

the GAVIN REPORT

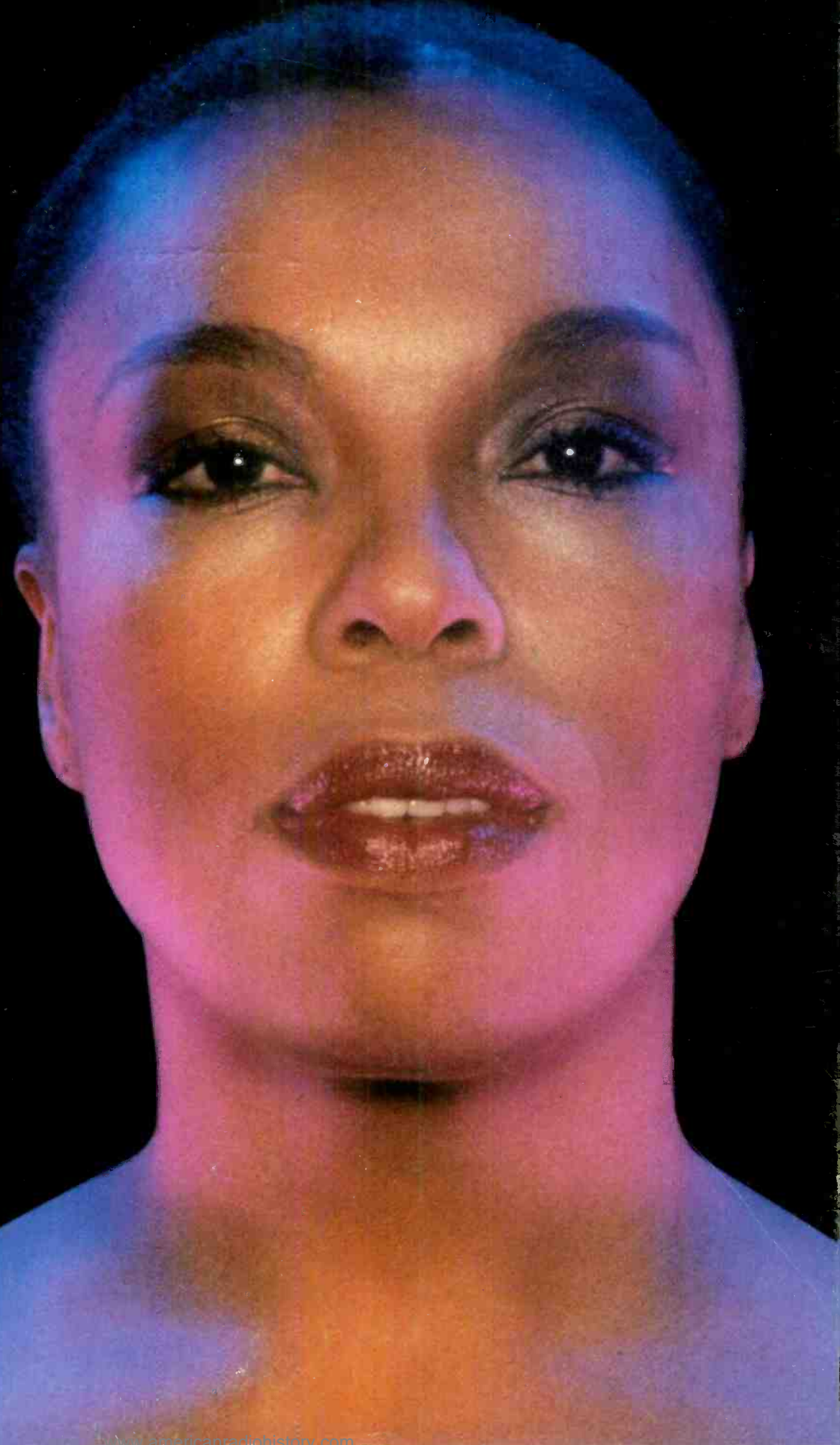
ISSUE #733 NOVEMBER 18, 1988

ROBERTA FLACK

CHAPTER THREE,
FIRST TAKE

TONY RICHLAND
TALKS TURKEY

OREN HARARI
ON REINVENTING
YOUR BUSINESS



PM MOVES.

UP THE CHARTS...

THE STUNNING SINGLE FROM THE ALBUM PM

“PIECE OF PARADISE”

EARLY
TOP 40
ACTION:

WVKZ
WYZB
WLBC
KNEN
KSKU
KBBZ
KKOS
KWIN
OK95
KJEZ
KRQK
WAWV
KPSI
KAFX
KIIK

R&R

10* to 8* AC

GAVIN

12* to 10* AC



Produced by Elliot Scheiner and PM

Managed by:

Richard Brewer and Associates

and Philip Cavell

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GAVIN AT A GLANCE

TOP 40

MOST ADDED

STEVE WINWOOD
Holding On (Virgin)
PHIL COLLINS
Two Hearts (Atlantic)
DEF LEPPARD
Armageddon It (Mercury/PolyGram)

RECORD TO WATCH

THE BOYS
Dial My Heart (Motown)

Hot
PHIL COLLINS
Two Hearts (Atlantic)



URBAN

MOST ADDED

BOBBY BROWN
Roni (MCA)
KARYN WHITE
Superwoman (Warner Bros.)
KIARA duet with **SHANICE WILSON**
This Time (Arista)

RECORD TO WATCH

JOCELYN BROWN
R-U-Lonely (Tri-World/Slam)

Hot
KARYN WHITE
Superwoman
(Warner Bros.)



A/C

MOST ADDED

PHIL COLLINS
Two Hearts (Atlantic)
FLEETWOOD MAC
As Long As You Follow (Warner Bros.)
STEVE WINWOOD
Holding On (Virgin)

RECORD TO WATCH

FAIRGROUND ATTRACTION
Perfect (RCA)

Hot
PHIL COLLINS
Two Hearts (Atlantic)



COUNTRY

MOST ADDED

ALABAMA
Song Of The South (RCA)
LARRY BOONE
I Just Called To Say Goodbye Again (Mercury)
DESERT ROSE BAND
I Still Believe In You (MCA/Curb)

RECORD TO WATCH

GARY STEWART
An Empty Glass (HighTone)

Hot
RANDY TRAVIS
Deeper Than The Holler
(Warner Bros.)



JAZZ

MOST ADDED

MICHEL CAMILO
(Portrait)
GARY HERBIG
(Headfirst/K-tel)
PETER ERSKINE
Motion Poet (Denon)

RECORD TO WATCH

GERALD ALBRIGHT
Bermuda Nights (Atlantic)

Hot
THE HARPER BROTHERS
(Verve/PolyGram)



ADULT ALTERNATIVE

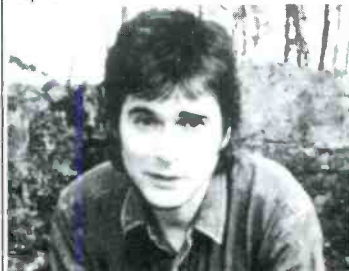
MOST ADDED

AL JARREAU
"So Good" (Warner Bros.)
DREAM PATROL
Phoning The Czar (Pasha/CBS)
MICHEL CAMILO
(Portrait)

RECORD TO WATCH

GERALD ALBRIGHT
Bermuda Nights (Atlantic)

Hot
JOHN JARVIS
Whatever Works
(MCA Master Series)



ALBUM

MOST ADDED

CROSBY, STILLS, NASH & YOUNG
American Dream (Atlantic)
FLEETWOOD MAC
"As Long As You Follow" (Warner Bros.)
THE WATERBOYS
Fisherman's Blues (Ensign/Chrysalis)

RECORD TO WATCH

THE WATERBOYS
Fisherman's Blues (Ensign/Chrysalis)

Hot
CROSBY, STILLS, NASH & YOUNG
American Dream (Atlantic)



ALTERNATIVE

MOST ADDED

THE WATERBOYS
Fisherman's Blues (Ensign/Chrysalis)
COWBOY JUNKIES
The Trinity Session (RCA)
DINOSAUR JR.
Bug (SST)

RECORD TO WATCH

COWBOY JUNKIES
The Trinity Session (RCA)

Hot
SCRUFFY THE CAT
Moons Of Jupiter
(Relativity)



**HAPPY
THANKSGIVING**

NEWS

**GAVIN OFFICES
CLOSED THURS. & FRI.
NOVEMBER 24 & 25**

SHULMAN NAMED ATCO PRESIDENT

Derek Shulman, remembered by art-rock aficionados as the lead singer of Gentle Giant, has been named President of Atco Records.

Shulman's career began as a musician in Britain, and before he was in Gentle Giant he was a member of Simon Dupree And The Big Sound. He crossed over to promotion in 1983 and worked at PolyGram in various capacities including National Rock Promotion Manager and Vice President of A&R. He leaves PolyGram as Sr. Vice President, A&R.

Shulman looks forward to working with Atco's innovative artists. "I want to continue in that direction," he said, "and look forward to establishing a



fertile environment for groundbreaking talent and creative executives."

In welcoming Shulman, Atlantic Chairman Ahmet M. Ertegun spoke of his considerable expertise. "Mr. Shulman comes to us with an extraordinary track record," he said, "We look forward to a long and fruitful relationship with him."

WELCOME BACK

THE DUCK FLIES TO WDRE

Album station WDRE-Long Island PD Denis McNamara has welcomed Larry "The Duck" Dunne to his air staff. Dunne will hold down the 10AM-2PM shift.

"We're happy to have Larry join the staff at WDRE," said McNamara. "It's always a pleasure to have somebody you've worked with before, and it's particularly a pleasure to have someone who loves the music as much as the rest of us."

McNamara and Dunne had worked together when WDRE was WLIR/FM.

MIAMI VICED

SHANNON IRKS JOHNSON

According to an article in that esteemed newspaper *The National Enquirer*, Z100 Program Director Scott Shannon has incurred the wrath of super-hunk Don Johnson because he erased Johnson's vocal from his duet with Barbra Streisand "Till I Loved You." Shannon is quoted in the *Enquirer* as saying that he hates Don and his singing. The piece goes on to say that listeners are calling in and saying they like the song better sans Don. The Gavin Report tried to reach Scott

for comment, but he pulled a 60 Minutes and wasn't in. We did hear that he never said that he hates Don Johnson. Oh well, we'll be very National Enquire-istic about this and leave you with the rumor so you can draw your own conclusion...

RADI-O-RAMA

Dene Hallam, Director of Programming and Operations at KCPW-POWER 95 in Kansas

cont. page 4

ROTATIONS

We hope you have a great Thanksgiving, and remember to give thanks. Good luck to DeDe Whiteside who has resigned as National A/C Person at Geffen to start her own promotion and public relations business...Special thanks to new RCA National Album Promotion Manager John "Don't Quote Me" Sigler for finally telling me about his step up. Anyone who needs a secret kept will find John a safe haven...Get out your rolodexes: Thirsty Ear Communications and Beggars Banquet have moved. New address is 274 Madison Avenue, Suite 804, New York City 10016. Call them at 212-889-9595, and since this is the late 80's we're going to have to start listing FAX numbers: 212-889-3641... Toni Sallie has been named Warner Brothers Black Music Promotion Manager for their Mid South region...



YOU CAN PICK YOUR FRIENDS LANDER IMITATES GERALDO

93Q-Houston Morning Zoo inmate John Lander did his best Geraldo Rivera imitation by wrapping his nose and giving away a nose job.

Listeners were asked to call in with their hard-luck, big nose stories on Friday, November 11. Vincent Molina was nominated by a friend who said that Molina's nose was a two-car garage.

No word on the date of Molina's nose change. Maybe he and Geraldo will share a room and trade war stories.

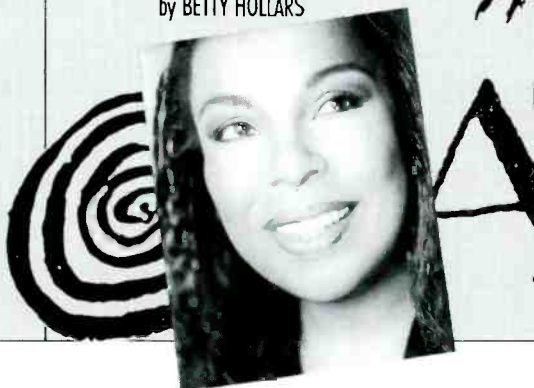
TABLE OF CONTENTS

FORMATS

- 6 TOP 40
- 20 URBAN CONTEMPORARY
- 30 A/C
- 36 COUNTRY
- 40 JAZZ
- 42 ADULT ALTERNATIVE
- 46 ALBUM
- 48 ALTERNATIVE

COVER STORY

- 14 ROBERTA FLACK
by BETTY HOLLARS



FEATURES

- 16 BIOFEEDBACK by Ron Fell
- 18 ON MANAGEMENT by Oren Harari
- 28 P.D. NOTEBOOK by Eric Norberg
- 28 HEAR & THERE by Sheila Rene
- 29 HOLLYWOOD by Tony Richland
- 51 CLASSIFIEDS by Natalie Cusenza

LIGHT UP YOUR STATION'S SWITCHBOARD WITH AN AMERICAN GRAMAPHONE CHRISTMAS!



AG1984



AG1988

This year, American Gramophone wishes America a Merry Christmas — twice! Grammy-nominated and near-Platinum, "Mannheim Steamroller Christmas" grows stronger every year. All-new and destined to become another Christmas tradition, "A Fresh Aire Christmas" was shipped Gold this September. For station service, call (402) 457-4341. **Light up your station's switchboard throughout the Holidays — with Fresh Aire!**

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9130 MORMON BRIDGE ROAD
OMAHA, NEBRASKA 68152

www.americanradiohistory.com



Hugh Surratt



John Sigler

ONE ADDITION, TWO PROMOTIONS

CHANGES AT RCA

Jim McKeon, Vice President, National Album Promotion, RCA Records has named **Hugh Surratt** Director, National Promotion, **John Sigler**, National Album Promotion Manager and **Bruce Flohr**, National College Promotion Representative.

Surratt has been RCA's Manager of Promotion for 18 months. He came to RCA from **KMET-Los Angeles** where he was Music Director.

Sigler also comes from within RCA. He has been working RCA's Alternative and College product for the past four years. RCA was Sigler's first stop out of **KMNS** radio at New Mexico State University.

Bruce Flohr comes from **KCPR-San Luis Obispo**. He also did promotion work for **MCA Records**.

The appointments are in effect.

RADI-O-RAMA *cont. from page 2*

City has named **Dave Elliott** Asst. PD and **Dena Yasner**

MD. Dave comes from **WRXN-Toledo** and Dena comes from **WXXX-Burlington, VT**. Dene calls it 3-D Programming--Dene, Dave and Dena--get it?...**Tara Stevenson** has resigned as MD at **KDON/FM-Salinas**. PD **Jamie Hyatt** will assume MD duties... Alternative **WFIT-Melbourne, FL** increased power from 3,000 to 5,000 watts on Friday 11/11... On December 10 **KADX-Denver** will abandon its Jazz format in favor of a **Z-Rock Heavy Metal** direction. PD **Ron Wesley** will be departing along with most of the air staff. Wesley's been at **KADX** since 1983...Congrats to **KATD-Los Gatos/San Jose MD Gary Weinstein** on his marriage to **Linda Sue Roberts** on November 12...**Kerry Gray** will be

handling PD and MD duties at **Album/ Alternative WOXY-Oxford/Cincinnati**. Kerry comes from **WZEW-Mobile, AL**...At **POWER 106 KPWR-Los Angeles Marie Kordus** has been named General Sales Manager. She was Local Sales Manager... A fond farewell to **Ivar Hamilton** who is leaving the MD slot at **CFNY-Toronto** to work at the Toronto Branch of **PolyGram**. Ivar's looking forward to seeing life from the other side. Also at **CFNY Skot Turner** has been named Director of Foreground, Enrichment and Mosaic Programming. In case you're wondering, Skot will be responsible for all special programming...**Bill Reid** is hosting an independent hour on **LIVE 105-San Francisco** Sunday nights at midnight...

NEESE COMMUNICATES FOR POLYGRAM

Sandy Neese, former Director of Print Media at **MTM**, has been named Director of Communications at **PolyGram/Nashville**. "I'm totally confused, but doing great and wonderful!" gushed Neese. She assumed the position on Monday, November 14.

ROCK OF THE NINETIES**CARROLL SIGNS DEAL WITH MTV**

Former **KROQ-LA** Program Director and Rock of the Eighties pioneer **Rick Carroll** has signed an agreement with **MTV** and will be working with their modern music programming which includes the shows **120 Minutes** and the nightly **Post Modern** show.

Carroll declined to elaborate until all the pieces are in place. **120 Minutes** currently utilizes the **Gavin Report's** Alternative Chart, compiled by **Peter Standish**. Carroll will continue to do so.

In addition to his affiliation with **MTV**, Carroll indicated that he is looking to sign a consultancy agreement with an AM station later this week.

NEW STUDIOS, NEW PD**HARLOW OUT, ROQUE IN AT KATD**

Bob Roque (pronounce Roe-kay) is the new Program Director at **KATD-San Jose/Los Gatos**. Roque has worked at **KSOL-San Francisco/San Mateo** for 10 years where he's been Assistant Operations Manager, Assistant to the Program Director and air personality. "This is my new home," said Roque, "I couldn't be happier."

Former **KATD** Program Director **Bob Harlow** is considering offers. He can be reached at 408-984-3694.

BIRTHDAYS

Compiled by Diane Rufer

Our Best Wishes and HAPPY BIRTHDAY To:

Sue Emmer, Warner Bros. Records 11/20
Joe Walsh 11/20
John Schoenberger, Relativity Records 11/21
Bill Gruber, WAPS-Akron, OH 11/21
Kevin Carter, KMGX-Fresno, CA 11/21
Kevin Schmidt, Narada 11/22
Bill Thomas, KKSS/FM-Albuquerque, NM 11/22
Dennis Reese, HOT105-Miami, FL 11/22
Tina Weymouth (Talking Heads) 11/22
Mike Martucci, Columbia Records 11/23
Scott Stevens, KBMW-Wahpeton, MN 11/23
Charlie Walters, WDMV-Pocomoke City, MD 11/23
Duke Hamilton, WUBE-Cincinnati, OH 11/24
Cary Wencil, KSOO-Sioux Falls, SD 11/24
Terri West, KSSR/FM-Bastrop, TX 11/24
Lori Blumenthal, IRS Records 11/25
Bill Dawson, KQEN-Roseburg, OH 11/25
Dick Elliott, WEZS-Richmond, VA 11/25
Jerry Simpson, WJEH-Gallipolis, OH 11/25
Alice Rios, KSFA-Nacodoches, TX 11/25
Mike Gould, KSSY-Wenatchee, WA 11/25
Stacy Lattisaw 11/25
Tina Turner, John McVie 11/26

BIRTHS

CONGRATULATIONS to **ROB LIPSHUTZ**, Program Director of **KXFX-Santa Rosa, CA**, and his wife, **DEBBIE**, on the birth of their first child, daughter, **SARA ELIZABETH**. Born November 11th, weighing 6 lbs, 15 oz.
...**CONGRATULATIONS** to **KEITH MAINE**, Program Director of **KQAD-Luverne, MA**, and his wife, **VELDA**, on the birth of their daughter, **WHITNEY ELIZABETH**. Born November 12th, weighing 7 lbs, 7 1/2 oz.
...**CONGRATULATIONS** to **JOHN PARKER**, Owner of **KTCZ-Minneapolis, MN**, and his wife, **KATHLEEN**, on the birth of their daughter, **JADE**. Born November 12th, weighing 8 lbs, 6 ozs.

WEDDING

Our **WEDDING BELLS** rang on November 12th for **GARY WEINSTEIN**, Music Director of **KATD-Los Gatos/San Jose, CA**, and **LINDA ROBERTS**. Our **BEST WISHES** and **CONGRATULATIONS** to **GARY** and **LINDA**.

ANNIVERSARY

Our **HAPPIEST WISHES** to **GLORIA** and **GINO MARTINUCCI** on their celebration of 37 years of marriage on November 18th.

THE NEWEST HIT ON AMERICAN TOP 40 ISN'T EVEN ON THE CHARTS.

Every week his voice goes platinum. Shadoe Stevens is the new host of the most listened to countdown show in America. The only radio program with exclusive rights to the *Billboard Hot 100*™ chart. After 18 years, the show continues to deliver what your listeners want. The count'em down suspense, the inside stories and Long Distance Dedications.

The show is American Top 40.

The host is a star who knows the stars. Shadoe's a regular on *Hollywood*

ABC RADIO NETWORKS ABC Watermark



Squares and a national heartthrob. He's a winner of Billboard Magazine's Personality of the Year Award, and a radio original with credits from Boston's WRKO and L.A.'s KHJ, KMET, KRLA, KROQ.

He can also be a host to your own marketing campaign complete with customized television spots, print ads, liners and promos. American Top 40 with Shadoe Stevens.

With our millions of listeners, it's not lonely at the top.

AMERICAN
★ TOP 40 ★
WITH SHADOE STEVENS
America's #1 Countdown Show

TOP 40

MOST ADDED

STEVE WINWOOD (132)
(Virgin)
PHIL COLLINS (111)
(Atlantic)
DEF LEPPARD (78)
(Mercury/PolyGram)
FLEETWOOD MAC (73)
(Warner Bros.)
BON JOVI (69)
(Mercury/PolyGram)
INFORMATION SOCIETY (55)
(Tommy Boy/Reprise)
**ANNIE LENNOX
& AL GREEN** (51)
(A&M)

CERTIFIED

PHIL COLLINS
Two Hearts
(Atlantic)

MICHAEL JACKSON
Smooth Criminal
(Epic)

TOP TIP

KARYN WHITE
The Way You Love Me
(Warner Bros.)

Strong airplay surge for this L.A./Babyface production that boasts a 38% Hit Factor.

RECORD TO WATCH



THE BOYS
Dial My Heart
(Motown)

Debut single for this young contingent is already a Top Five Urban Contemporary track. Crossing to Top 40 and buoyed by an 8% Hit Factor.

