

I N S I D E:

MORE NEW ARBITRON RESULTS

Buffalo: WBEN leaps to double digits, top spot
Cincinnati: WWEZ, WEBN both gain in 1-2 dogfight
Louisville: WHAS up four to beat WAMZ
Memphis: WHRK slips to 16.7, still leads handily
Nashville: WKDF extends lead, nears 15 share
Pittsburgh: KDKA gains but WBZZ narrows gap
Portland: KXL-FM moves from fifth to first
Sacramento: Half-point separates top five in wild race
San Antonio: KTFM off but holds lead
San Jose: KGO, KCBS duplicate 1-2 SF finish

Plus ratings results for Birmingham, Charlotte, Columbus, Greensboro, Jacksonville, Oklahoma City, and Salt Lake City.

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THE RADIO DEALS THAT FELL THROUGH

In a time of transaction-mania, some big deals are bound to fall through. Here are the stories behind some of the biggest delayed or collapsed station buys.

Page 14

MIKE SHALETT'S "VITAL SIGNS" DEBUTS

R&R's new biweekly market research column, by **Street Pulse** head Mike Shalett, will concentrate on the links between and research needs of the record, radio, and retail communities.

Page 24



WGY CELEBRATES 65TH ANNIVERSARY

The inventor of radio, **Guglielmo Marconi**, visited New York's first radio station, **WGY/Schenectady**, in 1923, posing with a state-of-the-art model. See Page 4 for more facts and great historical photos commemorating WGY's longevity.

COMING NEXT WEEK: SALES SURVIVAL GUIDE

With the **RAB** meeting coming up, **R&R** presents a "Sales Survival Guide," featuring:

- Industry sales overview
- R&R editors interviewing top managers in each format for their radio business projections
- Practical articles on achieving sales objectives, management training and motivation, and telemarketing

Newsstand Price \$5.00



BERTELSMANN MUSIC GROUP SET

Goldman Re-Ups As RCA/Ariola President

Elliot Goldman has been signed to a new longterm agreement as President/CEO of RCA/Ariola, and his responsibilities have been redefined.

RCA/Ariola is now part of the newly formed Bertelsmann Music Group, headed by co-Chairmen Michael Dornemann and



Elliot Goldman

RCA's New Structure

- Goldman reports to Bertelsmann hierarchy
- Supervises North American operations
- Rudi Gassner expected to head other territories

Monti Lueftner. Goldman is responsible for all RCA/Ariola label operations in North America, including RCA Records/US, RCA Records/Canada, and RCA/A&M/Arista Distribution, as well as the RCA Record Club.

Also, Goldman will oversee RCA's Red Seal classical and Broadway show division worldwide, and all Bertelsmann Music Group's music publishing companies. He'll continue to be responsible for the "management and direction" of the group's worldwide financial and administrative services.

Michael Dornemann commented, "The progress made by RCA/Ariola under the talented supervision of Elliot Goldman has been quite substantial. Now, as RCA becomes a wholly-owned part of the Bertelsmann organization, it is fitting we solidify our relationship with Elliot Goldman for the long term."

Goldman was appointed President/CEO of RCA/Ariola International in December 1985, becoming responsible for all the worldwide recorded music operations of the RCA Corp./Bertelsmann joint venture. RCA was subsequently acquired by General Electric, which later sold its 75% stake in RCA/Ariola International to Bertelsmann. The latter deal was closed this past December, spark-

GOLDMAN/See Page 8

HEADS 15-STATION GROUP

Rosenberg Named Exec. VP At Lotus

Hal Rosenberg has been elevated to Exec. VP at Lotus Communications Corp., a 15-station group based in Los Angeles. For the past 14 years, he was VP/GM at the company's KFSD/San Diego, before which he was VP/GM at KRTH/Los Angeles for five years.

Lotus President Howard Kalmenson commented, "Hal's been with us forever, and this promotion is a natural evolution of his talent."

Rosenberg succeeds Exec. VP Norman Posen, who has re-

BO DIDDLEY'S A HALL OF FAMER

15 Stars Inducted Into Rock & Roll Hall



Bo Diddley, one of 15 new Hall of Famers, is inducted into the Rock & Roll Hall of Fame, with the help of presenters (l-r) Billy Gibbons, Dusty Hill, and Frank Beard of ZZ Top. Below, a multimillion-dollar quartet gathered onstage for the evening's climax features (l-r) Atlantic founder/Chairman Ahmet Ertegun, Rolling Stone's Jann Wenner, Bruce Springsteen, and John Fogerty. For details of the event, see Page 6. Photo courtesy Star File.

DAY KSAN PD; BROWN COMBO MD

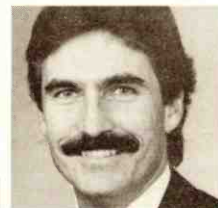
Stedman OM For KNEW & KSAN

KSAN/San Francisco PD Bill Stedman has been promoted to OM for KSAN and Country sister station KNEW/Oakland-S.F. He's succeeded by KSAN MD Dennis Day. Meanwhile, KNEW PD Harry Valentine, who had been at the station a little over a year, has exited.

Stedman will be overseeing both stations but added, "I'll concentrate my energies on the AM. I can do that because of all the strong people who'll con-

tinue the great things happening on KSAN." Day will be responsible for KSAN's day-to-day. STEDMAN/See Page 8

McCarrell Capitol VP/Marketing



Ron McCarrell

Former E/P/A VP/Marketing Ron McCarrell has been appointed VP/Marketing at Capitol. He joins the label in Los Angeles after 15 years with CBS.

McCarrell will oversee all Capitol marketing activities, with the artist/product development, creative services, media/artist relations, advertising, merchandising, and video development departments reporting to him.

MC CARRELL/See Page 8



Hal Rosenberg

tired after more than 20 years with the company but will remain available to Lotus on a part-time basis. ROSENBERG/See Page 8

FORMAT-BY-FORMAT PREVIEW

NEW MUSIC '87

SURVIVOR



ON YOUR DESK!

The new single, "How Much Love,"
from the album, "When Seconds Count."

ZS4 06705

OZ 40457

On Scotti Brothers Records, Cassettes and Compact Discs.

Produced by Ron Nevison & Frankie Sullivan.
Distributed by CBS Records. © 1987 CBS Inc.


Scotti Brothers

Anderson Multimedia VP/Radio Operations



Greg Anderson

Greg Anderson has been named VP/Radio Operations for Multimedia Broadcasting, where he has been Regional Programming Executive since last year. In his former post, he supervised programming and promotions for the company's WFBC-AM & FM/Green-

ville, SC; KEEL & KITT/Shreveport, LA; and WMAZ & WAYS/Macon, GA. He was Program Manager at the WFBC combo from 1980-86.

Multimedia President James Lynch commented, "Greg brings to the executive level of Multimedia Radio 18 years of experience in programming, promotion, and administration. His leadership and winning track record will be a great asset as we continue to expand the potential of the radio division."

Anderson said, "I couldn't be ANDERSON/See Page 4

Anthony Programs WIOD

Mike Anthony is the new PD at WIOD/Miami, replacing Jere Sullivan, who will remain with the Cox News/Talk station in an as-yet-announced capacity. Anthony comes to WIOD from the Gannett News Service in Washington, where he had been Radio Bureau Chief for the past seven years. Prior to that, he was OM for Gannett's KSD/St. Louis.

WIOD GM Bob Reich told R&R that Anthony "is one of the real pros in this business." Reich noted ANTHONY/See Page 8

MOEN PROMOTED

Budell Becomes New WLVE PD/Morning Man

5-Month Wait To Take New Post

Gilmore's WLVE (Love 94)/Miami has signed Greg Budell, morning man at RKO AC FM competitor WAXY, to a three-year deal as PD/morning personality, effective June 15. Because Budell's non-compete agreement with WAXY prevents him from starting at WLVE sooner, he'll concentrate on his local television work during the interim. WLVE's Irene Richards and



Bob Myers

Myers Directs EMI Singles

RCA Denver promotion representative Bob "The Beak" Myers has joined EMI America as its new National Singles Promotion Director. Meyers will report to VP/Promotion Tony Smith, who held the position previously, and relocate to EMI's Los Angeles office.

Smith told R&R he conducted an extensive search to fill the position. "Bob's appointment is a big plus for the company," he said. "He brings excitement to our team and his ability to successfully promote records has been proven many times over. I'll guarantee Bob will be a big reason why 1987 will be a big year for EMI America."

Myers worked almost four years with RCA, having also served with Elektra and PolyGram in Cincinnati. "Having the street experience

MYERS/See Page 5

MILNER RUNS PORTLAND COMBO

Taft Shifts Crawl To Milwaukee

As Taft takes over WBCS-AM & FM/Milwaukee this week (1-28) from Great Trails, KKRZ/Portland VP/GM Dave Crowl has transferred there as VP/GM. Back in Portland, Dave Milner, VP/GM of sister AC KEX, will assume additional duties at CHR KKRZ.

WBCS-FM To Leave Country For AOR?

Speculation in Milwaukee is that Taft will ditch Country on the FM and switch it to AOR or an AOR/CHR hybrid consulted by Burkhardt/Abrams/Douglas/Elliott, which advises dominant Taft AORs in Pittsburgh, Kansas City, Atlanta, Indianapolis, and Columbus.

Currently, Milwaukee has two AORs - mainstream WQFM and soft WBGK. There is one other Country station there, WMIL, which registered a 4.5 12+, com-

pared to the 4.6 WBCS combo score in the fall sweep. Crowl said only that the company is "analyzing..." CROWL/See Page 8

NEVINS TO AM, BELCASTRO TO FM

WBEN Combo Shuffles Programmers

Hank Nevins, PD at CHR WBEN-FM/Buffalo for the past 18 months, has moved to the programming chair at full-service AC AM sister WBEN. Nevins replaces Jim McLaughlin, who resumes his former duties as News Director, while WBEN-FM 7-midnight personality Kevin Belcastro is promoted to the FM programming post.

WBEN-AM & FM President/owner Larry Levite told R&R, "I

Keith Allen will remain in mornings until Budell arrives.

As part of the changes, current WLVE PD John Moen has stepped up to Director/Programming & Operations. Moen, a former PD at WASH/Washington and National PD at United Broadcasting, said the new post will allow him "wider parameters." He told R&R, "With the support staff here, it will move me into more of a conceptual, strategic position, which I love."

Budell's move marks his return to WLVE; he served a year there from 1979-80 before joining WAXY. WLVE GM Dean Goodman explained, "We've always worked towards having solid morning numbers but have never quite reached our goal. I think Greg will do that for us. He's been the number one BUDELL/See Page 8

looked around and found our best candidates right in our own building. It takes a lot to keep an AM number one, and since Hank is a native Buffalonian he knows what it will take. I'm also very happy about Kevin, as he pitched very hard for the job and demonstrated a lot of creative ideas in the process."

Nevins is a former GM at WLVL/Lockport, NY, with additional air- WBEEN/See Page 8

JANUARY 30, 1987

NEW MUSIC '87

What can radio expect from the record community as 1987 gets underway? R&R editors talked to key label personnel to highlight the priority projects, the superstar releases, and the hottest newcomers in each active music format.

Starts Page 48

RETAILERS' HOTTEST PROSPECTS

Adam White polls key retail chain chiefs to find the forthcoming records they're most looking forward to.

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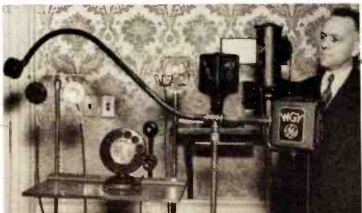
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NEWS



A FIRESIDE CHAT — (1932) NY State Governor Franklin Delano Roosevelt delivered many an address over WGY & WNBC. He later patterned his White House "Fireside Chats" after this type of broadcast.



SIGNING ON — WGY announcer Kolin Hager signed the station on-air in 1922. He's pictured here with mikes used from 1922-60.



SHOOT THAT GUN, BANG THAT DRUM — Sound effects circa 1922 on WGY.



TOUCHDOWN! — The world's first remote of a play-by-play game: Yale vs. Harvard, 1922.



THE FIRST — (1922) WGY's original six announcers, (l-r) A.O. Coggeshall, Robert Weidaw, William A. Fay, Kolin Hager, Leonard J. Barnes, and Lewis E. Dean. Until 1926, all WGY jocks used only their initials on-air.



READY, ACTION! — A 1922 radio drama on WGY.

WGY Celebrates 65th Birthday

WGY/Schenectady, New York state's oldest radio station, is celebrating its 65th anniversary this year. With calls signifying "W" for wireless, "G" for General Electric,

and "Y" for the last letter in Schenectady, WGY first signed on the air February 20, 1922 for an hourlong broadcast. Programmers there established many firsts from

that moment on, including the first remote broadcast and the first drama adapted for radio.

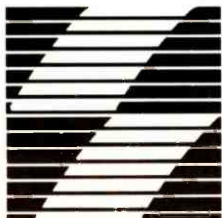
WGY & WGFM President Dennis Israel commented, "It's quite a

thrill to be part of a station so rich in history and tradition. Now that we've reached 65 years, we want everyone to remember the people who made this business and continue to shape our thinking today. I think everyone in radio should make an effort towards preserving our medium's history and bringing

it to public light. Seventy-five years from now people will be able to educate themselves with the best that radio has to offer."

On February 20, the station will re-sign on the air with the original clip from 1922, and plans to issue a historical booklet featuring the photos included here.

Demand the best.



SURREY
RESEARCH

"Surrey helped us greatly in determining the psychographic attitude of the SUPERSTARS II (KFOG) audience. We learned what they like...and just as importantly, what they don't like on the radio."

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Roger Wimmer, Ph.D./President
Chris Porter/Senior Research Director
Mike Henry/Director of Marketing

WCKW Ends Classic Rock For AOR Approach

WCKW/La Place-New Orleans, a former AC/Oldies outlet which has been programming Classic Rock for the past year, has announced plans to evolve to AOR over the next few weeks. No staff changes are planned.

A family-run station owned by broadcast engineering consultant Sidney Levett III, the suburban Class C FM presently broadcasts from a 500-foot stick. However, Levett plans to increase WCKW's tower height to 2000 feet by June, giving the station a city-grade signal over both New Orleans and Baton Rouge.

Once the changeover is completed, WCKW's only direct competitor will be AOR/CHR hybrid WRNO; Baton Rouge has no AOR service. WCKW MD Johnny Tyler, who serves under PD Dennis Carlton, told R&R the reason for the

switch is to "better serve the void in these markets." Noting that the station will maintain its 18-34 target, he said, "We'll never completely abandon Classic Rock, as we're not trying to lose the people we have... we're simply out to gain a few more." WCKW improved 19-27 12+ in the fall New Orleans Arbitron.

Allied Artists In Receivership

Los Angeles-based Allied Artists Records has been placed in receivership in the wake of a lawsuit against its parent firm. The label signed a pressing and distribution deal with Capitol last year.

The *Los Angeles Times* reported Jan. 26 that Allied's parent, Consolidated Allied Co., has been sued by Union Bank of California over more than \$7 million loans allegedly made on the basis of phony financial statements. As a result, a Los Angeles Superior Court judge has appointed a receiver to take control of the company.

Calls by R&R to Allied Artists' Studio City headquarters were answered by an official of the state court receiver's office, who said he did not know the whereabouts of label President Kim Richards, nor could he provide any further information. Richards is a defendant in the lawsuit, according to the *Times* report.

Last year, Allied was promoting a single ("Runaway") and album by Luis Cardenas to radio and video outlets. Several former E/A executives were working for the label, but have reportedly since left.

Anderson

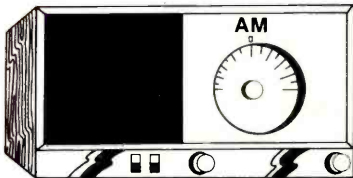
Continued from Page 3
happier to join the corporate staff of one of the most progressive broadcast groups in the country. Our properties all have traditions of leadership in their markets and are headed by management teams with a tremendous commitment to win."

In addition to the radio stations mentioned above, Multimedia owns WEZW/Milwaukee and WWNC/Asheville, NC. It also publishes 14 daily and 33 non-daily newspapers, owns and operates five television stations, operates more than 100 cable TV franchises in four states, and produces and syndicates television programming.

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NEWS

15 LEGENDS INDUCTED

Rock's Soul On Show
At Hall Of Fame Event

Don Nelson



Ernie Kovacs

NELSON, KOVACS GMS

Seven New VPs At Unidyne

Seven executives at San Diego-based Unidyne Communications (UC) and co-owned marketing/promotion firm Unidyne Industries (UI) have been advanced to VP. Veteran broadcaster Don Nelson was formally named VP/GM of the Broadcast Division, which operates Classic Rock-formatted XHITZ (Z90)/Tijuana-San Diego. UC subsidiary Unidyne Direct Mail Co. promotions include GSM Ernie Kovacs to VP/GM; sales reps Mike Fisher and Jim Johnson to VP/Sales; and sales rep Bill Weed to VP/National Sales. UI also named Tom Hoyt VP/Marketing and

Doug Herman Exec. VP.

UC President Bill Alfredo noted, "We're pleased to reward these talented and experienced individuals whose contributions to our exceptional growth and diversity have led to many successes in recent years.

UI President Jack McCoy added, "We've always endeavored to remain at the leading edge of research and promotions. The depth of experience we bring to bear on problem-solving for client stations is a measure of our success, and we believe we have the finest people in place to achieve our goals."

The Rock & Roll Hall of Fame held its second annual induction dinner Jan. 21 in New York, paying high-spirited, warm tribute to 15 rock legends and other music luminaries. "Every time I hear some new music, I hear the soul of my father in it," said Pedro Haley, son of inductee Bill Haley, making one of the many comments which helped put rock & roll — and the Hall of Fame ceremonies themselves — in perspective during the evening.

The event was held at Manhattan's Waldorf-Astoria, before a music business audience of 1200. Aside from Haley, those inducted were the Coasters, Eddie Cochran, Bo Diddley, Aretha Franklin, Marvin Gaye, B.B. King, Clyde McPhatter, Ricky Nelson, Roy Orbison, Carl Perkins, Smokey Robinson, Joe Turner, Muddy Waters, and Jackie Wilson. Cited for their "early influences" on rock were Louis Jordan, Hank Williams, and T-Bone Walker.

Much of the subsequent mass-media coverage focused on the ap-

pearance of Bruce Springsteen, who presented Orbison with his award. But other star presenters and the audience were generous in appreciation of all the inductees, including non-performing honorees Ahmet Ertegun, Jerry Wexler, Jerry Leiber and Mike Stoller, and the late Leonard Chess. "People like Ahmet taught us that [the music business] was not the automobile industry," said CBS/Records Group President Walter Yetnikoff, alluding to rock's cultural and sociological impact.

Accepting his award, Wexler noted that he recently reached "three score and ten" in age and joked, "So this is my first posthumous award." Leiber and Stoller, talking about their debt to the Coasters, cracked, "They sang the songs we wrote even better than we could."

Of the 15 rockers inducted, Diddley, King, Orbison, Perkins, Robinson, and members of the original Coasters were there in person.

Goldstein
President At
Private Music

Ron Goldstein

Ron Goldstein has been named President/CEO of Private Music, overseeing all aspects of the label's domestic and foreign activities, including records, music publishing, and video. The company, which specializes largely in instrumental music, is distributed by RCA.

Most recently VP/Marketing at Arista, Goldstein was previously President of Island Records, and has held executive posts at Warner Bros. and Chrysalis.

In his new slot, he reports to Private Music founder Peter Baumann, who commented, "Our original goals of establishing a unique music company have been achieved, and with Ron's extensive experience we are now entering a competitive marketplace from a position of strength."

Goldstein, who'll base at Private Music's New York headquarters, told R&R, "If this label were just going to remain in the new age category, it wouldn't have been attractive to me. The fact is, Peter Baumann is looking to expand what's here already, and the move to bring in someone in this position indicates that he really does want to go someplace."

Those deceased were represented by family members: parents, children, widows. Anna Gaye Gordy, for instance, accepted for Marvin Gaye, appearing nervous and star-struck. "Here, my dear," she said, picking up the Hall of Fame statuette.

There were other telling moments. On behalf of Leonard Chess and the pioneering independents responsible "for the success and growth of today's record industry," presenter Ewart Abner urged the industry to "be as progressive as you dare." Another presenter, Sun Records founder Sam Phillips, also had people close to the edge of their seats with his comments about blacks and whites in the South.

The event started at 6pm, culminating more than six hours later in a jam session which involved many of the stars, present and past. Key executive figures in the Hall of Fame's formation were also on hand and on stage during the evening, including Seymour Stein of Sire, Bob Krasnow of E/A, Jann Wenner of Rolling Stone (who was MC), impresario Bill Graham, and Foundation Exec. Director Suzan Evans, as well as representatives from the future home of the Hall itself, Cleveland.

Evans told R&R, "I've heard that the artists themselves had a wonderful time, and were very moved by it. We're very pleased about that, since the dinner is done to honor them and the nonperformers. It was designed so that everyone had a good time."

Fantasy
Acquires Pablo

Furthering its position as the largest independently distributed record company, Fantasy, Inc. has completed its purchase of Pablo Records. Founded in 1975 by Norman Granz, the jazz imprint holds over 300 titles, among them recordings by Duke Ellington, Count Basie, Sarah Vaughan, and Ella Fitzgerald. The purchase price was undisclosed.

Fantasy President Ralph Kaffel said, "Pablo is a dream catalog, and its roster of artists greatly complements and enhances our other jazz catalogs." Those include Prestige, Milestone, Stax, Riverside, Contemporary, Good Time Jazz, and the Original Jazz Classics (OJC) series.

A priority on Fantasy's agenda is to make much of the Pablo catalog available on CDs. Kaffel reported there are also plans to release about 15 new albums by artists to be announced shortly. A mid-priced album series of 20 titles is also expected in the summer.

Granz plans to continue his independent management and concert promotion activities, and will remain active as a producer. Eric Miller, who worked with Granz at Verve and Pablo in various creative capacities, will stay on with Pablo as head of A&R.

DIRECT MAIL
PROMOTIONS THAT WORK!

Q: WHY DID **WRVA** RICHMOND
CHOOSE BOOM MEDIA AS THEIR DIRECT
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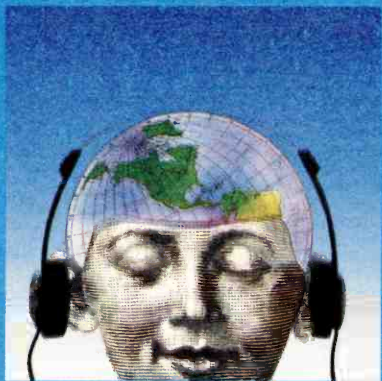
A: "WE WANTED A HIGH-QUALITY, EFFECTIVE
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EVERY WAY."

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See how Radio FasTraQ gives you instant sales presentations.

Booth #200 at RAS, February 7-10.

ARBITRON RATINGS

© 1986 ARBITRON RATINGS

NEWS



Dave Darus

Darus Heads Promotion At Rhino

Dave Darus has been advanced to National Director/Promotion at Rhino, moving up from Associate Director/Sales & Marketing. He's been with the label three years.

The appointment is the latest in a series of expansion moves at the indie label, which is increasing its commitment to new artist development while continuing its program of reissues and compilations.

Darus told R&R, "During the last year we've gone through interim changes in promotion, but now there'll be a consistent commitment to radio. We want to make sure that everything's followed up on, and that radio is shown the respect they've given us on the Billy Vera project. I see my position as twofold: talking with radio programmers directly, and also administering our projects in terms of who'll be on them in the field."

In other Rhino appointments, Garson Foos has been named National Sales Coordinator, and Gia Gittelsohn is now National Licensing Coordinator. Foos was handling the label's sales administration, and Gittelsohn was in A&R administration.

Budell

Continued from Page 3 morning performer with adults for five years. Overall, he'll add a lot of pizzazz to the station."

WBEN-AM & FM

Continued from Page 3 work experience at several Buffalo stations. He said, "When it comes to our information and community service elements, we are a well-oiled machine. We've got a few things to do with the music to fit in better with the other programming features. I'll be calling on the talents of (WBEN-FM MD) Roger Christian to help put this end together."

Belcastro, whose background includes airwork at WPYX/Albany, WMJQ/Rochester, and WPDH/Poughkeepsie, told R&R, "Even though this is my first outing as a PD, it all feels comfortable already. After 13 years as a CHR station, we seek to regain dominance in the market again, and that's my job."

With his new position, Belcastro will be moving into afternoons. In other changes, WBEN-FM morning personality and market veteran Jon Summers migrates to afternoons on WBEN, while Z100/New York weekendier Jim Bosh has been hired for wakeup service on WBEN-FM.

VETERAN WABC TALENT

Bob Lewis Dies At 49

Veteran New York air personality Bob Lewis died last Friday (1/23) of complications from pneumonia. The 49-year-old jock-turned-voiceover talent had been battling the disease since last September. According to friends, Lewis had apparently been ill prior to that time without realizing it.

Lewis, whose "Bob-A-Lew" nickname came from a doo-wop song by the Eternals, was best known for overnights at WABC in the mid-'60s but had also worked at WNHC/New Haven and one night at WJMG/New York (now WHN). As with his friend Scott Muni, Lewis became interested in progressive rock and began working parttime on WABC-FM, now WPLJ. When ABC forced him to choose stations, he surprised them by opting for the FM. He later told an interviewer, "They said, 'How can you turn down the biggest station in the world?' I said, 'Because FM is tomorrow.'"

In the '70s, Lewis worked on WNEW-FM and WCBS-FM before settling into a career in voiceovers. He could be heard pitching Showtime, Downy, Certs, Colgate, IBM, and Ford, among others. A book of his humor had also been published.

CFNY/Toronto Asst. PD Don Berns, discovered by Lewis on his college station WBRU/Providence, called Lewis "one of the most generous people I knew. Whenever I came to New York or Ft. Lauderdale, he would not allow me to stay anywhere else but with him. I'm a lot better person for having known him."

Rick Sklar, Lewis's boss at WABC, told R&R, "The last time I saw Bob was two years ago in the graduation procession at Brown University. His daughter was graduating along with my daughter."

Anthony

Continued from Page 3 that although WIOD improved 3.3-4.0 in the fall book (its best sweep in some time), "Our potential hasn't been fully realized, so we'll take advantage of Mike's expertise. He's the extra touch that will bring it all together."

Anthony sees WIOD the same way he feels people in Washington view WMAL, or those in St. Louis perceive KMOX. "There's one strong station like that in every market," he said. "WIOD has an extremely strong news image, but a lot of the basics of good radio have been overlooked." Talk shows on the station will be "topical, entertaining, and reasonable. Some stations hang their hat on issue-oriented talk; hanging up on people, and yelling - that's not our game. We want to relate to people."

The station, flagship for Dolphins and Hurricanes football, will continue to play several AC songs per hour in morning drive. "We are going to be the 'voice of South Florida' in every respect," Anthony said, predicting that WIOD will "put the basics back into practice along with some unique, modern-day technology and philosophy to produce a success story on AM radio."



Bob Lewis

We're watching the graduates come down the hill and there's Bob-a-lew in his cap and gown. He was just as startled as I was.

"He was one of the best announcers we had in the business and was always an asset to us at WABC. His death is a very sad thing."

Lewis's passing follows the sudden heart attack of former WABC PD Sam Holman. Lewis is survived by his parents and adopted daughter Sharon Burt. Funeral services were held Sunday (1/25).

