RADIO AS BIG BUSINESS
How It's Changed The 80's, Where It's Going In The 90's
A Special Report By Jhan Hiber

PLUS
RED HOT CHILI PEPPERS
The New Single
Written, Performed and Produced by Tom Bailey and Alannah Currie. From Their Warnes Bros. Debut Big Trash Management: Gary Kurfirst
### Gavin AT A GLANCE

**TOP 40**

**MOST ADDED**
- BAD ENGLISH: When I See You Smile (Epic)
- BOBBY BROWN: Rock Wit’Cha (MCA)
- DINO: Sunshine (4th & Broadway/Island)

**RECORD TO WATCH**
- COVER GIRLS: My Heart Skips A Beat (Capitol)

**JAZZ**

**MOST ADDED**
- RICK MARGITZA: Color (Blue Note)
- MONTE CROFT: Higher Fire (Columbia)
- JEAN LUC PONTY: Storytelling (Columbia)

**RECORD TO WATCH**
- CURRENT EVENTS: (Verve Forecast/PolyGram)

**ADULT ALTERNATIVE**

**MOST ADDED**
- JEFFERSON AIRPLANE: Summer Of Love (Epic)

**RECORD TO WATCH**
- GIANI: "I'm A Believer" (A&M)

**ALBUM**

**MOST ADDED**
- TIMBUK 3: "National Holiday" (IRS)
- JEFFERSON AIRPLANE: "Planes" (Epic)

**RECORD TO WATCH**
- TIME BETWEEN (A COMPILATION): A Tribute To The Byrds (Imaginary/Skyclad)

**COUNTRY**

**MOST ADDED**
- SHENANDOAH: Two Dozen Roses (Columbia)
- DON WILLIAMS: I've Been Loved By The Best (RCA)

**RECORD TO WATCH**
- WILD ROSE: Breaking New Ground (Universal)

**ADULT ALTERNATIVE**

**MOST ADDED**
- TIMBUK 3: "National Holiday" (IRS)
- LUCINDA WILLIAMS: Passionate Kisses (Rough Trade)

**RECORD TO WATCH**
- TIME BETWEEN (A COMPILATION): A Tribute To The Byrds (Imaginary/Skyclad)

**ALTERNATIVE**

**MOST ADDED**
- FLESH FOR LULU: "Decline And Fall" (Beggars Banquet/Capitol)
- CAMPER VAN BEETHOVEN: "Pictures Of Matchstick Men" (Virgin)

**RECORD TO WATCH**
- BIG AUDIO DYNAMITE: Megatop Phoenix (Columbia)
TELLER HEADS UP MCA AS AZOFF RESIGNS

Music industry mogul/executive Irving Azoff has resigned as Vice President of MCA Entertainment and Chairman of the corporation's Music Entertainment Group to head up his own entertainment corporation.

Al Teller, who has been with MCA slightly under a year, has assumed the position Azoff leaves.

Azoff will continue to work within the MCA structure as consultant for the company's Facilities Merchandising operations, and as representative for their Los Angeles Coliseum negotiations. It is expected that his new company will have strong ties to MCA, and be housed within the MCA offices.

Teller joined the MCA as Vice President after serving as President of CBS Records. Twenty years ago he began in the record industry as Assistant to the President at CBS Records Division and has worked with Kenny Rogers, ELO and The Grateful Dead.

In appointing Teller, company president and CEO Sid Sheinberg said, "We are extremely fortunate to have an executive of Al's unique talents to step into the role vacated by Irving Azoff. Although Al has been with MCA for a year, he has already demonstrated the drive and initiative...that will provide the impetus for our Music Entertainment Group to continue its rise to a position of preeminence. Of departing chief Azoff, Sheinberg said, "Naturally, we are very sorry to lose the services of one of the music entertainment industry's premier executives, but we are very hopeful that negotiations for us to continue to be involved with Irving in exciting new music entertainment undertakings will come to a successful and mutually beneficial conclusion."

No Replacement HOT 97'S ELLIS RESIGNS

On Tuesday, September 5, HOT 97-New York's Program Director Steve Ellis, who has been with the station since it was WAPP, announced his resignation. "Steve felt he wanted to go someplace where it was going to be his own deal," said Operations Manager Joel Salkowitz.

There are a lot of people involved in programming here and he wanted to go someplace where it was going to be in his hands.

Hot 97 General Manager Stuart Layne concurred, saying, "Joel never relinquished full responsibility for programming to Steve, so Steve never had a chance to showcase his talents, and felt that the only way he could do that would be to find a programming position elsewhere."

Both Layne and Salkowitz said that Ellis' position will not be filled. "Joel put the station on the air," Layne said, citing Salkowitz's involvement since Emmis took over Hot 97. "He has been involved since the beginning and knows what has to be done...so we don't miss a beat."

TABLE OF CONTENTS

FORMATS

<table>
<thead>
<tr>
<th>Number</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>8</td>
<td>TOP 40</td>
</tr>
<tr>
<td>21</td>
<td>URBAN CONTEMPORARY</td>
</tr>
<tr>
<td>24</td>
<td>A/C</td>
</tr>
<tr>
<td>32</td>
<td>COUNTRY</td>
</tr>
<tr>
<td>36</td>
<td>JAZZ</td>
</tr>
<tr>
<td>37</td>
<td>ADULT ALTERNATIVE</td>
</tr>
<tr>
<td>40</td>
<td>ALBUM</td>
</tr>
<tr>
<td>42</td>
<td>ALTERNATIVE</td>
</tr>
</tbody>
</table>

COVER STORY

THE BUSINESS OF RADIO

FEATURES

<table>
<thead>
<tr>
<th>Number</th>
<th>Feature</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>P.D. NOTEBOOK by Eric Nörlberg</td>
</tr>
<tr>
<td>16</td>
<td>MOONLIGHTING by Moon Mullins</td>
</tr>
<tr>
<td>16</td>
<td>HEAR &amp; THERE by Sheicio Rene</td>
</tr>
<tr>
<td>17</td>
<td>CLASSIFIEDS by Natalie Cusenza</td>
</tr>
<tr>
<td>30</td>
<td>A/C FEATURE</td>
</tr>
<tr>
<td>48</td>
<td>ALTERNATIVE PROFILE</td>
</tr>
<tr>
<td>54</td>
<td>BIOFEEDBACK by Ron Fell</td>
</tr>
</tbody>
</table>
YOUNG MC
"BUST A MOVE"

GAVIN TOP 40
UP & COMING 54/7
R&R CHR 70 STATIONS

ADDS
HOT97
95XXX
WQID
B93
KJ103
KQKQ
WRQN

MOVES
X100 5-3
KMEL 1-1
FM102 5-3
Q106 7-6
KYNO 6-4
KDON 3-2
KIKI 1-1
KIIS/FM 11-7
KWSS 8-7
KZZP 10-9
KITY 16-13
KTFM 18-15
PWR99 21-18
KUBE 21-19

ALREADY CERTIFIED GOLD
ALBUM OUT NOW STONE COLD RHYMIN'
Reunited
SISCO, RICH REJOIN FORCES

You can go back.
Rob Sisco, who began his broadcasting career working as Bobby Rich's right hand at KFMB/B100 San Diego, "when I was just a lad," will join his friend and former boss at KMCI (1-107.7) and KIXI in Seattle.

Since 1981 Sisco has been Vice President and General Manager of IS INC, the company that produces the Westwood One-syndicated Countdown USA with Dave Sholin.

"I think it's fair to say that IS INC is on a very good track," said Sisco. "My partner, Jo Interrante, is more than able to run this company." "I've been nosing around about a new challenge inside a radio station for several months," he continued, "and when Bobby came to me with the idea of going back to work with him it seemed very natural. It fit perfectly."

"I'm enthused and relieved to have the most qualified individual for this job, and have it turn out to be somebody whose reputation is as if I've known my whole life," said I-107.7/KIXI VP/GM Rich, who took hold of the station a month ago. "I think that individually, over the years, we've been very strong and collectively, we are a team whose personal synergy can make sparks fly!"

Although he declined to be specific, Sisco said that his involvement with IS INC would continue on behind-the-scenes level. Changing the subject, he said, "Aren't you going to ask me about the direction of the station? KIXI is using the Transtar AM-only format, which we are going to continue with but we're going to augment it with a live morning show and some other live programming. As far as I-107.7 is concerned, it is a straight-ahead Hot A/C. Part of the magic of Bobby and me working together is that it is really our format. I don't think it's too early to say we're going to be doing pretty wonderful things in Seattle, and I think we may have some surprises in store."

Sisco is genuinely enthused about programming in Seattle, as is Rich, who grew up listening to Seattle radio.

Before his tenure at IS INC, Sisco was PD at K-101 San Francisco, PD at WPEZ, now WWSW/FM-Pittsburgh and Assistant PD at 99X-New York. His official start date is September 11.

MOTOWN, APOLLO JOIN FORCES

Motown Records President Jheryl Busby and Inner City Broadcasting Corporation Group Chairman Hal Jackson have announced the formation of Apollo Theatre Records with the intention of pooling the resources of both legendary institutions. Oliver Sutton will be the President and Jackson Chairman of the new label.

Label principals have enlisted a number of industry luminaries to help develop the label's incoming talent. Filmmaker Spike Lee, artists Heavy D, Eddie F. and Kool Moe Dee, among others, will lend their knowledge and expertise to the building of Apollo Theatre Records.

"The Apollo Theatre has played an integral role in the history of Motown Records," said Busby. "It's especially appropriate that as Motown prepares to celebrate its thirtieth anniversary, we begin to work with a label that bears the Apollo Theatre name...."

Many great artists have performed on the stage of the Apollo Theatre. The voices of Gladys Knight, Marvin Gaye, Ella Fitzgerald and, yes, even Buddy Holly filled the room with song. The first artist signed to the Apollo Theatre Records is 18-year-old Queens, New York singer Milira Jones.

BRAIKER, SKLAR DEBUT SATELLITE PROGRAMMING

Celebrated programmer Rick Sklar and former Olympia Broadcasting principal and current head of Braiker Radio Services, Ivan Braiker have teamed to begin satellite feeding programming across the country.

Four formats, A/C, Goldies, Country and "Mega" are now being beamed to over 75 stations nationwide. The "Mega" programming offers what Braiker Radio Services calls "the greatest variety and wide spectrum of music ever introduced in the country."

A&M To PolyGram?

Late last week both the Hollywood Reporter and the Wall St. Journal published articles saying that PolyGram would be purchasing A&M Records.

Sources at both labels said that no such deal was in the offing. An insider at A&M said the story was leaked to the Reporter by a random third party, and once the paper ran it the staff at A&M began hearing about it.

Rumors have been circulating that A&M is indeed for sale. Gavin has learned that A&M may be planning to switch distribution from BMG to PolyGram.

ROTATIONS

Congrats to Elektra's Michelle Meisner who's been upped to Regional Director, West Coast Album Radio Promotion/Marketing from Local Promotion/Marketing Manager, San Francisco. She'll continue to work out of Baghdad-by-the-Bay.

Yasner Stays Top 40

Dena Yasner, a self-confessed Top 40 lover, has given her resignation at KCMO (formerly KCPW)-Kansas City and will take up the MD reins at KOY/FM in Phoenix.

Yasner admitted that when KCMO changed format last month, she decided to move on. "I decided to leave because the format here changed to oldies and my preference is to stay in Top 40," she said. "I'm certainly looking forward to the exciting opportunity in Phoenix at Y-95, and I'm also looking forward to working with Jay Stevens and a company with the reputation that Edens has."

"With Dena's addition, we'll be able to go to the next level," said Y-95 PD Jay Stevens. Absolutely everybody that I talked to about filling this position brought up Dena's name over and over again. With all the high recommendations she got, she's got to be great!"

With each move, Yasner has gone farther and farther west. Before taking over as MD at KCMO she was MD at 95XXX in Burlington, Vermont. She starts in Phoenix on September 11.
“Kisses on the Wind”

Gavin Top 40: 16*-15*
BB Pop Single: 17*-14*
R&R Single: 15*-13*

197 Stations • 80% Hit Factor

Q107 ADD  KATD 2-1  KMEL 6-6  WDJX 11-9
HOT97 8-5  Q106 18-15  KZZP 16-14  KITY 18-17
WBBQ 17-14  KDWB 27-24  WAVA ADD  KUBE 11-7
KSAQ 9-8  B94 9-7  CKOI 12-8  X100 14-13
KSY 26-15  KNKZ 10-16  Y100 19-17

THE CUTTING CREW
“EVERYTHING BUT MY PRIDE”

“The Way That You Love Me”

“The Cutting Crew
“EVERYTHING BUT MY PRIDE”

EVERLASTING LOVE

SANDRA

“EVERLASTING LOVE”

KKBQ 11-7  KRBE ADD  KITY 26-23  KZZB 32-27  PWR106 ADD
Allen Completes Another Harrowing Promotion

Exactly a year ago, the Gavin Report ran a story about FM102-Sacramento, CA personality Mark Allen, who despite suffering broken bones suffered when he fell from a station billboard, completed the promotion and handed Muscular Dystrophy a check for $10,000.

This year, Allen was stranded on a man-made island off the banks of Sacramento's Village Marina on August 4, and the California Air National Guard was called in to "rescue" him. Although he suffered exposure and parasitic infections in his eyes and feet, Allen stayed on the island until September 4, and then, in true form, he went straight to the Muscular Dystrophy Association Telethon, and presented Jerry's Kids with a check for over $12,000.

We're afraid of what we're going to have to write next year.

BIRTHDAYS

Compiled by Diane Rufer

Our Best Wishes and HAPPY BIRTHDAY to:

Michelle Meisner, Elektra Records 9/10
Les Garland 9/10
Michael Newman, KNJ-F-Atlanta, TX 9/10
Hollywood Harrison, 93QJD-Alexandria, LA 9/10
Tommy Overstreet 9/10
Hosh Gureli, KMEL-San Francisco, CA 9/11
Pete Miller, KKMK-Rapid City, SD 9/11
Andy Madison, WGMX-Norwalk, CT 9/11
Keith Naftaly, KMEL-San Francisco, CA 9/12
Maria Muldaur, George Jones, Barry White 9/12
Guy Brouillard, CKOI-FM-Montreal 9/13
Peter Cetera, Bill Monroe 9/13
Matt Fisher, WV KR-Poughkeepsie, NY 9/14
Kim Amidon, KOST-Los Angeles, CA 9/15
Roy Acuff 9/15
Jim Prince, KELY-AM-Ely, NV 9/16
Richard Marx, B.B. King, Sonny Lemire (Exiting) 9/16

BIRTHS

...CONGRATULATIONS to BERNADETTE and CHUCK STEPHANSKI on the birth of their first child, son, CHARLES JULIAN. Born August 31st, weighing 9 lbs. 3 oz.

...CONGRATULATIONS to ROB THOMAS, Air Talent of K100-Chico, CA and his wife, MARIE, on the birth of their first child, BETH MARIE. Born August 28th, weighing 7 lbs., 6 oz.

...Our CONGRATULATIONS to STEVE JENKINS, V.P. Director of Affiliate Relations, and his wife, LESLIE, on the birth of their daughter, MATHILDE BETH. Born on dad's birthday, August 23rd, weighing 7 lbs. 12 oz.

WEDDINGS

Our Wedding Bells rang on September 9th for DAVE DICKINSON, Music Director of WMIR-Lake Geneva, WI, and his fiancee, AMY FELL.

...Wedding Bells rang on August 19th for BILL MITCHELL, AM Air Talent for WIFC/FM-Wassau, WI, and his fiancee, CRYSTAL LAKE.

M. DUNG BOUNCES BACK TO KFOG MORNINGS

KFOG-San Francisco MD and afternoon drive personality M. Dung has replaced comic/deejay Marty Cohen in the station's morning slot. It is a repeat performance for Dung, who was KFOG's morning man from 1984 to 1987.

Dung is the third "new" morning voice on San Francisco radio in a month. Cohen, whose comedic style never caught on, and generated dismal ratings, Don Bleu, formerly of X-100 and Alex Bennett, formerly of LIVE 105 all have released from their morning slots within a four week period.

"It sounds like it's rehearsed, but I really mean this and it's all very true," said KFOG PD Pat Evans. "It (the decision) was based on overwhelming evidence from listeners' faxes, letters, phone calls—and also Bay Area Market Research. M. Dung is without question the Bay Area's star radio personality."

Taking over Dung's afternoon drive position is Trish Robbins, who moves over from middays. The station's Production Director Dave Morey has given up that position to take over the midday slot full-time. Cohen's on-air sidekicks Mike Shumann and John Rivers will stick with Dung. Also joining the cast twice-weekly during football season is former 49ers' play-by-play announcer Lon Simmons.

EMMIS SHOPS X-100, WJIB

As expected, in the wake of their venture into baseball, Emmis Broadcasting is putting stations KXXX (X-100) in San Francisco and WJIB in Boston up for sale.

"At this point we have had some inquiries, and they're indeed up for sale," said Tom Gowan from Emmis' corporate headquarters. "We're exploring possibilities."

Both Jacor and Nationwide have been mentioned as potential buyers. Nationwide owns KWSS, which is in the San Jose metroarea, and they would have to sell that outlet if they did indeed purchase X-100.

HOW WIDE CAN YOU SMILE? EMI hitmaker Richard Marx takes time to get close to IS INC's Marla Hellbrunn (l) and Jo Interrante (r). Marx will be featured on an upcoming IS INC-produced Countdown USA.
DINO SUNSHINE

FROM THE ALBUM '24/7'

WRITTEN, PRODUCED & ARRANGED
by DINO

AVAILABLE ON 4TH & BROADWAY
COMPACT DISC, CASSETTE & RECORDS

GAVIN TOP 40:
THIS WEEK’S TOP TIP
A GAVIN MOST ADDED
103/44

PRO/FM ADD
KKBQ ADD
KRBE A-35
KTFM 28-25
B96 A-30
WKBQ 26-24
KKLQ 27-25
KWSS D-29
FM102 ADD
HOT97 31-29
KITY D-31
HOT97.7 D-31
Q106 27-25

DAVE SHOLIN
PERSONAL PICK
SEPT. 1, 1989

"... I know why Annette M. Lai would have written it up in this space had it arrived in time for review. Suffice to say we both - like - let’s make that love it."

