

the GAVIN REPORT

ISSUE 1741 JANUARY 6, 1989

MEET AUTHOR AND MANAGEMENT THINKER TOM PETERS!

One Of The Stars Of
Next Month's Gavin Seminar

- TONY RICHLAND'S BACK!
- MOON MULLINS
ON CUSTOMER SERVICE

R.E.M.

THE NEW SINGLE

“STAND”

PRODUCED BY SCOTT LITT AND R.E.M. FROM THE ALBUM GREEN



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GAVIN AT A GLANCE

TOP 40	URBAN	A/C	COUNTRY
<p>MOST ADDED MIKE + THE MECHANICS The Living Years (Atlantic) EDDIE MONEY The Love In Your Eyes (Columbia) HUEY LEWIS Give Me The Keys (And I'll Drive You Crazy) (Chrysalis)</p>	<p>MOST ADDED SURFACE Closer Than Friends (Columbia) ANITA BAKER Just Because (Elektra) BAR-KAYS Struck By You (Mercury/PolyGram)</p>	<p>MOST ADDED NEIL DIAMOND This Time (Columbia) MIKE + THE MECHANICS The Living Years (Atlantic) BARBRA STREISAND All I Ask Of You (Columbia)</p>	<p>MOST ADDED RICKY VAN SHELTON From A Jack To A King (Columbia) REBA McENTIRE New Fool At An Old Game (MCA) GEORGE STRAIT Baby's Gotten Good At Goodbye (MCA)</p>
<p>RECORD TO WATCH BOBBY BROWN Roni (MCA)</p>	<p>RECORD TO WATCH SLICK RICK Teenage Love (Def Jam/Columbia)</p>	<p>RECORD TO WATCH EDIE BRICKELL & THE NEW BOHEMIANS What I Am (Geffen)</p>	<p>RECORD TO WATCH JOHN CONLEE Hit The Ground Runnin' (16th Ave.)</p>
<p>Hot PAULA ABDUL Straight Up (Virgin)</p> 	<p>Hot TONE LOC Wild Thing (Delicious Vinyl/Island)</p> 	<p>Hot ROD STEWART My Heart Can't Tell You No (Warner Bros.)</p> 	<p>Hot RONNIE MILSAP Don't You Ever Get Tired (Of Hurting Me) (RCA)</p> 
JAZZ	ADULT ALTERNATIVE	ALBUM	ALTERNATIVE
<p>MOST ADDED ROBIN EUBANKS Different Perspectives (JMT/PolyGram) GREG OSBY Mindgames (JMT/PolyGram) SADAO WATANABE Elis (Elektra)</p>	<p>MOST ADDED SADAO WATANABE Elis (Elektra) ENYA "Orinoco Flow" (Geffen) DO'AH World Dance (Global Pacific/CBS)</p>	<p>MOST ADDED LOU REED "Dirty Blvd." (Sire/Warner Bros.) MIDGE URE "Dear God" (Chrysalis) THE FIXX "Driven Out" (RCA)</p>	<p>MOST ADDED LOU REED "Dirty Blvd." (Sire/Warner Bros.) MIDGE URE "Dear God" (Chrysalis)</p>
<p>RECORD TO WATCH TONY DAGRADI Dreams Of Love (Rounder)</p>	<p>RECORD TO WATCH SADAO WATANABE Elis (Elektra)</p>	<p>RECORD TO WATCH CLIVE GREGSON & CHRISTINE COLLISTER Mischief (Rhino)</p>	<p>RECORD TO WATCH MIDGE URE "Dear God" (Chrysalis)</p>
<p>Hot SADAO WATANABE Elis (Elektra)</p> 	<p>Hot SADAO WATANABE Elis (Elektra)</p> 	<p>Hot JOE SATRIANI Dreaming #11 (Relativity)</p> 	<p>Hot FRONT 242 Front By Front (Wax Trax)</p> 

**GAVIN SEMINAR
COMING UP!
REGISTER NOW**

NEWS

**ERIC NORBERG'S
NEW YEAR TIPS**

see page 13

THE KID GROWS UP

KID LEO TO CBS



Rumors of Kid Leo's jump from radio to records have been circulating for the past few months. For 15 years Kid Leo entertained Cleveland rock n rollers on WMMS. After four years as an air personality he became the station's Music Director in 1977 and then was upped to Operations Manager. His excellence on the air and contributions to the music industry gave him national prominence.

In welcoming Kid Leo to CBS, Bob Sherwood said that "Leo's passion for music and the fact that he deeply cares about careers is evident to anyone in contemporary music...he will bring a new dimension to the total career evolvement of Columbia artists."

Nationally known and respected WMMS air personality Kid Leo has left his position as Operations Manager at WMMS-Cleveland to become Vice President, Artist Development at CBS Records.

ROTATIONS

HAPPY NEW YEAR!! Special congrats to friend Craig Lambert, a new Promo-Domo at Atco. I forgive you for denying the rumor when we talked a few months ago!...Charm Warren is Warner Bros. Black Music Promotion Manager for the Ohio Valley Region...The American Way in action: New West Coast A&R Rep for Virgin is Andy Factor. Andy started in Virgin's mailroom...Michael Rowley has joined Geffen Records as Northwest Promotion Representative...Former Gavin intern Alice Reiling is now West Coast Sales Rep for Rough Trade Records. Alice has been at KBVR-Corvallis, OR...The Gavin Family mourns the December passing of pop/soul/disco star Sylvester. He's one more reason we must find a cure for AIDS. Memorial donations can be made to AIDS Emergency Fund, 1550 California Street #7, San Francisco 94109 or Open Hand, 1668 Bush St., San Francisco 94109. You made us feel mighty real, Sylvester. We miss you.

STARK PURCHASES MTM

Ending weeks of speculation, former MTM Music Group President Howard Stark has confirmed that he has purchased MTM Records, Lawyer's Daughter Music, Uncle Artie Music and Blu-Pal Music. His company will be named the Stark Entertainment Group.

MTM has been operating since 1985 and has started the careers of Holly Dunn, Paul Overstreet, Becky Hobbs and others. What will be the Stark Entertainment Group also owns a catalogue of hit and classic songs.

In taking over Stark said "I feel that this is not the end of something, but rather, just the beginning of what I hope will be an immensely successful venture for all involved."

RADI-O-RAMA

CHRISTMAS IN BOSTON! It was great to eat faux-Chinese food with WBCN's Ken Shelton, WXKS' Jim "Ed McMoo" McMann and Vinnie Peruzzi, and Broadcast Consultant Clark Smidt. The gossip? Who's going to buy WHDH. We decided we couldn't afford it, even with financial aid from video wiz and walking library Jeff Janer... Did you see Power 106-LA's Jay Thomas on "Almost Grown" Monday?...As the old management departed I94-Honolulu they fired PD Jay Stone and MD Mark Stone...Keith James steps down as PD, but remains as air talent at KGKG-Brookings, SD. Brian Curtis has been promoted to the PD slot...Nice people finish first: Liane Wong is the new News Director at X-100-SF. Does this mean the re-grouping of the Liane Wong Singers?...Lew Tapia leaves KFMI- Eureka and

cont. on next page



Craig Lambert has been named Vice President of National Promotion for Atco Records, and will be based at the company's New York offices. Lambert has worked for A&M since 1986. A promo-veteran, Lambert has also worked at Arista Records and at Capitol Records where he was instrumental in introducing Bob Seger to national audiences.

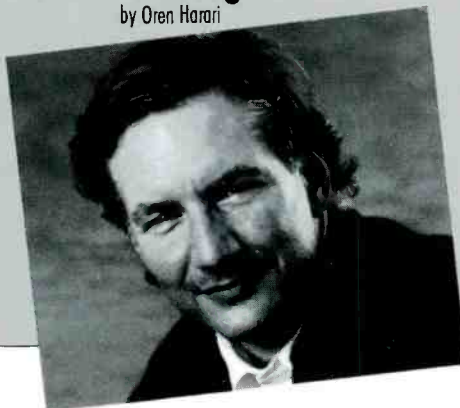
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Thriving On Chaos
by Oren Harari



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1989

PROGRAMMING CHECKLIST:

MUSTS!:

✓ **Joan Jett & the Blackhearts** *R+R: 18**
"Little Liar" *Video in heavy rotation on MTV!*

✓ **Basia** *R+R - A/C: 5**
"New Day For You" *Breaker bound / Crossover!*

✓ **Luther Vandross** *R+R Urban: 15* - 10**
"She Won't Talk To Me" *Crossing to CHR!*

✓ **'Til Tuesday** *R+R A/C: 20*!*
"(Believed You Were) Lucky" *Crossing to CHR!*
Video just added on MTV!

OUT THIS WEEK!:

✓ **Survivor**
"Across The Miles" *Great Ballad!*

✓ **Marcus Lewis** *Major action at the Clubs and Urban radio!*
"The Club"

✓ **James "J.T." Taylor and Regina Belle** *Great Duet!*
"All I Want Is Forever" *from the forthcoming TAP Soundtrack*

HANSON WMMS MUSIC DIRECTOR

Brad Hanson has been named Music Director at WMMS-Cleveland. He has been with the station since January of 1988, starting as a programming assistant, and moving up to Music Coordinator in July.

A ten-year radio veteran, Hanson has worked at WRQN and WMHE, both Toledo stations.

DO YOU KNOW THE WAY? HARLOW HAPPY TO STAY IN SAN JOSE

Bob Harlow is the new Program Director at KSJO-San Jose, replacing Ken Anthony, who exited the station a few weeks ago. Harlow has been programming stations in Northern California for the last 12 years. He was most recently at KATD in Los Altos-San Jose, and before that headed the programming department at KEZR-San Jose.

Since leaving KATD, Harlow's objective was to remain in the San Jose area. "I've always wanted to work at KSJO," he said "I've been programming against them for years, and this is where I really wanted to be. I'm especially happy to be staying in the area. I

don't have to move a stick of furniture."

KSJO is currently enjoying great Arbitron ratings. Harlow says his familiarity with the marketplace will keep KSJO riding high. He will also oversee KSJO's sister station, Gold AM KHHT.



RADI-O-RAMA CONT.

Autumn Antal has been promoted to MD/PD...MD Bill Wyllys leaves KXLE-Ellensburg, WA. Dennis Leach jumps up to PD/MD...At WRVU-Nashville, TN Marc Hill and Cinda Swanson share the MD position...In Columbia, SC Will Kahler becomes WUSC's MD...Flip-flop at KWIN-Stockton, CA. John Milford will flip to morning drive, Jack Armstrong to afternoon drive... Starting January 23 Gareth J. Nicholas will host a British Top 20 on KVVN in Napa (Wine Country, U.S.A.). Air time is Monday evenings at 6... WAPS-Akron is operating with staff shortages due to a teachers' strike against the city's public schools. It'll be hard to get them, but keep trying and be patient...Personnel changes at KKRC-Sioux Falls, SD are MD Bill Daniels and Asst. PD Deb Christie. Lester St. James is exiting and Dan Kieley remains OM...Rich Kirkland joins WJIB-Boston as News Director. He comes from Metro Traffic Control...Stu Jeffries will wake up Vancouver on 1040 KICKS... New PD at WRVR/AM&FM-Memphis is Mark Hamlin. He comes from sister station WTCB-Columbia...Changes at WANS/FM&AM-Atlanta: Ron Thompson is VP/GM and Bill McCown is OM.

BERNS LEAVES CFNY

"The basic reason for resigning is the old philosophical differences story," said Don Berns as he announced his departure from CFNY. "But, I won't be leaving CFNY altogether—I may be doing some air work."

Berns started at CFNY four years ago, and took it to the highest ratings of the station's history. He plans to pursue more seriously his voice over career, and is willing to talk with stations interested in discussing modern rock formats. Berns can be reached at 519-927-3434.

At CFNY, Operations Director Jim Fonger will handle day-to-day programming.

WPLJ TO WWPR TO WPLJ

After a year as WWPR, Power 95-New York has officially changed its call letters back to WPLJ. The station will still promote itself as Power 95.

President/General Manager Dana Horner said that the call letter change came because listeners still refer to the station as WPLJ. In his on-air announcement of the switchback, morning drive host Jim Kerr said, "The most important element for success in life is to be what you are—we are WPLJ-FM!"

HE'S NOW VP/PD

RIVERS RISES

It's definitely a happy new year for Steve Rivers. He's been promoted to Vice President/Program Director at KIIS-FM in Los Angeles.

Rivers has been Program Director at KIIS-FM since 1986. In that time his station has enjoyed a steady climb to the top of the 25-54 Arbitron heap. In addition, he recently took a chance and turned KIIS-AM into a club-mix format station, and has increased the ratings over 100%.

Before heading south to KIIS from KMEL-San Francisco, Rivers worked in programming

departments at WRBQ/FM&AM-Tampa and KOPA/FM&AM-Phoenix.



HOT ICE. Just before Christmas HOT 97-New York hosted its second annual Ice Skating Party to benefit the Children's Aid Society. Listeners donated toys and money to be distributed to Metro New York families. Shown minus skates and still standing are HOT 97 Marketing Director Sandy Weinberger, Music Director Steve Ellis and celebrity skater and HOT 97 "Artist of the Year" Debbie Gibson.

BIRTHDAYS

Compiled by Diane Ruffer

Our Best Wishes and HAPPY BIRTHDAY To:

Bill Graham, David Bowie 1/8
Jonathan Stevens, KRLT-Stateline, NV 1/9
Crystal Gayle, Joan Baez, Jimmy Page 1/9
Rod Stewart, Pat Benatar, Donald Fagen 1/10
Chuck Boyd, WMTN-Morristown, TN 1/11
Clarence Clemons 1/11
Darren Hellwege, KBIA-Columbia, MS 1/12
William Lee Golden 1/12
Bill Minckler, K103-Portland, OR 1/13
Mike Thomas, WMDK-Petersborough, NH 1/14
Dawn Atkinson, Windham Hill Records 1/14
Special Birthday Greetings To:
Ben Fong-Torres, San Francisco Chronicle

BIRTHS

Our CONGRATULATIONS to DARRELL ANDERSON, National Promotion Director for HighTone Records, and his wife, LINDA, on the birth of their daughter, LILY ELENA. Born December 15th.
...CONGRATULATIONS to STEVE WINWOOD, Virgin Recording Artist, and his wife, EUGENIA, on the birth of their daughter, ELIZABETH DAWN. Born December 1st, weighing 8 lbs, 7 ozs.

R **O** Y RBISON



‘‘YOU GOT IT’’

The first new single from Roy Orbison in ten years. From the forthcoming album MYSTERY GIRL, shipping January 23rd.

Single produced by Jeff Lynne.

Virgin

© 1988 Virgin Records America, Inc.

When You Play It, Say It.

CD SINGLE IN THIS ISSUE

www.americanradiohistory.com

TOP 40

MOST ADDED

- MIKE + THE MECHANICS** (106)
(Atlantic)
- EDDIE MONEY** (80)
(Columbia)
- HUEY LEWIS & THE NEWS** (59)
(Chrysalis)
- ANN WILSON & ROBIN ZANDER** (52)
(Capitol)
- BREATHE** (51)
(A&M)

CERTIFIED

- U2**
Angel Of Harlem
(Island)
- RICK ASTLEY**
She Wants To Dance With Me
(RCA)

TOP TIP

MARTIKA
More Than You Know
(Columbia)

Debut effort dances its way onto WLOL, KWSS, KIXY/FM, 100KHI with ten other new believers. Top Ten at HOT 97.7/San Jose.

RECORD TO WATCH



BOBBY BROWN
Roni
(MCA)

Chalk up yet another crossover for Bobby B. as this slow groove pulls in 19 adds, along with a 25% Hit Factor.

2W TW

- 2 **1 PHIL COLLINS** - Two Hearts (Atlantic)
- 1 **2 Poison** - Every Rose Has Its Thorn (Enigma/Capitol)
- 11 **3 TAYLOR DAYNE** - Don't Rush Me (Arista)
- 8 **4 DEF LEPPARD** - Armageddon It (Mercury/PolyGram)
- 4 **5 Bobby Brown** - My Prerogative (MCA)
- 12 **6 ANN LENNOX AND AL GREEN** - Put A Little Love In Your Heart (A&M)
- 9 **7 MICHAEL JACKSON** - Smooth Criminal (Epic)
- 13 **8 BOYS CLUB** - I Remember Holding You (MCA)
- 17 **9 STEVE WINWOOD** - Holding On (Virgin)
- 25 **10 SHERIFF** - When I'm With You (Capitol)
- 5 **11 BANGLES** - In Your Room (Columbia)
- 23 **12 WHITE LION** - When The Children Cry (Atlantic)
- 24 **13 BON JOVI** - Born To Be My Baby (Mercury/PolyGram)
- 15 **14 Joan Jett And The Blackhearts** - Little Liar (Blackheart/CBS)
- 27 **15 KARYN WHITE** - The Way You Love Me (Warner Bros.)
- 30 **16 INFORMATION SOCIETY** - Walking Away (Tommy Boy/Reprise)
- 34 **17 PAULA ABDUL** - Straight Up (Virgin)
- 19 **18 MAXI PRIEST** - Wild World (Virgin)
- 29 **19 TIFFANY** - All This Time (MCA)
- 3 **20 Anita Baker** - Giving You The Best That I Got (Elektra)
- 22 **21 Kenny G** - Silhouette (Arista)
- **22 U2** - Angel Of Harlem (Island)
- **23 RICK ASTLEY** - She Wants To Dance With Me (RCA)
- 18 **24 Cheap Trick** - Ghost Town (Epic)
- 35 **25 NEW KIDS ON THE BLOCK** - You Got It (The Right Stuff) (Columbia)
- **26 TONE LOC** - Wild Thing (Delicious Vinyl/Island)
- 38 **27 ESCAPE CLUB** - Shake For The Sheik (Atlantic)
- **28 ERASURE** - A Little Respect (Sire/Reprise)
- 28 **29 Robbie Nevil** - Back On Holiday (EMI)
- 33 **30 FLEETWOOD MAC** - As Long As You Follow (Warner Bros.)
- 40 **31 SAMANTHA FOX** - I Wanna Have Some Fun (Jive/RCA)
- 7 **32 Chicago** - Look Away (Full Moon/Reprise)
- **33 EDIE BRICKELL & THE NEW BOHEMIANS** - What I Am (Geffen)
- **34 SHEENA EASTON** - The Lover In Me (MCA)
- **35 ART OF NOISE featuring TOM JONES** - Kiss (China/Polydor)
- 10 **36 Boy Meets Girl** - Waiting For A Star To Fall (RCA)
- **37 ROD STEWART** - My Heart Can't Tell You No (Warner Bros.)
- **38 ANN WILSON & ROBIN ZANDER** - Surrender To Me (Capitol)
- **39 THE BOYS** - Dial My Heart (Motown)
- **40 KYLIE MINOGUE** - It's No Secret (Geffen)

Editor: Dave Sholin

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
DURANDURAN - All She Wants Is (Capitol)	156	38	98	20	
MIKE + THE MECHANICS - The Living Years (Atlantic)	154	106	36	12	
EDDIE MONEY - The Love In Your Eyes (Columbia)	80	80	--	--	

KEEP
SOME
GREAT
COMPANY!

"YOU'RE NOT ALONE"

The New Single

Produced by Ron Nevison

Joining The Hot #1 Smash "Look Away"

And The Top Three Hit "I Don't


Wanna Live Without Your Love"

All Three From The Platinum Album

Chicago 19.



Direction: Howard Kaufman

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UP & COMING

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

Reports Adds On Chart

* Debuts in Up & Coming

93	9	58	26	BASIA - New Day For You (Epic)
92	14	55	23	TOMMY CONWELL & THE YOUNG RUMBLERS - If We Never Meet Again (Columbia)
84	14	60	10	HOUSE OF LORDS - I Wanna Be Loved (Simmons/RCA)
72	8	46	18	STARSHIP - Wild Again (Elektra)
70	59	10	1	* HUEY LEWIS & THE NEWS - Give Me The Keys (And I'll Drive You Crazy) (Chrysalis)
64	30	18	16	KON KAN - I Beg Your Pardon (Atlantic)
64	4	37	23	TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)
61	14	39	8	MARTIKA - More Than You Know (Columbia)
58	15	34	9	RATT - Way Cool Junior (Atlantic)
54	29	21	4	MILLI VANILLI - Girl You Know It's True (Arista)
54	51	2	1	* BREATHE - Don't Tell Me Lies (A&M)
51	7	31	13	ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)
47	8	12	27	EIGHTH WONDER - Cross My Heart (WTG/CBS)
46	3	25	18	TRACY CHAPMAN - Baby Can I Hold You (Elektra)
46	5	27	14	TIMELORDS - Doctorin' The Tardis (TVT)
40	3	32	5	MICHELLE SHOCKED - Anchorage (Mercury/PolyGram)
40	19	4	17	* BOBBY BROWN - Roni (MCA)
36	2	23	11	FAIRGROUND ATTRACTION - Perfect (RCA)
36	4	22	10	'TIL TUESDAY - (Believed You Were) Lucky (Epic)
36	36	--	--	* BOY MEETS GIRL - Bring Down The Moon (RCA)
35	16	12	7	* VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
35	23	7	5	* GUNS N' ROSES - Paradise City (Geffen)
30	12	18	--	* BRIAN SPENCE - Come Back Home (Polydor/PolyGram)
29	4	16	9	KISS - Let's Put The X In Sex (Mercury/PolyGram)
28	19	9	--	* AEROSMITH - Chip Away The Stone (Columbia)
28	28	--	--	* R.E.M. - Stand (Warner Bros.)
27	2	18	7	SAM KINISON - Wild Thing (Warner Bros.)
25	25	--	--	* KENNY LOGGINS - Tell Her (Columbia)
24	3	12	9	CAMOUFLAGE - The Great Commandment (Atlantic)
22	--	20	2	IN TUA NUA - All I Wanted (Virgin)
22	2	18	2	TONI CHILDS - Walk And Talk Like Angels (A&M)
21	9	9	3	* SQUEEZE - Tempted (A&M)
20	20	--	--	* SURVIVOR - Across The Miles (Scotti Bros./CBS)

DROPPED: #11-Duranduran (I Don't), #14-Eddie Money (Walk), #16-Guns N' Roses (Welcome), #20-Will To Power, #21-R. Palmer, #26-Van Halen, #31-When In Rome, #32-Cheryl "Pepsi" Riley, #36-Breathe (Fall), #37-Was (Not Was), #39-J. Spence, Winger, The Traveling Wilburys, J. Capaldi, P. Day, J.J. Fad, Alphaville, Four Tops with Aretha, The Pursuit Of Happiness, Crosby, Stills, Nash & Young.

WHEN YOU PLAY IT, SAY IT

LEFT TO MY OWN DEVICES

THE RIGHT PET SHOP BOYS SINGLE.