Goldman

Continued from Page 1 ing the current round of organizational and executive changes. Goldman now reports to Dornemann and Luftner at the Bertelsmann Music Group, as does Arista Records President Clive Davis. More details of the group's composition have not yet been released.

The new President of RCA/Ariola's label operations outside North America (also reporting to group management) will be appointed soon. Former PolyGram International Exec. VP Rudi Gassner is expected to take this post.

Myers

Continued from Page 3 behind me, I feel I have a full understanding of the many problems associated with working local radio stations," he said. "My job will be to assist Tony and give full support to our local staff."

Crowl

Continued from Page 3 a couple of avenues to go."

Crowl has managed KKRZ since Taft took it over in March 1984. A ten-year company veteran, he started with Taft as an AE at WLWQ/Columbus in 1977 and became GM there in '79.

Milner started with Taft in 1974 at WTVN/Columbus, where he advanced from AE to GSM. He left in 1980 to manage then-Taft property WYNF/Tampa, switching it from CHR to AOR. He added responsibilities for WYNF's sister AM, Nostalgia WDAE, in 1982. Milner took over KEX in 1984.

Taft President/Radio & Cable Carl Wagner commented, "There's no question in my mind that both of these assignments are being handled by two very capable people."

Additionally, KEX Local Sales Manager Dave Lichtman becomes National Sales Manager for the Portland combo. He's succeeded by Director/Retail Sales Clint Sly.

Johnson PD At WSOC

WKY/Oklahoma City PD Paul Johnson has been named PD for Cox's WSOC-AM & FM/Charlotte, replacing veteran Don Bell, who's been with the Country combo for ten years and with Cox for 15.

WSOC GM Gregg Lindahl told R&R, "Paul is one of the brightest radio people I know. He's a strate-

gist and thoroughly trained in research. He developed many of the systems now successfully in use at many other radio stations. A lot of people think that because we're number one we're satisfied. But this is only the beginning. Paul's going to take us to new heights."

Johnson said, "It's fun to move from one station with great tradition and heritage to another. Although WSOC is the top-rated station in town, I think we can be better."

Prior to joining WKY a year ago, Johnson operated his own computer service bureau in Minneapolis, during which time he maintained a weekend airstuff at WJGY. Before going into business for himself, he was Research Director/MD for WJGY from 1977-82. His programming background also includes WWJQ/St. Cloud, MN.

McCarrell

Continued from Page 1 Capitol President Don Zimmermann said, "We are delighted to have Ron join the Capitol family, and look forward to an exciting new era fueled by his marketing expertise."

McCarrell told R&R, "This is a very exciting time to be at Capitol Records, and I'm personally thrilled to be part of the new team that's being organized here."

Stedman

Continued from Page 1 day activities.

Steve Edwards, Malrite VP/California Stations and KNEW & KSAN VP/GM, said, "In the two years Bill's been here, he's shown a combination of inventiveness and creativity that's allowed KSAN to return to the forerunning ranks of FM stations in the market. I expect his touch to extend to KNEW."

"The promotion of Dennis was a natural one in that he's worked with Bill not only here but in other markets as well. The two of them complement one another's philosophies and work styles."

Stedman told R&R, "This is a helluva vote of confidence from Malrite to let me work closely with both stations. While we sell KNEW & KSAN in combo, they're distinct, individual stations. I look forward to getting in and making a contribution to all facets of the operation." Day commented, "This is the second highest point of my career - the first being the day I joined Malrite. These people have been real good to me and I intend to be real good for them."

Stedman has been with Malrite five years, the last two in S.F. and three in Cleveland as WHK PD. He earlier worked as PD at WLW/Cincinnati and as Program Manager at WKQX/Chicago. Day has also been with Malrite a number of years, spending two at WHK before joining KSAN 18 months ago. He previously programmed WPKX/Washington, and handled airstuffs at WLW, WGCL/Cleveland, and WMAQ/Chicago.

In other station news, KNEW MD Carl Brown has been added to Music Coordinator for both KNEW and KSAN. Stedman has discontinued his midday duties, and filling his slot is evening personality Terry Rhodes. Taking over Rhodes's shift is overnighter P.J. Ballard.

Rosenberg

Continued from Page 1 consulting basis. Rosenberg added, "It's great to be back in L.A. I welcome the challenge of having this position, and am looking forward to helping the company grow."

In addition to KFSD, Lotus owns KWVK/Pasadena-Los Angeles; KENO & KOMP/Las Vegas; KONE & KOZZ/Reno; KXET & KXZL/San Antonio; KTKT & KLPX/Tucson; KOXR/Oxnard, CA; WTAQ/LaGrange-Chicago; KTEZ/Lubbock, TX; KGST/Presno; and WMDO/Whetson, MD.

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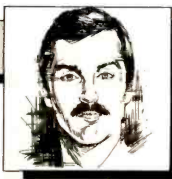
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BRAD WOODWARD

WASHINGTON REPORT

NEWS BRIEFS

Rep. Markey Heads House Telecommunications Panel

Rep. **Edward Markey** (D-MA) was officially named Chairman of the House Telecommunications Subcommittee at an organizational meeting this week (1/27). He succeeds **Tim Wirth** (D-CO), who was elected to the Senate. Markey's selection had been widely anticipated.

In a slight reshuffling, the panel's jurisdiction over consumer protection issues was taken away, but its lineup of 15 Democratic slots and 10 GOP positions stays the same.

Republican members had not been announced by presstime. Democratic members are Reps. **Al Swift** (WA), **Mickey Leland** (TX), **Cardiss Collins** (IL), **Mike Synar** (OK), **Billy Tauzin** (LA), **Wayne Dowdy** (MS), **James Slattery** (KS), **John Bryant** (TX), **Ralph**

Hall (TX), **Dennis Eckart** (OH), **Bill Richardson** (NM), **Rick Boucher** (VA), and **Jim Cooper** (TN).

FCC Seeks Fairness Doctrine Comments

In an unusual move, the FCC is asking for public comment by February 25 in its Fairness Doctrine case against **WYVH-TV/Syracuse, NY**. Two weeks ago a federal court remanded the case to the Commission for further consideration of **Meredith Broadcasting's** argument that the doctrine is unconstitutional.

Typically, the Commission only seeks comment on policy changes, rather than in disciplinary actions against stations. In this case, however, the FCC said it is soliciting various

views "because of the general importance of the issues" involved.

WYVH was found guilty of airing one-sided coverage of a nuclear plant controversy. The U.S. Court of Appeals sent the case back to the FCC, but said the Commission wouldn't have to consider Meredith's constitutional argument if it decides to stop enforcing the doctrine.

WASA Suggests FCC Fine Jocks

WASA/Havre de Grace, MD has failed to escape an \$800 fine from the FCC by suggesting that the Commission should fine the announcers responsible for rule violations.

Part of the fine was assessed for failure to log **EBS** tests received. Accord-

This Week In Washington

- Edward Markey succeeds Tim Wirth as head of House Telecommunications Subcommittee
- FCC moves fast in seeking Fairness comments
- Commission foils station attempt to blame DJs for violation
- Senate sets Communications Subcommittee
- Daytimers win daylight savings adjustment

ing to the Commission order refusing to lower the fine, WASA "alleges that any errors that did occur were committed by announcer/disc jockeys and that they, not station management, should be fined."

The FCC responded, "The Commission has consistently held that licensees are responsible for the acts and omissions of their employees." The agency also rejected the station's pleas for relief on grounds that its EBS errors and other violations were not "willful."

11 Senators Named To Communications Subcommittee

Appointments to the Senate Communications Subcommittee show that the panel will have six Democrats and five Republicans for the next two years.

Democrats serving under Chairman **Daniel Inouye** (D-HI) are **Fritz Hollings** (SC), **Wendell Ford** (KY), **Al Gore** (TN), **James Exton** (NE), and **John Kerry** (MA).

GOP members aligned with ranking minority member **Bob Packwood** (OR) are **Larry Pressler** (SD), **Ted Stevens** (AK), **Pete Wilson** (CA), and **John McCain** (AZ).

WKAT Gets \$257,000 Cuban Interference Aid

The latest Florida AM to get federal compensation for technical changes to offset Cuban interference is **Hernstadt Broadcasting's WKAT/Miami Beach**, which will receive \$257,631.

In 1981 the station hiked power from 5 kw to 9 kw at its licensed site. The next year it got permission to move to a new site.

The aid was granted despite WKAT's ending up extending its coverage area, rather than merely recouping what was lost. That usually disqualifies a station. But the Commission concluded that limiting the upgrade to cover only WKAT's original service area would have added to the cost of the project by requiring expensive directional antennas.

Daytimer Hours Adjusted To New Daylight Savings Time

It looks as if daytimers needn't worry about losing morning drive time in April when, under a new federal law, Daylight Savings Time (DST) begins a month early. The FCC has proposed daytimer pre-sunrise authority (PSA) for the extra four weeks.

Stations with PSAs above 50 watts could continue to use their present pre-sunrise power. Those with fewer than 50 watts, or which have no PSA, will be allowed 50 watts "if doing so

would not violate any international agreements."

Daytimers won't have to apply for the benefit. If the rule change is adopted, stations will be notified of their new authorizations by the FCC before April 1.

KQED Gets 30-Month Short-Term Renewal

Educational **KQED-FM/San Francisco** has been slapped with a short-term renewal of 30 months, as opposed to the normal seven years, because its owner failed to tell the FCC exactly why sister TV station **KQED-TV** went dark.

Numerous groups challenged the stations' licenses, claiming **KQED, Inc.** blamed the shutdown on equipment problems, when financial stress was the real reason. An FCC law judge concluded that the company didn't lie, but had "skirted" the truth.

FCC Hands-Off Formats Policy Clears Court

Viacom's purchase several years back of **WMZQ (AM)/Washington** (formerly **WEAM**) from **WEAM Radio, Inc.** has been upheld by the U.S. Court of Appeals. The sale was challenged by fans of WEAM's former Big Band format.

They assailed the FCC's 1976 policy statement that radio station formats are best regulated by marketplace forces, rather than case-by-case reviews by Commission staff.

Agreeing with the FCC, the court said the agency had provided a rational explanation for concluding that the public interest in format diversity is best served by deferring to the marketplace.

Other Key Developments:

- As part of a staff restructuring, **Tom McCoy** has resigned as **NAB VP/Broadcaster Congressional Relations**.

- **Robert Baker** has been fined \$750 by the FCC for operating an illegal FM translator in Louisville, KY on 98.5 MHz, retransmitting the signal of **WSTO/Owensboro, KY**.

- **NAB Radio Board winners:** District 1 (CT, ME, MA, NH, RI, VT) **Robert Fish, WHJJ & WHJY/Providence**; District 9 (AL, GA) **D. Mitchell Self, WLAY/Muscle Shoals, AL**; District 13 (MI) **David Hicks, WKNR & WKFR/Battle Creek, MI**; District 23 (AK, Northern CA) **Ramsey Elliott, KRCX/Roseville, CA**.

- The U.S. Court of Appeals has refused a request by the **American Legal Foundation** to order an FCC investigation of ABC's airing of 1984 news reports, which it later retracted, accusing the CIA of using a Honolulu investment firm as a front for illegal domestic and foreign operations.

\$27,000,000

Lake Huron Broadcasting Corporation

has sold

WQYK-FM
St. Petersburg/Tampa

to

Infinity Broadcasting Corp.

The undersigned initiated this transaction and acted as financial advisor to Lake Huron Broadcasting Corporation.

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WAVA	KZZP	KC101	WPOW	KIYS	KTMT
Z93	KKRZ	WPST	WABB	I94	
KRBE	KMJK	WBBQ	BJ105	KLUC	
Y100	FM102	WKQB	94Z	103CIR	
WNVZ	KS103	WNOK	WXLK	WIKZ	
B96	KMEL	G105	KTUX	WZYQ	
Z95	KATD	WKSI	WDLX	WQCM	

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RADIO BUSINESS

TRANSACTIONS

Sonderling Sells WBMX-FM To Northlake For \$28 Million

WBMX-FM/OAK PARK (CHICAGO), IL

PRICE: \$28 million
BUYER: Northlake Communications, Ltd., of Boca Raton, FL, owned by Gordon Sherman; Laurie Sjivers, Sherman's daughter; and Mitchell Rubenstein. Sherman is the former president of the Illinois Association of Broadcasters, and has previously owned radio, television and cable properties in Illinois, Florida, and Wisconsin. Sjivers and Rubenstein are partners in the law firm Rubenstein & Silvers, Boca Raton, FL.
SELLER: Sonderling Radio Corp., headed by veteran Chicago broadcaster and theatre owner Egmont Sonderling.

DIAL POSITION: 102.7 Mhz
 POWER: 6 kw at 1170 feet
 FORMAT: Urban

WBMX-AM/OAK PARK (CHICAGO), IL

PRICE: \$2 million
BUYER: National Polish Alliance, nation's largest Polish-American civic group.
SELLER: Sonderling Radio Corp. (See above transaction).
 DIAL POSITION: 1490 kHz
 POWER: 1 kw days/250 watts nights
 FORMAT: Urban

WCBF/TAMPA, FL

PRICE: \$3.1 million
BUYER: Infinity Broadcasting, (radio division President Mel Karmazin), which owns 12 stations, including WQYK/Tampa and WXRK/New York.
SELLER: Sudbrink Broadcasting, President Robert "Woody" Sudbrink, which owns WBIX/Jacksonville, FL and KAYL/Little Rock, AR.
 DIAL POSITION: 1010 kHz
 POWER: 50 kw days/5 kw nights
 FORMAT: Religious

KKZX/DAVENPORT, IA & WXLPMOLINE, IL

PRICE: \$1.8 million
BUYER: Goodrich Broadcasting Co., President Robert Goodrich, which also owns WVIC-AM & FM/Lansing, MI; WSNX/Muskegon, MI; and a theatre chain.
SELLER: Guy Gannett Broadcasting of Portland, ME, VP/Radio Mike Horn, which also owns WINZ-AM & FM/Miami, WPLP/Tampa, KMGL/Oklahoma City, and WRKT & WSSP/Cocoa Beach-Orlando.
 DIAL POSITION: 1170 kHz; 96.9 Mhz
 POWER: 1 kw; 50 kw at 500 feet
 FORMAT: Nostalgia; AOR
BROKER: Jack Maloney of Jack Maloney, Inc.

KKAA & KQAA/ ABERDEEN, SD

PRICE: \$1,198,000
BUYER: KSOO Radio, Inc., President Joseph Henkin, which also owns KSOO & KPAT/Sioux Falls, SD.
SELLER: Sunset Communications Corp., owned by South Dakota State Senator David Laustsen.
 DIAL POSITION: 1560 kHz; 94.9 Mhz
 POWER: 10 kw; 100 kw af 1300 feet
 FORMAT: Country; AC
BROKER: Bill Lytle of Chapman Associates.

WSDR AM/STERLING, IL

PRICE: \$1.6 million
BUYER: Seith-Serafin Communications, Inc. of Chicago, IL. Principals include Alex Seith, a former U.S. Senate candidate and partner in the Chicago law firm of Lord, Bissell & Brooks; and Thom Serafin, a veteran broadcaster who is currently press secretary of U.S. Senator Alan Dixon.
SELLER: WSDR, Inc., owned by Tom and Ruth Davis.
 DIAL POSITION: 1240 kHz
 POWER: 500 watts days; 1 kw nights
 FORMAT: News/Talk
BROKER: Howard Stasen of Blackburn & Co.

WFSC & WRFR/ FRANKLIN, NC

PRICE: \$650,000
BUYER: Cross Country Communications, Inc., owned by current GM Brenda Wooten and Sales Manager Jo Cunningham.
SELLER: High Country Communications, Inc., President Warren Penny, which also owns WFMX & WSIC/ Statesville, NC and WBBB & WPCM/ Burlington, NC.
 DIAL POSITION: 1050 kHz; 96.7 Mhz
 POWER: 1 kw days; 3 kw at 75 feet
 FORMAT: Country; AC

WTNT/TALLHASSEE, FL

PRICE: \$600,000
BUYER: Brody Timm, who owns WANM/Tallahassee. He plans to transfer WANM's top-rated Black format to the new property and divest WANM, a daytimer.
SELLER: Palmer Communications, Bill Ryan, President/CEO, Steve Shannon, GM/Radio Division.
 Palmer also owns WNOG/Naples, FL; WCVU/For Meyers, FL; WHO & KLYF/Des Moines; two TV stations and cable systems in Florida and California.
 DIAL POSITION: 1270 kHz
 POWER: 5 kw days/1 kw nights
 FORMAT: Country.

KRLB-AM & FM/ LUBBOCK, TX

PRICE: \$3,675,000
BUYER: Ken Dowe, owner of the Dowe Company, Inc.; Dowe is a veteran broadcaster who previously owned KLZE/San Jose and was National PD of McLendon Broadcasting.
SELLER: Jack Rich Broadcast Holdings, Inc., headed by Jack Rich, who also owns KEZB/El Paso, TX.
 DIAL POSITION: 580 kHz; 99.5 Mhz
 POWER: 500-watt daytimer; 100 kw at 817 feet
 FORMAT: AC
BROKER: Bill Whitley of Chapman Associates.

WWIN-AM & FM/ BALTIMORE

PRICE: \$4.5 million
BUYER: Communications Management LP, Ragan Henry, general partner, Michael Driscoll, Patricia Hussey, Sheila Nachemson, limited partners. Henry is in the final stages of selling WWVB/Philadelphia, WBLX/Cincinnati and WTUX & WTLN/Indianapolis to Panache Broadcasting for \$28.5 million.
SELLER: Belvedere Broadcasting, Thomas McNulty, President, Mary H. McNulty, VP.
 DIAL POSITION: 1400 kHz; 95.9 Mhz
 POWER: 1 kw days/250 watts nights; 3 kw at 300 feet.
 FORMAT: Urban
BROKER: Legg Mason of Wood & Walker, Inc.

WVGW/ST. ANDREWS (COLUMBIA), SC

PRICE: \$2 million
BUYER: Houston A/C Properties, Inc., owned by Kent Anderson and Robert L. Clark of Houston.
SELLER: Cannon Communications, Inc., owned by David Pollei of San Francisco.
 DIAL POSITION: 102.3 Mhz
 POWER: 3 kw at 320 feet
 FORMAT: AOR

KFML/NAMPA, ID

PRICE: \$118,147
BUYER: Canyon Broadcasting Corp., President Edward Berger, of Tucson, AZ; Berger is a partner in Pal Tuc Enterprises, which holds a limited partnership interest in KSKN-TV/Spokane, WA and KXEW/Tucson.
SELLER: Sun Continental Group, formerly controlled by Eugene Adelstein, who died in June 1986. Sun now controlled by his widow, Elen Adelstein, who is a general and limited partner in KSKN-TV/Spokane, WA.
 DIAL POSITION: 96.9 Mhz
 POWER: 44 kw at 2520 feet
 FORMAT: Currently dark

TRANSACTIONS AT A GLANCE

Transactions So Far In 1987:

\$65,966,147

This Week's Transactions: \$51,536,147

- WBMX-FM/Oak Park (Chicago), IL \$28 million
- WBMX (AM)/Oak Park (Chicago), IL \$2 million
- WWIN-AM & FM/Baltimore, MD \$4.5 million
- WCBF/Tampa, FL \$3.1 million
- WRMS-AM & FM/Beardstown, IL \$250,000
- KKAA & KQAA/Aberdeen, SD \$1,198,000
- KDMC/Dyersville, IA \$75,000
- WFSC & WRFR/Franklin, NC \$650,000
- WVGW/St. Andrews (Columbia), SC \$2 million
- KFML/Nampa, ID \$118,147
- KRLB-AM & FM/Lubbock, TX \$3,675,000
- WFTP/Ft. Pierce, FL \$825,000
- KKZX/Davenport, IA & WXLPMoline, IL \$1.8 million
- WSDR/Sterling, IL \$1.6 million
- WGCR/Brevard, NC \$255,000
- WTNT/Tallahassee, FL \$600,000
- WSPQ/Springvale, NY \$250,000
- WIOK/Falmouth, KY \$330,000
- WRKB/Kannapolis, NC \$250,000

WIOK/FALMOUTH, KY

PRICE: \$330,000
BUYER: Amber Broadcasting Co., owned by James Stitt and an investor group.
SELLER: IOK, Inc., owned by Dick Munro.
 DIAL POSITION: 95.3 Mhz
 POWER: 3 kw at 300 feet
 FORMAT: Country

WGCR/BREVARD, NC

PRICE: \$255,000
BUYER: Anchor Baptist Broadcasting Association, Randy Barjon, President.
SELLER: EDCO Communications, Ltd., Ed Anglin, principal.
 DIAL POSITION: 720 kHz
 POWER: 1 kw daytimer
 FORMAT: Country

WRMS-AM & FM/ BEARDSTOWN, IL

PRICE: \$250,000
BUYER: Conner Family Broadcasting, Inc., owned by WRMS GM John Conner and his wife June.
SELLER: Beardstown Broadcasting Company, owned by David MacFee of New York City.
 DIAL POSITION: 790 kHz; 94.3 Mhz
 POWER: 500 watts; 3 kw at 210 feet
 FORMAT: AC

KDMC/DYERSVILLE, IA

PRICE: \$75,000
BUYER: David J. Ballstaedt Jr. of Mt. Vernon, IA.
SELLER: Diversified Media Corp.; President is Charles P. Hilliard of Baton Rouge, LA.
 DIAL POSITION: 99.3 Mhz
 POWER: 3 kw at 300 feet
 FORMAT: Currently dark.

WFTP/FT. PIERCE, FL

PRICE: \$825,000
BUYER: James Chaplin, current President of the Florida Association of Broadcasters, and local businessman Stewart Delaplanc.
SELLER: Ingo, Inc. (a subsidiary of Asterisk Communications Corp.) of Ft. Lauderdale, FL. President Fred Ingham. It also owns WTRS-AM & FM/ Dunellon, FL.
 DIAL POSITION: 1330 kHz
 POWER: 1 kw (CP pending for increase to 5 kw).
 FORMAT: Country
BROKER: Donald K. Clark of Donald K. Clark, Inc.

WSPQ/SPRINGVALE, NY

PRICE: \$250,000
BUYER: Brasley Communications, Ltd., Carl Brasley, principal.
SELLER: Clancy & Stork Communications, Inc., Donald Stork and John Clancy, principals. Each has a 27.75% interest in WSCM & WITU/ Cobleskill, NY and Clancy owns 48% of WSDO-AM & FM/Sidney, NY.
 DIAL POSITION: 1330 kHz
 POWER: 1 kw
 FORMAT: AC

WRKB/KANNAPOLIS, NC

PRICE: \$250,000
BUYER: John Stiles and Jim Mintzer, the station's GM and Sales Manager, respectively.
SELLER: Metroplex Communications, Norm Wain, President. It also owns WCPT & WCXR/Washington, WKIX & WYLT/Raleigh, WHY/Miami, WNLT & WHBO/Tampa, WFRX/Charlotte, WORL & WJYO/Orlando, and WPDQ & WFVY/Jacksonville.
 DIAL POSITION: 1460 kHz
 POWER: 500-watt daytimer
 FORMAT: Southern Gospel

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(June 1984)

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\$1,450,000

Purchased:

(April 1983)

Sold for:

(August 1986)

KOTE/KKZZ(FM), Lancaster, CA

\$800,000

\$2,250,000

Purchased:

(October 1983)

KHEI/KVIB(FM), Kihei/Makawao (Maui), HI

\$395,000

Purchased:

(October 1983)

KAAP/KKBZ(FM), Santa Paula (Ventura), CA

\$1,104,600

Purchased:

(May 1984)

KIVA Cable, Fort Collins, CO

\$2,200,000

Purchased:

(March 1985)

Drake-Chenault Enterprises, Inc.

\$3,950,000

Purchased:

(April 1986)

TM Programming, Inc.

\$3,800,000

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RADIO BUSINESS

Station Trading Picks Up, 1986 Backlash Starts

By Brad Woodward & Patrick Clawson

After slow market activity during the first few weeks of 1987, station trading seems to be picking up briskly, as a whopping \$51.5 million in deals was reported in the past week. But the shakeout of last year's record trading spree appears to be settling in.

The biggest deal so far in 1987 is the sale of Chicago Urban giant **WMBX-FM** by **Egmont Sonderling** to a new company headed by **Gordon Sherman**, the former President of the **Illinois Association of Broadcasters**, for \$28 million. Numerous small market stations are trading — in many cases without the services of media brokers — in a series of management-leveraged buyouts.

Meanwhile, not all of those deals from last year's record whirlwind of trading activity have closed. Several of the most prominent deals have "gone South," never to be heard of again.

Reams Deal Dead

For instance, Toledo-based **Reams Broadcasting Corp.**'s highly-touted \$8.1 million acquisition of **WSIX-AM & FM/Nashville** has been terminated. **Michael Connelley**, Exec. VP of **Foster Management Company**, oper-

ator of **WSIX**, said the proposed sale arose from a desire to take advantage of the new tax laws. At the time, Reams was restructuring itself for the same reason.

"They approached us with what we felt was a fair offer for the stations, and both companies felt the transfer would take good advantage of the tax laws," he said.

No "Beaver" Trouble For Cavanaugh

The deal soured in December when Reams discovered the acquisition presented "unforeseen operational challenges," according to Connelley. Reams then approached **Foster Management** with the idea of terminating the purchase agreement.

"After a complete reevaluation of the deal, we concluded it would not be in our interests to assume ownership," said Reams Exec. VP **Peter Cavanaugh**. "The deal made more financial sense back then than it does now. Our reticence to proceed with the Nashville acquisition in no way indicates our lack of desire to expand," he said. Cavanaugh would not comment on

any escrow monies forfeited by Reams in the failed deal, but he disputed industry rumors that problems with Reams's recent acquisition of **WBVE/Cincinnati**, widely promoted as "the Beaver," caused the pullout.

"You can quote Peter Cavanaugh that the Beaver's slapping tail in Cincinnati," Cavanaugh chuckled. He said financial projections are being met, and noted that **Birch Research** shows the Country station is now pulling a 4.3 share of the 12+ audience.

Shakeout Underway

Other 1986 deals which industry sources report have collapsed or are in trouble for a variety of reasons:

- **Surrey's** proposed \$19.25 million purchase of **WOOD-AM & FM/Grand Rapids** collapsed when financing difficulties developed over the structure of the deal. **Surrey** reportedly lost a \$500,000 escrow payment. **Harvey Grace** now has the station back on the block for an asking price of \$20.3 million.

- **Holder Communications Corp.** lost its proposed \$10.5 million purchase of two Texas combos — **KAMA**

1986's Not-So-Happy Endings

Deals Collapsed:

- **WADO/New York** to **Tichenor**, \$20 million
- **WOOD-AM & FM/Grand Rapids** to **Surrey**, \$19.25 million
- **KISS/San Antonio** to **Noble**, \$13.3 million
- **WSIX-AM & FM/Nashville** to **Reams**, \$8.1 million
- **KAMA & KAMZ/EI Paso, KEND & KLLU/Lubbock** to **Holder**, \$10.5 million
- **WSTP & WRKY/Steuenville, OH** to **Primary Closings Delayed:**
- **WWDB/Philadelphia, WBLZ/Cincinnati, WTUX & WTLC/Indianapolis** to **Panache**, \$28.5 million
- **KLBJ/Austin** to the **Chase Group**, \$27.5 million

& **KAMZ/EI Paso** and **KEND & KLLU/Lubbock** — because it reportedly could not come up with the money to carry out the deal. **Thrash Broadcasting**, owner of the combos, is negotiating with **Holder** concerning the disposition of a \$250,000 escrow deposit.

