

the GAVIN REPORT

ISSUE 1752, APRIL 14, 1989

PAULA ABDUL

ON THE "UP" SIDE

ALBUM RADIO AND HARD ROCK:
THE MAKING OF A HARD ROCK RECORD

ERIC NORBERG: WHAT'S NEW AT A/C
JHAN HIBER: TELLS YOU HOW TO WIN THE SPRING BOOK
OREN HARARI: LESSONS FROM EASTERN—THE CONCLUSION

Julian Lennon

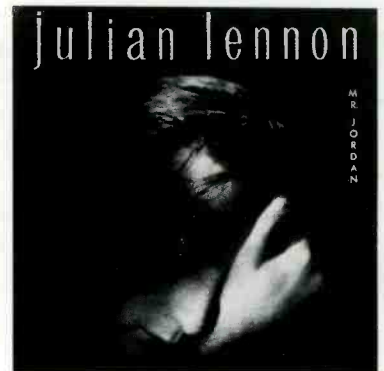
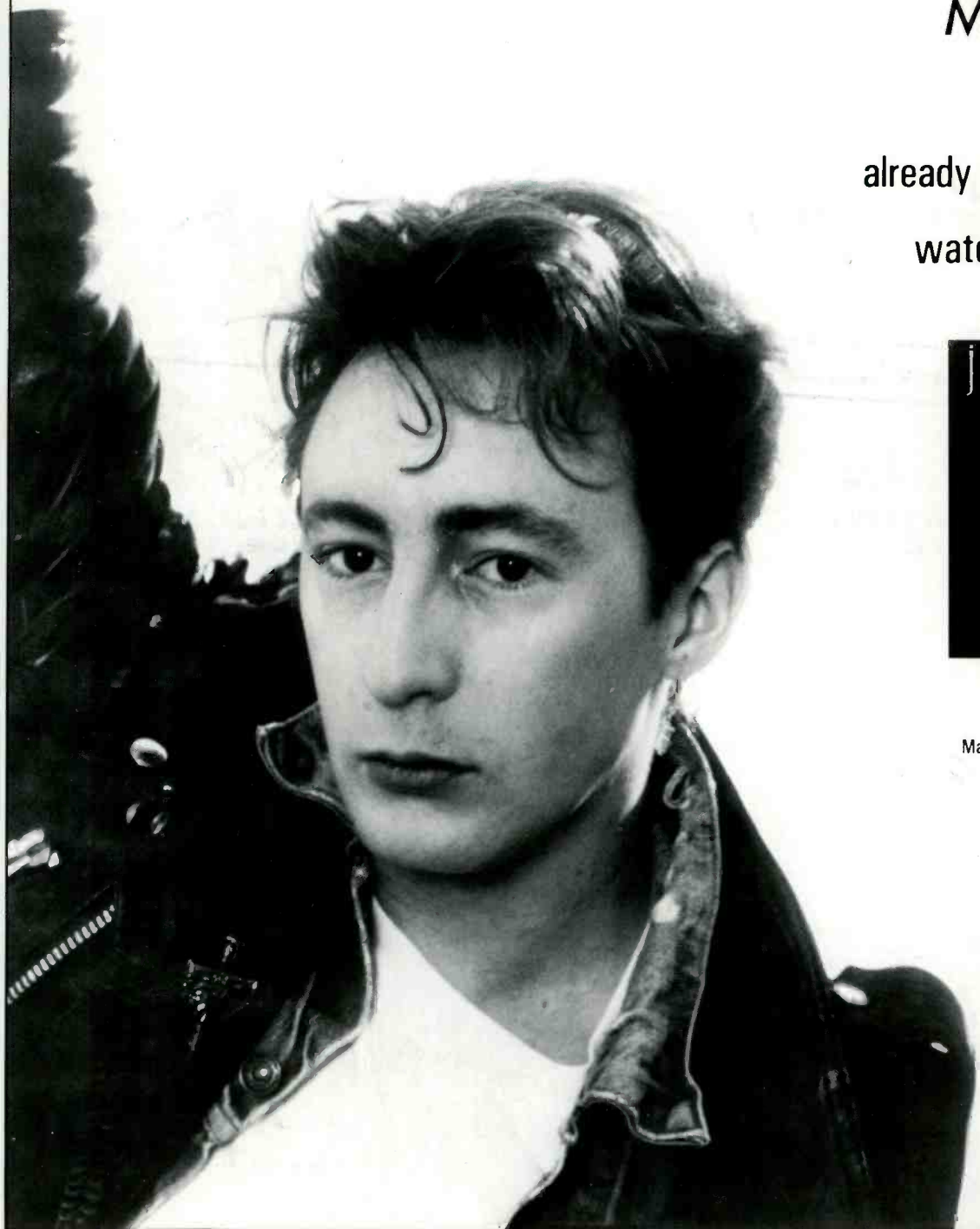
"NOW YOU'RE IN HEAVEN"

(PRCD 2653)

the first single from his new album
MR. JORDAN

already #1 at Album Radio

watch for video on 



(81928)

Produced by Patrick Leonard
Management—Tony Smith & Paddy Spinks



On Atlantic Records,
Cassettes and Compact Discs



© 1987 Atlantic Recording Corp. A Warner Communications Co.

GAVIN AT A GLANCE

TOP 40

MOST ADDED

ARETHA FRANKLIN AND ELTON JOHN
Through The Storm (Arista)
LISA LISA AND CULT JAM
Little Jackie Wants To Be A Star (Columbia)
WATERFRONT
Cry (Polydor/PolyGram)

RECORD TO WATCH

SURFACE
Closer Than Friends (Columbia)

Hot

GUNS N' ROSES
Patience (Geffen)



URBAN

MOST ADDED

LISA LISA AND CULT JAM
Little Jackie Wants To Be A Star (Columbia)
LUTHER VANDROSS
For You To Love (Epic)
ANITA BAKER
Lead Me Into Love (Elektra)

RECORD TO WATCH

EUGENE WILDE
I Can't Stop (This Feeling) (MCA)

Hot

JOYCE "FENDERELLA" IRBY
Mr. D.J. (Motown)



A/C

MOST ADDED

ROY ORBISON
She's A Mystery To Me (Virgin)
ARETHA FRANKLIN AND ELTON JOHN
Through The Storm (Arista)
NEIL DIAMOND
The Best Years Of Our Lives (Columbia)

RECORD TO WATCH

MARILYN SCOTT
I Only Have Eyes For You (WTG/CBS)

Hot

NATALIE COLE
Miss You Like Crazy (EMI)



COUNTRY

MOST ADDED

RICKY VAN SHELTON
Hole In My Pocket (Columbia)
GEORGE STRAIT
What's Going On In Your World (MCA)
EDDY RAVEN
In A Letter To You (Universal)

RECORD TO WATCH

DON WILLIAMS
One Good Well (RCA)

Hot

PAUL OVERSTREET
Sowin' Love (RCA)



JAZZ

MOST ADDED

RAY OBIEDO
Perfect Crime (Windham Hill)
GEORGE ADAMS
Nightingale (Blue Note)
EDDIE DANIELS
Blackwood (GRP)

RECORD TO WATCH

GEORGE ADAMS
Nightingale (Blue Note)

Hot

JOE SAMPLE
Spellbound (Wamer Bros.)



ADULT ALTERNATIVE

MOST ADDED

RAY OBIEDO
Perfect Crime (Windham Hill)
JOHN WEIDER
Essence (Gold Castle)
MICHAEL MANNING
Toward The Center Of The Night (Windham Hill)

RECORD TO WATCH

PHOEBE SNOW
Something Real (Elektra)

Hot

JOE SAMPLE
Spellbound (Warner Bros.)



ALBUM

MOST ADDED

JOE JACKSON
"Nineteen Forever" (A&M)
TOM PETTY
"I Won't Back Down" (MCA)
CONCRETE BLONDE
"God Is A Buller" (IRS)

RECORD TO WATCH

TREAT HER RIGHT
Tied To The Tracks (RCA)

Hot

THE CULT
Sonic Temple (Sire/Reprise)



ALTERNATIVE

MOST ADDED

PETER CASE
The Man With The Blue...(Geffen)
THE OPHELIAS
The Big O (Rough Trade)
MOJO NIXON AND SKID ROPER
Root Hog Or Die (Enigma)

RECORD TO WATCH

MARTIN STEPHENSON AND THE DAINTIES
Gladstone Humor & Blue (Capitol)

Hot

THE CURE
"Fascination" (Elektra)



**LISA SMITH ATTENDS
ACADEMY OF COUNTRY
MUSIC AWARDS**

see page 5

NEWS

**KENT Z's METAL REPORT
PART ONE OF THREE**

see page 50

**SURRATT GEFFEN NATIONAL
ALBUM RADIO PROMOTION**

Former RCA National Director of National Album Promotion Hugh Surratt has been named National Album Radio Promotion at Geffen Records.

"I'm absolutely thrilled to be at the number one rock n roll company in the world!" said Surratt. "...this is a great reunion." Geffen Director of Promotion Marko Babineau worked with Surratt at Arista 12 years ago.

Surratt had been at RCA since 1987. He worked in promotion since 1975, with a stop in radio (1980-83) as Music Director at KMET-Los Angeles.

"Hugh is one of the very best in the business," said Babineau. "We're excited to have him at a time when this company is showing success in the market."

Geffen Records was the recipient of the 1989 Gavin Media Professional Award for Record Label of the Year.

TWO DANCING VIRGINS



Iris Dillon has been promoted to Director, Crossover Promotion at Virgin Records. She's been with the label since its' beginnings, most recently as Director, National Dance Promotion. Before that Iris was at A&M Records.



Also at Virgin, Cary Vance has been upped from East Coast Regional Dance Promotion Manager to Director, National Dance Promotion. Vance began working at Virgin in 1988, and before that spent three years at Vinylmania Records.

**DOMINO THEORY
HITS NEW YORK**

POWER 99-Atlanta super night jock Domino has joined the team PD Gary Bryan is assembling at WPLJ-New York.

Bryan declined to comment on speculation that former KWSS-San Jose PD Mike Preston is ready to bite the apple.

**ACADEMY OF
COUNTRY MUSIC
AWARDS**

This year's Academy of Country Music Awards show was, by all accounts, the best one they've ever held. The show boasted a new location—The Disney Studios (Studio 2—where *Mary Poppins* was filmed) and a new setup. The audience was seated at tables instead of the more traditional theatre-style, creating a more relaxed atmosphere.

The show itself moved along quickly, with every winner on hand to accept their awards. Some of the evening's big winners were Hank Williams Jr. (Video of the Year and Entertainer of the Year), K.T. Oslin (Top Female Vocalist and Album of the Year) and Kathy Mattea (Best Single and Song of the Year for "Eighteen Wheels and a Dozen Roses"). The Top New Female Vocalist went to a visibly

**KIFM OWNERSHIP
CHANGE**

After five years without a permanent license, KIFM-San Diego has been taken over by a group named, appropriately, KIFM Ltd.

In 1984 previous owner West Coast Media had their license revoked by the FCC for not fulfilling public service requirements. For the last three years AFC Broadcasting, Inc has held an interim license.

KIFM, Ltd. is composed of 7 partners, and they were among 46 applicants. The station itself is valued at between \$12 and \$15 million.

"One of our primary focuses is to increase the presence and promotion of the station in the community," said KIFM, Ltd. principal Bruce Walton. He confirmed that the station will retain its' jazz leanings. "The format has been very successful and we intend to improve upon that."

thrilled Suzy Bogguss. The Judds were repeat winners in the Vocal Duet category, as were Highway 101 in the Vocal Group category.

The audience gave standing ovations to Rodney Crowell (Top New Male Vocalist) and co-host George Strait (Top Male Vocalist), as well as to Buck

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Choreographs Her New Success



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Labi Siffre

SO STRONG

"the more you refuse
to hear my voice
the louder I will sing."

SO STRONG

Produced by Glyn Johns

The higher you build your barriers
The taller I become
The farther you take my rights away
The faster I will run
You can deny me
You can decide to turn your face away
No matter

Because there's something inside so strong
I know that I can make it
Though you're doing me wrong, so wrong
You thought that my pride was gone, oh no
There's something inside so strong
Something inside so strong

The more you refuse to hear my voice
The louder I will sing
You hide behind walls of Jericho
Your lies will come tumbling
Deny my place in time
You squander wealth that's mine
My light will shine so brightly it will blind you

Brothers and Sisters
When they insist we're just not good enough
When we know better
We'll just look them in the eyes and say
We're going to do it anyway
We're going to do it anyway

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"So Strong" is an extraordinary work,
music as profound as it is powerful.

Produced by David Kershenbaum.

On China/PolyGram Records.

Management: David Margerison

& Kenny Thomson/ VISMAGEMENT

When you
PLAY IT, SAY IT!

PolyGram  

© 1989 PolyGram Records, Inc.



ELVIS COSTELLO "VERONICA"



GAVIN TOP 40: UP & COMING 64/26 • R&R CHR: 55/26

ADDS:	KEGL	Y95	KXXR	WJAD	WNVZ	CKOI	
	WZKX	WFLY	WIXX	Q98	WPFM	KWOD	WBCY
	WKFR	KROY	WROQ	WWFX	WAZY	KUBE	KWNZ
DEBUTS:	WZOU	WINK	G98	WGH	KATM	WBNQ	
	KCPX	KSND	99KG	WPST	95XIL	WSPT	KOZE

WNNK
KTUX
WHTO



RECORDS

EARLY MOVES: K104 29-26, SLY 96 23-18 ALSO: WXKS, WMMS, KPLZ, WLRS, KYRK

FIGURES ON A BEACH

"YOU AIN'T SEEN NOTHING YET"



GAVIN TOP 40: UP & COMING 54 STATIONS

WLLOL ADD

PWR99 15-13

BREAKING AT:

WERZ

KDON

WSPK

WCGQ

WMMS DEB-21

KRBE 35-30

CKOI

WZPL

KTUX

WBBQ

WGH

WPHR

WXKS 16-14

WPST 27-22

KYRK

KLUC

KXX106

WZOU 13-11

CHED 16-14

KKBQ

PRO-FM

KKYQ

KLQ

KZZU



SIRE



NEW ORDER "ROUND AND ROUND"



EARLY BELIEVERS:

KKBQ

KZZB

KZOZ

KBFM

KRBE

Y106

KKSS

PWR99

KTFM

WKZL

KKMG

CKOI

92X

WYKS

KLUC

KEGL

K98

KNAN

KYRK

B97

K106

QV103

KKFP

BULLET BOYS "FOR THE LOVE OF MONEY"

GAVIN TOP 40: DEBUT IN UP & COMING

THIS WEEK'S ADDS:

WPFM

KSND

WOMP

KOZE

WZYP

KSAQ

KFMW

K106

WQUT

WDBR

KQKQ

WZNY

KPAT

WJHR

WJAD

EARLY ACTION:

KXXR 22-18

OK95 29-18

WROQ 12-9

WLRS 35-29



RECORDS

COUNTRY AWARDS *cont.*

Owens when he accepted the Pioneer Award, and Alabama as they were named Artists of the Decade.

The evening's hosts—Patrick Duffy, K.T. Oslin and George Strait—did a wonderful job of holding the show to its scheduled two hours. Talk around the audience after the show centered on how quickly and how well the show went, how good the food (catered by Rococo's) was, how good George Strait looked in a tuxedo and how cute Paul Overstreet's little boy (dressed in full cowboy regalia) was.

The winners were congratulated, cocktails were served and everyone had a good time. The evening was a big success, giving the Academy another opportunity for a well-deserved pat on the back for a job well done.

Lisa Smith

HOT PROMOTIONS AT HOT 97 FM

With the departure of HOT 97 FM-New York Marketing Director Sandy Weinberger to WPIX-TV, Rocco Macri has been upped to Marketing and Advertising Director. Stacie Seifrit (aka Stacie Sommers) will join the station as Promotions Director.

"Rocco has been instrumen-

BUT IS IT K(C)OOL?

KWFM-Tucson's recent format change from A/C to oldies doesn't concern KOOL-Phoenix GM B.J. Hunter, but its' use of the slogan Cool 92.9 does.

Although the stations are 100 miles from each other, both signals share Pinal County and that could, conceivably, spell confusion for the listener.

Acknowledging first that "imitation is a sincere form of flattery," Hunter expressed reservations about KWFM's motives. "They came on with 'Kool Gold,'" he asserts. "...and they're even spelling out the call letters K-O-O-L, which are our call letters. I'm amazed."

KWFM GM Laury Anderson says the station isn't using the K in Kool, and denies that there will be any confusion. "We're just using the word 'cool,'" she said, "like the word 'cool.' If KOOL in Phoenix got 1% of the diaries in Pima county it would create a problem. But they never have, and they won't."

Hunter says that KOOL gets into Tucson, which could further complicate the matter. KWFM is not a presence in Phoenix, he said.

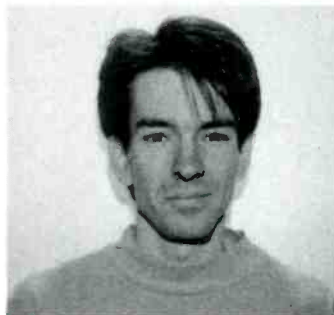
"I question the mentality," said Hunter, "but now it's in the laps of ARB."

And the listener's perception.

tal in the promotions department for two years and he's really going to do a great job as Marketing Director," said HOT 97 FM VP/GM Stuart Layne.

A true believer in the power of forward thinking, Layne has once again snapped up a promising talent in Stacie Seifrit. "Stacie is another bright young talent that Emmis Broadcasting has been able to recruit for now and the future," he said.

Seifrit joins the HOT 97 FM team on April 24.

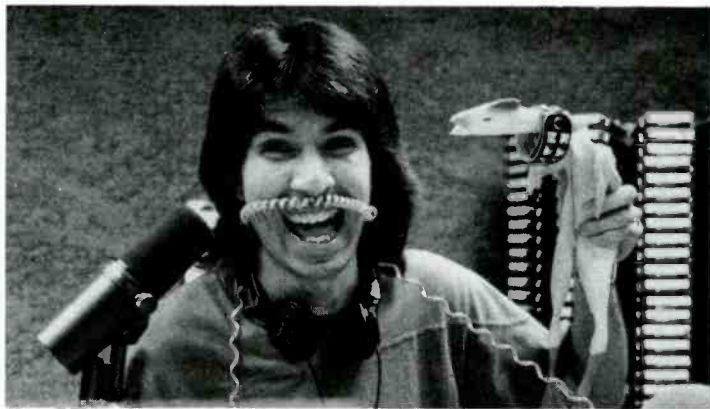
**IT'S ALL RELATIVE
JETSON ROCKETS
AT RELATIVITY**

Ron (Jetson) Poore has been promoted to Associate National Promotion Director at Relativity Records.

It's a quick step up for Jetson (no relation to George), who started work at Relativity in November of last year. "The opportunity of working more closely with John Schoenberger (Promotions Director) is a great one," he said. "I feel that it is essential that Relativity broaden the Alternative profile it has established."

Jetson came to Relativity from the PD position at WOXY- Oxford/Cincinnati, something Schoenberger sees as a plus. "Jetson is the ideal choice as he has radio experience and insight into how Relativity does business. He's the best!"

Anyone interested in a College/Alternative Rep position with the label should give Jetson a call at 718-740-5700. His talking dog Astro will be happy to yelp—er—help.

TWO TOUGH TEXANS TO SAN JOSE

Dwaine Luna

When "Catfish" Jim Prewitt landed in San Jose, CA to start as PD at HOT 97.7, he was greeted by his new MD and fellow former Texan Dwaine Luna.

Luna and Prewitt worked together briefly at Z95-Corpus Christi, and are again joining forces, this time to keep Hot 97.7 on top. Luna has been Music Director at HOT 97.7 for two weeks, and holds down the 8-Midnight air shift.

"It's great to work for Anaheim Broadcasting as Music Director of the hottest station in the country," said Luna. "We're going to keep the South Bay exciting, and make it even more fun for the listener."

The day after Prewitt arrived an earthquake hit. Or was he just dropping his boots on the floor?



EXPLOSIVE RADIO?

Talk about active listeners! In what could rival Clint Eastwood's *Play Misty For Me* in the weirdness department, WHTG-Asbury Park, NJ PD Rich Robinson reports that a listener has twice dropped off packages that were suspected to contain bombs, and has once issued a death threat to News Director Marie Levins.

After police detonated the first suspected explosive package, the alleged culprit was put in jail and released on bail. The second delivery and subsequent detonation got him a stiffer bail, but he'll be out within a week. Neither package proved dangerous.

The future of the assailant is up in the air. "The police suggested we get a restraining order, but I'd have to move in with the guy to get it—something I'd rather not do," said Robinson.

Robinson is keeping a sense of humor about the situation. "The neighborhood is mad at us right now since they had to be evacuated at 6:15 one morning. But it has given us a new slogan," he said.

You're listening to "Explosive Rock Radio."

BIRTHDAYS

Compiled by Diane Rufer

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

Kent Zimmerman, The Gavin Report 4/16

Keith Zimmerman, The Gavin Report 4/16

Kathy Kenyon, 4/16

Stephanie Nichols, KRXL-Kirksville, MO 4/16

Paul Krieger, KRCK-Omaha, NE 4/16

Bobby Vinton, Herbie Mann 4/16

John Souchack, Island Records 4/17

Keith Harris, WASK-Lafayette, IN 4/17

Lisa Landau, KZ103-New Albany, MS 4/17

Andrew Bailey, WYNN-Florence, SC 4/17

J.L. Fisk, KCIZ/FM-Fayetteville, AR 4/17

Jan Hammer, Michael Sembello,

Bilal Abdul-Samad (The Boys) 4/17

Marc Benesch, Columbia Records 4/18

Bob Catania, Island Records 4/18

Keith Maine, KQAD-Luverne, MN 4/18

Bruce Stevens, WBBQ-Augusta, GA 4/18

Rick Upton, KITY-San Antonio, TX 4/18

Lauren Reaugh, WKIO/FM-Champaign, IL 4/18

Pam Wells, KACE-Los Angeles, CA 4/19

Tim Hyde, PolyGram Records 4/20

Dede Whiteside, MOM Inc. 4/20

Kenny Reuther, Atlantic Records 4/20

Bob LaBorde, KISN-Salt Lake City, UT 4/20

Luther Vandross, Lionel Hampton 4/20

Ray Oresco, KUKI-Ukiah, CA 4/21

Glen Boothe, WXYC-Chapel Hill, NC 4/21

Kenny Rogers 4/21

Ron Fell, The Gavin Report 4/22

Dana Keil, Columbia Records 4/22

Bill Bishofberger, KJOY-Stockton, CA 4/22

Jeff Trager 4/22

Brent Ackerman, KROC/FM-Rochester, MN 4/22

Robyn Kravitz, One Way Inc. 4/22

Steve Kennis, WXTQ-Athens, OH 4/22

Bill James, KXEL-Waterloo, IA 4/22

Mike Abrams, X102-Reno, NV 4/22

Glen Campbell, Peter Frampton 4/22

BIRTHS

Our CONGRATULATIONS to MIKE OSBORNE, Program Director of 92PRO/FM- Providence, RI, and his wife, PATTI, on the birth of their daughter, KYLE MICHAEL. Born April 10th.

...CONGRATULATIONS to GLENN MORROW, Creative Director of BAR/NONE Records and a member of the recording group, RAGE TO LIVE, and his wife, ELIZABETH, on the birth of their daughter, GINA. Born April 8th, weighing 6 lbs., 10 oz.

JAMES LEWIS EXPANDS TO A/C



After two years of concentrating on Adult Alternative/Jazz formats, James Lewis Marketing is opening an Adult Contemporary division.

"We're going to be doing things a bit differently," said Lewis of his new venture. "We're going to be concentrating on a lot of the smaller stations. We're going to give the stations information on exactly what is hap-

pening on the street." Lewis also plans to be able to supply comprehensive information to labels, so they'll have an accurate view of what's happening with their records.

To augment his new division, Lewis has enlisted promotion veteran Barry Korkin. Korkin is known for his years at A&M Records both in Boston and Los Angeles. "I'm happy to have someone with Barry's knowledge and experience with my company." The feeling from Korkin was mutual. "I'm pleased to be joining a firm with such a solid reputation in the music industry," he said.

James Lewis Marketing is two years old. Before running his own firm, Lewis worked with Patrick Rains and Associates (Al Jarreau, David Sanborn) and prior to that worked promotion at MCA and Warner Bros.

RADI-O-RAMA

TWENTY YEARS WORTH OF CONGRATULATIONS to Jazz station WMOT/FM-Nashville. Here's to another 20 at least!... Chris Davis moves from PM Drive to Middays at WTBX-Duluth. Jumping into the drive time slot is Broadway Joe Crain, who'll also be Asst. Program Director. Joe comes from KHTR-St. Louis...Gerry Cagle is consulting Top 40 WSKI-Greensboro, NC...Former KREO-Santa Rosa's star PD Mark Jeffrey is looking. In a year and a half he doubled the station's 18-34 listenership. Call him at 707-545-3313. Speaking of KREO, the new Fuller-Jeffries property's GM Terry DeVoto has declined to comment on the future of the station's current format. Jeff Cochrane has been named PD...Pam Konkol is MD at Alternative WNUR-Evanston... At Y97-Santa Barbara Keith Miller takes over the midday and Production Director slots. Keith moves to the soap-town from Z100 (WIZX)-Columbus, OH... New lineup at KCPI-Albert Lea, MN: 5-9A Jon McCormick; 9A-2P Dawn Richards; 2P-7P Dave Edwards; 7P-12M Jim Douglas; overnights and swings Curtis Allen and Tom Kelly. The Gavin Classifieds is happy we could help fill the positions...Special congrats to The Loop's Sandy

Stahl who's been upped to Director of Marketing Communications... PLAY THAT FUNKY MUSIC WHITE BOY. Rob Parissi, who used to be the lead singer in Wild Cherry, has joined the morning team at WZMM (Z-107)-Wheeling, WV...The April 29-May 2 NAB Convention is hosting 46,000 broadcasters, including 445 from 35 foreign countries...Veteran KAGO/AM-Klamath Falls, OR broadcaster Mike Metzger joins the station's sister FM, taking over the midday slot. Current midday star Carolyn Hope moves to afternoon drive...

ROTATIONS

Arista National Director, Singles, Jan Teifeld has parted company with the label. Look for the two time Gavin Media Professional Award Winner to surface quickly... Congratulations to PolyGram's David Weyner who has been promoted to Senior VP/GM PolyGram Classics and Jazz...Jack Hopke has joined Chameleon Music Group as VP/Promotion. He was National Promotion Manager at Windham Hill...BLAST OFF! Amanda Smith is Director of Retail Promotions for both Mute and Blast First Records... This year's T.J. Martell Foundation Charity Weekend is being held May 18-20. Call Jon Scott at 818-883-7625 for info.

the GAVIN REPORT/April 14, 1989

WAS (NOT WAS)



"ANYTHING CAN HAPPEN"

THE NEW SINGLE

- CHAPTER 1:** • "Spy In The House Of Love" . . . TOP 20.
• **ROLLING STONE:** Album Of The Year
- CHAPTER 2:** • "Walk The Dinosaur" . . . TOP 10 RECORD . . . Album Approaching Gold.
• 8 Weeks Heavy Rotation On MTV.
• Live Appearances On: MTV Spring Break, Arsenio Hall, David Letterman, American Band Stand, David Sanborn and many more .
• Full Page Article In TIME MAGAZINE.
- CHAPTER 3:** • *Anything Can Happen*
This is the 3rd Smash Single Off This Critically Acclaimed Album.



