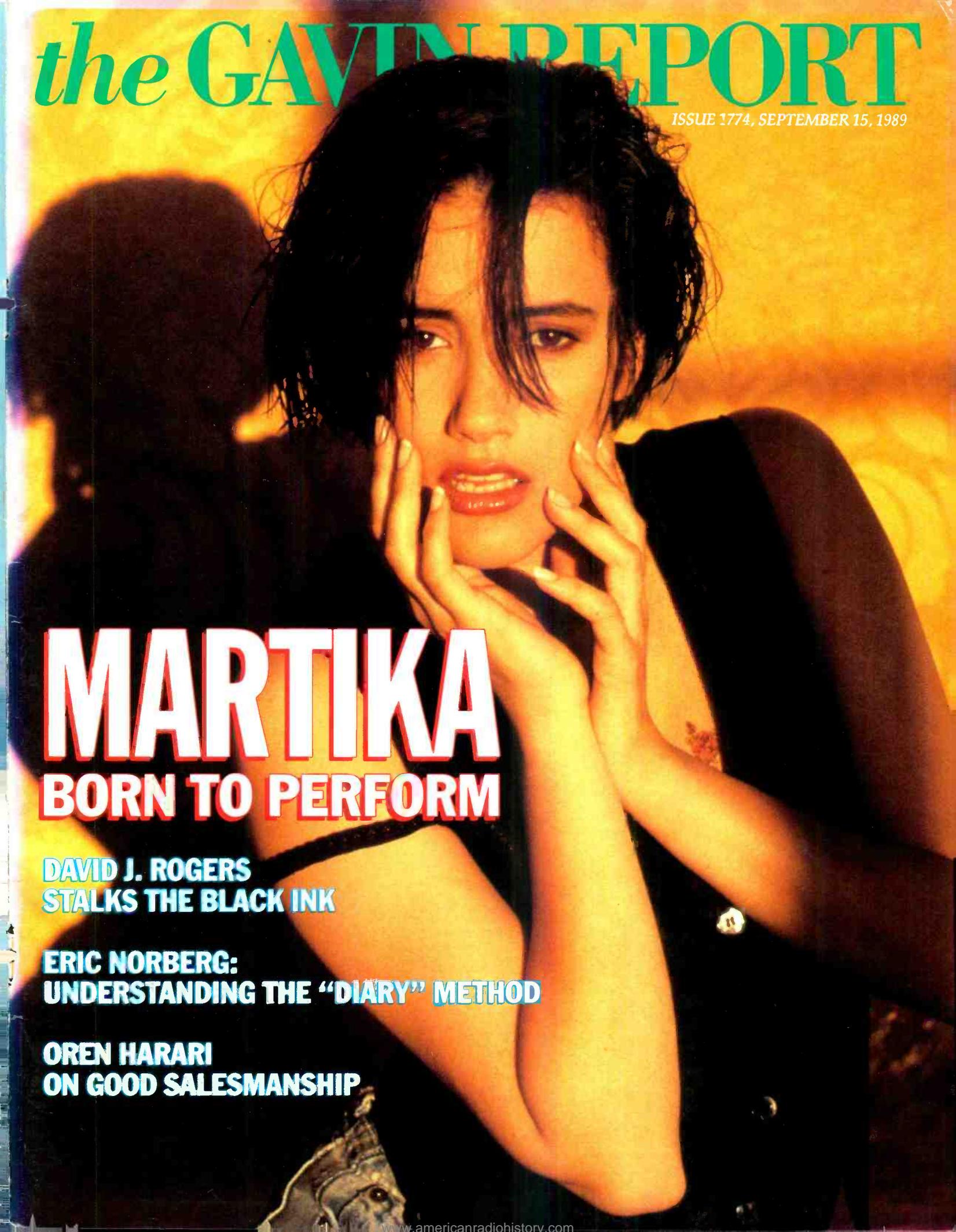


the GAVIN REPORT

ISSUE 1774, SEPTEMBER 15, 1989



MARTIKA

BORN TO PERFORM

DAVID J. ROGERS
STALKS THE BLACK INK

ERIC NORBERG:
UNDERSTANDING THE "DIARY" METHOD

OREN HARARI
ON GOOD SALESMANSHIP



© 1989 WARNER BROS. RECORDS, INC.

JAMES INGRAM

**"I WANNA
COME
BACK"**

THE NEW SINGLE/PRODUCED BY GERALD LEVERT AND MARC GORDON (FOR TRELVE PRODUCTIONS)/FROM THE ALBUM IT'S REAL



GAVIN AT A GLANCE

TOP 40

MOST ADDED

NEW KIDS ON THE BLOCK
Cover Girl (Columbia)
PAULA ABDUL
(it's just) the way that you love me (Virgin)
BAD ENGLISH
When I See You Smile (Epic)

RECORD TO WATCH

PATTI LABELLE
If You Asked Me To (MCA)

Hot

TEARS FOR FEARS
Sowing The Seeds Of Love (Fontana/PolyGram)
AND AEROSMITH
Love In An Elevator (Geffen)



JAZZ

MOST ADDED

STEVE KUJALA
the arms of love (Sonic Edge)
GENE HARRIS QUARTET
Listen Here! (Concord Jazz)
RIQUE PANTOJA
(Sound Wave/Tropical Storm)

RECORD TO WATCH

GENE HARRIS QUARTET
Listen Here! (Concord Jazz)

Hot

RICK MARGITZA
Color (Blue Note)



URBAN

MOST ADDED

ALYSON WILLIAMS
Just Call My Name (Def Jam/Columbia)
STEPHANIE MILLS
Home (MCA)
KASHIF
Personality (Arista)

RECORD TO WATCH

ZAPP
Ooh Baby Baby (Reprise)

Hot

CHUCKii BOOKER
(Don't U Know) I Love U (Atlantic)



ADULT ALTERNATIVE

MOST ADDED

STEVE KUJALA
the arms of love (Sonic Edge)
PATRICK O'HEARN
Eldorado (Private Music)
DANNY O'KEEFE
Redux (Beachwood/Chameleon)

RECORD TO WATCH

STEVE KUJALA
the arms of love (Sonic Edge)

Hot

JEAN LUC PONTY
Storytelling (Columbia)



A/C

MOST ADDED

JEFFERSON AIRPLANE
Summer Of Love (Epic)
STEPHEN BISHOP
Walking On Air (Atlantic)
SIMPLY RED
You've Got It (Elektra)

RECORD TO WATCH

SHINE
Walking On The Town (SBK)

Hot

POCO
Call It Love (RCA)



ALBUM

MOST ADDED

AEROSMITH
Pump (Geffen)
EURHYTHMICS
We Too Are One (Arista)
NEIL YOUNG
"Rockin' In The Free World" (Reprise)

RECORD TO WATCH

MOLLY HATCHET
"There Goes The Neighborhood" (Capitol)

Hot

JEFFERSON AIRPLANE
(Epic)



COUNTRY

MOST ADDED

RONNIE MILSAP
A Woman In Love (RCA)
SHENANDOAH
Two Dozen Roses (Columbia)
RANDY TRAVIS
It's Just A Matter Of Time (Warner Bros.)

RECORD TO WATCH

GLEN CAMPBELL
She's Gone, Gone, Gone (Universal)

Hot

SAWYER BROWN
The Race Is On (Capitol/Curb)



ALTERNATIVE

MOST ADDED

SUGARCUBES
"Regina" (Elektra)
PRIMITIVES
"Sick Of It" (RCA)
SQUEEZE
Frank (A&M)

RECORD TO WATCH

FUZZTONES
In Heat (Beggars Banquet/RCA)

Hot

RED HOT CHILI PEPPERS
Mother's Milk (EMI)



TURNAROUND STRATEGIES

Page 16

NEWS

GAVIN SALUTES THE NAB

BARBIS, COHEN VP-SHIPS OFFICIALLY ANNOUNCED



Dino Barbis



Stu Cohen

Warner Bros. Records has made official the promotion of **Dino Barbis** to Vice President of National Promotion and **Stu Cohen** to Vice President of Promotion. The unofficial announcement was reported in June in the Gavin Report.

San Francisco's own **Dino Barbis** has been well-known in the music industry since the late sixties, when he worked for such legendary labels as **Stax** and **Blue Thumb/Shelter**. At one time he held down the position of San Francisco Regional Marketing Manager for **Warner Bros.**, but then he flew south to Los Angeles to work for **ABC Records** where he ended up Vice President of Promotion. **Dino** made

executive stops at his own company, **Stilllife Productions**, **Atlantic Records** and **Backstreet Records** before rejoining **Warner Bros.** in 1984, working **Adult Contemporary National Promotion**. "Dino is one of the most experienced, energetic and consistently enthusiastic individuals I have ever had the pleasure of working with," said Senior Vice President of Marketing and Promotion **Russ Thyret**. "He's brought these qualities to every project he's undertaken and our recent track records at the A/C level is testimony to his acumen."

In 1973, **Stu Cohen** began his career at **Warner Bros.** and worked his way up from the mailroom to his present position.

He has been Director of Administrative Services, Local Promotion Representative for New York City, Regional Promotion Representative for the Northeast and, until this current promotion was National Promotion Director, concentrating on Top 40. In speaking of **Cohen**, **Thyret** said, "His wide-ranging experience in Top 40 promotion coupled with his enthusiasm for the music and insight into the radio industry makes him a natural for this post."

Wings On Her Feet Brenda Romano High Steps To Mercury VP



In our June 23 issue we mentioned that **Brenda Romano** would be promoted to Vice President of Pop Promotion at **Mercury Records**, and now it's become official.

Romano began working A/C for **Mercury** four years ago, and

RADI-O-RAMA

Congratulations to **Gavin** friend and **KSAN-SF** jock **Sully Roddy**. Readers of *The East Bay Express* voted **Sully's** Sunday night program "All Kinds Of Country" the "Best Country Radio" and "Best Commercial Radio" show...**KVVQ (Q-103)**-Victorville/Barstow, CA Music Director/Air Talent **Susan Landers** has resigned over the old "philosophical differences." A new MD will be named momentarily—meanwhile, **Susan** can be reached at 619-244-4008...**Don London** exits **WIZM/FM-LaCrosse, WI** and heads to Indian-

cont. next page

she's moved through the label's Album and Pop Departments. In her new position she'll monitor field staff and oversee radio, tip sheets and trades. "I am very proud to have the opportunity to grow within such a wonderful organization as **PolyGram**," said **Romano**. "I'm also proud to work with such a dedicated and hard working promotion staff."

Senior VP of Promotion **David Leach** said that **Romano** has proven to be an aggressive and successful promoter and, "her number one strength is her ability to lead and direct our field staff...she has proven...that she can mold them into a strong and capable team."

TABLE OF CONTENTS

NEWS-Beverly Mire

FORMATS	COVER STORY	FEATURES
8 TOP 40	26 MARTIKA 	16 MANAGEMENT FEATURE by David J. Rogers
22 URBAN CONTEMPORARY		18 P.D. NOTEBOOK by Eric Norberg
28 A/C		18 HEAR & THERE by Sheila Rene
36 COUNTRY		20 ON MANAGEMENT by Oren Harari
42 JAZZ		21 CLASSIFIEDS by Natalie Cusenza
41 ADULT ALTERNATIVE		34 BIOFEEDBACK by Ron Fell
44 ALBUM		
48 ALTERNATIVE		
50 JAZZ REVIEWS		

"THE BATMAN THEME"

The New Single



From Batman Original Motion Picture Score Composed By DANNY ELFMAN

- FLYING HIGH AND QUICKLY APPROACHING GOLD!
- TCP TEN AT SCORES OF RETAILERS AROUND THE COUNTRY!
- FROM THE BOX OFFICE SENSATION OF THE DECADE!



Album Produced by Danny Elfman and Steve Barket. TM & © 1989 DC Comics

Radi-O-Rama cont.

apolis and Booth American station WZPL. No replacement has been named...D.B. Cooper is PD at KVRP-Vermillion, SD with Jim Muck retaining MD responsibilities...KCPX-Salt Lake City Production Director/Midday Talent Scotty Mac is heading to Houston to do Mid-days at KRBE (POWER 104). Send T&Rs to KCPX PD Jerry Lousteau if you're interested in FILLING THE SLOT...Michael Hayes joins 92X-Columbus, OH air staff in Afternoon Drive. He comes from WZOU-Boston and replaces J.D. Stewart who's heading for Dallas and KEGL...Hollywood Haze is leaving his MD/Asst. PD-ship at KNIN-Wichita Falls, TX for afternoons at KISS/FM-Albuquerque. Jim Scott takes Hollywood's place...HOT IN HOT SPRINGS: Paul Bryan has been promoted to MD at KLAZ/FM-Hot Springs, AR. J. Randal Harvey remains PD...Belated welcome to Peter Masse, who joined Z97-Billings, MT as MD two months ago. He came from Top 40 KTRS-Casper, WY. Replacing Peter at KTRS is Sean Michaels...Rick Sklar has fully staffed two of Braiker Radio Services' five formats. Country Stars are: 6-10A, Bill Bailey; 10A-2P, Ralph Hasty; 2-6P Ken Moultrie; 6-10P, Kirby Gallant; 10P-2A, Kelly Marshall; 2-6A, Scott James. A/C personalities are: 6-10A, Kent Smith; 10A-2P Tony Florentino; 2-6P, Tom Church; 6-10P, John Rohde; 10P-2A, Connie Cole; 2-6A, Kevin Machado. All times are EST...You read about it in the Gavin Report in April, and now it's official! Satellite Music Network and Buck Owens Production Company, Inc. (yes, that Buck Owens!) have launched a 24-hour traditional country music format originating from KNIX-Phoenix...CALL AND ADDRESS CHANGE: KXPW/FM-Honolulu is now KSSK/FM 92. Their new address is Dillingham Shopping Plaza, 1505 Dillingham Blvd., Suite 208, Honolulu, HI 96817. Phone 808-841-8300. FAX 808-841-9219. Aloha!...New producers at SuperSpots are Jan Jeffries and Jeff LaRocca. Jan programmed powerhouses WLS-Chicago and B104-Baltimore. Jeff handled

Creative Services and worked as Account Rep at KWTO/FM-Springfield, MO and KRGI-Grand Island, NE...Joe Deschler has flown to sunny, warm Palm Springs to do Production at KC92.7FM/KCMJ. He fled cold, snowy LaCrosse, WI and WIZM AM/FM...PROMOTIONALLY SPEAKING: New to high-profile Power 106/KPWR-L.A. Promotions Directorship is Duncan Payton. He replaces Jim Peterson...Brian Paul Lubanski joins KZZU/FM-Spokane, WA as Promotions Director. He was PD/OM at KLWD/FM-KWYO/AM-Sheridan, WY...New address for Strategic Radio Research: 180 N. Wabash, Chicago, IL 60601. Phone 312-726-8300, FAX 312-726-8383...Gavin Get Well Wishes to KFTZ/FM-Idaho Falls, ID Music Director Mindy Kary who suffered injuries in a horseback riding accident. Mindy will be out of action for several weeks.

THANK HEAVEN FOR LITTLE GIRLS. Extra special congratulations to Gavin Country Queen Lisa Smith on the birth of baby girl Kourtney Cassidy Robbins. Kourtney was born on September 6 and bounced in at a healthy 8 lbs. 6 oz. We're happy to report that Mom, baby, Daddy Keith and big brother Kody are doing fine.

WL0L FOR SALE

Emmis Broadcasting added WL0L to its list of stations for sale. The Minneapolis station joins KXXX-San Francisco and WJIB-Boston on the block.

While it was well-known that the San Francisco and Boston outlets were being shopped, the unloading of WL0L came as a surprise to speculators and the station's staff.

President Jeff Smulyan said the move is, as expected, intended to narrow the company's focus and that the appreciation in value of the three stations is being used to build a baseball team—the recently acquired Seattle Mariners. "While it's hard to sell stations, particularly WL0L, we believe this is the wisest course of action," he said.

A number of groups and investors have been named as possible buyers, but as of presstime, no concrete bids have been made.

Harrell/West To Atlantic/Nashville

Sam Harrell

Atlantic/Nashville added to its new country branch by adding industry vets Sam Harrell and Jim West to their promotion staff.

Harrell spent most of his 19 professional years at CBS Records. His position with Atlantic is Western Regional Promotion Director and he'll work out of Los Angeles. "I feel like I've gotten in at least close to the ground floor, and I regard it as an honor," said Harrell. "I'm looking forward to helping every artist reach his or her full potential in every way we can."

Jim West will be Southwest Regional Promotion Manager, based out of Dallas. He comes to Atlantic/Nashville after 12 years in radio and television, having worked on-air and in administrative capacities as powerhouse Country stations KCUB-Tucson and KOMA/KXXY-Oklahoma City. This past year he has been an on-air news personality at KOKH/TV-Oklahoma City. "Country radio and the music industry seem to enjoy a very positive relationship," he said of his transition to a record company. "I look forward to the challenge of making the switch



Jim West

and working with the new Atlantic/Nashville team."

"Sam and Jim bring with them the elements of experience and enthusiasm," said Atlantic/Nashville VP Rick Blackburn. "We're very proud to have them join the staff of Atlantic/Nashville."

ROTATIONS

CONGRATULATIONS. To Big Frank Turner, National Promotion Director at MCA on his engagement to Susan Gardner. The happy couple plans a wedding in early 1990—maybe we'll talk them into tying the knot during the Cocktail Party at the Gavin Seminar in February... Dave Costanza segues from National Director, Dance Music Promotion at Atlantic to Director, Dance Music at Epic and The Associated Labels...Silvertone Records (J.J. Cale, Loudon Wainwright, Mary My Hope) has opened an office in Tinseltown. Write them at 6777 Hollywood Blvd, 6th Fl., Hollywood, CA 90028. Phone 213-464-7409. FAX 213-464-7144...Angie Jen-

cont. next page

SCHOUN SHINES AT KROQ

Ending a few weeks of heated guessing, KROQ-Los Angeles GM Trip Reeb last week announced that Andy Schoun is the station's new Program Director. He replaces Van Johnson who remains at KROQ as Production Director.

For the past two years Schoun has programmed KAZY/FM-Denver, which is where he met Reeb, having succeeded him as Program Director. "Andy... comes to us armed with the skills needed to be a winner here," said Reeb. "I am obviously excited at the prospect of working in a competitive environment like Los Angeles, especially for a station with the heritage KROQ has" said Schoun, who starts at KROQ at the end of September. "I'm looking forward to working with Trip Reeb again."



"Get on
Your Feet"

#34-69064

gloria estefan

Produced by:
Emilio Estefan Jr.,
Jorge Sasas &
Clay Ostwald

From the New Album
Cuts Both Ways

OE-45217

Epic

EPIC are trademarks of CBS Inc. © 1989 CBS Records, Inc.

BIRTHDAYS

Compiled by Diane Rufer

Our Best Wishes and HAPPY BIRTHDAY To:

Gary Cummings, ZFUN-Moscow, ID 9/17
 Don Rivers, KBIU/FM-Lake Charles, LA 9/17
 Brad Hockmeyer, KTAO-Taos, NM 9/17
 Dave Evan, WILI/FM-Willimantic, CT 9/17
 Jonathan Suino, KTMX-Colusa, CA 9/17
 Fee Waybill 9/17
 Gary Douglas, WDUX-Waupaca, WI 9/18
 Bill Benton, KJTT-Oak Harbor, WA 9/18
 Jeff Stevens, KVBR-Brainerd, MN 9/18
 Michael Franks, Frankie Avalon 9/18
 Robin Silva, Epic Records 9/18
 Andy Henderson, WQKI-St. Matthews, SC 9/18
 Michael McIver, WCAV/FM-Brockton, MA 9/19
 Bill Medley, Lol Creme, Charlene Burch
 (Burch Sisters) 9/19
 Marylou Badeaux, Warner Bros. Records 9/20
 Jeff Green, The Film House 9/20
 Dave Rodgers, KRZR-Fresno, CA 9/20
 Brad Fuhr, WLTO/FM-Harbor Springs, MI 9/20
 Jill Minett, KSUM-Fairmont, MN 9/20
 Jackie Tesman, Atlantic Records 9/21
 Jeff Spencer, WILI/FM-Willimantic, CT 9/21
 Ken Dickenson, KLKC-Parsons, KS 9/21
 C.C. Matthews, WWNK-Cincinnati, OH 9/21
 Mike Randeman, KIIIX-Ft. Collins, CO 9/21
 Bob Dickey, Y105-Mansfield, OH 9/21
 Leonard Cohen, Dickey Lee 9/21
 Renel Lewis, KMEL-San Francisco, CA 9/22
 Tom Bradley, KEZS/FM-Cape Girardeau, MO 9/22
 Jeff Reynolds, KAEZ/FM-Longview, TX 9/22
 Joan Jett, Debby Boone, King Sunny Ade 9/22
 Kris VanDyke, WLHQ-Enterprise, AL 9/23
 Bruce Springsteen, Ray Charles, Julio Iglesias 9/23
 Our Belated Birthday Wishes to:
 Maureen Guinan, Elektra Records 9/11

BIRTHS

Our CONGRATULATIONS to LISA SMITH (ROBBINS), Country Editor of The Gavin Report, and her husband, KEITH, on the birth of their second child, daughter, KOURTNEY CASSIDY. Born September 6th, at 9:03 PM, weighing 8 lbs, 6 oz and 20 inches long. Brother, KODY, is delighted on the arrival of his sister.

Our BEST WISHES to all.

...CONGRATULATIONS to GEOFF BYWATER, VP of MCA Records Marketing, and his wife, KATHLEEN, on the birth of their daughter, JULIA ROSE. Born July 20th, at 2:13 PM, weighing 6 lbs.

...CONGRATULATIONS to DOYLE ROSE, Executive Vice President of Operations for Emmis Broadcasting, and his wife, KIM, on the birth of their son, MAX. Born September 10th.

WEDDING

Our WEDDING BELLS rang on September 9th for ANDY KAHN, Music Director of KLRR-Bend, OR, and his fiancée, LORI RAAB, News Director of KXIQ-Bend OR. The happy couple will be honeymooning in romantic Hawaii.

...WEDDING BELLS rang on September 9th for MIKE STONE, Music Director of KLYK-Longview, WA, and his fiancée, BEV MARCOTTE.

...WEDDING BELLS rang on September 2nd for MARTY ALLEN, Music Director of KWYR/FM-Winner, SD, and his fiancée, PAM NEISCH.

Rotations cont.

kins has been upped to Publicist, West Coast for EMI. She was Publicity Coordinator, West coast...Windham Hill artist Scott Cossu was involved in an auto accident as a pedestrian. His condition is serious, but he's improving rapidly. Needless to say, Scott's upcoming concert dates have been put on hold. Please send get well messages c/o Windham Hill Records, P.O. Box 9388, Stanford, CA 94305...We haven't mentioned RCA's John Sigler lately. Hmmm—an oversight...Is Peter Standish the all-time A's fan? Our spies saw him—or someone who looks like him—at three games last week.

The Gavin Family sends our sincere condolences to the family and friends of Brenda Hudson, who for 15 years was Business Manager at Energy 96.5 in Houston. Brenda was the victim of a tragic, senseless shooting.

BERGER EXITS K-101 PD SLOT

K-101 San Francisco PD Larry Berger has exited the station after eight months. In a terse statement, Berger said only, "The situation under which I was hired was changed. There was no way I could work with the new ground rules, so I resigned."

"It's very simple," said Fairmont Communications VP/Programming Bobby Cole. "There were philosophical differences between Larry and the management of K-101. I know that's generic, but that's what led to the separation."

Berger moved to San Francisco in January after 14 years at WPLJ-New York. Cole will oversee K-101's programming in the interim.

WARDELL PROMOTES AND ASSISTANT PROGRAMS

More positive movement took place this week at KFOG-San Francisco. Ken Wardell, who's been the station's Promotion Director for the past three years will now also be Assistant Program Director to Pat Evans.

"I'm really excited about taking on extra responsibilities,"

AL BRAMY SUCCUMBS

San Francisco Bay Area record industry legend and longtime Gavin friend Al Brame died after a short illness. He was 79.

A contemporary and confidant of the late Bill Gavin, Brame ran Eric Mainland and Melody Sales One Stop. He was the leading record distributor in Northern California and at one time was a senior executive at Pablo Records. After retiring, Brame taught record merchandising courses at San Francisco State University and California Recording Institute.

The Gavin family joins Al's wife Chris, sons Lou, Jack, Brad and daughter Gina in mourning the loss of a valued and trusted friend. The family requests that donations be made in Al's name to B'nai B'rith, c/o F. Samson, 7 Queen Anne Ct., Millbrae, CA 94030.



Making beautiful music even though he hasn't got a guitar in his hands is Geffen Recording artist Pat Metheny. Next to Pat is KTWV-The Wave, Los Angeles personality Talaya. The two were chatting after Pat's spectacular performance at L.A.'s Wiltern Theatre.

Wardell waxed enthusiastically. "KFOG is a station I dearly love. I've always been involved in this music—every day! We've buffed, honed and polished the format and are ready to knock 'em dead!"

Wardell is no stranger to the San Francisco rock scene. Before coming to KFOG he did promotions and on-air work at rocker KMEL and the legendary KSAN. His promotion is in effect.

"WALKING ON AIR"

(7-88830) (PRCD 2899)

the first hit single from

BOWLING IN PARIS

(81970)

the forthcoming new album by



STEPHEN BISHOP

Like a lot of other people, I first became aware of Stephen Bishop with the release of his first album, *Careless*. A few years and albums later I was a confirmed Bish fan....It's unbelievable that here at last is his first album in 9 years. It's been a long time coming but I hope you enjoy it.

Produced by Phil Collins and Hugh Padgham

On Atlantic



© 1989 Atlantic Recording Corp. • A Warner Communications Co.

