The P (T. Boy)
5	6	6	A TRIBE CALLED QUEST - Low End Theory (Jive)
8	8	7	HAMMER - Too Legit To Quit (Capitol)
7	7	8	NAUGHTY BY NATURE - Naughty By... (Tommy Boy)
10	9	9	BIG DADDY KANE - Prince Of... (Cold Chillin'/Reprise)
25	21	10	D-NICE - To Tha Rescue (Jive)
18	14	11	CYPRESS HILL - Cypress Hill (RAL/Columbia)
11	11	12	2ND II NONE - Second II None (Profile)
9	10	13	LUKE/2 LIVE CREW - Sports... (Luke/Atlantic)
12	12	14	TIM DOG - Penicillin On Wax (Ruffhouse/Columbia)
15	15	15	KID'N PLAY - Face The Nation (Select)
14	17	16	BLACK SHEEP - A Wolf In Sheep's Clothing (Mercury)
16	16	17	HEAVY D. & THE BOYZ - Peaceful Journey (MCA)
—	18	18	CHUBB ROCK - The One (Select)
22	22	19	DJ MAGIC MIKE - Ain't No Doubt About It (Cheetah)
—	20	20	QUEEN LATIFAH - Nature Of A Sista' (Tommy Boy)
—	—	21	AMG - Bitch Betta Have My Money (Select)
13	13	22	M.C. LYTE - Act Like You Know (First Priority/Atlantic)
19	19	23	NICE & SMOOTH - Ain't A Damn... (RAL/Columbia)
21	23	24	PM DAWN - Of The Heart... (Gee Street/Island/PLG)
17	25	25	POOR RIGHTEOUS TEACHERS - Pure Poverty (Profile)

NEW HIP HOP RELEASES by Brian A. Samson

ICE CUBE-Death Certificate-(Priority) Amerikkka's most wanted returns with his second solo album, and he's on the warpath. Death Certificate is packed with all the funk of old sneakers, and the lyrics will stir even the most passive soul. Tracks to check out include "True To The Game" with it's message to all the sell-outs, "Doing Dumb\$ t" which should remind most of us of the darker side of growing up, and the classic gangsta' tale of "My Summer Vacation." A good radio track is "A Bird In The Hand," because with one little edit it will be radio-safe. The Lench Mob has a message on this one, "Life or Death?" Contact Ern at (800) 467-0151. JB

SLICK RICK-It's A Boy (Def Jam/Columbia) Slick Rick spins this tale of fatherhood as only he can. The lyrics are laid down in his classic style, and the music on this track will definitely get your head noddin'. The album version should appeal to mixshows and urban radio, while the remix has what appears to be a xylophone mixed in with a sleigh bell sample over the same dope beat. This could be an audience pleaser for the adventuresome college DJ. The Ruler tears up this fat track with all the skill it takes to be one of the best MCs in the biz, and this is arguably the best track off of the album. JB

BEYOND COMPREHENSION-Rock To The Rhythm (TMF Records) Rappin' to the Hip House rhythms are San Francisco's Beyond Comprehension, aka Ken Phlow & A.J. Scratch. On the debut 12" are four mixes of the A-side to cut off- all decidedly slammin'. To get the hardcore audience movin', flip over to the B-side with "Six Figure Zeros" and "Reverse The Impact." It ain't Public Enemy-but it's a seriously impressive debut. Contact Jason "Yuk! Mouth" Ricks at (415) 671-0670. BRETT DURANT ATWOOD

PUBLIC ENEMY - Shut 'Em Down (Def Jam/Columbia) The number one dominator of Rap—the Public Enemy is at battle for the mind once more. Shutting down all opposition, this in-your face assault on the media is an apathetic authority that might be the second gold run in a row for P.E. A just-released Pete Rock mix only adds to the sonic mayhem—which means more madness for maximum slammin' contact. Contact Bobbito at (212) 420-0790. BDA

U.M.C.'S - One To Grow On (Wild Pitch/EMI) Haas & Kool Kim continue to make noise on the charts with this smooth flavored mix on "One To Grow On." H & K deliver the esoteric dialogue as they spread the U.M.C. philosophy. Peek out the B-side

for some deeper underground flava on "Swing It To The Area." Drop the needle on the "Island Nation Anthem" for your hyped up house head audience. Contact Bruce Negrin at (212) 594-5050.

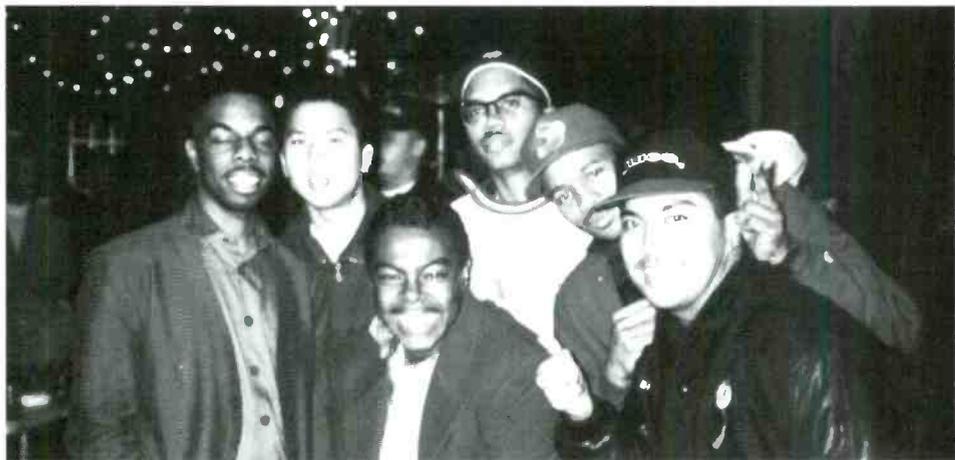
EDITORIAL SHOUT OUTS

Well, we're out of '91 and into '92 and there's a lot of news on the Hip Hop tip... First off, some serious controversy has gone down in the "Radio War Valley" of Houston. As of January 3rd, Jammin' Jimmy Olsen of the KBXX has jumped ship to KJMQ replacing mixmaster Greg Street. As of press Street claims, "that he was thrown into a radio war with the competitor misled, with a gun and no bullets." Greg also mentioned that he has been offered bids from within the area. Being one of the most creative major market Rap on-air personalities in the nation, PDs should be rollin' on Greg Street. You can contact him at (713) 955-7884...Don't forget to register your team for the 1st Annual BBQ Basketball 3 On 3 Tournament Friday 14th, 1992 at the Gavin. For more information please contact **Bobby Garcia** at (212) 420-0790...Here is a brief list of groups set to come out for Gavin Seminar '92. **X-Clan, Organized Konfusion, U.M.C.'s, BlackSheep, Digital Underground, 2 Pac, Cypress Hill, Scarface, Tim Dog, Fat Boys, and Kool G. Rap & Polo...**

RAP PHOTOFILE



*** BETTER HAVE MY RECORD: During a recent East Coast promotion tour, Select recording artist AMG stopped by Passaic, N.J.'s Record City for a visit. Shown l to r: Stann White, Select Records; Joe Hunter, Record City; and AMG.



CHILLIN' WITH THE CREW: Rap heads gather for a pic between festivities at the Young Black Power Brokers party in Los Angeles. Shown l to r: Rockbarry "Sleepy" Benson, Hollywood Basic; Yo! "I'm Hungry" Ern, Priority Records; Adrian Miller, Power Move Promotions; Lamar Algee, Delicious Vinyl; Gavin's Brian Samson; Center: Gavin's Michael Nixon.



BEING TRUE TO THEMSELVES: After a visit to the King Tech "Wake Up Show" at KMEL-San Francisco, Profile recording artist Second To None posed with "Wake Up Show" host M.C. Sway for a snap. Show l to r: K.K., Second To None; M.C. Sway, "Wake Up Crew"; D.J., Second To None.

ATTENTION

MUSIC DIRECTORS
AND
PROGRAM DIRECTORS
AND
RAP OFFICIANADOS

2 BLACK 2 STRONG MIMIC

IS BACK WITH ANOTHER
HARD-CORE HIP-HOP JAMMY!
THEIR FOLLOW-UP SINGLE

"UP IN THE MOUNTAINS" IS ON YOUR DESK NOW

LYRICALLY CREATING
VIVID & GRAPHIC VISUALIZATIONS
OF REAL LIFE

FROM THE DEBUT ALBUM
"DOIN' HARD TIME
ON PLANET EARTH"

NY'S HARDEST
LIVIN' HARD AND
DYIN' HARDER

LOOK FOR THE VIDEO ON
BET, YO! MTV RAPS,
PUMP IT UP, & VIDEO JUKEBOX



RELATIVITY

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URBAN CONTEMPORARY

MOST ADDED

HAMMER
(Capitol)

ERIC GABLE
(Epic)

TOP TIP

QUEEN LATIFAH

Latifah's Had It Up 2 Here
(Tommy Boy)

Naughty By Nature are down with
The Queen; they produced this
midtempo jam.

RECORD TO WATCH



MINT CONDITION
Breakin' My Heart
(Pretty Brown Eyes)
(Perspective)

Sweet and sensitive, it's picking
up both Urban Contemporary
and Top 40 airplay.

Editor: Betty Hollars
Assoc. Editor: John Martinucci

2W LW TW

7	5	1	TEVIN CAMPBELL - Tell Me What You Want Me To Do (Qwest/Warner Bros.)
17	8	2	KEITH SWEAT - Keep It Comin' (Vintertainment/Elektra)
20	13	3	MARIAH CAREY - Can't Let Go (Columbia)
19	12	4	JODY WATLEY - I Want You (MCA)
11	9	5	PRINCE AND THE N.P.G. - Insatiable (Paisley Park/Warner Bros.)
6	6	6	LUTHER VANDROSS - The Rush (Epic)
23	14	7	BOYZ II MEN - Uhh Ahh (Motown)
3	1	8	VANESSA WILLIAMS - The Comfort Zone (Wing/Mercury)
16	7	9	MICHAEL JACKSON - Black Or White (Epic)
22	19	10	KARYN WHITE - The Way I Feel About You (Warner Bros.)
40	27	11	JODECI - Stay (MCA)
1	4	12	SHANICE - I Love Your Smile (Motown)
29	23	13	STEVIE WONDER - These Three Words (Motown)
21	18	14	LISA STANSFIELD - Change (Arista)
24	21	15	WHITNEY HOUSTON - I Belong To You (Arista)
38	33	16	TONY TERRY - Everlasting Love (Epic)
35	28	17	THE BRAND NEW HEAVIES - Stay This Way (Delicious Vinyl/Island)
15	10	18	PHYLLIS HYMAN - Living In Confusion (Zoo)
4	3	19	FOURPLAY featuring EL DEBARGE - After The Dance (Warner Bros.)
26	24	20	DIGITAL UNDERGROUND - Kiss You Back (Tommy Boy)
36	31	21	EX-GIRLFRIEND - You (You're The One For Me) (Forceful/Reprise)
--	39	22	GUY - Let's Stay Together (MCA)
18	20	23	READY FOR THE WORLD - Can He Do It (MCA)
30	26	24	KEITH WASHINGTON - Make Time For Love (Qwest/Warner Bros.)
12	11	25	HAMMER - 2 Legit 2 Quit (Capitol)
37	35	26	GENE RICE - Love Is Calling You (RCA)
--	36	27	R. KELLY and PUBLIC ANNOUCEMENT - She's Got That Vibe (Jive)
32	32	28	TONÉ LOC - All Through The Night (Delicious Vinyl/Island)
--	--	29	LISA FISCHER - So Intense (Elektra)
2	2	30	ATLANTIC STARR - Love Crazy (Reprise)
--	--	31	BIG DADDY KANE - Groove With You (Cold Chillin'/Reprise)
33	30	32	ROGER - (Everybody) Get Up (Reprise)
--	--	33	GERALD LEVERT - Baby Hold On To Me (EastWest America)
--	--	34	LENNY KRAVITZ - What Goes Around Comes Around (Virgin)
--	40	35	THE TEMPTATIONS - The Jones' (Motown)
--	--	36	JENNIFER HOLLIDAY - Love Stories (Arista)
--	--	37	PATTI LABELLE - Somebody Loves You Baby (MCA)
25	22	38	PM DAWN - Set Adrift On Memory Bliss (Gee Street/Island/PLG)
5	15	39	GERALD LEVERT - Private Lines (EastWest America)
--	38	40	LEVEL III - Groove Ya (EMI)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in Chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
* HAMMER - ADDAMS GROOVE (Capitol)		25	22	—	2	1	8%	1
* DAVID PEASTON - Luxury Of Love (MCA)		24	4	—	4	16	13%	1
ANN G. - Get A Life (Atlantic)		24	3	—	9	12	36%	6
* ERIC GABLE - Straight From The Heart (Epic)		24	10	1	—	13	4%	1

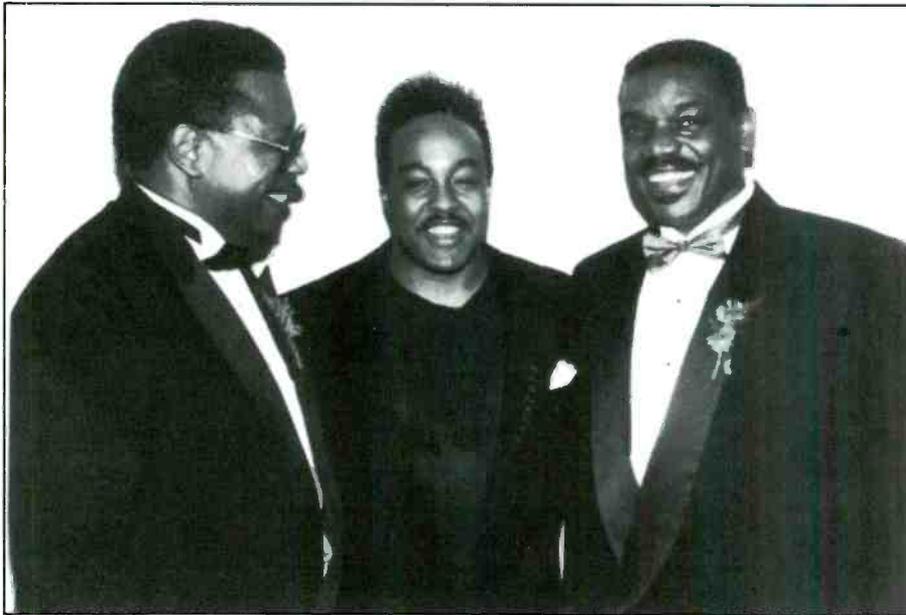
UP & COMING

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

Reports	Adds	ARTIST TITLE LABEL
21	2	* STATE OF ART - Understanding (40 Acres & A Mule/Columbia)
21	7	* QUEEN LATIFAH - Latifah's Had It Up 2 Here (Tommy Boy)
20	1	JAMES INGRAM - Get Ready (Warner Bros.)
20	1	GAME - All Night All Day (Luke/Atlantic)
19	6	MINT CONDITION - Breakin' My Heart (Pretty Brown Eyes) (Perspective)
19	3	* CHUBB ROCK - Just The 2 Of Us (Select)
19	1	ED O.G. & DA BULLDOGS - Be A Father To...(PWL America/Mercury)
19	2	* M.C. LYTE - Poor Georgie (First Priority/Atlantic)

DROPPED: #16-Chris Walker, #17-Barry White (Mix), #25-BeBe & CeCe Winans, #29-Eric Gable, #37-Cherrelle, Color Me Badd, CeCe Peniston, Small Change, Marva Hicks, Red Head Kingpin, J.C. Lodge.

INSIDE URBAN



ELEGANT GENTS

Columbia Recording artist Peabo Bryson performed at The Delta Epsilon Boule of Southern New Jersey's annual fundraiser at the Port of History Museum in Philadelphia, PA. The event, sponsored by Sony Music Entertainment, Inc., raised funds to assist the organization in scholarship aid, tutoring and cultural enrichment of young African Americans. Pictured here, from left, are: LeBaron Taylor, Vice President, Sony; Bryson; and Dr. Lewis E. Proffitt, Boule Honorary Chair.

Only the strong survive" could be the theme for the first chart week of the year. **TEVIN CAMPBELL's** "Tell Me What You Want Me To Do" and **KEITH SWEAT's** "Keep It Comin'" made the cut very well. Other massive movers include **JODECI's** "Stay," **STEVIE WONDER's** "These Three Words," **TONYTERRY's** "Everlasting Love" and **THE BRAND NEW HEAVIES' "Stay This Way,"** which all have something in common: they took greater than a ten-point jump into the top 20! Stan Boston, **WNHC-New Haven,** makes

OLETA ADAMS' "Don't Let The Sun Go Down On Me" his tip of the week and says, "I think she does an admirable job on this Elton John remake." **GERALD LEVERT** with **EDDIE LEVERT's** "Baby Hold On To Me" is RTW for Jeff Gill, **KJLH-Los Angeles,** who says, "You can quote me." Hollywood Higgins, **KRUS-Ruston,** likes **PATTI LABELLE's** "Somebody Loves You Baby" and says, "Very strong vocals and guaranteed to stay on the charts a long, long time judging from the response we're getting." Ciao for now, Betty.

NEW RELEASES

by John Martinucci

PHYLLIS HYMAN - When You Get Right Down To It (Zoo)

Phyllis' Zoo debut release, "...Change The World," took her New Jack style #2. The follow-up ballad, "Living In Confusion," reached Top Ten before Christmas. Now Ms. Hyman drops a mid-tempo R&B/Jazz fusion track that has had me hooked since October, when I heard it for the first time on the local Quiet Storm station. JM

VANESSA WILLIAMS - Save The Best For Last (Wing/Mercury)

Who's afraid of the sophomore jinx? Not Vanessa! By the close of 1991, Vanessa Williams had already scored two chart-topping singles from her "Comfort Zone" album. She gives this beautiful ballad a simple and delicate presentation that'll lift any romantic spirit. JM

PEABO BRYSON - Lost In The Night (Columbia)

Peabo's association with producer Walter Afanasieff has yielded more dramatic and passionate vocal performances. The musical peaks and valleys in "Lost In The Night" create a conflict that will keep listeners on an audio rollercoaster.

CHRIS WALKER - Take Time (Pendulum)

Very impressive! Chris offers two versions of this strong song. One includes a rap from labelmate Shazzy and the other a non-rap version. Either way—one play had everyone in earshot asking, "who's that?" Programmers who had Chris' debut single in heavy rotation will find "Take Time" is a natural.

TIM OWENS - Smile (Atlantic)

Tim's debut single, "I'm Hooked," was a sleeper for this talented young man. "Smile" is the follow-up with a good beat and hook that'll attract a wide range of demos. Out of the box adds from **KYEA (K98)-Monroe,** **WVOI-Toledo,** **WMVP-Milwaukee** and **KJMS-Memphis.**

JOE PUBLIC - Live And Learn (Columbia)

The Tony! Toni! Tone! of the East Coast! Straight out of Buffalo, New York, Joe Public's raw, cutting edge sound embraces a Hip Hop attitude but refines it with traditional R&B-like instrumentals. Additional hooks and melodies should catapult this single to the top on both club and radio charts. Check out the video to "Live And Learn," the music of Joe Public. Contact Demmette Guidry (213) 556-4937. BAS

ALBUM CUTS

JODY WATLEY - Commitment Of Love

KEITH SWEAT - Why Me Baby?

ROGER - Emotions

LUTHER VANDROSS - I'm Gonna/I Who Have...