2W LW TW

6	3	1	CHICAGO - Look Away (Full Moon/Reprise)
5	2	2	U2 - Desire (Island)
2	1	3	Bon Jovi - Bad Medicine (Mercury/PolyGram)
9	7	4	WILL TO POWER - Baby I Love Your Way/Freebird Medley (Epic)
7	4	5	Breathe - How Can I Fall? (A&M)
10	8	6	DURANDURAN - I Don't Want Your Love (Capitol)
8	5	7	George Michael - Kissing A Fool (Columbia)
12	10	8	BOY MEETS GIRL - Waiting For A Star To Fall (RCA)
13	11	9	EDDIE MONEY - Walk On Water (Columbia)
26	17	10	POISON - Every Rose Has Its Thorn (Enigma/Capitol)
17	13	11	ANITA BAKER - Giving You The Best That I Got (Elektra)
3	9	12	Escape Club - Wild, Wild West (Atlantic)
1	6	13	Beach Boys - Kokomo (Elektra)
20	15	14	WHEN IN ROME - The Promise (Virgin)
22	16	15	PET SHOP BOYS - Domino Dancing (EMI)
23	19	16	BANGLES - In Your Room (Columbia)
25	22	17	GUNS N' ROSES - Welcome To The Jungle (Geffen)
19	18	18	Huey Lewis & The News - Small World (Chrysalis)
24	21	19	VAN HALEN - Finish What Ya Started (Warner Bros.)
28	23	20	ROBERT PALMER - Early In The Morning (EMI)
31	26	21	JUDSON SPENCE - Yeah, Yeah, Yeah (Atlantic)
16	20	22	Cinderella - Don't Know What You Got ('Til It's Gone) (Mercury/PolyGram)
40	31	23	BOBBY BROWN - My Prerogative (MCA)
27	25	24	VIXEN - Edge Of A Broken Heart (EMI)
4	12	25	Kylie Minogue - The Loco-Motion (Geffen)
32	28	26	BARBRA STREISAND AND DON JOHNSON - Till I Loved You (Columbia)
35	30	27	WAS (NOT WAS) - Spy In The House Of Love (Chrysalis)
38	33	28	JOAN JETT AND THE BLACKHEARTS - Little Liar (Blackheart/CBS)
--	--	29	PHIL COLLINS - Two Hearts (Atlantic)
37	34	30	IVAN NEVILLE - Not Just Another Girl (Polydor/PolyGram)
--	36	31	BOYS CLUB - I Remember Holding You (MCA)
--	--	32	MICHAEL JACKSON - Smooth Criminal (Epic)
--	--	33	TAYLOR DAYNE - Don't Rush Me (Arista)
--	37	34	CHEAP TRICK - Ghost Town (Epic)
--	40	35	KENNY G - Silhouette (Arista)
--	39	36	PETER CETERA - Best Of Times (Full Moon/Warner Bros.)
11	14	37	Giant Steps - Another Lover (A&M)
--	--	38	MAXI PRIEST - Wild World (Virgin)
14	24	39	Phil Collins - Groovy Kind Of Love (Atlantic)
--	--	40	RANDY NEWMAN - It's Money That Matters (Reprise)

Editor: Dave Sholin

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
DEF LEPPARD - Armageddon It (Mercury/PolyGram)	203	78	83	42	
ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)	198	51	113	34	
ROBBIE NEVIL - Back On Holiday (EMI)	187	47	119	21	
MIKE + THE MECHANICS - Nobody's Perfect (Atlantic)	172	12	112	48	
* STEVE WINWOOD - Holding On (Virgin)	148	132	11	5	

KYLIE MINOGUE



AN INTERNATIONAL STAR
AN AMERICAN SMASH
A NEW SINGLE

"It's No Secret"

NEW FROM

KYLIE MINOGUE

Written, Produced and Arranged
by Stock Aitken Waterman
A STOCK AITKEN WATERMAN PRODUCTION

From the Geffen album Kylie
Management: Terry Blamey



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UP & COMING

Reports accepted Mondays at
8 AM through 5 PM Tuesdays
Station Reporting Phone (415) 495-1990
Gavin Fax (415) 495-2580

Reports	Adds	On	Chart	
138	23	85	30	TIFFANY - All This Time (MCA)
128	7	63	58	THE TRAVELING WILBURYS - Handle With Care (Wilbury/Warner Bros.)
113	34	49	30	CHERYL "PEPSII" RILEY - Thanks For My Child (Columbia)
107	4	52	51	GLASS TIGER - My Song (EMI)
99	9	39	51	GEORGIA SATELLITES - Hippy Hippy Shake (Elektra)
99	5	71	23	KENNY LOGGINS - I'm Gonna Miss You (Columbia)
94	1	47	46	38 SPECIAL - Rock And Roll Strategy (A&M)
90	37	24	29	WHITE LION - When The Children Cry (Atlantic)
89	12	28	49	TRACIE SPENCER - Symptoms Of True Love (Capitol)
79	16	59	4	BANANARAMA - Love, Truth & Honesty (London/PolyGram)
73	24	36	13	NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)
73	73	--	--	* FLEETWOOD MAC - As Long As You Follow (Warner Bros.)
72	20	34	18	SAMANTHA FOX - I Wanna Have Some Fun (Jive/RCA)
71	11	46	14	TRACY CHAPMAN - Baby Can I Hold You (Elektra)
71	20	47	4	SOUTHSIDE JOHNNY - Ain't That Peculiar (Cypress/A&M)
71	69	2	--	* BON JOVI - Born To Be My Baby (Mercury/PolyGram)
70	12	49	9	CROSBY, STILLS, NASH & YOUNG - American Dream (Atlantic)
62	14	14	34	KARYN WHITE - The Way You Love Me (Warner Bros.)
61	12	46	3	JIM CAPALDI - Something So Strong (Island)
60	19	37	4	BASIA - New Day For You (Epic)
59	55	3	1	* INFORMATION SOCIETY - Walking Away (Tommy Boy /Reprise)
58	11	36	11	EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)
56	2	31	23	CANDI - Dancing Under A Latin Moon (IRS/MCA)
55	5	26	24	SIOUXSIE & THE BANSHEES - Peek-A-Boo (Geffen)
53	11	35	7	EIGHTH WONDER - Cross My Heart (WTG/CBS)
52	7	20	25	D.J. JAZZY JEFF & THE FRESH PRINCE - Girls Ain't Nothing But Trouble (Jive/RCA)
41	3	32	6	WINGER - Madalaine (Atlantic)
40	13	26	1	CAMOUFLAGE - The Great Commandment (Atlantic)
38	27	7	4	* SHERIFF - When I'm With You (Capitol)
38	5	30	3	ADELE BERTEI - Little Lies, Big Love (Chrysalis)
36	4	22	10	SHEENA EASTON - The Lover In Me (MCA)
33	2	18	13	GOOD QUESTION - Got A New Love (Paisley Park/Warner Bros.)
33	10	9	14	* ALPHAVILLE - Forever Young (Atlantic)
32	10	20	2	TIMELORDS - Doctorin' The Tardis (TVT)
32	4	23	5	NICK HEYWARD - You're My World (Reprise)
31	--	12	19	STRYPER - I Believe In You (Enigma)
31	31	--	--	* THE ART OF NOISE featuring TOM JONES - Kiss (China /Polydor)
31	31	--	--	* STARSHIP - Wild Again (Elektra)
29	6	21	2	PATTI DAY - Right Before My Eyes (Starway)
29	2	10	17	PAULA ABDUL - (It's Just) The Way You Love Me (Virgin)
28	--	24	4	KEITH RICHARDS - Take It So Hard (Virgin)
28	2	18	8	TOM COCHRANE & RED RIDER - Big League (RCA)
27	1	20	6	ROBERTA FLACK - Oasis (Atlantic)
26	3	8	15	AL B. SURE - Killing Me Softly (Warner Bros.)
25	13	8	4	* J.J. FAD - Is It Love? (ATCO)
24	8	13	3	LATIN RASCALS - Don't Let Me Be Misunderstood (Mercury/PolyGram)
24	7	17	--	* MICHELLE SHOCKED - Anchorage (Mercury/PolyGram)
23	--	16	7	YAZZ AND THE PLASTIC POPULATION - The Only Way Is Up (Elektra)
23	1	4	18	SA-FIRE - Boy I've Been Told (Mercury/PolyGram)
21	1	10	10	DENISE LOPEZ - If You Feel It (Vendetta/A&M)
20	5	15	--	* GLENN FREY - Soul Searchin' (MCA)
20	7	12	1	* UB40 with CHRISSIE HYNDE - Breakfast In Bed (A&M)

* Debuts in Up & Coming

DROPPED: #27-Elton John, #29-Whitney Houston, #32-INXS, #35 Survivor, #38-Information Society (Mind), Luther Vandross, Romeo's Daughter, Europe, Jon Astley, Cameo, Voice Of The Beehive, New Edition



CHERYL
PEPSII
RILEY

"Thanks For My Child"

Taken from the Columbia LP: "Me, Myself and I" 44409

#1 SECOND WEEK IN A ROW
Z93 KGGI

TOP 10:

WHYT 6-5 KROY 5-4 KMEL 9-8
HOT105 12-9 Z102 15-10 HOT97 11-5

OTHER MAJORS:

Z100 17-15 KITY 22-17 PWR95 12
KIIS DEB-18 Q107 23-21 Q105 22-20
Q106 DEB-28 B104 30-25 WXKS 29-25
WAVA 28-26 WBLI DEB-29
KCPW DEB-30

ADDS:

PRO/FM KBEQ KKRZ
Q100 100KHI WNYZ
I95 WINK WZYP
WDJX WQTZ KLQ
KDON KF95



NEW KIDS ON THE BLOCK

YOU GOT IT

(THE RIGHT STUFF)

Taken from the Columbia LP:
"Hangin' Tough" 40985

ANOTHER MASSIVE WEEK!
GAVIN TOP 40: UP & COMING

OVER 20 ADDS INCLUDING:

WHYT KZZP KWOD
WGH WNNK WSPK
WRCK K106 KZZB
WNOK WCGQ KKYK
KSAQ KF95 KDON

MAJOR MOVES:

KMGX 25-19 KITY DEB-33
KRBE DEB-34 KROY DEB-29
KMEL 30-24 B96 DEB-32
WFMF DEB-28 WBCY DEB-33
HOT105 DEB-27 WKQB DEB-33
PRO/FM DEB-28



MARTIKA

MORE THAN YOU KNOW

*TAKEN FROM THE
MARTIKA LP (44290)*

HOT97 ADD
HOT97.7 DEB-39

ALSO ADDED AT:

WPFM KYRK WHSL
WAIL KPXY KQEN
KVXO

"After hearing it on KIIS's New Music Hour recently, I can say it sounds super on the radio."

Dave Sholin Personal Pick



TOP 40 HIT FACTOR

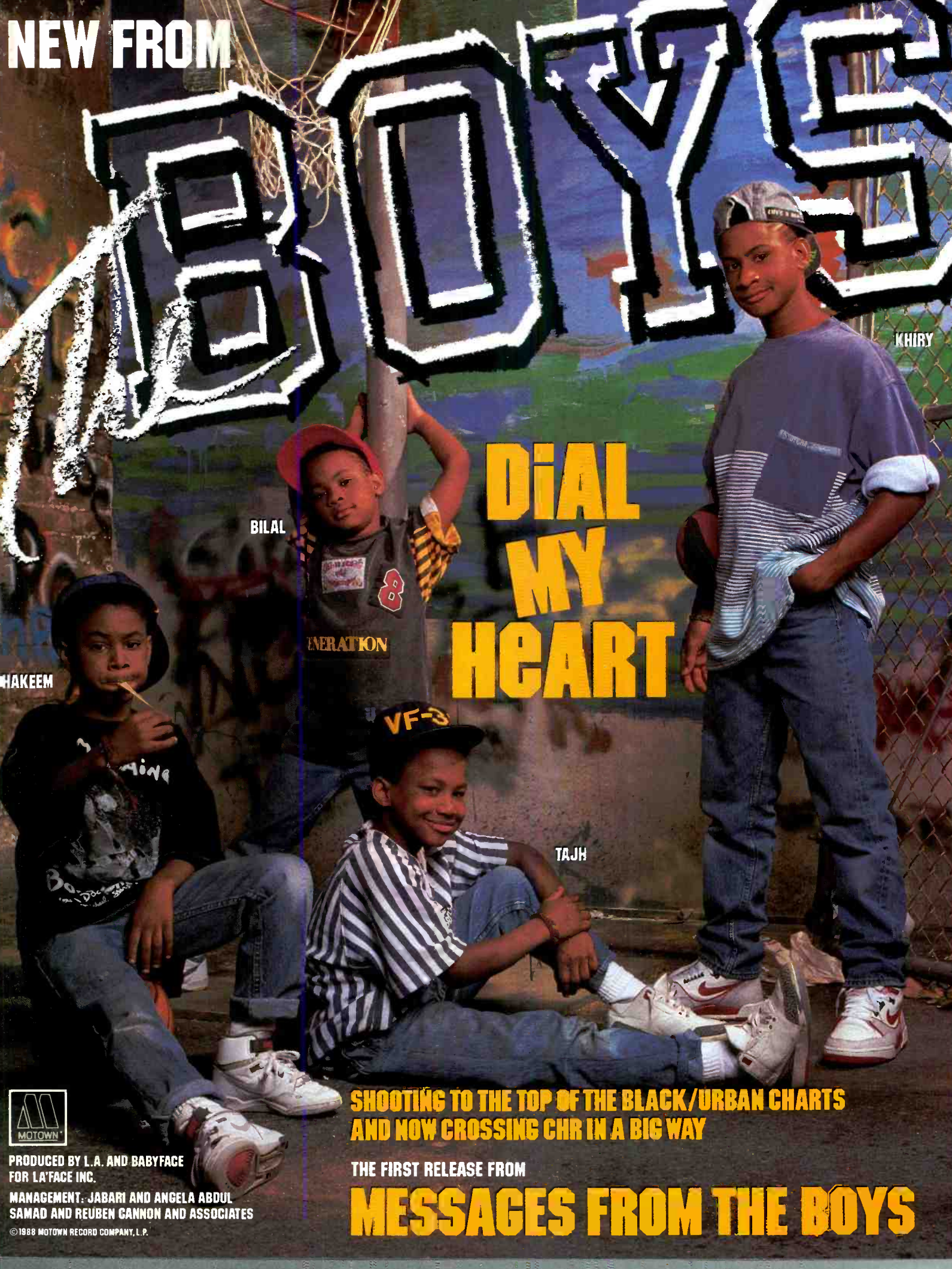
Top 40 Research:
Keith Zimmermar

Total Reports This Week 334 Last Week 333

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
CHICAGO - Look Away (Full Moon/Reprise)	299	4	162	102	24	5	2	96%	10
U2 - Desire (Island)	275	2	173	66	28	5	1	97%	9
BON JOVI - Bad Medicine (Mercury/PolyGram)	264	--	205	42	10	2	5	97%	10
WILL TO POWER - Baby I Love Your Way/Freebird Medley (Epic)	284	1	138	101	34	7	3	96%	12
BREATHE - How Can I Fall? (A&M)	270	1	161	79	22	5	2	97%	13
DURANDURAN - I Don't Want Your Love (Capitol)	299	--	45	117	113	22	2	91%	7
GEORGE MICHAEL - Kissing A Fool (Columbia)	273	--	132	92	40	5	4	96%	8
BOY MEETS GIRL - Waiting For A Star To Fall (RCA)	270	4	59	122	64	17	4	90%	14
EDDIE MONEY - Walk On Water (Columbia)	278	2	41	99	113	16	7	91%	9
POISON - Every Rose Has Its Thorn (Enigma/Capitol)	279	8	9	28	139	82	13	63%	5
ANITA BAKER - Giving You The Best That I Got (Elektra)	258	9	25	63	119	28	14	80%	10
WHEN IN ROME - The Promise (Virgin)	238	8	25	41	109	45	10	73%	13
PET SHOP BOYS - Domino Dancing (EMI)	247	4	3	31	155	41	13	76%	8
BANGLES - In Your Room (Columbia)	259	5	8	16	147	68	15	66%	7
GUNS N' ROSES - Welcome To The Jungle (Geffen)	223	6	5	35	114	41	22	69%	6
HUEY LEWIS & THE NEWS - Small World (Chrysalis)	202	2	9	32	106	48	5	72%	8
VAN HALEN - Finish What Ya Started (Warner Bros.)	222	5	7	32	105	53	20	64%	9
ROBERT PALMER - Early In The Morning (EMI)	249	9	1	5	88	112	34	37%	6
JUDSON SPENCE - Yeah, Yeah, Yeah (Atlantic)	240	7	3	6	53	120	51	25%	7
BOBBY BROWN - My Prerogative (MCA)	224	40	19	8	42	77	38	30%	5
VIXEN - Edge Of A Broken Heart (EMI)	182	3	6	19	65	59	30	49%	12
BARBRA STREISAND & DON JOHNSON - Till I Loved You (Columbia)	189	3	1	3	41	105	36	23%	6
WAS (NOT WAS) - Spy In The House Of Love (Chrysalis)	200	14	4	6	35	78	63	22%	10
JOAN JETT AND THE BLACKHEARTS - Little Liar (Blackheart/CBS)	212	14	1	5	34	83	75	18%	6
PHIL COLLINS - Two Hearts (Atlantic)	289	111	--	--	8	65	105	2%	2
IVAN NEVILLE - Not Just Another Girl (Polydor/PolyGram)	190	13	--	9	33	85	50	22%	8
BOYS CLUB - I Remember Holding You (MCA)	211	27	--	5	25	68	86	14%	6
MICHAEL JACKSON - Smooth Criminal (Epic)	232	36	--	2	15	71	108	7%	3
TAYLOR DAYNE - Don't Rush Me (Arista)	248	35	--	--	13	65	135	5%	4
CHEAP TRICK - Ghost Town (Epic)	231	22	--	1	11	66	131	5%	4
KENNY G - Silhouette (Arista)	175	29	--	1	28	47	70	16%	6
PETER CETERA - Best Of Times (Full Moon/Warner Bros.)	190	6	--	1	13	62	108	7%	5
MAXI PRIEST - Wild World (Virgin)	195	34	--	1	9	35	116	5%	5
RANDY NEWMAN - It's Money That Matters (Reprise)	151	9	--	2	15	39	86	11%	5
DEF LEPPARD - Armageddon It (Mercury/PolyGram)	203	78	--	2	7	33	83	4%	2
ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)	198	51	--	--	4	30	113	2%	4
ROBBIE NEVIL - Back On Holiday (EMI)	187	47	--	--	1	20	119	--	3
MIKE + THE MECHANICS - Nobody's Perfect (Atlantic)	172	12	--	--	8	40	112	4%	4
TIFFANY - All This Time (MCA)	138	23	--	1	2	27	85	2%	4
TRAVELING WILBURYS - Handle With Care (Wilbury/Warner Bros.)	128	7	--	5	13	40	63	14%	6

NEW FROM



KHIRY

BILAL

DIAL MY HEART

TAJH

HAKEEM

SHOOTING TO THE TOP OF THE BLACK/URBAN CHARTS AND NOW CROSSING CHR IN A BIG WAY

THE FIRST RELEASE FROM

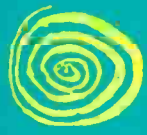
MESSAGES FROM THE BOYS



PRODUCED BY L.A. AND BABYFACE FOR LA'FACE INC.

MANAGEMENT: JABARI AND ANGELA ABDUL SAMAD AND REUBEN CANNON AND ASSOCIATES

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ROBERTA

When you reminisce and hum Roberta Flack's Grammy Award-winning hits to yourself--songs like "Killing Me Softly With His Song," "First Time Ever I Saw Your Face," "Where Is The Love," and "Feel Like Making Love," you probably assume she's been singing all her life. Not true. At the age of 13, she won honors for her performance of a Scarlatti sonata in a state-wide contest for black students. When she entered college on a music scholarship at the age of 15 her forte was classical piano. She changed her major from piano to voice to music education, and by the time she was 19 she had already directed a production of "Aida." She began her career as a music teacher, but in 1968 Les McCann saw Roberta singing at a benefit for the Inner City Ghetto Children's Library Fund. In his exact words, "Her voice touched, tapped, trapped, and kicked every emotion I've ever known. I laughed, cried, and screamed for more...she alone had the voice." McCann arranged an audition with Atlantic Records, the label she has been with for 19 years, and the rest is history.

"Oasis" is Roberta's first album in six years. In the following exclusive interview she opens up about her life's successes and tragedies, and talks candidly about the 1979 suicide of Donny Hathaway--something she hadn't be able to talk about up to now. She called from her home in New York's famous Dakota, where the late John Lennon lived and was her neighbor. She had just returned from a charity event.

AFTER

6 YEARS,

THE MAGIC

IS BACK

BY BETTY HOLLARS

BH: Why so long between albums?

RF: I work all the time. I've been all over the world in the last five years since I did my album with Peabo Bryson. I've been doing a lot of concerts, some writing and I've collected a lot of material. "Oasis" is the result of going through a number of songs. In the past, I would just decide to sing a song because I loved it. I did this album differently. I got very serious about the business end of it so I wouldn't waste any time and money in the studio. After two years of research I went into the studio and recorded twenty-one songs. In the past nine months I picked the final eleven that appear on the album. It was difficult because I love all of the songs. The rest of them will probably appear on some recording that I'm going to do in the very near future, or they'll be performed live.

BH: Who worked on the album with you?

RF: There are a lot of talented people involved in the production of the album--Quincy Jones, Michael Omartian, Jerry Hey and Andy Goldmark. Brenda Russell and I wrote a song, Siedah Garrett wrote

A FLACK



"Reach Out And Touch," and "Ain't That Peculiar." Valerie and Nick finished the song the day Valerie went into the hospital to have their last baby. She delivered the last verse and her baby at the same time.

BH: What did Greg Phillinganes contribute?

RF: Greg is all over the album. We also did a song called "That's How You Play The Game" that will probably be on my next project. Now he's traveling around the world as music director for Michael Jackson's BAD tour.

BH: What is this about you doing a project with Lee Greenwood?

RF: I was born in Asheville, North Carolina, in Black Mountain. Lee and I had a chance to do a signature song for station WRAL-Raleigh. I love his voice, I love the way he writes songs, and he's a really nice man. We had a great time together and almost did a concert together.

BH: As you advanced through your career, how did you select producers?

RF: In the old days everything I did was produced by Joel Dorn. Atlantic Records gave him to me. That was a very good marriage because he let me do what I do best. After he went out on his own, I had to do some things myself. On the "Feel Like Making Love" and "Blue Lights In The Basement" albums (which contained "The Closer I Get To You"), I took the Executive Producer role in the sense that found the material, I went after the musicians, I made the phone calls. On Oasis, the songs came with the producer, as was the case with Marcus Miller. Marcus was a bass player in my band for a couple of years. At the same time Luther Vandross was singing background. Marcus and I are close friends and I asked him to write me a song and produce it. He did that successfully for Luther, Miles Davis, himself and David Sanborn, so why not? He came up with "Oasis," which is the first single, and "Something Magic," which leads off side two of the album.

BH: Piano, rather than vocal talent was your ticket into this business.

RF: I started taking formal piano lessons when I was nine years old. My mom was a church organist and my dad taught himself to play a type of what's called a Stride piano, where you could play certain chords and sing "Blue Moon," "Heart And Soul" and twelve other songs with those same basic chords. He played basic rhythm and blues, so I was surrounded by music and grew up to love it. When I was fifteen I got a scholarship to Howard University and I wanted to be a concert pianist. I used to practice the classics six hours a day during the week and maybe eight hours on Sunday.

BH: Who discovered your vocal talent?

RF: Early in my career I sang with some great church choirs. I taught school for almost five years, and all this had me singing, but not as a soloist. I was a great sight reader and got a job in Georgetown at the Tivoli Opera Restaurant. My job was to accompany aspiring Opera singers and in between performances I would play a little Gershwin. It was a little show business for me because I was hungry to use my talents. On Christmas 1968, the owner was trying to get 75 people out so he could bring in the 50 or 60 who were standing out on the sidewalk. He told me to stop playing the Arias, and start playing Christmas carols. Instead of leaving, the people applauded and yelled "do it again!" so I started singing with them and then--this was almost like a movie--everybody got quiet and suddenly I was out there by myself. Voila! I found my light, center stage! I gave it all I had. They loved it, and corny as it may sound, that's how I discovered my solo voice. Subsequently, I got a job playing at Mr. Henry's on Capitol Hill. I was just a piano player, but I'd punch a hole in a tambourine and put it around my ankle so I'd have a little rhythm when I tapped my foot (laughs). I would sing songs like "My Beautiful Balloon" and I'd release all these balloons that I had blown up - anything to get people's

one and Marvin Hamlisch wrote one. You can't get all that together in a week! Over the last two years I worked with Marvin on a lot of benefits to raise money for AIDS, and we got to be very good friends. I did a concert with him last night in Seattle. At the time he was doing a Broadway show and movies, but when Marvin Hamlisch says "I'm going to write you a song," you wait however long it takes.