TOP 40

MOST ADDED

- NEW KIDS ON THE BLOCK (151)
(Columbia)
- PAULA ABDUL (103)
(Virgin)
- BAD ENGLISH (96)
(Epic)
- THOMPSON TWINS (61)
(Warner Bros.)
- DINO (40)
(4th & Broadway/Island)

CERTIFIED

- MARTIKA
I Feel The Earth Move
(Columbia)
- NEW KIDS ON THE BLOCK
Cover Girl
(Columbia)

TOP TIP

- SOULSISTER
The Way To Your Heart
(EMI)

Thirty-nine new believers help get this international sensation on its way to hit status in North America.

RECORD TO WATCH

PATTI LABELLE

- PATTI LABELLE
If You Asked Me To
(MCA)

Another entry penned by the prolific Diane Warren. This former Urban Contemporary top ten-er is doing well at A/C and is beginning to get noteworthy attention at Top 40 Radio.

Editor: Dave Sholin
Assoc. Editor: Annette M. Lai

2W LW TW

1	1	1	WARRANT - Heaven (Columbia)
6	4	2	MILLI VANILLI - Girl I'm Gonna Miss You (Arista)
4	3	3	CHER - If I Could Turn Back Time (Geffen)
11	6	4	MADONNA - Cherish (Sire/Warner Bros.)
2	2	5	GLORIA ESTEFAN - Don't Wanna Lose You (Epic)
10	8	6	SKID ROW - 18 And Life (Atlantic)
8	7	7	SURFACE - Shower Me With Your Love (Columbia)
26	16	8	JANET JACKSON - Miss You Much (A&M)
18	13	9	FINE YOUNG CANNIBALS - Don't Look Back (IRS/MCA)
12	11	10	BEE GEES - One (Warner Bros.)
20	17	11	THE CURE - Love Song (Elektra)
17	14	12	STARSHIP - It's Not Enough (RCA)
27	18	13	ROLLING STONES - Mixed Emotions (Columbia)
21	19	14	EXPOSE - When I Looked At Him (Arista)
16	15	15	NENEH CHERRY - Kisses On The Wind (Virgin)
29	22	16	ROXETTE - Listen To Your Heart (EMI)
3	5	17	NEW KIDS ON THE BLOCK - Hangin' Tough (Columbia)
23	21	18	PRINCE - Partyman (Warner Bros.)
36	28	19	TEARS FOR FEARS - Sowing The Seeds Of Love (Fontana/PolyGram)
28	26	20	MICHAEL MORALES - What I Like About You (Wing/PolyGram)
15	20	21	SOUL II SOUL - Keep On Movin' (Virgin)
37	31	22	AEROSMITH - Love In An Elevator (Geffen)
25	24	23	TOM PETTY - Running Down A Dream (MCA)
7	10	24	PAULA ABDUL - Cold Hearted (Virgin)
9	12	25	JEFF HEALEY BAND - Angel Eyes (Arista)
33	29	26	BABYFACE - It's No Crime (Solar/Epic)
38	34	27	POCO - Call It Love (RCA)
5	9	28	RICHARD MARX - Right Here Waiting (EMI)
--	35	29	MOTLEY CRUE - Dr. Feelgood (Elektra)
--	36	30	BOBBY BROWN - Rock Wit'Cha (MCA)
39	33	31	SEDUCTION - (You're My One And Only) True Love (Vendetta/A&M)
--	37	32	TINA TURNER - The Best (Capitol)
--	38	33	ELTON JOHN - Healing Hands (MCA)
--	--	34	MARTIKA - I Feel The Earth Move (Columbia)
24	27	35	DOOBIE BROTHERS - Need A Little Taste Of Love (Capitol)
--	--	36	NEW KIDS ON THE BLOCK - Cover Girl (Columbia)
--	--	37	B-52s - Love Shack (Reprise)
14	23	38	KATRINA & THE WAVES - That's The Way (SBK)
--	--	39	LIVING COLOUR - Glamour Boys (Epic)
13	25	40	MICHAEL BOLTON - Soul Provider (Columbia)

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
BAD ENGLISH - When I See You Smile (Epic)	170	96	53	21	
DINO - Sunshine (4th & Broadway/Island)	141	40	77	24	
PAULA ABDUL - (it's just) the way that you love me (Virgin)	103	103	-	-	

Linda Ronstadt

featuring

Aaron Neville



“DON'T KNOW MUCH”

the first single and video
from the forthcoming album

Cry like a rainstorm

Howl like the Wind?

Produced by Peter Asher & Steve Tyrell
Recorded and Mixed by George Massenburg



On Elektra Cassettes Compact Discs and Records.
© 1989 Elektra Entertainment, a Division of Warner Communications Inc.

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	
103	5	59	39	UNDERWORLD - Stand Up (Sire/Warner Bros.)
97	9	66	22	TEXAS - I Don't Want A Lover (Mercury/PolyGram)
91	39	46	6	SOULSISTER - The Way To Your Heart (EMI)
88	3	48	37	THE GRACES - Lay Down Your Arms (A&M)
80	19	58	3	GIANT - I'm A Believer (A&M)
76	21	54	1	SIMPLY RED - You've Got It (Elektra)
74	7	60	7	DEBBIE GIBSON - We Could Be Together (Atlantic)
70	5	33	32	KEVIN PAIGE - Don't Shut Me Out (Chrysalis)
68	9	27	32	SHARON BRYANT - Let Go (Wing/PolyGram)
68	14	48	6	LOVE AND ROCKETS - No Big Deal (Beggars Banquet/RCA)
65	61	4	--	* THOMPSON TWINS - Sugar Daddy (Warner Bros.)
64	7	20	37	MOVING PICTURES - What About Me (Geffen)
57	18	24	15	KIX - Don't Close Your Eyes (Atlantic)
56	6	8	42	YOUNG MC - Bust A Move (Delicious Vinyl/Island)
50	13	31	6	BARDEUX - I Love The Bass (Enigma)
49	2	15	32	STAGE DOLLS - Love Cries (Chrysalis)
47	4	21	22	KON KAN - Puss n' Boots/These Boots (Are Made For Walking) (Atlantic)
47	11	26	10	WINGER - Hungry (Atlantic)
46	8	26	12	WHITE LION - Radar Love (Atlantic)
45	6	17	22	CHRISTOPHER WILLIAMS - Talk To Myself (Geffen)
44	7	17	20	THE COVER GIRLS - My Heart Skips A Beat (Capitol)
43	26	13	4	* GREAT WHITE - Angel Song (Capitol)
42	31	10	1	* CUTTING CREW - Everything But My Pride (Virgin)
42	17	2	23	NEW KIDS ON THE BLOCK - Didn't I (Blow Your Mind This Time) (Columbia)
40	39	1	--	* DONNY OSMOND - Hold On (Capitol)
37	30	3	4	* ALICE COOPER - Poison (Epic)
35	5	21	9	THE CULT - Edie (Ciao Baby) (Sire/Reprise)
35	2	22	11	HENRY LEE SUMMER - Don't Leave (CBS Assoc.)
34	1	6	27	BEACH BOYS - Still Cruisin' (Capitol)
34	12	22	--	JOHN EDDIE - Tough Luck (Columbia)
33	32	--	1	* SHOOTING STAR - Touch Me Tonight (Enigma)
32	--	31	1	LUCINDA WILLIAMS - Passionate Kisses (Rough Trade)
32	26	5	1	* ICEHOUSE - Touch The Fire (Chrysalis)
29	9	14	6	* TESLA - Love Song (Geffen)
29	7	21	1	10,000 MANIACS - Eat For Two (Elektra)
27	2	19	6	TREVOR RABIN - Something To Hold On To (Elektra)
25	--	19	6	PAUL McCARTNEY - This One (Capitol)
24	--	11	13	TANGIER - On The Line (Atco)
23	23	--	--	* JACKSON BROWNE - Chasing You Into The Light (Elektra)
23	4	12	7	VESTA - Congratulations (A&M)
23	8	12	3	* KEVIN RALEIGH - Anyone With A Heart (Atlantic)
22	--	12	10	ZIGGY MARLEY - Look Who's Dancing (Virgin)
22	22	--	--	* DAN REED NETWORK - Make It Easy (Mercury/PolyGram)
21	20	--	1	* GLORIA ESTEFAN - Get On Your Feet (Epic)

DROPPED: #30-Grayson Hugh, #32-Don Henley, #39-Karyn White,
#40-Bobby Brown (Own), Bangles, Cyndi Lauper, The Connells, Edgar Winter,
Donna Summer, Cinderella, Benny Mardones, Jodi Bongiovi, Robert Hart.

**THE BAND THAT
SET RADIO ABLAZE
WITH
"ELECTRIC BLUE"**

**JUST GOT
HOTTER**



TOUCH THE FIRE
The Undeniable New Multi Format Hit Single By

ICEHOUSE

TAKEN FROM THE ALBUM GREAT SOUTHERN LAND
DAVE SHOLIN PERSONAL PICK 9/8/89 • ICEHOUSE - *Touch The Fire* (Chrysalis) Top 40 radio entered the "Icehouse" age last year when "Electric Blue" climbed the chart after building a base of support on Alternative stations. Fronted by vocalist, guitarist and keyboardist Iva Davies who concocts songs with fellow bandmate and guitarist Robert Kretschmer, this lead track from an album of old and new material has been creating significant programmer interest.

PRODUCED BY DAVID LORD

Chrysalis.

MANAGEMENT BY ROD WILLIS

HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week **307** Last Week **305**

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
WARRANT - Heaven (Columbia)	265	--	232	24	6	1	2	98%	10
MILLI VANILLI - Girl I'm Gonna Miss You (Arista)	260	2	195	42	15	6	--	96%	8
CHER - If I Could Turn Back Time (Geffen)	257	1	167	66	19	2	2	98%	12
MADONNA - Cherish (Sire/Warner Bros.)	269	2	79	120	54	12	2	94%	7
GLORIA ESTEFAN - Don't Wanna Lose You (Epic)	216	--	159	51	4	--	2	99%	12
SKID ROW - 18 And Life (Atlantic)	214	4	95	69	36	6	4	93%	12
SURFACE - Shower Me With Your Love (Columbia)	172	--	69	79	15	6	3	94%	14
JANET JACKSON - Miss You Much (A&M)	255	1	5	42	125	64	18	67%	4
FINE YOUNG CANNIBALS - Don't Look Back (IRS/MCA)	243	5	12	49	127	38	12	77%	7
BEE GEES - One (Warner Bros.)	227	2	31	94	69	27	4	85%	9
THE CURE - Love Song (Elektra)	249	10	17	38	120	50	14	70%	9
STARSHIP - It's Not Enough (RCA)	234	4	26	61	114	23	6	85%	8
ROLLING STONES - Mixed Emotions (Columbia)	262	2	4	22	132	79	23	60%	4
EXPOSE - When I Looked At Him (Arista)	245	9	2	22	132	60	20	63%	6
NENEH CHERRY - Kisses On The Wind (Virgin)	178	2	31	66	62	13	4	89%	10
ROXETTE - Listen To Your Heart (EMI)	263	8	1	11	105	106	32	44%	5
NEW KIDS ON THE BLOCK - Hangin' Tough (Columbia)	136	--	75	57	4	--	--	100%	11
PRINCE - Partyman (Warner Bros.)	226	2	1	13	94	77	39	47%	6
TEARS FOR FEARS - Sowing The Seeds Of Love (Fontana/PolyGram)	256	11	1	4	47	142	51	20%	4
MICHAEL MORALES - What I Like About You (Wing/PolyGram)	210	11	5	15	76	73	30	45%	7
SOUL II SOUL - Keep On Movin' (Virgin)	136	1	27	60	34	6	8	88%	13
AEROSMITH - Love In An Elevator (Geffen)	221	7	1	5	43	117	48	22%	4
TOM PETTY - Running Down A Dream (MCA)	175	9	16	26	51	42	31	53%	9
PAULA ABDUL - Cold Hearted (Virgin)	108	--	63	44	1	--	--	100%	14
JEFF HEALEY BAND - Angel Eyes (Arista)	102	1	32	55	13	1	--	98%	22
BABYFACE - It's No Crime (Solar/Epic)	168	13	8	22	44	49	32	44%	7
POCO - Call It Love (RCA)	208	10	--	2	31	93	72	15%	5
MOTLEY CRUE - Dr. Feelgood (Elektra)	198	21	--	10	29	82	56	19%	4
BOBBY BROWN - Rock Wit'Cha (MCA)	201	33	--	5	21	77	65	12%	5
SEDUCTION - (You're My One And Only) True Love (Vendetta/A&M)	111	11	9	11	25	31	24	40%	10
TINA TURNER - The Best (Capitol)	195	13	--	--	15	71	96	7%	4
ELTON JOHN - Healing Hands (MCA)	184	30	--	1	15	64	74	8%	5
MARTIKA - I Feel The Earth Move (Columbia)	201	23	1	--	7	69	101	3%	4
NEW KIDS ON THE BLOCK - Covergirl (Columbia)	191	151	1	4	7	15	13	6%	2
B-52s - Love Shack (Reprise)	148	25	--	6	15	33	69	14%	5
LIVING COLOUR - Glamour Boys (Epic)	154	28	--	2	13	35	76	9%	5
BAD ENGLISH - When I See You Smile (Epic)	171	96	--	1	2	18	54	1%	2
DINO - Sunshine (4th & Broadway/Island)	141	40	--	--	3	21	77	2%	3
PAULA ABDUL - (it's just) the way that you love me (Virgin)	103	103	--	--	--	--	--	--	1
UNDERWORLD - Stand Up (Sire/Warner Bros.)	103	5	2	2	13	22	59	16%	7
TEXAS - I Don't Want A Lover (Mercury/PolyGram)	97	9	--	1	6	15	66	7%	5
SOUL SISTER - The Way To Your Heart (EMI)	90	39	--	--	--	5	46	--	3
THE GRACES - Lay Down Your Arms (A&M)	88	3	1	4	10	22	48	17%	9
GIANT - I'm A Believer (A&M)	80	19	--	--	2	1	58	2%	4
SIMPLY RED - You Got It (Elektra)	76	21	--	--	--	1	54	--	3
DEBBIE GIBSON - We Could Be Together (Atlantic)	74	7	--	--	1	6	60	1%	3

NENEH CHERRY

"Kisses On The Wind"

GAVIN TOP 40 15 89% HIT FACTOR

BILLBOARD SINGLE 12*

R&R SINGLE 12*

WXKS 6-4
Z100 22-19
Q107 28-25
HOT102 7-3(HOT)
Q102 ADD @34
POWER106 D-33
WNNK 12-8
WIXX 24-19
KQMQ 20-15

WZOU 6-5(HOT)
WBLI 22-19
HOT97 #5
WKBQ #2
KKRZ 19-11
FM102 #9
WPST 17-10
WTBX 15-9
WIBW 22-12

CKOI 8-4
B94 7-6
WGH 26-20
WLOL #6
KPLZ 11-9
100KHI 18-9
94TXY 10-6
KAYI 19-11
WDFR 15-5

WPLJ 22-17
PRO/FM 16-12
POWER 96 26-22
WHYT #11
KUBE 7-5
WVSR 19-14
WHHY 8-4
KKXX 7-3



PAULA ABDUL

"The Way That You Love Me"

GAVIN TOP 40 2ND MOST ADDED
OUT OF THE BOX

WEGX
WPXY
POWER96
FM100
KROY

B94
Y100
WBBQ
KMEL
KDON

PRO/FM
B97
FM102
WHYT
KDWB

WTIC
KITY
HOT97
HOT97.7

KTFM
KS104
KZZP
KPLZ

PLUS 70 OTHERS

SOUL II SOUL

"Back To Life"

"KEEP ON MOVIN'" IS A PLATINUM SINGLE
"KEEP ON MOVIN'" IS A PLATINUM ALBUM
BILLBOARD LP 14* ALREADY PLAYING ON:

Z100 26-23
KMEL 21-16

HOT97 28-10
HOT97.7 ADD

WIOQ #18
B95 ADD @24
KJMZ #21

WPGC #14
WCKZ ADD
KPRR ADD



ZIGGY MARLEY & THE MELODY MAKERS

"Look Who's Dancing"

BILLBOARD ALBUM 26*

WHERE IT GETS PLAYED IT WORKS!

WXKY 14-9(HOT)
WBMQ 36-29

WGY 31-22
KROQ #1 -6 WEEKS

Y100 29-25

KQMQ 14-12 (HOT)

ON TOUR AND SELLING

THE CUTTING CREW

"Everything But My Pride"

ADDED AT VH1

ALREADY ON:

KISN, WPST, KOY, WJMX, B98, WPFM, KFMW, KFBQ, KSLY



Virgin

INSIDE TOP 40 by Dave Sholin

Concerned that parents weren't carefully monitoring the lyrics in the music their kids were listening to, Tipper Gore began her campaign to get artists and the industry to clean up their acts. One of the big questions was whether or not those buying the music were even aware of what most of these songs were about. Many young consumers will tell you they "just like the music." I got to thinking about the importance of lyrics after speaking with Martika, whose interview is featured in this week's Gavin. Last month, news reports from Japan uncovered the details of lyrics to "Toy Soldiers" being altered, albeit unintentionally, in the process of translating the song from English to Japanese. Martika expresses how she feels about the situation during our interview. Songs like "Toy Soldiers" or Tracy Chapman's "Fast Car," that deal with unique subject matter are passionate statements that evoke emotional responses on the part of the listener. But what would happen to most songs if the melodies remained the same but the words were different? Would they still become hits? We all know the cliched response of American Bandstanders saying, during the "Rate A Record" feature they've run for more than thirty years, "It's a got a good beat—I'll give it a 95." Eliminating novelty and message records, it's difficult to recall great lyrics that saved an average or weak tune, but the list of great melodies paired with less than average lyrics seems endless.



From the moment of its release, the latest single by THE CURE has demonstrated significant and consistent growth. It's now become their most successful Top 40 entry to-date heading up 50% to 70% in HIT FACTOR. Goes top ten at WSPK 18-7, KCIZ 15-10, KKMJ 12-9, WRCK 12-7, WKLQ 13-8 "top five requests all demos and strong retail action," 100KHI 13-4, WZZR 11-7, WPST 11-6, WWKF 19-10, KGLI 18-7, WHYT 18-9, Q96 14-8 and KSND 16-8.

One of the hottest HIT FACTOR increases in awhile is ROXETTE's huge 13% to 44% gain. Taking off quickly and moving into the top twenty at WCIL/FM Carbondale 22-16, WJJH Ashland 24-12, KISN Salt Lake City

21-15, KGOT Anchorage 32-17, WMJQ Buffalo 23-17, WIQQ Greenville 23-17, WJLQ Pensacola 25-19, WNKO Newark 25-18, etc.

No need for NEW KIDS ON THE BLOCK's "Cover Girl" to make a CHARTBOUND stop as their hot streak puts them on a fast track everywhere! Takes humongous gains at WTIC/FM 36-10, WGOR 29-14, KMEL 27-15, KKFR 17-7, KWSS 12-5, KOY 27-20 and KDWB 29-21.

KZZK Tri-Cities, WA is shouting about the B-52's which MD Steve Cruz says is their hottest song right now. It moves 39-33 and has been a top five phone item for the past three weeks. Other gains at WLKY 29-22, WDFX 16-13, KPAT 25-20, WWCK 15-9 "an across the board smash—number four in requests," WDEK 28-21, KCPX 33-27, OK95 33-21, Q106 23-20, KSWB 32-19, etc.



BAD ENGLISH has been top five on the phones at KFTZ Idaho Falls, ID since the day it went on the air. PD Rich Summers reports it as his highest debut of the week at #25 and is getting great reaction from all segments of the audience. Others who already show it top twenty-five include POWER 99 Atlanta #22, 92X Columbus #22, 93Q Houston #22, 97-5KHTY Santa Barbara #25, KEGF Dallas #9 and KNIN Wichita Falls #20.



DINO, last week's TOP TIP blows into the top twenty 28-17 at WWCK Flint, MI where MD Bob O'Dell mentions it's already #2 in requests and doing well with all demos. Added at #30 at KVVQ Victorville/Barstow, CA where they're reporting heavy request activity following its being played on their "Fresh Music Test" where it got a 95% positive reaction, mainly young adult females.

New on KYYY, WXXQ, KSTN, POWER 105, Y107, KKYS, Z100 Portland, etc.

Close to one hundred believers in SOUL-SISTER, with more adding it each week. Already top thirty at KDWB Minneapolis #24, WKTI Milwaukee #22, KRIT Ft. Dodge #28, KYA Billings #27 and KPAT Sioux Falls 27-23. Newly added at POWER 104, WTBX, WQUT, KNOE, WDJX, 95XXX, Q107, WOVV, WBBQ, WJMX, FM104, WHTK, WMMY, 100KHI, WCIL/FM, Q95FM and KKQV.

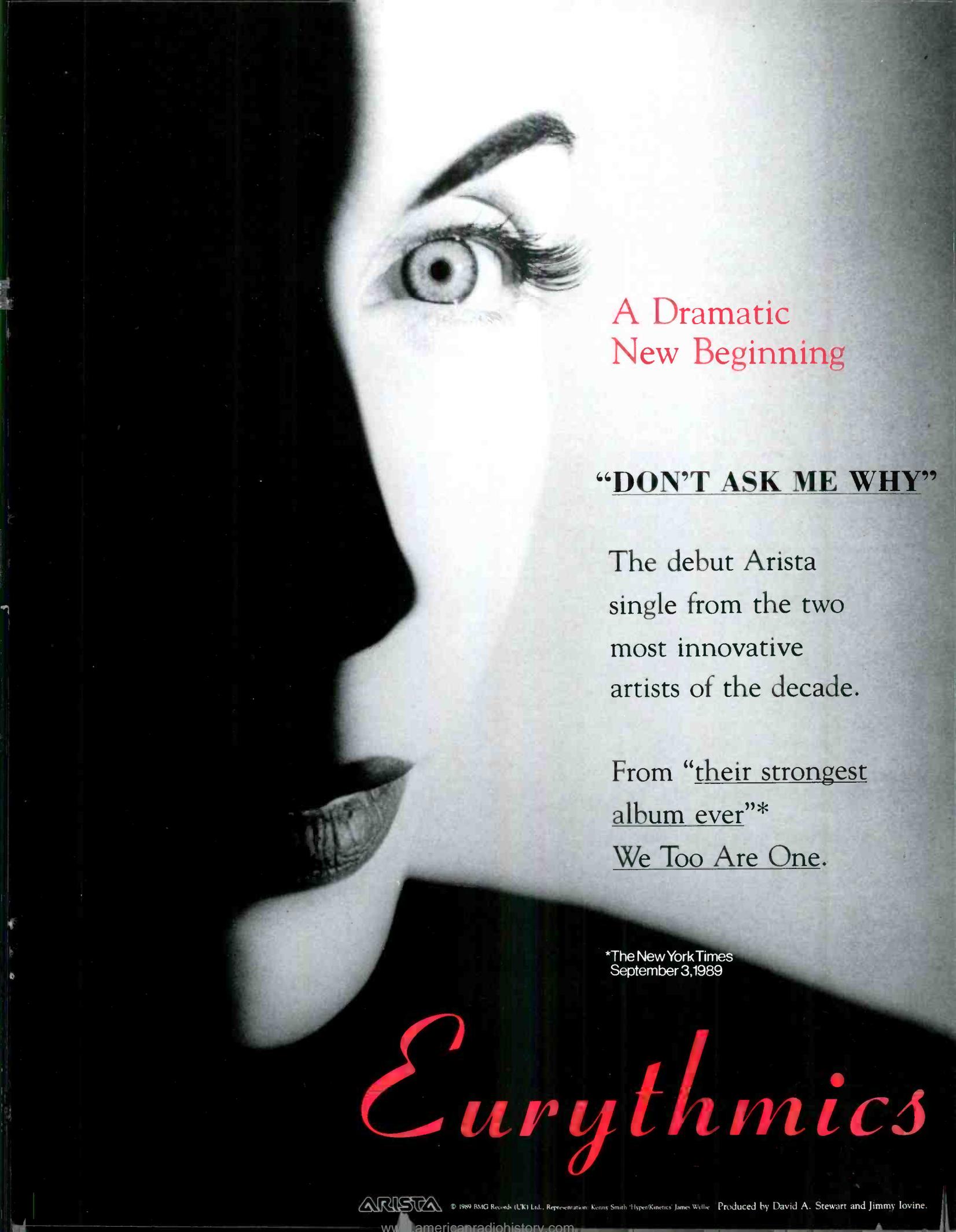
Q106 San Diego takes NEW KIDS ON THE BLOCK's "Didn't I (Blow Your Mind This Time)" 22-10 and Asst. PD Kevin Weatherly places it #2 in requests. It's also the highest debuter at WBSS Vineland, NJ with MD Bob Burke reporting it as the most requested song for the past three weeks. Top ten at KZZP Phoenix 12-6 and MD Michelle Santosuosso calls it more than just their #1 call-in track, "It's also researching 25 plus and is a fulltime power." That was confirmed by several others who are getting excellent adult response.

Healthy gains for THE COVER GIRLS at WFME Baton Rouge 19-15, HOT 97 New York 9-6, POWER 106 Los Angeles 23-19, KRRG Laredo 24-21, KITY San Antonio 35-24, B95 Fresno 25-22 "picking up 12-inch single sales," KMEL 17-11, ENERGY 96.5 23-21, KYNO 32-29, X100 24-21, POWER 96 28-24, etc. Adds include WHYT Detroit, POWER 98 Myrtle Beach, KUBE Seattle, KTRS Casper, 93Q Houston, KNIN Wichita Falls and Q106 San Diego.



WIOQ Philadelphia gives PATTI LABELLE a big ten point gain 30-20. Also doing well at KITY San Antonio 33-26. New on FM102 Sacramento, POWER 98 Myrtle Beach and KMEL San Francisco. On at KISS108 Boston, Q106 San Diego and 102QQ Saratoga Springs/Albany where it was top five adult requests after only a week and a half.

"Swing The Mood" by JIVE BUNNY AND THE MASTERMIXERS mentioned here last week is now an official add at X100 San Francisco and Z95 Chicago.



A Dramatic
New Beginning

“DON'T ASK ME WHY”

The debut Arista
single from the two
most innovative
artists of the decade.

From “their strongest
album ever”*

We Too Are One.