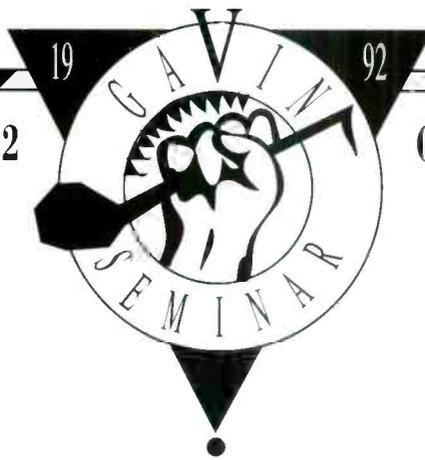
	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
TEVIN CAMPBELL - Tell Me What You Want Me To Do (Qwest/Warner Bros.)	58	1	52	5	—	98%	9
KEITH SWEAT - Keep It Comin' (Vintertainment/Elektra)	58	—	42	15	1	98%	6
MARIAH CAREY - Can't Let Go (Columbia)	58	—	36	20	2	96%	7
JODY WATLEY - I Want You (MCA)	57	1	30	25	1	96%	7
PRINCE AND THE N.P.G. - Insatiable (Paisley Park/Warner Bros.)	53	—	37	14	2	96%	8
LUTHER VANDROSS - The Rush (Epic)	50	—	39	10	1	98%	8
BOYZ II MEN - Uhh Ahh (Motown)	54	—	28	20	6	88%	6
VANESSA WILLIAMS - The Comfort Zone (Wing/Mercury)	48	—	44	3	1	97%	9
MICHAEL JACKSON - Black Or White (Epic)	50	—	36	10	4	92%	6
KARYN WHITE - The Way I Feel About You (Warner Bros.)	53	1	23	24	5	88%	7
JODECI - Stay (MCA)	57	3	18	27	9	78%	4
SHANICE - I Love Your Smile (Motown)	46	—	39	6	1	97%	10
STEVIE WONDER - These Three Words (Motown)	55	1	14	30	10	80%	5
LISA STANSFIELD - Change (Arista)	47	—	22	22	3	93%	8
WHITNEY HOUSTON - I Belong To You (Arista)	51	2	17	27	5	86%	7
TONY TERRY - Everlasting Love (Epic)	51	—	9	25	17	66%	5
THE BRAND NEW HEAVIES - Stay This Way (Delicious Vinyl/Island)	43	—	10	24	9	79%	8
PHYLLIS HYMAN - Living In Confusion (Zoo)	37	1	22	11	3	89%	12
FOURPLAY featuring EL DEBARGE - After The Dance (Warner Bros.)	35	—	27	7	1	97%	12
DIGITAL UNDERGROUND - Kiss You Back (Tommy Boy)	40	—	14	20	6	85%	9
EX-GIRLFRIEND - You (You're The One For Me) (Forceful/Reprise)	37	—	11	15	11	70%	7
GUY - Let's Stay Together (MCA)	41	3	3	26	9	70%	4
READY FOR THE WORLD - Can He Do It (Like This, Can He Do It Like That) (MCA)	41	—	25	13	3	92%	12
KEITH WASHINGTON - Make Time For Love (Qwest/Warner Bros.)	36	—	9	23	4	88%	8
HAMMER - 2 Legit 2 Quit (Capitol)	31	1	23	4	3	87%	10
GENE RICE - Love Is Calling You (RCA)	41	2	—	26	13	63%	6
R.KELLY and PUBLIC ANNOUCEMENT - She's Got That Vibe (Jive)	35	2	8	18	7	74%	6
ONE LOC - All Through The Night (Delicious Vinyl/Island)	33	1	10	18	4	84%	8
LISA FISCHER - So Intense (Elektra)	45	4	—	20	21	44%	5
ATLANTIC STARR - Love Crazy (Reprise)	32	—	21	9	2	93%	12
BIG DADDY KANE - Groove With You (Cold Chillin'/Reprise)	32	2	4	19	7	71%	5
ROGER - (Everybody) Get Up (Reprise)	30	—	12	12	6	80%	10
GERALD LEVERT - Baby Hold On To Me (EastWest America)	42	7	3	14	18	40%	2
LENNY KRAVITZ - What Goes Around Comes Around (Virgin)	30	—	1	17	12	60%	4
THE TEMPTATIONS - The Jones' (Motown)	27	1	4	14	8	66%	6
JENNIFER HOLLIDAY - Love Stories (Arista)	33	5	—	10	18	30%	4
PATTI LABELLE - Somebody Loves You Baby (MCA)	36	7	2	9	18	30%	3
PM DAWN - Set Adrift On Memory Bliss (Gee Street/Island/PLG)	20	1	5	13	1	90%	10
GERALD LEVERT - Private Lines (EastWest America)	18	—	8	8	2	88%	12
LEVEL III - Groove Ya (EMI)	23	—	2	11	10	57%	10

CROSSOVER CHART

LW	TW	
1	1	MARIAH CAREY - Can't Let Go (Columbia)
4	2	SHANICE - I Love Your Smile (Motown)
10	3	TEVIN CAMPBELL - Tell Me ..(Qwest/Warner Bros.)
3	4	COLOR ME BADD - All 4 Love (Giant/Reprise)
15	5	KARYN WHITE - The Way I Feel About You (Warner Bros.)
12	6	PRINCE AND THE N.P.G. - Diamonds...(Paisley Park/W. Bros.)
2	7	MICHAEL JACKSON - Black Or White (Epic)
6	8	JODECI - Forever My Lady (MCA)
5	9	CE CE PENISTON - Finally (A&M)
18	10	KEITH SWEAT - Keep It Comin' (Vintertainment/Elektra)
21	11	HAMMER - Addams Groove (Capitol)
16	12	STACY EARL - Love Me All Up (RCA)
11	13	TRACIE SPENCER - Tender Kisses (Capitol)
7	14	BOYZ II MEN - It's So Hard To Say Goodbye...(Motown)
23	15	HEAVY D. & THE BOYZ - Is It Good To You (MCA)

LW	TW	
30	16	JODY WATLEY - I Want You (MCA)
—	17	MINT CONDITION - Breakin' My Heart (Pretty..) (Perspective)
—	18	LUTHER VANDROSS - The Rush (Epic)
19	19	THE PARTY - In My Dreams (Hollywood)
8	20	MARKY MARK & THE F. BUNCH - Wildside (Interscope/EWA)
28	21	KYM SIMS - Too Blind To See It (Atco/EastWest America)
20	22	ANGELICA - Angel Baby (Quality)
14	23	PM DAWN - Set Adrift On Memory... (Gee Street/Island/PLG)
25	24	ATLANTIC STARR - Love Crazy (Reprise)
—	25	RIGHT SAID FRED - I'm Too Sexy (Charisma)
17	26	LISA STANSFIELD - Change (Arista)
24	27	ICY BLU - Wanna Be Your Girl (Giant/Warner Bros.)
—	28	BOYZ II MEN - Uhh Ahh (Motown)
29	29	VANESSA WILLIAMS - The Comfort Zone (Wing/Mercury)
9	30	RICHARD MARX - Keep Coming Back (Capitol)

GAVIN SEMINAR 1992



GAVIN SEMINAR 1992

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.**



Rick Reynolds



Joe Calloway

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

Presenting Our 1992 Gavin Keynote Performer

Rick Reynolds:

NBC's New Golden Boy

Note: Rick Reynolds will be performing a special, one-time edition of Only The Truth Is Funny at this year's Gavin Seminar on Friday, February 14th at 3:00 p.m. This will be a special theatrical performance held at Theater On The Square directly across the street from the St. Francis Hotel on Post Street. Seating is limited.

by Keith & Kent Zimmerman

One night, in the midst of a frustrating performance at a packed nightclub in Dallas, former disc jockey-turned-stand-up-comic Rick Reynolds reached the boiling point and made the decision of his life. He shoved a heckling customer and at that instant literally transformed his career as a successful stand-up comedian.

Reynolds' next move was a more private one. He honed his talents as a writer, and gave birth to a unique piece of work titled *Only The Truth Is Funny*, an honest piece of theater...well, comedy...well, monologue...well, performance art...well, slice of life realism—hell—whatever you want to call it.

Since its runs in New York, San Francisco and lately Los Angeles, Reynolds' one man show has not only won him the praise of such entertainment giants as Spielberg, Arsenio, Nicholson and Tomlin, it snared him a lucrative television series development deal with NBC. And that's not all. Longtime Reynolds admirer Will Ackerman of Windham Hill will release the show on CD on his new spoken-word label, Gang Of Seven. If that isn't all, Disney will be publishing a book version of the play. As Rick himself joked, Fall '92 should result in Reynolds overload.

The last twelve months have been Reynolds' most productive. The turning point was the inking of a management agreement with Charles Joffe and Jack Rollins, two gentlemen who guided the careers of Harry Belafonte, Billy Crystal and Robin Williams before paring down their talent stable to just three clients: Woody Allen, David Letterman and Rick Reynolds.

Our interview with the Gavin '92 Keynote took place in the detached back room of his modest home which is purposely located miles and miles from the New Yawk and Loz Angelino entertainment centers. One wall is lined with his extensive record collection ("Rick's a compulsive collector," says his brother) which consists of popular and super-obscure 45s from the fifties, sixties and seventies. At his desk is a computer whose screen is filled with written dialogue for what will be Rick's television pilot—directly based on *Only The Truth Is Funny*.

Dressed comfortably in workout pants and an NBC sweatshirt, Rick exudes the same rapid fire energy that he so honestly exhibits onstage. He's excited about his upcoming Gavin performance, which will be held in the very same theater where he performed a sold-out run last year, just around the corner from the tiny niterie where the show was born. His Valentine's Day Gavin performance will be one of the last, as Reynolds starts his multi-media walk toward a new creative horizon.

KZ: Your one man show, *Only The Truth Is Funny*, has helped you stumble onto something original. As in music, people are scrambling to name it or categorize it.

RR: People ask me: "What do you do? What do you call this?" One journalist named it Stand-Up Theater. For me it came from frustration with stand-up. Yesterday

I had a long talk with a friend of mine who does stand-up and wants to get out of the business. As we get older, we can't play to twenty-one year kids who want to hear the F-word. My experiences are changing. I have a wife and baby now; I have to work and make house payments. I want to talk to audiences about the things I think and talk about at home.

You're both bright guys—you probably get together with your friends and talk about God, the meaning of life, racism and David Duke. There's hardly any way to do that in comedy today. Right now, comedy is aimed at the lowest common denominator.

KZ: People drink and talk through the sets.

RR: I wanted to break out because

I had been doing it for nine years. I was on national TV and I headlined clubs, but it just wasn't enough. I thought, "What if I went onstage and talked about all of the issues I talk about with my friends?" The concept needed a dramatic arc, so I made the dramatic arc my life from a negative point of view—which is my opening statement—to the closing,

which is a positive statement. There's a dramatic through-line and an arc of a plot, then I plug in material I think is funny. It took me a year and a half to develop the idea. That's the genesis of Only The Truth Is Funny.

KZ: Were there pieces derived from your stand-up routine?

RR: Toward the end of my club days, my act started to become something closer to Only The Truth... as I got more and more frustrated with jokes about my wife's big butt and stuff. I tried to tackle things like religion, but it's tough to do that in clubs. The show debuted a year and a half ago. About forty percent of it came from my original act. Now I'd say it's down to maybe five percent. As I wrote more and more material, the stuff from my routine started to fall away. I decided that comedy people are intimidated by theater, and theater people look down their noses at comedy. Only The Truth Is Funny is where they both meet.

KZ: Were you worried about how it would go over?

RR: My big fear was that it would come off too sweet. I tried hard to stay away from that. If you start with love is great and end with love is great, who cares? That's boring! I honestly think it's a very entertaining show. You laugh or wipe a tear away.

KZ: How much do you vary the material? I saw your performance a few months ago, and assumed you changed large portions. After talking to others who saw it, I was surprised at how identical the material was.

RR: There is a script for the show. For the first few minutes I don't know what I'm going to say. I'll talk about whatever happened that day, or a review I read or something I was thinking about. That works me into the beginning of the show. I leave myself places to ad lib. Everybody thinks Robin Williams does his magic, but he's thought of everything before and scripted it. It's a structure, but his genius is making it seem like he's just winging it. You shouldn't be disappointed that he's done it before. You should look at his talent.

KZ: Prior to comedy you were on Top Forty radio.

RR: I was a disc jockey for a little while. I actually went to the Ron Bailey School of Broadcasting. I

single person that called in was a little kid. One girl said, "Rick, could you play 'Baby I Love Your Way' and dedicate it to Rick Reynolds?" Before I did it, I



loved music and wanted to be in radio. It's show business! I was at a little station called KACI in The Dalles, Oregon. I think it was the worst period ever in the history of popular music when I was on the air. It was during the mid-seventies when Starland Vocal Band's "Afternoon Delight" and Bachman Turner Overdrive were big! We even played John Travolta. Paul McCartney had his worst song out: "Someone's knocking at the door/Somebody's ringing the bell." That was a horrible song! I knew I really needed to get out when I was doing a request show one night and every

thought it would be cool to be a deejay. I guess it would be at certain stations.

KZ: What happened after you left radio?

RR: I tried being in a rock band for a while. I was twenty-nine and didn't have a career. Then there was this comedy competition in Portland that I tried out for and won. That's when I started doing stand-up—in 1981.

KZ: When did you decide you had had enough of doing stand-up comedy?

RR: That happened in Dallas—from The Dalles to Dallas. I was doing a gig one night and it was

horrible. I followed a juggler mime who got a standing ovation. There was this huge crescendo of really loud music as he was juggling. Flames were shooting out of his ass. When he left the stage, the audience shot to their feet and shouted, "Wow!" Then it was, "Please welcome Rick Reynolds," but nobody was listening to me, and I was doing something half-way intelligent. It was like high school study hall. The audience couldn't focus on me. There were people up front giving me trouble. One guy was being thrown out. Then I heard the microphone go dead. I looked down at a guy who had been an asshole all night long. He looked right at me and said, "Now make me laugh Mr. Funnyman." I went crazy. I got off the stage, picked him up and threw him over the table. There was silence in the room. I told the crowd "Fuck you!" and stormed out of the gig. Five hundred people had to be given their money back. That was when I decided I had to do something else for a living.

KZ: They say comedy is an impossible job.

RR: I don't think people know how hard it is to be a stand-up comic. If it works and everybody is listening, it looks like an interesting profession. But go on the night it doesn't work. I don't care if you're Jay Leno, you have your hell.

KZ: There seems to be a lot of people trying to do stand-up now.

RR: There are so many clubs now that the audiences are papered. Like anything, once there's an overabundance a lot of it has to die out. Click through the cable channels at eleven o'clock at night and you'll find comedians on five stations. Most of them could have never gotten on TV ten years ago. And the shows are so cheaply produced. Here's a mic, turn on the lights, boom! You have a TV show.

KZ: How did radio help you in the long run?

RR: I never got really good at radio, but it helped me find my voice. When I won the Portland comedy competition I did a radio

cont. on page 46

COUNTRY

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

MOST ADDED

- ALAN JACKSON (126)
(Arista)
- GEORGE STRAIT (114)
(MCA)
- ALABAMA (107)
(RCA)
- GARTH BROOKS (98)
(Capitol Nashville)
- BILLY DEAN (67)
(Capitol Nashville/SBK)

TOP REQUESTS

- TRACY LAWRENCE
- COLLIN RAYE
- SAMMY KERSHAW
- PAM TILLIS
- TRAVIS TRITT/MARTY STUART

RECORD TO WATCH



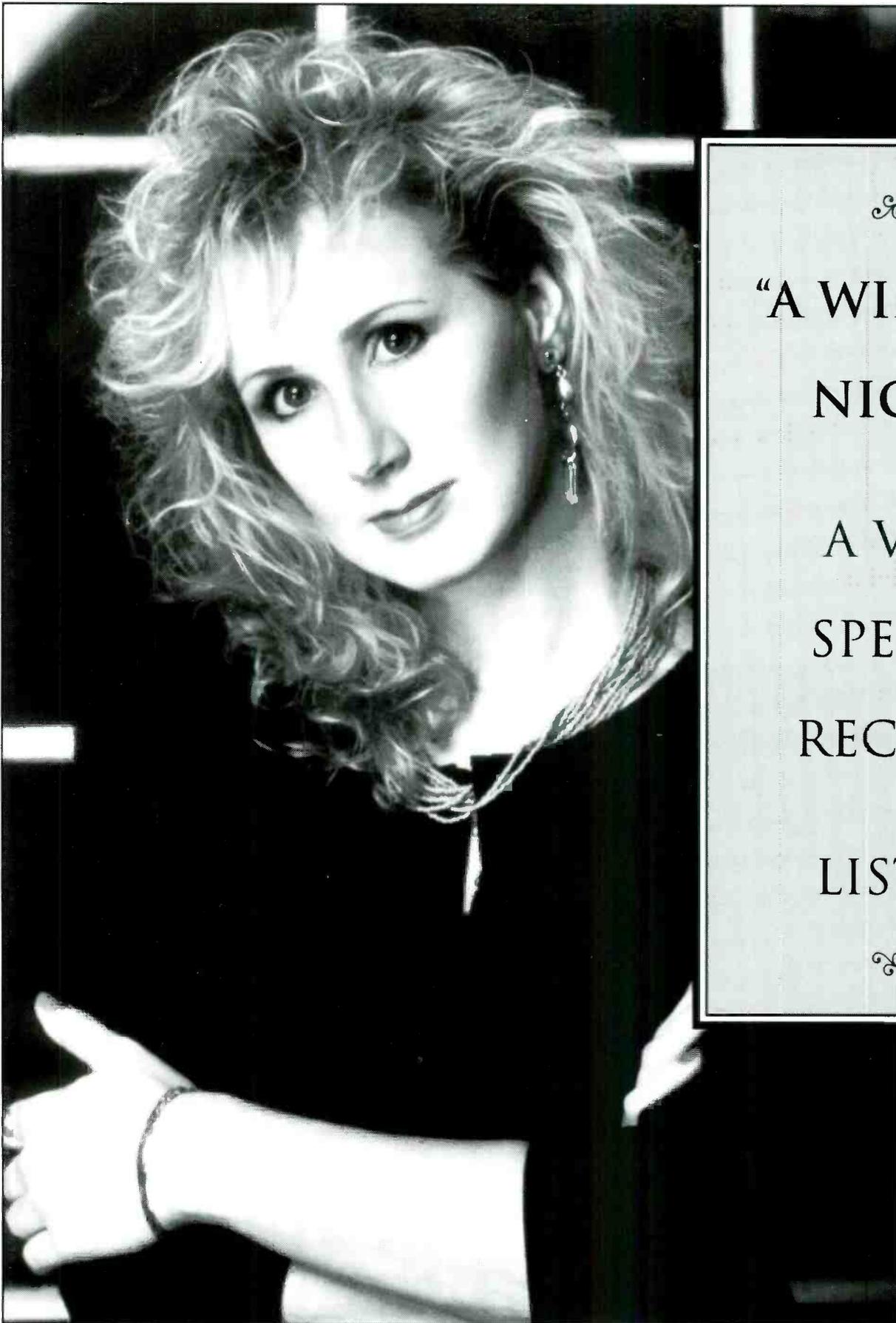
HIGHWAY 101
 Baby, I'm Missing You
 (Warner Bros.)
 They're starting the New Year off
 right with 63 adds and 106 reports.

Editor: Lisa Smith
 Assoc. Editor: Cyndi Hoelzle

2W	LW	TW	
11	8	1	TRACY LAWRENCE - Sticks And Stones (Atlantic)
14	13	2	DOUG STONE - A Jukebox With A Country Song (Epic)
8	6	3	SAMMY KERSHAW - Cadillac Style (Mercury)
12	11	4	HAL KETCHUM - I Know Where Love Lives (Curb)
13	12	5	MARK CHESNUTT - Broken Promise Land (MCA)
16	14	6	SAWYER BROWN - The Dirt Road (Curb/Capitol)
19	17	7	RONNIE MILSAP - Turn That Radio On (RCA)
6	4	8	TANYA TUCKER - What Do I Do With Me (Capitol Nashville)
24	19	9	TRAVIS TRITT w/MARTY STUART - The Whiskey Ain't... (Warner Bros.)
20	18	10	DIAMOND RIO - Mama Don't Forget To Pray For Me (Arista)
23	20	11	RICKY VAN SHELTON - After The Lights Go Out (Columbia)
10	9	12	MARY-CHAPIN CARPENTER - Going Out Tonight (Columbia)
36	24	13	PAM TILLIS - Maybe It Was Memphis (Arista)
21	21	14	MIKE REID - I'll Stop Loving You (Columbia)
5	3	15	STEVE WARINER - Leave Him Out Of This (Arista)
25	23	16	LIONEL CARTWRIGHT - What Kind Of Fool (MCA)
4	2	17	RESTLESS HEART - You Can Depend On Me (RCA)
9	7	18	THE REMINGTONS - A Long Time Ago (BNA Entertainment)
39	31	19	JOE DIFFIE - Is It Cold In Here (Epic)
34	28	20	PAULETTE CARLSON - I'll Start With You (Capitol Nashville)
17	16	21	MARK COLLIE - She's Never Comin' Back (MCA)
3	1	22	COLLIN RAYE - Love, Me (Epic)
33	27	23	KENNY ROGERS - If You Want To Find Love (Reprise)
—	—	24	RANDY TRAVIS - Better Class Of Losers (Warner Bros.)
32	29	25	PAUL OVERSTREET - If I Could Bottle This Up (RCA)
—	36	26	TRISHA YEARWOOD - That's What I Like About You (MCA)
—	—	27	LORRIE MORGAN - Except For Monday (RCA)
—	38	28	JOHN ANDERSON - Straight Tequila Night (BNA Entertainment)
38	33	29	VERN GOSDIN - A Month Of Sundays (Columbia)
—	—	30	SUZY BOGGUSS - Outbound Plane (Capitol Nashville)
—	—	31	DWIGHT YOAKAM - It Only Hurts When I Cry (Reprise)
—	37	32	KEITH WHITLEY - Somebody's Doing Me Right (RCA)
40	35	33	PRAIRIE OYSTER - One Precious Love (RCA)
22	22	34	PIRATES OF THE MISSISSIPPI - Fighting For You (Capitol Nashville)
—	—	35	GARTH BROOKS - What She's Doing Now (Capitol Nashville)
—	—	36	PATTY LOVELESS - Jealous Bone (MCA)
—	—	37	GREAT PLAINS - Faster Gun (Columbia)
—	—	38	RICKY SKAGGS - Same Ol' Love (Epic)
—	—	39	BILLY DEAN - Only The Wind (Cap.Nashville/SBK)
—	—	40	DAVIS DANIEL - Fighting Fire With Fire (Mercury)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in Chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
*ALAN JACKSON - Dallas (Arista)		164	126	1	16	21	10%	1
*ALABAMA - Born Country (RCA)		126	107	—	9	10	7%	1
*GEORGE STRAIT - Lovesick Blues (MCA)		126	114	—	2	10	1%	1
EARL THOMAS CONLEY - Hard Days And Honky Tonk Nights (RCA)		125	49	1	17	58	14%	2



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C E E C E E C H A P M A N

CURB
RECORDS

UP & COMING

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

Reports	Adds	Weeks	ARTIST TITLE LABEL
112	9	4	GEORGE JONES - She Loved A Lot In Her Time (MCA)
106	63	1	*HIGHWAY 101 - Baby, I'm Missing You (Warner Bros.)
87	18	4	MICHAEL WHITE - Professional Fool (Reprise)
80	8	3	TIM RYAN - I Will Love You Anyhow (Epic)
60	32	1	*DESERT ROSE BAND - Twilight Is Gone (Curb/MCA)
57	51	1	*DOLLY PARTON - Country Road (Columbia)
53	1	4	GARY MORRIS - One Fall Is All It Takes (Capitol Nashville)
47	1	3	RONNIE McDOWELL - When A Man Loves A Woman (Curb)
37	34	1	*KEITH PALMER - Forgotten But Not Gone (Epic)
32	31	1	*REBA McENTIRE - Is There Life Out There (MCA)
31	2	2	CHRIS LeDOUX - Working Man's Dollar (Capitol Nashville)
31	27	1	*CLEVE FRANCIS - Love Light (Capitol Nashville)
30	2	3	CHRIS WALL - Hangin' Out (Rykodisc)
29	26	1	*BLACK TIE - I'm Sure Of You (Bench)
28	5	1	*DONNA ULISSE - Trouble At The Door (Atlantic)

Dropped: #5-Vince Gill, #10-Brooks & Dunn, #15-Kathy Mattea, #25-Charlie Daniels Band, #26-George Strait (Chill), #30-Shelby Lynne, #32-Tom Wopat, #34-Reba McEntire (Heart), #39-Marty Brown, #40-Billy Dean (Cost), Conway Twitty, Alan Jackson (X-Mas), Statlers, Marcy Brothers, Pat Shea, Wayne Newton.