FROM THE GOLD ALBUM,

INTROSPECTIVE

Produced by Trevor Horn and Stephen Lipson
Management: Massive Management—Tom Watkins / Rob Holden

THE EMI COMMITMENT



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*You know that sometimes life can
turn into all work and no play
so if you feel like you need it
just go back on holiday!!!!*

Robbie Nevil

GAVIN TOP 40: #29 • 43% HIT FACTOR

TOP 20 AT:

100KHI	K104	WPST	WIQQ
KDWZ	KRNQ	KBQ	KKRZ
KMGX	KKXX	KATD	KZFN
KISN	99KG	Y94	WDBR
WBNQ	KYYY	KPAT	WDJX
WPFM	95XXX	HOT 97	

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The EMI Commitment

BACK ON HOLIDAY

produced by Robbie Nevil

TOP 40 HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week 251

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
PHIL COLLINS - Two Hearts (Atlantic)	235	--	154	53	23	3	2	97%	9
POISON - Every Rose Has Its Thorn (Enigma/Capitol)	191	1	147	40	2	--	1	98%	12
TAYLOR DAYNE - Don't Rush Me (Arista)	213	1	99	56	46	10	1	94%	11
DEF LEPPARD - Armageddon It (Mercury/PolyGram)	206	2	78	73	37	13	3	91%	9
BOBBY BROWN - My Prerogative (MCA)	178	2	126	33	13	2	2	96%	12
ANNIE LENNOX AND AL GREEN - Put A Little Love In Your Heart (A&M)	205	--	27	77	69	21	11	84%	11
MICHAEL JACKSON - Smooth Criminal (Epic)	182	7	51	72	39	9	4	89%	10
BOYS CLUB - I Remember Holding You (MCA)	190	2	33	70	62	14	9	86%	13
STEVE WINWOOD - Holding On (Virgin)	218	3	16	51	99	42	7	76%	8
SHERIFF - When I'm With You (Capitol)	218	8	33	44	80	36	17	72%	8
BANGLES - In Your Room (Columbia)	146	--	83	45	15	1	2	97%	14
WHITE LION - When The Children Cry (Atlantic)	206	9	28	38	78	42	11	69%	13
BON JOVI - Born To Be My Baby (Mercury/PolyGram)	203	4	8	36	105	35	15	73%	8
JOAN JETT AND THE BLACKHEARTS - Little Liar (Blackheart/CBS)	155	1	24	37	73	15	5	86%	13
KARYN WHITE - The Way You Love Me (Warner Bros.)	185	10	12	31	65	42	25	58%	15
INFORMATION SOCIETY - Walking Away (Tommy Boy/Reprise)	206	8	4	10	63	94	27	37%	8
PAULA ABDUL - Straight Up (Virgin)	197	19	13	16	49	61	39	39%	7
MAXI PRIEST - Wild World (Virgin)	162	3	7	25	80	42	5	69%	12
TIFFANY - All This Time (MCA)	189	12	2	14	77	68	16	49%	11
KENNY G - Silhouette (Arista)	128	--	13	26	56	27	6	74%	13
U2 - Angel Of Harlem (Island)	202	15	--	4	37	87	59	20%	5
RICK ASTLEY - She Wants To Dance With Me (RCA)	214	14	1	--	41	82	76	19%	5
NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)	172	23	5	10	24	67	43	22%	10
tone loc - Wild Thing (Delicious Vinyl/Island)	158	37	13	15	23	37	33	32%	7
ESCAPE CLUB - Shake For The Sheik (Atlantic)	173	13	--	7	27	60	66	19%	7
ERASURE - A Little Respect (Sire/Reprise)	185	12	1	2	19	74	77	11%	7
ROBBIE NEVIL - Back On Holiday (EMI)	159	3	4	13	52	68	19	43%	10
FLEETWOOD MAC - As Long As You Follow (Warner Bros.)	134	3	2	9	32	49	39	32%	8
SAMANTHA FOX - I Wanna Have Some Fun (Jive/RCA)	144	25	7	10	19	41	42	25%	11
EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)	152	27	5	7	19	34	60	20%	11
SHEENA EASTON - The Lover In Me (MCA)	141	44	7	7	16	30	37	21%	11
ART OF NOISE featuring TOM JONES - Kiss (China/Polydor)	134	11	1	1	23	39	59	18%	8
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	144	19	--	1	13	44	67	9%	7
ANN WILSON AND ROBIN ZANDER - Surrender To Me (Capitol)	161	52	--	--	9	25	75	5%	4
THE BOYS - Dial My Heart (Motown)	82	11	10	6	13	11	31	35%	6
KYLIE MINOGUE - It's No Secret (Geffen)	144	15	--	--	14	39	76	9%	7
DURANDURAN - All She Wants Is (Capitol)	156	38	--	--	2	18	98	1%	4
MIKE + THE MECHANICS - The Living Years (Atlantic)	154	106	--	--	4	8	36	2%	4
BASIA - New Day For You (Epic)	93	9	--	3	7	16	58	10%	10
TOMMY CONWELL & YOUNG RUMBLERS - If We Never...(Columbia)	92	14	--	--	4	19	55	4%	6

INSIDE TOP 40 by Dave Sholin

Welcome to 1989! Is it really possible we've come to the final twelve months of a decade that seems like it just began a few short years ago? As is usually the case, most everyone is in that transitional stage, shifting from holiday mode to getting back to biz. Here's hoping you accomplish all you set out to in the new year and have fun in the process.

Music intensive programmers do anything but sit back and wait for hot releases to be delivered on their doorstep. Searching out those "buzz/secret weapon" tunes prove successful when chosen with care by those who understand their market. In speaking with Brian Phillips at KDWB Minneapolis about a new track he discovered, I was reminded of a true story about the 1979 hit "Pop Muzik" by M. I heard the record in London while interviewing Paul McCartney and immediately went out and bought it. A few days later I was back in the States and I got a call from then KFRC PD Les Garland who was vacationing in Australia. Les couldn't wait to tell me about the new song he found, but before he had a chance, I ruined his day by blurting out.. "I bet it's M and 'Pop Muzik.'" In those days few imports made their way onto top forty playlists, but "Pop Muzik" went on the air right after our conversation and pulled the incredible response we expected. Well, Brian didn't need to travel overseas because a loyal listener saved him the trouble. The student had just returned from Sweden and came by the station with a CD that Brian just HAD to hear—right away. After being convinced that was impossible, the listener agreed to leave the CD at the station. Brian eventually listened to it, and liked the song enough to give it a shot. Based on audience response, he added it this week. Todd Fisher at WTKI Milwaukee also confirms audience reaction. Since putting it up against strong competition in his nightly battles, he reports that it wins by a margin of 9-1. Based on this show of strength, Todd also added the record. The song is called "The Look" and it's by ROXETTE on the Parlophone label. More proof that you never know where the next hit will be found.

Among those unusual gems currently on the move, SHERIFF easily tops the list. During the holiday break this six year old release and former RECORD TO WATCH has exploded from a HIT FACTOR of 29% to 72%. Strong moves at KIIS 10-5, KWSS 22-14, FM102 25-16, KUBE 8-4, KPLZ 20-10, KTRS 18-8, KISN 26-4, 93Q 6-1, KEGL 5-2, KCPW 20-3, WDBR 19-9, Q102 19-7, B97 15-4, G105 29-15, WJET 32-17, etc.

Y108 Denver takes PAULA ABDUL to number one joined by KKFR Phoenix 6-1, B95 Fresno 30-1 and KWSS San Jose 4-1.

Taking off quickly at WIZM La Crosse, WI where Carl Cross debuts it at #25 and says it's his "hottest track without a doubt." Also debuts in the top thirty at KMGZ #23, Y94 #17, WDEK #27, KGRS #25, WWKF #16, WYKS #28, YES97 #13, HOT94 #16, WQGN #21, Q105 #16, KUBE #15, KREO #29 and KXPW #23.

INFORMATION SOCIETY

Looks like two in a row for the computer wizardry of INFORMATION SOCIETY. HIT FACTOR increases from 9% to 37% with big gains reported at KZZU Spokane 25-16, HOT 97.7 San Jose 12-5, KMON Great Falls 29-10, KWES Odessa/Midland 30-16, KKYK Little Rock 20-11, KYYY Bismarck 28-15 and WDJX Louisville 29-19.

ANGEL OF HAVEN



Wide demographic appeal reported on U2 by correspondents in every region of the country. Enters the top twenty at KHSN, KIQY, KPSI, POWER 105, KEGL, 102QQ, WWHB, WPST, WUVA, K104, KBAU, WHHY, KCPI, KQAA, WDBR, WSPT, WTBX, KJEZ, KZMC, KNEN, KPXI, KOWL, KJLS, etc.

1989 finds RICK ASTLEY once again heading straight toward the top ten. Dene Hallam and Dena Yasner chart it #22 at KCPW Kansas City. Also in the top twenty five at WLNZ #18, KQLA #21, WHYT #16, WDJX #15, WSPK #23, KEWB #14, K100 #19, KAKS #19 along with a hot 24-17 move at Q105 Tampa.

EDIE BRICKELL & THE NEW BOHEMIANS was the final TOP TIP of 1988 and starts off the new year with 27 adds including KEZY Anaheim, WLRW Champaign, KDWZ Des Moines, Q102 Cincinnati, WQID Biloxi, B97 New Orleans, WPRH and YES97 Columbia, 100KHI Ocean City and KWIN Stockton. Neil Harrison and Pam Pace take it 8-1 at K106 Beaumont, TX. Pat Ryan at WBEC Pittsfield, MA charts it top twenty and reports top ten requests and album sales.

THE BOYS

Super moves over the holidays give THE BOYS their best Christmas present...a monster hit. HIT FACTOR is already up to 35% with gains at Z100 Portland 23-17, Q106 San Diego 26-14, FM102 Sacramento 10-1, KMGX Fresno 7-2, X100 San Francisco 16-4, KS104 23-14 and Y108 Denver 13-7 and Z100 New York 24-17.



Steve Smith and Michael Newman at Hot 97.7 San Jose were early believers on MARTIKA and this week they chart her 17-7. Also gaining at HOT 97 New York 25-19, K100 Chico 33-15, KSJQ97 Modesto 38-21 and KKXX Bakersfield 37-30. New on KIXY, KKFR, WLOL, KWSS, KPSI, KZOR, KJCK, K106, KKSS, 100KHI, WZIX, WZWZ, 102QQ and WQGN.

30 adds for KON KAN, which is coming on strong. Terry Havel at WJZQ Kenosha, WI reports excellent teen response and that it's also taking off with 18-24 females. Added at WQJO, WLHQ, WRCK, WILI, HOT94, YES97, KHSS, KZFN, KFTZ, KLAZ, WTBX, etc. Takes a healthy 36-25 jump at WLOL Minneapolis.

Expect BOBBY BROWN'S track record to continue unblemished with requests and sales rolling in on "Roni," his newest release and this week's Record To Watch. New on KIIS Los Angeles, KS104 Denver, KREO Santa Rosa, WTIC Hartford, KCPW Kansas City, B93/FM Austin, WPST Trenton, HOT97 New York, KKXX Bakersfield, WLOL Minneapolis and KUBE Seattle.

Z104 Madison reported tremendous response to THE NYLON's "Poison Ivy" at the tail end of last year. It continues to do extremely well there, holding down top three requests status and a 9-2 chart move. Look for a single in a couple of weeks from their soon to be released LP.

MOONLIGHTING

by Moon Mullins

Who's Minding The Store?

More and more businesses are learning an important lesson: exceptional service brings customers back to the store. It's time we in radio apply that lesson.

As a radio consultant, I often visit with decision makers at radio stations. We converse for hours, brainstorming and coming up with winning strategies, well-designed marketing programs, and streamlined budgets.

We spend thousands and thousands of dollars to gain additional listeners, and yet often we allow a minimally paid receptionist to treat one of these expensively gained fans rudely. He or she may fail to answer a legitimate question or be of little help when handling an inquiry about a station promotion or event, thereby leaving the caller frustrated at best, or losing them to a competitor at worst.

Now I'm not just picking on receptionists, but we all know that they're the first person our customers/listeners/advertisers come in contact with when they call. So it seems right that your receptionist needs to be given proper training in telephone manner, consideration and service. They must also constantly be updated on all station activities so they can answer questions with authority.

Around the U.S.A. companies are realizing the value of super-serving their clientele. An instance is the west-coast Nordstrom chain, one of the most successful department stores in the country.

Nordstrom has over 40 stores, and opened an Eastern outlet in Virginia last year. Their growth has slowed in the past year, but even so as Nordstrom's opens more stores in the East, they'll bring with them their often hard to believe tales of great service.

For example: one story making the rounds is the one about an unhappy Nordstrom

patron being cheerfully refunded money for tires that he returned. What's so unusual about that??

NORDSTROM DOESN'T SELL TIRES!

Even if that tall tale isn't true, there are many testimonies to Nordstrom's famous service. Their management believes that their on-the-floor sales reps are the very best source for converting occasional shoppers into regular customers (cume converting to quarter hour). Because of this they start their sales people in the \$20,000 per year level with good opportunities to move into management where salaries can range in the \$100,000 per year area. And because of their growth it's easier for Nordstrom to promote good sales clerks into the higher paying positions.

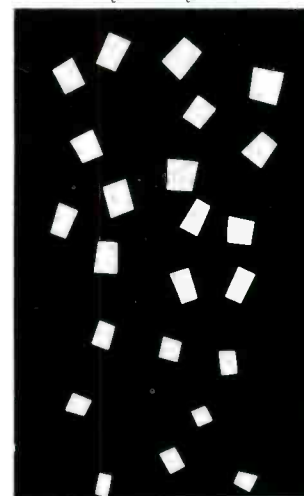
It seems that the Nordstrom strategy of placing over-qualified people in what are traditionally less demanding jobs would work successfully in many fields of endeavor if the growth potential allows it. The results: better productivity in the lesser demanding positions and management timber ready to go. But remember, that quick growth must occur or boredom will quickly set in and defeat the plan.

Examples of this strategy paying off are ASCAP Chief and "the most powerful person in country music" Francis Preston, who started her career as the receptionist at WSM radio and Jacor VP Randy Michaels, who started a few short years ago running religious tapes at Taft's Buffalo station.

If we would hire our receptionists, traffic clerks, promotion assistants, salespersons and others with the thought that they could be be our eventual managers, and then train and pay them accordingly, the service to our customers and clients would rise tremendously. ●

HOLLYWOOD

by Tony Richland



HERE WE GO AGAIN!

Welcome Back!

Now that the feeling of spirit and good cheer and fellowship toward our fellow person, warmth and all the rest is over we can all get back to our usual sleazy ways of doing business. JUST KIDDING!

Gavin Hollywood Division hopes you had a happy and loving holiday season. We know you'll approach the New year (we firmly believe this) with a renewed vow to be a better person and to conduct your life with a clearly defined spirit of niceness. And if you believe I believe one word of what we just said, we have some swampland just outside of Yankton you'd be interested in.

Around here it was the usual warm and cozy holiday. Mrs. Hollywood baked her annual fruitcake, and it's serving its usual post-Christmas chore as a doorstep for our office. Hey! It's just a Canadian tradition—she hates fruitcakes as much as we do, with its bits of icky shiny stuff inside. It's just something they do up there, and she'd miss it if she didn't make it.

We had a great time opening all of our gift, a hardcover volume called "The Magic Johnson Story" written in the first person with a guy named Mort Greenberg. The annual crosses were burned on our lawn by those regulars who somehow found out our real name, and the cat ate six Christmas tree balls and was taken to the emergency cat place at 3AM.

the GAVIN REPORT/January 6, 1989

P.D. NOTEBOOK

by Eric Norberg

GETTING OFF ON THE RIGHT FOOT



Some of this years' cards were a hoot. Tim Brough's had a picture of a short bald guy on the front—Tim was always tight with elves (which concerns us). Kevin McDonald's card accompanied his gift—an audio tape of Larry Bird saying things like "I ain't worried no more about my injury" and "We wuz not ourselves in them playoffs last year." Lou Galliani send his usual gift of 68 8 x 10 glossies of the child he insists on calling Baby Carrie even though she's now 24.

Our mother dropped over with her usual comment—the one that goes, "How come all the fuss about Christmas, VOT ABOUT HANUKKAH??" Once again we had to remind her that she's Italian.

Virgin's Phil Quartararo—one of our idols—kept up his 10 year record of sending us nothing, and we kept up OUR record by sending him a thank you note. Steve Resnik sent us 1,000 copies of the article about his comprehensive record collection which appeared in Los Angeles Magazine, along with a hundred of his wife Mary's Independent Studio Makeup rate cards.

New Year's Eve was fabulous, as always. Mrs. Hollywood insisted that we take a cab to our usual December 31 restaurant, explaining that it would be safer for a cabbie to drag us around than US driving after a couple of scotches. We've tried for years to tell her that we don't feel too great about a driver who talks to himself, but we gave in and this year's driver mumbled a lot! We made it home alive.

As a promotion person, we did our usual holiday grumbling about stations freezing their playlists and putting us out of business for a period of weeks—a nice touch which really comes in handy this time of year. Thanks, guys and gals.

We always get a little nostalgic and maudlin during the season so we did our usual pulling-out-of-all-the Beatles-Everly Brothers-and-Stones lps. The neighbors didn't mind, but they drew the line when we put "Feelings" on the turntable. The police were called.

Our best gift was a brand new typewriter from the family. Now, those of you who've read this stuff with some regularity know that we have a lot of trouble changing a light bulb—let alone trying to work a 1989 typewriter that doesn't even LOOK like a typewriter. Bottom line is that this particular gift is going to make life hell for Beverly Mire at Gavin Central, because from now on we're going to be calling her to DICTATE this stuff! Beverly will need a secretary immediately!

Hope you had a good one and now listen up—it's a new year, the earthquake's coming and we want you to be good to each other this year. And one final thought: Have we mentioned Don Anti lately—and if not WHY NOT? ●

It's the beginning of a new year and time to think about making a good start. One way is to find out, if you don't already know, what your programming budget is like for 1989. Hopefully you had the chance last Fall to give some input to your General Manager during the budgeting process, which means that in addition to pinning down your fixed costs (air staff salaries, music licensing fees, etc), you asked for budgeted amounts for such things as travel (so you can attend the Gavin Seminar for Media Professionals in San Francisco next month!), contests, dues and subscriptions, music research and so on.

This is also a good time to sit down with your GM and sketch out the station's promotional plans for this year. Which civic events will the station tie in to? Will there be remotes from the Fair? If so, what extra personnel requirements will there be? What contests will run? When and for how much?

You should go through your files, particularly air staff applicant files. Some stations keep applications on file for no more than a few months, based on the general rule that by then the majority of job seekers have moved from the submitted addresses. But for EEO purposes, it's a good idea to store discarded applications in a cardboard box and keep them for several years in case a question arises about the station's hiring practices.

Evaluate your goals and plans. Is there something you should be doing that you haven't been? The start of a new year is a great time to establish a habit, or new procedure. For many Program Directors that might mean making a practice of attending the sales meetings. It can only be helpful for you to know the problems and the triumphs that are taking place in the part of the station that pays your salary. It can change some sales attitudes when your presence makes it clear that "programming" is interested in "sales." You'll hear about the problems that might be solved by a programming solution—a solution that might meet your goals as well (a contest, etc.). You'll also hear suggestions for promotions that will not fit your station's

approach, and it's far better to address these problems before they have been presented to a client. It will give you time to find a mutually acceptable alternative! Your feel for developing a contest or promotion which meets the needs of both the advertisers and the station's format may bring new harmony to the overall station operation.

This is just a suggestion, but if nobody in sales has an objection to your attending the sales meetings, that would be an excellent New Year's Resolution for you.

Getting back to the Gavin Seminar. If you get resistance from your manager, be sure to mention that Tom Peters is the keynote event. Managers sometimes think of radio meetings as "parties for PD's," though Gavin meetings have never been such. Peters' presence may change that attitude. He is a famous motivational speaker who has addressed sales and management groups for years. In fact, your Manager may want to come too!

In any event, get your registration in early. This year there will be more demand than there will be room at the Gavin Seminar, since the St. Francis Hotel has a firm limit on how many people can be accommodated at the Awards Banquet, and that becomes the registration limit at the Seminar. Since we were right at the limit last year, and the audience has grown each year, it's likely that those attempting to register late, or at the desk in San Francisco as the Seminar starts, will be disappointed.

Finally, I hope that you'll resolve to share your thoughts, problems and solutions with us in 1989. This is your column! We welcome the contribution! We'll share some of the recent mail next week. ●

HEAR & THERE

by Sheila Rene

The holiday were fabulous. I got less done than during my 1987 vacation, and it was worth it! Thanks for all the newsy Christmas cards. **Ted Nugent** writes that he'll be getting married soon...**Kingdom Come** are just about finished recording their second PolyGram LP with **Lenny Wolf** and **Keith Olsen** co-producing at Keith's studio, Good-night, in Los Angeles. **Johnny B.**, **Danny**, **James** and **Rick** all contributed lyrics. Expect an early spring release. The band is headlining their first tour of Japan for two weeks before going back into the studio...Bay Area beauties, **Exodus**, have finished their new **Combat Records LP, *Fabulous Disaster***. The first video will be filmed at the Fillmore next week. **Exodus** has come up with their most song-oriented LP to date, and on the CD and cassette have thrown in a cover of **AC/DC's "Overdose."**

Ann and **Nancy Wilson** have finished writing songs for the new **Heart LP**, and have been busy on other projects. Look for **Capitol Records** to release their album in late spring...Look for **The Nasty Bucks** (**Dan Baird** of **Georgia Satellites** and **R.E.M.'s Peter Buck**) to put out some new vinyl around March. This could well be a sin-sational collaboration. **Atlantic's Beatnik Beatch** played a New Year's Eve gig at the **DNA Lounge** in SF. They

introduced new guitarist **Gary King** who replaces **George Cole** who is departing for "personal reasons." The **Beatnik Beatch** record has been nominated for best debut album in the 12th Annual Bay Area Music Awards, and **Chris Kettner** won a nomination for Outstanding Bassist. The awards are scheduled for February of this year, with most of the proceeds going to **Project Open Hand**, an organization that delivers over 1,000 meals twice a day to AIDS victims. Kudos abound.

Bits & Pieces: Now that the **Keith Richards** tour is over, **Ivan Neville** will open shows for **Robert Cray**...**The Stray Cats** are heading this way to perform their new LP, **"Blast Off"**...**Jody Watley** will release a new single this month, and is planning an April tour of the Northwest...**Anita Baker** found time to get married over the holidays, and will participate as a presenter at the **Rock And Roll Hall Of Fame Awards** at the **Waldorf Astoria** in New York on January 18...**Eric Clapton** is featured on the soundtrack to the new **Mickey Rourke** film "Homeboy." **Willy DeVille** has a minor role in the movie...**The Fixx** have left **MCA**, and will have an album out early this year on their new label, **RCA**...**Whitesnake** goes into the studio this month to work on a new LP. Guitarist **Vivian Campbell** will not be

back, and there's no talk of replacing him...Regardless of what you've read, **Ronnie James Dio** has not chosen a new guitarist—but he is auditioning.