*The New York Times
September 3, 1989

Eurythmics

ARISTA

© 1989 BMG Records (UK) Ltd., Representation: Kenny Smith/Hyper/Kinetics/James Willie Produced by David A. Stewart and Jimmy Iovine.

www.americanradiohistory.com

SPECIAL MANAGEMENT FEATURE

by David J. Rogers

STALKING THE BLACK INK:

Turnaround Strategies That Work

Buy low, sell high!" That was probably the first axiom of economics any of us ever learned. "Buy low, add value to the product, and sell even higher" was probably the third. (The second axiom which hard experience taught us all is: no matter what, be sure you get paid!)

The third axiom in particular poses severe challenges to the majority of radio stations. Of all the entrepreneurs and investors who have taken over the operation of existing radio stations, only a small number have been successful in boosting net billings by 25%, and may have been hard pressed to increase ratings and revenues at all.

More than one half of all companies in the United States are forced to struggle hard merely to stay in place in terms of return on investment, market share and profit margins. And more than two of every three industries in advanced economies like ours are enduring slow growth, no growth or negative growth in demand for their services or products. The slow-no-or-negative growth pattern also afflicts radio—AM stations generally, and FM stations as well.

ELEMENTS OF A TURNAROUND STRATEGY

Turnaround strategies are called for in radio when a property is under-performing and is worth salvaging. These strategies are a set of interlocked decisions, actions and programs designed to:

- Put an immediate stop to the weakness causing financial and competitive erosion, and
- Reverse the situation quickly.

It can never be too early to implement a turnaround, but it can easily be too late. If the station has been allowed to fall into a deep and long-lasting crisis situation, it may be impossible to salvage it. A study of 64 corporations from a cross section of eight industries found that some of the companies had such severe problems that turnaround programs were totally ineffectual! Generally, however, turnaround strategies can be extremely successful.

A turnaround strategy may consist of one or more of the following approaches:

- Reducing costs
- Increasing revenues
- Pruning to increase cash flow
- Making major changes in the station's strategy.

Reducing Costs. It never fails but that when the word goes out to trim the fat at the station, *immediately* there doesn't seem to be any fat to trim. GMs, SMs and PMs suddenly are confronted with very hard decisions

about where to cut when the station appears to be too lean already. Identifying operational inefficiencies, placing heavy emphasis on cost control, putting off major expenditures, and implementing programs to increase productivity are useful belt-tightening procedures.

Increasing Revenues. The object of this turnaround approach is pure and simple: to increase sales. Generally, the wisest step is to add salespeople, and to give special attention to monitoring the sales function very closely. It is no secret that stations and groups alike may in fact have little interest in the stations' programming to increase ratings, but still bring in impressive revenues by focusing on aggressive sales strategies. Providing value-added to current clients, buttressing sales promotions, and advertising rate-cutting are other revenue-increasing approaches.

Pruning to Increase Cash Flow is one of the four major turnaround approaches which applies to corporate decision-makers more than to station management. The objective of the approach is to generate cash by selling assets and cutting back certain services, leaving unprofitable markets, etc. The money taken in by shedding operations may be used to strengthen the competitive position of other, potentially profitable stations.

Making Changes in the Station's Strategy. Good strategists win competitions; and a major reason why a station becomes sick is because of very bad strategy. *Abandoning a failed strategy and implementing a fresh competitive stance is without doubt the most important turnaround approach open to you.*

In four sentences describe the station's current "bad" strategy. List five probable reasons why the strategy has failed and is no longer viable. Identify seven specific ways in which you could rejuvenate the station by repositioning it. These are a few easy-to-understand tasks designed to get your creative strategic juices flowing.

What is called "strategic planning" at radio stations is woefully less systematic than the type of thorough strategic planning conducted by business and industry. And that, of course, helps explain the bad strategy that eventually leads to the need for tough turnaround meas-

ures.

Often a station's strategy—its basic design for winning—is the brainchild of one person...or two...maybe three; and what are called "strategic planning sessions" are really short progress reviews.

RESTORING A TROUBLED STATION

For best results, the faltering radio station's turnaround program should be orderly, systematic and thorough.

Here are the major tasks the turnaround should involve:

- Deciding which of the four approaches described above, or which combination of them, to implement.
- Auditing the quality of each of the station's major functions; such as marketing and sales, financial management, programming, engineering, promotions, etc. Which functions can be deemphasized and which should be strengthened? How, specifically, can the most vital functions be bolstered? How can they be strengthened very quickly?
- Evaluating the strengths, weakness and contributions of all personnel. Where, if anywhere, is the station overstaffed; and where might additional people be necessary? (Sales?)
- Giving serious thought and open discussion to how to strategically reposition the station. New format? Change identity? Etc.
- Establishing a turnaround program which includes stating priorities, short-term objectives, schedules, action plans and time lines.

By definition, a turnaround program is not routine. It cannot be put off, but requires immediate attention. All of the station's staff should be actively and personally involved in the turnaround. The Chinese symbol for "crisis" is comprised of two characters, one meaning "danger," the other "opportunity." With the commitment of all staff, a clearly thought out turnaround program can turn a crisis into new and profitable opportunities. ●

David J. Rogers is the author of best sellers FIGHTING TO WIN and WAGING BUSINESS WARFARE. He is very active in the broadcasting industry as a conference speaker and in providing strategic planning consulting. He is Contributing Editor to Success magazine and Business Editor of The American Worker.



DINO

“SUNSHINE”

GAVIN TOP 40 CHARTBOUND 141/40

WXKS ADD	WKRZ ADD	KISR ADD	KRFM 25-22
KKRZ ADD	WOVV ADD	KWTX ADD	Q106 25-24
KJMZ ADD	WDLX ADD	KYYY ADD	PRC/FM D-24
FLY92 ADD	WGRD ADD	KCMQ ADD	WZOU D-33
WVSR ADD	B95 ADD	KTXY ADD	KRBE 35-30
WMJQ ADD	95XXX ADD	99KG ADD	KISN D-39
WLAN ADD	WOMP ADD	WDBR ADD	KWSS 29-26
98PXY ADD	WJAD ADD	KFMW ADD	KMEL 30-27
93Q ADD	KISR ADD	KFTZ ADD	HOT 97.7 31-28
			HOT 97 29-27
			B96 30-26



YOUNG MC

“BUST A MOVE”

R&R CHR DEBUT 34*

GAVIN TOP 40 UP & COMING HOT REPORTS INCLUDE:

WLLOL ADD	KC101 ADD	
WHYT 7-6	KIIS/FM 7-4	Q106 6-4
X100 3-2	WAEB 33-25	WMJQ 8-5
95PXY 18-14	B93 39-14	WFMF 22-17
KPRR 6-2	KBFM 27-19	Y106 28-20
Z102 8-4	KKSS 17-14	KF95 D-27
KIKI 1-1	KLUC 5-3	



P.D. NOTEBOOK

by Eric Norberg

SOPHISTRY FROM ARBITRON

A reader sent me a piece written by a staff member at Arbitron defending the service's "diary" method of surveying, and asked me to write a column about the points made. I'm happy to do so.

The first point made by Arbitron is that the seven day diary is more accurate than the single telephone interview used by Birch. The argument is that seven days of listening collected from each respondent results in greater accuracy. In my opinion, this is untrue. When each individual in a survey accounts for so much data, abnormal listening patterns are emphasized: Such a listener, if he or she responds at all, tends to fill the diary throughout with their abnormal listening, while the mainstream listener tends to be less committed to reporting all listening diligently, and so (as most who have been in the business for a while know all too well) just a handful of abnormal diaries can badly skew a given survey. I have seen many Arbitron surveys where abnormal listening in under 10 diaries, out of perhaps 1500, can change a station's ratings by over a share point!! (This becomes particularly obvious when Arbitron feels compelled to delete or reassign those diaries, resulting in significant changes in the reissued book.

There is yet another problem with the seven day diary as Arbitron administers it: Since they send diaries to every person age 12 or over in a household who agrees to participate, the average number of households in the average Arbitron, in my experience, turns out to be about half the number of diaries of the in-tab sample. Since there tend to be common listening patterns within a household, (and since all too often mom or one of the kids tends to be the one to fill out all the household's diaries), this further reduces the effective sample base, and tends to further enlarge the effect of abnormal listening patterns.

Birch, surveying only one person per household (and selecting that person using a randomizing technique which eliminates the bias toward the age or type of person who usually answers the phone in a household), collects only one day of specific listening data per person (and fewer than a week's data for cume purposes), and thus abnormal listening patterns tend to average out in the overall data. Also, the number of persons in a Birch survey is also equal to the number of households in the survey, statistically a clear advantage.

In the piece sent me, Arbitron makes much of the fact that 94% of their diary respondents report listening to at least one station per week, compared to 82% in Birch (and 43% of diarykeepers reporting listening to three or more stations per week compared to 5% in Birch). Assuming that the Birch figures quoted by Arbitron are, in fact, correct, I believe that this also increases Birch's credibility vs. Arbitron, because it tends to demonstrate something I have found to be true in studying the Arbitron methods and raw data: That those who agree to keep an Arbitron diary tend to be those who are "active radio listeners." Those who are less active radio listeners are less interested in taking the trouble to keep and return diaries, and thus the Arbitron sample tends to self-skew itself away from the statistical norm in the marketplace. Those who listen less to radio during a week tend to have different listening patterns than those who listen more, and Arbitron tends to have less success in including those people in their survey, further biasing the result.

And there also is the "Hawthorne effect" working against the accuracy of the Arbitron information. This is the statistical effect, well-known to researchers, that those participating in a study tend to behave abnormally when they know they are being studied *at the time their behavior is being measured*. By using the "phone recall" method, Birch is likely to bias the behavior being measured at the time it was taking place.

That is not to say that there are no flaws in the Birch methodology. I am particularly troubled that I have seen more unexplained variations in Birch data since they have discontinued doing the phoning in-market, and started surveying all markets via WATS line from a central location; in theory this should make no difference, but it seems to me that the quality of the data appeared better with the previous method for some reason. However, the Birch method is statistically much more capable of giving accurate results for all stations. (However, since Arbitron diaries tend to be filled out mostly by "active radio listeners," changes in the radio market tend to show up first in Arbitron.)

The many flaws and problems inherent in the telephone-placed, self-administered, mail-returned diary—the cheapest and easiest form of broadcast surveying there is—have, in recent years, led to broadcasters calling on Arbitron to develop a better survey method, and the company supposedly is involved in ongoing research to find one. However, considering the well-reported recent financial problems of Arbitron's parent company, Control Data corporation, any such method probably will have to be just as cheaply adopted, which does not augur well for improved accuracy arising from any such innovation. ●

HERE AND THERE

by Sheila Rene

The Country Music Association and the National Association of Record Merchandisers are kicking off their seventh retail campaign to boost sales and awareness of Country product both before and after the October 9th CMA Awards Show. This year's theme is "Bring Home Country's Brightest Stars" and will feature twelve artists from seven different record labels. Ricky Van Shelton and Ricky Skaggs will represent CBS Records; Alabama and Ronnie Milsap, RCA;



Kathy Mattea

Kathy Mattea, PolyGram; The Oak Ridge Boys and Patty Loveless, MCA; Tanya Tucker and Dan Seals, Capitol; Billy Joe Royal, Atlantic/America and Highway 101 and Randy Travis, Warner Bros.

NRBQ's debut Virgin album *Wild Weekend* will be in the stores September 19. They are already out on tour, and will open for R.E.M. September 26 through October. All 12 cuts were produced by the team of Bill Scheniman and Andy Paley.

Clash's founding member Joe Strummer is back with a new album on Epic Records. *Earthquake Weather* is Joe's first-ever solo album and he plans to tour the U.S. this fall. Epic shipped a sampler to radio and retail last week so get one!

Bits & Pieces: The new Atlantic LP from Peter Dinklage, *When All The Pieces Fit*, is due September 18. Frampton collaborated with Danny Wilde, Will Jennings and B.A. Robertson (Mike + The Mechanics' *Living Years*). Steve Ferrone of AWB and Duran Duran plays drums...Black Sabbath's original drummer, Bill Ward will release his solo album *Ward One: Along The Way* October 18 on Chameleon. Guest players include Jack Bruce, Bob Daisley, Ozzy Osbourne, Eric Singer and Zakk Wylde...Wrathchild America will release their Mark Dearnley-produced (AC/DC) LP later this month. This Baltimore-based quartet now features ex-Kix bassist and lead singer Brad Divens...The '80s continue to be a great decade for the

individual members of **Genesis**. Now comes the group **Bankstatement** featuring **Tony Banks** on keyboards. The album features **Steve Hillage** on guitar, **Geoff Dugmore** on drums, **Dick Nolan** and **Pino Palladino** on bass plus Australian-born female vocalist **Jayne Klimek**, formerly with **The Other Ones**, sharing the vocals with Manchester's **Alistair Gordon** of **Sad Cafe**...**Webb Wilder** is returning to the airwaves with his **Island** debut album titled *Hybrid Vigor* which was produced by **R. S. Field**...**PolyGram** is set to release two new hard rockers **Mortal Sin** from Australia and **Onslaught** from England...**Chameleon's** debut *Dramarama LP Struck In Wonderamaland* is coming in October. This L.A.-based quintet worked with producer **Val Garay** known for his work with the **Motels**, **Kim Carnes** and **Ringo Starr**. On the LP, the band covers **Mott The Hoople's** "I Wish I Was Your Mother"...**Blast First's Band Of Susans** is back from their special guest tour of England appearing with **Throwing Muses**, and will tour the U.S. September and October...**Capitol Records** has announced a new album by former **DuranDuran** member **Andy Taylor** which will be out by January...**Curb Records** released the first single "Love The Poison" off the debut self-titled album from **The Snakes**. The band pays tribute to rock and roll history with a song

they call "Pay Bo Diddley." They sometimes refer to their music as "cotton-patch metal" or "service station rock 'n' roll"...

Suicidal Tendencies have released a special nine-song EP titled *Feel Like Shit...Deja-Vu/Controlled By Hatred*, to bridge the gap between their last album and the new one scheduled for March/April 1990. Seven of the compositions are new with two variations of "How Will I Laugh" the title track from *How Can I Laugh Tomorrow, When I Can't Even Smile Today*.

The **Ramone's** new bass player is **CJ Ramone**, a 23-year old Long Island, NY native who has been playing for 10 years in such bands as **Axe Attack**. CJ actually auditioned for **The Ramones** while he was still in the Marines on UA (unauthorized absence). The day he found out he had been accepted into the band, CJ was picked up by the local police, thrown into the brig, and given a crew-cut. Europe awaits!

The only all heavy metal/hard rock convention, **Foundations Forum '89**, blasts off on September 21 for three glorious days of metal merriment at the Universal City Sheraton. The keynote address will be delivered by **Gene Simmons** (**Kiss**, **Simmons Records**). Some of the panels slated for this second annual **Concrete/Rip Magazine** get-together are Artist Management: You Can't Live With



Gene Simmons

Em And You Can't Shoot 'Em with moderator **Mike Bone**, President of **Chrysalis Records**; Road Management: **Don't Leave Home Without It** with **Ron Laffitte** of **Lippman Kahane Entertainment** moderating; **Pay To Play: Controversy In The Clubs** to be moderated by **Kenny Kerner**, Sr. Editor of **Concrete Magazine** and **John Brodie** of **Westwood One** will lead Sponsorships: **Is Metal Going Madison Ave.?** A partial list of artists who will perform is **Dangerous Toys**, **Faith No More**, **Vain**, **Steve Jones**, **Princess Pang**, **Kreator**, **Vicious Rumors**, **Babylon** and **Icon**. I'll look for you there—let's do something! ●

WONDER.

LOVE.

HOPE.

IMAGINATION.

THE
INNOCENCE
MISSION

(SP 5274)



Their debut album. Featuring "Black Sheep Wall."

Produced by Larry Klein

Management: Asher/Krost Management



© 1989 A&M RECORDS, INC. ALL RIGHTS RESERVED



ON MANAGEMENT

by Oren Harari

FROM AFRICA:

WHAT DOES GOOD QUALITY SALESMANSHIP ENTAIL?

Last time, if you remember, I summarized a document I picked up while working in Africa, entitled "Checklist for Starting a Business." Wasn't it interesting that a document prepared for Africans could have such applicability for us in the U.S.? Well, here's another one for you. This one, written by Mr. M.J. Tshabadi, is called "Good Quality Salesmanship—What Does It Entail?" Let's summarize:

Tshabadi argues that many businesses fail not because of lack of capital, too much competition, or poor location. While these are all important factors, the most significant cause of failure is often poor salesmanship. Tshabadi points to a study (one which I had discovered independently and whose existence I can vouch for) which shows the following percentages of customers lost and reasons for their loss:

- 1% die (not much you can do about that)
- 3% move
- 5% buy from friends and relatives
- 9% buy from a competitor who offers lower prices
- 68% leave because of *indifference and lack of interest on the part of the seller.*

Tshabadi concludes that 82% of customers leave because of a lack of "good quality salesmanship" or prompt service.

Tshabadi argues that an effective salesperson (we'll use the term "salesperson" instead of "salesman") is one "who sells goods that won't come back...to customers who will" (I like that definition). A good salesperson is a "vital lubricant" to the firm and the country. One good salesperson keeps thirty-three people at work, including production folks, wholesalers, distributors, retailers, engineers, and so on (You salespeople should show this to your boss. Maybe you're under-appreciated). A good salesperson does the following:

1. Knows his/her product well, as well as those of the competitors.
2. Keeps close tabs on the market, including trends and economic factors that may affect customers' needs.
3. Pre-sells via ads, displays and promotions.
4. "Estimates" the customer, that is, asks and probes to learn what the customer really wants.
5. Demonstrates the value of the product, closes the sale and obtains names of additional prospects.
6. Keeps good records on terms, delivery dates, and other details.

Here are a few rules for selling:

1. Dress appropriately. A poorly dressed person makes the customer think "How can this person take care of my needs when he can't even care for himself?" Proper dress suggests dignity, value, success and competence.

2. Maintain sales manuals, and when appropriate, merchandise and sales area.

3. Look straight into the eyes of the customer, smile, say "Good Morning" or make some other pleasant greeting, and add the name and title of the person if known. Tshabadi says that most customers decide in the first ten seconds whether they intend doing further business with the person serving them.

4. Listen carefully to the customer. Do not encourage customers to buy what they don't need or what they can't afford.

5. Demonstrate your product. Know how it compares to competitors'. Be frank in pointing out a product's weaknesses or limitations. Encourage customers to buy higher quality items, because higher quality decreases complaints, increases customer satisfaction, promotes word-of-mouth advertising and builds customer ego.

6. Satisfy the three buying motives of pride, gain and fear. Customers buy when they believe the product matches their sense of pride, when they believe they will gain something by buying, and if they fear a loss if they don't buy.

7. If you cannot supply the customer's needs, show sincere regret. Thank him or her for their time and encourage a return visit.

Closing may be said to begin when the customer asks about delivery and terms of payment. Some tips for closing a sale:

1. Have the customer sit if possible.
2. Remove distractions and interruptions.
3. Stress the value of buying right now.
4. Keep a record that includes follow-up service. (The salesperson should contact the customer later, to learn what problems or questions have arisen, and the follow-up can be used to determine the customer's future needs.)

Handling complaints is a critical part of good salesmanship. Much repeat business is lost because complaints are not handled with courtesy. Tshabadi recommends the "ISAAC" system to handle complaints. He says: "In the Bible, Isaac would receive material blessing promised in obedience to the Lord's commandments. More satisfied customers will be a blessing to the manager who obeys the ISAAC commandments." And here they are:

1. "I" stands for "identify." When dissatisfied customers phone in or come to the business, staff should always identify themselves

by names and, when appropriate, titles.

2. "S" stands for "steam" and "sorry." Let customers express their anger and blow off steam. Say things like "I know just how you feel; that happened to me once too," and say sincerely, "I am sorry." If the customer insults the firm or its people, the manager should try to inject some humor into the transaction. Never accuse the customer of being wrong or imply that he/she is stupid.

3. "A" stands for "accurate" notes. Customers don't like having to repeat details, especially about their specific preferences, or their names and addresses.

4. "A" stands for "alternatives" and "ask." Always ask and probe to find out what customers really want, and be prepared to offer alternatives.

Much repeat business is lost because complaints are not handled with courtesy.

5. "C" stands for "can" and "clinch." Tell customers what can be done rather than what cannot be done. Clinch the customer's confidence by giving immediate attention to any complaint.

Well, there you have it: Another set of business tips from Africa. As with the "Checklist for Starting a Business," once again it is intriguing that the same business fundamentals can apply both to the richest country on earth and to a continent ravaged by poverty and illiteracy. One conclusion I have drawn from my visits there is that perhaps Africans who do adhere to these business fundamentals will carve a path for themselves and others to move beyond the current morass. Let's hope so.

Meanwhile, I'll keep the "ISAAC" approach away from my marketing colleagues in the business school. Knowing professors' propensity to make everything complicated, I'm sure one of them will come up with a new selling approach with a little of another Biblical character, perhaps "ECCLESIASTICUS" or "NEBUCHADNEZZAR." ●

CLASSIFIEDS

JOB OPENINGS

MADISON'S COUNTRY Q106FM is seeking next female midday personality for "Top 40 style" Country format. Production & public appearance experience required. T&R: Tom Oakes, 5024 E. Lacy Road, Madison, WI 53711. EOE [9/15]

COUNTRY WCUB, on Wisconsin's beautiful East Coast, still has an immediate opening for an experienced talent to host a morning music/talk show. Production, remotes, and personal appearances a must. A challenging position with good money for the right person. Contact Bob Irish at (414) 682-8226. [9/19]

#1 TOP 40 Z106-Sarasota, FL, has an Immed. opening for a rising star Morning News/sidekick. Females encouraged. Rush T&R: Tom Evans, 1751 City Island, Sarasota, FL 34236. EOE [9/15]

COUNTRY KUBB-Merced, CA, needs a News Director. Salary negotiable, experience required. T&R: KUBB RADIO, PO Box 429, Merced, CA 95341. EOE [9/15]

100,000 WATT TOP 40 WYNU is looking for an afternoon drive/production pro. Experience required. T&R: Larry Wood, 115 Devonshire Square, Jackson, TN 38305. EOE [9/15]

A/C 100K WATT Y100 is looking for 1/t overnight personality & part-timers. Must be energetic and hardworking. T&R: Rick Randall, PO Box 43, Albany, GA 31702. [9/15]

OUTLAW COUNTRY KPIG is looking for 1/t & p/t ATs familiar with Country, Rock, Urban & Bluegrass. Here's your chance to do creative radio work. Were out there, come join us. T&R&salary: Gordon Broshear, 1110 Main Street, Suite 16, Watsonville, CA 95076. [9/15]

POWERHOUSE TOP 40 KCPX seeks Midday talent/Production Director ASAP. Multi-track production & documented on-air success a must. T&R: Jerry Lousteau, 434 Bearcat Drive, Salt Lake City, UT 84115. [9/15]

PD FOR CLASSIC ROCKER in the West. Great airstaff. Top salary & benefits. Possible airshift. Send resume with references to: Westwood Personalities, 42446 Bob Hope Drive, #228, Rancho Mirage, CA 92270. [9/15]

COUNTRY KYVA-Gallup, NM, is looking for an experienced News-person. T&R: Mike West, PO Box Drawer K, Gallup, NM 87305, or call (5065) 863-6851. [9/15]

COASTAL CAROLINA's AOR WKZQ seeks air personalities with good production skills. T&R: Johnny D., PO Box 2389, Myrtle Beach, SC 29578. [9/15]

WVEM-Springfield, IL, seeks Sales staff! Previous experience not necessary. Good account list available. Interested applicants should contact Dan Rion at (217) 529-9500. [9/15]

A/C KSNN-Merced, CA, seeks an afternoon drive personality. Only 1,100 month, but an easy job at a fun station. All CD studios. T&R: Shawn, Kissin 104.7, 1723 'N' Street, Merced, CA 95340, or call (209) 383-7900. [9/8]

TOP 40 WSBG-Stroudsburg, PA, has an immediate opening for an AM drive AT. Upbeat, topical, off-the-wall personality. Killer phones & production a must. Personal appearances, beautiful Pocono mountains. How can you pass this up? Females & minorities encouraged. No beginners, no calls. Fed Ex T&R: RJ, 22 South 6th Street, Stroudsburg, PA 19360. [9/8]

COUNTRY WJON has a rare opening for an AT. Stable company w/ super facility looking for team player. Strong production a must. T&R: WJON Broadcasting, Steve Stewart, PO Box 220, St. Cloud, MN 56702. [9/8]

KNBA-Vallejo, CA, is looking for a Newswoman to gather, write, edit & voice the news. Must have at least three years experience. T&R: KNBA RADIO, 3267 Sonoma Blvd., Vallejo, CA 94590. [9/8]

WSHY AM/FM-Shelbyville, IL, has immediate and future openings for AT, Production & Sales. Full & part-time work at growing Central Illinois station. Minorities encouraged to apply. T&R: General Manager, PO Box 149, Shelbyville, IL 62565-0149. EOE. [9/8]

COUNTRY KEYB-Altus, OK, has an immediate AM drive/MD position which could lead to PD slot. Great place to polish. T&R: KEYB RADIO, PO Box 1077, Altus, OK 73522. [9/8]

#1 KHAK AM/FM-Cedar Rapids, IA, has a 1/t opening for an evening personality. Experience required. Females encouraged. T&R ASAP: Tim Closson, 425 2nd Street SE, #450, Cedar Rapids, IA 52401. [9/8]

COUNTRY WCUB on Wisconsin's beautiful East Coast, has an immediate opening for an experienced talent to host a morning music/talk show. Production, remotes & personal appearances a must. A Challenging position with good money for the right person. Contact Bob Irish: (414) 682-8226. [9/8]

A/C CLASSIC ROCK WYRY/FM in Central New England seeks an AT, Operations Manager & Sales person. Beautiful resort area, ski for free. T&R: Rick DeFabio, 130 Martell Court, Keene, NH 03431. [9/8]

TOP 40 WJAT-Swainsboro, GA, needs an evening announcer. Females & minorities encouraged to apply. T&R: Barry Stewart, PO Box 289, Swainsboro, GA 30401. [9/8]

WKWF/WAIL-Key West, FL, seeks a News Anchor/Director for Monroe County's hottest combo. T&R: Buddy Ojeda, 7 MacDonald Ave., Key West, FL 33040. EOE [9/8]

TOP 40 KOKZ-Waterloo, IA, has a future Midday opening. Must have adult delivery. T&R: Scott Lee, PO Box 1540, Waterloo, IA 50704. No calls, please. [9/8]

THE PROGRAMMING CO-OP GROUP is expanding. Looking for two intelligent PD's and various personality AT's. T&R: Steve Warren, Rt. 1, Fayetteville, AR 72703. [9/8]

AVAILABLE

A DECADE OF SUCCESSFUL PROGRAMMING. Gavin NAC radio person of the year nominee, w/16 years in radio. NAC, A/C, Jazz or Top 40 experience. From KLRS as PD. MARK HILL: (408) 688-5604. [9/15]

16 YEARS EXPERIENCE including PD. Looking for stable A/C, Oldies, Country or Top 40 gig in Southeast. MIKE: (301) 862-9602. [9/15]

PRODUCTION WIZARD SEEKS NEW DUNGEON. Hardworker! I'm on the rack & getting stretched thinner by the day. Multi-track, 4 1/2 years experience. Call me! MARK: (308) 381-4766. [9/15]

AOR PRO WITH NINE YEARS EXPERIENCE. Looking for any sized market. Willing to relocate. KEVIN: (618) 466-8057. [9/15]

HIP, TOP RATED MORNING TEAM will move anywhere. Hartford/ Providence experience. Call MONK & KELLY: (203) 535-4422. [9/15]

WARM, PERSONABLE, HUMOROUS seven year pro, with one-to-one delivery, seeks medium or major Midwest Country. Leave message. (618) 398-3281. [9/15]

STILL HUNGRY AT w/10 years MD/PD experience, looking for a company that loves winning. Call BRIAN: (501) 945-5710. [9/15]

MOVING TO ST. LOUIS, MO, IN SEPTEMBER. I need a gig fast! 4 1/2 years experience in small market, ready for the majors. Contact TODD: (314) 785-6377. [9/15]

ATTENTION: NEW YORK STATE/CONNECTICUT. 13 year pro available for your market. Experienced OM/AT in A/C & Top 40. Seeking relocation. STEVE: (802) 254-5137. [9/15]

PD'S! OM'S!

