

the GAVIN REPORT

ISSUE 1740, JANUARY 20, 1989

LOU REED'S NEW YORK

A TRAVELOGUE THROUGH
THE BIG APPLE'S MEAN STREETS

- ◀ DREN HARARI ON LIVING QUALITY
- ◀ THE MAILBAG FROM HELL STARRING ERIC NORBERG

Gloria Estefan

© "Into The Light" album is Platinum Plus

© "Coming Out Of The Dark" single went to #1 at both the Top 40 and A/C formats in all the trades

© "Coming Out Of The Dark" video went to #1 on the VH-1 Top 20 Countdown

© Sold out tour starts in April in London and comes to America in July

SEAL OUR FATE

Produced by Emilio Estefan Jr., Jorge Casas & Clay Ostwald © 1991 Sony Music Entertainment Inc.



THE MESSAGE OF THE MUSIC TRAVELS ON.

"END OF THE LINE"



The New Single from

TRAVELING WILBURYS

Produced by Otis and Nelson Wilbury

© 1988 Ganga Distributors B.V.



GAVIN AT A GLANCE

TOP 40

MOST ADDED

VIXEN
Cryin' (EMI)
CHICAGO
You're Not Alone (Full Moon/Reprise)
BOBBY BROWN
Roni (MCA)

RECORD TO WATCH

WAS (NOT WAS)
Walk The Dinosaur (Chrysalis)

Hot

MIKE + THE MECHANICS
The Living Years (Atlantic)



URBAN

MOST ADDED

LEVERT
Just Coolin' (Atlantic)
DONNA ALLEN
Joy And Pain (Oceana/Atco)
JAMES "J.T." TAYLOR
& **REGINA BELLE**
All I Want Is Forever (Epic)

RECORD TO WATCH

L'TRIMM
Cuttie Pie (Atlantic)

Hot

SURFACE
Closer Than Friends
(Columbia)



A/C

MOST ADDED

DEBBIE GIBSON
Lost In Your Eyes (Atlantic)
ROY ORBISON
You Got It (Virgin)
CROSBY, STILLS, NASH & YOUNG
Got It Made (Atlantic)

RECORD TO WATCH

VANESSA WILLIAMS
Dreamin' (Wing/PolyGram)

Hot

RICK ASTLEY
She Wants To Dance
With Me (RCA)



COUNTRY

MOST ADDED

SHENANDOAH
The Church On Cumberland Road
(Columbia)
KEITH WHITLEY
I'm No Stranger To The Rain (RCA)
LACY J. DALTON
The Heart (Universal)

RECORD TO WATCH

THE LONESOME STRANGERS
Goodbye Lonesome, Hello Baby Doll
(HighTone)

Hot

GEORGE STRAIT
Baby's Gotten Good
At Goodbye (MCA)



JAZZ

MOST ADDED

DAVE GRUSIN
Collection (GRP)
JOE LoCASCIO
Marionette (Chase Music Group)
CARLA BLEY/STEVE SWALLOW
Duets (ECM)

RECORD TO WATCH

DAN BALMER
Becoming Become
(Chase Music Group)

Hot

ROBIN EUBANKS
Different Perspectives
(JMT/Poly/Gram)



ADULT ALTERNATIVE

MOST ADDED

FREE FLIGHT
Slice Of Life (CBS Assoc.)
DAN BALMER
Becoming Become
(Chase Music Group)
TANITA TIKARAM
Ancient Heart (Reprise)

RECORD TO WATCH

TANITA TIKARAM
Ancient Heart (Reprise)

Hot

DO'AH
World Dance
(Global Pacific/CBS)



ALBUM

MOST ADDED

THE REPLACEMENTS
"I'll Be You" (Sire/Reprise)
CHRIS REA
"Working On It" (Geffen)
EASTERHOUSE
"Come Out Fighting" (Columbia)

RECORD TO WATCH

THE REPLACEMENTS
"I'll Be You" (Sire/Reprise)

Hot

RUSH
Show Of Hands
(Mercury/PolyGram)



ALTERNATIVE

MOST ADDED

EASTERHOUSE
"Come Out Fighting" (Columbia)
THE REPLACEMENTS
"I'll Be You" (Sire/Reprise)
THE SANDMEN
"Hate Your Ways" (Garden-Denmark)

RECORD TO WATCH

YOUNGBLOOD
Compilation (rooArt)

Hot

VIOLENT FEMMES
3 (Slash/Warner Bros.)



**EVERGREEN'S
BUZZ BENNETT
UPPED TO VP**

NEWS

**GAVIN SEMINAR DEADLINE
COMING UP
REGISTER NOW!**

IS HE OR ISN'T HE?

SCOTT SHANNON HEADING WEST TO KIQQ

At presstime, the Gavin Report learned that Scott Shannon will be exiting his post as Z100-NY morning zoo inmate and Malrite VP of Operations/PD Z100 to join Westwood One's KIQQ-L.A. A formal announcement was scheduled to be made on Thursday, January 19.

The talk of Shannon's departure began last week, and the rumor reached the boiling point on Tuesday, January 17. Although no one in the Westwood One organization would comment on the situation and Shannon himself was not returning calls, an article in Tuesday's New York Daily News intimated that Shannon was thinking of leaving New York. Z100 GM Gary Fisher said "I will say that Scott has chosen not to renew his contract with the station. It expires at the end of June. He's still on the air--he'll still be on the air, but I will say that his people and our people are, at this point, interacting with the hopes of getting him an exit that will be quicker than June 30."

The Gavin Report will have a complete story when Shannon's move is official.

**EVERGREEN
BUYS KFAC**

Evergreen Media Corporation has purchased KFAC-L.A. from Classic Communications for \$55 million--the highest price ever paid for a classical format radio station. The sale is subject to FCC approval, but expectations are that it will clear within the first six months of '89.

Currently Evergreen plans to leave KFAC's format and air personalities in place. "I'm delighted to be joining the most exciting, dynamic...market in the U.S.," said Evergreen's Scott K. Ginsburg, "and I'm especially pleased to be able to continue classics." KFAC will be Evergreen's first classical outlet. They own and operate stations that include "The Loop" in Chicago, Y95 in Dallas, and are contracted to purchase WAXY-FM in Miami-Ft. Lauderdale from RKO General.

Evergreen's purchase of KFAC coincides with the announcement that former jazz station KKGO will be

changing direction and going classical. That may or may not influence Evergreen's decision to remain in a classical mode. When pressed, National PD Buzz Bennett said "Scott Shannon is going to KIQQ. He got \$2 million a year for five years. I hope I can make that kind of money too. L.A. will be an extremely heated market as far as contemporary radio goes, and there will be a lot of changes."

EYERLY BACK AT KMEL

Katie Eyerly has rejoined the staff of KMEL-SF in the newly created position of Marketing Consultant. In September of last year Eyerly started her own publishing business, and now that her company has been launched she will direct the expansion of KMEL's promotion department.

Assisting Eyerly will be Margaret Fotinos who has been upped from Asst. Promotion Director to Promotion Coordinator, and Sally Williams who comes to KMEL from the former KYUU, now X-100.

**ARNOLD NEW
PD AT WJZZ**

With the departure of Steve Williams from WjZZ-Detroit, Terry Arnold has been named Program Director. Arnold will continue to program 'JZZ's sister station WCHB-Inkster, MI.

According to Music Director Rosetta Hines, she and Cliff Coleman will be handling music-related duties. Rosetta had been with the station from 1970-1982 before leaving to spend three years at WJLB-Detroit and then a year with Public Radio. "Now I'm back home," she said. Hines will continue to hold down her midday air shift.

NEW CALLS FOR WUSM

WUSM-North Dartmouth, MA, has changed its call letters to WSMU. According to Music Director Marcia Woytaszek the change will not effect the station's format or personnel.


RADI-O-RAMA

OLD YET NEW FACES: Part of the lineup at K-101 is new, but it contains some familiar names--Terry McGovern is holding fast to the 6-10A slot, followed from 10-3 by Rick Shaw, 3-7 Jack Culp, 7-Mid Turi Ryder and Mid-6A Karen Dee. Sue Hall can be heard over the weekend...Kudos to P.C. and Urban station WGSW-Greenwood, SC for programming 7-1/2 hours of educational, uplifting programming on Martin Luther King, Jr. Day. The highlights were King: Atlanta To The Mountaintop and King: A Musical Tribute, with actor Denzil Washington. P.C. reports that they got lots of positive calls...KACV/FM 90-Amarillo is experimenting with an Alternative Country program. "Young Country" is on Saturdays at 9AM and is hosted by Robert Duke...Chris Kelley, four year morning and midday veteran at Power 104-KRBE in Houston goes crosstown to join 93Q as midday air talent...Wowee! Rich and Famous KISS 108-Boston PD Sunny Joe White returned my call. My year is complete!...Former KYUU which is now X-100 PD Joe Alfenito returns to Washington, D.C.'s WKYS where he'll be Director of Creative Services...Hot new personality at HOT 97 FM-New York is Robojock. He's part of a "Let's Make A Deal"-type promotion that gives contest winners the choice of keeping their prizes or trading them in for the possibility of a better prize...Ric Sanders' birthday present (he celebrates Jan. 20) is MD stripes at KDON/Salinas-Monterey, CA. He continues driving 'em home in the afternoon. More from KDON--Lisa

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PLAYING IT 6AM-3PM

WILL CONVINCCE YOU!!!



"YOU GOT IT"

by

ROY ORBISON

- #1 MOST ADDED AT A/C
- #1 MOST ADDED AT AOR
- MAJOR COUNTRY SUPPORT!
- MAJOR TOP 40 SUPPORT AT:
B96 • POWER99 • WXKS • 94Q
WZOU • WMJQ • WPRO/FM
KXYQ • KISN • BJ105 • Q106
WMMS • Z104 • WBBQ • WTIC/FM
PLUS 75 MORE!!!

HEAR IT 6AM-3PM ON YOUR STATION

**BEFORE YOU DECIDE.
YOU'LL BE CONVINCED!!**

Virgin

ADULT ALTERNATIVE FLIES HIGH

What was once a small group of stations that played light jazz during the evening hours, or called themselves "The Quiet Storm" and dared to be different by playing records by artists the mainstream wasn't aware of, is now becoming what could well be the format of the 90's.

Since the Gavin Report instituted an Adult Alternative section in June of 1988, we've watched our reporting stations grow in the all-important ratings area. The Fall Arbitron saw dramatic numbers increases in stations all over the country. What brought this on? "We finally marketed the station," said KKSF-SF PD Steve Feinstein. "We elected to polish our product and make sure it was worth touting--the marketing we did resulted in our highest cume ever." Mike Fischer of WNUA-Chicago agreed. "Promotions and consistency," he said, "there's no secret to real radio."

Most Adult Alternative programmers feel the format itself is hard to pin down. "Every station interprets it differently," said KIFM-San Diego's Steve Huntington. "We play different sides of pop hits, we play crossover hits and at night we play jazz hits." "We have a unique type of programming," said Brad Hallihan of KJOY in Stockton, CA. "KJOY is a compilation of Adult Alternative and good, quality music."

Steve Amann at WBZN in Milwaukee sees the format as a reason for the 25-54 audience to listen to radio. His station jumped from a 2.3 to a 3.6 with virtually no promotion budget. "It's bringing a lot of people back to radio--a lot of people are turning the radio on who thought it was no longer exciting."

Two stations that received well-deserved ratings success are KBLX-Berkeley/San Francisco, which pioneered the format in 1978 and KTWW/THE WAVE-L.A. which is programmed by John Sebastian. KBLX MD Monica Lynch reports significant jumps 25-54 in all dayparts and Sebastian can boast a jump of 3.0 to 3.3, the highest ratings in the station's history. Steve Huntington, whose KIFM has been programming Adult Alternative music for 6-1/2 years spoke for the pioneers by saying, "We're known. Our audience is active. They're not getting it anywhere else."

RADI-O-RAMA cont.

Fox will be doing late nights. She comes from KZOZ-San Luis Obispo...Rich Nichols has been named VP/GM of KWTO/AM&FM-Springfield, MO. He comes from across town at KXUS... At KIQY-Lebanon, OR JP Bzet takes over programming and continues with his morning duties with Tim West joining him as Asst. PD and co-breakfast flake. Tim comes from KVFM-Logan, Utah...Ken Richards is out as MD at KMGX-Fresno... Andy Chase has resigned the PD position at KZZO/FM, but remains as the station's 8-12M personality. Operations Mgr. J.J. Jeffries is acting PD. As of now the station isn't looking for a new PD...Page Hodel is hosting LIVE 105-SF's new feature "The Midday Mix," heard weekdays at 1:05PM...Fresno, CA's KAAT/FM is now broadcasting the BREEZE format. That makes 30 stations affiliated with the Minneapolis-based consultancy... Lineup changes at WKSQ-KISS 94/FM-Ellsworth/Bangor, ME: PD Tim Moore teams up with ND Stu Marckoon for morning drive and Production Director Tom Shepard moves to middays. P.J. Knight joins the station as afternoon drive personality and Paul Bunyan will handle nights. Chris Michaels can be heard overnight...Mark Gullett is Promotions Manager at WFOX-Atlanta. He comes from Charlotte's WRFX...

The Gavin Family extends our condolences to the friends and family of WMMY- Melbourne, FL personality James Ray Justice aka Jim Mason. Jim suffered a heart attack brought on from complications following a bone implant. He was 33 years old.



KROQ's Swedish Egil (l) and Aswad's Drummie Zeb (r) congratulate each other backstage at Bogarts in Long Beach, California where UK rockers Aswad performed a free KROQ noon-time concert.

ROTATIONS

IT'S ALL RELATIVE: Changes at Relativity--now it's official--Ron (Jetson) Poore has been appointed National Alternative Radio Promotions. He comes from WOXY in Cincinnati. Craig Burton will handle East Coast Retail Promotions. Glenn Fidell has left the label and is available. He can be reached in New York at 212-431-1398.

BIRTHDAYS

Our Best Wishes and HAPPY BIRTHDAY To:
Compiled by Diane Rufer

Jim Burruss, Columbia Records 1/22
Tom Rivers, WQYK/FM-St.Petersburg, FL 1/22
Steve Perry 1/22
Franco, WQGN-Groton, CT 1/23
Vicki Johnson, WAHC/FM-Appleton, WI 1/23
Robin Zander (Cheap Trick) 1/23
Doug Koehn, KNEN-Norfolk, NB 1/24
Lee Green, KWTD-Little Rock, AR 1/24
Neil Diamond, Ray Stevens, Doug Kershaw,
Warren Zevon 1/24
Liz Pullen, The Gavin Report 1/25
Rick Alan, KKEG-Fayetteville, AR 1/25
Jim Ayers, WKBX-Kingsland, GA 1/25
John Meissner, KSUE-Susanville, CA 1/25
Jim Scott, KWES/FM-Odessa, TX 1/26
Cedric Hollywood, WJHM-Orlando, FL 1/26
Peter Standish, The Gavin Report 1/27
Howard Rosen, H. Rosen Promotion 1/27
Craig Erickson, KOJM-Havre, MT 1/27
Don Owen, KGA-Spokane, WA 1/27
Tim Alston, WEA Records 1/27
Bobby "Blue" Bland 1/27
Bob Harlow, KSJO-San Jose, CA 1/28
Jack Silver, KIIS/FM-Los Angeles, CA 1/28
Jerry Steffan, WSPT-Stevens Pt., WI 1/28
Dave Sharp (Alarm) 1/28

NEW TO THE Q

John Clay is the new Music Director at KKLQ AM/FM (Q106) in San Diego. Clay joined the station in November 1987 after programming KGGI-Riverside/San Bernadino and KHTZ-Reno/Lake Tahoe.

Clay's assumption of the Music Director position comes at a great time for Q106. According to Arbitron the Edens Broadcasting outlet has the most listeners of any San Diego radio station for the fifth consecutive ratings period.

"THE BLADE" SOLD

KBPI/FM-Denver's AM sister station, known as "The Blade" has been sold to a trio of locals known as Boulder Broadcasting. It is their first broadcast operation, and they plan to revert "The Blade" to a talk format.

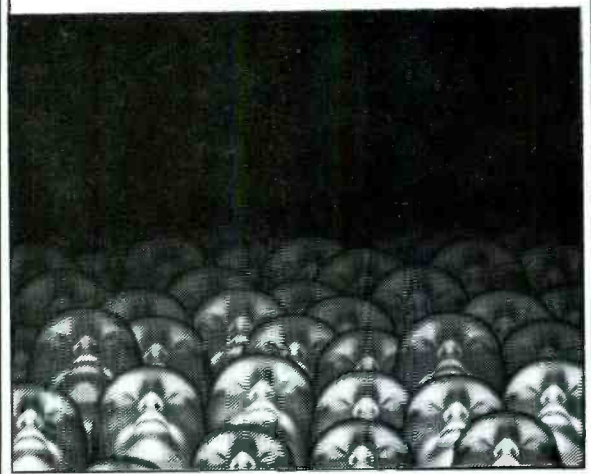
KBPI/FM Music Director Chris Poole assures us that "KBPI/FM is definitely rockin'," and I want to thank the hard rock community for their past support of "The Blade." Maybe we can figure out a way to do it again in Denver."



Chris Baca has been named West Coast Director, Album Promotion, for EMI. A ten year music industry veteran, Baca most recently held the position of Regional Promotion Manger, EMI.

CRACK THE SKY

From The Greenhouse



CRACK THE SKY

The Album: "FROM THE GREENHOUSE"
Featuring The Single: "LOST IN AMERICA"



GRUDGE RECORDS
37 North Broadway
Nyack, NY 10960
914 358-7711

Distributed by **BMG**
ESTRIEUTICM

TOP 40

MOST ADDED

- VIXEN (107)
(EMI)
- CHICAGO (84)
(Full Moon/Reprise)
- BOBBY BROWN (81)
(MCA)
- DEBBIE GIBSON (78)
(Atlantic)
- BREATHE (58)
(A&M)
- VAN HALEN (58)
(Warner Bros.)
- ANITA BAKER (56)
(Elektra)
- ROY ORBISON (54)
(Virgin)
- DINO (52)
(4th & Broadway/Island)

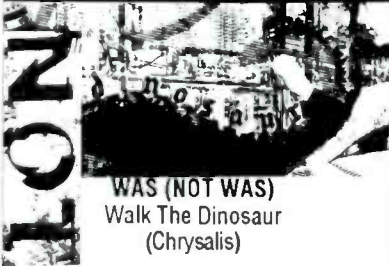
CERTIFIED

- DEBBIE GIBSON
Lost In Your Eyes
(Atlantic)
- GUNS N' ROSES
Paradise City
(Geffen)

TOP TIP

VANESSA WILLIAMS
Dreamin'
(Wing/PolyGram)
"Best New Artist" Grammy nominee
starts off the year with her strongest
Top 40 airplay stats to-date.

RECORD TO WATCH



WAS (NOT WAS)
Walk The Dinosaur
(Chrysalis)

Early indications point to stations getting plenty of mileage from this fossil fueled follow-up. Thirty-three adds this week.

2W LW TW

10	4	1	SHERIFF - When I'm With You (Capitol)
1	1	2	Phil Collins - Two Hearts (Atlantic)
3	2	3	Taylor Dayne - Don't Rush Me (Arista)
4	3	4	Def Leppard - Armageddon It (Mercury/PolyGram)
9	5	5	STEVE WINWOOD - Holding On (Virgin)
12	6	6	WHITE LION - When The Children Cry (Atlantic)
13	7	7	BON JOVI - Born To Be My Baby (Mercury/PolyGram)
17	10	8	PAULA ABDUL - Straight Up (Virgin)
15	12	9	KARYN WHITE - The Way You Love Me (Warner Bros.)
16	13	10	INFORMATION SOCIETY - Walking Away (Tommy Boy/Reprise)
22	17	11	U2 - Angel Of Harlem (Island)
23	19	12	RICK ASTLEY - She Wants To Dance With Me (RCA)
19	16	13	TIFFANY - All This Time (MCA)
26	18	14	ZONE - Wild Thing (Delicious Vinyl/Island)
25	20	15	NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)
28	21	16	ERASURE - A Little Respect (Sire/Reprise)
33	24	17	EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)
27	23	18	ESCAPE CLUB - Shake For The Sheik (Atlantic)
31	25	19	SAMANTHA FOX - I Wanna Have Some Fun (Jive/RCA)
34	27	20	SHEENA EASTON - The Lover In Me (MCA)
6	8	21	Annie Lennox And Al Green - Put A Little Love In Your Heart (A&M)
38	29	22	ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)
2	9	23	Poison - Every Rose Has Its Thorn (Enigma/Capitol)
--	34	24	MIKE + THE MECHANICS - The Living Years (Atlantic)
37	31	25	ROD STEWART - My Heart Can't Tell You No (Warner Bros.)
--	33	26	DURANDURAN - All She Wants Is (Capitol)
8	11	27	Boys Club - I Remember Holding You (MCA)
5	15	28	Bobby Brown - My Prerogative (MCA)
39	32	29	THE BOYS - Dial My Heart (Motown)
--	--	30	DEBBIE GIBSON - Lost In Your Eyes (Atlantic)
7	14	31	Michael Jackson - Smooth Criminal (Epic)
40	36	32	KYLIE MINOGUE - It's No Secret (Geffen)
--	--	33	GUNS N' ROSES - Paradise City (Geffen)
--	--	34	BREATHE - Don't Tell Me Lies (A&M)
--	--	35	BOBBY BROWN - Roni (MCA)
14	22	36	Joan Jett And The Blackhearts - Little Liar (Blackheart/CBS)
--	--	37	EDDIE MONEY - The Love In Your Eyes (Columbia)
--	--	38	HUEY LEWIS & THE NEWS - Give Me The Keys (Chrysalis)
--	--	39	KON KAN - I Beg Your Pardon (Atlantic)
35	35	40	Art Of Noise featuring Tom Jones - Kiss (China/Polydor)

Editor: Dave Sholin

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
CHICAGO - You're Not Alone (Full Moon/Reprise)	214	84	100	30	
ROY ORBISON - You Got It (Virgin)	171	54	104	13	
ANITA BAKER - Just Because (Elektra)	150	56	78	16	

SURVIVOR



“ACROSS THE MILES”⁷⁵⁴⁶⁸⁵²⁶

GAVIN A/C CHARTBOUND 57/32
GAVIN TOP 40 UP & COMING 93/35

R&R A/C BREAKER
ONE OF THE MOST ADDED! +5 MOVE

Q100 ADD-40
 WSPK ADD
 WPST ADD
 WKDD ADD
 WZOK ADD
 KZZU ADD
 WFXX ADD
 WWFX ADD

G98 ADD
 WCIL ADD
 KCMQ ADD
 KSND D-39
 WINK D-40
 K104 D-25
 Q98 22-18
 WHOT 28-22

KGOT 39-30
 KYYY 40-33
 WBNQ 39-34
 KIVA 25-20 HOT
 WHOT 26-22
 WBCY D-35
 WLRS 35-30
 KTRS D-27

100KHI D-38
 WNOX D-37
 FM100 D-32
 WDLX 28-26

ALSO ON:
 WXKS
 PRO/FM
 WZPL
 KXYQ



From the album "Too Hot To Sleep" 0244282



Do You Dream In Living Colour?

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		* Debuts in Up & Coming
134	8	68	58	TOMMY CONWELL & THE YOUNG RUMBLERS - If We Never Meet Again (Columbia)	
129	10	91	28	HOUSE OF LORDS - I Wanna Be Loved (Simmons/RCA)	
115	18	62	35	MARTIKA - More Than You Know (Columbia)	
113	107	2	4	* VIXEN - Cryin' (EMI)	
107	47	56	4	CINDERELLA - The Last Mile (Mercury/PolyGram)	
102	11	50	41	MILLI VANILLI - Girl You Know It's True (Arista)	
95	28	62	5	BOY MEETS GIRL - Bring Down The Moon (RCA)	
93	35	51	7	SURVIVOR - Across The Miles (Scotti Bros./CBS)	
88	19	46	23	VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	
87	25	48	14	R.E.M. - Stand (Warner Bros.)	
86	29	50	7	KENNY LOGGINS - Tell Her (Columbia)	
84	1	43	40	BASIA - New Day For You (Epic)	
79	6	45	28	RATT - Way Cool Junior (Atlantic)	
64	2	34	28	STARSHIP - Wild Again (Elektra)	
64	3	22	39	TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)	
64	58	3	3	* VAN HALEN - Feels So Good (Warner Bros.)	
63	5	39	19	ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)	
62	52	6	4	* DINO - 24/7 (4th & Broadway/Island)	
55	17	35	3	PET SHOP BOYS - Left To My Own Devices (EMI)	
51	7	40	4	AEROSMITH - Chip Away The Stone (Columbia)	
47	11	23	13	MARC ALMOND - Tears Run Rings (Capitol)	
46	25	12	9	* LUTHER VANDROSS - She Won't Talk To Me (Epic)	
43	33	7	3	* WAS (NOT WAS) - Walk The Dinosaur (Chrysalis)	
42	27	12	3	* GIANT STEPS - Into You (A&M)	
42	36	4	2	* WHEN IN ROME - Heaven Knows (Virgin)	
41	2	9	30	EIGHTH WONDER - Cross My Heart (WTG/CBS)	
40	31	5	4	* WILL TO POWER - Fading Away (Epic)	
39	--	24	15	TIMELORDS - Doctorin' The Tardis (TVT)	
39	5	16	18	CAMOUFLAGE - The Great Commandment (Atlantic)	
39	25	11	3	* FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)	
37	22	15	--	* JEFF CAMERON - Just For Tonight (Curb/MCA)	
32	5	21	6	SQUEEZE - Tempted (A&M)	
32	28	1	3	* CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)	
32	32	--	--	* MICKEY THOMAS - Sing (Columbia)	
30	2	26	2	BRIAN SPENCE - Come Back Home (Polydor/PolyGram)	
27	--	17	10	'TIL TUESDAY - (Believed You Were) Lucky (Epic)	
25	1	18	6	KISS - Let's Put The X In Sex (Mercury/PolyGram)	
25	1	17	7	DARE - Abandon (A&M)	
22	20	--	2	* TRACIE SPENCER - Imagine (Capitol)	
20	8	10	2	* JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)	
20	13	7	--	* AVERAGE WHITE BAND - Spirit Of Love (Track)	

DROPPED: #26-Maxi Priest, #28-Bangles, #30-Fleetwood Mac, #37-Robbie Nevil, #38-Anita Baker (Giving), #39-Chicago (Look), #40-Boy Meets Girl (Waiting), Tracy Chapman, Sam Kinison, Michelle Shocked, Toni Childs, Pat Benatar, Fairground Attraction, Z'Looke.