NOW ON TOUR
WITH NEW KIDS
ON THE BLOCK.
**MOST ADDED**

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<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
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<td>BAD ENGLISH</td>
<td>(69)</td>
<td>Epic</td>
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<tr>
<td>BOBBY BROWN</td>
<td>(49)</td>
<td>(MCA)</td>
</tr>
<tr>
<td>DINO</td>
<td>(44)</td>
<td>(4th &amp; Broadway/Island)</td>
</tr>
<tr>
<td>MARTIKA</td>
<td>(39)</td>
<td>(Columbia)</td>
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<tr>
<td>TEARS FOR FEARS</td>
<td>(37)</td>
<td>(Fontana/PolyGram)</td>
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**CERTIFIED**

- MOTLEY CRUE - Dr. Feelgood (Elektra)
- BOBBY BROWN - Rock Wit Cha (MCA)

**TOP TIP**

- DINO - Sunshine (4th & Broadway/Island)

Following a hot summer, Dino is well on his way to a warm autumn.

**RECORD TO WATCH**

- COVER GIRLS - My Heart Skips A Beat (Capitol)

This trio’s latest uptempo dance number is makin’ some moves, scoring a 10% Hit Factor.

**TOP 40**

<table>
<thead>
<tr>
<th>Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>WARRANT</td>
<td>Heaven</td>
<td>(Columbia)</td>
</tr>
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<td>2</td>
<td>GLORIA ESTEFAN</td>
<td>Don't Wanna Lose You</td>
<td>(Epic)</td>
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<tr>
<td>3</td>
<td>CHER</td>
<td>If I Could Turn Back Time</td>
<td>(Geffen)</td>
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<tr>
<td>4</td>
<td>MILLI VANILLI</td>
<td>Girl I'm Gonna Miss You</td>
<td>(Arista)</td>
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<td>5</td>
<td>NEW KIDS ON THE BLOCK</td>
<td>Hangin' Tough</td>
<td>(Columbia)</td>
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<td>6</td>
<td>MADONNA</td>
<td>Cherish</td>
<td>(Sire/Warner Bros.)</td>
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<td>7</td>
<td>SURFACE</td>
<td>Shower Me With Your Love</td>
<td>(Columbia)</td>
</tr>
<tr>
<td>8</td>
<td>SKID ROW</td>
<td>18 And Life</td>
<td>(Atlantic)</td>
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<td>9</td>
<td>RICHARD MARX</td>
<td>Right Here Waiting</td>
<td>(EMI)</td>
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<td>10</td>
<td>PAULA ABDUL</td>
<td>Cold Hearted</td>
<td>(Virgin)</td>
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<td>11</td>
<td>BEE GEES</td>
<td>One</td>
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<tr>
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<td>Angel Eyes</td>
<td>(Arista)</td>
</tr>
<tr>
<td>13</td>
<td>FINE YOUNG CANNIBALS</td>
<td>Don't Look Back</td>
<td>(IRS/MCA)</td>
</tr>
<tr>
<td>14</td>
<td>STARSHIP</td>
<td>It's Not Enough</td>
<td>(RCA)</td>
</tr>
<tr>
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<td>NENEH CHERRY</td>
<td>Kisses On The Wind</td>
<td>(Virgin)</td>
</tr>
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<td>Miss You Much</td>
<td>(A&amp;M)</td>
</tr>
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<td>THE CURE</td>
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<td>SOUL II SOUL</td>
<td>Keep On Movin'</td>
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<td>PRINCE</td>
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<td>ROXETTE</td>
<td>Listen To Your Heart</td>
<td>(EMI)</td>
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<td>23</td>
<td>KATRINA &amp; THE WAVES</td>
<td>That's The Way</td>
<td>(SBK)</td>
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<td>24</td>
<td>TOM PETTY</td>
<td>Running Down A Dream</td>
<td>(MCA)</td>
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<td>25</td>
<td>MICHAEL BOLTON</td>
<td>Soul Provider</td>
<td>(Columbia)</td>
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<td>MICHAEL MORALES</td>
<td>What I Like About You</td>
<td>(Wing/PolyGram)</td>
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<td>PRINCE</td>
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<td>(Warner Bros.)</td>
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<td>TEARS FOR FEARS</td>
<td>Sowing The Seeds Of Love</td>
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<td>BABYFACE</td>
<td>It's No Crime</td>
<td>(Solar/Epic)</td>
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<td>GRAYSON HUGH</td>
<td>Talk It Over</td>
<td>(RCA)</td>
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<td>31</td>
<td>AEROSMITH</td>
<td>Love In An Elevator</td>
<td>(Geffen)</td>
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<td>32</td>
<td>DON HENLEY</td>
<td>The End Of The Innocence</td>
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<td>33</td>
<td>SEDUCTION</td>
<td>(You're My One And Only)</td>
<td>(Vendetta/A&amp;M)</td>
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<td>34</td>
<td>POCO</td>
<td>Call It Love</td>
<td>(RCA)</td>
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<td>MOTLEY CRUE</td>
<td>Dr. Feelgood</td>
<td>(Elektra)</td>
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<td>36</td>
<td>BOBBY BROWN</td>
<td>Rock Wit Cha</td>
<td>(MCA)</td>
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<tr>
<td>37</td>
<td>TINA TURNER</td>
<td>The Best</td>
<td>(Capitol)</td>
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<tr>
<td>38</td>
<td>ELTON JOHN</td>
<td>Healing Hands</td>
<td>(MCA)</td>
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<tr>
<td>39</td>
<td>KARYN WHITE</td>
<td>Secret Rendezvous</td>
<td>(Warner Bros.)</td>
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<tr>
<td>40</td>
<td>BOBBY BROWN</td>
<td>On Our Own</td>
<td>(MCA)</td>
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**CHARTBOUND**

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<th>Artist</th>
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The First Single and Video from the new album

**SLAM**

CD Pro setting *Fire* to your desk NOW!
Produced by Nile Rodgers & Dan Reed
Management: Q Prime Inc.

From the concrete to the clouds everyone's slammin' to DAN REED NETWORK
# UP & COMING

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Dropped: #31-Bad English (Forget), #32-Jody Watley featuring Eric B. & Rakim, #34-Great White, #40-Eddie Murphy, Adrian Belew, Indigo Girls, Pixies, 1927, Paul Shaffer, Blue Murder, The Call, George Harrison.
EDGAR WINTER

CRY OUT

GAVIN:
UP and COMING!
25 adds

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<td>- I Don't Want A Lover (Mercury/PolyGram)</td>
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<td>- Don't Shut Me Out (Chrysalis)</td>
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<td>- We Could Be Together (Atlantic)</td>
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INSIDE TOP 40  by Dave Sholin

Though I'm admittedly still one of those who wonders whether changes in the Soviet Union are anything more than cosmetic, there's no denying that the recent Moscow Music Peace Festival was something that would not have taken place a few years ago. From the moment Elvis started stirring things up in the fifties, the Communists took a hard line against the evils of that Western menace, rock 'n' roll. Now they've gone from allowing artists like Billy Joel, Santana and The Doobie Brothers to come over and play, to going full bore with Bon Jovi, Motley Crue and Skid Row filling the bill for this latest concert. Russia's black market music business has never been a secret, although the Kremlin continues to suppress forms of entertainment they find objectionable. In the new political climate, citizens are pleased with the progress so far, but are hoping it's just the beginning. Kostya Kalinkin, a twenty-three year old resident of Moscow, told a San Francisco Chronicle correspondent, "For us, it's only a dream to think of being able to listen to rock on the radio all day long. We only have several programs a day." The free wheeling, rebellious spirit rock has always promoted has slowly crept into the fabric of Soviet society. Its impact behind the Iron Curtain, however small, was impossible for the authorities to thwart entirely—and it's been radio leading the charge. Genya Bor sukovsky, a Russian stage technician started his music collection buying on the black market and taping Western broadcasts. His wife Galya quoted in the same Chronicle article recalled, "hiding underneath my sheets and turning my shortwave radio to BBC's rock programs." Something worth remembering for anyone doubting the power of the airwaves and the music that we sometimes take for granted.

Top thirty action on AEROSMITH at WSKP/FM Poughkeepsie, NY 31-24, B94 Pittsburgh 28-23, Q102 Cincinnati 31-28 and KDYX San Angelo, TX 33-24. Adds include 93Q Houston, Y94 Fargo/Moorhead, KWSS San Jose, KPXR Anchorage, WSTWWilmington, WXXQ Freeport, KQIX Grand Junction, etc.

It's been a long time since we've had one act hot enough to justify getting play on multiple tracks at the same time. Only one group around can do that right now, and it's NEW KIDS ON THE BLOCK. Over the next six weeks there'll be three songs from the Kids including: "Cover Girl," followed by the request monster, "Din't I (Blow Your Mind This Time)," from their two year old first album and a new song from an upcoming Christmas package called "This One's For The Children," which arrives two weeks after that. Steve Wall, OM at WGOR Lansing, M'lches most programmers when he says, "We just can't play enough New Kids." KRQ Tucson makes "Din't I" their highest debuter at #24 and MD Roger Scott says, "It was number one in requests the day we put it on last week and number three requests overall for the week. Non-stop phones for these guys." At EAGLE106 Philadelphia the top three phone items are in order, "Din't I," "Hangin' Tough" and "Cover Girl," while crosstown WIOQ takes "Din't I" 9-5.

It's a second straight week for JANET JACKSON as our HOT track, followed closely by THE ROLLING STONES. They'll be shadowing each other right into the top five.

HIT FACTOR climbs to 21% for SHARON BRYANT, who moves into the top twenty at WDIX Louisville taking a 22-19 leap. Also strong at WQJDBiloxi, MS21-16 and MD Pat McGowen mentions he's getting response similar to that of hits by Karyn White—"definite female appeal." New on KTRS, KS104, KYWA, KISN, WRCX, KNOE and KKYS.

Even on a short holiday week DINO captures enough new airplay to boast more than 100 total reports. Adds include KOY, 93Q, KKHJ, 93QID, WQID, KZI03, KJIK, KJCK, KDJK, KKSS, POWER 104, WNNO, POWER 106, KEZY, FM102, FM104, KMOV, WMME, WGLU, WJAT, WLVY, etc.

Airplay doubles for SOULSISTER and among the new believers are X100 San Francisco, Z104 Madison, KRNQ Des Moines, KTRS Casper, KZK Tri-Cities, Z103 Tallahassee, CKOI Montreal, KCPI Albert Lea, WJET Erie, 102QQ Saratoga Springs/Albany and WYAV Myrtle Beach.


Gene Baxter, MD at X100 San Francisco reports significant phone response to an import called, "Swing The Mood" by JIVE BUNNY AND THE MASTERMIXERS. It's a unique mix of fifties rock 'n roll classics blended to the beat of "In The Mood!" and it's currently #1 in England. Gene's logging top three calls in morning drive and says its scores top ten requests the rest of the day.
A letter from Patrick Wiseman, Music director of noncommercial KCRH/FM, Hayward, California:

"I enjoyed reading your article, 'The Rape of A/C,' in the April 28th issue of the Gavin Report. I'm a student at Chabot College in Hayward, [licensee] of 89.9 KCRH. KCRH is an A/C college station. Since I have been Music Director, I noticed some things and I would like to share them with you:

1) Early to mid 1980's New Wave music is great for oldies; groups like The Police, Wham, Joe Jackson, The Motels, Culture Club, The Fixx, Naked Eyes, and O.M.D., are great, if you want to keep a light and easy sound.

2) New Age vocals can crossover to A/C very easily. I have found that you can get good reaction from listeners from New Age crossovers. (ED. NOTE: From strongly melodic, non jazz-oriented New Age type instrumentals, too, by artists like David Lanz and Ray Lynch—even in mainstream A/C formats.)

3) Themes from television shows and movies are good for both oldies and recurrences. Right now I have L.A. Law, Beverly Hills Cop, and the theme to the 1988 Winter Games in rotation. (ED. NOTE: Patrick's letter is dated early May of this year.)

4) Groups and artists from the 1970's that have put out new stuff get good listener reaction because most of the people who make up my target audience grew up with those groups and artists.

I was fascinated by the observations of someone constructing an Adult Contemporary format for people under 25, and it is my experience that these observations are more traditional than A/C stations would believe. The listener who consciously seeks out A/C usually grew up with some form of Top 40, and is more interested in keeping up with the times than in wallowing in nostalgia, and the use of older material in A/C must be based as much on relevance as it is on familiarity.

Those who play records on A/C which are familiar but now irrelevant are programming nostalgia, and will see their audience peak and then go into a long decline. Most researchers do not test for "relevance" of older music to today's audience, but without this screen, A/C using considerable older music doesn't work very well. What you may think you are programming as an A/C station may actually be perceived by the audience as an oldies station, and stations whose primary appeal is nostalgia never last over the long haul, as the novelty of the nostalgia wears off. For adults choosing A/C, keeping the station fresh-sounding and up-to-date is almost as important as it is at the Top 40 level.

Thanks to Patrick and his thought-provoking letter. From Dave Stevens, morning man at WNDU/AM in South Bend, Indiana:

"I am moved to write again by your article in the May 19 Gavin Report, dealing with spot clusters.

"First, let me say it is a REAL SHAME when someone has to write anonymously [as the correspondent in that column did] in fear of your job because you have different ideas than management...maybe that is part of the trouble with the business, huh??

"I have never been for, and probably never will be for, the 10-in-a-row concept. First, yes, you need to attract an audience, and second, you need to have some compassion for the advertiser. Somewhere there has to be a happy medium. I personally believe the ten-in-a-row concept came about because radio stations forgot how to entertain. And to replace entertainment, we play 45 minutes of music in a row, and then cram 8-10 minutes worth of spots down the listeners' throats, not doing these poor advertisers a darn bit of good. If I were an advertiser in the middle of that spot set, I would refuse to pay for the spot, and take my business elsewhere. I just do not see how that can help the advertiser or his business; and as Herb Palmer pointed out in the same article, the advertiser does put bread and butter on your table.

"I believe as Herb does that you can space it all out over the hour, entertain, and still keep the audience, despite what some consultants would say. I feel we should quit raping the advertiser just for the chance to play ten-in-a-row!

"Another subject: Remember back when we would play a Motown song back to back with a Bobby Vinton? Basically, a pop song against an R&B song. That just does not happen anymore, except maybe with the Gold stations, and it's good to hear. Now there is CHR, A/C, Urban, Black Music, etc...do you think maybe over the years radio has segregated the music, and the way the listener has come to know it?"

I doubt if, as Dave suggests, prejudices account for this; I think it arises from the fact that for FM stations, the way the audience uses the station gives the best results if contrasts are held down, even in rock radio. Unfortunately, since the audience uses AM radio differently than FM, and has different (but not worse) expectations of AM, when AM copies FM techniques (modal music blends, no jingles or production elements, minimal DJ content, etc) AM goes down the tube and FM gains. As I've remarked before in this column, adults tend to use FM for textual background use (even rock FM)—as a low-involvement accompaniment to active mental work; AM is still turned to for high-involvement (and higher energy) accompaniment to boring work (driving, washing dishes, clipping the hedge, assembly line manufacturing), and all too often AM doesn't deliver. Yes, talk formats work better on AM than on FM, and that's the reason, but music formats— even mainstream music formats—can succeed on AM if the signal is good and this principle is observed! Talk person can not be the future of AM radio, because talk formats never draw more than 15-20% of the total radio audience, and more than half of the commercial radio stations in the United States are on AM! The good news is that, in defiance of the defeatist conventional wisdom, music can be successfully programmed on AM—even mainstream pop music—if the listeners' expectations are met. (I have repeatedly built even 25-34 audiences—in competitive FM markets in the 1980's—with active, upbeat, interesting AM A/C stations using these techniques! It can be done! And it should be done in C-Quam AM stereo.)
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THE GOOD, THE BAD AND THE UGLY

THE GOOD:

• Stations that leave room on their bumper and/or window stickers for a station image message or a hot artist’s name. KPLX in Dallas, has had a variety of these stickers, some reading “Don’t Mess With Texas” and others reading “George Strait,” “Texas Lottery” (a direct mail contest) and the like.

• Stations that give away prizes in a Winner’s Van. Not just in the most important sweeps but year round. It’s one of the most positive testing attributes a station has.

• Arbitron’s new “Fingerprint,” developed by Gary Donohue of Donohue Research and Marketing of Richmond, Virginia. The system breaks out the Arbitron diaries according to Demos AND the diary keeper’s station preferences in each Zip Code area. It’s great for finding where your listeners are.

• Stations that aren’t afraid to grab the listener’s hearts. They go for the emotional, touching the listener where they’ll never forget.

THE BAD:

• Stations that show up at their competitor’s Mass Music Tests, handing out station bumper stickers and prizes.

• Smart programmers who volunteer to have concert tickets printed for a show their competitor is presenting. Or have an envelope for the tickets printed. Guess what appears on the tickets?

• Slick programmers who go out of town to record listener endorsements for their stations. Yes, they ask the out of towners what they like about their favorite station, then lift the comments they choose to be edited into promos for their own station.

THE UGLY:

• A talent who, when referring to working listeners and their bosses, always refer to them as “he.”

• Disc Jockeys that front sell a song that has the title in the opening phrase.

• Disc Jockeys that assume everyone works 9:00AM to 5:00PM.

• Women targeted stations that do promotions with convenience food stores. MEN shop at convenience food stores, WOMEN shop at major grocery stores.

• Stations that schedule a promo about all the music they play BEFORE a stop set.

• Continuous music stations that announce “that wraps up the sweep,” giving the listeners their cue to tune away.

• Disc Jockeys that answer studio phones live, thereby airing hang-ups, dial tones, speaker feedback and boring callers.