In addition to our superlative bank of air performers, Westwood is growing rapidly in all areas of MANAGEMENT, especially programming, and is searching for the nations BEST. Westwood offers complete presentation and negotiation of your skills to hundreds of stations worldwide. Our track record is stunning. Do your career a favor and forward your extended resume and salary needs in strict confidence to: Mr. Joseph, WESTWOOD PERSONALITIES 42446 Bob Hope Drive, Suite 228 Rancho Mirage, CA 92270 (619) 346-4334



FORMER 92X JOCK & Z107 PD ready to take the bull by the horns and help you win. Great references. Prefer small/medium market Rock or Top 40. DOUG DANIELS: (304) 233-2432. [9/15]

13 YEAR VETERAN DRIVE-TIME AT just laying around on the beach seeking competitive Top 40 or A/C station. Call STEVENS: (407) 468-9164. [9/15]

KELLY & COMPANY: 5 year morning AT/PD/Production pro. Voices, topical PG13 humor. Seek AM drive gig anywhere, fast! JIM KELLY: (216) 256-1837. [9/15]

MD/AT WITH TOP 40 EXPERIENCE. SUSAN LANDERS: (619) 244-4008. [9/15]

ASSISTANT PD IN SEATTLE/SPOKANE AREA, looking for my first full programming position. Will travel anywhere to program your station into a winner. Also looking to get back on the air anywhere. Interested? Call GREG: (509) 924-2400, or 484-4157. [9/8]

10 YEARS COUNTRY AT/PD, ready to work for you. Good character, solid references & stable. All markets, all areas. Call now. TERRY: (512) 251-7706. [9/8]

YOUNG, ENERGETIC MALE needs a break from boring music. Eager to stretch my legs in the music business. Will do anything in the Sioux City area. Experienced in Country & Top 40. JASON: (712) 722-4011. [9/8]

WEEKENDS SWING AT WEST PALM BEACH TOP 40. Looking for full-time work. Excellent production too! ANDY: (407) 642-7214. [9/8]

THE SOUTH & GULF COAST IS HOME. Consider my 15 years experience. Mature delivery & major market success. STEVE: (904) 477-10544. [9/8]

I GET RESULTS! Top 40, Urban, AOR & Oldies. Production, promotions, personality, phones & lots of "phun". Let's get to work. Call: (503) 659-3162. [9/8]

FORMER MINNEAPOLIS TOP 40 PD looking for programming challenge. I've worked for the best: KDWB, WWTC, KOY/95. Presently on-air in Phoenix-KKFR. Aggressive programmer seeks fringe metro or medium market challenge. Prefer Top 40, A/C or NAC. SCOTT: (602) 759-1899. [9/8]

SERVICE REQUEST

KSIO: Urban/Top 40 would like to play PolyGram's new releases. Dan Waters, MD, PO Box 2387, Brawley, Ca 92227, or call (619) 344-1300. [9/15]

KMLD: Lile A/C needs service from all labels. Jayme West, 131 E. Fig, Fallbrook, CA 92028. [9/15]

URBAN CONTEMPORARY

MOST ADDED

ALYSON WILLIAMS (27)
(Def Jam/Columbia)

STEPHANIE MILLS (20)
(MCA)

KASHIF (19)
(Arista)

S.O.S. BAND (16)
(Tabu/Epic)

TOP TIP

DE LA SOUL
Say No Go
(Tommy Boy)

Rappers continue to direct their energy toward anti-drug themes.

RECORD TO WATCH



ZAPP
Ooh Baby Baby
(Reprise)

Remake that's creating its own 'smoke'.

Editor: Betty Hollars

Assoc. Editor: John Martinucci

2W LW TW

10	3	1	SOUL II SOUL - Back To Life (Virgin)
20	8	2	JANET JACKSON - Miss You Much (A&M)
2	1	3	EDDIE MURPHY - Put Your Mouth On Me (Columbia)
5	4	4	MAZE featuring FRANKIE BEVERLY - Can't Get Over You (Warner Bros.)
9	6	5	AFTER 7 - In The Heat Of The Moment (Virgin)
15	13	6	REGINA BELLE - Baby Come To Me (Columbia)
16	14	7	SYBIL - Don't Make Me Over (Next Plateau)
19	12	8	CHRISTOPHER WILLIAMS - Talk To Myself (Geffen/Reprise)
12	10	9	D'ATRA HICKS - Sweet Talk (Capitol)
13	11	10	THE JACKSONS - 2300 Jackson Street (Epic)
17	15	11	O'JAYS - Out Of My Mind (EMI)
24	22	12	PRINCE - Partyman (Warner Bros.)
6	9	13	ERIC GABLE - Remember (The First Time) (Orpheus/EMI)
1	2	14	SHARON BRYANT - Let Go (Wing/PolyGram)
23	21	15	LEVERT - Smilin' (Atlantic)
21	17	16	MICHAEL COOPER - Just What I Like (King Jay/Reprise)
22	20	17	TERRY TATE - Babies Havin' Babies (Trumpet/Atlantic)
27	26	18	BOBBY BROWN - Rock Wit' Cha (MCA)
7	7	19	NATALIE COLE - I Do (EMI)
30	23	20	TEMPTATIONS - All I Want From You (Motown)
25	24	21	PEABO BRYSON - All My Love (Capitol)
39	27	22	SURFACE - You Are My Everything (Columbia)
3	5	23	EU - Taste Of Your Love (Virgin)
26	25	24	MILLI VANILLI - Girl I'm Gonna Miss You (Arista)
11	16	25	BABYFACE - It's No Crime (Solar/Epic)
29	28	26	MOTHER'S FINEST - I'm 'N' Danger (Capitol)
--	33	27	JERMAINE JACKSON - Don't Take It Personal (Arista)
34	29	28	RHONDA CLARK - State Of Attraction (Tabu)
35	31	29	FULL FORCE - Ain't My Type Of Hype (Columbia)
--	32	30	JAMES INGRAM - I Wanna Come Back (Warner Bros.)
36	34	31	MICA PARIS - Breathe Life Into Me (Island)
--	36	32	YOUNG MC - Bust A Move (Delicious Vinyl/Island)
--	37	33	KOOL MOE DEE - I Go To Work (Jive/RCA)
38	35	34	FINEST HOUR - Make That Move (PolyGram)
--	--	35	CHUCKII BOOKER - (Don't U Know) I Love U (Atlantic)
31	30	36	GRADY HARRELL - Fun (RCA)
--	38	37	MILES JAYE - I'll Be There (Island)
--	39	38	PIECES OF A DREAM - It's About That Time (EMI)
--	40	39	CHERYL LYNN - Everytime I Try To Say Goodbye (Virgin)
--	--	40	JODY WATLEY - Everything (MCA)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
S.O.S. BAND - I'm Still Missing Your Love (Tabu/Epic)		54	16	1	13	24	25%	3
ZAPP - Ooh Baby Baby (Reprise)		47	13	-	8	26	17%	3
KASHIF - Personality (Arista)		43	19	-	5	13	11%	2
WRECKS-N-EFFECT - New Jack Swing (Motown)		42	4	5	14	19	45%	3

MAJOR



M
H

AIN'T NUTHIN' IN THE WORLD

(7-88826) (0-86302) (PRCD 2905)

This outstanding vocalist returns with an unexpected uptempo single that displays a whole new side to her talent.

The first single from the forthcoming album

UNPREDICTABLE

MIKI HOWARD
(82024)

Produced and Arranged by
Jon Nettlesbey and Terry Coffey
for Mercenary Productions

On Atlantic Records,
Cassettes and Compact Discs

© 1989 Atlantic Recording Corp. * A Warner Communications Co.



H
IT

UP & COMING

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

Reports	Adds	ARTIST TITLE LABEL	*First time listed on this page.
41	20	*STEPHANIE MILLS - Home (MCA)	
39	3	BE BE & CE CE WINANS - Celebrate New Life (Capitol)	
39	14	HEAVY D. & THE BOYZ - Somebody For Me (MCA)	
36	1	EPMD - So Wat Cha Sayin' (Fresh)	
36	5	CHILL - Cold Fresh Groove (Orpheus/EMI)	
35	5	BIG DADDY KANE - Smooth Operator (Cold Chillin'/Warner Bros.)	
31	2	FLAME (w/TONY TERRY) - On The Strength (Epic)	
30	3	THE BOYS - Happy (Motown)	
30	3	KARYN WHITE - Slow Down (Warner Bros.)	
29	3	10db - Steppin' Out Tonight (Crush)	
29	8	*BARDEUX - I Love The Bass (Enigma)	
28	--	MICHAEL BOLTON - Soul Provider (Columbia)	
28	8	DE LA SOUL - Say No Go (Tommy Boy)	
28	12	*DINO - Sunshine (4th & Broadway/Island)	
27	27	*ALYSON WILLIAMS - Just Call My Name (Def Jam/Columbia)	
24	5	HERB ALPERT - 3 O'Clock Jump (A&M)	
23	5	*DIANA ROSS - This House (Motown)	
20	5	*THE D.O.C. - It's Funky Enough (Ruthless/Atlantic)	
20	6	*THIRD WORLD - It's The Same Old Song (Mercury/PolyGram)	

DROPPED: #18-Patti LaBelle, #19-Teddy Riley & Guy, L.L. Cool J (Big Ole), Slick Rick.

LP CUTS

BABYFACE

Soon As I Get Home/Where Will You Go/Whip Appeal

L.L. COOL J

One Shot At Love/Two Different Worlds/You're My Heart

MICHAEL COOPER

Wild Side/My Baby's House/ Turn The Lights Out

MIKKI BLEU

Knocks Me Off My Feet

JOYCE "FENDERELLA" IRBY

I Love You/Maximum Thrust

REDHEAD KINGPIN

Pump It Hottie

HEAVY D & THE BOYZ

More Bounce

GEORGE CLINTON - Banana Boat

LA RUE - Tell Me Something Good

INSIDE URBAN



REGINA REIGNS AT RECENT SHOWCASE

Regina Belle received the royal welcome from Columbia reps at her showcase at Indigo Blues in New York. Pictured (l-r) are Don Jenner, President, Columbia; Cynthia Badie-Rivers, Director of National Publicity & Artist Development; Regina Belle; Ruben Rodriguez, Sr. VP of Black Music; Bob Sherwood, Sr. VP of Marketing; Sandra Trim-DaCosta, Director of Marketing; and (rear) Joe McEwen, Director of A&R.

ALYSON WILLIAMS shines as the star of Most Added and in Hozie Mack, WFXC-Durham's eyes, she's "given us the best thing I've heard in quite a while." Both Gerald Tookes, WANM-Tallahassee, and Vicki Buchanon, WTLC-Indianapolis, make Alyson their RTW. STEPHANIE MILLS also hits the M.A. headline and according to L.D. McCullum, XHRM-San Diego, "This is one of the most requested cuts from the LP when it was first released



A SUGAR BEAR HUG FOR TONY

WBLZ-Cincinnati's PD Tony Fields was in attendance when both E.U. and Stephanie Mills performed in concert at famous Riverfront Stadium. Shown backstage are (l-r) Tony and Experience Unlimited's Sugar Bear.

and is already moving the listeners." Larry Gipson, KRUS-Ruston makes Mills his RTW. Our own Record To Watch, ZAPP's "Ooh Baby Baby" is already looking good for Brian at WYLD/FM-New Orleans, and Rakim Akram, WLIT-Conway, who says, "Their going with this format complements Smokey's hit." Zapp's been added this week at WUFO-Buffalo, WBIL-Tuskegee, WJIZ-Albany, WQQK/FM-Nashville, WRAG/AM-Carrollton, WRDW-Augusta, WXOK-Baton Rouge, WYLD/FM-New Orleans, WCKX-Columbus, KDKO-Denver, KGBC-Galveston, KACE-Los Angeles, and XHRM-San Diego.

Top Tip goes to DE LA SOUL's "Say No Go" anti-drug song that seems to be grabbing stations even faster than their last hit: WHUR, WJDY, WWKX, KFXZ, KRNB, WBLX, WFXA, WGOK, WJIZ, WJMH, WMGL, WPEG, WQIC, WQIS, WXOK, WCKX, WCRX, WZAK, WZND, KDKO, KJMZ, KMJQ, KNON, KDAY, KSOL and crossover stations WICB, WNYU, and KSTN. Getting to the newer product, SHARON BRYANT, who was one of Atlantic Starr's former lead singers, has a new single that is a big hit with David Dickenson, WNHC-New Haven, who says, "Her rendition of former Journey lead singer Steve Perry's hit 'Foolish Heart' is a great follow-up to 'Let Go'. It gives you a good feeling every time you hear it." LP cut "Whip Appeal" from BABYFACE is already the #1 request item for Kenny Green, WRDW-Augusta. ZIGGY MARLEY is the best of the new for K.J. Holiday, WJDY-Salisbury. 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 **107** Last Week **107**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
SOUL II SOUL - Back To Life (Virgin)	85	1	73	11	--	98%	7
JANET JACKSON - Miss You Much (A&M)	95	1	54	35	5	93%	5
MAZE featuring FRANKIE BEVERLY - Can't Get Over You (Warner Bros.)	76	--	65	9	2	97%	9
AFTER 7 - In The Heat Of The Moment (Virgin)	77	1	58	14	4	93%	11
REGINA BELLE - Baby Come To Me (Columbia)	74	--	45	26	3	95%	7
SYBIL - Don't Make Me Over (Next Plateau)	74	3	54	13	4	90%	9
CHRISTOPHER WILLIAMS - Talk To Myself (Geffen/Reprise)	80	7	40	27	6	83%	9
D'ATRA HICKS - Sweet Talk (Capitol)	68	--	47	17	4	94%	11
THE JACKSONS - 2300 Jackson Street (Epic)	68	1	49	12	6	89%	9
O'JAYS - Out Of My Mind (EMI)	68	--	33	32	3	95%	11
PRINCE - Partyman (Warner Bros.)	89	3	13	54	19	75%	5
LEVERT - Smilin' (Atlantic)	70	--	15	46	9	87%	6
MICHAEL COOPER - Just What I Like (King Jay/Reprise)	58	2	28	22	6	86%	11
TERRY TATE - Babies Havin' Babies (Trumpet/Atlantic)	60	--	25	29	6	90%	11
BOBBY BROWN - Rock Wit'Cha (MCA)	79	2	11	54	12	82%	5
TEMPTATIONS - All I Want From You (Motown)	62	2	3	44	13	75%	7
PEABO BRYSON - All My Love (Capitol)	61	1	17	30	13	77%	7
SURFACE - You Are My Everything (Columbia)	67	3	7	43	14	74%	5
MILLI VANILLI - Girl I'm Gonna Miss You (Arista)	56	5	32	15	4	83%	7
MOTHER'S FINEST - I'm 'N' Danger (Capitol)	54	1	6	33	14	72%	6
JERMAINE JACKSON - Don't Take It Personal (Arista)	54	1	3	28	22	57%	4
RHONDA CLARK - State Of Attraction (Tabu)	55	6	6	30	13	65%	5
FULL FORCE - Ain't My Type Of Hype (Columbia)	53	1	2	33	17	66%	6
JAMES INGRAM - I Wanna Come Back (Warner Bros.)	54	4	1	33	16	62%	5
MICA PARIS - Breathe Life Into Me (Island)	49	2	3	33	11	73%	6
YOUNG MC - Bust A Move (Delicious Vinyl/Island)	52	2	13	24	13	71%	9
KOOL MOE DEE - I Go To Work (Jive/RCA)	52	5	6	18	23	46%	4
FINEST HOUR - Make That Move (PolyGram)	44	3	3	27	11	68%	9
CHUCKII BOOKER - (Don't U Know) I Love U (Atlantic)	52	4	1	19	28	38%	4
MILES JAYE - I'll Be There (Island)	38	3	3	21	11	63%	7

NEW RELEASES by John Martinucci and Brian Samson



NATALIE COLE - *As A Matter Of Fact* (EMI)

After scoring a top ten hit with Freddie Jackson a couple weeks ago, Natalie doesn't miss a beat and comes right back with "As A Matter Of Fact." Check out the CD single—of the choices, we prefer the longer and faster radio and Urban Radio mixes.



ARETHA FRANKLIN & JAMES BROWN *Gimme Your Love* (Arista)

This is the third duet to be released from Aretha's album. Programmers already have the buzz on this one, having played it as an LP cut. But hold on! Check the mailbox this week because a Paisley Park Remix should be in there. Prince and his Royal Court requested they not be credited on the 12" remix—but if you have ears, there's no denying it.

TONY LeMANS - *Higher Than High* (Paisley Park/Reprise)

While we're speaking of Paisley Park, here's a debut from a new Paisley artist that jumps out at you from the first bar. The intro sounds like Prince's "Lovesexy," but it doesn't compare to Tony's kickin' voice, style and sound.



SHARON BRYANT - *Foolish Heart* (Wing/PolyGram)

A definite multi-format ballad. After reaching number one only two weeks ago, Sharon returns with a 1985 remake of a Steve Perry (Journey) tune. Her clean vocal ability should pave the way to A/C as well as Top 40 rotation—not bad for a cut from a self-produced debut album.

ABSTRAC' - *Right And Hype* (Reprise)

The New Jack Swing sound has established an overwhelming appeal for across-the-board demos. Courtesy of the G.R. production crew. Slick female vocals accompanied by a swinging rhythm track should give Abstrac' a warm welcome from radio.

MARTIKA

MAKIN' MUSIC

HAVIN' FUN

AND MORE!

by Dave Sholin

Landing a role in the film version of *Annie* got the professional show business ball rolling for Martika, and it wasn't well-connected family or friends that helped her get the gig. The precocious eleven-year-old, determined even then to make it as a performer, called agents whose number she got right out of the phone book!

Now, at the ripe old age of twenty, Martika has spent nearly half of her life in and around entertainment. She can lay claim to three hits from her debut album including, of course, the haunting "Toy Soldiers," which went to number one and is certain to be remembered as one of 1989's most popular songs.

When I spoke to Martika last month, she was in Dallas getting ready to kick off her first tour, and it was easy to sense the excitement and exhilaration this year's success has delivered. Speaking with confidence and a grasp of life and business some twice her age haven't mastered, it was clear that Martika is one of the most promising young stars of the nineties. She's ready to tackle the challenges and hard work ahead.



DAVE SHOLIN: What's the story behind your name?

MARTIKA: It's been my nickname since I was born. It means "Little Marta. I figured I'd outgrow it, but someone told me, "Don't worry about it Martika, you're never going to grow too much, (laughs). You'll always be kind of tiny so it's okay—you can use it until you're eighty years old!"

DS: That's your Mom's name, too?

M: I think my Father wanted me to have my Mom's name. It's okay because I look just like her.

DS: And she is your manager?

M: Right. Ever since I've been in the business, she's been handling my career as if she was my manager, so I figured she deserved to take the credit for it.

DS: Is it true you began calling agents on your own when you were eleven years of age?

M: Yes. I was at my Dad's office and I went to a phone book and started calling people and got myself an appointment. I'd say, "Mom, I have an appointment in Hollywood on Sunday." She'd say, "Okay."

DS: Are your folks involved in show business?

M: They are now!

DS: But they weren't before?

M: No, I sort of pushed them into it—I gave them no choice.

DS: They were encouraging you to do this—but not necessarily pushing you.

M: No, I pushed THEM, actually. I mean they've always been very supportive of me. I have three brothers and it's always been, "Whatever you want to do, we'll help you—just decide what you want to do and stick to it." So I did.

DS: Do you feel that being bilingual, speaking both English and Spanish, has helped you as a writer and performer?

M: Yes, because I was able to write the lyrics for "Water," that's on my record in Spanish. "More Than You Know," the first single, I wrote all the lyrics in Spanish. It's now called, "Quiero Entregarte Mi Amor," which is the flip side of the new single, "I Feel The Earth Move." Also, because Spanish is such a passionate language, I love singing in Spanish. It's very different than in English. It comes from a different place.

DS: You've done quite a bit of acting for film and TV. Was music

always your true aspiration, or do you just love it?

M: I love being able to express myself, whether it be within a role or whatever, but music's been my first love ever since I was a kid. When I was four I was dancing in recitals, dance class, and most of the things that I have been involved with theatrically have also been musical. The film "Annie" was a musical and the live shows and TV series I've done have all been musicals.

DS: Did you act in "Annie?"

M: I didn't have an acting role, I had a dancing role. I was one of about thirty dancers—we were all the orphans during the "Hard Knock Life" production number. We're the ones dancing and flip-flopping in the background. (laughs)

DS: Was that one of the jobs you got from calling agents?

M: Yes. That was probably my first break into entertainment and it was through the agent that I finally hooked up with.

DS: It's fascinating to me that someone so young would pick up a phone and say, "Hello, I want to perform."

M: I was eleven and they'd ask, "How old are you?" They thought I was unusual, but I just wanted to do it for so long and I kept after my parents. They kept humoring me—taking me to my dance classes so that I could get it out of my system. I think they were waiting to make sure that it was what I really wanted—they didn't want to push me into show business, especially my father. But I kept saying, "I want to be on TV. I want to do this," and nobody was doing anything about it. I got frustrated, so I did it myself! I figured you can't expect anybody to do things for you, you have to do them yourself—I've always been like that. I said, "Mom, I'm doing this—so you're just going to have to drive me because I can't drive yet." My only problem was I couldn't be truly independent at eleven, but I could pick up the phone and call people—so I did!

DS: Any tips for youngsters who want to emulate you?

M: Start to train yourself. I really believe that the more you study and the more experienced you get, whether it be in local plays, theater—it all counts. Once you get to

the center of the industry you'll at least have that to fall back on. I was taking dance classes since I was four. I was in recitals at that age, and dancing in front of people, so I had that experience.

DS: Was the song "Toy Soldiers" based on personal experience?

M: It's a personal experience that I had sort of second-hand. It was something someone close to me went through, so I feel as if I did so through them. I understood the feelings because I was so closely involved in it. The addiction and all of that—the actual drug undertone, isn't a personal experience, but I think that anyone can relate to the feelings of being addicted to something—feeling out of control. You realize you need to make a change and move on. Everyone's felt that way at some point, which is why I think this song has been successful. The emotions I wrote about are things that everyone feels at some point.

DS: So, you relate to it on a lot of different levels?

M: Absolutely. That's how I write, and I think that's how people hear my music, because if I had written a song about being hooked on let's say, heroin or something—at that

"Toy Soldiers" gives a taste of what else there is of me as an artist and songwriter, and on the next album you'll get more of that.

point, you're alienating a lot of the audience because, obviously, not everyone's a heroin junkie. So I didn't want to write about the actual fact of the addiction, I wanted to write about the feelings that a person goes through.

DS: It's also got a great melody with a great hook...

M: ...sure, it's that hook. It's that thing where you find yourself singing—like a friend of my said, "Yes, I knew this girl who HATES your song!" I said, "Really?" They said, "Yes, she HATES it, but she's really angry because she's trying to

study for finals and she keeps singing the hook and she can't concentrate. She keeps singing, "Step by step..." and she's getting really frustrated!" So I'm thinking, "That's a good song because someone that doesn't even like the record can't stop singing it!"

I think the good thing about the "Toy Soldiers" hook is that it's very familiar. You feel like you know it because the melody is really based on a nursery rhyme or something that your Mom could have sung, or you could have sung when playing "Ring Around The Rosey."

DS: Was that done consciously?