BH: Which song did Marvin Hamlisch write?

RF: Marvin wrote a song with Siedah Garrett called "All Caught Up In Love."

BH: Ashford and Simpson contributed a song, too.

RF: They wrote "Uh, Uh, Ooh, Ooh, Look Out, Here It Comes (I Know A Goodbye When I Hear One)." Now that's a long title, but in the true Motown fashion! Valerie and Nick are the heart and soul of early Motown. They wrote all of those songs that Marvin, Tammi and Ray Charles sang. When they said they were going to write a song for me, I expected it to be great and it is. It's almost a reflection of what they did in the early part of their career, like

ON MANAGEMENT

by Oren Harari



Reinvent Your Business

Prior to 1960, the U.S. motorcycle market was served primarily by Harley-Davidson of the U.S., BSA, Triumph and Norton of Great Britain and Moto-Guzzi of Italy. How different things stand today. Just for kicks, I recently counted brand names of motorbikes parked in a downtown lot: Honda, Yamaha, Honda, Kawasaki, Honda—you get the picture. The Japanese were not even a factor pre-1960. Now they command over 80% market share in motorcycles. Honda, the biggest player of them all, only got around to establishing its first little American subsidiary in 1959. What happened?

Prior to the Japanese invasion, the motorcycle industry was filled primarily by fairly narrow niches including cops, military personnel, aficionados with a mechanical bent, and assorted groups like Hell's Angels and Devil's Disciples. The motorcycles tended to be on the big hog side, with legendary quality problems. For example, many people who bought Harleys kept cardboard under them when they were parked at home in order to collect the inevitable oil leaks.

Honda redefined the entire business. The firm's strategy was to create a new market for the product. As described in the 1963 annual report, Honda's aim was to sell "...not primarily to confirmed motorcyclists, but rather to members of the general public who had never before given a second thought to a motorcycle..."

Accordingly, Honda introduced small, lightweight bikes with automatic clutch, three-speed transmission and electric starter. The bikes were easy to handle, had a safe "friendly" look, and even had step-through frames for female riders. The price was affordable, and the company worked obsessively on attaining superb quality machines so that even mechanical misfits and cleanliness fetishists would feel safe in purchasing a Honda motorcycle. The "You meet the nicest people on a Honda" advertising campaign was geared toward families and toward an emerging leisure class with discretionary income.

It worked. The skyrocketing demand for the little bikes allowed Honda and other Japanese firms to create a new large market and build on it through proprietary technology, production efficiency and constant improvements in design and features. Non-Japanese competitors have recently started to fight back with singular improvements in quality and options (Harley-Davidson being a prime example), but the momentum enjoyed by the Japanese has kept them well ahead of the pack.

Nowadays too many firms limit their attempts for creative advantage by making changes (price, features) that are so small as to be unnoticed in the din of the marketplace, or so insignificant as to be easily copied by competitors. While a menu of constant small improvements is vital for business success, the vision of the big winners, like Honda, has often led to the creation of entirely new markets. Let's briefly review a few more examples.

Walt Disney reinvented the theme park business. Before Disney, "amusement parks" were often mobile, had limited attractions and frequently had a variety of negative connotations for parents: dirty, dingy, unsavory, unsafe. Many still do. But they don't generate a billion dollars in gate receipts like Disney does, either. Who would have thought that families and business people would travel thousands of miles to spend vacations and corporate retreats at "amusement parks" like Disneyland and Disney World?

Fred Smith recreated the postal business with Federal Express. A vast new untapped market eagerly responded to Smith's guarantee of "absolutely, positively overnight" (by 10:30AM the next day, to be exact), making Federal Express a \$3.8 billion success story. Similarly, Steven Jobs and Steve Wozniak recreated the computer business. Computers used to be large, complex technologies operated only by sophisticated professionals. The "home computer" market, occupied by computer hackers and elec-

tronic whiz kids, was tiny. The Apple company turned the computer world inside out, spawning a \$50 billion (and still growing) world personal computer industry, and in the process made Jobs, Wozniak and other Apple shareholders multi-millionaires before they turned 30.

The lesson for you, the manager, is not to cease calling for small improvements and innovations. Those are vital. But you can do more. Step back and ask yourself this question: How can you reshape and reposition the products or services that your firm produces in such a way that you create new markets and reinvent your own business?

Keep in mind that reinvention occurs in the most mundane of industries. The Carl Sewell Cadillac dealership in Dallas has enjoyed \$100 million annual revenue by emphasizing features like a personal mechanic for each customer, customer service representatives, a huge fleet of loaner cars available to customers who have mechanical problems with their Cadillacs, and extraordinary courtesy and responsiveness to whomever joins the Carl Sewell "family." The emphasis on service is so profound that one observer noted: "Carl Sewell doesn't even sell cars. He sells service." A Sewell representative agreed: "We try to take the car out of the deal altogether."

In Amherst Massachusetts, the new Laundry Club is reinventing the public laundromat. The 3,400 square foot facility has 36 washers and 28 driers—all state-of-the-art, and they all work! The Laundry Club has dry cleaning and one-day laundry pick-up and delivery service. Those who want to do their own sudsing will find a congenial atmosphere, including three television sets and a menu of nachos, buffalo wings, mozzarella sticks, fried zucchini, soft drinks and frozen yogurt. Preliminary response is, unsurprisingly, so enthusiastic that expansion into other cities is already being planned. (In all fairness, the Duds 'n' Suds laundromat chain—which made its college student founder a millionaire—may have first reinvented the laundromat industry with the beer and wine bar next to the washers!)

Even pest control—yes, pest control—can be reinvented. Most pest-control companies talk about "controlling" pests or keeping them down to "acceptable" levels. Not Miami-based "Bugs" Burger Bug Killers (BBBK). BBBK guarantees its customers (like hotels, restaurants and hospitals) the following:

- The customer does not pay one cent until all pests on the premises have been eradicated.
- If a customer is dissatisfied with BBBK service, BBBK will provide a refund of 12 months' service, plus pay the fees of any other exterminator for the next year.
- If a guest is offended by a pest on the customer's premise after BBBK services it, BBBK will pay for the guest's meal or

cont. on page 28

the GAVIN REPORT/November 18, 1988

THERE'S NOTHING OUT OF ORDER ABOUT ROD'S PLATINUM SUCCESS!

FIRST

THERE WAS
"LOST IN YOU!"

THEN

"FOREVER
YOUNG!"

NOW,

THE NEW SINGLE
"MY HEART
CAN'T TELL
YOU NO!"

PRODUCED BY ROD STEWART, ANDY TAYLOR & BERNARD EDWARDS

MANAGEMENT: ARNOLD STIEFEL AND RANDY PHILLIPS FOR THE
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MOST ADDED

BOBBY BROWN (27)
(MCA)

KARYN WHITE (22)
(Warner Bros.)

KIARA duet with
SHANICE WILSON (20)
(Arista)

EVELYN "CHAMPAGNE" KING (17)
(EMI)

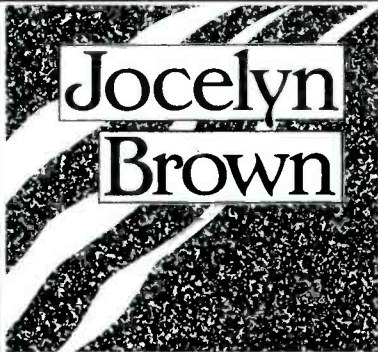
AL JARREAU (16)
(Reprise)

TOP TIP

BEBE & CECE WINANS
Heaven
(Capitol)

One of the most contemporary offerings to date from this duo receives fourteen adds this week. See Inside Urban.

RECORD TO WATCH



JOCELYN BROWN
R-U-Lonely
(Tri-World/Slam)

This week's adds alone should keep Jocelyn Brown from being lonely.

Editor: Betty Hollars
Assoc. Editor: John Martinucci

URBAN CONTEMPORARY

2W LW TW

3	1	1	CHERYL "PEPSII" RILEY - Thanks For My Child (Columbia)
7	2	2	CAMEO - You Make Me Work (Atlanta Artists/PolyGram)
10	8	3	CHERRELLE - Everything I Miss At Home (Tabu)
8	5	4	THE BOYS - Dial My Heart (Motown)
6	4	5	Freddie Jackson - Hey Lover (Capitol)
2	3	6	Anita Baker - Giving You The Best That I Got (Elektra)
12	9	7	SURFACE - I Missed (Columbia)
19	12	8	ROBERTA FLACK - Oasis (Atlantic)
16	11	9	JONATHAN BUTLER - There's One Born Every Minute (Jive/RCA)
13	10	10	Sweet Obsession - Gonna Get Over You (Epic)
20	16	11	VESTA WILLIAMS - Sweet, Sweet Love (A&M)
21	17	12	ZIGGY MARLEY - Tumblin' Down (Virgin)
28	19	13	TODAY - Him Or Me (Motown)
30	22	14	SHEENA EASTON - The Lover In Me (MCA)
24	18	15	STARPOINT - Say You Will (Elektra)
40	29	16	MICHAEL JACKSON - Smooth Criminal (Epic)
25	21	17	BY ALL MEANS - I'm The One Who Loves You (Island)
--	35	18	LEVERT - Pull Over (Atlantic)
34	20	19	ANGELA BOFILL - I Just Wanna Stop (Capitol)
--	36	20	Z'LOOKE - Can You Read My Lips (Orpheus/Capitol)
26	24	21	PRINCE - I Wish U Heaven (Paisley Park/Warner Bros.)
29	25	22	GEORGE MICHAEL - Kissing A Fool (Columbia)
35	27	23	BRENDA RUSSELL - Get Here (A&M)
1	7	24	Luther Vandross - Any Love (Epic)
15	14	25	Troop - My Heart (Atlantic)
36	32	26	RENE MOORE - All Or Nothing (Polydor/PolyGram)
--	33	27	JEFFREY OSBORNE - Can't Go Back On A Promise (A&M)
22	28	28	Loose Ends - Mr. Bachelor (MCA)
37	31	29	FIVE STAR - Someone's In Love (RCA)
--	37	30	KEITH SWEAT - Don't Stop Your Love (Elektra)
4	6	31	Stevie Wonder - My Eyes Don't Cry (Motown)
17	15	32	The Reddings - Call The Law (Polydor/PolyGram)
--	40	33	DONNA ALLEN - Heaven On Earth (Oceana/Atlantic)
--	--	34	CHAKA KHAN - It's My Party (Warner Bros.)
--	--	35	KENNY G - Silhouette (Arista)
--	--	36	SALT-N-PEPA - Get Up Everybody (Get Up) (Next Plateau)
--	--	37	GERALD ALSTON - Take Me Where You Want To (Motown)
--	--	38	EARTH, WIND & FIRE - Turn On (The Beat Box) (Columbia)
--	--	39	TONY! TONI! TONE! - Baby Doll (Wing/PolyGram)
--	--	40	FOUR TOPS duet with ARETHA - If Ever A Love There Was (Arista)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
KIARA duet with SHANICE WILSON - This Time (Arista)		49	20	--	7	22	14%	2
BOBBY BROWN - Roni (MCA)		49	27	4	9	9	26%	2
ROBERT BROOKINS & STEPHANIE MILLS - Where Is The Love (MCA)		44	7	2	16	19	40%	3
EVELYN "CHAMPAGNE" KING - Kisses Don't Lie (EMI)		43	17	--	11	15	25%	2
D.J. JAZZY JEFF & THE FRESH PRINCE - Girls.../Brand New Funk (Jive/RCA)		40	5	13	9	13	55%	4
ICE-T - I'm Your Pusher (Sire/Warner Bros.)		39	1	10	16	12	66%	7

TUMBLIN' DOWN



**"TUMBLIN' DOWN" is a smash hit!
The hip hop "Genius Of Love" remix.
Remixed by Hank Shocklee.
From the almost platinum LP
CONSCIOUS PARTY**



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LP CUTS

REAL ROXANNE - Can't Even Feel It

CHERRELLE - Keep It Inside

CAMEO - Pretty Girls

LEVERT - Just Coolin'

SAMANTHA FOX - Love House

GUY - Piece Of My Love/I Like

LUTHER VANDROSS -
She Won't Talk To Me

KARYN WHITE - Love Say It

GEORGE BENSON - Stephanie
Start All Over

NEW EDITION - Boys To Men
N.E. Heartbreak

JONATHAN BUTLER - More Than
Friends/True Love Never Fails

Reports Adds ARTIST TITLE LABEL

38	22	* KARYN WHITE - Superwoman (Warner Bros.)
37	12	ALEESE SIMMONS - I Want To Be Your Lover (Orpheus/Capitol)
37	16	AL JARREAU - So Good (Reprise)
37	13	SAMANTHA FOX - I Wanna Have Some Fun (Jive/RCA)
34	13	NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)
32	6	TEDDY PENDERGRASS - Love Is The Power (Elektra)
32	1	BLAST ZONE - Mary Had A Little Jam (Blip Blop)
32	3	LENNY WILLIAMS - Giving Up On Love (Crush Music)
29	9	* MICHAEL RODGERS - I Like It Like That (WTG)
29	--	NAJEE - So Hard To Let Go (EMI)
29	3	RAZE - Break 4 Love (Columbia)
28	1	LATOYA JACKSON - You're Gonna Get Rocked (RCA)
26	1	PEBBLES - Do Me Right (MCA)
26	15	* VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
26	1	WAS (NOT WAS) - Spy In The House Of Love (Chrysalis)
25	7	* GERALD ALBRIGHT - Feeling Inside (Atlantic)
24	3	STETSASONIC - Talkin' All That Jazz (Tommy Boy)
24	2	PIECES OF A DREAM - Rising To The Top (EMI)
24	14	* BE BE & CE CE WINANS - Heaven (Capitol)
23	1	JAMES "D-TRAIN" WILLIAMS - Runner (Columbia)
23	8	* AL B. SURE! - Killing Me Softly (Warner Bros.)
20	8	* GEORGIO - I Don't Want 2 Be Alone (Motown)
20	6	INNER CITY - Big Fun (Virgin)
20	--	PUBLIC ENEMY - Night Of The Living Baseheads (Def Jam/Columbia)
19	2	2 LIVE CREW - Do Wah Diddy (Luke Skywalker)
19	8	* SWEET TEE - Get On The Smooth Tip (Profile)
19	12	* CASHFLOW - Love Education (Atlanta Artists/PolyGram)

WNHC-New Haven, WOWI -Norfolk, KQXL-Baton Rouge, K98-Monroe, WHYZ-Greenville, WIKS-New Bern, WJIZ-Albany, WPDQ-Jacksonville, WQMG-Greensboro, WWDM-Columbia, CBLS -Minneapolis, WTLZ-Saginaw, KDLZ-Ft. Worth, and KNON-Dallas. Danny Jack, K98-Monroe, says the song has the potential to be both an Urban and a gospel smash. Gerald Tookes, WANM-Tallahassee, also makes it his Record to Watch. Many chose KARYN WHITE as their hottest release of the week. Rick Stevens, WCKX-Columbus, says it's liked by all and Tony Wright, WJIZ-Albany, comments "It's a great song, out-of-the-box female response was immediate. It will no doubt be a major record here."

JOCELYN BROWN was the RTW for David Dickinson, WNHC-New Haven. He says, "It's one of the greatest dance tracks we've had in a long time." We agree with D.D., making Jocelyn our RTW, with adds from WKIE-Richmond, WOWI-Norfolk, K98-Monroe, WFXA-Augusta, WJIZ -Albany, WPDQ-Jacksonville, WQIS-Laurel, WXOK-Baton Rouge, WYLD/FM-New Orleans, WCKX-Columbus, WTLC-Indianapolis, WZAK-Cleveland, KJLH-Los Angeles, and on at WDKX-Rochester, KACE-Los Angeles, and KKFx-Seattle. C.C.Scott, WGOK-Mobile, likes EARTH, WIND & FIRE: "This sounds like the killer Earth, Wind & Fire of old, and it'll be big here." Greg Darton, WLWZ-Greenville, says the ROBERT BROOKINS & STEPHANIE MILLS "...grows on you. Stephanie does a dynamite job on the vocals."

Be sure to call as early as possible with your reports during the short work week. Monday will be the best day to get a first shot on the phones, since Tuesday will be the usual Thanksgiving week phone circus! Ciao for now, Betty.

INSIDE URBAN



PARTY AT OZ

Karyn White, whose newest release "Superwoman" is our second most added single of the week, was the guest of honor at a listening party held in the Westin St. Francis Club Oz in San Francisco. Pictured at the gala (l-r) are her manager Larkin Arnold, Karyn White, Warner Bros. VP Ernie Singleton and Gavin's own Johnny M.



GERALD ALBRIGHT FEELING INSIDE

Gerald Albright, whose new single "Feeling Inside" is crossing over and makes this week's Up & Coming listings, made a promotion appearance at the Jazz Times convention in Los Angeles. Shown (l-r) are Atlantic VP Paul Cooper, Gerald Albright, WEA VP Ornetta Barber, Atlantic's Joe Grant, and manager Ray Shields.

Great news for BEBE & CECE WINANS this week. Besides it being the Top Tip, it picked up fourteen new adds from

RELENTLESSNESS

SOMETIMES THAT'S WHAT IT'S ALL ABOUT.

WE ARE RELENTLESS ABOUT

BY ALL MEANS

"I'M THE ONE WHO LOVES YOU"

BB 26' CB 27' R&R 25'

UN 23 R&B 33' GAVIN 17'

ON THE FOLLOWING STATIONS:

WXVY, WILD, WAMO, WDJY, WHUR,
WKND, WNHC, OC104, WVEE, K104,
KRNB, WYLD, WOWI, WJIZ, WFXA, KQXL,
WXOK, WATV, WENN, WPAL, Z93, WJTT,
WWDW, WFXE, WZFX, KDLZ, WQMG, Z104,
WQFX, WPDQ, KIIZ, KFXZ, Z16, Z99, U102,
KIPR, KWTD, WJYL, WLOU, WJJS, WALT,
KCHX, WBLX, KYEA, HOT 105, WQIM,
WQOK, WIKS, WORL, WQOK, WQCI,
WBLZ, WZAK, KMJM, WCKX, WVKO,
WGPR, WKWM, WTLC, KPRW, WTLZ,
WVOL, KJLH, KACE, KDIA, KMYX, KKFX,
WNJR, WDKX, WCDX, WKIE, WKPLZ,
WRAP, WAAA, WDKS, WMGL, WGOK,
WHRK, WDIA, WEBB, WIBB, WEAS, WFXE,
WANM, WEDR, WRBD, WIMP, WRXB,
KIPR, WLOU, KCOH, WDAO, WDZZ, WDAS,
WUSL, WWKX, WJMI, KMAP, XHRM,
KDKO, WZAZ, WJMO, KROZ.

BY ALL MEANS



HIT FACTOR

Urban Research:
Betty Hollars/John Martinucci

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 **116** Last Week **114**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
CHERYL "PEPSII" RILEY - Thanks For My Child (Columbia)	99	3	91	3	2	94%	11
CAMEO - You Make Me Work (Atlanta Artists/PolyGram)	95	--	81	11	3	96%	8
CHERRELLE - Everything I Missed At Home (Tabu)	87	1	77	8	1	97%	8
THE BOYS - Dial My Heart (Motown)	90	2	79	5	4	93%	10
SURFACE - I Missed (Columbia)	75	1	54	15	5	92%	10
ROBERTA FLACK - Oasis (Atlantic)	81	1	32	41	7	90%	9
JONATHAN BUTLER - There's One Born Every Minute (Jive/RCA)	72	--	47	22	3	95%	9
VESTA WILLIAMS - Sweet, Sweet Love (A&M)	72	2	38	24	8	86%	9
ZIGGY MARLEY - Tumblin' Down (Virgin)	69	2	34	28	5	89%	8
TODAY - Him Or Me (Motown)	68	5	21	35	7	82%	7
SHEENA EASTON - The Cover In Me (MCA)	85	6	16	50	13	77%	5
STARPOINT - Say You Will (Elektra)	68	--	15	41	12	82%	7
MICHAEL JACKSON - Smooth Criminal (Epic)	96	5	36	37	18	76%	3
BY ALL MEANS - I'm The One Who Loves You (Island)	61	1	9	40	11	80%	9
LEVERT - Pull Over (Atlantic)	77	8	9	31	29	51%	3
ANGELA BOFILL - I Just Wanna Stop (Capitol)	64	1	6	38	19	68%	6
Z'LOOKE - Can You Read My Lips (Orpheus/Capitol)	73	9	5	34	25	53%	3
PRINCE - I Wish U Heaven (Paisley Park/Warner Bros.)	59	3	10	34	12	74%	7
GEORGE MICHAEL - Kissing A Fool (Columbia)	64	1	26	29	8	85%	6
BRENDA RUSSELL - Get Here (A&M)	56	--	17	29	10	82%	10
RENE MOORE - All Or Nothing (Polydor/PolyGram)	64	3	7	38	16	70%	5
JEFFREY OSBORNE - Can't Go Back On A Promise (A&M)	61	3	7	31	20	62%	5
FIVE STAR - Someone's In Love (RCA)	58	1	6	37	14	74%	6
KEITH SWEAT - Don't Stop Your Love (Elektra)	57	6	13	26	12	68%	5
DONNA ALLEN - Heaven On Earth (Oceana/Atlantic)	55	1	1	33	20	61%	4
CHAKA KHAN - It's My Party (Warner Bros.)	64	9	3	22	30	39%	3
KENNY G - Silhouette (Arista)	59	6	19	20	14	66%	5
SALT-N-PEPA - Get Up Everybody (Get Up) (Next Plateau)	54	10	7	21	16	51%	5
GERALD ALSTON - Take Me Where You Want To (Motown)	52	5	5	21	21	50%	4
EARTH, WIND & FIRE - Turn On (The Beat Box) (Columbia)	57	11	--	14	32	24%	3

NEW RELEASES by Betty Hollars and John Martinucci

DENIECE WILLIAMS

this
is as good
as it gets



DENIECE WILLIAMS -

This Is As Good As It Gets (Columbia)

This brings out the best in Deniece's vocal perfection and it's refreshing to hear an artist of her calibre put out such an outstanding production.

BOOTSIE COLLINS -

1st One 2 The Egg Wins (Columbia)

Safe sex is a growing concern in today's society and Bootsy expresses his concern about educating as a true funkateer. The "Street Legal" version, as opposed to the album version, is "99% safe" for radio.

KARYN WHITE - *Superwoman* (Warner Bros.)

The key word for this song is conviction! Karyn delivers so well in this song it makes you want to find the chump and set him straight. Emotional, romantic and moving.

GEORGE BENSON - *Twice The Love* (Warner Bros.)

This may be as funky as George Benson gets...what you might call "Mellow Funk." Nice entry for this jazzman. Give this title track a spin and look for twice the response.

KOOL & THE GANG - *Strong* (Mercury/PolyGram)

The Kool Gang of hooks and "cherish"-esque style, will make this a chart contender. These guys know what ingredients are needed to produce a nice ballad.



WEE PAPA GIRL RAPPERS - *Heat It Up* (live)

It's rap! It's a Club record! Yes...it's both. Hip Hop is big in the dance clubs, every third record is rappin'. The Wee Papa Girls American debut single gets percussion help from "2 men and a drum machine"...THE GROUP. Hot track!