- Delays in obtaining FCC approval to sell off its cellular phone interest reportedly caused **Associated Communications** to pull the plug on its proposed sale of **WSTV & WRKY/Steuenville, OH** to **Primary Communications** in a management-leveraged buyout. When it became apparent that the FCC staff would not act on the phone licenses before December 31, 1986, **Associated** reportedly decided to scuffle the station sales. As with many sales, **Associated** wanted to sell in 1986 for tax reasons.

- The largest AM deal of 1986, **Tichenor Media's** proposed \$20 million acquisition of **WADO/New York**, literally sank in the swamp. When current station owner **Command Broadcasting** appeared for the closing, attorneys discovered a last-minute problem in obtaining a clear title to the Spanish-formatted station's swampland transmitter site near the **Meadowlands** in New Jersey. The sale was postponed, but the title problem couldn't be cleared up in time and the sale was terminated.

Another big deal of 1986, the **Chase Group's** proposed \$27.5 million purchase of **KLBJ-AM & FM/Austin**, appears to be delayed. A closing initially planned for year-end did not occur, and neither did a rescheduled closing set for last week. A delay in this sale is of special importance because of the deep pockets of the **Chase Group's** owner, **New York Securities** firm **Donaldson, Lufkin & Jenrette**. **Chase President Tony Chase** and **LBJ Corp. President Donald Thomas** were not available for comment prior to **R&R's** deadline.

TRANSFER WITHIN 60 DAYS

Interim Operator Cleared For WLIR

After years of litigation, it appears **Long Island Radio Communications (LIRC)** is about to assume interim control of **WLIR/Long Island**. The FCC this week (1/26) ordered **Phoenix Media**, which has been special interim operator since 1983, to hand over the

New FMs Announced

Chester, CA, 105.3 MHz; Auberry, CA, 105.1 MHz; 30-day filing window opens March 10; Julesburg, CO, 96.5 MHz, March 10; Montauk, NY, 104.7 MHz, March 10; Lytle, TX, 91.3 MHz; Harrison, OH, 104.3 MHz, March 10.

Ragan Henry Selloff Still Pending

One major deal that failed to meet its Dec. 31 deadline was **Ragan Henry's** spinoff of four stations to his longtime subordinate, **Chuck Schwartz**. In the transaction, **Panache Broadcasting** is to pay \$28.5 million for **WWDB/Philadelphia, WBLZ/Cincinnati**, and **WTUX & WTLC/Indianapolis**.

Despite the delayed closing, **Henry** insists the deal is still on, and will close within the next few weeks. He acknowledged being disappointed by the snag, adding, "We incurred the tax liability."

One bothersome hangup was several minor challenges at the FCC to the transfer of **WWDB**. Although not serious, the protests prevented the Commission from including the station in a batch of 166 unchallenged applications approved in a single day in late December.

The **WWDB** sale has since won Commission approval, but until the order becomes final later in February, lenders would be skittish about finalizing financing on the deal.

Henry's Minority Status Attracts Capital

Meanwhile, **Henry** is already carrying through on his promise to begin building an even larger radio group than the one he liquidated. He has just picked up **WWIN-AM & FM/Baltimore** for \$4.5 million and is actively shopping in fewer than ten other targeted markets.

Henry, a prominent black broadcaster, is raising capital for his expansion by forming partnerships in which he has a controlling interest. Because their money is helping a minority buy broadcast properties, the other investors will be eligible for FCC tax certificates, deferring any capital gains tax, when they leave the partnerships.

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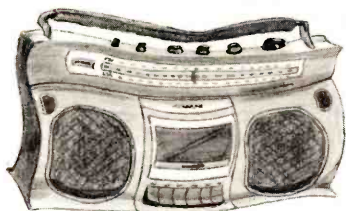
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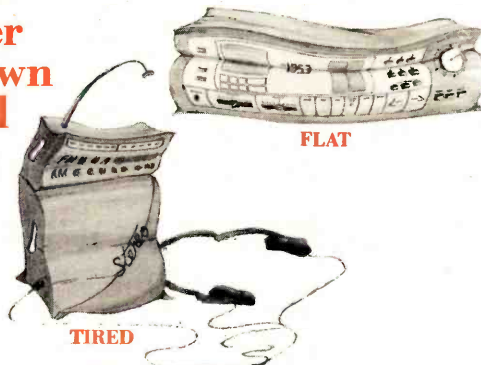
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- **No Tricks, Just Treats—Doesn't Mess With Your Mono Signal.**

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Hard to believe, but true. *StereoMaxx* adds **Power** to CHR and AOR formats, and adds **Foreground Punch** to AC stations. B/U sounds really **Jump Out Of The Set** with *StereoMaxx*. But you can also adjust *StereoMaxx* to make an Easy Listening/Beautiful Music station sound more lush and opulent.

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NEWSBREAKERS

Edited by Jim Dawson



Jean Riggins **Tasha Mack**
 ● **JEAN RIGGINS** has been appointed Director/Artist & Product Development at **Capitol Records**. With the label for four years, Riggins was most recently National Telemarketing Manager and Nat'l R&B Marketing Coordinator.

Also at Capitol, **TASHA MACK** has been named National Secondarys Promotion Manager/AC & CHR for **Capitol Records**, in L.A. For the past year, Mack was the label's Coordinator/Artist Relations, prior to which she was Asst. Media Director for **T.B.A. Media** and Asst. MD/VP for **KUPD/Phoenix**.

● **ARNOLD LEVINE** has been appointed VP/Creative Services at **CBS Records**, rejoining the company after four years operating his own firm, **Levine Communications**. In the new post, he will be responsible for overseeing all creative aspects of the division's advertising. He'll base in New York, reporting to **CBS Records** Division President **AL TELLER**.

Arnold Levine **Jane Schoen**
 ● **JANE SCHOEN** has been named McGavren Guild's Research Director/ New York. She joined the company six years ago, serving as Research Manager and, most recently, Asst. Research Director. Before that she was Sr. Research Analyst for **Blair Radio**.

Concurrently, **JEFF EDGLEY** has been named Regional Radio Specialist/Denver for McGavren Guild Radio. Edgley formerly sold for **KLZ/Denver**, before which he worked in sales at **KSSS/Colorado Springs**.

● **TOM TEUBER** has opened a consultancy specializing in AOR radio, with an emphasis on adult-oriented, progressive formats. Most recently VP/Operations at **WMAD/Madison**, Teuber has also programmed **WMET/Chicago**, **WLVO/Columbus**, and **WCMF/Rochester**. His first client is **WMAD**. He can be reached at 664 West Roscoe St., Chicago, IL 60657; (312) 871-3540.

David Altschul **Jeff Fenster**
 ● **WARNER BROS. RECORDS** has named **DAVID ALTSCHUL**, **JEFF FENSTER**, and **RICK STREICKER** head of its Business & Legal Affairs Dept., Sr. Director, and Director/Business Affairs, respectively. Altschul joined the label in 1980, serving as Director/Business Affairs and VP/Business & Legal Affairs. Prior to that he was a partner for **Rosenfeld, Kassoy and Kraus**. Fenster and Streicker joined the label in 1983 and '82, respectively, both coming from **Mitchell, Silberberg and Knupp**.

● **BOB ZIMMERMAN** is appointed National Sales Manager for **Edens Broadcasting's KLZZ-AM & FM/San Diego**. Zimmerman also serves as NSM for **Edens's KOY-AM & FM/Phoenix**.

● **BIG JIM MCCLAIN** has been named PD for **KOLO/Reno**, following the resignation of **TONY THOMAS**. McClain, a 15-year broadcast veteran, has also served in the **Bakersfield, Sacramento, and San Diego** markets.

Rick Streicker **Jeff Hy**
 ● **JEFF HY** has joined **WBLQ/Erie** as GM. Hy comes from **KXEL & KOKZI/Waterloo, IA** where he served as GSM.

● **RANDY ROBBINS** has resigned the PD post at **KCAQ(Q105)/Oxnard-Ventura** to become Program Director at **KZZU-AM & FM/Spokane**. Robbins has also programmed **KIKX/Tucson**, Anchorage outlets **KWHL, KENI, and KANC**, and **KORD-AM & FM/Tri Cities, WA**. His replacement is pending.

● **BILL ROBBINS** was promoted from Production Director to PD at **AOR WMAD-FM/MADISON**. Robbins joined the station last June after serving as PD of **WMCQ/East Lansing**. Additionally, **WMAD-FM MD David Anderson** has been advanced to Asst. PD.

● **Hillier, Newmark, Wechsler & Howard** has named **CHERYL COLLINS**, **CRAIG IWASZKO**, and **CLARENCE JOHNSON** to Regional Managers of its St. Louis, Minneapolis, and Chicago offices, respectively. Collins's previous stints have been with St. Louis's **KSD, WRTH & KEZK**, and St. Louis Cable Adnet. Iwaszko worked for **Select Radio, KGBB/Minneapolis**, and **KSTP/St. Paul**. Johnson was formerly **HNWH's** St. Louis Regional Mgr., prior to which he worked for **WMC/Memphis**, **KKYK/Little Rock**, **KXXY/Oklahoma City**, and most recently for **Scripps, Howard & Summit**.

● **ELLEN ZOE GOLDEN** has been upped to VP for the **Howard Bloom Organization**. For nearly six years she has been a Sr. AE for the company.

● **JAIME JARRIN** has been named VP/Sports & News for **Lotus Communications**, Spanish Division. Jarrin, a veteran sports announcer, continues as the Spanish voice of the Los Angeles Dodgers.

● **DON CHRISTI** is named PD at **WGLF/Tallahassee**, coming in from **Z104/Frederick**, where he was known as **DAVEY CROCKETTE**. **STEVE OCEAN** remains MD at **WGLF**.

● **GLEN ADAMS** has been named Operations Director at the **Connecticut School of Broadcasting**. He was most recently PD at **WRAN/Dover, NJ**, before which he was at **WHWH/Princeton** and **WNNJ/Newton, NJ**.

● **J. TERENCE O'MALLEY** has joined **Noble Broadcast Group** as Exec. VP/General Counsel. Most recently Noble's Corporate Counsel, he also practiced business and real estate law for 12 years with **Gray, Cary, Ames & Frye**.

● **J.T. STEVENS** is the new PD of **AOR WZYC/Atlantic Beach, NC**. Most recently PD at **WZZR/Richmond**, Stevens has also programmed **WEZS/Richmond** and served as an air personality at **WKLS/Atlanta** and **Q107/Washington**.

● **FRANCO REALI** has been promoted to President of **RCA/Ariola Italy**, where he was GM since October 1984. Previously, Reali spent 20 years in advertising and marketing with leading Italian and international companies.

Randy Robbins **Barbara Larson**
 ● **BARBARA LARSON** has joined **KIIS-AM & FM/Los Angeles** as Local Sales Manager, filling the vacancy created by the promotion of **PEGGY SCHIAVO** to GSM last fall. Larson leaves the National Sales Manager's post at **WXRK/New York**, where she has been since 1982.

● The CHR consultancy of (**CHUCK**) **McCOY(PAT) BOHN** is now represented by **FairWest** on a limited client basis. The firm provides focus group studies, tested music, promotions, and direction on morning shows. For more information call (619) 695-8386.

● **LYNDA PARETS** has been appointed to the newly created position of NSM for **KGGI/Los Angeles**. Parets was formerly an AE for **Torbet Radio/Los Angeles**, prior to which she spent nearly six years as Broadcast Supervisor for **Daly & Associates**.

● **Panarecord/Striped Horse Group** has opened its US operation. **Striped Horse Records**. **CARLO NASI**, President of the parent group, will serve as the label's CEO and **WIM SCHIPPER**, formerly with **Arista Records**, will serve as its VP/Business Affairs. Contact them at: 1040 N. Las Palmas, Los Angeles, CA 90038; (213) 461-8631.

PROS ON THE LOOSE

Dave Allan — PD **WZZR/Richmond** (804) 273-0160

Robyn Bentley — Promotions Director **WZZR/Richmond** (804) 353-4387

Darryl "Mark" Chase — Afternoons **KSTN/Stockton** (415) 785-8674

J.C. Collins — Afternoons **WIRE/Indianapolis** (317) 787-7845

Kid Crockett — Nights **WZZR/Richmond** (804) 730-2404

Jack Daniels — Nights **WRQC/Cleveland** (216) 961-5220

Frank Eriksen — PD/Mornings **KSPN/Aspen** (303) 925-6080

Ed Fennessy — Middays **WXYV** (V103)/Baltimore (301) 655-4052

Allan Hotlen — PD **WPGC & WCLY/Washington** (301) 439-0630

Rick Wiegell Jason — Middays/Production Director **KHTZ/Reno** (916) 583-8582

Christopher Lance — Overnights **KMEL/San Francisco** (415) 885-2272

Joanna London — Midday **KFMG/Albuquerque** (505) 255-9731

Tony Mann — MD **WNFI/Daytona Beach** (904) 255-2227

Brian Mitchell — Overnights **WZZR/Richmond** (804) 323-0374

Dan Murphy — Afternoons **KLTJ/Seattle** (206) 789-1073

John Rody — Mornings **KZEW/Dallas** (214) 327-5040

Dave Sanborn — MD/Afternoons **WZZR/Richmond** (804) 270-3393

Glenn Summers — PD **WGLI/Long Island, NY** (516) 422-4280

Harry Valentine — PD **KSAN/San Francisco** (415) 946-1790

Jim Williams — PD **WJYL/Louisville** (502) 778-8292

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HOSTED BY
PAT ST. JOHN

MEMORANDUM:

To Our Friends In RADIO:

FACT: The *Ratt* album, "**DANCIN' UNDERCOVER**"⁸¹⁶⁸³ has danced past *platinum* status!

FACT: The ongoing *Ratt* tour is "dancing" across the country to frenzied crowds and sold-out halls!

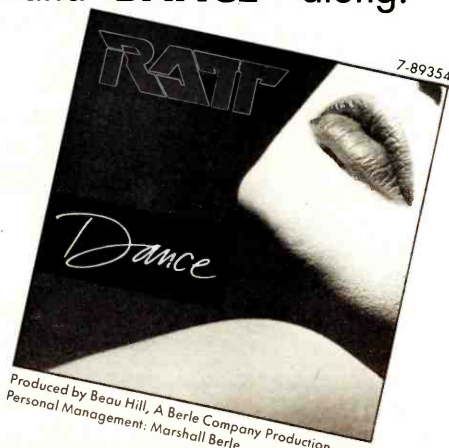
FACT: The *Ratt* video, "**DANCE**" is in heavy rotation on MTV and has been receiving Top 10 requests nightly for 12 consecutive weeks (out of 2000 calls a day!)

FACT: *Ratt* is receiving massive audience exposure in Eddie Murphy's box office smash "**GOLDEN CHILD**."

FACT: The *Ratt* single, "**DANCE**," is an undeniable hit!

CONCLUSION:

Don't "**DANCE**" to a different tune! Play *Ratt*, and "**DANCE**" along!



ON ATLANTIC RECORDS 

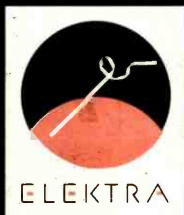
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Bob Krasnow, Chairman, Elektra Records



VH-1 is now in 17.3 million homes.* And we're adding over 19,000 new homes a day!

*Nielsen HomeVideo Index, Dec. 1986. Subject to qualifications available upon request.

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R&R STREET TALK

Sconnix To Buy Blair?

SCONNIX principal **RANDY ODENEAL** says "no comment" and **BLAIR RADIO** President **JIM HILLIARD** didn't return our phone calls, but word on the street is very strong that a handshake agreement has been reached between the two over the sale of Blair's stations. Pricetag on the deal is rumored to be about \$150 million. Both sides reportedly are working on a final contract, and Sconnix is lining up financing. If the deal goes through, Sconnix will be catapulted almost overnight into one of the biggest radio groups in the U.S., doubling its size. A formal announcement of the deal is expected within two weeks.

Meanwhile, **PARKER COMMUNICATIONS** President **LOU BURON**, who has also been pursuing the Blair stations, believes he's still in the running. He says his company has "a tremendous amount of equity" and can finance the acquisition without necessitating any junk bonds.

A&M's quest for a new A&R head is not without its problems. We hear the prime candidate is seeking only the most senior executive stripes, which has upset at least one key man at the label. A&M has "no comment" on reports that VP/Black A&R **JOHN McCLAIN** has resigned, while industry mediator **CLARENCE AVANT** is said to be trying to repair the damage. Would an own-label deal for McClain do the trick?

Metropolis To Buy DC101?

Rumors regarding the \$53 million sale of **DC101/WASHINGTON** to **METROPOLIS** are still circulating. Discussions between the two parties are apparently in progress, but no letter of intent has been reached and no contract has been signed. Neither side will discuss the negotiations, but DC101's **GEOFF LEBHAR** says if the station sold for \$53 million it would be such a major accomplishment that he would want it carved on his tombstone.

Reports coming out of the Federal Building in Los Angeles is that the Grand Jury investigating organized crime in the recording industry is expected to hand down indictments sometime in mid-February. Stay tuned.

Speaking of Grand Juries, **AP** reports that **KZMC/OMAHA** owner **JOHN CARTWRIGHT Sr.** has been indicted following a physical altercation with an **INTERNAL REVENUE SERVICE** agent. Seems **IRS's JON KEMPTER** called on Cartwright

to discuss taxes withheld from station employees when Cartwright allegedly started a showing match after a payment schedule could not be agreed upon. The charge carries a maximum penalty of three years in prison and a \$5000 fine.

Dorton KIOI Buy Off?

Late word that the proposed sale of **K101/SAN FRANCISCO** by **BOB PRICE** to **JOE DORTON** and **SKY BROADCASTING** has fallen through. Price reportedly was asking too much money; Dorton now may have turned his attention to **WCZY/DETROIT**.

Meanwhile, industry sources say **PRICE COMMUNICATIONS'** managers nationwide have been ordered to meet their budgets and cash flow projections "no matter what" in order to alleviate a financial squeeze.

Rumor has it that **RANDY RODGERS** is set to assume the GM gig at **KLUB & KIS/SALT LAKE CITY**. More in R&R shortly.

When **ROBERT W. WALKER** left **Y100/MIAMI** a few months back to join **WPOW**, it seems a one year non-compete clause in his contract prevented him from taking the air until November of 1987. Walker went to court to overturn the restriction, but was overruled. **WPOW VP/GM GREG REED** commented, "We feel we can and will win without Robert, but when and if he becomes available he'll be more than welcome at Power 96."

WAEB-FWALLEN TOWN has dumped its "Light Rock" format in favor of a current-intensive CHR presentation under new PD **JEFFERSON WARD**. The station's calling itself "Laser-104.1 FM," and the music is almost 100% CD.

JOHN BARBIS, formerly **GEFFEN VP/Promotion**, has inked a deal with **STARSHIP** Manager **BILL THOMPSON** to co-manage **AUTOGRAPH**.

Last week's item about **BOBBY CHRISTIAN** should have stated that he is the former PD of **KTCZ/MINNEAPOLIS**. He resigned last month.

Advance congrats to **SONNY TAYLOR**, new PD at **WGCI-AM & FM/CHICAGO**. More to come next week.

Continued on Page 20

AIR PRIORITIES: WEEK 23

Listen to the selections listed below. Decide if each has the potential to attain Top 40 or Top 25 in the R&R National Airplay Chart. Then call in your response to AIR at 301-964-5544 by 6 pm Wed., Feb. 4, 1987

Title	Artist	Label
STEVE WINWOOD	THE FINER THINGS	ISLAND/WB
KCB BAND	AMERICA	ARISTA
BERLIN	YOU DON'T KNOW	GEFFEN
KANSAS	POWER	MCA
PSYCHEDELIC FURS	HEARTBREAK BEAT	COLUMBIA

AIR (Active Industry Research) is a nationwide network of program and music directors who assess CHR music for artist managers, producers and record companies.

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CROWDED HOUSE

"DON'T DREAM IT'S OVER"

120/19

With This P1 Action:

WXKS deb 31	93FM 27-24	KWK deb 32
WBEN 32-27	95INZ add	WLWL 24-17
WPHD 24-18	WGH 32-29	Y108 24-19
PRO-FM 35-29	WLS add 29	KMEL deb 26
94Q 33-28	WMMS 23-16	KATD 30-26
PWR997 17-15	92X add	KWSS 34-29
Z93 add	KDWB 37-23	KPLZ 35-31
KEGL 37-30	KHTR add	KUBE deb 33

DURAN DURAN

"SKIN TRADE"

75/29

Including These P1 Adds

WKSE	99DTX
CKOI	KIIS
KTKS	KZZP
WGH	KPLZ

FREDDIE JACKSON

"HAVE YOU EVER LOVED SOMEBODY"

21/12

Including These P1's

KRBE	WHYT
Y100	FM102
WCZY	KMEL

TINA TURNER

"WHAT YOU GET IS WHAT YOU SEE"

#1 MOST ADDED 91/91

Capitol

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LONE JUSTICE



Shelter

You can't live
without it!

CHR NEW & ACTIVE

77/11

WXKS 32-25	KITS 10-10 (frozen)
WPHD 25-21	WIMX 32-27
WCAU deb-35	WZYP 40-35
PRO-FM deb-34	WBNQ 15-11
WLS 18-15	WBWB deb-29
WMMS 31-23	WDBR 34-29
WERZ 32-28	WSPT deb-35
WNCX 38-32	KOZE 19-16
WIXX 30-25	

From The Geffen Album "Shelter"
Produced By Little Steven, Jimmy Iovine
And Lone Justice
Management: Jimmy Iovine



GEFFEN RECORDS

STREET TALK

Continued from Page 19

New Label In The Works

Program producer **DENNY SOMACH** and talent manager **LARRY MAZER** have a new rock label, **VOYAGER**, in the works. Will **LEE ABRAMS** be one of the passengers? That's yet to be decided, says Somach, who does confirm that negotiations for a distribution deal are currently taking place. Voyager would be in addition to Denny & Larry's **CINEMA** imprint, due to debut via **CAPITOL**. We also hear that the long-awaited Abrams/Somach New Age syndie program may be set for distribution by **CBS RADIO**. Details to come.

As **REAMS BROADCASTING** takes over **WBVE/CINCINNATI**, we get word of a new management team at the Urban outlet. Transferring in as the station's VP/GM from Reams's **WKBZ & WRNF/MUSKEGON** is **NEIL KEARNEY**. New 'BVE PD **RAY MILLER** also enters from the Muskegon combo, where he was OM. **JAMES MEYER** joins the Beaver as GSM from an identical post at **WONE & WTUE/DAYTON**.

E/A has reached agreement with the **AMERICAN-ARAB ANTI-DISCRIMINATION COMMITTEE** over the **CURE**'s "Killing An Arab." Recognizing that the song may be considered "offensive and inflammatory," the label says it'll sticker future copies of the "Standing On A Beach" album (and equivalent home video) with an explanatory note denying any racist intent. It's also asked AOR and college stations not to play the cut (which received little airplay in the first place). To date, "Beach" has sold roughly 400,000 copies in the US.

INTER-URBAN's new Cincinnati FM **WIZF** (Wizard) as gone on the air with an automated B/U format. **DELL SPENDER** is handling programming duties from New Orleans, with a PD and airstaff expected to be named shortly. Meanwhile, at sister station **WJYL/LOUISVILLE**, PD **JIM WILLIAMS** has departed — despite the station's best book in recent memory. Midday jock **MAURICE HARROD** has been named PD.

Return Of The Nipper?

What goes around comes around: We hear one of the leading contenders for the new **RCA** label under new **BERTELSMANN** tutelage is **VICTOR** . . . possibly reviving "Nipper" as its "mascot."

Will the membership of the **AMERICAN FEDERATION of MUSICIANS** ratify or reject the new deal struck between union leadership and the nation's record companies? Locals in Los Angeles and New York are encouraging a "no" vote, but it's not clear what the overall outcome will be — or whether a strike will follow.

Some action in Greensboro-Winston Salem-High Point, as **WTQR GM DON BOYLES** resigns on the heels of the station's best ever book.

Meanwhile, rumors are rampant that **BEASLEY'S** Religious **WWMO** may go after **TQR's** 19.7 share by turning Country soon. Supporting this idea is the departure from **WRNS/COASTAL, NC** by PD (and Beasley's PD of the year) **KEVIN O'NEAL**. Another indicator is the reported relocation of **ROGER STOCKTON** from Beasley's Myrtle Beach station to the Greensboro area. Meanwhile, **WAYNE CARLYLE** assumes O'Neal's PD post at **WRNS**.

The entire airstaff at **WZZR/RICHMOND**, including new PD **DAVE ALLAN**, has been involved in a bloodbath. Seems owner **JOHN SINCLAIR** is looking to make a change in direction away from its present Urban slant toward a Classic Rock approach.

Classic Drops

The two AM stations responsible for Classic Rock both changed format within recent weeks, with **KRBE/HOUSTON** simulcasting its CHR-FM sister station and **KRQX/DALLAS** (**FRED JACOBS**'s original format lab) emphasizing 1957-67 oldies. Jacobs's second client, **WNOR/NORFOLK**, abandoned Classic Rock to simulcast its AOR FM several months ago.

It's widely said that the only good thing to come out of the Vietnam war was the music, exemplified by the soundtrack of the current smash hit film "Platoon." **ATLANTIC RECORDS** is rushing plans to release most of the cuts from the movie's eclectic mix, including "White Rabbit," "Tracks Of My Tears," "Hello, I Love You," "Respect," and "Ohio." **THE ORION PICTURES** release has so far grossed \$16,220,000.

WCXR/WASHINGTON morning man **PAUL HARRIS** was recently taking calls from listeners on whether or not they feel their phone service has improved since the breakup of AT&T. Orle deep-voiced caller just happened to be FCC Chairman **MARK FOWLER**, whose daughter is reportedly a Harris fan. After asking Fowler if it was OK to tape and broadcast the call (Fowler: "You have my personal permission and official approval"), Harris interviewed him for five minutes about how the breakup has affected phone rates.

Following last week's National College Forensics Tournament, the University of California at Los Angeles (UCLA) named the prize awarded for the entertainment and humor competition during the tourney the "**GARY OWENS** Comedy Scholarship," in honor of radio veteran and L.A. legend — you guessed it — Gary Owens.

Finally: Condolences to Atlantic Sr. VP/West Coast **PAUL COOPER**, whose father **THEODORE** passed away last week following a long illness. In lieu of flowers the family asks that contributions be made to the Motion Picture and Television Fund.

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A black and white photograph of Paul Simon leaning over the side of a boat. He is shirtless and looking down at a small dog sitting on a table. The background is a dark, textured surface, possibly the water or a wall. The overall mood is contemplative and intimate.

Paul Simon

"The Boy In The Bubble"

The new single from the Paul Simon album *Graceland*
on Warner Bros. Records

Produced by Paul Simon Engineer: Roy Halee



© 1987 Warner Bros. Records Inc.

WHAT'S NEW

Edited by Don Waller

TUTU MUCH

Elvis Ballet Planned

Bridging the gap between high and low culture as well as the sublime and the ridiculous, a ballet based on the life and times of Elvis Presley is scheduled to debut in Long Beach, CA this fall.

According to the *Daily Insider* radio news service, Ben Weisman, who wrote no less than 57 songs for the Big E during a 15-year association with the once and future King of Rock 'N' Roll that began in 1957, is working up this cross between "Swan Lake" and "All Shook Up" in conjunction with the Long Beach Ballet Company.