M: The hook inspired the choir of kids because it sounded just like something a child would sing, and the idea of having the children singing in context with such a very adult issue is what I think is part of the magic of the song, too. When they sing, "Won't you come out and play with me?" it's almost like the innocence of a child singing a line that's very tempting, it's almost like a devil—it's almost evil and it can be innocent or it can be evil. I don't even like to take credit for it because when you're writing a song like that, you don't really become aware of all the depth. It's not a calculated song at all, it almost channeled through me when I got lost in myself and started to write it. Later on I looked back and started to analyze it and think, "Wow, it's really amazing how things just sort of come together."

DS: How do you feel about the song's translation being radically altered in Japan?

M: I was involved in the writing of the Spanish lyric. I chose who would translate it and we got the best guy in the business. He called me every fifteen minutes and said, "Wait a minute, explain to me what you felt when you wrote this." So, the whole song, although I had someone else write the lyric, it came through me in Spanish. Now, I can't write it in Japanese obviously. I just don't have any control over that and it's something that bothers me. I don't like the idea of strangers tampering with my music. But at the same time, it's a way to reach a larger audience, and more people are able to experience the song, so it's got its ups and its downs. It's like the Bible—it's been translated so many times

CONT. ON PAGE 21

ADULT CONTEMPORARY

MOST ADDED

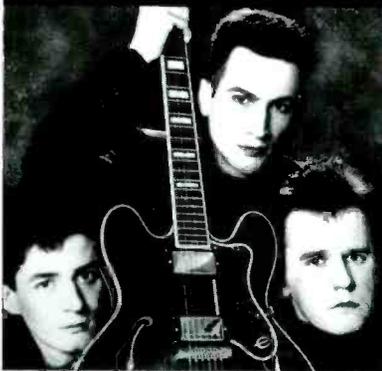
- JEFFERSON AIRPLANE (50)
(Epic)
- STEPHEN BISHOP (47)
(Atlantic)
- SIMPLY RED (38)
(Elektra)
- SOULSISTER (28)
(EMI)
- POCO (28)
(RCA)

TOP TIP

JEFFERSON AIRPLANE
Summer Of Love
(Epic)

Airplane airplay awesome.

RECORD TO WATCH



SHINE

Walking On The Town
(SBK)

Scottish trio about to paint it red.

Editor: Ron Fell

Assoc. Editor: Diane Rufer

2W LW TW

1	1	1	BEE GEES - One (Warner Bros.)
2	2	2	CHER - If I Could Turn Back Time (Geffen)
11	6	3	MADONNA - Cherish (Sire/Warner Bros.)
10	8	4	BEACH BOYS - Still Cruisin' (Capitol)
8	5	5	CUTTING CREW - Everything But My Pride (Virgin)
15	13	6	SURFACE - Shower Me With Your Love (Columbia)
3	3	7	RICHARD MARX - Right Here Waiting (EMI)
4	4	8	MICHAEL BOLTON - Soul Provider (Columbia)
12	12	9	NATALIE COLE - I Do (EMI)
9	9	10	DION - And The Night Stood Still (Arista)
5	7	11	GLORIA ESTEFAN - Don't Wanna Lose You (Epic)
7	11	12	DON HENLEY - The End Of The Innocence (Geffen)
6	10	13	DONNY OSMOND - Sacred Emotion (Capitol)
25	18	14	VAN MORRISON - Have I Told You Lately (Mercury/PolyGram)
23	21	15	JIMMY BUFFETT - Take Another Road (MCA)
22	19	16	DOOBIE BROTHERS - Need A Little Taste Of Love (Capitol)
20	17	17	RICK ASTLEY - Ain't Too Proud To Beg (RCA)
14	15	18	JACKSON BROWNE - Anything Can Happen (Elektra)
19	16	19	WATERFRONT - Nature Of Love (Polydor/PolyGram)
21	20	20	DANNY WILSON - If Everything You Said Was True (Virgin)
32	24	21	JEFF HEALEY BAND - Angel Eyes (Arista)
26	22	22	PAUL McCARTNEY - This One (Capitol)
--	26	23	ELTON JOHN - Healing Hands (MCA)
36	25	24	MICHAEL DAMIAN - Was It Nothing At All (Cypress/A&M)
13	14	25	RICHARD ELLIOT - In The Name Of Love (Intima/Enigma)
--	34	26	POCO - Call It Love (RCA)
35	27	27	DARRYL TOOKES - Lifeguard (SBK)
39	33	28	BARRY MANILOW - The One That Got Away (Arista)
34	32	29	BONNIE RAITT - Nick Of Time (Capitol)
33	30	30	CHARLIE KARP & THE NAME DROPPERS - Givin' It All I Got (Grudge)
--	40	31	SWING OUT SISTER - You On My Mind (Fontana/Mercury)
28	28	32	KENNY ROGERS - (Something Inside) So Strong (Reprise)
--	37	33	PATTI LABELLE - If You Ask Me (MCA)
--	39	34	ROXETTE - Listen To Your Heart (EMI)
38	38	35	STEVIE NICKS - Two Kinds Of Love (Modern/Atlantic)
--	--	36	MILLI VANILLI - Girl I'm Gonna Miss You (Arista)
--	--	37	STARSHIP - It's Not Enough (RCA)
--	--	38	SIMPLY RED - You Got It (Elektra)
16	23	39	INDIGO GIRLS - Closer To Fine (Epic)
--	--	40	EXPOSE - When I Looked At Him (Arista)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
JEFFERSON AIRPLANE - Summer Of Love (Epic)		79	50	1	15	13	20%	2
KATRINA & THE WAVES - That's The Way (SBK)		66	15	8	24	19	48%	5
*STEPHEN BISHOP - Walking On Air (Atlantic)		47	47	-	-	-	-	1

"THIS SONG MAY MARK THE ARTISTIC PEAK IN A CAREER OF UNUSUAL INTEGRITY."

-Stephen Holden, New York Times

*"When did the choices get so hard with
so much more at stake?
Life gets kinda precious
when there's less of it to waste."*

"NICK OF TIME"
A time for our song.



•GAVIN A/C 32*-29*

62% HIT FACTOR

ADDED AT:

KSTP/FM, KFMB, WIZE,
WMT/AM, CKFM, WAEB,
WBEC, WCEM, WMMG,
WMQC, KEZA, KFMO,
KIXK, KTID, KCYX, KELA

•R&R A/C 24*

WNLT, WNUA, WOMC, KLSI,
KMJI, KLCY, KSTP, WRRM, WALK

•See the video happening on **VH1**

•ON TOUR NOW!



Produced by Don Was
Personal Management:
Danny Goldberg and Ron Stone for Gold Mountain Entertainment

UP & COMING

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

Reports	Adds	ARTIST	TITLE	LABEL
46	6	MICA PARIS	Breathe Life Into Me	(Island)
42	6	TINA TURNER	The Best	(Capitol)
41	14	SHINE	Walking On The Town	(SBK)
39	1	GEORGE HARRISON	Cheer Down	(Warner Bros.)
34	4	B.J. THOMAS	Don't Leave Love	(Out There All Alone) (Reprise)
34	28	* SOULSISTER	The Way To Your Heart	(EMI)
33	8	MARIA McKEE	To Miss Someone	(Geffen)
30	16	* TEARS FOR FEARS	Sowing The Seeds Of Love	(Fontana/PolyGram)
24	6	* SHILOH	Touch My Light	(Hippodrome)
23	13	* SERGIO MENDES	Some Morning	(A&M)
22	4	* HIROSHIMA	The Golden Age	(Epic)

Dropped: Phoebe Snow, Edie Brickell & New Bohemians, John Cougar Mellencamp, Chris Rea, Donna Summer, Soul II Soul.

INSIDE A/C by Ron Fell & Diane Rufer

The BEE GEES hold onto "one" for another week, but a persistent CHER, explosive MADONNA and tubular BEACH BOYS are threatening. MADONNA increased by 53 HEAVY rotation reports and the BEACH BOYS increased theirs by 46 stations over last week.



SURFACE is this week's highest debut in the top ten, leaping 13 to 6. The seven point jump comes with 30 more HEAVY rotation reports — meaning that nearly two-thirds of their players are MAXing.

Next week's top ten may include JIMMY BUFFETT and/or VAN MORRISON. Mr. B. leads this week's PLUS FACTOR with a 22% increase in HIT FACTOR while VAN the man is now HIT FACTORED by 82% of his legion.

Despite some healthy increases in rotations and total stations, a few records are momentarily held up. Among the "Not Over Yet" club are CUTTING CREW (up 24 HEAVY reports), RICK ASTLEY (up 16 HEAVY), DANNY WILSON (now HIT FACTORED by 81%) and PAUL McCARTNEY (14 ADDS this week).

Other misleading ranking include ELTON JOHN's three-point move, despite 22 ADDS and 25 new HEAVY reports. Among

the 22 new are: WMXC, KXLK, WJON, WMTR, WIHN, WKLI, WVUD and WBLG/FM.

This week's HOTTEST A/C record is POCO's "Call It Love," which in two weeks of chart life is already at #26. It ties for fourth MOST ADDED thanks to WEBC, KLIT, KRKO, WIRL, WGMX, KWLO, WFBG, KBOI and WTIC/AM with the proverbial "many more."

Last week's TOPTIP, MILLI VANILLI's "Girl I'm Gonna Miss You," debuts above all others at #36. Among the 21 new A/C's on it are CKFM, KFJR, WGOL/FM, 3WM, KBOL, KIDX/FM, KYJC, WWNK and KLSS. HIT FACTOR is now over 50% (actually 71% from those stations on it more than one week.)

STEPHEN BISHOP had a great first week, scoring a whopping 47 ADDS out-of-the-box. Among the first are WNSR/FM, WEBE/FM, WKCX, WKYE, KSAL, WHAI, WMT/FM, KBLQ, KYJC and WAFL.

RECORD TO WATCH last week, JEFFERSON AIRPLANE's "Summer Of Love," picked up 50 ADDS and for the second week qualified as MOST ADDED. With initial momentum so strong we feel justified in declaring it our TOPTIP for the week also. Key ADDS from WELI, WCEM/FM, WTCB, KEZH, KHLT/FM, KMKK, KWEB, WMT/FM, 3WM, WLIP, KNUZ, KBIG, KFMB and KKIS. Who says you can't go back.

SHINE's "Walking On The Town" is this week's RECORD TO WATCH. This Scottish trio is jogging through the United States picking up KMTI, KGY, KITZ, KYJC, WFEB, WMQC, KBJJ, KLKC, KQAQ, KQIC/FM, WDAY/AM, WEBC, WDIF, WFRO this

REVIEWS

LINDA RONSTADT

Don't Know Much (Elektra)

Linda teams up with Aaron Neville on this old Cynthia Weil/Barry Mann/Tom Snow song to make one spectacular record. Opening with an acoustic piano and filling it with live strings, the arrangement provides sparkling support to the ultimate duet.



GLORIA ESTEFAN

Get On Your Feet (Epic)

If the Fall blues are starting to set in already, here's a single that will whoosh 'em away. Glo and her Miami beat will not only get you on your feet, but add some spice in a ballad-heavy playlist.



BARBRA STREISAND

We're Not Making Love Anymore (Columbia)

Streisand (singer), Diane Warren and Michael Bolton (writers), and Narada Michael Walden (producer). What a line-up! With those human elements how could there be anything wrong with this single. A/C all the way.

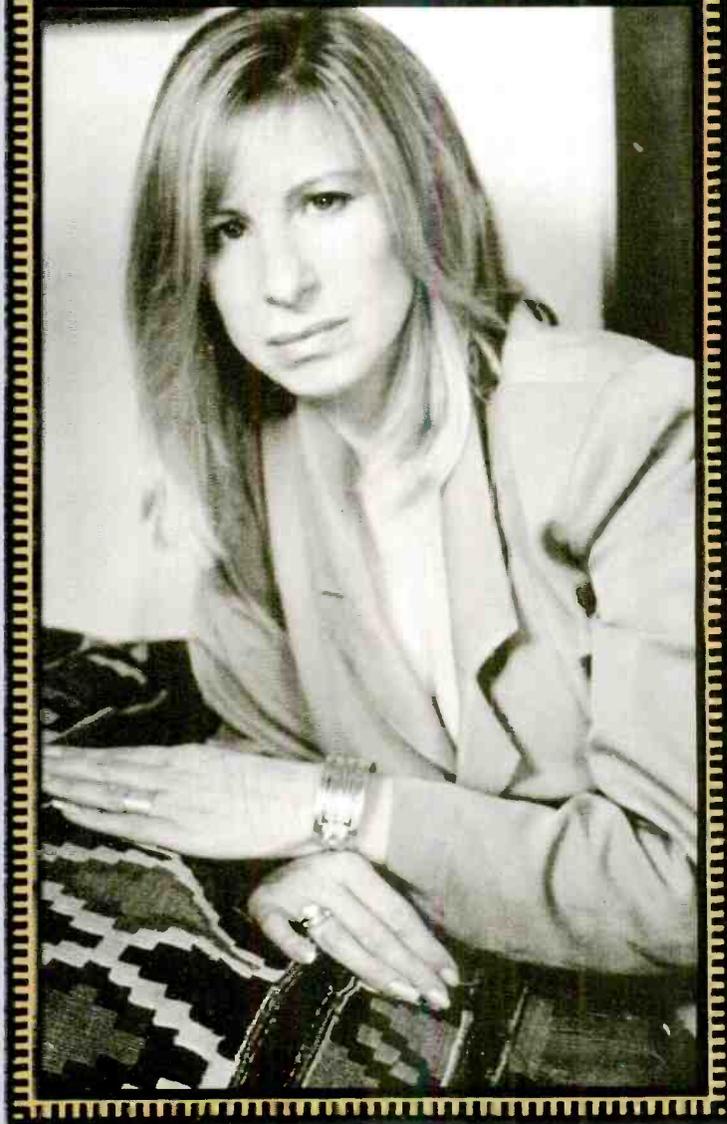
week. This is their debut single, that with first listen you should feel the glow.

We want to WELCOME our new A/C Correspondents:

- WALR-Atlanta, GA
- WEOL-Elyria, OH
- WFMK/FM-Lansing, MI
- WGBE-Williamsport, PA
- WXVL-Crossville, TN
- KAER-Sacramento, CA
- KAEZ/FM-Longview, TX
- KFMO-Flat River, MO
- KKIS-Concord, CA
- KOSO (KO93)-Modesto, CA
- KQTZ/FM (KQ106)-Hobart, OK
- KYQT-Newport, OR

For their additional info please check out the Gavin Handbook.

BARBRA STREISAND



WE'RE NOT MAKIN' LOVE ANYMORE.

38 73016

THE NEW SINGLE PRODUCED BY

NARADA MICHAEL WALDEN

FROM THE UPCOMING ALBUM,

A COLLECTION GREATEST HITS...AND MORE.

OC 45869



On Columbia Cassettes, Compact Discs and Records.

"We're Not Makin' Love Anymore" produced by Narada Michael Walden for Perfection Light Productions

Columbia and are trademarks of CBS Inc. © 1989 CBS Records Inc.

www.americanradiohistory.com



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 **229** Last Week **215**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
BEE GEES - One (Warner Bros.)	218	--	199	17	2	99%	9
CHER - If I Could Turn Back Time (Geffen)	211	4	181	22	4	96%	12
MADONNA - Cherish (Sire/Warner Bros.)	199	7	146	37	9	91%	6
BEACH BOYS - Still Cruisin' (Capitol)	186	5	145	27	9	92%	7
CUTTING CREW - Everything But My Pride (Virgin)	184	12	137	31	4	91%	11
SURFACE - Shower Me With Your Love (Columbia)	164	10	106	41	7	89%	9
RICHARD MARX - Right Here Waiting (EMI)	167	--	105	47	15	91%	12
MICHAEL BOLTON - Soul Provider (Columbia)	167	2	101	51	13	91%	14
NATALIE COLE - I Do (EMI)	164	5	87	59	13	89%	9
DION - And The Night Stood Still (Arista)	151	1	105	37	8	94%	11
GLORIA ESTEFAN - Don't Wanna Lose You (Epic)	156	--	95	41	20	87%	12
DON HENLEY - The End Of The Innocence (Geffen)	149	--	68	55	26	82%	14
DONNY OSMOND - Sacred Emotion (Capitol)	136	--	64	52	20	85%	15
VAN MORRISON - Have I Told You Lately (Mercury/PolyGram)	140	6	43	72	19	82%	7
JIMMY BUFFETT - Take Another Road (MCA)	143	7	34	87	15	84%	8
DOOBIE BROTHERS - Need A Little Taste Of Love (Capitol)	141	9	46	65	21	78%	7
RICK ASTLEY - Ain't Too Proud To Beg (RCA)	129	4	43	74	8	90%	8
JACKSON BROWNE - Anything Can Happen (Elektra)	134	--	45	77	12	91%	8
WATERFRONT - Nature Of Love (Polydor/PolyGram)	134	5	37	80	12	87%	8
DANNY WILSON - If Everything You Said Was True (Virgin)	128	4	36	68	20	81%	8
JEFF HEALEY BAND - Angel Eyes (Arista)	135	20	43	57	15	74%	8
PAUL McCARTNEY - This One (Capitol)	136	14	20	78	24	72%	6
ELTON JOHN - Healing Hands (MCA)	128	22	45	50	11	74%	5
MICHAEL DAMIAN - Was It Nothing At All (Cypress/A&M)	152	19	11	74	48	55%	5
RICHARD ELLIOT - In The Name Of Love (Intima/Enigma)	123	2	49	55	17	84%	8
POCO - Call It Love (RCA)	138	28	8	76	26	60%	5
DARRYL TOOKES - Lifeguard (SBK)	117	13	8	61	35	58%	6
BARRY MANILOW - The One That Got Away (Arista)	107	9	10	56	32	61%	5
BONNIE RAITT - Nick Of Time (Capitol)	106	16	14	52	24	62%	7
CHARLIE KARP & THE NAME DROPPERS - Givin' It All I Got (Grudge)	102	5	12	50	35	60%	7
SWING OUT SISTER - You On My Mind (Fontana/Mercury)	109	18	6	55	30	55%	4
KENNY ROGERS - (Something Inside) So Strong (Reprise)	88	4	23	45	15	78%	8
PATTI LABELLE - If You Ask Me (MCA)	89	15	32	28	14	67%	12
ROXETTE - Listen To Your Heart (EMI)	109	18	8	46	37	49%	5
STEVIE NICKS - Two Kinds Of Love (Modern/Atlantic)	85	4	8	46	28	62%	6
MILLI VANILLI - Girl I'm Gonna Miss You (Arista)	77	21	15	25	16	51%	3
STARSHIP - It's Not Enough (RCA)	68	3	9	32	24	60%	7
SIMPLY RED - You Got It (Elektra)	96	38	1	30	27	32%	3
INDIGO GIRLS - Closer To Fine (Epic)	66	1	11	37	17	72%	13
EXPOSE - When I Looked At Him (Arista)	69	15	5	31	18	52%	5

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
JIMMY BUFFETT - Take Another Road (MCA)	62	84	22%
POCO - Call It Love (RCA)	39	60	21%
MICHAEL DAMIAN - Was It Nothing At All (Cypress/A&M)	35	55	20%
SWING OUT SISTER - You On My Mind (Fontana/Mercury)	35	55	20%
JEFFERSON AIRPLANE - Summer Of Love (Epic)	--	20	20%
VAN MORRISON - Have I Told You Lately (Mercury/PolyGram)	65	82	17%
JEFF HEALEY BAND - Angel Eyes (Arista)	57	74	17%
CHARLIE KARP & THE NAME DROPPERS - Givin' It All I Got (Grudge)	46	60	14%
STEVIE NICKS - Two Kinds Of Love (Modern/Atlantic)	48	62	14%
BARRY MANILOW - The One That Got Away (Arista)	48	61	13%
ROXETTE - Listen To Your Heart (EMI)	36	49	13%
STARSHIP - It's Not Enough (RCA)	47	60	13%
ELTON JOHN - Healing Hands (MCA)	63	74	11%
MILLI VANILLI - Girl I'm Gonna Miss You (Arista)	40	51	11%
MARIA McKEE - To Miss Someone (Geffen)	19	30	11%

RANDY CRAWFORD

"KNOCKIN' ON HEAVEN'S DOOR"

THE NEW SINGLE • PRODUCED BY MICHAEL POWELL

Featuring Eric Clapton and David Sanborn

FROM
THE
ORIGINAL
MOTION
PICTURE
SOUNDTRACK
AND
WARNER
BROS.
FILM
LETHAL
WEAPON 2



© 1989 Warner Bros. Records Inc.
Motion Picture Artwork © 1989 Warner Bros. Inc. All Rights Reserved.

www.americanradiohistory.com

BIOFEEDBACK

by Ron Fell



•**BEE GEES**

According to Barry Gibb, the three brothers' new album, "One," was to have included fourth brother Andy, who died prior to the first recording session. Barry told Associated Press, "We were all going to link up together once and for all. That's why the album is dedicated to Andy."

•**TRAVELING WILBURYS**

Though no follow-up album has been recorded by the Orbison-less Wilburys, it is reported that Jeff Lynne, Tom Petty and George Harrison have all contributed to a comeback album for the legendary Del Shannon.

•**L.L. COOL J**

L.L.'s first single, I NEED A BEAT, recorded in 1984 when he was sixteen, was made for less than \$700 and sold more than 120,000 copies. His first album, "Radio" was the first certified gold album in the Def Jam catalogue.

•**B.J. THOMAS**

B.J.'s first hit came in 1966 with a cover of the Hank Williams song I'M SO LONESOME I COULD CRY.

•**PRINCE**

Five years ago, in the summer and fall of '84, Prince had three number one singles off of the Purple Rain soundtrack and his song I FEEL FOR YOU, covered by Chaka Kahn, also went to the top of the charts.

•**B.A.D.**

It was just one year ago that B.A.D.'s leader Mick Jones was unconscious and on a life support system in a hospital suffering from pneumonia and other complications from a bout with chicken pox.

•**PAUL McCARTNEY**

Prior to each live concert appearance of Paul's upcoming world tour, a film documentary on the life and times of McCartney will be shown as a warm-up. The short is directed by Richard Lester of Hard Day's Night fame.

•**YOUNG MC**

Young, whose real name is Marvin Young, recently graduated from The University Of Southern California with a degree in economics.

•**EMMYLOU HARRIS**

Her 1985 project, "The Ballad of Sally Rose," was an adventurous concept album co-produced by British born songwriter Paul Kennerly. Soon after completing the album the couple married.

•**MOLLY HATCHET**

When the band first formed back in 1975, they named the group after an infamous Southern prostitute who allegedly mutilated her clients.

•**JACKSON BROWNE**

It was ten years ago next week that MUSE, (Musicians United for Safe Energy) began a series of concerts at Madison Square Garden in New York City. Performances by Jackson Browne, Bonnie Raitt, Crosby, Stills & Nash, Bruce Springsteen and others were captured in the film No Nukes and nearly a million dollars was raised for the fight against nu-



•**TEARS FOR FEARS**

By Robert Orzabal's own account, the group's new album, "Seeds Of Love," cost \$1.5 million to complete. The project consumed four producers and nine recording studios before reaping any airplay. clear energy.

•**SOUL II SOUL**

Jazzie B., Soul II Soul's leader, is as active in the English fashion scene as he is in music. The group's Funki Dred lifestyle includes the wholesaling and retailing of shoes, pants, jackets, shirts and accessories. The group's recent performances in England have been preceded with fashion shows as openers.

•**BILLY "CRASH" CRADDOCK**

It has now been thirty years since "Crash" began his recording career as a pop singer, ala Conway Twitty, for Columbia Records.

•**POCO**

Jimmy Messina, a native of Harlingen, Texas and Richie Furay, a native of Dayton, Ohio originally met when both were members of Buffalo Springfield in 1967. A year later, after Messina had produced Buffalo Springfield's second album, the pair left the group and formed Poco.



•**BUCK OWENS/RINGO STARR**

The new Buck Owens album featuring the once-in-a-lifetime duet of Buck and Ringo doing ACT NATURALLY will be released the week prior to the CMA Awards show. The duo is already nominated in the Vocal Event Of The Year category, marking the first time any Beatle has been considered for a Country music award.

•**CINDY BULLENS**

Cindy's big breaks as a singer came in the mid-seventies when she sang background vocals on Rod Stewart's "Atlantic Crossing" album

•**STEPHEN BISHOP**

Another version of his current single, WALKING ON AIR, can be heard in the 1986 film, "The Boy Who Could Fly," starring Jay Underwood and Lucy Deakins.

•**ROSANNE CASH**

A videocassette entitled "Rosanne Cash: Retrospective" is scheduled for release September 19. The cassette will contain video clips for nine of Rosanne's Top Ten Country hits, including a never-before-seen live performance of "Seven Year Ache."

TAKE THE BEST TRAIL!



5 STAR VIDEO ON VH-1!

k.d. lang

AND THE RECLINES

“Trail Of Broken Hearts”

The Breathtaking New Single

From The Album Absolute Torch And Twang

Produced by Greg Penny, Ben Mink and k.d. lang

Management: Larry Wanagas, Bumstead Productions

COUNTRY

MOST ADDED

RANDY TRAVIS (90)
(Warner Bros.)

RONNIE MILSAP (63)
(RCA)

SHENANDOAH (57)
(Columbia)

HOLLY DUNN (50)
(Warner Bros.)

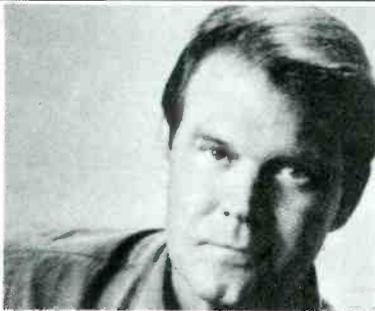
DON WILLIAMS (48)
(RCA)

TOP TIP

HOLLY DUNN
There Goes My Heart Again
(Warner Bros.)

Holly's latest offering
has already captured the
hearts of 80 programmers.

RECORD TO WATCH



GLEN CAMPBELL
She's Gone, Gone, Gone
(Universal)

Glen's first single for Universal is
coming on strong, with 30 adds
including KVET, KIKM, WAOV,
WDAF, WFSR, WLLX/FM, etc.