INSIDE COUNTRY

#1 ONE YEAR AGO TODAY
CARLENE CARTER - Come On Back

#1 FIVE YEARS AGO TODAY
RONNIE MILSAP -
How Do I Turn You On

#1 TEN YEARS AGO TODAY
JUICE NEWTON - The Sweetest Thing



One of the highlights of our holiday season was meeting up with (from left) Arista's Steve Sharp, Steve Williams and Steve Wariner on what we lovingly referred to as the "Three Steve Tour." The three Steve's serenaded the Country Crew and KSNB-San Francisco's Marlene Augustine and Tracy Storey into the wee hours, and boy

were they great! Can an album be far behind!?!?

NEW YEAR CATCH-UP...Happy New Year! It's great to be back and we look forward to spending 1992 with you all in the industry's most exciting format. Here's to a great year!...Former WSM-Nashville MD **Larry Pariegis** is the new Program Director at KRST-Albuquerque, replacing **Don Christi**...**Del DeMontreux** is the new Music Director at WYNY-New York...**Robert St. John** steps in to replace **Bob Goss** at KSTR-Grand Junction...Congratulations to the Yadda Yadda man himself, RCA's **Carson Schreiber**, who is celebrating 15 years as a regional promotion manager with RCA...**Joe Martin** has left WADA-Shelby to take over the afternoon drive shift at WSLQ-Roanoke...**Diane Richey Promotions** is now using their street address exclusively to receive mail. The address is 1019 17th Avenue South, Suite #201, Nashville TN 37212... Congratulations to KMIT-Mitchell Music Director **Rodney J** and his wife **Kim** on the January 5th birth of their daughter **Alli Joy**...KTOQ/AM-Rapid City is making a big move—to the FM dial. They'll now be known as **KIQK/FM**, with their line-up staying pretty much the same: **Marty Wilcox/**

NEW RELEASES

by Lisa Smith & Cyndi Hoelzle

So many great singles have been released during the break that we only have room to list recommended releases.

ALABAMA - Born Country (RCA)

BLACK TIE - I'm Sure Of You (Bench)

GARTH BROOKS - What She's Doing Now (Capitol Nashville)

MARTIN DELRAY - Who, What, Where, When, Why, How (Atlantic)

CLEVE FRANCIS - Love Light (Capitol Nashville)

ALAN JACKSON - Dallas (Arista)

REBA McENTIRE - Is There Life Out There (MCA)

KEITH PALMER - Forgotten But Not Gone (Epic)

DOLLY PARTON - Country Road (Columbia)

R.B. STONE - How Much I Care (Stardust)

GEORGE STRAIT - Lovesick Blues (MCA)

DONNA ULISSE - Trouble At The Door (Atlantic)

B.B. WATSON - Lover Not A Fighter (BNA)

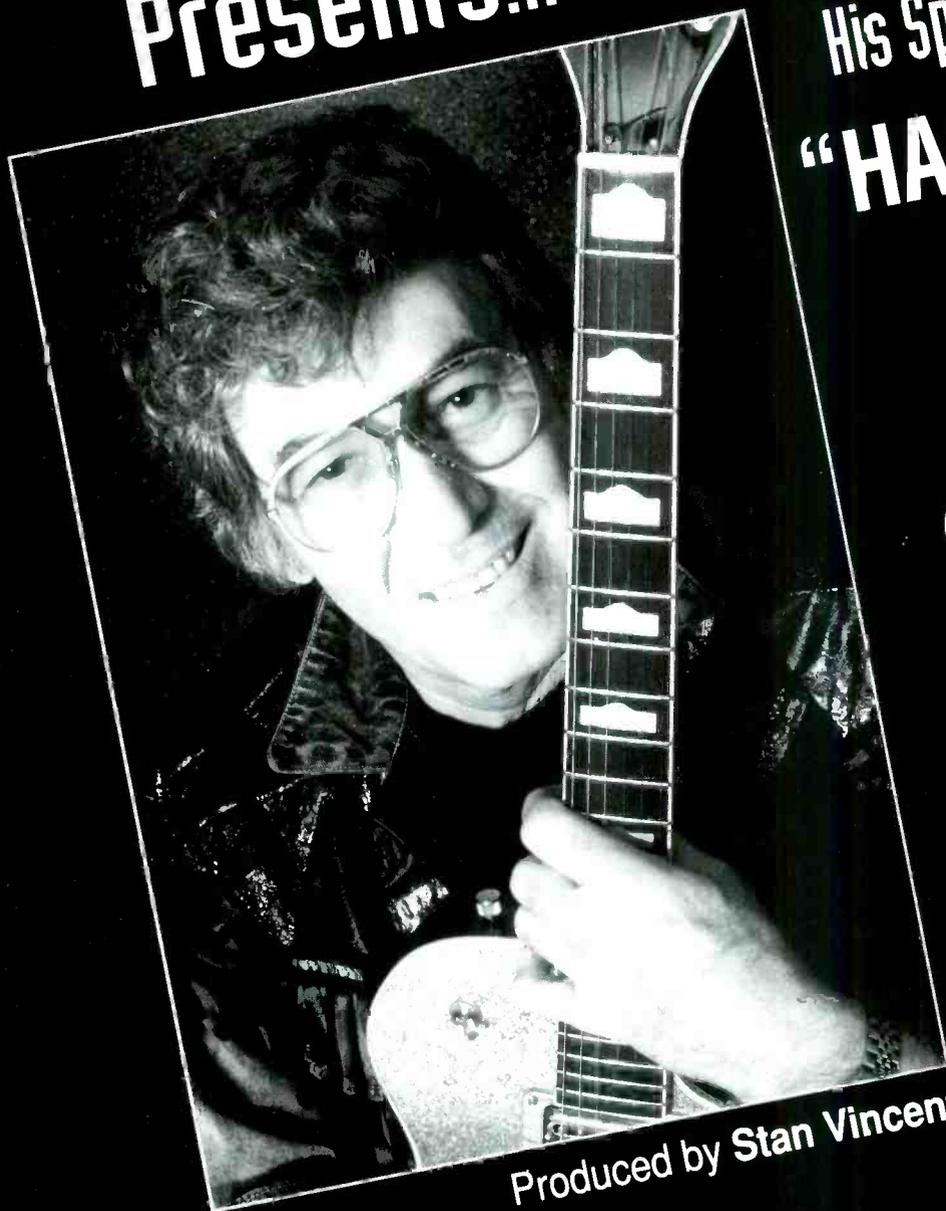
mornings; MD **Lori Rajewich**/middays; PD **Bob Look**/afternoons and **Greg Anthony**/nights. Lori will now take music calls Thursdays and Fridays from 8-10 AM (MST)...**Cathee Jensen** is the new Music Director at KPQX-Havre and will take music calls on Monday afternoons from 2-4 PM...KSJB-Jamestown's **Kaye Hier** will now be taking music calls on Tuesdays and Wednesdays from 3-4 PM. Talk with you next week. The Gavin Country Crew

ALBUM CUTS

GARTH BROOKS - Papa Loved Mama/
Against The Grain
TRACY LAWRENCE - Paris, Tennessee
JOHN DENVER - Potter's Wheel

CARL PERKINS

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HIT FACTOR

Country Research:
Lisa Smith/Elma Greer/Cyndi Hoelzle

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

Total Reports This Week **216** Last Week **217**

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
TRACY LAWRENCE - Sticks And Stones (Atlantic)	216	—	199	15	2	99%	8
DOUG STONE - A Jukebox With A Country Song (Epic)	216	—	174	38	4	98%	8
SAMMY KERSHAW - Cadillac Style (Mercury)	207	—	186	14	7	96%	14
HAL KETCHUM - I Know Where Love Lives (Curb)	216	—	156	57	3	98%	11
MARK CHESNUTT - Broken Promise Land (MCA)	213	—	164	46	3	98%	10
SAWYER BROWN - The Dirt Road (Curb/Capitol)	215	—	140	70	5	97%	7
RONNIE MILSAP - Turn That Radio On (RCA)	215	1	118	88	8	95%	6
TANYA TUCKER - (Without You) What Do I Do With Me (Capitol Nashville)	193	—	165	20	8	95%	13
TRAVIS TRITT w/MARTY STUART - The Whiskey Ain't Workin' (Warner Bros.)	211	—	99	104	8	96%	6
DIAMOND RIO - Mama Don't Forget To Pray For Me (Arista)	212	—	75	131	6	97%	7
RICKY VAN SHELTON - After The Lights Go Out (Columbia)	215	—	62	136	17	92%	6
MARY-CHAPIN CARPENTER - Going Out Tonight (Columbia)	189	—	132	46	11	94%	11
PAM TILLIS - Maybe It Was Memphis (Arista)	213	—	52	141	20	90%	4
MIKE REID - I'll Stop Loving You (Columbia)	204	—	54	131	19	90%	8
STEVE WARINER - Leave Him Out Of This (Arista)	172	—	131	25	16	90%	14
LIONEL CARTWRIGHT - What Kind Of Fool (MCA)	205	—	31	142	32	84%	8
RESTLESS HEART - You Can Depend On Me (RCA)	164	—	123	28	13	92%	12
THE REMINGTONS - A Long Time Ago (BNA Entertainment)	166	—	113	42	11	93%	13
JOE DIFFIE - Is It Cold In Here (Epic)	208	5	15	151	37	79%	4
PAULETTE CARLSON - I'll Start With You (Capitol Nashville)	205	2	20	128	55	72%	5
MARK COLLIE - She's Never Comin' Back (MCA)	176	1	67	87	21	87%	11
COLLIN RAYE - Love, Me (Epic)	159	—	113	32	14	91%	11
KENNY ROGERS - If You Want To Find Love (Reprise)	198	1	12	135	50	74%	6
RANDY TRAVIS - Better Class Of Losers (Warner Bros.)	201	12	22	117	50	69%	3
PAUL OVERSTREET - If I Could Bottle This Up (RCA)	197	3	13	124	57	69%	7
TRISHA YEARWOOD - That's What I Like About You (MCA)	204	11	4	138	51	69%	3
LORRIE MORGAN - Except For Monday (RCA)	199	23	6	102	68	54%	3
JOHN ANDERSON - Straight Tequila Night (BNA Entertainment)	193	23	6	99	65	54%	4
VERN GOSDIN - A Month Of Sundays (Columbia)	159	1	6	99	53	66%	6
SUZY BOGGUSS - Outbound Plane (Capitol Nashville)	187	27	3	80	77	44%	3
DWIGHT YOAKAM - It Only Hurts When I Cry (Reprise)	178	20	3	74	81	43%	3
KEITH WHITLEY - Somebody's Doing Me Right (RCA)	164	6	1	84	73	51%	4
PRAIRIE OYSTER - One Precious Love (RCA)	160	6	3	84	67	54%	5
PIRATES OF THE MISSISSIPPI - Fighting For You (Capitol Nashville)	139	1	26	86	26	80%	11
GARTH BROOKS - What She's Doing Now (Capitol Nashville)	188	98	13	60	17	38%	1
PATTY LOVELESS - Jealous Bone (MCA)	173	54	1	51	67	30%	2
GREAT PLAINS - Faster Gun (Columbia)	131	7	2	39	83	31%	3
RICKY SKAGGS - Same Ol' Love (Epic)	141	31	1	42	67	30%	2
BILLY DEAN - Only The Wind (Cap.Nashville/SBK)	169	67	1	35	66	21%	2
DAVIS DANIEL - Fighting Fire With Fire (Mercury)	139	28	—	36	75	25%	2

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. VINCE GILL - Pocket Full Of Gold (MCA)
5. TRAVIS TRITT - It's All About To Change (Warner Bros.)
6. GARTH BROOKS - Garth Brooks (Capitol Nashville)
7. ALABAMA - Greatest Hits, Volume II (RCA)
8. TRISHA YEARWOOD - Trisha Yearwood (MCA)
9. ALAN JACKSON - Don't Rock The Jukebox (Arista)
10. THE JUDDS - Greatest Hits, Volume II (RCA)

Based on correspondents' research

TOP TEN VIDEOS

1. THE REMINGTONS - A Long Time Ago (BNA Entertainment)
2. TRAVIS TRITT/MARTY STUART - The Whiskey Ain't Workin' (W.B.)
3. SAWYER BROWN - The Dirt Road (Curb/Capitol)
4. PAM TILLIS - Maybe It Was Memphis (Arista)
5. DIAMOND RIO - Mama Don't Forget To Pray For Me (Arista)
6. DOUG STONE - A Jukebox With A Country Song (Epic)
7. HAL KETCHUM - I Know Where Love Lives (Curb)
8. COLLIN RAYE - Love, Me (Epic)
9. MARK COLLIE - She's Never Coming Back (MCA)
10. MIKE REID - I'll Stop Loving You (Columbia)

Courtesy of Country Music Television 



“Don’t Miss It”



“I think the Gavin Seminar is the hippest most star-studded event of the year!”

—Billy Dean



“I like the nature of the Country panel. It transforms from a panel with a slated agenda to an informal brainstorming session, providing everyone in the room with an opportunity to contribute.”

—R.J. Curtis,
Program Director,
KNIX-Phoenix.



“In my years in the business, I have been to a lot of seminars. By far, the quality of the Gavin Country panel, and the interaction between attendees in the smaller group setting, has been the most exciting and educational of any that I have attended. I always come away with new ideas to face the challenges of the new year.”

—Shelia Shipley,
VP of Promotion,
MCA Records

**Don't miss out! Come to learn and share and go back prepared.
The Gavin Seminar, February 13-15,
Westin St. Francis Hotel, San Francisco.**

**Call the Country Crew at (415) 495-1990 for registration
materials and more information**

ADULT CONTEMPORARY

MOST ADDED

BETH NIELSEN CHAPMAN (45)
(Reprise)
ERIC CLAPTON (44)
(Reprise)
PAUL YOUNG (38)
(MCA)
AMY GRANT (29)
(A&M)
KARYN WHITE (27)
(Warner Bros.)
BILLY JOEL (27)
(Columbia)
SIMPLY RED (27)
(East Atco/EastWest America)

TOP TIP

ERIC CLAPTON
Tears In Heaven
(Reprise)

An airplay "Rush" for slowhand.

RECORD TO WATCH



PAUL YOUNG

What Becomes Of The Brokenhearted
(MCA)

A twenty-five year old Jimmy Ruffin
song whose time has come again.

Editor: Ron Fell

Assoc. Editor: Diane Rufer

2W LW TW

6	3	1	MARIAH CAREY - Can't Let Go (Columbia)
1	1	2	RICHARD MARX - Keep Coming Back (Capitol)
12	8	3	CELINE DION AND PEABO BRYSON - Beauty And The Beast (Epic)
38	20	4	GEORGE MICHAEL/ELTON JOHN - Don't Let The Sun... (Columbia)
11	7	5	LINDA RONSTADT - Dreams To Dream (MCA)
22	11	6	AARON NEVILLE - Somewhere, Somebody (A&M)
7	5	7	GENESIS - No Son Of Mine (Atlantic)
26	17	8	WILSON PHILLIPS - Daniel (Polydor/PLG)
2	2	9	KENNY LOGGINS - Conviction Of The Heart (Columbia)
17	12	10	DAN HILL - I Fall All Over Again (Quality)
3	6	11	ROD STEWART - Broken Arrow (Warner Bros.)
5	4	12	PAULA ABDUL - Blowing Kisses In The Wind (Captive/Virgin)
27	22	13	LISA STANSFIELD - Change (Arista)
19	16	14	ROXETTE - Spending My Time (EMI)
4	9	15	BONNIE RAITT - I Can't Make You Love Me (Capitol)
20	15	16	HUEY LEWIS AND THE NEWS - He Don't Know (EMI)
32	25	17	NEIL DIAMOND - Don't Turn Around (Columbia)
39	30	18	BETTE MIDLER - Every Road Leads Back To You (Atlantic)
21	18	19	BOB SEGER AND THE SILVER BULLET BAND - The Fire Inside (Capitol)
—	—	20	SIMPLY RED - Stars (Atco/EastWest America)
31	26	21	THE TRIPLETS - Light A Candle (Mercury)
—	35	22	EDDIE MONEY - I'll Get By (Columbia)
10	10	23	AMY GRANT - That's What Love Is For (A&M)
37	32	24	THE DOVES - Beaten Up In Love Again (Elektra)
9	13	25	CHER - Save Up All Your Tears (Geffen)
—	—	26	BETH NIELSEN CHAPMAN - I Keep Coming Back To You (Reprise)
—	34	27	STEPHEN BISHOP - All I Want (Curb)
30	27	28	ALABAMA - Then Again (RCA)
—	—	29	ENYA - Caribbean Blue (Reprise)
16	14	30	MARC COHN - True Companion (Atlantic)
34	29	31	RIC OCASEK - The Way You Look Tonight (Reprise)
15	19	32	MICHAEL BOLTON - When A Man Loves A Woman (Columbia)
13	23	33	CURTIS STIGERS - I Wonder Why (Arista)
18	28	34	ROBERTA FLACK/MAXI PRIEST - Set The Night To Music (Atlantic)
—	37	35	MICHAEL JACKSON - Black Or White (Epic)
—	—	36	BILLY JOEL - Shameless (Columbia)
—	36	37	FOURPLAY featuring EL DEBARGE - After The Dance (Warner Bros.)
—	—	38	MICHAEL DAMIAN - (There'll Never Be) Another You (A&M)
—	—	39	THE TEMPTATIONS - My Girl (Epic)
14	24	40	JAMES INGRAM - Where Did My Heart Go (Warner Bros.)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in Chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
*ERIC CLAPTON - Tears In Heaven (Reprise)		72	44	1	17	10	25%	1
MICHAEL DAMIAN - (There'll Never Be) Another You (A&M)		68	19	2	23	24	36%	2
KARYN WHITE - The Way I Feel About You (Warner Bros.)		58	27	2	17	12	32%	2
WARREN HILL - Waiting For A Love (Novus/RCA)		50	23	4	7	16	22%	4

bounce the ocean

"This music is unabashedly melodic, and you can feel real emotion in the vocals. 'Wasting My Time' is haunting and bittersweet, with a hook that stays with you. 'Bounce The Ocean' sounds young and fresh, but with the character of classic power pop."

—Glen Ballard, *Producer/Writer*—Wilson Phillips

"'Bounce The Ocean' is what contemporary music needs more of; great songwriting, great singing, fresh musical ideas and 'öst.'" —Michael Omartian, *Producer/Writer*—Amy Grant

"...this new Seattle-based duo has produced one of the strongest albums we have ever tested..."

—Eric Norberg, *The Adult Contemporary Music Research Letter*

Presenting the first single "Wasting My Time"

Produced by Steve Berlin
Co-Produced by Bounce The Ocean
Additional production by Michael Omartian
Remixed by Mick Guzauski
Executive Producer: Glen Ballard

From the self-titled debut album Bounce The Ocean



UP & COMING

Reports accepted Mondays and
Tuesdays 8AM through 3PM
Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

REVIEWS

by Diane Rufer & Ron Fell

Because of the quantity of new releases this week, we will list our reviews in alphabetical order.

MICHAEL BOLTON

Missing You Now (Columbia)

BOUNCE THE OCEAN

Wasting My Time (Private Music)

BOBBY CALDWELL

Don't Lead Me On (Sin-Drome)

ERIC CLAPTON

Tears In Heaven (Reprise)

ARETHA FRANKLIN featuring

MICHAEL McDONALD

Ever Changing Times (Arista)

AMY GRANT

Good For Me (A&M)

MICHAEL JACKSON

Remember The Time (Epic)

JAMES TAYLOR

(I've Got To) Stop Thinkin' 'Bout That
(Columbia)

LUTHER VANDROSS

The Rush (Epic)

VANESSA WILLIAMS

Save The Best For Last (Wing/Mercury)

PAUL YOUNG

What Becomes Of The Brokenhearted
(MCA)

Reports	Adds	ARTIST TITLE LABEL
47	10	BEVERLEY CRAVEN - Holding On (Epic)
45	21	ROBERTA FLACK - You Make Me Feel Brand New (Atlantic)
44	7	DARYL BRAITHWAITE - The Horses (Epic Associated)
42	16	BARBRA STREISAND - Places That Belong To You (Columbia)
38	8	MAXI PRIEST - Some Guys Have All The Luck (Charisma)
38	38	* PAUL YOUNG - What Becomes Of The Brokenhearted (MCA)
37	4	JOHN O'KANE - The Dance Goes On (Charisma)
37	8	MOODY BLUES - Bless The Wings (Polydor/PLG)
32	4	MANHATTAN TRANSFER - A World Apart (Columbia)
32	4	DAVID ALEXIS - You Are The Lady (Esquire)
30	6	RICHARD ELLIOT f/ CARL ANDERSON - Take This Heart (Manhattan)
29	29	* AMY GRANT - Good For Me (A&M)
26	3	COLOR ME BADD - All 4 Love (Giant/Reprise)
24	7	* LITTLE FEAT - Things Happen (Morgan Creek)

Dropped: Smokey Robinson, Natalie Cole, James Taylor, David Wilcox, Stylistics, Gloria Estefan, Jack Mack & The Heart Attack.

INSIDE A/C by Diane Rufer and Ron Fell

WELCOME BACK!!