THE OAF OF OFFICE



ANITA BAKER "JUST BECAUSE"

from the **TRIPLE PLATINUM GIVING YOU THE BEST THAT I GOT** album.

GAVIN TOP 40: CHARTBOUND 150/56

R&R CHR: TWO WEEK BREAKER!

ADDS INCLUDE: Z100 @28, WAVA, WEGX, Y100, KUBE, KPLZ @37

KIIS/FM 30-28	PWR106 D-35	WXKS 22-18 HOT	WPRO D-35	PWR99 D-29
KRBE 36-33	KITY 28-22	KTFM D-24	B96 24-22	WCZY 36-33
WHYT 21-19	KCPW 29-26	WXKS 22-18 HOT	KROY 32-29	KISN D-32
WPGC 25-21	HOT97.7 30-28	KKRZ	KWOD	KMEL

GAVIN A/C: 33*-28* 126/18 • R&R A/C: 24*-20*

GAVIN URBAN: 24*-18* • R&R R&B: 23*-19*



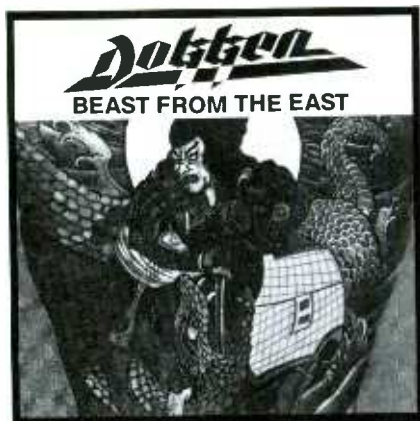
THE GEORGIA SATELLITES

"SHEILA"

from the **OPEN ALL NIGHT** album.

ON YOUR DESK TODAY!

ALREADY ON G98!



DOKKEN

"WALK AWAY"

from the **GOLD** live album **BEAST FROM THE EAST**.

GAVIN ALBUM: CHARTBOUND • R&R AOR: 56-52

KXYQ	KYRK	FM104	KZZU	K104
95XIL	G98	WJAD	WPFM	KIXY
WHFL	WBNQ	KPHR	99KG	KTRS
OK95	106X	KXXR	WWGT	WZMM
KNIN				

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YOU'LL SWEAR BY THEM.

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TOP 40 HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week **337** Last Week **340**

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
SHERIFF - When I'm With You (Capitol)	299	1	178	67	38	13	2	94%	10
PHIL COLLINS - Two Hearts (Atlantic)	275	--	204	62	7	2	--	99%	11
TAYLOR DAYNE - Don't Rush Me (Arista)	268	--	191	51	19	6	1	97%	13
DEF LEPPARD - Armageddon It (Mercury/PolyGram)	271	--	186	54	25	1	5	97%	11
STEVE WINWOOD - Holding On (Virgin)	282	2	103	92	60	21	4	90%	10
WHITE LION - When The Children Cry (Atlantic)	268	2	116	92	41	14	3	92%	15
BON JOVI - Born To Be My Baby (Mercury/PolyGram)	264	1	77	105	58	16	7	90%	10
PAULA ABDUL - Straight Up (Virgin)	290	9	67	80	95	31	8	83%	9
KARYN WHITE - The Way You Love Me (Warner Bros.)	255	2	61	100	58	24	10	85%	17
INFORMATION SOCIETY - Walking Away (Tommy Boy/Reprise)	286	8	17	69	149	37	6	82%	10
U2 - Angel Of Harlem (Island)	281	5	9	53	133	69	12	69%	7
RICK ASTLEY - She Wants To Dance With Me (RCA)	290	1	4	34	167	67	17	70%	7
TIFFANY - All This Time (MCA)	248	3	16	50	142	32	5	83%	13
STONE ISLAND - Wild Thing (Delicious Vinyl/Island)	232	7	42	54	82	38	9	76%	9
NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)	252	12	11	30	105	76	18	57%	12
ERASURE - A Little Respect (Sire/Reprise)	261	6	5	14	109	102	25	49%	9
EDIE BRICKELL AND THE NEW BOHEMIANS - What I Am (Geffen)	271	29	13	30	83	90	26	46%	13
ESCAPE CLUB - Shake For The Sheik (Atlantic)	243	10	7	16	92	92	26	47%	9
SAMANTHA FOX - I Wanna Have Some Fun (Jive/RCA)	219	9	18	20	72	79	21	50%	13
SHEENA EASTON - The Lover In Me (MCA)	259	25	12	17	71	95	39	38%	13
ANN WILSON AND ROBIN ZANDER - Surrender To Me (Capitol)	263	13	2	7	59	128	54	25%	6
MIKE + THE MECHANICS - The Living Years (Atlantic)	274	27	1	2	39	102	103	15%	6
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	231	20	5	7	65	88	46	33%	9
DURANDURAN - All She Wants Is (Capitol)	253	18	2	1	29	130	73	12%	6
THE BOYS - Dial My Heart (Motown)	167	22	19	19	22	54	31	35%	8
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	292	78	--	--	22	92	100	7%	2
KYLIE MINOGUE - It's No Secret (Geffen)	195	4	1	3	39	91	57	22%	9
GUNS N' ROSES - Paradise City (Geffen)	214	47	1	4	16	57	89	9%	3
BREATHE - Don't Tell Me Lies (A&M)	245	58	--	3	9	41	134	4%	3
BOBBY BROWN - Roni (MCA)	176	81	5	10	14	33	33	16%	3
EDDIE MONEY - The Love In Your Eyes (Columbia)	221	37	--	1	7	43	133	3%	3
HUEY LEWIS & THE NEWS - Give Me The Keys (Chrysalis)	193	29	--	--	4	47	113	2%	3
KON KAN - I Beg Your Pardon (Atlantic)	118	13	6	4	17	22	56	22%	6
CHICAGO - You're Not Alone (Full Moon/Reprise)	214	84	--	2	1	27	100	1%	2
ROY ORBISON - You Got It (Virgin)	171	54	--	--	1	12	104	--	2
ANITA BAKER - Just Because (Elektra)	150	56	--	--	1	15	78	--	2
TOMMY CONWELL & THE YOUNG RUMBLERS - If We Never...(Columbia)	134	8	--	3	21	34	68	17%	8
HOUSE OF LORDS - I Wanna Be Loved (Simmons/RCA)	129	10	--	3	4	21	91	5%	8
MARTIKA - More Than You Know (Columbia)	115	18	--	3	9	23	62	10%	9

INSIDE TOP 40 by Dave Sholin

Capturing the public's imagination is one element all super-successful creative projects have in common. Books, movies and music have their share but the most current example must be the toy industry. I worked for a toy wholesaler during high school and college, where it became clear that picking the next "hit" toy could either make or lose the company a lot of money. Ordering too much of a "loser" or not enough of a hot new item was something we tried desperately to avoid. Much like superstar acts getting customers into the stores and increasing business, one unique item can spark interest in fickle toy followers. This past Christmas season the folks at Nintendo tripled their business (we're talking \$1 billion +) with video games such as "Super Mario Brothers 2" that had parents standing in line waiting for stores to open so they wouldn't disappoint their kids. Remember how hard it was to find a Mattel football game when they hit the market about ten years ago? It's the games themselves that are popular and not just the technology. Whether it's songwriters, storytellers or game inventors, it all starts with the folks who have the winning ideas.

Phones continue to go wild everywhere for **PAULA ABDUL** including WIZM La Crosse where it's number two in requests, doing very well 18-34 and moving 20-10. Also earns top ten stripes at KSND Eugene 19-10 ("phones going crazy"), KZLS Billings 15-6, 102QQ Saratoga Springs/Albany 12-5, B94 Pittsburgh 14-9, WZVZ Kokomo 17-10, WKQD Huntsville 20-10, KHHT Minot 18-7, KUUB Bozeman 22-6, KELY Ely 19-9 ("heavy phones male and female"), KYNO Fresno 28-10, etc.

NEW KIDS ON THE BLOCK



Lots of the right HIT FACTOR stuff for **NEW KIDS ON THE BLOCK** who score a terrific week and move from 37% to 57%! Mike Allen at WNVZ Norfolk takes it into the top twenty with a hot ten point gain 26-16. Also strong at Z100 24-20, WCLG 26-12, KDOG 27-16, WLRW 28-18, 93Q 25-11, KIIS 24-20, KGOT 24-16 and KPLZ 27-20.

Since earning **RECORD TO WATCH** status during the first week of December,



SHEENA EASTON has turned up the heat in a big way. Early belief on the West Coast started the ball rolling and she's now top five at POWER 106 5-4, HOT 97.7 4-3 and K100 1-1. Top ten action at KIIS, X100, B95, KGGI, KSTN, KWSS, KMGX, KSJQ97, etc.

Tough to take off any faster than the **DEBBIE GIBSON**. Already top twenty in New York where Steve Kingston and Frankie Blue take it 25-13 at Z100 and Joel Salkowitz and Steve Ellis at HOT 97 debut it at #16! Other sensational debuts at EAGLE106 #22, WSPK #24, KC101 #17, WJET #26, WHYT #24, Z95.5 #30, KPAT #30, KDWB #26, WFME #18, FM104 #17, KCPX #19, KZOR #15, KKYS #19, KITY #18 and KWSS #21.

New airplay easily pushes **CHICAGO** over 200 total reports. Latest to jump on board include 100KHI, G98, WMJQ, Z103, WNCI, KLYV, WSPT, KBQ, Z95.5, WMMS, KZ103, WIBW, KNIN, KPLZ, KMON, KS104, KSIF, KSLY, KKOS and KSLY.

Those who expected adult response to **ROY ORBISON** are getting it. Gary Wilson at KJCK Junction City, KS mentions that callers want to know when the album is coming out. Garry Wall and John Clay add it at Q106 San Diego along with Y94 Fargo, KDVV Topeka, WCIL Carbondale, KZZU Spokane, KYVA Billings, CFTR Toronto, WJLK/K94 Asbury Park, POWER 99 and 94Q Atlanta, KDWZ and KRNQ Des Moines, WSPT Stevens Point, CKOI Montreal and G98 Portland, ME.

Best week yet for **VANESSA WILLIAMS** who breaks out of the pack in a number of regions. Biggest gains are at KMGX Fresno 18-13, KWXX Hilo 24-6, FM102 Sacramento 34-19, KKMV Pueblo/Colorado Springs 29-21, KCPW Kansas City 23-20, WNVZ Norfolk 28-24, 102QQ Saratoga Springs/Albany 23-16, and KMEL San Francisco 22-16. Adds include KSND, KSTN, KISN, POWER 104, KMGZ, KYYY, WHTY, 92X, EAGLE106, etc.

Folks in Salt Lake City love **ENYA**, according to reports from both KISN where Gary Waldron charts it number one for

the second week and crosstown at KCPX where Chris Baker moves it 15-13. Also doing well in Lewiston, ID at KMOK 22-17 with Kevin Chase reporting that the album went to number two in a key outlet the very first week and at KOZE with a 27-22 move.

Twenty-five adds for **R.E.M.** which takes a giant 20-7 leap for J.J. Morgan at KKFR Phoenix. New on WMMS Cleveland, Z103 Tallahassee, PRO/FM Providence, Y106 Orlando, Q104 Gadsden, KXXR Kansas City, Z95 Chicago, KREO Santa Rosa and KPLZ Seattle.



Bill Stairs and Gene Baxter at X100 San Francisco debuts **MARC ALMOND**, last week's Record To Watch at #20. Also picking up at KATD 28-25, KWSS 34-28, HOT 97.7 24-18, KKFR 12-10, KMEL 12-11, KDON 32-27, 93Q debut #30 and WBNQ 34-30. Added at WQID, KHOK, KZEV, YES97, WWUF, WZLS, KTMT, KLUC, KZZO, KNIN and POWER 104.

WAS (NOT WAS) debuts at #29 for Z95 Chicago. New on WLOL Minneapolis, K104 and WJET Erie, WHYT Detroit, WPST Trenton, KITY and Q96 San Antonio, KBQ St. Louis, KCPW Kansas City, WXXQ Freeport, HOT 97.7 San Jose, etc.

Yet another report on a hot import-on-the-loose. Jimmy Steal at KEGL Dallas has been playing a German import of Peter Schilling's "A Different Story." Schilling, if you recall, had a hit with "Major Tom (Coming Home)" in 1983. Jimmy found the record via a club jock who heard it and loved it. It's been on the station for several months, is now number three and does very well with 18-34. Bill Richards at 93Q Houston is also on it and confirms he's getting great response, putting it in his top five requests. Jimmy says he's heard of no label deal so far but describes this entry as "real pop."

Those brushing up for the fourth annual Superbowl of Rock Trivia at this year's Gavin Seminar will be competing in the biggest prize event yet. The contest will be co-sponsored by MJI Broadcasting along with Capitol Records who are offering serious cash and prizes to the grand prize winner plus four runner-ups. Complete details in the next few weeks.

NEW YORK

NEW YORK

by Kent Zimmerman

Rubén Blades first viewed Lou Reed as a sensitive songwriter. When the two collaborated on Blades' *Nothing But The Truth* album we got a look behind the shades, the folded arms, the lit cigarette, the leather jacket and the other overt body language. On Lou's latest album the gruff exterior is still present, but part of the mission of this interview was to find the soft side that Ruben Blades intimated at.

Lou Reed's latest album is a work of which he is extremely proud. New York is partly a concept about of the decay of America's financial and cultural center, the Big Apple. I look at it this way: if the problems of New York outrage a writer like Lou Reed, who has always viewed the seedier sides of the New York existence, then surely it's time to worry.

Our conversation began on a surprising note. Instead of that preconceived stoic and hardcore media image, I found him to be immediately the opposite: soft spoken and somewhat bookwormish. Combing back through the tapes, I heard a Lou Reed who was eager to extrapolate on the making of New York and, when pressed, willing to discuss the origins of the new songs in relation to his earlier works with the Velvet Underground.



LOU REED

LOU REED

KZ: A few month's back, the Today Show devoted an entire morning to New York. On that show, someone called every other American city "New York on the installment plan." In other words, many of the problems of New York today are the troubles of other cities in the years to come. Do you agree?

LOU REED: I honestly believe that what happens in New York soon happens in the other cities, that's for sure. Then it leaves the cities and goes into the suburbs. Eventually it hits where the rich people are. To just let the cities crumble is asking for it.

KZ: So that's what this record is about.

LR: That's certainly part of it.

KZ: How long has this concept been brewing? I'm surprised it wasn't done years ago.

LR: I hadn't realized I was doing it until I was well into the writing process. I said to myself, "Wow, this isn't the direction I want to go in, but every time I sat down to write, that's the direction it went. I was working with a guitarist named Mike Rathke. I showed him the songs saying, "Look what's going on here. It's inextricably going this way." So that was the way the album was going to be or there wasn't going to be an album. I had taken three months off and that was enough time to write it. His response was, "Well, that's what eight years of Reagan will do."

KZ: On "Dirty Blvd." you emphasize the fact that slumlords are getting two thousand dollars a month for a tiny run-down room. That's hard for the rest of the country to imagine.

LR: I had done a benefit with Paul Simon for the homeless. It was a great thing to do. One reason was that it was a form of immediate gratification in a sense that the money went directly toward buying a medical van which we all got to see. I'd gone to welfare hotels to see the medical van that Paul had already purchased. I went into the hotels and saw all these kids inside. So I found out a lot more about them. The things in the song are all true. (pauses, then laughs) In one sense, in a very sick way, it's hilarious. That's where the line came from, "Somewhere a landlord's laughing 'til he wets his pants." I remember saying that. Someone is laughing themselves sick over this. It is inconceivable that all this taxpayer money is going into somebody's pocket. It's so depressing. We're talking about real trash. In this country, no one in God's name should live and eat like that. For two thousand dollars a month you could certainly do better than a place with cardboard walls. I mean, Jesus Christ!

KZ: One of the solutions seems to be breaking the cycle of poverty, which is what you address in the very next song, "Endless Cycle."

LR: It's a pretty bad cycle. In New York it's completely out of control. It's deranged. It's as though someone wanted to make a really bad situation worse by perpetuating it. If that was the goal, then someone COULDN'T do better than what's going on in New York. I mean it's perfect in its own dehumanization of someone's self-fulfilling prophesy.

KZ: Do you still live in New York City?

LR: Yes, but I also have a place outside New York. I don't think I could live in New York

all of the time. It's too impossible to deal with. Sometimes when I return to New York, I can't believe I'm going back. The feeling starts the minute you hit the airport. You're in a taxi asking yourself, "Why am I doing this? This is a too crazed and unrelenting cycle of wrong."

KZ: You've always struck me as a stream-of-consciousness writer. That is, there seems to be a direct pipeline from your head to the music, whereas many writers take a few detours. The songs on New York sound like you wrote them at home, sitting in a room reacting to what's going on in America.

LR: It's odd that you say that. Out in the country I have this little music room. It's smaller than this room. The ceiling is much lower. It's a music room because it has instruments in it. That's where I do the writing and playing. I always wonder why my cassettes made in that room are so much better than my albums. Why can't I get these guitar sounds? Why doesn't my voice sound like my voice? Why this, why that? After I'd assembled a team to make this album, I had everybody out to this room. "This is where I make these cassettes. This is how I sound. Why can't I get this in the studio?" Fred Maher, my co-producer, noticed it. To make a record I'd always gone into these big rooms. I'd bring out the big stacks of equipment. Then it was so obvious. Why don't we find a room like this where we feel as comfortable? An idea was to record with a mobile unit, but we looked for a room that would sound like my room. Luckily I had the time and money to check out and record in different studios to see what the sound was like. We found a room and we recorded "Romeo Had Juliette," the very first track. We kept the track and recorded the album in this small, non-offputting high-tech room. You couldn't get very nervous in this room. There was nothing "recording studio-y" about it. So we took my music room and moved it in there.

KZ: "Halloween Parade" reminds me a lot of San Francisco. There's an underlying sadness throughout the song.

LR: I came to realize after playing it for some people that not everybody knew it was about AIDS. So on the lyric sheets, under the title, I put AIDS in parentheses to give the listener a real push in that direction. It's not something I usually do. But in this case, I don't want them to think it's about relationships. Rather it's about a very specific thing. I don't know why I write these songs. I really don't. After I wrote it, I realized that I'm concerned that not enough is being done about AIDS and how unfair that is. I remember picking up the paper in New York, reading about an idea that I thought was good—giving addicts clean needles. These poor guys—for cryin' out loud! The rest of the populace is going to benefit from all of this by our trying to eradicate the disease and help people. But there was a terrible reaction. "This isn't right. Na na na na na. They're better off dead." That really disturbs me. Maybe that's what the song's about. There are all these people dying and nothing is being done about it as if it's just going to go away. The right wing fundamentalists believe they're (the gays



LOU REED CONTINUED ON PAGE 44

BIOFEEDBACK

by Ron Fell

•SURVIVOR

Founding member Jim Peterik is indeed a survivor. A bicycling accident near his home in early December resulted in a fractured skull, broken jaw and wrist and more than forty stitches.



•ENYA

Earlier in this decade she sang with her brothers and sisters in the Irish singing group Clannad. Her real name is Eithne Ni Bhraonain.

•RANDY NEWMAN

His current single, FALLING IN LOVE, will be featured in the next Tom Selleck film, Her Alibi.

•DEPECHE MODE

D. A. Pennebaker's documentary, Depeche Mode 101, will premier in April. The film chronicles the experiences of a busload of Depeche fans who follow the 1988 tour. A live performance album will be out in March.

•BUCK OWENS

He's one of the very few songwriters who has had one of his songs recorded by the Beatles. Early in their career The Beatles recorded Buck's ACT NATURALLY.

•PINK FLOYD

According to Pollstar, Pink Floyd's 35 North American shows in 1988 grossed \$27.6 million, a figure which exceeds by nearly \$1 million the gross of the Van Halen Monsters of Rock tour.

•ROLLING STONES

Bill Wyman has received nearly \$4 million as an advance for the book he's writing on the history of The Rolling Stones. Actually he's writing two books. The first, due this fall, will cover the pre-1970 years.

•LADYSMITH BLACK MAMBAZO

This internationally famous South African group performs a song of their own composition, THE MOON IS WALKING, in the new Michael Jackson home video, Moonwalker.

•ROD STEWART

He co-wrote his latest single, MY HEART CAN'T TELL YOU NO, with Simon Climie of the group Climie Fisher.

•DONNA ALLEN

Born and raised in Florida, Donna is a former cheerleader for the Tampa Bay Buccaneers football team.



•MILLI VANILLI

The duo of Rob Pilatus (left) and Fabrice Morvan met for the first time in Los Angeles, though Rob is from Germany and Fabrice is from France.

•RUSH

Chief lyricist Neil Peart is technically not an original member. He joined the group just after they recorded their first album in 1974.



•NITZER EBB

The group's Bon Harris says of the band's name, "We pulled it out of the blue--we didn't want a standard name. The syllables (just) sounded good together."

•WILLIE DIXON

In 1936, then known as James Dixon, he won Chicago's Golden Gloves amateur boxing title as a heavyweight. He recorded his first album in 1940 as part of a blues group known as The Five Breezes.

•SHEENA EASTON

At the age of twenty she graduated from the Royal Scottish Academy of Music and Drama with credentials in speech and drama.

•DENIECE WILLIAMS

Legend has it that her vocals for LET'S HEAR IT FOR THE BOY from the film Footloose, were recorded in one twenty minute session.

•TOMMY CONWELL & THE YOUNG RUMBLERS

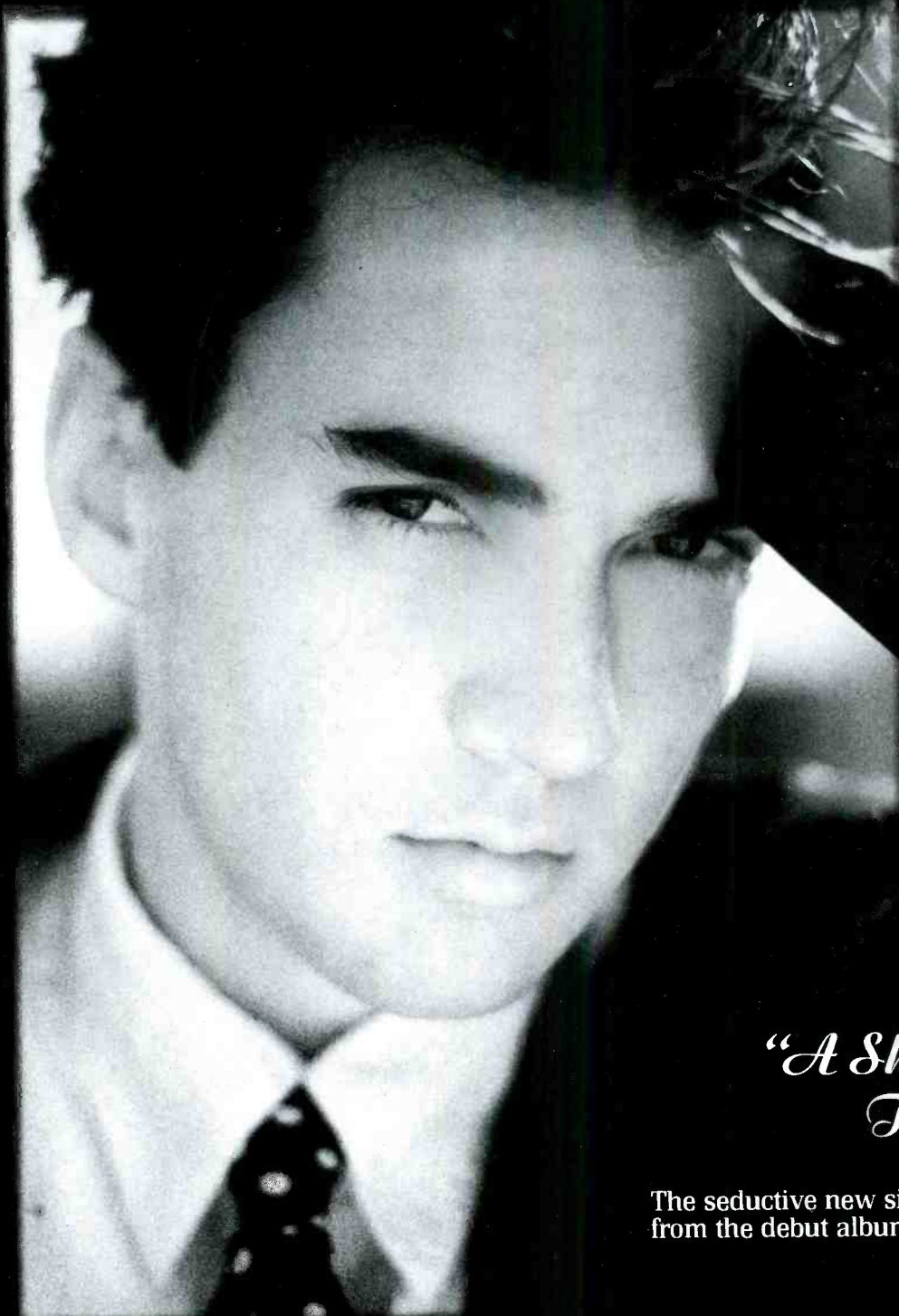
Tommy is the younger brother of Philadelphia Eagles tackle Joe Conwell.

•ESCAPE CLUB

In a break with normal songwriting tradition, the band came up with the title of their current single SHAKE FOR THE SHEIK long before they came up with the song itself.