Paul McCartney sold out the opening date of his first world tour in thirteen years within 20 minutes. Two more Los Angeles dates were added and they went clean in 20 minutes too. McCartney & Co. will appear in a total of five North American cities before Christmas, with the balance of the shows scheduled for 1990. His hand-picked band include ex-AWB Hamish Stuart on guitar, bass and vocals; Linda McCartney, keyboards and vocals; ex-AWB and Pretender Robbie McIntosh on lead guitar and vocals plus drummer Chris Whitten and Wix, one of Britain’s top session keyboard players. Capitol-EMI Records has just released worldwide “This One,” the second single culled from the Flowers In The Dirt LP. McCartney has invited the international environmental organization, Friends Of The Earth, to use the tour as a platform to gain a wider recognition of the perils facing our planet. At every concert the ticket buyer will receive a free 100 page color souvenir brochure edited by British writer Paul du Noyer. It will feature interviews with Paul and his musicians, plus background information on the tour.

Bits & Pieces: Paul Shaffer has been nominated for an Emmy in the “Outstanding Musical Direction and Achievement” category for his work as band leader on “Late Night with David Letterman.” Shaffer and his band will perform for the Fox Network’s broadcast of the award show on September 17. Epic Records will release a collection of Lillie Vandross’ greatest hits during the last week in September. It’s titled The Best Of Love... On September 27, Virgin recording artist Lenny Kravitz will embark on his first U.S. tour in support of his debut LP Let Love Rule. First stop: San Francisco’s DNA Club... Lou Reed broke his ankle following a sound check for his Cleveland, Ohio show forcing a cancellation of his entire New York LP tour. He will be in a cast for six weeks; however, work with John Cale for the upcoming performance of their collaborative tribute to Andy Warhol, Songs for Drella continues. The production, staged by the Brooklyn Academy of Music, will premiere in late November... Atlantic Records has signed Rush. Along with producer Rupert Hine the group is currently putting the finishing touches on their debut album, due this fall... Capitol “sinations,” The Hangmen, chose four skateboard kids from Chicago to direct their newest video for “Rotten Sunday.” The kids call themselves H Gun and the only other band they’ve directed is Ministry. Cyril Jordan—of the Flamin’ Groovies—showed up for a jammin’ encore at the bands’ recent free show at Slim’s in S.F. Opening for The Hangmen was the group calling themselves The Sextants, who are actually employees of Bill Graham Presents club affiliate, AKG... Atlantic’s Mr Big with Winger and Kings X will be heading your way before heading for Japan in October...

Columbia Records continues to set the standard in jazz reissues with its critically-hailed Jazz Masterpieces series. At the end of its third successful year, nearly two and a half million units have shipped on the first nine groups of releases. A total of 70 albums and five commercial samplers features the work of such artists as Louis Armstrong, Duke Ellington, Bessie Smith, and Billie Holiday. The tenth release contains material from Eddie Condon & His All-Stars, Roy Eldridge, Benny Goodman Sextet featuring Charlie Christian 1939-1941 and much, much more...

Brendan Croker just finished a 10 day visit of the U.S. which included a visit to the Gavin offices. His collaboration with Dire Straits’ Mark Knopfler has produced a new single for RCA, “No Money At All,” taken from Croker’s third album. Another album is almost finished, under the name Notting Hillbillies. Look for a tour with his band, The Five O’Clock Shadows sometime in October...
## CLASSIFIEDS

### JOB OPENINGS

**A/C KSNM-Merced, CA** seeks an afternoon drive personality. Only $1,100/month, but an easy job in a small station. All CD studios. T&R: Shawn, Kkiss 104.7, 1723 N Street, Merced, CA 95340, or call (209) 383-1900. [9/8]

**TOP 40 WSGB-Stroudsburg, PA** has an immediate opening for an AM drive AT. Upbeat, topical, off-the-wall personality. Kiker phones & production a must. Personal appearances, beautiful Pocono Mountains. How can you pass this up? Females & minorities encouraged. No beginners, no calls. Fed Ex T&R: RJ, 22 South 6th Street, Stroudsburg, PA 18360. [9/8]

**COUNTRY WJDN** has a rare opening for an AT. Stable company with super facility looking for team player. Strong production a must. T&R: WJDN Broadcasting, Steve Stewart, PO Box 220, St. Cloud, MN 56302. [9/8]

**KNBA-Vallejo, CA** seeks an afternoon drive personality. Experience required. T&R: KNBA-Vallejo, PO Box 52401, Wichita, KS 67214. EOE [9/1]

**OUTLAW COUNTRY KPGW-Watsonville, CA** is looking for a full & part time personality and afternoon drive personality. T&R: General Manager, Box 3936, Chico, CA 95927. [9/8]

**GROWING MIDWEST GROUP** seeking talented, versatile programmer. Excellent people & production skills. Relocate to the lakes! T&R: salaried history: GM, STAR 99FM, PO Box 1114, Alexandria, MN 56308. [9/8]

**TOP 40 WLRW seeks morning AT. Good attitude, relatability, top 40/contemporary. T&R: Matt McCann, PO Box 3369, Champagny, IL 61286-3369. [9/8]

### AVAILABLE

**ASSISTANT PD IN SEATTLE/SPokane AREA** looking for my first full programming position. Will travel anywhere to program your station into a winner. Also looking to get back on the air anywhere. Interested? Call GREG: (509) 324-2401, or 484-4157. [9/8]

**MORNINGS, AFTERNOONS, PRODUCTION DIRECTOR, or PD/MD:** Do it all! Looking for morning gig or Production Director in medium or major market. 4-1/2 years experience. MARK: (308) 381-4766. [9/8]

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

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

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

**THE SOUTH & GULF COAST IS HOME. Consider my 15 years experience. Mature delivery & major market success. STEVE: (904) 477-1054. [9/8]

**MORNINGS DOWN? Don't&Worl! Young, creative, 5 year AM AT w/PD experience. Voices plus great production. JIM KELLY: (216) 256-1637. [9/8]

**I GET RESULTS! Top 40, Urban, AOR & Oldies. Production, promotions, personality, phones & lots of "phun." Let's get to work. Call (535) 659-3162. [9/8]

**FORMER MINNEAPOLIS TOP 40 PD looking for programming challenge. I've worked for the best: KDWB, WWTC, KOYV. Presently on-air in Phoenix-KKFR. Aggressive programmer seeks fringe metro or major market challenge. Prefer Top 40, A/C or NAC. Contact: (651) 750-1895. [9/8]

**A DECADE OF SUCCESSFUL PROGRAMMING. Gavin NAC radio person of the year nominee w/16 years in radio. "Colors" PD. Prefer NAC, A/C, Jazz or Top 40 experience. From KLRS: MARK HILL: (408) 688-5604. [9/8]

### EXTROVERT, HARDWORKING BROWN GRADUATE willing to work for Spanish Radio and/or TV Broadcasting, Fully bilingual. High potential. FRANCISCO: (612) 729-8914. [9/7]

**TOP 40 AT IN TOP 30 MARKET stuck in p/t zone seeking full time position. Willing to relocate. RANDY: (916) 784-6393. [9/7]

**TWENTY YEAR MAJOR MARKET PRO looking for a GM who believes in Sales through Bluegrass format. I hope you are in the Bay Area. Let's talk... (415) 759-7016. [9/7]

**HEY GOLD STATIONS! AM driver small gold station seeks to advance to medium/large market gold. Musicologist, very knowledgeable w/gold format, to include regional hits! Team player, dedicated & hardworking. All locations considered. VIC: (715) 344-3264. [9/7]

**ARE YOU SURE YOU'RE BEING LISTENED TO? BE SURE: Interesting, motivated Top 40/AIR personality & MD/wrproduction skills & seven years experience. JOHN CATCHINGS: (415) 332-9205. [9/7]

**WXCY HAS AN IMMEDIATE OPENING for a News Director. Some experience required. Local region applicants preferred. Females & minorities encouraged. T&R: Bruce Collins, PO Box 269, Have De Grace, MD 21078, or call (301) 3197-1100. [9/7]

**EIGHTEEN YEAR VETER, NINE AS PROGRAMMER. Former WBZ/WGMD-POM, upper Midwest Top 40 or Classic Rock. Promotions & music expert. JAY BOULEY: (715) 832-9980. [9/7]

**AOR PRO with nine years experience. Willing to relocate. KEVIN: (618) 466-8001. [9/7]

**SEVEN YEAR PRO WANTING INTO THE BIG TIME. Ass't PD/MODE dates under belt, team player, morning sidekick & character. Will work any shift, ready to rock your socks off! ROCKIN'RALPH: (509) 582-5540. [9/7]

**HIGH ENERGY, STRUCTURED, TOP 40 OR HDT. A/C. Not a screamer! Southeast only. (803) 457-4566. [9/7]

**URBAN CONTEMPORARY/TOP 40 AT w/production skills. Former Y100-Orlando. BRUCE CARMONA: (212) 587-5379. [9/7]

### SERVICE REQUEST

WHYN: Country needs GoldOldies from all labels. PO Drawer E. McCollum, MS 38648. [9/8]

KQWB: We need current Top 40 music for AM station in Fargo market. Mark Nichols, RR3, PO Box 28, Moorhead, ND 55601, or call (218) 236-7950. [9/8]

CBLS: Urban needs singles, LPs & CDs from Anisa & RCA. Pete Rhodes, 1004 Marquette Avenue #202, Minneapolis, MN 55403. [9/8]

WCDS: Country needs service from all labels. Steven Jackson, 2502 Scottsville Road, Glassay, KY 42141. [9/8]
Are we in the business of banking or broadcasting? That seems to sum up a persistent question that many are asking as a result of the changes our industry has undergone in the '80s. This year alone has seen 857 stations change ownership so far. The times are a changin'.

In this article, the Gavin Report will offer perspectives on this go-go decade from several who made it happen. We've also asked our celebrity guests to look into their crystal balls and see what the future holds. It will be an exciting look into what has happened—and what owners, managers and programmers should get prepared for. Markets of all sizes will be affected.

ALL STAR LINEUP

First, let's introduce the industry leaders we've talked to while preparing this overview. As you'll see, they represent a cross sections of owners (both groups and individual stations), brokers, programmers and researchers. Their thoughts, in some cases, are provocative or controversial, but they are well worth paying attention to.

Here then are our star guests (in alphabetical order)...

• Rhody Bosley, former station executive in Baltimore and Philadelphia, now Vice President, Station Services & Marketing, Arbitron Radio, the industry's ratings leader.

• Fred Jacobs, father of the Classic Rock movement and President of his programming consultancy, Media Strategies, based in Detroit. Fred was a program director at WRIF in Detroit and at one time had research and programming responsibilities for ABC's owned and operated FM stations.

• Tom Birch, former radio program director, now President of Birch Research, the industry's second largest radio ratings and qualitative research firm. Birch operates out of Coral Springs, Florida.

by Jhan Hiber
• Dr. John Kurtz, Chairman, Department of Telecommunications, Ball State University, Muncie Indiana. Besides heading up what is probably the top telecommunications school in the country, Kurtz is also a veteran observer of the commercial side of our business—having been in ownership, for example. He currently serves on the board of the Indiana State Broadcast Association. A number of industry leaders have been tutored by Kurtz, including during his previous tenure at Southern Illinois University.

• Jerry Lee, President of WEAZ-FM, Inc., in Philadelphia. Jerry is a true pioneer, having had one of the first successful FM's in the country when he and his partner, Dave Kurtz saw their radio station take root 26 years ago. Lee also pioneered the use of TV commercials for radio, seeing the marketing opportunity to use TV to build or hold audiences. He has served on the board of the NAB, and has for the last several years chaired the NAB's Committee on Local Radio Audience Measurement (COLRAM). He is widely regarded as the father of the new diary design implemented by Arbitron last Fall.

• Herb McCord, Vice President, Radio for the Greater Media Group of East Brunswick, New Jersey. For the last decade McCord has guided Greater Media's growth into a leading group owner, with stations in many of the top markets. Prior to joining Greater Media, McCord was General Manager of the then-legendary Top 40 station, CKLW in Detroit/Windsor.

• Gary Stevens, President of Gary Stevens Company, a New York City brokerage firm. A former disc jockey who later became the head of Doubleday Broadcasting, Stevens has emerged as the industry's most successful broker of station sales and purchases. Stevens estimates that in 1988 alone he handled approximately $340 million in station transactions.

TWO KEY DEVELOPMENTS

All those interviewed agreed that two key developments have significantly—and probably permanently—changed our business this decade. Those keys are:

— Deregulation of FCC rules regarding trafficking in broadcast properties. and
— Increasing recognition from the investment community — banks especially—that radio stations have assets beyond just the value of the equipment, and that well-run stations can be very profitable investments.

Let's examine these two catalysts for the explosive '80s.

First, it may be we should thank Jimmy Carter and Ronald Reagan for the changes in our industry. They started, then vigorously pursued, the unshackling of broadcasting from regulations. The marketplace was to be the new force in determining what stations were worth, without regulatory red tape.

Especially crucial was the lifting of the trafficking rule. This regulation had formerly held that owners had to keep their properties for at least three years—unless they could prove a severe hardship case for needing to sell earlier than three years after acquisition. When this was lifted, under Reagan and his FCC chairman Mark Fowler, the rules of the game changed. As Stevens puts it, "I think after that happened, the focus of our business moved from people to a preoccupation with wheeling and dealing."

As for the increasing attention and influence now exerted by banks toward our industry, perhaps McCord put it best. "The way banks look at the radio business has changed," he said. "They began to understand cash flow, and that a license itself can be an asset—that even a property that had been performing poorly could be turned around and become a profitable entity, with good return on investment. Once they understood this, plus the loosening of FCC regulations, banks began to chase broadcast loans. It almost reminds one of how they went after loans in Latin America."

DARWINISM FOR BROADCASTERS?

With all of the experts we spoke to agreeing on the impact of the dereg/ banking frenzy double whammy, what did it do to us? And where do we go from here?

All agreed it has become a much more competitive business. Some see that as a positive step. As Jerry Lee puts it, "The increasingly competitive nature of the business is forcing broadcasters into the twentieth century. This is not a mom and pop business, as it was during the seventies. As a result, stations will need to have much sharper sales and programming staffs than before, in order to repay the loans for the higher and higher prices stations are going for these days." In other words, survival of the fittest.

If it's getting to be a battle out there, more and more stations are reaching for reinforcements. As Lee noted, "Winning stations are those who embrace outside consultants and experts in research and programming." And the ratings services see increasing demand for additional services. As Arbitron's Bosley put it, "There's a boiling pot of demand for information to give stations the programming or sales edge." Tom Birch agrees, noting, "There's a crying need for stations to develop new revenue sources. More frequent ratings reports, plus the demand for qualitativo and product usage data, are major aspects of how we're trying to serve this new radio environment."

PROGRAMMERS: "GET IT NOW"

With the advent of economic Darwinism in our field, how do people in charge of the radio product—the program directors—need to react and perform. In a
WHAT'S AHEAD FOR THE '90s?

If you're still trying to catch up with the implications of all these events in the '80s, just wait until the new decade dawns. What's on the horizon—and what might it mean to owners, general managers and program directors?

We asked our fearless crew of experts to cast their vision ahead. Here's 10 key points they made:

FEARLESS FORECASTS:

1. Prices will level off. As Stevens told us, "The price for stick value stations (those that are losing money) already has stabilized. I expect other values will settle in the early nineties. However, this doesn't mean that financial pressures will lessen. There will be still be struggles to meet the debt service responsibilities."

2. There will be a settling or condensing of shares. As Herb McCord related, "It will become the world of the four share. If everyone gets their niche, eventually all will have approximately the same shares—fewer double digit stations, fewer clear leaders." This means fragmentation will likely continue, a trend Jacobs sees as, "the continued splintering of formats that aren't already fractionalized."

3. Given the thought that all stations will be in the hunt, with relatively equal numbers, the ad community will have a tougher time buying radio. Dr. Kurtz said, "It will make it very difficult for buyers to figure out how many stations to use to effectively reach their audience. Agencies will have to buy more stations, making an already difficult media buying chore even more tricky."

4. The pressure on the buying-selling of media time will generate a need for more ratings and research information. The data from Arbitron, Birch, or whomever will have to be more timely—and more detailed (to spell out the advantages station A has over station B).

5. The programmers and advertisers will continue to focus on appealing to the Baby Boom generation. According to Jacobs, "Soon the key demos will all be 35+. Few advertisers will care about the under twenty crowd."

6. Stations that don't research and super-serve their audience will suffer. As Jerry Lee told us, "Stations that don't invest in research will be unable to delight their listeners. Those stations could very likely lose out in the game of formatic musical chairs."

7. Programmers will either become more conservative—in order to "get the numbers now" or will, in some cases, out of economic desperation, experiment with new formats. As Jacobs speculated, "I don't expect a shortage of desperate owners who will take a shot at something new—such as what happened at KTWV (The Wave) in L. A."

8. There will be an improved technique to measure radio listening. The ratings firms are both considering some electronic gadget that could passively record individual listening. Whether or not that occurs, or if some other approach comes along, you can bet that given the pressure to get sales, the question, how good is the quality of ratings? will certainly be revisited.

9. More and more, small/medium markets will see increasingly sophisticated new owners moving in. As several of our panel mused, we can look forward to shrewd potential owners looking for the best buys. They may be in smaller markets. The heat will be on when that happens.

10. Finally, the business aspect of our industry will become even more dominant than the fun portion of the industry was. As Gary Stevens saw it, "We will become even more of a business than the game this used to be. While more operators move back into the field, they will still have to pay the bills. That's not to say the creativity will or should disappear—it's just that creativity will have to exist within the new financial framework."