Before we get too far into the new year we'd like to remind you of the discounted registration for the 1992 Gavin Seminar. Register with us before the end of January and save nearly 10%. If you need another registration card, look for one to be included in next week's Gavin Report.

For starters, we've got a new #1 with **MARIAH CAREY's** "Can't Let Go." Soon to be in competition for the top position are **CELINE** and **PEABO's** "Beauty & The Beast" and **GEORGE & ELTON's** "Don't Let The Sun Go Down On Me." **CELINE & PEABO's** 93% HIT FACTOR leads **GEORGE & ELTON's** 84% while leading in total stations 183-177. The **GEORGE & ELTON** moved an awesome #38 to #4 over the holidays.

WILSON PHILLIPS survived the holidays and broke into the Top Ten with "Daniel." Its HIT FACTOR of 88% is impressive but even move so is the fact that nearly two-thirds of all stations are reporting HEAVY rotation.

AARON NEVILLE's "Somewhere, Somebody" is the format's highest Top Ten debut. It's 90% HIT FACTOR doesn't yet include the newest ADDs like **KVIL**, **KSBL**, **WELI**, **WCVQ**, **KELO/FM**, **WVMX** and **WTTR**.

Moving #22 to #13 this issue is **LISA STANSFIELD's** "Change." Its HIT FACTOR move of 13% (69% to 82%) comes with another 14 ADDs including **K103**, **KHLT/FM**, **KMXV/FM**, **WQHQ** etc.

BETTE MIDLER's soundtrack material from "For The Boys" may outlive the life of the film. Her "Every Road Leads Back To You"



moves #39 to #30 to #18 with 119 stations onboard including **WRFC**, **KMAS**, **KWNG**, **KIZZ**, **KLOG**, **KWLO** and **WJON** among the new this week.

SIMPLY RED, last issue's TOP TIP, debuts halfway up the chart with 134 stations and a 61% HIT FACTOR. New this week for **WNSR/FM**, **WQLH/FM**, **KIDX/FM**, **KYMG**, **KELO/FM**, **KFIG**, **WFPS**, **WVMX** and **WCPZ**.

Nearly a year and a half after her album debut, **BETH NIELSEN CHAPMAN** appears to have her biggest hit single with "I Keep Coming Back To You." It has quickly tallied 125 A/C stations and debuts at #26 this week. New for **WWDE**, **WMYX**, **WRVA**, **KVIL**, **WQHQ/FM** etc.

ERIC CLAPTON's theme to the **JASON**

PATRIC film, "Rush," debuts in **CHARTBOUND** this week. Count among the early believers **WMT/FM**, **WFX/FM**, **KRNO/FM**, **WHAI**, **WKYE**, **WNMB**, **KMJC**, **KEYI** and **KIDX/FM**.

Last issue's **RECORD TO WATCH**, **KARYN WHITE's** "The Way I Feel About You," moves into **CHARTBOUND** with 58 A/C stations. Among the newest 27 stations are **WEIM**, **WMBA**, **WSUL**, **WXVL**, **KLKC**, **KLSS**, **KRDI/FM**, **WRCO**, **KBMG**, **KYTE** and **KGY**. **KARYN** has already hit the Top Ten on our Urban chart.

Our first **RECORD TO WATCH** for '92 is **PAUL YOUNG's** re-make of "What Becomes Of The Brokenhearted" featured in the film "Fried Green Tomatoes." Our third **MOST ADDED** single has 38 A/Cs spinning this classic with **WBMX/FM**, **WKYE**, **WNSR/FM**, **WSKY**, **WXLS**, **WZNY**, **WMT/FM**, **WMIR**, **KESZ**, **KSCQ/FM**, **KBLQ**, **KIDX/FM**, **KFMB** and **KEZR**.

Beth Nielsen Chapman

"I Keep Coming Back To You"

GAVIN A/C #1 MOST ADDED

DEBUT 26* 125/45 44% HIT FACTOR

R&R 3RD MOST ADDED 25*-18* 53/12

+19 CONVERSION

ADDS INCLUDE:

KVIL	WQHQ	WLGK	WTTR
WMIYX	KELO	WXVL	WKDQ
WWDE	KLOG	KSAO	WFPS
WRVA	WSTU	KBAU/FM	KLKC



ERIC CLAPTON

"TEARS IN HEAVEN"

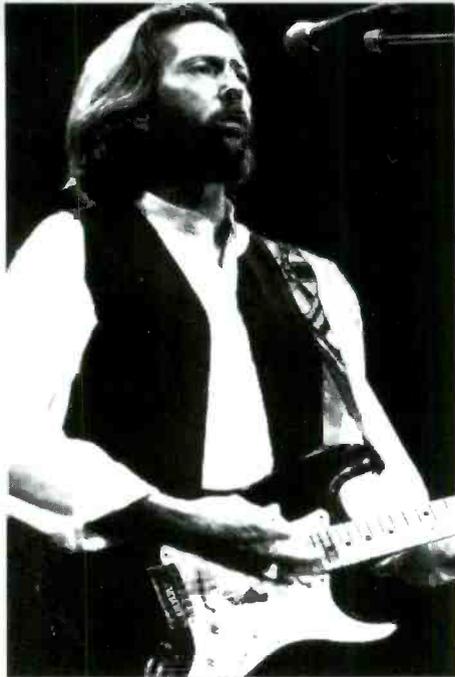
GAVIN A/C CHARTBOUND #2 MOST ADDED 72/44

R&R ONE OF THE MOST ADDED • NEW & ACTIVE 25/7

+9 CONVERSION

ADDS INCLUDE:

KKLD	WTCB	WSUL	KVYN/FM
WAHL	WSKY	WXLS	KATW/FM
WAFR	WELI	WHMI	WJTW/FM
WFRO	WABJ	KIZZ	WHIZ



enya

Caribbean Blue

GAVIN A/C DEBUT 29* 77/8 53% HIT FACTOR

R&R ALREADY ON 13 STATIONS!

B100 ADD WQLH ADD WHFX ADD
KBMG HEAVY KBOL HEAVY WKTJ HEAVY

ALSC ON:

WTPI	WQLR	KZLT	WEIM
WFRO	KFMO	WEBS	WAHR
KIDX	KBLQ		



1992 REPRISE RECORDS



HIT FACTOR

A/C Research:
Diane Rufer/Ron Fell

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

Total Reports This Week **210** Last Week **241**

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
MARIAH CAREY - Can't Let Go (Columbia)	187	2	157	20	8	94%	7
RICHARD MARX - Keep Coming Back (Capitol)	191	—	156	28	7	96%	9
CELINE DION AND PEABO BRYSON - Beauty And The Beast (Epic)	178	1	130	36	11	93%	8
GEORGE MICHAEL AND ELTON JOHN - Don't Let The Sun Go Down On Me (Columbia)	184	18	107	49	10	84%	4
LINDA RONSTADT - Dreams To Dream (MCA)	168	2	120	37	9	93%	7
AARON NEVILLE - Somewhere, Somebody (A&M)	163	7	93	55	8	90%	7
GENESIS - No Son Of Mine (Atlantic)	160	1	118	32	9	93%	9
WILSON PHILLIPS - Daniel (Polydor/PLG)	147	7	92	38	10	88%	7
KENNY LOGGINS - Conviction Of The Heart (Columbia)	164	1	115	40	8	94%	11
DAN HILL - I Fall All Over Again (Quality)	151	11	69	60	11	85%	9
ROD STEWART - Broken Arrow (Warner Bros.)	152	—	85	43	24	84%	12
PAULA ABDUL - Blowing Kisses In The Wind (Captive/Virgin)	146	—	82	48	16	89%	10
LISA STANSFIELD - Change (Arista)	140	14	49	66	11	82%	9
ROXETTE - Spending My Time (EMI)	139	10	51	70	8	87%	10
BONNIE RAITT - I Can't Make You Love Me (Capitol)	134	—	60	51	23	82%	13
HUEY LEWIS AND THE NEWS - He Don't Know (EMI)	124	1	50	55	18	84%	7
NEIL DIAMOND - Don't Turn Around (Columbia)	125	8	26	72	19	78%	6
BETTE MIDLER - Every Road Leads Back To You (Atlantic)	120	14	18	69	19	72%	7
BOB SEGER AND THE SILVER BULLET BAND - The Fire Inside (Capitol)	101	—	53	37	11	89%	8
SIMPLY RED - Stars (Atco/EastWest America)	135	27	16	66	26	60%	2
THE TRIPLETS - Light A Candle (Mercury)	112	14	23	61	14	75%	6
EDDIE MONEY - I'll Get By (Columbia)	121	19	17	57	28	61%	3
AMY GRANT - That's What Love Is For (A&M)	105	—	38	45	22	79%	14
THE DOVES - Beaten Up In Love Again (Elektra)	96	3	15	50	28	67%	8
CHER - Save Up All Your Tears (Geffen)	95	1	28	44	22	75%	10
BETH NIELSEN CHAPMAN - I Keep Coming Back To You (Reprise)	126	45	4	52	25	44%	2
STEPHEN BISHOP - All I Want (Curb)	91	4	7	54	26	67%	5
ALABAMA - Then Again (RCA)	79	5	19	39	16	73%	8
ENYA - Caribbean Blue (Reprise)	78	8	6	35	29	52%	3
MARC COHN - True Companion (Atlantic)	80	1	14	56	9	87%	12
RIC OCASEK - The Way You Look Tonight (Reprise)	69	2	11	44	12	79%	8
MICHAEL BOLTON - When A Man Loves A Woman (Columbia)	76	1	19	35	21	71%	12
CURTIS STIGERS - I Wonder Why (Arista)	74	—	18	31	25	66%	16
ROBERTA FLACK duet with MAXI PRIEST - Set The Night To Music (Atlantic)	68	—	16	28	24	64%	15
MICHAEL JACKSON - Black Or White (Epic)	59	9	16	26	8	71%	5
BILLY JOEL - Shameless (Columbia)	84	28	1	33	22	40%	3
FOURPLAY featuring EL DEBARGE - After The Dance (Warner Bros.)	56	4	3	31	18	60%	6
MICHAEL DAMIAN - (There'll Never Be) Another You (A&M)	69	19	2	23	25	36%	2
THE TEMPTATIONS - My Girl (Epic)	53	10	1	20	22	39%	3
JAMES INGRAM - Where Did My Heart Go (Warner Bros.)	54	—	12	20	22	59%	15

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR

	LW	TW	Increase
SIMPLY RED - Stars (Atco/EastWest America)	1	60	60%
BETH NIELSEN CHAPMAN - I Keep Coming Back To You (Reprise)	—	44	44%
COLOR ME BADD - All 4 Love (Giant/Reprise)	33	72	39%
MICHAEL DAMIAN - (There'll Never Be) Another You (A&M)	—	36	36%
MAXI PRIEST - Some Guys Have All The Luck (Charisma)	15	50	35%
EDDIE MONEY - I'll Get By (Columbia)	30	61	31%
ENYA - Caribbean Blue (Reprise)	23	53	30%
GEORGE MICHAEL/ELTON JOHN - Don't Let The Sun Go Down On Me (Columbia)	56	84	28%
STEPHEN BISHOP - All I Want (Curb)	40	66	26%
THE TEMPTATIONS - My Girl (Epic)	15	40	25%
BILLY JOEL - Shameless (Columbia)	17	40	23%
BETTE MIDLER - Every Road Leads Back To You (Atlantic)	50	72	22%
BEVERLEY CRAVEN - Holding On (Epic)	34	54	20%
WILSON PHILLIPS - Daniel (Polydor/PLG)	70	88	18%
FOURPLAY featuring EL DEBARGE - After The Dance (Warner Bros.)	43	61	18%
DAVID ALEXIS - You Are The Lady (Esquire)	23	40	17%

BIOFEEDBACK

by Ron Fell

•CHER

In a recent interview for New Woman magazine, Cher explains why she is so often in the company of men younger than she: "I like younger men because they were brought up by women like me."

•JOHN MELLENCAMP

John Mellencamp describes "Falling From Grace," the film he directed and in which he will star, as a cross between "Tender Mercies" and "Terms Of Endearment."

•BARBRA STREISAND

When Barbra Streisand won her first Best Actress Oscar in 1969, it was for her portrayal of Fanny Brice in the film "Funny Girl." Barbra had to share the award, however, as she tied with Katherine Hepburn for her role in "Guess Who's Coming To Dinner?"

•TALKING HEADS

Talking Heads' David Byrne has confirmed that the group has broken up. Next year a boxed set covering the group's last fifteen years will be released, and it may include as many as six new Heads' songs—all of which were recorded earlier this year.

•SMOKEY ROBINSON

Smokey has composed more than twenty songs for his stage musical, "Hoops," based on the Harlem Globetrotters.

•DIRE STRAITS

It's estimated that On Every Street, the new album from Dire Straits, has achieved worldwide sales in excess of six million copies so far this year.

•MICHAEL JACKSON

Though there's no plan to release the unedited eleven minute version of Michael Jackson's video for BLACK OR WHITE, it's possible there'll be a compilation video made of all singles eventually released from his current album, Dangerous, and the original version of BLACK OR WHITE "could" end up on that anthology.

•NEIL YOUNG

Neil Young and The Stray Gators are reportedly working on a new album titled Harvest Moon, believed to be a sequel to Young's immensely popular 1972 release "Harvest."

•RUBEN BLADES

Forty-three-year-old Ruben Blades has formed a new political party in his native Panama, and he intends to run for president in his country's 1994 election.

•TOM PETTY

Actors Johnny Depp and Faye Dunaway make cameo appearances in the new video for Tom Petty And The Heartbreakers' INTO THE GREAT WIDE OPEN.

•CELINE DION & PEABO BRYSON

The current single by Celine Dion and Peabo Bryson, BEAUTY AND THE BEAST, from the Disney film of the same title, was written by Alan Menken and Howard Ashman, the same duo that wrote UNDER THE SEA, the Academy Award-winning song from Disney's "Little Mermaid."

•VINCE GILL

Vince Gill once considered becoming a professional golfer, but chose instead to join a mid-seventies version of The Bluegrass Alliance led by Sam Bush.

•LINDA RONSTADT

Don't expect another album from Linda Ronstadt like her Grammy Award-winning Cry Like A Rainstorm, Howl Like The Wind any time soon. She's just released another album of Mexican songs, Mas Canciones and hopes to follow that with an album of Latin Jazz standards.

On January 14th, A Classic Will Be Reborn.

Here's what programmers across the country are saying about James Hollis' "Drift Away"

"A sure success from the start ... steady at #9 ... Hollis really proves himself as an artist."

Mike Haden, KLWN Lawrence, KS

"It will attract new listeners because it's a fresh approach to a good song and appeal to older listeners because of it's familiarity - they can sing along."

Jonathan Masaki, KWXX Hilo, HI

"James Hollis is smokin! Were moving it up from light to medium."

Rich Carr, KXLE, Ellensburg, WA

"A classic song by an up-and-comer. Dobie Grey should be proud."

Jay Alan, WMSQ, Havelock, NC

"A whole generation didn't hear Dobie Grey. This gives new life to a good song and it's working well for us."

Fred Watson, KITZ, Silverdale, WA

James Hollis / Drift Away



PHOTO BY CHARLES A PARKER

Produced by: Cameron Eppler and Michael Fechner.

Engineered By: Michael Fechner

GOING FOR ADDS JANUARY 13TH & 14TH.

Some early believers include!

J-107, JOY 99, K-100, KBAU, KITZ, KLWN, KORQ, KQLS, KVMX, KVVQ, KWXX, Q-92, WBEC, WMSQ, & WXVL.

National Promotion: Bruce Matzkin.
North Hollywood, CA. 818-762-8769

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P.D. NOTEBOOK

by Eric Norberg

FIRST LETTER OF 1992

Happy New Year! May it be a great year for you personally, and for your radio station!

The mailbag yields the first letter of the year, and it's from Wayne Norman, Program Director of WILI/AM in Willimantic, Connecticut.

"I HATE EBS TESTS!"

"While I recognize the necessity to run them, once a week is too much. It creates a tuneout factor as listeners hear :25 seconds of an obnoxious tone.

"It's a 'little boy who cried wolf' syndrome—listeners hear the tone and subconsciously (or worse yet, consciously) tune out 'because it's only a test.' Then, when the real thing comes along (maybe once in three years in our market), the message is lost, or at least less effective. Twelve tones a year versus 52 would make the test, and the alert messages stand out more.

"My jocks have been told never to start a spot break with an EBS test (tuneout before the paid commercials). I think the test message should be run—but not as often. How about monthly? I have no problem with rotating it through dayparts so each jock gets experience running it.

"Don't get me wrong—we carefully check to be sure our weekly tests are run, and that the weekly tests from our EBS flagship are monitored and logged. But wouldn't they have more impact if they weren't run as much?"

A good letter, raising several important points. The most important is probably the need to be vigilant to run the EBS test weekly until the rules are changed. Under the new FCC menu of fines, violation of that rule (particularly if some of the station EBS equipment isn't working correctly) could cost up to \$12,500! Take it seriously! The FCC certainly does!

channel wireless statewide network system, which would have the potential of seizing each station and switching to EBS network programming automatically; the FCC will be studying the result to see if this concept could form the basis of the mandated EBS networking system of the future.

In the meantime, many broadcasters have called on the FCC to shorten the required EBS alerting tone from 22 seconds to perhaps less than 10 seconds, and the Commission is currently giving it serious consideration. However, many who like the idea in the abstract are not going to like it if it happens, because to implement it, all radio stations will have to modify or replace their EBS receivers so they can get response to a short tone. The current standard has the automatic receiver unmuting after about 18 seconds of tone (to prevent a false triggering if the two fixed tones turned up in music or other programming—which has never happened since this dissonant tone burst was implemented), and a short tone just won't activate existing receivers. Also, the tone generator (from which the tone should be aired live—the FCC specifically has rejected airing the tone from a cart or other tape) would have to be modified or replaced, because all of today's tone generators are designed to operate for 22 seconds. So, there will be mandated expense in the conversion that many broadcasters will not feel will be worth the result.

In the meantime, run those weekly tests, log all tests received (show time received) from the station you monitor and from your newswire; and, as Wayne does, go over the logs to make sure there were no EBS omissions or errors. Those'll cost you! ●

MOONLIGHTING

by Moon Mullins

COMEDY **T**his column is one of two devoted to my notes taken at the Morning Boot Camp's discussion on comedy.

THE SERIOUSNESS OF COMEDY

Here are highlights of a presentation made by Tim Kelly and Mark Davis of Premiere Comedy Network. Essentially, each paragraph is a point made by either of the two.

•Comedy is *very, very* serious business—especially at 6:20 in the morning. You have to be *really* good to make people laugh when they're in a traffic jam. Morning Drive is the toughest room in the business. You operate at a level of 40 to 60 bits per week. It's very difficult, if not impossible to do alone. You need help: services, character voices, support personnel, management backing and your own skills.

•Comedy is the battle against dead air. Think of comedy on your show like a TV network. You're the

president of the entertainment division. You have a lineup of various shows, scheduled at regular times, that you must promote ahead. Many of the shows are a show within a show.

•You've invited these consumers (listeners) to a party every morning. They're invited to celebrate, and you, as host, are expected to make everyone elated, curious and remember your sense of humor.

•You don't know why your bits are funny. The audience must get the comedy. Don't got over their heads; be relatable. The audience lives in that stable world. Begin with the lowest common denominator and go up from there.

COMEDY IS ORGANIZED

You send out organized comedy messages. Go to these resources for material:

- TV and the news
- Commercials
- USA Today
- Spy and other magazines are good sources for material. TV Guide is one of the best.
- People you meet. TALK to the people that you meet.
- Local elements: politics, leaders, school

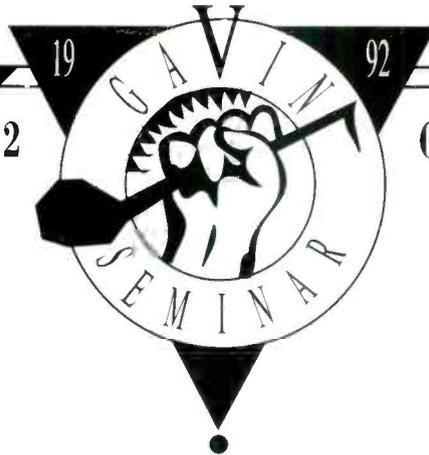
systems, parking situations, community laws, bad traffic spots, the most obvious, the most necessary—some local streets, places, store names, geography, mountains, plains, suburbs, industries, factories, organizations, where a percentage of your listeners work, military facilities, national headquarters of various companies, the airport, trains, taxis, mass transit systems, educational systems, vocational institutions, colleges, universities, schools that peak, cultural, recreational and sports-oriented things, things that everyone sees, things that just the people in your town know.

•Timeliness—that is, things that are on the minds of people who listen. You perform advance planning to look forward to those things coming up. You read a variety of papers, government listings of upcoming events, concerts, Chase's Calendar, birthdays and anniversaries to do bits about.

•Station events—yes, do bits about station events. Talk to the promotion department to be in on station planning, situations the station is involved in.

Next time: Know Thy Market. ●

GAVIN SEMINAR 1992



GAVIN SEMINAR 1992

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.**



Rick Reynolds



Joe Calloway

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

ON MANAGEMENT

by Oren Harari

THE MYTH OF MARKET RESEARCH

Hello everyone, and happy new year! I'm back from my sabbatical, and I'm looking forward to some good times with you. Those of you who have followed my column over the past few years will notice that the format has changed. I'll still be writing every other week, but instead of expounding on whatever theme strikes my fancy, we've decided to let you, the readers, fire questions and thoughts about management to me. Hopefully, by my addressing issues that are of importance to you, the column will take on a renewed relevance for your work and career. So from now on, mail, phone or fax your questions and ideas to me or Beverly Mire, c/o the Gavin Report at (415) 495-2580. I look forward to hearing from you.