For four decades **B.B. King** and his trusted sidekick **Lucille** have thrilled us with his exciting music. The new **MCA** release **"B.B. King: King Of The Blues: 1989"** is as modern as its title. King enlisted the studio support of four outstanding producers: **Jerry Williams**, **Al Kooper**, **Trade Martin** and **Frederick Knight**. Artists contributing include **Stevie Nicks**, **Bonnie Raitt**, **Mick Fleetwood**, **Steve Cropper** and **Tom Scott**. "This is the best album I've ever made," says King matter-of-factly. ●

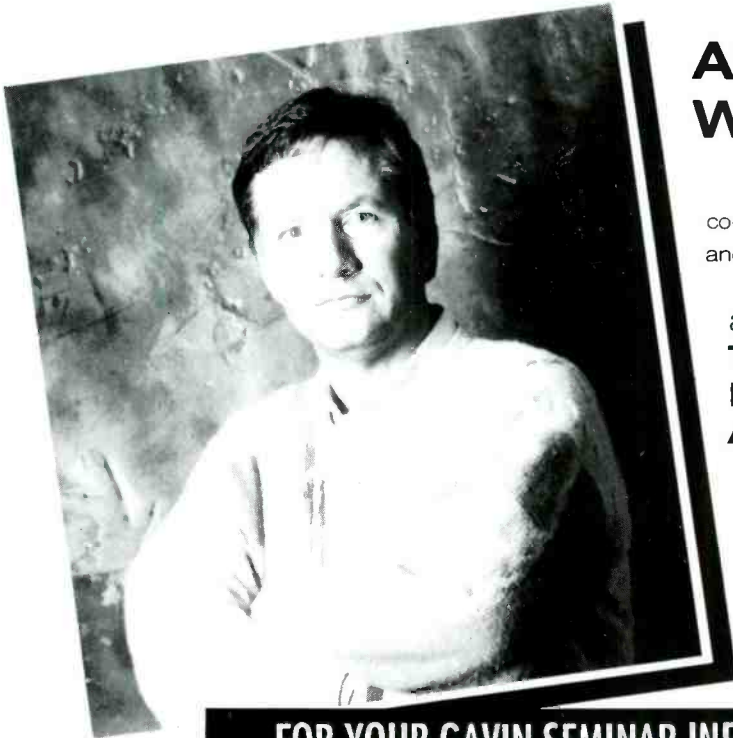
NEXT WEEK

1989 NOMINEES

THE GAVIN SEMINAR AWARD NOMINEES FOR 1989

THRIVING ON CHAOS

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AN AFTERNOON SESSION WITH **TOM PETERS**

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

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

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

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BIOFEEDBACK

by Ron Fell



•BONNIE RAITT

Don Was of Was (Not Was) is producing tracks for Bonnie's Capitol Records debut. David and Bonnie recently appeared together on the Disney song's album project Stay Awake, performing BABY MINE.

•BRUCE SPRINGSTEEN

His soon-to-be-released long-form Video Anthology 1978-1988 opens with a 1978 live performance of ROSALITA and concludes with a 1988 acoustic version of BORN TO RUN, filmed as part of the Tunnel of Love tour last year.

•FLEETWOOD MAC

The B-side of the group's new single, AS LONG AS YOU FOLLOW, is a new, live version of an early Mac blues song OH WELL. It was recorded in San Francisco in December of 1987 with new Macs Rick Vito and Billy Burnette.

•DONNY HATHAWAY

The late Donny Hathaway's daughter Laylah has signed with Virgin Records.

•TRACY CHAPMAN

While attending Tufts University she majored in Anthropology, not Music.

•CHET BAKER

A film based on the last days of trumpeter Chet Baker will be released in February, along with a soundtrack album of Baker's music on Novus/RCA.

•YES

Chris Squire, Tony Kaye, Trevor Rabin, and Alan White plan to release a new studio LP soon. Former Yes-men Jon Anderson, Bill Bruford, Rick Wakeman and Steve Howe have formed a new group (as yet unnamed) and plan a Spring release of their own.

•MARIE OSMOND

The trustees of the Country Music Foundation have voted Marie the 1988 Roy Acuff Community Service Award. She's being honored for her work as the national chairperson of the Osmond Foundation and her work for the Children's Miracle Telethon which has raised over \$170 million for hospitals across the nation. Marie joins Kenny Rogers, Willie Nelson and Minnie Pearl as the award's only recipients.

•GEORGE JONES

His first hit record came more than thirty three years ago with his WHY BABY WHY on Starday Records.

•BETTE MIDLER

In 1966 she had a small role in the film adaptation of James Michener's Hawaii. Bette played the part of a missionary's wife.



•EIGHTH WONDER

Lead singer Patsy Kinset is currently filming her next movie with Mel Gibson in Lethal Weapon II.

•TOTO

Lead guitarist Steve Lukather is completing production of his debut solo album, Fall Into Velvet, for a Spring release.

•TANYA TUCKER

At the age of twelve (one year before she recorded her hit DELTA DAWN,) Tanya had a brief cameo appearance in the Robert Redford film Jeremiah Johnson.

•MICHAEL JACKSON

His 94 minute film, Moonwalker, includes his version of the Beatles' classic COME TOGETHER and a live performance version of MAN IN THE MIRROR.

•ATLANTIC STARR

The group has replaced lead singer Barbara Lewis with 21 year old singer Porsha Martin.



•TOMMY PAGE

Two years ago Tommy was the coat check boy at Manhattan's exclusive dance club, Nell's.

•EVERLY BROTHERS

Their 1958 hit, CLAUDETTE, was written by the late Roy Orbison about his first wife.

•CHER

Her next album will feature tracks produced by Peter Asher (Linda Ronstadt, James Taylor and 10,000 Maniacs).

•THE BOYS

At the age of six weeks, Tajh (now twelve years old) played the newborn Kunta Kinte in Alex Haley's Roots TV mini series.

•JOHN SCHNEIDER

His next film role is that of a Vietnam veteran who becomes a clergyman. The film, Minister of Vengeance, also stars Appolonia Koteru, Peter Lupas (Mission Impossible) and David Carradine.

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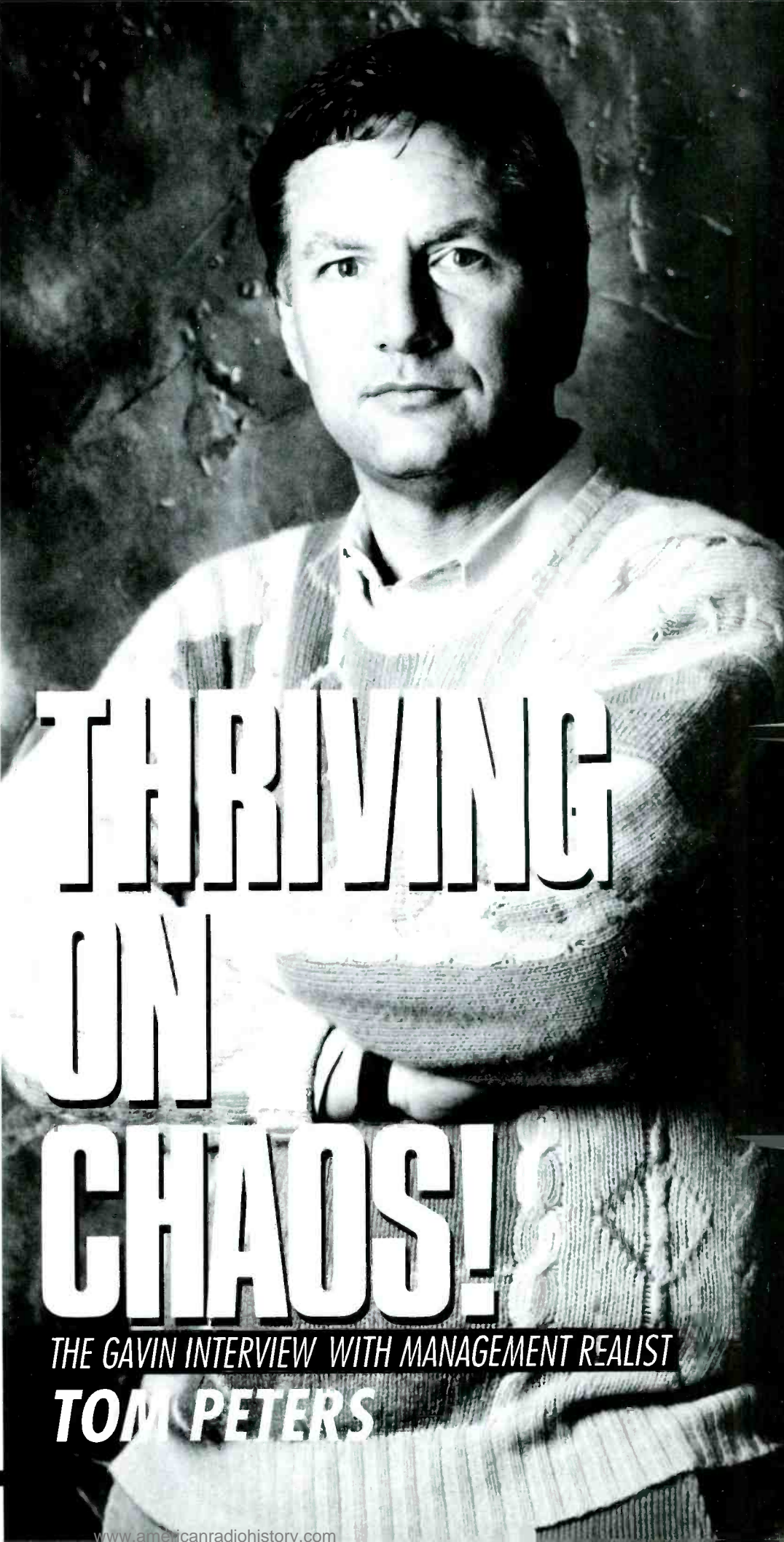
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Seminars for Media Professionals
EAR

Why is Tom Peters the best-known and most quoted management expert in the world? For one thing, he talks straight and writes blunt—no sugar-coating, no bs! Many successful managers around the world are adamant that he's right on target with his criticisms and suggestions. He's also invariably ahead of his time. Listen to what he says today—it may sound radical, but it'll be standard fare in a few years. For example, he was talking about being close to the customer long before it became an accepted buzzword among business executives.

Who then is Tom Peters? Well for starters, he's written three of the best-selling management books of all time. *In Search Of Excellence*, co-authored with Bob Waterman, was on the national hardback and paperback best-seller lists for 130 weeks from 1982-1986; it was number one for over 50 of those weeks. The book has sold over 7 million copies, has been translated into 16 languages and has been a best-seller in Japan, China, Canada, Australia, Ireland, Sweden, Brazil and France. *A Passion For Excellence*, co-authored with Nancy Austin in 1985, was on the New York Times bestseller list for over 40 weeks. Tom's latest book, *Thriving On Chaos: Handbook For A Management Revolution*, has been on the New York Times bestseller for 47 weeks. On top of all that, Tom speaks to over 150 organizations each year including his appearance February 17 at the upcoming Gavin Seminar. He writes a weekly syndicated newspaper column and has authored over 100 magazine and journal articles. He has appeared on three PBS television shows, including an award-winning documentary on leadership. He appears bimonthly on two business news television programs—The Nightly Business Report and The Wall Street Journal Report, and is a commentator for Marketplace, a business-news radio program. His audiotapes have also been on bestseller lists for several years. He is the founder of the Tom Peters Group, five enterprises engaged in urging forward the management revolution in America.

In short, the guy gets around. In anticipation of his Gavin Seminar appearance, I managed to catch up with him during an executive retreat he was conducting near Monterey. We began by talking about the public response to his first book.



THRIVING ON CHAOS!

THE GAVIN INTERVIEW WITH MANAGEMENT REALIST

TOM PETERS

BY OREN HARARI
EDITORIAL ASSISTANCE FROM
KEITH AND KENT ZIMMERMAN

OREN HARARI: You have written and co-written three of the bestselling business/management books. The first one you co-authored with Bob Waterman, *In Search Of Excellence*, is the best selling business book of all time. Were you surprised at the public's reaction to that book?

TOM PETERS: We were stunned. The book was sponsored by my former employer, McKinsey & Company, which is known as an exceptionally conservative organization. The cover was dark black and we intended it to be read by the five hundred chairmen of the Fortune 500 plus a couple of aunts and uncles that Waterman and I could talk into reading the thing. The fact that it took off came as a shock to our publisher and an absolute, out and out shock to me. Six years later, it still is.

OH: What were you saying that grabbed people?

TP: A couple of things. First of all, to be half facetious, when times are bad people go to Disney movies and wear a lot more makeup than they normally do. The book came out the week during that '81-'83 depression when the unemployment numbers were announced that put us over 10% unemployment for the first time since the Great Depression of 1929. The real news of unemployment was bad and the newspaper and magazine covers that were staring at you from every shelf said the only good things going on in business were going on in Japan. On precisely that week Waterman and I, by blind luck, stumbled into the marketplace with a book that said there was some good stuff going on in the United States and there are American companies who are doing reasonably well. The longer term response was that after 25, 40 or 80 years of ever more narrow, mechanical and technical orientation towards management, we had gone out and wandered around with such flake ideas as "people are important and customers are also important." We talk about it a lot in 1988, but that was a bombshell that went off in 1982.

OH: One word that is attributed to you is "excellence." Yet recently you have been talking about the fact that there are no more excellent companies. You seem to be distancing yourself from that term.

TP: Partially, or maybe largely, because of us everybody and his brother have been overusing and abusing the word "excellence." You couldn't find an advertisement or a corporate meeting that didn't have the theme of Committing To Excellence. It became overdone. More significant is that one

of the real flaws of *In Search Of Excellence* as I read it in retrospect is that we seem to imply that there was this state of Nirvana that could be reached by a company after which all good things would flow forth forever and ever, amen. What the last half dozen years have illustrated, including some big stumbles taken by companies we thought were flawless, is that everybody is perched on the edge of a precipice. That will hardly come as a surprise to radio and record people. As the pace of innovation and fashion changes and the extraordinary shifts in technology take place, everything is precarious. The idea of attaining some state of grace is the wrong impression. I think the definition of excellence is in fact moving fast enough so that you don't fall behind any more than you are at the present time.

OH: *Thriving On Chaos*, your latest book, seems to hit on that theme. How did you choose the title?

TP: It has dawned on me and a number of people over the last half dozen years that in virtually any market in which you stick your nose, you find these exceptional outcroppings of institutions and companies that were barely heard of before. Sometime next year Wal-Mart of Bentonville, Arkansas will surpass Sears Roebuck to become the biggest retailer in the United States. A decade ago, Wal-Mart was a pipsqueak. Honda has led the charge in giving a solid body whack to General Motors. Honda was a only a couple billion dollar company ten years ago and GM was a thirty five or forty billion dollar company. Compaq and Apple have done a number on IBM. The MiniLab people have done a number on Kodak in photofinishing. Ted Turner has almost singlehandedly caused the change of ownership and total reorganization of ABC, CBS and NBC. This incredible turmoil is the most obvious fact in the marketplace today. That leaves you to say that those who are dealing with it are learning that flexibility, fast learning and an infinite number of rapid tries is the name of the game. They are the only ones with a chance of survival. I said to somebody a while back, that if I had to retitle *In Search Of Excellence* today, I'd call it *In Search Of Survival, If You're Lucky*.

OH: How is *Thriving On Chaos* different from your other books?

TP: Basically, *In Search Of Excellence* told the story of some institutions that were doing things pretty well and so on. Over the intervening years, I have held and been part of hundreds and thousands of seminars with real people and real managers. The question kept coming up over and over again. This is dandy, but what are we

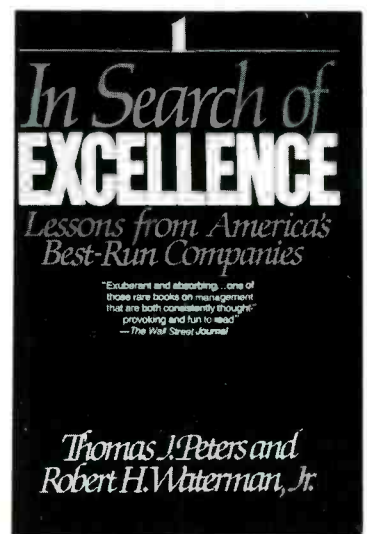
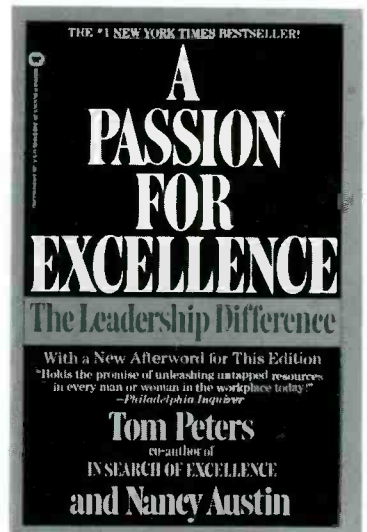
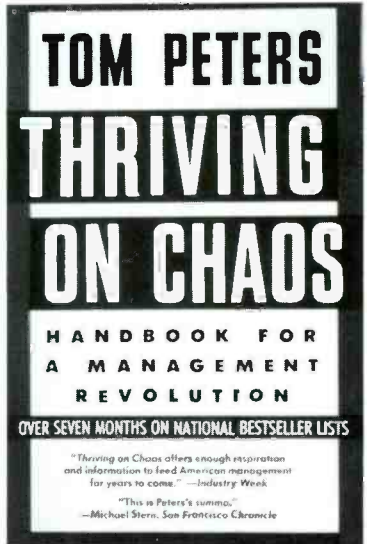
supposed to do tomorrow morning? *Thriving On Chaos* has a subtitle which is "Handbook For A Management Revolution." It's laid out like a handbook. It has forty-five chapters or prescriptions focusing on things like "listening to the customer," "learning to celebrate the successes of the people of the company in the front line" and so on.

OH: It seems like everything in radio hinges on the short term successes of Arbitron ratings. Do you have any comments on that sort of customer research? Are there any better ways to tap into what a customer wants?

TP: I would never say better, but I would say multiple. I don't have any difficulty whether you are Pepsi Cola, Coca Cola or running a radio station, of doing immediate customer feedback. But the other side of the coin is that I'm reminded of a line that was uttered by the Apple Computer CEO John Sculley. John came to Apple after having the job as president of the Pepsi Cola part of PepsiCo. By the way, when I think of Pepsi Cola, like the world of radio, I think of an institution that is absolutely driven by the most infinitely minute market research. Yet Sculley's comment was, looking back on his career at Pepsi Cola, he had never seen a good marketing decision that was made based on the data. Sure you need the data. Sure you read the data from the systematic market research. But at the end of the day it is a very, very healthy dose of intuition which leads you to invent something that's a little bit special. Whether it's a radio station or a submarine sandwich shop, you have to do a systematic job of regularly measuring customer feedback and paying attention. At the same time, you have to have the guts to try things that are a little bit different. If you look at the trends that are now popular in radio, they only became popular because some lonely person out there a few years ago had the guts to try something a little beyond the data.

OH: Here's a dilemma in the music/radio industry that I'm sure you've seen in other industries. Because of deregulation, a lot of radio stations are being bought and sold. The prices are skyrocketing and that puts a lot of pressure on the sales and programming staff to help service a large debt. As a result you have a lot of turnover and job insecurity because of the obsession with short-term returns. On top of that, it's such a fragmented industry that if you get an eight percent market share, you're doing great. In that sort of chaotic world, how can a General Manager stay creative and not get killed for trying new things?

TP: The people out there in my audi-



ence that I'm interested in when I make my presentation are the ones who want to look in the mirror ten years from now and be proud of the fact that they did ten times better than the average. I acknowledge all the short term pressure stuff and I spent

some time a couple of years ago with a few people from the radio business. The radio business is like the computer business and the soft drink business. Somebody gets an idea and everybody tries to copy the idea. That becomes the fad for the next three years until somebody else gets another idea that the customer likes. Short term pressure be damned. The real question is, in fact, whether the station manager has the guts to listen to his customer in unconventional ways or has the guts to experiment in some small or large differences in formats or in the way he approaches advertisers or his audience through incentives and so on. That opportunity is always available. In fact, as more fragmentation takes place, there is more and more opportunity for the innovator. I don't have a hell of a lot of patience for people who say, "Oh my god, it's the awful world of the owners on my case." To hell with it, fail and get fired with glory rather than wake up at the age of 60 saying "I was the person in the New York City market who had the 3,722nd station with exactly the same format as all the other 3,721 stations." That's not the epitaph I'd want written on my headstone.

OH: Let's move from the external to the internal of an organization. Some radio stations have problems with warring factions between the sales and programming departments. There's a stereotype that the sales folks make more of the money and the programming people have all the fun and the creativity. How do successful companies deal with warring factions? Is it important to address that issue?

TP: It's particularly important today. Given the speeded up pace of competition in radio and everywhere else, there's more of a requirement to try things fast, test things fast and find out the reaction in the marketplace—meaning both the advertiser and the programming per se. People have to be more cooperative than has been the case in the past. I think there are some methods that you can invoke to be helpful with that. On the other hand, I don't want to sound like the tooth fairy. There's a certain amount of tension that will undoubtedly always exist between people with differing viewpoints. Simply give people an opportunity to get together without having the gun held at the head, inducing people in the programming arena to go out and make a few calls on advertisers and come to understand what they are doing. There should be inducements for sales people to sit in on a couple of focus groups with listeners to understand what the problems are there. Get

people to work together on very short-term, practical, problem-oriented task forces that are aimed at solving a problem that involves both groups. Try to reduce the warfare by contact in non-adversive settings. That's the heart of the matter.

OH: In the record industry as well as radio, people flip from complacency to panic and back. For example, when your label is hot or the ratings are terrific, people become complacent. How do you get them innovative and fired up under those circumstances? On the flip side, how do you deal with the general panic when things are going badly?

TP: Like your comments on the wars between the factions, the last thing I would want to do is sound like the tooth fairy. I don't believe very much in truly general principles. But the one general principle, sad to say, that I do believe in is that success breeds failure. That's as true for IBM or Kodak as it is for a successful radio station or record company. The time to experiment, oddly enough, and the time to try variations on the format or packaging is while you're sitting on top. The difficulty of that, of course, is that it's easier said than done. Baseball teams that win the World Series tend to develop the same kind of complacency. You don't see very much repeat business. Among the big companies that do well in the industrial environment, I always think of 3M as my favorite. They have the guts to keep testing, trying and fiddling around with the successful formula while it's at the heart of its success. There's an awful lot of merit to that. On one hand you don't want to screw around with success. On the other hand, when you're successful, that's about the only time people are off your back for a few minutes in terms of those humongous short-term pressures. You actually have more slack then than ever to be trying new stuff, though we seldom do it.

OH: You've talked about a concept in your earlier books called MBWA—Management By Wandering Around. Yet many radio and record executives get stuck in the office. How can one get around those twelve hour days and actually accomplish MBWA? Also, how can you manage that way without arousing suspicion and paranoia?

TP: Let's deal with the second question first. The person who has been stuck in his or her office for months or years and starts wandering around for whatever reason is going to instill suspicion, fear and paranoia. And that's it. The only way to beat that one back is to hang in there, face the rebuffs that the first time wanderer faces and prove to people that you're actu-

ally interested in listening to them and doing something about what it is that you hear. You're not out there to play junior policeman. Over time that skepticism will almost inevitably fade. If the last time you walked out into the programming area was to lay two people off and that was three years ago, don't expect to go out on your birthday and get a birthday cake. Regarding your first question, to be blunt or crude, I don't have a damn bit of sympathy. Most people I know, whether they're in radio or working with a chemical company in a management position, feel like they are working twelve hour days whether they are or not. If you're serious about feeling the pulse of the community, the customer, the advertiser, the listener and the people on the payroll, you make the time to go out. That's true for military generals and it's true for preachers, gas station owners and grocery store owners who are interested in making the difference. The good news is that most of us are so pathetically inefficient that you can free up an hour or three or four a day and you'll never feel it in terms of your administrative efficiency.