Weisman claims his 357 magnum opus, which features a male lead dancer dressed as E. P., will take the form of a 20 to 30-minute concerto in three movements, each based upon one of the unforgettable songs Weisman penned for Presley: "As Long As I Have You," "Crawfish," and "I Slipped, I Stumbled, I Fell."

This titanic moment in terpsi-



chore will devote itself to retelling Presley's life. "From his boyhood to his rise to fame and eventual death," says Weisman, adding that Elvis always had a great love for classical music.

Pay-Per-Play Music Video Cable Service Available

How many times have you said to yourself, "I'd pay a dollar to see my current favorite music video *right now*." Once? Twice? Ten times? All of the above?

Whatever your answer, a recently formed company, Video Jukebox Network, Inc., is banking that you're not alone. The Miami-based firm is currently leasing one basic cable channel on which music videos are shown per viewers' request.

Requests are phoned in to a "976" number and are then fed into a computer, which programs the clips to be broadcast in the order requested. According to *Daily Variety*, the requests are aired between 15 minutes and three hours from the time of the call.

Callers are billed \$1 per request, approximately 88 cents of which is remitted to Video Jukebox Network. The firm's officials claim that while the service receives nearly 300 calls per day and can broadcast nearly 280 clips in a 24-hour period, the real profit potential comes in that more than

one request can be logged for the same video. Think about it.

The firm is currently embarking on a

public stock offering to raise money to expand the service into a projected 100 markets in the future.



Juvie Movie Book

"The I Was A Teenage Juvenile Delinquent Rock 'N' Roll Horror Beach Party Movie Book" (St. Martin's, \$12.95) author Alan Betrock's 150-page, paperback paean to the films that graced the screens of your friendly neighborhood passion pit between 1954-69.

The book is lavishly illustrated with reproductions of the original lurid posters and the occasional still from such cinematic trash-terworks as "High School Confidential," "The Young Savages," "Riot On Sunset Strip" and "Wild In The Streets." But author Betrock, who has previously put his scholarly efforts to mapping such non-mainstream pop culture eddies as girl groups and a complete guide to teenage fan magazines (both of which are outstanding, incidentally), stumbles a bit this time out.

While Betrock is authoritative in the number of films covered, the amount of information presented is all too incomplete. Beyond noting original running time — useful for VCR owners — Betrock could've mentioned whether the films are in color or not, and more to the point could've assigned each a rating for quality. Even though he lists producers, directors, scriptwriters and major cast members (some surprisingly famous names here), Betrock neglects to include either detailed plot synopses or to highlight certain key scenes that give each movie that certain something that distinguishes "The Cool And The Crazy" from "The Delinquents" or "Muscle Beach Party" from "How To Stuff A Wild Bikini." Then there's the infuriating lack of a complete guide to these film's musical sequences (stars, songs performed, soundtrack availabil-

ty), which for an archivist of Betrock's stature is disappointing.

Nevertheless, until a writer with a style as lively as the films themselves undertakes the subject matter, Betrock's book will sit comfortably under the fuzzy dice hanging from the rabbit ears of the TV of any real aficionado for the genre. Sassy, flashy, and trashy as a *Ronettes* record.

\$25,000,000

Lake Huron Broadcasting Corporation

has sold

KRBE-AM and FM
Houston

to

Susquehanna Radio Corp.

The undersigned initiated this transaction and acted as financial advisor to Lake Huron Broadcasting Corporation.

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Incorporated

January 1987

POLL STAR

TOP 20 CONCERT PULSE

LW TW ARTIST

- | | | |
|----|----|-----------------------|
| 2 | 1 | LIONEL RICHIE |
| 1 | 2 | BILLY JOEL |
| 3 | 3 | BOB SEGER |
| 4 | 4 | PETER GABRIEL |
| 5 | 5 | JOURNEY |
| 6 | 6 | HUEY LEWIS & THE NEWS |
| 7 | 7 | STEVIE WONDER |
| 8 | 8 | KENNY ROGERS |
| 9 | 9 | DAVID LEE ROTH |
| 11 | 10 | NEIL YOUNG |
| 14 | 11 | STEVE WINWOOD |
| 13 | 12 | 38 SPECIAL |
| 12 | 13 | MOODY BLUES |
| 15 | 14 | TRIUMPH |
| 16 | 15 | CYNDI LAUPER |
| 17 | 16 | MONKEES |
| 18 | 17 | FREDDIE JACKSON |
| 19 | 18 | ALICE COOPER |
| 20 | 19 | CAMEO |
| | 20 | R.E.M. |

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of POLLSTAR, a publication of Promoters' On-Line Listings, (800) 344-7383, or in California, (209) 224-2631

KDF ROCKS MUSIC CITY!

KDF has been on the air for almost 17 years, and a top 3 contender in the market for the past ten. So how did they suddenly increase over two points 12+ this fall to become not only the Number One station in Nashville, but very possibly the top AOR in America?

To quote GM Steve Dickert, "When a great promotion campaign produces tremendous sampling of a great radio station, the natural result is huge numbers." KDF's numbers: Summer 12.8, Fall 14.9.* Dickert concludes: "Direct TV® helped us get the *best book in our history*—and one of the best by any Nashville station in a decade."

This Fall Film House's Direct TV® campaign helped produce the best book ever for CHR, Country and AOR stations from coast to coast. Find out how to put it to work for you this Spring. Call

Film House today and we'll Federal a copy of our latest reel.



*Source: Summer and Fall '86 ARB 12+ share
6 am - 12 mid., Mon.-Sun.

Watch this space for more Fall '86 Direct TV® success stories. Direct TV® is a registered service mark of Film House, Inc., Nashville, Tennessee. Copyright© 1987 Film House, Inc. All Rights Reserved.

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VITAL SIGNS: MARKET RESEARCH

Aiding The Decision Process

By Mike Shalett

Vital Signs. Webster's 20th Century Unabridged Dictionary defines vital as "essential to the existence or continuance of something; indispensable; of greatest importance; as this matter is vital."

Just four years ago market research within the confines of the music industry was anything but vital. A handful of labels did establish market research departments. Unlike most of their consumer industry peers, however, many music executives felt there was no need for this traditional marketing tool.

Research A Dirty Word

"Gut instinct" and "ears" are the key buzz words that best describe the data collection methods used to decide signings, singles, advertisements, album covers, configuration, and initial radio format focus.

This same methodology was implemented at the concert level, where promoters had plied their trade in a time-tested manner since the early '60s. Artist managers, record retailers, and venue operators all felt the same way: research was a dirty word.



Mike Shalett

Founded in 1983, the **Street Pulse Group** is a market research firm designed to serve the music entertainment industry. SPG President **Mike Shalett** is based at 46 Bridge Street, New Milford, CT 06776; (203) 355-0902.

radio's new "excuse" as the sole cause of major financial decline in revenue.

Still others saw research as an infringement on their ability to make decisions based on their tenure and business experience. What could research tell them that they didn't already know? Fear of interference in the artist process was mentioned. "Hey, pretty soon computers will be dictating where to record, when to record, what key, and the tempo. Why, you'll even have to record in a specific climate." (Refer to the top graph.)

Reader Input Welcome

That doesn't sound vital: that

sounds fatal. Which brings us to the purpose of this column: to generate information that will aid you in your decision-making processes. How? By giving you demographic and consumer information culled from ongoing surveys throughout the country, encompassing retail chains, concert venues, and telephone attitudinal studies.

"Vital Signs" will not be the source authority for all questions and answers used on "Jeopardy." But it will be food for thought. And you will help generate it. (See the bottom graph.)

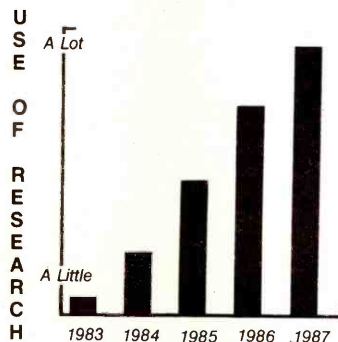
It is my intention to *communicate* with you. Occasionally, I'll feature a survey questionnaire on my page and ask for your input. You'll also be expected to participate in the choice of subject matter for the column.

"The purpose of this column is to generate information that will aid you in your decision-making processes."

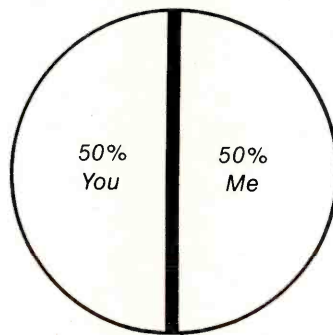
Such feedback can be in any form you like — with the exception of abuse! If you have a topic for suggestion, drop me a line c/o of R&R, 1930 Century Park West, Los Angeles, CA 90067. If you feel a compelling need to get it off your chest and into my ears, call (203) 355-0902.

I plan to use a lot of graphics so you're not trying to read through a massive jumble of numbers. Here again, feel free to tell me your feel-

Music Industry Years



Percentage Of Participation In Column Subject Matter



"'Vital Signs' will be food for thought. And you will help generate it."

ings on the column's readability, as well as that of the graphics.

The purpose of this column is to help ensure the future vitality of our industry. It will be filled with ideas that stimulate thought, not provide final answers. They will be ideas whose time have come.

"Just four years ago market research within the confines of the music industry was anything but vital."

Maybe their belief was a backlash reaction to radio's use of passive research in the mid-'70s, which ran concurrently with a major economic recession. Many record industry people looked at

ESCAPETM

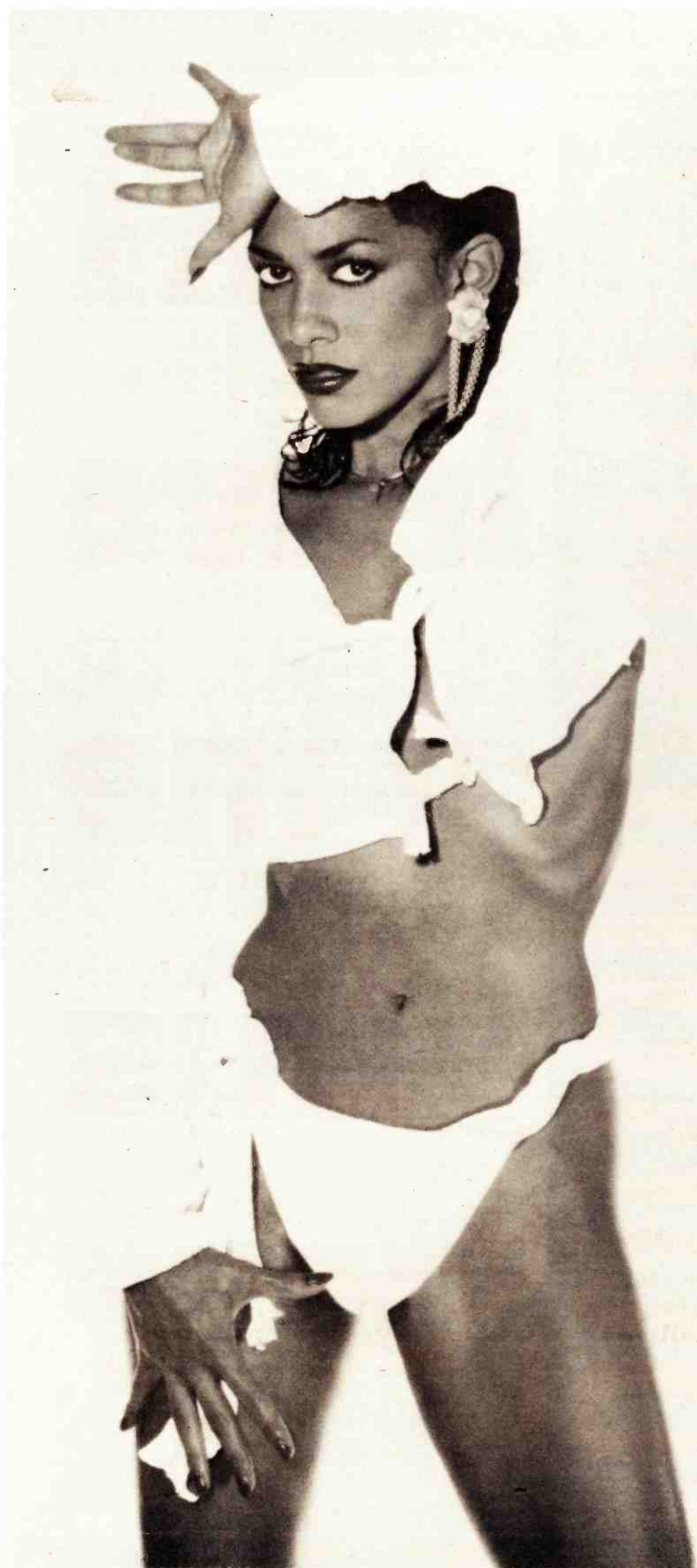
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Sheila E

Hold Me

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CHR ACTION:

Sheila E.

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99DTX	KMJK	WERZ	WKDD	KQCR
WCZY	FM102	WNNK	KF95	WLRW
WHYT	KMEL	WPST	KYRK	KKLS
		KXX106	WKPE	KOZE
		WKQB	WQCM	KTMT
		KAMZ	95XIL	KHTZ
			KSMB	Y97

BLACK/URBAN BREAKERS **34**

*Produced By Sheila E.
In Association With David Z*

*Personal Management:
Cavalleri, Raffalo & Sargnoli
Lisa Jansen and Richard Bushbarol*

SOBREMIA

"TALK ABOUT STAYING POWER! THE RECORD WENT ON IN A 3 WEEK TEST IN THE BEGINNING OF NOVEMBER, IT'S BEEN ON IN POWER ROTATION EVER SINCE. STILL TOP 5 REQUESTS, FEMALES 18-34, AND SALES HAVE BEEN CONSISTENTLY TOP 10 SINCE DAY ONE. LET YOUR AUDIENCE DECIDE FOR THEMSELVES. THIS IS A HOME RUN!"

SUNNY JOE WHITE, P.D. WXKS BOSTON

"HUGE CLUB RECORD THAT'S TURNING INTO A SMASH CHR STORY. GOOD RETAIL RESPONSE AND GREAT PHONES."

BRIAN KELLY, M.D. Z95 CHICAGO

"HOT REQUESTS. GREAT 12" SALES. IT'S A HIT!"

HELENE PINA, M.D. KRBE HOUSTON

"EXPLOSIVE SALES IN BOSTON STRAWBERRIES FROM WXKS POWER PLAY."

PETER STRICKLAND, CAMBRIDGE ONE-STOP

B96 add 35
WNCI add
KKRZ add
WNNK add
WBBO add
WKOB add
KZOU add
BJ105 add
KYNO add
I94 add
95XXX add
WIKZ add
WKSF add

KNIN add FM102 deb 36 KSND 34-30
WXKS 5-4 KDWB deb 35 KQMQ 27-16
KRBE 22-15 PRO-FM deb 35 KRQ deb 27
KATD 29-22 K104 34-29 WKPE 17-16
WCAU 29-25 WRCK deb 39 KNAN deb 36 KTRS deb 30
Z95 28-25 KITY 17-16 Z102 35-32 KZFN 34-28

CHR NEW & ACTIVE

produced by MIKE THORNE management LORNA GRADON

MCA RECORDS
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RATINGS

Fall '86 Arbitron 12+

Memphis

WHRK Remains Market Leader; WMC-FM Goes Double Digits; WGKX Has Strong Growth

	Summer '86	Fa '86
WHRK (B/U)	18.1	16.7
WMC-FM (CHR)	9.5	10.5
WGKX (Ctry)	5.9	8.1
KRNB (B/U)	7.5	7.4
WDIA (B/U)	6.1	7.0
WRVR-FM (AC)	8.7	6.9
WEGR (AOR)	5.4	6.4
WEZI (B/EZ)	6.3	5.2
WHBQ (N/T)	4.6	3.7
WLOK (B/U)	5.3	5.3
WMC (Ctry)	4.8	4.1
WREC (BBnd)	3.0	3.7
WXSS (B/U)	.9	1.6
KWLN (AOR)	—	1.2
WRVR (AC)	.7	1.2

Buffalo-Niagara Falls

WBEN Goes Double Digits; WHTT-FM Makes Gains; WBLK Up

	Summer '86	Fa '86
WBEN (AC)	7.6	11.9
WJYE (B/EZ)	10.2	9.7
WHTT-FM (Gold)	4.1	7.0
WBLK (B/U)	5.4	6.6
WBUF (AC)	9.7	6.3
WYRK (Ctry)	8.2	6.2
WECK (BBnd)	5.9	5.2
WEZE (CHR)	3.0	5.2
WGR (AC)	4.1	5.1
WPHD-FM (CHR)	5.8	4.6
WBEN-FM (CHR)	5.1	4.8
WQKB (Gold)	3.2	4.3
WBYS (AOR)	7.4	4.1
WRLT (AC)	4.2	3.6
WDGX (Rel)	.5	1.4
CILQ (AOR)	1.3	1.0

Cincinnati

WWEZ Eases Upward; WEBN Goes Double Digits; WKRC AC Leader

	Summer '86	Fa '86
WWEZ (B/EZ)	10.1	11.3
WEBN (AOR)	9.8	10.8
WKRO (CHR)	9.3	9.8
WKRC (AC)	7.1	7.9
WLW (AC)	11.7	7.4
WBLZ (UC)	6.6	6.1
WUBE (Ctry)	6.4	6.1
WCKY (N/T)	5.2	5.9
WLLT (AC)	3.9	4.5
WRRM (AC)	4.2	4.1
WWNK-AM & FM (AC)	4.5	3.9
WCIN (B/U)	2.2	3.1
WBVE* (Ctry)	—	2.6
WDOJ (AC)	1.4	1.3
WJJO (Gold)	1.9	1.2
WNOP (Jazz)	.6	1.2
WHIO-FM (B/EZ)	1.2	1.0

*Formerly WSKS (AOR)

Columbus, OH

WLVO Slips But Leads; WBNS-FM Strong Second; WTVN Reclaims AC Leadership

	Summer '86	Fa '86
WLVO (AOR)	16.3	12.4
WBNS-FM (B/EZ)	10.2	11.0
WTVN (AC)	6.9	9.8
WXGT (CHR)	7.9	8.8
WSNY (AC)	7.9	7.4
WNCI (CHR)	8.7	7.3
WMGG* (Gold)	—	7.1
WHOK (Ctry)	4.1	5.2
WBNS (AC)	2.1	2.7
WMNI (Ctry)	2.5	2.7
WVKO (B/U)	3.5	2.4
WCOL (BBnd)	1.4	1.7
WZZT (B/U)	2.2	1.7
WBYY (Jazz)	2.3	1.4
WCLT-FM (AC)	1.2	1.2
WRFD (CC)	1.2	1.2
WLW (AC)	1.1	1.1

*Formerly WRMZ (Ctry)

Oklahoma City

KATT New Market Leader; KTOK Slides Up; KZBS AC Champ, With KLTE Charging Up Fast

	Summer '86	Fa '86
KATT (AOR)	12.3	11.9
KJYO (CHR)	12.2	11.5
KXXY-AM & FM (Ctry)	12.7	11.1
KKNG (B/EZ)	8.4	8.3
KTOK (N/T)	8.3	8.8
KZBS (AC)	6.2	7.9
KLTE (AC)	3.6	5.1
KEBC (Ctry)	4.8	4.7
KIMY (AC)	4.1	3.8
KMGL (AC)	3.2	3.8
WKY (Ctry)	4.5	3.6
KPRW (B/U)	2.0	3.2
KJIL (Rel)	1.7	2.9
KOMA (AC)	5.0	2.3
KKLR (Gold)	.9	1.2
WWLS (Gold)	1.3	1.0

Nashville

WKDF Rocks Up; WQQK, Up; All Country Stations Off

	Summer '86	Fa '86
WKDF (AOR)	12.7	14.9
WSM-FM (Ctry)	11.1	10.3
WZEZ (B/EZ)	10.4	9.6
WLAC-FM (AC)	10.5	9.1
WYHY (CHR)	8.5	7.4
WQQK (B/U)	6.8	7.1
WSIX-AM & FM (Ctry)	7.5	5.9
WWKX (CHR)	3.9	5.3
WSM (Ctry)	5.2	5.0
WTMG (AC)	3.3	3.9
WVOL (Gold)	2.1	3.1
WLAC (N/T)	1.7	2.7
WMDB (B/U)	1.3	1.6
WKDA (Gold)	1.0	1.5
WLRO (AC)	1.2	1.0

Milwaukee-Racine

WTMJ Steady At The Top; WKTI Almost A Ten; WEZW Jumps Nearly Two Points

	Summer '86	Fa '86
WTMJ (AC)	12.2	12.1
WKTI (CHR)	9.1	9.9
WEZW (B/EZ)	7.3	9.2
WKLH (Gold)	6.8	7.7
WOKY (BBnd)	6.3	6.1
WQFM (AOR)	8.7	5.6
WLUM (UC)	5.4	5.1
WMIL (Ctry)	4.2	4.5
WMYX (AC)	4.3	4.0
WBSC-FM (Ctry)	3.8	3.8
WLTO (AC)	3.2	3.8
WRKR-FM (CHR)	2.3	3.5
WISN (AC)	3.0	3.3
WBGK (AOR)	1.7	2.2
WFMR (Clas)	1.8	1.9
WNOV (B/U)	2.6	1.7
WEMP (Gold)	2.4	1.4

Portland, OR

KXL-FM New Market Champ; KINK Edges Past KGON; KKCW New AC Leader

	Summer '86	Fa '86
KXL-FM (B/EZ)	6.4	7.5
KINK (AOR)	6.9	7.1
KKRZ (CHR)	8.5	7.1
KKCW (AC)	5.2	6.9
KGON (AOR)	7.7	6.6
KEX (AC)	5.4	6.1
KXL (N/T)	6.6	6.1
KGW (AC)	4.8	4.8
KWJJ-FM (Ctry)	3.5	4.7
KUPL-FM (Ctry)	5.6	4.6
KMJK-FM (CHR)	5.4	4.3
KKLI (AC)	4.0	3.6
KYTE (BBnd)	3.3	3.6
KWJJ (Ctry)	2.4	2.9
KYTE-FM (Clas)	1.8	2.6
KXYQ (CHR)	3.0	2.5
KSGO (Gold)	2.5	2.2
KPDQ-FM (CC)	1.7	1.6
WSMB (Talk)	.7	1.1
KKSN (Clas)	1.3	1.0

San Jose

KCBS Closes In On KGO; KOME Spreads AOR Gap

	Summer '86	Fa '86
KGO (N/T)	7.1	7.3
KCBS (N/T)	4.6	5.9
KWSS (CHR)	6.0	5.8
KBAY (B/EZ)	5.9	5.3
KOME (AOR)	4.0	4.8
KSOL (B/U)	4.6	4.4
KYUU (AC)	4.1	3.8
KSJO (AOR)	3.1	3.5
KATD (CHR)	3.3	3.4
KEZR (AC)	2.3	3.4
KSAN (Ctry)	2.7	3.1
KLZE (B/EZ)	2.3	2.8
KMEL (CHR)	1.8	2.7
KARA (AC)	2.4	2.6

KBLX-FM (AA)	2.0	2.5
KEEN (Ctry)	2.8	2.4
KLIV (BBnd)	2.2	2.4
KLOK (AC)	2.4	2.4
KITS (CHR)	1.0	2.2
KOFY (AOR)	1.5	2.0
KIOI (AC)	3.0	1.9
KOFY (Gold)	2.2	1.9
KOIT-FM (AC)	2.0	1.8
KNBR (Misc)	3.6	1.4
KLOK-FM (AC)	1.8	1.3
KDFC-FM (Clas)	.5	1.2
KHTT (Gold)	—	1.2
KYA (Gold)	.9	1.2
KKH-AM & FM (Clas)	1.1	1.2
KNEW (Ctry)	—	1.0
KNTA (Span)	1.9	1.0

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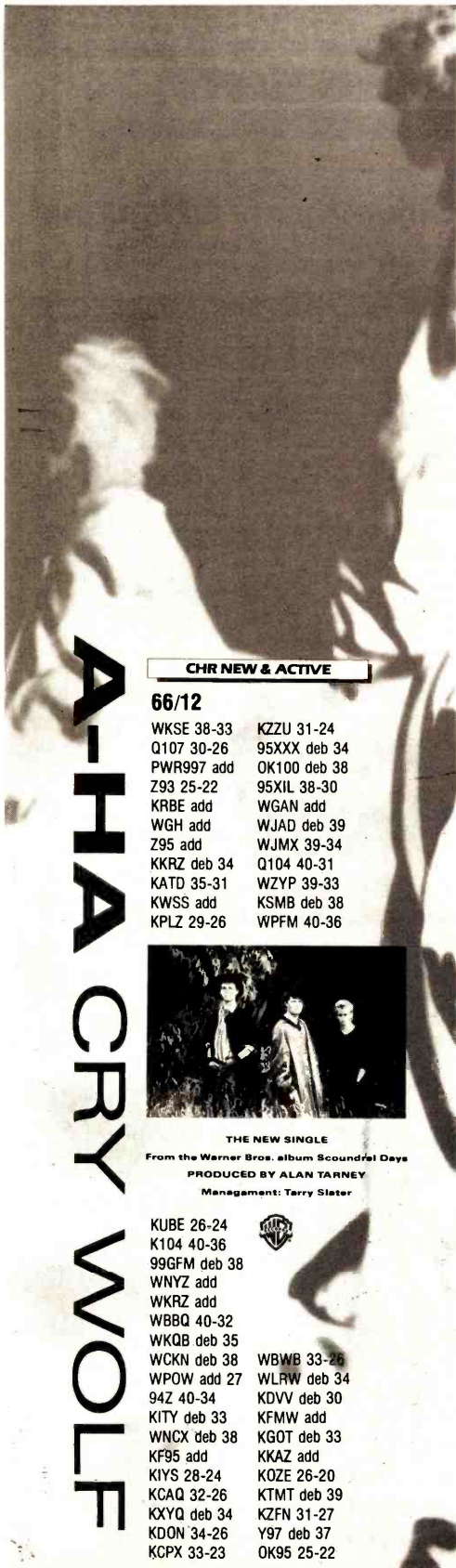
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CHR NEW & ACTIVE

66/12

WKSE 38-33	KZZU 31-24
Q107 30-26	95XXX deb 34
PWR997 add	OK100 deb 38
Z93 25-22	95XIL 38-30
KRBE add	WGAN add
WGH add	WJAD deb 39
Z95 add	WJMX 39-34
KKRZ deb 34	Q104 40-31
KATD 35-31	WZYP 39-33
KWSS add	KSMB deb 38
KPLZ 29-26	WPFM 40-36



THE NEW SINGLE

From the Warner Bros. album *Scoundrel Days*
 PRODUCED BY ALAN TARNEY
 Management: Terry Slater

KUBE 26-24	WBWB 33-26
K104 40-36	WLRW deb 34
99GFM deb 38	94Z 40-34
WNYZ add	KDVF deb 30
WKRZ add	KITY deb 33
WBBQ 40-32	KFMW add
WKQB deb 35	WNCX deb 38
WCKN deb 38	KGOT deb 33
WPOW add 27	KKAZ add
94Z 40-34	KIY5 28-24
KITY deb 33	KOZE 26-20
WNCX deb 38	KCAQ 32-26
KF95 add	KTMT deb 39
KIY5 28-24	KXYQ deb 34
KCAQ 32-26	KDON 34-26
KXYQ deb 34	Y97 deb 37
KDON 34-26	KCPX 33-23
KCPX 33-23	OK95 25-22