RAPS TO CHECK OUT:

BIG DADDY KANE - *I'll Take You There* (Cold Chillin'/Warner Bros.)
SLICK RICK - *Teenage Love* (Def Jam/Columbia)

attention. I sang during brunch and at first people came because it was a great deal. There'd be members of the Kennedy family, Mike Mansfield's family, Burch Bayh's family—but eventually people began coming to hear me. So I began to sing songs I loved, and one of them was "First Time Ever I Saw Your Face." I actually taught my junior high school girls' glee club that song.

BH: Why did you leave education?

RF: I didn't leave the field of education—I just sort of migrated to music. I didn't do it for the money. I was married and money never was and to this day isn't an important factor in my life. What's important is playing. The opportunity to perform was what led me away from teaching. I love the art of music and I still take lessons.

When I had a chance to be a soloist I left education quite quickly. I gave up my \$8,000 a year teaching job for one that paid \$20 a week.

BH: Was "Killing Me Softly With His Song" written about someone?

RF: It was originally called, "Killing Me Softly With His Blues," written by Norman Gimball and Charles Fox. A friend of theirs (Lori Lieberman) saw Don McLean perform at the Troubador in L.A. Don's very charismatic. She went back, spoke to the writers, changed the title to "Killing Me Softly With His Song" and rewrote the lyrics to describe going into the Troubador and hearing this guy "...strumming my pain with his fingers." The first time I sang it in public Quincy and I were doing a date at the Greek Theater in Los Angeles. We had done all the songs we had rehearsed and needed an encore so Quincy said "Do something!" I did "Killing Me Softly..." and Quincy walked up to me and said, "Don't you ever perform that song again until you record it." I did it without any bass, any drums, any guitar, and he thought I was crazy! (laughs)

BH: You have very high standards. How do you maintain them? Do you still take lessons?

RF: A person who runs track runs alone. When you sing a song, you sing alone. Even when you're singing four-part harmony, your part is your part. The preparation requires that you read, study, and practice. The creative process itself takes time. I'm like an athlete in training. There's no way you can be Iron Mike and not run every morning. You can't be Roberta or Diana or Whitney or Michael unless you have your stuff together. Everyone knows the wonderful story of how Michael goes in front of the mirror on Sundays and dances for hours! The end result is on the stage.

BH: When you hear other female vocalists copy your style of singing do you consider it a form of flattery?

RF: I've never heard anyone that I thought sounded like me, but I would consider it a form of flattery. What I do hear in other singers is a certain quality of femaleness, of race. My voice sounds like a dark black voice as opposed to a lighter oriental voice, or Far Eastern voice. Mine is a North Carolina black lady sound. The thing that I protest is that when you copy someone else, you don't give yourself a chance to develop and to be appreciated for your own distinct very special abilities. A lot of times guys will come up to me and say they sound just like Donny Hathaway. I want to say, "Don't do that" but what I do say is "Good. Now, what do you sound like?" The person who gets the votes and captures the Grammys is the person who is unique.

BH: How did you and Donny Hathaway get together?

RF: I met Donny through some friends and through my ex-husband who was a musician playing with Donny at the time. He was also a Howard University student. Anyway, when I first met him I was just getting my nerve up to play some pop music, but I hadn't made that transition yet. When I began, I got a job playing in a bar because I didn't feel I'd be judged so harshly (laughs). Some of the songs I sang were Donny's songs. He signed a contract at Atlantic and I was with them too. Jerry Wexler had the brilliant idea that Donny and I should sing together. Carole King wrote a song called "You've Got A Friend." James Taylor had already recorded it. Jerry called me in Arlington, Virginia, and asked me to come to New York to sing it, and Donny and I got together. It took us about two hours to learn, record and finish that song. It was easier than that to finish the album.

BH: You didn't have to practice together to do the harmonies or anything like that?

RF: No. That's why it was such an emotional thing. Donny was not a person who would sit down and rehearse with me. He was a very strong musician.

BH: Did Donny seem troubled, or was there a side you never saw?

RF: Donny had some emotional problems. But like everyone else around him, I hoped the emotional problems were not as serious as they were. A few little things happened on the stage and word drifted back, but in this business gossip is both a curse and a boon. Sometimes when people don't say things about you that means they don't like you. Then when they say anything about you, you tend to be grateful. So I didn't know how much to believe. I knew Donny as a musician only. We didn't hang out together. It was only a musical alliance. For years I didn't talk about his suicide and I still get emotional because Donny was with me in my house that day. We were in the studio, we went and bought food, I cooked, we ate, we drank, we laughed, he played my piano, and then he went to the hotel and you know the rest. It was very hard for me.

BH: When you're near the end of a set and you sing, "Ballad Of The Sad Young Men" are you thinking of Donny or your former neighbor John Lennon? Do you relate events in your life to this particular song?

RF: "The Ballad Of The Sad Young Men" is one of those songs that I can't sing a lot, particularly in this day of AIDS, when so many of my gay male friends have been taken away too early. It's very hard for me to sing because the song was written for a play called "The Nervous Set" and although I've never seen the play, I was told it was about homosexual love and certainly "The Ballad Of The Sad Young Men" is an appropriate song for any number of reasons. When I first recorded it, the Black Panthers were still in existence and they sent me a letter telling me they had adopted it as their theme song. When I sing "Imagine" I think of John. And when I sing, "The Ballad..." I think of Donny, I think of John, I think of Vincent Nasso, Jonathan Hitchcock and a lot of friends of mine who are gone. The song expresses emotions I feel for someone who is lost—who is still living in the physical sense, but who may be emotionally lost. As for John, I moved into this building the same year he and Yoko did. We were very good friends. I did a song for Yoko called "Goodbye Sadness" for the album she did in John's memory.

BH: Did I read somewhere that you do commercials, too?

RF: Yes, I do and I'm available and open! (laughs) I did an Oil of Olay commercial where they used "First Time Ever I Saw Your Face" and I've done an ad for (sings) "Kentucky Fried Chicken..." I love doing them!

BH: You're a multiple Grammy winner. What further goals have you set for yourself?

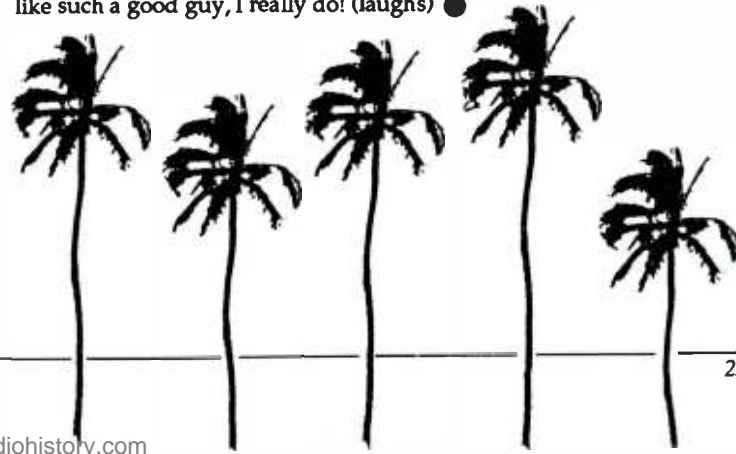
RF: I want to move forward as a business entrepreneur. I'm trying to open some doors so that other young people can get the golden opportunity to share their talents. I want to be the person who does that. I'm interested in producing films and television. I have a company called "Magic Lady Productions" and we're trying to grow. At the moment we manage me and produce me, and we're branching out. I did all the music for Richard Pryor's film "Bustin' Loose", and I did something for the movie "White Nights." I'd like to not only score movies myself, I'd like to do all the little incidental music too.

BH: Would you do a cameo role in one of them?

RF: If it was the right thing to do. I feel that I have an interesting background and I feel I am qualified.

BH: Are you approached a lot to do things for benefits and charities?

RF: Yes, I'm approached a lot. I give it back, or away, or to someone or to some organization if I can. The determining factor is usually time, not money. I do a lot of things that don't get P.R. or publicity. I'm not so sure that the people who are asking you to do the benefit are the only ones who are being benefited—I get a lot out of it. I feel like my crown is so heavily laden with these stars, Betty, I feel like such a good guy, I really do! (laughs) ●



SILHOUETTE IS A



CONFIRMED SMASH!

It doesn't matter who you ask because everyone's drawing the same conclusion, Kenny G's "Silhouette" is an out and out, across-the-board smash. The new single is blowing up the Pop, R&B, A/C and NAC charts, reacting earlier and faster than "Songbird."

In five short weeks Silhouette has become one of the Top 10 albums in the country (it took Duotones 42 weeks to climb this high) with explosive sales that are already past Platinum.

"If you want adults, play it."

—Steve Perun - V.P. Of Programming -
Metroplex Communications, Y100

"Album is Top 5 in the market. Single is reacting as fast as 'Songbird.'"—Mark St. John - WAVA

"'Silhouette' shows all signs of gaining strength just like 'Songbird.' Great relief from Guns N' Roses, Def Leppard and Poison."
—Mason Dixon, Q105

"Solid retail and great upper demo phones with females 18-49 leading the way."
—Brian Patrick/Jeff Jennings - WCZY

"25+ females drool over Kenny G. Spectacular Top 3 sales marketwide."
—Mike Preston/Rich Anhorn - KWSS

"Hometown boy makes good... 'Silhouette' broke Top 10 out of the box and is now #5. It is the adult purchase for the holidays."
—Don Jensen - Director Of Purchasing -
Round Up/Music Market - Seattle

"Skyrocketing sales due to multiformat airplay...the epitome of mass appeal!"
— Bruce Beckwith - Head Buyer - Turtles -
Atlanta - #4

"Kenny came out of the box at #2 and remains Top 5 where it will stay through the holidays and into the new year."—Jim Dobbe -
Assistant Vice President Music Product
Manager - Warehouse Entertainment -
Los Angeles - #4

"Kenny has been in our Top 10 since release and is bringing in all demographics of customers to our stores. Who says over 35 year-olds don't buy records?"
—Dave Roy - Buyer - Transworld Music

"In the 15 years I've been in this business, this is literally the biggest instrumental oriented album I've ever seen. This album could do 3 million copies."
—Jay Rosenberg - Buyer - The Wiz, NYC - #3

GAVIN TOP 40: 40*-35*

GAVIN A/C: 13*-9*

GAVIN JAZZ: 5*

GAVIN ADULT ALTERNATIVE: 2*-1*

BILLBOARD ALBUM: 10*-9*

R&R TOP 40: 38*-33*

R&R A/C: 13*-11*

R&R NEW A/C: 1*-1*

"SILHOUETTE," THE BIGGEST HIT YET FROM KENNY G

ARISTA™

PERSONAL MANAGEMENT:  TURNER MUSIC

PRODUCED BY KENNY G

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SUPPORT BACK-ANNOUNCING. WHEN YOU PLAY IT, SAY IT.

cont. from page 18

room and send a letter of apology with a gift certificate for a return visit.

● If the customer's facility is closed down due to the presence of roaches or rodents, BBBK will pay all fines, all lost profits and \$5000 to boot.

BBBK does the impossible by using an approach vastly different from the industry norm: an obsessive vision of error-free service, extraordinarily rigorous hiring policies (one out of fifty applicants) and training programs (up to six months), generous employment benefits including insurance, pension, profit sharing, performance bonuses, job descriptions which encourage individual autonomy and self-control, and commitments from the customers. Regarding the latter, BBBK may insist that the customer change cleaning and storage practices, or build a wall for greater sanitation. BBBK customers must have their premises ready for monthly BBBK servicing, and pay a fine if the premises are not ready.

As a result, BBBK rarely has to make good on its guarantees. In 1987, for example, BBBK paid out only \$120,000 on sales of \$33 million. Because of its superb service and reputation, the company charges up to 10 times its competitors' fees, yet still has a major market share in its operating areas.

If they can do it with pest control, motorcycles, amusement parks, postal service, computers, laundromats and car dealerships, can you reinvent your business too? ●

P.D. NOTEBOOK

by Eric Norberg

THE OLDIES AND TALK TRAPS FOR AM STATIONS

I've written before about the plight of the former mass appeal AM who led the marketplace ten or fifteen years ago, has now seen major erosion of its position and sought alternate approaches. In the "first wave" of adjustments, many of these stations tried to convert to A/C, but some made the fatal mistake of trying to reposition themselves as having "changed," rather than having kept the same (usually Top 40) "lifestyle," and simply changing the "point of view" to the young adult, so that the station would still deliver the same general feeling of keeping up with the times, in music and news, as was the case when the listener was a kid. The latter approach worked very well for those few stations who recognized it and implemented it correctly.

For those who converted to A/C without the hoped-for success, or who only now are snatching at straws to rescue an AM station going down at the stern, the two most popular approaches are "oldies" or some form of all-talk (usually with liberal help from satellite talk program services). Both can have some success, provided these positions are

not already preempted, although "oldies" tend not to sustain well because many of the records played, though familiar, are now irrelevant to the target audience—and once the novelty of hearing them again wears off, listening declines.

Before taking the drastic step of changing what a station represents to the listener, bear in mind that cume is hard to rebuild for AM stations that still have it, and reflect that usually AM stations don't look as weak in cume share as in average-quarter-hour share. (Cume share is obtained by dividing the station's cume by the total market cume, in 12+ or in any demo you choose.) Frequently, once-leading AM stations still have considerable cume in some demos, even if a deteriorating listening span is causing the average-quarter-hour share to decline. (See last week's column for how to do this analysis.)

So if you are in this position, I urge you to determine what sort of cume the station has—trend it back as far as you can, and determine if the cume composition has changed. (Keeping in mind that the 15-year-old of ten years ago is 25 today, and that sort of cume profile change does not necessarily mean that the listening audience base has changed!) Then study the demographic cume profile of the station today. Is the station responding well to that demographic's expectations? Is the current cume substantial enough to make the station a winner if the former listening spans can be restored?

HEAR & THERE

by Sheila Rene



San Francisco Bay Area rockers have all the fun! Where else could you see Prince in concert at the Oakland Coliseum, go out for a midnight supper, and then see him do a completely different show at 1:45AM in a nightclub setting? (Okay—so he did in New York, L.A. and a few other places—but we DO have all the fun!) The nightclub atmosphere was not as frantic and members of Sheila E's family of percussionists (Sheila and most of the group hail from Oakland) and Prince's band were on hand to share the center stage spotlight with her. Unaware of

the Downtown's 3AM curfew, Prince arrived at 1:45AM and played until closing. Tickets for this surprise club date sold like hotcakes—and the whole affair reminded me of his Royallness' first concert in San Francisco at the Stone. On that night a riot almost ensued on the streets of Broadway...

Rick Rubin and Russell Simmons, who implemented Def Jam, have revamped their business affairs. Rubin has broken away to form Def American, and will work with Geffen acts Slayer and Danzig. Music from new artists Masters of Reality will be out on the label January 10. Simmons will retain Def Jam, and will also create a new label, Black Gold, for acts working with Columbia. LL Cool J and Public Enemy will remain with Def Jam.

Texas is going to be the BIG state in all our political affairs for at least a few years, but Joe Ely has been part of our musical affairs for years. Ireland just got a taste of his "Texas Tornado" brand of rock with a mini-tour that brought out fans and critics alike. Members of U2 were there, as was a veritable who's who of the Irish music industry. After one show, Ely, U2's Larry Mullen, Jr. and Adam Clayton partied the night away. Ely is set to appear on the award-winning televi-



sion series "The Session," which is being produced by Frontier Films and directed by David Heffernon. Filming takes place November 25 and 26 at The Point Depot in Dublin, and it will be aired throughout Europe and later in the U.S. Featured music will be a mix of rock, country, blues and traditional Irish. Guests include Ely's labelmate Jimmy Dale Gilmore, The Chieftains, John Prine, Lyle Lovett, Albert Lee, Guy Clark, Rosie Flores, The O'Kanes and "Cowboy" Jack Clement. Ely will host the segment and close the second night's show. If all this isn't enough, back home in

the GAVIN REPORT/November 18, 1988

HOLLYWOOD

by Tony Richland



STUFF IT!

Thanksgiving, our favorite holiday, is coming up. It, and all other holidays, seem to come up more and more often these days, but that's how it goes when you're over 30. At any rate, we like Thanksgiving because it involves food, which is one of our favorite things.

There are a few interesting little facts about Thanksgiving that you might not be aware of. Did you know that a bunch of pilgrims sat around one day deciding whether the turkey should be the official bird and the eagle the one to eat? Some thought that the eagle would be more tasty, particularly when stuffed with a box of Mrs. Cubbison's. A vote was taken and the results were decided by a tie-breaking bid by Ben Franklin. If old Ben hadn't voted the way he did, you'd be feasting on roast eagle and seeing turkeys on the top of flag poles.

Let me put these thoughts in more material terms, with a specific example.

Earlier in this decade I was approached by a former market-leading AM station, whose share was in a long-term downtrend. This former Top 40 station was responding to this problem by trying to mix A/C with as many syndicated and networked talk features as they could find, trying to be a talk-oriented station to appeal to the 35+/45+ demo which they understood was "all that was still available to the AM band." They weren't building an older audience, the share was still slumping, and they asked me to provide some input.

My first step was trending and analyzing the cumes in their ratings (3 different services surveyed their market). Their cume was centered in the 25-34 demographic because of their Top 40 heritage in the market—but these young adults were less and less hearing what they like when they did tune in. Meantime, another station in the market was dominant in the 40+ audience—the hardest audience to dislodge. My conclusion was that they had little hope of switching the older listener to their station, and their best prospect was to offer the 25-34 cume what they wanted to hear when they next tuned in. (What they wanted to hear related to what they used to hear, of course!)

I'll tell you what the solution was that put them back on top—and what happened after that—next week. ●

the good ole U.S.A. Ely, **The Fabulous Thunderbirds**, **Jerry Jeff Walker**, the Dallas Cowboys' **Ed "Too Tall" Jones** and the Houston Astros' **Mike Scott** participated in anti-litter spots, with the theme "Don't Mess with Texas."

Bits and Pieces: **Homestead Records** has signed L.A.'s **Giant Sand** and New York City's **Peter Stampfel & The Bottlecaps**...**Meat Loaf** begins shooting "Medium Rare" this month. The movie also stars **Timothy Leary**, **Burt Young**, and **Lainie Kazan**. Mr. Loaf plays a crime czar's henchman...**New Kids on the Block** are currently on a promotional tour of Japan that lasts through November. Early in '89 they'll be back on the road with **Tiffany**...

KRS-One (**Kris Parker**) the rapping/writing force behind **Jive's Boogie Down Productions**, continues his good works on behalf of the **Stop the Violence Movement**. He's also a key player on the **Committee for Creative Non-Violence**. The Stop the Violence Movement was inspired by Parker's rap song of the same name, from the **Jive** release, *By All Means Necessary*. Joining **KRS-One** on his campaign to increase awareness of black-on-black crime, and to raise money to help deal with illiteracy problems are

Kool Moe D, **Public Enemy** and **M.C. Lyte**...

On November 23, 1889 the world's first jukebox appeared at the **Palais Royale Saloon** in San Francisco. Called "Nickel-in-the-Slot," it was a modification of **Thomas Edison's** first phonograph, invented a few years earlier. **RCA Records** will commemorate this event by incorporating a jukebox 100th anniversary logo on all promotional and commercial "7" releases on its **RCA**, **Jive** and **Beggars Banquet** labels. The symbol is a line drawing of both the first jukebox and a contemporary jukebox...

Last week **The Gavin Club** was abustle with some super visits. We rolled out the welcome mat for **Southside Johnny**, **Broken Homes** and **Ice-T**... **Broken Homes** opened for the **Georgia Satellites** and took the stage at the same time we had an earthquake. Both registered a 4.9 on the Richter scale!...**Cheap Trick** is moving toward platinum plus. The new video for the single "Ghost Town" was directed by **Nick Morris** and produced by **Fiona O'Mahoney** for **MGMM Productions**. It was shot in Montreal and Phoenix. On November 10th the group began a major tour of Japan, and will follow that with a week of concert dates in Australia and New Zealand. ●

In our family, Thanksgiving is the day the entire clan gathers to engage in chatty conversation about why our youngest daughter isn't married and is still dating "imports." She appreciates this. Mrs. Hollywood never gets to spend much of the day with the rest of us, because she single-handedly prepares a dinner that should be cooked by a minimum of 25 cooks. She chooses to do it alone—all 43 courses. Out of family concern that SHE have a good time, the rest of us suggested that once, just once, we do it in a restaurant. But Mrs. H., despite being Canadian, is a stickler for the good ol' American tradition and insists on putting herself through the unspeakable torture of cooking for 20.

Each year we listen to our 82-year-old father's repeated stories of past glories. Our 82-year-old mother sits around mumbling things like "turkey-schmurkey," which is interesting considering she's Irish.

Our oldest daughter discusses her husband's pipe, the mileage on the BMW, what **Liz Claiborne** has to offer this year, and last week's episode of "thirtysomething." She also tells Mrs. H and me that we owe it to ourselves to go to some island in Hawaii and stay at some **Westin Kauai** or someplace where, she tells us, "You'll have the whole beach to yourselves."

Rosemary bakes her own pies from scratch, despite the fact that we tell her no one would know the difference if she picked up some frozen **Sara Lee's**. There's one point in the evening when we sense that we're going to need some quick shots of **Cutty Sark**—and that's the point that we notice our son-in-law get that look in his eye like he's about to turn on the **VCR** and show us, yet again, the tapes of his recent trip to Hawaii. It would take the average person at least eight scotches to sit through these tapes of water and trees. At the end of the evening we try to sneak some **Clapton** or **Stones** on the record player, but youngest daughter begs us to dial the receiver to **The WAVE**.

Older daughter requests **The Drifters** or **Wilson Pickett**. That's because she knows that she's the older daughter. Soon it becomes time to take Mom and Dad home, a 12 mile drive. Because we consumed so much scotch to get through the Hawaii tapes, that becomes a touchy prospect. So, we down about nine cups of the **Kona** coffee the kids brought back from **Kauai** or **Maui** or **Wauai**, or whatever the damn island place is called.

When morning comes we usually awaken to see Mrs. H feverishly studying recipes for turkey cake, crepes, quiche and sushi, along with turkey melts, shakes and brownies. We review the night before, and in the quiet of the kitchen finally take time to thank **The Big Guy** that we made it through another year alive, semi-healthy, and lucky for me, together.

Hope it's a good one—complete with leftovers for you guys! ●

ADULT CONTEMPORARY

MOST ADDED

- PHIL COLLINS (72)
(Atlantic)
- FLEETWOOD MAC (71)
(Warner Bros.)
- STEVE WINWOOD (34)
(Virgin)
- ANNIE LENNOX
& AL GREEN (33)
(A&M)
- GLENN FREY (31)
(MCA)

TOP TIP

FLEETWOOD MAC
As Long As You Follow
(Warner Bros.)

AC'ers will always
follow Fleetwood Mac.

RECORD TO WATCH

FAIRGROUND ATTRACTION

PERFECT

FAIRGROUND ATTRACTION
Perfect
(RCA)

This single has the perfect
sound to attract A/C ears.