THE NEW REALITY

Maybe Gary's closing line in the new key. The "new financial framework" is the legacy of the '80s in our business. How we cope with that new environment in the '90s remains to be seen. It can either be a spur to new heights of professionalism and creativity—or there can be a cloud of restraint and conservatism overhead. Time will tell. But it's likely that there's no turning back from the momentum of the '80s. Hold on for the ride!
Editor: Betty Hollors
Assoc. Editor: John Martinucci

September 8, 1989/the GAVIN REPORT

2W LW TW

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

Debuts in chartbound

Reports | Adds | Heavy | Medium | Light | Hit Factor | Weeks
---------|------|-------|--------|-------|------------|------
CHUCKII BOOKER - (Don't U Know) I Love U (Atlantic)  | 47 | 10 | 5 | 28 | 19% | 3
JODY WATLEY - Everything (MCA) | 38 | 15 | 2 | 2 | 19 | 10% | 2
S.O.S. BAND - I'm Still Missing Your Love (Tabu/Epic) | 37 | 17 | – | 15 | 13% | 2
BE BE & CE CE WINANS - Celebrate New Life (Capitol) | 35 | 1 | 1 | 20 | 40% | 5

*This week alone ten stations
Love The Bass and add it. See Inside.
UP & COMING

Reports accepted Mondays at 8 A.M. through 4 P.M. Tuesdays.
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

<table>
<thead>
<tr>
<th>Reports</th>
<th>Adds</th>
<th>ARTIST TITLE LABEL</th>
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<tr>
<td>35</td>
<td>2</td>
<td>MICHAEL BOLTON - Soul Provider (Columbia)</td>
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<td>34</td>
<td>-</td>
<td>EPMD - So Wat Cha Sayin' (Fresh)</td>
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<td>34</td>
<td>7</td>
<td>WRECKS-N-EFFECT - New Jack Swing (Motown)</td>
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<td>FLAME (w/TONY TERRY) - On The Strength (Epic)</td>
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<td>THE BOYS - Happy (Motown)</td>
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<td>KARYN WHITE - Slow Down (Warner Bros.)</td>
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<td>ZAPP - Ooh Baby Baby (Reprise)</td>
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<td>SLICK RICK - Hey Young World (Def Jam/Columbia)</td>
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<td>10dB - Steppin' Out Tonight (Crush)</td>
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<td>BIG DADDY KANE - Smooth Operator (Cold Chillin'/Warner Bros.)</td>
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<td>L.L. COOL J - Big Ole Butt (Def Jam/Columbia)</td>
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<td>* HEAVY D &amp; THE BOYZ - Somebody For Me (MCA)</td>
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<td>* DE LA SOUL - Say No Go (Tommy Boy)</td>
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<td>19</td>
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<td>* HERB ALPERT - 3 O’Clock Jump (A&amp;M)</td>
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<td>19</td>
<td>16</td>
<td>* KASHIF - Personality (Arista)</td>
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DROPPED: #14-Lisa Lisa & Cult Jam, #18-Guy, #28-Isley Brothers, #32-Stephanie Mills, #33-Atlantic Starr, #37-Entouch, #40-Ten City.

Thanks and any new numbers with thanks and encouraging report for Monday are over, we are once again encouraging any reporters that are prepared with their list to call on Monday.

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Station Reporting Phone (415) 495-1990
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The GAVIN REPORT/September 8, 1989

INSIDE URBAN

The Boys are hitting the television airwaves later this year with a weekly comedy sitcom and a Saturday morning cartoon series. Shown here showing off their platinum plaques are (front row-l-r) The Boys: Bilal, Hakem, Khiry and Tahj. Standing (back row-l-r) are Motown’s President/CEO Jheryl Busby, The Boys’ father Jabari Abdul-Samad, VP of Sales Miller London, VP of Promotion Ronnie Jones, VP of Artist Development Traci Jordan, and National Publicity Director Michael Mitchell.

Lettermen. Shown here (l-r) are Mica’s manager Bruce Garfield of the Garfield Group, Mica Paris, Taylor Dayne, and Taylor’s manager Randy Hoffman of Champion Entertainment.

BARDEUX gets our Record To Watch listing based on the sheer merit that “I Love The Bass” picked up ten adds when many stations froze their lists due to the Monday holiday, creating a less-than-normal count for our three Most Added records. Bardeux’s ten adds came from WOVU/WM-Ocean View, WOWI-Norfolk, KFXZ-Maurice/Lafayette, WFKX-Jackson, WZFX-Fayetteville, WLUM-Milwaukee, WPZZ-Indianapolis, KJMI-Chicago, and crossover stations POWER106-LOS Angeles and KKSS/FM-Albuquerque. Also moving the record into light rotation according to a letter from their manager.

adding it last week are WGOK-Mobile, WJMH-Greensboro, WMGL-Charleston, WBLZ-Cincinnati, KDKO-Denver, KDON/WM-Salinas/Monterey, KYNO-Fresno, and into medium rotation, KSOL/FM-San Francisco. Tony Lype, WZFX-Fayetteville mentions it this week as his favorite.

This week’s Most Added, S.O.S. Band’s “I’m Still Missing Your Love” was chosen by Tony Wright, WJZ-Albany, as his RTW. “This is a hot record and I'm glad they're back at their best.” Earl Boston, WMGL-Charleston, says “Whata comeback!” Frank Barrow, KRIZ-Seattle, says the new CH-ERLY LYNN “has one of the greatest hooks...one day listened to this song twenty times non-stop.” Last week’s Top Tip WRECKS-N-EFFECT picked up a quote from Rick Stevens, WCKX-Columbus: “A record to keep your ears on.” Kenny Diamond, V103-Atlanta, received the new MIKIHOWARD “Ain’t Nothin'” while we were taking his report and had this to say, “Although Miki is most noted for her ballads, she provides a pleasant surprise with an upbeat, bouncing tune, decorated with punchy vocals, and her versatility is now very apparent.”

Now that summer vacation and Labor Day weekend are over, we are once again encouraging any reporters that are prepared with their list to call on Monday. Tuesday is still the most difficult reporting day, so any new Monday callers in addition to the current ones would be much appreciated. Thanks and Ciao for now. Betty

PLATINUM BOYS

The Boys are hitting the television airwaves later this year with a weekly comedy sitcom and a Saturday morning cartoon series. Shown here showing off their platinum plaques are (front row-l-r) The Boys: Bilal, Hakem, Khiry and Tahj. Standing (back row-l-r) are Motown’s President/CEO Jheryl Busby, The Boys’ father Jabari Abdul-Samad, VP of Sales Miller London, VP of Promotion Ronnie Jones, VP of Artist Development Traci Jordan, and National Publicity Director Michael Mitchell.

SRO PERFORMANCE FOR MICA

Taking a break after a performance at The Bottom Line in New York, Mica Paris is shown here chatting with Taylor Dayne. Mica will be performing this week on "Late Night With David Letterman." Shown here (l-r) are Mica’s manager Bruce Garfield of the Garfield Group, Mica Paris, Taylor Dayne, and Taylor’s manager Randy Hoffman of Champion Entertainment.

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NEW RELEASES by John Martinucci

BROWNMARK - Bang Bang (Motown)
Brownmark has been hard at work since the release of his debut Motown album and now he's returned with a follow-up album Good Feeling. "Bang Bang" is the first single from this new album, and if denounces promiscuity. Brownmark's good friend PRINCE lends vocals to this funky track.

KASHIF - Personality (Arista)
After absenting himself from the charts for one year, Kashif returns with "Personality" taken from the forthcoming self-titled album — co-producer with Nick Mundy. This song reminds us of when guys are set-up on blind dates and the person playing Cupid says, "Oh you'll like her, she has a lot of personality."

ICE-T - Lethal Weapon (Sire/Warner Bros.)
Ice-T is kickin' with a new single, however it's not from the Power LP but from the soon to be released The Iceberg/Freedom Of Speech...Just Watch What You Say. Check It Out!

BIZ MARKIE - Just A Friend
(Cold Chillin'/Warner Bros.)
Biz taps in on the "He's Just a Friend" line that some ladies like to give men. It's like in "When Harry Met Sally..." with Billy Crystal & Meg Ryan, when in one of the scenes Crystal tells Ryan that women can't have men friends because sex gets in the way. Biz knows what time it is, and experiments with his vocal ability.
**ADULT CONTEMPORARY**

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<td>4</td>
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<td>BEE GEES - One (Warner Bros.)</td>
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<td>CHER - If I Could Turn Back Time (Geffen)</td>
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<td>RICHARD MARX - Right Here Waiting (EMI)</td>
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<td>MICHAEL BOLTON - Soul Provider (Columbia)</td>
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<td>CUTTING CREW - Everything But My Pride (Virgin)</td>
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<td>MADONNA - Cherish (Sire/Warner Bros.)</td>
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<td>GLORIA ESTEFAN - Don't Wanna Lose You (Epic)</td>
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<td>BEACH BOYS - Still Cruisin' (Capitol)</td>
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<td>DION - And The Night Stood Still (Arista)</td>
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<td>DONNY OSMOND - Sacred Emotion (Capitol)</td>
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<td>DON HENLEY - The End Of The Innocence (Geffen)</td>
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<td>12</td>
<td>NATALIE COLE - I Do (EMI)</td>
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<td>SURFACE - Shower Me With Your Love (Columbia)</td>
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<td>RICHARD ELLIOT - In The Name Of Love (Intima/Enigma)</td>
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<td>19</td>
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<td>JACKSON BROWNE - Anything Can Happen (Elektra)</td>
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<td>WATERFRONT - Nature Of Love (Polydor/PolyGram)</td>
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<td>RICK ASTLEY - Ain't Too Proud To Beg (RCA)</td>
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<td>25</td>
<td>VAN MORRISON - Have I Told You Lately (Mercury/PolyGram)</td>
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<td>DOOBIE BROTHERS - Need A Little Taste Of Love (Capitol)</td>
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<td>DANNY WILSON - If Everything You Said Was True (Virgin)</td>
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<td>JIMMY BUFFETT - Take Another Road (MCA)</td>
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<td>PAUL McCARTNEY - This One (Capitol)</td>
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<td>INDIGO GIRLS - Closer To Fine (Epic)</td>
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<td>JEFF HEALEY BAND - Angel Eyes (Arista)</td>
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<td>25</td>
<td>MICHAEL DAMIAN - Was It Nothing At All (Cypress/A&amp;M)</td>
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<td>ELTON JOHN - Healing Hands (MCA)</td>
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<td>DARRYL TOOKES - Lifeguard (SBK)</td>
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<td>KENNY ROGERS - (Something Inside) So Strong (Reprise)</td>
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<td>CHRIS REA - On The Beach (Geffen)</td>
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<td>CHARLIE KARP &amp; THE NAME DROPPERS - Givin' It All I Got (Grudge)</td>
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<td>JOHN COUGAR MELLENCAMP - Jackie Brown (Mercury/PolyGram)</td>
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<td>BONNIE RAITT - Nick Of Time (Capitol)</td>
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<td>BARRY MANILOW - The One That Got Away (Arista)</td>
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<td>POCO - Call It Love (RCA)</td>
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<td>EDIE BRICKELL &amp; NEW BOHEMIANS - Love Like We Do (Geffen)</td>
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<td>PHOEBE SNOW - Something Real (Elektra)</td>
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<td>STEVIE NICKS - Two Kinds Of Love (Modern/Atlantic)</td>
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<td>ROXETTE - Listen To Your Heart (EMI)</td>
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<td>SWING OUT SISTER - You On My Mind (Fontana/Mercury)</td>
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**MOST ADDED**

JEFFERSON AIRPLANE (27) (Epic)
POCO (25) (RCA)
MICHAEL DAMIAN (24) (Cypress/A&M)
ROXETTE (24) (EMI)
ELTON JOHN (23) (MCA)
SIMPLY RED (23) (Elektra)

**TOP TIP**

MILLI VANILLI
Girl I'm Gonna Miss You (Arista)

Twenty-one of its 50 A/C's are new this week.

**RECORD TO WATCH**

JEFFERSON AIRPLANE
Summer Of Love (Epic)

Yesterday once more from those who saw battle in the War of Words.

**CHARTBOUND**

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<th>ARTIST TITLE LABEL</th>
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<th>Light</th>
<th>Hit Factor</th>
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<td>MILLI VANILLI - Girl I'm Gonna Miss You (Arista)</td>
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<td>EXPOSE - When I Looked At Him (Arista)</td>
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<td>3</td>
<td>21</td>
<td>18</td>
<td>48%</td>
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</table>
The First Time You Heard "Chuck E.'s In Love," You Were Too.

Rickie Lee Jones

"Satellites"

The First Single And Track From Her New Album Flying Cowboys

The Voice So Many Fell In Love With Is Back.
INSIDE A/C by Ron Fell & Diane Rufer

Not much excitement on the chart this week as 57 stations either didn't report at all or called in to freeze their list. "Oh, it's a holiday" sang the BEE GEES twenty-two years ago. So to celebrate, the boys surround our Labor Day (before and after) with a number "one." The appropriately titled single is in HEAVY rotation at 90% of its players.

Only two records in this week's top twenty ten or more adds. VAN MORRISON's "I Told You Lately" scores 18 including KWLO, KLSS, KLOG, KBOL, KKOR and KROC while the DOOBIES get a "lil" taste at WAFI, WKIO/FM, WMGI, WMXJ, WJTW, WCEM/FM, WMIR, WFAW, KORV and KRLT.

On July 28th we tipped ya' to the new JIMMY BUFFETT single, "Take Another Road," a pleasant, easy listening alternative, and now six weeks later it's ready to go top twenty in A/C. Sixty-two percent of his players are HIT FACTOR and among his seventeen ADDs this week were CKFM, WD, KTSR, WDUZ, KFRG and KI03 and among those rotating in MAX are: WRYE, KITI, WKMX, WMT/FM and WSKY.

For the third week in a row MICHAEL DAMIAN is among the top three for MOST ADDED. This week's new include WEBE/FM, WEBC, KIXX, K103, WTCB, KGLO, WYRY and KKR.

Biggest chart debut by a country mile is ELTON JOHN'S "Healing Hands" which leap's from CHARTBOUND to 26 in one short week. Among those stations playing it more than a week, 62 of the 75 are already HIT FACTORing. It's new this week for KSTP/FM, WGO/FM, WTC/A, KVIZ, WVM/FM, KRKO, KLIT/FM, KLRR etc.

POCO's comeback, "Call It Love" debuts at number 34 and is second MOST ADDED thanks to 25 holiday-active A/C's including WKMI, WGA/F, WGO/FM, KTSR, KBOL, KWJN, KSSY, WIEB, KITL, WMRV and KWO/FM.

August 25th's RECORD TO WATCH, ROXETTE'S "Listen To Your Heart" debuts at number 39 and also is a MOST ADDED (tying with MICHAEL DAMIAN). Among the new are WTWR, WILI, KFOD, WKMI, WBCT, KBQL, WMGI, KDES, KNOX, KGY and Q92/FM.

SIMPLY RED is about to impact our chart as "You Got It" gets a MOST ADDED and CHARTBOUND this week and it tops PLUS FACTOR with a 25% increase in HIT FACTOR. Among the new who've "got it" are WBFM, WMTR, WFA/P/FM, WOKZ, KJIC, WTNY, KSG, WDIF, KFIQ, KLOG and WTRW.

RECORD TO WATCH last week, MILLI VANNILLI's "Girl I'm Gonna Miss You," showed increased stats despite the holiday. Our TOP TIP for this week picked up 21 ADDs with WKTJ, WGAZ, KNOX, KXLK, WWEB, WHIZ and K101 among them. Rotating in HEAVY are KCMJ/FM, KOJM, KTSR, KTBS, WOHS, KKB and WDND. Watch for its debut next week and a continued growth pattern.

JEFFERSON AIRPLANE'S "Summer Of Love" deserves RECORD TO WATCH status this week. Debuting in UP & COMING with WRYE, WSKY, WBC/FM, KOKO, WMGI, KJOY, KTHO, KITD, KIJC, KYMG to mention a few of the 27 ADDs. Though our Summer season is coming to an end Marty Balin's written word will refresh the feeling of now and then.

THE NYLONS
Drift Away (Windham Hill/A&M)
This group has such an innovative style of bringing hits. Originally released in 1973 by Doobie Gray, this creative rendition comes across like a religious hoot. The rhythm alone will getcha'.

STEPHEN BISHOP
Walking On Air (Atlantic)
Phil Collins produces, sings-background and keeps the beat for Bishop who re-enters the pop wars after being missing in action too long. The collective talent of P.C. & S.B. makes an unbeatable record.

RICKIE LEE JONES
Satellites (Geffen)
Something about communication between objects in geo-synchronous orbits. RJL and producer Walter Becker (Steeley Dan) create musical moonbeam magic which should play well in a broad spectrum of adult radio formats.

2WD, KTSR, WDUZ, KFRG and KI03 and among those rotating in MAX are: WRYE, KVIL, WKM, WVM/F, KIDX, WMT/FM and WSKY.

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ARE YOU HIPPO-NUF TO PLAY THESE?