RATINGS

Fall '86 Arbitron 12 +

Sacramento

KXOA-FM New Market Leader; KRAK Combo Goes Up; KFBK Posts A Gain

	Summer '86	Fa '86
KXOA-FM (AC)	8.9	7.8
KCTC (B/EZ)	8.7	7.7
KSFM (CHR)	10.9	7.6
KFBK (N/T)	6.4	7.5
KRAK-FM (Ctry)	5.7	7.3
KZAP (AOR)	7.1	5.9
KROY (CHR)	3.4	5.2
KRAK (Ctry)	4.5	5.1
KWOD (CHR)	5.6	4.7
KXOA (BBnd)	2.6	3.9
KAER (AC)	1.6	3.8
KDJQ (AOR)	4.8	3.7
KHYL (AC)	3.1	2.2
KFIA (Rel)	1.1	2.0
KSMJ (Gold)	1.6	1.8
KGO (N/T)	1.5	1.5
KGNR (Gold)	1.7	1.3
KRCX (Span)	1.5	1.2

Pittsburgh

KDKA Up; WBZZ A Strong Second; WJAS Gains Over A Point

	Summer '86	Fa '86
KDKA (AC)	13.2	13.8
WBZZ (CHR)	7.9	9.4
WSSH (AC)	9.2	9.1
WDVE (AOR)	9.9	7.7
WWSW (AC)	5.1	5.7
WLTJ (AC)	3.6	4.8
WHTX (AC)	4.7	4.7
WJAS (BBnd)	3.6	4.7
WAMO-FM (B/U)	6.0	4.6
WTKN (Talk)	4.3	3.9
WTAE (AC)	3.4	3.6
WYDD (CHR)	2.8	2.9
WDSY (Ctry)	2.7	2.8
KQV (News)	2.3	2.0
WEEP (Ctry)	1.2	2.0
WMYG (Gold)	2.6	1.4
WPIT-FM (CC)	1.1	1.1

**Norfolk-Virginia Beach-
Newport
News**

WNOR-FM Remains Market Leader; B/U Stations Go Up

	Summer '86	Fa '86
WNOR-FM (AOR)	12.4	11.0
WFOG (B/EZ)	8.2	8.6
WOWI (B/U)	8.2	8.5
WCMS-FM (Ctry)	8.7	7.9
WNVZ (CHR)	7.2	7.2
WRAP (B/U)	3.9	5.4
WGH-FM (CHR)	5.3	4.7
WTAR (Gold)	4.0	4.4
WMYK (UC)	4.1	4.1
WUDE (AC)	4.0	3.9
WXRI (AC)	1.6	3.4
WPCE (Rel)	2.2	3.3
WNRN (B/EZ)	1.5	2.8
WNIS (Talk)	2.7	2.0
WTID (Ctry)	1.9	1.6
WKEZ (Ctry)	.8	1.1
WZAM (Rel)	1.3	1.0

San Antonio

KTFM Remains Market Leader; KCOR Gains Nearly Two Points; KSAQ Increases

	Summer '86	Fa '86
KTFM (CHR)	10.5	9.4
KISS (AOR)	8.7	7.6
KOXT (B/EZ)	7.8	7.0
KCOR (Span)	5.2	6.9
KAJA (Ctry)	6.1	6.3
KITY (CHR)	5.3	5.5
KBUC-AM & FM (Ctry)	4.9	5.2
WOAI (N/T)	4.2	5.1
KSAQ (CHR)	2.6	4.0
KKYX (Ctry)	3.4	3.6
KONO (Gold)	5.6	3.4
KTSA (AC)	2.4	3.4
KSMG (AC)	4.1	3.2
KLLS (AC)	2.5	3.1
KEDA (Span)	3.6	3.0
KZEP (AOR)	2.4	3.0
KESI (AOR)	3.1	2.8
KXET (Span)	2.6	1.9
KAPE (B/U)	1.1	1.8
KSLR (Rel)	1.2	1.7
KGNB (BBnd)	1.3	1.5
KSJL (CHR)	2.7	1.5
KRNN (N/T)	1.6	1.4

Salt Lake City-Ogden-Provo

KSFI Goes Double Digits; KSL Goes Up; KKAT Claws To Third Place

	Summer '86	Fa '86
KSFI (B/EZ)	9.2	10.8
KSL (AC)	8.4	9.7
KKAT (Ctry)	6.2	8.1
KCPX (CHR)	7.0	7.5
KRSP-FM (AOR)	11.0	7.4
KSOP-AM & FM (Ctry)	7.3	7.2
KISN (AC)	4.8	5.3
KBER (AOR)	1.4	3.4
KLCY-FM (AC)	4.0	3.4
KALL (AC)	4.4	3.0
KMGR-AM & FM (AC)	2.4	2.9
KFMY-FM (CHR)	.5	2.6
KZAM (Ctry)	2.0	2.5
KDAB (AC)	1.6	2.4
KCGL (Rel)	—	1.9
KLUB (AC)	1.4	1.9
KLTO (AC)	2.5	1.8
KTKK (Talk)	2.1	1.8
KDYL (BBnd)	2.6	1.7
KBUG (Gold)	2.3	1.4
KUTR (AC)	1.9	1.3

Louisville

WHAS Reclaims Market Lead; WAMZ A Strong Second; WVEZ Makes Good Gains

	Summer '86	Fa '86
WHAS (AC)	11.6	15.6
WAMZ (Ctry)	15.7	15.2
WQMF (AOR)	8.4	8.9
WVEZ (B/EZ)	6.9	8.6
WDJX (CHR)	9.3	7.7
WRKA (AC)	6.0	6.4
WJYL (B/U)	4.7	5.7
WAVG (AC)	7.1	4.2
WLRS (CHR)	6.3	4.2
WLOU (B/U)	3.9	3.7
WTMT (Ctry)	1.0	2.4
WXVW (B/EZ)	3.5	2.3
WXLN (Rel)	1.3	1.9
WCII (Ctry)	3.6	1.5
WAKY (B/EZ)	1.8	1.3
WLLV (Rel)	.4	1.2

Greensboro-Winston-Salem-High Point

WTOR Almost Takes A Fifth Of The Market; WKRR Jumps To Second Place

	Summer '86	Fa '86
WTOR (Ctry)	14.6	19.7
WKRR (AOR)	5.4	9.0
WKSI (CHR)	8.3	7.4
WOJY (B/EZ)	6.9	6.0
WSJS (AC)	5.2	5.5
WKZL (CHR)	6.7	5.4
WQMG (B/U)	5.4	5.1
WMAG (AC)	4.5	5.0
WTHP (B/U)	3.7	2.9
WKLM (B/EZ)	2.4	2.4
WWMO (Rel)	1.9	2.0
WMFR (BBnd)	1.8	1.7
WAAA (B/U)	1.7	1.6
WSEZ (AC)	3.2	1.6
WEAL (B/U)	1.9	1.5
WPCM (Ctry)	.4	1.5
WSMX (Rel)	—	1.4
WHPE (Rel)	.9	1.3
WGLD (Gold)	1.2	1.2
WKOO (Rel)	2.2	1.1
WPET (Rel)	.5	1.1
WRDX (AC)	.9	1.0

Format Legend

AA-Adult Alternative, AC-Adult Contemporary, AOR-Album Oriented Rock, BBnd-Big Band, B/EZ-Beautiful/Easy Listening, B/U-Black/Urban, CC-Contemporary Christian, CHR-Contemporary Hit Radio, Clas-Classical, Ctry-Country, Gold-Oldies, Jazz-Jazz, Misc-Miscellaneous, News-News, N/T-News/Talk, Rel-Religious, Span-Spanish, Talk-Talk, UC-Urban Contemporary.

2.1 perfectly good reasons to work with CMI.



84% of our clients climb an average of 2.1 shares* after working with CMI.

CMI may not be the largest producer of television commercials for radio stations. So we've had to content ourselves with being the best.

At CMI, we work with you every step of the way to make sure you

get the most (and more importantly, the best) for your money. We can offer you either a custom commercial of your very own or a syndicated spot with a proven track record.

This personal approach has produced an amazing record of success. Over our five-year history, 84% of our clients have gained an

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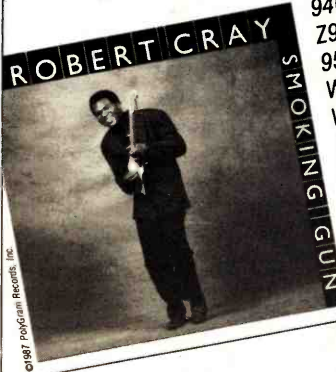
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"Smoking
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30/13



94Q 31-26
Z93 33-30
95INZ add
WMMS add
WCZY add-40
KKRZ add-37
KMJK add
KUBE add
**AND
MANY
MORE!**

BILLBOARD LP CHART 29

"In a class by itself. Breakout sales all over Atlanta. Huge male phones."
Jeff McCartney, MD
94Q/Atlanta

"The leading edge of what's about to happen in music today. And besides, he's from my home town."
Bob Case, PD
Z93/Atlanta

"Fresh, innovative, intelligent twist to traditional blues from an excellent artist."
Steve Wyrostock, MD
PWR99/Atlanta

**NOW ON TOUR WITH HUEY LEWIS
& THE NEWS**



IONTONE RECORDS

PolyGram Records

RATINGS

Fall '86 Arbitron 12+

Birmingham

WZZK Combo Soars
Higher; WAPI-FM Jumps
Nearly Two Points

	Summer '86	Fa '86
WZZK-AM & FM (Ctry)	16.7	17.1
WAPI-FM (CHR)	13.7	15.5
WENN (B/U)	12.2	9.8
WMJJ (AC)	7.2	7.3
WKXX (CHR)	6.5	7.2
WAGG (Rel)	4.9	5.5
WERC (N/T)	4.3	5.4
WATV (B/U)	4.8	4.8
WAPI (BBnd)	4.3	4.6
WLTB (Ctry)	3.6	4.1
WJLD (B/U)	2.7	2.4
WDJC (Rel)	2.2	2.3
WVOK (Gold)	1.9	2.1
WYDE (CC)	1.0	1.0

Charlotte-Gastonia-Rock Hill

WSOC-FM Lassos Double
Digits; WRFX Tracks
Upward; WRDX Nearly
Triples

	Summer '86	Fa '86
WSOC-FM (Ctry)	9.7	13.6
WPEG (B/U)	10.8	10.9
WLVK (Ctry)	8.4	9.0
WEZC (AC)	9.3	8.9
WROQ (CHR)	9.3	7.9
WRFX (AOR)	6.4	7.4
WBT (AC)	7.7	7.3
WZXI (B/EZ)	4.3	6.0
WBCY (CHR)	6.1	4.0
WQCC (Rel)	1.4	1.8
WGIV (B/U)	2.0	1.5
WRDX (AC)	.5	1.3
WAES (Gold)	.9	1.2
WMIT (Rel)	—	1.2
WLON (Ctry)	.9	1.1

Jacksonville

WAPE Stays In The 20s;
WAIV New AC Leader;
WOKV Nearly Doubles

	Summer '86	Fa '86
WAPE (CHR)	20.3	20.1
WQIK-FM (Ctry)	8.1	8.7
WAIV (AC)	4.8	7.4
WIVY (AC)	8.6	7.1
WFYV (AOR)	7.9	5.3
WZAZ (B/U)	3.8	3.9
WCRJ (Ctry)	4.1	3.6
WOKV (Talk)	1.9	3.6
WLCS (AC)	3.7	3.5
WJAX (CC)	1.3	2.4
WPDQ (B/U)	3.1	2.3
WGCL (Rel)	2.9	2.2
WKTZ (BBnd)	2.1	1.5
WROS (Rel)	.5	1.3
WSVE (Rel)	2.1	1.3
WNFI (Clas)	1.6	1.2
WRXJ (Gold)	.7	1.1
WAYR (Rel)	—	1.0

Delighted At This Moment



Billy Vera & The Beaters played L.A.'s Roxy recently, and Rhino and Capitol executives were there. Pictured (l-r) are Capitol's Larry Hathaway, Joe McFadden, and Exec. VP Dennis White, Vera, Capitol VP Joe Mansfield, Capitol's Bob Singer, Rhino MD Harold Bronson, Rhino President Richard Foos, and Rhino VP Arnie Orleans.

"Friends" Live With Clive



Clive Davis, this year's recipient of the American Cancer Society's Allan K. Jonas life achievement award, was joined onstage at the L.A. dinner by a number of artists to perform "That's What Friends Are For." Pictured (l-r) are Davis, composer Carole Bayer Sager, Dionne Warwick, Air Supply's Russell Hitchcock, Jermaine Jackson, Patrice Rushen, Cissy Houston, and Air Supply's Graham Russell; not shown but also on the performance were composer Burt Bacharach, Clarence Clemons, Pee-Wee Herman, and Narada Michael Walden.

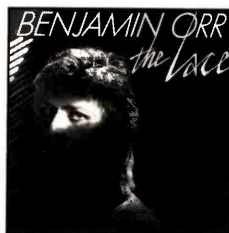


We've got the ammunition!

The Georgia Satellites "Keep Your Hands To Yourself"

From the gold Georgia Satellites LP.
On tour: 2/4-5 Norman, OK;
2/7-8 Denver, CO; 2/10 Casper, WY;
2/13-14 Chicago, IL; 2/15 Terre Haute, IN;
2/16 Champaign, IL

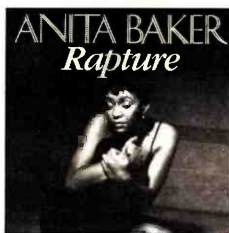
CHR CHART **9**



Benjamin Orr "Stay The Night"

From The Lace, the debut LP from the driving force behind The Cars.

CHR CHART **14**



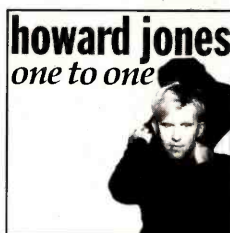
Anita Baker "Caught Up In The Rapture"

The follow-up to her #1 single from Rapture, her double platinum LP!

On tour: 2/4-5 Oakland, CA;
2/7-8 San Carlos, CA;
2/14-15 Ft. Lauderdale, FL;
2/18-20 New Orleans, LA;
2/22 Dallas, TX;
2/26 & 3/1 Atlantic City, NJ;

APPEARING ON THE GRAMMY
AWARDS FEBRUARY 24.

CHR NEW & ACTIVE



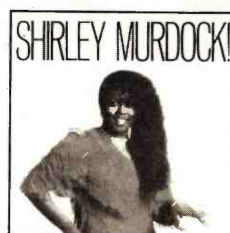
Howard Jones "All I Want"

The latest single from the new LP, One To One.

CHR NEW & ACTIVE

ALREADY ON:

WKSE KEGL KWK
WPHD KTKS KKRZ
CKO1 93FM KWOD
WCAU WMMS KPLZ



Shirley Murdock "As We Lay"

From the debut Shirley Murdock! LP.
Over 250,000 sold!

On tour: 1/29-30 New York;
2/1 Philadelphia, PA; 2/2 Boston MA

P1 ACTION:

WXKS WAVA B96
WPLJ 93FM WCZY
Z100 KRBE WHYT
WCAU Y100 FM102



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REED BUNZEL

NETWORKS/PROGRAM SUPPLIERS

Portrait Of The Artist As An Unknown

Perception is often equated — and sometimes confused — with reality. One common perception (and possible misconception) about syndicated programming is that it's designed to suit the masses. Countdown shows target CHR/Top 40 listeners and please both stations and advertisers; "live" concerts typically cover mass appeal acts; and artist profiles recount the careers of past and present "big name" performers. Syndication has to appeal to as large an audience as possible, often at the expense of new, up-and-coming artists.

Fast Focus

Focusing on new artists is a prospect not eagerly met by networks

"Syndication, by its very nature, can't be adventurous. When you're paying your bills you have to get 200 stations and come up with something they're all going to like. You have to play it safe."

—Joe Trelin

and syndicators. Some touch on it only in the course of dealing with mainstream product; others try to ignore it completely. A few, however, actually focus on new artists and attempt to be innovative and "ground-breaking" in the process. Polling all such producers and distributors would be logistically impossible; a small cross-section of "large" and "small" suppliers,

however, finds considerable interest in the plight of the rising stars.

Mainstream syndication is simply oatmeal. That's the common industry perception of syndication which, says Radio International producer Joe Trelin, is unwarranted — but understandable. "Syndication, by its very nature, can't be adventurous," he says. "It has to appeal to the lowest common denominator — but not in a negative sense, of course. When you're paying your bills you have to get 200 stations and come up with something they're all going to like. You have to play it safe."

MJI Broadcasting President Josh Feigenbaum believes a "you can't please all of the people" mentality guides most of today's syndicated programming. "Every syndicator believes in helping to develop new artists," he explains. "At the same time, however, we have to report on what's happening with established, big artists. We feel very strongly about working with record companies and new acts because they are the stars of tomorrow, but we have an obligation to get the biggest artists we can. It's basically a balancing act between the two."

Dick Carr, VP/Entertainment Programming at ABC Radio Networks, believes it is the syndicators' and stations' responsibility to keep one step ahead of the mainstream. "They have to be innovators of a sort," he elaborates. "Networks and stations have to reflect what is new. They don't need to be pioneers to the extent that they're beyond the cutting edge, because that would be playing a dangerous game. But listeners want to hear a station say 'Here's something new you ought to know about,' and it gives them more confidence in that station — and the station can get a new perspective on new developments."

StarSearch

Most program suppliers view themselves as being on the cutting edge of syndication and believe their product is the "exception to the rule." Trelin, Feigenbaum, and Carr all feel their company's programming does what no other can for at least introducing new artists to the radio audience.

"Syndication can break a new artist only in one case, and that's with a show like (MJI's) 'Metalshop,'" Feigenbaum insists. "It has played a large part in introducing metal acts to radio listeners,

New Artists: The Untouchables

- Networks play it safe with established artists.
- New artists pose a threat to mainstream syndication.
- Established vs. new artists: a tough balancing act.
- Program suppliers: innovators or followers?

those acts which aren't getting much exposure elsewhere. The program has come to define state-of-the-art heavy metal." Feigenbaum believes heavy metal is one of few musical genres that can use syndication as a "letter of introduction" to listeners.

Likewise, Radio International's Trelin feels 'Rock Over London' is unique in handling new artists because it deals primarily with British acts who are virtually unknown to many American listeners. "'Rock Over London' was the first place World Party played in America, and that's the sort of thing we like to do," he comments. "Listeners know they're listening to bands they otherwise wouldn't get to hear, and the record companies respect the way we introduce their acts. It's also an extra way for programmers to be able to gauge response to a particular artist."

Even mainstream countdowns and profiles serve as an introductory tool for new artists. Carr adds, He cites "American Top 40," "Power Cuts," and "Rockline" as three examples of established programs which deal with up-and-comers. "The audience is very quick to pick up on what's happening, and we have to stay in touch with things because we are so committed to staying on the leading edge," he maintains. "We are in an excellent position to determine new trends as they're happening — trends not only in music but in changes in its content as well."

Breaking In

All media hype aside, just how readily can/does syndicated pro-

gramming actually help "break" new product? With massive promotional campaigns leading the way for the record labels, and with over 9000 radio stations for a distributor to deal with, what impact can a weekly syndicated series have on the debut of an artist or record? Can a syndicator actually make a difference?

Yes — in certain cases. "We have helped break an act, as close as syndication can come to doing that," Trelin recalls. "Actually, it was more a record than it was a whole act. Right after the first or second Duran Duran album came out we played the song 'Is There Something I Should Know' on the show. All of a sudden our affiliates started getting requests for that song, which Capitol hadn't released yet. So they pulled it off the show — illegally — and started playing it. The competition got mad because it was a song the other guy had and they didn't, so Capitol rereleased the album with that song on it." Trelin experienced a similar situation with Frankie Goes To Hollywood.

ABC's Carr believes all networks — as well as radio stations — could break new artists if they weren't afraid of making mistakes. "Sometimes to avoid making a programming mistake stations and syndicators take the easy way out. But maybe making a small mistake like taking a chance on a band is the best thing you can do. Wouldn't it be great to be so strong you could accurately and proudly say 'You heard it here first?'"

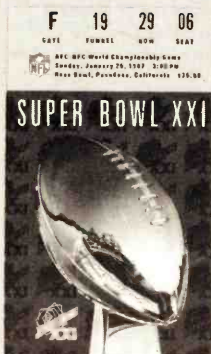
Checking On The Pigskin Picks

What a dismal week (unless you're a Giants fan). Except for this weekend's non-event Pro Bowl in Hawaii, the NFL season is over. The only thing to look forward to now is *Sports Illustrated's* swimsuit issue, followed by eight cold weeks of winter until opening day.

It's not all that bad, however, if you harken back to Week 1 of the season (R&R, 9/5). You may recall a section titled "Preseason Super Bowl Picks," wherein certain network execs, sportscasters, and R&R editors attempted to challenge the Las Vegas oddsmakers by predicting the two teams which would travel to Pasadena for Super Sunday. We even invited readers to submit their selections of NFC, AFC, and Super Bowl champs.

First, no readers picked the Giants-Broncos combination, so we had to scalp the pair of tickets and buy a new widescreen TV. Second, those who predicted a Chicago Bears repeat found themselves hibernating in early January. Patriotic New England fans suffered the "Orange Crush," which in turn dimmed Cleveland's hopes with ar OT "brownout."

The fact is, only two "experts" correctly picked the two Super



Bowl teams: NBC Producer/Sports Jack O'Rourke and a very smug R&R Networks Editor. Jimmy The Greek and Paul Maguire, move over!

FROM BREAKER TO BREAKTHRU...



JOURNEY

"I'll Be Alright Without You"

America's multi-demographic favorite:

CHR: 22 — 17

Top 10 on over 30 stations!

AC: 3

AC Full: 20



EDDIE MONEY

"I Wanna Go Back"

The comeback of the year!

CHR: 21 205 CHR STATIONS!

AOR Tracks: 3



BEASTIE BOYS

"(You Gotta) Fight For Your Right (To Party)"

A NATIONAL HOTTEST!

Platinum Plus top 5 national album sales: 200,000 five days

CHR: 31 — 26 HOTS: 27%!

173 CHR REPORTERS — 72%!

TOTO

"Without Your Love"



CHR: 31 177 CHR STATIONS — 74%

WPHD 20-17	94O deb-32	WMMS 28-24	KDWB 30-26
PRO-FM 34-27	KTKS 21-16	99DTX 30-24	KPKE 31-27
Q107 26-22	Q102 31-27	WCZY 35-28	KPLZ add-33

AC: 8 AC Full: 12



BRUCE SPRINGSTEEN

"Fire"

A NATIONAL MOST ADDED

CHECK THESE CALLS:

WBEN	KEGL	WNCI	KKRZ
WPHD	95INZ	99DTX	KMJK
WBLI	WGH	WCZY	KUBE
CKOI	O102	WHYT	
B106	WMMS	WKTI	
Z93	92X	KZZP	



HIT AFTER HIT AFTER HIT AFT

...COLUMBIA BR

HIPSWAY "The Honeythief"



The **HOT TOPIC** of conversation among programmers around the country . . . The name is new, but the sound is so good that key stations are adding it over established acts. **Don't wait. It's a hit now!**

80/29 33%

Over Half Way To **BREAKER** With 22 P-1s!



PAUL YOUNG "Why Does A Man Have To Be So Strong"

Thank you out-of-the-box believers:

CKOI	KIKX	KNAN	WDBR
99DTX	KCAO	WPFM	KKAZ
WKRZ	KQIZ	WVBS	KBIM
WINK	Q101	99KG	



COLIN JAMES HAY "Hold Me"

The driving force and voice from the Australian land down under . . .

AOR Tracks: 41

New Artist Tracks: #5

WPHD	KPLZ	KNBO	KTRS
KTKS	WKRZ	WJAD	KTMT
KMJK	WLRS	KGOT	

THE BANGLES "Walking Down The Street"

The next #1 single from the second biggest selling album in the country.



THE BURNS SISTERS "Listen To The Beat Of A Heart"



Every week the base builds bigger!

KYRK
KFIV
KRO
WKPE
OK100
95XIL
WZYP
99KG
KOZE

COLUMBIA BELIEVES

FTER HIT AFTER HIT AFTER HIT

EAKS 'EM BIG!



THE
PSYCHEDELIC FURS
"Heartbreak Beat"



America **loves** the Furs! On their fourth and largest North American tour last summer, every show was completely **sold out** in advance. Capture your listeners now by playing this record first!

#4 Nationally MOST ADDED Track



SAMMY HAGAR
"Winner Takes It All"

The first hit single from Sylvester Stallone's forthcoming movie "**Over The Top**." You and millions of other Americans saw the preview advertisements for this film on Super Bowl Sunday. This week massive airplay includes:

AOR: #1 MOST ADDED Tracks!

CHR: 27 REPORTERS Out Of The Box

AOR TRACKS BREAKERS



SANTANA
"Veracruz"

Carlos is back with vocalist Buddy Miles to create one of the best Santana records ever!

#2 Nationally MOST ADDED Track

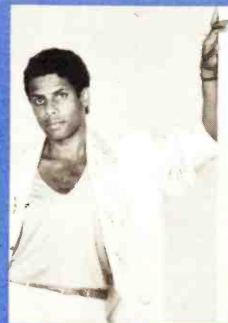
DAVE EDMUNDS BAND LIVE
"The Wanderer"



Dave's nationwide tour starts January 28 in Boston.

AOR Tracks: 40

GREGORY ABBOTT
"I Got The Feeling (It's Over)"



When all is said and done, this record **will go** to #1!