Editor: Lisa Smith
Assoc. Editor: Cyndi Hoelzle

2W LW TW

11	7	1	ALABAMA - High Cotton (RCA)
8	5	2	RICKY VAN SHELTON - Living Proof (Columbia)
10	9	3	HANK WILLIAMS JR. - Finders Are Keepers (Curb/Warner Bros)
9	8	4	BAILLIE AND THE BOYS - Wish I Had A Heart Of Stone (RCA)
12	11	5	RESTLESS HEART - Say What's In Your Heart (RCA)
14	12	6	GEORGE STRAIT - Ace In The Hole (MCA)
19	15	7	MERLE HAGGARD - A Better Love Next Time (Epic)
1	3	8	CLINT BLACK - Killin' Time (RCA)
2	1	9	JUDDS - Let Me Tell You About Love (Curb/RCA)
6	4	10	DESERT ROSE BAND - Hello Trouble (MCA/Curb)
4	2	11	LIONEL CARTWRIGHT - Give Me His Last Chance (MCA)
16	14	12	BELLAMYS - You'll Never Be Sorry (MCA/Curb)
20	17	13	KATHY MATTEA - Burnin' Old Memories (Mercury/PolyGram)
5	6	14	STEVE WARINER - I Got Dreams (MCA)
24	19	15	EDDY RAVEN - Bayou Boys (Universal)
26	21	16	RICKY SKAGGS - Let It Be You (Epic)
28	24	17	OAK RIDGE BOYS - An American Family (MCA)
32	25	18	DOLLY PARTON - Yellow Roses (Columbia)
21	18	19	GENE WATSON - The Jukebox Played Along (Warner Bros.)
33	28	20	PAUL OVERSTREET - All The Fun (RCA)
3	13	21	RODNEY CROWELL - Above And Beyond (Columbia)
36	31	22	REBA McENTIRE - Til Love Comes In (MCA)
23	23	23	TANYA TUCKER - Daddy And Home (Capitol)
7	10	24	FORESTER SISTERS - Don't You (Warner Bros.)
--	35	25	SAWYER BROWN - The Race Is On (Curb/Capitol)
29	27	26	GEORGE JONES - Writing On The Wall (Epic)
25	22	27	k.d. lang & the reclines - Full Moon Full Of Love (Sire/Warner Bros.)
13	16	28	SUZY BOGGUSS - Cross My Broken Heart (Capitol)
35	33	29	JANN BROWNE - You Ain't Down Home (Curb)
40	37	30	CONWAY TWITTY - House On Old Lonesome Road (MCA)
--	38	31	MARY CHAPIN CARPENTER - Never Had It So Good (Columbia)
30	30	32	BECKY HOBBS - Do You Feel The Same Way Too? (RCA)
--	39	33	KENNY ROGERS - The Vows Go Unbroken(Always True To You) (Reprise)
--	--	34	GARTH BROOKS - If Tomorrow Never Comes (Capitol)
--	--	35	PATTY LOVELESS - Lonely Side Of Love (MCA)
38	36	36	FOSTER & LLOYD - Suzette (RCA)
15	20	37	WILLIE NELSON - Nothing I Can Do About It Now (Columbia)
--	--	38	MARTY STUART - Cry Cry Cry (MCA)
--	--	39	TRAVIS TRITT - Country Club (Warner Bros.)
--	--	40	LORRIE MORGAN - Out Of Your Shoes (RCA)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
SHENANDOAH - Two Dozen Roses (Columbia)		143	57	-	27	59	18%	3
RANDY TRAVIS - It's Just A Matter Of Time (Warner Bros.)		126	90	2	13	21	11%	2
DON WILLIAMS - I've Been Loved By The Best (RCA)		118	48	2	17	51	16%	3
EMMYLOU HARRIS - I Still Miss Someone (Reprise)		102	8	2	33	59	34%	6

WHAT IS A KENTUCKY HEADHUNTER ?

- A.** THE MERCURY COUNTRY
PROMOTION STAFF
- B.** ELVIS' ROAD CREW (TOUR' 89).
- C.** THE MOST EXCITING
COUNTRY BAND
OF THE DECADE !

ON YOUR DESK NOW -
"WALK SOFTLY ON THIS HEART OF MINE"



the GAVIN REPORT
58/32

PolyGram

UP & COMING

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

Reports Adds Weeks ARTIST TITLE LABEL *Debuts In Up & Coming.

98	42	3	WILD ROSE - Breaking New Ground (Universal)
93	34	3	VINCE GILL - Never Alone (MCA)
89	12	7	DANIELE ALEXANDER - She's There (Mercury)
80	50	2	HOLLY DUNN - There Goes My Heart Again (Warner Bros.)
72	15	4	WAYLON JENNINGS - You Put The Soul In The Song (MCA)
72	63	1	* RONNIE MILSAP - A Woman In Love (RCA)
71	7	7	CANYON - Hot Nights (16th Ave.)
61	22	4	THE GATLINS - #1 Heartache Place (Universal)
58	32	2	KENTUCKY HEADHUNTERS - Walk Softly On This Heart...(Mercury)
53	28	2	DAWNETT FAUCETT - Money Don't Make A Man A Lover (SOR)
48	1	6	MARIE OSMOND - Steppin' Stone (Capitol/Curb)
47	2	4	DAVID BALL - Gift Of Love (RCA)
46	13	3	LEE GREENWOOD - I Go Crazy (MCA)
40	40	1	* DWIGHT YOAKAM - Long White Cadillac (Reprise)
37	21	1	* SUSI BEATTY - Hard Baby To Rock (Starway)
36	2	5	JACK QUIST - Where Does Love Go (Grudge)
36	7	3	JANIE FRICKIE - Give 'Em My Number (Columbia)
35	30	1	* GLEN CAMPBELL - She's Gone, Gone, Gone (Universal)
33	5	6	EDDIE PRESTON - Long Time Comin' (Platinum)
31	5	3	EAGLE CREEK - Anything Worth Knowing (Master)
28	17	1	* LYLE LOVETT - If I Were The Man That You Wanted (MCA/Curb)
25	3	4	DEAN DILLON - It's Love That Makes You Sexy (Capitol)
24	1	10	CEE CEE CHAPMAN - Twist Of Fate (Curb)
22	2	2	BUTCH BAKER - Our Little Corner (Mercury)
20	7	1	* JASON D. WILLIAMS - Waitin' On Ice (RCA)
20	7	1	* MOE BANDY - This Night Won't Last Forever (Curb)
20	16	1	* ZACA CREEK - Sometimes Love's Not A Pretty Thing (Columbia)

DROPPED: #26-S.Ewing, #29-Highway 101, #32-K.Whitley, #34-Billy Hill,
#40-Tim Mensy, "Crash" Craddock, J.Lee, S.McQuaig.

TOP REQUESTS

CLINT BLACK
ALABAMA
THE JUDDS
RICKY VAN SHELTON
LIONEL CARTWRIGHT

LP CUTS

The Judds - Sleepless Nights
Nitty Gritty Dirt Band - The Valley Road
(Hornsby)
Clint Black - Nobody's Home
Eddy Raven - Zydeco Lady
Michael Martin Murphey - Route 66
Willie Nelson - The Highway

INSIDE COUNTRY

CONGRATULATIONS are the order of the day. First off we're welcoming the newest addition to the Gavin Family, **Kourtney Cassidy Robbins**. She was born to a very proud **Lisa Smith-Robbins** and husband **Keith** on Wednesday September 6, weighing 8lbs, 6oz. Mother and daughter are both doing fine...Best wishes to **Marie Osmond** and **Brian Bosil** on the birth of their daughter **Rachael Lauren**, born August 19, weighing 8lbs, 9oz...We'd also like to congratulate the winners of the 1989 CMA Broadcast awards. The winners are (in large, medium and small markets respectively): *Station Of The Year*: WMZQ-Washington; CHAM-Hamilton, Ontario; and WAXX-Eau Claire, WI. *GM Of The Year*: Craig Magee, KIKK/FM-Houston; Jerda Bullard, WZZK-Birmingham; and Dick Maynard, KEKB-Grand Junction, CO. *PD Of The Year*: Barry Mardit, WWWW-Detroit; Jim Tice, WZZK-Birmingham; and Rick Mize, WKNN-Biloxi. *MD Of The Year*:

Mac Daniels, KPLX-Dallas; Bob Sterling, WZZK-Birmingham; and Don Gilbert, KSTC-Sterling, CO. Congratulations to all the nominees and winners!

STATIONNEWS...KSF A-Nacogdoches has a new phone number. They can be reached at (409) 560-6677...Jeff Duffy at KOKK-Huron, SD is now taking music calls on Monday and Tuesday after 3:30 Central time... Gerry O'Brien will take music calls Mondays 3:30-4pm and Tuesdays 3:00-5:00... KSJJ/KPRB-Redmond is in need of station ID's using their new calls and slogan. Any artists interested please call Bernie Miller at (503) 548-5101...Dan Potter has been named News Director at WBAP-Dallas, taking over for Joe Holstead who moves to Farm Director and host of "Good Morning Texas"...Joe Ladd, Music Director and 20-year veteran of KIKK-Houston is joining the station's morning team. "I'm in it for the extra money," jokes Ladd, "why else would anyone get up at

3:30 AM, five days a week."...KROW-Reno recently sponsored a **Cowboy Poetry** reading in Sparks, broadcasting from the event for two hours. "The annual gathering in Elko has gotten so popular we wanted to bring some of the big-name cowboy poets to Reno," says Joel Muller. Apparently a good time was had by all...

PROGRAMMERS ARE TALKING ABOUT...The Kentucky Headhunters are creating quite a stir, causing many of our reporters to ask, "Have you heard these guys??" Paul Proctor at KYSS-Missoula says he's been getting great response to the song, adding, "They've got the electronics, but also a traditional feel." Bob Day at KXKZ-Ruston agrees, citing unbelievable calls on the record since he first put it on...Paul Kelley says his listeners are going crazy for the new Dwight Yoakam single...Over in Sacramento, KRAK listeners have made Daniele Alexander the third most requested record, reports Lee Pitt...

PHOTO FILE



JUST KILLIN' TIME.
After a recent performance with Dolly Parton, Clint Black invited some industry heavies backstage. Pictured left to right are: ABC Watermark's Neil Haislop, KZLA's Barbara Barri, RCA's Jack Weston, KZLA's Bob Guerra, Black, RCA's Joe Galante, KZLA's Norm Visger, RCA's Carson Schreiber and ABC Watermark's Bob Kingsley. ◀

DIM LIGHTS, THICK SMOKE AND LOUD LOUD MUSIC.
WKKG-Columbus Program Director Clint Marsh hangs out backstage with Bill and Rainey after a recent Foster and Lloyd concert. ▼



FUN IN THE SUN. ▲
Highway 101 chose the desert setting of Palm Springs to shoot the video for "Honky Tonk Heart." They also used footage from a KCMJ-sponsored concert. Pictured backstage are (l-r): KCMJ's Eric Shade, Cindy Olson, Paulette Carlson, and bossman Rick Young.

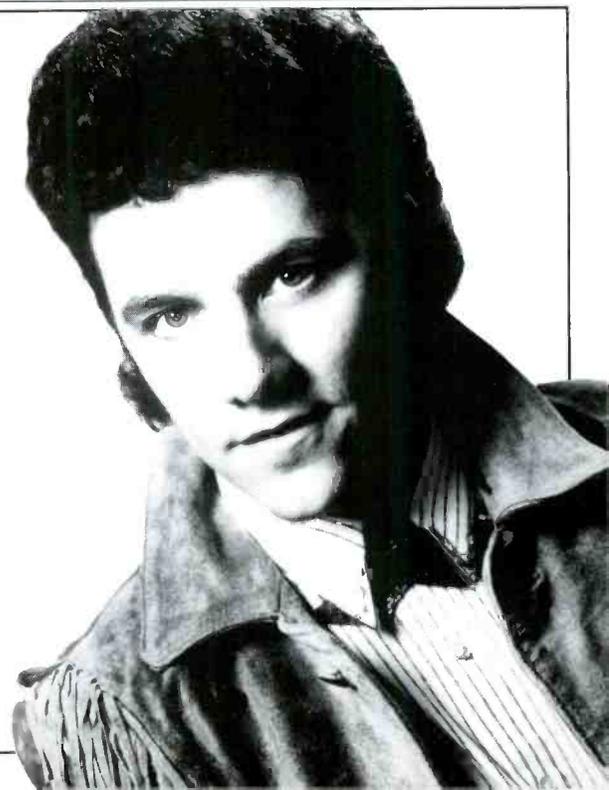


Thanks Radio
For My First
Chart Single!

TIM MENSY
"STONE BY STONE"



© 1989 CBS RECORDS, INC.



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 **201** Last Week **205**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ALABAMA - High Cotton (RCA)	197	--	156	40	1	99%	8
RICKY VAN SHELTON - Living Proof (Columbia)	195	--	160	33	2	98%	10
HANK WILLIAMS JR. - Finders Are Keepers (Curb/Warner Bros)	190	2	144	37	7	95%	13
BAILLIE AND THE BOYS - Wish I Had A Heart Of Stone (RCA)	181	--	151	24	6	96%	14
RESTLESS HEART - Say What's In Your Heart (RCA)	188	--	127	58	3	98%	10
GEORGE STRAIT - Ace In The Hole (MCA)	198	1	111	76	10	94%	8
MERLE HAGGARD - A Better Love Next Time (Epic)	196	--	87	101	8	95%	10
CLINT BLACK - Killin' Time (RCA)	175	--	142	25	8	95%	12
JUDDS - Let Me Tell You About Love (Curb/RCA)	172	--	141	25	6	96%	13
DESERT ROSE BAND - Hello Trouble (MCA/Curb)	172	--	134	29	9	94%	13
BELLAMYS - You'll Never Be Sorry (MCA/Curb)	184	3	94	80	7	94%	13
KATHY MATTEA - Burnin' Old Memories (Mercury/PolyGram)	194	--	56	125	13	93%	7
EDDY RAVEN - Bayou Boys (Universal)	191	4	48	128	11	92%	7
RICKY SKAGGS - Let It Be You (Epic)	178	5	31	127	15	88%	9
OAK RIDGE BOYS - An American Family (MCA)	184	5	15	145	19	86%	7
DOLLY PARTON - Yellow Roses (Columbia)	187	7	12	131	37	76%	6
PAUL OVERSTREET - All The Fun (RCA)	181	7	9	124	41	73%	6
REBA McENTIRE - Til Love Comes In (MCA)	180	14	3	119	44	67%	5
SAWYER BROWN - The Race Is On (Curb/Capitol)	160	11	5	99	45	65%	5
GEORGE JONES - Writing On The Wall (Epic)	143	1	9	107	26	81%	9
JANN BROWNE - You Ain't Down Home (Curb)	141	10	8	86	37	66%	14
CONWAY TWITTY - House On Old Lonesome Road (MCA)	150	14	1	88	47	59%	6
MARY CHAPIN CARPENTER - Never Had It So Good (Columbia)	159	22	1	76	60	48%	4
KENNY ROGERS - The Vows Go Unbroken (Always True To You) (Reprise)	150	19	3	77	51	53%	6
GARTH BROOKS - If Tomorrow Never Comes (Capitol)	164	42	2	58	62	36%	4
PATTY LOVELESS - Lonely Side Of Love (MCA)	144	32	1	58	53	40%	4
FOSTER & LLOYD - Suzette (RCA)	115	5	1	73	36	64%	7
MARTY STUART - Cry Cry Cry (MCA)	121	17	2	46	56	39%	6
TRAVIS TRITT - Country Club (Warner Bros.)	118	15	2	38	63	33%	5
LORRIE MORGAN - Out Of Your Shoes (RCA)	123	29	--	31	63	25%	4

NEW RELEASES by Lisa Smith & Cyndi Hoelzle

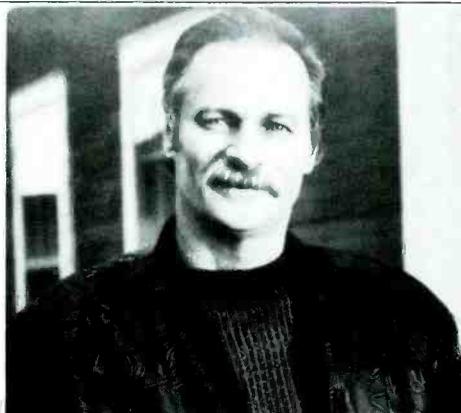


HIGHWAY 101 - *Who's Lonely Now*
(Warner Bros.)

The first single from Highway's upcoming album *Paint The Town* is an upbeat rockabilly number co-written by Kix Brooks and Don Cook. Wonderful sarcastic lines like, "you know I'd love to help, but I'm seeing someone else" let Paulette show off her vengeful vocals.

NITTY GRITTY DIRT BAND - *When It's Gone* (Universal)

The fourth single from the Will The Circle Be Unbroken II album is the Dirt Band and friends on an all-acoustic back porch jam. We can't imagine anything better.



VERN GOSDIN - *That Just About Does It*
(Columbia)

Another gem from Vern and his writing partner Max D. Barnes. This song is classic Gosdin, exactly what listeners have come to expect from him—goosebumps and all.

ZACA CREEK - *Sometimes Love's Not A Pretty Thing* (Columbia)

We know nothing about this band except how good they sound. It's a well-produced contemporary record, with a good hook and great bluesy lead vocals. Give it a listen.



GLEN CAMPBELL - *She's Gone, Gone, Gone*
(Universal)

Campbell resurrected this Harlan Howard classic to show off some impressive picking. (Remember Campbell was a top L.A. studio guitarist long before his Country music career took off.) The single features three ace guitar players—Reggie Young, New Grass' Pat Flynn and Campbell—each taking a break.

ADULT ALTERNATIVE

MOST ADDED

1. THE ARMS OF LOVE - STEVE KUJALA (SONIC EDGE)
2. ELDORADO - PATRICK O'HEARN (PRIVATE MUSIC)
3. REDUX - DANNY O'KEEFE (BEACHWOOD/CHAMELEON)
4. VISTA - WILLIAM ELLWOOD (NARADA/LOTUS)
5. NIKI NANA - YANNI (PRIVATE MUSIC)

TOP TIP

THOM ROTELLA
HOME AGAIN
(DMP)

PATRICK O'HEARN
ELDORADO
(PRIVATE MUSIC)

Our two highest AA debuts of the week--#34 and #41.

RECORD TO WATCH



STEVE KUJALA
THE ARMS OF LOVE
(SONIC EDGE)

Steve Kujala's flute innovations snared our AA Most Added honors this week.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	1	1	PAT METHENY GROUP - Letter From Home (Geffen)
2	2	2	JIM CHAPPELL - Living The Northern Summer (Music West)
16	10	3	BILLY JOE WALKER, JR. - Painting Music (MCA Master Series)
10	9	4	SAM CARDON - Impulse (Arius)
5	5	5	YELLOWJACKETS - The Spin (MCA)
4	3	6	MONTREUX - Let Them Say (Windham Hill)
3	4	7	GEORGE BENSON - Tenderly (Warner Bros.)
23	19	8	JEAN LUC PONTY - Storytelling (Columbia)
14	13	9	OCEANS - Ridin' The Tide (ProJazz)
13	12	10	STANLEY TURRENTINE - La Place (Blue Note)
8	8	11	SPYRO GYRA - Point Of View (MCA)
9	6	12	SANDY OWEN - Night Rhythms (Ivory)
7	7	13	IMAGES - Relative Work (Universal Master Series)
18	16	14	TOM COSTER - Did Jah Miss Me?!? (Headfirst/K-tel)
22	18	15	CUSCO - Mystic Island (Higher Octave)
11	11	16	VAN MORRISON - Avalon Sunset (Mercury/PolyGram)
12	17	17	PETER MOFFITT - Riverdance (Novus/RCA)
20	20	18	WILLIAM AURA AND FRIENDS - World Keeps Turning (Higher Octave)
25	24	19	LEO GANDELMAN - Western World (Verve Forecast/PolyGram)
6	15	20	TUCK & PATTI - Love Warriors (Windham Hill Jazz)
34	25	21	BILL WOLFER - and it rained all through the night (Nouveau/K-tel)
15	14	22	MICHAEL TOMLINSON - Face Up In The Rain (Cypress/A&M)
21	23	23	ACOUSTIC ALCHEMY - Blue Chip (MCA Master Series)
32	26	24	ERIC BIKALES - Energy (Moodtapes)
19	21	25	DAN SIEGEL - Late One Night (CBS)
33	32	26	TELL ME TELL ME - Happens On Sunday (Imagine)
43	31	27	SKIPPER WISE - The Clock And The Moon (Cypress/A&M)
27	29	28	WILLIAM GALISON - Overjoyed (Verve Forecast/PolyGram)
40	30	29	WIND MACHINE - Rain Maiden (Silver Wave)
29	33	30	NEIL LARSEN - Smooth Talk (MCA)
17	22	31	CLAIR MARLO - Let It Go (Sheffield Labs)
31	36	32	DAVID FRIESEN - Other Times, Other Places (Global Pacific)
46	39	33	LETHAL WEAPON 2 - Randy Crawford (Warner Bros.)
-	-	34	THOM ROTELLA - Home Again (DMP)
30	35	35	LOU RAWLS - At Last (Blue Note)
-	44	36	FULL SWING - The End Of The Sky (Cypress/A&M)
26	27	37	RICHARD ELLIOT - Take To The Skies (Intima)
48	40	38	HERB ALPERT - my abstract heart (A&M)
-	47	39	GREG MATHIESON - For My Friends (Headfirst/K-tel)
-	48	40	GONTITI - In The Garden (Epic)
-	-	41	PATRICK O'HEARN - Eldorado (Private Music)
24	34	42	ELIZA GILKYSON - Legends Of Rainmaker (Gold Castle)
39	38	43	NONA HENDRYX - Skindiver (Private Music)
42	41	44	HARRY CONNICK, JR. - When Harry Met Sally... (Columbia)
28	28	45	ELIANE ELIAS - So Far So Close (Blue Note)
41	45	46	HOLLIS GENTRY - Neon (Nova)
47	43	47	MIKE GARSON - Remember Love (CBS-FM)
-	-	48	CAROL NETHEN - A View From The Bridge (Narada/MCA)
37	42	49	SERGIO MENDES - Arara (A&M)
-	-	50	MARIA MCKEE - Maria McKee (Geffen)

CHARTBOUND

* STEVE KUJALA (SONIC EDGE)
* DAVID VAN TIEGHEM (PRIVATE MUSIC)
* WILLIAM ELLWOOD (NARADA/LOTUS)
* BOB THOMPSON (INTIMA)

* WENDY WALL (SBK)
* BILLY CHILDS (WINDHAM HILL JAZZ)
* DANNY O'KEEFE (BEACHWOOD/CHAMELEON)
* WOODWORKS ONE (MESA)

* YANNI (PRIVATE MUSIC)
* MARK WINKLER (CHASE MUSIC GROUP)
* WALLY BADAROU (ISLAND)
* SHILOH (HIPPODROME)

Dropped: #37 Rippingtons, #46 Elements, #49 Sojira, #50 Capercaille, Ana Caram.

*Debuts in chartbound

JAZZ

MOST ADDED

1. THE ARMS OF LOVE - STEVE KUJALA (SONIC EDGE)
2. LISTEN HERE! - GENE HARRIS QUARTET (CONCORD JAZZ)
3. RIQUE PANTOJA (SOUND WAVE/TROPICAL STORM)
4. HOME AGAIN - THOM ROTELLA (DMP)
5. IN DIXIELAND - GEORGE SHEARING (CONCORD JAZZ)

TOP TIP

STEVE KUJALA
THE ARMS OF LOVE
(SONIC EDGE)

Double Number One Most Added status for this unique talent.

RECORD TO WATCH

LISTEN HERE!
LISTEN HERE!