OH: I found out recently that only one major record conglomerate is not foreign owned. All the rest of them have gradually become foreign owned. Do you have any thoughts on the implications of this?

TP: I personally don't have any objection to it. Even though we're trying to scare people, the reality of the numbers is that the percentage of Japanese-owned assets is far below the percentage of assets owned by the Canadians, the British and the Europeans as a whole. To be blunt, we have thinly disguised racial problems here. We don't like being owned by Asians, but it doesn't bother us if it's British. That's part of what the heck is going on, to be frank. But the sad thing for the United States is the lost opportunity. Once you lose an industry, what you also lose is all the innovation that goes on around that industry. Of course we've seen the Japanese dominate in every area of consumer electronics. This HDTV, High Definition Television, which will be a tens of billions of dollars industry is one that the US probably isn't going to participate in. RCA by all rights should have been the leader. But when GE bought RCA, they literally gave away the David Sarnoff Laboratories. The real pain is that we haven't paid attention to investing in innovation when it was still possible for us to hang in there. I fear that there are some industries that are irrevocably lost that are so important for the next fifty years from the standpoint of economic growth.

OH: You have executive retreats called "skunk camps." That's an odd name. What's that all about?

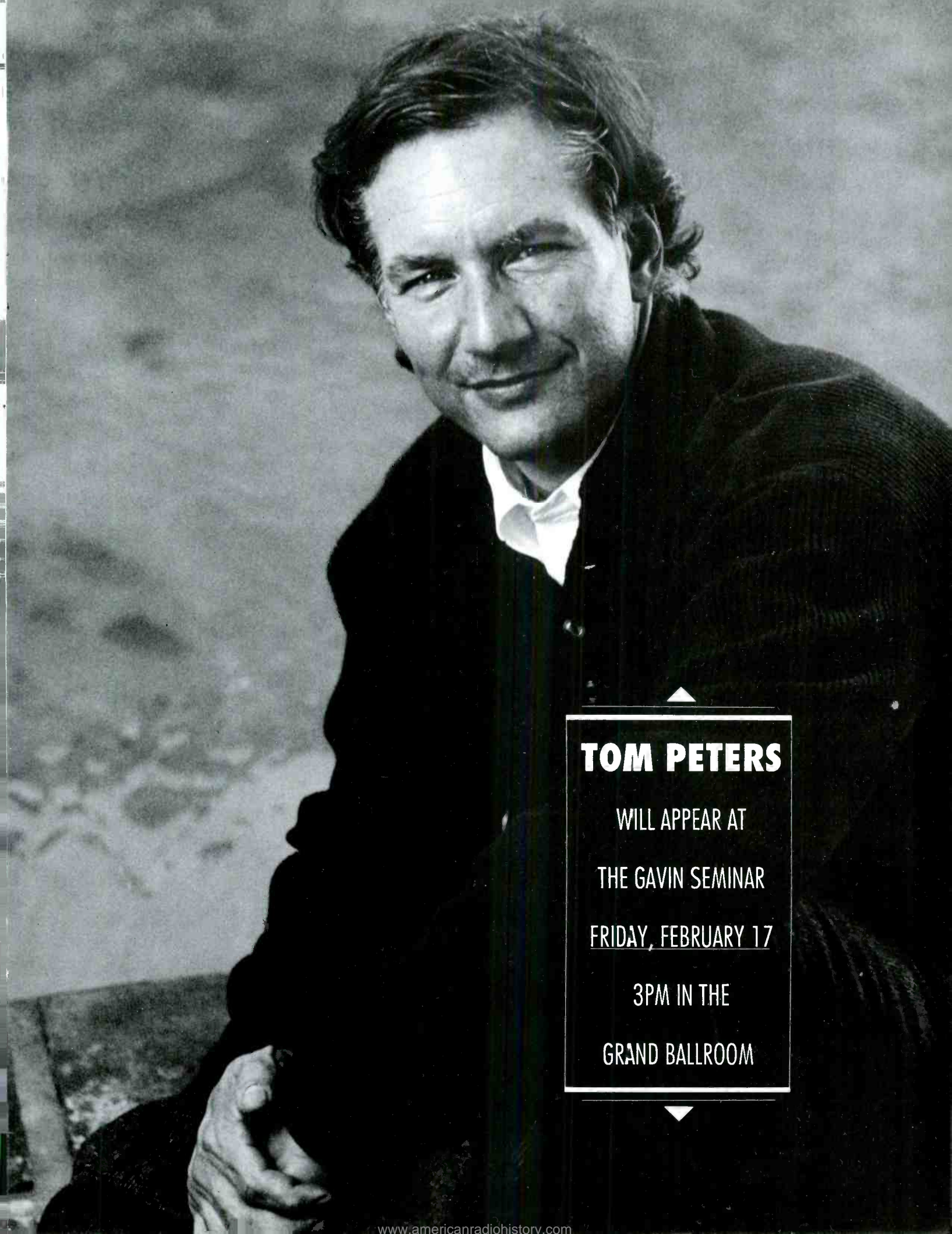
TP: The skunk idea is swiped directly from a group at the Lockheed California Company. A marvelous old fellow named Kelly Johnson during a 44 year career at Lockheed kept delivering and we all know about the horror stories about procurement in defense. He kept delivering completed projects in record time, below budget and with high quality. When I say record time, I don't mean he was beating the average by ten percent. Johnson was regularly using one-tenth of the people to do complex projects in one-tenth the normal time. It was a group of "outlaws" or "rogues" within the Lockheed organization. So this idea of a rogue band of innovators being the spirit and the life blood of the sizable organization was one we found attractive, fun and very important. The idea of a skunk work or a skunk camp, which is what we call our executive retreat, has become a big part of our language.

OH: What do you try to do at this skunk camp?

TP: Two things that are diametrically opposed. We stretch people's minds about the crazy competitive environment which is getting crazier with each passing day. At the same time, we work like the devil on very practical actions that can be accomplished starting in the next 24-72 hours. We try to focus on the long-term requirements for innovation and the very, very short-term of things to get done tomorrow morning.

OH: Any closing message to our readers?

TP: I want to loop back to an earlier question that you asked that is the most pressing one. I'm talking about this short term pressure stuff. My problem with American managers in general is not that they aren't long-term oriented enough, but they aren't short-term oriented enough. That sounds insane, but we talked about it with successful organizations not innovating, and the major problem is that in every business, particularly declining companies, there is this inability to do things. I've always loved the wonderful line attributed to the former General Motors board of director Ross Perot. He said, "At my former company, Electronic Data Systems or EDS, if you see a snake, you kill it. At General Motors, when you see a snake, the first thing you do is hunt for the world's best consultant on snakes, then you study snakes for a year or two and appoint a committee to come up with a conclusion about snakes." ●



▲

TOM PETERS

WILL APPEAR AT
THE GAVIN SEMINAR
FRIDAY, FEBRUARY 17
3PM IN THE
GRAND BALLROOM

▼

MOST ADDED

- SURFACE** (13)
(Columbia)
- ANITA BAKER** (12)
(Elektra)
- BAR-KAYS** (10)
(Mercury/PolyGram)
- MILLI VANILLI** (8)
(Arista)
- CHERYL "PEPSII" RILEY** (7)
(Columbia)

TOP TIP

JONATHAN BUTLER
More Than Friends
(Jive/RCA)

He may have more than
a hit on his hands.

RECORD TO WATCH



SLICK RICK
Teenage Love
(Def Jam/Columbia)

Bound to attract attention
with his name alone.

URBAN CONTEMPORARY

2W LW TW

- 3 2 1 **SHEENA EASTON** - The Lover In Me (MCA)
- 14 8 2 **BOBBY BROWN** - Roni (MCA)
- 2 1 3 Michael Jackson - Smooth Criminal (Epic)
- 4 3 4 Levert - Pull Over (Atlantic)
- 10 6 5 **Z'LOOKE** - Can You Read My Lips (Orpheus/EMI)
- 8 7 6 **TODAY** - Him Or Me (Motown)
- 15 10 7 **KARYN WHITE** - Superwoman (Warner Bros.)
- 11 9 8 **CHAKA KHAN** - It's My Party (Warner Bros.)
- 13 12 9 **TONY! TONI! TONE!** - Baby Doll (Wing/PolyGram)
- 12 11 10 **KEITH SWEAT** - Don't Stop Your Love (Elektra)
- 25 15 11 **LUTHER VANDROSS** - She Won't Talk To Me (Epic)
- 1 4 12 Roberta Flack - Oasis (Atlantic)
- 6 5 13 Vesta Williams - Sweet, Sweet Love (A&M)
- 21 19 14 **GERALD ALSTON** - Take Me Where You Want To (Motown)
- 31 25 15 **NEW EDITION** - Can You Stand The Rain (MCA)
- 35 16 **ONE LOU** - Wild Thing (Delicious Vinyl/Island)
- 26 18 17 **AL B. SURE!** - Killing Me Softly (Warner Bros.)
- 9 16 18 The Boys - Dial My Heart (Motown)
- 29 21 19 **SAMANTHA FOX** - I Wanna Have Some Fun (Jive/RCA)
- 32 28 20 **EVELYN "CHAMPAGNE" KING** - Kisses Don't Lie (EMI)
- 23 20 21 Al Jarreau - So Good (Reprise)
- 5 14 22 Cherrelle - Everything I Miss At Home (Tabu)
- 37 33 23 **VANESSA WILLIAMS** - Dreamin' (Wing/PolyGram)
- 32 24 **NEW KIDS ON THE BLOCK** - You Got It (The Right Stuff) (Columbia)
- 28 27 25 **KIARA duet with SHANICE WILSON** - This Time (Arista)
- 7 13 26 Ziggy Marley - Tumblin' Down (Virgin)
- 34 31 27 **ALEESE SIMMONS** - I Want To Be Your Lover (Orpheus/EMI)
- 36 29 28 **SADE** - Turn My Back On You (Epic)
- 36 29 **GUY** - Teddy's Jam (MCA)
- 16 23 30 Rene Moore - All Or Nothing (Polydor/PolyGram)
- 18 17 31 Jeffrey Osborne - Can't Go Back On A Promise (A&M)
- 30 30 32 Robert Brookins & Stephanie Mills - Where Is The Love (MCA)
- 19 26 33 Angela Bofill - I Just Wanna Stop (Capitol)
- -- 34 **PAULA ABDUL** - Straight Up (Virgin)
- 22 22 35 Kenny G - Silhouette (Arista)
- 38 36 **DENIECE WILLIAMS** - This Is As Good As It Gets (Columbia)
- 39 37 **CAMEO** - Skin I'm In (Atlanta Artists/PolyGram)
- -- 38 **JOCELYN BROWN** - R-U-Lonely (Tri-World/Slam)
- -- 39 **BE BE & CE CE WINANS** - Heaven (Capitol)
- -- 40 **GAP BAND** - I'm Gonna Git You Sucka (Arista)

Editor: Betty Hollars
Assoc. Editor: John Martinucci

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
MIDNIGHT STAR - Snake In The Grass (Solar/Capitol)		40	4	2	12	22	35%	3
ANITA BAKER - Just Because (Elektra)		40	12	--	8	20	20%	2
GEORGE BENSON - Twice The Love (Warner Bros.)		38	5	1	13	19	36%	4
JOHNNY KEMP - One Thing Led To Another (Columbia)		32	3	1	11	17	37%	3
GEORGIO - I Don't Want 2 Be Alone (Motown)		31	2	6	9	14	48%	6

UP & COMING

Reports accepted Mondays at
8 AM through 9 AM Wednesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

LP CUTS

CHERRELLE - Keep It Inside
SALT-N-PEPA - Twist & Shout
SWEET SENSATION - Sincerely Yours
ROB BASE - Joy & Pain
RAZE - Break 4 Love
BRENDA RUSSELL - Just A Believer
TRACIE SPENCER - Imagine
KARYN WHITE - Love Say It
LEVERT - Just Coolin'/Let's Get Romantic
KEITH SWEAT - In The Rain
GUY - Pieces Of My Love/I Like It
MIDNIGHT STAR - 90 Days Same As Cash
CAMEO - Pretty Girls

Reports	Adds	ARTIST TITLE LABEL
27	--	MICHAEL RODGERS - I Like It Like That (WTG/CBS)
27	3	ROB BASE & D.J. E-Z ROCK - Get On The Dance Floor (Profile)
27	2	SWEET OBSESSION - Being In Love Ain't Easy (Epic)
26	--	TROOP - Still In Love (Atlantic)
25	--	C\$HFLOW - Love Education (Atlanta Artists/PolyGram)
24	--	TEDDY PENDERGRASS - Love Is The Power (Elektra)
23	--	A.W.B. - Spirit Of Love (Track)
22	--	CHANNEL 2 - In Debt To You (Wing/PolyGram)
22	--	INNER CITY - Big Fun (Virgin)
21	--	D.J. JAZZY JEFF & FRESH PRINCE - Brand New Funk (Jive/RCA)
21	--	RAY, GOODMAN & BROWN - Where Did You Get That Body, Baby (EMI)
21	8	* MILLI VANILLI - Girl You Know It's True (Arista)
20	3	* SLICK RICK - Teenage Love (Def Jam/Columbia)
19	--	GERALD ALBRIGHT - Feeling Inside (Atlantic)
19	--	SWEET TEE - Get On The Smooth Tip (Profile)
19	--	ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)
18	4	* MARCUS LEWIS - The Club (Aegis/CBS)

DROPPED: #24-Earth, Wind & Fire, #34-Donna Allen, #37-Four Tops with Aretha, #40-Salt-N-Pepa, Melba Moore, Sir Mix-A-Lot.

*First time listed on this page.

INSIDE URBAN



ALMA MATER TIME FOR T!T!T!

Castlemont High School in Oakland was the scene of the concert given by Tony! Toni! Tone!, who performed before 800 screaming academic achievers and other successful students. With a 20% drop-out rate and drug dealers close to the campus, TTT's alma mater Castlemont, has been struggling with the hazards of inner-city living. The group took time out to caution students to stay in school and away from drugs. Pictured above (l-r) are brothers Dwayne and Raphael Wiggins and cousin Timothy Christian at the keyboard.

BACKSTAGE BONANZA OF STARS

Producers Narada Michael Walden and Thomas McElroy were present backstage with singing group Tony! Toni! Tone! when they returned to their alma mater Castlemont High and were joined by KDIA's Sylvester Jackson (see previous caption). Pictured (l-r back row) are TTT member Carl Wheeler, ASCAP rep Jerry Davis; (l-r second row) TTT member Timothy Christian, album producer Thomas McElroy of 2 Tuff-E-Nuff Productions, TTT members Raphael Wiggins and Dwayne Wiggins, producer Narada Michael Walden, and Castlemont High School dean Ron Bolden. (Kneeling l-r) TTT member Antron Haile and KDIA's Sylvester Jackson and his son.



FLOAT ON POWER106

LA'S POWER106 provided its air personalities and their own float in the recent 39th edition of Huntington Park's "The Fabulous Christmas Lan rade", which entertains a half million KMEX-TV viewers. Circulating on float were morning men Jay Thomas and Power Jaws Jayne Johnson, and even personality "The Boomer" John Servantez. For the occasion, Thomas was declared the Honorary Mayor of Huntington Park. Congratulations to Frank Barrow, PD of KRIZ-Seattle, who was our first Registrant for the 1989 Gavin Seminar For Media Professionals. He's the first of many! Next week's issue will name the Awards nominees and I'll fill you in on preliminary agenda plans for you to take in to your GM or owner to get approval to attend what promises to be our best seminar ever. You should take in this week's interview of our keynote speaker, Tom Peters. He's the author of "In Search Of Excellence," "A Passion For Excellence," and "Thriving On Chaos." He's dynamic and this event will be well-worth the price of registration Let me know if you have any problems convincing your boss to allow you to attend. I'll be glad to convince him/her for you! Ciao, 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 **94** Last Week **118**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
SHEENA EASTON - The Lover In Me (MCA)	78	3	58	13	4	91%	10
BOBBY BROWN - Roni (MCA)	72	4	49	15	4	88%	7
LEVERT - Pull Over (Atlantic)	64	--	50	11	3	95%	8
Z'LOOKE - Can You Read My Lips (Orpheus/EMI)	68	2	44	16	6	88%	8
TODAY - Him Or Me (Motown)	61	--	50	6	5	91%	12
KARYN WHITE - Superwoman (Warner Bros.)	66	--	41	17	8	87%	6
CHAKA KHAN - It's My Party (Warner Bros.)	62	--	27	24	11	82%	8
TONY! TONI! TONE! - Baby Doll (Wing/PolyGram)	65	--	29	27	9	86%	8
KEITH SWEAT - Don't Stop Your Love (Elektra)	53	1	33	15	4	90%	10
LUTHER VANDROSS - She Won't Talk To Me (Epic)	62	2	14	35	11	79%	5
GERALD ALSTON - Take Me Where You Want To (Motown)	55	1	22	22	10	80%	9
NEW EDITION - Can You Stand The Rain (MCA)	56	1	19	25	11	78%	5
STONE ISLAND - Wild Thing (Delicious Vinyl/Island)	56	5	25	13	13	67%	4
AL B. SURE! - Killing Me Softly (Warner Bros.)	52	--	12	32	8	84%	6
SAMANTHA FOX - I Wanna Have Some Fun (Jive/RCA)	54	1	18	22	13	74%	8
EVELYN "CHAMPAGNE" KING - Kisses Don't Lie (EMI)	55	--	14	26	15	72%	7
AL JARREAU - So Good (Reprise)	52	--	12	31	9	82%	7
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	57	5	9	32	11	71%	6
NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)	53	1	18	14	20	60%	7
KIARA duet with SHANICE WILSON - This Time (Arista)	52	1	7	29	15	69%	7
ALEESE SIMMONS - I Want To Be Your Lover (Orpheus/EMI)	50	1	8	30	11	76%	7
SADE - Turn My Back On You (Epic)	50	2	8	30	10	76%	5
GUY - Teddy's Jam (MCA)	49	1	9	27	12	73%	5
PAULA ABDUL - Straight Up (Virgin)	37	4	19	8	6	72%	2
DENIECE WILLIAMS - This Is As Good As It Gets (Columbia)	50	--	1	15	34	32%	5
CAMEO - Skin I'm In (Atlanta Artists/PolyGram)	42	1	4	15	22	45%	3
JOCELYN BROWN - R-U-Lonely (Tri-World/Slam)	42	1	1	23	17	57%	5
BE BE & CE CE WINANS - Heaven (Capitol)	41	--	5	16	20	51%	6
GAP BAND - I'm Gonna Git You Sucka (Arista)	41	1	2	15	23	41%	3

NEW RELEASES by Betty Hollars and John Martinucci



CHERYL "PEPSI" RILEY -
Me, Myself & I (Columbia)

With a voice like hers, she can't miss with this made-to-order cut which shines the spotlight on her vocal talent. Full Force wasted no time in making Cheryl a star with her number one "Thanks For My Child," and with this release they'll prove she's one hot number!

JAMES "J.T." TAYLOR & REGINA BELLE -
All I Want Is Forever (Epic)

If you're like us, the first thing you did when you received this was say, "Oh, this is James Taylor, the former lead vocalist for Kool & The Gang." Trivia question of the week: Who did he replace? The

teaming up of this pair was sheer genius. Their voices blend as though they were created that way.



BAR-KAYS -
Struck By You
(Mercury/PolyGram)

The Bar-Kays are back and kick off the year with some cranking go-go flavor. This mid-tempo dance single has a funky rhythm track that should attract broad demo appeal - especially those who enjoy don't da'butt. Try the 12" mix, it offers a catchy keyboard riff and sampling.



FREDDIE JACKSON -
You And I Got A Thang (Capitol)

What hasn't been said about Freddie and his capacity as a vocal genius? Another win for his unmistakable sound.

RAPS TO CHECK OUT

L'TRIMM - *Cuttie Pie* (Atlantic)
YOUNG M.C. - *I Let 'Em Know*
(Delicious Vinyl/Island)
BLACK BY POPULAR DEMAND -
Can't Get Enough (Tommy Boy)



SURFACE -
Closer Than Friends
(Columbia)

A perfect phrase to describe this mid-tempo ballad is "Hearttouching." After taking "I Missed" top five, Surface slows down the pace and brings out their best vocal efforts. Surface's sentimental vocal style and lyrics definitely set the romantic mood for those listeners in love or in doubt. Don't miss it, this will make your listeners more than happy.

ADULT CONTEMPORARY

MOST ADDED

- NEIL DIAMOND (75)
(Columbia)
- MIKE + THE MECHANICS (43)
(Atlantic)
- BARBRA STREISAND (39)
(Columbia)
- RICK ASTLEY (35)
(RCA)
- ANITA BAKER (33)
(Elektra)

TOP TIP

NEIL DIAMOND
This Time
(Columbia)

49% of all A/Cs added "This Time" out of the box.

RECORD TO WATCH



EDIE BRICKELL &
THE NEW BOHEMIANS
What I Am
(Geffen)

Only 18 stations so far but half are already hitfactoring.

2W LW TW

10	4	1	FLEETWOOD MAC - As Long As You Follow (Warner Bros.)
1	1	2	Phil Collins - Two Hearts (Atlantic)
19	10	3	ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)
12	8	4	BASIA - New Day For You (Epic)
13	9	5	BOYS CLUB - I Remember Holding You (MCA)
6	6	6	Roberta Flack - Oasis (Atlantic)
4	3	7	Johnny Hates Jazz - Turn Back The Clock (Virgin)
3	2	8	Kenny G - Silhouette (Arista)
23	13	9	STEVE WINWOOD - Holding On (Virgin)
26	17	10	GLENN FREY - Soul Searchin' (MCA)
29	23	11	MAXI PRIEST - Wild World (Virgin)
18	16	12	MOODY BLUES - No More Lies (Polydor/PolyGram)
2	5	13	Will To Power - Baby I Love Your Way/Freebird Medley (Epic)
39	32	14	ROD STEWART - My Heart Can't Tell You No (Warner Bros.)
28	24	15	'TIL TUESDAY - (Believed You Were) Lucky (Epic)
30	25	16	TRACY CHAPMAN - Baby Can I Hold You (Elektra)
5	7	17	Boy Meets Girl - Waiting For A Star To Fall (RCA)
35	30	18	DIANA ROSS - If We Hold On Together (MCA)
36	31	19	FAIRGROUND ATTRACTION - Perfect (RCA)
37	34	20	TAYLOR DAYNE - Don't Rush Me (Arista)
33	28	21	AL JARREAU - So Good (Reprise)
--	40	22	B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got...(Reprise)
25	22	23	Crosby, Stills, Nash & Young - American Dream (Atlantic)
14	12	24	Four Tops w/Aretha - If Ever A Love There Was (Arista)
8	11	25	Anita Baker - Giving You The Best That I Got (Elektra)
34	33	26	JAMES TAYLOR - Sweet Potato Pie (Columbia)
24	21	27	Chris DeBurgh - Missing You (A&M)
--	39	28	TIFFANY - All This Time (MCA)
40	36	29	NU SHOOZ - Driftin' (Atlantic)
9	14	30	Chicago - Look Away (Full Moon/Reprise)
--	38	31	BETTE MIDLER - Under The Boardwalk (Atlantic)
--	--	32	BARBRA STREISAND - All I Ask Of You (Columbia)
--	--	33	SHERIFF - When I'm With You (Capitol)
--	--	34	RICK ASTLEY - She Wants To Dance With Me (RCA)
--	--	35	TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)
17	19	36	The Traveling Wilburys - Handle With Care (Wilbury/Warner Bros.)
--	--	37	GARY WRIGHT - Take A Look (Cypress/A&M)
7	15	38	Barbra Streisand & Don Johnson - Till I Loved You (Columbia)
15	20	39	Kim Carnes - Crazy In Love (MCA)
--	--	40	MICHELLE SHOCKED - Anchorage (Mercury/PolyGram)

Editor: Ron Fell

Assoc. Editor: Diane Rufer

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
* NEIL DIAMOND - This Time (Columbia)		75	74	--	--	1	--	1
AMY GRANT - Saved By Love (A&M)		45	15	1	17	12	40%	5
* MIKE + THE MECHANICS - The Living Years (Atlantic)		43	43	--	--	--	--	1
* ANITA BAKER - Just Because (Elektra)		41	33	--	3	5	7%	1

UP & COMING

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

REVIEWS

ROY ORBISON

You Got It (Virgin)

He had it--the magic voice--masculine, yet sweet and sentimental. This new single, which advances an anxiously awaited solo album, is true to his strengths and is made even more approachable by Jeff Lynne's contemporary production. Can't miss!!!