JACKSON BROWNE
"Anything Can Happen"
from the WORLD IN MOTION album.
GAVIN A/C: #15 • 140 STATIONS
86% HIT FACTOR
WAF (HEAVY) CKFM (HEAVY)
WTNY (HEAVY) WKCX (HEAVY)
KSAL (HEAVY) WLIP (HEAVY)
KFQD (HEAVY) WSKY (HEAVY)
KBOL (HEAVY) WRFC (HEAVY)

SIMPLY RED
"You've Got It"
from the GOLD A NEW FLAME album.
GAVIN A/C: CHARTBOUND
AN A/C MOST ADDED (23)
WWDE WTCB WSKY WMTR
WEBE WFAS WFBG 3WM
WJTW WTWR KYJC KFMB
B100 KBLQ KCMJ KDES
KIDX KTSR WOKZ WKCX

10,000 MANIACS
"Eat For Two"
the single and video
from the GOLD BLIND MAN'S ZOO album.
KJOY KSNN KBLQ
KKBJ KOEL KOKO
KQIC KORT KTHO
WELW WYRY WJZM
WNMB WDND

You're at the potamu this ad... from Elektra Cassettes, Compact Discs and Records

©1989 Elektra Entertainment, a Division of Warner Communications Inc.
ARTIST      TITLE (LABEL)                  Reports  Adds  Heavy  Medium  Light  Hit Factor  Weeks

BEE GEES - One (Warner Bros.)            202   --    163   16    3   98%  8
CHER - If I Could Turn Back Time (Geffen) 197    2    172   19    4   96%  11
RICHARD MARX - Right Here Waiting (EMI)   182   --    129  43    10  94%  11
MICHAEL BOLTON - Soul Provider (Columbia) 177    1    134  36    6   96%  13
CUTTING CREW - Everything But My Pride (Virgin) 165    2    113  42    8   93%  10
MADONNA - Cherish (Sire/Warner Bros.)   182    9    93  60    20  84%  5
GLORIA ESTEFAN - Don't Wanna Lose You (Epic) 170   --    112  45    13  92%  11
BEACH BOYS - Still Cruisin' (Capitol)    166    9    99  46    12  87%  6
DION - And The Night Stood Still (Arista) 155    4    109  33    9   91%  10
DONNY OSMOND - Sacred Emotion (Capitol)  154    1    106  35    12  91%  14
DON HENLEY - The End Of The Innocence (Geffen) 162   --    93  45    24  85%  13
NATALIE COLE - I Do (EMI)               153    5    69  66    13  88%  8
SURFACE - Shower Me With Your Love (Columbia) 142    6    76  44    16  84%  8
RICHARD ELLIOT - In The Name Of Love (Intima/Enigma) 138    1    59  59    19  85%  7
JACKSON BROWNE - Anything Can Happen (Elektra) 140    2    48  73    17  86%  7
WATERFRONT - Nature Of Love (Polydor/PolyGram) 128    7    23  76    22  77%  7
RICK ASTLEY - Ain't Too Proud To Beg (RCA) 117    5    29  68    15  82%  7
VAN MORRISON - Have I Told You Lately (Mercury/PolyGram) 133   18    25  62    28  65%  6
DOOBIE BROTHERS - Need A Little Taste Of Love (Capitol) 123    10    26  61    26  70%  6
DANNY WILSON - If Everything You Said Was True (Virgin) 117    5    24  65    23  76%  7
JIMMY BUFFETT - Take Another Road (MCA)  127    17    22  58    30  62%  7
PAUL McCARTNEY - This One (Capitol)      118    10    10  64    34  62%  5
INDIGO GIRLS - Closer To Fine (Capitol)   89    --    39  37    13  85%  12
JEFF HEALEY BAND - Angel Eyes (Arista)   104    16    26  34    28  57%  7
MICHAEL TAMIAN - Was It Nothing At All (Cypress/A&M) 123    24    5   39    55  35%  4
ELTON JOHN - Healing Hands (MCA)          98    23    16  46    13  63%  3
DARYL TOOKES - Lifeguard (SBK)           101    9    3   53    36  55%  5
KENNY ROGERS - (Something Inside) So Strong (Reprise) 81    3    16  47    15  77%  7
CHRIS REA - On The Beach (Geffen)         84    --    28  40    16  80%  16
CHARLIE KARP & THE NAME DROPPERS - Givin' It All I Got (Grudge) 98    12    13  33    40  45%  6
JOHN COUGAR MELLENCAMP - Jackie Brown (Mercury/PolyGram) 79    --    25  41    13  83%  11
BONNIE RAITT - Nick Of Time (Capitol)     87    11    10  45    21  63%  6
BARRY MANILOW - The One That Got Away (Arista) 94    16    3   43    32  48%  4
POCO - Call It Love (RCA)                  102    25    5   35    37  39%  3
EDIE BRICKELL & NEW BOHEMIANS - Love Like We Do (Geffen) 76    2    8   46    20  71%  7
PHOEBE SNOW - Something Real (Elektra)     65    --    13  39    13  80%  13
PATTI LABELLE - If You Ask Me (MCA)       65    13    25  18    9   66%  8
STEVIE NICKS - Two Kinds Of Love (Modern/Atlantic) 81    16    6   33    26  48%  5
ROXETTE - Listen To Your Heart (EMI)      86    24    5   26    31  36%  3
SWING OUT SISTER - You On My Mind (Fontana/Mercury) 80    20    3   25    32  35%  3

PLUS FACTOR

ARTIST TITLE LABEL                  LW  TW  Increase

SIMPLY RED - You Got It (Elektra)     -    25   25%
SOUL II SOUL - Keep On Movin' (Virgin) 46    65   19%
ELTON JOHN - Healing Hands (MCA)      46    63   17%
TINA TURNER - The Best (Capitol)      19    36   17%
SWING OUT SISTER - You On My Mind (Fontana/PolyGram) 20    35   15%
POCO - Call It Love (RCA)              24    39   15%
ROXETTE - Listen To Your Heart (EMI)  22    36   14%
SURFACE - Shower Me With Your Love (Columbia) 72    84   12%
BARRY MANILOW - The One That Got Away (Arista) 36    48   12%
B.J. THOMAS - Don't Leave Love (Out There All Alone) (Reprise) 26    38   12%
BEACH BOYS - Still Cruisin' (Capitol)  77    87   10%
DARYL TOOKES - Lifeguard (SBK)        45    55   10%
Alcazar Record's first blues release

George Gritzbach, pegged as one of the finest acoustic blues players in the country, plugs in for a powerful new electric sound on Blue Bottom. (ALC 106(L/c/d))

Available on LP, cassette & compact disc.
(See story inside)

Side 1
BLUE BOTTOM
SWEET FIXATION
THE CHASE
PLEASE JUST GO
QUEEN BEE

Side 2
MONKEY MAN
ME AND YOU AGAIN MOON
LOOK OUT IN THE MORNING BLUES
FAT IN FEBRUARY
REV IT UP AND GO

INDEX

FORCAST

Electrical storm based over Cape Cod expected to sweep across the country. Temperatures hot and rising. Steamy atmospheric conditions. Full moon.

For review copies or more information, contact Rob Coates or Madelyn Farr
ALCAZAR RECORDS • P.O. Box 429 • Waterbury, VT 05676 • (802) 244-7845
When George Gritzbach set out to learn the country blues he went straight to one of the old masters, the legendary Reverend Gary Davis. Hitchhiking to New York in the early '70's, the young Blues quest takes young Gritzbach to old master's doorstep.

Gritzbach went to Davis, then in his 70's, for a first-hand introduction to the secrets of the Reverend's driving, intricate style. Gritzbach had been singing and playing the blues since leaving high school. His early influences, along with Davis, included Robert Johnson, Lightning Hopkins and other country blues guitar masters. But it was Davis, in particular, who influenced Gritzbach as he set out on his own blues quest.

With the old master's lessons firmly in his grasp, Gritzbach forged a career based both on traditional blues and his own contemporary material. His three solo albums have been critical successes, carving Gritzbach a niche in the American blues tradition.

A master of acoustic blues, Gritzbach goes electric.

Now, after 15 years touring and recording on the acoustic groove, Gritzbach plugs in on BLUE BOTTOM, with guests the Unknown Blues Band, Rory Block on harmonies and Dennis Taylor on the sax.

As alter-ego Killmanjaro, the Unknown Blues Band has appeared in the Montreaux and Kool Jazz Festivals, among others. A veteran of the "chittlin' circuit," band leader Big Joe Burrell has spent forty-five years playing his Texan tenor with B.B. King, Bobby "Blue" Bland, Count Basie, Little Richard and countless other blues, jazz, and even country musicians.

Joining Big Joe are guitarist Paul Asbell, keyboardist Chas Eller, bassist Tony Markellis, and drummer Harry Thompson. Each has a long list of credits, including recordings with such blues greats as Jr. Wells, Muddy Waters, Howlin' Wolf, and Otis Rush and tours with Esther Satterfield and David Bromberg. The UBB also toured nationally with Paul Butterfield shortly before the legendary harmonica player-singer's untimely death.

Vocalist Rory Block has gained an international reputation for her strong guitar work and her sultry, soulful renderings of blues, gospel, country and original songs.

Guests Rory Block on vocals, and Dennis Taylor, on sax, bolster recording musicianship.

Saxophonist Dennis Taylor, who performs regularly with "Buckwheat Zydeco" just having completed a world tour with Eric Clapton, is highly regarded by critics and colleagues alike for his horn mastery.

Alcazar Records is proud to release its first blues recording, BLUE BOTTOM, an album of powerful musicianship.
ALCAZAR RECORDS TO RELEASE ITS FIRST BLUES ALBUM

BLUE BOTTOM by George Gritzbach

Alcazar Records is proud to announce the release of its first blues album, BLUE BOTTOM, featuring dynamic singer/songwriter George Gritzbach, pegged as one of the notable up and coming blues artists in America.

A dancer's delight

After 15 years as a successful singer, writer and player of acoustic blues, George Gritzbach plugs in with the hot UNKNOWN BLUES BAND, sultry vocalist Rory Block and master saxophonist Dennis Taylor to produce an album of original, electrified blues. Together, Gritzbach and his guests have created a dancers' delight. Gritzbach's 10 new songs crackle, snarl, and moan to a feast of rhythms that will carry your feet from New Orleans to Chicago and beyond. It's an album that captures the raw intensity of barroom and dance-hall blues while displaying seamless craftsmanship and musicianship of the first order.

BLUE BOTTOM is Gritzbach's fourth album. His previous recordings garnered widespread critical praise, particularly "The Sweeper" which achieved cult status in Europe and at home.

Gritzbach's been cast as an exemplary descendant of old time blues, earning such superlative labels as "one of the finest acoustic blues players in America" (Boston Globe) and "exceptional songwriter" (Washington Post). His vocal versatility has been equally hailed: "exquisitely gritty and gravelly on one cut, mellow and clear on the next... excellent vocals" (Frets Magazine).

In the Unknown Blues Band, Gritzbach has met the perfect supporting ensemble that can move effortlessly from big band swing to raw Chicago blues to soulful r&b to New Orleans to contemporary jazz. Fronting the band is sax man Big Joe Burrell with a credit-packed career highlighting stints with B.B. King and Count Basie. Guitarist Paul Asbell, keyboardist Chas Eller, bassist Tony Markelli and drummer Harry Thompson Markelli have played with such blues greats as Jr. Wells, Muddy Waters, Howlin' Wolf, and Otis Rush and toured with Esther Satterfield, David Bromberg, and Paul Butterfield.

The combination of talents make BLUE BOTTOM an album of powerful and eclectic contemporary blues. For those who think all blues sound alike, the album is a listening must. Not only will they hear the fallacy of that belief, but it's likely they'll find themselves dancing.

BLUE BOTTOM is Gritzbach's first of three recordings he has agreed to record for Alcazar Records, an independent record label and national distributor.
SIDE TRACKS
Gives Inside Look At George Gritzbach

In its continuing efforts to give reviewers, d.j.'s, concert promoters, feature writers and record stores useful information about our artists and releases, ALCAZAR RECORDS is accompanying its release of BLUE BOTTOM with SIDE TRACKS: THE ALCAZAR ARTIST CASSETTE.

On it, GEORGE GRITZBACH talks about his latest album - the songs, the grooves, the good feeling - and about his experiences with one of the greats of American music, the Reverend Gary Davis.

There's a feature story, all ready for airplay; there's an interview, which you can use as is or edit to suit your needs; and there are five promos to help concert presenters and record stores get the word out about BLUE BOTTOM and George's upcoming performances.

We welcome your feedback. Please let us know if SIDE TRACKS is helpful, interesting, useful and how we might improve it.

**Slide I:**

A. Feature -- 5:00, stereo
   * In cue: Music ("Blue Bottom")
   * Songs featured: "Blue Bottom," "Monkey Man" and "The Chase"
   * Gritzbach Actualities: making original blues; learning from a legend; rhythm's the thing; R&B with a new twist; "it's a catharsis"
   * Out Cue: "...is Blue Bottom." Music fades.

B. Interview, Part I:
Excerpts from an unrehearsed interview.
These may be re-edited and arranged to meet your format and needs.
   a. First exposure to the blues; meeting the Reverend (2:53)
   b. Making original music; learning from a legend (2:58)

**Slide II:**

A. Interview, Part 2
   a. Plugging in (1:18)
   b. Making them dance; R&B with a twist (2:45)
   c. The grooves (1:31)
   d. The songs: Please Just Go; Blue Bottom; Rev It Up And Go; You & Me Again, Moon; Queen Bee; Monkey Man; Fat in February (4:07)
   e. Slide guitar: "born to do" (1:01)
   f. "It's a catharsis;" playing with the UBB (1:31)

B. Promos:
NOTE: Each promo ends with a music bed for local information: where to buy album; time, place, date, etc. of upcoming local performance.
   a. album and/or performance -- :60
   b. album and/or performance -- :30
   c. album and/or performance (with actuality) -- :30
   d. performance (Gritzbach) -- :30
   e. performance -- :30
TAKE THE BEST TRAIL!

k.d. lang
AND THE RECLINES
"Trail Of Broken Hearts"

The Breathtaking New Single
From The Album Absolute Torch And Twang

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

Management: Larry Wanagas, Bumstead Productions
Adult Contemporary radio is moments away from being diagnosed with Non-specific Anemia, a terminal disease that infected Album Radio just a few years ago. The symptoms then and now are:

1. An unhealthy reliance by programmers on music that has already proven itself—safe music—artists with name value—music from past seasons and former generations. Radio has no responsibility to challenge its listeners, but the redundancy of hearing any song, no matter how great, for a decade or more, encourages passive listening.

2. An inordinate dependence on current music that has only proven itself with active Top 40 listeners. Many records succeed in Top 40 because they fit the production ambiance established in that format and can instantly become an irritant outside of that context.

3. A frighteningly small percentage of programmers who know what an adult-appealing hit sounds like. Today’s generation of programmers have been taught not to trust his/her instinct. Instinct is now akin to capriciousness.

4. Music research which, if done at all, will indicate only a song’s familiarity—making it nearly impossible to break new music and artists in the format. The old axiom, “There’s only one thing worse than no research and that’s bad research” applies to much of the music research being done by radio. Researching old and market-familiar music is an established and crucial procedure. Yet an effective methodology for researching passive listener appreciation for unfamiliar music just doesn’t exist. Need we wonder why there is so little truly new music being played on research-safe radio?

5. A lack of concern for the next generation of music for the format. Many stations have attracted listeners in the short-term by offering its listeners the “ultimate vehicle,” a time machine, transporting them back to the future. This is nothing more than audio cryogenics.

All of the above symptoms applied to the recent demise of Album radio and are just as applicable to Adult Contemporary radio today. Among the A/C-specific situations existing today, which never applied to Album Radio include:

1. An assumption on the part of some programmers and certainly most record companies that airplay on A/C radio won’t, can’t and/or hasn’t sold records. Our severest critics will cite certain A/C chart successes which were retail disappointments. I could cite a larger volume of tracks that should have never been solicited at A/C radio in the first place and can point with pride to entire musical careers which were launched from A/C airplay.

2. Record companies treat A/C radio as an “Elephant Burial Ground” where “has been” artists are sent to ride out their contracts or retire.

3. Record companies treat A/C radio airplay as a means to an end—a route to Top 40. A/C radio is seen as a support format where records can be tested, at nominal cost, prior to serious commitment.

4. The contempt for the format is so pervasive that I can count on two fingers the number of vice presidents in the format at even the largest record companies. Whereas nearly all major labels have designated V.P.’s for Top 40, Country, Jazz, Urban, Album Radio etc. Usually a V.P. title carries with it a totally separate budget allocation, but in many companies A/C is lucky to be thrown a bone from Pop V.P. budget surpluses.

We cannot allow our format to be manipulated by the promotion process. National A/C promotion people are professional salespersons with a vested interest in their company’s product. The standard of ethics within A/C promotion is the highest possible, yet their priorities, always dictated from above, often neglect the needs of the format. Any station playlist is a sacred document with no room for concession to pressure or favoritism.

We cannot allow our format to simply be derivative of Top 40. There is nothing wrong with playing records which are mass appeal, but there should always be room on our playlists for records which separate us from our young adult and teen competitors. Adult “signature” songs provide a mature (not aging) identity for our format. The fact that A/C plays some of the same records that are also played in other formats is a testament to the universal appeal of those specific records. It’s healthy that there is some overlap, but overkill can become terminal.

At the moment, an important lesson is being taught A/C radio by what Gavin refers to as the Adult Alternative music format. I think the word Alternative is important. Many of these AA stations have established enviable market share by paying less attention to familiarity than to an aural attitude. Adult Alternative stations are narrowcasters who have quickly molded loyalty, hipness and credibility from the wane of A/C’s candle. As Top 40 continues to splinter into Dance and Rock factions, that format will become even less valid as a crutch for A/C music research. Adult Alternative’s consistency of sound—its controlled ambience, has offered listeners something A/C can’t offer as long as it remains derivative of Top 40.

There’s at least one area in which A/C radio can and does excel and that’s in the acknowledgment of thoughtful lyric. It’s also an area which needs to be exploited further. A finely crafted lyric will almost always go unappreciated in Top 40 and is seldom accommodated in Adult Alternative because the former is rhythmically and melodically driven, while the latter is an instrumentally-based format. To convert passive listening to a more active level A/C radio must listen to the words. As trite as that sounds, too much of the audition process subordinates lyric to melody. Give your adult listeners more credit!
TRUTH IS THE VOICE OF BONNIE RAiTT.

"Just when I thought I'd had enough and all my tears were shed
No promise left unspoken there were no painful words unsaid
You came along and showed me how to leave it all behind
You opened up my heart again and much to my surprise
I FOUND LOVE. LOVE IN "THE NICK OF TIME."

"NICK OF TIME"
A song for our time.

*A/C Record To Watch
*Gavin: 32*
*R&R: BREAKER 26*
*See the video happening on VH1

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

<table>
<thead>
<tr>
<th>Artist</th>
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<tbody>
<tr>
<td>Shenandoah</td>
<td>Two Dozen Roses</td>
<td>Columbia</td>
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<tr>
<td>Garth Brooks</td>
<td>If Tomorrow Never Comes</td>
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<td>Marty Stuart</td>
<td>Cry Cry Cry</td>
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</tr>
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<td>Patty Loveless</td>
<td>The Lonely Side Of Love</td>
<td>RCA</td>
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*Tie for 5th... see Inside Country*

**TOP TIP**

Shenandoah

Two Dozen Roses (Columbia)

This single has 79 stations in its second week, picking up four "dozen" more adds this week.