Editor: Ron Fell
Assoc. Editor: Diane Rufer

2W LW TW

2	1	1	GEORGE MICHAEL - Kissing A Fool (Columbia)
7	5	2	BARBRA STREISAND & DON JOHNSON - Till I Loved You (Columbia)
5	4	3	Chicago - Look Away (Full Moon/Reprise)
4	3	4	Anita Baker - Giving You The Best That I Got (Elektra)
1	2	5	Breathe - How Can I Fall? (A&M)
9	7	6	BOY MEETS GIRL - Waiting For A Star To Fall (RCA)
18	11	7	WILL TO POWER - Baby I Love Your Way/Freebird Medley (Epic)
15	9	8	JOHNNY HATES JAZZ - Turn Back The Clock (Virgin)
16	13	9	KENNY G - Silhouette (Arista)
14	12	10	PM - Piece Of Paradise (Warner Bros.)
3	6	11	Elton John - A Word In Spanish (MCA)
19	17	12	HUEY LEWIS & THE NEWS - Small World (Chrysalis)
22	19	13	ROBERTA FLACK - Oasis (Atlantic)
17	16	14	KIM CARNES - Crazy In Love (MCA)
6	8	15	Whitney Houston - One Moment In Time (Arista)
25	23	16	PETER CETERA - Best Of Times (Full Moon/Warner Bros.)
23	22	17	LUTHER VANDROSS - Any Love (Epic)
10	10	18	Rod Stewart - Forever Young (Warner Bros.)
21	21	19	John Lennon & The Plastic Ono Band - Jealous Guy (Capitol)
33	25	20	THE TRAVELING WILBURYS - Handle With Care (Wilbury/Warner Bros.)
32	26	21	MOODY BLUES - No More Lies (Polydor/PolyGram)
40	29	22	FOUR TOPS with ARETHA - If Ever A Love There Was (Arista)
12	18	23	UB40 - Red Red Wine (A&M)
--	--	24	PHIL COLLINS - Two Hearts (Atlantic)
11	15	25	Steve Winwood - Don't You Know What The Night Can Do? (Virgin)
8	14	26	Phil Collins - Groovy Kind Of Love (Atlantic)
36	30	27	BOYS CLUB - I Remember Holding You (MCA)
13	20	28	Beach Boys - Kokomo (Elektra)
--	38	29	BASIA - New Day For You (Epic)
37	31	30	GIANT STEPS - Another Lover (A&M)
39	32	31	CHRIS DeBURGH - Missing You (A&M)
31	28	32	Laura Branigan & Joe Esposito - Come Into My Life (Atco)
--	35	33	THE JETS - Anytime (MCA)
--	34	34	KENNY RANKIN - Keep The Candle Burning (Cypress/A&M)
26	27	35	Karla Bonoff - New World (Gold Castle)
--	--	36	CROSBY, STILLS, NASH & YOUNG - American Dream (Atlantic)
--	--	37	'TIL TUESDAY - (Believed You Were) Lucky (Epic)
38	33	38	Kylie Minoque - The Loco-Motion (Geffen)
--	--	39	TRACY CHAPMAN - Baby Can I Hold You (Elektra)
--	--	40	ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
* FLEETWOOD MAC - As Long As You Follow (Warner Bros.)		71	71	--	--	--	--	1
MAXI PRIEST - Wild World (Virgin)		61	21	2	10	28	19%	3
KENNY LOGGINS - I'm Gonna Miss You (Columbia)		54	7	2	23	22	46%	5
GLENN FREY - Soul Searchin' (MCA)		53	33	1	7	14	15%	2

"Saved By Love" [AM 1260]

THE NEW SINGLE BY **AMY GRANT**
FROM THE PLATINUM ALBUM **LEAD ME ON** [SP 5199]



**For a free copy of Amy Grant's *Lead Me On* on CD, call
Jon Konjoyan at 1-800-521-0696; in California 1-213-469-2411.**



Produced by Brown Bannister
Executive Producers: David Anderle, Michael Blanton and Gary Chapman
Management: Blanton/Harrell, Inc.

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UP & COMING

Reports accepted Mondays at
8 AM through 5 PM Tuesdays
Station Reporting Phone (415) 495-1990
Gavin Fax (415) 495-2580

REVIEWS

Reports	Adds	ARTIST	TITLE	LABEL
49	1	RANDY NEWMAN	- It's Money That Matters (Reprise)	
49	26	AL JARREAU	- So Good (Reprise)	
44	7	TIFFANY	- All This Time (MCA)	
41	4	ADELE BERTEI	- Little Lives, Big Love (Chrysalis)	
39	34	* STEVE WINWOOD	- Holding On (Virgin)	
34	11	FAIRGROUND ATTRACTION	- Perfect (RCA)	
33	10	VICKIE CARRICO & NIGEL OLSSON	- Do You Want... (Airborne)	
33	3	RACHELLE CAPPELLI	- I'm Sorry (Atlantic)	
32	18	* JAMES TAYLOR	- Sweet Potato Pie (Columbia)	
31	6	MIKE + THE MECHANICS	- Nobody's Perfect (Atlantic)	
30	12	* GARY WRIGHT	- Take A Look (Cypress/A&M)	
30	16	* DIANA ROSS	- If We Hold On Together (MCA)	
25	5	TERRY KING WINSTANLEY	- No Greater Love (Excalibre)	
22	9	* BILL MEDLEY	- You've Lost That Lovin' Feeling (Scotti Bros.)	
20	--	CHEAP TRICK	- Ghost Town (Epic)	

* Debuts in Up & Coming

Dropped: Livingston Taylor, Al Stewart, Sade, Robert Cray Band, Glenn Frey (True), Jeffrey Osborne.

INSIDE A/C

As predicted last week, the top of the chart remains competitive. BARBRA & DON pick up 28 HEAVY rotations to threaten GEORGE MICHAEL for number one.

JOHNNY HATES JAZZ adds 42 HEAVY rotations yet they can only climb one number on the chart.

ROBERTA FLACK, this week's cover artist, climbs six slots to number 13 (lucky we hope). She's new this week for WWDE, WROK, KKJO, U102 etc and now in HEAVY at KLZS, WBLU, KYLT, WFBG, WKST, WKCX, WAHR, CKFM, KFOR etc.

The MOODY BLUES are having one of their greatest A/C success stories in the nearly quarter of a century of their existence. Only 124 A/C's playing "No More Lies," but 81% of the play is quality commitment. New for KAAK, WJMQ, KGY etc.



Realizing the "American Dream," CROSBY, STILLS, NASH & YOUNG enter the chart together for the first time in this decade. A HIT FACTOR of 46% and an airplay base which increase by 20 does the trick. New at KSQT, KKRB, KTID, WEIR, WEVA, WWDE and WIZE etc.

ANNIE LENNOX and AL GREEN put a little song on the chart as "Put A Little Love In Your Heart" debuts at 40. With 33 adds, it comes in fourth. Those 33 adds represent 42% of all its airplay. Not a bad week?

Our RECORD TO WATCH last week, MAXI PRIEST's "Wild World" is heading for a chart debut next week. Not bad for an artists first effort on the A/C airwaves. Among the stations that added his single are WKYE, WJZM, WSKY, KFYZ, KIZZ, KBLQ, KBIG, KKIQ, KUIC and WNMB.

FAIRGROUND ATTRACTION's with "Perfect" takes the title of RECORD TO WATCH this week. Another artist new to our listening ears should fit well on your rotation list. Attracting WILI, WKYE, KEFM, KFYZ, KLSS, KLWN, KOKO, KQIC, WIUO, KBLQ and KSCR this week. Let's hope you get on the merry-go-round with this one.

SADE

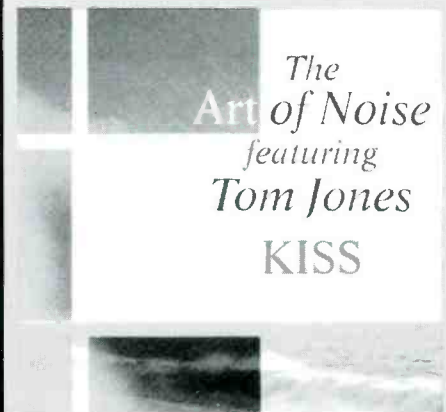
Turn My Back On You (Epic)

Despite the title's inference, she's actually affirming her faith in him by stating that she would never desert her man. Paul Denman's heroic bass line adds emphasis to this hypnotic track.

DENIECE WILLIAMS

This Is As Good As It Gets (Columbia)

If there was any remaining doubt as to her singing ability, there won't be any after one audition of this title track from her latest album. She approaches a tough ballad with exceptional confidence and simply sails through it with the greatest of ease.



THE ART OF NOISE
featuring TOM JONES
Kiss (China/Polydor)

The excuses for not playing this record could choke a horse, but there are almost as many reasons to play it. Tom Jones, who dominates the record, has an upper demo appeal that will be cut in half with this hip version of the Prince standard. Watch the video to this one, it's a killer!!

AMY GRANT
Saved By Love (A&M)

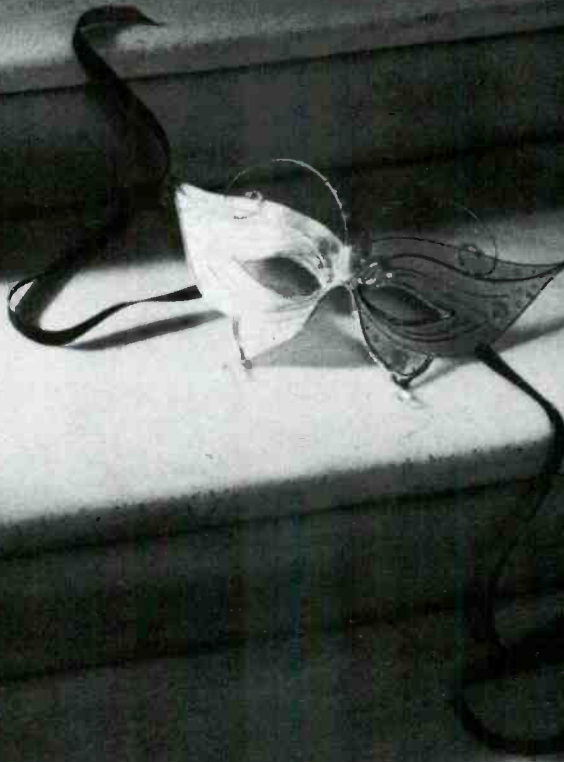
Not so much a love song as it is a song about love. The phrase "saved by love" is engraved in the track, as Amy uses it at least 26 times, to affirm the salvation of the maternal spirit.

NU SHOOZ
Driftin' (Atlantic)

A song about an untethered relationship where natural currents are pulling two apart. Unlike their previous hits, Nu Shooz have made a gentle, casual record this time and should attract exactly the kind of stations which avoided their previous releases.

WET WET WET

ANGEL EYES (HOME and AWAY)



Stormin' Norman/WEBE 108
*"'Angel Eyes' is very unique blue eyed soul! They
blew me away on the Elton tour. Wet Wet Wet wowed
the audience at Madison Square Garden!"*

- ◆ **ALREADY TOP 5 WORLDWIDE!**
- ◆ **THE SHOW STOPPER SEEN BY OVER HALF A MILLION PEOPLE ON THEIR RECENT SOLD-OUT AMERICAN TOUR WITH ELTON JOHN.**
- ◆ **TAKEN FROM THEIR DEBUT ALBUM**
POPPED IN SOULED OUT
(OVER TWO MILLION SOLD WORLDWIDE!)

UNI
RECORDS

 **THE PRECIOUS
ORGANISATION**

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 **227** Last Week **232**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
GEORGE MICHAEL - Kissing A Fool (Columbia)	209	--	196	11	2	99%	8
BARBRA STREISAND & DON JOHNSON - Till I Loved You (Columbia)	210	1	182	24	3	98%	6
CHICAGO - Look Away (Reprise)	189	2	170	15	2	97%	10
ANITA BAKER - Giving You The Best That I Got (Elektra)	193	1	169	21	2	98%	10
BREATHE - How Can I Fall? (A&M)	186	1	151	30	4	97%	13
BOY MEETS GIRL - Waiting For A Star To Fall (RCA)	178	6	139	28	5	93%	13
WILL TO POWER - Baby I Love Your Way/Freebird Medley (Epic)	188	10	115	55	8	90%	7
JOHNNY HATES JAZZ - Turn Back The Clock (Virgin)	180	9	109	54	8	90%	7
KENNY G - Silhouette (Arista)	186	11	79	85	11	88%	8
PM - Piece Of Paradise (Warner Bros.)	159	6	100	45	8	91%	14
ELTON JOHN - A World In Spanish (MCA)	162	--	101	52	9	94%	11
HUEY LEWIS & THE NEWS - Small World (Chrysalis)	148	5	74	63	6	92%	8
ROBERTA FLACK - Oasis (Atlantic)	175	10	49	94	22	81%	6
KIM CARNES - Crazy In Love (MCA)	154	4	63	73	14	88%	8
WHITNEY HOUSTON - One Moment In Time (Arista)	144	--	51	71	22	84%	12
PETER CETERA - Best Of Times (Full Moon/Warner Bros.)	150	10	28	93	19	80%	6
LUTHER VANDROSS - Any Love (Epic)	137	8	39	77	13	84%	8
ROD STEWART - Forever Young (Warner Bros.)	121	--	55	49	17	85%	17
JOHN LENNON & THE PLASTIC ONO BAND - Jealous Guy (Capitol)	129	3	29	78	19	82%	8
THE TRAVELING WILBURYS - Handle With Care (Wilbury/Warner Bros.)	136	14	19	77	26	70%	5
MOODY BLUES - No More Lies (Polydor/PolyGram)	124	10	17	84	13	81%	6
FOUR TOPS w/ARETHA - If Ever A Love There Was (Arista)	139	24	9	75	31	60%	4
UB40 - Red Red Wine (A&M)	103	1	34	49	19	80%	11
PHIL COLLINS - Two Hearts (Atlantic)	153	72	7	48	26	35%	13
STEVE WINWOOD - Don't You Know What The Night Can Do? (Virgin)	105	--	26	56	23	78%	15
PHIL COLLINS - Groovy Kind Of Love (Atlantic)	94	--	32	46	16	82%	13
BOYS CLUB - I Remember Holding You (MCA)	106	14	9	64	19	68%	5
BEACH BOYS - Kokomo (Elektra)	94	--	27	48	19	79%	20
BASIA - New Day For You (Epic)	124	25	6	52	41	46%	3
GIANT STEPS - Another Lover (A&M)	83	11	17	46	9	75%	8
CHRIS DeBURGH - Missing You (A&M)	104	11	6	55	32	58%	5
LAURA BRANIGAN & JOE ESPOSITO - Come Into My Life (Atco)	94	1	9	58	26	71%	7
THE JETS - Anytime (MCA)	105	18	2	53	32	52%	4
KENNY RANKIN - Keep The Candle Burning (Cypress/A&M)	96	9	5	46	36	53%	5
KARLA BONOFF - New World (Gold Castle)	74	--	20	42	12	83%	10
CROSBY, STILLS, NASH & YOUNG - American Dream (Atlantic)	88	20	5	36	27	46%	3
'TIL TUESDAY - (Believed You Were) Lucky (Epic)	77	18	2	32	25	44%	4
KYLIE MINOGUE - The Loco-Motion (Geffen)	56	5	7	29	15	64%	10
TRACY CHAPMAN - Baby Can I Hold You (Elektra)	70	12	2	19	37	30%	3
ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)	77	33	1	17	26	23%	3

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
PHIL COLLINS - Two Hearts (Atlantic)	6	35	29%
BASIA - New Day For You (Epic)	18	46	28%
CROSBY, STILLS, NASH & YOUNG - American Dream (Atlantic)	26	46	20%
FOUR TOPS w/ARETHA - If Ever A Love There Was (Arista)	42	60	18%
KENNY RANKIN - Keep The Candle Burning (Cypress/A&M)	39	53	14%
CHRIS DeBURGH - Missing You (A&M)	45	58	13%
RANDY NEWMAN - It's Money That Matters (Reprise)	42	55	13%
WILL TO POWER - Baby I Love Your Way/Freebird Medley (Epic)	78	90	12%
THE JETS - Anytime (MCA)	40	52	12%
MOODY BLUES - No More Lies (Polydor/PolyGram)	70	81	11%
GLENN FREY - Soul Searchin' (MCA)	4	15	11%
ROBERTA FLACK - Oasis (Atlantic)	70	81	11%

PHOTO FILE

by Lisa Smith & Betty Hollars



WE COULD GET USED TO THIS ◀

1988 Horizon winner Ricky Van Shelton and Male Vocalist of the Year Randy Travis are shown here comparing success stories after the CMA Awards show.

KATHY AND THE BOYS ▼

Mercury/PolyGram artist Kathy Mattea won her first CMA award, winning single of the year honors with "Eighteen Wheels And A Dozen Roses." Joining in the celebration are (l to r): manager Bob Titley, Frank Leffel, PolyGram, Kathy Mattea and Bobby Young, PolyGram.



WHO, ME?▲

Hank Williams Jr. continued his reign by being named 1988 CMA Entertainer of the Year. Williams also won Album of the Year honors for his BORN TO BOOGIE lp.



Care to be "Photo Filed" by the Gavin Report? Send your favorite photo of yourself or *anyone else* to Betty and Lisa, c/o Gavin, 140 Second St. S.F., CA 94105



HAPPY TRAILS ◀

Coyote Calhoun of WAMZ-Loisville talks shop with Roy Rogers prior to the airing of the CMA Awards. On the telecast Rogers was inducted to the Country Music Hall of Fame on the telecast.

SURE SHOTS▶

Billy Montana & The Long Shots' Dave Flint (left) and Bobby Kendall (right) stopped by long enough to squeeze off a few rounds of promotional chatter with WPOR- Portland PD Tom Hennessey.



DESERT ROSE CHECKS IN▶

During a recent stop in Nashville, members of the Desert Rose Band stopped by the MCA/Nashville offices. On hand were visiting execs from MCA/Canada. From left: MCA/Canada's Ed Harris and Stephen Tennant, Desert Rose's John Jorgenson and Herb Pedersen, MCA/Nashville's Bruce Hinton, Desert Rose's Chris Hillman and Chuck Morris, Manager of the Desert Rose Band.



COUNTRY

MOST ADDED

- ALABAMA (76)
(RCA)
- LARRY BOONE (44)
(Mercury)
- DESERT ROSE BAND (40)
(MCA/Curb)
- EDDY RAVEN (39)
(RCA)
- TANYA TUCKER (35)
(Capitol)

TOP TIP

LARRY BOONE
I Just Called To Say Goodbye Again
(Mercury)

Just another impressive week, with 44 more adds among 83 total reports.

RECORD TO WATCH



GARY STEWART
An Empty Glass
(HighTone)

The writing team of Gary Stewart and Dean Dillon is back, with Stewart picking up 25 adds the first week out.

2W LW TW

5	2	1	RESTLESS HEART - A Tender Lie (RCA)
6	4	2	KEITH WHITLEY - When You Say Nothing At All (RCA)
12	9	3	K.T. OSLIN - Hold Me (RCA)
11	8	4	PAUL OVERSTREET - Love Helps Those (MTM)
4	3	5	George Strait - If You Ain't Lovin' (You Ain't Livin') (MCA)
1	1	6	Reba McEntire - I Know How He Feels (MCA)
13	12	7	EDDIE RABBITT - We Must Be Doin' Somethin' Right (RCA)
18	14	8	THE JUDDS - Change Of Heart (RCA/Curb)
15	13	9	SHENANDOAH - Mama Knows (Columbia)
7	5	10	Barbara Mandrell - I Wish That I Could Fall In Love Today (Capitol)
8	7	11	Bellamy Brothers - Rebels Without A Clue (MCA/Curb)
10	10	12	Vern Gosdin - Chiseled In Stone (Columbia)
19	15	13	PATTY LOVELESS - Blue Side Of Town (MCA)
16	16	14	BAILLIE AND THE BOYS - Long Shot (RCA)
25	18	15	RODNEY CROWELL - She's Crazy For Leavin' (Columbia)
3	6	16	Ricky Van Shelton - I'll Leave This World Lovin' You (Columbia)
21	19	17	WILLE NELSON/JULIO IGLESIAS - Spanish Eyes (Columbia)
29	21	18	HIGHWAY 101 - All The Reasons Why (Warner Bros.)
2	11	19	Nitty Gritty Dirt Band - I've Been Lookin' (Warner Bros.)
26	22	20	SAWYER BROWN - My Baby's Gone (Capitol/Curb)
34	27	21	STEVE WARINER - Hold On (A Little Longer) (MCA)
33	26	22	STATLER BROTHERS - Let's Get Started...(Mercury)
28	24	23	JOHNNY CASH/HANK WILLIAMS, JR. - That Old Wheel (Mercury)
30	25	24	THE McCARTERS - I Give You Music (Warner Bros.)
--	40	25	RANDY TRAVIS - Deeper Than The Holler (Warner Bros.)
32	29	26	THE SHOOTERS - Borderline (Epic)
--	33	27	HANK WILLIAMS, JR. - Early In The Morning...(Warner Bros./Curb)
27	23	28	Moe Bandy - I Can't Say No To You (Curb)
37	34	29	TOM WOPAT - Not Enough Love (Capitol)
--	39	30	SKIP EWING - Burnin' A Hole In My Heart (MCA)
--	--	31	EARL THOMAS CONLEY - What I'd Say (RCA)
--	37	32	HOLLY DUNN - (It's Always Gonna Be) Someday (MTM)
9	17	33	Michael Johnson - That's That (RCA)
--	--	34	DWIGHT YOAKAM - I Sang Dixie (Reprise)
35	32	35	Tim Malchak - Not A Night Goes By (Alpine)
40	38	36	SCHUYLER, KNOBLOCH, BICKHARDT - Rigamorole (MTM)
38	36	37	Glen Campbell - Light Years (MCA)
--	--	38	DAN SEALS - Big Wheels In The Moonlight (Capitol)
--	--	39	FORESTER SISTERS - Sincerely (Warner Bros.)
--	--	40	KATHY MATTEA - Life As We Knew It (Mercury)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ALABAMA - Song Of The South (RCA)		141	76	1	19	45	14%	2
J.C. CROWLEY - Paint The Town And Hang The Moon Tonight (RCA)		116	10	--	38	68	32%	6
RICKY SKAGGS - Old Kind Of Love (Epic)		113	6	5	42	60	41%	8
MICKEY GILLEY - She Reminded Me Of You (Airborne)		113	6	--	37	70	32%	7



**"PAINT THE TOWN
AND HANG THE MOON TONIGHT"**

J.C. CROWLEY

APPEARING NOW ON PLAYLISTS EVERYWHERE!