JAMES "JT" TAYLOR & REGINA BELLE

All I Want Is Forever (Epic)

The first single from the forthcoming soundtrack to Gregory Hines' new film "Tap" is a stone cold winner. JT is the Taylor who recently left Kool & The Gang to pursue a solo career and Regina is a superstar on the threshold. Add those two to another Diane Warren composition and it sounds like a hit to us.

BREATHE

Don't Tell Me Lies (A&M)

It was about a year ago that we first heard "Hands To Heaven" and since then we've not been without their music in A/C. This one picks up the pace considerably and should quickly endear them once again to our format.

DEBBIE GIBSON

Lost In Your Eyes (Atlantic)

What sophomore jinx? Debbie begins round two of her career with a wonderful ballad that belies her tender years.

ANITA BAKER

Just Because (Elektra)

Anita sings convincingly of a flat-out fatal attraction, her life-long date with destiny, a diamond in her mind, a treasure found. Her new LP has out-sold nearly every other record released in the past few months and this song is one of eight reasons why.

SURVIVOR

Across The Miles (Scotti Bros./CBS)

This is a great record. Nearly all A/C's can and should eventually play it. The band's rep is one of a rock band, but even the best of them will pull back on the throttle once in a while and score with a ballad. Well, Survivor did and does. Well done guys.

BOY MEETS GIRL

Bring Down The Moon (RCA)

The sky is falling for George and Shannon. Stars, the moon, what next? Their last single was well received and A/C should have no problem with this one. "Bring Down The Moon" debuts in UP & COMING. Check it out.

HUEY LEWIS & THE NEWS

Give Me The Keys (And I'll Drive You Crazy) (Chrysalis)

Huey and his musical buddies have the keys to "hits." This single debuts in UP & COMING and probably will be immediate with most of you.

Reports Adds ARTIST TITLE LABEL

Reports	Adds	ARTIST	TITLE	LABEL
35	2	VICKIE CARRICO & NIGEL OLSSON	- Do You Want... (Airborne)	
26	26	* HUEY LEWIS & THE NEWS	- Give Me The Keys (Chrysalis)	
23	7	* WET, WET, WET	- Angel Eyes (Home & Away) (Uni/MCA)	
22	22	* BOY MEETS GIRL	- Bring Down The Moon (RCA)	
18	6	* EDIE BRICKELL & THE NEW BOHEMIANS	- What I Am (Geffen)	
18	5	* ANN WILSON & ROBIN ZANDER	- Surrender To Me (Capitol)	
18	4	* K.T. OSLIN	- Hold Me (RCA)	

Dropped: The Jets, Peter Cetera, Breathe (FALL), G. Michael, T. Chapman, PM, Terry King Winstanley, J. Capaldi, Crowded House.

* Debuts in Up & Coming

INSIDE A/C by Ron Fell & Diane Rufer

So here we go boys and girls! It's 1989 and do you know where the hits are? Every record from number 22 on up in this week's chart has either been, or is now, a must play.



FLEETWOOD MAC leaps to number one in just eight weeks, dethroning BUSTER COLLINS by the narrowest of margins.

ANNIE LENNOX & AL GREEN survived the holiday novelty of the "Scrooged" soundtrack and are now poised for a possible numero uno. HIT FACTOR is now 95% with 78% of all airplay now in HEAVY.

Among the heroic holiday growth stories are MAXI PRIEST's 12 point jump (23 to 11), ROD STEWART's 18 pointer (32 to 14), TAYLOR DAYNE's 14 points (34 to 20) and B.J. THOMAS & DUSTY SPRINGFIELD's 18 point leap (40 to 22).

Bj & DUSTY also scored number one in PLUS FACTOR with a holiday hiatus growth in HIT FACTOR of 39%. Not bad for a five week old record.

Highest chart debut is the pre-Madonna BARBRA STREISAND who can sell a song better than Cal Worthington sells a Ford. With 82 adds over the past two issues and second place in PLUS FACTOR, Babs is on a roll.

SHERIFF is catchin' a few deputies of the airwaves nappin'. The now defunct group debuts at 33 with nearly half of their players HIT FACTORing already.

RICK ASTLEY's 35 adds allow him to chart comfortably at 34. Among the stations which made him our fourth MOST ADDED are KFMB, WGOL, WJON, KFIV/FM, KWLO and KKHT.



Last issue's RECORD TO WATCH, "Anchorage" by MICHELLE SHOCKED, came in with 17 adds this new year and debuts on the chart at 40. This simple, folksy song should be well received by any A/C ear. The new adds include KASY, KGY, KRED, KKOR, WMTR, WILI/AM, WAYN, WNMB, WOHS, KBJJ, KBYZ, KSAL, KWEB, WZNY, WTUN, WSER, WCEM.

From left field, our RECORD TO WATCH this week is "What I Am" by EDIE BRICKELL & THE NEW BOHEMIANS. With only 18 total stations they picked up 6 new adds for the start of '89. Those six are WKTJ, WCPZ, WLP, KBLQ, KYJC, KLOG. Our pick from the October 14th issue debuts over on the Top 40 chart at #33. Take a listen.

While we're sorry to note the relatively small number of fresh reports received this past week, the chart's activity is helped by the fact that we only took active reports. We chose not to freeze any A/C stations previous report, which would have been effective December 13th. We look forward to hearing from all our reporters this coming week. Hope you all had a happy and safe holiday season.

Note: Next week we'll print the finalists in our Gavin Seminar For Media Professionals Awards.

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 **153** Last Week **230**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
FLEETWOOD MAC - As Long As You Follow (Warner Bros.)	145	2	134	7	2	97%	8
PHIL COLLINS - Two Hearts (Atlantic)	142	--	134	8	--	100%	9
ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)	133	3	104	23	3	95%	10
BASIA - New Day For You (Epic)	127	5	109	12	1	95%	10
BOYS CLUB - I Remember Holding You (MCA)	119	4	97	16	2	94%	12
ROBERTA FLACK - Oasis (Atlantic)	125	1	89	28	7	93%	13
JOHNNY HATES JAZZ - Turn Back The Clock (Virgin)	117	--	81	30	6	94%	14
KENNY G - Silhouette (Arista)	114	2	85	19	8	91%	15
STEVE WINWOOD - Holding On (Virgin)	112	7	70	32	3	91%	6
GLENN FREY - Soul Searchin' (MCA)	120	10	62	43	5	87%	9
MAXI PRIEST - Wild World (Virgin)	107	11	40	52	4	85%	9
MOODY BLUES - No More Lies (Polydor/PolyGram)	95	--	46	41	8	91%	14
WILL TO POWER - Baby, I Love Your Way/Freebird Medley (Epic)	95	--	46	41	8	91%	14
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	99	10	28	52	9	80%	6
'TIL TUESDAY - (Believed You Were) Lucky (Epic)	87	4	27	48	8	86%	11
TRACY CHAPMAN - Baby Can I Hold You (Elektra)	93	10	22	54	7	81%	10
BOY MEETS GIRL - Waiting For A Star To Fall (RCA)	84	--	45	31	8	90%	20
DIANA ROSS - If We Hold On Together (MCA)	83	5	23	46	9	83%	6
FAIRGROUND ATTRACTION - Perfect (RCA)	84	2	15	53	14	80%	9
TAYLOR DAYNE - Don't Rush Me (Arista)	90	19	20	40	11	66%	7
AL JARREAU - So Good (Reprise)	93	7	12	56	18	73%	9
B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got... (Reprise)	96	22	8	50	16	60%	5
CROSBY, STILLS, NASH & YOUNG - American Dream (Atlantic)	67	--	26	31	10	85%	10
FOUR TOPS w/ARETHA - If Ever A Love There Was (Arista)	65	1	29	28	7	87%	11
ANITA BAKER - Giving You The Best That I Got (Elektra)	72	--	22	36	14	80%	17
JAMES TAYLOR - Sweet Potato Pie (Columbia)	78	8	12	40	18	66%	6
CHRIS DeBURGH - Missing You (A&M)	65	1	22	34	8	86%	12
TIFFANY - All This Time (MCA)	75	15	12	36	12	64%	10
NU SHOOZ - Drifitin' (Atlantic)	86	13	5	43	25	55%	7
CHICAGO - Look Away (Reprise)	68	--	17	33	18	73%	17
BETTE MIDLER - Under The Boardwalk (Atlantic)	70	7	5	39	19	62%	7
BARBRA STREISAND - All I Ask Of You (Columbia)	82	39	8	26	9	41%	4
SHERIFF - When I'm With You (Capitol)	59	21	16	13	9	49%	5
RICK ASTLEY - She Wants To Dance With Me (RCA)	73	35	4	24	10	38%	4
TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)	65	8	3	30	24	50%	6
TRAVELING WILBURYS - Handle With Care (Wilbury/Warner Bros.)	52	--	13	26	13	75%	12
GARY WRIGHT - Take A Look (Cypress/A&M)	49	5	1	23	20	48%	8
BARBRA STREISANO & OON JOHNSON - Till I Loved You (Columbia)	52	--	11	31	10	80%	13
KIM CARNES - Crazy In Love (MCA)	47	--	9	25	13	72%	15
MICHELLE SHOCKEO - Anchorage (Mercury/PolyGram)	46	17	1	20	8	45%	6

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got... (Reprise)	21	60	39%
BARBRA STREISAND - All I Ask Of You (Columbia)	3	41	38%
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	50	80	30%
BETTE MIDLER - Under The Boardwalk (Atlantic)	32	62	30%
FAIRGROUND ATTRACTION - Perfect (RCA)	51	80	29%
TIFFANY - All This Time (MCA)	37	64	27%
RICK ASTLEY - She Wants To Dance With Me (RCA)	12	38	26%
DIANA ROSS - If We Hold On Together (MCA)	60	83	23%
TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)	28	50	22%
SHERIFF - When I'm With You (Capitol)	31	49	18%
'TIL TUESDAY - (Believed You Were) Lucky (Epic)	69	86	17%
GARY WRIGHT - Take A Look (Cypress/A&M)	31	48	17%
MAXI PRIEST - Wild World (Virgin)	69	85	16%
NU SHOOZ - Drifitin' (Atlantic)	39	55	16%

Jo-El Sonnier grew up in Rayne, Louisiana, the son of Cajun share-croppers. He got his first accordion at the age of four, before he learned to speak English. By age six he had his own 15-minute radio show. Jo-El soon developed a reputation as a wild Cajun performer, but he wanted to be known for more than that. He tried his luck in California, and then Nashville, where his songs were recorded by Johnny Cash, and George Strait. In 1980, after six years in Music City, he returned to Louisiana and recorded *Cajun Life for Rounder*. It was an album of traditional songs.

Sonnier's wife Jami convinced him to give California another try and they moved back to Los Angeles in the early 80's. While there he gained the respect of many West Coast musicians. In fact, Albert Lee, David Lindley and Garth Hudson believed in him so much they toured as his backup band billing themselves simply as "Friends."

By that time, word had gotten out. RCA's Joe Galante flew to Sunset, Louisiana to hear Sonnier for himself. He signed Jo-El to the label, and together with producers Richard Bennett and Bill Halverson recorded "Come On Joe," a mixture of Cajun, Country, blues and rock and roll. The album features songs by Richard Thompson, Randy Newman, Dave Alvin and Troy Seals, and the fourth single is a version of Slim Harpo's 1960 hit, "Rainin' In My Heart." It's plain that while Jo-El respects tradition he's out to do it his way. "I'm thankful that I did not give up," Jo-El says, "I want to share my music because it's a music of joy. It's life and it's real."

CH: This album gets you away from being labeled a strictly Cajun artist..

JS: It's a beginning. It's like "Introducing Jo-El Sonnier." I finally found someone who really tried to capture me and bring forth the music. I thank God for Joe Galante because everyone else was shutting their doors on me. He saw something beyond just some guy singing a song. I needed someone who could understand what I'm trying to do. It's a special music. I've been committed for a long, long time. At one time I did quit. I gave it up because I was going insane. And it hurt—the pain was only getting worse because I didn't know where I fit in. There was no place for me.

CH: How long were you away from doing music?

JS: I quit for several years. Then my wife Jami and I decided to go toward California.

CH: To Los Angeles?

JS: Yes, I was in Los Angeles almost four years. I met Peter Bogdanovich—that's how it really started. He gave me an opportunity to bring my accordion and voice to the screen. You have to remember that everybody turned me down because they didn't know what to do with me. Film industry people came to see our shows because they were looking for heritage music. Ry Cooder had a lot to do

COUNTRY PROFILE



COME ON JOE Jo-El Sonnier's Fight To Bring The Music Home

by Cyndi Hoelzle

with it. Look what the soundtrack of La Bamba did for Los Lobos. I just wanted to bring a new face of music to the American people, and I'm glad it's in the course of roots music.

CH: Why do you think it took so long for roots music to become popular?

JS: I wish I had the answer. I feel it's going to widen even more. America was not built yesterday. People listen to the voice, but I say, listen to my heart. I'm using the old and putting it to the new, but keeping the authenticity, the identity, and the integrity. I've been encouraged to write with other people—Huey Lewis wants to write with me. When I meet with these people, we talk about traditions. We all need traditions, or we'll forget where we come from. The music that is out right now is encouraging. When I listen to other entertainers, I feel for them. There's been artists out there for years and years, who've worked hard at their crafts, and they believe in what they were doing. I think that's what makes people pioneers, and innovators—breaking new ground. I owe a lot to the pioneers, because I studied on their platform. This is just the beginning for me. It's been thirty-eight years, and there's finally a home for Jo-El, and some acceptance of me as a whole artist. I do French, blues, rock, country pop, jazz, everything. I learned it as a child, through my trials of growing and trying to survive in the clubs.

CH: You started playing gigs when you were six years old?

JS: Yes, my dad would take me to clubs and I would sit in with all the different people. It really started when I was four years old. My daddy was a dirt farmer, a sharecropper.

CH: How did you pick the songs for the album?

JS: Those songs were not picked by going to a publishing company and looking through songs. Each song has it's personality and a unique story.

CH: What about "Come On Joe"?

JS: That song was written for me when I was making records in the 70's. Tony Romero, from New York, brought in a tape. He had heard me sing and said between me and Merle Haggard and George Jones there was

no greater singer. It inspired him to write "Come On Joe." That was thirteen years ago. I didn't have a deal so I just put it in my suitcase. Finally in the mid-eighties, I started performing the song. I called Tony and told him about finally having the major support behind me, and "Come On Joe" would be my first single. He was overjoyed. So when you really believe in something, you stick to your guns and keep the faith.

CH: How did you pick the Blasters song "So Long, Goodbye"?

JS: Joe Galante picked that. It was phenomenal, because the Blasters used to come to our shows. The Blasters, Los Lobos, they were out there trying to find a home for their music because they were eclectic. I say keep it up, because one day it's gonna bring a beauty to the world. I opened up shows for Los Lobos when they finally got a big record, "Will The Wolf Survive." We had a standing ovation from 7,000 people. And it was the Blasters that gave Los Lobos the opening shot. I remember what was happening in those years. I think we're all out there trying to bring some excitement to people, because there's so much confusion, destruction—everywhere you turn around somebody's bombing somebody—my God, I'm just trying to bring a new kickin' music—that's what it's all about. Huey Lewis stayed for both shows in Canada just to meet me. We felt the same thing, that we're missionaries, trying to bring some kind of enjoyment to the public. I think that's what it's all about. Huey said, "Let's give 'em some music, just get on stage and pour it out because that's what we're here for, ain't we?" We do our part, we don't know what tomorrow will bring, but if we do the best that we can do day by day, something good will come out of it. I believe it, I've fought for it.

CH: I saw the "Friends" tour when you were here in San Francisco..

JS: You guys were a joy up there. Thank God, because that was the place where we came in and said, "well we're gonna find out if we got anything going here." The acceptance was wild, and that's what kept us alive. We said, "Yea! there is a place for this music," and we kept on going. But we weren't signed. We had Geffen wanting me to do rock and roll, but I'm not a rock-and-roller. There were other people who wanted to try some different things. RCA has been just great, the staff is behind me. It's a great feeling, people really are excited and being moved by the music that I created. It's a joy. Right now I'm a very happy person because I finally have an understanding that they're accepting me as Jo-El Sonnier. I just go in there, do the music, and let the people decide what it is. It came from the heart, it really did. A lot of years are on that vinyl, and it's finally got it's moment. I'm thankful that RCA was there for me and I hope that I'll be here for a long, long time and bring the best to the public. We worked hard to bring something real and tight. Hopefully it'll bring some harmony in this world. ●

COUNTRY

MOST ADDED

- RICKY VAN SHELTON (44)
(Columbia)
- REBA McENTIRE (37)
(MCA)
- GEORGE STRAIT (36)
(MCA)
- WAYLON JENNINGS (31)
(MCA)
- KEITH WHITLEY (31)
(RCA)

TOP TIP

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

George is starting our new year off right with another Strait-smash.

RECORD TO WATCH



JOHN CONLEE
Hit The Ground Runnin'
(16th Ave.)

Conlee's hitting the ground runnin' with a new label and 23 out-of-the-box adds.

Editor: Lisa Smith
Assoc. Editor: Cyndi Hoelzle

2W LW TW

13	10	1	ALABAMA - Song Of The South (RCA)
6	1	2	Randy Travis - Deeper Than The Holler (Warner Bros.)
12	9	3	EARL THOMAS CONLEY - What I'd Say (RCA)
14	12	4	SKIP EWING - Burnin' A Hole In My Heart (MCA)
9	7	5	HIGHWAY 101 - All The Reasons Why (Warner Bros.)
18	13	6	DAN SEALS - Big Wheels In The Moonlight (Capitol)
4	2	7	Rodney Crowell - She's Crazy For Leavin' (Columbia)
19	17	8	DWIGHT YOAKAM - I Sang Dixie (Reprise)
11	11	9	STEVE WARINER - Hold On (A Little Longer) (MCA)
7	4	10	Patty Loveless - Blue Side Of Town (MCA)
24	21	11	KATHY MATTEA - Life As We Knew It (Mercury)
22	20	12	HOLLY DUNN - (It's Always Gonna Be) Someday (MTM)
15	14	13	Statler Brothers - Let's Get Started... (Mercury)
25	22	14	FORESTER SISTERS - Sincerely (Warner Bros.)
16	16	15	Hank Williams, Jr. - Early In The Morning... (Warner Bros./Curb)
31	23	16	DESERT ROSE BAND - I Still Believe In You (MCA/Curb)
30	25	17	GENE WATSON - Don't Waste It On The Blues (Warner Bros.)
21	19	18	The Shooters - Borderline (Epic)
33	26	19	TANYA TUCKER - Highway Robbery (Capitol)
26	24	20	J.C. CROWLEY - Paint The Town And Hang The Moon Tonight (RCA)
35	29	21	EDDY RAVEN - 'Til You Cry (RCA)
32	28	22	LARRY BOONE - I Just Called To Say Goodbye Again (Mercury)
8	8	23	Baillie And The Boys - Long Shot (RCA)
--	32	24	SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)
39	33	25	CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)
29	27	26	Jo-EI Sonnier - Rainin' In My Heart (RCA)
--	35	27	SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)
--	38	28	OAK RIDGE BOYS - Bridges And Walls (MCA)
34	30	29	MICKEY GILLEY - She Reminded Me Of You (Airborne)
1	5	30	The Judds - Change Of Heart (RCA/Curb)
--	--	31	RONNIE MILSAP - Don't You Ever Get Tired... (RCA)
--	37	32	MERLE HAGGARD - You Babe (Epic)
2	3	33	Eddie Rabbitt - We Must Be Doin' Somethin' Right (RCA)
--	39	34	T. GRAHAM BROWN - Come As You Were (Capitol)
--	--	35	REBA McENTIRE - New Fool At An Old Game (MCA)
3	6	36	Shenandoah - Mama Knows (Columbia)
--	--	37	EMMYLOU HARRIS - Heartbreak Hill (Reprise)
--	--	38	GEORGE JONES - I'm A One Woman Man (Epic)
--	--	39	RICKY VAN SHELTON - From A Jack To A King (Columbia)
--	--	40	LYLE LOVETT - I Married Her Just Because She Looked Like You (MCA/Curb)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
NITTY GRITTY DIRT BAND - Down The Road Tonight (Warner Bros.)		91	29	--	17	45	18%	3
MICHAEL MARTIN MURPHEY - From The Word Go (Warner Bros.)		71	22	--	15	34	21%	3
MICHAEL JOHNSON - Roller Coaster Run (RCA)		70	13	1	10	46	15%	3
GARY STEWART - An Empty Glass (HighTone)		69	5	2	27	35	42%	6

UP & COMING

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

Reports	Adds	Weeks	ARTIST	TITLE	LABEL
68	9	6	ANNE MURRAY	- Slow Passin' Time (Capitol)	
66	10	5	LORRIE MORGAN	- Trainwreck Of Emotion (RCA)	
60	12	6	T.G. SHEPPARD	- You Still Do (Columbia)	
58	3	5	JOSH LOGAN	- Everytime I Get To Dreamin' (Curb)	
56	29	2	BELLAMY BROTHERS	- Big Love (MCA/Curb)	
55	20	3	BERTIE HIGGINS	- Homeless People (Southern Tracks)	
55	31	2	WAYLON JENNINGS	- Which Way Do I Go (MCA)	
45	2	5	LIONEL CARTWRIGHT	- You're Gonna Make Her Mine (MCA)	
39	4	5	CEE CEE CHAPMAN & SANTA FE	- Gone But Not Forgotten (Curb)	
39	5	4	MARIE OSMOND	- I'm In Love And He's In Dallas (Capitol/Curb)	
38	36	1	*GEORGE STRAIT	- Baby's Gotten Good At Goodbye (MCA)	
34	3	5	LYNN ANDERSON	- What He Does Best (Mercury)	
34	31	1	*KEITH WHITLEY	- I'm No Stranger To The Rain (RCA)	
31	2	3	BURCH SISTERS	- I Don't Want To Mention Any Names (Mercury)	
30	3	6	CANYON	- Love Is On The Line (16th Ave.)	
30	12	2	RONNIE McDOWELL/JERRY LEE LEWIS	- Never Too Old... (Curb)	
30	14	1	*CRYSTAL GAYLE	- Tennessee Nights (Warner Bros.)	
28	22	1	*VERN GOSDIN	- Who You Gonna Blame It On This Time (Columbia)	
23	2	3	JONATHAN EDWARDS	- Look What We Made (MCA/Curb)	
23	23	1	*JOHN CONLEE	- Hit The Ground Runnin' (16th Ave.)	
21	--	6	JEFF CHANCE	- Let It Burn (Curb)	
20	--	10	CARRIE DAVIS	- Another Heart To Break The Fall (Fountain Hills)	

Dropped: #15-P.Overstreet, #18-K.T. Oslin, #31-K.Whitley, #34-Restless Heart, #36-Sawyer Brown, #40-Willie/Julio, O'Kanes, Robin Lee, Chris Austin, Mason Dixon.