**RECORD TO WATCH**

Wild Rose

Breaking New Ground (Universal)

A debut act that is breaking ground across the country, with a total of 54 believers this week. New at WAOV, WAXX/FM, WFLS, KRST, WLAS, WWIT, KVDB, etc.

**CHARTBOUND**

<table>
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<tr>
<td>Emmylou Harris</td>
<td>I Still Miss Someone</td>
<td>Reprise</td>
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*Debuts in chartbound*
UP & COMING

Reports | Adds | Weeks | ARTIST | TITLE | LABEL | *Debuts in Up & Coming.
---|---|---|---|---|---|---
102 | 21 | 4 | TRAVIS TRITT | Country Club (Warner Bros.) | |
90 | 28 | 3 | LORRIE MORGAN | Out Of Your Shoes (RCA) | |
79 | 48 | 2 | SHENANDOAH | Two Dozen Roses (Columbia) | |
77 | 9 | 6 | DANIELE ALEXANDER | She’s There (Mercury) | |
72 | 8 | 8 | BILLY "CRASH" CRADDOCK | Just Another Miserable Day (Atlantic) | |
71 | 35 | 2 | DON WILLIAMS | I’ve Been Loved By The Best (RCA) | |
70 | 7 | 6 | CANYON | Hot Nights (16th Ave.) | |
62 | 3 | 5 | MARIE OSMOND | Stepin’ Stone (Capitol/Curb) | |
61 | 18 | 3 | WAYLON JENNINGS | You Put The Soul In The Song (MCA) | |
58 | 28 | 2 | VINCE GILL | Never Alone (MCA) | |
54 | 26 | 2 | WILD ROSE | Breaking New Ground (Universal) | |
53 | 3 | 3 | DAVID BALL | Gift Of Love (RCA) | |
45 | -- | 7 | JOHNNY LEE | I’m Not Over You (Curb) | |
42 | 2 | 4 | JACK QUIST | Where Does Love Go (Grudge) | |
40 | 11 | 3 | THE GATLINS | #1 Heartache Place (Universal) | |
34 | 1 | 9 | CEE CEE CHAPMAN | Twist Of Fate (Curb) | |
34 | 2 | 5 | EDDIE PRESTON | Long Time Comin’ (Platinum) | |
32 | 12 | 2 | LEE GREENWOOD | I Go Crazy (MCA) | |
30 | 20 | 1 | RANDY TRAVIS | It’s Just A Matter Of Time (Warner Bros.) | |
29 | 1 | 7 | SCOTT MCQUAIG | Honky Tonk Amnesia (Universal) | |
29 | 7 | 2 | JANIE FRICKIE | Give ‘Em My Number (Columbia) | |
28 | 23 | 1 | HOLLY DUNN | There Goes My Heart Again (Warner Bros.) | |
27 | 15 | 1 | DAWNETT FAUCETT | Money Don’t Make A Man A Lover (SOR) | |
26 | 5 | 2 | EAGLE CREEK | Anything Worth Knowing (Master) | |
26 | 14 | 1 | KENTUCKY HEADHUNTERS | Walk Softly On This Heart... (Mercury) | |
25 | 2 | 3 | DEAN DILLON | It’s Love That Makes You Sexy (Capitol) | |
20 | 2 | 1 | BUTCH BAKER | Our Little Corner (Mercury) | |


TOP REQUESTS

CLINT BLACK
THE JUDDS
ALABAMA
LIONEL CARTWRIGHT
GEORGE STRAIT

LP CUTS

The Judds - Sleepless Nights
Nitty Gritty Dirt Band - The Valley Road (Hornby)
Pink Cadillac - Card Carrying Fool (Travis)
Clint Black - Nobody’s Home
Michael Martin Murphey - Route 66
Garth Brooks - The Dance

INSIDE COUNTRY

All heck broke loose in Dallas when everybody’s favorite cowboy, George Strait, recently appeared at the Grand Opening of the Sound Warehouse. From the looks of things nobody went home disappointed.

THANKS...to our correspondents who braved the busy phone lines to report Tuesday, and extra special thanks to those of you who called us Friday before the holiday. Remember to avoid the rush, you can always call with your report on Friday.

MOST ADDED... As you can see from page 32, there was a tie for fifth place in the Most Added category. Mary Chapin Carpenter, Lorrie Morgan and Vince Gill all came in with 28 adds this week.

PROGRAMMERS ARE TALKING ABOUT... WNCQ-Watertown is getting great response to T.C. Brandon’s “You Belong To Me.”...Alan Rowe reports that Lionel Cartwright is WDVA-Danville’s #1 song for the second week in a row...Over at WCHK/FM-Canton, Travis Tritt is enjoying his 3rd week at the top of the request lines, says reliable Jim Quinton...The secret is out. Loveable Sam McQuire and KNXN treasurer Linda Marr are making wedding plans. The two will tie the knot on October 7th at the St. Louis Catholic Church in Waco, TX. Best wishes to you both!

STATION HAPPENINGS...KNYN is undergoing a studio change, and they would like their mail delivered to their P.O. Box. Please direct all correspondence to KNYN, P.O. Box 2407, Santa Fe, NM 87504-2407...Big changes in Oklahoma City. Mike Owens is leaving KXXX to take a job doing Eastern promotion for Arista Nashville. Wade Carter will take over music responsibilities. Meanwhile, Jim West, from crosstown KEBC has landed a job with Atlantic Nashville.

September 8, 1989/the GAVIN REPORT
**HIT FACTOR**

Country Research: Lisa Smith/Elma Greer

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

Total Reports This Week 205 Last Week 206

<table>
<thead>
<tr>
<th>ARTIST TITLE LABEL</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>JUDDS - Let Me Tell You About Love (Curb/RCA)</td>
<td>194</td>
<td>--</td>
<td>169</td>
<td>20</td>
<td>5</td>
<td>97%</td>
<td>12</td>
</tr>
<tr>
<td>LIONEL CARTWRIGHT - Give Me His Last Chance (MCA)</td>
<td>195</td>
<td>1</td>
<td>172</td>
<td>16</td>
<td>6</td>
<td>96%</td>
<td>15</td>
</tr>
<tr>
<td>CLINT BLACK - Killin’ Time (RCA)</td>
<td>195</td>
<td>--</td>
<td>168</td>
<td>24</td>
<td>3</td>
<td>98%</td>
<td>11</td>
</tr>
<tr>
<td>DESERT ROSE BAND - Hello Trouble (MCA/Curb)</td>
<td>200</td>
<td>1</td>
<td>145</td>
<td>51</td>
<td>3</td>
<td>98%</td>
<td>12</td>
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<tr>
<td>RICKY VAN SHELTON - Living Proof (Columbia)</td>
<td>202</td>
<td>1</td>
<td>132</td>
<td>64</td>
<td>5</td>
<td>97%</td>
<td>9</td>
</tr>
<tr>
<td>ALABAMA - High Cotton (RCA)</td>
<td>203</td>
<td>--</td>
<td>106</td>
<td>91</td>
<td>6</td>
<td>97%</td>
<td>7</td>
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<tr>
<td>BAILLIE AND THE BOYS - Wish I Had A Heart Of Stone (RCA)</td>
<td>189</td>
<td>--</td>
<td>136</td>
<td>46</td>
<td>7</td>
<td>96%</td>
<td>13</td>
</tr>
<tr>
<td>HANK WILLIAMS JR. - Finders Are Keepers (Curb/Warner Bros)</td>
<td>193</td>
<td>1</td>
<td>118</td>
<td>66</td>
<td>8</td>
<td>95%</td>
<td>12</td>
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<tr>
<td>RESTLESS HEART - Say What’s In Your Heart (RCA)</td>
<td>191</td>
<td>--</td>
<td>84</td>
<td>102</td>
<td>5</td>
<td>97%</td>
<td>9</td>
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<tr>
<td>GEORGE STRAIT - Ace In The Hole (MCA)</td>
<td>203</td>
<td>3</td>
<td>65</td>
<td>122</td>
<td>13</td>
<td>92%</td>
<td>7</td>
</tr>
<tr>
<td>BELLAMYS - You’ll Never Be Sorry (MCA/Curb)</td>
<td>185</td>
<td>3</td>
<td>59</td>
<td>114</td>
<td>9</td>
<td>93%</td>
<td>12</td>
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<tr>
<td>MERLE HAGGARD - A Better Love Next Time (Epic)</td>
<td>199</td>
<td>3</td>
<td>41</td>
<td>132</td>
<td>23</td>
<td>86%</td>
<td>9</td>
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<tr>
<td>KATHY MATTEA - Burnin’ Old Memories (Mercury/PolyGram)</td>
<td>198</td>
<td>6</td>
<td>22</td>
<td>147</td>
<td>23</td>
<td>85%</td>
<td>6</td>
</tr>
<tr>
<td>GENE WATSON - The Jukebox Played Along (Warner Bros.)</td>
<td>180</td>
<td>3</td>
<td>31</td>
<td>133</td>
<td>13</td>
<td>91%</td>
<td>11</td>
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<tr>
<td>EDDY RAVEN - Bayou Boys (Universal)</td>
<td>189</td>
<td>6</td>
<td>11</td>
<td>147</td>
<td>25</td>
<td>83%</td>
<td>6</td>
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<tr>
<td>RICKY SKAGGS - Let It Be You (Epic)</td>
<td>180</td>
<td>9</td>
<td>10</td>
<td>132</td>
<td>29</td>
<td>78%</td>
<td>8</td>
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<tr>
<td>k.d. lang - Full Moon Full Of Love (Sire/Warner Bros.)</td>
<td>160</td>
<td>5</td>
<td>23</td>
<td>116</td>
<td>16</td>
<td>86%</td>
<td>12</td>
</tr>
<tr>
<td>TANYA TUCKER - Daddy And Home (Capitol)</td>
<td>169</td>
<td>4</td>
<td>17</td>
<td>121</td>
<td>27</td>
<td>81%</td>
<td>9</td>
</tr>
<tr>
<td>OAK RIDGE BOYS - An American Family (MCA)</td>
<td>180</td>
<td>7</td>
<td>2</td>
<td>136</td>
<td>35</td>
<td>76%</td>
<td>6</td>
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<tr>
<td>DOLLY PARTON - Yellow Roses (Columbia)</td>
<td>182</td>
<td>13</td>
<td>3</td>
<td>106</td>
<td>60</td>
<td>59%</td>
<td>5</td>
</tr>
<tr>
<td>GEORGE JONES - Writing On The Wall (Epic)</td>
<td>156</td>
<td>6</td>
<td>5</td>
<td>116</td>
<td>29</td>
<td>77%</td>
<td>8</td>
</tr>
<tr>
<td>PAUL OVERSTREET - All The Fun (RCA)</td>
<td>174</td>
<td>17</td>
<td>5</td>
<td>95</td>
<td>57</td>
<td>57%</td>
<td>5</td>
</tr>
<tr>
<td>BECKY HOBBS - Do You Feel The Same Way Too? (RCA)</td>
<td>143</td>
<td>3</td>
<td>5</td>
<td>100</td>
<td>35</td>
<td>73%</td>
<td>8</td>
</tr>
<tr>
<td>REBA MCENTIRE - Til Love Comes In (MCA)</td>
<td>166</td>
<td>24</td>
<td>3</td>
<td>59</td>
<td>80</td>
<td>37%</td>
<td>4</td>
</tr>
<tr>
<td>JANN BROWNE - You Ain’t Down Home (Curb)</td>
<td>134</td>
<td>5</td>
<td>8</td>
<td>72</td>
<td>49</td>
<td>59%</td>
<td>13</td>
</tr>
<tr>
<td>SAWYER BROWN - The Race Is On (Curb/Capitol)</td>
<td>147</td>
<td>20</td>
<td>5</td>
<td>37</td>
<td>85</td>
<td>28%</td>
<td>4</td>
</tr>
<tr>
<td>FOSTER &amp; LLOYD - Suzette (RCA)</td>
<td>124</td>
<td>7</td>
<td>--</td>
<td>57</td>
<td>60</td>
<td>45%</td>
<td>6</td>
</tr>
<tr>
<td>CONWAY TWITTY - House On Old Lonesome Road (MCA)</td>
<td>130</td>
<td>16</td>
<td>--</td>
<td>43</td>
<td>71</td>
<td>33%</td>
<td>5</td>
</tr>
<tr>
<td>MARY CHAPIN CARPENTER - Never Had It So Good (Columbia)</td>
<td>137</td>
<td>28</td>
<td>1</td>
<td>34</td>
<td>74</td>
<td>25%</td>
<td>3</td>
</tr>
<tr>
<td>KENNY ROGERS - The Vows Go Unbroken(Always True To You) (Reprise)</td>
<td>129</td>
<td>23</td>
<td>1</td>
<td>39</td>
<td>66</td>
<td>31%</td>
<td>5</td>
</tr>
</tbody>
</table>

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**NEW RELEASES** by Lisa Smith & Cyndi Hoelzle

**RANDY TRAVIS - It's Just A Matter Of Time (Warner Bros.)**

Here's what everyone's been waiting for, the Country re-mix of Travis' contribution to the recent Rock Rhythm and Blues compilation. Randy shows off his vocal range on this song, originally a 1959 pop hit for the late Brook Benton. Theremix, which plays up the steel guitar and tones down the drums, will also be included on Randy's upcoming album, No Holdin' Back.

**RONNIE MILSAP - A Woman In Love (RCA)**

This popular album cut uses traditional instrumentation, but is Contemporary all the way, with a great pop chorus. It's even got some of the Hornsby-style piano fills that are so popular in Country these days.

**Dwight Yoakam - Long White Cadillac (Reprise)**

The first of two new songs from Dwight's upcoming Greatest Hits collection is a recreation of Hank Williams' last ride. Dwight picked up the song from fellow Los Angeles Dave Alvin, who previously recorded it with his band the Blasters. It features some serious guitar, and might not be appropriate for all dayparts. Dwight, in all his sweet sarcasm, has titled the album Just Lookin' For A Hit.

**The Kentucky Headhunters - Walk Softly On This Heart Of Mine (Mercury/PolyGram)**

The buzz on this band has been loud, as it is whenever someone new is expanding the boundaries of Country Music. The Headhunters have taken an old Bill Monroe song and added a heavy backbeat, electric guitars and growling vocals—and it sounds great!
### The Gavin Report

**Most Added**

1. **COLOR** - RICK MARGITZA (BLUE NOTE)
2. **HIGHER FIRE** - MONTE CROFT (COLUMBIA)
3. **STORYTELLING** - JEAN LUC PONTY (COLUMBIA)
4. **THE JAZZMOBILE ALL STARS** Feat. BILLY TAYLOR (TAYLORMADE)
5. **CARIOCA** - AZYMUTH (MILESTONE)
6. **HOME AGAIN** - THOM ROTELLA (DMP)

**Top Tip**

**RICK MARGITZA**
- **COLOR** (BLUE NOTE)

**MONTE CROFT**
- **HIGHER FIRE** (COLUMBIA)

Two exciting Jazz debuts.

**Record To Watch**

**Current Events**
(VERVE FORECAST/POLYGRAM)

Current Events puts the funk back into fusion.

Co-Editors: Keith Zimmerman/Kent Zimmerman

### Chartbound

<table>
<thead>
<tr>
<th>MONTE CROFT (COLUMBIA)</th>
<th>SAM CARDON (ARIUS)</th>
<th>LETHAL WEAPON 2 (WARNER BROS.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>THOM ROTELLA (DMP)</td>
<td>WILLIAM AURA &amp; FRIENDS (HIGHER OCTAVE)</td>
<td><em>AZYMUTH (MILESTONE)</em></td>
</tr>
<tr>
<td>MARCOS SILVA/INTERSECTION (CROSSOVER/CONCORD)</td>
<td>CURRENT EVENTS (VERVE FORECAST/POLYGRAM)</td>
<td><em>MARK WINKLER (CMG)</em></td>
</tr>
<tr>
<td>OSCAR CASTRO NEVES (JVC)</td>
<td>FULL SWING (CYPRESS/A&amp;M)</td>
<td>WOODWORKS ONE (MESA/BLUEMOON)*</td>
</tr>
<tr>
<td></td>
<td>BILL WOLFER (NOUVEAUX-KTEL)</td>
<td>AMINA CLAUDINE MYERS (NOVUS/RCA)*</td>
</tr>
</tbody>
</table>

Dropped: #38 Don Cherry, #42 Acoustic Alchemy, #45 Elements, #50 Carol Sloane.

*Debuts in chartbound*
JAZZ NEW RELEASES

SWEET AND LOVELY - JAMES MOODY (NOVUS/RCA)
When James Moody walked onstage the night of KJAZ-San Francisco's Thirtieth Anniversary/Tribute To Charlie Parker bash he was anything but moody. He clowned and joked with the other players and kept the audience loose. On his latest, that same kind of upbeat behavior surfaces on "Get The Booty," performed with his friend Dizzy Gillespie. Moody had on-the-job training with Diz in New York throughout the forties and fifties (sort of a Swing man in a Bop world), and then went on to gain popularity by crooning the now famous "I'm In The Mood For Love" on tenor sax in 1949. From then 'til now Moody has worked productively with small bands as a Bird compatriot, on alto, flute and the aforementioned tenor sax. Based on Moody's tenor moves on Sweet And Lovely, the album could be subtitled "Swingin' And Bluesy." It continues in the tradition of recent charted gems from David Newman and Hank Crawford.