GENE HARRIS QUARTET
LISTEN HERE!
(CONCORD JAZZ)

Jazz programmers get hooked on pianist Harris's super technique. His version of "This Masquerade" is a knockout.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	1	1	PAT METHENY GROUP - Letter From Home (Geffen)
2	2	2	GEORGE BENSON - Tenderly (Warner Bros.)
3	3	3	YELLOWJACKETS - The Spin (MCA)
5	4	4	STANLEY TURRENTINE - La Place (Blue Note)
21	8	5	JEAN LUC PONTY - Storytelling (Columbia)
12	6	6	HARRY CONNICK, JR. - When Harry Met Sally... (Columbia)
4	5	7	LOU RAWLS - At Last (Blue Note)
19	9	8	ROB MULLINS - Jazz Jazz (Nova)
15	11	9	BILLY CHILDS - Twilight Is Upon Us (Windham Hill Jazz)
16	14	10	DAVID FRIESEN - Other Times, Other Places (Global Pacific)
6	7	11	BRANFORD MARSALIS - Trio Jeepy (Columbia)
9	10	12	WILLIAM GALISON - Overjoyed (Verve Forecast/PolyGram)
8	12	13	CHRISTOPHER HOLLYDAY - Christopher Hollyday (Novus/RCA)
13	13	14	MARVIN "SMITTY" SMITH - The Road Less Traveled (Concord Jazz)
10	15	15	PETER MOFFITT - Riverdance (Novus/RCA)
29	24	16	OCEANS - Ridin' The Tide (ProJazz)
30	26	17	LEO GANDELMAN - Western World (Verve Forecast/PolyGram)
-	47	18	RICK MARGITZA - Color (Blue Note)
14	17	19	WYNTON MARSALIS - The Majesty Of The Blues (Columbia)
7	16	20	SPYRO GYRA - Point Of View (MCA)
25	23	21	FRANK MORGAN ALL STARS - Reflections (Contemporary)
47	27	22	ANA CARAM - Rio After Dark (Chesky)
11	19	23	TUCK & PATTI - Love Warriors (Windham Hill Jazz)
17	18	24	MILTON NASCIMENTO - Miltons (Columbia)
23	25	25	SANDY OWEN - Night Rhythms (Ivory)
22	21	26	MONTREUX - Let Them Say (Windham Hill)
-	33	27	JAMES MOODY - Sweet And Lovely (Novus/RCA)
38	29	28	BOB THOMPSON - Wilderness (Intima)
18	20	29	JOE WILLIAMS - In Good Company (Verve/PolyGram)
43	28	30	JOHN SCOFIELD - Flat Out (Gramavision)
49	44	31	GREG MATHIESON - For My Friends (Headfirst/K-tel)
20	22	32	MILES DAVIS - Amandla (Warner Bros.)
-	48	33	BILLY JOE WALKER, JR. - Painting Music (MCA Master Series)
34	31	34	IMAGES - Relative Work (Universal Master Series)
-	-	35	MONTE CROFT - Higher Fire (Columbia)
-	43	36	HERB ALPERT - my abstract heart (A&M)
35	34	37	TOM COSTER - Did Jah Miss Me?!? (Headfirst/K-tel)
44	35	38	JIM CHAPPELL - Living The Northern Summer (Music West)
37	36	39	KIT WALKER - Fire In The Lake (Windham Hill Jazz)
27	32	40	JANIS SIEGEL & FRED HERSCH - Short Stories (Atlantic)
31	30	41	AZYMUTH - Tudo Bem (Intima)
40	42	42	NEIL LARSEN - Smooth Talk (MCA)
-	-	43	SAM CARDON - Impulse (Arius)
36	37	44	RALPH MOORE - Images (Landmark)
-	-	45	THOM ROTELLA - Home Again (DMP)
-	-	46	OSCAR CASTRO NEVES - Maracuja (JVC/GRP)
46	38	47	WARREN BERNHARDT - Heat Of The Moment (DMP)
-	-	48	CURRENT EVENTS - Current Events (Verve Forecast/PolyGram)
26	39	49	ELIANE ELIAS - So Far So Close (Blue Note)
48	49	50	MIKE GARSON - Remember Love (CBS-FM)

CHARTBOUND

* GENE HARRIS QUARTET (CONCORD JAZZ)	WILLIAM AURA & FRIENDS (HIGHER OCTAVE)	MARK WINKLER (CMG)
MARCOS SILVA/INTERSECTION (CROSSOVER/CONCORD)	MONGO SANTAMARIA (CONCORD JAZZ)	* JAZZMOBILE ALL STARS (TAYLORMADE)
BILL WOLFER (NOUVEAU/K-TEL)	WOODWORKS ONE (MESA)	* RIQUE PANTOJA (SOUND WAVE/TROPICAL STORM)
FULL SWING (CYPRESS/A&M)	* STEVE KUJALA (SONIC EDGE)	AMINA CLAUDINE MYERS (NOVUS/RCA)
AZYMUTH (MILESTONE)	LETHAL WEAPON 2 (WARNER BROS.)	* JIM HALL QUARTET (CONCORD JAZZ)

Dropped: #40 New York Voices, #41 Dan Siegel, #45 McCoy Tyner Big Band, #46 Joey DeFrancesco, #50 Richard Elliot.

*Debuts in chartbound

**“It’s relentless.
What I really like
to see is the
two percussionists sweat.”**

Mark O’Connor 7/20/89

ALBUM

MOST ADDED

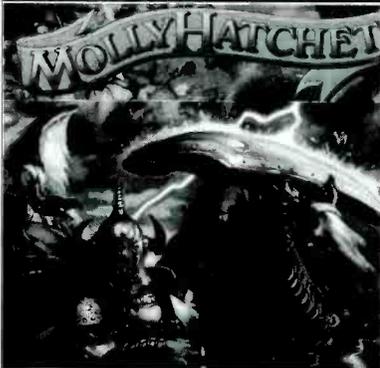
1. PUMP - AEROSMITH (Geffen)
2. WE TOO ARE ONE - EURYTHMICS (Arista)
3. "ROCKIN' IN THE FREE WORLD" - NEIL YOUNG (Reprise)
4. "IF IT'S LOVE" - SQUEEZE (A&M)
5. "SATELLITES" - RICKIE LEE JONES (Geffen)
6. "I WANT THAT MAN" - DEBORAH HARRY (Reprise)

TOP TIP

EURYTHMICS
WE TOO ARE ONE
(ARISTA)

NEIL YOUNG
"ROCKIN' IN THE FREE WORLD"
(REPRISE)

RECORD TO WATCH



MOLLY HATCHET
"There Goes The Neighborhood"
(Capitol)

The Southern boogie band that parts your hair with their axes is back and rockin'.

2W LW TW

1	1	1	ROLLING STONES - Mixed, Sad, Terrifying, Rock (Rolling Stones Records)
6	2	2	POCO - Call, Began, People (RCA)
14	6	3	TEARS FOR FEARS - Sowing (Fontana/Mercury)
9	5	4	AEROSMITH - Elevator, Lust, Gun, Other, Takes (Geffen)
8	4	5	JOE COCKER - Night (Capitol)
26	10	6	MELISSA ETHERIDGE - Souvenirs (Island)
2	3	7	DON HENLEY - Dirt, Quietly, Innocence, Worthless (Geffen)
27	9	8	ALARM - Sold (IRS)
10	8	9	TREVOR RABIN - Something, Promises (Elektra)
3	7	10	TOM PETTY - Free, Running, Back (MCA)
11	11	11	STARSHIP - Enough (RCA)
12	14	12	THE CURE - Love, Late, Fascination, Lullaby, Pictures (Elektra)
19	15	13	MICK JONES - Hold (Atlantic)
44	26	14	JEFFERSON AIRPLANE - Planes (Epic)
48	29	15	JETHRO TULL - Willie (Chrysalis)
32	30	16	TEN YEARS AFTER - Shake (Chrysalis)
25	21	17	B-52s - Channel, Shack, Cosmic, Deadbeat (Reprise)
18	17	18	STEVIE RAY VAUGHAN - Tightrope, Rockin', Crossfire (Epic)
24	22	19	STAGE DOLLS - Cries (Chrysalis)
31	20	20	BILLY SQUIER - Tied, Say (Capitol)
7	12	21	TEXAS - Want, Faith, Thrill (Mercury/PolyGram)
15	18	22	ZIGGY MARLEY - Dancing, Story, Urb-an (Virgin)
36	32	23	MOTLEY CRUE - Feelgood, Don't, Kick (Elektra)
4	13	24	JACKSON BROWNE - Light, World, Enough (Elektra)
30	19	25	ANDERSON, BRUFORD, WAKEMAN, HOWE - Order, Brother (Arista)
43	36	26	MAX Q - World (Atlantic)
50	41	27	ELTON JOHN - Healing (MCA)
41	34	28	JAMES MCMURTRY - Numbers, Wasteland (CBS)
23	23	29	HOODOO GURUS - Anytime, World, Hit, Grinder (RCA)
39	37	30	THE CULT - Edie (Sire/Reprise)
-	-	31	EURYTHMICS - Two, Why, Revival (Arista)
38	33	32	OCEAN BLUE - Between, Drifting (Reprise)
21	24	33	THE BODEANS - Get, Fire, Worlds (Slash/Reprise)
16	25	34	THE CALL - Day, Surrender, Jealous (MCA)
42	35	35	BRENDON CROKER & THE 5 O'CLOCK SHADOWS - Money (RCA)
47	39	36	ALICE COOPER - Poison (Epic)
5	16	37	LETHAL WEAPON 2 - Cheer (Warner Bros.)
-	48	38	GIANT - Believer (A&M)
20	38	39	DOOBIE BROTHERS - Taste, South, Doctor, Highway, Time, Chain (Capitol)
33	40	40	FINE YOUNG CANNIBALS - Don't (IRS/MCA)
-	45	41	PAUL KELLY & MESSENGERS - Sweet (A&M)
17	27	42	WARRANT - Heaven (Columbia)
-	-	43	NEIL YOUNG - Free (Geffen)
-	-	44	LIVING COLOUR - Glamour (Epic)
-	-	45	D.A.D - Sleeping (Warner Bros.)
-	-	46	BIG AUDIO DYNAMITE - James Brown (Columbia)
-	-	47	LOVE AND ROCKETS - Deal, Babylon (Beggars Banquet/RCA)
-	44	48	WEBB WILDER - Cold (Island)
-	-	49	BONHAM - Wait (WTG/CBS)
-	-	50	CAMPER VAN BEETHOVEN - Matchstick Men (Virgin)

CHARTBOUND

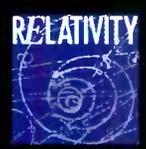
MOLLY HATCHET (CAPITOL) "NEIGHBORHOOD"	* RICKIE LEE JONES (Geffen) "SATELLITES"
WINTER HOURS (CHRYSALIS) "SMOKE"	* PRIMITIVES (RCA) "SICK"
GREAT WHITE (CAPITOL) "ANGEL"	* TINA TURNER (CAPITOL) "BEST"
BAD ENGLISH (EPIC) "SMILE"	* STEVE JONES (MCA) "FIGHTER"
* SUGARCUBES (ELEKTRA) "REGINA"	* NRBQ (VIRGIN) "WILD"
SUBDUDES (ATLANTIC) "CURE" TIMBUK 3 (IRS) "HOLIDAY" WORLD TRADE (POLYDOR/POLYGRAM) "REVOLUTION" JOHN LEE HOOKER (CHAMELEON) "HEALER"	
Dropped: #28 Indio, #31 Blue Murder, #42 Pete Townshend, #43 Richard Marx, #46 Youssou N'Dour, #47 10,000 Maniacs, #50 Skid Row.	

JUST WAIT 'TIL THE SMOKE CLEARS

SHOOTGUN WESBANK

© 1989 RELATIVITY RECORDS, INC.

A SCORCHING BRAND OF ROCK 'N' ROLL
WITH A NEW ATTITUDE



EARLY ADDS AT: KKTU, WQFM, KFMH, WQBZ, WDNS, WYBR, KJBR, Z/ROCK • EARLY PLAY ON MTV

www.americanradiohistory.com

ALBUM/ALTERNATIVE

ALBUM



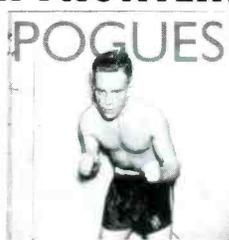
AEROSMITH



THE ALARM



MELISSA ETHERIDGE



POGUES



RED HOT CHILI PEPPERS



BIG AUDIO DYNAMITE

ALTERNATIVE



PUMP - AEROSMITH (Geffen)

Aerosmith release one of this year's best rock n roll attitude records. I think **Pump** gives **Mick** and **Keith** a run for the roses when it comes to arranging guitars, drums and bass in rock n roll order. What makes Aerosmith so extra special? Some say it's the guitars, clever songs and rockin' beat. I think it's personality coupled with those background vocals as heard on "The Other Side" and "Love In An Elevator." Great comic relief. Technical note: Four of the prime trax are "indexed." Those of you with talented CD players can choose to either include or delete some of the exotic intros found on "Love In An Elevator," "Jamie's Got A Gun," "The Other Side" or "Voodoo Medicine Man."

JEFFERSON AIRPLANE (Epic)

The **Airplane** flying in harmony? Don't believe it. We remember **Paul Kantner** once admitting his belief in the creative spark of negative energy and how, along with good positive flow, such negativity makes for good rock n roll. Thus **Jefferson Airplane** releases an eclectic blend of songs that reflect the clashing participants. Kantner is still enamored with revolutionary politics as heard on "The Wheel" and "Madeleine Street." **Grace Slick** is the band's unlikely prolific source (one third of the tunes here are hers), including "Freedom" and "Panda." **Marty Balin**, while penning his own songs, generously participates throughout everyone else's songs. **Jorma Kaukonen** contributes the **Hot Tuna**esque instrumental, "Upfront Blues," while partner **Jack Casady** holds down the foundation from start to finish. Old timers?

NEW RELEASES

Maybe so. Naive politics? Possibly. But remember that middle age has just been redefined by those of us in the age group that still carries cultural clout. Power to the people and all that! Liberal reactionary? To the grave, baby.

"REGINA" - SUGARCUBES (ELEKTRA ENTERTAINMENT)

Not only our favorite Icelandic combo, but the **'cubes** rated numero uno on our 1988 Gavin Year's End Alternative airplay chart. The same ingredients are intact; the flangey guitar chords, the dominant bass, the skip beat drumming, broken English and that hideous bellowing. Look out '89! The **Sugarcubes** could sweep another year!

ROCK ISLAND - JETHRO TULL (CHRYSALIS)

Everyone has their own "Rock Island," including **Jethro Tull**. At first listen, **Rock Island** sounded a bit dingey. The second time through, I happened onto the title track. A curious set of lyrics seem to point to a sort of rock hopelessness. I'm venturing a guess here, I know, but there seems to be a disdain of those trapped in the web music's web. As someone who has diversified into other cottage industries (which Tull has since become), perhaps Ian Anderson's ultimate theme on **Rock Island** is "branch out." "Hey boy with the personal stereo/nothing 'tween the ears but that hard rock sound" sure doesn't sound like Grammy-winning heavy metal megalomaniacs. Taken one step further, the concluding "Strange Avenues" seems to reinforce a feeling of futility in terms of music and its limits of power. Isn't it funny how some days the power seems limitless while the next day music may seem so constrained? Okay, I'll shut up.

"INTO THE HEART OF LOVE" - MIGHTY LEMON DROPS (SIRE/REPRISE)

The **Lemon Drops** have had an **Echo**-ectomy performed on them, very much cultivating their own sound now. This band of Liverpoolians don their leathers and consolidate them-

selves behind a backbeat, etching a direct hit, straight to the heart. **Mighty** stuff, here.



MEGATOP PHOENIX - BIG AUDIO DYNAMITE (COLUMBIA)

A complex piece of studio tapestry from the **BAD** boys. **Megatop Phoenix** turns more toward the art of assemblage using sampling, programming, bits and pieces of television, radio and maybe even short wave to make their political and social points. But it's the accidentally sensitive pieces like "Stalag 123," "Around The Girl In 80 Ways" and "The Green Lady" that work the best. The finest of the beatboxers include "Union Jack," "Rewind" and "James Brown."

"KINGDOM OF RAIN" - THE THE (EPIC)

Matt Johnson and **Sinead O'Connor**...the **Elton** and **Kiki** of Alternative radio. Howzabout the **Sonny and Cher** of the hostage set? This is very potent stuff from the sold-out-in-advance-first-ever-**The-The**-tour featuring ex-**Smiths** guitarist **Johnny Marr**.

"ROCKIN' IN THE FREE WORLD" - NEIL YOUNG (REPRISE)

Neil Young's voice sounds best when it's angry, frantic, maybe both. "...Free World" is a condemnation of people having to live in the street in the midst of the planet's deterioration. Though it's a rockin', schizoid tune, Neil seems to be singing from the view of a parent. The acoustic version shows the roots of this protest song.

INSIDE ALBUM by Kent Zimmerman

NEW RELEASES

THE SUBDUDES (ATLANTIC)

MARDI GRAS MAMBO - ZACHARY RICHARD (ROUNDER)

Here are two hot examples of *modern* New Orleans rock that stays fresh without abandoning the roots feel. Note the emphasis on "modern." **The Subdudes**, now residing in Colorado, have a unique approach. Like Boston's *Treat Her Right*, they toy around with the rhythmic makeup of the band, not really incorporating a proper drummer. Hence the trax have a different—shall we say sub-

dued?—approach, very hip and unique. Besides coincidentally being produced by **Don Gehman** (who was also a part of *Treat Her Right's* last album), fans include **Mark Knopfler**, **Earl King** (who wrote a liner note endorsement) and early supporters at **KBCO**. **Zachary Richard** is more entrenched in the New Orleans culture, choosing to open his new album with a fresh version of "Iko Iko." Richard (pronounced Ri-shard), in full mystical Mardi Gras regalia, is both mysterious and rootsy. Both artists fall between the cracks of strict format radio, much the way great bands like **Dire Straits**, **U2** and the **Police** have in the past. Get my drift?

FLOATING INTO THE NIGHT - JULEE CRUISE (WARNER BROS.)

Yes, it is *the* David Lynch, director of **Eraserhead**, **Elephant Man** and **Blue Velvet** (let's forget about **Dune**, okay?) who makes his debut as a lyricist and musical conceptualist. He's coupled his talents as a word-stingy poet with composer **Angelo Badalamenti** while actress **Julee Cruise** supplies the wispy atmospheric vocals. Played extremely loud, I found the music both spooky and angelic. Turn it up for the scary sax solos, the abrupt changes and the twangy guitar from Mars. One to take home and lose yourself with. **KZ**

INSIDE ALTERNATIVE RADIO By Linda Ryan

Some big guns being shot off this week as the race to the top of the charts intensifies. Will The Pogues hang onto #1? After an amazing jump this week, will The Red Hot Chili Peppers continue to gain speed? What about Winter Hours, The Ocean Blue and Pop Will Eat Itself—all maintaining their same positions on the this week? How much higher will B.A.D jump next week? For answers to these and other important questions, tune into the Gavin Report next week. Same bat-time, same bat-channel... LR



WILL AND THE BUSHMEN - Will And The Bushmen (SBK)

Will And The Bushmen play the sort of 'pub rock' that has almost vanished in the wake of modern technology. Simplistic in their nature, the songs are catchy and easy to sing along to. Harmonies are another strong point for Will And The Bushmen, and they use them liberally, much the same way **Difford And Tilbrook** did in the early days of **Squeeze**. Songs to check out include the single "Blow Me Up," "Doubts" and "Typical Word." DO NOT ignore the 12" either, because the B-sides are great! These include a cover of **The Buzzcock's** "You Say You Don't Love Me" and a great song (how come it wasn't on the record?) called "Dabble On." LR

THE JAZZ BUTCHER - Big Scarey Planet (Genius)

Just when I thought **The Jazz Butcher** was ancient history, **Genius Records** comes along and proves me wrong—but hey, I'm NOT complaining! **The Jazz Butcher's** tilted perspective on life (he's on the same plane as **Robyn Hitchcock**) makes for some interesting lyrics. Couple that with a quasi-psychedelic, semi-beat crazy sound and the combination is not only irresistible, but markedly **Jazz Butcher**. Tracks to explore include "New Invention," "The Word I Was Looking For," "Bicycle Kid," "Nightmare Being" and "Do The Bubonic Plague." **The Butcher's** back—a cut above and better than ever. **LINDA RYAN**



PRIMAL SCREAM - "Ivy Ivy Ivy" B/W "You're Just Too Dark To Care" (Creation)

This isn't what I expected from a **Primal Scream** record, and I'm pleasantly surprised. "Ivy.." is a manic pop song with a strong hook and (believe it or not) **Beach Boy** overtones. Perfect for radio—college radio or alternative commercial radio. This is one song that can transcend the limitations and boundaries we tend to wrap artists/songs up in. The B-side is 'classic' **Primal Scream**—slow, moody and slightly psychedelic. Find this record—buy it and **PLAY** it! LR

DEBORAH HARRY - Def, Dumb And Blonde (Sire/Reprise)

In the wake of **Deborah Harry's** absence from the music scene, groups fronting blonde singers (**Darling Buds**, **Transvision Vamp**, **Primitives** etc.) have been popping up left and right. Well, her royal 'blondenness' is back so **SIT DOWN** girls! The new single is a dance-oriented song (written by **Thompson Twins' Alannah Currie**) called "I Want That Man" and it's got all the makings of a hit. I'm also excited about the song "Bike Boy," as it marks the return to her **Blondie** roots (no pun intended). Other tracks include "Kiss It Better" and "Calmarie." Another artist to welcome back after a long absence. LR



BAD BRAINS - Quickness (Caroline)

Bad Brains began their career in the late 70's in Washington, DC. They later moved to New York City, where they are now based, and opened for such groups as **The Damned**, **The Stranglers**, **The Clash** and **Gang Of Four**. Originally a jazz-fusion group, they have progressed to a hardcore sound that hits at gut level. Their lyrics are intelligent and often angry, sometimes dealing with such controversial issues as gene manipulation, as in "Gene Machine/Don't Bother Me." **Bad Brains' words** are juxtaposed against a raging wall of music and they go from hardcore to pure reggae. Other tracks: "Soul Craft," "Don't Blow Bubbles," "You't Juice," "No Conditions" and "The Prophets Eye." The louder the better. **ROBERT BARONE**

ALTERNATIVE

MOST ADDED

1. "REGINA" - THE SUGARCUBES (ELEKTRA)
2. "SICK OF IT" - THE PRIMITIVES (RCA)
3. FRANK - SQUEEZE (A&M)
4. LOUDER THAN LOVE - SOUNDGARDEN (A&M)
5. ONE OF OUR GIRLS - A.C. MARIAS (MUTE/RESTLESS)
6. "BLOW ME UP" - WILL AND THE BUSHMEN (SBK)

TOP TIP

CAMPER VAN BEETHOVEN
"Pictures Of Matchstick Men"
(Virgin)

Our 'beloved revolutionary sweethearts' are back again--this time with a song Status Quo took to the charts in 1968. "Pictures Of Matchstick Men" debuts this week at #37.

RECORD TO WATCH



FUZZTONES
In Heat
(Beggars Banquet/RCA)

The Fuzztones have a bizarre sense of humor--notice how the track order runs "In Heat" and then "Nine Months Later." Shel Talmy (Kinks, Who etc.) produced this gem, so you know it rocks.

IMPORT/INDIE

- CHRIS AND COSEY** - Trust (Nettwerk)
BUFFALO TOM - Sunflower Suit (SST)
THE FLUID - Roadmouth (Sub Pop)
MEAT BEAT MANIFESTO - God O.D. (Wax Trax)
DANIEL JOHNSTON - King Kong (Homestead)
TROTSKY ICEPICK - El Kabong (SST)
HALF JAPANESE - Ride Ride Ride (50...Watts)
BEVIS FROND - Foreign Laugh (Reckless)

2W LW TW

2	1	1	POGUES - Gridlock, Lorelei, Heaven, Down (Island)
1	2	2	HOODOO GURUS - Anytime, World, Hit, Grinder (RCA)
10	7	3	RED HOT CHILI PEPPERS - Knock, Higher, Sexy (EMI)
5	4	4	WINTER HOURS - Smoke Rings, Roadside, Love (Chrysalis)
8	5	5	OCEAN BLUE - Between, Drifting (Reprise)
6	6	6	POP WILL EAT ITSELF - Dig, Sucker, Busy, Satellite (RCA)
3	3	7	B-52s - Channel, Shack, Cosmic, Deadbeat, (Reprise)
14	9	8	THE BRIDGE - Winterlong, Barstool, Kennedy, Helpless (Caroline)
11	10	9	STONE ROSES - Bangs, Elephant, Waterfall, Adored (Silvertone/RCA)
35	13	10	BIG AUDIO DYNAMITE - James Brown (Columbia)
4	8	11	ZIGGY MARLEY - Dancing, Story, Urb-an, (Virgin)
7	11	12	FETCHIN' BONES - Crushing, Word, Mr.Bad, (Capitol)
-	25	13	TEARS FOR FEARS - Sowing (Fontana/Mercury)
9	12	14	MARY'S DANISH - Crash, Bar, Smoke (Chameleon)
25	17	15	TOAD THE WET SPROCKET - Girl, Away, Wind (CBS)
18	16	16	CLOSE LOBSTERS - Lovely, Apprehension, Numbered (Enigma)
12	14	17	SYD STRAW - Future, Think, Magic (Virgin)
39	29	18	MAX Q - World (Atlantic)
13	15	19	THE BODEANS - Get, Fire, Worlds (Slash/Reprise)
31	24	20	PAUL KELLY & MESSENGERS - Sweet (A&M)
23	21	21	DIED PRETTY - Lost, Hands, Tower (Beggars Banquet/RCA)
-	31	22	ALARM - Sold (IRS)
28	23	23	MARTIN GORE - Compulsion, Gone, Manner (Sire/Warner Bros.)
15	18	24	PIXIES - Here, Monkey, Debaser, Bleed, Mantra (4 A D/Elektra)
29	28	25	BEASTIE BOYS - Hey Ladies (Capitol)
26	26	26	BAUHAUS - Telegram, Ziggy, Parties (Beggars Banquet/RCA)
27	27	27	TEXAS - Want, Faith, Thrill (Mercury/PolyGram)
42	32	28	THE FALL - Cab It Up, Hit The North (Beggars Banquet/RCA)
46	34	29	EXENE CERVENKA - She, Memory, Cocktail (Rhino)
16	20	30	THE THE - Gravitate, Generation, Rain (Epic)
30	30	31	THE CURE - Love, Late, Fascination, Lullaby, Pictures, (Elektra)
-	43	32	SHELLEYAN ORPHAN - Shatter, The Silent Day (CBS)
17	22	33	CHRIS ISAAK - Dream, Forever, Heart (Reprise)
37	37	34	SWELL MAPS - Let's Build A Car, Read About Seymour (Mute)
38	35	35	YOUSSOU N'DOUR - Shakin', Lion (Virgin)
-	36	36	JAMES MCMURTRY - Numbers, Wasteland (CBS)
-	-	37	CAMPER VAN BEETHOVEN - Matchstick Men (Virgin)
-	40	38	54-40 - Kissfolk, Miss You, Over My Head (Reprise)
40	39	39	NIRVANA - Love Buzz (Sub Pop)
19	19	40	MONKS OF DOOM - Vaporize, Trapped, Taste (Rough Trade)
-	42	41	UNDERWORLD - Stand (Sire/Warner Bros.)
33	33	42	BLUE AEROPLANES - Gunning, Veils, Warhol (Restless)
-	-	43	BOO HEWERDINE & DARDEN SMITH - All I Want Is Everything (Chrysalis)
45	44	44	BEAT FARMERS - Married, Socialite, Sleaze, (Curb)
50	49	45	MALCOLM McLAREN - Waltz Darling (Epic)
49	46	46	FIGURES ON A BEACH - Accidentally Fourth St. (Sire/Warner Bros.)
47	47	47	JULES SHEAR - Want, Freeze, Girl's (IRS/MCA)
-	-	48	FLESH FOR LULU - Decline And Fall (Capitol/Beggars Banquet)
-	-	49	SUGAR CUBES - Regina (Elektra)
-	-	50	FUGAZI - Waiting (Dischord)

CHARTBOUND

SUGARCUBES - "REGINA" (ELEKTRA)	NANCI GRIFFITH - STORM (MCA)
PRIMITIVES - "SICK OF IT" (RCA)	EURYTHMICS - WE TOO...(ARISTA)
MICHAEL PENN - "NO MYTH" (RCA)	SQUEEZE - FRANK (A&M)
SUBDUDES - SUBDUDES (ATLANTIC)	LUCINDA WILLIAMS - PASSIONATE...(ROUGH TRADE)
FUZZBOX - "SELF" (GEFFEN)	SOUNDGARDEN - LOUDER...(A&M)

Dropped: #38 Wire, #41 Boogie D.P., #45 Indio, #48 Love And Rockets, #50 PIL.