Chrysalis.

www.americanradiohistory.com

TOP 40

MOST ADDED

ARETHA FRANKLIN AND ELTON JOHN (99)
(Arista)
LISA LISA AND CULT JAM (74)
(Columbia)
WATERFRONT (58)
(Polydor/PolyGram)
MIKE + THE MECHANICS (57)
(Atlantic)
GUNS N' ROSES (56)
(Geffen)
RICK ASTLEY (56)
(RCA)
EDDIE MONEY (55)
(Columbia)
VIXEN (54)
(EMI)

CERTIFIED

GUNS N' ROSES
Patience
(Geffen)

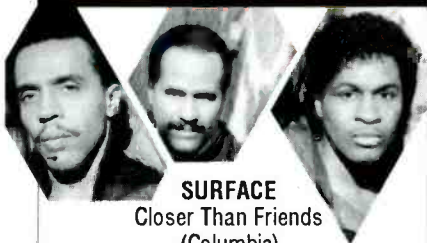
LITA FORD (w/OZZY OSBOURNE)
Close My Eyes Forever
(Dreamland/RCA)

TOP TIP

ONE 2 MANY
Downtown
(A&M)

Scandinavian delight makes a strong showing—entering the top thirty in many areas this week.

RECORD TO WATCH



SURFACE
Closer Than Friends
(Columbia)

Former top three Urban Contemporary ballad is researching well with females of all ages. Hit Factor rises to 19%.

2W LW TW

4	3	1	MADONNA - Like A Prayer (Sire/Warner Bros.)
3	2	2	Fine Young Cannibals - She Drives Me Crazy (IRS/MCA)
1	1	3	Roxette - The Look (EMI)
8	6	4	BON JOVI - I'll Be There For You (Mercury/PolyGram)
13	8	5	DEON ESTUS - Heaven Help Me (Mika/Polydor)
11	7	6	Tone Loc - Funky Cold Medina (Delicious Vinyl/Island)
14	12	7	ANIMATION - Room To Move (Polydor/PolyGram)
12	11	8	38 SPECIAL - Second Chance (A&M)
18	13	9	PAULA ABDUL - Forever Your Girl (Virgin)
6	5	10	R.E.M. - Stand (Warner Bros.)
19	16	11	CHER & PETER CETERA - After All (Geffen)
17	15	12	DEF LEPPARD - Rocket (Mercury/PolyGram)
24	17	13	SA-FIRE - Thinking Of You (Cutting/Mercury/PolyGram)
7	9	14	Poison - Your Mama Don't Dance (Enigma/Capitol)
29	19	15	JODY WATLEY - Real Love (MCA)
33	25	16	MICHAEL DAMIAN - Rock On (Cypress/A&M)
2	4	17	Bangles - Eternal Flame (Columbia)
30	23	18	HOWARD JONES - Everlasting Love (Elektra)
28	21	19	LIVING COLOUR - Cult Of Personality (Epic)
23	20	20	Johnny Kemp - Birthday Suit (Columbia)
40	26	21	DEBBIE GIBSON - Electric Youth (Atlantic)
39	29	22	DONNY OSMOND - Soldier Of Love (Capitol)
26	24	23	SWEET SENSATION - Sincerely Yours (Atco)
9	10	24	Karyn White - Superwoman (Warner Bros.)
25	22	25	Enya - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)
38	31	26	THE BELLE STARS - Iko Iko (Capitol)
--	33	27	NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)
5	14	28	Milli Vanilli - Girl You Know It's True (Arista)
--	--	29	GUNS N' ROSES - Patience (Geffen)
--	34	30	THE OUTFIELD - Voices Of Babylon (Columbia)
--	38	31	BETTE MIDLER - Wind Beneath My Wings (Atlantic)
--	36	32	WINGER - Seventeen (Atlantic)
--	39	33	BOBBY BROWN - Every Little Step (MCA)
34	30	34	Steve Winwood - Hearts On Fire (Virgin)
--	37	35	JIMMY HARNEN with SYNCH - Where Are You Now? (WTG/CBS)
16	18	36	Roy Orbison - You Got It (Virgin)
--	--	37	LITA FORD (w/OZZY OSBOURNE) - Close My Eyes Forever (Dreamland/RCA)
--	--	38	ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)
--	--	39	TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)
--	--	40	WATERFRONT - Cry (Polydor/PolyGram)

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

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
LISA LISA AND CULT JAM - Little Jackie Wants To Be A Star (Columbia)	149	74	66	9	
EDIE BRICKELL & THE NEW BOHEMIANS - Circle (Geffen)	138	16	91	31	
NENEH CHERRY - Buffalo Stance (Virgin)	124	19	64	41	
STEVIE B - I Wanna Be The One (LMR)	77	8	14	55	

RAIN PEOPLE

“A Little Bit Of Time” 34-68675



from their self-titled debut album,

“RAIN PEOPLE”

FE 44298

Take “A Little Bit Of Time” . . . and LISTEN!

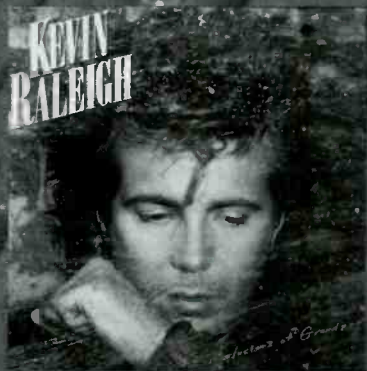


UP & COMING

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

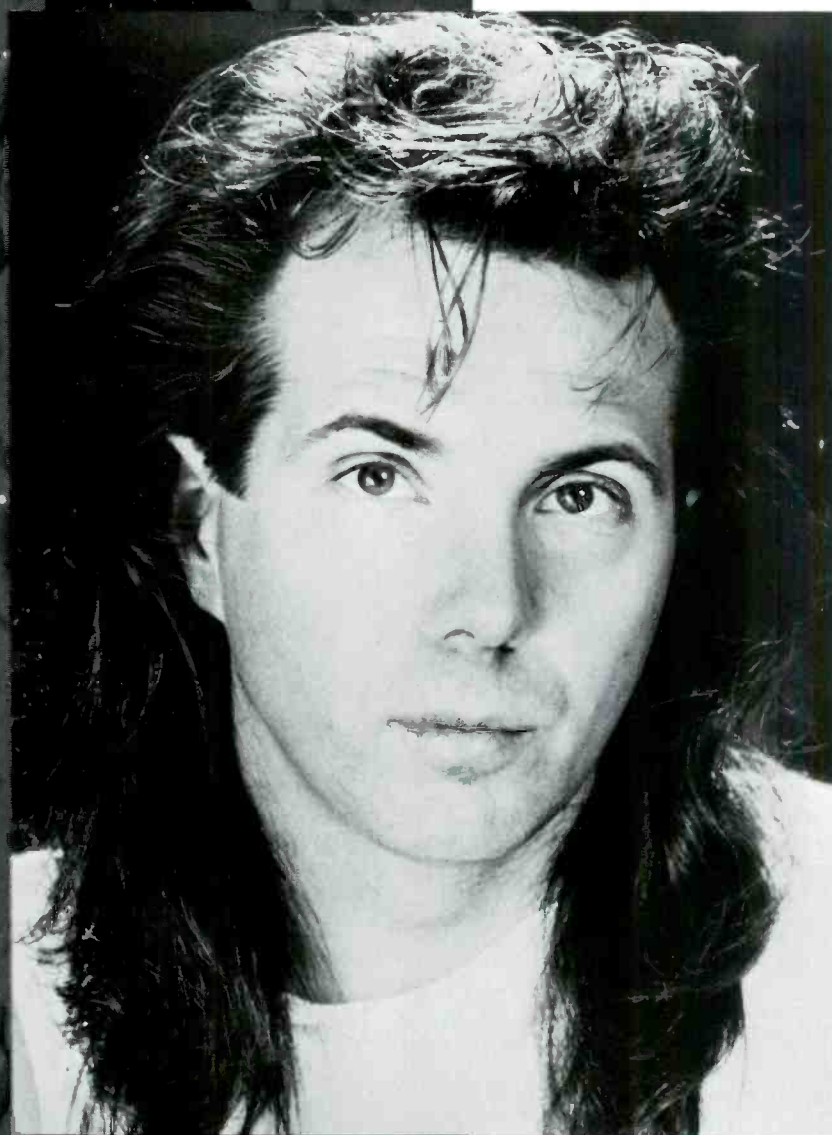
Reports	Adds	On	Chart		* Debuts in Up & Coming
122	2	82	38	U2 (with B. B. KING) - When Love Comes To Town (Island)	
116	31	73	12	CINDERELLA - Coming Home (Mercury/PolyGram)	
113	56	54	3	RICK ASTLEY - Giving Up On Love (RCA)	
112	10	55	47	SAMANTHA FOX - I Only Wanna Be With You (Jive/RCA)	
110	19	63	28	ONE 2 MANY - Downtown (A&M)	
109	55	47	7	EDDIE MONEY - Let Me In (Columbia)	
85	3	54	28	INFORMATION SOCIETY - Repetition (Tommy Boy/Reprise)	
82	13	45	24	REPLACEMENTS - I'll Be You (Sire/Reprise)	
82	31	40	11	ROACHFORD - Cuddly Toy (Feel For Me) (Epic)	
74	20	45	9	NATALIE COLE - Miss You Like Crazy (EMI)	
73	12	54	7	GLAMOUR CAMP - She Did It For Love (EMI)	
68	3	51	14	EASTERHOUSE - Come Out Fighting (Columbia)	
65	15	45	5	ONE NATION - My Commitment (IRS/MCA)	
65	57	7	1	MIKE + THE MECHANICS - Seeing Is Believing (Atlantic)	
64	26	29	9	ELVIS COSTELLO - Veronica (Warner Bros.)	
58	2	31	25	ESCAPE CLUB - Walking Through Walls (Atlantic)	
57	5	40	12	HOUSE OF LORDS - Love Don't Lie (Simmons/RCA)	
57	54	1	2	* VIXEN - Love Made Me (EMI)	
55	2	18	35	MELISSA ETHERIDGE - Similar Features (Island)	
54	7	28	19	PETER SCHILLING - The Different Story (World Of Lust And Crime) (Elektra)	
54	4	38	12	FIGURES ON A BEACH - You Ain't Seen Nothin' Yet (Sire/Warner Bros.)	
52	11	25	16	SURFACE - Closer Than Friends (Columbia)	
47	8	30	9	AIRKRAFT - Footsteps (Premiere)	
43	10	26	7	SAM BROWN - Stop (A&M)	
40	1	16	23	CHRIS REA - Working On It (Geffen)	
40	2	19	19	BOY GEORGE - Don't Take My Mind On A Trip (Virgin)	
40	2	33	5	BASIA - Promises (Epic)	
39	24	12	3	* XTC - Mayor Of Simpleton (Geffen)	
38	4	26	8	GRAYSON HUGH - Talk It Over (RCA)	
31	24	5	2	* BULLET BOYS - For The Love Of Money (Warner Bros.)	
31	16	12	3	* TOM PETTY - I Won't Back Down (MCA)	
30	12	18	--	* PHOEBE SNOW - If I Can Just Get Through The Night (Elektra)	
27	21	4	2	* SIREN - All Is Forgiven (Mercury/PolyGram)	
27	5	12	10	BAD COMPANY - Shake It Up (Atlantic)	
26	13	11	2	* TANITA TIKARAM - Twist In My Sobriety (Reprise)	
25	--	14	11	EIGHTH WONDER - Baby Baby (WTG/CBS)	
25	5	19	1	TIME GALLERY - Valerie (Atlantic)	
25	1	21	3	JUDSON SPENCE - Hot And Sweaty (Atlantic)	
25	9	16	--	* BITE THE BULLET - Finished With Love (Jet/CBS)	
23	15	8	--	* NANCY WILSON - All For Love (WTG/CBS)	
21	15	2	4	* JULIAN LENNON - Now You're In Heaven (Atlantic)	
21	9	12	--	* BREATHE - All This I Should Have Known (A&M)	
20	3	13	4	BIG BAM BOO - Shooting From My Heart (UNI/MCA)	
20	16	1	3	* DONNA SUMMER - This Time I Know It's For Real (Atlantic)	
20	20	--	--	* MICHAEL MORALES - Who Do You Give Your Love To? (Wing/PolyGram)	

DROPPED: #27-Vanessa Williams, #28-Was (Not Was), #32-Rod Stewart, #35-Robbie Nevil, #40-The Pasadenas, Girlschool, Crack The Sky, Glenn Frey, Paul Carrack & Terri Nunn.



KEVIN RALEIGH

“MOONLIGHT ON WATER”



Brad Hanson, WMMS-Cleveland
“Kevin Raleigh’s ‘Moonlight On Water’ *HAS IT ALL!!!* A haunting hook that pulls great phones, and call-out 18-34. This is a killer record . . . *GREAT* secret weapon!!!”

Chris Jamison, WHSY-Hattiesburg
“We all loved it here at the station and after putting it on the air, we found that our audience loved it too . . . it’s #2 this week! I believe that ‘Moonlight On Water’ is one of the few records around today that could be considered a classic hit in 10 years.”

Carolyn Hope, KAGO-Klamath Falls
“Heavy phone action . . . A real *HOT* record with our listeners . . . it’s #1 this week!”

Nick Fulgham, KPXI-Mt. Pleasant
“#1 Male and Female phones, mixed demos . . . *THIS IS A HOT TUNE.*”

WHEN THE
AUDIENCE REACTS,
ATLANTIC ACTS...*FAST!*

WHEN YOU PLAY IT, SAY IT!



On Atlantic Records. Cassettes and Compact Discs
© 1989 Atlantic Recording Corp. A Warner Communications Co.

HIT FACTOR

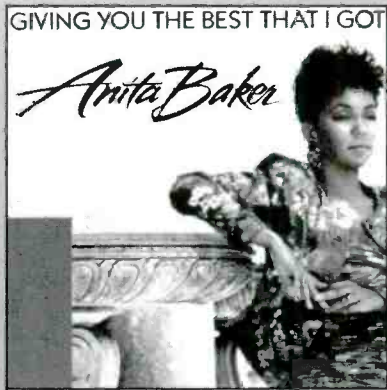
Top 40 Research:
Keith Zimmerman

Total Reports This Week **332** Last Week **333**

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

ARTIST TITLE LABEL	Reports	Adds	1-5	6-10	11-20	21-30	Uncharted	Hit Factor	Weeks
MADONNA - Like A Prayer (Sire/Warner Bros.)	315	--	249	47	16	2	1	99%	6
FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)	293	--	226	55	10	2	--	99%	12
ROXETTE - The Look (EMI)	269	--	216	48	4	1	--	99%	11
BON JOVI - I'll Be There For You (Mercury/PolyGram)	276	3	90	102	64	11	6	92%	8
DEON ESTUS - Heaven Help Me (Mika/Polydor)	260	2	54	96	83	20	5	89%	9
TONE LOC - Funky Cold Medina (Delicious Vinyl/Island)	224	--	116	57	37	9	5	93%	9
ANIMATION - Room To Move (Polydor/PolyGram)	256	2	41	98	92	18	5	90%	10
38 SPECIAL - Second Chance (A&M)	255	6	58	96	66	17	12	86%	12
PAULA ABDUL - Forever Your Girl (Virgin)	277	9	9	67	136	48	8	76%	7
R.E.M. - Stand (Warner Bros.)	181	--	86	73	14	6	2	95%	15
CHER & PETER CETERA - After All (Geffen)	254	3	5	53	130	49	14	74%	8
DEF LEPPARD - Rocket (Mercury/PolyGram)	231	1	25	65	106	24	10	84%	8
SA-FIRE - Thinking Of You (Cutting/Mercury/PolyGram)	238	12	19	33	97	59	18	62%	12
JODY WATLEY - Real Love (MCA)	271	7	4	14	123	95	28	52%	6
MICHAEL DAMIAN - Rock On (Cypress/A&M)	291	8	8	14	73	134	54	32%	7
HOWARD JONES - Everlasting Love (Elektra)	270	9	3	10	91	121	36	38%	6
LIVING COLOUR - Cult Of Personality (Epic)	231	10	10	22	90	76	23	52%	7
JOHNNY KEMP - Birthday Suit (Columbia)	197	2	11	25	83	46	30	60%	10
DEBBIE GIBSON - Electric Youth (Atlantic)	280	12	--	7	68	141	52	26%	4
DONNY OSMOND - Soldier Of Love (Capitol)	277	20	3	10	62	119	63	27%	5
SWEET SENSATION - Sincerely Yours (Atco)	198	12	9	18	83	57	19	55%	12
ENYA - Orinoco Flow (Geffen)	151	2	8	15	59	53	14	54%	20
THE BELLE STARS - Iko Iko (Capitol)	227	45	10	11	35	77	49	24%	8
NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)	251	27	4	5	26	105	84	13%	4
GUNS N' ROSES - Patience (Geffen)	250	56	8	7	31	68	80	18%	4
THE OUTFIELD - Voices Of Babylon (Columbia)	230	11	--	2	38	92	87	17%	5
BETTE MIDLER - Wind Beneath My Wings (Atlantic)	186	47	11	10	36	45	37	30%	8
WINGER - Seventeen (Atlantic)	169	22	7	12	38	45	45	33%	10
BOBBY BROWN - Every Little Step (MCA)	220	38	3	10	26	59	84	17%	5
STEVE WINWOOD - Hearts On Fire (Virgin)	170	4	1	8	45	71	41	31%	7
JIMMY HARNEN with SYNCH - Where Are You Now? (WTG/CBS)	160	34	11	14	26	31	44	31%	7
LITA FORD (w/OZZY OSBOURNE) - Close My Eyes...(Dreamland/RCA)	137	18	8	13	39	24	35	43%	8
ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)	249	99	--	--	3	27	120	1%	2
TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)	116	7	4	7	24	38	36	30%	21
WATERFRONT - Cry (Polydor/PolyGram)	186	58	--	--	1	18	109	--	3
LISA LISA AND CULT JAM - Little Jackie Wants ...(Columbia)	149	74	--	--	1	8	66	--	2
EDIE BRICKELL & THE NEW BOHEMIANS - Circle (Geffen)	138	16	--	2	5	24	91	5%	4
NENEH CHERRY - Buffalo Stance (Virgin)	124	19	1	2	15	23	64	14%	4
U2 (with B.B. KING) - When Love Comes To Town (Island)	122	2	1	--	8	29	82	7%	4
CINDERELLA - Coming Home (Mercury/PolyGram)	116	31	--	1	--	11	73	--	3
RICK ASTLEY - Giving Up On Love (RCA)	113	56	--	--	--	3	54	--	2
SAMANTHA FOX - I Only Wanna Be With You (Jive/RCA)	112	10	1	--	18	28	55	16%	6
ONE 2 MANY - Downtown (A&M)	110	19	--	--	4	24	63	3%	5
EDDIE MONEY - Let Me In (Columbia)	109	55	--	--	2	5	47	1%	2
INFORMATION SOCIETY - Repetition (Tommy Boy/Reprise)	85	3	--	--	8	20	54	9%	5

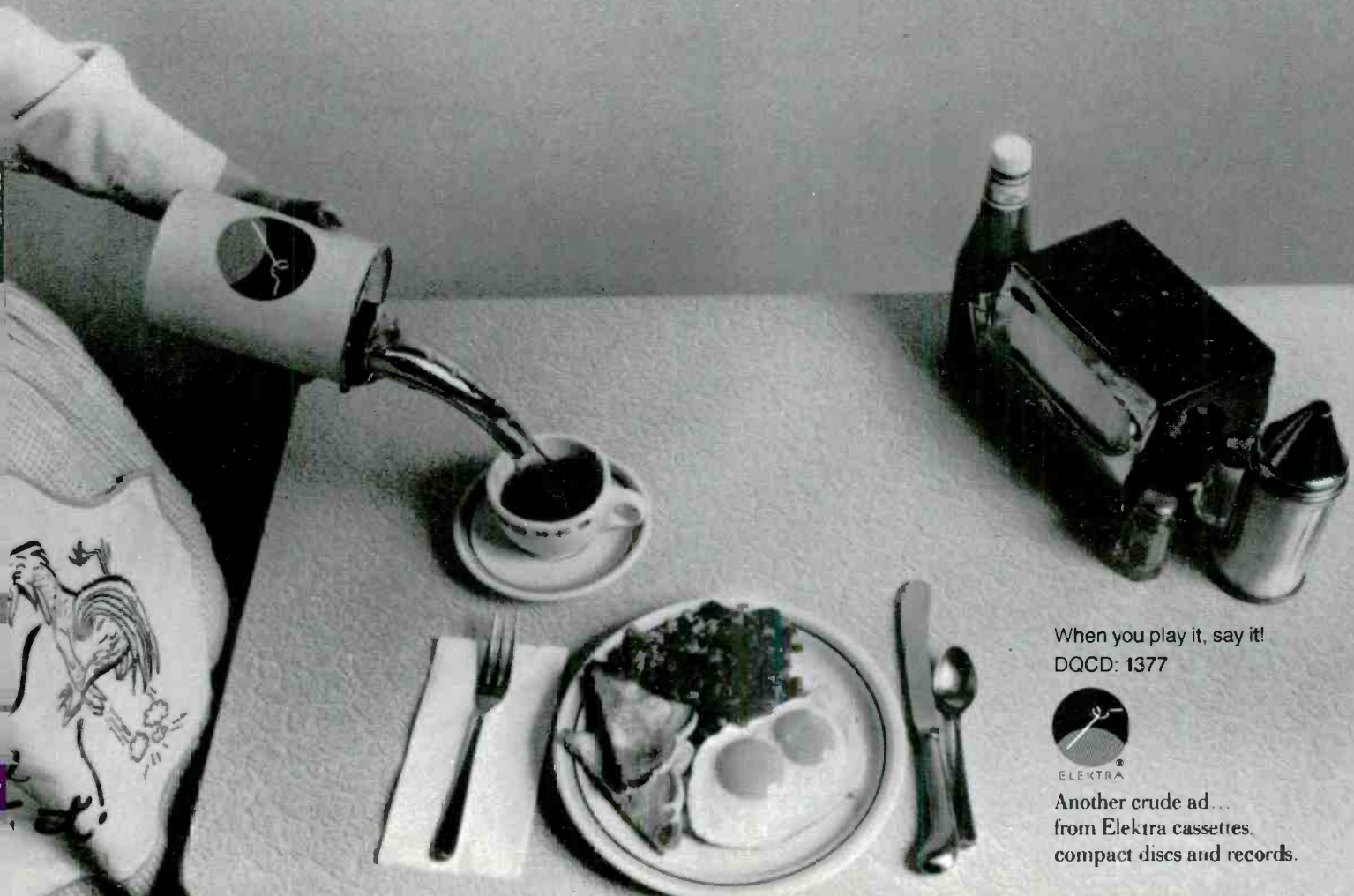
We're hot enough to fry Exxon!



ANITA BAKER
"Lead Me Into Love"
the new single from the TRIPLE
PLATINUM *GIVING YOU THE BEST
THAT I GOT* album.



THE CURE
"Fascination Street"
from the forthcoming *DISINTEGRATION*
album.



When you play it, say it!
DQCD: 1377



Another crude ad ...
from Elektra cassettes,
compact discs and records.

INSIDE TOP 40 by Dave Sholin

Before the Michigan Wolverines won the NCAA championship, Fletcher Keyes at Z104 Madison, WI faxed me an article written by *Philadelphia Inquirer* sports columnist Bill Lyon. Lyon cites the Michigan success as a lesson to coaches who sometimes forget that the "game belongs to the players," as the article is titled. Michigan's coach, Bill Frieder, resigned just as the NCAA tourney got underway and was replaced by his assistant Steve Fisher. Instead of falling apart the team got even hotter, due in large part to Fisher being, as the writer puts it, "neither the over-authoritative despot nor the over-coaching, image-conscious thespian that seems to populate the coaching ranks these days." Every player on the Wolverine team agreed that they felt "less inhibited" with their new coach, which resulted in the whole team being relaxed, in synch and hot as a pistol. The story points out the flip side by quoting Tennessee's Greg Bell whose team performed below expectations. He said, "We weren't playing basketball, we were playing 'Robot Ball'. That's what we called it. It got to the point where, if we took a wide-open shot, we knew we were coming out. Everyone was hesitant to shoot the ball." Somewhere between letting a staff run wild and being the evil taskmaster who keeps everyone in line is the PD who knows how to encourage rather than stifle creativity. Many of the brilliant moments in radio wouldn't have happened if those that made them were afraid to "shoot the ball."



WNCI Columbus is the first station in the nation to take **DONNY OSMOND** to number one! Explosive jumps in diverse markets demonstrates the song's widespread appeal as last week's 12% **HIT FACTOR** more than doubles to 27%. Gains at WTIC/FM Hartford 23-14, B94 Pittsburgh 24-17, KISS108 Boston 26-16, WDJX Louisville 26-18, 94Q Atlanta 30-21, WIFC Wausau 30-21 (strong adult female reaction but male response has picked up a lot), KZOU Little Rock 19-11, Q102 Cincinnati 23-14 and B95 Fresno 25-16.

Request action remains hot for **THE BELLE STARS** who go over 200 reports with adds at KIIS/FM, POWER 104, KSTN, KMGX, KZZU, WKSQ, B94, Q104, 92X,

WNCI, WBNQ, WPXR, BAM99, KZ103, WYAV, WLXR, X102, SLY96, KIQY, KLBO, WAGQ, etc. Top five phones at WGBQ Galesburg, IL climbing 35-25. Also on the move at X100 25-19, LG73 35-19, CKXY 23-8, KZFN 2-1, WNNO 27-14, WRGI 20-9, WUVA 17-10 and WAVA 20-12.



Fast take off for **NEW KIDS ON THE BLOCK** points to what could be their most successful effort so far. West Coast is leading the way with top fifteen activity at KWSS 13-8, KDON 12-9, HOT 97.7 3-2, KMEL 5-4, FM102 20-15, KMGX 18-14, KGGI 13-11 and X100 8-6. Debuts top thirty at POWER 106, KUBE, WFHN, Q107, WJLK/K94, WGGZ, 92X, WSTO, WLRW, KKYS, KXFM, etc.