IN TOUCH - AMINA CLAUDINE MYERS (NOVUS/RCA)
In 1980 Amina Claudine Myers filled "Duke's seat" at the piano when the Kool Jazz Festival performed a tribute to Ellington. ACM is a remarkable gospel singer and a potenti piano/organist whose music is stirring and vital. This album furthers her reputation as a creative experimentalist. The beauty of In Touch is its diversity. "It's All Right With Me," a jumping gospel handclapper, is followed by the hauntingly beautiful (Adult Alternative take note) synth piece entitled "Cairo." Myers' expressive piano compositions are involving and deep—never pitly or trivial. Also check out "First Sunday," In Touch's funky organ tour de force. The remaining track on side one, "Olava," is an engaging piece steeped in a tribal drum machine rhythm couple with ample helpings of piano and organ work that's supremely tasteful in its economic elegance. This latest from Myers is really an endearing portrait of an artist. We detest pigeonholed comparisons as much as anyone, but we can't help lovingly describing her as an intriguing combo of Carla Bley and Roberta Flack, with a little Booker T. Jones thrown in. This one definitely grows on you. It's something you'd expect from someone who sat in "Duke's seat." NIKI NANA - YANNI (PRIVATE MUSIC)
One thing's for sure on the first listen. Yanni is vaulting himself over anything resembling musical passivity, with inches to spare. For those who've yearned to see Adult Alternative's yatet artists power up a bit to escape any possible wallpaper connotations, Nika Nana is a shot heard around the world. Mood, texture and tonality are traded in for dynamics and a more percussive-agressive personality. On a track like "Human Condition," heavier drums, an edgier rhythm and husky support vocals represent a 180 degree departure from anything that appeared on "Chameleon Days." On most of the tracks, the themes transform into riffs, with Yanni's keyboards playing more off solos than creating themes. Still, on tracks like "First Touch" and "Quiet Man," there's a trace of the sounds radio has depended on, but by and large they're much more live wire. The opener "Nika Nana (We're One)" is a thunderous proclamation of Yanni's new ideas, complete with a nine piece choir and African-style backbeat. "Running Time" recalls Yanni's cinematic tonalities. From what we hear, Yanni is consciously trying to inject showmanship into his live gigs, and from the sounds of this latest one, he's putting it on the line.

WELCOME!!! Please welcome two more stations to the Gavin Jazz/Adult Alternative family:
WHVE (Tampa/St. Petersburg market) 11300 4th Street North, Suite 318, St. Petersburg, FL 33716 PD is Blake Lawrence, MD is Don Brookshire. Phone 813-577-7131 Reporting Adult Alternative.
KWIT, P O Box 265, Sioux City, IA 51102. MD is Doug Kizzier. Phone 712-274-6319. Reporting Jazz. Note: Jeff Turton, Jazz host at WFNX-Lynn/Boston, can be reached at a new number. Phone 617-450-3000. Then punch in 9083 to reach the smooth talkin' Turton man.

STEVE KUJALA
An Exhilarating Voice Of Beauty. Surround Yourself With . . .

"The Arms Of Love"
"Brilliant compositions, slick production, and breathless flute work, the sum of which is engaging and delightful."
THE MAC REPORT
"Kujala's own 'Fretless Flute' technique sounds similar to a violin without vibrato and is best illustrated on the track 'Together Again'." THE GAVIN REPORT

Focus Tracks:
"Together Again"
"Salsabout You!"
"Slow Night Song"
"Floute 66"
"Hope"

STEVE KUJALA the arms of love

For Immediate CD Servicing Contact
Bill Clodfelter (818) 506-0880 or Cliff Gorov (213) 390-2383
MOST ADDED

1. ELDORADO - PATRICK O'HEARN (PRIVATE MUSIC)
2. IN THE GARDEN - CONTITI (EPIC)
3. HOME AGAIN - THOM ROTTLE (DMP)
4. STRANGE CARGO - DAVID VAN TIEGHM (PRIVATE MUSIC)
5. VIEW FROM THE BRIDGE - CAROL NETHEN (NARADA/MCA)

TOP TIP

HERB ALPERT
MY ABSTRACT HEART (A&M)

RNDY CRAWFORD
LETHAL WEAPON 2 (WARNER BROS.)

RECORD TO WATCH

DAVID VAN TIEGHM
STRANGE CARGO (PRIVATE MUSIC)

Thirteen lucky stations drumming up Adult Alternative support for this conceptual percussionist-- WBBY, KNX, WAER, KUNC, KWGS, KOAI, WWAY, KCCY, KERA, KYV, KAZU and THE BREEZE.

CHARTBOUND

THOM ROTTLE (DMP)
CAROL NETHEN (NARADA/MCA)
BOB THOMPSON (INTIMA)
MARIA MCKEE (GEFFEN)

DAVID VAN TIEGHM (PRIVATE MUSIC)
ANA CARAM (CHESKY)
WOODWORKS (MESA BLUemoon)

SHILDH (HIPPOCHROME)
BILLY CHILDS (WINDHAM HILL JAZZ)
WALLY BADAROU (ISLAND)

Dropped: #38 Larry Carlton, #44 Max Groove, #45 Azymuth (Tudo)

*Debuts in chartbound

September 8, 1989/the GAVIN REPORT
WE TOO ARE ONE - EURYTHMICS (ARISTA)

With so many albums gunning for specific formats and niches, it’s certainly a standby to hear a band like Eurythmics release a sweeping spectrum of great music. During a past Gavin interview, Dave Stewart emphasized that Annie Lennox pours her heart into each vocal performance, sometimes actually weeping after an interpretation. With the instrumentation on an innovative yet less experimental course, look for We Too Are One to reestablish the band with radio. There are many poignant messages and images here, including the solidarity of the ever-clashing duo on the title track, “We Two Are One” plus “(My My) Baby’s Gonna Cry,” “Don’t Ask Me Why,” “Revival,” the moving “Angel,” “How Long” and the forceful “You Hurt Me (and I hate you).” Interestingly enough, the song composition credits have been given to either Lennox/Stewart or Stewart/Lennox. I found myself surprised that the authorship emphasis didn’t always match one’s perceived point of view of just who wrote what. This is the best Eurythmics album I’ve heard since the historic second album, Sweet Dreams. Quite simply, a masterwork.

D.A.D (Warner Bros.)

Since the sixties Scandinavian rock has been leaking onto the American airwaves. Besides the Abba music and commodities industry, other entries have included the elder Golden Earring, Shocking Blue, Hanoi Rocks and Savage Rose, the current Stage Dolls and Shotgun Messiahs, and now D.A.D. To take D.A.D strictly at face value is to envision blonde guitarists, high cheekbones and charming foreign “vulnerability.” But to listen is another story. Their music has bite—sometimes a metal edge, sometimes a vague hardcore glint. Lyricaly, they’re bound and determined to go beyond “party hardy,” as heard on “Jihad” (a sly comment on fossil fuel and Mideastern unrest), and my favorite, “Point Of View” which contains the compromising line, “I’d like to share your point of view, as long as it’s my view, too.” Other trax include the single, “Sleeping My Day Away” plus “Rim Of Hell” and “Girl Nation.”

“IT’S A WILD WEEKEND” - NRBQ (Virgin)

If the melody sounds vaguely familiar, that’s because it was first cut as an instrumental by the Rockin’ Rebels in 1963 on the Swan label. Where or when the lyrics appeared is anyone’s guess. NRBQ have been doing their thang on a wide variety of labels for about as long—or longer—than anyone active on the charts today, including the Doobies, Poco, certainly Tom Petty and more. NRBQ is like a wild stallion. Many labels have tried to harness their talent toward mass acceptability. This one sounds like the right time and place. Remember, this ain’t a reunion! This band has been alive and kicking all this while.

“LETAL WEAPON” - ICE-T

(SIRE/WARNER BROS.)

We’re not talking about Mel Gibson or Danny Glover. Neither are we “cheering down.” Ice-T isn’t so much rapping as speaking the truth about human potential. Like so much of his work, this can be taken on many levels, whether it’s violence or intellect. All in all, this is street music, and if I had to pick one rapper that says and does it all, it would no doubt be Ice. He’s the best, bar none.

“DECLINE AND FALL” - FLESH FOR LULU

(BEGGARS BANQUET/CAPITOL)

Strap on your slam helmet. Definitely known as a band that changes style now and again, Flesh For Lulu sing an anthem to America’s restless youth. Using Iggy-type raw power, it’s the drummer that leads this one around the horn. Aggressive and college-oriented, this music is aimed precisely at the ones who will have to rescue us from such an untimely “Decline And Fall.”

“SHOUT IT OUT” - SHOTGUN MESSIAHS

(RELATIVITY)

I don’t know if I’d call it metal, I don’t know if I’d call it hard rock, but there’s one helluva guitar player on this track. The vocals are high-pitched and frantic. But check out the notes and chord-work of the guitar player. The tone is strictly deadly. Turn up at your own risk. Like D.A.D., Shotgun Messiahs are transplanted Scandinavians, ready to rock the USA.

“IF IT’S LOVE” - SQUEEZE (A&M)

A primal, gritty love song from Squeeze. The melody is practically carried by that dominant drum. Meanwhile, the lyrics weave a particular spell that keeps the tune from being a standard love song. It’s got what ole Nick Lowe used to describe as “the F-beat.” There’s a lot of pumping rhythm and progressive behavior “squeezed” into four measly minutes.

EDGE OF ALLEGIANCE - TIMBUK3 (IRS)

If Timbuktu is a place far, far away, Timbuk 3 is ever farther. As they admit on their own “B-Side Of Life,” the Macdonald seem to be enjoying a pattern of withdrawal, not only from the music biz as we know it, but from standard civilization as we know it. Their outlook is still cock-eyed, deadpan and enjoyable. Timbuk seems to view the modern world as both outsiders and participants of game show and fast-food culture, particularly on “Dirty Dirty Rice,” which satirizes the homeless living off Popeye’s Fried Chicken.

Is the character a derelict or a character? Just like in real life, you can’t always tell. Other trax, “National Holiday” and “Acid Rain.”

“SICK OF IT” - PRIMITIVES (RCA)

Last time around the Primitives topped our Alternative chart, moving well over 100,000 units as a base. On this, their next effort, the band certainly hasn’t slickened up their approach. On the contrary. They sound bold and, well, primitive.
DEBORAH HARRY
THE NEW SINGLE

'I WANT THAT MAN'
# MOST ADDED

1. "NATIONAL HOLIDAY" - TIMBUK 3 (IRS)
2. "IT'S A WILD WEEKEND" - NRBQ (VIRGIN)
3. "PLANES" - JEFFERSON AIRPLANE (EPIC)
4. "KISSING WILLIE" - JETHRO TULL (CHRYSALIS)
5. "WAITING FOR YOU" - BONHAM (WTG/CBS)
6. "DECLINE AND FALL" - FLESH FOR LULU (CAPITOL)

# TOP TIP

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<tr>
<th>ALBUM</th>
<th>ARTIST</th>
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<tr>
<td>JETHRO TULL</td>
<td>'KISSING WILLIE' (CHRYSALIS)</td>
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<tr>
<td>JEFFERSON AIRPLANE</td>
<td>'PLANES' (EPIC)</td>
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# RECORD TO WATCH

**GIANT**

"I'M A BELIEVER" (A&M)

The first Giant starred James Dean as Jet Rink. This Giant has believers in KOME, KILO, KKTX, WCIZ, KRQK, WONE, WRDN, KLQG, KLOL, WQZQ, KBPI, WDOA and more.

---

**CHARTBOUND**

- BONHAM (WTG/CBS) "WAIT"
- D.A.D (WARNER BROS) "SLEEPING"
- TIMBUK 3 (IRS) "HOLIDAY"
- MOLLY HATCHET (CAPITOL) "NEIGHBORHOOD"
- LIVING COLOUR (EPIC) "GLAMOUR"


---

**THE GAVIN REPORT**

Reports accepted Mondays at 9 AM through 4 PM Tuesdays
Station Reporting Phone (415) 495-1990
Gavin Fax (415) 495-2580
Looking in person like gypsy ruffian rock and rollers from straight off some French Quarter street corner, on record these four New Orleans dudes lay down their home-grown, earthy and laid-back sound, while around them Don Gehman's production job breathes freshness and spontaneity, bringing out their trademark spirited and stirring vocals. Sort of what Los Lobos might have sounded like had they been from Crowley, Louisiana, instead of East L.A., the Subdudes offer a similar mix of cultural roots and rock, squeezing hard on the squeeze box and delivering charismatic, passionate melodies that gleam and sparkle like the hot August sun on a shiny, flickering river current. Yes, that's a real accordion, yes there aren't any synthesizers, and yes, the band doesn't have a drummer—just one lowly tambourine taps out the entire rhythmic pulse. Look for the digital version of the 'Dudes on the current Certain Damage Volume 21, and look for their rootsy, soul-stirring debut LP on Atlantic in a couple of weeks.

—CMJ New Music Report, August 25, 1989
MOST ADDED

1. "DECLINE AND FALL" - FLESH FOR LULLU (BEGGARS BANQUET/CAPITOL)
2. PASSIONATE KISSES - LUCINDA WILLIAMS (ROUGH TRADE)
3. "PICTURES OF MATCHSTICK MEN" - CAMPER VAN BEETHOVEN (VIRGIN)
4. SUBDUDES - SUBDUDES (ATLANTIC)
5. "SELF" - FUZZBOX (GEFFEN)
6. ONE OF OUR GIRLS - A.C. MARIAS (RESTLESS/MUTE)

TOP TIP

TEARS FOR FEARS

"Sowing The Seeds Of Love" (FONATANA/POLYGRAM)

With the first single from their new album, Tears For Fears are 'sowing the seeds' of success.

RECORD TO WATCH

BYRDS

TIME BETWEEN

A Tribute To The Byrds
(Imaginary/Skyclad)

Tribute records seem to be the rage these days--this one is a tribute to Roger McGuinn et al. There are too many great versions of Byrds' classics to dismiss this record as a novelty item. Stations flyin' miles high with this one include: KABL, KCMU, KCOU, KCPR, KFJC, WRFL, WRVU, WUNH, WXRC

IMPORT/INDIE

CHRIS AND COSEY - Trust (Nettwerk)
FUGAZI - Margin Walker (Dischord)
FRONT LINE ASSEMBLY - No Limit (Wax Trax)
BUFFALO TOM - Sunflower Suit (SST)
BEVIS FROND - Foreign Laugh (Rezzless)
MEAT BEAT MANIFESTO - God O.D. (Wax Trax)
DANIEL JOHNSTON - King Kong (Homestead)
HALF JAPANESE - Ride Ride Ride (50,000,000,000,000 Watts)
WEATHERMEN - Bang! (Play It Again Sam/Wax Trax)

CHARTBOUND

CAMPER VAN BEETHOVEN - "PICTURES..." (VIRGIN)
FLESH FOR LULLU - "DECLINE..." (B. BANQUET/CAPITOL)
JAMES McMURTRY - TOO LONG... (COLUMBIA)
NANCY GRIFFITH - STORM (MCA)
B. HEWDERINE/D. SMITH - EVIDENCE (CHRYSALIS)
WEBB WILDER - HYBRID VIGOUR (ISLAND)
MICHAEL PENN - "NO MYTH" (RCA)

Dropped: #32 Boris G., #34 The Call, #36 Maria McKee, #37 The Chameleons, #19 The Smithereens, #12 Malcom McLaren, #15 Jimmie Lee, #16 Jules Henry, #17 Lee O'Sullivan, #18 Tommee Profitt

the GAVIN REPORT

September 8, 1989

Editor: Linda Ryan
"Poi dog Pondering"

"Living with the dreaming body"

Special Live Version of Fact of Life on 12" Promos.

The first track from their debut album, a Compilation of their 2 Texas Hotel eps.

* Robin's in the Metaphysical Section
She's got "Living with the dreaming body"
She's sprawled out along the carpet floor
She says my work is like eating cold oatmeal
Yestorday's oatmeal, day after day,
And she's right
Drunk on Margarita & Full of Food
She says "It's hard to be with one
When you're in love with another." *

ON Columbia Cassettes, Compact Discs and Records.

Management: Mike Stewart

Written by Mike Stewart © 1988 CBS Records

Cover: 1988 CBS Records

Rights Reserved.
BIG AUDIO DYNAMITE

"MEGATOP PHOENIX."

THE NEW ALBUM FEATURING THE TRACKS JAMES BROWN AND CONTACT.
B.A.D. GETS SUPER-BAD!

PRODUCED BY MICK JONES & BILL PRICE

WHEN YOU PLAY IT
JUMP BACK AND SAY IT!

ON COLUMBIA CASSETTES, COMPACT DISCS AND RECORDS.
NEW RELEASES

THE DOUGHOYS - HOME AGAIN (RESTLESS)
The Doughboys play with the same intensity as many of the early punk bands (Stiff Little Fingers quickly comes to mind) in the late seventies and early eighties. The music is tough and aggressive, yet there is always a melody that hooks you into singing along. I blasted this album over and over, with the volume close to 11. The entire record is excellent, but if I had to highlight some tracks they would include “No Way,” “White Sister,” “Numbered Days” and “Today.”
LINDA RYAN

THE ADULT NET - THE HONEY TANGLE (FONTANA/PHONOGRAM)
As millions prepare for yet another grueling year of school, some of us are hanging onto summer any way we can, even if it’s just with the records we play. Enter The Adult Net’s latest, The Honey Tangle. Most people will play this because Brix Smith (formerly with the Fall) is the mastermind behind this project, which is a fair enough, as long as you don’t expect this project to sound like The Fall. It’s a wonderful pop record with a sixties-girl-group vibe that always reminds me of Summer. There are a couple of cover versions that should be checked out but I prefer their originals. Favorite cuts include: “Waking Up In The Sun,” “August,” “Take Me,” and the title cut, “Honey Tangle.”
LR

MICHAEL PENN - BRAVE (RCA)
Michael Penn is such an excellent story teller that I suspect he was a bard in a past life. His songs, snatches of experiences that make-up day to day living, are sparse and could easily be described as natural—natural as in realistic true-to-life stories, and natural as in

September 8, 1989/the GAVIN REPORT
uncluttered production. And he certainly has a way with words! Songs to look out for include “No Myth,” “This And That,” “Disney’s A Snowcone/Bedlam Boys” and “Evenfall.”