BIG AUDIO DYNAMITE MEGATOP PHOENIX

FC 45212

INCLUDES JAMES BROWN, UNION JACK and CONTACT.

SEE B.A.D. LIVE:

THUR., SEPT. 21
FRI., SEPT. 22
SAT., SEPT. 23
SUN., SEPT. 24
MON., SEPT. 25
WED., SEPT. 27
THUR., SEPT. 28
FRI., SEPT. 29

Philadelphia, PA - CHESTNUT CABARET
Trenton, NJ - CITY GARDENS
Sag Harbor, LI - BAY STREET
Montclair, NJ - MONTCLAIR STATE COLLEGE
Baltimore, MD - HAMMERJACKS
Providence, RI - LIVING ROOM
Boston, MA - CHANNEL
Boston, MA - CHANNEL

SAT., SEPT. 30
SUN., OCT. 1
TUE., OCT. 3
WED., OCT. 4
THUR., OCT. 5
FRI., OCT. 6
SAT., OCT. 7

Boston, MA - CHANNEL
New Haven, CT - TOAD'S PLACE
Washington, DC - BAYOU
New York City, NY - ROSELAND
New York City, NY - ROSELAND
Albany, NY - SARATOGA WINNERS
Poughkeepsie, NY - THE CHANCE

ON COLUMBIA CASSETTES, COMPACT DISCS AND RECORDS.



Produced by Mick Jones & Bill Price. Management: Gary Kurfirst

"Columbia,"  are trademarks of CBS Inc. © 1989 CBS Records Inc.



JAZZ NEW RELEASES

SOMETHING BEAUTIFUL - CHRISTOPHER MASON (OPTIMISM)

If you hear a revue-style blues edge to Christopher Mason's alto sax, it's because the man has gigged with notables like Otis Rush, Albert Collins, Etta James and Johnny "Guitar" Watson. On the Jazz side, he's collaborated with Chet Baker and credits Chet with helping him reach the point in his career where he could get a label deal. Something Beautiful gets going four tracks into his ten song set, all of which are Mason's own compositions. "Bless All The Children" runs the full spectrum, with slow, careful phrasing in the opening to wild, honking flurries of notes at the end. Mason lays down all his cards on this track. If that cut suits your fancy, check out the next two, "Red's Blues" and "Grace Ave."

LEGACY: A COLLECTION OF NEWFOLK MUSIC (WINDHAM HILL)

Betcha a couple of artists pictured on the fifteen black and white snapshots on the cover will end up on big time, big label album sleeves. Windham Hill's new talent sweep originates a series of responses. A track like Cliff Eberhardt's "My Father's Shoes" puts it all on the line, as if this track is the last of Cliff's career. Some artists, like Bill Morrissey (with his looooww voice) brought in famous friends like Suzanne Vega. On another track, the Blue Rubies mix formats by performing Prince ("When You Were Mine") in a folky style. A few players, like Steven Roback, are estranged rock n rollers. Veteran Ian Matthews puts in a surprise performance. Legacy is not only a great group of songs—some angry, some poignant—but it's a great service, as each artist has a contact phone number and address. My favorite? Uncle Bonsai (anyone remember their great Northwest cult hit "Penis Envy"?) pulls off an intense, sad and hilarious view of our generational cycle with "Men And Women."

HOW DID YOU FIND ME HERE - DAVID WILCOX (A&M/A&MERICANA)

David Wilcox is a personal songwriter, and he's at his best when armed only with an acoustic guitar. This is second release from A&M's new premiere Americana label, the first being Tish Hinojosa's Homeland disc. "Eye Of The Hurricane" is about the freedom of a monster Honda motorcycle. You see, David Wilcox is one of those diehard troubadours, the backwoods version of a subway busker. Wilcox says it best himself while underestimating his own talent at the same time, "So these are not big-time songs. They fit just fine in a living room." We recognize some of the sidemen, including Mike McAdam who's picked some great guitar with Steve Earle. Dave Pomeroy can be found on James McMurtry's fine debut album. Craig Krampf is a veteran drummer who helped on Melissa Etheridge's debut album. Rest

assured, the production is spare. In fact, it's almost hard to hear the aforementioned accompanists.

ELDORADO - PATRICK O'HEARN (PRIVATE MUSIC)

Can we talk? At the risk of sounding redundant, here goes. Like all of you, we're deluged with progressive Adult Alternative instrumental releases, and it's a chore separating the great from the bad. During the '70s we were influenced by German progressives like Klaus Shulze, the group Jane, Michael Rother and Tangerine Dream, and now we tend to evaluate new music with a hip mystique. Does a composition dramatically explore fresh possibilities or does it sound like canned music that should be played over baseball scores? Many times progressive AA instrumental projects attempt too much, trying to capture many exotic moods or states of mind. We think that one of the keys to great progressive adult programming is gravitating away from music that sounds unhip, unadventurous and square. Which is why you should dig into Eldorado. Having seen Patrick O'Hearn with Mark Isham and Peter Maunu when they were Group 87, we know that O'Hearn truly has hip credibility when it comes to picking tracks from his newest effort. For maximum impact proceed straight to "Chattahoochee Field Day," "The Illusionist," "There's Always Tomorrow" and "One Eyed Jacks." Definite top five material.

LISTEN HERE! - GENE HARRIS QUARTET (CONCORD JAZZ)

The last time we heard piano so crystalline and driving was when we were stuck in a jammed parking lot following a Warriors basketball game. KJAZ's Bob Parlocha was playing some smokin' Oscar Peterson so we just pulled over, turned off the headlights and listened. Gene Harris is great too. On this album he wrings every bit of emotion from every note of every standard he plays. His attack is precise and surprisingly evenhanded, considering the number of notes that explode from each track. Old cohort Ray Brown stars as the bassman, and guitarist Ron Eschete adds variety by switching between electric and acoustic. The opening rendition of Leon Russell's "Masquerade" is guaranteed to kill. One listen and it's "pass the Jim Beam." Two listens and it's time for a designated driver.

JIGSAW - MIKE STERN (ATLANTIC)

Mike Stern finally translates onto vinyl that Jazz/Rock Jekyll and Hyde persona many of us have enjoyed at his live dates. On a track like "Another Way Around" Stern will hold back early on, wrapping his sound in a blanket of effects; reverb, echo, flange, Roland Chorus—whatever—just to keep the attack of the notes layered and rounded at the corners. But eventually his rock sensibilities

prevail and he'll stamp his footswitch to open a unimpeded electronic path from his guitar pickups to the amplifier. Then off he goes with shades of Clapton, Hendrix and John McLaughlin—an instant cross-cultural communication that pleases everyone from sport coat types to metal head/monster guitar devotees. Originally one of Pat Metheny's Berklee students during the seventies, Stern's playing is now much more centered and less chaotic than, for instance, his 1981 days with Miles Davis. Via Jigsaw Stern is able to wed his two extreme musical visions into one cohesive sound experience by relying on dominant contributions from drummer Peter Erskine and saxophonist Bob Berg. Both players can deliver the technique and precision that Stern's writing demands and can shift into a rock overdrive at a measure's notice. Other notable songs include "Loose Ends," "Kwirk" and the title track.

SAIL AWAY - TOM HARRELL (CONTEMPORARY)

Even though it was vacation time on the West Coast for Tom Harrell a few weeks ago, he consented to play a few dates in the area and even popped into the studio for a quick session. Having just left Phil Woods's band, the word is out that Tom is one happening figure on his own. Finally seeing him live was one of the most memorable gigs in ages. Most of us are familiar with Harrell's mental health struggles, his heavily medicated bouts with schizophrenia and his deteriorating outward personality. Trapped in his own world, the tremendous concentration he needs in order to play creates a stunning afterglow that clings to each note. Sail Away is the breakaway album for Harrell. Now he's a solo artist with lots of stored up ideas, making this record more of a testament to his considerable composing and bandleading skills. His pieces on trumpet are less personal, more acrobatic and challenging. On flugelhorn with a ballad type melody, Harrell's emotional feel is downright devastating. The stories he tells, especially on the middle register of the instrument, are poignant and gripping. He is simply supreme when it comes to dancing the emotions of the notes around the melody. And the notes don't pin you against the wall, they smother you, like some heightened elixir. Each of the six longish pieces are excellent, but on tracks like "Eon" and "Sail Away" his soloing stirs the heart and ear of the listener.

"Satellites" - RICKIE LEE JONES (GEFFEN)

Isn't it great when an innovative mainstream artist utilizes Jazz and AA tendencies in her music? It makes our presence all the more pervasive. This song, from the upcoming Flying Cowboys, is a winner. The scattish singing and the sax work give the song a sophisticated shine that leaves ample room for the catchy, charming vocal arrangements. Can't wait for the whole release.

that obviously the initial Bible must be very different from the one we read now because it's been translated over and over, but you try your best. Sometimes there's just no way to express what you want to in another language. Sometimes I'm trying to write in English or Spanish. In Spanish you'll have five words that mean the same thing whereas in English you'll have one, so it gets frustrating at times because you don't really know how to word things to make them sound as true and as beautiful as you would like. There's nothing you can do about that.

DS: How did you come to choose "I Feel The Earth Move" from the TAPESTRY album? You were probably in diapers when that album was number one.

M: "I Feel The Earth Move" is a power dance version of Carole's original, and sounds like something someone should have already done.

DS: I agree with you—but I never thought of it that way until I heard your song. Somewhere you must have heard it and said, "Well, this would be a great song to do."

M: Actually, I have to give the credit to Michael Jay, my producer, who came up with that concept. When he told me about it, I said, "Yeah Michael, that's good!" When he started telling me about the track and we began throwing ideas back and forth. The more and more we started thinking about it, the more we realized it would be really cool, to do.

DS: Has Carole heard it?

M: Yes, and she really loves it. She's really excited that it's the new single, too. When you cover somebody's song, especially a classic like "I Feel The Earth Move," you don't want to insult them—and a lot of people are so old-fashioned about it, but Carole King really loves updated versions of her songs because a few people have done them and she likes the idea.

DS: Who would you count among your major musical influences?

M: I think, as a singer, strictly as a singer—Barbra Streisand was one of my biggest influences, I think she's one of the greatest singers of all time. She's a singer's singer. It really pushed me to get into-class and work on my technique. My introduction to pop music didn't come until I was thirteen. It was

the first year of MTV, when Culture Club, and DuranDuran and all those people started coming out—that's when I really got into pop. Culture Club was my favorite band. I just loved them—their music was just so beautiful. Their album, *KISSING TO BE CLEVER*, was the first one I ever went out and bought and, I listened to it religiously. There wasn't a day that went by for about two years that I didn't listen to and study it—the lyrics, the hooks, the arrangements, the meanings—everything. Boy George was the ultimate pop star. When he came out I said, "OK, I got to be a pop star like him because he's just got something really special."

I like soulful—that Motown influence. George Michael's got it in the way he writes and sings. And then, Prince, when I discovered Prince I went nuts—he still inspires me. Whenever I'm going through a hard time and I'm stuck or I get down on myself, I go back and listen to his early albums. He was so young and just the fact that he's willing to take as many chances as he can and try anything musically is inspiring. Also, one of the really, really brilliant artists is Cyndi Lauper, who's incredible. She's probably one of my favorite live performers—Cyndi Lauper, Prince and U2—I love Bono, he's amazing. I like really passionate artists.

DS: There aren't many ballads on this album. Was that intentional?

M: I love ballads—to me, ballads are career records. I want to get a bit more serious, more artistic in the next few albums and I figured that if I'm going to sing dance music, I better do it now while I'm young. When I was beginning to work on the project I was only eighteen. I have a background as a dancer and I love to dance, but I'm already outgrowing dance music in a way. Now, with my band I'm really getting into live bass and drums, back into just basic rock, so my music's going to evolve a lot in that direction. I want to grow. I don't want people to get burnt out on me on my first album. "Toy Soldiers" gives a taste of what else there is of me as an artist and songwriter, and on the next album you'll get more of that.

DS: So, you see yourself becoming very diverse and surprising us?

M: Sure. I'm changing all the time. For the next album, I already have four ideas for songs that are really just straight out, blunt, to-the-point, and a bit more controversial.

DS: Would you like to see your audience and career expand into Latin America?

M: Yes, absolutely. I'm just getting ready to put the album out in Latin America and it'll feature four cuts in Spanish.

DS: You've been involved in several causes—some things you feel strongly about. Is that something you thought you'd always be doing if you became a success?

M: Well, I think if it's something I believe in and I can make a difference, then of course I want to help.

If I ever have any regrets, which I never do, because I never regret anything I do—I won't have anyone to blame but myself.

I'm really careful—I get calls daily for charities and things—I'm very, very, very careful about what I get involved with. I think it should be something I believe in strongly.

DS: How has the success of the last few months and two big hit records changed Martika?

M: I'm constantly changing so, of course, this kind of change is pretty dramatic. I'm probably a different person now than I was three months ago because I'm always allowing things to affect me and it helps me grow.

DS: In what ways have you changed?

M: Well, in one way, just the fact that my time is much more limited—I don't have a lot of time for myself anymore. So, I'm very careful now about how I spend it. I value time with my friends more. I used to be able to go out to clubs with them every weekend, hang out and have a great time. When I'm there now we spend more time

talking and things like that—more quality time. Also, as you're trying get recognized, you really want the spotlight. I really wanted to be a big star and be really successful. Now, it's not as important. I used to take hours to get ready and look stunning all the time. Now, I just kind of throw on jeans and go out without makeup on because I want people to see the real me versus the image they get on the videos.

DS: I imagine you're looking forward to your first tour?

M: Yes, this is probably the most exciting thing I've ever done. I always wanted to be in a band when I was a kid and this is a real dream for me. This is probably going to be my favorite experience, getting on stage singing, dancing and rocking.

DS: You're twenty now?

M: Yes.

DS: Do you have plans for school?

M: Yes, I always liked the idea of continuing to study. I was just talking to my Dad about it, we might actually start a correspondence course at the university and study together. That could be fun. But I feel if you read a lot and really communicate with people and you're traveling—that's the best education right there—just living life.

DS: Have your folks always been supportive of your career?

M: They've always encouraged me. When family was over it was always, "Martika, sing a song," because they knew I loved it and it was fun. Now, they're really my support system because it gets tough out there. They're like my best friends and it's nice. But they never pushed me, because it's not a good idea to push your kids—they'll resent it later on if they really don't enjoy what they're doing. If I ever have any regrets, which I never do, because I never regret anything I do—I won't have anyone to blame but myself. (laughs)

DS: It must be nice to be able to have your parents' advice. They're the most trustworthy people there are.

M: Yes, because they're looking out for my best interests, and although I argue with them at times, I know their intentions are good and we talk things out. The bottom line is it's my life. I'm doing what I want, and I'll always do that.

Editorial Assistance by Annette M. Lai.

PERSONAL PICKS

SINGLES by Dave Sholin

THE ALARM - *Sold Me Down The River* (IRS)
 Certain songs help make careers and the newest effort by The Alarm falls into that category. They've built a loyal following on Alternative and Album radio where this track has been flying up the chart the past several weeks. Timing couldn't be better for what will likely turn into an anthem.

GLORIA ESTEFAN - *Get On Your Feet* (Epic)
 Gloria and husband Emilio have demonstrated perfection in the art of turning out the very best in pop/dance music infused with Latin rhythms. It's safe to assume this one's a shoo-in that'll have 'em either shakin' it on the floor or turnin' up the radio.



EURYTHMICS - *Don't Ask Me Why* (Arista)
 After hearing their very first big hit, "Sweet Dreams," it was clear that Annie Lennox and Dave Stewart were a pair of true originals. Six years later they move to a new label and issue an album which garnered rave reviews last week from Ron Fell and Kent Zimmerman. Programmers will no doubt embrace this track that has got wide-ranging appeal.

LINDA RONSTADT featuring Aaron Neville - *Don't Know Much* (Elektra)
 Written by legendary composers Barry Mann, Cynthia Weil and Tom Snow, I first heard this stunning ballad in 1981, then sung by Bill Medley. Under the guidance of producer Peter Asher, the joining of these two mag-

nificent singers scores a ten on the emotional impact meter. An exceptional, heartfelt performance.

BELINDA CARLISLE - *Leave A Light On* (MCA)

Belinda's string of hits from her last album served notice she was an artist with a very bright future. One listen to this first release from her forthcoming LP, "Runaway Horses," is all it takes to realize the belief in her talent was well-founded. George Harrison lends his talent as lead guitarist on an entry that is pop perfection—and that's putting it lightly.

NATALIE COLE - *As A Matter Of Fact* (EMI)

From the moment she exploded onto the music scene in the mid-seventies Natalie's forged a constituency among Top 40, A/C and Urban Contemporary listeners. Here's a

bouncy, upbeat production that sounds like it's gonna please 'em all.

SOUL II SOUL - *Back To Life* (Virgin)

It's really easy to get caught up in the groove of the ingenious creations of Berekford Romeo, otherwise known as Jazzie B., and the Soul II Soul contingent. It's already got 'em hooked in New York where HOT 97 jumps it 28-10 after adding it last week plus it moves 26-23 crosstown at Z100. Also charted at WIOQ #12, KMEL #16 and KSTN #27.



ALBUMS by Ron Fell

TINA TURNER - *Foreign Affair* (Capitol)

Tina took much of 1988 off to recover from the vicious cycle of recording-touring-recording. The rest is musical history. Working on this new album in a less pressure-filled environment allowed Tina and her co-producers (Dan Hartman, Rupert Hine, etc.) to create without a deadline, making it possible to go with the flow rather than swim upstream. One-to-one songs of love set to richly textured and pulsing heartbeat rhythm tracks are the rule. Tony Joe White contributes four songs to the project, including the wonderful title track, FOREIGN AFFAIR. The lead single, THE BEST, (written by Mike Chapman and Holly Knight) sets a smokin' pace which will be followed-up on the air by tracks such as UNDERCOVER AGENT FOR THE BLUES (another Tony Joe composition) and a new Albert Hammond/Graham Lyle song I DON'T WANNA LOSE YOU. Star-studded cameos from Mark Knopfler, Edgar Winter and the perennially under-rated guitarist Eddie Martinez are but frosting on the cake. Now if we can just convince Ms. Turner to take it on the road all will be right with the world.



Bill Gavin Founder	Diane Ruler Circulation Manager Adult Contemporary Associate Editor	Kent Zimmerman Album Radio Editor Jazz/Adult Alternative Editor	Natalie Cusenza Production Director Classifieds Editor	David Beran Liz Pullen Brian Samson Ian Tanamachi Trina Iwamura Editorial Assistants	Machele Fowers Noel Barnes Ben Carlson Art Department Staff	Jhan Hiber Dr. Oren Harari Moon Mullins Eric Norberg Contributing Editors
Ron Fell Publisher Adult Contemporary Editor	Keith Zimmerman Jazz/Adult Alternative Editor	Lisa Smith Country Music Editor	Cyndi Hoelzle Country Music Associate Editor	Dodie Shoemaker Art Director	Sheila Rene Receptionist	Lou Galliani 213-850-1412 Bob Galliani 415-564-8300 Marketing & Advertising
Lee Michaels General Manager	Betty Hollars Urban Contemporary Editor Office Manager	Linda Ryan Alternative Radio Editor	John Martinucci Urban Contemporary Associate Editor	Peter Grame Associate Art Director	Robert Barone Manager, Gavin Radio Services	
Dave Sholin Top 40 Editor		Beverly Mire Editorial Director	Annette M. Lai Top 40 Associate Editor		Lisa Austin 615-292-6083 Country Marketing	

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

Gavin Fax: 415-495-2580. The Gavin Report is published fifty weeks a year on the first Thursday of each week. Subscription Rates \$250 for 50 issues or \$140 for 25 issues. Subscription and Circulation inquiries: (415) 495-1990. All rights to any or all of the contents of this publication are reserved. Materials may not be reproduced in any form without the publisher's permission.

© 1989. THE GAVIN REPORT. INC. 140 Second Street, San Francisco, CA 94105. Marketing Representatives: Galliani Brothers

THESE ARE THE FACTS

MISS YOU LIKE CRAZY

#1 A/C TRACK—R&R AND BILLBOARD ◀ TOP 10 CHR—R&R ▼ TOP 10 POP—BILLBOARD ▼ #1 URBAN CONTEMPORARY TRACK—R&R
#1 BLACK SINGLES—BILLBOARD

I DO

STILL GOING STRONG

TOP 10 URBAN CONTEMPORARY—R&R ▶ TOP 10 BILLBOARD BLACK SINGLES ▶ TOP 20 A/C—R&R



FACT

N A T A L I E
Cole

SHE'S BACK
AND THE NEW SINGLE

AS A MATTER OF FACT

IS A HIT!!!

SEE HER ON HER DAZZLING SOLD TOUR



TOOKES—

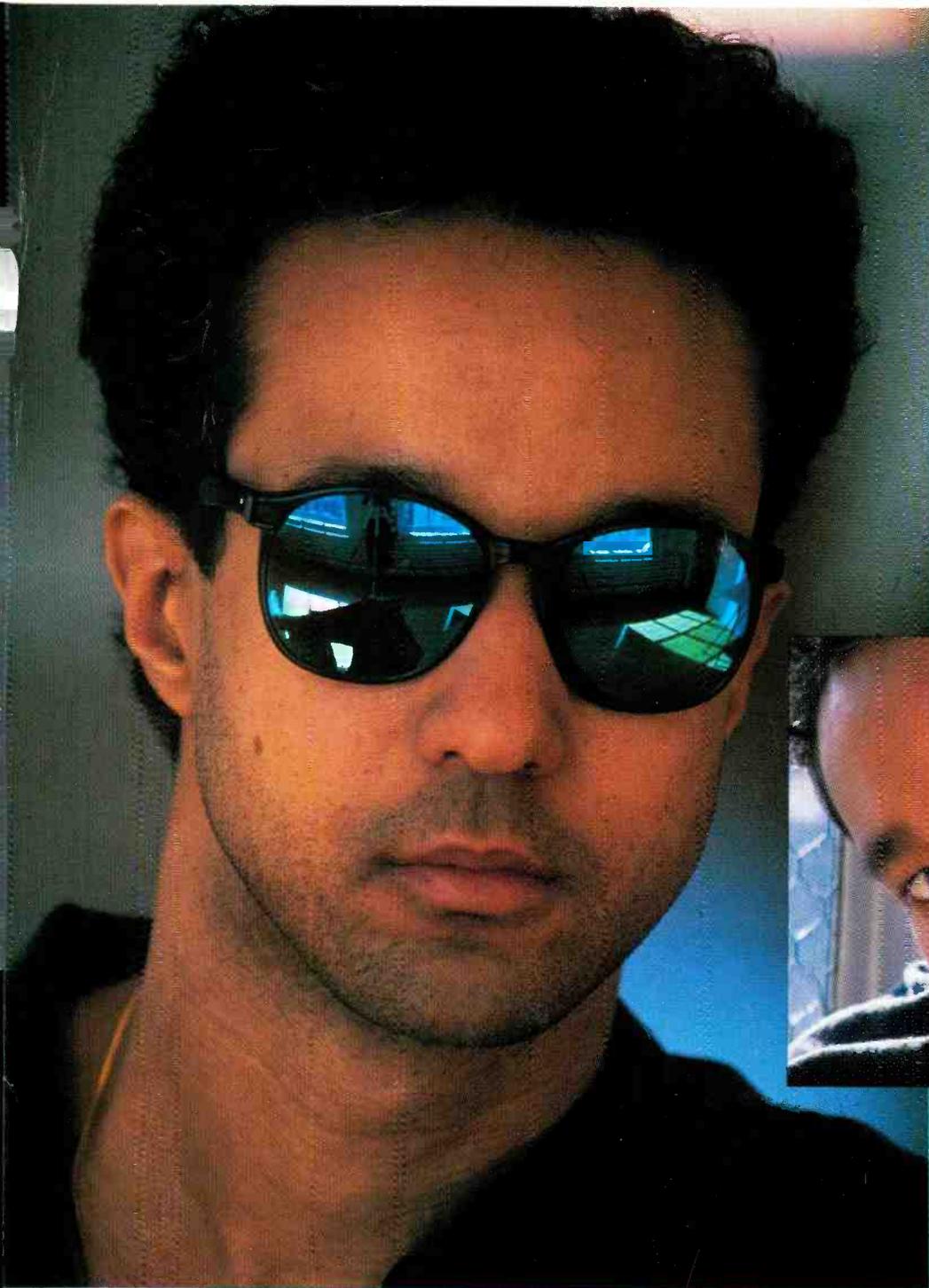
DARRYL TOOKES, "LIFEGUARD," THE DEBUT SINGLE

LOOK

"Lifeguard" video
now on BET and
soon on VH-1

AND LISTEN

Darryl Tookes now
breaking big at
A/C, NAC and R&B



*"A musician's musician. A songwriter's
songwriter. It's a pleasure to see music
with substance selling."*

—Bruce Baxall—Turtles

Darryl Tookes. An unrelenting, new romantic presence.

Produced and arranged by Darryl Tookes and Danny Leake for SBK Record Productions, Inc.
Management: Robert A. Hebert, Esq. for The Hebert-Owens Organization



www.americanradiohistory.com