**COMING
SOON!**

**HIS DEBUT LP,
"BENEATH THE TEXAS MOON"**



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UP & COMING

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8 AM through 10 AM Wednesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

Reports	Adds	Weeks	ARTIST TITLE LABEL
110	27	3	JO-EL SONNIER - Rainin' In My Heart (RCA)
89	18	4	GENE WATSON - Don't Waste It On The Blues (Warner Bros.)
83	44	2	LARRY BOONE - I Just Called To Say Goodbye Again (Mercury)
64	10	4	THE O'KANES - Rocky Road (Columbia)
64	40	2	DESERT ROSE BAND - I Still Believe In You (MCA/Curb)
63	14	3	MERLE HAGGARD - You Babe (Epic)
55	2	7	BUCK OWENS - Hot Dog (Capitol)
55	35	2	TANYA TUCKER - Highway Robbery (Capitol)
52	7	6	THE SANDERS - Dancin' To The Radio (Airborne)
51	6	4	DAVID LYNN JONES - Tonight In America (Mercury)
45	--	8	BECKY HOBBS - Are There Any More Like You (MTM)
45	4	4	FRANK BURGESS - American Man (True)
44	7	5	CARRIE DAVIS - Another Heart To Break The Fall (Fountain Hills)
43	1	6	ASLEEP AT THE WHEEL - Hot Rod Lincoln (Epic)
41	39	1	* EDDY RAVEN - 'Til You Cry (RCA)
39	4	6	JOHNNY RODRIGUEZ - You Might Want To Use Me Again (Capitol)
38	17	1	* CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)
34	3	5	JOHN ANDERSON - Down In The Orange Grove (MCA)
32	--	8	CHARLEY PRIDE - Where Was I (16th Ave.)
32	30	1	* THE OAK RIDGE BOYS - Bridges And Walls (MCA)
29	4	3	CHARLY McCLAIN - Down The Road (Mercury)
29	25	1	* GARY STEWART - An Empty Glass (HighTone)
28	--	4	KIM CARNES - Crazy In Love (MCA)
27	22	1	* SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)
25	2	2	DAY JOHNSTON - Little Red Heart (Roadrunner)
25	2	4	DON McLEAN - Eventually (Capitol)
25	12	1	* T.G. SHEPPARD - You Still Do (Columbia)
24	8	1	* JEFF CHANCE - Let It Burn (Curb)
23	9	1	* ROBIN LEE - Before You Cheat On Me Once...(Atl.America)
22	7	1	* ANNE MURRAY - Slow Passin' Time (Capitol)
20	2	2	MASON DIXON - When Karen Comes Around (Capitol)
20	4	1	* CANYON - Love Is On The Line (16th Ave.)
20	1	6	SARAH - Don't Send Me Roses (Hub)

*Debuts In Up & Coming

Dropped: #20-So. Pacific, #28-Don Williams, #30-R. Cash, #31-Foster & Lloyd, #35-Charlie Daniels Bd, M. McDaniel, D.Dillon, Burch Sis.

TOP REQUESTS

RESTLESS HEART

REBA McENTIRE

K.T. OSLIN

GEORGE STRAIT

RICKY VAN SHELTON

LP CUTS

Ricky Van Shelton - Hole In My Pocket
Charlie Daniels Band - Uneasy Rider '88
Randy Travis - Written In Stone
K.T. Oslin - Hey Bobby
Steve Earle - Copperhead Road
Patty Loveless - Timber, I'm Falling In Love

INSIDE COUNTRY

WELCOME TO THE FAMILY. We are very pleased to announce ten new additions to our reporting family.
Kevin Kasey, WCHA-Chambersburg, PA 717-263-0813

Jim Prince, KELY/AM-Ely, NV 702-289-2077

Dan Olsen, KHAK-Cedar Rapids, IA 319-365-9431

Mac Edwards, KSSR/FM-Bastrop, TX 512-321-7878

Mike West, KYVA-Gallup, NM 505-863-6851

Laura Ellen Hopper, KPIG-Watsonville, CA 408-722-9000

Brad Fuhr, WLTO/FM-Harbor Springs, MI 616-348-1039

Greg Hanson, WTAW-Bryan, TX 409-846-7788

Frank C. Byrd, WWIT-Canton, NC 704-648-3588

Bill Bowker, KPLS-Santa Rosa, CA 707-544-1150

GAVIN SEMINAR UPDATE. Once again, it's not too early to start making plans to attend 1989's Gavin Seminar for Media Professionals. It will be held on President's Day Weekend, February 16th, 17th and 18th at the Westin St. Francis Hotel here in San Francisco. Our Country session, tentatively titled "The Pursuit Of Market Share." We'll be announcing some of the speakers in future Inside Countrys. If you have any ideas about what YOU'D like to discuss during our meeting, please let us know.

CHANGES, CHANGES, CHANGES. Russ Schulke has been promoted to Music Director at KRIJ-Paradise/Chico...Bo Bradshaw is now the PD at WKWT-Union City...Ted Taylor, News Director at WZLI-Toccoa for 13 years, is moving on. Replacing him is J.D. McKinsey.

STATION HAPPENINGS.

KMDL-Kaplan, LA is going from 3,000 watts to 50,000 watts, and they will now be reaching Lafayette. Along with a change in frequency from 97.7 to 97.3 they are changing addresses. You can now reach Kelly Thompson and crew at KMDL, P.O. Box 30490, Lafayette, LA 70503 318-232-2242...WYNY-New York's morning man, Scott Carpenter, called WXTU-Philadelphia's morning team of Gina Preston and Jeff Collins to bet on November 20th's Eagles/Giants game. The loser must fly to the winner's station and do the morning show, then put on a Santa Claus suit and go out to raise money for charity. The ever optimistic Ms. Preston promises that she'll pass along pictures of Carpenter in the Santa suit. Talk to you next week.

The Gavin Country Crew

HIT FACTOR

Country Research:
Lisa Smith/Elma Greer

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 **206**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
RESTLESS HEART - A Tender Lie (RCA)	207	--	181	22	4	98%	11
KEITH WHITLEY - When You Say Nothing At All (RCA)	205	3	168	30	4	96%	12
K.T. OSLIN - Hold Me (RCA)	204	1	134	65	4	97%	8
PAUL OVERSTREET - Love Helps Those (MTM)	199	4	139	53	3	96%	10
GEORGE STRAIT - If You Ain't Lovin' (You Ain't Livin') (MCA)	188	--	159	23	6	96%	12
EDDIE RABBITT - We Must Be Doin' Somethin' Right (RCA)	203	2	111	84	6	96%	9
THE JUDDS - Change Of Heart (RCA/Curb)	205	1	87	113	4	97%	7
SHENANDOAH - Love Helps Those (Columbia)	195	1	109	78	7	95%	11
PATTY LOVELESS - Blue Side Of Town (MCA)	196	4	77	104	11	92%	9
BAILLIE AND THE BOYS - Long Shot (RCA)	193	1	77	103	12	93%	10
RODNEY CROWELL - She's Crazy For Leavin' (Columbia)	194	6	49	123	16	88%	8
WILLIE NELSON/JULIO IGLESIAS - Spanish Eyes (Columbia)	174	1	48	106	19	88%	11
HIGHWAY 101 - All The Reasons Why (Warner Bros.)	188	8	23	134	23	83%	7
SAWYER BROWN - My Baby's Gone (Capitol/Curb)	171	6	27	123	15	87%	10
STEVE WARINER - Hold On (A Little Longer) (MCA)	177	5	6	125	41	74%	7
STATLER BROTHERS - Let's Get Started...(Mercury)	169	6	18	112	33	76%	7
JOHNNY CASH/HANK WILLIAMS, JR. - That Old Wheel (Mercury)	163	7	25	103	28	78%	9
THE McCARTERS - I Give You Music (Warner Bros.)	165	8	8	122	27	78%	9
RANDY TRAVIS - Deeper Than The Holler (Warner Bros.)	191	27	11	89	64	52%	3
THE SHOOTERS - Borderline (Epic)	159	10	13	108	28	76%	8
HANK WILLIAMS, JR. - Early In The Morning...(Warner Bros./Curb)	170	10	5	102	53	62%	5
TOM WOPAT - Not Enough Love (Capitol)	153	5	4	101	43	68%	8
SKIP EWING - Burnin' A Hole In My Heart (MCA)	164	16	5	77	66	50%	5
EARL THOMAS CONLEY - What I'd Say (RCA)	175	27	2	71	75	41%	4
HOLLY DUNN - (It's Always Gonna Be) Someday (MTM)	160	11	3	79	67	51%	6
DWIGHT YOAKAM - I Sang Dixie (Reprise)	162	26	4	62	70	40%	4
SCHUYLER, KNOBLOCH, BICKHARDT - Rigamarole (MTM)	138	14	2	79	43	58%	7
DAN SEALS - Big Wheels In The Moonlight (Capitol)	157	33	2	40	82	26%	4
FORESTER SISTERS - Sincerely (Warner Bros.)	138	25	2	36	75	27%	5
KATHY MATTEA - Life As We Knew It (Mercury)	132	18	1	33	80	25%	4

NEW RELEASES by Lisa Smith & Cyndi Hoelzle



LYLE LOVETT - *I Married Her Just Because She Looks Like You* (MCA/Curb)

At first, "I Married Her..." sounds like Lyle's attempt at an out-and-out Country song. But it has the Lovett twist; this is a rather disturbing tale of displaced love. Like K.T. Oslin, Lyle is continually pushing the boundaries of Country music subject matter. From the sounds of this first single, his upcoming album should be full of more subtle surprises.



SWEETHEARTS OF THE RODEO - *I Feel Fine* (Columbia)

This Lennon/McCartney classic is reborn Sweetheart style. Their faithful interpretation, combined with audience familiarity, makes it a fine choice for year-end playlists.



SOUTHERN PACIFIC - *Honey, I Dare You* (Warner Bros.)

All 2.48 minutes of this is a fun song.

So-Pac throws in a bit of everything from Western Swing to Jerry Lee and it all works. For many of you this was a popular album cut, and it should continue to pull in requests on the phone and the dance floor.



EDDY RAVEN - *Til You Cry* (RCA)

Another one of those records that grows on you with each listen. It's also very possibly one of the prettiest songs that Raven's ever recorded, perfect for those long winter nights.

JAZZ NEW RELEASES

C.G.P. - CHET ATKINS (COLUMBIA)

When we first started Jazz/AA, boy were we naive about Nashville's contributions to these formats! Mark O'Connor, John Jarvis, Billy Joe Walker, Jr. and Jim Horn are but a few peak performers from this region who easily venture past the Country idiom. Now here is the Country Gentleman himself, Chet Atkins, with a fine project simply titled Chet Atkins, C.G.P. This set is a virtual feast for Jazz/AA. Jazz folks should check out "Jethreaux" and "Light-Hearted Lisa." For AA consideration try "Chinook Winds," "Put Your Clothes On" and "Which Way Del Vecchio?". Also, Lennon's "Imagine," co-featuring Mark Knopfler is extremely relevant these days. It's a tribute to Jazz/AA's music intensity that they've embraced C.G.P. so warmly. With other formats of radio, sometimes artists get typecasted into one kind of music. Atkins has managed to steer clear of that problem with C.G.P.

BACK TO BECK - JOE BECK (DMP)

Now we have two "Becks" in our musical routine. First it was Jeff, now it's Joe Beck. In all fairness, Joe has been around longer (though not by much), working with giants like Sinatra, Ellington, Miles and Steely Dan. Joe Beck's third LP for DMP starts off with a reggae shuffle titled "I Won't Be Back." Most of Back To Beck is an easy-going pastiche of his trademark acoustic guitar style. "Dreamin'" gives Joe an opportunity to soar while most of the material is fairly low key. "Funk Parade" is also a little more adventurous.

IN FOCUS - BILLY MITCHELL (VISTA/OPTIMISM)

This is keyboardist Billy Mitchell's latest project since producing John Bolivar's last Gavin Jazz/AA chartbreaker release. His friend Bolivar contributes woodwinds on In Focus and is pictured on the back sleeve. Mitchell's music is breezing and loping as exemplified by the two best tracks, "It Could Only Be You" and "Come

In Out Of The Pain." You'll find Mitchell's solo technique soulful and economic while the rhythm section on In Focus gives the sessions an ingredience of an Urban/Quiet Storm feel.

PENSYL SKETCHES #1- KIM PENSYL (OPTIMISM)

Optimism releases two keyboard projects in one week. So how does Kim Pensyl differ from Billy Mitchell? While Mitchell has an Urban flair, Pensyl (as in the writing utensil) is more improvisational and inboard synthesizerly speaking. Even on "I'll Wait For You" and "Alone," which are essentially acoustic-type melodies, Pensyl opts for an "electric" acoustic sound instead of the real Steinway. Pensyl's career started with Gerald Wilson and Guy Lombardo big bands before moving on to improvised piano music. Other recommended Pensyl sketches include "Are You Ready" and "The Moroccan Junction."

DIRECT - VANGELIS (ARISTA)

Though we don't recall seeing a full-blown album project lately, keyboardist/innovator Vangelis has been busy scoring films, ballets, symphonic and choir efforts and perform two grand performances to benefit the Acropolis Preservation Fund. Direct is an important first release of a series of works that will range from "modern symphonic works to ethnic music." Yet the amazing aspect of this disc is while each song sounds layered and pre-planned, it is, in fact, spontaneously and simultaneously composed, arranged and recorded as it flows from the performer's brain, to his fingers, straight onto digital tape. Hence the sixty-three minutes of dramatic material is especially impressive. We found the motion and the passion of this music breathtaking. And while we realize that an hour in the day of those who audition this music is precious, a high decibeled hour spent with Direct is an absolute must. We love "Will Of The Wind" just for starters.

SIGNATURE - RICHIE COLE (MILESTONE)

Richie Cole's be bop roots have always endeared him as one of Jazz's finest altoists. On Signature, he recreates what he calls the "Mega-Universal Saxophone Orchestra" using two altos, two tenors and two baritones and the power of the overdub. Does such a display sound stilted? No way. On "Sunday In New York" and "An Occasional Man," Cole and his "six-man" sound swings with dexterity and just the right amount of imprecision to make it work. There's also a generous helping of Richie's solo work. His chemistry with guitarists has always been natural. On "Trade Winds," the exchange with guitarist Vic Juris is no exception.

MIDNIGHT DREAMS - ROBERT

IRVING III (VERVE FORECAST)

Robert Irving soaked up Jazz the hard way, with his Uncle Miles Davis, always the stern professor. But stylistically, Irving avoids any sign of the cool school, opting for an individual path. While Midnight Dreams spans the world of Jazz and Urban/Contemporary potential, it's three Jazz trax ("Masada," "Seeds" and "All Is Well") that wield the fire. Irving's keyboard work lays a solid foundation for support players like guitarist John Scofield and bassist Daryl Jones.

TIARA - TONY GUERRERO (WHITE LIGHT PRODUCTIONS)

At a mere twenty-three years of age, flugel-hornist Tony Guerrero has won the praise of players and chart-dwellers like Tom Scott, Grant Geissman and Max Bennett. Obviously it was the music of Chuck Mangione who first influenced the young self-taught Guerrero the flugel possibilities, however it's his experience as a studio gunslinger that seems to have broadened his horizons. Starting with the mellow "La'd" and "Tightrope," Tiara graduates to higher levels of intensity as heard on trax like "The Attitude" and "Freckles."



Burning Brightly.

Flora Purim *Midnight Sun*

The new album.
Featuring classic jazz ballads,
as well as new songs.
Produced by Flora Purim
and Aírto Moreira.

GAVIN JAZZ:
DEBUT 39*

ADULT ALTERNATIVE

MOST ADDED

1. "SO GOOD" - AL JARREAU (REPRISE)
2. CALLING THE CZAR - DREAM PATROL (PASHA/CBS)
3. MICHEL CAMILO (PORTRAIT)
4. C.G.P. - CHET ATKINS (COLUMBIA)
5. BERMUDA NIGHTS - GERALD ALBRIGHT (ATLANTIC)

TOP TIP

CHET ATKINS
C.G.P.
(COLUMBIA)

The "Tennessee Gentleman" is enjoying a major Adult Alternative profile as C.G.P. jumps 48-35.

RECORD TO WATCH



GERALD ALBRIGHT
BERMUDA NIGHTS
(ATLANTIC)

Gerald Albright's Jazzy, bluesy, and pop/Urban sensibilities could be the right flavor programmers are looking for to tweak their sound.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	2	1	KENNY G - SILHOUETTE (ARISTA)
3	3	2	LEE RITENOUR - FESTIVAL (GRP)
2	1	3	Tom Grant - Mango Tango (GAIA)
6	4	4	LYLE MAYS - STREET DREAMS (Geffen)
4	5	5	Checkfield - Through The Lens (American Gramophone)
10	6	6	Michael Colina - Flying Home (Private Music)
30	16	7	TOM SCOTT - FLASHPOINT (GRP)
14	9	8	Carlos Reyes - The Beauty Of It All (TBA)
11	7	9	Stanley Jordan - Flying Home (EMI)
20	14	10	JONATHAN BUTLER - MORE THAN FRIENDS (JIVE/RCA)
12	10	11	Yanni - Chameleon Days (Private Music)
16	17	12	DIANE SCHUUR - TALKIN' ABOUT YOU (GRP)
41	24	13	JOHN JARVIS - WHATEVER WORKS (MCA MASTER SERIES)
13	13	14	Night Noise - At The End Of The Evening (Windham Hill)
5	8	15	Jim Horn - Neon Nights (Warner Bros.)
33	22	16	JULIA FORDHAM (VIRGIN)
34	21	17	STEVE MILLER - BORN 2 B BLUE (CAPITOL)
9	12	18	David Lanz - Cristofori's Dream (Narada Lotus)
7	11	19	Fattburger - Living In Paradise (Intima)
32	20	20	WISHFUL THINKING - WAY DOWN WEST (SOUNDWINGS)
45	35	21	ANITA BAKER - GIVING YOU THE BEST THAT I GOT (ELEKTRA)
8	15	22	Bob James - Ivory Coast (Tappan Zee/Warner Bros.)
27	26	23	RODNEY FRANKLIN - DIAMOND INSIDE OF YOU (NOVUS/RCA)
19	19	24	George Benson - Twice The Love (Warner Bros.)
26	27	25	Steve Haun - In The Sky (Silver Wave/Optimism)
15	23	26	Joan Armatrading - The Shouting Stage (A&M)
31	28	27	Steve Smith & Vital Information - Fiafiaga (Columbia)
44	30	28	WILLIAM ACKERMAN - IMAGINARY ROADS (WINDHAM HILL)
48	31	29	BILL BERGMAN & METRO JETS (GAIA)
43	33	30	GRANT GEISSMAN - ALL MY TOMORROWS (TBA)
18	18	31	Film & The BBS - The Further Adventures Of... (DMP)
28	32	32	Karla Bonoff - New World (Gold Castle)
21	29	33	Tangerine Dream - Optical Race (Private Music)
47	34	34	ERIC TINGSTAD & NANCY RUMBEL - LEGENDS (NARADA LOTUS)
--	48	35	CHET ATKINS - C.G.P. (COLUMBIA)
17	25	36	Skywalk - Paradiso (Zebra/MCA)
--	47	37	CHRIS SPHEERIS - PATHWAYS TO SURRENDER (COLUMBIA)
49	41	38	BRANDON FIELDS - THE TRAVELER (NOVA)
22	38	39	Billy Joe Walker, Jr. - Universal Language (MCA Master Series)
25	40	40	David Sanborn - Close-Up (Reprise)
36	42	41	Basia - Live (Epic)
--	45	42	NEAL DAVIS - WILD ANGELS (VISUAL MUSIK)
37	39	43	Al Stewart - Last Days Of The Century (Enigma)
23	36	44	Kenny Rankin - Hiding Inside Myself (Cypress/A&M)
--	49	45	SUSAN MAZER & DALLAS SMITH - SUMMIT (BRAVE DOG)
--	--	46	DREAM PATROL - PHONING THE CZAR (PASHA/CBS)
--	--	47	TANIA MARIA - FORBIDDEN COLORS (CAPITOL)
--	50	48	DAVID KNOPFLER - LIPS AGAINST THE STEEL (CYPRESS/A&M)
--	--	49	CALDWELL PLUS - AS WE BOP (MCA MASTER SERIES)
42	46	50	Randy Morriss - Circle Of Stone (Pacific Arts)

CHARTBOUND

GERALD ALBRIGHT (ATLANTIC)
RUSH HOUR (GAIA)
MARK EGAN (GRP)
ALVIN HAYES (TBA)
***AL JARREAU (REPRISE)**

ROBERTA FLACK (ATLANTIC)
DARYL STUERMER (GRP)
PASTICHE (BLUEPRINT)
WILLIAM AURA (HIGHER OCTAVE)

***MICHEL CAMILO (PORTRAIT)**
***BAGDAD CAFE SOUNDTRACK (ISLAND)**
JORDAN DeLaSIERRA (GLOBAL PACIFIC/CBS)
GREENIDGE/UTLEY (MCA MASTER SERIES)

Dropped: #37 Patti Austin, #43 Pete Bardens, #44 The Wave, Osamu.

*Debuts in chartbound

JAZZ

MOST ADDED

1. MICHEL CAMILO (PORTRAIT)
2. GARY HERBIG (HEADFIRST/K-TEL)
3. MOTION POET - PETER ERSKINE (DENON)
4. BERMUDA NIGHTS - GERALD ALBRIGHT (ATLANTIC)
5. 20 - HARRY CONNICK, JR. (COLUMBIA)
6. C.G.P. - CHET ATKINS (COLUMBIA)

TOP TIP

MICHEL CAMILO
(PORTRAIT)

This dynamic piano talent is Most Added by a long shot and should chart high next week.