Get Romantic With

Tommy Page



"#1 phones for two weeks in a row. Moves 28-15. One of our 5 hottest this week."

GARY WALDRON, PD
KISN

"#1 phones in just one week of play, it debuts for us at 26 and is one of our hottest records! Big female/teen phones. It is doing very very well at local retail too. You can call me at (801) 485-6700 or Chris Baker if you don't believe it!"

RAY CALOUSSA, MD
KCPX

"A Shoulder To Cry On"

The seductive new single
from the debut album Tommy Page.

Produced by ARIF MARDIN and JOE MARDIN
Written by TOMMY PAGE



Management and Direction: Ray Anderson Enterprises
© 1988 Sire Records Company

P.D. NOTEBOOK

by Eric Norberg



I have a letter this week from a person who has worked both in radio and in retail record stores. This person wishes to remain anonymous.

"Another letter, mailbag from hell. Wanna get to the bottom line. Paper adds are so stupid there is no reason to talk about them anymore, and the fact that people still do them is a really bad reflection on the way records are being worked, and the whole 'the report is all that matters' system. At the retail level, the paper add gets shipped, someone has to unpack it, do a lot of silly paperwork, find shelf space for it, count it every inventory, let it sit there gathering dust and taking up space for a month or two, get a recall on it, pack it, do more paperwork on it, and wait for the truck to take it back to the warehouse where they will have to find someplace to put it and not to get burned financially on the return. The label will get its hopes up, the artist will get his/her hopes up, only to be disappointed—all because some PD/MD wanted a party trip to L.A. or something. People will not buy bad product they do hear, so they certainly aren't going to buy any product they don't hear. I went from a station where I was very outspoken about doing the music ethically, to a station that was doing everything I didn't believe in (which I found out only after relocating). I rationalized it by such tricky methods as reporting the paper adds I was advised to report by the Program Director to Trade Chart X which I didn't care about, and not to The Gavin Report, which I did care about. And I took the first offer I got, just to get out!

"Reporting is bizarre. From a subjective standpoint, I was at a station that became a reporter to Trade Chart X when I was doing the music—I assumed that since the record people knew me, knew the station, and knew what kind of sound we were going for, they would know what to expect from us. But all hell broke loose, and Mondays were for headbanging, when we didn't add what the promoters wanted us to, no matter how inappropriate to the kind of station we were. Six years later now, and it's the same song, second verse. I have had some major arguments about records that are totally inappropriate for us. I have given very clear reasons why, but the arguments go on. I can see why someone would just throw up their hands and report the #@&* thing just to get someone off their back, then not

play it as an act of passive resistance ('let 'em stock it, let 'em hype it—see if I care!'). The fact that someone needs 12 adds to make print is not a good enough reason for a radio station to play it for its listeners. Neither is 'you're in a small market so it isn't going to hurt you to play it'—if you don't take your station seriously, who is going to?

"In my case today, my station plays 40-45 current records in decent rotations, we are 80% current except in middays, I listen to everything that comes in, and I rarely say never. If we are not playing a certain priority record, there is a solid reason for it. Also, I was either blessed or cursed with ears—a lot of times I really can tell which ones are going to work and which ones would be a bad mistake.

"If you're into consistency and positioning, there is a thin line between sounding too monochromatic, and getting just off center to lose the mood you are trying to create. Anytime you get out of the generic version of a format—A/C in my case—and start getting aggressive or experimental, you have to be very careful to maintain enough familiarity and consistency to keep your audience with you. When you play a lot of current music, especially in A/C, it creates the illusion to the record people that you will play any current music. Although a station has a right to add 12 records a week if they are actually playing them, I don't see how they could do that and still

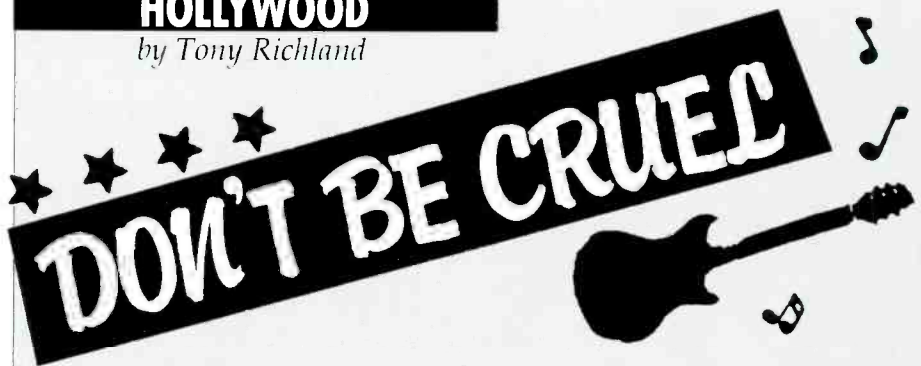
maintain any kind of palatable overall sound—and I can't help but wonder if certain smaller-market stations don't just add everything they get called on because they fear they will lose reporting status, quit getting service, or have people hate them if they don't. It makes it bad for the rest of us, because we get hit with this list of call letters playing a record, and the implication that if they can, then you can.

"A chart is supposed to be the end result, and your input is supposed to be the end result, and your input is supposed to develop the chart, not the other way around. To get the kind of consensus record companies want, every station reporting to a given chart would have to sound alike. When you get beyond a handful of hot currents and the classic hits of the last three decades, A/C is much more diverse than Top 40. With stations experimenting with different sounds and approaches, it's unlikely that there will be the kind of consensus on a group of A/C records that there is in the Top 40 format."

Wow. This reader addressed this impassioned letter toward several related problems that have also been of concern to me of late, and I'd love to see more dialogue on the points raised here—both from the radio side and the record side. The writer of this letter also had a comment on the subject of another column, and I'll present that next week.●

HOLLYWOOD

by Tony Richland



We're writing this on what would have been Elvis' 54th birthday. Note we say "would have been." That's because we're convinced that he isn't sitting in a Burger King in Kalamazoo or Yankton, as some greedy, weirdo types would have us believe. We're listening to a lot of Elvis these days and the music sounds better with the passing of time. The rockers rock as they always did, and the ballads still make us wonder at that incredible voice and range. So what we wanna know is—what's going on regarding The King? Why is it suddenly so fashionable to trash the guy whose in-person performance in Vegas is something we'll never forget. And why is it chic to put down the guy who wrote the book on fifties rock & roll.

The Elvis Is Alive books and tapes might have something to do with it, along with the publicity about rednecks and death-freaks making pilgrimages to Graceland. This morning's paper had a story about a waitress who swears she found a bit of an Elvis toenail embedded in her carpet. This doesn't help.

Priscilla's Elvis & Me book sure didn't help, nor did Albert Goldman's trashy "novel," along with a million other cash-in-quick tomes. We hear Carson and Letterman doing jokes about the guy nearly every night and a recent review of the new packaging of some of his movies included in the comment, "It's for those who haven't anything better to do with their money." Carla, the

HEAR & THERE

by Sheila Rene



In a recent column I wished Miles Davis a quick recovery, and I'm happy to hear that this musical innovator and genius is in good health. Reports of his collapsing on stage in Spain were false. It turns out that Miles was forced to cancel a few dates in Italy due to a diabetes complication, but generally the great man is in good health. Davis finished off the European leg of his tour, returned to New York and opened the Big Apple's newest nightclub, Indigo Blues. This was Davis' first nightclub appearance in over a decade. Maybe it's the beginning of a trend. Miles has been inducted into the Spanish organization the Knights of Malta. His knighthood carries the title "Sir" and entitles him to

entrance in over 20 countries throughout the world without a visa.

Congratulations to **Blue Note Records** who kicked-off their 50th anniversary year at Birdland in New York City on January 6. On the same day in 1939 jazz lover and label co-founder **Alfred Lion** walked into a recording studio for the first time and produced boogie-woogie pianists **Albert Ammons** and **Meade Lux Lewis**. Blue Note's last record came out in 1979, but was reactivated in 1985 under the leadership of **Bruce Lundvall** and **Michael Cuscuna**. Five albums and CDs are scheduled for a May release, and they'll highlight the history of the label. Also in the works is a Blue Note Anniversary Concert tour with a confirmed stop at **George Wein's** JVC Festival in Japan, and several festivals in the U.S. and Europe...

Guadalcanal Diary has completed a new album for **Elektra Records** with a February release date scheduled...**Don Dixon** produced and recorded **flip-flop** (yes, lower case) in Charlotte, NC, his third for the band. Current plans have the band touring from March through the end of 1989...

Super Bowlers get ready for **Billy Joel** to serenade the 49ers and Bengals in Miami

waitress on Cheers who's presented as a wacky character, is the only 'person' on TV who speaks respectfully of The Big E.

We like to think we have as much of a sense of humor as the next guy—and some of the lines may BE funny, but we can't figure out why everything about him—right down to his considerable girth at the time of his death, drug habits and craving for peanut butter—is now fodder for ridicule. Jeez—why don't they leave the guy alone and pick on Jimmy Hoffa? Jimmy didn't contribute anything to anybody and slimy as he was, he deserves to be trashed. Luckily for Elvis, we had a short period when Dan Quayle took the brunt of our schtick, but the King debunking is back and back big. I mean, Springsteen and U2 must be wondering what it'll be like when THEY go up to meet The Big Guy. We could say that bashing goes along with the territory—and nothing is sacred, etc. etc. Maybe so, and fair enough, but we're getting bored with it and the more bored we get the more we listen to those old albums. So we say KNOCK IT OFF! Start picking on Beethoven. He's dead too—although we did see a guy in McDonald's last week who looked like someone we've seen on a lot of Angel LP jackets.

We think, though, that maybe it's best that

Elvis made a youthful exit. As we noted, he'd be 54 today, and a bit long in the tooth to continue the kind of appearances he made. His shows would have killed him if the weight, drugs and bad heart hadn't. Suppose he had kept himself in excellent shape and decided it was time to quit recording and performing. What would the media have done with and to him? Would we have seen him on *Lifestyles of the Rich and Famous* showing trophies to Robin Leach? Maybe Dallas would have signed him for three episodes and he'd have played an elderly rancher trying to take over Southfork. Hollywood Squares might have put him in the center square and let him trade barbs with John Davidson. They might have stuck him on 20/20 and Barbara Walters would get to interview him on the same night as Olympia Dukakis and Pee Wee Herman.

Now you're saying "there you go—making jokes about Elvis yourself." Wrong! Don't be Cruel! Those weren't jokes. They were thoughts about how we might have treated the poor guy if he'd survived. What we ARE saying is that there surely is a time for all seasons, and maybe Elvis' ended at just the right time.

Happy Birthday, pal. Rest in peace—if they let you. ●

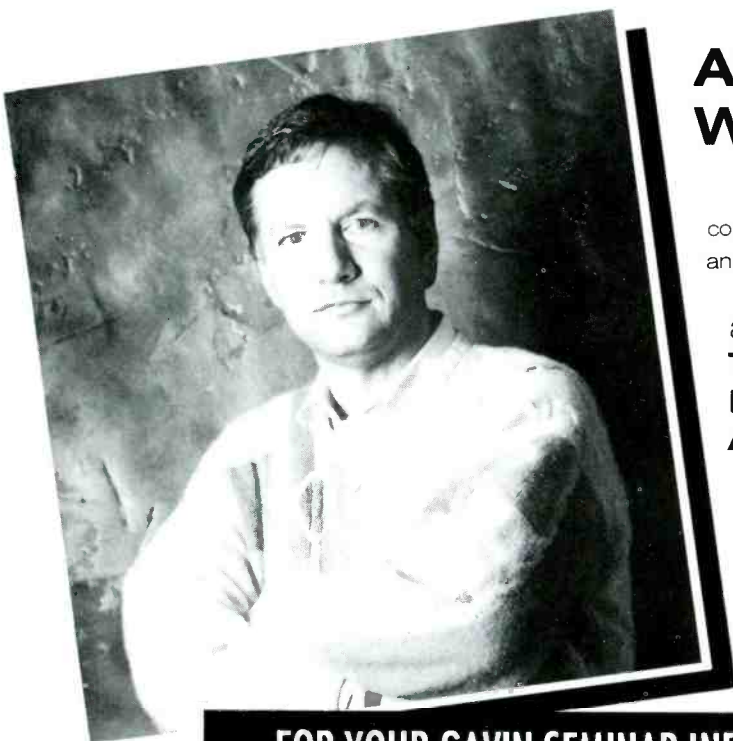
with the national anthem. I see no contest...the Niners all the way!!!!...

Former **Journey** bassist **Ross Valory** is working with Tubes' drummer **Prairie Prince**, **Tim Gorman** (unofficial keyboardist with **The Who** for years), **707** vocalist **Kevin Chalfant** and guitarist **Stef Birnbaum**, who last toured with **Michael Bolton** in a group called **The View**...Fellow **Journey**-ites **Neil Schon** and **Jonathan Cain**, and ex-**Baby John** **Waite** have decided on the name **Bad English** for their newly-formed supergroup. Their album, produced by **Ritchie Zito** will be released during the first week of April on **Epic Records**...**Atlantic Records** has signed **Adrian Belew**. He's currently in the studio finishing up an album tentatively due to be released in late March. Belew plays all the instruments on the record. This is considered a solo project...he's working without his band, the **Bears**...**Mr. Mister** returns to the studio with a new guitarist, **Buzz Felton**, and a new approach to their music. **Felton** officially replaces **Steve Farris** and is, according to vocalist/songwriter **Richard Page**, a "more blues-oriented guitarist." **Felton** was a member of the **Butterfield Blues Band** at 19 and a member of **Stevie Wonder's** band before he formed the cult group **Full Moon** with **Neil Larson**. Studio work on **Mr. Mister's** as yet untitled LP has begun. **Paul Devilliers**, who produced the group's *Welcome To The Real World* LP is producing, and **RCA** plans a summer release, with a tour to follow...

Later this month **Love and Rockets** is releasing an import only 4-track EP that every biker-deejay in the world will have to have for their show. Tracks on the **RCA** release includes "Motorcycle," "I Feel Speed," "Bike," and "Bike Dance"...**The Cult** has finished their new album for **Beggars Banquet/Warner Bros.** and it will be released on March 15, 1989...**Redlorry Yellowlorry** is currently recording an EP on **Beggars Banquet/RCA** at the Manor in Oxford (U.K.) with producer **Gavin MacKillop**, who has previously worked with **Shreikback**, **Luxuria** and **X-Mal**...**Flesh For Lulu** recorded their new album in Australia with **Mark Optiz (INXS)** producing. Release is set for late spring. Britain's **The Hypnotics** have been signed to **Beggars Banquet** with a debut on the way...**Love and Money** have a package of new material out on **PolyGram**. The record was produced in Los Angeles by **Gary Katz**. The band hails from Scotland and will be showcased at the Gavin Seminar in February. Don't miss either event!...●

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.

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

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INTRODUCING THE 1989 GAVIN SEMINAR AGENDA!

THURSDAY, FEBRUARY 16th

SEMINAR REGISTRATION DESK OPENS AT NOON

• **PRE-SEMINAR ALTERNATIVE CONCLAVE**

An informal session, hosted by Peter Standish, discussing the specifics of the Alternative music market.

• **COOL TALK AND HOT JAZZ!**



Portrait Records and Gavin Jazz/Adult Alternative will present a Jazz/Adult opening discussion session. Immediately following, the room will be transformed into a Jazz club featuring Portrait recording artist Michel Camilo and his band in performance.



FRIDAY, FEBRUARY 17th

• **THE PRESENT AND FUTURE OF THE MUSIC AND RADIO INDUSTRY: TWO VIEWS FEATURING RICH BALSBAUGH, CEO OF PYRAMID BROADCASTING and BOB KRASNOW, CHAIRMAN OF ELEKTRA RECORDS**

Two leading figures in radio and music will offer their feelings and input on the current state and the future of our industries.

• **GUNS N' ROSES N' ROCK N' ROLL**



An amazing step by step look at the launching of one band's mercurial rise to the top--from demo to platinum status.



• **THE POWER OF SONG--AN ARTIST'S PERSPECTIVE**

Artists from diverse musical backgrounds will highlight an audience discussion and performance of music beyond "Baby, baby I love you."

• **FOCUS GROUPS--THROUGH THE LOOKING GLASS**

Jhan Hiber, VP of Research for Malrite Communications goes behind the scenes with this audio/visual session on conducting focus groups and understanding research.

QUESTIONS?

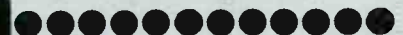
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• **KEYNOTE EVENT: AN AFTERNOON WITH MANAGEMENT VISIONARY TOM PETERS**



A very special Gavin Seminar event featuring Tom Peters, America's foremost management realist. A music/radio industry first!



• **THE GAVIN SEMINAR CELEBRITY COCKTAIL PARTY**

Artists, music and radio's finest get together for one of the supreme industry affairs of the year. Additional tickets available only through full Seminar registration.

HOSPITALITY SUITES OPEN AFTER COCKTAIL PARTY

SATURDAY, FEBRUARY 18th

• **RADIO FORMAT SESSIONS**

TOP FORTY--A VIEW FROM THE TOP, THE NATIONAL PERSPECTIVE

Hosted by Dave Sholin with Rick Cummings, Executive VP, Emmis Broadcasting, Guy Zapoleon, Nat'l PD, Nationwide Communications and Dan Vallie, President of Vallie Consulting.

COUNTRY--IN PURSUIT OF MARKET SHARE

Hosted by Lisa Smith, Cyndi Hoelzle and Elma Greer with guest moderator Don Langford, VP of EZ Communications.

ADULT CONTEMPORARY

This morning A/C discussion will be hosted by Ron Fell and Diane Rufer.

URBAN CONTEMPORARY

Hosted by Betty Hollars and John Martinucci with a guest moderator to be announced.

JAZZ AND ADULT ALTERNATIVE

A look at the music intensive radio sounds of Jazz and Adult Alternative and how they're catching those elusive and all important adult listeners.

ALBUM MUSIC PROGRAMMING FACE-OFF

Hosted by Kent Zimmerman and Peter Standish.

• **PRODUCTION--PHASE TWO**

Back by popular demand! KIIS Production Director Mark Driscoll and Bobby Ocean presents a sequel to last year's successful production session. New technology is explored with the accent remaining on keeping things economically sensible.

• **HOTSHOTS OF THE AIRWAVES--THE WINNING PERSONALITIES**

Hosted by Lee Michaels with a hot line-up of radio's top talents.

• **MJI BROADCASTING AND CAPITOL RECORDS PRESENTS THE FOURTH ANNUAL ROCK 'N' ROLL TRIVIA CONTEST**

Major fun and prizes for those who know the most about the hits of yesteryear. Be there to watch the trials of rock trivia.

• **THE GAVIN SEMINAR MEDIA PROFESSIONALS AWARDS BANQUET**

The coveted Gavin Awards recognize outstanding achievement of 1988.

**DON'T BE DISAPPOINTED! RESERVE YOUR
ROOM AND REGISTRATION EARLY!**

MOST ADDED

- LEVERT (37)
(Atlantic)
- DONNA ALLEN (31)
(Oceana/Atco)
- JAMES "J.T." TAYLOR
& REGINA BELLE (22)
(Epic)
- STEVIE WONDER (14)
(Motown)
- MILLI VANILLI (13)
(Arista)
- FREDDIE JACKSON (13)
(Capitol)
- THE BOYS (13)
(Motown)

TOP TIP

TODAY
Girl I've Got My Eyes On You
(Motown)

Do they have their eyes on a
follow-up hit to "Him Or Me?"

RECORD TO WATCH



L'TRIMM
Cuttie Pie
(Atlantic)

These two "cuties" hook
another one from "Grab It."

URBAN CONTEMPORARY

2W LW TW

7	2	1	KARYN WHITE - Superwoman (Warner Bros.)
15	3	2	NEW EDITION - Can You Stand The Rain (MCA)
11	6	3	LUTHER VANDROSS - She Won't Talk To Me (Epic)
2	1	4	Bobby Brown - Roni (MCA)
9	5	5	TONY! TONI! TONE! - Baby Doll (Wing/PolyGram)
27	7	6	ALEESE SIMMONS - I Want To Be Your Lover (Orpheus/EMI)
16	8	7	ZONE LOC - Wild Thing (Delicious Vinyl/Island)
25	12	8	KIARA duet with SHANICE WILSON - This Time (Arista)
23	9	9	VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
29	10	10	GUY - Teddy's Jam (MCA)
5	4	11	Z'Looke - Can You Read My Lips (Orpheus/EMI)
17	14	12	AL B. SURE! - Killing Me Softly (Warner Bros.)
14	13	13	GERALD ALSTON - Take Me Where You Want To (Motown)
28	17	14	SADE - Turn My Back On You (Epic)
24	15	15	NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)
21	18	16	AL JARREAU - So Good (Reprise)
--	20	17	MIDNIGHT STAR - Snake In The Grass (Solar)
--	24	18	ANITA BAKER - Just Because (Elektra)
37	22	19	CAMEO - Skin I'm In (Atlanta Artists/PolyGram)
19	11	20	Samantha Fox - I Wanna Have Some Fun (Jive/RCA)
34	23	21	PAULA ABDUL - Straight Up (Virgin)
40	25	22	GAP BAND - I'm Gonna Git You Sucka (Arista)
39	28	23	BE BE & CE CE WINANS - Heaven (Capitol)
--	35	24	TROOP - Still In Love (Atlantic)
36	29	25	DENIECE WILLIAMS - This Is As Good As It Gets (Columbia)
--	34	26	JOHNNY KEMP - One Thing Led To Another (Columbia)
--	32	27	SWEET OBSESSION - Being In Love Ain't Easy (Epic)
--	36	28	GEORGIO - I Don't Want 2 Be Alone (Motown)
--	38	29	MILLI VANILLI - Girl You Know It's True (Arista)
--	39	30	ROB BASE & D.J. E-Z ROCK - Get On The Dance Floor (Profile)
--	37	31	GEORGE BENSON - Twice The Love (Warner Bros.)
--	--	32	SURFACE - Closer Than Friends (Columbia)
--	--	33	MARCUS LEWIS - The Club (Aegis/CBS)
20	19	34	Evelyn "Champagne" King - Kisses Don't Lie (EMI)
--	--	35	FREDDIE JACKSON - You And I Got A Thang (Capitol)
--	--	36	THE BOYS - Lucky Charm (Motown)
--	--	37	BAR-KAYS - Struck By You (Mercury/PolyGram)
--	--	38	SLICK RICK - Teenage Love (Def Jam/Columbia)
--	--	39	JONATHAN BUTLER - More Than Friends (Jive/RCA)
38	33	40	Jocelyn Brown - R-U-Lonely (Tri-World/Slam)

Editor: Betty Hollars
Assoc. Editor: John Martinucci

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)		58	22	1	9	26	17%	2
* LEVERT - Just Coolin' (Atlantic)		56	37	6	5	8	19%	1
DONNA ALLEN - Joy And Pain (Oceana/Atco)		54	31	--	3	20	5%	2
CHERYL "PEPSII" RILEY - Me, Myself & I (Columbia)		51	3	3	20	25	45%	2
READY FOR THE WORLD - Gently (MCA)		45	8	3	15	19	40%	2
ROBBIE NEVIL - Back On Holiday (EMI)		38	2	4	19	13	60%	2

UP & COMING

Reports accepted Mondays at
8 AM through 9 AM Wednesdays
Station Reporting Phone (415) 495-1990
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LP CUTS

BOBBY BROWN -
Every Little Step Of The Way

AL B. SURE! - Naturally Mine

THE BOYS - Love Gram

KARYN WHITE - Love Say It

CHAKA KHAN -
Signed, Sealed, Delivered

ANITA BAKER - Good Love

GUY - Spend The Night/I Like

CHERRELLE - Keep It Inside

Z'LOOKE - Sneak Preview

LUTHER VANDROSS -
Love Won't Let Me Wait

**MARLEY MARL &
ROXANNE SHANTE** - Wack Itt

Reports	Adds	ARTIST TITLE LABEL
35	1	AWB - The Spirit Of Love (Track)
30	14	STEVIE WONDER - With Each Beat Of My Heart (Motown)
29	12	* TODAY - Girl I've Got My Eyes On You (Motown)
26	12	* VESTA WILLIAMS - 4 U (A&M)
24	8	BETTY WRIGHT - From Pain To Joy (Vision)
23	2	CHANNEL 2 - In Debt To You (Wing/PolyGram)
23	2	HOWARD HUNTSBERRY - Married Men Get Lonely (MCA)
23	8	* L'TRIMM - Cuttie Pie (Atlantic)
21	1	MAC BAND - That's The Way I Look At Love (MCA)
18	--	KIRBY COLEMAN - Hey Ton'i (Next Plateau)
17	3	* CASH MONEY & MARVELOUS - Find An Ugly Woman (Sleeping Bag)
17	1	* EASY E - We Want Easy (Priority)
16	4	* GEORGE HOWARD - One Love (MCA)
16	6	* WILLIE CLAYTON - Never Too Late (PolyGram)

*First time listed on this page.

DROPPED: #16-Sheena Easton, #21-Chaka Khan, #26-Levert (Pull), #27-Keith Sweat, #30-Today (Him), #31-Michael Jackson, #40-Robert Brookins & Stephanie Mills, Ray Goodman & Brown, Annie Lennox & Al Green.

INSIDE URBAN



▲ BENSON & KLUGH

Atlanta was the site of a reception held in honor of Warner Bros. recording artists George Benson and Earl Klugh. They were presented with the key to the city and a proclamation from the Atlanta City Council. Shown at the ceremonies are (l-r) City Councilman Robb Pitts, George Benson, City Councilman Morris Finley, Earl Klugh and WB promotion manager for Atlanta, Teddy Astin.

▲ LUNCH WITH VESTA AND WDKX

Vesta Williams was honored at a promotional lunch given by WDKX-Rochester. The winner and three guests were chauffeured to the station and served a catered lunch. While at the station the winner was surprised with an on-air interview with Vesta and air talent Kevin Morrison. Pictured (front l-r) GM Andrew Langston with Vesta, and (top row l-r) Kevin Morrison and executive producer/manager E.J. Jackson.