*Debuts In Up & Coming.

TOP REQUESTS

ALABAMA

RANDY TRAVIS

RODNEY CROWELL

EARL THOMAS CONLEY

DAN SEALS

LP CUTS

Ricky Van Shelton - Hole In My Pocket
Randy Travis - Written In Stone
K.T. Oslin - Hey Bobby
Charlie Daniels Band - Uneasy Rider '88
Buck Owens - Under Your Spell Again
Asleep At The Wheel - Chattanooga Choo Choo

INSIDE COUNTRY

WELCOME BACK! We hope you all had a wonderful holiday season. While The Country Crew stayed very busy during our two weeks off (eating, sleeping, eating, sleeping) many of you sent us pictures showing us how you kept busy over the holidays. Here are just a few examples:



KMPS-Seattle midday personality Wendy Christopher and her husband Mark sang "Buenos Noches from a Crowded Bus" with Dwight Yoakam after his concert there.



Southern Pacific and the Warner Bros./Nashville gang were busy celebrating "New Shade Of Blue" going to #1 in the Gavin Report. From left (standing): Southern Pacific's Stu Cook and Kurt Howell, Maria Cooper Brunner from Concerts West, Southern Pacific's John McFee and Warner Bros. Jack "Promotion Whiz" Purcell. From left (kneeling): Warner's dynamic duo, Bill Mayne and Bob Saporiti, Southern Pacific's Keith Knudsen and David Jenkins and Warner V.P. and Oakland A's fan Nick Hunter.



After Exile's sold out concert at Grayson County College, the folks at KIKM-Sherman stepped backstage to congratulate them on a job well done. From left: Exile's Steve Goetzman, KIKM's John Wallis, Exile's Lee Carroll, KIKM's Melissa Murphey, Exile's J.P. Pennington, Paul Martin and Sonny LeMaire.

Talk with you next week. The Gavin Country Crew

HIT FACTOR

Country Research:
Lisa Smith/Elma Greer

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

Total Reports This Week **143** 12/16 **230**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ALABAMA - Song Of The South (RCA)	140	1	113	26	--	99%	9
EARL THOMAS CONLEY - What I'd Say (RCA)	135	--	104	27	4	97%	9
SKIP EWING - Burnin' A Hole In My Heart (MCA)	139	1	95	39	4	96%	10
HIGHWAY 101 - All The Reasons Why (Warner Bros.)	130	2	111	13	4	95%	12
DAN SEALS - Big Wheels In The Moonlight (Capitol)	138	--	77	59	2	98%	9
DWIGHT YOAKAM - I Sang Dixie (Reprise)	135	--	67	63	5	96%	9
STEVE WARINER - Hold On (A Little Longer) (MCA)	129	1	81	44	3	96%	12
KATHY MATTEA - Life As We Knew It (Mercury)	135	1	48	79	7	94%	9
HOLLY DUNN - (It's Always Gonna Be) Someday (MTM)	127	2	45	70	10	90%	11
STATLER BROTHERS - Let's Get Started... (Mercury)	120	1	65	45	9	91%	12
FORESTER SISTERS - Sincerely (Warner Bros.)	125	2	33	86	4	95%	10
DESERT ROSE BAND - I Still Believe In You (MCA/Curb)	132	3	14	98	17	84%	7
GENE WATSON - Don't Waste It On The Blues (Warner Bros.)	128	2	17	93	16	85%	9
TANYA TUCKER - Highway Robbery (Capitol)	129	6	14	96	13	85%	7
J.C. CROWLEY - Paint The Town And Hang The Moon Tonight (RCA)	121	1	19	83	18	84%	11
EDDY RAVEN - 'Til You Cry (RCA)	126	2	7	95	22	80%	6
LARRY BOONE - I Just Called To Say Goodbye Again (Mercury)	123	2	9	89	23	79%	7
SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)	123	6	8	76	33	68%	5
CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)	123	6	5	79	33	68%	6
SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)	119	5	5	63	46	57%	6
OAK RIDGE BOYS - Bridges And Walls (MCA)	115	8	6	65	36	61%	6
MICKEY GILLEY - She Reminded Me Of You (Airborne)	105	5	10	69	21	75%	12
RONNIE MILSAP - Don't You Ever Get Tired (Of Hurting Me) (RCA)	123	21	4	44	54	39%	3
MERLE HAGGARD - You Babe (Epic)	110	12	8	62	28	63%	8
T. GRAHAM BROWN - Come As You Were (Capitol)	110	13	3	47	47	45%	5
REBA McENTIRE - New Fool At An Old Game (MCA)	119	37	5	21	56	21%	3
EMMYLOU HARRIS - Heartbreak Hill (Reprise)	99	13	--	34	52	34%	5
GEORGE JONES - I'm A One Woman Man (Epic)	87	13	7	30	37	42%	5
RICKY VAN SHELTON - From A Jack To A King (Columbia)	110	44	5	28	33	30%	2
LYLE LOVETT - I Married Her Just Because She Looks Like You (MCA/Curb)	78	11	1	25	41	33%	5

NEW RELEASES by Lisa Smith & Cyndi Hoelzle



KEITH WHITLEY - *I'm No Stranger To The Rain* (RCA)

It's easy to hear that Whitley has found the right sound with his latest album. This single is expertly produced to let Keith's voice take center stage and once he's there he makes the song his own. "No Stranger" is certain to continue Whitley's recent chart success.

VERN GOSDIN - *Who You Gonna Blame It On This Time* (Columbia)

Here's another great cheatin' song from Vern. He wrote it with Hank Cochran, and gives clever lyrics a typically wonderful vocal treatment.



THE SANDERS - *Grandma's Old Wood Stove* (Airborne)

This sister/brother team sound better with every release. "Old Wood Stove" is the third single from their debut lp, *Into Every Life*. The acoustic backing shows off the Sanders' beautiful, natural harmony.



FOSTER & LLOYD - *Fair Shake* (RCA)

All of you Foster & Lloyd fans out there will join us in cheering the upcoming release of their new lp, *Faster & Louder*. This debut single from the album - written by Radney & Bill along with Guy Clark - has Foster & Lloyd's trademark driving beat. A great way to start off the new year!

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

This record provoked a lot of positive comments from quite a few programmers this week. While we've all gotten a little spoiled and just assume that everything he puts out is going to be a hit, it's always great to hear his new stuff and find that Strait-quality intact.

PHOTO FILE by Lisa Smith & Betty Hollars



CHARMED BY REBA ▶
WFLS-Frederickburg's Brian Strobel (left) and Jim Asker chatted with charmin' Reba McEntire just minutes before she donned the stage at The Statler Brothers' "Happy Birthday USA" concert.



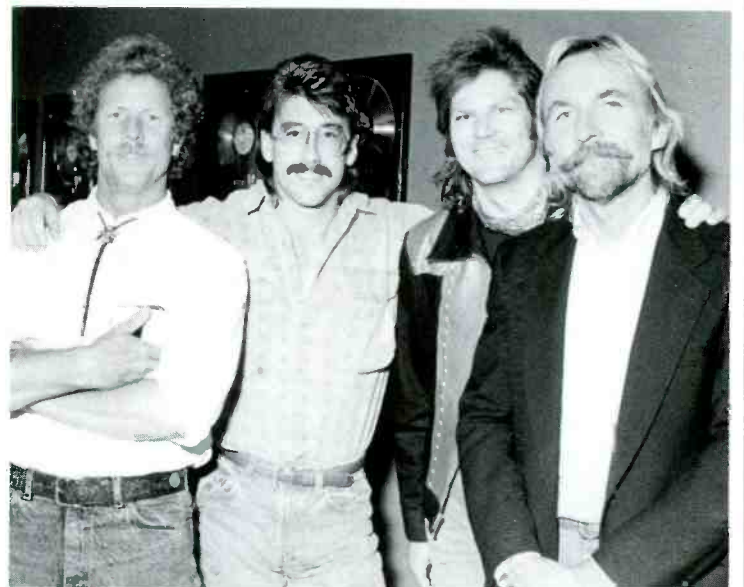
RICKY RULES KLAMATH FALLS ◀
Ricky Van Shelton smiles backstage with KFLS staffers after playing to a SRO crowd in Klamath Falls. The KFLS sponsored event was their grand finale to Country Music Month. From left: overnight jock Crazy Jim Murdock, Shelton and morning personality Country Chris.

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

COUNTRY'S MOTLEY CREW ▶
It was definitely a party after Ronnie Milsap's concert in Paducah, Kentucky. In attendance were, from left: RCA's Ted "The Man" Wagner, WRAJ-Anna's Carolyn Cremeens, Mr. Milsap, Shawna Kohler, Carolyn's husband Steve Cremeens and WRAJ's Scott Rhine.



THE CBS TOUR ▼
On a recent visit to Nashville, members of Gavin's Country Crew were treated to a royal tour through the hallowed halls of CBS Records. From left: Epic's Rich Schwan, Gavin's Lisa Smith, CBS's Allen Brown, Gavin's Elma Greer, Columbia's Jack Lameier and CBS's Fletcher Foster.



HUB CELEBRATES BIRTHDAY ◀
Hub Records celebrated their first anniversary with a birthday bash thrown at the home of Hub President H.L. Vogt. From left: Bob Levinson (Levinson Associates Public Relations), Vogt, Sarah, and Sol Greenberg (the label's sales-marketing consultant.)

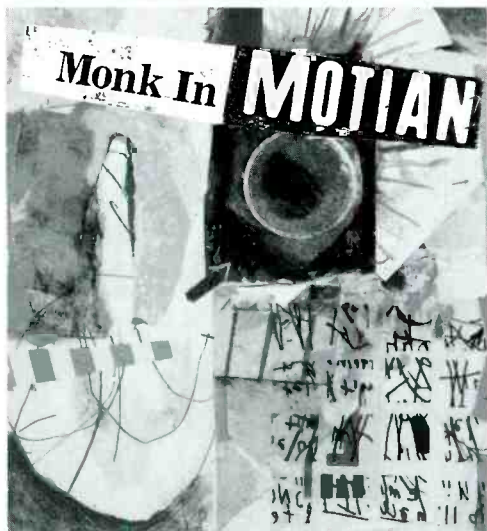
DESERT ROSE + ONE ▲
MCA promotion ace Rick Hughes recently huddled with the Desert Rose Band and tried to convince them to add another member to the group. From left: Chris Hillman, Hughes, John Jorgensen and Herb Pederson.

JAZZ NEW RELEASES



THE FREEWAY PHILHARMONIC (SPINDLETOP)

Here's a real gem for Adult Alternative ears. The Freeway Philharmonic is a viola/Chapman Stick/guitar trio from Southern California who have already made airplay impact on The Wave. Although their music is very different from Kronos String Quartet, which so far hasn't seen the light of day on AA, the listener fast realizes that Fwy Phil has the musicianship to deliver something magical. In order, try "The Five O'clock Drop," "Eleanor Rigby," "Fortune Cookie," "Without A Sound" and "Abracadabra" ("Stairway To Heaven" turned sideways). The band is guitarist Robert Stanton, Chapman Stickman Larry Tuttle, who had a forgettable rock career with Russia/Force Ten on Warners, and great electric violist Novi Novog, who has sessioned with many hit artists from the Doobie Brothers to Madonna. Highly recommended, but you must audition this CD loud to get the best effect. Call Spindletop at 818-842-0722 and say the folks at Gavin are ravin'.



MONK IN MOTIAN (JMT/POLYGRAM)

This is drummer Paul Motian's album of Thelonius Monk tunes produced live to digital two track last March. The first songs we went to were "Ruby My Dear" and "Off Minor" because both feature

pianist Geri Allen--a rising star who left Michigan to go to New York City for gigs and respectability. Her last Soul Note collaboration with Motian and Charlie Haden caused a stir, and here she walks the Monk compositional tightrope with skill, especially considering there were no overdubs. What is also peculiar about MIM is that Motian uses a trio of drums, tenor and electric guitar, forsaking the use of acoustic bass. Quite a maverick diversion here.

The Herb Robertson Brass Ensemble

SHADES OF BUD POWELL - HERB ROBERTSON ENSEMBLE (JMT/POLYGRAM)

Here's another crazy excursion that deserves some attention, but instead of Monk we swing to the compositions of Bud Powell. Led by trumpeter Herb Robertson, who liner notes say "is most conveniently identified with the avant-garde" in New York, Shades utilizes a sextet of two trumpets, french horn, drums, tuba and trombone. Chairs are filled by folks like Robin Eubanks and Bob Stewart. "Un Poco Loco" borders on the mechanical musique and "Glass Enclosure" recalls the feel of Haden/Bley's Liberation Music Orchestra with a little swing added. "The Fruit" is a playful piece with Robertson, tuba player Stewart and drummer Joey Baron trading in his sticks and snare for brushes and a magazine. "I knew there was a first-taker somewhere."



REFUGE - RIC FLAUDING (SPINDLETOP)

On Refuge, guitarist/keyboardist/arranger Ric Flauding teams up with

saxman Brandon Fields on three tracks. Of the three, consider "All Creation Sang" and "Heart Dancer" for worthwhile AA play. Tim Heintz, another colleague, contributes synths on "The Night Was Not Silent." Shown seated with his stratocaster, Ric has a tendency to bury his guitar chop a little on songs like "Mists And Fog" and the aforementioned "Night..." Flauding is all over the road in both talent and musical concept, having done movie and television soundtrack composing. As a kid he switched from the organ to the trumpet to guitar in just a few years time, and on Refuge he switches around as well. As a session person, Ric has worked with friends like Fields, Heintz, Eric Marienthal and John Patitucci.

LOCOMOTIVE - BUELL NEIDLINGER'S STRING JAZZ (SOUL NOTE/POLYGRAM)

Bassist Buell Neidlinger leads an acoustic-gypsy styled quintet covering Monk and Ellington exclusively. "Rockin' In Rhythm" and "Skippy" captures best the essence of Locomotive, recorded a year and a half ago in Milano, Italy. Over three decades Neidlinger has played with Gil Evans and Cecil Taylor as well as Roy Orbison, Ry Cooder and Barbra Streisand! He has also performed as a member of the Boston and Houston symphonies. Locomotive captures the swing of Ellington and the bop of Monk in such a way that their diversities are hard to distinguish. Listen for yourself--it borders on the indescribable.



NATURALLY - MEL LEWIS AND THE JAZZ ORCHESTRA (TELARC)

When Telarc releases big band jazz no stereo system is safe. The CD release of Mel Lewis' 1979 Naturally marks the ten year anniversary of it being the first digitally recorded big band album. Drummer Lewis has been called "a superb timekeeper and swinger," and swing he does--right through "Cherry Juice" to the latin flavored "Que Pass Bossa." So let's all blow out the candles for ten years of digital big band!

ADULT ALTERNATIVE

MOST ADDED

1. ELIS - SADAO WATANABE (ELEKTRA)
2. "ORINOCO FLOW (SAIL AWAY)" - ENYA (Geffen)
3. WORLD DANCE - DO'AH (GLOBAL PACIFIC/CBS)
4. BACK TO BECK - JOE BECK (DMP)

TOP TIP

SADAO WATANABE
ELIS
(ELEKTRA)

Getting to be as hot as wasabe.
Debuts in '89 at #34!

RECORD TO WATCH



ENYA
"ORINOCO FLOW (SAIL AWAY)"
(Geffen)

A hypnotic and modern Irish folk
song that is already eliciting
listener curiosity calls.

Co-Editors: Keith Zimmerman/Kent Zimmerman

TW

- 1 LEE RITENOUR - FESTIVAL (GRP)
- 2 AL JARREAU - HEART'S HORIZON (WARNER BROS.)
- 3 Kenny G - Silhouette (Arista)
- 4 CHET ATKINS - C.G.P. (COLUMBIA)
- 5 Tom Scott - Flashpoint (GRP)
- 6 Tom Grant - Mango Tango (GAIA)
- 7 Julia Fordham (Virgin)
- 8 John Jarvis - Whatever Works (MCA Master Series)
- 9 GERALD ALBRIGHT - BERMUDA NIGHTS (ATLANTIC)
- 10 Jonathan Butler - More Than Friends (Jive/RCA)
- 11 Lyle Mays - Street Dreams (Geffen)
- 12 CHRIS SPHEERIS - PATHWAYS TO SURRENDER (COLUMBIA)
- 13 Checkfield - Through The Lens (American Gramophone)
- 14 Grant Geissman - All My Tomorrows (TBA)
- 15 Stanley Jordan - Flying Home (EMI)
- 16 Dream Patrol - Phoning The Czar (Pasha/CBS)
- 17 Bill Bergman & Metro Jets (GAIA)
- 18 Michael Colina - Shadow Of Urbano (Private Music)
- 19 BRANDON FIELDS - THE TRAVELER (NOVA)
- 20 ERIC TINGSTAD & NANCY RUMBEL (NARADA LOTUS)
- 21 CALDWELL PLUS - AS WE BOP (MCA MASTER SERIES)
- 22 Steve Miller - Born 2 B Blue (Capitol)
- 23 Anita Baker - Giving You The Best That I Got (Elektra)
- 24 David Knopfler - Lips Against The Steel (Cypress/A&M)
- 25 Wishful Thinking - Way Down West (Soundwings)
- 26 SUSAN MAZER & DALLAS SMITH - SUMMIT (BRAVE DOG)
- 27 Roberta Flack - Oasis (Atlantic)
- 28 Rodney Franklin - Diamond Inside Of You (Novus/RCA)
- 29 JOE BECK - BACK TO BECK (DMP)
- 30 BIRELI LAGRENE - FOREIGN AFFAIRS (BLUE NOTE)
- 31 Carlos Reyes - The Beauty Of It All (TBA)
- 32 Neal Davis - Wind Angels (Visual Musik)
- 33 CHI - PACIFIC RIM (PROJAZZ)
- 34 SADAO WATANABE - ELIS (ELEKTRA)
- 35 William Ackerman - Imaginary Roads (Windham Hill)
- 36 VANGELIS - DIRECT (ARISTA)
- 37 Brian Melvin - Nightfood (Global Pacific/CBS)
- 38 DO'AH - WORLD DANCE (GLOBAL PACIFIC/CBS)
- 39 David Lanz - Cristofori's Dream (Narada Lotus)
- 40 Diane Schuur - Talkin' About You (GRP)
- 41 Danny Heines - Every Island (Silver Wave/Optimism)
- 42 DON HARRISS - VANISHING POINT (SONIC ATOMOSPHERES)
- 43 Jim Horn - Neon Nights (Warner Bros.)
- 44 Michel Camilo (Portrait)
- 45 Tania Maria - Forbidden Colors (Capitol)
- 46 Yanni - Chameleon Days (Private Music)
- 47 Pastiche - Remember That (Blueprint)
- 48 Gary Herbig (Headfirst/K-Tel)
- 49 ENYA - WATERMARK (Geffen)
- 50 Rush Hour - Bumper To Bumper (GAIA)

CHARTBOUND

WINTER SOLSTICE (WINDHAM HILL)
KIM PENSYL (OPTIMISM)
JORDAN DeLaSIERRA (GLOBAL PACIFIC/CBS)
WILLIAM AURA (HIGHER OCTAVE)

* HORIZON (DELTA)
RUSS BARREBERG (ROUNDER)
MANNHEIM STEAMROLLER (AMERICAN GRAMAPHONE)
BARBIE BENTON (TAKOMA)

FAIRGROUND ATTRACTION (RCA)
EDIE BRICKELL & NEW BOHEMIANS (Geffen)
SPIES (TELARC)
PETER ERSKINE (DENON)

Dropped: #47 Joan Armatrading, #50 Steve Smith/Ital Info, GRP Christmas, Joe Taylor.

*Debuts in chartbound

JAZZ

MOST ADDED

1. DIFFERENT PERSPECTIVES - **ROBIN EUBANKS** (JMT/POLYGRAM)
2. MINDGAMES - **GREG OSBY** (JMT/POLYGRAM)
3. ELIS - **SADAO WATANABE** (ELEKTRA)
4. MINGUS' SOUNDS OF LOVE - **THE MINGUS DYNASTY** (SOUL NOTE/POLYGRAM)

TOP TIP

TONY DAGRADI
DREAMS OF LOVE
(ROUNDER)

This New Orleans sax ace opens the new year with a run for the charts.

RECORD TO WATCH



ROBIN EUBANKS
DIFFERENT PERSPECTIVES
(JMT/POLYGRAM)

The perspective is this:
Most added by a long shot!