RECORD TO WATCH



GERALD ALBRIGHT
BERMUDA NIGHTS
(ATLANTIC)

With its gradual airplay growth, Gerald's second album could break through any week now.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

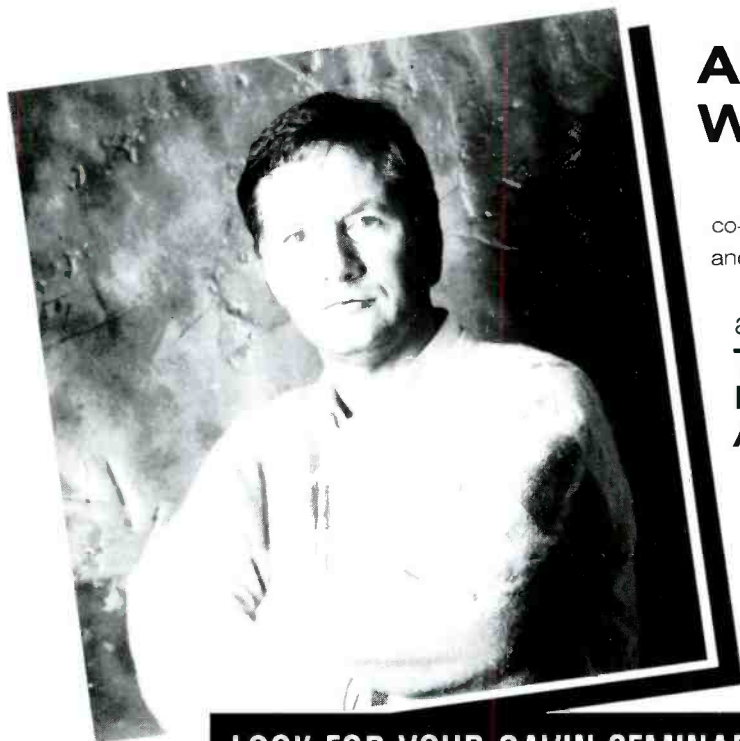
2W	LW	TW	Artist - Album (Label)
2	2	1	LYLE MAYS - STREET DREAMS (Geffen)
9	6	2	LEE RITENOUR - FESTIVAL (GRP)
1	1	3	Diane Schuur - Talkin' 'Bout You (GRP)
4	3	4	Stanley Jordan - Flying Home (EMI)
7	5	5	KENNY G - SILHOUETTE (Arista)
8	7	6	CHARLIE PARKER - BIRD SOUNDTRACK (Columbia)
5	4	7	Tom Grant - Mango Tango (GAIa)
15	11	8	KENT JORDAN - ESSENCE (Columbia)
11	9	9	Milt Jackson - Be Bop (East-West/Atlantic)
21	13	10	CHECKFIELD - THROUGH THE LENS (American Gramophone)
6	10	11	Emily Remler - East To West (Concord Jazz)
14	12	12	Gary Burton - Times Like These (GRP)
45	24	13	TOM SCOTT - FLASHPOINT (GRP)
12	15	14	Michael Brecker - Don't Try This At Home (Impulse/MCA)
20	16	15	CASSANDRA WILSON - BLUE SKIES (JMT/Polygram)
13	14	16	Dave Valentin - Live At The Blue Note (GRP)
29	18	17	WISHEFUL THINKING - WAY DOWN WEST (Soundwings)
35	25	18	TANIA MARIA - FORBIDDEN COLORS (Capitol)
19	21	19	Fattburger - Living In Paradise (Intima)
40	30	20	MOE KOFFMAN QUINTET - OOP-POP-A-DA (Duke Street/Soundwings)
16	17	21	Ernie Watts Quartet (JVC/GRP)
39	36	22	TONY WILLIAMS - ANGEL STREET (Blue Note)
3	8	23	Bob James - Ivory Coast (Tappan Zee/Warner Bros.)
--	40	24	THE HARPER BROTHERS (Verve/Polygram)
23	23	25	Steve Smith/Vital Information - Fiafiaga (Columbia)
30	28	26	STEVE MILLER - BORN 2 BE BLUE (Capitol)
32	29	27	SPHERE - BIRD SONGS (Verve/Polygram)
17	19	28	Bobby Hutcherson - Cruisin' The 'Bird (Landmark)
37	33	29	FREDDIE HUBBARD & WOODY SHAW - THE ETERNAL TRIANGLE (Blue Note)
46	35	30	MONTY ALEXANDER'S IVORY & STEEL - JAMBOREE (Picante/Concord Jazz)
33	31	31	Carlos Reyes - The Beauty Of It All (TBA)
28	27	32	Michael Colina - The Shadow Of Urbano (Private Music)
--	44	33	JANE IRA BLOOM - SLALOM (Columbia)
22	26	34	Skywalk - Paradiso (Zebra/MCA)
--	39	35	BRANDON FIELDS - THE TRAVELER (NOVA)
43	37	36	BILL BERGMAN & THE METRO JETS (GAIa)
--	38	37	SUPERSAX - STONE BIRD (Columbia)
10	22	38	Jim Horn - Neon Nights (Warner Bros.)
--	--	39	FLORA PURIM - MIDNIGHT SUN (Venture/Virgin)
--	--	40	RODNEY FRANKLIN - DIAMOND INSIDE OF YOU (Novus/RCA)
18	20	41	Flim & The BB's - The Further Adventures Of... (DMP)
--	49	42	JONATHAN BUTLER - MORE THAN FRIENDS (Jive/RCA)
--	--	43	ROBERT WATSON & HORIZON - NO QUESTION ABOUT IT (Blue Note)
--	47	44	CHARLIE HADEN QUARTET WEST - IN ANGEL CITY (Verve/Polygram)
31	41	45	The Wave - Second Wave (Atlantic)
24	34	46	Toots Thielemans - Only Trust Your Heart (Concord Jazz)
--	--	47	CHET ATKINS - C.G.P. (Columbia)
--	--	48	JOHN JARVIS - WHATEVER WORKS (MCA Master Series)
34	43	49	Art Farmer - Blame It On My Youth (Contemporary)
44	46	50	Dave Pell Octet - Live At Alfonse's (Headfirst/K-tel)

CHARTBOUND

* MICHEL CAMILO (PORTRAIT)	HARRY CONNICK, JR. (COLUMBIA)	* JULIA FORDHAM (VIRGIN)
PETER ERSKINE (DENON)	MARK EGAN (GRP)	* DREAM PATROL (PASHA/CBS)
SUSAN MAZER/DALLAS SMITH (BRAVE DOG)	GRANT GEISSMAN (TBA)	RUSH HOUR (GAIa)
GERALD ALBRIGHT (ATLANTIC)	* ART BLAKEY (SOUL NOTE)	* NANCY WILSON (COLUMBIA)
PHIL WOODS (CONCORD JAZZ)	* GEORGE SHEARING/E. ANDERSON (CONCORD JAZZ)	
* GARY HERBIG (HEADFIRST/K-TEL)	* LENA HORNE (THREE CHERRIES)	
Dropped: #32-Patti Austin, #42-Andy LaVerne, #45-Grover Washington, Jr., #48-Yanni, #50-George Benson, Joe Taylor, Mel Torme/Marty Paich.		

THRIVING ON CHAOS

INTRODUCING
THE GAVIN SEMINAR
KEYNOTE EVENT OF '89!



AN AFTERNOON SESSION WITH **TOM PETERS**

co-author of **IN SEARCH OF EXCELLENCE**
and **A PASSION FOR EXCELLENCE**

author of the latest best-seller
**THRIVING ON CHAOS:
HANDBOOK FOR
A MANAGEMENT REVOLUTION**

"Thriving On Chaos" neatly describes the working climate of our radio and music industries. It's also the title of Tom Peters' latest work, a revolutionary management handbook for the ever changing business world. Since the radio and music business are no strangers to innovation, leadership values, technological change and pressure, we are proud to host this very special 1989 Gavin Seminar appearance.

**LOOK FOR YOUR GAVIN SEMINAR REGISTRATION INFORMATION PACKET
INSIDE THE NOVEMBER 25th GAVIN REPORT THANKSGIVING ISSUE.**

**THURSDAY, FRIDAY AND SATURDAY
FEBRUARY 16th, 17th and 18th.**

**THE WESTIN ST. FRANCIS HOTEL
SAN FRANCISCO**

WE PROMISE THE HOTTEST GAVIN SEMINAR YET!

ALSO FEATURING:

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- THE GAVIN CELEBRITY COCKTAIL PARTY
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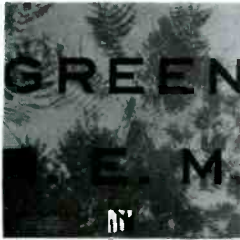
MARK YOUR CALENDAR!

ALBUM/ALTERNATIVE

ALBUM

GAVIN ALBUM FRONTLINE

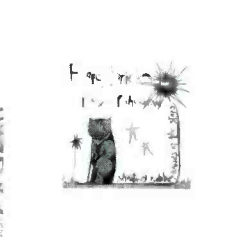
ALTERNATIVE



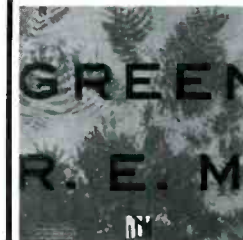
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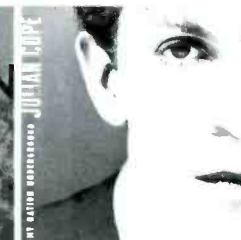
CROSBY, STILLS, NASH & YOUNG



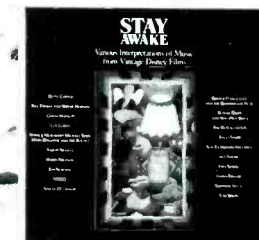
EDIE BRICKELL & NEW BOHEMIANS



REM



JULIAN COPE



STAY AWAKE



TOUCH - SARAH McLACHLAN (NETTWERK/CAPITOL)

I keep waiting for 1988's cash crop of female talent to end, but it looks like it's just not going to. The latest gem is **Sarah McLachlan's** debut on the same label that spawned **Skinny Puppy**. Touch is an excellent example of ambitious production put to good use, creating loftier ideas. The breadth and the feeling of McLachlan's songs are somewhat akin to **Kate Bush**, **Julia Fordham** and fellow Canadian **Jane Siberry**. Still, hers is a unique and living direction. Check out "Steaming," "Vox" and the instrumental "Uphill Battle." Born and raised in Halifax, Nova Scotia, McLachlan's music sounds light years beyond her twenty. Perhaps it's her youth that gives her an innocent yet surreal appeal.

AMERICAN DREAM - CROSBY, STILLS, NASH & YOUNG (ATLANTIC)

American Dream is an honest effort by four individuals so diverse in personality it's a miracle that they intersect on common soil much less common musical ground. It seems that the separate diversities have made American Dream all the more interesting. Even more of a shock is **Neil Young's** avid participation since historically he has been the hesitant initial inside the **CSNY** line-up. No less than fourteen songs have been crammed onto one disc. Recorded at the Young Ranch, each member has ample room (in fact, some of the members need ample room) to express themselves. I found **Crosby's** "Triad"-like "Compass" to be particularly revealing. On "Nighttime For Generals," Crosby

NEW RELEASES

seems to have rediscovered his political voice. **Graham Nash** retains his humanitarian shine through his writing, particularly on "Clear Blue Blue Skies" and "Soldiers Of Peace." **Neil Young** not only contributes the most songs, but is a major instrumental collaborator throughout. Fortunately, American Dream, a team effort, is awash in liberal politics in its lyrical content and attitude. So take that, America!

"WILD AGAIN" - STARSHIP (ELEKTRA)

Contractual hassles kept this fine **Starship** track from single/twelve-inch status until now. While on the bench, the track went through a thorough remix by **Mike Shipley**, making "Wild Again" wild again. So far, the soundtrack and the movie have done tremendous business. "Wild Again" has always been one of the album's very best tracks. I predict that it will give Cocktail radio legs for the remainder of the year.



THE PRICE OF PROGRESSION - THE TOLL (Geffen)

Rather than release a shorter composition, **The Toll** led off with the ten minute "Jonathan Toledo." Since that song is the band's live signature, it's admirable that they would stick to their guns so early in their careers, rather than knuckling under out of the starting-gate. Upon inspection of the entire album, it seems that The Toll aren't avid clock watchers. Two more trax inch past the ten minute mark mostly due to singer **Brad Circone's** tendency to launch into stream-of-consciousness sermonettes and mini American docu-dramas. The instrumentation is no-frills rock n roll, providing aggressive instrumental support for Circone, the latest neo-Lizard king candidate.



SMASHES, THRASHES & HITS - KISS (MERCURY/POLYGRAM)

I hear smashes and hits but no thrashes. Here are fifteen trax, most of which have never been released without make-up. The two new tunes, "Let's Put The X In Sex" and "(You Make Me) Rock Hard" aren't exactly subtle love songs, but they rank as some of the clearest rock sounds Kiss has recorded yet. If you can spare the time, take a trip through yesteryear by scanning the oldies starting with 1974's "Strutter." Also included is "I Was Made For Lovin' You," **Kiss'** classic retaliation during the **Travolta/Disco** period.

DELICATE SOUND OF THUNDER - PINK FLOYD (COLUMBIA)

There's not too much that's delicate about the presence of live **Floyd** and this album's impact is likely to be even less so. This live set is the result of **Pink Floyd's** recent tireless tour. Sans the edge of **Roger Waters** (which I still can't help missing), the new Floyd leans toward the dreamier side of their past persona. **David Gilmour**, **Nick Mason** and **Richard Wright** (and friends) aren't timid about resurrecting chestnuts that have yet to be released live to the public. Bet that this double-set package will be one of the holiday season's big retail tales because it's exactly what young Floyd fans want: larger, live-sounding, faithful renditions of classic Floyd.

"KISS" - ART OF NOISE (CHINA/POLYGRAM)

You should have seen the Gavin staff huddled around the video monitor when **Tom Jones** was strutting his stuff **Art of Noise**-style. Tom treads on **Prince's** lyrics like he's walking on the green green grass of home in hobnail boots. You gotta hear and see this to believe it. Smack! **KZ**

Radio is raving about...



A HOUSE DELIVERS

ERE
AKE
AKE
AKE
AKE
AKE

I'M GOOD
DUMBA

"If you're like me, you're sick of being hyped on the inevitable "next big thing" coming out of Ireland. Fortunately, A House deliver on that promise. A House blend acoustic and electric guitars with brilliant lyrics and memorable melodies. And "Call Me Blue" is easily one of the best songs of the year."

Bruce MacDonald, WFNX, Boston

"'Call Me Blue' has been my personal fave since I first heard it on Sire's Just Say Yo CD compilation. And the Merry-Go-Round LP is full of songs just as good."

Mike Summers, KJQ, Salt Lake City

"A House: exhilarating, provocative music from the other band from Ireland. The music from A House jumps outta the speakers like a bullet train on steroids. Do yourself a favor: check it out now or get left behind!"

Oz, 91X, San Diego

On Our Big Fat Merry-Go Round

The New Album From A House
Produced by Steve Lavell and Steve Power
for Zomba Productions/Battery Studios
Featuring the smash song

"Call Me Blue"

Watch for the "Call Me Blue" video
directed by Matt Lipsey.

Management: John Carroll



SIRE



blanco y negro

ALBUM

MOST ADDED

1. AMERICAN DREAM - CROSBY, STILLS, NASH & YOUNG (ATLANTIC)
2. "AS LONG AS YOU FOLLOW" - FLEETWOOD MAC (WARNER BROS.)
3. FISHERMAN'S BLUES - THE WATERBOYS (ENSIGN/CHRYSALIS)
4. "YOU DON'T MOVE ME" - KEITH RICHARDS (VIRGIN)
5. "WILD AGAIN" - STARSHIP (ELEKTRA)
6. "I'M SORRY" - HOTHOUSE FLOWERS (LONDON/POLYDOR)
7. EVERYTHING'S DIFFERENT NOW - 'TIL TUESDAY (EPIC)

TOP TIP

'TIL TUESDAY
EVERYTHING'S DIFFERENT NOW
(EPIC)

This velvet hammer is making steady inroads. Debuts at #38 based on both rotation and add momentum.

RECORD TO WATCH



THE WATERBOYS
FISHERMAN'S BLUES
(ENSIGN/CHRYSALIS)

Mike Scott's folk dreams are finding a solid Alternative base. One of the Most Added records in Gavin Alternative history.

2W LW TW

2W	LW	TW	ALBUM
1	1	1	U2 (ISLAND) "ANGEL" "TOWN" "DESIRE" "GOD" "WATCHTOWER"
4	3	2	TRAVELING WILBURYS (WILBURY/WARNER BROS.) "HANDLE" "DIRTY" "TWEETER"
--	5	3	REM (WARNER BROS.) "CRUSH" "POP" "WORLD"
--	--	4	CROSBY, STILLS, NASH & YOUNG (ATLANTIC) "DREAM" "CLEAR" "GENERALS" "MADE"
2	2	5	Randy Newman (Reprise) "Money" "Dixie" "Falling"
2	4	6	Keith Richards (Virgin) "Take" "Move" "Struggle"
12	11	7	JIM CAPALDI (ISLAND) "SOMETHING"
25	13	8	MIKE + THE MECHANICS (ATLANTIC) "PERFECT" "LIVING" "POOR"
10	10	9	Jeff Healey Band (Arista) "Confidence" "Light"
16	15	10	EDIE BRICKELL AND THE NEW BOHEMIANS (Geffen) "AM"
7	9	11	Tom Cochrane And Red Rider (RCA) "League"
8	7	12	38 Special (A&M) "Strategy" "Sheba"
19	18	13	STEVE EARLE (UNI/MCA) "COPPERHEAD" "JOHNNY" "BLUE"
9	14	14	Little Feat (Warner Bros.) "Long" "Roll" "Hate"
6	6	15	John Hiatt (A&M) "Slow" "Paper"
17	17	16	COCKTAIL SOUNDTRACK (ELEKTRA) "WILD" "HIPPIY" "KOKOMO" "RAVE"
23	20	17	IVAN NEVILLE (POLYDOR) "ANOTHER"
29	24	18	HOTHOUSE FLOWERS (LONDON/POLYDOR) "SORRY" "DON'T"
11	16	19	Michelle Shocked (Mercury/PolyGram) "Anchorage" "Train"
5	12	20	Eddie Money (Columbia) "Water" "Forget" "Magic"
18	19	21	Bon Jovi (Mercury/PolyGram) "Born" "Bad"
26	23	22	Steve Winwood (Virgin) "Shoes" "Holding"
40	29	23	DEF LEPPARD (MERCURY/POLYGRAM) "ARMAGEDDON"
28	27	24	MELISSA ETHERIDGE (ISLAND) "LIKE" "PRECIOUS"
27	22	25	Bad Company (Atlantic) "One" "Smoke"
32	26	26	JOAN JETT AND THE BLACKHEARTS (BLACKHEART/CBS) "LIAR"
44	33	27	DREAMS SO REAL (ARISTA) "ROUGH" "WITNESS"
--	46	28	TOMMY CONWELL AND THE YOUNG RUMBLERS (COLUMBIA) "MEET"
13	21	29	Dickey Betts (Epic) "Rock"
--	34	30	PURSUIT OF HAPPINESS (CHRYSALIS) "ADULT"
--	42	31	JOE SATRIANI (RELATIVITY) "CRUSH"
--	47	32	POISON (ENIGMA/CAPITOL) "ROSE"
46	36	33	JULIAN COPE (ISLAND) "CHARLOTTE"
38	35	34	John Mayall And The Bluesbreakers (Island) "Last"
14	28	35	Van Halen (Warner Bros.) "Feels" "Finish"
41	31	36	1969 Soundtrack (Polydor/PolyGram) "World" "1969"
31	32	37	Vixen (EMI) "Edge"
--	--	38	'TIL TUESDAY (EPIC) "LUCKY" "JULES"
34	37	39	The Bangles (Columbia) "Room"
--	--	40	CHEAP TRICK (EPIC) "GHOST"
15	25	41	Kansas (MCA) "Stand"
--	--	42	FLEETWOOD MAC (WARNER BROS.) "FOLLOW"
33	40	43	The Feelies (A&M) "Away"
--	--	44	SAM KINISON (WARNER BROS.) "WILD"
--	--	45	RATT (ATLANTIC) "WAY COOL"
--	45	46	The Primitives (RCA) "Behind"
--	--	47	SOUTHSIDE JOHNNY (CYPRESS/A&M) "PECULIAR"
37	48	48	Big Country (Reprise) "Peace" "King"
39	38	49	Richard Thompson (Capitol) "Tide" "Reckless"
42	44	50	Lloyd Cole And The Commotions (Capitol) "Bag"

CHARTBOUND

- | | | |
|--|---|--------------------------------------|
| * WATERBOYS (ENSIGN/CHRYSALIS) "BLUES" | * DAVID KNOPFLER (CYPRESS/A&M) "WHISPERS" | HOUSE OF LORDS (SIMMONS/RCA) "LOVED" |
| GUNS 'N ROSES (Geffen) "WELCOME" | SCRUFFY THE CAT (RELATIVITY) "KISSING" | STAY AWAKE (A&M) "RAITT" "LOBOS" |
| FAIRGROUND ATTRACTION (RCA) "PERFECT" | * COLIN JAMES (VIRGIN) "FIVE" | * COWBOY JUNKIES (RCA) "SWEET" |
| ROBERT PLANT (ES PARANZA/ATLANTIC) "WAY" | QUIET RIOT (PASHA/CBS) "STAY" | * JACK RUBYS (TVT) "BE" |

Dropped: #30 Robert Cray, #39 Gillan/Glover, #41 John Lennon, #43 Jon Astley, #49 Johnny Winter, #50 Cinderella, Maxi Priest.

INSIDE ALBUM

by Kent Zimmerman

When **Oren Harari**, our On Management columnist, calls for a favor it was my duty to rise for the occasion. After all, Harari writes a damn good column and is a respected business consultant on top of his tenure as a Business Professor at the University of San Francisco. He teaches a capacity-filled class called Administrative Decision-Making. They were reviewing a case study that involved a fictional Album Radio station in Denver which actually was a composite of a lot of stations nationwide. The study was well written. Could I sit in on the class and contribute? That sounded easy enough. Later I found out that I would be lecturing a class of forty college senior business students. Take it away, Kent. Trust me when I say that it's scarier facing a classroom full of students than it is to interview some hard-assed rock n roll legend.

After the experience I re-learned a couple of things. First, it's possible to overcome stage fright and face fear. More importantly, try explaining this business to even an interested captive audience of outsiders. After a compressed day of talking to Jazz radio, my energy level was high. I had jotted down just a few notes, expecting to draw the usual conclusions, in a sense winging it. Just before I was out the door, **John Edwards** of KBER-Salt Lake City was calling. John had spent a few years in the Denver market at KBPI. Getting information out of him was a breeze. His philosophy about focused radio is both realistic and a little controversial. Denver proved to be an intricate case study. After just ten minutes, I had scribbled a page of notes about KBPI and KAZY, then KBCO, then KILO, then KADX which had gone heavy metal that very day. A couple of hours later, I was standing in front of a blackboard with a confusing diagram of four radio stations, some not playing **Keith Richards** and opting for **Bon Jovi**, while some played both, some played neither, some reached adults, some rocked, some rolled and some succeeding big time in their markets while attempting to literally scale a stone mountain to penetrate another one. You get the picture. The diagram was a complete mess. The scenario was confusing as hell. Radio is fragmented and chaotic. And the students seemed to understand this chaos, even accepting it. Business, as they saw it, was a matter of splitting hairs, overcoming impossible debt services, jousting with the national economy. Even if you win, there are the inevitable challenges of keeping the egos in check. That doesn't take into account the competition of Top Forty and the rising popularity of Jazz and Adult Alternative. Album Radio as a microcosm is a fascinating reflection of the change between the sixties and the seventies, the

seventies and the eighties and on top of that, we're entering the damn nineties. The nineties! Then the 21st century, a new millennium! And it's chaos and we love it. In fact, we thrive on it.

Tom Peters, a very important management thinker of the late 20th century will be speaking at our Seminar the afternoon of Friday, February 17. Among his achievements is the current bestseller, **Thriving On Chaos**. In his past books about pursuing excellence, one of the ideas he espouses is getting the hell out of your office. It may sound impossible, but if you broadcast to a large or small campus in your marketplace, chances are you know

INSIDE ALTERNATIVE RADIO

Over the past six years no other band has dominated this format more than **REM**. Their ascent to #1 maintains a perfect record of all their records (of new material) going #1 on the Alternative chart. **Julian Cope** and the **Stay Awake** compilation had the largest gains of chart points within the top ten. **Scruffy The Cat** is HOT and could be Top Five material. **Big Dipper**, **The Lime Spiders** and **Sonic Youth** are all growing at a rapid pace and look like Top Ten candidates. Last week's Record To Watch, American Music Club, is our highest debut. **Nick Cave** debuts just ahead of a surging **Waterboys** who debut the same week they are #1 Most Added. **Nick Cave** is gathering an ardent group of followers in **Tim Ziegler-KUSF**, **Jennifer MacLellan-WRUV** and **Ivar Hamilton-CFNY**. Check out the BIG news on Ivar in this week's **RADI-O-RAMA**. There's also news about other Alternative friends including **John Sigler**, **Larry "The Duck" Dunn** and **Dave "Rambo" Darus**. The **Waterboys** gained more adds in one week than I have seen in years! Early **Waterboys** ravers include **Scott Carter-KCPR** and **Robbie Funk-KFSR**. **Dannielle Dax** debuts and is attracting comments from **Ann Delisi-WDET**, **Helen Urriola-WFIT** (whose station just had a big power boost) and **Beth Hoepner-WUOG**. The **Cowboy Junkies** are Record to Watch. A few other ones to monitor closely include **Laibach** and the **Royal Crescent Mob**, who should debut once their many Adds kick into rotations.

NEW RELEASES

Prodigal Son - THE SAINTS (TVT)

After developing a reputation for rugged and raw rock n roll in the late 70's, group leader **Chris Bailey** has chosen to focus on a cleaner sound that relies more on quality song

something worth passing on to a group of students. If you promote music in a large metro area or service a region, you have experiences that are relevant to education. We gain a lot from the energies of schools, colleges and universities. Many times they are a vital part of a listening/buying audience. They generate revenue and enthusiasm for what we have to offer--radio, music, entertainment and information. See if you can grab the opportunity to give something back. It's well worth the time and energy. Plus you get the hell out of the office. You might even be able to knock out some quick street research. Admit it. You need it. Stay well. Yer pal, KZ.