A.C. MARIAS - ONE OF OUR GIRLS (HAS GONE MISSING) (MUTE/RESTLESS)

Angela Conway started out by releasing two singles under the name A.C. Marias. She then went on to produce videos for Wire, Kitchens Of Distinction, and several other notable groups. Conway emerges once again with a full-length album. Four producers of various backgrounds worked on this, including Wire’s Bruce Gilbert who’s guitar work is quite audible. The music is simple, yet the manipulation of chords makes the discordance fascinating and pleasant. “Trilby’s Couch” has a jazz/blues feel to it, “To Sleep” will do anything but put you in that state and “Give Me” has a rocker’s edge. Also check “There’s A Scents Of Rain In The Air” and the brilliant cover of Canned Heat’s “Time Was.”

ROBERT BARONE

MAHLATHINI & MAHOTELLA QUEENS - PARIS-SOWETO

This album was recorded during the '87 European tour and combines the talents of Mahlathini, the Mahotella Queens and the Makgona Tsohle Band, all of whom have been making music together since 1965. Their music is vibrant and infectious. Their sound creates an overwhelming desire to dance, as the Lion Of Soweto (as Mahlathini is known), belts out his song in his unique guttural voice. The Queens sing in accompaniment, and when performing live, dance-in-a serious yet somehow carefree manner. The group’s traditional clothing creates a feast for the eyes and their music is a masterpiece. Play any track—vital vinyl. RB

I trust you all had a nice holiday—I sure did! Of course, that makes coming back to a Tuesday even more unappealing but that’s life...You’ll quite a number of debuts on this week’s chart. The ‘back-to-school’/Christmas (Christmas?) rush has begun. Also notice the big jumps that the newer records made. Artists like B.A.D., The Fall, Exene, The Alarm and Martin Gore move up as stations make room to accommodate these and other new releases...It’s entirely possible that The Cure may move BACK UP the chart within the next two weeks. The band’s American tour is breathing new life into the album in our format, as “Love Song” continues to move up the Top Forty charts...Speaking of The Cure, everyone seems to be talking about the The Cure/Love And Rockets/Pixies show. KRCK’s Paul Krieger tells me he was ‘blown away’ by the show...#1 Most Added this week was the new single by Flesh For Lulu, “Decline And Fall.” It’s hard to believe, but it’s been two years since we last heard anything from the band, and from the excellent response to the single, I’d say they have been sorely missed. Just ask Debbie Klaman at WICB where the phones go crazy everytime “Decline” is played...I know that you are chomping at the bit, anxiously awaiting the new Sound Garden album. They have found a new bass-player—he is Jason E from Nirvana. Now what are they gonna do?...I would like all of you to ponder this one for a while. Here at Gavin, we’re already starting to plan our fabulous Gavin Seminar, which takes place in February. Since this is my first year, I’m a bit anxious. Think about what topics you would like us to discuss and explore, and over the next two weeks let me know what you think. Any and all ideas are welcome! That’s it. ‘Til next week! LR

September 8, 1989/the GAVIN REPORT
Los Angeles—the city of dreams. Home of Mann’s Chinese Theater, The Hollywood Walk Of Fame, the L.A. Lakers and the notorious Red Hot Chili Peppers. Inspired by early luminaries Gang of Four, the Red Hot Chili Peppers started in the early 80’s with the desire to conquer the world with their unique brand of “hardcore-bonecrunching-mayhem-psychedelic-sex-funk-from-heaven.” Over the decade, the Chili Peppers have gained a fanatically devoted and ever-growing body of fans. In June 1988, the band lost their friend and guitarist Hillel Slovak to a drug-related death. Drummer Jack Irons decided to leave the band shortly after. The support and encouragement from their fans had a great deal to do with remaining members Anthony Kiedis (vocals) and Flea’s (bass) decision to regroup. This summer saw the release of Mother’s Milk, the band’s fifth and perhaps best, effort to date.

**RED HOT CHILI PEPPERS**

**HOT FUNK IN THE SUMMERTIME**

By Linda Ryan

LR: I think this is the band’s best record to date—there are a few surprising touches and yet that trademark Red Hot sound is still at the heart of it all. Your new single is called “Knock Me Down.”

AK: We poured our hearts, our souls and our most uncompromised emotions into one song. It’s a song that I am very proud of—I’m happy it’s doing well.

LR: It makes a statement—at least a personal one—about not doing drugs.

AK: You know, when Hillel died, it wasn’t like “Oh wow, the band lost a guitar player.” It was more like, ‘Oh my god, my life has lost a friend. Someone that means as much to me as I mean to me is now dead.’ The band definitely went through some heavy shit. In the end we decided that we wanted to keep on rockin’ with the Red Hots because to us, that was the meaning of life. I mean, we were still alive and we had this band that we had built and were really proud of, so we regrouped.

LR: How did you find your two new members?

AK: John Frusciante is an 18 year old wizard from the Valley. He basically was a miracle for us because ever since he was 13, the Red Hots were his favorite band. A lot of our music was his foundation—it was the inspiration to even want to play music. At one point, we were playing with Blackbird McKnight (Parliament/Funkadelie), but even though he’s a startlingly amazing guitar player, he didn’t work out. It was just a matter of chemistry. He was too much of an individualist. So John, who had auditioned for Thelonius Monster in my presence, got the job. When I saw him play, I thought, “No way am I gonna let this guy play with the Monster.”

LR: So you found him at a Thelonius Monster audition and lured him away?

AK: Yea. We hired him and it turned out to be one of the greatest things we could’ve done because not only is this guy an amazing talent on guitar, but he’s so young and so fresh and funky that he brought us back to where we belonged. He really reminded me of how important the Red Hots were to some people. It was like an injection of fresh and funky blood right to the heart. And we needed that.

LR: And your new drummer?

AK: We auditioned drummers and Chad Smith was the best by far. As a drummer, he is the unstoppable human powerplant. He’s got this strength and intensity... Once again we’ve been blessed by the gods of music that we’ve found two musicians to fill the shoes of two we thought would be impossible to replace.

LR: So what then? Did the band play live to break their new members in?

AK: Well, with this new band, there was a strong desire to make a record. We went right into pre-production without playing live or anything. We decided that Michael Beinhorn was the man for the job and we set out making Mother’s Milk.

LR: He produced The Uplift Mofo Party Plan LP?

AK: Yes he did. Michael actually attained for us the greatest sounds we had to date. He got more of the live energy translated through sound in the studio than either of our other two producers (Andy Gill, ex-Gang Of Four member and currently with King Swamp, and George Clinton).
MICHAEL MONROE
Not Fakin' it
OUT THIS WEEK
Is this too alternative for Alternative radio?

TEARS FOR FEARS
The new single
"Sowing The Seeds Of Love"
ALBUM OUT SEPTEMBER 25TH!

TEXAS SOUTHSIDE
Southside
Tour begins in October.
New import single out next week.

THE ADULT NET
Waking Up In The Sun
Album out next week
Limited import out now!

PERE UBU
Cloudland
"BREATH" IS OUT NOW
"BREATH" IS THE NEW SINGLE including 3 new B-sides!

WATCH OUT FOR TWO NEW ARTISTS EAT AND DIE WARZAW IN THE NEXT 3 WEEKS
We appreciated that. During this recording, it got quite deep between the producer and the band. Michael is a very, very hard working man. He's very creative and extremely talented. But he's also—we'll let's just say that in the end he fell apart like a cheap suit. He actually stopped mixing the record before it was through. We had to turn these songs over to a mixing engineer. Fortunately, Dave Jergen (Jane's Addiction, Rolling Stones, and The Talking Heads) is a very good one. He mixed it himself because at that point, no one could really work with Michael.

LR: Over the years it seems there is more of an acceptance by radio of bands like Living Colour, Fishbone, 24-7 Spyz and The Red Hots. These bands don't sound alike, but you all seem to have the same musical point of view.

AK: I think that over the past few years, musically speaking, the doors to the minds of the American public have been slightly pried open by those and other bands, many of which have been inspired by The Red Hot Chili Peppers. Somehow some of those bands have attained more commercial success than we have. They have sort of laid the road for us to come out with this record, which is ironic in a way because we've sort of paved the way for a lot of these bands initially, and even inspired some to begin.

LR: The Red Hot Chili Peppers have one of the best, most outrageous live shows I have ever witnessed.

AK: Thank you. We have great audiences! I've just recently come to appreciate them more and more for their intensity and what they bring to the whole occasion. I think that they very much become a part of the show with their sweating, swirling cauldron of psychedelic energy. When I go see other bands, sometimes there isn't that excessive intensity from the audience that there is at our shows. I live to play live—that's obviously what my life is about. But, I recognize the importance of being able to communicate to more people on vinyl.

LR: There are some songs on this new record that have some pretty heavy messages in them. Do you think your image ever gets in the way—not only of these messages—but being able to be taken seriously as a band?

AK: I don't think we ever worry about an image. As long as we're honest about what we say and how we say it, we don't have anything to worry about. Fun is something that just comes naturally—it's not a gimmick or anything. It's just what we do when we perform. As far as the messages on the record, the reality of missing a best friend who has died, or living in a country where the natives have been shit on and still are hundreds of years later weighed heavy on my mind. The Red Hots are really about taking a positive look at all the elements of life. We like to think of ourselves as uplifting individuals who are based on happy explosions as opposed to sad impressions.

LR: The Red Hot Chili Peppers are featured on the soundtrack to the movie “Say Anything.” How did that come about?

AK: My girlfriend (Ione Skye) is in the movie and the director is a big fan of The Red Hots. He's from Seattle, the movie takes place in Seattle and we have a big stronghold in Seattle. He approached me with a specific scene in mind, which is where the boy is bailed by the girl and goes out driving in the night and it's raining and he's really sad, tormented and twisted in the inside and he's talking to himself driving through a dark, cold, lonely, rainy night, and he asked me to write music for the scene. I said I'd love to, and I had sort of a sad lonely night myself that night, so I wrote the lyrics. I showed the band the lyrics and told them what the scene was supposed to be about and they just bustled out the agonizing groove of "Taste The Pain."

LR: From a few of the songs on
TIMBUK3
The New Album
Edge Of Allegiance

Features the tracks
"National Holiday"
"Standard White Jesus"
"If It's Love"
From the "FRAIS" album (SP 5278)
Produced by Eric "E.T." Thorngren and Glenn Tilbrook
Management: Miles Copeland and John Lay for Talent Bank
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SQUEEZE. frank.

WHICH WAY TO ROCKAWAY BEACH?

THE (CASH REGISTER) BELLS ARE RINGING.
Gavin favorite Melissa Etheridge met with sales types after a concert at the Handleman Convention Center in Traverse City, Michigan recently. Shown celebrating much success are Handleman VP/Sales Jim Powers; K-Mart's Tom Hilt; Etheridge; Handleman President Frank Hennessey, and Handleman Sr. VP/Purchasing Mario DeFilippo.

ALTERNATIVE TYPES UNITE!
Virgin recording artist King Swamp stopped by the Gavin Report during their recent visit to San Francisco. Pictured l-r are Gavin's Linda Ryan, King Swamp's Steve Halliwell and Walter Wray, Gavin and KUSF's Judy Asman, Gavin's Robert Barone and King Swamp's Dave Allen.

the GAVIN REPORT/September 8, 1989
This Album out NOW!

Produced and written by Michael Hutchence and Ollie Olsen

The first single:

"Way of the World"

Mixed by Todd Terry

KJQN  KUKQ  WICB  WMDK  KROQ
KOTR  91X   KUSF  WDCR/AM  WAPS
WBRU  WHFS  WXRT  WBCN  WBER
WUNV  W DST  KRCR  KACV  WHTG
WDRE  KITS  WRVU  AND MANY MORE . . .

Manager: C. M. Murphy
Personal Rep: Martha Troup

On Atlantic Records, Cassettes and Compact Discs

© 1989 Atlantic Recording Corp. ® A Warner Communications Co.
**MICHAEL BOLTON**
Michael recorded his first album in 1975 on RCA as Michael Bolotin (his real name). In 1979 he formed a group called Blackjack which included Jimmy Haslip, now in the group Yellowjackets.

**BARRY WHITE**
Fifteen years ago this month, Barry had a number one single in The Gavin Report with the song CAN'T GET ENOUGH OF YOUR LOVE, BABE.

**MICHAEL COOPER**
Michael is the founder of the group Con Funk Shun and played with the band from 1972 until 1986.

**CAROLE KING**
One of the lesser known compositions of the songwriting team of Carole King and Gerry Goffin was a Phil Spector production of The Crystals singing "He Hit Me (And It Felt Like A Kiss)."

**RUSH**
Producer Rupert Hine is finishing his chores on a new album by Canadian rock legends Rush. The band recently signed with Atlantic Records for distribution worldwide except Canada.

**DOOBIE BROTHERS**
Prior to recording their new album, Cycles, the current lineup hadn't recorded together as a unit since 1975.

**KATRINA & THE WAVES**
Kimberley Rew was once in the band Soft Boys with Robyn Hitchcock.

**TEARS FOR FEARS**
The group's long-awaited album will feature a track with Phil Collins.

**FINE YOUNG CANNIBALS**
The Cannibals' lead singer, Roland Gift, has been offered the role of Che Guevara in the Oliver Stone-directed film Evita which will star Meryl Streep.

**JERMAINE JACKSON**
Seventeen years ago this month Jermaine released his first solo single, "That's How Love Goes." Three months later he released his biggest single of the seventies, "Daddy's Home."

**CHERYL LYNN**
Cheryl's career got off to two unusual starts. First, in 1927 she was "discovered" on television's infamous Gong Show and second, she survived that distinction and had her biggest hit to-date with her first single, "Got To Be Real," in the Fall of 1978.

**JETHRO TULL**
Ian Anderson's thriving salmon processing and farming companies in Scotland employ 150 workers and are responsible for roughly five percent of Scotland's salmon production.

**JACKSON BROWNE**
In the summer of 1968 Jackson began working with his first backup band, a bunch of guys known as Soft White Underbelly. The association was short-lived, as SWU went on to become Blue Oyster Cult.

**JOE COCKER**

**ELIZA GILKYSON**
Among the songs written by her father, Terry, was Dean Martin's number one single from 1956, "Memories Are Made Of This."

**RINGO STARR**
On September 11, 1962 Rongo Starr joined the Beatles for the first time, replacing Pete Best for the recording session of LOVE ME DO.

**EXENE CERVENKA**
Her real first name is Christine, but developed the stage name about the time she first me John Doe, the man she would alter marry. The couple went on to form the band X with guitarist Billy Zoom and drummer Don Bonerake.

**FLIES ON FIRE**
This Southern California band won MTV's 1988 Basement Tapes contest with a video for the song LONG DEAD GONE which is included on their current debut album.

**RICHARD ELLIOT**
As a member of Tower Of Power (1983-88) Richard often piloted the band's charter airplane to and from gigs.

**SUGARHILL GANG**
Their first hit, RAPPER'S DELIGHT, and its sequel just released, RAPPER'S DELIGHT (HIP HOP REMIX '89) base their rhythm foundation on Chic's big hit from '79, GOOD TIMES.

**JANIE FRICKIE**
Janie got her big break in 1975 when she sang a few lines on Johnny Duncan's first hit single JO AND THE COWBOY.

**10000 MANIACS**
Natalie Merchant says, "I hate making videos, but if we get on MTV it will mean four minutes less of the likes of (label mates) Motley Crue.
JUST WAIT 'TIL THE SMOKE CLEARS

SHOTGUN MESSIAH

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

'RESHOUT IT OUT' PROMOTIONAL CD SINGLE ON YOUR DESK NOW
THOMPSON TWINS - Sugar Daddy
(Warner Bros.)
Those darlings of the early eighties' modern music set have returned with a new label and what is audibly evident, new vitality. Being someone who's always been a sucker for a great hook, I was easily won over by this slick production.

ICEHOUSE - Touch the Fire (Chrysalis)
Top 40 radio entered the "Icehouse" age last year when "Electric Blue" climbed the chart after building a base of support on Alternative stations. Fronted by vocalist, guitarist and keyboardist Iva Davies who concocts songs with fellow bandmate and guitarist Robert Kretschmer, this lead track from an album of old and new material has been creating significant programmer interest.

PAULA ABDUL - (It's Just) the Way That You Love Me (Virgin)
While not "new" in a handful of markets, the vast majority of stations didn't air it the first time around. Of course, the single that followed went "straight up" and the rest is history. Expect this second run at the chart to be more successful.

Eurythmics - We Too Are One (Arista)
With all the crap that gets played on the radio these days, it's refreshing to get something, however infrequently, that gives credence to contemporary music as an art form. To do so, Eurythmics needn't break rules or evade convention. We Too Are One, on its surface, is all rock protocol—a disciplined fusion of soul and rock. But underneath the skin is a dynamic, muscular set of lyrics—witty, gritty, poetic, provoking and prodigious. Dave and Annie seem to take extreme and sometimes somber attitudes and expose them to the dynamism of hearty rock and soul arrangement. The front end of the album pleads the case most effectively as WE TWO ARE ONE is a masterblaster soul journey with double entendre. KING AND QUEEN OF AMERICA is a self-effacing spoof. (MY MY) BABY'S GONNA CRY possesses the best guitar riffs and REVIVAL, the rally song of the set, is reminiscent of Annie's '85 workout with Aretha Franklin, SISTERS ARE DOIN' IT FOR THEMSELVES. The curtain closes on the tenth track, WHEN THE DAY GOES DOWN. It comes and goes with delicate elegance and comforting assurance. We Too Are One is one of the year's most complete albums.

next week - Martika
ALICE COOPER
THE FIRST SINGLE
Poison
FROM THE ALBUM TRASH

KXYQ ADD
KXXR 16+12
195 ADD
WPHR ADD
KLG D-35
OKS A-32
KKRC

G105
PIRATE RADIO D-18
Z102 ADD
92X A-25
KATM D-22
Q105
KHSS

PRODUCED BY DESMOND CHILD
MIXED BY STEVE THOMPSON
AND MICHAEL BARBIERO

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THE FUZZ BUZZ IS ON

"SELF!"

The First Single And Video From

FUZZBOX

LP Debut #5 In The U.K.
Just One of 10 Explosive Hits
On Their New Album Big Bang!