We start off with a trilogy of questions from Eric Marshall, formerly the program director of WSIX in Nashville. Thanks, Eric, for the provocative questions. I'm going to answer the first two now because they're closely related, and I'll save my comments on the third question for my column two weeks from today.

Question #1: Should research be gospel or is it a guide?

Answer: Research at best should be a guide, never gospel. It should be used prudently and sparingly. It should supplement, but never replace peoples' intuitive judgement and sense of creative experimentation. Here's why:

At best, what research does is tap into listeners' preferences and desires *given what they currently know and expect of radio*. Guiding one's business decisions and programming primarily on the basis of research is tantamount to struggling along with the pack of other stations, offering formats/programs/promotions that are basically the same as the others' since presumably that's what listeners "want," and listeners "want" what they're accustomed to and comfortable with, and they make judgments using the paradigms and experiences they know. It's a vicious cycle.

Think about some non-radio examples. In 1900, Mercedes Benz did market research. They predicted a car market of only 1 million because "of the shortage of chauffeurs." Within a decade, Ford had created a market of millions.

Can you imagine Fred Smith doing market research years ago to determine basing his decision on whether to start a company called Federal Express? "Sir (Madame), you now pay a dime to mail a letter from Los Angeles to New York, and it takes about three days. Would you be willing to spend ten dollars to insure that your letter got to New York in one day?" I guarantee you that the research would have said a resounding "no!" because the concept of paying big bucks for overnight mail would have been way beyond each respondent's mental paradigm. In fact, Smith proposed the idea in a college term paper and

got a C- because the professor thought it was a stupid idea. Once the company was launched, people realized they had to have what they never knew they needed.

Likewise, the early research on Sony Walkmans was negative; who wants to lug around a portable tape recorder, they asked. The early research on Post-It note pads was negative; nobody knew what to do with little yellow slips of paper that didn't stick hard.

The real excitement, creativity and potential breakthrough ratings occur when stations break new ground and delight listeners with menus they never even thought of. This is how stations differentiate themselves from the pack, and those choices are unlikely to come from traditional research. Depending on research to make your decisions is resigning yourself to the safest, blandest, lowest common denominator. Research can help you *after* you make a bold decision and try something new, because then you check out how people react, but it won't tell you *which* bold decision to make. That's where your creativity and experience comes in.

By the way, even if you do research after a bold experiment, listeners may not react positively to something new initially, but sometimes your gut intuition will tell you they'll grow into it. So you stick with it. That's what happened with *Hill Street Blues*. When Al Neuharth launched *USA Today*, research suggested that he was a nut case who'd lose his shirt, but he got a one million person circulation in one year and had the guts to stick it out five years before the first big profits were made. Now it's a true hit financially, it stands alone above the pack and it has redefined the industry.

The point is that creative professionals in radio need to try bold new offerings regularly and frequently. Try things out—little things, big things—get fast feedback, tweak, change, adapt, try something else, or improve what you've got, but keep on trying new and different things. Use research to help you stay close to listeners to monitor their reactions and suggestions to your wild and woolly little tries. Think in terms of pilots and short-term

rollouts. Keep in mind that within the Japanese domestic economy, Japanese firms do much less market research than American firms to here. In Japan, for example, it's not uncommon for 1,000 new soft drinks or 100 new motorcycle models to be thrown into the marketplace every six months to see what survives.

Be creative. Try stuff. Sometimes you'll succeed, sometimes you'll fail, but since you're staying close to the customer with fast post-decision research, you're always adjusting and thereby minimizing damage, maximizing gains and staying ahead of the pack. Get known as a station where listeners will tune in thinking, "I wonder what they're going to try today?" And this brings us to Eric's next question.

Question #2: Why is it that programmers are forced to base decisions on research that has a small base?

Answer: The official line is that it's "scientific," and there is some truth to that. The size of the sample is not the problem. Gallup accurately assesses political opinions of Americans by sampling only 1,500 respondents. Good methodology means that you can generalize from even a small sample.

The problem is that good scientific methodology in no way guarantees that the results of your research will be creative or useful: see the answer to question #1 above. So why do programmers have to base their decisions on traditional research approaches that act to stifle creativity and reduce decisions to plain vanilla lowest common denominator? Here's why:

1. It's always been done that way, and very often program directors, general managers and owners don't have the courage to change. However: No guts, no glory.

2. It's a means for someone to cover his or her ass if the ratings stay mired. Example: "Well, this is what the listeners *say* they want" or "Don't blame me (translation: Don't hold me accountable). I'm just doing what the research says."

3. It's a means to avoid taking any personal risk. Paradigm-narrow data replace one's gut "feel" for the market or the creative juices of a talented staff. Thus the general manager gets to safely hide behind the "research," and meanwhile listeners yawn, switch stations indiscriminately (because they're all basically the same or they're boring), or try some non-radio form of information and entertainment.

The bottom line: Research is good if done fast to help you get feedback on fast decisions. It doesn't replace risk, passion, creativity, action and personal responsibility. And that's why it is at best merely a guide, at worst considered gospel.

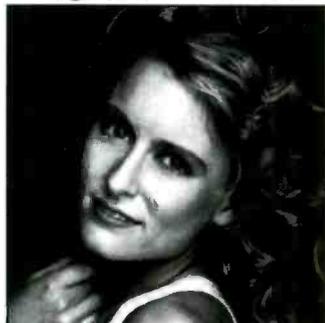
Next time I'll address Eric's third question: Why do so many managers place so much emphasis on what a consultant has to say?

See you then, and keep the cards and letters coming! ■

KEEPING UP WITH THE JONESES



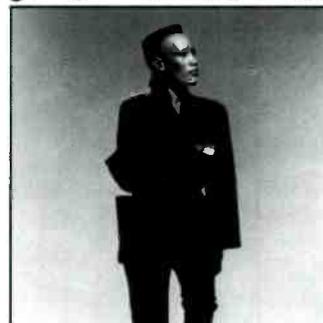
GEORGE



WILLIE



JESUS



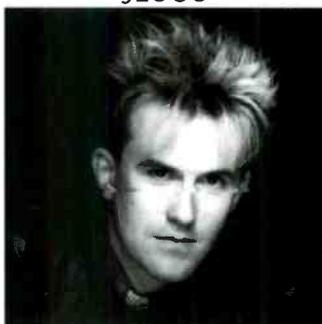
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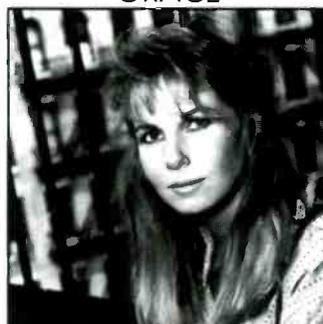
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JAZZ

MOST ADDED

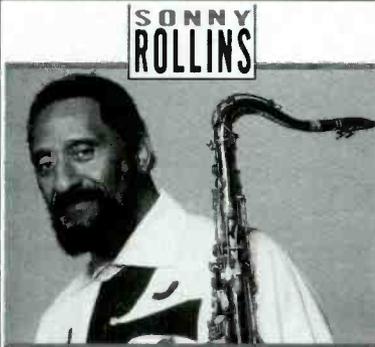
1. HERE'S TO THE PEOPLE - **SONNY ROLLINS** (MILESTONE)
2. CAN'T GET THROUGH - **CORNELL DUPREE** (AMAZING MUSIC)
- TIE*
SUNUP TO SUNDOWN - **KENNY BURRELL** (CONTEMPORARY)
4. UHM...UHM...UHM...! - **RENNE MANNING** (KEN MUSIC)
5. THE PARTY - **HOUSTON PERSON** (MUSE)
- TIE*
ALL MINE...AND YOURS - **RAY BRYANT** (EMARCY/POLYGRAM)

TOP TIP

BOBBY LYLE
PIANOMAGIC
(ATLANTIC)

Bobby Lyle's piano magic debuts at #36 with fifty total reporters.

RECORD TO WATCH



HERE'S TO THE PEOPLE

SONNY ROLLINS
HERE'S TO THE PEOPLE
(CONTEMPORARY)

There are four different bands here, but only one Sonny Rollins.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

2W	LW	TW	
9	5	1	ABBEY LINCOLN/STAN GETZ - You Gotta Pay The Band (Verve/PolyGram)
1	2	2	ELIANE ELIAS - A Long Story (Manhattan)
4	4	3	SEBASTIAN WHITTAKER & THE CREATORS - Searching For The Truth (Justice)
2	1	4	EARL KLUGH TRIO - Volume One (Warner Bros.)
3	3	5	HARRY CONNICK, JR. - Blue Light, Red Light (Columbia)
16	12	6	KENNY DREW, JR. - Kenny Drew, Jr. (Antilles/Island/PLG)
12	10	7	STEVE KHAN - Let's Call This (BlueMoon)
8	7	8	KENNY KIRKLAND - Kenny Kirkland (GRP)
10	9	9	ABDULLAH IBRAHIM - Mantra Mode (Enja)
22	14	10	MILES DAVIS & MICHEL LeGRAND - Dingo (Warner Bros.)
31	17	11	CHARLES FAMBROUGH - The Proper Angle (CTI/Mesa/BlueMoon)
24	15	12	GENE HARRIS QUARTET - Black And Blue (Concord Jazz)
11	11	13	GONZALO RUBALCABA - The Blessing (Blue Note)
27	20	14	RICK MARGITZA - This Is New (Blue Note)
5	6	15	MACEO PARKER - Mo'Roots (Verve/PolyGram)
17	18	16	BOB BERG - Back Roads (Denon)
6	8	17	MARK WHITFIELD - Patrice (Warner Bros.)
7	13	18	DAVE GRUSIN - The Gershwin Connection (GRP)
15	16	19	BRANFORD MARSALIS TRIO - The Beautiful Ones Are Not Yet Born (Columbia)
42	26	20	GERALD ALBRIGHT - Live At Birdland (Atlantic)
25	22	21	KENNY RANKIN - Because Of You (Chesky)
—	34	22	HOUSTON PERSON - The Party (Muse)
14	19	23	DAVE BRUBECK - Quiet As The Moon (Music Masters)
49	33	24	STANLEY JORDAN - Stolen Moments (Blue Note)
18	21	25	THE RAY BROWN TRIO with RALPH MOORE - Moore Makes 4 (Concord Jazz)
26	25	26	LARRY GOLDINGS - The Intimacy Of The Blues (Verve/PolyGram)
29	28	27	TEDDY EDWARDS - Mississippi Lad (Antilles/Island/PLG)
—	41	28	DONALD BROWN - People Music (Muse)
34	32	29	MAX ROACH - To The Max! (BlueMoon)
33	30	30	TERUMASA HINO - From The Heart (Blue Note)
50	39	31	TOOTS THIELEMANS - For My Lady (EmArcy/PolyGram)
19	24	32	FOURPLAY - Fourplay (Warner Bros.)
—	49	33	BUCK HILL - I'm Beginning To See The Light (Muse)
—	50	34	KEVYN LETTAU, P. SPRAGUE, M. SHAPIRO - Braziljazz (Nova)
44	37	35	JIMMY McGRUFF - In A Blue Mood (Headfirst/K-tel)
—	—	36	BOBBY LYLE - Pianomagic (Atlantic)
39	38	37	DONALD BYRD - A City Called Heaven (Landmark)
30	29	38	MARK ISHAM - Little Man Tate Soundtrack (Varese Sarabande)
—	—	39	KENNY BARRON QUINTET - Lemuria-Seascape (Candid/DA)
20	27	40	FRED HERSCH GROUP - Forward Motion (Chesky)
21	31	41	RICKIE LEE JONES - Pop Pop (Geffen)
13	23	42	J.J. JOHNSON - Standards-Live At The Village Vanguard (Antilles/Island/PLG)
—	—	43	CORNELL DUPREE - Can't Get Through (Amazing)
—	45	44	NANCY WILSON - With My Lover Beside Me (Columbia)
48	46	45	JOSHUA BREAKSTONE - 9 X 3 (Contemporary)
40	44	46	RON McCLURE TRIO - Inspiration (Ken Music)
—	—	47	ONAJE ALLAN GUMBS - Dare To Dream (MCA)
35	36	48	THE BOB BELDEN ENSEMBLE - Straight To My Heart (Blue Note)
—	48	49	SUMI TONOOKA - Taking Time (Candid/DA)
—	—	50	LIGHTHOUSE ALL STARS - America The Beautiful (Candid/DA)

CHARTBOUND

*Debut in chartbound

RENNE MANNING (KEN MUSIC)
ELLA FITZGERALD (VERVE/POLYGRAM)
SAM RINEY (SPINDLETOP)
SONNY ROLLINS (MILESTONE)
BRUCE FORMAN (KAMEI)
***GARY BARTZ** (CANDID/DA)
B.B. KING (MCA)

***GEORGE GRUNTZ** (ENJA)
***RAY BRYANT** (EMARCY/POLYGRAM)
ARTHUR BLYTHE (ENJA)
***KENNY BURRELL** (CONTEMPORARY)
JEFF LINSKY (KAMEI)
JOANNE BRACKEEN (CONCORD JAZZ)
DAVID BENOIT (GRP)

DEEMS (NASTYMIX)
***RICKY WOODARD** (CANDID/DA)
THE RITZ (DENON)
***ALEX MURZYO** (KAMEI)
VINCE MENDOZA (MANHATTAN)

Dropped: #35 Harry Sheppard, #40 Steve Turre, #42 Chuck Loeb, #43 Jeff Beal, #47 Johnny Adams, Georgie Fame, Misha Segal.

JAZZ NEW RELEASES

Jazz/Adult Alternative Seminar '92 Update

If you're planning to stay home during the Gavin Seminar, February 13, 14 and 15—don't. Here are the reasons why:

1. Meetings, meetings and more specific meetings. All year you asked us to specialize, so specialized it is. This year meeting topics will focus on World Music, Jazz Only, Commercial Adult Alternative Radio and Promotion as well as on the Fourth Annual Jazz/AA Jukebox Jury, hosted this year by CD101's Russ Davis. We'll also be experimenting by holding the First Annual Adult Radio Summit, inviting A/C, Jazz, AA, Country, Urban A/C and others to talk about reaching upper demos. Also it looks like Women In Music will not collide with this year's Jazz/AA jams.

2. A Free Theater Ticket. This year our Keynote event features Rick Reynolds performing his acclaimed one man show, Only The Truth Is Funny. See this week's cover story for details. And consider yourself lucky. This could be one of the final performances before Rick goes to work on a series for NBC. To think I paid \$50 for a pair of tickets...

3. Showcases maximus. This year we will be featuring both current number one artists as well as future number ones. Jazz, AA, A/C and World Music types abound. We're still sifting through the offers, trying to schedule every show we possibly can. We can say this. There will be some blockbusters.

4. Brunches, Lunches, Dinners and Award Banquets. Being stuck in San Francisco and

having to eat. Such a fate! There will be plenty of opportunities both at and near the hotel to bond, wheel and deal.

5. DAT Giveaway. Win a DAT player for the station—perfect for those live or remote broadcasts. Thanks to Jeff Lunt at JVC. Details later.

6. Wanted! Panelists! Some of you have already FAXed us

with ideas. If you plan to attend and feel you can offer something by way of participating, please FAX us at (415) 495-2580. Remember, the squeaky wheel gets the grease.

7. Cocktail Parties and No Elevator No Hassle Suite Set Up. Of course there will be the Mother Of All Cocktail Parties, the Gavin Friday Night cocktail party. In addition, we are setting up the mezzanine floor as a special Hospitality Floor. That means wide stairway access and no clogged elevators.

8. Special Convention Hotline. Dial (415) 495-8684 for registration information or inquiries.

Important St. Francis Hotel Room Announcement!
If you're planning to stay at the host hotel and take advantage of the special Gavin rate, you must first register with us for the Seminar. Only after we receive your Gavin Seminar Registration can we release the room to you. So the sooner you send in that registration, the sooner you can get your room finalized. Any questions, dial the Special Convention Hotline at (415) 495-8684.

Be There! Aloha. K&K



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Green Bay Press Gazette

" . . . strongly melodic and ingratiating."
Milwaukee Sentinel

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*Tom Weaver, Jazz Director
WWSP 90FM*

Station Adds

WWSP	WWVU	WDPS
WXPR	WGVU	WMKY
WYCO	WALA	KTOO
WAPL	WCMU	KHSU
WBOR	KCMS	WVSS
WRSU	WKDT	WERS
KUWS	WDBK	KLUM
WHCL	WRED	WESM
WISU	WHFR	WUNC
WHFC	WVEVO	WSHA
WQNY	WTUL	WCLK

Watch for Upcoming Tour Dates

ADULT ALTERNATIVE

MOST ADDED

1. BEYOND WORDS - MARK EGAN (MESA/BLUEMOON)
2. HE IS CHRISTMAS - TAKE 6 (REPRISE)
3. THE BELLS OF DUBLIN - THE CHIEFTAINS (RCA)
4. GRP CHRISTMAS VOL. II (GRP)
5. THE FACE ON CYDONIA - FOWLER & BRANCA (SILVER WAVE)

TOP TIP

AL DE MEOLA
KISS MY AXE
(TOMATO/MESA BLUEMOON)

A "splendido" debut,
our highest at #43.

RECORD TO WATCH



MARK EGAN
BEYOND WORDS
(MESA/BLUEMOON)

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

2	2	1	RICHARD ELLIOT - On The Town (Manhattan)
1	1	2	FOURPLAY - Fourplay (Warner Bros.)
12	9	3	SAM RINEY - Talk To Me (Spindletop)
4	4	4	JULIA FORDHAM - Swept (Virgin)
3	3	5	DAVID BENOIT - Shadows (GRP)
10	10	6	KEIKO MATSUI - Night Waltz (Sin Drome)
13	5	7	SHAKATAK - Open Your Eyes (Verve Forecast/PolyGram)
9	8	8	CHI - Sun Lake (Sonic Atmospheres)
6	7	9	EVERYTHING BUT THE GIRL - Worldwide (Atlantic)
5	6	10	ERIC TINGSTAD/NANCY RUMBEL - In The Garden (Narada)
31	19	11	ENYA - Shepherd Moons (Reprise)
7	11	12	SIMPLY RED - Stars (EastWest America)
8	13	13	KENNY LOGGINS - Leap Of Faith (Columbia)
16	16	14	VAN MORRISON - Hymns To The Silent (Polydor/PLG)
15	12	15	BEVERLEY CRAVEN - Beverley Craven (Epic)
22	14	16	GOVI - Heart Of A Gypsy (Real Music)
19	15	17	KENNY RANKIN - Because Of You (Chesky)
29	22	18	NEW YORK ROCK & SOUL REVUE - Various Artists (Giant)
36	24	19	BOBBY CALDWELL - Stuck On You (Sin Drome)
28	26	20	EARL KLUGH TRIO - Volume One (Warner Bros.)
43	37	21	TWO ROOMS CELEBRATING ELTON & BERNIE - Various Artists (Polydor/PLG)
33	28	22	ELIANE ELIAS - A Long Story (Manhattan)
14	23	23	ERIC MARIENTHAL - Oasis (GRP)
37	32	24	RON KOMIE - Quest Of Dreams (Kazu/Sonic Atmospheres)
17	17	25	ALEX BUGNON - 107 Degrees In The Shade (Orpheus/Epic)
26	29	26	JAMES TAYLOR - New Moon Shine (Columbia)
23	27	27	MANHATTAN TRANSFER - The Offbeat Of Avenues (Columbia)
41	39	28	BOB BERG - Back Roads (Denon)
20	25	29	RICKIE LEE JONES - Pop Pop (Geffen)
25	20	30	CHUCK LOEB - Balance (DMP)
11	18	31	RIPPINGTONS feat. RUSS FREEMAN - Curves Ahead (GRP)
40	40	32	SUZANNE CIANI - Hotel Luna (Private Music)
30	35	33	SEAL - The Beginning (Sire/Warner Bros.)
21	21	34	PORCUPINE - Porcupine (Kazu/Sonic Atmospheres)
46	36	35	PATTI AUSTIN - Carry On (GRP)
45	48	36	HEATHER MULLEN - Heather Mullen (East-West/Atlantic)
—	38	37	ONAJE ALLAN GUMBS - Dare To Dream (MCA)
—	42	38	MARCOS LOYA - Love Is The Reason (Spindletop)
18	33	39	ACOUSTIC ALCHEMY - Back On The Case (GRP)
49	47	40	RON COOLEY - Livin' The Good Life (American Gramophone)
24	31	41	RICHARD SMITH - Bella Firenze (Bluemoon)
27	34	42	BRIAN HUGHES - Between Dusk...And Dreaming (Justin Time/Bluemoon)
—	—	43	AL DI MEOLA - Kiss My Axe (Tomato)
32	44	44	ALEXANDER ZONJIC - Neon (Reprise)
39	46	45	HARRY CONNICK, JR. - Blue Light, Red Light (Columbia)
50	43	46	DIRE STRAITS - On Every Street (Warner Bros.)
35	30	47	ROBERTO PERERA - Passions, Illusions & Fantasies (Heads Up)
44	45	48	RICHARD BUXTON - Exotic Simplicity (Higher Octave)
—	—	49	MARY BLACK - Babes In The Wood (Curb)
—	—	50	UNIVERSE featuring DEXTER WANSEL - Universe (Zoo)

CHARTBOUND

*Debuts in chartbound

LETTAU, SPRAGUE & SHAPIRO (NOVA)
ALEX MURZYN (KAMEI)
DEEMS (NASTYMIX)
DAVID LANZ (NARADA)
CORNELL DUPREE (AMAZING)
***MARK EGAN** (MESA/BLUEMOON)

***FOWLER & BRANCA** (SILVER WAVE)
PETER GORDON (POSITIVE MUSIC)
STARR PARODI (CURB)
PROCOL HARUM (ZOO)
ORUP (ATLANTIC)
GERALD ALBRIGHT (ATLANTIC)

EXCHANGE (MESA)
***CHESTER THOMPSON** (BLUEMOON)
CHARNETT MOFFETT (MANHATTAN)
***CHRISTOPHER FRANKE** (PRIVATE MUSIC)

Dropped: #41 Andy Summers, #49 Robbie Robertson, #50 Dave Grusin.