AFTER HIT AFTER HIT AFTER HI'

NETWORK FEATURE FILE

NEWS & INFORMATION FEATURES

February 2 - February 6

MUSIC FEATURES

The Week Of

February 9 - February 13

- British Wax Museum** (RI)
Joe Jackson/Eric Clapton/ELO/Sade
- The Concert Hour** (WO)
Atlantic Starr
- Country Calendar** (CW)
Kathy Forester (2/9)
Richard Sterban (2/10)
Nitty Gritty Dirt Band (2/11)
Reba McEntire (2/12)
T. Graham Brown (2/13)
Razzy Dazzy (2/14)
Don Reid (2/15)
- Country Report with Ron Martin** (WRN)
Thom Schuyler/T.G. Sheppard (2/2)
Southern Pacific/Randy Travis (2/3)
Thom Schuyler/Billy Joe Royal (2/4)
Donna Fargo/Southern Pacific (2/5)
Gris Next Door/Donna Fargo (2/6)
- Earth News** (WO)
Stephen Collins/Dick Clark/Kinks/
Richard Pryor/Michael J. Fox
- Encore With Jim Lange** (WO)
1947: Perry Como
- In Concert** (WO)
Georgia Satellites/Outfield
- Legends of Rock** (NBCE)
David Bowie, Pt. 2
- Line One** (WO)
Robin Trower
- Live From Gilley's** (WO)
Bellamy Brothers
- Off The Record** (WO)
Pretenders/Bon Jovi/Georgia Satellites
- Off The Record Special** (WO)
Bon Jovi
- Plain Rap Countdown-CHRIAC** (PRN)
CHR: Chico DeBarge/Beastie Boys/
Robbie Neville/Glass Tiger/James Ingram
AC: Kansas/Carly Simon/Journey/Billy Vera/
Miami Sound Machine
- Pop Concerts/Star Trak Profiles** (WO)
James Taylor
- Rockline** (GSN)
Lou Gramm
- Rock Notes** (NP)
Bangles/Ben Orr/Steve Winwood/Billy Joel/
Rob Junkies
- Rock Over London** (RI)
John Morse
- Rock Today** (MJJ)
Deep Purple
- Shootin' The Breeze** (WO)
Doug E. Fresh/Krystal/Robbie Nevil
- Solid Gold Country** (USP)
This week in 1978 (2/9)
Moe Bandy (2/10)
Country love songs, Pt. 1 (2/11-12)
Elvis Presley (2/13)
- Solid Gold Scrapbook** (US)
Carole King profile (2/9)
Today in 1967 (2/10)
February gold (2/11)
Smokey Robinson profile (2/12)
Tonight's the night (2/13)
- Sound Express** (WO)
Stephanie Mills
- Special Edition** (WO)
Jesse Johnson
- Star Trak** (WO)
Bruce Hornsby/Billy Ocean/Georgia Satellites

The Weekend

February 7 - February 8

- Christian Countdown America** (CCA)
Artist testimonies
Dick Clark's Rock, Roll & Remember (USP)
Johnny Mathis
The Countdown (WO)
Mtume/Melba Moore
Countdown America with Dick Clark (US)
Chicago
Countdown USA (CUSA)
Toto
Country Closeup (PM)
Gris Next Door/Eddy Raven
Country Report Countdown (WRN)
Mel McDaniel/Juice Newton/Judds
Country Today (MJJ)
Judds
Cruisin' America with Cousin Bruce (CBSR)
Michelle Phillips/Hayley Mills/John Fogerty
Dr. Demento (WO)
Chicken songs
Future Hits (WO)
Genesis/Kool & the Gang
Great Sounds (USP)
Cab Calloway
Hot Rocks (USP)
Peter Cetera
Jazz Show with David Sanborn (NBCE)
David Grisman
Live From The Apollo (WO)
Chaka Khan
Metalshop (MJJ)
Mötley Crüe
Motor City Beat (USP)
Mary Wilson
Musical! (WO)
Mills Brothers/Harry Warren/
"Wonderful Town"
Musical Starstreams (FF)
Judith Piatar
- National Music Survey** (WO)
Willie Nelson/Survivor/Billy Vera
On The Radio (NSBA)
Wang Chung
Powercuts (GSN)
World Party/Alan Parsons Project
Radio Links (RL)
"Death Before Dishonor"
Rock Connections (CBSR)
Eagles/Heart/Monkees
Reelin' & A Rockin' (RI)
Robert Palmer/Whoopi Goldberg
Reelin' In The Years (GSN)
Beatles/Kinks
Rock Chronicles (WO)
Steve Miller/Paul Young/David & David
Rock Watch (USP)
New music spotlight
Scott Shannon's Rockin' America Countdown (WO)
Ben Oni/Janet/Genesis
Sinatra Special (CRS)
Classics/Capitol
Sittin' In (WRN)
Judds
Sold Gold Saturday Night (US)
Fats Domino/Little Richard
Soupy Sales' Moldy Oldies (NBCE)
Featured year: 1965
Star Beat (MJJ)
Club Nouveau
Super Gold (TRAN)
#1 singles from '55-'75 (2/7)
Four Seasons' greatest hits (2/8)
Superstars Rock Concert (WO)
Neil Young
That's Love (WO)
Whoopi Goldberg/Olivia Hussey/Ben Orr
Top 30 USA (CBSR)
Top 10 of '67
Urban Music Magazine (SI)
Luther Vandross
Weekly Country Music Countdown (USP)
Dan Seals

NETWORKS/PROGRAM SUPPLIERS

- AA = Audiophile Audition (415) 457-2741
- ABC = ABC Direction Net (212) 887-7777
- AP = Associated Press (202) 955-7200
- ASR = All Star Radio (213) 850-1169
- BRE = Bennett/Robbins (818) 788-2331
- CB = Continuum Broadcasting (212) 580-9525
- CBS = CBS Radio (212) 975-4321
- CBSR = CBS RadioRadio (212) 975-4321
- CCA = Christian Countdown America (312) 820-1369
- CN = Copley Radio Network (619) 293-1818
- CRS = Creative Radio Shows (818) 787-0410
- CUSA = Countdown USA (415) 383-7302
- CW = Clayton Webster (314) 725-5070
- DCA = DC Audio (202) 638-4222
- DD = Dorsey & Donnelly Enterprises (817) 640-0392
- DIR = DIR Broadcasting (212) 371-6850
- ERI = Entertainment Radio, Inc. (818) 985-4807
- ESG = Emfana Syndication Group (209) 578-6747
- FF = Frank Forest Productions (415) 383-7827
- GCI = Goodphone Communications Inc. (818) 990-7707
- GSN = Global Satellite Net (818) 906-1888
- IN = Innerview (213) 652-8710
- JBE = Jim Brown Entertainment (213) 390-9671
- KSE = Krs. Stevens Enterprises (818) 981-8255
- LBP = Lee Bailey Prod. (213) 256-2778
- LW = London Wavelength (914) 961-7600
- MBS = Mutual Broadcasting (703) 685-2000
- MJ = MJ Broadcasting (212) 245-5010
- NBC = NBC Radio (212) 664-4444
- NBCE = NBC Radio Entertainment (212) 664-4444
- NP = Newwood Productions (212) 755-3320

- NSBA = NSBA Network (213) 308-8009
- OHR = Off Hour Rockers (516) 628-1490
- PM = Progressive Radio Network (212) 585-9400
- PIA = Public Interest Affiliates (312) 943-8888
- PRN = Premiere Radio Network (213) 467-2346
- RI = Radio International (212) 302-1670
- RL = Radio Links (213) 454-0488
- SBS = Strand Broadcast (213) 318-1666
- SC = Syndicom (415) 366-1781
- SCGI = Starstream Communications Group, Inc. (713) 781-0781
- SI = Syndicate II (818) 841-9350

GENERAL INFORMATION

- At The Game** (ATGN)
NBA All-Star game
- Campbell's Playhouse** (PIA)
"The Green Goddess"
- Costas Coast To Coast** (CW)
David Stern/Larry Fieldscher
- Health Care** (PIA)
Survey for looking better
- NBC Extra** (NBC)
Back to the '50s
- Personal Finance Digest** (JBP)
Lower tax bill/tax reform/property taxes/
grandfather rule/home improvements/
layaway plans/IRAs
- Public Affairs** (PIA)
What, me worry?
- Reviewing Stand** (PIA)
Modern military/Til death do us part/
How to flirt
- Sporting News Report** (CW)
Art Modell/George Young/Lenny Wilkins/
Isaiah Thomas/Alle Sherman/
Gordon Forbes/Dave Nightingale/
Dick Stockton
- Sports Explosion** (PIA)
Calvin Murphy/Dino Cicarelli/
Lou Nanne/Calvin Hill
- Sports Flashback** (CW)
Super Bowl III & IV winners/Super Bowl VII
loser/Abe Woodson/Super Bowl XV
winner
- Travel Holiday Magazine** (CW)
New Hampshire skiing
- Working Out** (JB)
Psychometric training (2/2)
Cycling (2/3)
PMS stretching (2/4)
Sports nutrition (2/5)
Peak performance training (2/6)

COMEDY

- All My Children Update** (PRN)
Matt's off the hook. Erica dreams fashion/
Brooke climbs Tempo ladder/Palmer
runs away
- Amatellin U** (DD)
Re-enactment blues that class is full/pay your
dues/pass or play/be your own boss
- Bobby Jo Ambergey's Bar & Grill** (DD)
Garbage strike/miserable for two hours/
don't take it anymore
- Comedy Hour** (MJJ)
Cohost: Gilbert Goffred/Monty Python/
Woody Allen/John Belushi
- Comedy Show with Dick Cavett** (CW)
Old west: Willie Nelson/Bob & Ray/Bill Cosby/
Little Jimmy Dickens/Smothers Brothers/
Harris & Kukoff/Larry Verne/Roger Weisch
- Comedy Spot** (CW)
Hudson & Judson (2/2)
Jack Benny (2/3)
Bill Cosby (2/4)
George Carlin (2/5)
Hudson & Landry (2/6)
- Daily Testing** (DCA)
DOT feed the waters/acid rain dance/
let's forget February/Oral Roberts/
layaway takes the 5th
- Irving Loblolly** (DD)
Go for the upright/right up the middle/
for a driver/nicknames in sports/
more quiz questions
- Jackie The Joke Man** (OHR)
Scratching/water/supple love/wife spoiled/
screwdriver/stimulated pupils
- Laugh Machine** (PM)
Ball Cosby/Lily Tomlin/Steve Martin/
Joan Rivers/Rodney Dangerfield/
Muppets/Henny Youngman
- Mel Blanc's Blankety Blancs** (ASR)
Lady & the genie/George Washington & the
revolutionaries/Mary, Mary, quite contrary/
lonely ogre/lettle Dutch boy
- National Lampon's True Facts** (PRN)
How ugly/love bus/holy sweat/Florida flush/
monkey business
- Party Drop-Ins** (ASR)
Cable billboard typing/dirty Kasem/woodoo
party doll/how to party/L. Ron Hubbard
- Radio Hotline** (ASR)
General message/in few pointers/hey Heyward/
I'm so lazy/UFO
- Red Neckerson** (SYN)
Everyone's related
- Stevens & Grdnic's Comedy Drop-Ins** (ASR)
Beepers & out-takes/2nd workout/people
who stink/Texas seesaw massacre/
Pia Beer
- United Spots Of America** (ASR)
Art & Bart/D. Neuman/captain's choice/noise
from the other room/Bartford Bros.
markets



JOCKS AROUND THE CLOCK — The wild and crazy Satellite Music Network 2-Rock staff gathered in SMN's Dallas studio recently for a photo commemorating the kick-off of the new format. Pictured (l-r) are Sharmless Susan Slade, Robert Hall (VP/Programming), Boobie Bondage, Wild Bill Scott, Killer Kilpatrick, Madd Max Hammer, and Freeze Disease. What's in a name, anyway?

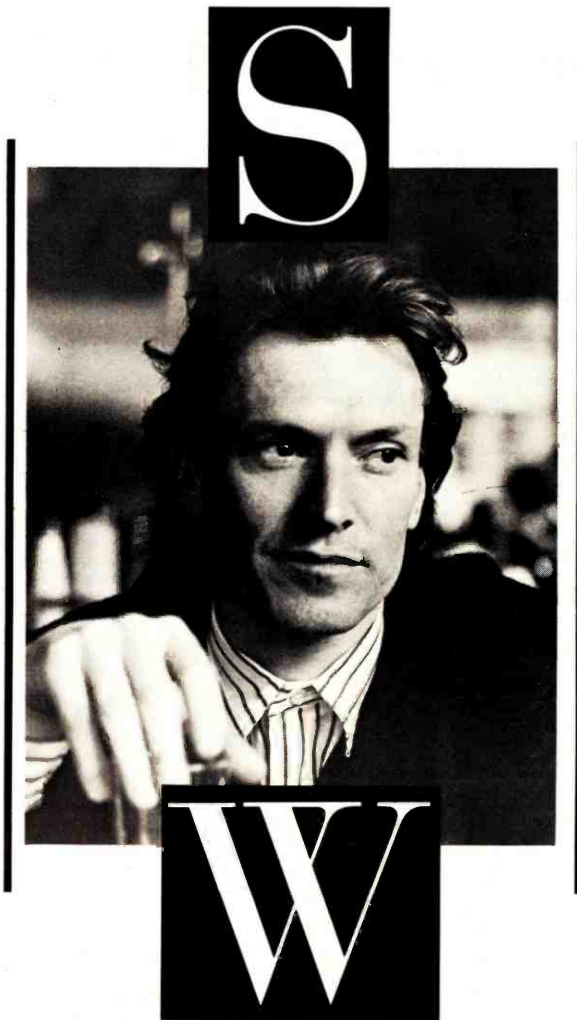
STEVE WINWOOD

"THE FINER THINGS"

THE NEW SINGLE

FROM THE SMASH ALBUM

BACK IN THE HIGH LIFE



PRODUCED BY

RUSS TITELMAN

AND STEVE WINWOOD



MANAGEMENT: NUVISIONS MANAGEMENT, LTD.

RON WEISNER / BENNETT FRIED

TM OWNED BY ISLAND ENTERTAINMENT GROUP, INC.

MANUFACTURED AND DISTRIBUTED BY WARNER BROS. RECORDS INC.

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One Of The MOST ADDED
41/41

SALES

PLAYING FOR FUN AND PROFIT

The "Radio!" Game

By Tim Menowksy

Radio is a fun business, and at our station we play the game of "Radio!" to win. Our management team attempts to guide our sales staff by setting specific, measurable goals and trying to make sure the staff has fun achieving them.

With our Sales Manager feeling more and more like Peter Marshall and his "Hollywood Squares," each month we create a sort of "Milton Bradley" job description for our Advertising Consultants.

This "Radio!" game allows us to call attention to the activities we feel are important, encourage the staff to accomplish goals, and have some fun while getting there.

How It Works

We make a list of all the goals we have for the month, add in a few tasks we see as priorities, and look for some real challenges to take on.

At the first sales meeting each month, each Advertising Consultant creates his own game card by randomly placing a number from one to 25 in each block on a blank sheet. We then make a list of goals and targets for the month and randomly assign a number to each task, write the task in the square, and "bingo!" (so to speak) — we're playing "Radio!"

As the sales month progresses, specific goals corresponding to numbers on the game card are achieved. For each goal met, the corresponding number is marked on the card. The account name, goal achieved, and the date the ads first air are recorded on the list below the grid.

(This sounds complicated, but it's simple to play. You'll get the hang of it after you try it once.)

For those salespeople who tend to shun the less pleasant tasks, such as collections and prospecting, "Radio!" provides a fun way for them to make a little extra bonus for doing their job. Salespeople who get in the habit of calling on the same accounts or selling only what they are most comfortable selling learn that variety is the way to win in "Radio!" — and in radio.

The Game Rules

- There are three chances to win each month. Five squares in a row — horizontally, vertically, or diagonally — must be filled in to win. The first winner receives \$100, the second wins \$50, and the third wins \$25. Players may win more than once in a month, and one person could conceivably win all three prizes. Bonus bucks are awarded if one salesperson gets all three prizes. (We often substitute trips or merchandise for the cash, or offer an option to the winner.)
- Entries submitted (goals achieved) on the same day will be considered a tie regardless of the time submitted. Each square must be filled in within 24 hours of contract signing to qualify.
- In case of a tie, the sheet with the highest total number of squares filled in will win that game.

4. Spec ads must be sold and start in the same month as written to qualify.

5. All ads must start within the month the contract is entered on the card to qualify (except special packages).

6. Each contract/goal can only be counted once. If a goal achieved, or contract sold, qualifies for more than one game number (such as a spec ad sold to a new client for a newscast), the salesperson must select — within 24 hours — which square it will be used for. He may not change that decision later in the month.

7. Each card is valid for one month only. The game ends on the last weekday of the month at 4pm.

8. All goals and sales are subject to Sales Manager approval before they count. The Sales Manager's decision is final. That decision will not be influenced by temper tantrums, tears, bribes, or coercion. (Well, maybe bribes.)

Most individual accounts on the air for the month.

Sell a schedule to an advertiser currently advertising in local print media, billboards, or TV and not on the station.

Write 20 thank-you notes to 20 clients (copies to file).

Collect in full from an account 90+ days past due.

Sell a spec/demo ad to a client not presently on your station.

Sell an advertiser who has not advertised on your station in the past two months.

Reach your personal billing goal for the month.

Sell an idea generated from RAB Instant Money Data.

Sell one yearly contract.

Bring a client to a sales meeting to talk about his business.

Sell one new co-op advertiser.

Sell one newscast (or increase days of present sponsor).

Sell a program sponsor an additional regular schedule.

Sell an idea specifically generated from a brainstorming meeting.

Sell one account cash-in-advance over \$1000 (and have the check clear the bank).

Sell one client one special program.

"Radio!" Game Goals

- Identify tasks
- Emphasize priorities
- Accomplish less pleasant tasks
- Encourage competition
- Have fun while selling

Sample Goals, Tasks, And Challenges

Numbers should be assigned randomly to goals, tasks, and challenges such as those listed below:

Sell one new Direct Account over \$ (fill in).

Sell one new Agency Account over \$ (fill in).

Report to the staff in a sales meeting on a sales/business book you've read.

Most new contracts starting this month.

Sell a weather sponsor (or increase present sponsorship to six days).

Sell three yearly contracts this month.

Sell any new account not on the air in the last 12 months more than \$200.

Get a success letter or testimonial from a client on the success of radio.

Sell a jingle campaign (with a yearly contract).

Help one present advertiser reduce newspaper to increase radio and explain your successful presentation in a sales meeting.

Sell one client on targeting ads to the midnight-6am audience and explain your successful presentation in a sales meeting.

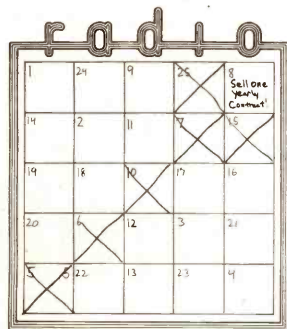
Exceed monthly billing goal by 20%.

Sell a remote broadcast.

Sell an additional schedule to any yearly contract advertiser.

Sell a schedule to one new business in a specific category, such as real estate companies, optometrists, florists, etc. (Name one different category each month using the RAB "Top 40" sales call guide.)

Other options: be creative. Use your imagination. For example, add "Run one sales meeting for the Sales Manager," "Attend three



#	ACCOUNT NAME	DESCRIBE GOAL ACHIEVED AND ENTER START DATE/END DATE	DATE ENTERED
25	Garden Shop	Sold New Direct Acct. \$300/Start 1/18/87	1/18/87
15	Domestic Tours	Sold Travel Agency \$500/Start 1/18/87	1-18-87
7	Beauty Parlor	Strategic Acct. Acct. 3/1/87 Sales Meeting	1-18-87
5	First State Bank	Sold New Account/Starts 1/18/87	1-18-87
10	A-E-I-	Reached Personal Sales Goal 1/20/87	1-20-87
6	Ace Hardware	Sold one new Co-Op Advertiser Start 2/1/87	1-20-87

station events or remotes this month," "Buy the Sales Manager lunch," and so on.)

Success Tips On Playing

For best results, the game card should be taped right over each person's desk. Salespeople should carry a second copy with them. When a salesperson has some free time, he will often check the card to see if any of the tasks in the squares might be done in that time. Review the status at least once each week to let everyone know you're paying attention.

We usually pick something fairly easy, or expected, to fill the center square — the card and then add on from there. You simply have everyone put the number ten in the center, and make number ten something like "Make your billing goal for the month," or "Don't argue with the Traffic Manager for one month," or "Have all orders in by 3pm Friday." (Did I say "easy"?)

Speaking of every station's martyr, the traffic person, we have expanded the game to include all staff members. We simply give every employee five or ten dollars any time all three cards are filled in one month. They really like to feel they are part of the sales process, and the extra push from a production person can win the game for someone. We also create teams to participate with their team leader — the salesperson. Often the winning team gets treated to dinner, a weekend away, or sometimes Happy Hour at a local club paid for by the losing team.

Keep It Realistic

Don't make the mistake of creating goals and tasks which are unrealistic or too difficult to achieve in a month. The game's goals, like any other goals, should be specific, have a time factor, and — most important — be measurable. Nothing demotivates game participants more than the feeling that they are being cheated because management's opinion of when a goal is accomplished differs from the salesperson's opin-

ion. Keep it simple. When arguments arise, we put the matter to a vote of all participants (salespeople).

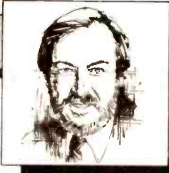
For your salespeople who are simply "above playing those silly games" because they're too "professional," include them anyway. We have found that once they get three or four squares in a row, they begin to smell blood. As in most incentive plans, the best and most "professional" salespeople should win. When they don't, there is either stronger competition next month or a lot of excuses. And nothing pumps up younger salespeople more than beating the seasoned pros at their own game. Eventually, everyone is calling in for messages and to see if anyone else is close to five in a row.

The best salespeople find the most interesting loopholes, but we figure that's part of the sales training and part of the fun. Be flexible. Remember that you are making your goals their goals — and vice-versa. If they find more creative ways to get there than you found, at least they're trying to get there.

Take the suggestions of your participants. We started to add "Four-Corners," "Sevens," "X-The-Card," and "Box-The-Outside" because some of our folks played some variation of the "Radio!" game at church and said they won there with something other than five-in-a-row.

Imagine the bliss of all of your salespeople fighting to "Cover The Card" or "Blackout," using 25 goals that you all agreed upon. It makes my wallet pulse...

Tim Menowksy is VP of Greenwood Performance Systems and President of Heartland Broadcasting, Inc., owners of KSEK-AM & FM/Pittsburg-Girard, KS. He was formerly an NAB Regional Manager for Louisiana, Arkansas, Mississippi, and Missouri, and previously owned WSOV/ Jersey Shore, PA. He may be contacted at: Greenwood Performance Systems, Inc., 330 Plaza Center, 800 W. 47th St., Kansas City, MO 64112; (800) 521-2250.



HARVEY MEDNICK

PROMOTION & MARKETING

OVERDOING IT

Running On Full

A common complaint from promotion managers is that they have too many things to do and can't seem to catch up. An essay in a recent issue of *Inc.* magazine by Everett Suters, author of "Succeed in Spite of Yourself," points out that you're not alone if you're constantly falling behind because you have too much to do. He also offers ideas on how to overcome this problem, which are included here.

Anyone who runs a company (or department) knows that time is always a scarce commodity. We are all searching for ways to get more of it or — failing that — to use what we do have more efficiently. CEOs seek the advice of time-management consultants, but those experts seldom have the answers, since they can't add hours to the day or days to the week. As a result, we begin working even harder, and that's when we get in trouble.

Know Who You Are

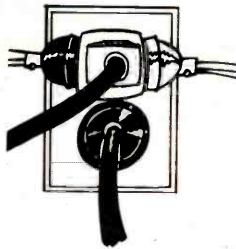
Suters writes, "I almost ruined my business and my health several years ago because I was so overwhelmed with work. The problem was not that I wasn't managing my time effectively or that I didn't like to work hard. It was that I had committed myself and my company to more than we could handle. "Such behavior is typical of overachievers and often goes hand

in hand with being a workaholic. It should not be confused with the behavior of high achievers, however, who are aware of their limitations and pace themselves accordingly. Today, I confess, I am still a workaholic and make no apologies for it. But as a matter of survival for myself and my company, I have become a reformed overachiever."

The Turning Point

Suters's turning point came when he realized there is a dramatic difference between overcommitting and overplanning. As a workaholic, he concluded that overplanning was healthy — it provided him with a backlog of projects to do. But for the future he was consciously determined to undercommit himself.

"My own predicament evolved gradually," he remembers. "After four years in sales and without any formal training or experience in



management, I started a computer service business. What I lacked in knowledge and experience, I made up for in long hours. That management style worked at first because I had few customers and a small staff. But as my customer base and operations built up, I couldn't keep on top of the job; the job was on top of me. By the end of my second year in business, I was ready to give up. Although the company was growing, I felt tired and discouraged most of the time. We were always behind on our commitments to customers, and I used being too busy as an excuse for not planning. I mostly followed the squeaking-wheel principle, responding to the greatest pressure at the time. My appointment calendar was so tight that I was getting further behind with every emergency, and, as you would expect, emergencies were happening with greater frequency."

There Goes Management

Suters became so overbooked that he could no longer meet with members of his staff on short notice or spend any quality time with them. Whatever big ideas he had about participatory management went out the window. He could no longer keep the staff up to date. There were so many things on his mind that he found he wasn't even listening well when he did meet with his people, and he couldn't understand why they didn't have the same interest and drive in the company as he did. He was noticeably busier and putting in longer hours than anybody else in the organization. "The fact is that not only had I imposed unrealistic deadlines on the whole company, I was holding things up because I had assumed too many responsibilities. Instead of delegating to my staff, I was telling them what to do and later second-guessing and interfering with their work. That led to a constant parade

of people in and out of my office, asking questions and checking things out with me, which meant I had even less time. Turnover was high and morale was low — especially among my best people."

Beyond The Office

Overachieving was taking a toll on his personal life as well. His moods were up, down, and sideways. Every time he missed going home for dinner, he felt guilty. His children were growing up, and he felt he hadn't spent nearly enough time with them. And that is how, quite by accident, he came upon his cure.

"Until then I had not taken a real vacation, but instead took a day or two at a time. By the end of the second year, I was so burned out I decided to take my family on a trip West for about a month. I assumed that when I returned the business would be in a shambles, but that somehow I could put the pieces back together. To my amazement, things were running smoothly when I got back. It came to me as a revelation that if things could go this well without me in the office, they could continue to do so with me around."

A New Regimen And Routine

Suters started a new regimen. When people came to him with questions, he didn't offer answers as he had before, but rather asked a question of his own: "What do you recommend?" It wasn't very long before the parade into his office thinned out. He found that people began to think through their questions and the possible solutions before coming to him. In the process, they came up with their own answers. His staff began to think more like managers and became more self-reliant. Since they were closer to the problems than he was, their solutions tended to be better than those he could have suggested.

He also changed the way he delegated responsibility. Previously he had always asked himself, "Who can best assume this responsibility?" Very often the answer was himself. Now the answer started being other people.

Similarly, promotion managers often say they find it difficult to delegate responsibility at first. But in Suters's case the difficulty was in weaning people from their dependence on him. He found that many of his company's problems

had come from promising too much to customers (read: salespeople and other department heads in your station). He concluded that although customers may always be right, they are not always reasonable, and so he started negotiating his way out of impractical requests. This not only helped his operations but also aided customer relations, because he started meeting deadlines instead of missing unrealistic ones.

His most significant step? "I became almost fanatic about continually setting and reviewing my priorities and then focusing on them. Obviously, I get sidetracked at times. If someone tells me the building is on fire, I will man the water buckets — but once the fire is out, I go back to my priorities. In order to focus on priorities, I have had to make a critical distinction between overcommitting and overplanning. In retrospect, that has enabled me to survive in business."

A Simple Philosophy

All of this has led Suters to an almost embarrassingly simple philosophy:

- Plan to do more than you can do.
- Prioritize what you plan to do by importance and urgency.
- Commit yourself and your department to less than you can do and only those projects that are the most important or urgent.

The advantages of shifting from being an overachiever to a high achiever are many. It makes you more effective and allows you to get more done with less effort — and with a dramatic decrease in stress. Your assistants and suppliers will find themselves more highly challenged and motivated. You will still encounter problems, but they will result in very few emergencies and even fewer crises. Your station will prosper, and you'll enjoy your work even more.

A Final Thought

Suters offers this admonition: "This is not to suggest that it's easy to maintain this management style. As with most addicts, reformed overachievers have to be on the alert constantly to keep from backsliding."

There's a lot of useful advice for radio people in Suters's philosophy. If you implement his suggestions in 1987, your year and your department will run more smoothly.