Co-Editors: Keith Zimmerman/Kent Zimmerman

TW

- 1 **LEE RITENOUR - FESTIVAL (GRP)**
- 2 **MICHEL CAMILO (PORTRAIT)**
- 3 **CHET ATKINS - C.G.P. (COLUMBIA)**
- 4 Tom Scott - Flashpoint (GRP)
- 5 **GERALD ALBRIGHT - BERMUDA NIGHTS (ATLANTIC)**
- 6 **FLORA PURIM - MIDNIGHT SUN (VENTURE/VIRGIN)**
- 7 Kenny G - Silhouette (Arista)
- 8 Lyle Mays - Street Dreams (Geffen)
- 9 Tom Grant - Mango Tango (GAIA)
- 10 **AL JARREAU - HEART'S HORIZON (REPRISE)**
- 11 **TANIA MARIA - FORBIDDEN COLORS (CAPITOL)**
- 12 **BIRELI LAGRENE - FOREIGN AFFAIRS (BLUE NOTE)**
- 13 Kent Jordan - Essence (Columbia)
- 14 **JOE BECK - BACK TO BECK (DMP)**
- 15 Wishful Thinking - Way Down West (Soundwings)
- 16 The Harper Brothers (Verve/PolyGram)
- 17 **RICHIE COLE - SIGNATURE (MILESTONE)**
- 18 **HARRY CONNICK, JR. - 20 (COLUMBIA)**
- 19 Diane Schuur - Talkin' 'Bout You (GRP)
- 20 Jane Ira Bloom - Slalom (Columbia)
- 21 **TONY WILLIAMS - ANGEL STREET (BLUE NOTE)**
- 22 **PETER ERSKINE - MOTION POET (DENON)**
- 23 **SADAO WATANABE - ELIS (ELEKTRA)**
- 24 Stanley Jordan - Flying Home (EMI)
- 25 **CHARLIE HADEN'S QUARTET WEST - IN ANGEL CITY (VERVE/POLYGRAM)**
- 26 **BRANDON FIELDS - THE TRAVELER (NOVA)**
- 27 **STEVE MILLER - BORN 2 BE BLUE (CAPITOL)**
- 28 **JOHN HANDY - EXCURSION IN BLUE (QUARTET)**
- 29 Billy Bergman And The Metro Jets (GAIA)
- 30 **SUSAN MAZER AND DALLAS SMITH - SUMMIT (BRAVE DOG)**
- 31 **JONATHAN BUTLER - MORE THAN FRIENDS (JIVE/RCA)**
- 32 Freddie Hubbard And Woody Shaw - The Eternal Triangle (Blue Note)
- 33 **GARY HERBIG (HEADFIRST/K-TEL)**
- 34 Cassandra Wilson - Blue Skies (JMT/PolyGram)
- 35 John Jarvis - Whatever Works (MCA Master Series)
- 36 Charlie Parker - BIRD Soundtrack (Columbia)
- 37 **BRIAN MELVIN'S NIGHTFOOD - NIGHTFOOD (GLOBAL PACIFIC/CBS)**
- 38 **BARNEY KESSEL - RED HOT AND BLUES (CONTEMPORARY)**
- 39 Sphere - Bird Songs (Verve/PolyGram)
- 40 Checkfield - Through The Lens (American Gramophone)
- 41 Monty Alexander's Ivory & Steel - Jamboree (Picante/Concord Jazz)
- 42 **TONY DAGRADI - DREAMS OF LOVE (ROUNDER)**
- 43 Robert Watson & Horizon - No Question About It (Blue Note)
- 44 Moe Koffman - Oop-Pop-A-Da (Duke Street/Soundwings)
- 45 Super Sax - Stone Bird (Columbia)
- 46 Rodney Franklin - Diamond Inside Of You (Novus/RCA)
- 47 Phil Wood's Little Big Band - Evolution (Concord Jazz)
- 48 **DREAM PATROL - PHONING THE CZAR (PASHA/CBS)**
- 49 Julia Fordham (Virgin)
- 50 Grant Geissman - All My Tomorrows (TBA)

CHARTBOUND

* **ROBIN EUBANKS (JMT/POLYGRAM)**
CHARLES EARLAND (MILESTONE)
KIM PENSYL (OPTIMISM)
DO'AH (GLOBAL PACIFIC/CBS)
RUSH HOUR (GAIA)

* **JIMMY McGRIFF (MILESTONE)**
CHRIS McGREGOR (VENTURE/VIRGIN)
* **MILT JACKSON (PABLO)**
NANCY WILSON (COLUMBIA)
CALDWELL PLUS (MCA MASTER SERIES)

LENA HORNE (THREE CHERRIES)
DANNY HEINES (SILVER WAVE/OPTIMISM)
* **ROBERT FLACK (ATLANTIC)**
TOM HARRELL (CONTEMPORARY)
DeFRANCO/GIBBS (CONTEMPORARY)

Dropped: #44 Milt Jackson, #46 Michael Colina, Pastiche.

*Debuts in chartbound

ALBUM/ALTERNATIVE

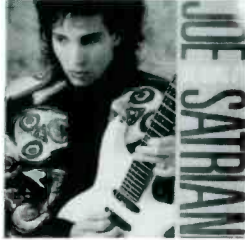
ALBUM

GAVIN ALBUM FRONTLINE

ALTERNATIVE



EDIE BRICKELL & NEW BOHEMIANS



JOE SATRIANI



TOMMY CONWELL & THE YOUNG RUMBLERS



WATERBOYS



THE FALL



DANIELLE DAX

"YOU GOT IT" - ROY ORBISON (VIRGIN)

The depth of Roy Orbison's performance on this new single makes his departure all the more sad. Though his life had always been about bouncing back from personal tragedy, Roy always managed to channel sadness into power. "You Got It" comes closest to the magic that Orbison and Fred Foster conjured for the classic Monument label. Yet Roy Orbison's spirit for the contemporary come to no surprise to those who have seen him in past performances. Up until the end, he surrounded himself with the spryest of players. Also until the end, his voice rang to the heavens with an aura that was almost interplanetary--as in stellar.

"DON'T LOOK BACK" - CHARLIE SEXTON (MCA)

"Don't Look Back" should appeal to even the skeptics who were slow to appreciate Charlie Sexton's assets. True, past packaging interfered with the potential, but I believe this time the chemistry is intact. Bob Clearmountain and Tony Berg have done an admirable job of putting Charlie's rock appeal to the forefront. For a long time Sexton has been poised and ready to make his move. This looks like as good a time as any to get radio-aggressive with a hot one like "Don't Look Back."



SHAKING THE PUMPKIN - HUGH MARSH (DUKE STREET/SOUNDWINGS)

Ya-hoo! My first eccentric find of the New Year. Hugh Marsh is to Bruce Cockburn what Karl Wallinger/World Party was to the Waterboys. The violin-playing Marsh spun off from his Cockburn duties for a digital feast of dazzling ideas and adventure. The opening "Purple Haze" is sung by Robert Palmer, of all people. Cockburn is featured in a recital of "How The Violin Was Born." The remainder is a vibrant blend of unusually clever instrumentation of various temperments and style. My

NEW RELEASES

favorite track is "The Way Of The Flesh." Hopefully this CD will find its way to you via the daily mails. If you get impatient and if you want a copy of this gem, call Doc Remer at 213-394-2528. Go for it! Rated DDDD, whatever that means.

"SWORD AND STONE" - PAUL DEAN (COLUMBIA)

Loverboy's Paul Dean is heard on his first solo spinoff project. "Sword And Stone," penned by Paul Stanley and Desmond Child, is unsurprisingly catchy and anthemic. At loud volume, the guitars spin and chum in a way much different way than the usual Loverboy crunch. This is an interesting piece of rock/pop mainstream.

LOU REED

"DIRTY BLVD." - LOU REED (SIRE/WARNER BROS.)

This was released at the end of '88 while we were listing our year's best, and it was a struggle to keep "Dirty Blvd." of the list. With the LP due January 20, Lou's finest work will have to qualify as one of the best of 1989. This week "Dirty Blvd." was added with a vengeance. It captured both Album and Alternative's Most Added and Top Tip honors by debuting highest on both charts. Now wait until you hear the album, New York. It's a realistic travelogue with Lou explaining how some folks bite the Big Apple while some merely nibble on the Core.

"ALL IS FORGIVEN" - SIREN (MERCURY/POLYGRAM)

Siren is an American band produced with stunning ambience by Mike Howlett (Tears For Fears/Joan Armatrading). With an American delivery and an Anglo mix, Siren makes rock history by recording their digital effort sans a tape recorder. Recorded directly onto a 32 track disc, Siren ride not only a creative wave, but a technological one via Synclavier. Not that Siren are the least bit techno. Their guitars and vocals boldly occupy the forefront.



"DRIVEN OUT" - THE FIXX (RCA)

After a long break and a label change, the Fixx, almost unrecognizable, return with a hook-oriented rock piece. "Driven Out" (along with a few preview trax off their upcoming *Calm Animals* album) looks like part of a well-orchestrated return to the Album Radio bloodstream.

"SHE DRIVES ME CRAZY" - FINE YOUNG CANNIBALS (IRS/MCA)

It's been a long time. The last glance I remember of the Cannibals was a fast clip of the group playing a lounge band in Barry Levinson's film *Tin Men*, which left an impressive impression. Now they're back with a new single from an album called *The Raw & The Cooked*. Though it's tinged with sweet soulfulness, I'd definitely call this "raw" rather than cooked. The contrast between sweet vocals and raw guitar makes this one special.

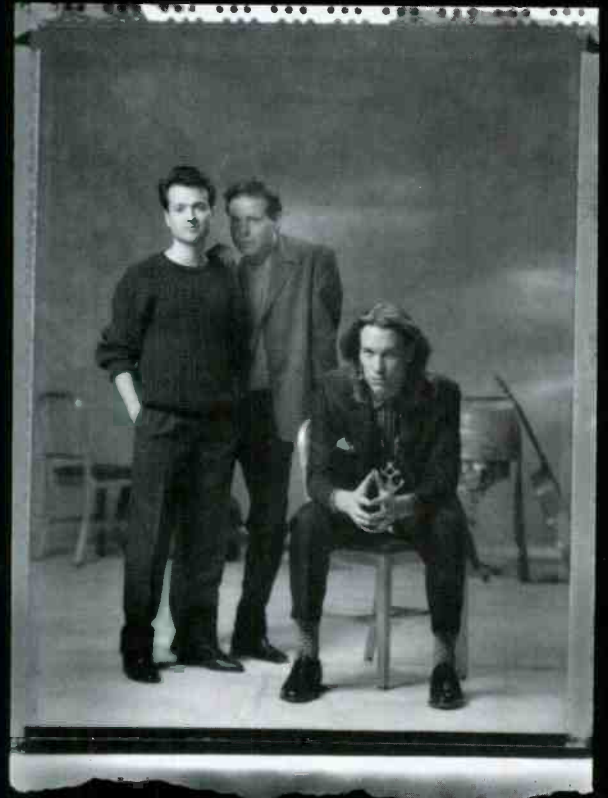
ANSWERS TO NOTHING - MIDGE URE (CHRYSALIS)

As a musician who keeps his finger on the pulse of the world through a series of social services like *Band-Aid*, *Prince's Trust* and many other social rock n roll events, Midge Ure can't help but incorporate quite a bit of humanity into his current writing. Unlike XTC's song of the same name, "Dear God" avoids the cynicism in favor of a guarded cloak of hope. Though it seems that Ure shares the same disregard for evangelists and the powers-that-be a lot of us wish we could, especially on the title track. Yet all is not doom and gloom. "Sister And Brother," his duet with Kate Bush, is a valid declaration of equality. By selecting Kate Bush as his vocal counterpart, the message is all the more clear, all the more convincing. The guitarwork on songs like "Just For You" and "The Leaving (So Long)" is lyrically repetitive and melodically flattering. *Answers To Nothing* contains lots of high points and subtleties built with an ear for detail and an eye for style. The next step is to translate his immense international appeal to us Yanks. **KZ**



DON'T GO TO SLEEP ON THIS ONE.

'Nightmares'



Produced by Violent Femmes

and Warren A. Bruleigh

From the new album 3

Management: Linda Clark and Associates

© 1988 Slash Records



SLASH
RECORDS

Violent Femmes

ALBUM

MOST ADDED

1. "DIRTY BLVD." - LOU REED (SIRE/WARNER BROS.)
2. "DEAR GOD" - MIDGE URE (CHRYSALIS)
3. "DRIVEN OUT" - THE FIXX (RCA)
4. "MARATHON" - RUSH (MERCURY/POLYGRAM)
5. "STAND" - REM (WARNER BROS.)
6. "LIVING YEARS" - MIKE + THE MECHANICS (ATLANTIC)
7. "END OF THE LINE" - TRAVELING WILBURYS (WILBURY/WARNER BROS.)

TOP TIP

LOU REED
"DIRTY BLVD."
(SIRE/WARNER BROS.)

For those of you who like a dash of Mean Streets with your rock n roll, look no further than #37, our highest debut this week.

RECORD TO WATCH



CLIVE GREGSON & CHRISTINE COLLISTER

CLIVE GREGSON & CHRISTINE COLLISTER
MISCHIEF (RHINO)

Not only surviving the holiday lapse, but actually acting like a brand new 1989 release. Selected as one of Gavin's Twenty Artistic Album Triumphs of 1988, this one is well worth a thoughtful listen.

CHRISTINE COLLISTER

TW

- 1 U2 (ISLAND) "ANGEL" "TOWN" "GOD" "DESIRE"
- 2 REM (WARNER BROS.) "ORANGE" "STAND" "POP"
- 3 CROSBY, STILLS, NASH & YOUNG (ATLANTIC) "MADE" "DREAM" "GENERALS"
- 4 TRAVELING WILBURYS (WILBURY/WARNER BROS.) "LAST" "END" "MONKEY" "HANDLE"
- 5 EDIE BRICKELL & NEW BOHEMIANS (GEFFEN) "AM" "LITTLE" "DECEMBER"
- 6 FLEETWOOD MAC (WARNER BROS.) "FOLLOW" "QUESTION"
- 7 KEITH RICHARDS (VIRGIN) "MOVE" "STRUGGLE" "TAKE"
- 8 WATERBOYS (ENSIGN/CHRYSALIS) "PARTY" "FISHERMAN'S"
- 9 JOE SATRIANI (RELATIVITY) "CRUSH"
- 10 MIKE + THE MECHANICS (ATLANTIC) "LIVING" "PERFECT"
- 11 JOHN HIATT (A&M) "PAPER" "SLOW"
- 12 THE PURSUIT OF HAPPINESS (CHRYSALIS) "ADULT"
- 13 Ivan Neville (Polydor/PolyGram) "Another"
- 14 Steve Earle (UNI/MCA) "Copperhead" "Back"
- 15 BAD COMPANY (ATLANTIC) "ONE" "NO"
- 16 Hothouse Flowers (Polydor/PolyGram) "Sorry"
- 17 TOMMY CONWELL & YOUNG RUMBLERS (COLUMBIA) "MEET"
- 18 Pink Floyd (Columbia) "Numb" "Time" "Brick"
- 19 Jim Capaldi (Island) "Something"
- 20 EDDIE MONEY (COLUMBIA) "EYES"
- 21 DREAMS SO REAL (ARISTA) "JERICO"
- 22 AEROSMITH (COLUMBIA) "CHIP"
- 23 TIL TUESDAY (EPIC) "LUCKY" "RIP"
- 24 ROBERT CRAY BAND (HIGHTONE/MERCURY) "ACTING"
- 25 38 Special (A&M) "Sheba" "Second" "Strategy"
- 26 JEFF HEALEY BAND (ARISTA) "LIGHT" "CONFIDENCE"
- 27 COCKTAIL SOUNDTRACK (ELEKTRA) "WILD"
- 28 Bon Jovi (Mercury/PolyGram) "Born" "Bad"
- 29 Def Leppard (Mercury/PolyGram) "Armageddon"
- 30 JULIAN COPE (ISLAND) "CHARLOTTE"
- 31 Poison (Enigma/Capitol) "Every"
- 32 RATT (ATLANTIC) "WAY COOL"
- 33 COWBOY JUNKIES (RCA) "SWEET"
- 34 FAIRGROUND ATTRACTION (RCA) "PERFECT"
- 35 SAINTS (TVT) "GRAIN" "GHOST"
- 36 Michelle Shocked (Mercury/PolyGram) "Anchorage" "Train"
- 37 LOU REED (SIRE/WARNER BROS.) "DIRTY BLVD."
- 38 SCRUFFY THE CAT (RELATIVITY) "JUPITER" "KISSING"
- 39 TOM COCHRANE & RED RIDER (RCA) "CALLING" "BIG"
- 40 WHITE LION (ATLANTIC) "CHILDREN"
- 41 Randy Newman (Reprise) "Money" "Dixie"
- 42 TEQUILA SUNRISE SOUNDTRACK (CAPITOL) "WILSON/ZANDER" "TAYLOR"
- 43 ROBERT PLANT (ES PARANZA/ATLANTIC) "WALKING"
- 44 Joan Jett & Blackhearts (Blackheart/Epic) "Liar"
- 45 LIVING COLOUR (EPIC) "CULT"
- 46 Van Halen (Warner Bros.) "Cabo"
- 47 VIXEN (EMI) "CRYIN'"
- 48 Steve Winwood (Virgin) "Shoes" "Holding"
- 49 Little Feat (Warner Bros.) "Long" "Let"
- 50 TANITA TIKARAM (REPRISE) "WORLD" "SOBRIETY" "HATE"

CHARTBOUND

- | | | |
|--------------------------------------|--------------------------------------|---|
| * MIDGE URE (CHRYSALIS) "GOD" | * GREGSON/COLLISTER (RHINO) "CHEATS" | * GO BETWEEN (CAPITOL) "ANYTHING" |
| INXS (ATLANTIC) "MYSTIFY" | A HOUSE (SIRE/REPRISE) "CALL" | * NEW ORDER (QWEST/WARNER BROS.) "FINE" |
| GUNS N' ROSES (GEFFEN) "PATIENCE" | HOUSE OF LORDS (SIMMONS/RCA) "WANNA" | * DOKKEN (ELEKTRA) "WALK" |
| * RUSH (MERCURY/POLYGRAM) "MARATHON" | * ENYA (GEFFEN) "FLOW" | |

Dropped: #26 M. Etheridge, #39 Cheap Trick, #45 Scrooged, #47 N. Ranger, #50 S. Kinison, Cinderella, Stay Awake, Kiss, Jack Rubies.

LOU REED

NEW YORK

THE NEW ALBUM
PRODUCED BY LOU REED AND FRED MAHER
FEATURING DIRTY BLVD, HALLOWEEN PARADE AND THERE IS NO TIME



SIRE

MANAGEMENT: SISTER RAY ENTERPRISES, N.Y. © 1989 SIRE RECORDS COMPANY

ALTERNATIVE

MOST ADDED

1. "DIRTY BLVD." - LOU REED (SIRE-12")
2. "DEAR GOD" - MIDGE URE (CHRYSALIS-12")

TOP TIP

LOU REED
"DIRTY BLVD."
(SIRE-12")

One of Alternative Music's pillar artists' is Most Added and promptly attracting the attention programmers like Janice Bailey-WMDK and Andrew Moss-WICB.

RECORD TO WATCH



MIDGE URE
"DEAR GOD"
(CHRYSALIS-12")

When it was an import Rich Robinson-WHTG raved about this record months ago. Kim Saade-WRAS reports "unbelievable phones for the past two weeks."

IMPORT/INDIE

- ROLLINS BAND (TEXAS HOTEL) "DO IT"
- VOLCANO SUNS (SST) "KEY"
- THREE JOHNS (CAROLINE) "KING"
- ANGST (SST) "TIME"
- PSYCHIC T.V. (PVC) "LOST"
- ANGRY SAMOANS (PVC) "LOST"
- 1,000 HOMO DJS (WAX TRAX) "APATHY"
- ALL (CRUZ) "SKIN"
- THE DOWNSIDERS (MAMMOTH) "DRIVE"
- STONE ROSES (SILVERTONE-UK-12") "ELEPHANT"

Editor: Peter Standish

TW

- 1 THE WATERBOYS (ENSIGN/CHRYSALIS) "FISHERMAN'S" "LOVERS" "PARTY" "SWEET"
- 2 REM (Warner Bros.) "Orange" "Pop" "Stand" "World" "Everything" "Inside"
- 3 THE FALL (BEGGARS BANQUET/RCA) "NEW" "RIGHT" "KURIOUS" "OVERTURE" "BAD"
- 4 Julian Cope (Island) "Anne" "5" "Vegetation" "China"
- 5 THE SAINTS (TVT) "GRAIN" "GHOST" "SOLD" "HOLLYWOOD" "FIRE"
- 6 Sonic Youth (Enigma/Blast First) "Teen" "Silver" "Hey" "Candle"
- 7 COWBOY JUNKIES (RCA) "JANE" "MIDNIGHT" "GET" "BLUE" "POSTCARD"
- 8 THE GO-BETWEENS (BEGGARS BANQUET/CAPITOL) "ANYTHING" "STREETS"
- 9 Scruffy The Cat (Relativity) "Jupiter" "Desire" "Betty" "Beg" "Kissing"
- 10 DANIELLE DAX (SIRE) "BIG" "CAT" "WHISTLING" "WHITE"
- 11 A HOUSE (SIRE/REPRISE) "BLUE" "KILL"
- 12 Dinosaur Jr. (SST) "Freak" "Budge" "Pond" "Don't"
- 13 FRONT 242 (WAX TRAX) "HEADHUNTER" "UNTIL" "FIRST"
- 14 ULTRA VIVID SCENE (4 A D/ROUGH TRADE) "SCREAMED" "MERCY" "CRASH"
- 15 DEAD MILKMEN (ENIGMA/FEVER) "BRAT" "STUART" "MOM" "PARTY" "PUNK"
- 16 The Lime Spiders (Caroline) "Volatile" "Other" "Main" "Odyssey"
- 17 LILAC TIME (MERCURY) "RETURN" "TOGETHER" "ROAD"
- 18 U2 (Island) "Town" "Helter" "Watchtower" "Angel" "God"
- 19 They Might Be Giants (Bar None/Restless) "Ana" "Purple" "Cowtown"
- 20 ROYAL CRESCENT MOB (M.T./CELLULOID) "HAPPY" "ROLLERCOASTER" "IMMIGRANT"
- 21 THE PURSUIT OF HAPPINESS (CHRYSALIS) "ADULT" "YOUNG" "GIRLS"
- 22 DEAD CAN DANCE (4 A D) "SEVERANCE" "LAND"
- 23 WOLFGANG PRESS (4 A D/ROUGH TRADE) "KING" "SHUT" "KANSAS"
- 24 NICK CAVE (ENIGMA/MUTE) "DEANNA" "MERCY" "CITY" "DEVIL"
- 25 The Jack Rubies (TVT) "Be" "Lobster" "Falling" "Horse"
- 26 NEW ORDER (QWEST-12") "FINE"
- 27 AMERICAN MUSIC CLUB (FRONTIER) "SOMEWHERE" "LONELY" "LIQUOR" "FIREFLY"
- 28 LOU REED (SIRE-12") "DIRTY"
- 29 Edie Brickell & The New Bohemians (Geffen) "What" "Love" "Beat"
- 30 Voice of The Beehive (London/PolyGram) "Nothing" "Beat" "Baby"
- 31 That Petrol Emotion (Virgin) "Groove" "Cellophane" "Candy" "Sooner"
- 32 MUDHONEY (SUB POP) "NO" "NEED"
- 33 Fairground Attraction (RCA) "Perfect" "Smile" "Moon" "Find"
- 34 ALIEN SEX FIEND (CAROLINE) "BUN"
- 35 Stay Awake - Disney Music Compilation (A&M) "Replacements" "Lobos"
- 36 Traveling Wilburys (Wilbury/Warner Bros.) "Handle"
- 37 PAILHEAD (WAX TRAX) "STAND"
- 38 SOUND GARDEN (SST) "HEAD"
- 39 Skinny Puppy (Nettwerk/Capitol) "Testure" "Who's"
- 40 Camouflage (Atlantic) "Great" "Neighbors" "Winner" "Face" "From"
- 41 Big Dipper (Homestead) "Witch" "House" "Insane" "Lincoln" "Star"
- 42 LAIBACH (ENIGMA/MUTE-12") "DEVIL"
- 43 Cocteau Twins (4 A D/Capitol) "Fingers" "Blue" "Buff" "Gum"
- 44 SCRAWL (ROUGH TRADE) "1" "READY" "FEEL" "GREEN"
- 45 MARC ALMOND (SOME BIZZARE/CAPITOL) "TEARS"
- 46 Ofra Haza (Sire) "Im Nin' Alu" "Galbi" "Shaday" "Face" "Love"
- 47 CHRISTMAS (IRS/MCA-12") "STUPID"
- 48 RAPEMAN (TOUCH & GO) "DUTCH"
- 49 Trotsky Icepick (SST) "Incident"
- 50 TANITA TIKARAM (REPRISE) "TRADITION"

CHARTBOUND

- | | |
|---|--|
| ENYA (Geffen) "FLOW" | MANUFACTURE (NETTWERK) "SLUGGER" |
| DONNER PARTY (P.A.T./ROUGH TRADE) "WHY" | ELVIS HITLER (RESTLESS) "COOL" |
| MIDGE URE (CHRYSALIS-12") "DEAR" | GOVERNMENT ISSUE (GIANT) "DAY" |
| FLOUR (TOUCH & GO) "FOOD" | WILLIE DIXON (BUG/CAPITOL) "BLUES" "WAR" |
- Dropped: #26 Ministry, #37 S.Earle, #39 Feelies, #41 P. Galore, #42 B. Bragg, #45 S. & Banshees, #46 B. Act, #47 Primitives, #48 Das Damen.