SUBCHARTS

LW	TW	POST-BOP
2	1	ABBEY LINCOLN /STAN GETZ - You Gotta ... (Verve/PolyGram)
1	2	EARL KLUGH TRIO - Volume One (Warner Bros.)
3	3	SEBASTIAN WHITTAKER/CREATORS - Searching For... (Justice)
4	4	KENNY KIRKLAND - Kenny Kirkland (GRP)
6	5	KENNY DREW, JR. - Kenny Drew, Jr. (Antilles/Island/PLG)
7	6	ELIANE ELIAS - A Long Story (Manhattan)
12	7	CHARLES FAMBROUGH - The Proper... (CTI/Mesa/Bluemoon)
17	8	MILES DAVIS & MICHEL LeGRAND - Dingo (Warner Bros.)
9	9	GONZALO RUBALCABA - The Blessing (Blue Note)
15	10	RICK MARGITZA - This Is New (Blue Note)
5	11	ABDULLAH IBRAHIM - Mantra Mode (Enja)
23	12	HOUSTON PERSON - The Party (Muse)
13	13	BRANFORD MARSALIS TRIO - The Beautiful Ones... (Columbia)
11	14	STEVE KHAN - Let's Call This (Bluemoon)
14	15	GENE HARRIS QUARTET - Black And Blue (Concord Jazz)
16	16	DAVE GRUSIN - The Gershwin Connection (GRP)
18	17	THE RAY BROWN TRIO /R. MOORE - Moore... (Concord Jazz)
8	18	HARRY CONNICK, JR. - Blue Light, Red Light (Columbia)
19	19	TERUMASA HINO - From The Heart (Blue Note)
24	20	TEDDY EDWARDS - Mississippi Lad (Antilles/Island/PLG)
20	21	MARK WHITFIELD - Patrice (Warner Bros.)
10	22	MACEO PARKER - Mo'Roots (Verve/PolyGram)
21	23	DONALD BYRD - A City Called Heaven (Landmark)
29	24	TOOTS THIELEMANS - For My Lady (EmArcy/PolyGram)
30	25	STANLEY JORDAN - Stolen Moments (Blue Note)
26	26	GERALD ALBRIGHT - Live At Birdland (Atlantic)
—	27	DONALD BROWN - People Music (Muse)
22	28	DAVE BRUBECK - Quiet As The Moon (Music Masters)
—	29	BUCK HILL - I'm Beginning To See The Light (Muse)
28	30	MAX ROACH - To The Max! (Bluemoon)

Culled from a select sample of Jazz-intensive reporters.

LW	TW	COMMERCIAL ADULT ALTERNATIVE
1	1	FOURPLAY - Fourplay (Warner Bros.)
4	2	JULIA FORDHAM - Swept (Virgin)
3	3	DAVID BENOIT - Shadows (GRP)
2	4	RICHARD ELLIOT - On The Town (Manhattan)
6	5	SHAKATAK - Open Your Eyes (Verve Forecast/PolyGram)
9	6	SAM RINEY - Talk To Me (Spindletop)
7	7	EVERYTHING BUT THE GIRL - Worldwide (Atlantic)
5	8	SIMPLY RED - Stars (EastWest America)
11	9	KEIKO MATSUI - Night Waltz (Sin Drome)
17	10	ENYA - Shepherd Moons (Reprise)
8	11	BEVERLEY CRAVEN - Beverley Craven (Epic)
12	12	KENNY LOGGINS - Leap Of Faith (Columbia)
15	13	NEW YORK ROCK & SOUL REVUE - Pretzel Logic (Giant)
16	14	CHI - Sun Lake (Sonic Atmospheres)
10	15	ERIC TINGSTAD/NANCY RUMBEL - In The Garden (Narada)
19	16	BOBBY CALDWELL - Stuck On You (Sin Drome)
21	17	GOVI - Heart Of A Gypsy (Real Music)
18	18	MANHATTAN TRANSFER - The Offbeat... (Columbia)
22	19	SUZANNE CIANI - Hotel Luna (Private Music)
24	20	KENNY RANKIN - Because Of You (Chesky)
13	21	ALEX BUGNON - 107 Degrees In The Shade (Orpheus/Epic)
14	22	RIPPINGTONS/RUSS FREEMAN - Curves Ahead (GRP)
23	23	VAN MORRISON - Hymns To The Silent (Polydor/PLG)
29	24	TWO ROOMS /ELTON & BERNIE - Various (Polydor/PLG)
28	25	PATTI AUSTIN - Carry On (GRP)
—	26	MARCOS LOYA - Love Is The Reason (Spindletop)
—	27	EARL KLUGH TRIO - Volume One (Warner Bros.)
—	28	HEATHER MULLEN - Heather Mullen (East-West/Atlantic)
25	29	ACOUSTIC ALCHEMY - Back On The Case (GRP)
—	30	JAMES TAYLOR - New Moon Shine (Columbia)

Culled from Gavin Commercial AA Reporters only.



Okay, who has the guest list? Standing in line at Condon's in New York is (l to r) Don Lucoff, Verve's Ben Mundy and Jennifer Phelps, Marta Ulvaeus of KDVS, Gavin #1 Abbey Lincoln, Thurston Briscoe of WBGO and Verve's Rachel Abercrombie.



Not the starting five for the Seattle Sonics. From left, KPLU PD Roger Johnson, MD Joey Cohn, Morals Coordinator and Flux Monitor Nick Morrison, pianist Billy Taylor and Operations Manager Kerry Swanson.



Can you spell Tralfamadore? That's Al Wallack of WEBR-Buffalo with Darryl Grant and Frank Morgan after a concert presented by the Tralfamadore Jazz Institute, a non-profit Jazz preservation society. Wallack also sits on the Board Of Directors.

deejay bit. I learned to do high-speed talking by doing commercials.

KZ: How did you land such a great management team headed by Jack Rollins and Charles Joffe?

RR: I met my cohort Bob Fisher when he was working at a club called the Punch Line. He booked me into gigs all the time. Last year, Bob was down in L.A. talking to Charles Joffe who asked him if he knew any comics who were good writers because he had a deal with Lorimar. Bob told him about me and said he should see my show. Charlie nodded and passed. But, a few weeks later, when he came to San Francisco to judge a comedy competition, Bob talked him into staying an extra night to see me. Charlie warned him up front that he and Jack didn't manage people anymore. They only had Woody Allen and David Letterman. Halfway through my show, Charlie leaned over to Bob and said, "You knew this would happen, didn't you?" He loved me and the show.

KZ: It must have been an unbelievable rush to get such a big break.

RR: You have to understand that nothing could be better for a stand-up comedian than to be managed by Rollins and Joffe. Their history is amazing. Their first client was a black folk singer who turned out to be Harry Belafonte. Jack Rollins actually suggested he go with his Jamaican style. Everything they touched turned to gold. They went up to Canada to look at this trio. They were okay, but one of them had a spark and they signed him up. Billy Crystal. They saw a guy who was emceeding the Comedy Store and signed him. David Letterman. They don't sign people who are already famous. It's unbelievable to have them want to do the same things for me.

KZ: You just finished a showcase performing Only The Truth Is Funny in Los Angeles—the same show you'll be doing at the Gavin Seminar.

RR: It was phenomenal doing it in L.A. I couldn't believe it! Arsenio Hall came to the show

four times in a week and he had me on his show twice. A lot of celebrities came. Jack Nicholson was the first guy to his feet after the performance. Bill Crystal was there. I talked to Lily Tomlin. Carol Burnett gave me a big hug

I decided that comedy people are intimidated by theater, and theater people look down their noses at comedy. Only The Truth Is Funny is where they both meet.

backstage. Every night somebody I really admired was there—Kiefer Sutherland, Bette Midler. Carl Reiner came twice. The second time he brought Mel Brooks and his wife Anne Bancroft. It was like a dream; The industry came out in force. One night Steven Spielberg sent twenty pounds of fudge backstage. Later, Carrie Fisher came around on Spielberg's recommendation. Now all the studios want to do something. I've been offered film parts; all the networks wanted to do something. They wanted me to be Kirstie Alley's boyfriend on Cheers. This stuff is incredible!

KZ: With all these breaks, it's great to have Rollins and Joffe in your corner.

RR: I developed the show on my own before Rollins and Joffe saw it, and I feel good for Jack and Charlie in that they were somehow vindicated. Now all the networks want to meet me. Who else in show business has the power to say, "We won't talk to you until the president of the network sees

the show." All four network presidents came to see the show. I feel nothing but fortunate to have those guys.

KZ: How does their strategy work for you?

RR: Charlie and Jack are about quality. If I were offered a half a million for a shitty production or fifty thousand dollars to be in, say, a DeNiro movie, they'd take the DeNiro movie every time. If they didn't make any money on me, they wouldn't care. They've been known for that throughout their entire careers. How great it is to be hooked up with people who are only interested in doing quality work!

KZ: The last year has been incredible for you.

RR: So many incremental things have happened to me. I just signed a deal for a ludicrous amount of money that sets me up for a long time. If that had happened to me out of nowhere two years ago, I'd be in perpetual orgasm. Now I understand it as the next logical step. It's too bad that's how life works sometimes. You're hungry with every step you take, and your horizons are just as far away.

KZ: What's happening with your NBC television deal?

RR: Over there on my computer is the pilot for my sitcom. I have a six episode guarantee from the network. I'm going to write, develop and star in it. It's a lot of work, but I don't have an eight hour a day job. I work on this four hours and have a great life.

KZ: Are you going to film it in front of a live audience?

RR: Yes. It's called "My Family." I describe it as a dysfunctional Wonder Years. It's very much like my stage show. It will be very unusual and very real. We'll tackle some of the same subjects my stage show does—abortion, racism, atheism. Horrible things could happen to the characters, just as they do in real life. It grapples with real issues and hopefully will be very funny.

KZ: February 14 is a perfect time for you to appear at the Seminar.

RR: You're right. People should be sick of me by the fall. I've signed a deal with Windham Hill's Will Ackerman and his new

label called Gang Of Seven. I appear on a sampler for them. Spaulding Grey is on there with me, along with some others. It will be available to industry people in March, and to the public in June. The Showtime television special is coming out. We're directing it like a movie. They tell me I'm the only comic who has gotten an hour and a half. That will come out in the Fall; the novel will come out in the Fall; the album version of Only The Truth Is Funny will be available in the Fall. It's coming out at the same time as my TV show. There's going to be this glut of Rick Reynolds things happening.

KZ: Are you going to be as close to the truth about your life on television as you are onstage?

RR: I'll delineate a family and they will be true to themselves within the narrative structure. It'll reflect my life and my view of how people interrelate. In other words, nothing wacky happens. There will never be a second cousin or a brother that comes from somewhere just to help the plot along. I understand this family very well. They have a history. Characters die or become alcoholics. There's a history of the family that will be charted throughout the series. It deals with the truth without my literal truth. It's not based on my life. I play the main character, Rick.

KZ: Are some television shows resorting to mean-spirited jokes?

RR: I personally don't believe in bad taste. I find nothing in bad taste. I really like Magic Johnson and I always have. When you look at Magic Johnson's eyes and his smile, how could you hate him because he's black? I literally cried when I heard about his HIV problem—yet I'm making Magic Johnson jokes. That's a point I make in my show. A sick sense of humor is a way to deal with the heavy things in life. How can you deal with such horrible things as the Holocaust? It's so wretched, your mind just can't absorb it.

KZ: Are we, as audiences, becoming too sensitive?

RR: Definitely. I would like to hit points, especially like abortion, on my TV show. I know I'll have

to fight tooth and nail with the network. I think that's why they may be losing viewers. Cable is willing to take some chances. Everything is so safe now. "We're going to get letters on that!" Take a chance! Get some fucking letters! Even the people writing those letters are going to tune in the next week to see if you're toeing the line. I think there's nothing better for ratings than some controversy. I would love to generate some. I'm not afraid of the word "fuck." To me it's a great word—as a verb. But you shouldn't use it if the joke isn't funny and it's used as an adjective. If the joke won't work, you shouldn't jack it up with that word. That's cheating. That's how we communicate with each other. I'd like to use some profanity on an episode and make the theme of that particular show be "If I swear, then why can't my children?" and try to come up with an answer. "Should I stop swearing altogether? Should I let the kids swear at home? Or what about at school?"

KZ: With all your TV work on the boards, is *Only The Truth Is*

Funny nearing its end?

RR: The play has to have a life span. Cooper can't be approaching three when I'm fighting back tears and talking about how my son was just born. It wouldn't work. After I perform the show at your seminar, there will be a final San Francisco run in April and May.

KZ: When did *Windham Hill* show interest?

RR: Early on. Only *The Truth...* still had a false structure—a third of my stand-up act, a third of my philosophy-of-life thing and a third of my family stories. I tried to piece them together and it didn't work that well. But it worked well enough to start selling out shows. Well over a year ago, Will Ackerman was back East and heard about it while he was working on his *Gang Of Seven* spoken word label. He came to see the show and really wanted to get involved. This was before Showtime showed an interest and before Rollins and Joffe were aboard. Later on, Charlie said to go with Will because he showed the most interest and stayed in

touch. We talked terms when the show got to where I liked it.

KZ: Where did you learn your writing skills?

RR: Do you learn writing skills? I don't think I'm a bad writer, actually. I'm good at writing scripts because I grew up doing nothing but watching television. I would sit down seven o'clock at night, seven nights a week, and watch TV until eleven o'clock. I loved it: "Let's see, My Favorite Martian is on at seven thirty. The Ed Sullivan show is on at eight o'clock. Then we'll jump over to NBC to watch *Bonanza* and we'll cap off the evening with *Candid Camera* at ten." I had it all plotted out and I was immersed in it for so long I came to understand it.

KZ: Are you glad you're not a comedian anymore?

RR: I will always be a comedian. I might not be a stand-up comedian. I would only do it again if people came to see me specifically. That makes a huge difference. One of the problems with stand-up now is that it's become like bowling. Almost nobody goes to see stand-up to see anybody

specific. Outside of the famous people, there are very few that draw. People just go to see a product assuming it's all going to be the same. That's why it's become the same. Any cocky guy can plug in there. "Dr. Ruth? Who'd fuck this dwarf? How does she know about sex?" It's all the same stuff. Please note that there are really great people doing stand-up. But they're the exception.

KZ: Could you come up with *Only The Truth Is Funny II*?

RR: If I wanted to take the easy route, I could do this show the rest of my life and it would be a living biography. My son would grow, we could have another child and I'd have more observations. I could go on with this, but there are other ideas I have for one man shows. I also want to write a movie. I really think I can do it.

KZ: We're really looking forward to seeing your performance on *Valentine's day*.

RR: I'm looking forward to doing this gig. I'll have taken some time off so I think it will be a really good show because it'll be fresh. ●

Now that vacation 1991 is over, it's time for Seminar '92. This will prove to be another outstanding year and the sessions include *Women in Music*, "Case Study '92," moderated by **Sheila Chlanda**, Vice President of **Tucci & Associates** who'll be joined by **Polly Anthony**, Senior Vice President, Promotion, **Epic Records**; **Sharon Lynne Heyward**, Senior Vice President/General Manager of R&B, **Virgin Records**; **Liz Kiley**, Operations Manager, **KKBT-Los Angeles**; **Mary Catherine Sneed**, Vice President, Operations, **Summit Broadcasting Corp.**; and **Diane Warren**, songwriter. Not to be missed is keynoter **Rick Reynold's** one-man show, "Only The Truth Is Funny," which will be performed at the Theatre On The Square," located directly across the street from our host hotel, The Westin-St. Francis. Also on hand at the seminar will be **Joe Calloway**, who'll bring along his high-energy business humor and more panels and panelists to be announced soon...

This New Year's Eve, my energy was jump-started by **Pearl Jam**, **Nirvana**, and the **Red Hot Chili Peppers**, who performed at the Cow Palace. The Jam warmed the audience up for the unpredictable Nirvana, who have just given **DGC Records** their first #1 album. What a way to start the year! Nirvana's final number ended with a 15-minute binge during which they destroyed of all their equipment. Nirvana has finished their tour with the Peppers and are now heading for Europe. My energy didn't diminish at the **Grateful Dead** show—I arrived

HEAR & THERE

by Sheila Rene

just in time to witness a tribal drum ceremony that led us into 1992. The Dead's first song of the last set was "Not Fade Away," which could be their theme song as they groove into their 26th year...

Marty Balin, legendary lead singer/songwriter for the **Jefferson Airplane** and the **Jefferson Starship**, has released his latest album for **GWE Records**, and it's dedicated to the memory of his late friend and mentor, **Bill Graham**. The album includes more than a dozen new songs, plus an updated version of "Volunteers"...

Bits & Pieces: Ozzy Osbourne was home for the holidays, but has resumed his "Theatre Of Madness" tour in Miami. He's added 16 new dates... Producer **Bill Wray** will be working with **Trixter** when they get back into the studio this month... **Arista Records** signed **Freaky Fukin Weirdoz**, that crazy four piece band from Munich. The first release was a re-issue of their indie EP, but there'll be some new material out soon... **Gary Moore** is working toward a March release of his new album. Guesting will be **B. B. King**, **Albert Collins**, the **Memphis Horns** and **Will Lee**, and **Anton Fig** from the **World's Most Dangerous Band** of **David Letterman** fame... **Eric Clapton** will MTV's first "Unplugged" artist of 1992, and will perform

the set in London... **Love/Hate** turned a burned out gay bathhouse in Greenwich Village into a showplace for recording and partying. Their second album, produced by **Jon Jansen** and entitled *Wasted In America*, will be released on **Columbia** this month. The band will be in Europe with **Skid Row** for a few weeks, and then heads back to the U.S. to show off their new material... **MCA's Law And Order** is ready to release their second album, *Rites Of Passage*. This time the band hooked up with a new producer, **Mack**, whose previous credits include albums from **Queen** and **Billy Squier**...

John Mellencamp's "Whenever We Wanted" tour kicked off in Savannah, Georgia on January 7. The tour will include 150 dates worldwide, with the band traveling around North America first and then heading to Europe and Australia. Mellencamp's group includes longtime friends **Kenny Aronoff** (drums), **Mike Wanchic** (guitars), **Toby Myers** (bass), **John Cascella** (accordion/keyboards), **Lisa Germano** (fiddle) and **Pat Peterson** (background vocals/percussion). **David Grissom**, former guitarist with the **Joe Ely Band**, joins for his first Mellencamp tour, and **Jenny Douglas McRae** will be featured on background vocals...

Over the holidays, one of the shows that kept my rockin' spirit going was **Tin Machine**. They were at the Warfield for two sold-out nights. In between tour dates, **Bowie** is working on a new album with producer **Nile Rodgers**...

ALBUM NEW RELEASES

BY KENT ZIMMERMAN



**"HEY JOE" -
BUCKWHEAT ZYDECO
(CHARISMA)**

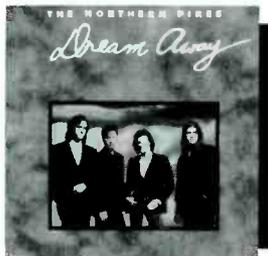
If you're going to recut "Hey Joe," you'd better have an excellent reason. The Leaves, Tim Rose and Jimi Hendrix practically said it all—that is until Buckwheat Zydeco and his zany producer Ted Fox started monkeying with it. On the unedited eight minute version, Buckwheat bounces off a super tight band, riffs off the guitars and taking the squeeze box to heights not even a demented Myron Floren could ever hope to reach. If you can work your way up to the full eight minutes, you'll find it a cookin' excursion. Otherwise the edit makes for an excellent start to an audacious and original work.

**"WHITE NOISE" -
MARC BONILLA
(REPRISE)**

Sheeeeyit, first week of January and it looks like we might have already found 1992's Guitar Hero. Marc Bonilla comes from the other side of the Bay Area tunnel, a suburban war zone called Walnut Creek. But that doesn't stop him from coming on like gangbusters; in fact it might have contributed to the lunacy. After a repressed career in grammar school, where Marc spent most of his time with his desk relegated to the hallway, he formed a band, and now a decade-plus later, he has the opportunity to show the world how it's done. An association with Kevin Gilbert of Toy Matinee (one of rock's true nice guys) brings us this from the debut album, *EE Ticket*. Guests include Keith Emerson, mentor Ronnie Montrose and Tesla's drummin' Troy Luccketta. Burnin' stuff!

**"WHAT'S GOOD?" -
LOU REED
(SIRE/WARNER BROS.)**

Hey, what's good? We ask each other that question all day long. Lou Reed ponders the cliché and lets his thoughts spin into a spiral of doubt and absurdity. Like a word you repeat over and over, does it all seem to sound silly? Is it too early in the year to be thinking about this? Is it too early in the year to be thinking at all? Lou gives the lyrics a good reading. I like this...it's...umm, well, good.



**"DREAM AWAY" -
THE NORTHERN PIKES
(SCOTTI BROS./BMG)**

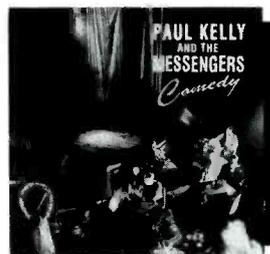
A solid bounce back after the hilarious request-laden, "She Ain't Pretty." "Dream Away" shows this Canadian quartet at their tightest. Ed Stasium's remix adds a little bit of airwave snap and crackle, slap and tickle. With the clever video supporting "She Ain't Pretty," The Northern Pikes showed a keen sense of humor. This track shows a resilient, sturdy side that grows with each listen.