TODAY has become Record Top Watch after one week in circulation. Added at WNHC-New Haven, WUSL/FM-Philadelphia, WKXG-Greenwood, WLOU-Louisville, WQQK/FM-Nashville, WYLD FM-New Orleans, CBL3-Minneapolis, WBLZ-Cincinnati, WPZZ-Indianapolis, WTLC-Indianapolis, WVOI-Toledo, and KRIZ-Seattle. Add those to the four in heavy rotation, six in medium, and seven in light, making a great premier. Frank Barrow, KRIZ-Seattle, said "Watch it grow," when making it his RTW. Cedric Hollywood, WJHM-Orlando, likes our choice for Top Tip: **L'TRIMM's** "Cuttie Pie," which he says is picking up by leaps and bounds. It's being added this week at WBIL-Tuskegee, WFXM-Macon, WGOK-Mobile, WQMG-Greensboro, WXOK-Baton Rouge, WYLD/FM-New Orleans, WVOI-Toledo, and it's already in rotations at KYEA-Monroe, KFXZ-

Maurice/Lafayette, WABD-Clarksville, WBLX-Mobile, WFKX-Jackson, WFXA-Augusta, WGSW-Greenwood, WIKS-New Bern, WKXG-Greenwood, WQIS-Laurel, WWDM-Columbia, KMAP-Minneapolis, WCRX-Chicago, POWER96-Miami, and KSOL/FM-San Francisco.

David Dickenson, WHNC-New Haven, thinks the **LEVERT**, this week's most added record, is a contradiction, saying: "Just Coolin' is HOT!" Tony Wright, WJIZ-Albany, describes the new **STEVIE WONDER**: "Great follow-up and should really draw the females." Andy Henderson, WQKI-St. Matthews says "**SWEET OBSESSION** starting getting calls even before I started playing it. The calls are mostly female...and you know when women like something, they'll go out and buy it!" Kevin Morrison, WDKX-Rochester faxed us the news that **MILLI VANILLI** is very strong and generating top requests. Doc Holiday, WQMG-Greensboro, comments on the **READY FOR THE WORLD**: "They're at their best with this gently flowing ballad destined for top five." Then C.C. Scott, WGOK-Mobile had to get into the act by saying that **GERALD ALSTON's** single has great female appeal. If any of you out there need some female appeal music, there you go.

CORRECTION: Our apologies to V103/WVEE-Atlanta, for our error in deleting their station from the list of nominees for Station Of The Year. The good news, however, is that it made it on the ballots that went out to our Board Of Judges, and will be listed in the Directory For Media Professionals to be distributed at our Seminar. Ray already knows he's one of the greatest in the biz, though, and his feelings weren't hurt. Congrats again to all our nominees! Ciao for now, Betty.

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 **112** Last Week **108**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
KARYN WHITE - Superwoman (Warner Bros.)	83	3	69	9	2	93%	8
NEW EDITION - Can You Stand The Rain (MCA)	81	--	70	9	2	97%	7
TONY! TONI! TONE! - Baby Doll (Wing/PolyGram)	86	4	63	16	3	91%	7
LUTHER VANDROSS - She Won't Talk To Me (Epic)	72	--	57	12	3	95%	10
ALEESE SIMMONS - I Want To Be Your Lover (Orpheus/EMI)	70	--	41	26	3	95%	9
TONE LOC - Wild Thing (Delicious Vinyl/Island)	84	--	63	15	6	92%	6
KIARA duet with SHANICE WILSON - This Time (Arista)	68	1	45	17	5	91%	9
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	85	3	54	21	7	88%	8
GUY - Teddy's Jam (MCA)	73	2	40	24	7	87%	7
AL B. SURE! - Killing Me Softly (Warner Bros.)	73	--	33	35	5	93%	8
GERALD ALSTON - Take Me Where You Want To (Motown)	59	--	40	13	6	89%	11
SADE - Turn My Back On You (Epic)	70	--	32	32	6	91%	7
NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)	63	2	20	33	8	84%	9
AL JARREAU - So Good (Reprise)	68	1	45	16	6	89%	9
MIDNIGHT STAR - Snake In The Grass (Solar)	74	1	19	45	9	86%	5
ANITA BAKER - Just Because (Elektra)	88	5	29	38	16	76%	4
CAMEO - Skin I'm In (Atlanta Artists/PolyGram)	69	--	23	39	7	89%	5
PAULA ABDUL - Straight Up (Virgin)	89	7	34	28	20	69%	4
GAP BAND - I'm Gonna Git You Sucka (Arista)	71	2	9	46	14	77%	5
BE BE & CE CE WINANS - Heaven (Capitol)	60	2	17	32	9	81%	8
TROOP - Still In Love (Atlantic)	61	1	5	36	19	67%	5
DENIECE WILLIAMS - This Is As Good As It Gets (Columbia)	54	--	4	35	15	72%	7
JOHNNY KEMP - One Thing Led To Another (Columbia)	58	--	2	36	20	65%	5
SWEET OBSESSION - Being In Love Ain't Easy (Epic)	59	5	5	37	12	71%	4
GEORGIO - I Don't Want 2 Be Alone (Motown)	51	2	16	20	13	70%	8
MILLI VANILLI - Girl You Know It's True (Arista)	72	13	22	19	18	56%	3
ROB BASE & D.J. E-Z ROCK - Get On The Dance Floor (Profile)	52	3	11	22	16	63%	6
GEORGE BENSON - Twice The Love (Warner Bros.)	51	3	6	27	15	64%	6
SURFACE - Closer Than Friends (Columbia)	59	8	4	16	31	33%	2
MARCUS LEWIS - The Club (Aegis/CBS)	51	3	3	20	25	45%	3

NEW RELEASES by Betty Hollars and John Martinucci



CHERRELLE - *Affair* (Tabu)

Title track from her latest album, Jam and Lewis wrote and produced this simple but catchy dance track. Check it out!

JEFFREY OSBORNE - *All Because Of You* (A&M)

Jeffrey demonstrates why he's one of the finest voices in both R&B and pop on this sensual mid-tempo ballad. Reminiscent of his L.T.D. days, "All Because Of You", co-produced by Jeffrey and Robert Brooks, has the perfect ingredients to appeal to young and upper demos. Jeffrey offers his best efforts yet, a trademark your playlists should find hard to refuse.



KENNY G with vocal by SMOKEY ROBINSON - *We've Saved The Best For Last* (Arista)

Kenny performs a miracle...Smokey Robinson. Smokey's ageless voice adds to Kenny's romantic sax (ala "Silhouette") for a fine Kenny G production.



WAS (NOT) WAS - *Walk The Dinosaur* (Chrysalis)

Imagine our shock when we discovered that more Top 40 stations are playing this than Urban stations. On top of that, it's this week's Top 40 Record To Watch. Was (Not Was) has a pop/funk beat that won't quit. We all know how to Cabbage Patch, but how do you Walk The Dinosaur?

ON MANAGEMENT

by Oren Harari



Nowadays you can't open a newspaper without reading about the importance of quality for business success. Quality of products, quality of service—more and more managers are realizing that these factors are crucial for competitive advantage, both from an individual company perspective and from a nationwide economic perspective.

The problem is that too many managers are simply talking about quality, but few are living it. To live quality means that one views it as an absolutely crucial non-negotiable uncompromising part of business strategy and operations. To live quality means that one creates an environment which reeks and smells of quality; it's in the air; people in all functions talk about it; it's measured, it's rewarded; it's the basis of company-wide training, be it in telephone courtesy or spreadsheet analysis or machine maintenance. To live quality is to be passionate about it; to be upset, if not outraged, whenever shoddy product or service gets through the system; to be thrilled whenever a genuine improvement in quality occurs through the efforts of an engineer or salesclerk or accountant.

Living quality is the trademark of successful firms.

The job of management is to create a climate where quality is lived throughout the organization. The job starts with top management. One cannot expect middle and first level managers to live quality if the example is not consistently and adamantly shown by senior managers. Similarly, one cannot expect non-managers to live quality when their own bosses don't provide the same example. When customers receive poor quality of product or service—be it pre- or post-purchase—you can bet that people somewhere in the management chain are talking about quality a lot more than they are living it.

Let's consider a few vignettes to illustrate these points. A couple of years ago I spoke to the president of a plumbing supply company which had garnered over 50% market share in a variety of communities in the South, despite the fact that the firm charged a 15% price premium. The firm had built a loyal growing customer base of builders and

contractors by, among other things, guaranteeing delivery of all ordered parts within 24 hours. The president told me that during the prior month his firm had received a call from a customer complaining that a \$2.50 part had not been included in the shipment. The customer was in another state, and without that part his crew would be left idle until it arrived. It was too late to Federal Express the part, so the president unhesitatingly put the part into the hands of an employee, and then put that employee on a plane bound for that city, where the employee delivered the part and stayed overnight before returning home the next day.

"Did you have any legal obligation to do that?" I asked.

"None."

"In terms of direct and indirect costs, what would you say that little trip cost you?" I asked.

"Oh, I'd say about a thousand bucks," he replied.

"Well now," I teased, "any cost accountant would tell you that you're a damn fool for spending \$1,000 on a \$2.50 sale."

"Well, Oren," he drawled, "one thing I've learned that's made my business a success. You can't live your values only during the good times. The real test is to live it during the bad times." He winked. "Besides, it was a good way to remind everyone in my shop about what's really important around here." What he didn't mention, of course, was self-evident: that he'd gained a lifelong customer whose repeat business and word-of-mouth marketing would ultimately lead to a superb return on that \$1,000 investment. That's living quality.

In contrast, consider a flight I recently took from San Francisco to New York. After we were in the air for an hour, the pilot came on to inform us that because of a hydraulic leak it would be necessary to return to San Francisco. Fair enough; one can't argue about the need for air safety. But that's not the story.

Once back in San Francisco, nearly 200 people waited aimlessly for well over an hour while the aircraft was checked. Any updates on the plane's status? Nope. Any information given about which other airlines were flying to New York? Nope. Any apologies? None. Empathy, personal assistance? Forget it. Finally: a curt announcement that the flight was canceled. Period. No other explanations. Then, the remaining 100 people were made to stand in line while only two clerks were assigned to process everyone into a subsequent flight scheduled four hours later. You can imagine how efficient and comforting that process was.

Unsurprisingly, this airline talks quality

of service in their ads and promotions, but is quality lived? Not if those passengers were the judges.

A similar "talk-live" mismatch existed with a manufacturer of big-ticket diagnostic hospital equipment. This firm had built its reputation and earnings on high quality, but was starting to lose market share to highly innovative top-quality competitors. I was asked to come in and "pump up" the sales managers, but I quickly realized that my efforts would simply be a drop in the bucket. The new president had made his priorities very clear. He spent most of his time with the controllers and treasurers, and his meetings with direct reports revolved almost entirely around cost and variances. Quality was gradually becoming something that was appropriate only for public relations, as managers scrambled to cover their rears and make their monthly numbers look good. Needless to say, my message about priorities was not kindly received, and I didn't last long in that firm. But then again, neither did the president, as market share drop began to steadily accelerate and a new leader was brought in. Living quality? Apparently not in that company.

How different the story is at Baxter, the successful manufacturer of hospital products, where quality is built into the corporate mission statements, where senior managers regularly tour plants to cheerlead the goal of "zero-defects," and where a foreman in a Puerto Rico plant could proudly tell me that one of his key machines had a statistically "acceptable" standard of error, "but that is not acceptable to us in this plant. We want zero leakage. So the plant manager gave us the okay to stop this machine altogether and use only the other one. We are losing business until we repair this machine, but that is the only way that we find acceptable."

Or a colleague at Johnson and Johnson: "Our sterility standards are usually several times higher than those which are government mandated. That means that when you purchase Band-Aids or Q-Tips you're getting a product whose sterility is triple what is considered acceptable. The quickest way a manager can get shafted around here is to 'prove' that our profitability would be greater if we lowered our quality standards to meet government standards. That's short-term thinking, it's stupid thinking, and that's not how we do business at J & J."

That says it well. As managers, we can talk glowingly about excellence, or quality, or whatever. But it's our deeds and actions that will determine whether quality or excellence will occur in our enterprise. Talking is easy, but the video must match the audio. ●

MOST ADDED

DEBBIE GIBSON (60)
(Atlantic)

ROY ORBISON (53)
(Virgin)

CROSBY, STILLS, NASH & YOUNG
(51)
(Atlantic)

MIKE + THE MECHANICS (48)
(Atlantic)

SURVIVOR (32)
(Scotti Bros./CBS)

TOP TIP

CROSBY, STILLS, NASH & YOUNG
Got It Made
(Atlantic)

CSNYAOK@AC, made in the shade.

RECORD TO WATCH



VANESSA WILLIAMS
Dreamin'
(Wing/PolyGram)

A/C shouldn't be sleeping on this single.

Editor: Ron Fell
Assoc. Editor: Diane Rufer

ADULT CONTEMPORARY

2W LW TW

1	1	1	FLEETWOOD MAC - As Long As You Follow (Warner Bros.)
3	3	2	Annie Lennox & Al Green - Put A Little Love In Your Heart (A&M)
4	4	3	BASIA - New Day For You (Epic)
10	5	4	GLENN FREY - Soul Searchin' (MCA)
2	2	5	Phil Collins - Two Hearts (Atlantic)
9	7	6	STEVE WINWOOD - Holding On (Virgin)
5	6	7	Boys Club - I Remember Holding You (MCA)
14	10	8	ROD STEWART - My Heart Can't Tell You No (Warner Bros.)
11	9	9	MAXI PRIEST - Wild World (Virgin)
20	13	10	TAYLOR DAYNE - Don't Rush Me (Arista)
22	16	11	B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got... (Reprise)
6	8	12	Roberta Flack - Oasis (Atlantic)
19	14	13	FAIRGROUND ATTRACTION - Perfect (RCA)
28	20	14	TIFFANY - All This Time (MCA)
34	23	15	RICK ASTLEY - She Wants To Dance With Me (RCA)
21	19	16	AL JARREAU - So Good (Reprise)
18	18	17	Diana Ross - If We Hold On Together (MCA)
32	26	18	BARBRA STREISAND - All I Ask Of You (Columbia)
33	28	19	SHERIFF - When I'm With You (Capitol)
29	21	20	NU SHOOSZ - Driftin' (Atlantic)
--	29	21	NEIL DIAMOND - This Time (Columbia)
8	11	22	Kenny G - Silhouette (Arista)
--	31	23	MIKE + THE MECHANICS - The Living Years (Atlantic)
16	15	24	Tracy Chapman - Baby Can I Hold You (Elektra)
--	--	25	ROY ORBISON - You Got It (Virgin)
15	17	26	'Til Tuesday - (Believed You Were) Lucky (Epic)
7	12	27	Johnny Hates Jazz - Turn Back The Clock (Virgin)
--	33	28	ANITA BAKER - Just Because (Elektra)
35	32	29	TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)
17	25	30	Boy Meets Girl - Waiting For A Star To Fall (RCA)
13	22	31	Will To Power - Baby I Love Your Way/Freebird Medley (Epic)
40	36	32	MICHELLE SHOCKED - Anchorage (Mercury/PolyGram)
31	30	33	Bette Midler - Under The Boardwalk (Atlantic)
26	27	34	James Taylor - Sweet Potato Pie (Columbia)
--	--	35	HUEY LEWIS & THE NEWS - Give Me The Keys (Chrysalis)
12	24	36	Moody Blues - No More Lies (Polydor/PolyGram)
--	--	37	DEBBIE GIBSON - Lost In Your Eyes (Atlantic)
--	38	38	AMY GRANT - Saved By Love (A&M)
--	--	39	BOY MEETS GIRL - Bring Down The Moon (RCA)
--	--	40	BREATHE - Don't Tell Me Lies (A&M)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
SURVIVOR - Across The Miles (Scotti Bros./CBS)		57	32	1	8	16	15%	2
* CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)		55	51	--	4	--	7%	1
CHICAGO - You're Not Alone (Reprise)		54	30	1	5	18	11%	2

FALL FOR IT



Randy Newman

FALLING
in
LOVE

The New Single From The Album Land Of Dreams.

Produced by Jeff Lynne



Management: Peter Asher for Asher-Krost Management.

© 1989 Reprise Records

UP & COMING

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

REVIEWS



JUDSON SPENCE

Love Dies In Slow Motion (Atlantic)
A truly spectacular song and production. Inspired by a filmmaker's use of slow motion as means of symbolizing the death of life, Judson freeze-frames the last flickers of an old flame.

GIANT STEPS

Into You (A&M)
The group's lead single, "Another Lover," deserved a better fate than it received, but their credibility should be firmly established when this track comes home via A/C radio. It's the perfect record to give adult radio a pace without the pain of aggressive instrumentation.

DINO

24/7 (4th & Broadway)
Dino's a sixty minute man for all occasions and this track has already scored 62 Gavin Top 40 stations. We'd expect it to do very well in A/C, unlike his summer smash, "Summertime" which unfortunately didn't cross to adults.

BANGLES

Eternal Flame (Columbia)
Written by Susannah Hoffs, in collaboration with hitmakers Steinberg & Kelly, "Eternal Flame" is probably the easiest-to-like Bangles song we've heard to date. Nice harmonies and delicate thoughts distinguish this track.

38 SPECIAL

Second Chance (A&M)
New lead singer Max Carl gives the band a whole new attitude and this wonderful song should make a favorable contemporary adult impression on all who'll take the time to listen. This is not the usual Southern rock fare which put the band on the map, but rather a sweet ballad with warm pop textures.

KENNY G

We've Saved The Best For Last (Arista)
As the title says we've saved the best for last. Kenny's great sax, along with Smokey Robinson's best instrument, his voice, have released an A/C winner - subtle and sweet.

Special Note: A/C correspondents please be aware that the deadline for the early discounted registration fee is January 31st. Please get your necessary paperwork completed and mailed to us. We want you here!!!

Reports Adds ARTIST TITLE LABEL

Reports	Adds	ARTIST	TITLE	LABEL
55	3	VICKIE CARRICO & NIGEL OLSSON	- Do You Want... (Airborne)	
54	9	EDIE BRICKELL & THE NEW BOHEMIANS	- What I Am (Geffen)	
52	27	LIVINGSTON TAYLOR	- City Lights (Critique/Atco)	
43	11	ANN WILSON & ROBIN ZANDER	- Surrender To Me (Capitol)	
38	7	VANESSA WILLIAMS	- Dreamin' (Wing/PolyGram)	
33	12	* EVERLY BROS. & THE BEACH BOYS	- Don't Worry Baby (Capitol)	
32	2	WET, WET, WET	- Angel Eyes (Home & Away) (UNI/MCA)	
23	12	* JAMES "JT" TAYLOR & REGINA BELLE	- All I Want Is Forever (Epic)	
22	7	* KENNY LOGGINS	- Tell Her (Columbia)	

* Debuts in Up & Coming

Dropped: Gary Wright, Chicago (Look), Four Tops w/Aretha, Anita Baker (Giving), Crosby, Stills, Nash & Young (Dream), K.T. Oslin.

INSIDE A/C

by Ron Fell & Diane Rufer

FLEETWOOD MAC continues to dominate the chart - all others "follow." Ninety percent of their 211 stations still report HEAVY rotation.

Though only one add, BASIA increases to third on the chart with a 98% HIT FACTOR (up from 93%).

ROD STEWART has a solid top ten now with "My Heart Can't Tell You No." This week it picks up 48 HEAVY rotation reports and also clears a 90% HIT FACTOR.

No growing pains for B.J. THOMAS & DUSTY SPRINGFIELD. Their 22 to 11 two-week chart move comes with a five-week HIT FACTOR of 86%.



BARBRA STREISAND's moving quickly toward the top with an eight point jump this week. The new single (without Don Johnson) may come up short in tabloid-value, but airplay is already HIT FACTORED at 76% of its players. New for WKMI, KKJO, KGLO etc.

SHERIFF picked up nearly 20% of its total airplay this week with 25 new A/C's including KBOI, KVSE, WLMX, KEZR, KLDI, WKCX and KYJC.

After only two chart weeks, NEIL DIAMOND's "This Time" shows a strong possibility for a future number one. It's three-week HIT FACTOR is 70% from a healthy 149 A/C's. New this time for

WNSR, WMT/FM, KFQD and already in the hottest possible rotation for 21 others.

In only two weeks of research, we show ROY ORBISON's "You Got It" gathering 158 A/C's and 40% of that number have committed to meaningful rotations.

DEBBIE GIBSON wins this week's MOST ADDED with 60 new A/C's and more than half of last week's adds converted to real rotations this week.

Looks like ANITA BAKER's streak of A/C winners will remain intact. "Just Because" is as valid as any answer for airplay and with 56% of her airplay HIT FACTORing the case is closing. Her new album is probably the biggest selling album of the season. "Just Because" is new this week for 18 more A/C's including WKMI, KFIV/FM, WMYX, WBLG/FM and KWEB.

All four of last week's CHARTBOUND-ers did indeed chart this week, but BREATHE also numbered, climbing from UP & COMING. BREATHE also picked up 27 adds including WAIV, KLSS, KWLO, WMT/FM, WLAM, WJON, WTWR and WMBD.

SURVIVOR, our RECORD TO WATCH last week, scored 32 new adds to qualify for fifth MOST ADDED this week. "Across The Miles" is now being heard across the United States and Canada. Among the adds this week are CKFM, WAFL, WKTJ, WRFC, KIZZ, WJON, KWEB, WJEH, KKRK, KKIQ, KSGT, and WMRN. Look for them to debut next week.

RECORD TO WATCH this week is VANESSA WILLIAM'S "Dreamin'." Our pick of December 9th has gone top ten on Gavin's URBAN chart and this week it's Top 40's TOP TIP. This natural ballad for A/C should not be missed. New adds this week from WTNY, WSER, WTCB, WZNY, KJTT, KKRK, KMCQ.

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 **224** Last Week **217**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
FLEETWOOD MAC - As Long As You Follow (Warner Bros.)	211	1	191	16	3	98%	10
ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)	198	1	164	22	11	93%	12
BASIA - New Day For You (Epic)	187	1	157	27	2	98%	12
GLENN FREY - Soul Searchin' (MCA)	188	10	147	25	6	91%	11
PHIL COLLINS - Two Hearts (Atlantic)	192	--	147	32	13	93%	11
STEVE WINWOOD - Holding On (Virgin)	173	2	141	26	4	96%	8
BOYS CLUB - I Remember Holding You (MCA)	167	1	120	35	11	92%	14
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	174	10	106	51	7	90%	8
MAXI PRIEST - Wild World (Virgin)	160	4	104	45	7	93%	11
TAYLOR DAYNE - Don't Rush Me (Arista)	157	13	79	58	7	87%	9
B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got... (Reprise)	158	9	56	81	12	86%	7
ROBERTA FLACK - Oasis (Atlantic)	146	1	73	59	13	90%	15
FAIRGROUND ATTRACTION - Perfect (RCA)	134	4	43	74	13	87%	11
TIFFANY - All This Time (MCA)	129	8	44	69	8	87%	12
RICK ASTLEY - She Wants To Dance With Me (RCA)	143	19	30	86	8	81%	6
AL JARREAU - So Good (Reprise)	138	3	32	83	20	83%	11
DIANA ROSS - If We Hold On Together (MCA)	119	3	47	62	7	91%	8
BARBRA STREISAND - All I Ask Of You (Columbia)	140	11	27	80	22	76%	6
SHERIFF - When I'm With You (Capitol)	129	25	45	48	11	72%	7
NU SHOZ - Driftin' (Atlantic)	130	4	30	76	20	81%	9
NEIL DIAMOND - This Time (Columbia)	149	21	21	84	23	70%	3
KENNY G - Silhouette (Arista)	120	--	47	54	19	84%	17
MIKE + THE MECHANICS - The Living Years (Atlantic)	166	48	14	72	32	51%	3
TRACY CHAPMAN - Baby Can I Hold You (Elektra)	111	4	41	58	8	89%	12
ROY ORBISON - You Got It (Virgin)	158	53	13	51	41	40%	2
'TIL TUESDAY - (Believed You Were) Lucky (Epic)	106	--	36	49	21	80%	13
JOHNNY HATES JAZZ - Turn Back The Clock (Virgin)	113	--	33	51	29	74%	16
ANITA BAKER - Just Because (Elektra)	126	18	13	58	37	56%	3
TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)	99	3	7	53	36	60%	8
BOY MEETS GIRL - Waiting For A Star To Fall (RCA)	83	--	26	28	29	65%	22
WILL TO POWER - Baby I Love Your Way/Freebird Medley (Epic)	84	1	19	41	23	71%	16
MICHELLE SHOCKED - Anchorage (Mercury/PolyGram)	86	11	6	45	24	59%	7
BETTE MIDLER - Under The Boardwalk (Atlantic)	83	2	6	54	21	72%	9
JAMES TAYLOR - Sweet Potato Pie (Columbia)	83	2	14	42	25	67%	8
HUEY LEWIS & THE NEWS - Give Me The Keys (Chrysalis)	91	22	7	35	27	46%	3
MOODY BLUES - No More Lies (Polydor/PolyGram)	65	--	18	33	14	78%	16
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	116	60	3	26	27	25%	2
AMY GRANT - Saved By Love (A&M)	66	5	3	41	17	66%	7
BOY MEETS GIRL - Bring Down The Moon (RCA)	76	19	3	29	25	42%	3
BREATHE - Don't Tell Me Lies (A&M)	79	27	4	23	25	34%	2

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
ROY ORBISON - You Got It (Virgin)	--	40	40%
BOY MEETS GIRL - Bring Down The Moon (RCA)	16	42	26%
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	--	25	25%
HUEY LEWIS & THE NEWS - Give Me The Keys (Chrysalis)	22	46	24%
BREATHE - Don't Tell Me Lies (A&M)	11	34	23%
NEIL DIAMOND - This Time (Columbia)	48	70	22%
EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)	29	51	22%
RICK ASTLEY - She Wants To Dance With Me (RCA)	63	81	18%
MIKE + THE MECHANICS - The Living Years (Atlantic)	33	51	18%
ANITA BAKER - Just Because (Elektra)	39	56	17%
B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got... (Reprise)	70	86	16%
BARBRA STREISAND - All I Ask Of You (Columbia)	60	76	16%

COUNTRY

MOST ADDED

- SHENANDOAH** (55)
(Columbia)
- KEITH WHITLEY** (50)
(RCA)
- LACY J. DALTON** (45)
(Universal)
- GEORGE STRAIT** (44)
(MCA)
- VERN GOSDIN** (41)
(Columbia)

TOP TIP

LACY J. DALTON
The Heart
(Universal)

Last week's Record To Watch quickly becomes our Top Tip as radio takes Lacy to heart.