ONE YEAR AGO TODAY

- KHJ drops Car Radio, becomes KRTH (AM)/Los Angeles
- Larry Bruce PD, KMET/Los Angeles
- Jim Arcara President, Cap Cities/ABC Radio
- #1 CHR: "When The Going Gets Tough" — Billy Ocean (Jive/Arista)
- #1 AC: "How Will I Know" — Whitney Houston (Arista)
- #1 BIU: "Do Me Baby" — Meli'sa Morgan (Capitol) (2 wks)
- #1 COU: "You Can Dream Of Me" — Steve Wariner (MCA) (2 wks)
- #1 AOR Track: "Stages" — ZZ Top (WB) (3 wks)
- #1 LP: "Afterburner" — ZZ Top (WB) (13 wks)

FIVE YEARS AGO TODAY

- Barry Mardit PD at WWWJ/Detroit
- Les Garland VP/Programming MTV
- Walt Sabo VP/Network Operations ABC Radio
- #1 CHR: "I Can't Go For That" — Daryl Hall & John Oates (RCA) (5 wks)
- #1 AC: "Leader Of The Band" — Dan Fogelberg (Full Moon/Epic)
- #1 BIU: "Call Me" — Skyy (Salsoul/RCA) (3 wks)
- #1 Country: "Lord, I Hope This Day Is Good" — Don Williams (MCA) (2 wks)
- #1 LP: "Freeze-Frame" — J. Geils Band (EMI America) (4 wks)

TEN YEARS AGO TODAY

- #1 CHR: "Blinded By The Light" — Manfred Mann (WB) (3 wks)
- #1 AC: "Lost Without Your Love" — Bread (Elektra)
- #1 Country: "Let My Love Be Your Pillow" — Ronnie Milsap (RCA) (2 wks)
- #1 LP: "Hotel California" — Eagles (Asylum) (4 wks)



KEN BARNES

ON THE RECORDS

1986 RECAP:

New Artists: Things Are Looking Up

1986 was a better year for breaking new artists than 1985, generally speaking. And although the overall picture has its cloudy aspects, there are cheering signs for '87.

For the past two years, on a rough quarterly basis, I've been tracking the number of artists hitting Breaker for the first time, format by format. Last year, the first year I tracked a full 12-month period, there were 100 new artists broken in the AC, AOR, B/U, CHR, Country, and Full-Service AC formats.

This year the number is 107, no dramatic upsurge, but a 7% increase is nothing to scoff at. I'll take it format by format, checking how each format stacked up to last year, and also mention the artists broken in the fourth quarter of last year (the other three quarters already had their own columns). Here's the roster of new acts broken first in AC:

AC

Dave Adams
Jonathan Butler
Larry Carlton
Double
Hiroshima
Keep It Dark
Gloria Loring & Carl Anderson
David Pack
Simply Red
Rosie Vela

Ten artists is an encouraging sign for the format, which managed just four in all of 1985. Even more remarkably, all ten broke before the fourth quarter, which is traditionally a bad time for new artists, thanks to stepped-up superstar competition, and resulted in a shutout in AC. (Ben E. King did break simultaneously in CHR and



AOR couldn't keep this hit to itself

AC, but not only did he have hits in the pre-R&R era, he had a CHR and Black hit in 1975 with "Supernatural Thing," so he's eligible only for the Comeback award.)

Even with that status-quo final quarter, however, AC made strong steps into asserting its ability to break acts. Three of the ten went on to big success in other formats, and the format-exclusive new hit artists were an impressively varied lot. Some labels are obviously paying a lot of attention to

AC as an artist-breaking format right now, and judged on this year's showing, other companies may be advised to pick up on the cue.

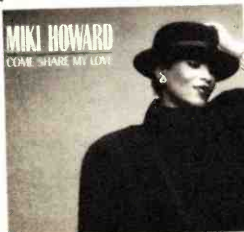
AOR

Jimmy Barnes
Robert Cray Band
David & David
John Eddie
Europe
Fabulous Thunderbirds
Bob Geldof
Georgia Satellites
GTR
Bruce Hornsby & The Range
Don Johnson*
KBC Band
Models
Benjamin Orr
Brian Setzer
Smithereens
Stabilizers
Robert Tepper*
Timbuk3
Ann Wilson
World Party
* Broke simultaneously in CHR

Good news for a format that's taken a lot of heat for hostility to new artists. This year's figure of 21 new artists broken first in AOR is way off last year's 32, but without the fourth quarter, AOR wouldn't have even been in the ballgame.

Nine of the 21 broke in the last quarter, with AOR becoming a startling exception to the overall trend of new artist fourth-quarter freezout. That was as big a quarter as any format could boast, excepting the always-hospitable Black/Urban.

And while some of the new artists broken were of the "safe" variety — soloists on sabbatical like Ann Wilson and Benjamin Orr, newly configured veterans (the KBC Band) — acts like World Party, Georgia Satellites, and Robert Cray add a lot of spice to the AOR mix. (Same goes, of course, for earlier-breaking acts like Bruce Hornsby, the T-Birds, Timbuk3, Smithereens, etc.).



Miki Howard scored a good share of B/U radio airplay

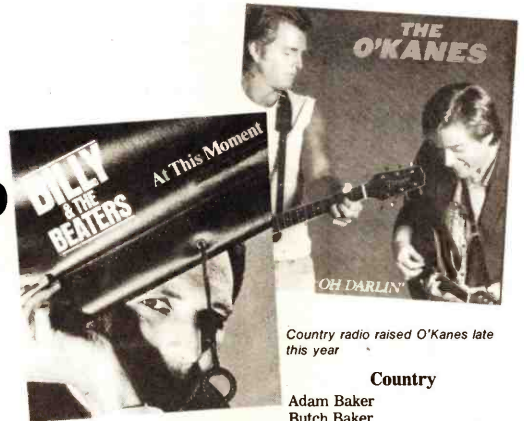
Black/Urban

Gregory Abbott
Aleem
Donna Allen
Wally Badarou
Bobby Brown
Pauli Carman
Cashflow
Gavin Christopher
Club Nouveau
L.L. Cool J
Lushus Daim & The Pretty Vain
Rainy Davis
Chico DeBarge
ET
52nd St.
General Kane
Howard Hewett
Miki Howard
Genobia Jeter
Oran "Juice" Jones
Shirley Jones
Johnny Kemp
King Dream Chorus & Holiday Crew
Krysol
Levert
Joelski Love
Mazarati
Shirley Murdock
Nu Shooz
Regina
Rose Bros.
Tease
Timex Social Club
Trinere
Whistle
Vesta Williams
Precious Wilson

As happened last year, B/U eclipses the other formats in new artist-breaking volume. In 1986, 37 scored first in this format, almost double any other format's figure, but actually down from 1985's 40. With Nu Shooz, Oran "Juice" Jones, Regina, Gavin Christopher, Timex Social Club, Gregory Abbott, and Chico DeBarge going on to big crossover achievements, the format has much to be proud of.

Black/Urban's fourth quarter fit to a T the traditional expectations of a fourth quarter: only four new artists (or 11% of the year's total B/U crop) established themselves in the last three months. Of the four, three were full-fledged newcomers (Donna Allen, Miki Howard, Vesta Williams), while Bobby Brown had enjoyed previous success with New Edition. (Luther Ingram scored his first hit in some time, but his early '70s hits disqualify him for inclusion as a new artist.)

Part of the reason for B/U's high new artist totals is the fast-moving nature of the chart itself, but there is also an unquestionable receptivity to new artists that I'm sure many wish carried over into other formats.



No sleeve on the Rhino version, but I thought you'd like to eyeball the original Alfa release

CHR

Baltimora
Bangles
Blow Monkeys
Boys Don't Cry
Belinda Carlisle
Device
Falco
Samantha Fox
Glass Tiger
Daryl Hall
Don Johnson*
Level 42
George Michael
Robbie Nevil
Opus
Pet Shop Boys
Stacey Q
Charlie Sexton
Sly Fox
Andy Taylor
Robert Tepper*
Billy Vera & The Beaters
* Broke simultaneously in AOR

CHR improved on 1985's total with 22, compared to 20 new artists, thereby edging AOR for second place among the formats. As usual, the spread in geographical origin (Britishers, Canadians, Irishmen transplanted to Italy, two Austrians) and styles (Bangles, Boys Don't Cry, and Blow Monkeys cover quite a range, and that's just the "B"'s) was impressive; but then again, if CHR can't be eclectic, who can?

The surprising development was the dropoff in new CHR Breakers after the first quarter's nine. The next two quarters had five (I originally reported four, but decided that, in a very narrow technical sense, George Michael and Daryl Hall should be included), and the fourth quarter slid to three: Robbie Nevil, Samantha Fox, and Billy Vera & The Beaters (the last of which became that astounding rarity, a CHR No. 1 on an independent label).

So it may have been a great year for the Fox family (Samantha and Sly), but CHR in the last three quarters declined as an artist-breaking format. Perhaps, as I speculated in an earlier column, it's merely returning to its traditional role as the format that skims the top hits from the other formats. Let's see what happens in 1987.

Country radio raised O'Kanes late this year

Country

Adam Baker
Butch Baker
Rodney Crowell
Holly Dunn
Steve Earle
Girls Next Door
Lyle Lovett
Pake McEntire
O'Kanes
Schuyler, Knobloch & Overstreet Shoppe
Marty Stuart
Sweethearts Of The Rodeo
Randy Travis
Keith Whitley
Wild Choir
Tom Wopat
Dwight Yoakam

There was a lot of talk in Country circles about new artists invigorating the format, that it was finally happening, and the totals this year bear it out. After seven new artists managed to chart in 1985, 18 did the trick this past year. Almost all of them are fresh, youthful talents, and the prognosis seems healthy.

Thirteen of the 18 emerged during the first half of the year, so there was a significant slowdown. In the fourth quarter, just two artists charted for the first time, veteran artist/songwriter Rodney Crowell and the O'Kanes, whose Kieran Kane has had substantial hits of his own.

Nonetheless, there's no reason to feel anything but highly optimistic about the continued good prospects for new artists in Country. If some of them start crossing over, 1987 could be a euphoric year in Nashville.

Full-Service AC

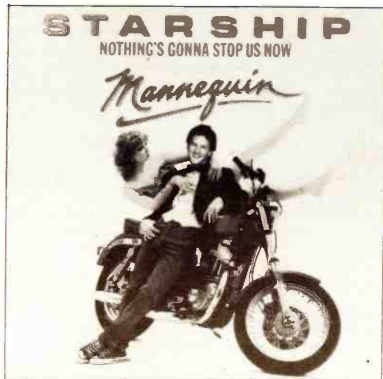
Randy Goodrum

Full-Service equalled its 1985 total of one artist, but by its very nature (less intensive concentration on music) new artist breakouts are not expected. The format did follow up the music-intensive stations on a good percentage of its new artist Breakers, and has by no means proved to be the sanctuary of traditional balladeers and borderline Easy Listening artists, as some had forecast.

When the first quarter ends, we'll be able to see if the gains of 1986 have been consolidated (and the slowdowns of the fourth quarter offset). Clearly there's a stronger industry awareness and concentration on new artists, and it's likely that attitude will bear fruit this year.

FINE TUNING

KEEPING THEM TUNING IN WITH 4 OF OUR MOST ACTIVE SINGLES



STARSHIP

Nothing can stop this single from the motion picture *Mannequin*,

"NOTHING'S GONNA STOP US NOW"

#1 **CHR BREAKERS**

188/76 — 79%!!

#2 MOST ADDED

CHR CHART: **DEBUT** → 38

#1 **AOR TRACKS**

AOR TRACKS: 42-24



DARYL HALL "SOMEONE LIKE YOU"

NOW ON OVER 100 CHR REPORTERS!!

INCLUDING:

WXKS PRO-FM B96 KKRZ
WBEN 94Q WMMS FM102
WPHD PRW997 KDWB KPLZ
WCAU KRBE KWK

A C BREAKERS

AC Chart: 30 - 25



POINTER SISTERS

Hot together! As hot as ever!

"ALL I KNOW IS THE WAY I FEEL"

FIRST WEEK OUT:

WCAU KBOS KQIZ 99KG
KATD KMGX WJAD KFMW
KTUX I94 WZYP KBOZ
WNCX KCAQ Q101
KIIK WGAN KKLS



FIVE STAR

Smooth as silk, strong as steel,
Five Star's got add appeal.

"IF I SAY YES"

KMEL 22-16

B96 37-30

Y100 16-15

WTIC 31-24

WSPK 39-36

WNOK 32-29

KBFM 20-16

KITY 16-13

WKZL deb-37

KMGX 23-18

KYNO 31-23

KYRK 9-5 (HOT)

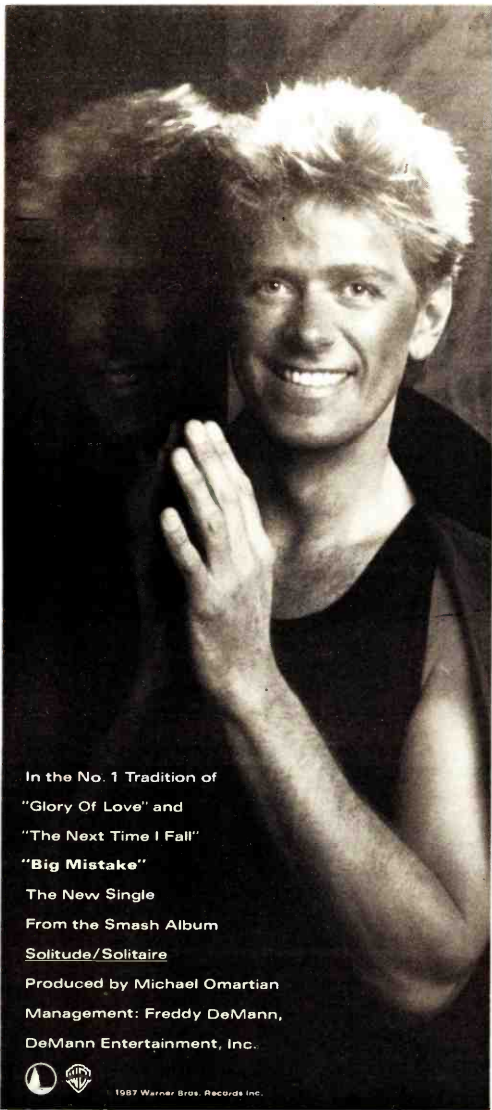
WAZY deb-39

KZOZ 39-36

Black/Urban: 9



PETER CETERA



In the No. 1 Tradition of
"Glory Of Love" and
"The Next Time I Fall"
"Big Mistake"

The New Single

From the Smash Album

Solitude/Solitaire

Produced by Michael Omartian

Management: Freddy DeMann,

DeMann Entertainment, Inc.



1987 Warner Bros. Records Inc.

NEW & ACTIVE

Z93 add	KXX106 26-21	WJAD add
WNCI 29-27	WBCY deb-30	WYKS add
KHTR 35-31	WINK deb-38	WBNQ add
KWK 22-18	WCKN add	WBWB add
Y108 add	KIYS deb-35	WLRW add
KKRZ add	KIKX add-39	WAZY add
KPLZ 31-28	KCPX deb-40	KBOZ add
99GFM deb-39	WFXX add	KWNZ add-28
WRCK deb-40	KQIZ add	
WBBQ deb-39	WKSF add	

DATEBOOK

SEAN ROSS

Special Guests: Boy George & West Point Glee Club

MONDAY, FEBRUARY 9

1964/On the Beatles' first "Ed Sullivan" show, Davy Jones also appears as part of the cast of "Oliver."

1968/Aretha Franklin's "Since You've Been Gone" released.

1981/In an era where other veterans are still performing as they reach 60, Bill Haley dies at age 56. 15 years after the industry judged him too old to be a rock artist.

1986/"60 Minutes" profiles Quincy Jones; a clip of "L.A. Is My Lady" has to be deleted because Frank Sinatra is still mad about a piece on Jimmy Fratianno. And B.J. Thomas sings the National Anthem at the NBA All-Star Game. Dave Marsh calls it "a welcome return to the tradition established by Marvin Gaye and the Temptations, a tradition sullied last year by the bombast of the West Point Glee Club."

Born: Willie Triplet (Ready For The World) 1966, Carole King 1942, Holly Johnson (Frankie Goes To Hollywood) 1960

TUESDAY, FEBRUARY 10

1968/Sly & The Family Stone's "Dance To The Music" issued.

1984/In a then-unusual occurrence, Michael Jackson's "Thriller" goes to #1 CHR, more than a year after its release as an LP cut. Alabama's "Roll On (18 Wheeler)" is #1 Country.

1986/Following the "Suicide Solution" suit against Ozzy Osbourne, Don Arden and Donny Osmond defend rock on Tom Snyder's local L.A. program. Apparently nobody knows that Arden is suing Osbourne. He "defends" his former client by stating, "I would be doubtful if Mr. Osbourne knew the meaning of the lyrics — if there was a meaning — because his command of English is so minimal anyway." Donny points out that, correctly heard, "Puppy Love" could be filthy.

Born: Roberta Flack 1939, Donovan 1946.

WEDNESDAY, FEBRUARY 11

1964/The first US Beatles show at the Washington Coliseum.

1980/In an unusual publisher-financed showcase, MCA Music sponsors a New York concert by ex-B.T. Express member Kashif. Within 18 months, he's well known as the producer of Evelyn King and Melba Moore. Three years later, he becomes a solo recording artist.

1984/Don Cornelius announces his plans to book more white acts and dancers on "Soul Train" and admits that after 13 years, "Frankly, I'm a little bored."

1986/Boy George appears on "The A Team," where he's mistakenly booked into a country dance hall. The morning team at WLRW/Champaign, IL, reading this on the air, deduces that the since-cancelled show must be on its last legs. And the Chicago Bears' "Super Bowl Shuffle" is certified gold.

Born: Sergio Mendes 1941, Gerry Goffin 1939.



Peter Tork, Carole King, Donovan, Mikey Craig

THURSDAY, FEBRUARY 12

1956/Screamin' Jay Hawkins records "I Put A Spell On You."

1967/Police raid Keith Richards' country home but don't arrest anybody for three months.

1970/In the lull between the Spinners' "It's A Shame" and "I'll Be Around," Motown issues "Message From A Black Man."

1981/The Yoko Ono-produced video for John Lennon's "Woman" premieres on ABC's "20/20."

Born: Gil Moore (Triumph) 1951, Ray Manzarek (Doors) 1943, Moe Bandy 1944, Steve Hackett (Genesis) 1950.

FRIDAY, FEBRUARY 13

1982/Ronnie Van Zant's 300lb marble tombstone is stolen from an Orange Park, FL cemetery. Police find it in a riverbed two weeks later.

1983/AI Perkins, who as WJLB/Detroit PD had been part of a lengthy conflict-of-interest scandal, is shot to death at the Detroit record store he owns. His wife replaces him as One Way manager.

1984/Setting a proud tradition for Samantha Fox to follow, Tracey Ullman becomes MTV's first guest jock.

1986/Another VJ, Rita Coolidge, plays a benefit for AIDS research at a San Diego gay club. Tito Puente and Art Blakey play a reunion concert with Cliff Huxtable's father on "The Cosby Show."

Born: Peter Tork 1944, Peter Gabriel 1950.

SATURDAY, FEBRUARY 14

1972/Steppenwolf Day in Los Angeles.

1984/The wife feels like justice: Elton and Renate John married. Also Eddie & Margo Money and Brian Setzer to DeAnna Morgan, whom he met backstage at a Stray Cats show.

1986/Frank Zappa appears on "Miami Vice" as crime czar "Mr. Frankie." Lionel Richie and Ken Kragen are reunited after nine days apart. The Miami Sound Machine attempts the world's largest Conga line at Walt Disney World.

SUNDAY, FEBRUARY 15

1979/A Taste Of Honey wins a Grammy as best new artist. "Just The Way You Are" is best record and song. The Bee Gees get five, including best LP for "Saturday Night Fever."

1980/Bob Dylan and Dire Straits start recording "Saved" in Muscle Shoals.

1986/Air Supply's Russell Hitchcock marries his girlfriend of four years, stewardess Paula Fulmer, in Los Angeles. MCA Nashville holds its kickoff party for MCA Master, its jazz/classical/bluegrass/new age label.

Born: Mike Craig (Culture Club) 1960, Melissa Manchester 1951, Al Campbell (UB40) 1959, Brian Holland 1941.



corey hart can't help falling in love

CHR Breaker **34**

Key Moves:

WXKS 10-7
PRO-FM 17-13
WNVZ deb-18
KDWB 9-5
KKRZ 29-25
KWSS 9-7
WKEE 6-4
WBBQ 25-17
95XIL 22-11
WKSF 16-9
WLRW 19-11
Y94 16-5

AC Chart **26** - **23**

from the album

Fields of Fire

produced by
phil chapman
and corey hart

© 1986 EMI America Records, a division of Capitol Records, Inc.

An Aquarius Records Production
Management: Equus Management





ADAM WHITE

RECORDS

RETAILERS EVALUATE THE NEW MUSIC

The Street-Level Forecast: Fine

New music slated for release in the next few months will find a warm reception at retail, judging by the comments of buyers at five of the nation's leading retail chains. Labels may break a significant number of developing acts, these merchandisers say, because of the shortage of new product by major names.

Nevertheless, two superstars dominate any conversation about the period: Michael Jackson and Whitney Houston. The buyers interviewed here — for the Musicland, Camelot, Record Bar, Sound Warehouse, and Record World chains, which together represent more than 1000 stores — await firm release dates on both these projects, but March is considered possible.

In sales terms, the availability of either album (better still, both) will transform the quarter from solid to spectacular. Meanwhile, these retailers are upbeat about new product from a variety of other rock, R&B, country, and jazz acts. In addition, they agree that the arrival of the first four Beatles CDs this month (see separate report) is almost as exciting as the recent Springsteen box.

Jackson A Monster, Despite 'Thriller' Comparison

Norman Hunter, Manager/Product Development at 130-store Record Bar, says he feels "sort of sorry" for Michael Jackson, "because this album could wind up selling, say, ten million and most people will call it a stiff, which is bullshit." Hunter continues, "He's still with Quincy Jones, and he's demonstrated the ability to keep

"With artists who established their popularity in the '60s or '70s, I find that customer base still tends to be more LP-oriented."

— Norman Hunter
Record Bar

writing good material and putting out good albums. To me, the big challenge is what to expect out-of-the-box on the record, and I'm not even concerning myself with that until I find out how soon before the street date a single comes out."

Bob Henderson, VP at 525-store Musicland (which includes Licorice Pizza and Sam Goody's), likens waiting for Michael to "roughly what we went through with Lionel Richie last year. You can put a calendar on the wall and throw

Thrillers

The three releases anticipated most by five leading merchandisers are:

- Michael Jackson
- Whitney Houston
- U2

darts at it, and you'll probably be as accurate as I will. When he's there, it's like an extra layer of frosting on the cake, and we'll be delighted when he comes."

Henderson does admit concern over the loyalty of any superstar's

audience. "The customer is more sophisticated now, and there's not as much name loyalty, if you will, as there once was. People don't automatically run out and buy something because it happens to be by a particular artist; they want it proven."

"CHR Will Have To Deal With U2"

Because the first-quarter product "isn't quite as strong as it could be," the Musicland exec says he and his buyers anticipate "the door may be open for more developing acts." Among the possible beneficiaries: Tesla, Lou Gramm, and Bruce Willis. Henderson also views the new REO Speedwagon as a good bet for top ten sales at the chain.

All the surveyed retailers are excited at the prospect of U2's new album, "The Joshua Tree," in March. States Tracy Donihoo, head buyer at 100-store Sound Warehouse, "I can see it being one of the top three rock records of the

"The door may be open for more developing acts."

— Bob Henderson
Musicland

year. With the way their catalog sells, more and more people are finding out about them all the time. If it's an album with material like 'War,' it'll be huge at AOR, and then CHR will have to deal with it like they have with Bon Jovi and Cinderella."

Donihoo sees the next Bryan Adams, an April release, as likely to have multiformat strength, too. "That'll be a very big record at CHR and AOR," he says. "And I could see maybe a third single being played AC if it were a slow ballad or duet. Given the longevity of his last album, I figure Adams is just a notch below U2." Among other noteworthy releases he mentioned are the Judds ("more and more

people are finding out about them"), David Sanborn ("his album with Bob James was our #1 jazz seller last year"), Gregg Allman, and George Strait.

Bruce Willis To Top Don Johnson?

Most of the buyers are bullish on the Bruce Willis project, given the "Moonlighting" star's current media exposure. "This album looks good," says Lew Garrett, VP/Purchasing for 190-store Camelot Music. "If we do with it what we did with Don Johnson, we'll be very satisfied. At this point, though, the calls for Willis seem to be greater than they were for Don." In addition, Garrett anticipates strong sales with Bryan Adams, the Judds, plus Jackson and Houston. Among new acts, he cites Tesla and Europe.

Steve Lerner, Director/Purchasing for 70-store Record World, is upbeat about the Willis album ("based on his personality and appeal to women, it's going to sell"), but his hottest prospect is Houston. "This can be bigger than her first," he says. "I heard two songs from the new album when she played Jones Beach last summer, and they sounded sensational — similar to her other hits, but why ruin success? She is the female star of the next five years." His other releases-to-watch include U2, Tesla, Europe, Expose, and Carly Simon.

LP Sales Hold For '60s, '70s Artists

Norman Hunter also predicts activity for Carly, as well as labelmate Alan Parsons. "Both appeal to the older rock consumer, which makes that a challenge for us to determine how well the LP will do. With artists who established their popularity in the '60s or '70s when the LP was the dominant product, I find that customer base still tends to be more LP-oriented."

On Hunter's good-prospects list are the Judds, Hank Williams Jr., Gregg Allman ("the worse he treats himself, the better he sounds"), Husker Du, Tesla, and the Dolly Parton/Linda Ronstadt/Emmylou Harris collaboration.

Overall, the five merchandisers expect better first-quarter/first-half results as compared to last year. Apart from anticipating new music by Jackson, Houston, U2, and others, they see continuing sales for holiday hits by Bon Jovi, the Beastie Boys, Genesis, the Bangles, and the Georgia Satellites. They also predict still greater growth for the compact disc... with a little help from the Fab Four.

FAB FOUR ON CD

Pleasing People Again

"Just play the child a few tracks from this album," suggested Derek Taylor in the original "Beatles For Sale" sleeve notes, "and he'll probably understand what it was all about." Taylor was trying to imagine how someone many years in the future would respond to a question about the Beatles' music.

Starting this year, baby-boomer parents the world over can use their compact disc players in the same way. The February arrival of the first four Beatles' CDs is expected to generate stronger sales than much new music released at the same time, according to leading retail buyers.

Camelot Music VP/Purchasing Lew Garrett says he's heard people within his company agree that these are the CDs which will finally spur them into buying a player. At Musicland, the largest music merchandiser in the US, VP Bob Henderson says there's "a pent-up demand" for the Beatles on compact disc, and that sales will be "terrific."



Early Sales Will Help Later Buying

Record Bar Manager/Product Development Norman Hunter comments, "I'm expecting great things, and we'll be doing major campaigns around their release. When I first heard Capitol was going to put them out in straight chronological order, I was disappointed because I certainly wanted my 'Sgt. Pepper' like everyone else. But now I think it's a fortunate strategy for retail, because by the time we get to the albums which will have major CD demand — such as 'Pepper' and 'Abbey Road' — we'll have had a chance

to evaluate sales on the early titles. We'll have some history to help figure out what to buy."

Will Capitol's supply meet retail's demand? At Sound Warehouse, head buyer Tracy Donihoo says he's heard that only 250,000 of each title will be available initially, "which is the same trap the Springsteen fell into." But Camelot's Garrett says, "Capitol assures us that, at this point, they'll be able to ship our initial order — and everybody's — complete." A Capitol spokesman told R&R that sufficient quantities would be available.