TOMMY PAGE maintains a strong 30% **HIT FACTOR** making major gains at WCGQ 18-11, WKMZ 34-27 (re-added a month ago and getting heavy request action), KZZQ 23-15 (good 18-24 female response), WHLY 9-5, WNVZ 13-5, WPST 2-1, WHHY 23-19, Z104 33-27, KDVV 23-14, KAFX 27-22, KFTZ 27-22, KIIS/FM 20-13, KROY 9-8, Z100 Portland 19-14 and KSND 34-23.

93Q Houston and Y95 Dallas are among those who have added **STEVIE B**, who moves into **CHARTBOUND** despite an airplay base of less than 100 stations. With a **HIT FACTOR** of 57% the song is now top ten at KOY, KZZP, KITY, B95, KWSS, KWXX, Q106, KKFR, KMEL, KROY, FM102, KYNO, KMGX, KKXX, KIIS/FM, POWER 106, KDON, KIZS, KATD, WOVV, Z100, HOT97, WBPR, WBSS, YES97 and WZZR.



Second consecutive week for **WATERFRONT** in the group of **MOST ADDED** tunes. Latest to jump on board include Z103 Tallahassee, KWES Odessa/Midland, KNIN Wichita Falls, WJLQ Pensacola, KUBE Seattle, X100 San Francisco, KPKY Pocatello, KYNO Fresno, FM104 Modesto/Stockton, KZZU Spokane, KLYV Dubuque, Q96 San Antonio, Y94 Fargo/Moorhead, KCPI Al-

bert Lea, WQID Biloxi, WSPK Poughkeepsie, WNVZ Norfolk and KPXR Anchorage.



Several strong debuts for **CINDERELLA** who come on at #28 for Charlie Quinn and Jay Beau Jones at EAGLE106 Philadelphia and #30 with Rich Piombino and Brad Hanson at WMMS Cleveland. Added at B94, WRCK, WAAL, KYYY, WBNQ, WKLQ, WHHY, BAM99, WQPW, WKSM, KAFX, WPXR, WZMM, etc.

CKOI Montreal takes **ONE 2 MANY** 31-24 and joins the list of stations who chart it top twenty-five including WPFM 26-22, POWER 104 25-22, KISN 30-25, KNIN 27-21, 93Q 26-23, 99KG 32-25, WBNQ 27-20, KKRQ debut #19, KYYY 25-22, 92X 30-25 and K104 27-25. Early believers Jay McCall at KOZE Lewiston takes it 17-14 while Gary Cummings at KZFN Moscow moves it 19-15.

ROACHFORD's dance/rock entry is getting response from fans of both musical styles according to WPFM Panama City, FL who chart it 37-32. Debuts #29 at K104 Erie, #30 Y108 Denver and gains 32-27 on 102QQ Saratoga Springs/Albany, 20-16 Y97 Santa Barbara, 40-29 KTRS Casper and 37-27 WBNQ Bloomington. New on KQEN, 93Q, POWER 104, KZZK, K106, KJCK, KOY, KSIF, KMOK, WDEK, WCIL, KKXL, WQUT, G98, WIGY, WCGQ, Z103, etc.

Z104 Madison, WI sends **ELVIS COSTELLO** flyin' up their list 30-23 and he's also on fire at SLY/96FM San Luis Obispo 23-18. New believers include KROY Sacramento, KUBE Seattle, Y95 Dallas, KREO Santa Rosa, WTBX Duluth, WGLU Johnstown, WIQQ Greenville, WNVZ Norfolk, WLLI Joliet, etc.

Jamie Hyatt at KDON Monterey/Salinas reports number one phones on **SURFACE** moving it 24-18 with most calls coming from females 18+. KSWB's Jon Michaels says he got requests instantly and confirms it to be very strong with females 25-34. Goes top ten at KMEL 13-10 (where it's #3 on their "Hot Seven at 7"), KSTN 4-2, FM102 12-6 and KKMJ 14-10. Big gains at WHKW 17-11, WHYT 21-13, KMGX 21-17 and KITY 27-22. Added at KISS108, WOVO, YES97, KKXX, K106, KNOE, etc.

KITY San Antonio, HOT97 New York and POWER96 Miami all chart the **GIPSY KINGS** top thirty. New believers include KMEL San Francisco, KKQV Wichita Falls, WCGQ and WNKS Columbus, GA, KPKY Pocatello and KPAT Sioux Falls.

If you're like me you've been pronouncing **NENEH CHERRY**'s name NEE-NAH. Wrong buffalo breath—according to "dancin', rappin'" Ron Fell, it's correct to say NEN-(as in pen) UH. Quiz next week.

MENEH CHERY

"BUFFALO STANCE"



GAVIN TOP 40: CHARTBOUND

124/19 41% HIT FACTOR

BB TOP 40: 61*-48* • R&R CHR: 101/24

B97 ADD	WHYT ADD	WKLQ ADD	KEYZ ADD
WKSE ADD	KMEL 8-6	FM102 5-4	WIOQ 10-9
KITY 22-19	KRBE DEB-31	KS104 DEB-29	Y108 DEB-26
KROY 19-17	X100 22-18	Q106 DEB-28	KDON 14-11
KKFR 17-14			

PAULA ABDUL

"FOREVER YOUR GIRL"



GAVIN TOP 40: 13*-9* 76% HIT FACTOR

BB TOP 40: 22*-17* • R&R CHR: 16*-8*

X100 18-10	B94 16-12	WIOQ 19-11	WPFM 16-10
B97 16-14	92X 14-9	WYTZ 25-9	KITY 9-6
KBQ 11-9	KWSS 10-7	KROY 10-7	KMGX 10-6
KKXX 17-10	KIIS/FM 27-19	KATD 13-9	HOT97.7 9-7
FM102 16-7	KOZE 7-6	KRBE 9-6	KZZP 13-11

PLEASE LISTEN...



SAM PHILLIPS

"HOLDING ON TO THE EARTH"

THAT PETROL EMOTION

"GROOVE CHECK"



ON RATINGS & RESEARCH...

by Jhan Hiber



KEEPING TRACK:
A FREE OFFER

How do you answer all those pesky little questions?

Have trouble recalling when your big contest ran last sweep? When the competition's tower blew down? Exactly how much was spent on that great promotion?

You say you can't be expected, in our fast-paced industry, to recall such details. Close enough is okay.

Except, of course, that GM's and PD's alike—when planning, reviewing the ratings impact of programming or advertising events, and determining budgets for the future—want to keep track as precisely as possible of items that could affect their ratings.

ENTER THE SURVEY
ANALYSIS DIARY!

KEEP YOUR OWN DIARY

The theory behind the S.A.D. is simple. If station personnel keep track daily and weekly of goings-on in their market, two things will happen...

- You'll have a log or record that supplements your memory when it comes time to recall details such as those noted above.

- When it comes time to budget, you'll be able to recap what was done weekly—by yourself and the competition—and decide in retrospect whether or not those monies were well spent.

WHO SHOULD KEEP THE DIARY?

We'd suggest that two key management

personnel keep the S.A.D. weekly. Generally, the GM and PD keep the booklets—thus getting two perspectives on events in your area. Having the two execs keep separate booklets also covers you if one is sick or out of town.

WHEN SHOULD YOU KEEP YOUR
DIARY?

Depends on whether or not there are ratings surveys in your market. If your market is subject to one or more of the 12-week surveys done by Arbitron or Birch, you'd probably want to keep a fresh 12-week journal of each sweep.

If you're fortunate enough to have no ratings periods in your area, then decide when the station diaries would be most useful. Perhaps it would be year-round (week-by-week). Maybe you'll just keep track of events during your peak promotional periods.

WHAT DO YOU RECORD?

Below are sample headings from the Survey Analysis Diary. We've given these diaries out free of charge to interested stations over the last 10 years. Feel free to improve upon this layout.

W E E K O N E

US

✓ **PROGRAMMING ACTIVITY:**
(You might insert items such as a new weekend countdown show, a new feature on your morning drive program, on-air promotions/contests, etc.)

✓ **PROMOTIONS/ADVERTISING:**
(Do any advertising? Then record the dates, number of TV spots that week, or how many direct mail pieces went to what zip—and be sure to include cost information; note any external on-the-street promotions.)

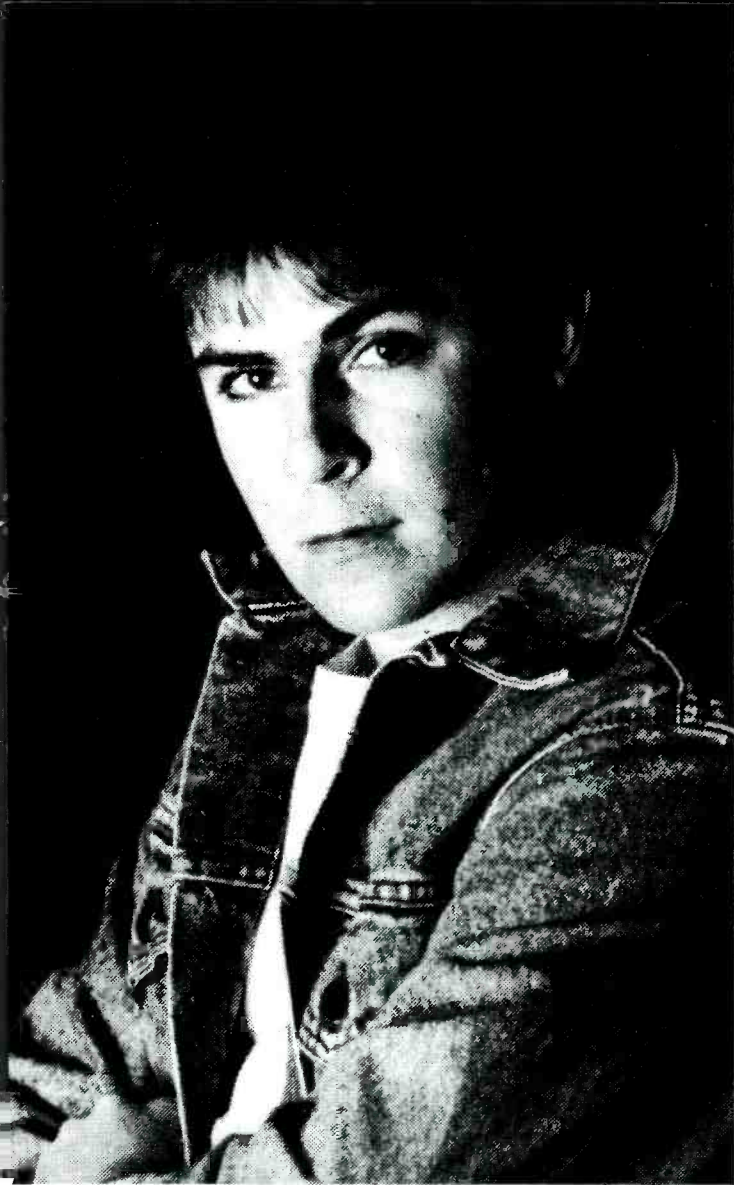
✓ **TECHNICAL DIFFICULTIES:**
(TD's should be noted in detail, especially if they caused you to be off air. Don't forget to inform the ratings services if your outage is five (5) minutes or longer.)

✓ **EXTRAORDINARY EVENTS:**
(Include here items that could alter people's listening habits—hurricanes or other such acts of God, power blackouts, a one time sporting event or other unusual influences on the public.)

We'd suggest keeping this journal not only for "US" (your station), but also for "THEM" (the key competitors). Having written intelligence that tracks in detail what you and the competition did during a particular survey can be most helpful when planning future strategy. "Gee, when we did the Easy Money Birthday contest, they countered by giving away free cars" (or whatever). You can ponder whether the competitor's past behavior is any gauge of future activity.

SOMETHING FOR NOTHING:
Now comes the good part. If you'd like a pair of Survey Analysis Diaries (to get you through the balance of the Spring sweeps), all you have to do is ask. Just call our office at 609-399-8212, or FAX your request to us at 609-399-9504 and we'll send two your way. Consultants such as Fred Jacobs have borrowed this idea and are sending out similar logs to their clients—so don't be left behind.

The Survey Analysis Diary. Just another public service that can aid you in the radio wars. Let us know if you'd like a couple. And Good Luck in this Spring survey!●



Simple Math Can Be A Synch

JIMMY HARNEN & SYNCH

"Where Are You Now?"

ADD THIS UP ... **23 TOP 10's !!!** **51 TOP 20's !!!**
76 DEBUTS !!! **22 HOT REPORTS !!!**

- **GAVIN TOP 40: 35***
DAVE SHOLIN PERSONAL PICK 3/3/89
TOP 40 RECORD TO WATCH 3/10/89
- **R&R CHR: DEBUT-36***
- **BILLBOARD TOP 40: 40***
- **HITMAKERS MAINSTREAM
TOP 40 RESEARCH CHART: 26***
- **HITMAKERS ROCK CHART: 16***

MIKE SCHAEFER - HITMAKERS
"Obviously one of those call out MONSTERS!
MASSIVE PASSIVE!"

MAJOR MATH ACTION ...

Y108 4-2!!! WCZY 15-10!!! WGH 5!!!
KRBE 18-13!!! KDWB 3!!! KS104 16-8!!!
KEGL 10-5!!! WKTI 2 !!! WDFX 6!!!
KCPW 14-11!!! WKSE 21-16!!! WKBQ 26-16!!!

DAVE SHOLIN

"It's simple arithmetic. If you play
JIMMY HARNEN, you're going to have
another hit on your radio station."

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

"...So Where Are YOU Now?"



ON MANAGEMENT

by Oren Harari

THE PEG LEG PIG AND LABOR'S LOVE LOST

Joke: A guy visits an old friend who lives on a farm. As he pulls up into his friend's driveway, he notices a pig with one peg leg. Later on, he asks his friend about the pig.

"Oh, that pig is remarkable," replies the friend. "He's friendly, obedient, cuddly, and one time he even saved us by tapping on the window when he saw a fire start outside our house."

Queried the visitor: "But what about that peg leg?"

"Come on now," admonishes the friend. "A pig that special you don't eat all at once!"

I've often gotten chuckles when telling that joke, but in preparing for this column, I started to ask myself: I wonder how that pig feels about all this?

The question is germane to our discussions about the failures at Eastern Airlines. Many of Eastern's employees—including their striking machinists and pilots—have reported their feelings of hopelessness, anger, and despair as they watched Chairman Frank Lorenzo and his team systematically dismantle the organization by selling assets in response to shrinking revenues and shrinking market share. On March 8, a pilot interviewed by National Public Radio angrily noted that Lorenzo had sold lucrative reservation systems, hubs, gates and airplanes, with nothing to show for it except some breathing room before the next inevitable chop. Declared another pilot: "What Eastern doesn't understand is that (the strike) is more than about jobs, more than economics."

Precisely. In my two earlier columns I argued that the highly publicized labor-management conflict at Eastern is the symptom of the problem rather than the problem itself. I attempted to document the hazards of any management strategy which obsesses on cost and price rather than on revenue-line enhancement. Revenue-line enhancement, if you remember, includes a total commitment to quality and customer service, as well as to constantly improving and adding to quality and service. Unlike successful carriers like Delta, American, British Air and SAS, Eastern embarked on a cost/price path that seemed to make sense in the short-run, but was fraught with danger in the long haul because fewer and fewer customers became available to pay off a greater and greater debt load.

What does all this have to do with labor-management relationships? Everything.

A manager can look at people in his/her organization in one of two ways: as a cost or

as a resource. In the former, people are considered "factors of production" which are meant to be controlled, optimized, and minimized. As costs, they warrant reduction. In the latter, people are considered the key sources of "value-added" quality, service and innovation. As resources, they warrant investment and long-term development.

Granted, the above is an oversimplification, but the fact remains that a manager's basic philosophy about strategy in general will shape his/her basic philosophy about people. Consider training and education, for example. A manager who takes a "people as costs" stand is unlikely to budget substantially for employee training. Yet research on very successful firms which provide customers with the best customer service (e.g., Singapore Airlines, Merck, American Express and Embassy Suites) shows that all have one consistent attribute: They invest heavily in ongoing training and development of all employees.

Trained and developed employees are able to make major revenue-enhancing (and cost-cutting) contributions to the organization. As columnist Michael Brody recently reported: "From carmakers to chipmakers, companies struggling to raise quality and lower costs now treat training as a capital expense just like new factories. The rewards can be huge."

A manager who sees people as "costs" or "factors" is also unlikely to give much credence to employee involvement and participation. To me, the clearest picture of Frank Lorenzo's philosophy about people came during an interview with a PBS correspondent a couple of months ago. The interviewer asked about an incident which took place shortly after Lorenzo purchased Eastern. Charles Bryan, president of the machinists' union, sent Lorenzo a congratulatory telegram looking forward to a "cooperative relationship." Lorenzo never replied, and the PBS interviewer asked him why not.

Lorenzo's reaction said it all. He didn't show anger or hostility towards Bryan or unions. Instead, he showed bafflement. He appeared honestly puzzled at the question, and after a pause he simply said that he and his team had ideas about how to turn Eastern around and that was that. The very notion that he should work collaboratively with Bryan, or that "labor" could contribute to "management" was seemingly unfathomable.

Yet the evidence is so clear: Companies that involve all hands in the management of the firm can be up to 50% more productive than their traditionally-managed counterparts. One facility at Honeywell, using "Total Employee Involvement," not only improved employee attitudes, but also boosted productivity by 40% and product yield by 20% while reducing costs 40%, all within a ten-month period. And innovation? As one report concluded: "When all hands are really

pulling together, the process of discovering a product and getting it out can seem almost effortless." Readers of this column know that I regularly chronicle the success stories of companies who view people as partners rather than as adversaries or as mere costs. Chairman Donald Petersen of Ford, attributing his firm's successes to the bywords "EI/PM" (employee involvement/participative management), recently said: "We must continue to enrich the people side of the equation. We'll continue this process of involving everyone in the future."

The underlying problem at Eastern was not labor costs. In fact, hourly wages of mechanics and ramp workers (represented by the machinists' union) were lower than those of Delta, Northwest, United and USAir. The proportion of airline expenses attributable to labor costs at Eastern was lower than that of American, Delta, and USAir, and comparable to that of United. At Eastern and Continental (another unit of Lorenzo's Texas Air corporation), pilots, flight attendants, mechanics, and ramp workers had continuously taken pay cuts totaling tens of millions of dollars (sometimes nearly halving their salaries).

Nor was the underlying problem at Eastern the unions. Granted, unions run by inept, self-serving, short-term oriented leaders have often created havoc with productivity, but in this case the unions have been used as strawmen. Keep in mind that almost all of Eastern's successful competitors are unionized. Moreover, the pilots' and machinists' unions at Eastern have said all along that they wanted to work with management to create a strong carrier which would insure wage and job security, not to mention pride.

Nor was the underlying problem one of management's "toughness." Effective managers are extremely tough, but they're tough on standards. They take pleasure in creating turned-on teams who work towards those high standards, and they work with them to facilitate their achievement of those standards. Let's not confuse "toughness" with insensitivity, subtle contempt and shortsightedness.

No, the underlying problem was twofold: a failed strategy, and a failure to view employees as partners in executing a strategy. Accordingly, the steady drop in passenger volume led to mounting losses, which led to more asset sales, more financial sleight of hand, and more wage cut demands, which in turn accelerated the downward cycle. Like the peg leg pig, the pilots and machinists began to see a certain inevitability.

Robert Kelly, professor at Carnegie-Mellon University, once made a very poignant observation: "Poorly served employees serve customers just as poorly." In the case of Eastern, they obviously served top management just as poorly. I suppose even a peg leg pig will eventually start fighting back. What does he have to lose? ●

**RADIO'S ALREADY
DIALING UP
MILLI VANILLI'S
HOT
NEW NUMBER!**

**"BABY DON'T FORGET
MY NUMBER"**

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- KMEL - Keith Naftaly PD** "Killer follow-up to our #1 record so far this year. Leave it to Arista to break the first adult rap group. Milli Vanilli is the goods, they kick-ass live and **this is a smash.**"
- X100 - Gene Baxter ACTING PD** "Smash, smash, smash! Mass appeal. Should be **bigger than the first one.**"
- KZZP - Bob Case PD** "We discovered this on European vinyl, and used it for months as a secret weapon! Killer follow-up to 'Girl You Know It's True,' you can't get the hook out of your head. **Smash!**"
- Y95 - Kevin Robinson MD** "If you don't hear this record, you've got to get new ears! **Top 5 call-out already.** Should be #1!"
- KWSS - Rich Anhorn MD** "We've been playing the record as an import for 4 weeks now. It picks up where 'Girl You Know It's True' left off. I feel it has more initial adult appeal. It's a **strong record.**"
- KMGX - Kevin Carter PD** "Testing even stronger than the first one, if that's even possible. **Top 5 phones already** after just two weeks."

**WHEN
YOU
PLAY IT,
SAY IT**

ARISTA

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**GOING
FOR ADDS
APRIL 17TH**

P.D. NOTEBOOK

by Eric Norberg

WHAT'S NEW AT A/C?

One of the most interesting formats to study is Adult Contemporary. Although it is statistically the most widely broadcast format in the United States, there is wider latitude in defining what the format is than with any other formatic approach. At this year's A/C session at the Gavin Seminar for Media Professionals, Gavin A/C Editor Ron Fell called up the five nominees for "A/C Music Director of the Year" to answer a series of questions from their own point of view, rather than from the more restrictive point of view of their own stations.

The panelists were Liz Kiley of KOST-Los Angeles; Brian Lee of WSKY-Asheville, NC; Gene Knight of KFMB-FM (B-100)-San Diego; Frank Miniaci of KVIL-Dallas, TX; and Dave Verdery of KBIG-Los Angeles.

Ron first asked the panelists what each felt would constitute the ideal A/C station from a musical point of view. Liz commented that this would depend on the market and the competitive situation in each, but generally felt that a tight list with well researched oldies is better because it's her view that music is not the top priority for those who choose to listen to A/C. Brian responded that in a situation in which one is surrounded by "gold intensive A/C's," very common nowadays, the most successful counterprogramming may be to be "current intensive" (at his station that means 60-70% current, and his target audience is 25-45 adults). Gene said "just play music that feels good to adults; that might mean playing something that's a crossover from another format, and it might mean playing a song from ten or fifteen years ago." He felt that "flow" should not prevent wide variety in types and styles of music presented. Frank said he agreed generally with Liz's point of view ("so many things are more important than the music; consistency is so important") and Dave's response endorsed thorough research and indicated that KBIC's music base consists of 10% "60's, early '70's music," about 20% "late '70's," some 25-30% currents and recurrents, and the remaining 40% or so is '80's music." He also endorsed variety.

Next, Ron asked about music research for A/C. Liz commented that sales figures on records for adults are hard to make much use of— not only because many stores are not interested in A/C and don't stock A/C records. She said that requests can sometimes be helpful (though they will represent only a minority of listeners), and if funds are available, various research methods can be very helpful. Brian voiced support for the value of research, but quoted Tom Peters' keynote address, to the effect that research is a start-

ing point and not an end in itself—"then make the decision yourself." Lacking a budget for much research, he said that he uses every source at his disposal, including listener and trade feedback. "A lot of the time I'm just flying by the seat of my pants." Gene added that he'll add music that may be untested from time to time, but is concerned that the music "fit the station." He also finds research and any other form of input helpful. Frank agreed, "I really think that auditorium testing is a good foundation, but at the same time also believe in good guts." He doesn't feel any single method of selection has precedence over others, and agreed with Ron's observation that the purpose of testing records using "hooks" from the songs is to establish familiarity, and unfamiliar music cannot be evaluated using a "hook"-based method. He went on, "obviously, the most familiar songs usually do test pretty well, too," raising the possibility that some of these "hook"-based tests may confuse recall and preference in the minds of the respondents, yielding different results than intended! And Dave contributed, "the gut feeling comes into focus even before the auditorium testing, because you're the one picking the music to be tested." (I might add that it is possible to test unfamiliar music for A/C appeal, and I do it regularly, but the "hook"-based methodology has to be discarded for this purpose, and a method employed which more closely approximates the listeners' experience when listening to the radio.)

Gene Knight conceded that he finds it very difficult to listen to all records received, and counts on outside input to call his attention to the ones he may not be aware of from the trades—"I try to keep an open mind." When he does listen to music, he prefers to do it with the sound turned down, while doing something else, to more closely approximate the listeners' experience, and to allow exceptional records to catch his attention. There seemed agreement from some other members of the panel on this point.

Ron then observed that A/C air staff often don't seem especially well-informed about the artists they're playing; the panel seemed in agreement that it's important that they know about the artists, and that they make a real effort to provide this sort of information. Most regularly duplicated and distribute the Gavin "Biofeedback" page to the air staff, and most also do the same with label press releases, interesting trade articles on artists, and so forth.

Most of the other sessions at the Seminar have been well-covered in other articles here in the Gavin Report, so we'll move into other areas next week. ●

HERE AND THERE

by Sheila Rene

Producers Bill Graham, Sasha Harari and Sylvester Stallone are awaiting the Bill Dolman ("Willow") script for the film biography of the most famous Door of all, Jim Morrison. Ron Howard will direct, but who will portray the Magnificent Morrison?

Bits & Pieces: Robbie Krieger of The Doors will title his new I.R.S. LP *No Hasbla...* Billy Idol is set to release his new one on Chrysalis in June...The Boston blues band Treat Her Right has released their first single, "Picture Of The Future," from their soon to-be released second LP *Tied To The Tracks* on RCA momentarily. Raves from everyone...Atlantic's Blue Rodeo will release their second album *Diamond Mine* on April 28...Paul McCartney's album *Flowers In The Dirt* is set for a June delivery from Capitol Records. Looking forward to all those Elvis Costello collaborations. Costello made a surprise appearance at a recent screening of "Let's Get Lost," Bruce Weber's Oscar-nominated documentary about musician Chet Baker. Baker recorded Costello's own "Almost Blue," which will be included on the Novus/RCA soundtrack to the movie...England's Killing Joke continues their first North American tour in over six years in celebration of their tenth anniversary. The next project begins this May in Germany...Carly Simon is writing songs for her next album with Smokey Robinson...The Cure have chosen *Disintegration* as the title of their new release due in May. The first single will be "Fascination Street"...Capitol Records has announced a new Molly Hatchet album titled *Lightning Strikes Twice* coming this May...Swing Out Sister's new single will be "The Waiting Game" from their album *Kaleidoscope World*...Comedian Andrew "Dice" Clay is getting ready for his first starring role in a Twentieth Century Fox movie, "Ford Fairlane." The film begins shooting this spring with "Dice" playing a rock n' roll detective...Lou Rawls is being produced by Billy Vera and Lyle Lovett is furnishing a couple of songs. The album *At Last* is due out June 20th on Blue Note Records and will include a Rawls-Ray Charles duet...Enigma Records is releasing the soundtrack for the X-rated movie "Scandal" in May and it features songs from Nat King Cole, Fats Domino, Chubby Checker, Eddie Cochran, Jimmy Cliff and Dusty Springfield...Author, singer/songwriter Kinky Friedman has been retained by Los Pictures Corporation to write the screenplay for the Mojo Nixon movie "Citizen Mojo." Friedman's fourth novel, "Frequent Flyer" will be published by William Morrow this August...PolyGram is releasing a six album Allman Brothers Band anthology which will include one hour of never-before released material...Producers Matt Dike and Mike Ross have finished the new Beastie Boys LP due on Capitol in May...Producer

the GAVIN REPORT/April 14, 1989

Michael Frondelli is in the studio with Michael Monroe, former lead singer for Hanoi Rocks working on material for a summer release on Mercury Records...Guitarist Steve Vai and keyboardist Don Airey will tour with David Coverdale's Whitesnake...Capitol Records has announced the release of Billy Squier's next album on May 24th. It's titled *Cannibal Walk* and the first single is "Don't Say That You Love Me"...Austrian rockers Edelweiss have released their first single "Bring Me Edelweiss" in the U.S. after being heros in Europe for several years. Their Alpine-cool album was produced by Martin Gletschermayer and Walter Werzova...Motley Crue and producer Bob Rock are working at Little Mountain Studio in Vancouver and are shooting for a June release...Trevor Rabin played

and programmed virtually every instrument on his new Bob Ezrin-produced Elektra debut album...Jackson Browne is using a mixed-media graphic by artist Francisco Letelier, who Jackson met at an L.A. concert by Nicaragua's Mancotal. Letelier is the son of the late Orlando Letelier, the dissident Chilean diplomat who was assassinated in 1976. Browne's U.S. tour will begin on June 6 in Poughkeepsie, N.Y.