RECORD TO WATCH



THE LONESOME STRANGERS
Goodbye Lonesome, Hello Baby Doll
(HighTone)

The Strangers are picking up some quick acceptance from the likes of WCAV/FM, KASH, KRLC, WYII, KYKK, etc.

Editor: Lisa Smith
Assoc. Editor: Cyndi Hoelzle

2W LW TW

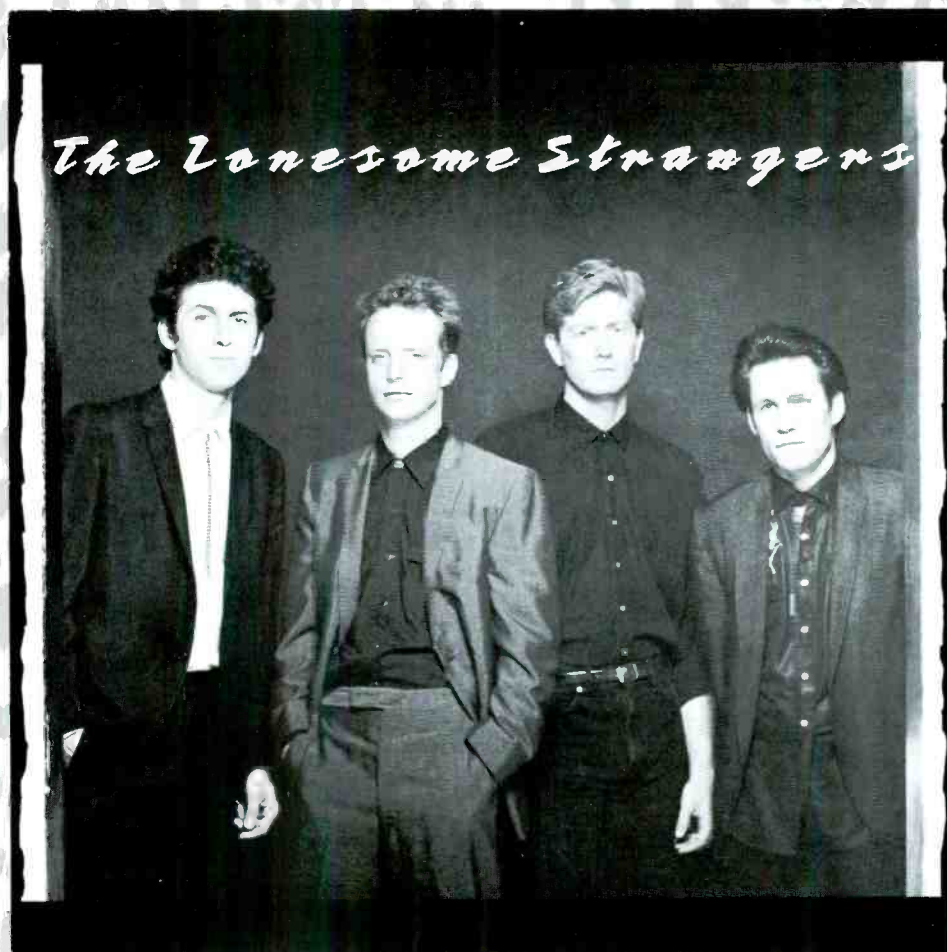
6	2	1	DAN SEALS - Big Wheels In The Moonlight (Capitol)
1	1	2	Alabama - Song of The South (RCA)
3	3	3	EARL THOMAS CONLEY - What I'd Say (RCA)
4	4	4	SKIP EWING - Burnin' A Hole In My Heart (MCA)
8	5	5	Dwight Yoakam - I Sang Dixie (Reprise)
11	6	6	KATHY MATTEA - Life As We Knew It (Mercury)
16	11	7	DESERT ROSE BAND - I Still Believe In You (MCA/Curb)
12	9	8	HOLLY DUNN - (It's Always Gonna Be) Someday (MTM)
19	13	9	TANYA TUCKER - Highway Robbery (Capitol)
17	14	10	GENE WATSON - Don't Waste It On The Blues (Warner Bros.)
21	15	11	EDDY RAVEN - 'Til You Cry (RCA)
14	12	12	Forester Sisters - Sincerely (Warner Bros.)
24	17	13	SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)
31	21	14	RONNIE MILSAP - Don't You Ever Get Tired... (RCA)
20	16	15	J. C. CROWLEY - Paint The Town And Hang The Moon Tonight (RCA)
22	19	16	LARRY BOONE - I Just Called To Say Goodbye Again (Mercury)
25	20	17	CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)
39	26	18	RICKY VAN SHELTON - From A Jack To A King (Columbia)
27	22	19	SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)
2	8	20	Randy Travis - Deeper Than The Holler (Warner Bros.)
35	29	21	REBA McENTIRE - New Fool At An Old Game (MCA)
28	23	22	OAK RIDGE BOYS - Bridges And Walls (MCA)
32	25	23	MERLE HAGGARD - You Babe (Epic)
5	7	24	Highway 101 - All The Reasons Why (Warner Bros.)
34	27	25	T. GRAHAM BROWN - Come As You Were (Capitol)
9	10	26	Steve Wariner - Hold On (A Little Longer) (MCA)
37	33	27	EMMYLOU HARRIS - Heartbreak Hill (Reprise)
--	35	28	NITTY GRITTY DIRT BAND - Down The Road Tonight (Warner Bros.)
38	34	29	GEORGE JONES - I'm A One Woman Man (Epic)
--	38	30	MICHAEL MARTIN MURPHEY - From The Word Go (Warner Bros.)
29	28	31	Mickey Gilley - She Reminded Me Of You (Airborne)
--	--	32	GEORGE STRAIT - Baby's Gotten Good At Goodbye (MCA)
7	18	33	Rodney Crowell - She's Crazy For Leavin' (Columbia)
--	--	34	KEITH WHITLEY - I'm No Stranger To The Rain (RCA)
--	--	35	T. G. SHEPPARD - You Still Do (Columbia)
18	24	36	The Shooters - Borderline (Epic)
--	--	37	LORRIE MORGAN - Trainwreck Of Emotion (RCA)
--	--	38	WAYLON JENNINGS - Which Way Do I Go (MCA)
40	40	39	Lyle Lovett - I Married Her Just Because She Looks Like You (MCA/Curb)
--	--	40	BELLAMY BROTHERS - Big Love (MCA/Curb)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
VERN GOSDIN - Who You Gonna Blame It On This Time (Columbia)		124	41	3	21	59	19%	3
FOSTER & LLOYD - Fair Shake (RCA)		103	40	--	10	53	9%	2
DON WILLIAMS - Old Coyote Town (Capitol)		100	35	2	12	51	14%	2
CRYSTAL GAYLE - Tennessee Nights (Warner Bros.)		97	20	1	18	58	19%	3

HIGHTONE RECORDS

JIMMIE RODGERS
DELMORE BROTHERS
ERNEST TUBB
HANK WILLIAMS
BUDDY HOLLY
EVERLY BROTHERS
THE BYRDS
DWIGHT YOAKAM



THE LONESOME STRANGERS

THE NEWEST NAME IN A LONG TRADITION
OF *INNOVATIVE* COUNTRY MUSIC

The First Single "Goodbye Lonesome, Hello Baby Doll"
From the LP **THE LONESOME STRANGERS**

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www.americanradiohistory.com

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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
91	6	5	MICHAEL JOHNSON - Roller Coaster Run (RCA)
91	23	3	JOHN CONLEE - Hit The Ground Runnin' (16th Ave.)
78	45	2	LACY J. DALTON - The Heart (Universal)
73	4	5	BERTIE HIGGINS - Homeless People (Southern Tracks)
71	5	8	ANNE MURRAY - Slow Passin' Time (Capitol)
69	30	2	LEE GREENWOOD - I'll Be Lovin' You (MCA)
64	55	1	* SHENADOAH - Church On Cumberland Road (Columbia)
61	4	7	JOSH LOGAN - Every Time I Get To Dreamin' (Curb)
61	11	4	RONNIE McDOWELL/JERRY LEE LEWIS - Never Too Old... (Curb)
60	1	8	GARY STEWART - An Empty Glass (HighTone)
59	17	2	THE SANDERS - Grandma's Old Wood Stove (Airborne)
56	23	2	CHARLIE DANIELS BAND - Cowboy Hat In Dallas (Epic)
50	14	2	GLEN CAMPBELL - More Than Enough (MCA)
47	2	6	MARIE OSMOND - I'm In Love And He's In Dallas (Capitol/Curb)
42	3	5	BURCH SISTERS - I Don't Want To Mention Any Names (Mercury)
42	37	1	* BAILLIE AND THE BOYS - She Deserves You (RCA)
40	12	2	WILLIE NELSON - Twilight Time (Columbia)
39	15	2	KEVIN WELCH - Stay November (Warner Bros.)
38	--	7	CEE CEE CHAPMAN & SANTA FE - Gone But Not Forgotten (Curb)
36	36	1	* PATTY LOVELESS - Don't Toss Us Away (MCA)
35	34	1	* HANK WILLIAMS JR./HANK SR. - There's A Tear (Warner Bros./Curb)
32	--	7	LIONEL CARTWRIGHT - You're Gonna Make Her Mine (MCA)
30	8	2	BOBBY VINTON - The Last Rose (Curb)
30	3	2	THE WAGONEERS - Help me Get Over You (A&M)
30	21	1	* LONESOME STRANGERS - Goodbye Lonesome, Hello Baby... (HighTone)
30	29	1	* BILLY JOE ROYAL - Tell It Like It Is (Atlantic America)
25	16	1	* ROY ORBISON - You Got It (Virgin)
23	16	1	* BUCK OWENS - A-11 (Capitol)
22	1	7	LYNN ANDERSON - What He Does Best (Mercury)
22	4	2	DEAN DILLON - Hey Heart (Capitol)
22	3	2	DAVID ALLAN COE - Love Is A Never Ending War (Columbia)
21	4	2	FAIRGROUND ATTRACTION - Perfect (RCA)
20	2	1	* LISA CHILDRESS - Old Familiar Feelin' (True)

*Debuts In Up & Coming.

Dropped: #30-Hank Williams, Jr., #31-Patty Loveless, #32- Statlers, #36-Baillie & Boys, #37-Jo-El Sonnier, #39-Judds, Canyon, Carrie Davis.

TOP REQUESTS

ALABAMA

DWIGHT YOAKAM

RANDY TRAVIS

DAN SEALS

EARL THOMAS CONLEY

LP CUTS

Ricky Van Shelton - Hole In My Pocket
Oak Ridge Boys - Beyond Those Years
Baillie & The Boys - Turning The Tide
Emmylou Harris - Heaven Only Knows
Randy Travis - Written In Stone

INSIDE COUNTRY



And here he is, shamelessly flaunting a Dodgers jacket. It's Chris Olivarez of KROP-Brawley, proudly showing off the Casio he won in the Gavin Report/MJI Broadcasting sponsored Trivia Contest. Chris is sure this is just the start of a very successful recording career!

AND THOSE CHANGES JUST KEEP COMING...After last week's massive list of changes, we thought that would be it for a while. Wrong! There were more that

awaited us this week...Ken Adams has left KVBR-Brainerd, and Henry Thomas is taking over as Music Director... Stewart Byars has been promoted to Music Director at WKWT-Union City...Clif Desmond has been promoted to Program Director at WTRS-Dunnellon. Ken Cameron takes over the music duties...Bill Georgi is once again doing the music at KWDJ-Riverside. Lou Lunden will be spending more of her time doing interviews for her show...KACV/FM, a college radio station in Amarillo, is going to be starting an Alternative Country program on the station. "Young Country", with host Robert Duke and will feature artists as diverse as Tracy Chapman, Southern Pacific, The Waterboys and Dwight Yoakam. Good luck!

PROGRAMMERS ARE TALKING ABOUT...Bill LeCato at WKRE-Exmore is getting super response to Fairground Attraction...Jerry Gober at KXSA-

Dermott says the new Patty Loveless record is already doing great for him...

GAVIN SEMINAR. Plans for the Country session at next month's Gavin Seminar are really shaping up. Titled "The Pursuit Of Market Share", it will be moderated by KRAK-Sacramento's Don Langford, and so far the guest speakers include Eric Marshall from WSIX-Nashville, Gavin Contributing Editor Moon Mullins, Bob Young from WXTU-Philadelphia, Hal Smith from KZOU-Little Rock, Bob Guerra from KLAC/KZLA-Los Angeles, CBS's Jack Lameier, Eddie Edwards from KAJA-San Antonio and research expert Jhan Hiber.

It's going to be a great session and a great seminar. Don't miss out! Be there February 16-18! More details in next week's Inside Country.

Talk with 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 207 Last Week 197

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
DAN SEALS - Big Wheels In The Moonlight (Capitol)	199	1	178	17	3	97%	11
EARL THOMAS CONLEY - What I'd Say (RCA)	192	1	174	11	6	96%	11
SKIP EWING - Burnin' A Hole In My Heart (MCA)	194	3	169	18	4	96%	12
KATHY MATTEA - Life As We Knew It (Mercury)	197	5	157	32	3	95%	11
DESERT ROSE BAND - I Still Believe In You (MCA/Curb)	195	-	113	73	9	95%	9
HOLLY DUNN - (It's Always Gonna Be) Someday (MTM)	185	1	129	47	8	95%	13
TANYA TUCKER - Highway Robbery (Capitol)	194	2	104	82	6	95%	9
GENE WATSON - Don't Waste It On The Blues (Warner Bros.)	191	5	92	84	10	92%	11
EDDY RAVEN - 'Til You Cry (RCA)	195	4	75	104	12	91%	8
SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)	193	3	38	130	22	87%	7
RONNIE MILSAP - Don't You Ever Get Tired... (RCA)	197	6	29	143	19	87%	5
J. C. CROWLEY - Paint The Town And Hang The Moon Tonight (RCA)	175	2	59	96	18	88%	13
LARRY BOONE - I Just Called To Say Goodbye Again (Mercury)	175	--	46	115	14	92%	9
CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)	183	6	33	128	16	87%	8
RICKY VAN SHELTON - From A Jack To A King (Columbia)	196	11	21	137	27	80%	4
SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)	186	5	24	139	18	87%	8
REBA McENTIRE - New Fool At An Old Game (MCA)	192	10	5	137	40	73%	5
OAK RIDGE BOYS - Bridges And Walls (MCA)	175	5	15	133	22	84%	8
MERLE HAGGARD - You Babe (Epic)	163	6	25	116	16	86%	10
T. GRAHAM BROWN - Come As You Were (Capitol)	163	3	10	124	26	82%	7
EMMYLOU HARRIS - Heartbreak Hill (Reprise)	167	11	6	103	47	65%	7
NITTY GRITTY DIRT BAND - Down The Road Tonight (Warner Bros.)	173	15	2	95	61	56%	5
GEORGE JONES - I'm A One Woman Man (Epic)	157	14	10	95	38	66%	7
MICHAEL MARTIN MURPHEY - From The Word Go (Warner Bros.)	160	19	2	83	56	53%	5
GEORGE STRAIT - Baby's Gotten Good At Goodbye (MCA)	171	44	6	63	58	40%	3
KEITH WHITLEY - I'm No Stranger To The Rain (RCA)	157	50	--	47	60	29%	3
T. G. SHEPPARD - I Still Do (Columbia)	126	21	4	53	48	45%	8
LORRIE MORGAN - Trainwreck Of Emotion (RCA)	119	14	1	42	62	36%	7
WAYLON JENNINGS - Which Way Do I Go (MCA)	122	18	1	35	68	29%	4
BELLAMY BROTHERS - Big Love (MCA/Curb)	126	25	1	33	67	26%	4

NEW RELEASES by Lisa Smith & Cyndi Hoelzle



HANK WILLIAMS JR. WITH HANK WILLIAMS SR. - There's A Tear In My Beer (Warner Bros.)

Hank Jr. had the good sense to pick a never-before-released song to "duet" with his father. Hank Sr. wrote the song and recorded the demo in 1952 for his friend Big Bill Lister, who found the acetate last year. Through the magic of technology the original recording was cleaned up and Hank Jr. added his vocals and harmonized with his father on the chorus. We hear that the video is really something to see.



JOHN ANDERSON - Lower On The Hog (MCA)

Anderson belts out this working man's lament. It's a pretty safe bet that this song won't be part of George Bush's Inaugural Celebration.



LUCINDA WILLIAMS - The Night's Too Long (Rough Trade)

You may have first noticed Lucinda when she appeared on the "A Town South Of

Bakersfield II" lp. She's since recorded a great album on Rough Trade Records, and this is her debut Country single. Lucinda is one of those promising young singer/songwriters helping to keep our format fresh and exciting.



PATTY LOVELESS - Don't Toss Us Away (MCA)

Once again, Gavin's golden-eared programmers were quick to pick this cut out of the album. The simple production makes Patty's wonderful voice shine through, and the lyrics will strike a chord with many of your listeners.

JAZZ NEW RELEASES



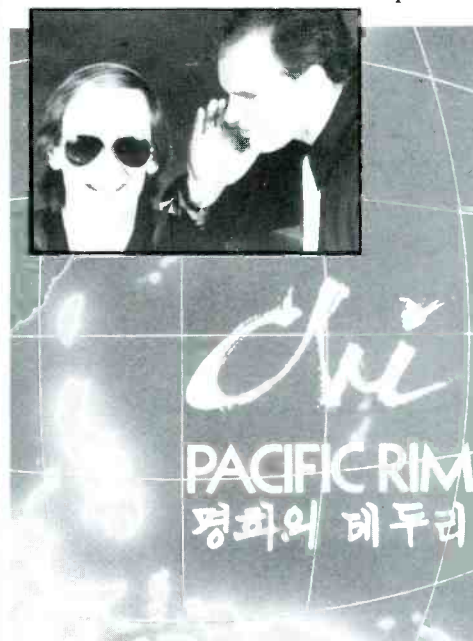
BECOMING BECAME - DAN BALMER (CHASE MUSIC GROUP)

Tom Grant's guitarist Dan Balmer picked the perfect time to release *Becoming Became*--since early January is traditionally a time when programmers feel a drought in Jazz/AA new releases. More AA than Jazz, Balmer's wandering style is a bit reminiscent of Jay Azzolina's *Antilles* debut. But when Balmer concentrates on the melody of the compositions, that's when the excitement builds. Check out "The Hard Way". It's very bluesy, complete with heavy uptown horn arrangements. And by the four minute mark, things build in a big way. "Stacey" leans in the same direction. Admittedly, *BB* caters more to AA, with only a slight nod toward Jazz stations comfortable with drifting away from the acoustic sound. At times Balmer does take the gloves off, losing the layering effects on his guitar and bordering on rock leads. And that's good, because having seen Mike Stern recently, there's certainly an audience for more adventurous and harder-sounding guitarwork. Also listen to the title track, plus "Wish You Were Here," and the uptempo "Nieces And Nephews." If new releases are lean, give Dan a shot.

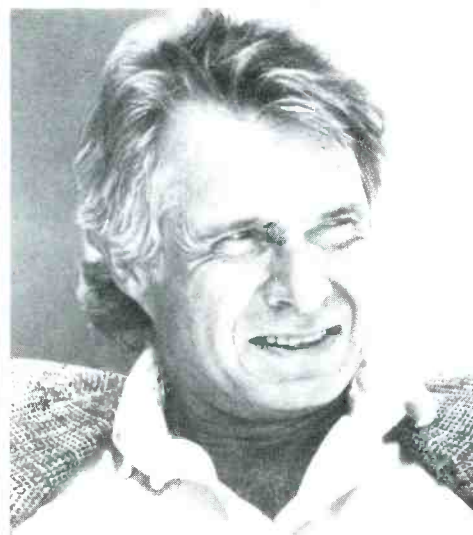
PACIFIC RIM - CHI (PRO JAZZ)

Tom Chase and Steve Rucker formed Chi out of their fascination with Eastern thought and the Pacific islands. So it's probably for that reason that the track "Little Island

(Sweet Sea)" surfaces as Chi's most sincere composition. Both Tom and Steve have had fruitful careers in film scoring, commercials, studio sessions and musical directorships for



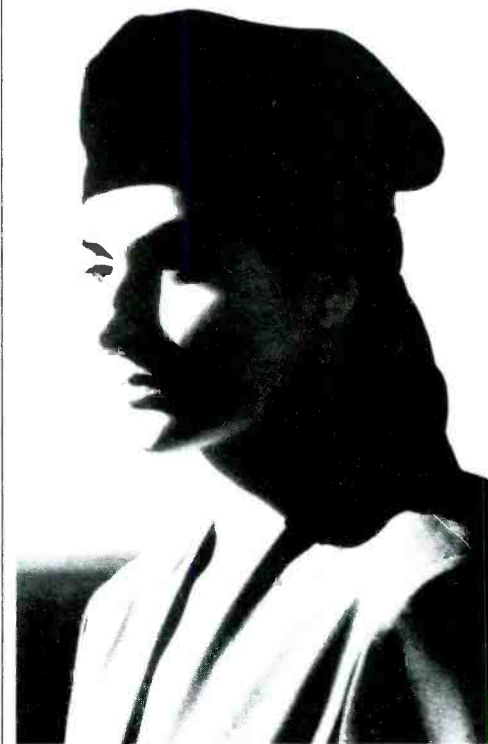
folks like Ronnie Milsap and Eddie Rabbitt. On songs like the title track, Rucker and Chase easily adapt their inboard synclavier capabilities to perform formidable Adult Alternative sounds. Though less improvisational than, say, Michael Colina, "A Sudden Breeze," and "Carolyn" also sound fine. On "Zuma" and "Boomerang," Chi mixes things up a bit with a little more tempo.



COLLECTION - DAVE GRUSIN (GRP) TEN YEARS - KITARO (Geffen)

Here's a couple of ten-year retro-

spectives by an unlikely pair of artists--Dave Grusin and Kitaro. Although both sit on polar ends of the Adult Alternative music spectrum, Grusin and Kitaro are important contributors to this relatively new format. On Grusin's *Collection*, themes from *Tootsie*, *St. Elsewhere* and *On Golden Pond* capsule Dave's cinematic contributions. Both the live *Budokan* track, "Serengetti Walk" and "Mountain Dance" have aged well. For fans of Japanese progressive music (spanning from the Sadistic Mika Band of the seventies to Riuichi Sakamoto's recent stateside release, *Neo Geo*), Kitaro has been a meditative force all along. This double CD set contains three new tracks, the most worthwhile being "Dawn/Rising Sun" and "Song For Peace."



WATERMARK - ENYA (Geffen)

This record is as awesome as anticipated. It opens the title track, a fine instrumental piece, followed by "Cursum Perficio," which is almost operatic by its vocal construction. Then out of nowhere, a clarinet solo garnishes the next track, "On Your Shore." That diversity typifies the beauty of this release. Artistically,

JAZZ NEW RELEASES

albums like Watermark blaze their own creative trails. Listening to Enya reminds you that the more synthesized and electronic music generally becomes, the greater the impact for music that leans in a more organic direction. So as society speeds pace on its technological treadmill, voices from ages past cut through with amazing clarity. With Watermark it's still not entirely that simple. Like the movie Bladrunner, Enya's ancient perspective mingles with a space age setting. Track for track, Watermark is a virtual "pick 'em" for Adult Alternative. It's that good.

SLICE OF LIFE - FREE FLIGHT (CBS)

Much like Dream Patrol, the members of Free Flight have so many impressive musical credentials it would take this whole review to list them. Yet unlike most studio aggregations who form bands, Free

Flight takes their message on the road-- quite often blowing their



headliners off the stage. Flutist/leader Jim Walker spent fifteen years as first chair flute with the Los

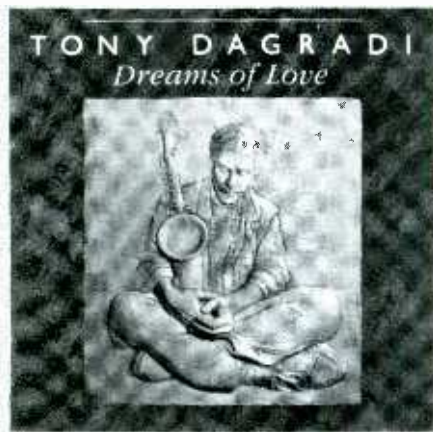
Angeles and the Pittsburgh Philharmonic Orchestras. Mike Garson has played with Stanley Clarke and Chick Corea, and I even saw him playing piano with David Bowie and The Spiders From Mars on Halloween night in 1972! It's difficult to pin a title on SOL's sound. Because their virtuosity is so pervasive, they can play literally any form they please. Although the main airplay tracks on the album are the first two, "Uptown" and "Slice Of Life," "Mo's Art" is the kind of song that will bring the heaviest phone reaction. Free Flight is augmented by bassist Jim Lacefield who has played with Dizzy Gillespie and Cher. Drummer Ralph Mumhrey has recorded with folks like Frank Zappa, Al Jarreau and the late great Don Ellis and his big band. Quite a collection of super accomplished musicians!

From The Crescent City To Music City

Rounder Has The Record For You

TONY DAGRADI

Dreams Of Love



New Orleans' ace sax man's Rounder debut.

GAVIN JAZZ:
35*-21*

RUSS BARENBERG

Moving Pictures



Nashville's super smooth guitarist is recording for Adult Alternative formats.