**"EVERYTHING ABOUT
YOU" - UGLY KID JOE
(MERCURY)**

Portable pop metal that could kick

some serious butt on either a walkman or the airwaves. A group of haggard rockers from Santa Barbara, couldn't get any less pretentious than naming themselves Ugly Kid Joe. "Everything About You" deals with that silly love/hate aspect to love. Look out! This one could sneak onto Album or Alternative play lists. Love that rock rap toward the end.



**COMEDY -
PAUL KELLY AND THE
MESSENGERS
(MUSHROOM/IMPORT)**

Paul Kelly takes his place as one of the premier Australian songwriters. He approaches his lyrics much the same way Raymond Carver wrote his short stories—stark and alcoholic. On Comedy, Kelly is his typical prolific self, cramming eighteen songs inside a sixty-five minute time span. On "Don't Start Me Talking," Kelly is the drunk with no mystique next to you. Once you get to track two, "Stories Of Me," Kelly is up to his old tricks—great hooks, tight band, biting guitar work and riveting story lines. Further down the line is a beautiful cover of John Cale's "Buffalo Ballet." "Sydney From A 727" (as opposed to "Dallas From A DC9") returns the favor to Jimmie Dale Gilmore and Butch Hancock, who covered Kelly's "Special Treatment" on their live CD. Sydney becomes Dallas if only for a few short minutes. All in all, eighteen songs isn't quite enough. Even considering the Oils and INXS, I'm hard-pressed to name a better

Australian writer. In fact, I'd put Kelly's proud body of work next to any American or British songwriter any day of the week, Jimmy. He's that great.

**"MAMA, I'M COMING
HOME" -
OZZY OSBOURNE (EPIC)**

Ozzy puts together a stunning power ballad. I can't remember hearing the Osbourne band sounding better, more controlled. Zakk Wylde's acoustic guitar work is something to behold. Both the guitar work and resigned vocals give the Ozzster his widest appeal yet.

**"SAX AND VIOLINS" -
TALKING HEADS
(SIRE/WARNER BROS.)**

From the soundtrack to the new Wim Wenders film, *Until The End Of The World*. This is a melodic step forward for Wim, considering he only used Nick Cave and Crime & The City Solution on his last film, *Wings Of Desire*. Sonically, it's hard to place this Talking Heads piece, so I'll just assume it was newly cut. The chorus is sneaky and original—definitely a Heads feel rather than solo Byrne, though it's entirely possible he cut it on his own.

Sad Note...Over the holidays, it seems we lost more than time. Heather Hicks, the talented wife of radio brother Brad Hockmeyer of KTAO-Taos in New Mexico passed away tragically and suddenly. Heather was a magnificent craftswoman, her jewelry worn by the likes of Eric Clapton, Bruce and Patty Springsteen and Joni Mitchell. On behalf of the Gavin staff and as a friend, I'd like to express our deepest regrets. Heather's time on this broken planet was cut brutally short. I'll miss her handiwork, her frequent visits to the Bay Area and especially her support for the work Brad is doing in the beautiful Milagro Valley.

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ALBUM

MOST ADDED

1. "TEARS IN HEAVEN" - ERIC CLAPTON (REPRISE)
2. "MAMA, I'M COMING HOME" - OZZY OSBOURNE (EPIC)
3. "GO BACK TO YOUR WOODS" - ROBBIE ROBERTSON (Geffen)
4. "UNTIL YOUR LOVE COMES BACK AROUND" - RTZ (GIANT/REPRISE)
5. ACHTUNG BABY - U2 (ISLAND)
6. "HIT BETWEEN THE EYES" - SCORPIONS (MERCURY)
7. "GHOST OF A CHANCE" - RUSH (ATLANTIC)

TOP TIP

QUEEN

"THE SHOW MUST GO ON"
(HOLLYWOOD)

RUSH SOUNDTRACK/ERIC CLAPTON
"TEARS IN HEAVEN"
(REPRISE)

The show goes on with Queen debuting at #22. Eric Clapton's soundtrack work debuts at #23.

RECORD TO WATCH



UGLY KID JOE

"EVERYTHING ABOUT YOU"
(MERCURY)

Things are just starting to get "Ugly" in '92 for this Santa Barbara outfit!

Editor: Kent Zimmerman

2W LW TW

2W	LW	TW	ALBUM
2	2	1	GENESIS - Son, Dance, World (Atlantic)
1	1	2	U2 - Ways, One, Real, End, Ultraviolet (Island/PLG)
4	3	3	JOHN MELLENCAMP - Again, Happiness, Leg, Now, Tough (Mercury)
11	11	4	TOM PETTY AND THE HEARTBREAKERS - King's, Wide, Cold, Fly, Wrong, Built (MCA)
5	5	5	BRYAN ADAMS - Never Be, Stop, Everything, Touch (A&M)
8	7	6	RUSH - Ghost, Roll, Dreamline (Atlantic)
12	9	7	BOB SEGER/SILVER BULLET BAND - Chance, Fire, Real, Mountain, Sightseeing (Capitol)
6	8	8	EDDIE MONEY - She Takes My Breath Away, Heaven (Columbia)
9	6	9	VAN HALEN - Right, Runaround, Top, Poundcake, Dream (Warner Bros.)
3	4	10	STEVIE RAY VAUGHAN & DOUBLE TROUBLE - Empty Arms (Epic)
7	10	11	DIRE STRAITS - The Bug, Heavy Fuel, Calling Elvis (Warner Bros.)
24	21	12	BABY ANIMALS - Painless (Imago)
22	19	13	METALLICA - The Unforgiven, Sandman (Elektra)
19	20	14	NIRVANA - Smells, Come, Bloom, Something, Drain, Pissings (DGC)
14	15	15	TWO ROOMS/ELTON & BERNIE - Who, Bush, Bon Jovi, Clapton, Hornsby (Polydor/PLG)
15	14	16	PRIMAL SCREAM - Slip, Movin, Higher, Shine, Fight (Sire/Warner Bros.)
17	13	17	SMITHEREENS - Wrong, Top, Passion, Anywhere (Capitol)
34	29	18	RICHIE SAMBORA - Stranger In This Town (Mercury)
29	22	19	TESLA - Call It What You Want, Medicine (Geffen)
16	18	20	GUNS N' ROSES - Live, Eden, November (Geffen)
35	34	21	ROBBIE ROBERTSON - Go Back To Your Woods, What About Now (Geffen)
—	—	22	QUEEN - The Show Must Go On (Hollywood)
—	—	23	RUSH SOUNDTRACK - Clapton/Tears In Heaven (Reprise)
10	12	24	NEW YORK ROCK & SOUL REVUE - Pretzel Logic (Giant)
48	42	25	THE CULT - Heart Of Soul, Wild, If, Salvation (Sire/Reprise)
18	16	26	SOUTHSIDE JOHNNY & THE ASBURY JUKES - It's Been A Long Time (Impact)
—	50	27	PEARL JAM - Alive (Epic)
33	33	28	OZZY OSBOURNE - Mama I'm Comin' Home (Epic)
50	44	29	SKID ROW - Wasted Time (Atlantic)
49	40	30	TALL STORIES - Wild On The Run (Epic)
46	49	31	SOUNDGARDEN - Outshined, Jesus (A&M)
13	17	32	QUEENSRYCHE - The Thin Line, Another Rainy Night (Without You) (EMI)
39	36	33	JAMES REYNE - Some People (Charisma)
—	48	34	DRAMARAMA - Haven't (Chameleon/Elektra)
27	25	35	FOUR HORSEMEN - Rockin' Is Ma' Business (Def America)
45	41	36	BODEANS - Good Things (Slash/Reprise)
31	26	37	LITTLE FEAT - Things Happen (Morgan Creek)
30	37	38	ERIC CLAPTON - Watch Yourself, White, Wonderful (Reprise)
—	—	39	RTZ - Until Your Love Comes Back Around (Giant/Reprise)
28	35	40	KINKS - Did Ya (Columbia)
—	—	41	THIS PICTURE - Naked, Breathe, Tree (Dedicated/RCA)
—	—	42	WEBB WILDER - Tough (Zoo)
20	28	43	AEROSMITH - Helter Skelter (Columbia)
23	24	44	STORM - Show Me The Way (Interscope)
—	—	45	THUNDER - Love Walked In (Geffen)
—	—	46	KEITH RICHARDS & THE X PENSIVE WINOS - Happy, Connection (Virgin)
26	32	47	CHRIS WHITLEY - Big Sky Country, Livin' (Columbia)
37	38	48	BILLY FALCON - Heaven's Highest Hill (Jambco/Mercury)
41	27	49	HENRY LEE SUMMER - Turn It Up (Epic)
21	23	50	MR. BIG - To Be With You, Lucky (Atlantic)

CHARTBOUND

*Debuts in chartbound

*END OF THE WORLD SOUNDTRACK (REPRISE) "TALKING HEADS"	*LOU REED (SIRE/WARNER BROS.) "GOOD"	Dropped: #30 Lita Ford, #31 Firehouse, #39 INXS, #43 Bonnie Raitt, #45 Curtis Salgado, #47 Crosby, Stills & Nash, Questionnaires, John Kilzer, Crash Test Dummies, ZZ Top, Jerry Garcia Band, Rod Stewart.
*SCORPIONS (MERCURY) "EYES"	*KIX (EAST WEST) "WALLS"	
*JAMES TAYLOR (COLUMBIA) "COPPERLINE"	*LLOYD COLE (CAPITOL) "SISTER"	
*UGLY KID JOE (MERCURY) "EVERYTHING"	*ENYA (REPRISE) "BLUE"	
MR. BIG (ATLANTIC) "TO BE"	*WIDESPREAD PANIC (CAPRICORN) "MIND"	
*TEXAS (MERCURY) "BELIEVE"		



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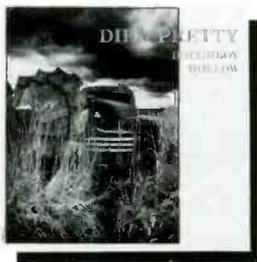
charisma

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PRODUCED BY STANLEY DURAL, JR. AND TED FOX MANAGEMENT: TED FOX PRODUCTIONS

ALTERNATIVE NEW RELEASES cont.

THE REAL PEOPLE - "WINDOW PANE" (RELATIVITY)

Last Summer while in England, I went to the Syndrome club one Thursday night and heard this song. I liked "Window Pane" so much I asked the Dj what he was playing and bought it the very next day. I even wrote it up when I came back. Seven months later, The Real People's "Window Pane" sees the light of day in America. Back in July my thoughts were, "...it's hard to get enough of The Real People's soft, Beatle-esque la-la-las and gentle-yet-persistent dance beats. 'Window Pane' is a groove-driven, three-and-a-half minute trip to Pop paradise, resplendent in a wash of wah-wahs and tambourines." It sounds as good today as it did this Summer. And hey, Commercial radio—if you played "Window Pane" as an import, the re-mixes provide a "fresh" alternative. LINDA RYAN



DIED PRETTY - DOUGHBOY HOLLOW (BEGGARS BANQUET/ RCA)

Every now and then an album comes out that is so "right on" words fail to do it justice. Doughboy Hollow—a consuming, passionate epoch—is one such release. Australia's Died Pretty have been together for—gee—almost ten years now, becoming a tighter, stronger unit with each release, while the Peno/Myers' songwriting team have developed into deft storytellers. Masters of the craft, their often bittersweet tales can destroy and rebuild you in a four-minute timespan. It's a weird

kinda high. My favorite tracks include "Stop Myself," "D.C.," "Out In The Rain," "The Love Song," "Doused" and the heart-wrenching "Sweetheart." It could be that some of you ultra-modern (read: techno-snobs) stations will let this one slip past you. Too bad. For the rest of us who appreciate warmth, humanity and emotion in our music, Doughboy Hollow is an absolute must. LR



TEXAS - "WHY BELIEVE IN YOU" (MERCURY)

I think it's fair to say when you're talking about the Scottish band Texas, there are a certain amount of "givens." For instance, it's a given that Sharleen Spiteri can belt out a tune like nobody's business. Another given is that Ally McLaine is a mean slide-guitarist. On the band's "Why Believe In You," however, the slide guitar plays second fiddle to a booming piano, which along with Spiteri's soulful voice, drapes this offering with an infectious bluesy, gospel vibe. Chances are, this one's like nothing else on your playlist. Check it out. LR



JELLYFISH - JELLYFISH COMES ALIVE (CHARISMA)

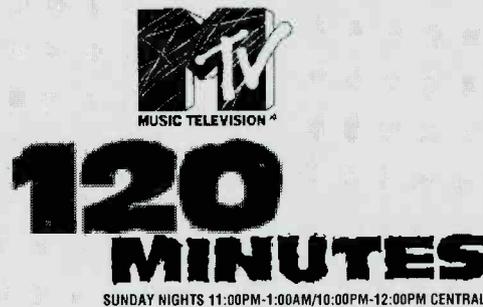
The adage "One man's junk is another man's treasure" comes to mind when writing about Jel-

lyfish. This San Francisco band has always been a favorite of mine, probably because we share the same fondness for classic, late '60s/early '70s pop songs—the kind that some of you insist on calling schlock. Nicking its title from the seminal album, Frampton Comes Alive, Jellyfish's new CD 5 shows the band at their "live" best. Included on this collection are some of the band's strongest recorded works (done live, of course) such as "The King Is Half Undressed" and "That Is Why"—which includes McCartney's "Let 'Em In" as an intro. The McCartney theme continues with a rousing version of Wings' "Jet" and on the lead track, Badfinger's "No Matter What." Hey, anybody who covers Badfinger gets an A in my book.

Listen and enjoy. LR

DRAMARAMA - "WHAT ARE WE GONNA DO?" (CHAMELEON/ELEKTRA)

This song has been kicking around in Dramarama's live repertoire for a number of years—long before "going green" became trendy. In any case, I can't help but think that this twenty-something, slacker (any and all other labels, ad nauseum) generation is going to relate to this one—big time. Loaded with probing questions, "What Are We Gonna Do?" could be seen as the antithesis to The Who's more celebratory anthem, "My Generation." Even more so when you consider that today's generation dealing with yesterday's mistakes. LR



1. TEENAGE FANCLUB - STAR SIGN
2. MINISTRY-- JESUS BUILT MY HOT ROD
3. OCEAN BLUE - BALLERINA OUT OF CONTROL
4. THE PIXIES - HEAD ON
5. RED HOT CHILI PEPPERS - SUCK MY KISS
6. DRAMARAMA - HAVEN'T GOT A CLUE
7. THIS PICTURE - NAKED RAIN
8. MATTHEW SWEET - GIRLFRIEND
9. MY BLOODY VALENTINE - ONLY SHALLOW
10. SINGLE GUN THEORY - FROM A MILLION MILES

DAY 1

GOD FODDER is released in America after debuting on UK national chart at #4.

DAY 12

Ned's first tour of America begins in Washington DC.

DAY 39

"Happy" reaches Top 5 on alternative charts.

DAY 42

Pope turns the Vatican over to Ned's for 3 hours.

DAY 45

GOD FODDER hits 50,000 in sales.

DAY 57

Barbara Bush confesses her love for alternative music. Invites Ned's to the White House for tea.

DAY 61

In New Orleans, Ned's begins seven week tour opening for Jesus Jones.

DAY 87

Video for "Grey Cell Green" debuts on **120 Minutes**.

186 DAYS WITH NED'S ATOMIC DUSTBIN

"KILL YOUR TELEVISION"

The latest single and video off the breakthrough album **GOD FODDER**.



ON TOUR

JAN 9 - Boston Paradise 10 - New York Academy
12 - Toronto Spectrum 13 - New Pontiac, MI Industry 14 - Chicago Cabaret Metro 17 - Los Angeles Palace 18 - Tijuana Iguana's 19 - San Francisco Slim's 21 - Seattle Oz 22 - Vancouver Commodore

U.S. Representation: Steve Rennie & Larry Tull for REN Management.

AS LONG AS IT TAKES.
ON COLUMBIA.

DAY 96

Boris Yeltsin declares he will listen to Ned's album over and over until he has the solution to Russia's economic woes.

DAY 106

GOD FODDER passes 100,000 in sales, and the band has sold over \$100,000 worth of T-shirts on the Jesus Jones tour.

DAY 145

24,000 **GOD FODDER** cassettes and CDs are packaged with three different special, limited edition Ned's T-shirts. **GOD FODDER** surpasses 150,000 in sales.

DAY 166

MTV adds "Grey Cell Green" video into Buzz Bin rotation.

DAY 170

"Grey Cell Green" video debuts at #22 on CVC Top 50.

DAY 186

In Boston, Ned's begins their third "back by popular demand" tour of America.

Columbia Reg. U.S. Pat. & Tm. Off. Marca Registrada
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ALTERNATIVE INSIDE

BY LINDA RYAN

Happy New Year. I hope you all had a wonderful holiday and enjoyed your time off. I know I did!

The new year brings many new releases and a whole lot of tours! On the road right now is NED'S ATOMIC DUSTBIN. Their live show is one of the best around, so make an extra special effort to see them (if you haven't already) when they pass through your town.

Soon to be on the road are THE WONDER STUFF, who will be opening for SIOUXSIE AND THE BANSHEES. If you saw Siouxsie and company on the Lollapalooza tour, you know what they can do. And of course, The Wonder Stuff could possibly be the most exciting band to experience live.

Although THE PIXIES just played in most major markets, they're coming around again and are bringing CHAPTERHOUSE with them. This group of

"smaller market" dates will start in February and should last about 6-8 weeks. Talk about extensive!

I managed to see some fantastic shows over the holidays, including a stunning performance (over two hours!) from BILLY BRAGG. The Bragster will have a new CD 5 out at the end of the month, so keep your eye out for it.

Another highlight was the KROQ and LIVE 105 acoustic Christmas parties. Performance stunners included ALISON MOYET, IAN McCULLOCH (they both played in L.A. only), THE WONDER STUFF (and frontman MILES HUNT's solo, acoustic performance in S.F.), THIS PICTURE (you must see this band live!) and CHRIS ISAAK, who wowed his hometown San Francisco audience effortlessly.

Although they haven't announced who their drummer is as of yet, Spinal Tap are working on their new album which is to be titled, ah hem, Break Like The Wind.

And finally, for all you WEDDING PRESENT fans, the band is going through with their genius idea to release a new single every month this year. The singles are slated to be in stores (in Britain) on the first Monday of the month, so check with your local record store shortly after that.

This year's Gavin Seminar is shaping up nicely. 91X's KEVIN STAPLEFORD will be hosting a Commercial Alternative session and has enlisted panelists ANDY SCHUON (KROQ), RICHARD SANDS (Live 105), TOM CALDERONE (WDRE) and MAD MAX (WFNX). It should

be a helpful and informative event you won't want to miss.

Once again HOWIE KLINE will be hosting the JUKEBOX JURY, which will be held on Thursday, February 13, 4:30 PM. His guests on the hot seats will be NORM WINER (WXRT), MARCO COLLINS (The End), MATT PINFIELD (WHTG), GERRY CAGLE (from Top 40 station KWOD) and plenty more to be announced next week.

To help with your Seminar traveling plans, here are a couple of things to keep in mind: 1) Our first session starts on Thursday, February 13, at 4:30 PM, so plan to get into the city either early that day or the night before. 2) There is a softball game scheduled for Sunday afternoon, so plan to take a late afternoon/early evening flight out. 3) We have a Seminar hotline set up for your questions. The number is (415) 495-8684. Please direct all your inquiries to that number.