Club Gavin hosted Arista recording artist Sarah McLachlan and her bassist Jeff Kosse. The two musicians serenaded the staffers with tunes from her new album *Touch*. This LP was an import on Network before signing with Arista. The quality of their performance was remarkable and so is the record...

Roman Coppola, son of Francis is producing a movie thriller in San Francisco with

Boz Scaggs playing a detective. "Indigo" was written and will be directed by Murdo Laird.

Night Ranger has broken up. If you are a fan, do not despair as we will now have three separate groups. Bassist Jack Blades and guitarist Brad Gillis are putting together a super-group which is still in the formative stages. Drummer Kelly Keagy is doing a solo project, and guitarist Jeff Watson is working on a solo project with Billy Carmassi on drums, David Sikes on bass and Jesse Bradman on vocals. ●

BIOFEEDBACK

by Ron Fell

•**CARLY SIMON**

Her recent Oscar for LET THE RIVER RUN comes after three other singles in her career had been featured in films: NOBODY DOES IT BETTER (The Spy Who Loved Me), WHY (Soup For One) and COMING AROUND AGAIN (Heartburn).



•**B.B. KING**

Born Riley B. King in 1925, B.B. has been a professional musician for 40 years. In the fifties he was a disc jockey at the legendary WDIA in Memphis where he was known as The Beale Street Blues Boy.

•**ELVIS COSTELLO**

Before beginning his career as a musician, Elvis was a roadie for the band Brinzley Schwartz, which included Nick Lowe.

•**MICHAEL DAMIAN**

Since June of 1981 he has played the part of Danny Romalotti in the soap opera The Young and the Restless.

•**ONE 2 MANY**

This trio from Norway and Sweden includes Dag Kolsrud who was musical director for the 1986-87 world tour by fellow Scandinavians a-Ha.

•**ROLLING STONES**

Twenty-five years ago (April 17) the Stones released their first album in England. It included only one Stones-composed song, TELL ME.

•**DOOBIE BROTHERS**

Their forthcoming album, Cycles, due in May, will include two covers of old R & B songs; ONE CHAIN (DON'T MAKE NO PRISON) by The Four Tops and NEED A LITTLE TASTE OF LOVE by The Isley Brothers.

•**THE HIGHWAYMEN**

Willie Nelson, Waylon Jennings, Kris Kristofferson and Johnny Cash have been working on tracks for a sequel to their 1985 album, The Highwaymen.

•**DONNY OSMOND**

Thirty-one year old Donny had his first solo hit in the Summer of 1971 with Carole King and Gerry Goffin's GO AWAY LITTLE GIRL. Donny was all of thirteen when he recorded the song. It had previously been a hit for Steve Lawrence in 1962 when Donny was four years old.

•**AL JARREAU**

His recent concert in Rome provided \$450,000 towards the treatment of persons injured in the 1988 Armenian earthquake.

•**NEW ORDER**

The group's Bernard Sumner is working on a solo album with producer Johnny Marr and The Pet Shop Boys' Neil Tennant.

•**STRAY CATS**

Brian Setzer made the most of the group's four year split. During that time he recorded two solo albums and portrayed Eddie Cochran in the film La Bamba.

•**TANITA TIKARAM**

Twenty years ago last month Rod Argent's group The Zombies had a number one record in the Gavin Report with TIME OF THE SEASON. Now he can be heard playing keyboards on the new Tanita Tikaram single, TWIST IN MY SOBRIETY.

•**BOOKER T. JONES**

Though considered one of music's most prominent keyboard players, Booker T. began his professional career as a saxophonist for Stax Records in Memphis in 1960 when he was just fifteen years old.



•**JOAN BAEZ**

Her latest album, Diamonds and Rust In The Bullring, is her fifty-first album. This new one was recorded, literally, in a bullring in Bilbao, Spain.

•**BOBBY BROWN**

Producers of Ghostbusters II have chosen Bobby Brown to sing the title song to the film. You may recall that Ray Parker Jr. sang the original Ghostbusters' theme.

•**REO SPEEDWAGON**

The next REO album, due this summer, will feature two new players. Guitarist Miles Joseph will replace Gary Richrath and drummer Graham Lear will replace Alan Grater.

PAULA ABDUL

CHOREOGRAPHS HER NEW SUCCESS

BY DAVE SHOLIN

Raised in Southern California amidst the glitter and glamour that is Hollywood, Paula Abdul's dream of a career in show business started at an age when most youngsters are just learning to read and write. Her early training and years of hard work perfecting the nuances of dance paid dividends some years later. Following high school she won a spot on the L.A. Lakers' cheerleading squad and more importantly, the opportunity to be seen by the movers and shakers of the entertainment industry who frequent the Forum to see their hometown heroes.

When Paula attends a Lakers' game these days it's as a celebrity in her own right. Not content with being one of the world's top choreographers, concocting steps and routines for artists such as Janet Jackson, she decided to add singing to her repertoire. On-the-road in the midst of a European tour, this twenty-five year old super talent says, "The part of me that makes me a good choreographer makes me a good recording artist."

A stunning beauty with intellect and personality to match, she is committed to perfecting her art and going nowhere but straight up!

DAVE SHOLIN: What were the events that led up to your becoming a Lakers' cheerleader?

PAULA ABDUL: I knew I wanted to be involved in entertaining—I was studying dancing, music, theatre, but my mom—who was a professional concert pianist—always explained to me how I'd need another career to back me up because entertainment is kind of shaky. I was very involved with school and I knew when I graduated from high school I'd attend college. I was a radio/TV/film major my first semester, but I needed a part-time job that wouldn't take away from my studies in school yet would also be fun. I heard about auditioning to be a "Laker Girl." Hundreds and hundreds of girls auditioned for the open spots and I made it! The girl in charge knew of my background in dance and asked me to start doing the choreography. What was a part-time job be-

came a lot of work because it wasn't just attending the games two to three times a week, I was also preparing material and rehearsing. I was able to start incorporating the type of style I wanted to do and it soon became the "Paula Abdul" style of dance/choreography. It was a lot of fun.

DS: How did you begin choreographing music videos?
PA: At one game in particular, the Jackson Brothers were attending. I was approached by the guys to see if I was the choreographer of the "Laker Girls." Jackie, who had been a season ticket holder for several seasons had seen a change in the "Laker Girls" and he said, "We'd be interested in having you do some choreography because we're getting ready to start the VICTORY tour and we're going to be doing a video for a song called 'Torture.'" The following week we had a meeting. I told them quite honestly that I had

never done this before, but they were very supportive. My very first job was a wonderful experience.

DS: That's one heck of a beginning when you start with The Jacksons. You were a choreographer for tours as well, right? Along with videos for different artists?

PA: Yes, for Jermaine Jackson, Kool and the Gang and George Michael.

DS: What was the most unusual project you've had?

PA: I think the strangest video offer that I had, which turned out to be one of my favorites, was the video that Dan Akyroyd and Tom Hanks were in for "Dragnet." I've been a fan of theirs for a long time and love their work. I was able to create musical comedy with them and have a lot of fun. They were just really down-to-earth guys. I was teaching them funny routines and the way they incorporated

their characters into the movement was hysterical.

DS: How did you make the transition from dancing to singing?

PA: I always wanted to sing and dance, but I really started having a clear focus when I was working with other artists in choreography. After I worked on the Janet videos everything snowballed. The more I worked with artists, the more helpful hints and ideas they gave me to pursue doing it myself. I'd sit down and talk with the guys from Duran Duran and ZZ Top and they'd say, "Well, you're very young, you still have a lot of time in your life to do a lot of things." I told them I'd be interested in doing my own album—and they gave me ideas of hooking up with different songwriters. I just feel very fortunate to have started behind-the-scenes and learn a lot from the artists I worked with, because it's definitely helped me get to where I am right now.

It's like a dream come true.

DS: Does your dance style get compared to the others you've worked with?

PA: Well, there was a lot of concern when I worked with Janet. I poured my heart and soul into that project—it was a labor of love—I didn't know that working with Janet was going to become something so valuable to my career as a choreographer. Neither of us knew the impact that her music and her videos would have. When it came time to do my own projects I was concerned that if I created something completely different I'd be deviating from what my heart believes in and what's inside of me because what I choreographed for Janet is definitely a major part of my style—and I didn't want to stray too far from it.

DS: How did you hook up with L.A. Reid and Babyface?

PA: I met L.A. and Babyface when I was working with Dan Akyroyd and Tom Hanks. I was in one end of a studio working with Dan and Tom, and at the other end, L.A. and Babyface were in the studio producing Pebbles. During breaks they would peek through the door and watch the routines I was doing with Dan and Tom. It was very amusing. During a break, they introduced themselves and I said, "Oh, I admire your producing and songwriting very much," because at the time, one of my favorite songs was their production of "Rock Steady" by The Whispers. They told me they were working with an artist named Pebbles and said they really loved my choreography. I told them I was just signed by Virgin Records and that I'd be recording an album. They

"... when you hear your song in a different country—that's UNBELIEVABLE! It's like hearing the song for the first time."

contacted Virgin and said that they'd be interested in being part of my project and they wrote "Knocked Out" specifically for my personality. They called and said, "What do you think of this groove here?" I said, "I love it!" We spent



cording "Knocked Out" in the evenings. It was a really hectic time for me.

DS: Did things slow down?

PA: No. Virgin Records put together a compilation CD with "Knocked Out" on it and at the 1988 Gavin Seminar different program directors heard it, Keith Naftaly and Kevin Weatherly at KMEL and a couple other station started playing it. I got a phone call saying, "You gotta stop the choreography because we need to finish an album real quick and release 'Knocked Out.'" That's what happened—I had to do an album REAL quick!

DS: You used other producers on the album, too—were they matched specifically to the songs or to your style?

PA: I feel very fortunate because by building my name as a choreographer first there were a lot of very prestigious people who wanted to be involved in my project. That made me very happy. Jesse Johnson wrote and produced a track on my album. I met Jesse through my days working at A&M as a choreographer. I met Siedah Garrett some time ago and she submitted a song that she and Glen Ballard wrote. I choreographed and staged Kool and the Gang's tour and during the time that I was working with them, I remember Kool and J.T. telling me that Curtis Williams, who was their keyboard player, was leaving the group to produce. During the time I was working with Kool and the Gang, Curtis was writing some music for me. So I had really great people involved with this project. Elliot Wolff wrote and produced "Straight Up" with Keith Cohen. When I met Elliot it was very interesting because he had never produced an artist that was on the charts. I mean, as much as I'm excited about the song going #1, I'm ecstatic that he has HIS first #1 record.

Then of course, Gemma Corfield is my Executive Producer from Virgin Records. She's the type of lady who will get these young songwriters and producers who are really incredibly talented and hungry that are willing to really work hard to make it right.

DS: Is Oliver Leiber, one of your composer/producers, related to Leiber and Stoller?

PA: Yes, he is—son of Jerry Leiber. He's extremely talented, he wrote and produced three tracks on my album—and my new single, "Forever Your Girl" is his song.

DS: Which has done great in the

last couple of weeks.

PA: I know—I'm excited.

DS: Did you expect "Straight Up" to go Number One?

PA: There's something magical about "Straight Up." When I recorded it and even before—when I first heard it on an 8-track demo, I knew right then and there that the song was really something different, something special, but I didn't know how special. I didn't know it was going to be as big as it is. I really respect my record company for taking a risk and listening to radio programmers and my management, because when we were working my second single, "The Way That You Love Me" and trying to cross it over, Pop Radio was already playing "Straight Up." When you pull a song and switch singles, you risk the chance of losing a project—and the sales of my album were just picking up. The night of the American Music Awards was very exciting because beside being a presenter I was told that day that I'd be able to say, "My album is certified gold!" Before "Straight Up" was released, I had sold about 100,000 albums and to me, as a debut artist, that was great. By Grammy time—two weeks later—my album went platinum! I just found out the single, "Straight Up" is a couple thousand shy of platinum status, too!

DS: What's it like to hear your songs on the radio?

PA: There's nothing like it. Living in Los Angeles I hear my songs all the time, and it's very exciting, but when you hear your song in a different country—that's UNBELIEVABLE! It's like hearing the song for the first time. When I went to London my song had entered the U.K. charts at 34—and one week later it went to number 15. I performed on "Top Of The Pops" and by the time I left, it moved 15 to 6.

DS: You've been touring Europe, what about the U.S.?

PA: Hopefully this summer there'll be some touring in the States.

DS: Do you write lyrics or music yourself?

PA: I'm in the process right now of working with Elliot Wolff. We're working together on songs for my next album and I'm collaborating with him on the writing.

DS: Your career is really so diverse—are you just targeting music for awhile or do you see more in store? Acting, possibly? I hear Oliver Stone has asked

you to do the choreography for the film version of "Evita."

PA: Yes and that's extremely exciting for me. Especially for my career—it's just the longevity that that movie will give me as a choreographer. Working with Meryl Streep is so thrilling. I'm going back to the States for one day for a power meeting with Oliver, Meryl and Robert Stigwood. Then I go to Tokyo.

DS: Do you have strong family ties?

PA: I'm very close to my family and miss them tremendously when I'm on the road. I don't get a chance to spend as much time with them as I'd like. My parents are extremely supportive. My mom and dad subscribe to all the trade papers and they let me know what my chart positions are all over the place.

DS: You mentioned your Mom saying you better go to school and have something to fall back on if showbusiness doesn't work out. What's she saying now?

PA: It's really sweet—my Mom has seen so many changes and so many wonderful things happening, she couldn't express what she really wanted to say verbally and she wrote me a really lovely letter. In a nutshell, it said I've exceeded far beyond what she ever dreamt her daughter would achieve and then said, "Never mind anyone else—I'm your biggest fan and I always will be."

DS: Once and for all—the pronunciation of your last name?

PA: You know, I'm not even sure how to pronounce my own last name anymore because there are so many different versions of it! I thought it's so funny because I'll say, "Hi, I'm Paula Ab-DOOL" and they'll say, "See, it is AB-DOOL." I go, "No it isn't." But it is AB-dull. The accent is on the "AB" instead of "dul."

DS: Is it a Middle Eastern name?

PA: Well, on my father's side it's a mixture of Syrian and Brazilian and on my mother's side it's a combination of French, Canadian and Russian.

DS: What can you tell us about a special invitation you've received?

PA: So many exciting things are happening. Prince Charles and Princess Diana have asked me to perform at the Prince's Trust! So, as soon as I get back from Tokyo I'm flying back to London to perform for the Prince and Princess. I couldn't be happier or more excited about everything that's happening right now. ●

PAULA AB-DOOL

some time just hanging out before they started writing for me. I recorded that song and then I had to take some time off to finish Eddie Murphy's movie, "Coming To America." I was doing that, George Michael's "Faith" tour, the "Tracey Ullman Show" and re-

PHOTO FILE



MONTREAL "STOP!"▲

A&M recording artist Sam Brown poses with some folks from CKOI/ Montreal during a recent promotional spin for her album, STOP! Pictured l to r are CKOI's Martine Doucet, Jules Amyot and Michel Saulnier, Sam Brown, A&M promotion rep Richard LaFrance and CKOI's MD, Guy Brouillard.



◀RAGE OVER PAGE

Celebrating the success of his current hit, "A Shoulder To Cry On," Sire Records' artist Tommy Page poses with some of his most ardent Warner Bros. supporters. Pictured l to r are Warner Bros. Records VP/International Tom Ruffino, Page's manager Ray Anderson, Tommy Page and Warner Bros. Records Chairman Mo Ostin.



VIDEO A LA DEBBIE!▲

Atlantic recording artist Debbie Gibson is pictured here on the set of the "Electric Youth" video. Debbie's most ambitious video project to-date, she conceived and co-directed it. Cameos include: Debbie's mom, niece, cousin and five uncles.



HAPPY BIRTHDAY, JON!▲

WPST 97.5/FM, Trenton/Philadelphia DJ Terrie Carr sits among 300+ handcrafted entries received in the "Bon Jovi Birthday Card Promotion." The winning entry is a hand-drawn portrait of winner Barbara Dombrowski wearing a pop-out shirt with a hand-drawn likeness of Jon. The front of the card has a portrait of Jon wearing real sunglasses! Barbara won two tickets to Bon Jovi's Philly concert and the chance to present Jon with her card.



THE SHIRT OFF HIS BACK!▲

4th & Broadway recording artist Dino (l) celebrates the success of his multi-format hit, "24/7," by giving KMEL MD Hosh Gureli the shirt off his back (but he keeps his jacket).

URBAN CONTEMPORARY

MOST ADDED

- LISA LISA & CULT JAM (24)
(Columbia)
- LUTHER VANDROSS (20)
(Epic)
- ANITA BAKER (18)
(Elektra)
- ARETHA FRANKLIN & ELTON JOHN
(17)
(Arista)
- MILES JAYE (17)
(Island)

TOP TIP

LUTHER VANDROSS
For You To Love
(Epic)

Love songs are what Luther does best.

RECORD TO WATCH

**Eugene
Wilde**

EUGENE WILDE
I Can't Stop (This Feeling)
(MCA)

Describing feelings are easy in a tune
that's this well done.

Editor: Betty Hollars
Assoc. Editor: John Martinucci

2W LW TW

2	1	1	JODY WATLEY - Real Love (MCA)
13	6	2	GUY - I Like (MCA)
6	3	3	NEW EDITION - Crucial (MCA)
7	4	4	KARYN WHITE - Love Saw It (Warner Bros.)
9	5	5	SKYY - Start Of A Romance (Atlantic)
1	2	6	Bobby Brown - Every Little Step (MCA)
15	8	7	BOY GEORGE - Don't Take My Mind On A Trip (Virgin)
11	10	8	ALYSON WILLIAMS - Sleep Talk (OBR/Columbia)
14	9	9	Dino - 24/7 (4th & Broadway/Island)
19	15	10	TONE LOC - Funky Cold Medina (Delicious Vinyl/Island)
22	13	11	DEON ESTUS - Heaven Help Me (Mika/Polydor)
16	12	12	THE PASADENAS - Tribute (Right On) (Columbia)
17	14	13	Z'LOOKE - Love Sick (Orpheus/EMI)
21	16	14	AL B. SURE! - If I'm Not Your Lover (Warner Bros.)
23	17	15	CHAKA KHAN - Baby Me (Warner Bros.)
28	22	16	E.U. - Buck Wild (Virgin)
5	7	17	Cherrelle - Affair (Tabu)
36	29	18	NATALIE COLE - Miss You Like Crazy (EMI)
--	30	19	ATLANTIC STARR - My First Love (Warner Bros.)
27	23	20	SHEENA EASTON - Days Like This (MCA)
25	20	21	Kid'N Play - Rollin' With Kid'N Play (Select)
35	27	22	MADONNA - Like A Prayer (Sire/Warner Bros.)
32	26	23	GRADY HARRELL - Sticks & Stones (RCA)
30	25	24	RENE MOORE - Never Say Goodbye To Love (Polydor)
12	11	25	Johnny Kemp - Birthday Suit (Columbia)
20	18	26	Wendy & Lisa - Are You My Baby (Columbia)
37	33	27	ANNE G. - If She Knew (Atlantic)
--	39	28	NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)
--	35	29	CHARLIE SINGLETON - Good, Bad & Ugly (Epic)
--	--	30	JOYCE "FENDERELLA" IRBY - Mr. D.J. (Motown)
33	32	31	SIMPLY RED - It's Only Love (Elektra)
38	34	32	BLUE MAGIC - Romeo And Juliet (OBR/Columbia)
--	40	33	ROBERT BROOKINS - Don't Tease Me (MCA)
39	36	34	JACKIE JACKSON - Stay (Polydor)
8	19	35	El DeBarge - Real Love (Motown)
--	--	36	PAULA ABDUL - Forever Your Girl (Virgin)
40	38	37	CONSTINA - Are You Lonely Tonight (Columbia)
--	--	38	LISA LISA & CULT JAM - Little Jackie Wants To Be A Star (Columbia)
--	--	39	TONY! TONI! TONE! - For The Love Of You (Wing/PolyGram)
29	28	40	Gerald Alston - You Laid Your Love On Me (Motown)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ARETHA FRANKLIN & ELTON JOHN - Through The Storm (Arista)		51	17	--	10	24	19%	2
KIARA - Every Little Time (Arista)		51	9	--	10	32	19%	3
O'JAYS - Have You Had Your Love Today (EMI)		50	14	--	7	29	14%	2
DE LA SOUL - Me Myself & I (Tommy Boy)		45	8	5	11	21	35%	3
ROB BASE & D.J. E-Z ROCK - Joy & Pain (Profile)		45	7	1	13	24	31%	3

P E R R I

NO PLACE TO GO



Well, I've got no place to go.
I'm alone in this big city.
Will you be a friend and help me?
Gee, it was so long ago.
I was working hard every day
Then my life started to change.

How can I go on living this way.
Walking around talking to myself all day.
Children are afraid to say hi to me.
Others look down and they call me crazy.
If they only knew what's inside my heart.
No one would laugh when I start to push my cart.

Well, I've got no place to go.
I'm alone in this big city.
I don't have a family no
Some say it's too late for me
Maybe I've got just enough time
To find what's inside my mind, my mind...

I'm taking my time doing nothing all day
Watching the sun as it fades away.
Searching for food is a challenging thing
Live on the streets and you don't have to pay no bills
No one is perfect in this life
Some people have money and they're still
Not satisfied!!!!

Where did I go wrong in my life
I wouldn't care if I lived or died
Lived or died,
Lived or died,
Lived or died,
Lived or died

How would you like to be in my shoes
And have no place to go
If I were you I wouldn't choose to have
No place to go!!!

PRODUCED BY JON BAKER AND PERRI
MANAGEMENT: HOWARD LOWELL FOR SHOOTING STARS MEDIA CONSULTANTS

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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

AL B. SURE! - Oh This Love Is So
MILLI VANILLI - It's Your Thang
READY FOR THE WORLD - Cowboy
3 TIMES DOPE - Increase The Peace
GUY - Goodbye Love/Spend The Night
LUTHER VANDROSS -
Second Time Around
FREDDIE JACKSON - Crazy For Me
E.U. - Living Large
DINO - I Like It
SURFACE - Shower Me With Your Love
KARYN WHITE - Secret Rendezvous
TEN CITY - Suspicious
JONATHAN BUTLER -
True Love Never Fails
BOBBY BROWN -
Take It Slow/Rock Wit'cha
NEW EDITION - Boys To Men

Reports	Adds	ARTIST TITLE LABEL
43	9	LA RUE - I Want Your Love (RCA)
43	5	DEJA - Made To Be Together (Virgin)
41	8	THE CONTROLLERS - Temporary Lovers (MCA)
39	6	SLICK RICK - Children's Story (Def Jam/Columbia)
37	5	MICA PARIS - My One Temptation (Island)
37	2	ROBERTA FLACK - Uh-Uh Ooh Ooh Look Out (Here It Comes) (Atlantic)
36	4	BE BE & CE CE WINANS - Lost Without You (Capitol)
32	2	M.C. HAMMER - Turn This Mutha Out (Capitol)
32	--	ALEESE SIMMONS - I Want It (Orpheus/EMI)
31	1	AL JARREAU - All Or Nothing At All (Reprise)
28	5	CHANNEL 2 - Keep It Simple (Wing/PolyGram)
26	17	* MILES JAYE - Objective (Island)
24	5	THELMA HOUSTON & THE WINANS - Lean On Me (Warner Bros.)
24	8	* MARCUS LEWIS - Searchin' For A Good Time (Aegis/CBS)
23	20	* LUTHER VANDROSS - For You To Love (Epic)
22	1	AMY KEYS - Lover's Intuition (Epic)
22	11	* BAR-KAYS - Animal (Mercury/PolyGram)
21	4	THE NEVILLE BROTHERS - Sister Rosa (A&M)
20	3	TOO SHORT - Life Is...Too Short (Jive/RCA)
20	18	* ANITA BAKER - Lead Me Into Love (Elektra)
18	7	* FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)
18	7	* LEOTIS - On A Mission (Mercury/PolyGram)
18	6	* ALTON "WOKIE" STEWART - She's So Cold (Epic)
16	13	* EUGENE WILDE - I Can't Stop (This Feeling) (MCA)
15	1	ANQUETTE - I'll Always Be There (Luke Skywalker)

DROPPED: #21-Ashford & Simpson, #24-Vesta Williams (4 U), #31-Today, #37 -Jonathan Butler, Atension, Stetsasonic w/Force M.D.'s.

INSIDE URBAN



Donna Allen and Johnny Kemp shake on the deal, but nobody knows what the deal is, except they were united backstage at the Apollo Theater after Donna's performance. Looking upon the scene with a smile is Atlantic's VP Sylvia Rhone (left).



There was little change at the top end of the chart. **JODY** held firm at number one, while labelmates **GUY** and **NEW EDITION** threaten to take her place within the next two weeks. **SKYY** had a good week, according to **Madhatter**, **WGOK-Mobile**: "Great R&B groove from the good ole' days is happenin' here." **ATLANTIC STARR** looks like the biggest mover, going from 30-19. **Darrel Wharton**, **WICB/FM-Ithaca**, predicts it's going to be big, and **Roshon Vance**, **WQIM-Montgomery**, had this to say: "Great tune that doesn't let the absence of a female lead affect how well it's done. It'll go to the top and should be as big as 'Always' was for them." The always quotable **Cedric Holly-wood**, **WJHM-Orlando** calls it: "Absolutely the most awesome song I've heard in six months and my listeners agree—instant phones." **CHAKA KHAN** keeps moving up the chart and **Pete Rhodes**, **CBSL-Minneapolis** (not to be confused with alleged gambler Pete Rose) says, "This has a really good groove, a classic Chaka Khan." We

PAUL SIMON ENDORSES PEPSII ◀ Illinois Senator **Paul Simon** and recent Gavin cover girl **Cheryl "Pepsi" Rose** broke bread together at a recent breakfast in Washington D.C. Cheryl was in the Capitol city performing in concert.

liked what **Edd Nelson**, **WABD-Clarksville** had to say about **MILES JAYE** "This is tooooooo smoooooth."