THE SAINTS

structures rather than on just desire and guts. Don't be mistaken--the emotion still burns, it's just easier to find. On this effort (like last year's *All Fools Day*) you don't have to sift through a rubble of destroyed bricks and mortar in each song. I guess after 10 albums you learn something. The cuts on *Prodigal Son* are first rate and finding one stand-out track is difficult because there is plenty of ripe pickings. I'd give the edge to "Fire and Brimstone," followed closely by "Grain of Sand," "Music Goes Round My Head" "Ghost Ships," "Massacre" and "Before Hollywood." Originally released last year on **The Saints** native Australian label, **Mushroom**, this domestic release omitted my favorite track "Some Things Never Change."



Craps - BIG DIPPER (Homestead)

Craps is an important watershed album for **Big Dipper**. This Boston-based band's songs have never been stronger and they're ready to expand on their core following that they've nurtured over the years. The single, "Meet The Witch," is an unconventional pop song that sticks to your brain. **Big Dipper** reveals their new secret weapon on "Ron Klaus Wrecked His House,"--vocal harmonies! There's subtle chaos that fuels **Big Dipper**, and in the past it sometimes sent them all over the road, but on *Craps*, a new found cohesiveness holds the pieces together. Other stellar cuts are "The Insane Girl," "Bonnie," "Stardom Because" and "Hey! Mr. Lincoln."

ALTERNATIVE

MOST ADDED

1. FISHERMAN'S BLUES - THE WATERBOYS (ENSIGN/CHRYSALIS)
2. THE TRINITY SESSION - COWBOY JUNKIES (RCA)
3. BUG - DINOSAUR JR. (SST)
4. OUT - HAPPY HATE ME NOTS (ROUGH TRADE)
5. SOMETHING NEW, OLD AND BORROWED - ROYAL CRESCENT MOB (MOVING TARGET/CELLULOID)

TOP TIP

WATERBOYS
(CHRYSALIS)

Number one Most Added by a giant margin and already being hailed as one of 1988's best by some programmers including Charlie Turner-WKXE and Mark Miller-KABL.

RECORD TO WATCH



COWBOY JUNKIES
THE TRINITY SESSION
(RCA)

This Canadian band is capturing the imagination of stations across North America, landing second Most Added and improving their chart points by 50% this week.

IMPORT/INDIE

- HAPPY HATE ME NOTS (ROUGH TRADE) *MOVE*
- LIVE SKULL (CAROLINE) *WAS*
- FRANK TOVEY (RESTLESS/MUTE) *NEW*
- HUMAN MUSIC COMP. (HOMESTEAD) *CHILLS*
- FLOWER (BEAR) *DREAM*
- WIPERS (RESTLESS) *WAY*
- A;GRUMH (PLAY IT AGAIN SAM) *GARDEN*
- SONS OF FREEDOM (SLASH) *CRIMINAL*
- PIG (WAX TRAX) *NECK*
- SOULED AMERICAN (ROUGH TRADE) *NOTES*

2W LW TW

36	4	1	REM (WARNER BROS.) "ORANGE" "POP" "STAND" "WORLD" "EVERYTHING" "INSIDE"
1	2	2	Cocteau Twins (4 A.D./Capitol) "Fingers" "Blue" "Buff" "Gum"
5	1	3	Billy Bragg (Elektra) "Leap" "Spell" "Short" "Valentine's"
29	11	4	JULIAN COPE (ISLAND) "ANNE" "5" "VEGETATION" "CHINA"
7	7	5	THEY MIGHT BE GIANTS (BAR NONE/RESTLESS) "ANA" "PURPLE" "COWTOWN" "SHOEHORN"
3	6	6	U2 (Island) "Desire" "Helter" "Watchtower" "Town" "Angel" "God"
2	3	7	The Feelies (A&M) "Away" "Life" "Final" "Undertow" "Deep"
11	10	8	STAY AWAKE - DISNEY MUSIC COMPILATION (A&M) "REPLACEMENTS" "LOBOS"
6	9	9	That Petrol Emotion (Virgin) "Groove" "Cellophane" "Candy" "Sooner" "Here"
8	8	10	Ministry (Sire) "Stigmata" "Flashbacks"
4	5	11	Siouxsie & The Banshees (Geffen) "Jar" "Ornaments" "Train"
--	32	12	SCRUFFY THE CAT (RELATIVITY) "JUPITER" "DESIRE" "BETTY" "BEG" "KISSING"
15	13	13	VOICE OF THE BEEHIVE (LONDON/POLYGRAM) "NOTHING" "BEAT" "BABY" "SORROW"
19	15	14	CAMOUFLAGE (ATLANTIC) "GREAT" "NEIGHBORS" "WINNER" "FACE" "FROM"
20	16	15	BALANCING ACT (IRS/MCA) "GENERATOR" "WORK" "CAN" "SLEEP"
35	23	16	BIG DIPPER (HOMESTEAD) "WITCH" "HOUSE" "INSANE" "LINCOLN" "STARDOM"
--	31	17	THE LIME SPIDERS (CAROLINE) "VOLATILE" "OTHER" "MAIN" "ODYSSEY"
17	17	18	Richard Thompson (Capitol) "Tide" "Yankee" "Jerusalem" "Gypsy" "Don't"
16	19	19	Game Theory (Enigma) "Election" "Leilani" "World" "Entertain"
--	41	20	SONIC YOUTH (ENIGMA/BLAST FIRST) "TEEN" "SILVER" "HEY" "CANDLE"
27	24	21	THE JACK RUBIES (TVT) "BE" "LOBSTER" "FALLING" "HORSE"
9	12	22	Lloyd Cole & The Commotions (Capitol) "Bag" "Penn" "Jennifer" "29" "Mr."
10	14	23	Fishbone (Columbia) "Dead" "Change" "Ma"
30	29	24	STEVE EARLE (UNI/MCA) "COPPERHEAD" "JOHNNY" "BACK" "WAITING" "BLUE"
31	26	25	QFRA HAZA (SIRE) "IM NIN'ALU" "GALBI" "SHADAY" "FACE" "LOVE"
22	25	26	Edie Brickell & The New Bohemians (Geffen) "What" "Love" "Beat"
34	30	27	THE PRIMITIVES (RCA) "WAY"
12	18	28	Jane's Addiction (Warner Bros.) "Jane" "Ocean" "Shower" "Beach"
43	34	29	PURSUIT OF HAPPINESS (CHRYSALIS) "ADULT" "YOUNG" "GIRLS"
14	21	30	Michelle Shocked (Mercury) "Grow" "Train" "Fogtown" "Anchorage"
18	20	31	Screaming Trees (SST) "Ivy"
28	28	32	Mission of Burma ((Taang!) "Head"
--	--	33	AMERICAN MUSIC CLUB (FRONTIER) "FIREFLY" "SOMEWHERE" "LONELY"
13	22	34	Let's Active (IRS/MCA) "Dog" "Horizon" "Orpheus" "Ten" "Terminate" "Train"
--	48	35	FAIRGROUND ATTRACTION (RCA) "PERFECT" "CLARE" "SMILE"
44	39	36	WAXING POETICS (EMERGO) "NAME" "JANE" "GHOSTRIDER"
49	37	37	GRANT HART (SST-12) "2541"
48	38	38	FRONT 242 (WAX TRAX-12) "HEADHUNTER"
24	27	39	Keith Richards (Virgin) "Hard" "Stood" "Enough" "Wish" "Locked"
33	33	40	Dreams So Real (Arista) "Jericho" "California" "City" "Heart"
--	--	41	NICK CAVE (ENIGMA/MUTE) "DEANNA" "MERCY"
--	--	42	WATERBOYS (ENSIGN/CHRYSALIS) "FISHERMAN'S" "PARTY"
38	43	43	The Bangles (Columbia) "Room"
42	42	44	Camper Van Beethoven (Virgin-12) "Weed" "Harmony" "Wade" "Jewel"
25	45	45	Dream Syndicate (Enigma) "Faith" "Side" "Haunts" "Weathered"
--	--	46	DANIELLE DAX (SIRE) "CAT" "BIG" "WHISTLING"
46	46	47	Nice Strong Arm (Homestead) "Windowsill"
50	49	48	MOEV (NETTWERK) "YEAH"
40	40	49	John Hiatt (A&M) "Slow" "Plates" "Paper" "South"
--	50	50	1969 SOUNDTRACK (POLYDOR/POLYGRAM) "PRETENDERS"

CHARTBOUND

- | | |
|--|--|
| COWBOY JUNKIES (RCA) *JANE* | LAIBACH (ENIGMA/MUTE) *GET* |
| KMFDM (WAX TRAX) *KING* | ROLLINS BAND (TEXAS HOTEL) *DO* |
| PSYCHICK TV (REVOLVER/FUND.) *GODSTAR* | THREE JOHNS (CAROLINE) *KING* |
| DINOSAUR JR. (SST) *FREAK* | ROYAL CRESCENT MOB (M.T./CELLULOID) *LOVE* |

Dropped: #35 Hunters & C., #36 Oingo B., #44 J.Astley, #47 R.Newman, Toots, Talk Talk.

"I WANT YOUR LOVE"



Transvision Vamp

CASH IN NOW ON THE
ELECTRIFYING NEW
I DON'T WANT YOUR MONEY MIX



FROM THE
DEBUT LP
ON UNI-
POP ART



PHOTO FILE

by Lisa Smith & Betty Hollars



THIRTYSOMETHING ◀
Honeymoon Suite was in San Antonio the same day Barney Kilpatrick, promotion manager for Warner Bros. celebrated his thirtysomethingth birthday. While Barney tried to forget, KSAQ's Kathie Romero and Michele applied additional candles. Pictured (l-r) are Honeymoon Suite's Gary Lalonde, KSAQ's Michele, Romero, "Lips" Kilpatrick, Suite's Derry Grehan, Johnnie Dee, Rob Preuss and Dave Betts.

Care to be "Photo Filed" by the Gavin Report? Send your favorite photo of yourself or anyone else to Betty and Lisa, c/o Gavin, 140 Second St. S.F., CA 94105

WILD MEN GET WILDE ▶

Having a wild time in Minneapolis during a recent Kim Wilde stop are (l-r) MCA Midwest Promotion Manager Kevin Carroll, MCA VP Billy Brill, Kim Wilde, KDWB-Minneapolis' Mr. Ed, and KDWB P.D. Brian Phillips.

ROBERT PALMER'S K.C TREK ▼

During his recent concert tour, Robert Palmer took time to visit with Kevin Kenney, P.D. of KBEQ-Kansas City. Pictured during the visit (l-r) are Kenney, Palmer, and a KBEQ mystery guest.



MORNING CRAZIES ▼

One of the stops Elton John made to kick-off his national concert tour was Y100-Miami, and Y100's morning show personalities were proud to have him. Pictured are (l-r) Sonny Fox, Captain Y, Elton John and Athletes Foot. All (except Elton) are members of the morning show.



WHERE'S EDDIE? ▶

A recent Eddie Money cruise listening party found four Bay Area locals asking themselves, "Where's Eddie?" With Eddie Money photos on their way to us for future Gavin Photo Files, shown are (l-r) HOT97.7-San Jose's Christopher Lance, Gavin's Dave Sholin, KATD-San Jose's Gary Weinstein, and KMEL's Keith Naftaly.



JOBS

REGIONAL AOR FM seeks ft/pt AT's for future openings. T&R: J. Bailey, 92MDK, PO Box 389, Peterborough, NH 03458. [11/18]

COUNTRY WAXX/FM has a rare opening for drive-time announcer. Solid prod. skills a must! T&R: Tim Wilson, PO Box 6000, Eau Claire, WI 54702. [11/18]

A/C KWAU has immediate openings. T&R: Alan Richmond, PO Box 1391, Monterey, CA 93942. [11/18]

PREMIERE JAZZ WJAZ is looking for experienced announcers for future ft/pt shifts. T&R: Rick Petrone, 117 Prospect Street, Stamford, CT 06901. [11/18]

100,000 WATT COUNTRY WATT seeks afternoon AT w/good pipes & prod. ASAP. T&R: Steve Peterson, PO Box 539, Sparta, WI 54656, or call (608) 269-3307. [11/18]

HOT A/C KNVR needs a production pro. Great place to live & grow w/a great team. T&R: Tom Kelly, PO Box 3936, Chico, CA 95926. [11/18]

URBAN WILD needs a PD w/4 years on-air/prod. & administration exp. T&R& thoughts on programming ASAP: Kendall Nash, 90 Warren Street, Roxbury, MA 02119. No phone calls, please. [11/18]

A/C KTID needs air personalities for weekends. T&R: Dennis Coppola, 1623 5th Ave., San Rafael, CA 94901, or call (415) 456-1510. [11/18]

KOJM/KPOX-HAVRE, MT, seeks experienced AT w/prod. for 1/1. T&R: Greg Ellendson, PO Box 7000, Havre, MT 59501. [11/18]

KOFY/AM needs an AT for '50's & '60's intensive format. If you're not afraid to talk w/listeners, send T&R: Jason W. Fine, 642 Harrison Street, San Francisco, CA 94107. No phone calls, please. [11/11]

TOP 40 Y93/FM has immediate opening for 7-mid shift. T&R: Bob Beck, KYVV RADIO, PO Box 1738, Bismarck, ND 58502. [11/11]

TOP 40 HOT 102 needs a morning talent for highly competitive crossover station. T&R: Rick Thomas, 12800 W. Blue Mound Road, Elm Grove, WI 53122. [11/11]

COUNTRY KWPC has a rare opening for 7-mid communicator w/prod. skills. Great pay & benefits. T&R: Tim Scott, 3218 Mulberry Ave., Muscatine, IA 52761, or call (319) 263-2442. [11/11]

A/C KJOY needs a part-time weekender w/experience. T&R: Roy Williams, 110 N. El Dorado, Stockton, CA 95202. [11/11]

URBAN WTOY needs an afternoon drive time AT w/great prod. skills. Contact: Mike Morgan (703) 343-5545. [11/11]

TOP 40 WNSL needs a killer AT & production talent for South Mississippi power house. T&R: Ron, PO Box 1229, Laurel, MS 39441. No calls, please. [11/11]

CLASSIFIEDS

KGA/KDRK needs a Chief Engineer for 50 kw directional AM, 56 kw FM. Hands on experience. Resume & References: Art Sanders, South 6228 Regal, Spokane, WA 99223. [11/11]

EASTERN MAINE'S #1 HIT MUSIC station FOX 104.7 is looking for a midday AT & possible prod. director. T&R: Todd Martin, 78 Main Street, Belfast, ME 04915. [11/11]

#1 TOP 40 WZIX has an immediate AT opening. T&R: Jim McDonald, PO Box 1247, Columbus, MS 39703. [11/11]

A/C ROCKY MT. KSGT needs a Sports Director w/p-b-p exp. T&R: Jon St. Clair, PO Box 100, Jackson, WY 83001. [11/4]

COUNTRY KYAK seeks PD/Midday Personality with A/C delivery. Good money, no beginners. T&R: Bill Fink, 2800 E. Dowling, Anchorage, AK 99507. [11/4]

NEW RADIO FACILITY seeks experienced staff for all positions. T&R: Ted Brown, EZ Comm., PO Box 60408, Sacramento, CA 95860. [11/4]

FULL-SERVICE WJBC needs an afternoon drive personality for nat'l ratings leader. Some programming responsibilities. First personality opening here in ten years! T&R: Don Munson, PO Box 8, Bloomington, IL 61702. No phone calls, please. [11/4]

TOP 40 WKTI needs experienced weekend/fill-in AT. T&R: Danny Clayton, 720 E. Capitol Drive, Milwaukee, WI 53201, or call: (414) 223-5339. [11/4]

KSEQ-FRESNO, CA, seeks weekend air personality for uptempo A/C. Pros only. Contact: Kevin Barrett (209) 627-9710. [11/4]

MANAGEMENT OPPTY for exp. VP/General Mgr. in most beautiful area in Midwest. Exciting, light Country station w/successful format. Young aggressive company. Grow w/us. T&R: PMA Marketing Co., 4359 S. Howell Ave. #106, Milwaukee, WI 53207. [11/4]

COUNTRY WDMV needs a morning personality immediately. Production & copy skills essential. Contact: Charlie Walters: (301) 957-0540. [11/4]

#1 TOP 40 KLYV needs hot night jock for 7-mid. T&R: Jeff Davis, 5490 Saratoga, Dubuque, IA 52001. No calls, please. [11/4]

ALBUM KSJO/FM needs an overnight person w/prod. skills. T&R: Ken Anthony, 1420 Koll Circle, San Jose, CA 95112. [11/4]

ALBUM ROCK KLLK has immediate opening for airstaff w/prod. skills. T&R: Susie Slicker, PO Box 1520, Willits, CA 95490. [11/4]

TOP 40 KOEN small mkt. needs an exciting, entertaining night jock. Growth potential. T&R: Bill Dawson, 936 SW Medford Ave., Roseburg, OR 97470. [11/4]

COLLEGE REP COORDINATOR needed for Rainbow Records. Responsibilities to include: Supervising 8+ college representatives, coordinate college advertising & promotions, work w/college representatives of major record labels. Send resume & cover letter to: Nadine, 379 Oyster Point Blvd. #5, South San Francisco, CA 94080. [11/4]

AVAILABLES

PD/MD/PUBLIC AFFAIRS w/major market exp. at KBLX-Oakland/SF. BOB DAVIDSON: (415) 856-2414 or 848-7713. [11/18]

MAJOR MKT. AT selling the farm and coming to Dallas. I always get numbers. STEVE: (601) 442-4895 days, (601) 786-3242 eve. [11/18]

RECENT B'CAST GRAD seeks live radio! Let's talk real radio! Prefer upper MW or NW in Country, Oldies or Top 40. CASEY O': (701) 545-7441. [11/18]

SKILLED AT looking for hot AOR opp'ty. Skilled AT/Prod/Promo/MD w/13 years of tireless enthusiasm. Former KKLZ-Las Vegas. KEVIN VARGAS: (702) 734-6835. [11/18]

LOOKING FOR 3RD gig in rated IN or OH area in A/C or Top 40. Lot's of phones & high energy. PO box 21791 South Euclid, OH 44121. [11/18]

5 YEAR AOR/TOP 40 PRO looking to relocate to avoid small time radio blues. Good money brings good talent. KENDALL WEAVER: (509) 248-4090 or (509) 966-5080. [11/18]

EXPERIENCED PROGRAMMER w/warm personality looking for a home. Country or A/C format. MIKE: (515) 368-5332. [11/18]

8 YEAR PRO state award winner in prod. looking for pt production or on-air position in San Diego area. RICK: (601) 545-1822. [11/18]

ATTENTION CHICAGO! 11 year pro must relocate to area. Seek full or part-time shift. Overnights okay at Top 40 or A/C. PATRICK: (217) 875-1015. [11/11]

13 YEAR VET w/Top 40, AOR, A/C exp. Great on-air style & prod. seeking med./large mkt. air position. RC: (407) 468-9164. [11/11]

ASS'T PD/MD/AM personality w/Top 40 exp. ready to relocate. RICH: (312) 226-2699. [11/11]

SALES ORIENTED COUNTRY PD can bring your station numbers as well as contribute to your marketing plan. Seeking career position in SE or SW. Contact: Ric (619) 281-9495. [11/11]

PROGRAMMING VACANCY? Lynch your competitors. JANET: (502) 895-5888. [11/11]

PERSONALITY/PROD./PHONES. Seeking top rated mkt. in Top 40 or A/C in IN or OH. WRITE TO: PO Box 21791 South Euclid, OH 44121. [11/11]

EXPERIENCED COUNTRY & A/C personality available now. Will relocate. MIKE: (517) 368-5332. [11/4]

TOP 40/URBAN w/12+ years exp. Afternoons in Top 40 SE only. Let's talk. CALL: (803) 457-4556. [1/4]

LADY DJ FOR AOR or Top 40. Low mileage & great pipes. Stable w/good references. MAGGI: (214) 416-2471. [11/4]

10 YEARS experience in radio & TV. Nashville native Country music nut who prefers SE area. Former: WLAC, WSIX, WBVR. CHRIS: (502) 843-0633. [11/4]

PD/AT in A/C or Country communicator w/lots of exp. All markets considered. BEN NOE: (505) 437-3939 [11/4]

SERVICES

KNFT: Country service from all labels. Kelsey Lamberton, #5 Racetrack Road, Silver City, NM 88061. [11/18]

KEZS: Country CDs from all labels. Bob James, PO Box 1610, Cape Girardeau, MO 63701. [11/18]

Send notices of job openings or availables to Natalie Cusenza, c/o Gavin Classifieds, 140 Second Street, San Francisco, CA 94105 or call (415) 495-1990.

PERSONAL PICKS

SINGLES by Dave Sholin

ENYA - *Orinoco Flow (Sail Away, Sail Away, Sail Away)* (Geffen)

One of the truly special records to cross my desk this year. It's not surprising that this imaginative and mystical production went to number one in Britain after only three weeks! A "secret weapon" record that'll stand out and reflect the mood and aura of this time of year.

BON JOVI - *Born To Be My Baby* (Mercury/PolyGram)

A real "Jersey" rocker that's straight off the Boardwalk. With "Bad Medicine" still in the top three, these guys aren't wasting any time issuing this follow-up release. Expect the same growth pattern.

ERASURE - *A Little Respect* (Sire/Reprise)

Chalk up another one for this dynamic duo. That bass beat and a crisp, inventive vocal accentuate a danceable, power pop track. Hard to top their debut single, but it sure sounds like they've done it.

TONE LOC - *Wild Thing* (Delicious Vinyl/Island)

Several times this past year "rap" has broken through to Top 40, and each time it was because of a unique presentation. Here is what can best be described as "cool" rap with a lyric designed to generate heavy phone response.

ALBUMS by Ron Fell



CROSBY, STILLS, NASH & YOUNG - *American Dream* (Atlantic)

Certainly the comeback of the year in popular music. I for one held no great expectations from this project. Their music from the late sixties and early seventies was brilliant and inspiring. CSN&Y was one of the first supergroups to live up to the sum of its individual talents. The group, which set

the standards by which the last two decades of acoustic rock are still judged, proved then and again now, that there is no finer quartet. This is the album which should have been titled *Deja Vu*. Their distinctive trademark harmonies, stacked to the roof and sweet to the taste, have stood the test of time. And during their long hiatus, studio technology has caught up with them, now able to capture their talent fully. As with their other albums, *American Dream* is often front page news turned to Op-Ed poetry. The lead single, *AMERICAN DREAM*, Neil Young's tribute to fallen false prophets, is set to a quirkish Motown backbeat, making light of a dark situation. Another Neil Young contribution, *THIS OLD HOUSE*, is back porch harmony sung about a repo man who's knockin' on the front door. *NIGHT TIME FOR GENERALS* is David Crosby's best song and solo of the set. I'd never have guessed that it was Crosby singing. *DRIVIN' THUNDER* is the roadhouse rocker on the LP, as Stephen Stills and Neil trade leads on guitar and vocally in a flatout floorboard Rambler. *THAT GIRL* is a briskly paced yet harmonically comfortable future single. All in all, *American Dream* is a bountiful harvest.



the GAVIN REPORT

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erasure



“a little respect”

the new single

produced by stephen Hague

*from the album
the innocents*




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