INSIDE ALBUM

by Kent Zimmerman

EIGHTEEN ABSURD BUT WELL-MEANING NEW YEAR'S RESOLUTIONS

by Kent Zimmerman

Happy New Year to you, dear reader. Howabout a few New Year's resolutions, some of which are made to be broken. Ready? Here goes:

1. I resolve never to describe a guitar solo as "blistering."
2. I resolve to stop boring you with movie recommendations until you see Talk Radio with Eric Bogosian. Ooops...
3. I resolve to avoid all NFL Playoff bets except for the one with WXRT's Norm Winer and Lin Brehmer. Now how'd I get roped into that? As an EX-Raider fan, I don't even follow the 49ers that closely.
4. I resolve to continue arguing rock n roll philosophy in taverns with Jack Isquith from Epic Records or on the phone with Jerry Duggan of WWPZ in Petoskey. I can still remember Isquith blathering on about the complexity of Led Zeppelin versus Husker Du as a cab wisked him down Columbus Avenue in San Francisco.
5. I resolve to try not to mix-up Jazz with rock n roll except to say that Miles Davis rocks and John Hiatt swings.
6. I resolve to be more tolerant of generic homogenized rock n roll except on LP, CD, EP, 45, DAT, tape and live performance.
7. I resolve to try to be a Wilbury whenever I travel.
8. I resolve to fight to bring back rock n roll bands with band identities. Sometimes four is better than one, especially when leather is involved.
9. I resolve to try not to be so obsessed with which record producer produces what record. They're all starting to sound the same.
10. I resolve not to shoot snide comments about Republicans in print except for Vice President-elect Dan Quayle.
11. I resolve never to discuss the Detroit Pistons with Don Was and Sir Harry Bowens of Was (Not Was).
12. I resolve not to judge drummers on the basis of the works of Keith Moon, still an

impossible standard.

13. I resolve not to complain too loudly about computer technology in music today. You cannot fight technology.
14. I resolve not to intimate that aging rock legends shouldn't dominate the Gavin Album chart.
15. I resolve to be around when all those 1988 female artists put out those follow-up albums. Just who soars and who flattens out should prove fascinating.

INSIDE ALTERNATIVE RADIO

After a two week break, the first chart features minimal changes with a few exceptions. These include dramatic gains by **The Fall**, **Danielle Dax** and **A House**. Industrial dance artists are taking over the chart led by a **HOT Front 242** who are raging on the playlists of **Pete Jones-KYOS**, **Phillip Griffin-WRUV**, **Bob "Seabrook" Weyersberg-WUHN**, **Cinda Swanson-WRVU**, **Helen Urriola-WFIT** and **Gary Downs-KUCI**. **Lou Reed** is both Most Added and Top Tip the same week -- a very rare occurrence. **Midge Ure** is our Record To Watch and likely to be a mega-chart topper. Expect major changes in the coming weeks as a fatigued chart is hit with an influx of strong new releases. Don't forget that the Jan. 31st advance registration deadline for the Gavin Seminar is fast approaching. After that date ALL registrations will cost \$250 per person. Be sure to arrive by **Thursday Feb. 16th** for the 5:30 PM Alternative format conclave and don't forget the East vs. West Alternative softball match on **Sunday Feb. 19th** (Monday Feb. 20th is Presidents Day holiday).

NEW RELEASES

Belief - NITZER EBB (Geffen)

Nitzer (pronounced Night-zer) Ebb are establishing themselves as connoisseurs of industrial dance rock. How do you describe the sounds of industry? Forceful and relentless, cold and harsh, consistent and even borderline aggravating at times!

16. I resolve to stop speculating as to what kind of music Jim Hendrix would be playing had he lived.

17. I resolve to never stop dreaming of the day when Album Radio will be current intensive mixing classic artists with new blood.

18. I resolve to never stop dreaming. Stay well and thrive on chaos. Yer pal and cellmate, **Kent Z.**

How about **Depeche Mode** with a splash of battery acid. "Shame," "Captivate" and the single "Control Im Here" are the most obvious dance-oriented tracks. "Heatts And Minds" features a synthesizer that sounds like a processed train horn backed with an abrasive rhythm while "Blood Money" exposes Nitzer Ebb's angry and defiant side.



"I Let 'Em Know" - **YOUNG M.C.**
(Delicious Vinyl/Island)

This is a simple rhythm track with a rockin' groove that has a hook the size of the federal budget. Featuring the most clever rhyming rap lyrics I've heard in years, Young M.C.'s tongue weaves words like a flawless Grand Prix driver carving through the weaving Le Mans race circuit. Alternative stations that aren't playing this are missing a stellar song that's achieving minimal exposure outside of dance clubs. Call **John Souchack** at (212) 995-7837 and tell him you **MUST** have a copy of the record by the rhyme master **NOW!**

BLISS OUT,
BABY!



GIVE ME MORE
GIVE ME MORE
GIVE ME MORE



THE
WONDER
STUFF

The Canadian Honor Roll of Rock and Jazz which includes Rush, Bryan Adams, Joni Mitchell, Loverboy, Bruce Cockburn, Gordon Lightfoot, Neil Young and Triumph adds another name

HUGH MARSH

His American debut album

SHAKING THE PUMPKIN

Soundwings / Duke Street SW2110, combines the artistic vocals of Robert Palmer, Bruce Cockburn, Lisa Dalbello and B.J. Nelson with a wide spectrum of material ranging from a funk version of Jimi Hendrix' "Purple Haze" to material that is really weird!



© 1988 SOUNDWINGS / DUKE STREET



ALBUM/ALTERNATIVE



Proclaiming himself their #1 fan, ▲ Graham Nash welcomes the Bulgarian State Radio and Television Female Choir to America. The choir's Nonesuch recordings have caused quite an artistic and retail stir.



Happy First Birthday WDRE-Long ▲ Island/New York! There was quite a bash and here's a shot of Joan Jett with a couple of Ramones to prove how "sedate" things got.



Another Odd Couple. Moe Berg of The ▲ Pursuit Of Happiness tip-toes with Tiny Tim in Toronto.



Gavin hero Willie Dixon accepts a \$5000 ▲ donation from BMI Veep Rick Riccobono (right) on behalf of the Blues Heaven Foundation, Inc. which promotes blues music and copyright protection. Willie's wife, Marie Dixon looks on.

That's American Music Club's Mark ► Eitzel namedropping with the king of namedroppers, the legendary Joe Franklin. Now who got Joe to plug that LP?



SOME RECORDS ARE MORE IMPORTANT THAN OTHERS:

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

—SOUNDS

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

—MELODY MAKER

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

—CASHBOX

AMERICAN MUSIC CLUB

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

—DAILY CALIFORNIAN

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

—ALBUM NETWORK

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

—HARD REPORT



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



JOBS

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

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

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

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

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

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

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

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

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

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

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

CLASSIFIEDS

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

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

AC/COUNTRY KTID/KCAF needs a News Director/Public Affairs person. T&R: Dennis Coppola, 1623 5th Street, San Rafael, CA 94901. No calls please. [12/16]

COUNTRY KRKT AM/FM is accepting applications for future openings. T&R: Bill O'Brian, 1207 E. 9th, Albany, OR 97321. No calls, please. [12/16]

FM COUNTRY WYUS needs ATs for all shifts plus PD & News. Prod. skills a plus. T&R: PBC, PO Box 909, Salisbury, MD 21801. [12/16]

WCUB & W-LITE on Wisconsin's beautiful East coast has an immediate opening for an exp'd talent to host a morning talk/music show. Prod., remotes & personal appearances a must. A challenging position w/good money for the right person. Contact: Bob Irish (414) 682-8226. [12/16]

WPGC AM/FM is in search of a Research Director. Must be organized & able to manage a staff as well as coordinate weekly, monthly & quarterly reports. Resumes: Research Director, 6301 Ivy Lane, Suite 800, Greenbelt, MD 20770. [12/16]

PAGE CALL is looking for a p/t sales representative. Direct sales exp. preferred. Salary + commission. Please send resume: Janelle Sanders, PO Box 6000, Eau Claire, WI 54702. [12/16]

SOUTHERN AM/FM COMBO needs a News Director. Must be able to gather, write & present local news. Great opp'ty for exp'd newperson capable of handling managerial responsibilities. Contact: Ed Davies (205) 875-3350. [12/16]

TOP 40 94WTBX seeks uptempo, human personality for PM drive. Great prod. vital w/possible MD & lots of public appearances. If you can entertain teen's w/out blowing off adults, send T&R: Wayne Coy, PO Box 1060, Hibbing, MN 55746. [12/16]

HOT TOP 40 94 ROCK in upstate NY, is accepting applications for young, aggressive, uptempo personalities. T&R: Kelly O'Brien, 1705 Lake Street, Elmira, NY 14901. No calls, please. [12/16]

A/C KUKI needs an AT to start in mid January. Exp'd preferred. T&R: Roe Edmons, 1400 KUKI Lane, Ukiah, CA 95482. [12/16]

DIGITAL HIT RADIO Z92/WLNZ is accepting applications for morning show/producer/prod. director. T&R&photo: Chuck Dees, Z Wake Up Crew, 13105 Schavey Road #2, DeWitt, MI 48820. [12/16]

AOR KFMI in Eureka, CA, needs a Operations Director/AT ASAP. T&R: Mark Soares, 1918 Redding, CA 96099. [12/16]

A/C KNVR needs a News Director ASAP. T&R: Tom Kelly, PO Box 3936, Chico, CA 95928. [12/16]

KAGO NEEDS an Ass't News Director for expanding News Dept. Minimum 4 years exp. T&R: Danny Van Meter, PO Box 1150, Klamath Falls, OR 97601. [12/16]

OKLAHOMA'S HOTTEST radio station is in search of its next PD. T&R&photo: Rick Walker, 1421 Great Plains Boulevard, Suite C, Lawton, OK 73506. [12/16]

A/C WDUZ needs enthusiastic p/t talents. Production & automation a must. T&R: Dave Carew, PO Box 36, Green Bay, WI 54305. [12/16]

A/C WLKX/FM has p/t & overnight shift openings. T&R: Joanne Cary, PO Box 177, Forest Lake, MN 55025. [12/9]

TOP 40 KKBG needs a bright morning personality w/copywriting & good prod. skills. Work on the big island of Hawaii. T&R: Danny Austin, 913 Kanoehua Avenue, Hilo, HI 96720. [12/9]

TOP 40 KGGG needs PD immediately for #1 station. T&R: Ron Hansen, PO Box 8205, Rapid City, SD 57709. [12/9]

URBAN WILD has two positions open: 1) News Director w/2-3 years on-air exp. 2) Bright MD w/knowledge of Urban/Dance music. T&R: Stephen Hill, 90 Warren Street, Roxbury, MA 02119. [12/9]

TOP 40/URBAN WLUM has a midday opening. Females & minorities encouraged. T&R&photo: Rick Thomas, 12800 W. Bluemound Road, Elm Grove, WI 53122. [12/9]

TOP 40 POWER 104 seeks topical, clever, experienced Top 40 master to become morning team main man. T&R: Greg Young, E. 2211 Sprague, WA 99202. [12/9]

TOP 40 WILI/FM seeks 6-10PM AT. Experienced personality & prod. a must. T&R: Jeff Spencer, PO Box 496, Willimantic, CT 06226. [12/9]

Y102 HAS IMMEDIATE opening for 6-10PM rocker. Must have at least 2 years commercial radio exp. & be able to handle phones. Must be willing to get out & meet the listeners. T&R: Larry Stevens, PO Box 250210, Montgomery, AL 36125. [12/9]

100,000 WATT COUNTRY MAGIC 105 needs a morning AT/prod. pro. Must be skilled in copy writing & on-location live remotes. T&R: Rick Anthony, PO Box 10, Minot, ND 58702. [12/9]

ADULT TOP 40 WHTK/FM needs a f/t afternoon drive air personality/ MD. Minimum of two years commercial radio exp. required. Applicants must be flexible for weekend work schedule. T&R: PD, WHTK/FM, PO Drawer 2010, Hilton Head Island, SC 29925-2010. [12/9]

HOT TOP 40 UP & COMING CO. looking for hot up & coming AT w/hot prod. skills. KDON/FM-Salinas/ Monterey seeks your winning attitude. We're one step away from the majors, are you? T&R: Jamie Hyatt, 269 Main Street, Salinas, CA 93901. [12/9]

TOP 40 KTUF needs an exp. AT w/good prod. skills. T&R: Bob Simmons, PO Box 218, Kirksville, MO 63501. [12/9]

TOP 40 WCLG needs a bright, uptempo, creative morning personality now! If you're looking for an opp'ty this is it. T&R: Tim Satterfield, 343 High Street, Morgantown, WV 26505. [12/2]

A/C OLDIES WFJA needs a morning personality w/strong prod. skills & at least 2 years exp. Also need part-timers. T&R: Steve Stewart, Drawer R, Sanford, NC 27330, or call: (919) 776-9352. [12/2]

ROCKY MT. TOP 40 seeks killer evening personality. Must be good w/phones & be more than a card reader. Prod., remotes & personal appearances a must. No beginners. T&R: PO Box 51292, Idaho Falls, ID 83405-1292. [12/2]

KHOW-DENVER needs a Production Director. Creative, versatile, good writing skills & multi-track exp. Great opp'ty for a prod. genius. No beginners. T&R: Doug Erickson, 8975 E. Kenyon Ave., Denver, CO 80237. [12/2]

A/C OLDIES WBLV needs AT's. If you live in the area, send T&R: Dale Grimm, 117 S. Fountain Ave., Springfield, OH 45502. [12/2]

MODERN ROCK/TOP 40 KYOS needs AT's for overnights & weekends. T&R: Pete Jones, PO Box 717, Merced, CA 95341. [12/2]

WPGC/FM is looking for two professional account executives to join our sales dept. Must be aggressive, client-focused & willing to work hard. Sales exp. helpful. Resumes: Sales Mgr., 6301 Ivy Lane, Greenbelt, MD 20770. [12/2]

WPGC/FM is in search of a morning news personality who can inject info. and humor into the morning show. T&R: Bob Mitchell, 6301 Ivy Lane #800, Greenbelt, MD 20770. [12/2]

AOR KMTN 97 FM needs an exp'd News Director. Live & play in the Rockies. Females encouraged. T&R: Paul Browning, PO Box 927, Jackson, WY 83001. [12/2]

KMCD needs an aggressive Sales Mgr. for small mkt. Top 40 in the Ottumwa/Fairfield area. State of the art equipment w/4 track stereo prod. Resume: Manager, PO Box 648, Fairfield, IA 52556. [12/2]

NEWS REPORTER position available in Appleton/Oshkosh, WI. T&R&writing samples: Glen Brill, PO Box 707, Neenah, WI 54957. [12/2]

AVAILABLES

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

12 YEAR VET w/auto abilities wants to return to East Coast. Great on air & prod. Any format, especially Top 40. KEN MURPHY: (505) 388-1958. [12/16]

HELLO SMALL/MEDIUM MKT. Florida! 13 year vet looking for Top 40, Urban or Rock. CALL: (803) 457-4556. [12/16]

YOUNG, PERSONABLE AT looking for station to hire entry level AT w/interest in prod. & copywriting. Willing to relocate. KEVIN: (612) 729-2457 or 454-1276. [12/16]

THE GEN'L IS AVAILABLE! AT w/4 years exp. seeking hot Top 40/AOR rocker in West. Will relocate. Strong prod., great character, strong desire for radio star. Take the chance, it will be worth it! JEFF: (916) 458-8851. [12/16]

VETERAN ROCKER looking for nights or overnights on AOR or Oldies format. DAVE: (815) 933-6779. [12/16]

IF YOUR'RE IN THE QUAD CITIES or Central Iowa, & you need talent, call me! Eight years on air w/AC, Top 40 & AOR. Plus journalism BA & public service exp. BUD: (515) 277-1486. [12/16]

FORMER KATZ/FM-St. Louis looking for medium or major mkt. Urban station. EARL BOSTON: (201) 692-9111. [12/16]

URBAN AT/MD w/5 years exp. seeking position in small or medium mkt. TERRY KIMMONS: (901) 942-3431 OR 743-7902. [12/9]

COUNTRY PROGRAMMER seeking position in small or med. mkt. Prefer MW, Central or Mideastern region. MIKE: (517) 368-5332. [12/9]

10 YEARS PROGRAMMING, on air work in Top 40, Urban & New Age Jazz. Currently working...will consult/program med. mkt. New/Age Jazz start-ups in MW or East. Excellent track record. Let's talk. CHUCK HORN: (304) 755-1781 eve. [12/9]

EXPERIENCED AT w/healthy, hard-working attitude seeks position in Top 40 or A/C. Prefer medium mkt. or competitive small mkt. PATRICK: (217) 875-1015. [12/9]

HOTTEST TOP 40 DUO w/2 years exp. seeks Top 40 or Urban mkt. MICHAEL COLLETT/MICHAEL ANTHONY: (415) 928-4241. [12/9]

PD/MD of late Alternative rock KJET is currently entertaining offers for an-air management work. JIM KELLER: (206) 633-5073. [12/9]

NEWS ANCHOR/AT w/great voice & 5 years b'cast background in military seeks position in upper MW or East Coast. Prefer Contemporary Hits or Top 40. TERRY CORDINGLY: (612) 721-8821. [12/9]

FEMALE PRO & PROD. WHIZ employed in Chicago metro area needs fresh career challenge. Relocation w/a smile. CALL: (312) 783-3367. [12/9]

8 YEAR PRO seeks Midwest gig. Prefer middays w/p-b-p. Good pipes, very versatile. CHUCK SHOCHLEY: (605) 472-3470. [12/2]

RICH IS READY to move up & relocate in Top 40 format. Mornings/ass't PD & MD exp. RICH: (316) 275-8384. [12/2]

PROD. DIRECTOR, 8 track/MD w/computer knowledge/AT. Available immediately. Will relocate. Prefer South or SE. Country/Top 40/AC. CHRIS LEE: (803) 246-2299. [12/2]

YOUNG & ENERGETIC COUNTRY AT/MD w/7 years exp. seeking stable & winning organization to grow with. SE only. JEFF: (912) 729-6847. [12/2]

SERVICES

KEZS: Country service from all labels. Bob James, PO Box 1610, Cape Girardeau, MO 63701. [1/6]

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

PERSONAL PICKS

SINGLES by Dave Sholin

ROY ORBISON - *You Got It* (Virgin)

Not too many releases come along that take my breath away, but this one sure did! Roy and producer Jeff Lynne completed a project that's simply brilliant. Sentimentality aside, the music speaks for itself.



DEBBIE GIBSON - *Lost In Your Eyes* (Atlantic)

Here's one of several new tunes she sung during her tour last summer, and it's the one that made the biggest impression on me when I first heard her sing it. Debbie's ability as a songwriter, whether it's carefree, danceable, singalong pop or a warm sensitive effort such as this, is absolutely remarkable.

CHICAGO - *You're Not Alone* (Full Moon/Reprise)

Staying power and plenty of it as they proved with the first two singles from the band's 19th album. Although it'll be tough to top "Look Away," if any track on the LP can do it this one can.

EDDIE MONEY - *The Love In Your Eyes* (Columbia)

Eddie's unmistakable voice scores major points, adding an emotional edge to a slick production. An earful of pop pleasure that should command a chorus full of ayes.

HUEY LEWIS & THE NEWS - *Give Me The Keys (And I'll Drive You Crazy)* (Chrysalis)

Steering themselves onto familiar ground the Newsmen get the year started with a track that's bound to help 'em cruise up the Top 40 chart. The title certainly rates as one of the better lines I've heard in awhile.

CINDERELLA - *The Last Mile* (Mercury/PolyGram)

It's musical fireworks time as this talented foursome explode with their hottest song yet. Tom Keifer's pen has concocted one helluva chorus.

FINE YOUNG CANNIBALS - *She Drives Me Crazy* (IRS/MCA)

Those who've been saying it wasn't a matter of if this group would come up with the right combination to deliver a mass appeal effort but rather when must've had this tune in mind. The first big surprise of 1989 and a record that deserves your attention.

GUNS N' ROSES - *Paradise City* (Geffen)

In a short span of time and with two hits under their belts Axel and crew have established themselves as one of the most potent forces in music today. It's no wonder this song found its way onto stations during the past few weeks. Hard driving rock with a hook.

ALBUMS by Ron Fell

TIFFANY - *Hold An Old Friend's Hand* (MCA)

Her auspicious debut during the summer of '87 helped create a whole genre of teenage singers who've become the idols of their peers and have gained legitimate admiration from older and wiser fellow musicians. Much of Tiff's career has been guided by the legendary George Tobin and I'm sure that until she had a few hits under her belt many people felt she was a "package," a commodity, a fashionable mall monster, a flash in the pan. But six seasons later her genuine talent

survives, completely overcoming the prejudice. Her not-yet-fully-developed voice is beyond adequate and innocent. Tiffany has an identifiable style on this, her sophomore set of songs. The pace varies from the youthful exuberance of RADIO ROMANCE, to the kiss-off of the new single ALL THIS TIME, to the pensive warmth of a song almost as old as she is, HOLD AN OLD FRIEND'S HAND (written by Donna Weiss of BETTE DAVIS EYES fame.) While she may not yet be an institution, she IS here to stay.



the GAVIN REPORT

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BOY MEETS GIRL

CATCH A RISING STAR
WITH

*Bring Down
the Moon*

The "Reel Life" Story
Continues...

Part I— Boy Meets Girl. They write the #1 hits "How Will I Know?" and "I Wanna Dance With Somebody."

Part II— "Waiting For A Star To Fall," the first single from their RCA debut album, "Reel Life," 8414-1-R soars to #1 AC and Top 5 CHR. That's impressive, but wait until you hear the follow-up single...

Part III— "Bring Down The Moon" is the next rising star from "Reel Life." The album has already sold over 300,000 copies and there's much more to come with the release of the second single.

Part IV— This hit songwriting team are now major stars in real life. As the story continues to unfold, we're determined to take these stars to even greater heights.

Produced by Arif Mardin
Direct Management Group, Steven Jensen and
Martin Kirkup, Los Angeles and London

On RCA cassettes, compact discs and records.



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From The Sounds Of The Sixties — The Raw
To The Rhythms Of Today — The Cooked

FYC

FINE YOUNG CANNIBALS

SHE DRIVES ME CRAZY

The First Single Release And Video From

THE RAW AND THE COOKED

Produced by: David Z, Jerry Harrison and FYC (Steele/Cox/Gift)
Management: AGM Management

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