LUTHER VANDROSS gets a lot of attention with 20 adds out of the box, from **WDKX**, **WHUR**, **WJDY**, **KXZZ**, **WBIL**, **WFKX**, **WHYZ**, **WJMI**, **WMGL**, **WQIM**, **WQKI**, **WQQK**, **WRDW**, **WTMP**, **CBSL**, **WPZZ**, **WTLC**, **KACE**, **KRIZ**, and **KSOL**. **Costee McNair**, **WBIL-Tuskegee**, says, "This is pure Luther, just the way the ladies like him. This song is already doing something to the ladies here—phones are ringing." **EUGENE WILDE** comes in really strong with a move from light to medium at **OC104-Ocean City**, and moving into light rotation at **WTLC-Indianapolis**, and **WMGL-Charleston**, for **Earl Boston**, who says it had a great week. He also comments on the **ALTON "WOKIE" STEWART** and says "Check out the different remixes! It's such a forceful song I hope it goes all the way to the top!" **Lisa Lipps**, **KACE-Los Angeles**, loves the way "**VESTA WIL-LIAMS** sings her heart out" on her latest single "Congratulations." **Chris Clay**, **KQXL-Baton Rouge**, says the **ANNE G. "If She Knew"** is a strong female record: "Females relate to the lyrics and ring up our phones."

Many of you have changed your calling day to Monday and for that we are grateful. It will help tremendously when we go to our new deadlines for reporting! Thanks so much! Ciao for now, **Betty**.

HIT FACTOR

Urban Research:
Betty Hollars/John Martinucci

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

Total Reports This Week **110** Last Week **110**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
JODY WATLEY - Real Love (MCA)	102	--	70	29	3	97%	9
GUY - I Like (MCA)	85	2	62	17	3	92%	12
NEW EDITION - Crucial (MCA)	78	--	61	17	--	100%	9
KARYN WHITE - Love Saw It (Warner Bros.)	77	--	65	10	2	97%	12
SKYY - Start Of A Romance (Atlantic)	74	--	49	21	4	94%	7
BOY GEORGE - Don't Take My Mind On A Trip (Virgin)	76	2	40	28	6	89%	7
ALYSON WILLIAMS - Sleep Talk (OBR/Columbia)	65	1	52	8	4	92%	9
TONE LOC - Funky Cold Medina (Delicious Vinyl/Island)	83	--	51	24	8	90%	10
DEON ESTUS - Heaven Help Me (Mika/Polydor)	87	2	32	44	9	87%	9
THE PASADENAS - Tribute (Right On) (Columbia)	72	--	30	33	9	87%	9
Z'LOOKE - Love Sick (Orpheus/EMI)	55	--	24	24	7	87%	8
AL B. SURE! - If I'm Not Your Lover (Warner Bros.)	73	2	32	32	7	87%	11
CHAKA KHAN - Baby Me (Warner Bros.)	71	1	23	34	13	80%	7
E.U. - Buck Wild (Virgin)	68	1	19	39	9	85%	7
NATALIE COLE - Miss You Like Crazy (EMI)	83	6	4	49	24	63%	4
ATLANTIC STARR - My First Love (Warner Bros.)	68	1	5	43	19	70%	4
SHEENA EASTON - Days Like This (MCA)	58	--	13	36	9	84%	6
MADONNA - Like A Prayer (Sire/Warner Bros.)	80	--	32	31	7	78%	5
GRADY HARRELL - Sticks & Stones (RCA)	58	3	13	37	5	86%	8
RENE MOORE - Never Say Goodbye To Love (Polydor/PolyGram)	54	--	10	32	12	77%	9
ANNE G. - If She Knew (Atlantic)	60	3	4	37	16	68%	6
NEW KIDS ON THE BLOCK - I'll Be Loving You (Forever) (Columbia)	73	12	3	31	27	46%	4
CHARLIE SINGLETON - Good, Bad & Ugly (Epic)	57	5	2	30	20	56%	5
JOYCE "FENDERELLA" IRBY - Mr. D.J. (Motown)	61	6	1	23	31	39%	4
SIMPLY RED - It's Only Love (Elektra)	47	3	5	27	12	68%	8
BLUE MAGIC - Romeo And Juliet (OBR/Columbia)	46	1	3	28	14	67%	7
ROBERT BROOKINS - Don't Tease Me (MCA)	48	2	5	23	18	58%	5
JACKIE JACKSON - Stay (Polydor/PolyGram)	37	1	3	22	11	67%	8
PAULA ABDUL - Forever Your Girl (Virgin)	55	4	7	33	11	72%	3
CONSTINA - Are You Lonely Tonight (Columbia)	42	3	2	20	17	52%	6

NEW RELEASES by Betty Hollars and John Martinucci



VESTA WILLIAMS - Congratulations (A&M)
If you listen to the lyrics, you'll note "congratulations" is somewhat of a contradiction. Vesta sounds as though she's really in pain singing to her ex-beau, who's marrying a friend instead of her. Six stations have already jumped on this natural female audience-grabber, including WHYZ-Greenville, WQQK-Nashville, WTMP-Tampa, CBLS-Minneapolis, WCKX-Columbus, and KACE-Los Angeles. We credit Lisa Lipps at KACE for bringing our attention to the compelling lyrical content of this killer song.

MILLI VANILLI -

Baby Don't Forget My Number (Arista)
This could be considered part two of "Girl You Know It's True." There are some similarities, yet the sound is still fresh. Let's see if Milli Vanilli can make it two-for-two.

ANITA BAKER - Lead Me Into Love (Elektra)
Not your typical Anita Baker song—she doesn't build the song up to a crescendo and come out of it. Rather, the song has a series of peaks and valleys, so she builds you up and then brings you back into the groove. Anita will probably be one of the leading adds next week.

THE BOYS - A Little Romance (Motown)

Just try to review this product without using the word "cute." The boys are and the song is and the response should be as good for this third single as it was for their first two smash hits, "Dial My Heart" and "Lucky Charm." These youngsters can't miss, and their recent stop here in San Francisco at the winning high school of a radio promotion proves their popularity. Let's face it, these guys have been recognized as a new Jackson Five minus one.



NENEH CHERRY - Buffalo Stance (Virgin)

Urban hip-hop natural. We've been waiting for our turn, since Top 40 jumped on it first. Top 40's Top Tip (last week) is our pick this week. Neneh has had a lot of success in U.K. clubs and now she's making her move on the U.S. airwaves.

RAPS TO CHECK OUT

BIG DADDY KANE - Rap Summary (Lean On Me) (Warner Bros.)

ADULT CONTEMPORARY

MOST ADDED

- ROY ORBISON (52)
(Virgin)
- ARETHA FRANKLIN
AND ELTON JOHN (50)
(Arista)
- NEIL DIAMOND (40)
(Columbia)
- RICK ASTLEY (31)
(RCA)
- HOWARD JONES (30)
(Elektra)

TOP TIP

RICK ASTLEY
Giving Up On Love
(RCA)

Far from giving up, Rick dances his way into CHARTBOUND with the greatest of ease.

RECORD TO WATCH



MARILYN SCOTT
I Only Have Eyes For You
(WTG/CBS)

An A/C exclusive from the "Twins" soundtrack.

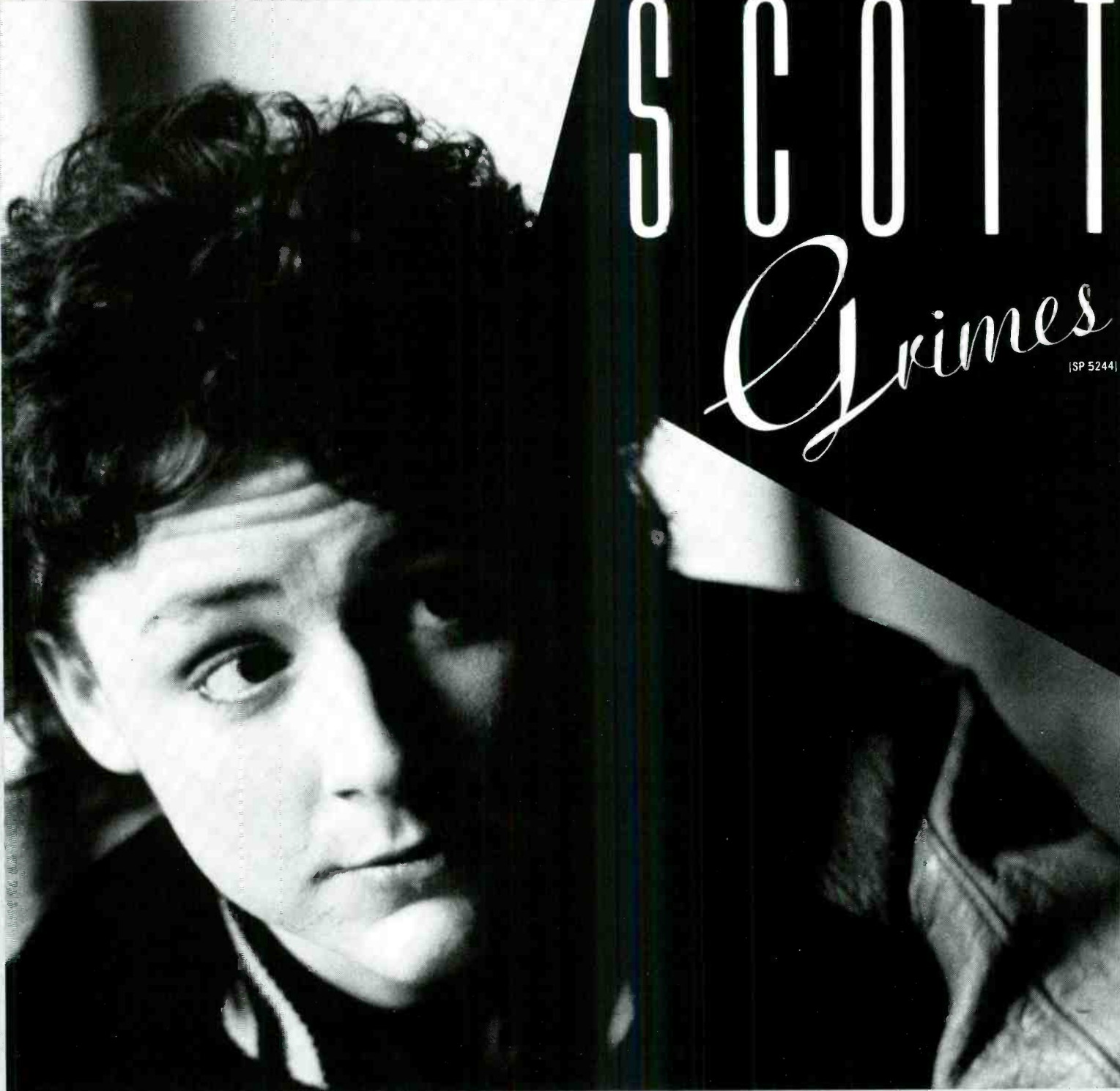
2W LW TW

3	1	1	CHER & PETER CETERA - After All (Geffen)
4	3	2	BETTE MIDLER - Wind Beneath My Wings (Atlantic)
10	6	3	DEON ESTUS - Heaven Help Me (Mika/Polydor)
8	5	4	38 SPECIAL - Second Chance (A&M)
1	2	5	Bangles - Eternal Flame (Columbia)
19	11	6	ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)
18	9	7	MADONNA - Like A Prayer (Sire/Warner Bros.)
22	14	8	BASIA - Promises (Epic)
7	7	9	Vanessa Williams - Dreamin' (Wing/PolyGram)
2	4	10	Kenny G (Vocal with Smokey Robinson) - We've Saved The Best... (Arista)
17	13	11	PETER NOONE - I'm Into Something Good (Cypress/A&M)
38	23	12	NATALIE COLE - Miss You Like Crazy (EMI)
21	17	13	PAUL CARRACK & TERRI NUNN - Romance (Theme/"Sing") (Columbia)
24	19	14	KARYN WHITE - Superwoman (Warner Bros.)
5	8	15	Roy Orbison - You Got It (Virgin)
27	22	16	STEVE WINWOOD - Hearts On Fire (Virgin)
32	25	17	HOWARD JONES - Everlasting Love (Elektra)
9	12	18	Breathe - Don't Tell Me Lies (A&M)
6	10	19	Crosby, Stills, Nash & Young - Got It Made (Atlantic)
30	27	20	SOUTHERN PACIFIC - All Is Lost (Warner Bros.)
20	21	21	Carly Simon - Let The River Run (Arista)
33	28	22	EDIE BRICKELL & THE NEW BOHEMIANS - Circle (Geffen)
31	29	23	GLENN FREY - Livin' Right (MCA)
12	16	24	Debbie Gibson - Lost In Your Eyes (Atlantic)
40	32	25	CAROLE KING - City Streets (Capitol)
15	20	26	Mike + The Mechanics - The Living Years (Atlantic)
11	15	27	Chicago - You're Not Alone (Full Moon/Reprise)
13	18	28	Simply Red - It's Only Love (Elektra)
--	34	29	PHOEBE SNOW - If I Can Just Get Through The Night (Elektra)
--	37	30	ONE 2 MANY - Downtown (A&M)
--	--	31	BARBRA STREISAND - What Were We Thinking Of (Columbia)
--	35	32	JULIA FORDHAM - Happy Ever After (Virgin)
--	36	33	MICA PARIS - My One Temptation (Island)
14	24	34	Anita Baker - Just Because (Elektra)
--	--	35	ROY ORBISON - She's A Mystery To Me (Virgin)
--	--	36	ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)
--	--	37	GRAYSON HUGH - Talk It Over (RCA)
16	26	38	The Traveling Wilburys - End Of The Line (Wilbury/Warner Bros.)
25	30	39	Roberta Flack - Uh-Uh Ooh Ooh Look Out (Here It Comes) (Atlantic)
29	31	40	Dino - 24/7 (4th & Broadway/Island)

Editor: Ron Fell
Assoc. Editor: Diane Rufer

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
RICK ASTLEY - Giving Up On Love (RCA)		69	31	--	11	27	15%	2
SA-FIRE - Thinking Of You (Cutting/Mercury/PolyGram)		59	22	5	21	11	44%	3
JIM CAPALDI - Some Come Running (Island)		58	15	3	16	24	32%	3
PAULA ABDUL - Forever Your Girl (Virgin)		56	22	4	20	10	42%	3
DONNY OSMOND - Soldier Of Love (Capitol)		50	22	3	11	14	28%	2



SCOTT *Grimes*

[SP 5244]

Scott Grimes gives everything he's got and more than you'd expect from a 17-year-old performer on his debut album, **Scott Grimes**: a fresh sound and a point of view to match, and the confidence of a veteran performer.

Scott Grimes Featuring "I Don't Even Mind"

[AM 1408]

Produced by Richard Carpenter Executive Producer: Herb Alpert

Management: Pam and Rick Grimes
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UP & COMING

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

REVIEWS

Reports	Adds	ARTIST	TITLE	LABEL	*Debuts In Up & Coming
47	10	BUSTER POINDEXTER	- Hit The Road Jack	(RCA)	
40	40	* NEIL DIAMOND	- The Best Years Of Our Lives	(Columbia)	
39	12	MARILYN SCOTT	- I Only Have Eyes For You	(WTG/CBS)	
32	12	WATERFRONT	- Cry	(Polydor/PolyGram)	
30	6	THE BELLE STARS	- Iko Iko	(Capitol)	
29	4	MIRAGE	- Can't Stop Now	(Jarrard)	
29	14	* RESTLESS HEART	- Big Dreams In A Small Town	(RCA)	
28	27	* ATLANTIC STARR	- My First Love	(Warner Bros.)	
25	7	NEW KIDS ON THE BLOCK	- I'll Be Loving You	(Forever) (Columbia)	
25	3	GARDNER COLE	- In A Big Way	(Warner Bros.)	
25	8	* JOHN KILZER	- Memory In The Making	(Geffen)	
24	6	* FREIHEIT	- Keeping The Dream Alive	(WTG/CBS)	
25	5	* MIKE RENO	- Whenever There's A Night	(Cypress/A&M)	
23	5	* JIMMY HARNEN with SYNCH	- Where Are You Now?	(WTG/CBS)	
23	7	* SCOTT GRIMES	- I Don't Even Mind	(A&M)	
20	12	* TANITA TIKARAM	- Twist In My Sobriety	(Reprise)	
20	10	* BREATHE	- All This I Should Have Known	(A&M)	

Dropped: Rod Stewart, Luther Vandross, Survivor, Livingston Taylor, PM.

INSIDE A/C

by Ron Fell & Diane Rufer

With 10% more stations than any other record in the format, the CHER/CETERA single holds a commanding lead over all comers. Hard to figure its successor. 38 SPECIAL, DEON ESTUS, ENYA and NATALIE COLE might get there from here, but all have fewer total stations than CHER and PETER CETERA have in just HEAVY rotation.

The NATALIE COLE looks particularly promising as she approaches 200 A/C reports in just four weeks. It may be the only contender to score 200 HEAVY rotation reports in the near future. "Miss You Like Crazy" has moved 38 to 22 to 12 in the past two weeks. Whew!!

HOWARD JONES continues to score impressive chart moves. This week he cracks the top twenty with 30 more ADDS including WMT/FM, WEBE/FM, KEFM, WFBC, WTN, KTKS, WWNK, WJBR and WMTR.

SOUTHERN PACIFIC is now top twenty in A/C for the first time in their career. All is not lost on 131 A/C's including newcomers WZNY, KWLO, WKLI/FM, KDES, KROC/AM, KWLO etc.

CAROLE KING, next week's exclusive cover interview, has tallied 48 A/C ADDS in the past two weeks including K103, KRKO and KLIT/FM this week. She's now top twenty-five for the first time in this decade.



The Scandinavian trio of ONE 2 MANY

is now HIT FACTORed by 57% of its play-ers. ADDS this week came from 2WD, WLLH, WBTH, WAEB, and 14 others. HEAVY rotation already reported from KYJC, KFYR, KLDI, WBLG/FM, KIZZ, WLKI/FM, KWSI/FM, KCYX, WAYN, KBMG and KUKI.

BARBRA STREISAND's "What Were We Thinking Of" is this week's highest chart debut. It has now cleared 100 A/C's with new ADDS this week from CKFM, KBOL, KAAK, WTUN, KHLT/FM, WDUZ, WELI etc.



Last week ROY ORBISON eked out a narrow victory over ARETHA and ELTON for MOST ADDED. This week Roy claims a higher debut with two more ADDS (52 to 50) and seven more total stations (118 to 111.)

At least four slots will be available on next week's chart. Any of the five CHARTBOUND'ers can get there as can NEIL DIAMOND's newest which was our third MOST ADDED this week with 40 ADDS.

BREATHE

All This I Should Have Known (A&M)

You can bet these guys would like to get a new album out, but with the consecutive successes they've seen with their singles from "All That Jazz" what's the hurry? Reminiscent of "How Can I Fall," this new single is braced by a solid guitar solo on the bridge. Can't miss.



AL JARREAU

All Or Nothing At All (Reprise)

Never has an ultimatum sounded so good. AJ takes this wonderful Bobby Caldwell song and pleads an effective case for monogamy in living stereo. The hot sax work throughout is by a guy named Marc Russo and the production is by Al's long time bud George Duke.

DR. JOHN

Makin' Whoopee (Warner Bros.)

Long before our time Eddie Cantor had a hit with this song. Dr. John couldn't have a more appropriate singing partner than Rickie Lee Jones, and the two of 'em have a wonderful time makin' it fun.

ANITA BAKER

Lead Me Into Love (Elektra)

With most A/C listeners pre-sold on anything by this superstar, a great love song like this one, set to a soul ballad groove, can't miss.

DONNA SUMMER

This Time I Know It's For Real (Atlantic)

There was a time when Donna Summer and dance music were big box office. Then, just when you think the last dance is history, she returns with a powerful Stock, Aitken & Waterman production.

PAULA ABDUL's "Forever Your Girl," last week's RECORD TO WATCH, gathered 22 new ADDS with B100, KOFY/FM, WEOW, WZPK, WBTH, KMGM among them. KCMJ/FM, WSKI, WCHV and WKLI already have it in HEAVY rotation. With the adult enthusiasm, she should debut on the A/C chart next week.

This week's RECORD TO WATCH is MARILYN SCOTT's rendition of the FLAMINGOS' 1959 classic, "I Only Have Eyes For You." This version is featured in the Schwarzenegger/DeVito movie, "Twins." The twelve ADDS this week came from KGY, KBMG, KBLQ, WKTJ, WSEV, KMGM, KOKO, KQAD, KSCR, WEBC, WMT/FM and WJMQ. Listen to this one again and for some of you, reminisce.

MAKE *the* MOVE!



**RELEASING
ASAP**

**"MY
FIRST
LOVE"**
The
New
Single

Produced and Arranged

by David Lewis and Wayne Lewis

From The Album **WE'RE MOVIN' UP**

JUST RELEASED!

OUT-OF-THE-BOX GAVIN DEBUT IN UP & COMING!

- | | | | | |
|------|--------|------|------|------|
| J107 | WAHR | WBLG | WGAD | WNMB |
| WBTH | KGLO | KKBJ | KLWN | KQAD |
| KSAL | WMT/FM | WHIZ | WJEH | WJTW |
| WKIO | WTRX | KFMB | KIDX | KORT |
| KCRE | KTLD | KUKI | KASY | KWSI |
| KXRO | KYJC | | | |



HIT FACTOR

A/C Research:
Diane Rufer/Ron Fell

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

Total Reports This Week **227** Last Week **230**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
CHER & PETER CETERA - After All (Geffen)	222	4	198	16	4	96%	7
BETTE MIDLER - Wind Beneath My Wings (Atlantic)	202	--	175	23	4	98%	12
DEON ESTUS - Heaven Help Me (Mika/Polydor)	191	5	160	23	3	95%	7
38 SPECIAL - Second Chance (A&M)	192	7	163	16	6	93%	11
BANGLES - Eternal Flame (Columbia)	194	--	157	33	4	97%	12
ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)	179	10	113	50	6	91%	12
MADONNA - Like A Prayer (Sire/Warner Bros.)	168	6	120	33	9	91%	6
BASIA - Promises (Epic)	169	7	81	69	12	88%	6
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	156	1	99	48	8	94%	14
KENNY G (Vocal with SMOKEY ROBINSON) We've Saved The Best...(Arista)	166	--	89	58	19	88%	12
PETER NOONE - I'm Into Something Good (Cypress/A&M)	157	1	74	70	12	91%	10
NATALIE COLE - Miss You Like Crazy (EMI)	181	17	33	109	22	78%	4
PAUL CARRACK & TERRI NUNN - Romance (Theme/"Sing")(Columbia)	147	13	64	63	7	86%	8
KARYN WHITE - Superwoman (Warner Bros.)	143	9	62	60	12	85%	7
ROY ORBISON - You Got It (Virgin)	136	--	76	42	18	86%	14
STEVE WINWOOD - Hearts On Fire (Virgin)	142	3	35	85	19	84%	5
HOWARD JONES - Everlasting Love (Elektra)	161	30	25	85	21	68%	5
BREATHE - Don't Tell Me Lies (A&M)	119	--	53	49	17	85%	14
CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)	118	--	49	51	18	84%	13
SOUTHERN PACIFIC - All Is Lost (Warner Bros.)	131	11	22	71	27	70%	6
CARLY SIMON - Let The River Run (Arista)	113	--	47	49	17	84%	12
EDIE BRICKELL & THE NEW BOHEMIANS - Circle (Geffen)	135	17	15	73	30	65%	5
GLENN FREY - Livin' Right (MCA)	116	11	21	67	17	75%	6
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	116	--	28	64	24	79%	14
CAROLE KING - City Streets (Capitol)	130	16	9	70	35	60%	5
MIKE + THE MECHANICS - The Living Years (Atlantic)	108	--	24	57	27	75%	15
CHICAGO - You're Not Alone (Reprise)	99	--	29	56	14	85%	14
SIMPLY RED - It's Only Love (Elektra)	98	--	28	54	16	83%	10
PHOEBE SNOW - If I Can Just Get Through The Night (Elektra)	112	17	15	53	27	60%	5
ONE 2 MANY - Downtown (A&M)	89	18	12	39	20	57%	5
BARBRA STREISAND - What Were We Thinking Of (Columbia)	107	25	2	37	43	36%	2
JULIA FORDHAM - Happy Ever After (Virgin)	73	9	17	36	11	72%	7
MICA PARIS - My One Temptation (Island)	86	13	8	36	29	51%	5
ANITA BAKER - Just Because (Elektra)	81	--	11	44	26	67%	15
ROY ORBISON - She's A Mystery To Me (Virgin)	118	52	3	31	31	29%	2
ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)	111	50	1	35	25	32%	2
GRAYSON HUGH - Talk It Over (RCA)	71	12	10	35	14	63%	5
THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.)	69	--	13	34	22	68%	12
ROBERTA FLACK - Uh-Uh Ooh Ooh Look Out (Here It Comes) (Atlantic)	64	--	12	24	28	56%	8
DINO - 24/7 (4th & Broadway/Island)	57	--	6	32	19	66%	10

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
ARETHA FRANKLIN AND ELTON JOHN - Through The Storm (Arista)	1	32	31%
GARDNER COLE - In A Big Way (Warner Bros.)	13	44	31%
NATALIE COLE - Miss You Like Crazy (EMI)	51	78	27%
ROY ORBISON - She's A Mystery To Me (Virgin)	6	29	23%
WATERFRONT - Cry (Polydor/PolyGram)	10	28	18%
BARBRA STREISAND - What Were We Thinking Of (Columbia)	22	36	14%
ONE 2 MANY - Downtown (A&M)	43	57	14%
CAROLE KING - City Streets (Capitol)	47	60	13%
STEVE WINWOOD - Hearts On Fire (Virgin)	72	84	12%
MICA PARIS - My One Temptation (Island)	39	51	12%
BASIA - Promises (Epic)	77	88	11%

COUNTRY

MOST ADDED

- RICKY VAN SHELTON (60)
(Columbia)
- GEORGE STRAIT (55)
(MCA)
- EDDY RAVEN (50)
(Universal)
- KATHY MATTEA (42)
(Mercury)
- RONNIE MILSAP (40)
(RCA)

TOP TIP

EDDY RAVEN
In A Letter To You
(Universal)

Mr. Raven's first single on Universal has been one of the Most Added records for the last two weeks.