**ADULT
ALTERNATIVE:**
44*-41*



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JAZZ

MOST ADDED

1. COLLECTION - DAVE GRUSIN (GRP)
2. MARIONETTE - JOE LoCASCIO (CHASE MUSIC GROUP)
3. DUETS - CARLA BLEY/STEVE SWALLOW (ECM)
4. BECOMING BECOME - DAN BALMER (CHASE MUSIC GROUP)
5. GREETINGS FROM NEW YORK - THE SOS ALL-STARS (CHASE MUSIC GROUP)

TOP TIP

TOM HARRELL
STORIES
(Contemporary)

Jazz radio keys in on Harrell's fine improvising talents--debut at #38.

RECORD TO WATCH



DAN BALMER
BECOMING BECOME
(CHASE MUSIC GROUP)

Tom Grant's guitarist takes full advantage of the slow early-January release schedule.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

14	5	1	JOE BECK - BACK TO BECK (DMP)
2	2	2	Michel Camilo (Portrait)
5	4	3	GERALD ALBRIGHT - BERMUDA NIGHTS (ATLANTIC)
1	1	4	Lee Ritenour - Festival (GRP)
12	9	5	BIRELI LAGRENE - FOREIGN AFFAIRS (BLUE NOTE)
10	6	6	AL JARREAU - Heart's Horizon (Reprise)
3	3	7	Chet Atkins - C.G.P. (Columbia)
23	10	8	SADAO WATANABE - ELIS (ELEKTRA)
17	13	9	RICHIE COLE - SIGNATURE (MILESTONE)
4	7	10	Tom Scott - Flashpoint (GRP)
18	14	11	HARRY CONNICK, JR. - 20 (COLUMBIA)
13	12	12	Kent Jordan - Essence (Columbia)
21	15	13	TONY WILLIAMS - ANGEL STREET (BLUE NOTE)
11	18	14	TANIA MARIA - FORBIDDEN COLORS (CAPITOL)
16	17	15	THE HARPER BROTHERS (VERVE/POLYGRAM)
22	22	16	PETER ERSKINE - MOTION POET (DENON)
--	31	17	CHARLES EARLAND - FRONT BURNER (MILESTONE)
6	11	18	Flora Purim - Midnight Sun (Venture/Virgin)
33	21	19	GARY HERBIG (HEADFIRST/K-TEL)
28	26	20	JOHN HANDY - EXCURSION IN BLUE (QUARTET)
42	35	21	TONY DAGRADI - DREAMS OF LOVE (ROUNDER)
7	8	22	Kenny G - Silhouette (Arista)
--	42	23	ROBIN EUBANKS - DIFFERENT PERSPECTIVES (JMT/POLYGRAM)
37	25	24	BRIAN MELVIN'S NIGHTFOOD - NIGHTFOOD (GLOBAL PACIFIC/CBS)
8	16	25	Lyle Mays - Street Dreams (Geffen)
38	36	26	BARNEY KESSEL - RED HOT AND BLUES (CONTEMPORARY)
35	28	27	John Jarvis - Whatever Works (MCA Master Series)
20	19	28	Jane Ira Bloom - Slalom (Columbia)
--	32	29	JIMMY MCGRIFF - BLUE TO THE BONE (MILESTONE)
48	30	30	Dream Patrol - Phoning The Czar (Pasha/CBS)
--	39	31	KIM PENSYL - PENSYL SKETCHES #1 (OPTIMISM)
15	23	32	Wishful Thinking - Way Down West (Soundwings)
--	44	33	DANNY HEINES - EVERY ISLAND (SILVER WAVE/OPTIMISM)
25	33	34	Charlie Haden's Quartet West - In Angel City (Verve/PolyGram)
--	--	35	DO'AH - WORLD DANCE (GLOBAL PACIFIC/CBS)
24	24	36	Stanley Jordan - Flying Home (EMI)
--	--	37	BUDDY DeFRANCO/TERRY GIBBS QUINTET - HOLIDAY FOR SWING (CONTEMPORARY)
--	--	38	TOM HARRELL - STORIES (CONTEMPORARY)
9	20	39	Tom Grant - Mango Tango (GAIA)
--	--	40	MILT JACKSON - A LONDON BRIDGE (PABLO)
--	--	41	LENA HORNE - THE MEN IN MY LIFE (THREE CHERRIES)
45	43	42	SUPER SAX - STONE BIRD (COLUMBIA)
--	--	43	NANCY WILSON - NANCY NOW! (COLUMBIA)
34	37	44	Cassandra Wilson - Blue Skies (JMT/PolyGram)
26	41	45	Brandon Fields - The Traveler (Nova)
30	29	46	Susan Mazer And Dallas Smith - Summit (Brave Dog)
31	40	47	Jonathan Butler - More Than Friends (Jive/RCA)
29	34	48	Bill Bergman And The Metro Jets (GAIA)
--	--	49	SMITH/DOBSON - SASHA BOSSA (QUARTET)
39	48	50	Sphere - Bird Songs (Verve/PolyGram)

CHARTBOUND

ROBERTA FLACK (ATLANTIC)
CHRIS MCGREGOR (VENTURE/VIRGIN)
CHI (PRO JAZZ)
* **DAVID KNOPFLER** (CYPRESS/A&M)
RUSH HDUR (GAIA)

JACK McDUFF (MUSE)
* **DAN BALMER** (CHASE MUSIC GROUP)
* **MINGUS DYNASTY** (SOUL NOTE)
* **DAVE GRUSIN** (GRP)

* **DDN HARRISS** (SONIC ATMOSPHERES)
* **CARLA BLEY/STEVE SWALLOW** (ECM)
* **JOE LoCASCIO** (CHASE MUSIC GROUP)
CALDWELL PLUS (MCA MASTER SERIES)

Dropped: #27 Diane Schuur, #38 BIRD Soundtrack, #45 Steve Miller, #46 Moe Koffman, #47 Rodney Franklin, #49 F. Hubbard & W. Shaw, #50 Checkfield, Al Cohn.

*Debuts in chartbound

LET'S BREAK

WINDOWS

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(CYPRESS YD0124)

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MOST ADDED

1. SLICE OF LIFE - FREE FLIGHT (CBS ASSOC.)
2. BECOMING BECAME - DAN BALMER (CHASE MUSIC GROUP)
3. ANCIENT HEART - TANITA TIKARAM (REPRISE)
4. COLLECTION - DAVE GRUSIN (GRP)
5. FREEWAY PHILHARMONIC (SPINDLETOP)
6. TIMES LIKE THESE - GARY BURTON (GRP)

TOP TIP

DO'AH
WORLD DANCE
(GLOBAL PACIFIC/CBS)

Climbs an impressive
22 notches--37-15!

RECORD TO WATCH



TANITA TIKARAM
ANCIENT HEART
(REPRISE)

A young singer who appeals to both younger and older demos. Tanita Tikaram's debut was co-produced by Rod Argent (of Argent) and Peter Van Hooke, who worked with Van the Man.

Co-Editors: Keith Zimmerman/Kent Zimmerman

ADULT ALTERNATIVE

2W LW TW

2	1	1	AL JARREAU - HEART'S HORIZON (REPRISE)
4	2	2	CHET ATKINS - C.G.P. (COLUMBIA)
9	8	3	GERALD ALBRIGHT - BERMUDA NIGHTS (ATLANTIC)
1	3	4	Lee Ritenour - Festival (GRP)
8	7	5	JOHN JARVIS - WHATEVER WORKS (MCA MASTER SERIES)
24	9	6	DAVID KNOPFLER - LIPS AGAINST THE STEEL (CYPRESS/A&M)
7	6	7	Julia Fordham (Virgin)
5	4	8	Tom Scott - Flashpoint (GRP)
29	27	9	JOE BECK - BACK TO BECK (DMP)
49	13	10	ENYA - WATERMARK (Geffen)
34	22	11	SADAO WATANABE - ELIS (ELEKTRA)
3	5	12	Kenny G - Silhouette (Arista)
33	23	13	CHI - PACIFIC RIM (PRO JAZZ)
12	12	14	Chris Spheeris - Pathways To Surrender (Columbia)
38	37	15	DO'AH - WORLD DANCE (GLOBAL PACIFIC/CBS)
16	17	16	Dream Patrol - Phoning The Czar (Pasha/CBS)
27	21	17	ROBERTA FLACK - OASIS (ATLANTIC)
41	19	18	DANNY HEINES - EVERY ISLAND (SILVER WAVE/OPTIMISM)
10	11	19	Jonathan Butler - More Than Friends (Jive/RCA)
14	16	20	Grant Geissman - All My Tomorrows (TBA)
30	29	21	BIRELI LAGRENE - FOREIGN AFFAIRS (BLUE NOTE)
42	41	22	DON HARRISS - VANISHING POINT (SONIC ATMOSPHERES)
25	25	23	Wishful Thinking - Way Down West (Soundwings)
26	24	24	SUSAN MAZER & DALLAS SMITH - SUMMIT (BRAVE DOG)
48	35	25	GARY HERBIG (HEADFIRST/K-TEL)
15	15	26	Stanley Jordan - Flying Home (EMI)
11	14	27	Lyle Mays - Street Dreams (Geffen)
20	28	28	Eric Tingstad & Nancy Rumbel - Legends (Narada/Lotus)
6	10	29	Tom Grant - Mango Tango (GAIA)
23	31	30	Anita Baker - Giving You The Best That I Got (Elektra)
37	36	31	BRIAN MELVIN'S NIGHTFOOD - NIGHTFOOD (GLOBAL PACIFIC/CBS)
36	32	32	Vangelis - Direct (Arista)
13	18	33	Checkfield - Through The Lens (American Gramophone)
--	43	34	KIM PENSYL - PENSYL SKETCHES #1 (OPTIMISM)
45	40	35	TANIA MARIA - FORBIDDEN COLORS (CAPITOL)
17	26	36	Bill Bergman & The Metro Jets (GAIA)
21	33	37	Caldwell Plus - As We Bop (MCA Master Series)
18	20	38	Michael Colina - Shadow Of Urbano (Private Music)
19	38	39	Brandon Fields - The Traveler (Nova)
44	42	40	MICHEL CAMILO (PORTRAIT)
--	44	41	RUSS BARENBERG - MOVING PICTURES (ROUNDER)
32	34	42	Neal Davis - Wind Angels (Visual Musik)
--	--	43	PETER ERSKINE - MOTION POET (DENON)
--	--	44	CHRIS DEBURGH - FLYING COLOURS (A&M)
28	30	45	Rodney Franklin - Diamond Inside Of You (Novus/RCA)
22	39	46	Steve Miller - Born 2 B Blue (Capitol)
--	49	47	FLORA PURIM - MIDNIGHT SUN (VENTURE/VIRGIN)
--	47	48	Harry Connick, Jr. - 20 (Columbia)
40	46	49	Diane Schuur - Talkin' About You (GRP)
50	50	50	Rush Hour - Bumper To Bumper (GAIA)

CHARTBOUND

- * TANITA TIKARAM (REPRISE)
- * DAN BALMER (CHASE MUSIC GROUP)
- * FREE FLIGHT (CBS)
- TONY GUERRERO (WHITE LIGHT)
- * FREEWAY PHILHARMONIC (SPINDLETOP)

- * CARLA BLEY/STEVE SWALLOW (ECM/POLYGRAM)
- HORIZONT (DELTA)
- * DAVE GRUSIN (GRP)
- BARBI BENTON (TAKOMA)

- NANCY WILSON (COLUMBIA)
- FAIRGROUND ATTRACTION (RCA)
- GARY BURTON (GRP)
- * JOE LoCASCIO (CHASE MUSIC GROUP)

Dropped: #45 Carlos Reyes, #48 Pastiche, Edie Brickell, Timmerman/Wise, William Aura, Greenidge/Utley, Charles Elgart, Michelle Shocked.

*Debuts in chartbound

ALBUM

MOST ADDED

- "I'LL BE YOU" - REPLACEMENTS (SIRE/REPRISE)
- "WORKING ON IT" - CHRIS REA (Geffen)
- "COME OUT FIGHTING" - EASTERHOUSE (COLUMBIA)
- "HEAVEN'S TRAIL (NO WAY OUT)" - TESLA (Geffen)
- "DON'T LOOK BACK" - CHARLIE SEXTON (MCA)
- "YOU GOT IT" - ROY ORBISON (VIRGIN)
- "IF A TREE FALLS" - BRUCE COCKBURN (GOLD CASTLE)
- "ONE CLEAR MOMENT" - LITTLE FEAT (WARNER BROS.)

TOP TIP

RUSH
SHOW OF HANDS
(MERCURY/POLYGRAM)

LITTLE FEAT
"ONE CLEAR MOMENT"
(WARNER BROS.)

A couple of seventies stalwarts gazing into the nineties.

RECORD TO WATCH



THE REPLACEMENTS
"I'LL BE YOU"
(SIRE/REPRISE)

I know it's a little presumptuous to watch this week's Most Added entry, but watch anyway. The Replacements' time has come. Debut #45.

Editor: Kent Zimmerman

2W LW TW

2W	LW	TW	ALBUM
1	1	1	U2 (ISLAND) "ANGEL" "TOWN" "GOD"
2	2	2	REM (WARNER BROS.) "STAND" "POP" "ORANGE"
4	4	3	TRAVELING WILBURYS (WILBURY/WARNER BROS.) "LAST" "MONKEY" "END"
3	3	4	Crosby, Stills, Nash & Young (Atlantic) "Made" "American" "That" "Night"
6	6	5	FLEETWOOD MAC (WARNER BROS.) "FOLLOW" "QUESTION"
--	24	6	ROY ORBISON (VIRGIN) "GOT"
20	8	7	EDDIE MONEY (COLUMBIA) "EYES"
5	5	8	Edie Brickell & The New Bohemians (Geffen) "Am" "S"
7	7	9	Keith Richards (Virgin) "Move" "Struggle" "Take"
10	10	10	MIKE + THE MECHANICS (ATLANTIC) "LIVING" "PERFECT"
9	9	11	Joe Satriani (Relativity) "Crush"
11	11	12	John Hiatt (A&M) "Paper" "South"
37	15	13	LOU REED (SIRE/WARNER BROS.) "BLVD."
21	14	14	Dreams So Real (Arista) "Jericho" "Witness"
8	12	15	The Waterboys (Chrysalis) "Blues" "Party"
--	29	16	THE FIXX (RCA) "DRIVEN"
17	13	17	Tommy Conwell & The Young Rumlbers (Columbia) "Meet"
24	23	18	ROBERT CRAY BAND (HIGHTONE/MERCURY) "ACTING"
16	19	19	Hothouse Flowers (London/Polydor) "Sorry"
26	22	20	JEFF HEALEY BAND (ARISTA) "LIGHT"
14	21	21	Steve Earle (UNI/MCA) "Back" "Copperhead"
42	26	22	TEQUILA SUNRISE SOUNDTRACK (CAPITOL) "ZANDER/WILSON" "TAYLOR" "CROWDED"
--	43	23	RUSH (MERCURY/POLYGRAM) "MARATHON"
--	27	24	INXS (ATLANTIC) "MYSTIFY"
--	40	25	MIDGE URE (CHRYSALIS) "DEAR GOD"
35	31	26	THE SAINTS (TVT) "GRAIN"
--	--	27	LITTLE FEAT (WARNER BROS.) "CLEAR"
29	18	28	Def Leppard (Mercury/PolyGram) "Armageddon" "Rocket"
45	35	29	LIVING COLOUR (EPIC) "CULT"
39	30	30	Tom Cochrane & Red Rider (RCA) "Calling"
30	25	31	Julian Cope (Island) "Charlotte"
15	16	32	Bad Company (Atlantic) "One" "Shake"
25	20	33	38 Special (A&M) "Sheba" "Second"
47	38	34	VIXEN (EMI) "CRYIN'"
--	45	35	GUNS N' ROSES (Geffen) "PATIENCE" "PARADISE" "USED"
40	39	36	WHITE LION (ATLANTIC) "CHILDREN"
--	--	37	CHRIS REA (Geffen) "WORKING"
32	36	38	Ratt (Atlantic) "Cool"
27	37	39	Cocktail Soundtrack (Elektra) "Wild"
22	17	40	Aerosmith (Columbia) "Chip"
23	28	41	'Til Tuesday (Epic) "Lucky"
33	44	42	Cowboy Junkies (RCA) "Sweet"
28	34	43	Bon Jovi (Mercury/PolyGram) "Born" "I'll"
19	32	44	Jim Capaldi (Island) "Strong" "Home"
--	--	45	THE REPLACEMENTS (SIRE/REPRISE) "BE"
13	33	46	Ivan Neville (Polydor/PolyGram) "Another" "Falling"
12	41	47	The Pursuit Of Happiness (Chrysalis) "Adult"
18	42	48	Pink Floyd (Columbia) "Numb" "Time" "Fly"
--	--	49	JON BUTCHER (CAPITOL) "SEND"
43	47	50	Robert Plant (Es Paranza/Atlantic) "Walking"

CHARTBOUND

- | | | |
|--|--|--|
| * CHARLIE SEXTON (MCA) "LOOK" | WINGER (ATLANTIC) "SEVENTEEN" | TANITA TIKARAM (REPRISE) "WORLD" |
| * EASTERHOUSE (COLUMBIA) "FIGHTING" | ENYA (Geffen) "FLOW" | GO BETWEEN (CAPITOL) "ANYTHING" |
| * TESLA (Geffen) "TRAIL" | VIOLENT FEMMES (SLASH/WB) "NIGHTMARES" | * MELISSA ETHERIDGE (ISLAND) "SIMILAR" |
| BRUCE COCKBURN (GOLD CASTLE) "TREE" | * TWINS SOUNDTRACK (WTG) "TRAIN" | * HUEY LEWIS & THE NEWS (CHRYSALIS) "KEYS" |
| FINE YOUNG CANNIBALS (IRS/MCA) "CRAZY" | DOKKEN (ELEKTRA) "WALK" | * ROD STEWART (WARNER BROS.) "CAN'T" |

Dropped: #46 Van Halen, #48 Scruffy The Cat, #48 Poison, #50 Fairground Attraction, House Of Lords, New Order, A House.

ALBUM/ALTERNATIVE

ALBUM

GAVIN ALBUM FRONTLINE

ALTERNATIVE



ROY ORBISON



RUSH



THE FIXX



LOUREED



Violent Femmes
VIOLENT FEMMES



MIDGE URE

"SEEDS I'VE SOWN" - BROKEN HOMES (MCA)

Remixed or re-somethinged, "Seeds I've Sown," the highlight of **Broken Homes'** latest album, reveals a little more of what makes them something truly special. Okay, so what is that special ingredient? It's hard to put into words. Broken Homes is the type of band whose blood cells must contain a certain gene that pushes them down that path of new artist hard knocks. They're a true band in an era of solo artists and frontman personalities--the kind of band rock n roll fans root for over odds and adversity. We're behind them around here. I'm sure one day we'll be vindicated.



"HEAVEN'S TRAIL (NO WAY OUT)" - TESLA (Geffen)

Like **Guns N' Roses**, **Tesla's** massive debut success was stretched out over several months, giving the band time to plan their sophomore effort while the first album was still reaching first-time listeners. Like **Cinderella** (which I would call a fair comparison point), Tesla seems to have incorporated a bluesy edge to their machine-gun hard rock style. That indeed gives a band like the young Tesla even more musical credibility.

BLAST FROM THE BAYOU - WAYNE TOUPS & ZYDECAJUN (POLYGRAM)

Though a lot of **Gavin** programmers aren't strangers to Cajun Zydeco music, perhaps lots of listeners are. When they first hear "Sweet Joline," maybe they'll flash on the **Allman Brothers**-type shuffle beat. Whatever rock n roll reference point that works could potentially expose what has been driving the Southern region batty for decades. Blast From The Bayou keeps things familiar with covers of "Tell It Like It Is" and **Van Morrison's** "Tupelo Honey." Purer uptempo tastes include "Johnnie Can't Dance." This is one of Zydeco's rare entries into the major label arena, and it's as good a starting point as any. Next stop: the hard stuff on Rounder and Arhoolie.



"SLOW TRAIN" - DYLAN & THE DEAD (COLUMBIA)

Two separate trains from the sixties converge onto one track. With the **Dead** on a radio revival, listener expectation should be high. Apparently the hard part of assembling this record was pleasing the diverse factions that had to be brought together for such an historic coupling. The result are seven **Dylan** songs, some of which are regularly covered by the Dead in concert. Look for new renditions of "I Want You," "You Gotta Serve Somebody," "Queen Jane Approximately," "Joey," "All Along The Watchtower" and "Knockin' On Heaven's Door."

"RECURRING DREAM" - CROWDED HOUSE (CAPITOL)

A-ha! A hidden gem on the Tequila Sunrise soundtrack. "Recurring Dream" has a hypnotic guitar chord pattern that, backed with simple backbeat drumming, flows like nothing on their last album. Though I remain a staunch supporter of the last House LP, this track is a winner that deserves much more than being relegated to soundtrack status. Play loud.

MASTERS OF REALITY (DEF AMERICA/Geffen)

An interesting test case. In rediscovering a CD of music recorded in the middle '70s do you sometimes find yourself thinking, "Why don't they make records like this anymore?" I'm talking about real drum tones, hard rock with a spacey edge, guitars coming out of cabinets rather than direct boxes and a singer who's not shouting his case to the moon. Producer **Rick Rubin's** work with the **Cult**, **Danzig** and now the **Masters of Reality**, on the short instrumental intro, sound a taste like middle era **Floyd**. Things get crankin' by "Domino." As for the guitar work, the occasional harmony leads keep the music from being conceived as basic metal fare. Listen for yourself. This band from Syracuse has a good thing going.

"DRIVE MY CAR" - DAVID CROSBY (A&M)

Of the four members of **CSNY**, **David Crosby** is the one who's apt to experiment with textures and tone poems. Though this opening track is more down a traditional rock highway, the structure is honest and unique. From the album, Oh Yes I Can.

SAMPLER - DESERT ROSE BAND (MCA/Curb)

Though our frequent Album Radio Country recommendations usually fly by unplayed, this fifteen minute taste of music etched by the **Desert Rose Band** over their last two albums is well worth an ear. Though the song structure on "Running" and "Glass Hearts" may seem foreign to rock n roll radio, **John Hiatt's** "She Don't Love Nobody" is DRB's hottest prospect. **Chris Hillman** sings his best since his early **Flying Burrito Brothers** days with the late, great **Gram Parsons**. This is music usually absorbed by artists like **Springsteen**, only indirectly appreciated and promoted on Album Radio.



STRANGE KIND OF LOVE - LOVE AND MONEY (POLYGRAM)

I'm anticipating Love and Money's performance at the upcoming **Gavin Seminar**. Here is an excellent band that, like label-mates **ABC**, combine a love for classic American R&B with sophisticated songwriting. They are equally at home with a rhythm tempo as they are with a ballad. Dealing in layers, **Love And Money** orchestrate themselves with confidence and maturity. It's hard to limit Love and Money's potential to Album Radio alone. Mulling over all eight Gavin formats, they have an incredible shot on at least half--Album Radio, Alternative, Top Forty and A/C. It will be a good idea to be aware of this band's impending presence before they hit the American airwaves in a big way. Start with "Halleluia Man."

KZ

SOME RECORDS ARE MORE IMPORTANT THAN OTHERS:

AMERICAN MUSIC CLUB are about as apple pie as David Lynch's "Blue Velvet". AMC take countrified rock n roll and infuse it with the darkest, most insidious undercurrents. Singer and prominent songwriter Mark Eitzel rates highly on the international popstar angst index.

—SOUNDS

MARK EITZEL's songs remain preoccupied with madness, violence, the inevitable fate of people whose lives are scrambled and at the end of their rope. Technicians of critical language like ourselves have a word for records like this. We call them classics, and we're rarely wrong.

—MELODY MAKER

AMERICAN MUSIC CLUB's "California" is a masterpiece of understated intelligence cloaked in roots-folky music. Here's hoping it finds the patient listeners it deserves.

—CASHBOX

AMERICAN MUSIC CLUB

ON RECORD, THOUGH, AMC is one of the best bands here or anywhere, and their third LP "California" ranks with the very best this year...Flawlessly produced, "California"'s perspective may be dissolute and disillusioned, but its tracks are too seductive to be merely depressing. Highest recommendation.

—DAILY CALIFORNIAN

EITZEL's singing and writing abilities are psycho-strange and wonderful, a sense of chaos underlies the calm vocals purveying a real sense of drama.

—ALBUM NETWORK

IT'S A DISCRIMINATING sensitive ear that will be aroused by their slow rainy acoustic guitars and passionate lyrics. The tender interplay of soothing, moody peaks and valleys leaves you to ponder the sense of balance and musical strides that make them so special.

—HARD REPORT



FRONTIER AMERICAN MUSIC CLUB "California" FLP/FCX/FCD 1031 GRIFTER/FRONTIER RECORDS



BLISS
OUT,
BABY!

GIVE
GIVE
GIVE
ME

MORE
MORE
MORE

the single by **THE
WONDER
STUFF**

from the debut album
**THE EIGHT LEGGED
GROOVE MACHINE**

(837 802-1-2-4)

Is it any wonder it's new music...

From Polydor Compact Discs, Chrome Cassettes and Records.

Produced by: Pat Collier.

Compact disc and cassette contain 4 bonus tracks.

12" single "Give, Give, Give Me More, More, More" has additional tracks not found on the compact disc, cassette or record.



When you
**PLAY IT,
SAY IT!**



PolyGram

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ALTERNATIVE

MOST ADDED

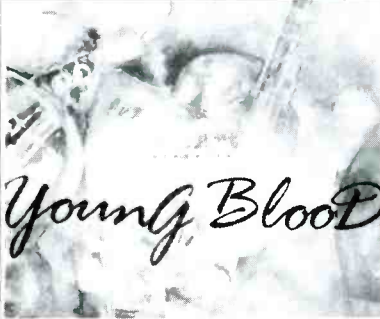
- "COME OUT FIGHTING" - EASTERHOUSE (COLUMBIA)
- "I'LL BE YOU" - THE REPLACEMENTS (SIRE/REPRISE)
- "HATE YOUR WAYS" - THE SANDMEN (GARDEN-DENMARK)
- "IT'S ABOUT TIME" - THE REIVERS (DB/CAPITOL)
- 3 - THE VIOLENT FEMMES (SLASH/WARNER BROS.)
- "SHE DRIVES ME CRAZY" - FINE YOUNG CANNIBALS (IRS/MCA)

TOP TIP

VIOLENT FEMMES
(SLASH/WARNER BROS.)