Compiled by
Kent Zimmerman

Compiled by
Linda Ryan

GAVIN ALTERNATIVE SUBCHARTS

TW COMMERCIAL INTENSIVE

- 1 U2 - Ways, One, Real, End, Ultraviolet (Island/PLG)
- 2 MATTHEW SWEET - Divine, Waiting, Winona (Zoo)
- 3 NIRVANA - Smells, Come, Bloom, Something, Drain, Pissings (DGC)
- 4 THE OCEAN BLUE - Cerulean, Ballerina (Reprise)
- 5 TEENAGE FANCLUB - Star Sign, What, Concept, December (DGC)
- 6 ENYA - Shepherd Moons (Reprise)
- 7 END OF THE WORLD SNDTRK - Talking Heads, U2 (Warner Bros.)
- 8 DRAMARAMA - Haven't (Chameleon/Elektra)
- 9 PIXIES - Letter, Head, Motorway, Subbacultcha (4 A D/Elektra)
- 10 LLOYD COLE - Sister, Girl, Tell, Weep, Half, Man (Capitol)
- 11 RED HOT CHILI PEPPERS - Give, Suck, Bridge (Warner Bros.)
- 12 I'M YOUR FAN COMPILATION - McCulloch, R.E.M., Pixies (Atlantic)
- 13 THIS PICTURE - Naked, Breathe, Tree (Dedicated/RCA)
- 14 THE DYLANs - Planet, Weather, Mary (Beggars Banquet/RCA)
- 15 PRIMAL SCREAM - Slip, Movin, Higher, Shine (Sire/Warner Bros.)
- 16 CLIFFS OF DOONEEN - Through An Open Window (Critique/BMG)
- 17 ROBYN HITCHCOCK - Think, Ultra, Oceanside, Child (A&M)
- 18 DIRE STRAITS - The Bug, Heavy Fuel, Calling Elvis (Warner Bros.)
- 19 MIDGE URE - Cold Cold Heart (RCA)
- 20 SIOUXSIE & THE BANSHEES - Kiss, Shadowtime, Cry (Geffen)
- 21 BILLY BRAGG - Sexuality, Accident, Mother, Neighbourhood (Elektra)
- 22 TEXAS - In My Heart, Return (Mercury)
- 23 BRUCE COCKBURN - A Dream Like Mine (Columbia)
- 24 WARREN ZEVON - Finishing Touches (Giant/Reprise)
- 25 ST. ETIENNE - Only Love Can Break Your Heart (Warner Bros.)
- 26 TWO ROOMS/ELTON & BERNIE - Who, Bush (Polydor/PLG)
- 27 ROBBIE ROBERTSON - Go Back To Your Woods (Geffen)
- 28 SMITHEREENS - Wrong, Top, Passion, Anywhere (Capitol)
- 29 CHAPTERHOUSE - Mesmerise, Precious (Dedicated/RCA)
- 30 BLUR - Bang, There's, Together, Bad, Know, High (Food/SBK)

TW COLLEGE INTENSIVE

- 1 TEENAGE FANCLUB - Star Sign, What, Concept, December (DGC)
- 2 MY BLOODY VALENTINE - Shallow, Soon, Sleep (Sire/Warner Bros.)
- 3 PIXIES - Letter, Head, Motorway, Subbacultcha (4 A D/Elektra)
- 4 U2 - Ways, One, Real, End, Ultraviolet (Island/PLG)
- 5 NIRVANA - Smells, Come, Bloom, Something, Drain, Pissings (DGC)
- 6 MATTHEW SWEET - Divine, Waiting, Winona (Zoo)
- 7 I'M YOUR FAN COMPILATION - McCulloch, R.E.M. (Atlantic)
- 8 RED HOT CHILI PEPPERS - Give, Suck, Bridge (Warner Bros.)
- 9 MINISTRY - Jesus Built My Hot Rod (Sire/Warner Bros.)
- 10 LUSH - Nothing Natural (4-AD/Reprise)
- 11 DRAMARAMA - Haven't (Chameleon/Elektra)
- 12 THE CRAMPS - Eyeball (Restless)
- 13 THE DYLANs - Planet, Weather, Mary, Godlike (Beggars Banquet/RCA)
- 14 SUPERCHUNK - Skip Steps, Cast, Punch (Matador)
- 15 MOOSE - Jack, Suzanne (Virgin)
- 16 REV. HORTON HEAT - (Sub Pop)
- 17 SWERVEDRIVER - Rave, Pile-Up, Feel, Son (A&M)
- 18 END OF THE WORLD SNDTRK - Talking Heads, U2 (Warner Bros.)
- 19 COCTEAU TWINS - Iceblink, Cherry, Pitch, Ring (4-AD/Capitol)
- 20 PRIMAL SCREAM - Slip, Movin, Higher, Shine (Sire/Warner Bros.)
- 21 BILLY BRAGG - Sexuality, Accident, Mother, Neighbourhood (Elektra)
- 22 ENYA - Shepherd Moons (Reprise)
- 23 THEE HYPNOTICS - Shakedown (Beggars Banquet/RCA)
- 24 NYMPHS - Sad & Damned (DGC)
- 25 TOP - Dominator, Buzzin', Magic (Island/PLG)
- 26 CHAPTERHOUSE - Mesmerise, Precious (Dedicated/RCA)
- 27 MC 900 FT. JESUS - Killer, Heaven, Spirits (Nettwerk/IRS)
- 28 SOUNDGARDEN - Outshined, Jesus (A&M)
- 29 URBAN DANCE SQUAD - Bureaucrat (Arista)
- 30 DINOSAUR JR. - Whatever's (Sire/Warner Bros.)

HELLO 1992

*"goodbye cruel
world"*

the first track from
"hormonally yours,"
the new album from

*Shakespeare's
Sister*



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CLASSIFIEDS

JOB OPENINGS

CENTRAL WISCONSIN FM OLDIES STATION seeking p/t weekend AT. Send to: Patrick Kucera, WOFM, PO Box 1206, Wausau, WI 54402-1206. [1/10]

RELATIVITY RECORDS is looking for a Midwest Promotion Manager to be based in Chicago. The regional position covers 1/5 of the country for the Album, Top 40 and Alternative formats. No calls, please. Send resume: Relativity Records, Sarah Haynes, 20525 Manhattan Place, Torrance, CA 90510. [1/10]

WLXR HAS IT'S FIRST MORNING OPENING in almost a decade! We need someone who is warm, community involved and can relate with adults. No morning zoo or Scott Shannon wannabe's. These are tough shoes to fill, but I know you're out there! Rush T&R: Tom Martens, WLXR Radio, 201 Main Street, Suite 400, La Crosse, WI 54601. [1/10]

TWO RARE F/T OPENINGS. Medium market plus experience a must. No card readers. You must have a definitive on-air personality. You should have a love for, and a thorough understanding of rock and roll music and the ability to communicate your passion to the audience. Are you ready for a top ten market? T&R ASAP: Ted Edwards, KLOL/FM Radio, 510 Lovett Blvd., Houston, TX 77006. [1/10]

50K SOFT A/C north of Dayton, seeks hard-working Morning Talent. Adult pipes, strong production with 4-track skills important. Powerplay know-how a plus, but not necessary. This is your chance to build something impressive! If you want to get in on the ground floor of a future powerhouse. Rush T&R: Brian Demay, PO Box 606, Pigua, OH 45356. EOE [1/10]

100 WATT HOT COUNTRY KYI needs pro AM/PM Drivers ASAP! Pipes, production and promotion are key. T&R: J. Michaels, PO Box 1103, Wichita Falls, TX 76307. [1/10]

SMALL MARKET A/C looking for f/t News Director. Writing skills and conversational delivery a must. T&R: Larry McGuire, WPXZ Radio, PO Box 458, Punxsutawney, PA 15767, or call (814) 938-6000. [1/10]

NEWS DIRECTOR/MORNING SIDEKICK needed for Country station in Louisiana. T&R: KCIL Radio, PO Box 2068, Houma, LA 70361. [1/10]

TOP 100 FM A/C SEEKS PD for immediate opening, also full and part-time talent needed. T&R: Bill Files, WILS/WLYY, 600 W. Cavanaugh, Lansing, MI 48910. [1/10]

WE NEED YOU, WE WANT YOU! KTOB needs full and part-time air staff. Team players only. T&R: Ken Carpenter, 12 East Washington Street, Petaluma, CA 94952, or call (707) 778-1490. [1/10]

TOP RANKED TOP 40 needs talent for all airshifts! T&R: KIXR Radio, PO Box, 2631 Ponca City, OK 74602. [1/10]

EXPERIENCED, ENTHUSIASTIC PRESS PERSON being sought by New Jersey based Indie label. Contact Tony at (908) 709-0011. [1/10]

COUNTRY TOP 100 seeks experienced Personalities. T&R: Damon Sheridan, WCLT/FM Radio, PO Box 880, Newark, OH 43058-0880. EOE [1/10]

HIGH-ENERGY, MORNING DRIVE-PD needed at "regional" adult Top 40 FM in Minnesota's Lakes area! Witty, fun and highly visible is what we're looking for. T&R: Brett Paradis, KX92 FM, PO Box 69, Alexandria, MN 56308, or call (612) 763-3131. [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, WIHN 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 97801. EOE [12/13]

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

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

ALBUM WKOJ 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, WKTG Radio, PO Box 338, Madisonville, KY 42431. [12/13]

AVAILABLE

IT'S TIME TO CHANGE! Fifteen year radio vet has done it all. News, Sports p-b-p, Top 40, Country, A/C, Jazz, Big Band jock and unbelievable production and writing. Currently doing Middays at station changing management. Want a real pro? Leave a message for BRIAN: (608) 372-7812. [1/10]

FOUR-YEAR COUNTRY JOCK, TV weatherman, p-b-p experience, sports production. Young, available and afraid of new management. CHRIS: (608) 782-3260 or 269-3706. [1/10]

EXPERIENCED NEWSWOMAN looking to expand career in News. Currently doing my thing at the Cow and looking to mooove on. Will relocate. RC: (608) 269-2341 after 6pm central. [1/10]

EXPERIENCED, SKILLED AT seeking stable opportunity. Solid airwork, strong production, team player. AC/Oldies/Country. DAVE: (712) 262-7954. [1/10]

HAVE PRODUCTION TALENTS, will produce. Any daypart, one size fits all. Prefer Oldies/Album/AC format. LYNN: (916) 369-7589. [1/10]

LET ME PROVE IT! Energetic AT with experience in Top 40/Hot AC/Album. I'll go anywhere. CRAIG: (402) 729-2064. [1/10]

NATIONWIDE SEARCH UNDERWAY for the right programming position. Winning situation only. Oldies/AC/Hot AC/Country. DON ELLIOTT: (216) 633-2266. [1/10]

MAJOR MARKET AT. AC/Jazz/Adult Alternative format. T&R available. DAVE: (209) 784-9517. [1/10]

TIRED OF BROWN NOSING out-of-touch PDs who've never been in the trenches? If so, make a resolution to hire the best. I have new ideas that will work in the nineties. I've been a PD, Production Director, Engineer and Announcer. Top 40 and Album formatting is my interest. I'll move for you in '92. JIM: (205) 595-3149. [1/10]

ATTENTION MIDWEST! Twenty year radio vet looking to relocate. Sixteen years as a Programmer, interested in Country or Oldies. Small/medium markets. Currently p/t at WGTC. T&R available. DAVE STEVENS: (219) 256-1247. [1/10]

THE STATION WENT OLDIES, but I still love Top 40! Current afternoon drive, looking for that Top 40 fun again. Have morning show experience. Prefer Midwest. ERIC: (219) 256-9332. [1/10]

I GOT AN AXE FOR CHRISTMAS! Sixteen year pro with PD/MD/APD experience looking for programming or f/t air shift to carry on my winning tradition. MICHAEL RIGHT: (816) 279-3344. [1/10]

FORMER ATLANTIC CITY AIR PERSONALITY and Friday morning quarterback staffer, was released from the FMQB Friday, due to the recession and management restructuring. Looking for next opportunity. GREG KAHN: (609) 795-7509. [1/10]

CLASSIFIEDS

AVAILABLES CONTINUED...

CURRENTLY ENTOMBED AT SMALL WYOMING TOP 40.

Need I say more? Seeking breath of fresh air in Midwest or Rocky Mountain region. MATT: (307) 682-1660. [1/10]

SPEECH IMPEDIMENT, RESERVED PERSONALITY and a bad haircut...NOT! Currently Nights at Top 40. Have tape, will travel. Prefer West Coast. TODD: (307) 686-6224. [1/10]

FIFTEEN YEARS ON-AIR/Programmer/Sales Manager/Production/MD. Looking for a warmer climate to entertain. Country and Oldies format. COOP: (800) 231-9073. [1/10]

PRODUCTION DIRECTOR AVAILABLE! Do you want creative promos, sizzling spots, theater of the mind writing, voices, great multi-tracking and a dedicated team player? RICHARD: (303) 233-8178. [1/10]

TWELVE YEAR PRO seeks IL, WI or MN. Oldies/Hot AC/Country. Major market PD experience. Stable small/medium market only. Ready to go! BOB: (616) 665-7140. [1/10]

SEEKING NEW CHALLENGE. currently Milwaukee radio, MD with selector experience and college grad too! WANDA: (414) 235-8178. [1/10]

FOURTEEN YEAR PRO DJ ready to start the New Year at a new station! Let's begin '92 with a bang together! AC/Top 40/Album. JOHN: (217) 674-3304. [1/10]

PD/MORNINGS. Eight years AM Drive and six years as PD. Top 40 or A/C formats. Quality of life is as important as market size. RICH SUMMERS: (801) 328-3142. [1/10]

LUDICROUS LOS ANGELES AT, promotion and MD, available for all shifts, including overnights and weekends. Operators are standing by. CHRIS: (213) 939-9233. [1/10]

VERSATILE FEMALE AT seeks gig in Album, Classic Rock, Top 40 or A/C. Former MD at WDJR. Great with listeners, solid production and a team player. LEIGH: (205) 393-1608. [1/10]

EXPERIENCED SKILLED AT seeking stable opportunity. Solid airwork, strong production, team player. AC/Oldies/Country. DAVE: (712) 262-7954. [1/10]

BRIGHT, MOTIVATED NEWCOMER with Communications B.A. to complement Broadcasting Certificate looking for f/t position in MN or surrounding states. TOM: (612) 753-4016. [1/10]

VERSATILE AIR PERSONALITY currently working week-ends Top 40. Seeking f/t Top 40, A/C or Urban formats. Will relocate anywhere. Catch a rising star. KEN: (609) 348-1341. [1/10]

CHARMING, DEPENDABLE AND TALENTED DJ looking for f/t work. Experience in sports p-b-p. Suitcase packed and ready to roll. Prefer Country. STEVE: (612) 869-5548. [1/10]

I'M SICK OF THE SNOW! Twelve year vet seeks South-west or West. Major market experience, seeking stable medium market operation. Oldie/Country/Hot AC. Snow blower not included. BOB: (816) 665-7140. [1/10]

GREAT PIPES, PRODUCTION. Six year pro seeking f/t Album, Alternative, Classic or Cutting Edge Top 40. Will relocate. MARK ADAMS: (612) 591-1679. [1/10]

TALENTED (AC, Adult Alternative, Oldies, Classic Rock), experienced (KKSF, KWAV, KOME, KSJO, KMBY, KBPI), affordable! Great ratings! JIM SEAGULL: (408) 624-7551. [1/10]

SIXTEEN YEAR PRO PD/AT, knowledgeable, focused, great production, team player. Seeks challenging, long term opportunity. Top 40/AC/Classic Rock. JONATHAN: (209) 538-3655. [1/10]

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

EXPERIENCED NEWS WOMAN looking to expand career in News. Currently doing my thing at the Cow and looking to mooove on. Will relocate. RC: (608) 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: (608) 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 MD and middays at WIPD morning drive experience. Interested? MIKE: (608) 269-5989 after 7pm Central. [12/13]

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

ATTENTION MIDWEST STATIONS! Small market AT looking for medium market challenge. Team player. ANDY: (816) 646-1663. [12/13]

SIXTEEN YEARS PROGRAMMING, promotions and production. All formats. Last station KBOQ/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]

SERVICE REQUEST

WGAA: Country AM desperately seeking music from all labels, especially Capitol and RCA. Send to: Ryan Walley, PO Box 167, Cedartown, GA 30125. [1/10]

KMSD: Updating Classic Country station to New Country. Need recurrences over the past year and all new music. Send to: Terry Lee, PO Box 1005, Milbank, SD 57252, or call (605) 432-5518. [1/10]

KMOK: FM seeking good, used 4 1/2 and 5 1/2 minute carts. Please call Keith Havens for more information (208) 746-5056, or send to: 805 Stewart Avenue, Lewiston, ID 83501. [1/10]

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

PERSONAL PICKS

SINGLES by Dave Sholin

Some excellent music arrived at the dawn of '92. Let me add my vote to five already on their way:

- THE SMITHEREENS** - *Too Much Passion* (Capitol)
- AMY GRANT** - *Good For Me* (A&M)
- PAULA ABDUL** - *Vibeology* (Captive/Virgin)
- RTZ** - *Until Your Love Comes Back Around* (Giant/Reprise)
- BOYZ II MEN** - *Uh!h Ahh* (Motown)

Now for those just leaving the starting gate:

THE KLF - *Justified & Ancient* (Arista) Got my hand on this during the holiday break and haven't stopped listening to it since. Remem-

ber those jokes about Urban/Country? Far from laughable now—there's nothing like this on the air as these dance whiz kids team with Tammy "Stand By Your Man" Wynette. A humongous hit in England that's just gotta bust through in the good ol' U.S.A. too!

MICHAEL JACKSON - *Remember The Time* (Epic) From time to time you've got to go out on a limb and live dangerously—so here goes. Michael Jackson and Teddy Riley—an awesome combo!

MICHAEL BOLTON featuring KENNY G - *Missing You Now* (Columbia) One more reason why the "Time, Love And Tenderness" album has reached multi-platinum status. Audiences love it in concert, and they'll love it on the radio even more.

MINT CONDITION - *Breakin' My Heart* (Pretty Brown Eyes) (Perspective/A&M) Slick production, dynamic instrumentation and sharp vocals wrapped in a distinctive melody—this one's got it all. Crossover airplay at KMEL (Top Ten), Q106, KHTN, Y95, KKFR, WTIC/FM, HOT 97.7, KDON, B95, etc.

JOHN MELLENCAMP - *Again Tonight* (Mercury) Forget the window dressing, it's just not necessary when one of America's finest singer/songwriters lays out a straight-ahead rocker laced with commerciality. He kicks off his tour this week.

THE FARM - *All Together Now* (Sire/Reprise) Week after week, more passengers climbed on "The Groovy Train" while shouting the praises

of this group. Expect those converts to help get this catchy follow-up off and running quickly.

PAUL YOUNG - *What Becomes Of The Broken Hearted* (MCA) From one of my favorite new films, "Fried Green Tomatoes," this Jimmy Ruffin hit from 1966 is a perfect vehicle for Paul Young.

PM DAWN - *Paper Doll* (Gee Street/Island/PLG) Can't stop DJ Minute Mix and Prince Be, who are already set adrift with what appears to be their second hit. Charted #16 at 104 KRBE and #27 at HOT 97, plus some other key air-play.

WILLIAMS BROTHERS - *Can't Cry Hard Enough* (Warner Bros.) Brothers David and Andrew Williams score a solid "10" on the emotion meter. One of the more powerful ballads to come along in quite some time.

BIG AUDIO DYNAMITE II - *The Globe* (Columbia) Never lacking for that irresistible groove, Mick Jones creates another dance/rocker with some assistance from bassist Gary Stonadge.

MAGGIE'S FARM - *Glory Road* (JRS) Female vocalists, Allison MacLeod (who co-wrote this tune) and Claudia Russell, are featured on a promising debut effort that is highlighted by one mighty hot chorus.

DAN HILL - *I Fall All Over Again* (Quality) With big, big hit ballads in the '70s and '80s, Dan is once again poised to cross this current Top Ten A/C hit into a winner at Top 40.

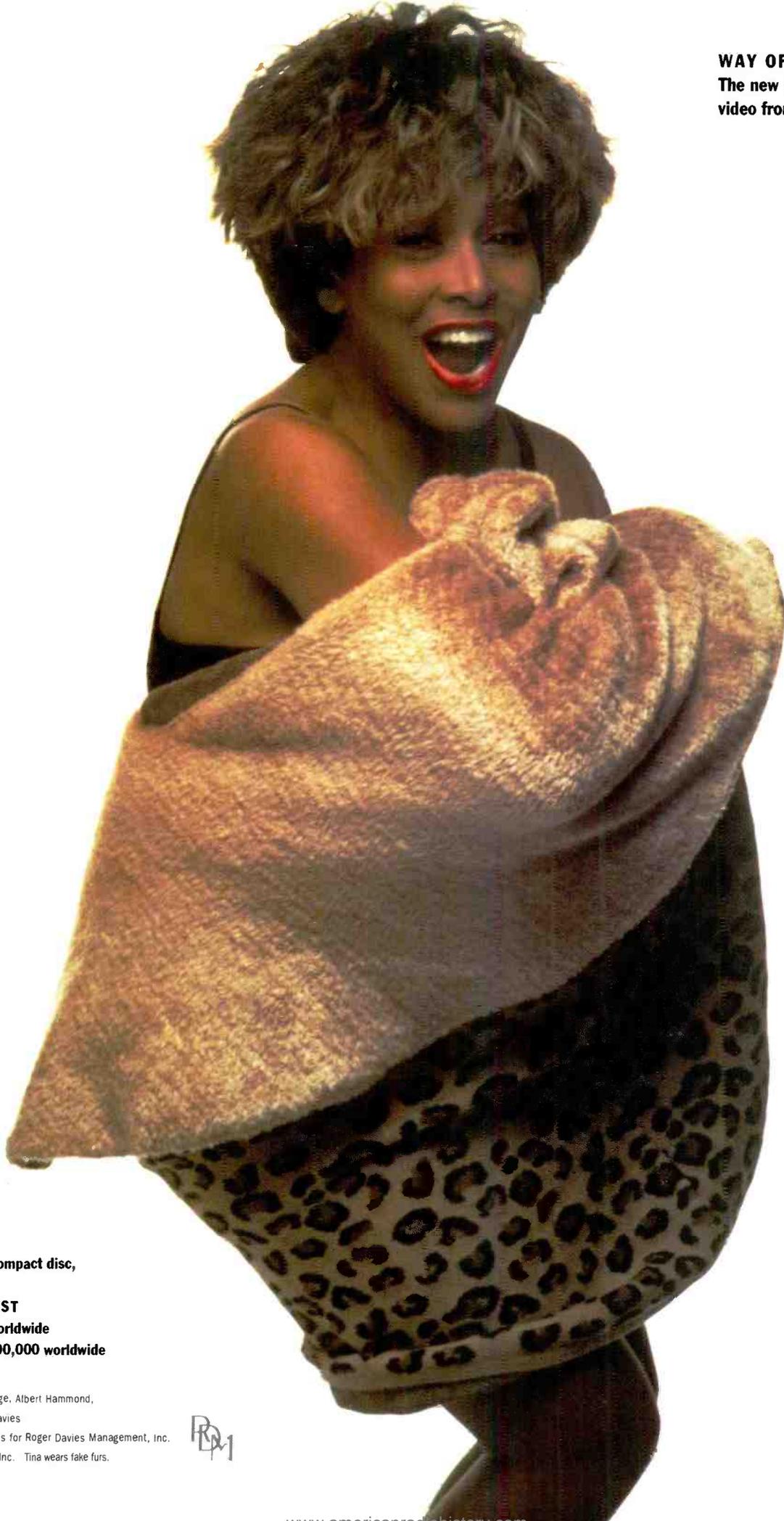


the GAVIN REPORT

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WAY OF THE WORLD
The new single and
video from **TINA TURNER**.



From the Capitol compact disc,
cassette and video
SIMPLY THE BEST
2,500,000 sales worldwide
Video sales over 100,000 worldwide

Produced by Chris Lord-Alge, Albert Hammond,
Graham Lyle and Roger Davies
Management: Roger Davies for Roger Davies Management, Inc.
© 1991 Capitol Records, Inc. Tina wears fake furs.



Capitol

Remember the Time. January 14.



Executive Producer: Michael Jackson
"Remember The Time" Produced by Teddy Riley and Michael Jackson
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