RECORD TO WATCH



DON WILLIAMS
One Good Well
(RCA)

Here's another debut on a new label for Don and it's having an equal amount of success--52 reports and 31 adds this week.

2W LW TW

7	2	1	RANDY TRAVIS - Is It Still Over? (Warner Bros.)
2	1	2	The Judds - Young Love (Curb/RCA)
13	7	3	ALABAMA - If I Had You (RCA)
9	6	4	HIGHWAY 101 - Settin' Me Up (Warner Bros.)
11	9	5	BAILLIE AND THE BOYS - She Deserves You (RCA)
12	10	6	PATTY LOVELESS - Don't Toss Us Away (MCA)
15	12	7	RESTLESS HEART - Big Dreams In A Small Town (RCA)
4	4	8	Billy Joe Royal - Tell It Like It Is (Atlantic America)
17	13	9	RODNEY CROWELL - After All This Time (Columbia)
18	14	10	STEVE WARINER - Where Did I Go Wrong? (MCA)
3	3	11	K.T. Oslin - Hey Bobby (RCA)
19	15	12	FORESTER SISTERS - Love Will (Warner Bros.)
20	16	13	DWIGHT YOAKAM - I Got You (Warner Bros.)
21	18	14	CLINT BLACK - Better Man (RCA)
1	5	15	Shenandoah - Church On Cumberland Road (Columbia)
25	20	16	EARL THOMAS CONLEY - Love Out Loud (RCA)
27	21	17	DESERT ROSE BAND - She Don't Love Nobody (MCA/Curb)
32	23	18	ROSANNE CASH - I Don't Want To Spoil The Party (Columbia)
24	22	19	SKIP EWING - The Gospel According To Luke (MCA)
5	8	20	Foster & Lloyd - Fair Shake (RCA)
8	11	21	Roy Orbison - You Got It (Virgin)
33	26	22	DAN SEALS - They Rage On (Capitol)
28	24	23	THE SHOOTERS - If I Ever Go Crazy (Epic)
30	27	24	LIONEL CARTWRIGHT - Like Father, Like Son (MCA)
37	29	25	GENE WATSON - Back In The Fire (Warner Bros.)
--	31	26	TANYA TUCKER - Call On Me (Capitol)
35	30	27	MOE BANDY - Many Mansions (Curb)
--	33	28	OAK RIDGE BOYS - Beyond Those Years (MCA)
--	36	29	J.C. CROWLEY - I Know What I've Got (RCA)
--	--	30	PAUL OVERSTREET - Sowin' Love (RCA)
--	39	31	LARRY BOONE - Wine Me Up (Mercury)
16	17	32	Lacy J. Dalton - The Heart (Universal)
40	35	33	SUZY BOGUSS - Somewhere Between (Capitol)
6	19	34	Vern Gosdin - Who You Gonna Blame It On This Time (Columbia)
--	--	35	MERLE HAGGARD - 5:01 Blues (Epic)
14	28	36	Keith Whitley - I'm No Stranger To The Rain (RCA)
10	25	37	Don Williams - Old Coyote Town (Capitol)
--	--	38	JAMES HOUSE - Don't Quit Me Now (MCA)
--	--	39	KATHY MATTEA - Come From The Heart (Mercury)
--	--	40	CHRIS AUSTIN - Blues Stay Away From Me (Warner Bros.)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
RICKY SKAGGS - Lovin' Only Me (Epic)		121	36	--	19	66	15%	3
RICKY VAN SHELTON - Hole In My Pocket (Columbia)		116	60	2	11	43	11%	2
SWEETHEARTS OF THE RODEO - If I Never See Midnight Again (Columbia)		115	30	--	24	61	20%	3
EDDY RAVEN - In A Letter To You (Universal)		104	50	--	8	46	7%	2

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
102	26	3	THE McCARTERS - Up And Gone (Warner Bros.)
86	17	4	MICKEY GILLEY - You've Still Got A Way With My Heart (Airborne)
85	2	7	JONI HARMS - I Need A Wife (Universal)
82	26	3	LORRIE MORGAN - Dear Me (RCA)
80	16	5	RUSSELL SMITH - Wonder What She's Doing Tonight (Epic)
76	7	5	RONNIE McDOWELL - Sea Of Heartbreak (Curb)
73	37	2	CONWAY TWITTY - She's Got A Single Thing In Mind (MCA)
66	13	4	TIM MENSY - Hometown Advantage (Columbia)
59	13	3	JOHN CONLEE - Fellow Traveler (16th Ave.)
59	18	2	TIM MALCHAK - Not Like This (Universal)
56	55	1	* GEORGE STRAIT - What's Going On In Your World (MCA)
54	10	3	CEE CEE CHAPMAN - Frontier Justice (Curb)
53	24	2	MARY CHAPIN CARPENTER - How Do (Columbia)
52	31	2	DON WILLIAMS - One Good Well (RCA)
45	4	4	BURCH SISTERS - Old Flame, New Fire (Mercury)
43	40	1	* RONNIE MILSAP - Houston Solution (RCA)
40	8	4	GARTH BROOKS - Much Too Young (To Feel This Damn Old) (Capitol)
36	6	3	BERTIE HIGGINS/ROY ORBISON - Leah (Southern Tracks)
32	9	2	JERRY LANSDOWNE - She Had Every Right To Do You Wrong (SOR)
31	1	4	ANNE MURRAY - Who But You (Capitol)
29	--	7	GAIL DAVIES - Waiting Here For You (MCA)
29	7	2	BUCK OWENS - Put A Quarter In The Jukebox (Capitol)
28	25	1	* EMMYLOU HARRIS - Heaven Only Knows (Reprise)
28	27	1	* CHRIS HILLMAN/ROGER McGUINN - You Ain't Going... (Universal)
26	2	3	EDDIE PRESTON - When Did You Stop (Platinum)
26	2	3	DAVID LEE & THE HOUSEROCKERS - What Would It Take (Centurian)
26	10	1	* MEL McDANIEL - Blue Suede Blues (Capitol)
23	5	1	* FRANK BURGESS - What It Boils Down To (True)
21	--	6	STELLA PARTON - I Don't Miss You Like I Used To (Airborne)
21	1	2	MUNDO EARWOOD - A Woman's Way (Pegasus)

Dropped: #32-L.Greenwood, #34-L.Strangers, #37-B.Mandrell, #38-G.Strait, #40-Hank Jr./Hank Sr., Mason Dixon, J.Cash, Asleep/Wheel, Sawyer Brown.

*Debuts In Up & Coming.

TOP REQUESTS

RANDY TRAVIS
THE JUDDS
ALABAMA
K.T. OSLIN
SHENANDOAH

LP CUTS

Ronnie Milsap - A Woman In Love
Alabama - High Cotton/Barefootin'/She Can
The Judds - Let Me Tell You About Love
Cadillac Red/River Of Time
George Strait - Ace In The Hole
Kathy Mattea - Here's Hoping
Suzy Bogguss - Handyman's Dream

INSIDE COUNTRY



Gavin Country Station of the Year KNIX-Phoenix recently sponsored an in-store appearance by Tanya Tucker. Hundreds of listeners showed up for the event, which followed three sold-out concerts at the popular local nightclub, Toolies.

ACMAWARD UPDATE. The stars were out and shining last Monday night during the Academy of Country Music Awards. It was a wonderfully fast-paced, exciting show, and all the winners were on hand to pick up their "hats." Hank Jr. won Entertainer of the Year and Video of the Year,

Kathy Mattea's "Eighteen Wheels And A Dozen Roses" won Single and Song of the Year, K.T. Oslin was a double winner with the Album and Top Female Vocalist Awards, The Judds and Highway 101 were repeat winners for the Best Duet and Best Group, respectively. Suzy Bogguss was named Top New Female Vocalist, and Rodney Crowell was a wildly popular winner, picking up the Top New Male Vocalist award. Another very popular choice was George Strait, who picked up the Top Male Vocalist prize. Two special awards presented that evening were the Pioneer Award, which went to Buck Owens, and the Artist Of The Decade, given to Alabama. It was all in all a very well produced show and another proud moment for Country music.

CHANGES, CHANGES
...Romeo Sullivan has been appointed manager of WBKH/AM-Hattiesburg, MS...WAHC-Appleton has changed its call

letters to US96-(WUSW)...The following stations will no longer be reporting to the Gavin Country section: KSSR/FM-Bastrop, KUKQ-Phoenix, WSUN-St. Petersburg, KTWO-Casper and WORC-Worcester.

PROGRAMMERS ARE TALKING ABOUT...Larry Donahue at CFCW-Edmonton is getting good phone response to Skip Ewing...Wayne Cordray at KWYZ - Everett is getting immediate calls for Hillman & McGuinn...T.C. Webster at WGMR-State College tells us that only one play of "One Man Woman" off The Judds new LP blew the phones out. "This one's a scorcher!" he exclaims...Rick Young at KCMJ-Palm Springs tells us that Reba McEntire was recently in town for three sold-out concerts, and recorded her first live album at three sold-out concerts in Palm Springs. The album, produced by Jimmy Bowen, is tentatively slated for an October release.

Talk with you next week. The Gavin Country Crew

PHOTO FILE



LISTEN TO THE HEARTBEAT ▲ ROGERS IN CALIFORNIA ▼
 The Staff of WLX AM/FM-Lawrenceburg are shown with the grand prize winner of 1989 Chevy truck in the station's "Heartbeat Of America" promotion. The contest concluded right before Valentine's Day, with the winner claiming the bright red S-10.

GATLIN JOINS UP ▼
 Larry Gatlin is joined by officials of Affiliated Publishers Inc. after announcing that he has become a principal partner in the organization. Pictured are API's Tony Harley and Johnny Slate, Gatlin, API's Danny Morrison, Maggie Cavendar of the Nashville Songwriter's Association and ASCAP's Tom Long.



TAKE ADVANTAGE OF

TIM MENSY



"... the man who wrote 'MAMA KNOWS' for Shenandoah does a dandy job on his first solo effort for CBS. You can hear the influence of his heroes, Lefty Frizzell and Merle Haggard, on this cool swing tune produced by Bob Montgomery."

GAVIN
 "NEW RELEASE"
 3/17/89

TIM MENSY

"HOMETOWN ADVANTAGE"

38-68676

ON CBS RECORDS/COLUMBIA

SCIENTISTS CALL OUT FOR RESEARCH!

WHO IS JASON D. WILLIAMS? AND WHY IS HE THE WAY HE IS?

the heredity and the dinosaur
 this state of affairs. He suspects Jo-

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the half of the
 the New York
 it a long run. He revers



HIT FACTOR

Country Research:
Lisa Smith/Elmo 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 **198** Last Week **197**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
RANDY TRAVIS - is It Still Over? (Warner Bros.)	195	--	165	28	2	98%	8
ALABAMA - If I Had You (RCA)	194	--	45	47	2	98%	8
HIGHWAY 101 - Settin' Me Up (Warner Bros.)	186	1	152	26	7	95%	12
BAILLIE AND THE BOYS - She Deserves You (RCA)	181	1	136	40	4	97%	13
PATTY LOVELESS - Don't Toss Us Away (MCA)	180	--	137	36	7	96%	13
RESTLESS HEART - Big Dreams In A Small Town (RCA)	185	--	116	66	3	98%	10
RODNEY CROWELL - After All This Time (Columbia)	194	2	97	88	7	95%	9
STEVE WARINER - Where Did I Go Wrong (MCA)	191	--	80	101	10	94%	9
FORESTER SISTERS - Love Will (Warner Bros.)	186	3	64	107	12	91%	11
DWIGHT YOAKAM - I Got You (Reprise)	185	2	55	118	10	93%	8
CLINT BLACK - Better Man (RCA)	189	1	49	122	17	90%	10
EARL THOMAS CONLEY - Love Out Loud (RCA)	186	--	27	141	18	90%	7
DESERT ROSE BAND - She Don't Love Nobody (MCA/Curb)	182	3	21	136	20	87%	7
ROSANNE CASH - I Don't Want To Spoil The Party (Columbia)	184	4	17	133	30	81%	6
SKIP EWING - The Gospel According To Luke (MCA)	179	6	23	126	24	83%	9
DAN SEALS - They Rage On (Capitol)	180	5	7	131	37	75%	6
THE SHOOTERS - If I Ever Go Crazy (Epic)	170	4	15	125	26	82%	9
LIONEL CARTWRIGHT - Like Father, Like Son (MCA)	168	5	8	123	32	77%	9
GENE WATSON - Back In The Fire (Warner Bros.)	167	9	2	119	37	72%	7
TANYA TUCKER - Call On Me (Capitol)	170	12	3	113	42	68%	5
MOE BANDY - Many Mansions (Curb)	133	2	9	99	23	81%	10
OAK RIDGE BOYS - Beyond Those Years (MCA)	151	11	2	85	53	87%	5
J.C. CROWLEY - I Know What I've Got (RCA)	136	10	1	78	47	58%	6
PAUL OVERSTREET - Sowin' Love (RCA)	142	11	2	65	64	47%	4
LARRY BOONE - Wine Me Up (Mercury)	130	10	3	70	47	56%	6
SUZY BOGGUSS - Somewhere Between (Capitol)	117	3	1	79	34	68%	8
MERLE HAGGARD - 5:01 Blues (Epic)	142	28	--	54	60	38%	4
JAMES HOUSE - Don't Quit Me Now (MCA)	109	17	2	33	57	32%	6
KATHY MATTEA - Come From The Heart (Mercury)	130	42	1	26	61	20%	3
CHRIS AUSTIN - Blues Stay Away From Me (Warner Bros.)	102	12	1	38	51	38%	5

NEW RELEASES by Lisa Smith & Cyndi Hoelzle



RONNIE MILSAP - *Houston Solution* (RCA)

The second single from Ronnie's Stranger Things Have Happened LP has been a favorite of many programmers since the album's release. It's got three things going for it out-of-the-box: it was written by Don Schlitz and Paul Overstreet (surely you've heard of them), it continues his triumphant return to a more traditional Country sound, and it's one of this week's Most Added records.



LACY J. DALTON - *I'm A Survivor* (Universal)

It was quite fitting that this song be included in her comeback album. After her many years of experiencing the ups and downs of the music industry, Lacy sings like there's no doubt in her mind that she's back to stay.

KEVIN WELCH - *I Came Straight To You* (Warner Bros.)

This song really grew on us. Co-written by Welch and John Jarvis, the music is unadorned—it's a slow groove with heavy drums and an insistent accordion. But it's what Welch does with his vocals, playing over that simple backing, that really stands out. The guy's got a voice that won't quit.

JUICE NEWTON -

When Love Comes Around The Bend (RCA)

Juice is rocking on her first single off the upcoming Ain't Gonna Cry album. It's a fun song, co-written by her producer Josh Leo with Pam Tillis and Mark Wright.



CANYON - *Right Track, Wrong Train* (16th Ave.)

The first single from Canyon's soon-to-be-released second album is as radio-ready as anything they've ever done. The sound is clean and contemporary thanks to producer Ron Chancey, whose resume includes The Oaks, Conway Twitty, and T. Graham Brown.

JAZZ NEW RELEASES



STILETTO - MICHAEL SHRIEVE
(NOVUS/RCA)

Drummer/percussionist Michael Shrieve has made lasting contributions to progressive music. Highlighted by his tenure with the original Santana line-up and a spiffy short-lived band called Automatic Man. He ventured into somewhat theatrical concepts with Japanese master Stomu Yamashta and collaborated with Steve Roach on a record that progressive adult stations leaned on during the evolution of the format. Stiletto rivals Shrieve's best work simply by his choice of musicians: Mark Isham on trumpet, David Torn and Andy Summers on guitar, and Terje Gewelt on bass. "Scratch" and "Bella Coola" will appeal to programmers who fancy a synthesis of progressive rock with their jazz improvisation. Isham's parts (like some moments on his Tibet soundtrack) flirt dangerously with a style that deadrings Miles Davis. On "Moon Over You" you hear the seedlings of Summers' trademark guitar effects, with Isham making still more Miles diversions. Jazz/AA might want to consider "Four Winds" as a primer to this, Shrieve's boldest line-up since, well, Santana.

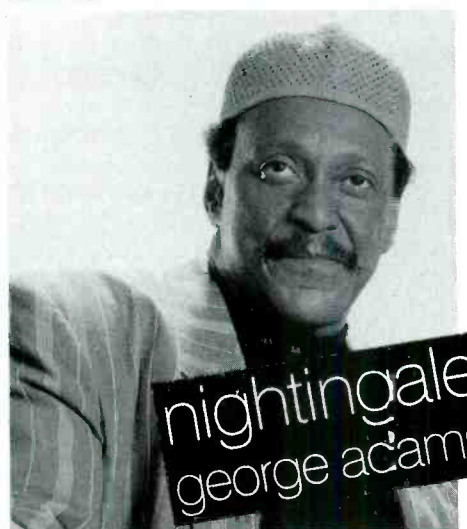
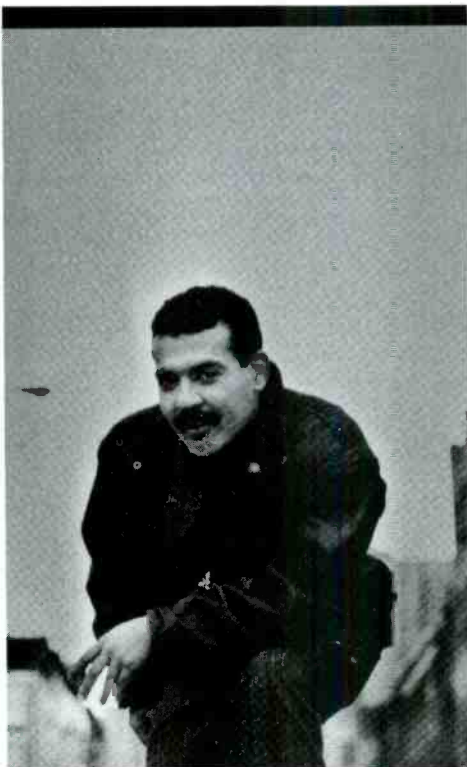
NEW GREEN/clear blue - DAN HARTMAN (PRIVATE MUSIC)

Dan Hartman takes a radical departure from

Dan Hartman

his 1984 hit "I Can Dream About You" with this ambient, meditative project. Customarily Hartman labors non-stop in the pop world, having most recently completed new LPs for Joe Cocker and ex-Frankie Goes To Hollywood singer Holly Johnson. NEW GREEN/clear blue was a necessary sabbatical for Hartman and the result is a soul-searching, introspective journey to the most primal diagrams of melody and structure. By air-

play standards things get pretty spacey, but as Dan says, just put it on to serenade your daily routine and see what emerges. For us it was "Alpha Waves" and "Scaramanga."



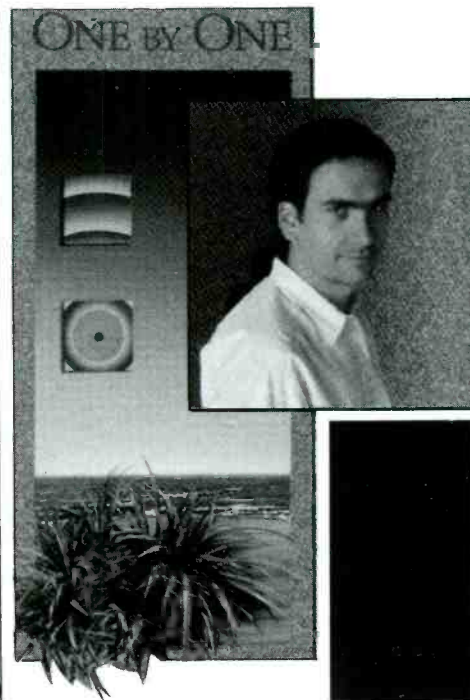
NIGHTINGALE - GEORGE ADAMS
(BLUE NOTE)

While we all rave about the exquisite tone Eddie Daniels gets from his clarinet, along comes George Adams' Nightingale. The opening strains of "Bridge Over Troubled Water" engages the listener just as Daniels' did on Blackwood. Adams' style is reminiscent of all the Coltrane eras rolled into one. Also like Coltrane's LP Ballads, Nightingale is a pleasant salute to The Standards, those popular show tunes and household songs that we can all name in six or seven notes. Tracks like "Moon River," and "What A

Wonderful Life" boast an amazing clarity. Well crafted, this set is dedicated to Adams' mentors Dannie Richmond and Gil Evans. George is strongest when he sticks with tenor. Good CD inspiration for those dinner jazz shifts.

STRUT - HILTON RUIZ (NOVUS/RCA)

Hilton Ruiz gives jazz programmers another chance to key in on some Latin sounds—an important ingredient for many playlists. Classically trained, Ruiz worked with many Latin bands during his boyhood and Strut is no doubt a peek at those formative times. On side one we get still another version of Lee Morgan's "Sidewinder" classic. But side two is where the action is. Check out the upbeat "All My Love Is Yours." We first saw Ruiz years ago with the late Rahsaan Roland Kirk and it's nice to know that he's kept a stronghold on his versatility.



ONE BY ONE - PETER BUFFETT
(NARADA/MYSTIQUE)

If you listen to synthesist Peter Buffett's music with the window open, it's sometimes difficult to distinguish whether some background sounds are coming from the discs or from the outside. According to Buffett many of the sounds are direct acoustic samplings and he adds them to his own personal symphonic flair. Adult Alternative stations are already leaning toward "The Big Theme," the most commercial sounding piece on One By One. We also like "Trail Of Tears" and "Powder River" for its blend of nature sounds and melodic build-up. All in all, Buffett's music is very "hip sounding," on the level of Vangelis and Jarre. For more movement try "December March." "Sand Creek" ends the project on a triumphant note.

JAZZ

MOST ADDED

1. PERFECT CRIME - RAY OBIEDO (WINDHAM HILL)
2. NIGHTINGALE - GEORGE ADAMS (BLUE NOTE)
3. BLACKWOOD - EDDIE DANIELS (GRP)
4. TOWARDS THE CENTER OF THE NIGHT - MICHAEL MANRING (WINDHAM HILL)
5. T LAVITZ AND THE BAD HABITZ (INTIMA)
6. RAG, BUSH AND ALL - HENRY THREADGILL SEXTETT (NOVUS/RCA)

TOP TIP

RAY OBIEDO
PERFECT CRIME
(WINDHAM HILL)

Jazz Radio gives the nod to Ray's
tasty rhythm guitar licks.

RECORD TO WATCH



GEORGE ADAMS
NIGHTINGALE
(BLUE NOTE)

Former Mingus and Gil Evans saxman
records a sweet set of standards.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

3	2	1	TERRI LYNE CARRINGTON - REAL LIFE STORY (VERVE FORECAST/POLYGRAM)
2	1	2	Bobby Lyle - Ivory Dreams (Atlantic)
17	6	3	KEVIN EUBANKS - THE SEARCHER (GRP)
7	4	4	Marcus Roberts - The Truth Is Spoken Here (Novus/RCA)
1	3	5	Martin Taylor - Sarabanda (GAIA)
11	7	6	SHERRY WINSTON - LOVE MADNESS (HEADFIRST/K-TEL)
32	21	7	JOE SAMPLE - SPELLBOUND (WARNER BROS.)
10	9	8	SPECIAL EFX - CONFIDENTIAL (GRP)
20	15	9	CHICK COREA AKOUSTIC BAND (GRP)
13	10	10	Passport - Talk Back (Atlantic)
6	11	11	Turtle Island String Quartet - Metropolis (Windham Hill Jazz)
22	20	12	SCOTT COSSU - SWITCHBACK (WINDHAM HILL)
5	12	13	Free Flight - Slice Of Life (CBS-FM)
16	16	14	HIROSHIMA - EAST (EPIC)
19	18	15	MCCOY TYNER - REVELATIONS (BLUE NOTE)
4	5	16	Steps Ahead - N.Y.C. (Intuition/Capitol)
24	22	17	OREGON - 45TH PARALLEL (PORTRAIT)
8	8	18	Steve Bach - More Than A Dream (Soundwings)
14	19	19	Windows - The French Laundry (Cypress/A&M)
9	13	20	Traut/Rodby - The Great Lawn (Columbia)
12	14	21	David Mann - Insight (Antilles New Directions/Island)
18	23	22	Eric Gale - In A Jazz Tradition (EmArcy/PolyGram)
29	27	23	DIRTY DOZEN BRASS BAND - VODOO (COLUMBIA)
21	24	24	Mulgrew Miller - The Countdown (Landmark)
31	28	25	SUPERBLUE (BLUE NOTE)
15	17	26	Keiko Matsui - Under Northern Lights (MCA)
30	29	27	PAT KELLEY - I'LL STAND UP (NOVA)
23	25	28	Buddy Montgomery - So Why Not? (Landmark)
--	--	29	EDDIE DANIELS - BLACKWOOD (GRP)
34	31	30	IVAN LINS - LOVE DANCE (REPRISE)
27	26	31	Bob Berg - Cycles (Denon)
48	35	32	ANDREAS VOLLENWEIDER - DANCING WITH THE LION (COLUMBIA)
37	32	33	Ralph Peterson Quintet - V (Blue Note)
--	42	34	BRUCE FORMAN QUARTET - PARDON ME! (CONCORD JAZZ)
26	34	35	Deborah Henson-Conant - On The Rise (GRP)
--	--	36	JOHN PATITUCCI - ON THE CORNER (GRP)
--	38	37	PONCHO SANCHEZ - LA FAMILIA (PICANTE/CONCORD JAZZ)
28	33	38	Alex Bugnon - Love Season (Orpheus/EMI)
--	47	39	CHARLES BROWN - ONE MORE FOR THE ROAD (ALLIGATOR)
--	40	40	Houston Person - Basics (Muse)
33	37	41	James Williams - Magical Trio 2 (EmArcy/PolyGram)
--	41	42	Michelle Hendricks - Keeping Me Satisfied (Muse)
25	30	43	Garry Dial and Dick Oatts (DMP)
--	45	44	JACK WALRATH - NEOHIPPIUS (BLUE NOTE)
35	36	45	Ray Bryant - Golden Earrings (EmArcy/PolyGram)
--	--	46	CHAKA KHAN - C.K. (WARNER BROS.)
42	39	47	Benny Carter - My Kind Of Trouble (Pablo)
46	44	48	Jorge Dalto - Rendez-Vous (Cheetah)
--	43	49	Wallace Roney - Intuition (Muse)
--	--	50	DAVID MURRAY - MING'S SAMBA (PORTRAIT)