Astounding debut inside the top ten.

RECORD TO WATCH



YOUNGBLOOD COMPILATION
(ROOART)

This collection of new Australian blood is catching the ears of American Alternative programmers.

IMPORT/INDIE

- STONE ROSES**
(SILVERTONE-UK-12") "ELEPHANT"
- ANGRY SAMOANS**
(PVC) "LOST"
- GOVERNMENT ISSUE**
(GIANT) "DAY"
- KING BLANK**
(SITUATION TWO) "BLIND"
- DOWNSIDERS**
(MAMMOTH) "DRIVE"
- VOLCANO SUNS** (SST) "KEY"
- JONATHAN SEGEL**
(P.A.T./ROUGH TRADE) "RIGHT"
- HAPPY HATE ME NOTS**
(ROUGH TRADE) "MOVE"
- THREE JOHNS**
(CAROLINE) "KING"
- DAS DAMEN** (SST) "BUG"

2W LW TW

2W	LW	TW	Artist (Label)	Track
1	1	1	THE WATERBOYS (ENSIGN/CHRYSALIS)	"FISHERMAN'S" "LOVERS" "PARTY" "SWEET"
28	9	2	LOU REED (SIRE)	"DIRTY"
3	3	3	The Fall (Beggars Banquet/RCA)	"New" "Right" "Kurios" "Overture" "Bad"
2	2	4	REM (Warner Bros.)	"Orange" "Pop" "Stand" "World" "Everything" "Inside"
7	6	5	COWBOY JUNKIES (RCA)	"JANE" "MIDNIGHT" "GET" "BLUE" "POSTCARD"
5	4	6	The Saints (TVT)	"Grain" "Ghost" "Sold" "Hollywood" "Fire"
8	8	7	THE GO-BETWEENS (BEGGARS BANQUET/CAPITOL)	"ANYTHING" "STREETS"
--	--	8	VIOLENT FEMMES (SLASH/WARNER BROS.)	"NIGHTMARES" "WORLD"
6	5	9	Sonic Youth (Enigma/Blast First)	"Teen" "Silver" "Hey" "Candle"
13	10	10	Front 242 (Wax Trax)	"Headhunter" "Work" "Circling" "Death"
--	21	11	MIDGE URE (CHRYSALIS)	"DEAR"
15	13	12	DEAD MILKMEN (ENIGMA/FEVER)	"BRAT" "STUART" "MOM" "PARTY" "PUNK"
4	7	13	Julian Cope (Island)	"5" "Vegetation" "China" "Anne"
26	17	14	NEW ORDER (QWEST-12")	"FINE"
17	16	15	LILAC TIME (MERCURY)	"RETURN" "TOGETHER" "ROAD"
11	14	16	A House (Sire/Reprise)	"Blue" "Kill" "Watch"
9	12	17	Scruffy The Cat (Relativity)	"Jupiter" "Desire" "Betty" "Beg" "Kissing"
14	15	18	Ultra Vivid Scene (4 A D/Rough Trade)	"Screamed" "Mercy" "Crash"
18	19	19	U2 (Island)	"Angel" "Helter" "Watchtower" "God" "Town"
16	20	20	The Lime Spiders (Caroline)	"Volatile" "Other" "Main" "Odyssey"
--	40	21	ENYA (GEFFEN)	"FLOW"
27	22	22	AMERICAN MUSIC CLUB (FRONTIER)	"SOMEWHERE" "LONELY" "LIQUOR" "FIREFLY"
--	--	23	WONDERSTUFF (POLYDOR-12")	"GIVE"
10	11	24	Danielle Dax (Sire)	"Big" "Cat" "Whistling" "White"
21	25	25	The Pursuit of Happiness (Chrysalis)	"Adult" "Young" "Girls"
12	18	26	Dinosaur Jr. (SST)	"Freak" "Budge" "Pong" "Don't"
50	39	27	TANITA TIKARAM (REPRISE)	"TRADITION" "TWIST" "CATHEDRAL"
24	24	28	Nick Cave (Enigma/Mute)	"Deanna" "Mercy" "City" "Devil"
19	23	29	They Might Be Giants (Bar None/Restless)	"Ana" "Purple" "Cowtown"
34	30	30	ALIEN SEX FIEND (CAROLINE)	"BUN" "NIGHTMARE" "PLANET" "OUTER"
29	29	31	Eddie Brickell & The New Bohemians (Geffen)	"What" "Love" "Beat"
--	47	32	DONNER PARTY (P.A.T./ROUGH TRADE)	"WHY"
--	34	33	HALF JAPANESE (50 SKILDILLION)	"SAID" "FORTUNATE" "STYLE"
--	--	34	FINE YOUNG CANNIBALS (IRS/MCA-12")	"CRAZY"
41	35	35	BIG DIPPER (HOMESTEAD)	"WITCH" "HOUSE" "INSANE" "LINCOLN" "STAR"
48	36	36	RAPEMAN (TOUCH & GO)	"STEAK" "RADAR" "KIM" "IGNITION" "MARMOSET"
49	43	37	TROTSKY ICEPICK (SST)	"INCIDENT"
42	44	38	LAIBACH (ENIGMA/MUTE-12")	"DEVIL"
45	42	39	MARC ALMOND (SOME BIZZARE/CAPITOL)	"TEARS" "STARS" "BITTER"
23	26	40	Wolfgang Press (4 A D/Rough Trade)	"King" "Kansas" "Shut"
44	41	41	SCRAWL (ROUGH TRADE)	"1" "READY" "FEEL" "GREEN"
38	38	42	Sound Garden (SST)	"Flower" "Lies" "Head" "665" "Trouble"
--	--	43	ANGST (SST)	"TIME"
--	45	44	RAINBIRDS (MERCURY)	"BEACH" "APPARENTLY" "BLUEPRINT"
37	37	45	Pailhead (Wax Trax)	"Stand" "Surrender" "Ballad" "Anthem"
47	46	46	CHRISTMAS (IRS/MCA-12")	"STUPID"
25	32	47	Jack Rubies (TVT)	"Be" "Lobster" "Falling" "Horse"
--	--	48	REPLACEMENTS (SIRE/REPRISE-12")	"BE"
22	28	49	Dead Can Dance (4 A D)	"Ulyses" "Severance" "Host" "Kingdom"
--	--	50	NITZER EBB (GEFFEN)	"CONTROL"

CHARTBOUND

DEATH OF SAMANTHA (HOMESTEAD)	"HARLEQUIN"	ARMS OF SOMEONE NEW (C'EST LA MORT)	"HERE"
BAD BRAINS (SST)	"AGAINST"	EASTERHOUSE (COLUMBIA-12")	"COME"
ELVIS HITLER (RESTLESS)	"COOL"	THE SANDMEN (GARDEN-DENMARK)	"HATE"
YOUNGBLOOD COMP. (ROOART)	"TRILOBITES"	REIVERS (CAPITOL-12")	"TIME"

Dropped: #27 Royal C.M., #31 That Petrol E., #33 Mudhoney, #48 Fairground A., #49 Skinny P., #50 Voice of B., W. Dixon

INSIDE ALBUM

by Kent Zimmerman

CHART CHAT

BRING ON THE ONSLAUGHT. After a soft couple of release weeks, we should be gearing up for rush of new and welter-weight chart contenders. Take this week's list of Most Added. Out of eight artists, only the late **Roy Orbison** and the reformed **Little Feat** could be considered anything close to a staple Album Radio act. Using that same list, look for sophomore acts like **Charlie Sexton**, **Tesla** and **Easterhouse** to make a run for playlist room until the next round of superstars grab all the daisies.

JOURNEYMEN ACTS ON THE PROWL. Also making early 1989 impact are a core of so-called "journeymen" acts. I would hardly consider these acts newcomers, yet each of their releases tend to be long term work projects. Acts like **Bruce Cockburn** have been actively recording since the early seventies as have **Jon Butcher** and **Chris Rea**. It's certainly nice to see Chris Rea penetrating the American market again. Perhaps your listeners will recall his last hit record, "*Fool (If You Think It's Over)*" from the 1977 LP, **Whatever Happened To Benny Santini**. Again, Rea's new album will include trax of his previous out-of-print gem, **Dancing With Strangers**.



THE REPLACEMENTS. Here's a band that has evolved strictly on their own terms. In fact, the band pulled a triple whammy by scoring Most Added, Record To Watch and a debut at #45. Last time around, the band made inroads with their tribute to the former **Box Top/Big Star** guitarist "*Alex Chilton*." Before that, they cut their Sire debut entitled **Tim**. Prior to Tim, the **Replacements** put themselves on the independent map by releasing their version of radical hardcore music on the **Twin Tone** label out of their hometown of Minneapolis. Still, there was

always an underlying appreciation of Top Forty music. During the **Twin Tone** days, live Replacement shows were legendarily extreme—ranging from brilliant to intentionally sloppy with impromptu performances of **Toto** songs. Their upcoming **Don't Tell A Soul** LP is a major corner turned. Particularly impressive is the fact that the very first plug track, "*I'll Be You*" is buried in the middle of side two, meaning lots of auditioners will have to root through the meat of the album before they understand the context of the single.

SOME TREMENDOUS GAINS. Here are some of the hot names of the week who should continue to make grand showings on the chart. The late **Roy Orbison** skipped the teens altogether by jumping 24-6! **The Fixx** have a successful comeback going. After laying out a couple of years, they make a thirteen point jump on a new label, **RCA**. I'd keep a eye on the following winners: **Lou Reed**, **Tequila Sunrise** (especially that **Crowded House** cut), **Rush**, **Midge Ure**, **Little Feat**, **Living Colour**, **Vixen**, **Chris Rea** and the aforementioned Replacements. A bevy of potential chart debuts for next issue exist in **Chartbound**: **Charlie Sexton**, **Easterhouse**, **Tesla**, **Bruce Cockburn**, **Fine Young Cannibals**, **Enya**, **Tanita Tikaram**, **Melissa Etheridge's "Similar Features"** and **Huey Lewis** all show debut possibilities.



GUNS N' ROSES. Please note that this week, both the **Guns N' Roses** LP and EP had their points combined, giving them a ten point jump—45-35. What a powerful package of airplay and retail might. This month's issue of **Rock & Roll Confidential** sums up their impact like this: "**Guns N' Roses** is taken seriously not just because they make great music, but because they're openly proud to be a voice for their core audience of young, white, working-class males. These kids are a part of the first American generation that will be worse off than its parents... Somebody's going to win over the headbangers." Stay well. Yer pal, KZ

INSIDE ALTERNATIVE RADIO

The **Waterboys** hold less than a 10% lead in chart points over **Lou Reed** (whose interview begins on page 12). **Lou** is a potential #1 album, however the **Violent Femmes** will be a factor after a spectacular top ten and Top Tip debut! You can count on one hand how many times a record debuts inside the Alternative top ten each year. The **Femmes** have made immediate impact on **Kakie Urch-WRFL**, **Gil Creel-WTUL**, **Kevin Byrne-WCDB** ("Debuted inside our Top Ten"), **Tracy Cooper-WSMU**, formerly **WUSM** ("#1 airplay the first week") and **Mark Miller-KABL**. **Midge Ure** is gliding his way up the chart and looking like a Top Five contender. Quietly and diligently, **Enya** has become one of the fastest growing records on the chart, to the surprise of almost everyone except the listeners. Big **Enya** requests are reported by **Patrick Ferrise-WVU**, **Paul Kriegler-KRCK** ("Loads of curiosity from our listeners"), **Mike Summers-KJQN**, **Scott Carter-KCPR** ("People like it"), **Ted McEnroe-WBUR** ("#3 requested") and **Bruce McDonald-WFNX** ("#1 requested"). Another record moving

fast in the shadows is the **Wonderstuff**, which is already attracting the attention of **Greg Vegas-WXCI**, **Brian Davis-WDCR**, **Bill Gruber-WAPS** and **Kim Saade-WRAS**. The **Donner Party** was rejuvenated this week and is gaining airplay for **Bert Schoenfeld-KBVR**. **Fine Young Cannibals** experienced a debut that would have earned them Top Tip honors any week except this one. **Pete Jones-KYOS** and **Jeanne Atwood-WDST** say **FYC** are a big request item. The **Replacements** relatively "low" debut is deceiving because most records don't even debut on the chart the first week they are added. They take off the following week (e.g. the **Violent Femmes**). Expect a giant leap next week from the second Most Added **Mats. Nitzer** (pronounced "night-zer") **Ebb** lands on the final rung of the chart and are part of a growing trend toward industrial dance music, as witnessed by **Front 242's** entrance into the Top Ten last week. **Nitzer Ebb** are flowing on the playlists of **Gina Galli-WBNY**, **Andrew Moss-WICB** ("Our ICB stinger") and **Helen Urriola-WFIT** ("Taking off like all our industrial dance music").

INSIDE ALTERNATIVE RADIO

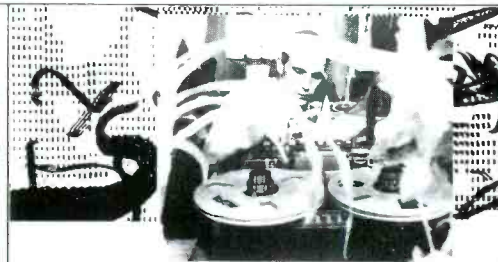
Easterhouse is Most Added, not an easy achievement in light of the competition emerging on the chart. Look for them to make a quick impact too. The **Sandmen** and **Reivers** round out the Most Added releases. The **Youngblood** Compilation, Record to Watch, has been added by a large number of stations over the past two weeks, but spread out over that time - which accounts for their exclusion from the Most Added category. There's plenty of quality cuts to choose from and programmers are doing just that. A reminder that the deadline for pre-registration for the Gavin Seminar is only one week away and the Seminar itself is in less than four weeks! Be sure to arrive in time for the Alternative Format Conclave, to be held at 5:30PM on Thursday Feb. 16th and stay over for the annual KUSF Alternative brunch Sunday morning Feb. 19th at 10:30 AM. We'll play the Alternative East vs. West softball game later on Sunday afternoon Please note that, unlike last year Gavin Seminar Cocktail Party and dinner Banquet tickets will not be sold separately! Mandatory reading for all Alternative programmers and label reps alike - **Eric Norberg's** column this week addressing the reporting to trades on page 16.

NEW RELEASES



Please, The Pleasure - **LEGAL REINS** (Arista)

With their sharp snare drum and crying background guitar **Legal Reins** resemble the recent Liverpool rock sound. The band projects an immense sound for a three-piece and **Danny Benatar's** vocals are a bright beacon across a spectrum of sound. Legal Reins have perfected the art of creating a chorus hook on "I Really Do," and my favorite track "Wait For Fire Burning." "Jealous Rage" (with its haunting lyrics), "Loving Selfishly" and "I'm Coming Home" are other stand-outs.
PS



Pay It All Back Volume 2, Compilation (Nettwerk)

Once again **Adrian Sherwood** of **Tackhead** fame emerges from his Southern Studios in London to deliver this long awaited album. Previous Sherwood projects like **Singers and Players**, **African Head Charge** and **Bim Sherman** are a few of the contributors on this latest release. Check out "Billy Bonds," which is named after a famous UK footballer. It deals with Adrian's obsession with the sport. "Prince Far I" is Sherwood production at it's best—a real feast for the ears. Each track on Pay It All Back Volume 2 is a testament to his great production skills. If you're into CD's, you'll have seven more tracks to play with. If you get the LP, a 20-page booklet comes with it. Either way, play it loud!
ROBERT BARONE

#1 MOST ADDED OUT-OF-THE-BOX!

COME OUT FIGHTING (4.26)

EASTERHOUSE

"EASTERHOUSE came out fighting in our music meeting and took no prisoners. Without a doubt, the **BEST** release from a new band in 1989. Don't wait, **ADD THIS RECORD NOW!**"

DOUG CLIFTON, M.D.
KBCO-BOULDER

Columbia



and addicts) getting what they deserve. They're not. That's a very inhuman view. I wish people could get a little better organized to affect money to be put to use to try and do something about this. We also need shelters for people. This country is so huge with so much wealth, why can't we seem to help those segments of society that can't help themselves? Why is there this incessant attack on poor people, the aged and kids being put up in these wretched hotels? There's this incredibly cold attitude towards them.

KZ: Once you climb into the hole, it's difficult to climb back out.

LR: It's hard for people without education or some kind of break to even get a job and function. We're not even starting at zero, it's like starting at minus.

KZ: You mention the drug and needle thing. The first band I'd ever heard do a drug song was the Velvet Underground. It was during the hippy-dippy era when we had a recreational attitude towards drugs. You were the other side of the coin. When you mention drugs on this record, how is that different from when you were writing songs like "Heroin"?

LR: I don't know. It's hard to remember. I was writing about people I saw and knew. "Heroin" certainly wasn't a pro-drug song. Is there anything about drugs on this record? Let me think. Oh yes, there's drinking. That's true. I see what you mean. This record has as real point of view about it. The earlier songs left it up to the listener. If, like you, I had been listening to "Heroin," I certainly wouldn't have thought that that song was pro drugs. It might have been more a song about why someone took drugs. But this new album is commenting on these people and saying that it's a negative. Yes, I see what you mean. Now that I think about it, that's true. Same thing with drink. "The liquor flows through her veins with the force of a gun/leaving her running in cycles and helpless." Yeah, that's a definite point of view. Of course that might not be true for everybody, but it was for that character.

KZ: You have to look at it from my point of view, listening to you all these years, seeing you come not exactly full circle, but changing.

LR: There have been a number of points of view. As far as applying them to characters, the two people in "Endless Cycle," it's interesting. That song follows "Dirty Blvd.," which is about the kid. "Endless Cycle" is about the parents. That marriage is not going to work, and if they do have a kid, you can imagine what's going to happen to it, which is mentioned in the end.

KZ: "There Is Not Time" reminds me that as we approach the 1990s you have to have your wits about you just to get by. There's no time to get screwed up on drugs and other things. You have to have it together. Otherwise, there is no time.

LR: You really do. It's odd. Doing these interviews, I'm struck by the people who are going to hear this. I'm more together than I've ever been. I've had the luxury of time and money and the best people I could find to help me make this record. You don't make

a record by yourself, by any stretch of the imagination. I certainly don't. New York is truly collaborative in every conceivable sense of the word. I really depended on the people I worked with to help me realize this record. The writing is something else. The writing took place by myself. I'm very aware of all my backgrounds and the people out there who are going to listen to this album. I spent more effort on the writing of these songs than on anything else. I think it shows. There are a couple of things about me that I came to grips with, came to terms with, that made it all the more possible. Coming to grips with how you write and rewrite in particular. I used to be able to make up a song on the spot with lyrics that would be great just the way they were. I wouldn't have to go through the agony of rewriting. I went through college. I've got a Bachelors of Arts in English. I took creative writing courses, so I'm aware of rewriting. But I never liked to do it because that's the hard part, other than finding the initial idea.

KZ: When Ruben Blades talked about your collaborations—

LR: Oh God!

KZ: He said that the songs were the product of much discussion.

LR: It was interesting because it was his album, so he could determine the subject matter as far as I was concerned. He had to sing it so it was his choice—it had to be what he was interested in. Everything was fair game, so we sat and talked very intensely about lots of things, lots of personal things. I had an anxiety attack from it! At one point I thought I was losing my mind until I saw Ruben, who was sitting in the corner. I asked, "Are you okay?" He said, "I'm having an anxiety attack from all of this." I said, "OH, WHAT A RELIEF! I AM, TOO!" I felt so much better that he was feeling the pressure of it, too. I thought it was just me, that I was getting weird. Even Ruben, who works on fourteen projects in a month, was feeling it. But we got great results. I'm enormously proud of those songs. ("Letter To The Vatican," "Calm Before The Storm" and "Hopes On Hold") They went through a hell of a lot of rewrites back and forth between the two of us. Ruben is incredible! He is so organized, it was a lesson to me.

KZ: That was my next question. Did anything from that collaboration rub off?

LR: It's funny. I can't read my own handwriting. I leave scraps here and there's this book there. We would write something out, then Ruben would take the whole thing, disappear for an hour or two, then he's back with the lyrics all printed out, all in order, my version, his version, two alternate verses, all there, the whole thing. My God! That's just amazing! Then he left and I would get a letter from him. He likes writing letters. I don't. I never wrote him back. I would always call him up with ideas, like "Letters To The Vatican," because we had talked and talked about it. Suddenly it came to me, I wrote these ideas out and called him at God knows what hour. He would have written it out and mailed it to me. But me, I call. We should have had a FAX machine. I called, read it to

him while he wrote it down and made his changes. That took a period of weeks to finish. He had this idea about this woman and he saw the juke box with wire around it so that when people fought, they wouldn't destroy it. We would talk. How old was the woman in the song? What did she look like? All of this! Of course, he had the perfect playmate. I'm a great one to do that with.

KZ: Do you like fleshing out the characters in your songs?

LR: Oh sure! It's lots of fun. They start to exist and you can visualize them. I think I took the wire away from the juke box in "Letter From The Vatican." I gave her a cigar. It was a lot of fun. It's not as though we're devoid of humor. Since it was his first English language album, I wanted my contribution to shine.

KZ: Back to New York. "Last Great American Whale" is a pretty unlikely image for someone who usually concentrates on urban settings.

LR: I was thinking when I got this great title, "Last Great American Whale," what could this be about? I got all excited because I was waiting for something. The first verse is the fable about the whale and the Indian chief. I was following it, too. Five rewrites later was how it ended up on the album.

KZ: Actually I'm interested in the actual seed of the song.

LR: I had been embroiled, in this place where I'd spent some time, in some real environmental clashes that were very ugly and on-going. I was appalled at people who do what they do even though they're supposedly civilized and can count to ten and read. Then they can get physically abusive. When you pour battery acid and transmission fluid into a stream, don't you think that's a bad idea? Don't you think it may be a problem for your neighbor's kid who might walk across the stream or drink from it? What do you think, Jack? I found out what they think. I'm sure that had an impact. That theme occurs in two songs. "Last Great American Whale" has to be an offshoot from those experiences.

KZ: I had to laugh at "Beginning Of A Great Adventure," the song dealing with the doubts about having kids.

LR: Isn't it hilarious? Elsewhere on the album you get a description of having kids in a bad environment. That's in "Romeo Had Juliette" and "Endless Cycle." A lot of friends that I have are going through a period where their wives want to have a kid. And that's what "Beginning Of A Great Adventure" is about. It's completely from the male point of view. This is the other side of the coin. We try to keep an up view of it along with all these doubts. Every single friend of mine who has had a kid, without exception, has loved it. I always ask.

KZ: Do you have any kids?

LR: No. I was sitting in this restaurant in New York where I go and the waiter, who is way younger than me, gives me a cigar. You got a kid? How did that happen? He said, "Well, my wife has been on me for three years. I didn't want a kid. I didn't have the money." Finally I asked, "Well?" He said it

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was the greatest thing he'd ever done. So I was wondering, "Can I be the only male sitting around with these thoughts running around my head?" Whoa! I don't know.

KZ: On the song "Strawman" there's the part about the rock singer who has everything addressing those who have nothing. Isn't it sometimes hard to address a social problem from the wealthy podium of rock n roll?

LR: I think of myself as a writer. I know I always get very uneasy when anybody preaches about anything. But that's just me. I get very nervous. That's why I'm glad about U2. I'll get uneasy and they'll do some great rock n roll song and I'll feel a whole lot better because there's muscle there. (pauses) But it's odd about records. There's just something odd about records. I don't know. It's not quite like a book. The cult of personality inevitably creeps in somehow. There's also the thing about (whispers) "Is that really true?" The listener becomes more interested in the artist personally than what he's trying to say through the song. I'm not exactly sure why. I'm not sure it's a good thing. It might be great if records were released anonymously. There is a very delicate, tiny line between being preachy and just turning a point of view a little. But on the other hand, for instance, take Jesse Jackson's speech at the Democratic Convention.

KZ: Which you allude to in "Good Evening Mr Waldheim."

LR: What an amazing, astonishing speech! That was one of the greatest speeches of all time! My question was, "Does this common ground include me?" I wonder about that. He talks about common ground. Does it include me?

KZ: Now I'm confused. You seemed critical of Jesse Jackson in that song.

LR: I was.

KZ: Yet you admired the speech.

LR: Absolutely. The song is about that, but I'm not sure I really believe him. Farrakan really bothers me. His not divesting himself entirely from Louis Farrakan bothers me just like (Jackson's reference to New York City) "hymictown" bothered me.

KZ: The final song, "Dime Store Mystery" has some fascinating references and images. You mention a philosopher and a mathematician. You hint at a lot of things that could have kept that song going a lot longer.

LR: Where that song fades on the album, in the studio, in real life, it ended maybe two seconds later. I kept as much of it as we could possibly use because I love that song. But it's a song about ideas. It's about questioning some concepts and trying to reach conclusions about them. I had seen Marty Scorsese on TV talking to Ted Koppel about the terrible furor regarding The Last Temptation Of Christ, which I hadn't seen. When Marty was talking about the movie and his concept of Christ and how he was trying to show what Christ thought when he was on the cross, the doubts and thoughts about divided nature of godly and human animal nature, that was the starting point for "Dime Store Mystery." I was thinking about Andy

Warhol dying in that hospital room while the nurse slept, what he must have been thinking in his bed, not being able to move. Dying unattended. What crossed his mind? I was being ironic calling it all a dime store mystery. I find it a very unsettling song. I really wonder about those things. It's one of the ultimate things to wonder about, along with having a kid. What is human nature? The mystery of life is the grand old topic. Why are we here? How did we get here? What does it all mean? What happens when we die? You know the rest of it. Metaphysics One—there it is, compressed and set to music. (laughs)

KZ: My tape was blank as to who plays what on the album although someone mentioned Dion singing a part.