CHARTBOUND

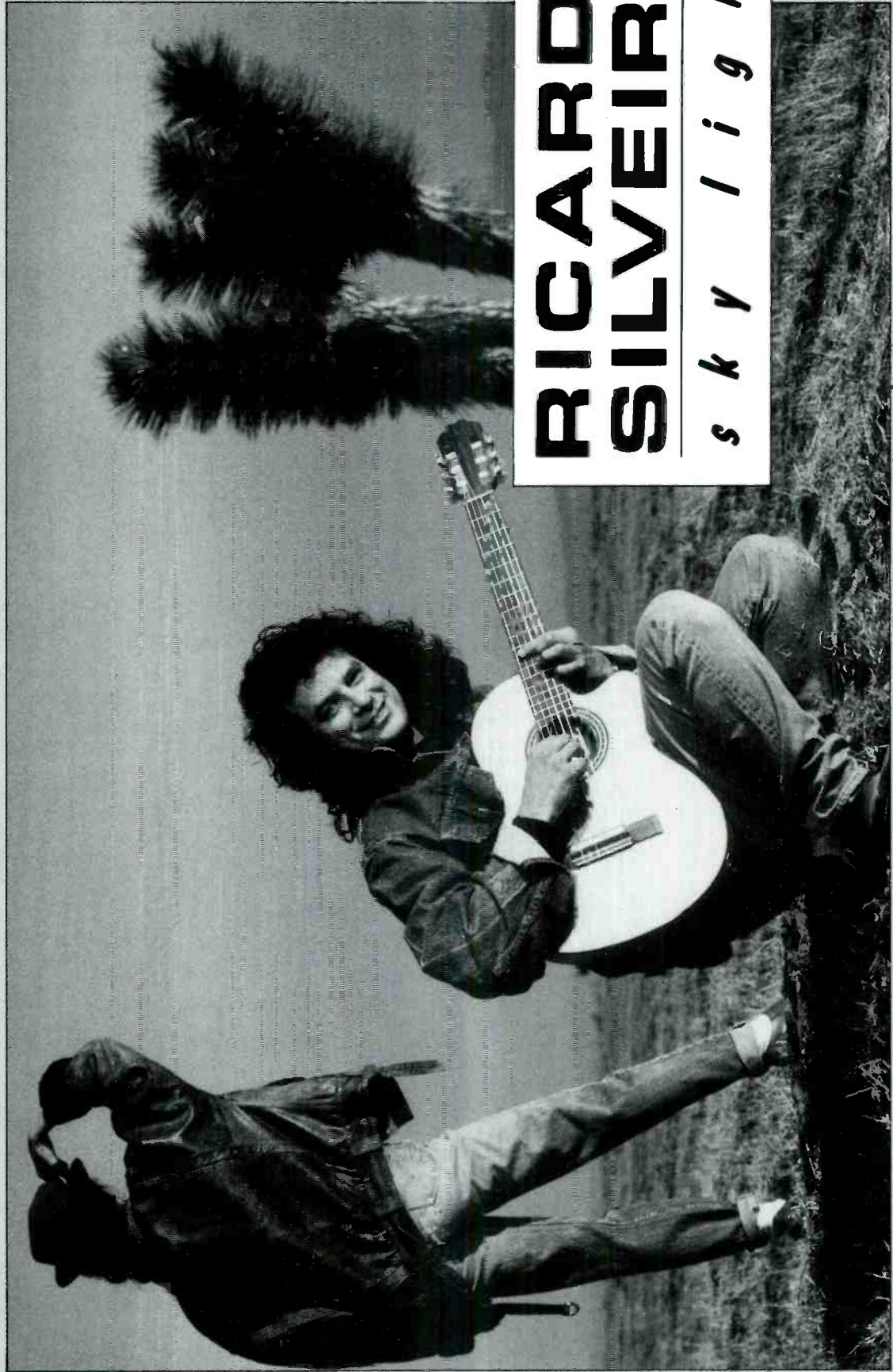
- * RAY OBIEDO (WINDHAM HILL)
- DOUG MARKLEY (VISUAL MUSIK)
- BOOKER T. JONES (MCA MASTER SERIES)
- * GEORGE ADAMS (BLUE NOTE)
- T LAVITZ (INTIMA)

- BRAZIL CLASSICS 1 (FLY/SIRE/W.B.)
- * ALLEGRO JAZZ ENSEMBLE (MOBILE FIDELITY)
- MICHAEL PEDICIN, JR. (OPTIMISM)
- * MICHAEL MANRING (WINDHAM HILL)
- RALF ILLENBERGER (NARADA/EQUINOX)

- * HILTON RUIZ (NOVUS/RCA)
- * JAMES VAN BUREN (VAN BUREN)
- ERIC GALE (ARTFUL BALANCE)
- CURTIS OHLSON (INTIMA)
- * PETER KATER (GAIA)

Dropped: #46 Manteca, #48 Masahiko Satoh, #49 Members Only, #50 Michael Hayes, Flight 7, David Arkenstone, David Peterson. *Debuts in chartbound

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ADULT ALTERNATIVE

MOST ADDED

1. PERFECT CRIME - RAY OBIEDO (WINDHAM HILL)
2. ESSENCE - JOHN WEIDER (GOLD CASTLE)
3. TOWARD THE CENTER OF THE NIGHT - MICHAEL MANRING (WINDHAM HILL)
4. T LAVITZ & THE BAD HABITZ (INTIMA)
5. ARCHITECTS OF CHANGE - SPENCER NILSEN (AMERICAN GRAMAPHONE)

TOP TIP

PETER KATER
ANTHEM
(GAIA)

EDDIE DANIELS
BLACKWOOD
(GRP)

RECORD TO WATCH



PHOEBE SNOW
SOMETHING REAL
(ELEKTRA)

Proven on the pop front and as a musician. This is the voice primed for a big return. Debuts this week at #42.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

8	3	1	ANDREAS VOLLENWEIDER - DANCING WITH THE LION (COLUMBIA)
4	2	2	SCOTT COSSU - SWITCHBACK (WINDHAM HILL)
6	4	3	HIROSHIMA - EAST (EPIC)
2	5	4	SPECIAL EFX - CONFIDENTIAL (GRP)
1	1	5	Windows - The French Laundry (Cypress/A&M)
19	7	6	IVAN LINS - LOVE DANCE (REPRISE)
15	10	7	SHERRY WINSTON - LOVE MADNESS (HEADFIRST/K-TEL)
5	8	8	Free Flight - Slice Of Life (CBS-FM)
37	22	9	JOE SAMPLE - SPELLBOUND (WARNER BROS.)
20	20	10	TERRI LYNE CARRINGTON - REAL LIFE STORY (VERVE FORECAST/POLYGRAM)
9	11	11	Bobby Lyle - Ivory Dreams (Atlantic)
8	6	12	David Mann - Insight (Antilles New Directions/Island)
3	12	13	Martin Taylor - Sarabanda (GAIA)
17	17	14	CHRIS REA - NEW LIGHT THROUGH OLD WINDOWS (Geffen)
21	15	15	ALEX BUGNON - LOVE SEASON (ORPHEUS/EMI)
24	16	16	PAT KELLEY - I'LL STAND UP (NOVA)
14	14	17	Keiko Matsui - Under Northern Lights (Geffen)
12	13	18	Deborah Henson-Conant - On The Rise (GRP)
22	25	19	DAVID ARKENSTONE - ISLAND (NARADA/EQUINOX)
23	21	20	KEVIN EUBANKS - THE SEARCHER (GRP)
13	19	21	Steps Ahead - N.Y.C. (Intuition/Capitol)
11	23	22	Steve Bach - More Than A Dream (Soundwings)
7	9	23	Enya - Watermark (Geffen)
25	24	24	BILL GABLE - THERE WERE SIGNS (PRIVATE MUSIC)
10	18	25	Tanita Tikaram - Ancient Heart (Reprise)
16	26	26	Traut/Rodby - The Great Lawn (Columbia)
29	27	27	RALF ILLENBERGER - CIRCLE (NARADA/EQUINOX)
26	28	28	Passport - Talk Back (Atlantic)
28	29	29	Nightingale - Lightdance (Higher Octave)
36	33	30	OREGON - 45TH PARALLEL (PORTRAIT)
38	31	31	SHOW OF HANDS (IRS)
41	36	32	MEMBERS ONLY - ...TOO! THE WAY YOU MAKE ME FEEL (MUSE)
27	30	33	Kerstin Allvin - Origins (JBX)
45	34	34	DAVID CROSBY - OH YES I CAN (A&M)
35	35	35	Freeway Philharmonic (Spindletop)
46	45	36	PETER KATER - ANTHEM (GAIA)
--	46	37	EDDIE DANIELS - BLACKWOOD (GRP)
39	38	38	JAMES LEE STANLEY - SIMPATICO (BEACHWOOD/CHAMELEON)
31	37	39	Al Jarreau - Heart's Horizon (Warner Bros.)
34	40	40	Dan Balmer - Becoming Became (Chase Music Group)
--	42	41	CHICK COREA AKOUSTIC BAND (GRP)
--	--	42	PHOEBE SNOW - SOMETHING REAL (ELEKTRA)
--	44	43	BOOKER T. JONES - THE RUNAWAY (MCA MASTER SERIES)
50	50	44	TURTLE ISLAND STRING QUARTET - METROPOLIS (WINDHAM HILL JAZZ)
--	47	45	CHAKA KHAN - C.K. (WARNER BROS.)
--	--	46	DOUG MARKLEY - PHILLY FILLET (VISUAL MUSIK)
--	48	47	GLENN ALEXANDER - (SOS RECORDS)
--	49	48	Dizrythmia (Antilles New Directions/Island)
--	--	49	ERIC GALE - LET'S STAY TOGETHER (ARTFUL BALANCE)
42	41	50	Ernie Watts With Gamalon - Project: Activation Earth (Amherst)

CHARTBOUND

T LAVITZ (INTIMA)	BRAZIL CLASSICS 1 (FLY/SIRE/W.B.)	PIERRE BENSUSAN (CBS-FM)
* MICHAEL MANRING (WINDHAM HILL)	* PETER BUFFETT (NARADA/MYSTIQUE)	BLACK (A&M)
INDIGO GIRLS (EPIC)	LARRY CARLTON (MCA)	SFO (ASSOCIATED)
* RAY OBIEDO (WINDHAM HILL)	CURTIS OHLSON (INTIMA)	SARAH McLACHLAN (NETTWERK/ARISTA)
* JOHN WEIDER (GOLD CASTLE)	DON ROBERTSON (DBR)	DAVID PETERSON (NEBULA)
RAIN MAN/HANS ZIMMER (CAPITOL)	ANDY SUMMERS (PRIVATE MUSIC)	

Dropped: #32 Kim Pensyl, #39 Ric Flauding, #43 Michael Hayes, Michael Deep, Bruce Cockburn.

*Debuts in chartbound

ALBUM

MOST ADDED

1. "NINETEEN FOREVER" -
JOE JACKSON
(A&M)
2. "I WON'T BACK DOWN" -
TOM PETTY
(MCA)
3. "GOD IS A BULLET" -
CONCRETE BLONDE
(IRS)
4. "ROCK THIS PLACE" -
FABULOUS THUNDERBIRDS
(EPIC)

TOP TIP

SARAYA
(POLYDOR/POLYGRAM)

BIG BAM BOO
FUN, FAITH & FAIRPLAY
(UNI/MCA)

RECORD TO WATCH

**TREAT
HER
RIGHT**

PICTURE OF THE
FUTURE

TREAT HER RIGHT
"PICTURE OF THE FUTURE"
(RCA)

Beantown blues rock sees a bright future. Out-of-the-box believers include WXRT, KXRK, WKXE, KACV, KFMH, KJKJ, WVJC, KTCL, WDHA, KMTN, WHFS, KRCK and more.

2W LW TW

5	5	1	JULIAN LENNON (ATLANTIC) "HEAVEN"
2	2	2	XTC (Geffen) "MAYOR" "LOVING"
--	11	3	TOM PETTY (MCA) "BACK"
13	12	4	THE OUTFIELD (COLUMBIA) "VOICES"
10	10	5	BONNIE RAITT (CAPITOL) "THING" "NICK"
3	3	6	Elvis Costello (Warner Bros.) "Veronica" "Town"
1	1	7	Replacements (Sire/Reprise) "Be" "Back" "Talent"
4	4	8	U2 (Island) "Town" "Barefoot" "God" "Hawkmoon"
6	6	9	REM (Warner Bros.) "Turn" "Stand" "Pop"
12	7	10	38 Special (A&M) "Second" "Hotlanta"
11	13	11	ROY ORBISON (VIRGIN) "MYSTERY"
42	17	12	THE CULT (SIRE/REPRISE) "FIRE" "EDIE"
16	14	13	FINE YOUNG CANNIBALS (IRS/MCA) "CRAZY" "GOOD"
21	15	14	TRAVELING WILBURYS (WILBURY/WARNER BROS.) "HEADING" "END"
7	8	15	Radiators (Epic) "Confidential"
15	18	16	LOU REED (SIRE/WARNER BROS.) "BUSLOAD" "DIRTY"
40	21	17	EDIE BRICKELL & NEW BOHEMIANS (Geffen) "CIRCLE"
19	19	18	STRAY CATS (EMI) "BRING"
34	22	19	STEVE WINWOOD (VIRGIN) "FIRE"
23	24	20	GUADALCANAL DIARY (ELEKTRA) "SATURDAY"
9	9	21	Melissa Etheridge (Island) "Similar" "Chrome"
38	28	22	MIKE + THE MECHANICS (ATLANTIC) "SEEING" "LIVING"
28	26	24	SIREN (MERCURY/POLYGRAM) "FORGIVEN"
18	25	25	THE FIXX (RCA) "PRECIOUS" "DRIVEN"
43	42	26	BIG BAM BOO (UNI/MCA) "SHOOTING"
--	44	27	SARAYA (POLYDOR/POLYGRAM) "TOLL"
33	33	28	GARY MOORE (VIRGIN) "READY"
24	23	29	Def Leppard (Mercury/PolyGram) "Rocket"
39	35	30	CRUEL STORY OF YOUTH (COLUMBIA) "YOU'RE"
26	30	31	Fire Town (Atlantic) "Good" "Turn"
30	29	32	Tanita Tikaram (Reprise) "Twist"
45	43	33	JEFF HEALEY BAND (ARISTA) "ANGEL"
36	36	34	HOWARD JONES (ELEKTRA) "EVERLASTING"
32	32	35	Glamour Camp (EMI) "Did"
--	46	36	GREAT WHITE (CAPITOL) "ONCE"
--	--	37	JOE JACKSON (A&M) "NINETEEN"
35	41	38	GUNS N' ROSES (Geffen) "PATIENCE"
--	--	39	LIVING COLOUR (EPIC) "LANDLORD"
31	31	40	Jon Butcher (Pasha/Capitol) "Might" "Send"
47	47	41	THE CONNELLS (TVT) "SOMETHING"
--	48	42	INDIGO GIRLS (EPIC) "KID"
50	45	43	WARRANT (EPIC) "DOWN"
8	16	44	Easterhouse (Columbia) "Fighting" "Redbird"
29	38	45	Robyn Hitchcock (A&M) "Madonna"
14	27	46	Chris Rea (Geffen) "Working"
22	39	47	Bad Company (Atlantic) "Shake" "Bad"
--	--	48	SANDMEN (A&M) "COUNTRY"
44	49	49	Skid Row (Atlantic) "Youth"
--	--	50	THE CURE (ELEKTRA) "FASCINATION"

Editor: Kent Zimmerman

CHARTBOUND

CINDERELLA (MERCURY/POLYGRAM) "COMING"	* HOUSE OF LORDS (SIMMONS/RCA) "LOVE"	* MARCELLO (EPIC) "FIRST"
TREAT HER RIGHT (RCA) "FUTURE"	* EDDIE MONEY (COLUMBIA) "LET"	* CRACK THE SKY (GRUDGE) "FROM"
MOJO NIXON & SKID ROPER (ENIGMA) "ELVIS"	SIDEWINDERS (MAMMOTH/RCA) "WITCHDOCTOR"	DRIVIN' N' CRYIN' (ISLAND) "BLUE"
* MIDGE URE (CHRYSALIS) "ANSWERS"	HOUSE OF FREAKS (RHINO) "SUN"	EXTREME (A&M) "EGO"
NEVILLE BROTHERS (A&M) "FIRE" "MOON"	* PETER CASE (Geffen) "GUN"	WASHINGTON SQUARES (GOLD CASTLE) "KNOWS"

Dropped: #34 CSNY, #37 Cowboy Junkies, #40 Bon Jovi, #50 Sam Phillips, Graham Parker, Colin James, Morrissey.

ALBUM/ALTERNATIVE

ALBUM

GAVIN ALBUM FRONTLINE

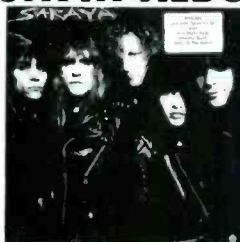
ALTERNATIVE



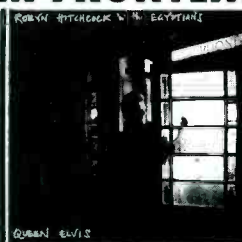
TOM PETTY



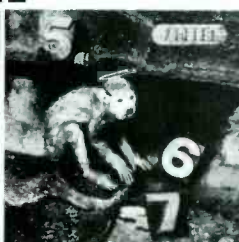
THE CULT



SARAYA



ROBYN HITCHCOCK



THE PIXIES



THE CURE

BLAZE OF GLORY - JOE JACKSON (A&M)
 "Blaze Of Glory," the song, is about the trap of becoming a marketed music phenom. After his Look Sharp success, Joe Jackson has been avoiding such a fate by stressing his talents as an arranger rather than a pop figure. Even though Blaze Of Glory is being billed as Joe's pop return, it really is a culmination of all of the directions he's taken including biting rock of the mind, elaborate horn ensemble arrangements, moods drawn from international music forms as well as soundtrack-like string arrangements. And while "Nineteen Forever" may be an eternal homage to the youth culture, songs like "Tomorrow's World" and "Me And You (Against The World)" cast an eye toward the future. I like how side one flows together, rather like a modern suite.

POP SINGER

John Cougar Mellencamp

"POP SINGER" - JOHN COUGAR MELLENCAMP (MERCURY)

Irony atop irony, John Mellencamp writes an anti-pop song that will go down in history as a great pop song. Even if the medium and the message clash, there's little doubt that Mellencamp is becoming more and more of a reclusive sort—again, another irony. Now how many rock n roll singers yearn for privacy yet yield to the temptation of addressing important issues on a volatile radio platform?

...BLUE...GUITAR - PETER CASE (Geffen)

In between the release of his first post-Plim-souls solo album and this brand new folk study, Peter Case has darkened the doorways of a lot of coffee shops and small clubs with a few grand opening slots thrown in for crowd control. The result is a honing of his talents as a storyteller. In fact, the whole of ...Blue...Guitar has a dusty "have guitar, will travel" persona to it. With a wealth of classic folk music finally making it onto CD (I'm referring to Phil Ochs' Elektra sessions and Eric Anderson's Vanguard recordings), not counting the success of Ms. Chapman and the acoustic Melissa Etheridge, don't dis-

NEW RELEASES



count Peter Case's possibilities. I feel a folk wind blowing. Trax: "Put Down The Gun," "Charlie James" and a Cajun-flavored "Travellin' Light."

"I'LL COVER YOU" - NEAL SCHON (COLUMBIA)

Not at all what I expected from Mr. Schon. But then again, in his early Santana days, he was known in this parts as a flashy and rootsy boy wonder. "I'll Cover You" has—of all things—a Mideastern flavor, partly due to fact that midway through the sessions, Schon travelled the world in an effort to rekindle his spirits. The personality tensions found in Journey's later efforts are replaced with a commendable experimental approach that glows with sincerity.

IN YOUR FACE - KINGDOM COME (POLYDOR/POLYGRAM)

Kingdom Come release a tremendous follow-up to their controversial debut album. Side two is a fantastic combination of black dog ramblings and some guitar tones not yet attempted by a Plant/Page assault. I'm masochistically relieved that on side two the band hasn't buckled under to pressure from the stars. After slams by Robert Plant and Gary Moore, Kingdom Come make it their business to keep rocking, least of all becoming critical darlings of the geriatric metal set. Trax: "Perfect 'O'," "Just Like A Wild Rose," "Overrated" and "Do You Like It." "Mean Dirty Joe" is sure to make Mr. Plant further seeth with a vengeance.

TIED TO THE TRACKS - TREAT HER RIGHT (RCA)

Nowhere to be found on the new Mellen-camp trax, Don Gehman happily surfaces on Treat Her Right's newest. In many ways, this is a critical album for Boston's blues rockers. Lest they want to be known for being one hit wonders (the price you sometimes pay for being unique and clever), they needed a consistent sophomore release. That's why Tied To The Tracks is a winner. You find yourself tied to tracks like the opening "Junkyard" and the humorously doomy "Picture Of The Future." This stuff sounds like solid voodoo blues—dangerous and rootsy. Double thumbs up!

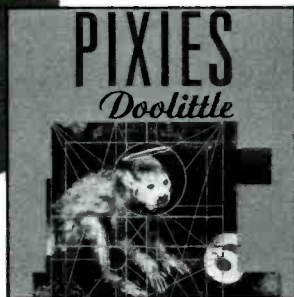
CONCRETE BLONDE



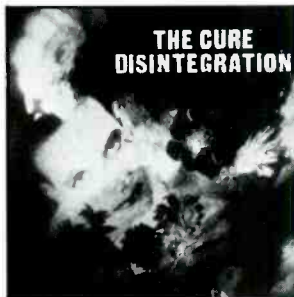
FREE - CONCRETE BLONDE (IRS)

Wow! Two-odd years in hiding pays off. If I remember correctly, the first piece of Concrete took months to set, having been released during the Christmas season and living to tell about it all come spring. The first taste, "God Is A Bullet," seems to be a strong statement about firearms. While I'm not ready to hand over my S&W, I can certainly see the other side of the story, that is, how we recklessly play God with each other's destinies. Again, I agree with Alan White at KILO. This one is a great think piece that rocks at the same time. Like Treat Her Right, Concrete Blonde have taken a lot of solid growth, putting it on the line and onto the tape. There's a lot of rage between the trax. Now does "It's Only Money" recall Thin Lizzy or is it the ghost of Phil Lynott haunting my office again? KZ

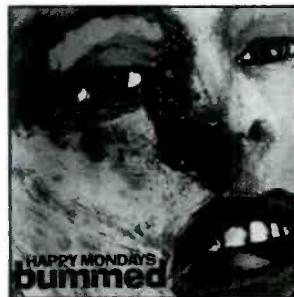
RECORDS TO WATCH



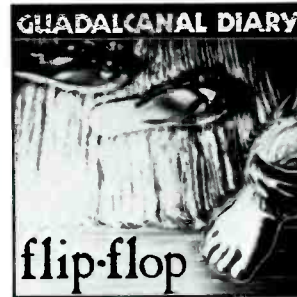
**PIXIES
DOOLITTLE**
produced by Gil Norton



**THE CURE
"FASCINATION
STREET"**
from the soon-to-be
released *Disintegration*
album
produced by Robert Smith
and David Allen



**HAPPY MONDAYS
BUMMED**
produced by
Martin Hannett



**GUADALCANAL
DIARY
FLIP-FLOP**
produced by Don Dixon

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ELEKTRA

ALTERNATIVE

MOST ADDED

1. THE MAN WITH THE BLUE... - PETER CASE (Geffen)
2. THE BIG O - THE OPHELIAS (ROUGH TRADE)
3. ROOT HOG OR DIE - MOJO NIXON & SKID ROPER (ENIGMA)
4. TIED TO THE TRACKS - TREAT HER RIGHT (RCA)
5. BIG BLACK BUGS BLEED... - THE MR. T EXPERIENCE (ROUGH TRADE)
6. 'GOD IS A BULLET' - CONCRETE BLONDE (IRS-12')

TOP TIP

CURE
"FASCINATION"
(ELEKTRA-12')

One of the biggest bands in our format has this weeks' most requested song.

RECORD TO WATCH



MARTIN STEPHENSON AND THE DAINTEES
GLADSOME HUMOUR & BLUE
(CAPITOL)

A humble start has snowballed into airplay momentum for folks like Andy Miller-WUOG and Gary Downs-KUCI.

IMPORT/INDIE

- OPHELIAS (ROUGH TRADE)
"STRANGE"
MR. T EXPER. (ROUGH TRADE)
"SUPERSONIC"
LEGENDARKY PINK D. (WAX TRAX)
"MANIAC"
BEL CANTO (NETTWERK) "BLANK"
KEITH LeBLANC (ENIGMA) "BUT"
ZULUS (SLASH) "NEVER"
RUN WESTY RUN (SST) "MOP"
BLACK SUN ENSEMBLE (RECKLESS)
"CORNERSTONE"
DICKIES (ENIGMA) "HAIR"
GOO GOO DOLLS (ENIGMA/DEATH)
"OUT"

2W LW TW

2	2	1	ROBYN HITCHCOCK 'N' THE EGYPTIANS (A&M) "WASPS" "DEVILS" "EYES" "KNIFE"
1	1	2	XTC (Geffen) "Man" "Mayor" "Garden" "Scarecrow" "Daddy" "Skeletons"
3	3	3	Elvis Costello (Warner Bros.) "Veronica" "Town" "Pads" "Dangle" "Gum"
5	4	4	Guadalcanal Diary (Elektra) "Saturday" "Pretty" "Look" "Whiskey" "Vista"
12	5	5	THE CONNELLS (TVT) "SOMETHING" "FUN" "HEY" "HEAD"
48	15	6	PIXIES (4 A D/ELEKTRA) "MONKEY" "MANTA" "WEIRD"
6	6	7	Fine Young Cannibals (IRS/MCA) "Good" "Crazy" "Man" "Tell" "Fallen" "Back"
8	8	8	firehose (SST) "Time" "Whisperin'" "80's" "If'n"
13	9	9	INDIGO GIRLS (EPIC) "KID" "CLOSE" "TRUE"
17	10	10	SIDEWINDERS (MAMMOTH/RCA) "WITCHDOCTOR" "SOLITARY" "WHAT" "CIGARETTE"
--	--	11	CURE (ELEKTRA-12") "FASCINATION"
15	13	12	DE LA SOUL (TOMMY BOY) "JENIFA" "MAGIC" "KNOW"
4	7	13	The Replacements (Sire/Reprise) "Be" "Talent" "Earth" "Anywhere" "Asking"
36	20	14	HOUSE OF FREAKS (RHINO) "SUN" "HAMMER" "BIG" "BROKEN" "ANSWERS"
20	17	15	CATERWAUL (IRS) "WOLF" "HEAR" "DIZZY" "REST"
11	14	16	New Order (Qwest) "Round" "Love" "Run" "All" "Disco" "Fine"
41	25	17	NEW MODEL ARMY (CAPITOL) "STUPID" "225" "FAMILY" "WORLD" "VAGABOND"
28	19	18	NEVILLE BROTHERS (A&M) "YELLOW" "FIRE" "SISTER" "VOODOO" "WILD"
--	35	19	DRIVIN' N' CRYIN' (ISLAND) "BLUE" "STRANGE" "TOY" "HELL" "HOUSE"
--	21	20	THE CULT (SIRE/REPRISE) "FIRE"
18	18	21	Thelionious Monster (Relativity) "What" "Hagar" "Lover" "Colorblind"
9	12	22	Morrissey (Sire/Reprise-12") "Playboys" "Lucky" "Bones"
10	11	23	Throwing Muses (Sire) "Dizzy" "Roof" "Fall" "Be" "Dragonhead"
--	50	24	NIXON & ROPER (ENIGMA-EP) "GIBSON" "KING" "LOUISIANA" "LAND"
14	22	25	The Proclaimers (Chrysalis) "500" "Met" "Way" "Jean" "Cap"
7	16	26	Lou Reed (Sire) "Whale" "Dirty" "Strawman" "Good" "Faith"
--	40	27	HAPPY MONDAYS (ELEKTRA) "WROTE" "COUNTRY" "BRAINDEAD" "LAZY"
29	28	28	SANDMEN (A&M) "HOUSE" "500" "HATE" "HEART" "ANGRY"
50	29	29	XYMOX (WING/POLYGRAM-12") "OBSESSION"
31	31	30	WASHINGTON SQUARES (GOLD CASTLE) "KNOWS"
--	--	31	TOM TOM CLUB (SIRE/REPRISE) "SUBOCEANA"
45	37	32	DEPECHE MODE (MUTE/SIRE) "COUNTS" "STRANGELOVE" "RUMORS" "SHAKE" "BLACK"
44	33	33	LIVE SKULL (CAROLINE) "SAW" "DEMON" "CALLED" "HOUSE" "SAFE"
33	32	34	My Bloody Valentine (Relativity) "Feed" "Snow" "Kiss" "Breath"
23	23	35	The Buck Pets (Island) "Murder" "Iron" "Inamorata" "Perfect"
--	--	36	JOE JACKSON (A&M-12") "NINETEEN"
37	36	37	Flaming Lips (Restless) "Redneck" "Drug" "Right"
22	24	38	Fire Town (Atlantic) "Good" "Shadows" "Miles"
27	27	39	Yello (Mercury) "Tied" "Lying" "Race"
30	30	40	Graham Parker (RCA) "Soul" "White" "Lunch" "Protection"
--	48	41	YO LA TENGO (COYOTE) "BARNABY" "DRUG" "EVIL"
--	43	42	DIRTY DOZEN BRASS BAND (COLUMBIA) "OVER" "VOODOO" "DRIVE"
--	--	43	LOOP (ROUGH TRADE) "BLACK"
--	--	44	DHARMA BUMS (POPLAMA/FONTIER) "TIMEYARD"
47	45	45	GAYE BYKERS ON ACID (CAROLINE) "HOT" "IS"
19	26	46	Violent Femmes (Slash/Warner Bros.) "Fat" "World" "Fool"
--	47	47	Government Issue (Giant) "Studio"
16	34	48	Wonderstuff (Polydor) "Give" "Money" "Wish" "Unbearable" "13th"
26	39	49	Miracle Legion (Rough Trade) "Ladies" "Better" "Old"
--	--	50	GREEN ON RED (RESTLESS) "KEITH"

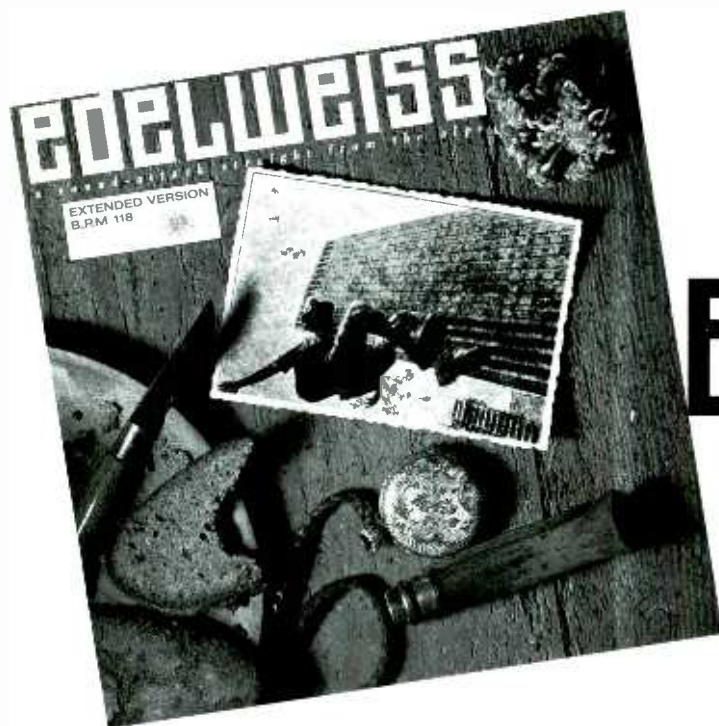
CHARTBOUND

TIM FINN (CAPITOL) "CRESCENDO"
PETER CASE (Geffen) "GUN"
BONNIE RAITT (CAPITOL) "THING"
SARA McLACHLAN (ARISTA) "VOX"

LARD (ALTER. TENTACLES) "MELT"
MARTIN STEPHENSON (CAPITOL) "HEART"
TREAT HER RIGHT (RCA) "PICTURE"
CONCRETE BLONDE (IRS-12") "GOD"

Dropped: #38 REM, #41 T.Doves, #42 Love T., #44 T.Keene, #46 F.F.Five, #49 Easterhouse .

FROM THOSE AWFUL PEOPLE WHO BROUGHT YOU KURT WALDHEIM



"THIS SILLY SONG IS OUR #1 REQUEST OF THE YEAR. WE CAN'T EXPLAIN IT, JUST PLAY IT 'CUZ PEOPLE LOVE IT."

DENIS McNAMARA - WDRE, NEW YORK

Good News From Australia

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#1 and Gold in Sweden, #1 in Switzerland and Finland.

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"ROMEOS" RE-MIXED BY RICK WAKE

from the forthcoming album

"THE BREATHTAKING BLUE"

81943

"with all the attention that 'FOREVER YOUNG' has brought to this band, 'ROMEOS' is sure to light up the phones."
DENIS McNAMARA - WDRE, New York

"...one of our hottest records after only 1 week of airplay... Top 5 phones already!"
MIKE SUMMERS - KJQN, Salt Lake City

"ROMEOS" U.S. RE-MIX BY RICK WAKE
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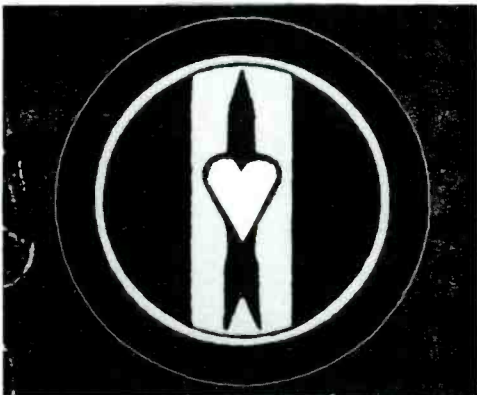
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INSIDE ALTERNATIVE RADIO

Peter Standish

Robyn Hitchcock barely edges out XTC to take over the #1 position. The Pixies are soaring while the **Cure** scores one of the highest debuts of the year. Needless to say, sparks are about to fly inside the Top 5 and **House of Freaks**, **New Model Army**, **Drivin' N' Cryin'**, **Nixon & Roper**, and **Happy Mondays** are all looking like top ten bound. Last week's Record To Watch, **Peter Case**, is now the Most Added and quickly moving up the playlist for **Patrick Ferrise-WWVU**. Peter Case, **Tim Finn**, **Sara McLachlan**, **LARD** and our Record To Watch, **Martin Stephenson**, should all debut next week. One of the best MD's around, **Bill Evans-KTAO**, will be available for employment the end of the month. And speaking of great MD's, **Dave Gottlieb-KFJC** called in his final playlist this week. Good luck to your Rotisserie baseball team, they'll need it! I guess now that he's not MD he'll find out who his real friends are. Call Dave at (408) 738-0775.

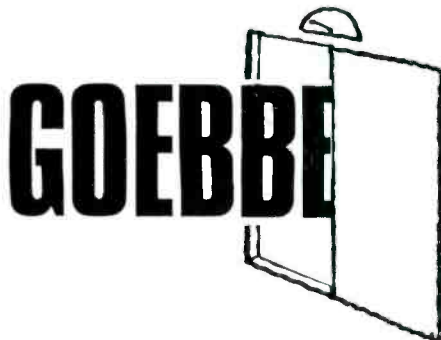
NEW RELEASES



"So Alive" - **LOVE AND ROCKETS**
(Beggars Banquet/RCA-12")

We have long championed Love & Rockets

as the next big Alternative crossover act. It hasn't happened as fast as we predicted, but we stand behind our instincts. On "So Alive," the band withdraws from their signature wall of guitars in favor of a subtler and funkier groove track (a la **Shriekback** or the **Stranglers**). The shift may catch some listeners off-balance, but the song's sexy feel should make this a gleaming success. PS



The Man In The Elevator —
HEINER GOEBBELS/HEINER MULLER
(ECM/PolyGram)

One of the most unconventional records released this year is **Heiner Goebbels'** *The Man In The Elevator*. It's based on the text from **Heiner Muller's** play, *The Mission*. Muller has collaborated with Goebbels on numerous previous projects. In what he describes as "deconstructing" our usual listening habits, Goebbels combines collages of text and music. The text is divided between English and German. It's layered with free form rock, jazz and even South American folk music. The lyrics are fitted around the avant artistry of Goebbels, **Arto Lindsey**, **Fred Frith**, **Don Cherry** and others. Try "It Concerns A Task" (either version), "Alone In The Elevator," "His Suicide" and "Compassion In Peru." **ROBERT BARONE**



"It's A Wild Trip" - **STEVE MASTERS ON ACID** (Tripindicular)

Yes it's that same wild "dude" who captivates the Bay Area each night as MD and evening personality at Live 105. "It's A Wild Trip" is Steve's venture into the Acid House scene, adding another blade to his cutting edge Skil-Saw. Stations that are having success programming any club music should explore this dance-oriented "trip." PS

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THE HIT SINGLE
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ALBUM PROFILE

ALBUM RADIO AND HARD ROCK PART ONE OF A THREE PART SERIES

PRODUCING HARD ROCK N ROLL: A PEEK BEFORE THE TAPES ARE DELIVERED

by Kent Zimmerman

A weary-eyed Englishman emerges from the office at Alpha Omega studios. He's just been on an overseas phone call speaking to his family. His youngest has just turned one year old. He's forgotten to send a gift. He's ten days behind on the album he's producing because of a recent California flu epidemic. Working with Balaam (formerly Balaam & The Angel) has been a fruitful but demanding experience for producer Steve Brown. After achieving early success with such white funk bands as ABC and George Michael's Wham!, he's now rooted in the music style of his heart—something he describes as "accessible stadium rock n roll."

Being a producer means directing the creative flow it takes to furnish music for radio. It also means rehearsing the band, budgeting the entire project, dealing with the label (in this case, Virgin Records worldwide), handling emergency setbacks, keeping morale up and, in Brown's case, co-writing the material.

"Record companies aren't stupid these days. I've got to be on top of things so I'll rob Peter to pay Paul. I'll budget for everything including toilet paper. And if we don't use toilet paper, I'll take that money and use it for the time spent in overtime. Record companies are very clever when it comes to keeping the price down on making a record."

The task at hand is to complete Balaam's sophomore album in an efficient and timely manner. Let's you think that such a project is easy sailing, here's Brown's commitment to the band so far. After the release of the first album ("Which was mixed in four days, so I still consider it an unfinished album"), the group played 98 American dates as a club band through August, September and October. Writing for the upcoming album commenced November 1. Recording started January 13 with the very first mixed song complete when we spoke during March. At least a month's work remained, plus another month of post-production evaluation. So amid all the touring and recording, Brown's vision has to remain fresh in order to elevate the band from its current club status to a large hall/stadium brand of rock n roll. That's the challenge that lies ahead for this young Scottish band. Brown likes to use the word "accessible" as opposed to "commercial."

"In producing Balaam's new album, I don't like to use the word commercial. Commercial, to me, is stupid schoolboy 6/4 music linked with fashion and hype. I like to call our music accessible. If you have this idea that you want to give your music to four

million people, the way to do it is to become accessible. I try to move the material around to make it that way.

"Through all we've been through, I can say that Balaam are entertainers. When there were only fifteen kids in the crowd, they'd entertain them. And it's not just this 'the show must go on' mentality. It's because of the love of playing live. Most bands don't like the studio. I feel that if you're a good band, you ought to be itching to get out there and play this music.

"It took a lot of guts on their behalf to include my input on the songwriting."

Producing rock n roll means seizing the moment. Brown got his start working at a gas station while studying at British Airways' Pilot Training College. His customers included Elton John and his manager John Reid. Consequently in 1972, Brown became Nigel Olsson's drum roadie for two years. Six months into the job, he was running errands, parking cars and making tea while Gus Dudgeon and Ken Scott recorded Elton's Don't Shoot Me, I'm Only The Piano Player album. Another six years was spent as "tea-boy," eventually working up to the chief engineer spot at Phonogram. Then came such freelance projects like The Romantics' "What I Like About You," Steve Forbert's "Little Stevie Orbit" and Joan Armatrading's "Walking Under Ladders." Then came the transition to producer. Sharing a flat with a demo producer, Brown heard ABC's first demos. He debuted as a producer on their first hit single, "Tears Are Not Enough," but didn't gain the opportunity to produce the entire album.



Balaam--making the transition from club band to arena rock

"Trevor Horn then walked in and pulled one over on me. I've never forgiven him," he laughed.

But one of the kids who bought ABC's single was George Michael who was in the process of forming his own band. Michael got in touch with Brown, resulting in them co-producing the very first Wham! album.

"Suddenly I became a big time producer in the wrong type of music. I had gone from working with Mutt Lange on the Boomtown Rats at

Phonogram to doing white funk with ABC and Wham! After that I had eighteen months to two years of nobody using me because the only calls I got was to do the white funk thing. But I only wanted to do rock n roll, so I held out."

His luck shifted when he was accidentally sent a demo from a young band who had just shortened their name from Southern Death Cult.

"The original demo of 'Sanctuary' was seven minutes long with eighty-five different riffs. So I found one riff I liked, re-edited the song, walked into their rehearsal room and said, 'Here is your next single.'

"Naturally, they looked at me and asked, 'Who the fuck are you?'"

To their credit, the Cult (unlike bands like The Damned) were impressed by Brown's previous success with Wham!

"At least he knows how to make money," grumbled one lone dissenter.

So the Love album was recorded, changing the band's direction from "Cult" status to the mainstream. As a result of his work with the Cult, Brown was back on the rock n roll path. And his next immediate find was Balaam, beginning a grueling association of non-stop developmental toil.

"I work fifteen hours a day for eight weeks on the trot, non-stop. I'm generally not home. After this album, I'll go home for about three weeks, entertain the wife and kids, then the wife and I—who I dearly love—will start getting under each other's feet. That's when it's time for me to make another trip. Everyone will start feeling sorry for each other but by the time I come back, it's brilliant. It's a weird

life, but as a family we like it."

As a producer, Brown describes himself as a "hands-on" director.

"I don't play the guitars. The band members should play all the instruments. I'm in charge of the continuity. Since we've worked together demoing and writing the songs, this album has been much smoother."

After recording hundreds of instrumental parts, post-production for Steve Brown means taking a month's breather after mixing is completed, then getting to know the album again, listening for flaws.

"Then I'll call the record company, wanting to remix a song. They'll scream about schedules. I'll listen again. It never stops.

Do you ever consider radio when recording a song?

"I personally make a record with radio in mind, but I try to encourage the band to think of the songs in terms of how they'll reproduce on stage. Being an engineer, I want the music to sound good on the radio. American radio sounds absolutely brilliant, so I try for a good hi-fi sound. Everywhere I go, American radio sounds so much better, technically and musically, than any radio in Europe, so it's important for me to take advantage of that technical edge

because the majority of my work is usually played in America."

Though the album is not yet finished, Brown and the band are debating about the record's title. Right now they're leaning toward "Heartbreaker," inspired by one of the songs born out of the frustration of recording far from home.

"There's nothing worse than being a part of a team, getting something done and a band member gets a call about something back home—maybe his girl friend has been seeing someone else. Then the lyrics come flying out. We all agreed that this had happened to all of us. So the song took on a strong meaning. However we've been hitting the clubs here, asking some of the kids that we meet and they seem to think that 'Heartbreaker' is a rather ordinary name."

Any other tracks to look out for? Brown chooses his favorites by subject.

"Look out for a song called 'She Really Gets To Me.' It's a 'Roxanne' kind of story about a beautiful girl whom you love but can't quite tie down. 'It Took A Little (But A Little Took A Lot)' is about trying to burn both candles at both ends. 'Did You Fall (Or Were You Pushed)' is a subject I dealt with on George Michael's 'Young Guns.' It's about people changing and growing apart.

"These are songs that we've made for the kids. There's no self indulgence involved. It's got lots of raunchy guitars, but it's melodic and accessible. Sure, the subject matter isn't the most unique, but it's rock n roll for the kids."

What's next? Brown just got a call from an upcoming hard rock band on the East Coast. After snaring a major label deal, all the top producers were lined up. After interviewing the candidates, the manager asks the band for their choice. Another young rock n roll band, who loves the Cult's Love album strikes again.

"I fall for it every time. It would be nice working with an established group that might even have more experience than I do. That way I could excel in other areas. But right now I find it hard to resist a great up and coming young rock n roll band."

to be continued...

PART II NEXT WEEK: RADIO'S RESPONSE AND FORMULA FOR PLAYING HARD ROCK N ROLL—HOW, WHY AND WHY NOT?●



Next Week...

Carole King

CLASSIFIEDS

JOBS

100,000 WATT EASY LISTENING STATION in Northern Michigan is searching for an experienced morning person. Good money for the right person. T&R: Dennis Martin, PO Box 286, Petoskey, MI 49770. EOE [4/14]

THE POWER HOUSE OF THE SOUTH is looking for a dynamic, overnight Top 40 personality. T&R&photo: Stanton Jay, WHFX RADIO, PO Box 858, Waycross, GA 31502. [4/14]

TOP 40 APE 92/FM-Lansing, MI, has 2 open positions: 1) Immediate opening for a topical, exciting, personality oriented morning person or team. 2) Killer night talent who is crazy & off-the-wall & can handle lots of phones. No beginners, good pay. T&R: Phil Houston, 13105 Schavney Road, Suite #2, DeWitt, MI 48820, or call: (517) 669-8361. [4/14]

#1 HOT HITS TOP 40 HB107-Eastern Long Island, needs a morning person. Must be intelligent, witty, topical & hysterical, yet mature! Can you do all this and more? If so, send T&R: Randi Taylor, 252 West Montauk Highway, Hampton Bays, NY 11946, or call: (516) 728-9229 after 2 p.m. [4/14]

FULL SERVICE A/C WJER-Dover, OH, is looking for quality on-air announcers. T&R&resume: Steve Kelly, 646 Blvd., Dover, OH 44622. No calls, please. EOE [4/14]

COUNTRY WCHA-Chambersburg, PA, seeks an upbeat, concise communicator w/remote and production skills. New facilities and professional environment. T&R: Kevin Kasey, PO Box 479, Chambersburg, PA 17201. [4/14]

TOP 40 WTBX-Hibbing, MN, is expanding it's staff. Looking for midday personalities. T&R: WTBX RADIO, PO Box 1060, Hibbing, MN 55746. [4/14]

WANTED: TRAFFIC REPORTERS to fill vacant Metro Traffic positions in the San Francisco Bay Area. T&R: Metro, 12 South 1st Street #1210, San Jose, CA 95113. No calls, please. [4/14]

CLASSIC HITS A/C K093-Modesto, CA, needs a PM driver immediately. Must be a hip adult communicator. Good pay & benefits. T&R: Russ Novak, 2121 Lancey Drive, Modesto, CA 95355. [4/14]

100,000 WATT KARZ-Redding, CA, needs an Engineer for FM + 5k directional AM. Resume: Casey Freeland, PO Box 1918, Redding, CA 96099, or call: (916) 244-2600. [4/14]

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AVAILABLE

HARDWORKING, SKILLED BROWN graduate eager to be part of a rock operation as AT/Production. Personable voice, unlimited potential. Will relocate. TODD: (612) 420-2197. [4/14]

COLLEGE GRAD, seeking entry level on-air/sales position at Top 40, A/C or beautiful format station. Willing to relocate. CLINT: (217) 546-1470. [4/14]

MIKE TYSON OF THE AIRWAVES, down but not out. Wanna give me a shot? TONY: (415) 755-4520. [4/14]

NORTH DAKOTA ROOKIE will relocate anywhere. Experience in multi-track studio. PAUL: (701) 838-2283. [4/14]

WANTED: HOME WITH SECURITY. 13 years in Top 40, crossover, etc. Prefer SE. CALL: (803) 457-4556. [4/14]

HEY YOU! Give me a call and see if this sheepdog is good enough for your radio station. JERRY HINKLE: (605) 852-2529. [4/14]

MUSIC IS NOT PRODUCT, radio is not a job; it is my heart & passion. It's about love and communication. Do you feel this way too? Call for T&R. BUD: (515) 277-1486. [4/14]

PRODUCTION FIREBALL seeks large Southern operation! Theatre of the mind spots, dynamic promos, impeccable references & credentials, w/ multi-track experience. Well organized & stable. LEAVE MESSAGE: (205) 471-4420. [4/14]

I WORK ON THE AIR, do p-b-p and production at a ND station. Looking to advance to a station in MN or WI. DAVE: (701) 873-2215. [4/14]

SERVICE

WTOY: Urban needs Jazz service from all labels. Tom Collins, 30 West Franklin, Suite 200, Roanoke, VA 24011. [4/14]

KTBC: East Texas' only Album rocker needs Album service from all labels. Bruce Ryle, 3007 Martinsville Road, Nacogdoches, TX 75961, or call: (409) 564-3724. [4/14]

PERSONAL PICKS

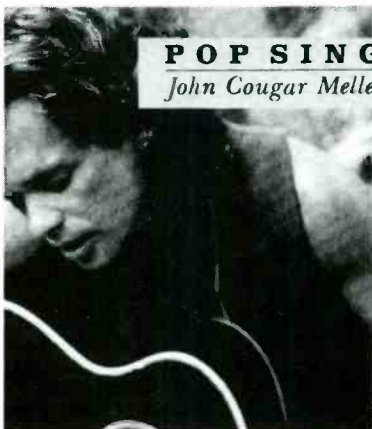
SINGLES by Dave Sholin

DONNA SUMMER -
This Time I Know It's For Real (Atlantic)
Several key stations couldn't wait until SUMMERTIME and popped this one early as an import. It reached the top three in England and has already picked up enough new airplay to make it to UP AND COMING status this week. No question that it's Donna's best offering in years!



WARRANT - *Down Boys* (Columbia)
Down n' dirty rock n' roll from the streets of L.A. delivered by one of the most talked

about new bands on the scene. Lead vocalist Jani Lane runs the gamut of soulful intonation and turns in a powerful debut performance. Sizzling chorus is a strong hook.



POP SINGER
John Cougar Mellencamp

MILLI VANILLI -
Baby Don't Forget My Number (Arista)
Meeting the challenge of following up their first top five smash, "Girl You Know It's True" doesn't sound like a problem for melodic

rappers Fab Morvan and Rob Pilatus. Looking for that dose of Top 40/dance fun??—search no further.

JOHN COUGAR MELLENCAMP -
Pop Singer (Mercury/PolyGram)
No, this song does not pay tribute to the father of the sewing machine. But leave it to the ingenious talent from Indiana to proclaim he "ain't gonna be no pop singer" and do it smack dab in the middle of a pop song. Hot track!

WAS (NOT WAS) - *Anything Can Happen* (Chrysalis)
Impossible to pin this group down musically, as they do a 180 from their last two funk-sized productions. Cute storyline accompanies this easygoing, lighthearted tune.

ALBUMS by Ron Fell

ANDREAS VOLLENWEIDER - *Dancing With The Lion* (Columbia)
His unique, exotic approach to contemporary music has made him a legitimate superstar in the instrumental-based formats. Ranging from the ultra, neo-classic to the abstractly ambient contemporary adult alternative, Vollenweider's catalogue has become as precious to modern instrumental stations as a Springsteen catalogue would be to a rock 'n' roll station. Anyone who plays the harp for a living could be considered eccentric—even a Marx Brother (Harpo) dabbled with this clumsy tool and both men have made successful careers in their wordless environment, communicating with plucked strings. The harp is a lyrical instrument which was the forerunner of the ulti-



mate lyrical instrument, the piano. But unlike most harpists, the ones who play in hotel lobbies and at garden parties for the rich and famous, Andreas has "popularized" the harp—taking it to the people as though it were some massive acoustic guitar. On this latest Vollenweider project he has shed his usual playmates to run with a fresh mix of progressive and traditional musicians including David Lindley and members of the cast of Les Miz. The four-track advance CD calls the tunes for contemporary airplay: DANCING WITH THE LION, PEARLS AND TEARS, SEE MY LOVE and STILL LIFE. Andreas makes some pretty amazing music so heaven can wait.

the GAVIN REPORT

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Exceptional artistry
Personal commitment
Artist development

ROACHFORD

“Cuddly Toy (Feel For Me)”

34-68549

from the album *“ROACHFORD”*
FE-45097

GAVIN TOP 40: UP & COMING 82/31
R&R CHR: 83/36 ONE OF THE MOST ADDED!

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WPHR
KOY-FM
KZFM
KJ103

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WVSR
WQUT
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WRCK
KSAQ
KKSS

WZPL
K106
WDLX
KWNZ

DEBUTS:

95XXX D-38
KGOT D-40

Y108 D-30
95XIL D-32
KTMT D-39

K104 D-29
KAKS D-40
SLY96 D-35

KMGX D-33
KIXY D-35
OK95 D-40

KZZU D-32
KLYV D-40

MOVES:

Z97 35-24

WPFM 37-32
KTRS 40-29

WBNQ 37-27
Y97 20-16

WAZY 40-37
92QQ 32-27

WHFX 25-21



MTV Heavy Rotation!

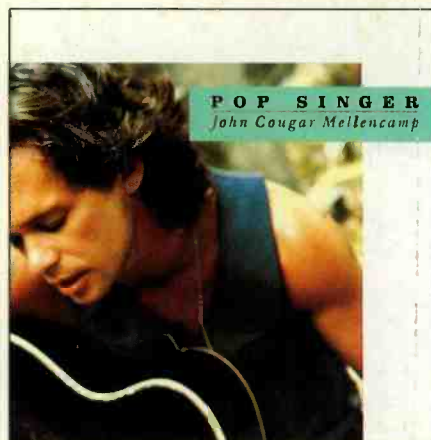


John Cougar Mellencamp

"POP SINGER"

from the
forthcoming album

BIG DADDY



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PolyGram