LR: On "Dirty Blvd." at the end where you hear the kid fly. When Dion sang, my heart—

KZ: I thought it might have been Bobby King and Terry Evans from Ry Cooder's band.

LR: Lemme tell you! I wanted to get them for this record! Oh God, I love them! Bobby King kills me. Those background vocals...it's hilarious that you mention it, because I played those Ry Cooder records for everybody in the band so they'd hear those background parts. As for Dion, he was upstairs making an album for Arista. I backed him up a couple of times live, which was a thrill for me. We played at the Paul Simon benefit. There was me, Springsteen, Ruben—I was doing the bass part. It was a complete fantasy-come true for me. He put his arm around me. I admire his voice so much. He was the first white vocalist I'd ever heard in a city that could do those incredible turns. He can still do it standing on his head and (snaps his fingers) he thinks nothing of it. I don't get it. The bass player on that was Rob Wasserman, who cut the Duet album that I sang on. Fred Maher, who was also the drummer, played some Fender bass and Mike Rathke was on guitar. Rob played on twelve of the tracks, bowing his bass on "Dime Store Mystery."

KZ: I think one of the admirable qualities of this record is its simplicity.

LR: The album is as direct as we could possibly make it. For instance, the voice has no effects at all. It's completely dry. I found out that's how I can make my voice sound like my real voice. I wanted a great high-tech recording of two guitars, bass and drums. We had all kinds of machinery—not that we used it. We certainly felt that the time had come when technology didn't have to be used just because it's there. We should have access if we need it. We had a drum machine sit there for weeks—a really good new one. We used it on one track, as a foot pedal on "Whale." Programs wouldn't have worked. The songs were done live, so they speed up and slow down. You can't preprogram that.

KZ: Do you feel good about the change of labels and all the other changes you may have gone through?

LR: For sure. This is my best album, track by track. When this album was over, it wasn't over because I ran out of time or money. I tried everything until there was no question it was done. We all looked at each other and



knew it was over and finished. We really must stop. There's no reason for us to be here. We'd just be kidding each other.

KZ: I understand you worked on a project with (ex-Velvet Underground bassist and violist) John Cale.

LR: We worked on a project for the Brooklyn Academy of Music. They commissioned us to write a couple of songs for Andy Warhol. We'll put that on at St. Anne's Church (which was the site of Andy Warhol's funeral).

KZ: What would be your instant reaction as to Andy Warhol's contribution to the world? You worked with him.

LR: His ideas. His ideas on lots of subjects including what art is.

KZ: I have a similar feeling about what the Velvet Underground accomplished. It was a period in rock n roll where not too much art imitated life. A lot of people try it. Few succeed. Sometimes when I listen to music, I feel that if there had been no Velvet Underground, there would be three million musicians selling insurance.

LR: There's the joke that the Velvet Underground didn't sell many records, but everyone that bought one formed a band. I must admit, it's a fun thought. ●

JOBS

PD SOUGHT for new Denver radio station. If you're exp'd in Contemporary formats & would like to live in the Rocky Mountain West, send Resume & References: APB Broadcasting, 6997 Columbine Road, Evergreen, CO 80439. [1/20]

TOP 40 KTUF93-Kirksville, MO, is looking for professional Sales Executive. Must be aggressive w/exp. preferred. T&R: Bob Simmons, PO Box 218, Kirksville, MO 63501, or call: (816) 627-1212. [1/20]

TOP 40 KEWB-Redding, CA, is looking for an AT w/production skills & phones. T&R: Steve Wilkins, 1330 Hartnell Ave., Redding, CA 96002. [1/20]

COUNTRY WMBC-Columbus, MS, is seeking f/t ATs w/excellent prod. skills. T&R: Mike Comfort, PO Box 707, Columbus, MS 39703. [1/20]

KFYR-Bismarck, ND, is looking for a News Reporter/Anchor. Must have strong delivery & excellent writing skills. T&R&writing samples: Jeff Alexander, PO Box 1738, Bismarck, ND 58502. [1/20]

TOP 40/AC KWOD- Sacramento, CA, seeks an AT/MD for creative, winning station. Contact: Bill Shakespeare (702) 588-6153. [1/20]

TOP COUNTRY FM in Central Wisconsin is in need of an afternoon air personality. T&R: Michael Weis, WYTE RADIO, PO Box 1030, Stevens Point, WI 54481. [1/20]

NORTHERN CA B'CASTING CO. is seeking a Sales Manager w/management & local direct sales exp. Resume: Monty Ivey, KPAY RADIO, 2654 Cramer Lane, Chico, CA 95928. [1/20]

WAXX/WAYY RADIO has an opening for a copywriter/production person. Previous exp. preferred. Send Resume, copy samples & prod. tape: Copy Director, PO Box 6000, Eau Claire, WI 54702-6000. [1/20]

COUNTRY KYFN-E. Wenatchee, WA, needs an entertaining news director for market leader. Females encouraged. T&R: Kelly Hart, 960 Valley Mall Parkway, E. Wenatchee, WA 98802. [1/20]

KOFY/AM-SF needs a midnight to 6 AT. Opp'ty for bright, enthusiastic creature of night to develop on-air phone contact. Hybrid 50/60's intensive format w/listener requests & dedications. T&R: Jason Fine, 642 Harrison Street, San Francisco, CA 94107. [1/20]

CLASSIFIEDS

BEST COUNTRY WJST is searching for personality. Live & play on the world's most beautiful beaches! T&R: Susan Fox, 3101 West Highway 98, Panama City, FL 32401. [1/20]

TOP 40 KAGO-Klamath Falls, OR, is looking for exp'd AT for overnight shift. T&R: George Feola, PO Box 1150, Klamath Falls, OR 97601. No calls please. [1/20]

COUNTRY KQKD-Redfield, SD, needs a PD who can do p-b-p. Good entry level position in small mkt. T&R: Steve Kaiser, PO Box 110, Redfield, SD 57469. [1/20]

TOP 40 KHTY (Y97)-Santa Barbara, CA, is looking for a weekend AT. T&R: Scotty Johnson, 1330 Cacique, Santa Barbara, CA 93130. [1/20]

WUSB/Q105-Groton, CT, needs a News Anchor/Reporter w/minimum 2 years exp. Females encouraged. T&R: Joe Limardi, 100 Fort Hill Road, Groton, CT 06340. [1/20]

NEWS TALK KQMS-Redding, CA, needs a newsperson. Contact: Len Jarvela (916) 221-1400. [1/20]

AOR KKEZ-Fayetteville, AR, needs a morning & middays person w/possible MD duties. Contact: Rick Allen (501) 521-5566. [1/20]

FM COUNTRY KSCS-Dallas/Ft. Worth, TX, needs an afternoon AT w/strong production skills. T&R: Ted Stecker, One Broadcast Hill, Ft. Worth, TX 76103. [1/20]

COUNTRY KFAT-Corvallis, OR, needs part-time ATs. No beginners please. Contact: P.J. Emmerson (503) 753-4493. [1/20]

A/C KIKT/FM-Greenville/Dallas, TX, seeks young, energetic AT for soon-to-be 100,000 k station. T&R: Ric, PO Box 1015, Greenville, TX 75401. [1/20]

A/C & COUNTRY KOJM/KPQX-Havre, MT, needs a f/t News Director. T&R: Greg Ellendson, PO Box 7000, Havre, MT 59501. [1/20]

TOP 40 WHFX-Waycross, GA, is accepting applications for future openings. T&R: Stanton Jay, PO Box 858, Waycross, GA 31502. [1/20]

100,000 WATT TOP 40 in NE Texas needs an AT immediately. Should have good production voice. Well polished beginners welcome. T&R: Steve Bailey, X100/KPXI RADIO, PO Box 990, Mt. Pleasant, TX 75455. [1/20]

KKRB/KFLS-Klamath Falls, OR, has an immediate opening for exp'd PD/AT. AM has contemporary Country, FM programs A/C. T&R: Bob Wynne, PO Box 1450, Klamath Falls, OR 97601. [1/20]

COUNTRY KNBA-Vallejo, CA, needs a Reporter exp'd in news gathering, writing & airing. T&R: KNBA RADIO, 3267 Sonoma Blvd., Vallejo, CA 94590. [1/20]

NEW FM on Central CA Coast wants pro's only, who are focused, conversational & topical w/ commitment to market visibility & community involvement. News & talent positions available. Strong incentives for stable team players. T&R&salary: Dave Van Stone, 9191 Sheridan Blvd., Suite 205, Westminster, CO 80030. [1/20]

A/C KFYR/AM is looking for a morning drive talent. T&R: Dan Brannan, PO Box 1738, Bismarck, ND 58502. No calls please. [1/20]

TOP 40 WNCI has an opening for morning zoo "sidekick". Persons should be well versed in playing off of a major player or "zookeeper". T&R: Dave Robbins, 1 Nationwide Plaza, Columbus, OH 43215, or call (614) 224-9624. [1/20]

TOP 40 KRFD is looking for a competitive, aggressive programmer who can continue our ratings success. T&R: Jim Leary, PO Box 631, 1605 Simpson Lane, Marysville, CA 95901. [1/20]

OLDIES KHYL-Sacramento, CA, needs an experienced p/t AT to do weekends & vacation relief. Contact: Mark Lennartz (916) 885-5636. [1/6]

TEXAS TOP 40 POWER needs an afternoon drive w/5 years minimum experience. If you're creative, funny, have great phones & want good money, send T&R&photo: Read My Lips, PO Box 2636, Waco, TX 76702. [1/6]

A/C KUKI AM & COUNTRY KUKY FM needs a Newsperson ASAP. T&R: Roe Edmonds, 1400 KUKI Lane, Ukiah, CA 95482. [1/6]

COUNTRY KCQ-Saginaw, MI, has immediate openings at stereo 98FM. Country giant wants you. Good production skills a must. T&R: Jim Kraner, PO Box 1776, Saginaw, MI 48605. [1/6]

A/C KATE needs a PD/morning drive person w/prior programming experience. T&R: Jeff Davis, 5490 Saratoga, Dubuque, IA 52001. [1/6]

TOP 40 KSJQ-Modesto, CA, has future f/t & p/t openings. T&R: Rich Richranson, PO Box 1590, Modesto, CA 95353. [1/6]

A/C KDJQ-Red Bluff/Redding, CA, has f/t & p/t openings for announcers. Production exp. a plus. T&R: Bob Breck, PO Box 10, Red Bluff, CA 96080. [1/6]

COUNTRY WMBC-Columbus, MS, needs an experienced AT w/production skills. T&R: Russ Reagan, PO Box 707, Columbus, MS 39701. [1/6]

A/C KKRB is looking for a creative morning talent to light up our airwaves in Southern Oregon. We're a stable organization, & highly promotional. T&R: Charlie Van Hall, PO Box 1450, Klamath Falls, OR 97601. No calls, please. [1/6]

EASY LISTENING/AOR COMBO WMBN/WPZ needs a News Director yesterday. Exp. preferred. Come live in beautiful Northern Michigan. T&R: Dennis Martin, PO Box 286, Petoskey, MI 49770. [1/6]

WAXX/WAYY has two openings. 1) Experienced sales rep to sell radio advertising. Position offers established accounts. Send resume to Sales Manager. 2) Opening for copywriter/production person. Previous exp. preferred. Send resume, copy samples & prod. tape to: Copy Director, PO Box 6000, Eau Claire, WI 54702. [1/6]

A/C KLOG needs an air personality w/production skills. Minimum 2 years exp. T&R: Bill Dodd, PO Box 90, Kelso, WA 98626. [1/6]

WNMB/FM has a news opening w/overnight announcer at beautiful beach location. Minorities encouraged to apply. T&R: Phil Thompson, PO Box 4059, N. Myrtle Beach, SC 29582. [1/6]

AVAILABLES

VETERAN PD/OM/AT looking for West Coast opp'ty in full-service A/C or Country. Strong motivational & programming skills. Very good ratings history. Professional operations only. Formerly KPNW, KUGN, KEED. PHONE: (503) 726-5444 or 485-1120. [1/20]

SERVICES

ENERGETIC, YOUNG, CREATIVE, enthusiastic talent (and too many other adjectives to list), seeks AT position. KIM PETERSON: (612) 447-2299 or 340-9000. [1/20]

AT/MD w/lots of on-air experience. Looking in Kansas City for f/t gig in A/C or Top 40. HOLY MOLY MULLER: (816) 747-9191. [1/20]

TOP 40/AOR/HOT AC w/5 years exp. 7-mid. Willing, ready & able to relocate. Rated mkt. only. Promo/Production/AT in med. market. JAMMIN' T.J. PATRICK: (904) 236-3078. [1/20]

EXPERIENCED, KNOWLEDGEABLE Country programmer w/19 years in radio seeking stable position. MIKE: (517) 368-5332. [1/20]

8 YEAR PRODUCTION/MD/AT pro available w/2 years P-I exp. Multi-track knowledge, excellent references. Prefer West Coast. J.R.: (509) 582-7910. [1/20]

LADY AT w/3 years exp. looking for p/t air shift w/prod. in SF Bay area. Any format. MELISSA (707) 485-0526. [1/20]

HELP! NEW YEAR! New ownership, no job! Prefer SE in A/C, Top 40 or Oldies. RANDY FRAWLEY: (404) 748-5764. [1/20]

TALENTED GRAD SEEKS AT/News Anchor/talk host position in small or medium Northern markets. Great voice, will relocate immediately. CHRIS: (612) 699-8379. [1/20]

HARDWORKER, very mature & energetic announcer seeks any size market. Willing to relocate. TERRY: (313) 482-2456. [1/20]

HOT TOP 40 AT w/4 years experience, seeking new challenge. RONNIE: ((813) 699-1302. [1/20]

WE CAN DO IT ALL! Husband/Wife team looking to put our abilities to work at your radio station. With my PD/MD/AT/News + exp. and my wife's managerial exp., together we can put your station on top. Willing to relocate. DAVE: (501) 741-7113. [1/20]

HOT & SMOKIN' AT w/2 years exp. seeks a position in Top 40 or Urban. MICHAEL: (415) 296-0327 or (702) 594-2856. [1/20]

CAN DO IT ALL! PD/MF/AT at SE Top 40 or A/C. 15 years exp. CRAZY RON: (904) 694-7992. [1/20]

AT W/GOOD PRODUCTION, phones & personal appearances w/great pipes in a no win market. Ready to move up & away to A/C, AOR, Classic Rock, Country, Lite or Oldies. Your region, no problem. TOM: (205) 362-9499. [1/20]

LADY AT w/3 years experience, looking for p/t airshift w/production in SF/San Jose area. Any format OK. MELISSA: (707) 485-0526. [1/6]

DYNAMIC ANNOUNCER, production animal. Experienced morning host & news man. Seeking NE gig w/room to grow. CHRIS DOWD: (305) 296-3574. [1/6]

SMALL MKT. PD w/5 years exp. in Top 40 & A/C seeks next step up. Dependable & hardworking. Prefer Florida & SE. ALEX: (904) 874-1527. [1/6]

HARDWORKING, VERY MATURE & energetic announcer seeks any size market. Willing to relocate. TERRY: (313) 482-2456. [1/6]

FEMALE AT seeks any size market. Very mature, team player & ready to take your market by storm. SHARON: (313) 532-5720. [1/6]

TALKSHOW PRODUCER seeks on air gig at medium market AOR/Top 40/AC. 1 1/2 years exp. in major mkt. KEN: (612) 588-9531. [1/6]

VETERAN ROCKER looking for nights or overnights in AOR or Oldies format. DAVE: (815) 933-6779. [1/6]

RECENT B'CAST GRAD seeks AT position in any format in Pacific NW or Northern mkts. Mature, funny, intelligent. STEVE: (612) 699-2481. [1/6]

SIX YEAR PRO currently in Chicago/Metro area w/strong production skills. Ready to relocate. CALL: (312) 783-3367. [1/6]

HARDWORKING JOCK in no-win revolving market offers great pipes, personality & dedication for Top 40, AOR or Country. JACK FOX: (308) 384-4626. [1/6]

HIP COUNTRY FEMALE morning AT/MD & TV host w/diverse mkt. exp. itching for perk, power & life beyond minimum wage. Call me & let's make money. (215) 884-0681. [1/6]

MAKE YOUR NEW YEAR HAPPIER, hire me! A/C, Oldies, Top 40 in medium mkt. MD/Operations/ Sports exp. as well. Great prod. ERIC: (316) 662-4486. [1/6]

CHALLENGE ME! 14 year vet seeks new opp'ty. AM drive/Prod. wiz. Proven winner. A/C, AOR or Top 40 formats. PD/Prod./Promo. Anxious to relocate. Available immediately. MICHAEL WILLIAMS: (806) 353-0810. [1/6]

HARDWORKING BEGINNING DJ who is very likeable, bright & lively. Looking for work. TONY BROWN: (612) 722-5476 or (218) 628-1941. [1/6]

ENERGETIC, ADAPTABLE AT w/interests in copywriting & sales looking for station to hire entry level. Willing to relocate. KEVIN: (612) 522-0344. [1/6]

KSFA: Urban needs singles & 12" from all labels. Archie Fleming, 30007 Martinsville Street, Nacogdoches, TX 75961. [1/20]

WGMR: Country needs CDs from all labels. T.C. Webster, PO Box 204, State College, PA 16804. [1/20]

WMOH: All RCA product & Barbara Streisand on Columbia. Mike Manley, 2081 Fairgrove Ave., Hamilton, OH 45011. [1/20]

KEZS: Country needs CDs, LPs & cassettes from all labels. Bob James, PO Box 1610, Cape Girardeau, MO 63702. [1/20]

KQEU: Contemporary music from all labels. Chris Kelly, PO Box 42, Olympia, WA 98507. [1/20]


KFSH: Urban & Dance LPs, CDs & 12" singles from all label & independents, especially CBS. Hit Radio USA, PO Box 662, Suisun, CA 94585. [1/20]

WNMB: CDs from all labels. LPs, CDs & singles from Elektra, Mercury/PolyGram. Steve Chapman, PO Box 4059, N.Myrtle Beach, SC 29582. [1/20]

WKNE: Top 40 needs all MCA product. Bridget Lynott, PO Box 466, Keene, NH 03431. [1/20]

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.

NEXT WEEK
Cheryl "Pepsi" Riley



PERSONAL PICKS

SINGLES by Dave Sholin



KENNY G (vocal by Smokey Robinson)
We've Saved The Best For Last (Arista)

A true all-star pair, as one of America's singing legends teams up with one of the decade's top instrumentalists on a tune that's tailor made for both of them. Sure it's got Urban, A/C and Pop appeal, but it's hard to imagine anyone who loves music not loving this song. Expect this one to be around for awhile.

BANGLES - *Eternal Flame* (Columbia)

Simple beauty underscores a melody that's captivating from the very first note. The success Susanna Hoffs and her three partners have fashioned over the past two years has been remarkable. This song, their first ballad, has the power to elevate them to an even higher level of stardom.



THEME FROM
Working Girl

CARLY SIMON - *Let The River Run*
(Arista)

Like millions of others, I first heard this when I went to see "Working Girl." It sounded so familiar I wondered if it was on one of Carly's other LP's. Seems mine is not an isolated experience because over the past several weeks, moviegoers have been calling stations to hear it. A memorable song from one of the year's best films.



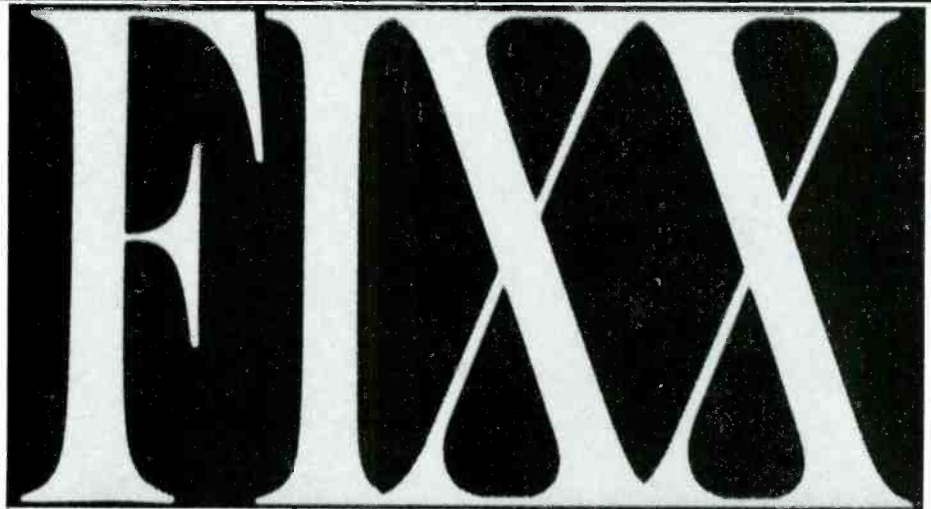
LOVE and MONEY - *Halleluiak Man*
(Fontana Mercury/PolyGram)

Oh—just another song about a guy who rebels against the executive fast track, leaving the business world and its trappings for a new life. Serious or not, it's a clever story line, made even better by an outstanding track and superb production by Gary Katz of Steely Dan fame. This debut single is indeed an event! Can't wait to seem 'em perform at next month's Gavin seminar.

ALBUMS by Ron Fell

THE FIXX - *Calm Animals* (RCA)

Leader Cy Curnin has a gifted way with words and can be equally gifted when it comes to fixxin'-up sheer poetry with punctual rhythms and tone-perfect shots of shimmering guitars. From the verbal shorthand of the album's opener I'M LIFE, to the bleak brilliance of DRIVEN OUT, to the rhetorical romanticism of PRECIOUS STONE, to the magnetic animalism of global politics on the title track, CALM ANIMALS, the Fixx return to the more glorious ambience of their earliest albums. Welcome back, guys!



the GAVIN REPORT

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Diane Rufer Circulation Manager Adult Contemporary Associate Editor	Betty Hollars Urban Contemporary Editor Office Manager	Peter Standish Alternative Radio Editor	John Martinucci Urban Contemporary Associate Editor	Peter Grame Associate Art Director	Lisa Austin Country Marketing 615-292-6083	
Gavin Fax: 415-495-2580 Station Reporting Phone: (415) 495-1990		Beverly Mire Editorial Director	Annette M. Lai Top 40 Editorial Assistant	Machele Fowers Noel Barnes Art Department Staff		

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DINO

24/7

GAVIN TOP 40
ONE OF THE MOST ADDED
62/52

ADDS INCLUDE:

KKRZ	FM102	KWOD	KLUC
KYRK	KCAQ	KOY	KATD
KRQ	KTRS	Y97	Y106
KITY			
92QQ	WBEC	WWHB	WBSS
WKSP	WAGQ	WQPW	WWUF
WZZR	KCL	KQID	WIFX
KDOG	KVCD	KZEV	WGBQ
WJZQ	KFD	KHOK	KJEZ
KLAZ	KTJF	KZZT	KIXS
KRRG	KTR	KZOR	KZZO
KBOS	K100	KELY	KKBG
KOWL	KPS	KSJQ	KSTN
KWXX	KACI	KAGO	KHSN
KQEN	KZZ		

MOVES INCLUDE:

KROY	20-8	KMEL	26-20
HOT97.7	28-24	KMGX	D-35
KDON	35-29	KWSS	35-32

DAVE SHOLIN PERSONAL PICK!

1/13/89

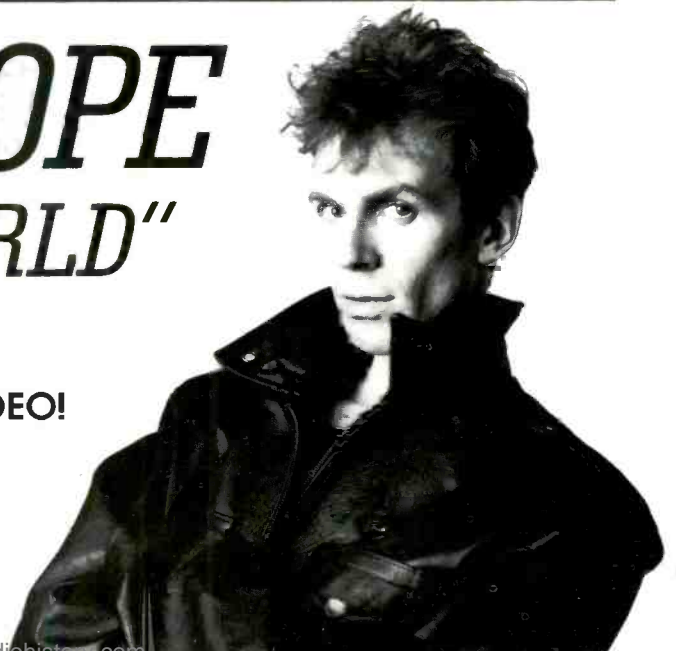
"Well it's winter, so this time around Dino woos those "Summergirls" with a romantic ballad that's easy to hear around the clock. Expect widespread appeal for this tremendous melody and production"

JULIAN COPE

"5 O'CLOCK WORLD"

NEW THIS WEEK!!

ALREADY AN MTV BUZZ BIN VIDEO!





**EVERYONE'S FAVORITE
"WORKING GIRL" IS
WORKING HER WAY
TO THE TOP!**

**SAVE A SPOT AT
THE TOP BECAUSE
WE'VE SAVED THE
BEST FOR NOW!**

**"Let The River Run"
(Theme From "Working Girl")**

**"We've Saved The Best For Last"
(Vocal by Smokey Robinson)**

People are already flooding radio & retail with requests for "Let The River Run," the title song from "Working Girl" by Carly Simon. The critically acclaimed film has grossed over 24 million dollars in only three weeks, and is nominated for 6 Golden Globe Awards including "Best Original Song." From the Original Soundtrack Album coming soon.

Kenny G is at his best. His smash album, Silhouette, is soon to be double Platinum and just earned him a Grammy nomination for "Best Pop Instrumental." And, his current tour is selling out everywhere. Now the success story continues with the cut radio has already jumped on, "We've Saved The Best For Last," with vocal by Smokey Robinson.

ON JANUARY 23RD, WE'RE WORKING TWO OF OUR BEST

WHEN YOU PLAY IT, SAY IT!