"ROCKET" ROCKS!



"LOVE LIKE A ROCKET"

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the new single by **BOB GELDOF** from the album *Deep In The Heart Of Nowhere* (81687)

Produced by Rupert Hine except "This Is The World Calling" and "In The Pouring Rain," produced by The Brothers Of Doom, with Special Thanks to Jimmy Iovine.

Arranged by Bob Geldof and Rupert Hine.



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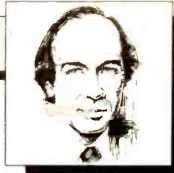
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 WESTWOOD ONE RADIO NETWORKS



BRAD MESSER

CALENDAR

Hands-Off EQ Tweaking

The station manager had earned his stripes, working his way up from gofer to overnight jock to morning drive personality to PD to VP/GM. His elevated position entitled him to a whole lot of big boy toys, including a brand new luxury car with an expensive FM/AM stereo and a cellular telephone.

A stickler for quality, the GM was always concerned about his station's signal and took great interest in the settings of the audio processing chain.

Now he was in the car, listening to the radio. He was talking on the cel phone to his chief engineer, who was back at the station on a speakerphone and standing in front of the audio rack gizmos, ready to receive instructions for fine-tuning the output.

"I don't hear enough high end," said the GM.

"Okay," replied the chief. "I'm cranking up the treble. Tell me when to stop."

In a few seconds, the GM said, "There! That's about right. Now give me more bass. More. A bit more. Okay, stop! That's got it! Sounds great. Lock those knobs. I'll see you when I get back to the station."

They hung up. That was it. The signal was precisely the way the GM wanted it.

The chief engineer turned away from the processing rack and smiled at a friend who had been watching the whole process. The friend was very puzzled, because he knew the engineer had not touched the sound system.

"What were you doing to change the signal?" he asked the chief.

"Just what you saw," the chief replied. "I didn't do anything. He does this all the time — drives into some neighborhood where the signal has a little dropout, gets worried, calls up and wants me to twiddle the knobs, and we go through this.

"I almost never really do anything. The station is always processed very, very carefully. But there's one thing about the boss of which he's not very aware, and I protect him from it when he gives me instructions about tweaking the equalizers.

"When he was a jock, he blasted his ears out wearing cans. He's got some mid-range hearing loss and even more high-end loss. If I tuned the station to suit his impaired hearing, it'd drive everyone crazy."

US Spy Pilot Freed

MONDAY, FEBRUARY 9 — Twenty-five years ago, captured American spy pilot Francis Gary Powers was released by the Soviet Union in a prisoner exchange with the US (1962). His high-altitude U-2 had been shot down by a Soviet missile in 1960. Powers eventually got a job as a traffic helicopter pilot in Los Angeles, where he died in a chopper crash in 1977.

Early rocker **Bill Haley** died in 1981. The first Boeing 747 jumbo jet was test-flown in 1969. The **Beatles** appeared on the **Ed Sullivan** TV show in 1964. **Jefferson Davis** was elected President of the Confederacy in 1861.

Birthdays: Mia Farrow 41. Carole King 46. Roger Mudd 59. Kathryn Grayson 64.

The First Gold Record

TUESDAY, FEBRUARY 10 — The world's first gold record was presented 46 years ago to bandleader **Glenn Miller**, whose recording of "Chattanooga Choo-Choo" had sold a million. **RCA** executives came up with the idea of gold-plating the disc, which was presented to Miller on this date in 1941 during a live radio program. (The first recording artist to sell a million was opera star **Enrico Caruso** in 1902, long before the gold record concept.)

The chemical fire extinguisher was patented in 1863. Britain took title To Canada in 1763.

Birthdays: Donovan 41. Roberta Flack 47. Robert Wagner 57. Leontyne Price 60.

United Auto Workers' Victory

WEDNESDAY, FEBRUARY 11 — Fiftieth anniversary of the United Auto Workers' first major victory, the signing of a contract with General Motors in 1937 following a 44-day sit-down strike at GM's plant in Flint, Michigan. Over at Ford, however, management was still resisting the union and calling its members "goons."

Record-holding balloonist **Ben Abruzzo** died in a plane crash in 1985. The world's largest lobster, a 44-pounder, was caught in 1977. 25th anniversary of the Beatles' first album recording session (1962).

Birthdays: Sergio Mendes 46. Tina Louise 50. Burt Reynolds 51. Eva Gabor 61. Thomas Edison was born in 1847.

Iacocca Fired By Hodel

THURSDAY, FEBRUARY 12 — Chrysler boss **Lee Iacocca** was fired from his job as Chairman of the Statue of Liberty/Ellis Island Centennial Commission one year ago (1986). Interior Secretary **Donald Hodel** canned him after Iacocca complained the government was developing a hotel on Ellis Island through "the sale of tax shelters to the rich." Iacocca kept his other Statue of Liberty job, raising money for the private Statue of Liberty/Ellis Island Foundation.

Actor **Sal Mineo** was murdered in Los Angeles in 1976. The US agreed to train the South Vietnamese Army in 1955. Recluse **Alexander Selkirk**, the real-life model for the fictional Robinson Crusoe, ended his five-year camping trip on an isolated island in 1709.

Abe Lincoln's birthday is observed in most states.

Birthdays: Maude Adams 42. Moe Bandy 43. Joe Don Baker 51. Joe Garagiola 61

Music Industry Collection Agency

FRIDAY, FEBRUARY 13 — The organization that coordinates much of the money made from music, the **American Society of Composers and Publishers**, was formed on this date in 1914. The music industry collection agency was started by composer **Victor Herbert** after he heard other people using his music without compensating him. Herbert sued, took the case all the way to the Supreme Court, and won.

Jesse James and the **Cole Younger** gang pulled their first bank robbery in 1866. Ice jammed the Mississippi River in New Orleans in 1784.

First of three Friday-the-13ths in 1987. Full Snow Moon.

Birthdays: Stockard Channing 43. Carol Lynley 45. George Segal 51. Kim Novak 54. Tennessee Ernie Ford 68.

THE MY baby

THE NEW
SINGLE
FROM
THE
ALBUM
GET CLOSE

WBEN KXYQ
WPHD KITS
95INZ KZU
WGH KRQ
WMMS 95XXX
KKRZ OK100
KMJK 100KHI
KWOD 95XIL
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WDLX Q101
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PRETENDERS



JOEL DENVER

CONTEMPORARY HIT RADIO

Hot New Music Properties For 1987

The music industry, and this format in particular, depends on fresh music from a variety of established and emerging artists. Here's an insider's look at the projects the record labels will be promoting and breaking over the next three to six months in CHR.



Director/National Promotion Steve Resnik: "A&M is proud to release China Crisis in early February with the single 'Arizona Sky' from the album 'What Price Paradise.' The Ward Brothers will be looking to cross from AOR in early February with 'Cross That Bridge' as our emphasis cut. Herb Alpert will be back on the charts in early March with a new album, 'Hot Shots,' featuring several cuts produced by Jimmy Jam and Terry Lewis. The single is called 'Keep Your Eye On Me.' No titles yet, but look for Bryan Adams at the end of March or early April.

"Then there is 'Prince's Trust,' a collection of songs from major name artists such as Paul McCartney, Dire Straits, Rod Stewart, George Michael, Paul Young, Tina Turner, Level 42, Suzanne Vega, Joan Armatrading, and Eric Clapton. It's a project to benefit an annual charity event which Prince Charles oversees.

"Also in March: a solo effort from Richard Carpenter; and the Nylons, a group known for its a cappella work, although this may not be in that style. Look for a debut effort from Bryan Loren, a new album from Al Green called 'Soul Survivor,' a Jimmy Iovine-produced group named Thriving Doves, former Supertramp Roger Hodgson with a solo effort titled 'What Happened To The Empire,' the Immaculate Fools' debut album, a new one from Squeeze, and Joe Jackson near the end of March."



Sr. Director/Promotion Rick Biseaglia: "KBC Band's 'America' has just shipped. After her current record peaks Aretha Franklin does a duet with George Michael which went number one at Capitol Radio for nine weeks, called 'I Knew You Were Waiting.' Carly Simon's 'Coming Around Again' album ships in February and another single will be released as well. At the end of February we'll present the debut Arista album by Patrice Rushen.

"Our development on Expose — three girls from Miami who've had number one club records — will continue with more airplay from other cuts on their 'Exposure' LP. At the end of March the Whitney Houston album is coming. The first

release looks like 'I Want To Dance With Somebody,' but the album title is undecided. The Right Profile out of the Carolinas and the Thompson Twins will release sometime in March, along with the Arista debut of La La, who wrote 'You Give Good Love' for Whitney. And look for the return of Patti Smith."



General Manager Margo Knesz: "Karen Kamon, wife of producer Phil Ramone, releases her album 'Voices.' The first single is 'Strange Way,' which was a hit for Firefall. Still under development is the Limited Warranty project; radio kept it alive through the holidays and it's been reserved. We've signed Larry John McNally, whose single, 'My Obsession,' and LP, 'Fade To Black,' are just shipping. There will be a new album from Yes in March or April. 'Big Generator' is the tentative title, and it is described as being very singles-oriented in addition to its natural AOR appeal. Donna Allen's single, 'Serious,' is crossing from Urban to CHR on the 21 label."



VP/Promotion Judy Libow: "Lou Gramm, lead vocalist and co-writer of Foreigner, launches his first solo effort. The single, 'Midnight Blue,' comes from the soon-to-be-released album 'Ready Or Not.' We also have a new group called Blue Yonder featuring Sandy Stewart, who sings background for Stevie Nicks. 'Wind Song,' the single from the album, features members of the Waterboys. The Nice & Wild album with the single, 'Diamond Girl,' is shipping soon. Also, there is Marty Lebow with his second solo pop/rock effort. The Mel & Kim LP is also just coming out.

"In the way of other new names, we've signed Frozen Ghost from Canada and John Philip, a singer/songwriter pop/rocker from Florida. Also look for new albums from the Manhattan Transfer, Laura Branigan, and Matt Bianco, who are doing great in Europe. In the second quarter Atlantic will ship Roger Daltrey in March, a solo from Manhattan Transfer's Janis Siegel, another Nu Shooz album, one by Lisa Hartman, and then Robert Plant. Another import is Silent Running from Scotland. Saga is a new signing to Atlantic, as is Rachelle Cappelli (produced by

Arif Mardin), and we've also picked up Graham Parker."



VP/Promotion & Marketing Walter Lee: "Heart will ship a new, as-yet-untitled album in late March. Around February or March look for Eric Martin from San Francisco to release an album called 'Only Fooling Myself,' the single will be 'Everytime I Think Of You.' Rock And Hyde from Canada is on the way with an untitled but very commercial project with roots in AOR. Beatles on CD will be a big project.

"Crowded House will have another single in the coming months, and we'll have an album from Marlon Jackson in April or May. Jon Butcher Axis will be a priority to establish at CHR, as will a new album from Belouis Some. There will also be followup singles from Duran Duran, Tina Turner, Freddie Jackson, and Meli'sa Morgan in the next few months as well."



Former VP/Promotion Daniel Glass: "World Party, with their first release, 'Ship Of Fools,' and then probably followed by 'Revolution,' are one of our biggest priorities. From England, they feature lead singer Karl Wallinger from the Waterboys. We're doing an all-out blitz on the Venetians from Australia. The single is 'So Much For Love' from the album 'Calling In The Lions.' Jellybean Benitez arrives in March. Paul Carrack is rumored to be doing a duo with Huey on his debut Chrysalis album around March. Also, Go West will be releasing around then. Other new acts such as Crazy Horse, Living In A Box, Head For Tall Trees, and the Tami Show will be surfacing in the coming months."



VP/Promotion John Fagot: "Hipsway, an established band from Scotland, has a few top tens already in the UK. We also have 'Dave Edmunds Live' and an exciting release from Colin James Hay, former Men At Work lead singer. His album is called 'Looking For Jack,' all about Jack Nicholson. The Psychedelic Furs hit from 'Pretty In Pink' has given them new awareness. Their 'Heartbreak Beat' single is from the album 'Midnight To Midnight.' Another Paul Young, 'Why Does A Man Have To Be Strong,' is on the way. Patty Smyth, formerly of Scandal, will come with 'Never Enough' featuring the Hooters playing and singing.

"Columbia is after the Burns Sisters Band's 'Listen To The Beat Of A Heart,' and we're out to establish John Eddie. Matthew Sweet is a great singer/songwriter, and his release, 'Blue Fools,' should do well at CHR. Slated soon are a re-release of the Stabilizers' 'One Simple Thing,' which got lost in the Christmas rush, a Gregory Abbott followup, 'I Got The Feeling It's Over,' and another Bangles hit, 'Walkin' Down Your Street.'

"In soundtracks we've got the new one from Sylvester Stallone's 'Over The Top' featuring Sammy Hagar, Kenny Loggins, Eddie Money, and Robin Zander from Cheap Trick. From the Urban side, Rebbie Jackson's 'You Send The Rain Away,' Full Force's 'Old Flames Never Die,' and a Santana/Buddy Miles combo lead the way. Also there's Big Audio Dynamite's 'Bad Rock City.' A multi-platinum band from Australia, Mondo Rock, is on the way. Also: Alison Moyet, who is already top ten in the UK with 'Is This Love,' Lisa Lisa, and a new one from L.L. Cool J in March."



VP/Promotion Dave Urso: "Shirley Murdock's Urban foundation will continue to spread this year. We'll maintain the Benjamin Orr success with another cut from the 'Lace' album, 'Too Hot To Stop,' in February. Simply Red's new album, 'Men & Women,' ships in late February and the single will be 'The Right Thing,' releasing the 10th. A third Howard Jones single, as yet undecided, is planned; it could be 'Step Into These Shoes' or 'Give Me Strength.' 'Battleship Chains' is the next release from the Georgia Satellites.

"From the UK we've picked up the Housemartins and will be rereleasing 'Happy Hour,' a top five hit on the BBC. Anita Baker is still developing at the CHR level with a third single planned, 'Same Ole Love.' An all-girl band called the Pandoras comes out in May. Dokken's new album will feature the first rock & roll cassette, called 'Dream Warriors,' sometime in February, and the album of the same name will ship April 1. Motley Crue comes with 'Girls, Girls, Girls,' in March, and no singles have been picked as yet."



VP/Promotion Tony Smith: "EMI has a good combination of established and new acts set for release. A new Peter Wolf album,

'Come As You Are,' and a single of the same title are shipping in early February. John Waite and Sheena Easton will both hit the streets in mid to late February. No titles for either project yet.

"In the new signing area we have Nona Hendryx, who we will cross over from Urban. All of us are excited about the Neville Brothers from New Orleans, who have a real fun pop/rock feel to their music with the single, 'Whatever It Takes,' from the 'Uptown' LP debuting in early February. We've also signed Brooklyn Dreams to EMI, but the group will shed that name for a new identity with an album and single in March."



VP/Promotion Walter Wiannick: "We'll see more hits from Don Johnson's debut album; 'Voice On A Hotline' is a new single REO Speedwagon is rolling up the charts, and should provide many hits for CHR. Europe, a recent import act, looks to duplicate what took place in the UK with 'The Final Countdown.' E/P/A recently signed Spandau Ballet with a single called 'How Many Lies.' Also waiting in the wings are Stevie Ray Vaughan, Gino Vannelli, and a solo effort from Gregg Allman featuring the title cut, 'I'm No Angel,' and a duet with Don Johnson, 'Evidence Love.'

"New efforts at CHR include the Stranglers plus an import from England, Owen Paul, with 'My Favorite Waste Of Time,' a former top five from the BBC. A new band, Pricer-Sultan, featuring former Billy Idol drummer Tommy Price and ex-Utopia member Kaz Sultan, is set for action later this quarter. The long-awaited Michael Jackson album, once titled 'Bad,' may be retitled and once again rescheduled. Optimistically, we look for a mid-February debut, but we're not really sure. Wrapping it up for E/P/A is a new, as-yet-untitled Dan Fogelberg album."



VP/Promotion John Brodey: "Geffen will continue to combine CHR product from Peter Gabriel's Grammy-nominated album; his duet with Kate Bush, 'Don't Give Up,' is next. Wang Chung's 'Mosaic' is proving itself to be a pop masterpiece, and 'Hypnotize' will be the third release. Debbie Harry's next single is 'In Love With Love,' due in February. Berlin's next single, 'You Don't Know,' has just been released.

Continued on Page 50

BERLIN

— The New Single Will *Take Your Breath Away* —

“You Don’t Know”



Produced by Bob Ezrin
 with Andy Richards and
 Berlin • From the Geffen
 album *Count Three
 And Pray* • Management:
 Peregrine Watts-Russell/
 M.F.C. Management •
 ©1987 The David Geffen
 Company



CONTEMPORARY HIT RADIO

Hot New Music Properties For 1987

Continued from Page 48

"In the area of brand new product, Sammy Hagar's solo album will hit in the second quarter, and will be produced by Eddie Van Halen. We're also very excited about the debut of the band Little America, and their single, 'Walk On Fire,' will be released in February. Aerosmith are going to give CHR some hits with an untitled project produced by Ted Templeman. A new Donna Summer single, 'Only A Fool,' will hit the streets in the first quarter. It's a duet with Starship's Mickey Thomas. Ray Parker Jr.'s Geffen debut will come in the second quarter.

"We'll be looking for CHR impact from Whitesnake and Esquire too. By summertime look for Don Henley.



National CHR Director Mel DeLatte: "IRS continues with Timbuk3, 'Life is Hard.' We've signed an L.A. band, Concrete Blonde, formerly called Dream 6, with the single 'True.' General Public gives us the single 'Come Again,' from a new album, 'Hand To Mouth.' Another new signing, Athens Inside Out, is just shipping. From the band Three O'Clock is the 'Susie' on The Ball' single from the LP 'Ever After.' Intimate Strangers just shipped with their self-titled album and the single 'Raise The

Dragon.' Down the road, look for a new Belinda Carlisle album by summer, Alarm by May, and R.E.M. before the end of the year."



VP/Promotion Bob Catania: "Shriekback is one of our priorities with 'Gunning For The Buddha,' the first single from their fifth album 'Big Night Music.' Julian Cope will release 'World Shut Your Mouth' from his EP as a single. He's the former lead of Teardrop Explodes, a progressive band from the UK, and sounds like the Who or Kinks from 1965 with an '80s edge.

On our 4th & Broadway label we've got Millie Scott's single, 'Ev'ery Little Bit,' in the Anita Baker/Whitney Houston vein with big CHR potential. Tentatively in the first week of March U2 will release their most commercial yet musically satisfying album yet. This band will make a mark on music for the rest of the '80s. Look for Bourgeois Tagg in early summer and Robert Palmer in late summer."



VP/Promotion Jack Satter: "Rob Jungklas's single 'Make It Mean Something' has done well at AOR, and we intend to cross him to CHR. In the first part of March we'll release the Portland Brothers from Toronto. They're unique in their pop sound and feature outstanding harmonies. The single is 'Soul City,' from the album 'Electric Honey.' Robbie Nevil's 'Dominos' is coming around mid-February, as is a third Glass Tiger, 'I Will Be There.' Since we are a new label, most of our acts are brand new. But we're happy to have Little Steven & The Disciples shipping an album in March containing a number of great singles."

MCA RECORDS

Sr. VP/Promotion Steve Meyer: "MCA has signed a group called the Breakfast Club led by Steven Bray, producer/writer of several Madonna hits. The single, 'Get Back On Track,' will be released shortly. Red 7's second LP, called 'When The Sun Goes Down,' will aim more toward CHR than their first. Jody Watley will cross from Urban to CHR in 1987 with her new

album. The Kim Wilde followup LP, 'Another Step,' includes her current international hit 'You Keep Me Hanging On.' Sometime in the first quarter we'll release the debut album 'Thunder' from Andy Taylor, with more singles from that one.

"Look for a new one from Oingo Boingo tentatively titled 'Boingo.' The soundtrack to John Hughes's new film 'Some Kind of Wonderful,' which opens in February, has cuts from a number of talented yet unknown bands with appeal for both CHR and AOR. The Jacksons are out with a cut from Whoopi Goldberg's new flick, as are New Edition with a new cut, 'Tears On My Pillow.' Night Ranger's 'Big Life' album comes later in the second quarter, as does new signing Melvin James out of Minnesota with some great heartland rock music.

"A new band, Kane Roberts, features a great collection of aggressive 'Rambo-Rock.' A debut album by Tiffany is as yet untitled, but her range goes from Stevie Nicks to Linda Ronstadt and back again. MCA is also releasing the cast recording of 'Starlight Express,' which opens on Broadway in February, featuring songs by El DeBarge, Harold Faltermeyer, and others. We have an album by Steve Jones in April, and a follow-up album by Nik Kershaw in February or March called 'Radio Musciola.' Look for a Tom Petty & The Heartbreakers in the first half of the year."



VP/Promotion Michael Lessner: "Bunny DeBarge comes with her 'In Love' album and the single 'Save The Best For Me.' Then the Bruce Willis 'Return Of Bruno' album will give us many hits this year. Smokey Robinson will offer 'Keep Me' and its first single, 'Just To See Her,' next week. Chico DeBarge's 'The Girl Next Store' comes in late February, and El DeBarge will release a new, as-yet-untitled album in late March.

"No title for the Mary Jane Girls album due in April, as is the case with the new one from Stevie Wonder. Fifteen-year-old Angela Cole with 'L.O.V.E.' and Blake & Hines's 'Sherry' have just been released. F.G.O. (For Girls Only) is a new group whose single, as yet undecided, ships in February. Look for Stacy Lattisaw's 'Jump Into My Life' to cross CHR, a new Four Tops album, and one from Kim O'Leary in March."

Cetera's "The Glory Of Love," and the Bangles' "Walk Like An Egyptian."

• **Cruise With The Dawgs** — WNCX/Cleveland is giving listeners and dedicated Cleveland Browns fans a chance to win a cruise with Browns players Mike Baab, Bob Golic, Kevin Mack, and Earnest Byner. The WNCX Browns Masters Of The Gridiron Cruise will visit Nassau, St. Croix, and St. Thomas on Riviera Cruise Lines this

PolyGram Records

VP/Promotion David Leach: "Several new artists from 1986 are being carried over in PolyGram's promotion efforts for 1987. Cinderella and Robert Cray are big pushes, both crossing over from AOR to CHR. Smoking Gun is really smokin'. Eight Seconds out of Canada, produced by Rupert Hine, is beginning to perform. Billy Branigan will release his debut album 'Make A Move'; the single, 'Maybe Tonight,' just shipped and the appeal is for CHR and AOR. We're going to develop another Canadian act, the Spoons, with their single 'Bridges Over Borders.' They have a Tears For Fears-type sound.

"In mid-February we'll ship UK band Zerra 1's album, 'Domino Effect,' and the single will be 'Rescue Me.' Hunter, an Australian band formerly known as Dragon, will ship in February, produced by Todd Rundgren. Also, Tom Kimmel, a singer/songwriter from Alabama in the John Cougar Mellenkamp/Bob Seger mold, will ship sometime in April. In May we'll release an album by Jeff Paris. Deep Purple is just hitting the streets. Look for Level 42 in early March, Scorpions in April, Kiss in summer, and the long-awaited Def Leppard 'Hysteria' in late April or early May. ABC will release in June.



Promotion Cory Robbins: "Profile will continue its track record of great hits with a new Run D.M.C. single in February called 'It's Tricky.' We'll look to cross Luther Ingram to CHR with his new single, 'Don't Turn Around,' from his current album. Out of Austin, we'll release the LeRoi Brothers' second album 'Open All Night.' It's got some great rock tracks sure to cross to CHR. There will be a new Boys Don't Cry album toward summer."



National Promotion Director Mike Becce: "Bruce Hornsby remains Nipper's biggest promotional priority in terms of ongoing development of a pop act already receiving a great deal of acceptance. RCA is committed to breaking Five Star and adding more hits off the Daryl Hall album. Parachute Club (with John Oates singing) and the Pointer Sisters will continue to shine, as well as Eurythmics.

April. The Browns stars and their wives will accompany two lucky winners on the cruise, which includes airfare to and from Cleveland, all accommodations, and food. Winners should bring their own dog biscuits, though!

• **Mile-High Bronco Mania** — KPKE joined other Denver stations in producing special songs for the Super Bowl-bound Broncos. Its contribution was a

"On RCA's new music front, Australia's Pseudo Echo will release 'Living In A Dream.' There will be followup albums from the Blow Monkeys and Mr. Mister. On Jive we have a hot act from South Africa, Jonathan Butler. Also, Bernie Taupin is releasing a solo effort, with Elton John on two tracks as well as help from Bruce Hornsby."



Director/Promotion Dave Darus: "We're going to rerelease 'I Can Take Care Of Myself' by Billy Vera & The Beaters as the next single. Beyond that for new artists we've already slated a Rank And File self-titled album for February 23. The single will be 'Black Book,' which will be available in a few days. The James Harman Band is a local L.A. group which will release in March or April; the LP as yet remains untitled."



VP/Promotion Phil Quarataro: "Virgin has a lot of great music planned in the coming months. In February the most important things are our first releases — the Cutting Crew album 'Broadcast' and lead cut 'Died In Your Arms.' From Heaven 17 we'll release 'Contentenders'; the album is 'Pleasure One.' In March we'll come with the Other Ones' self-titled album, with a big effort at CHR. In April: Danny Wilson with 'Mary's Prayer,' Pete Wyllie with 'Sinful,' and T'Pau with 'Heart & Soul.' By May we'll have a Gary Moore album, and in June we look for Warren Zevon backed by R.E.M. We're not sure about Steve Winwood or Culture Club in 1987, as yet."



VP/Promotion Rich Fitzgerald: "Over the next few weeks or so WB is coming with followup singles from Paul Simon, 'The Boy In The Bubble,' Steve Winwood, 'The Finer Things,' Pretenders, 'My Baby,' and Talking Heads, 'Love For Sale.' New followup albums are rolling out by Sheila E., Jack Wagner, Los Lobos, and Chris Isaak with his second WB album. New artists debuting include the Big Dish with their single 'Slide' from the LP 'Swimmer,' Farenheit, and Williams Bros. In the next four to five months expect new albums by Fleetwood Mac, the Bee Gees, and Atlantic Starr."

MOTION

Filip Fryer, formerly with KITS/San Francisco, is now Rick Chase and new to afternoons at rival KMEL. KMEL also loses all-nighter Christopher Lance

... Overnighter Alvie Dee is no longer MD at WKSS/Hartford as weekender Jay Dowd does the music hat ... KLQ/Grand Rapids MD Mike Tinnas trades middays to join the station's Q-Morning Zoo, taking over the shift from OM/PD Jim Owen; overnighter Glenn Davis is boosted to middays ... WHYY/Detroit MD Mark Jackson adds Director/Research duties.

Parttimer Andre Gardner of PWR997/Atlanta moves to 6-10pm and takes on the Saturday night all-request show ... WGAN/Portland midday personality Greg Murray adds Production Director duties ... Tom O'Brien becomes fulltime Production Director at WFLY/Albany, giving up his MD post ... Karen Wong moves from late-nights to middays and adds MD duties at WLOL/Minneapolis; Bernie Laur comes aboard as Asst. PD ... WYBR/Rockford's Greg Thunder segues to KDWB/Minneapolis for 7pm-midnight, succeeding Alan Kabel.

Ex-94.2/Raleigh midday personality Scooter Davis takes on station production director duties as parttimer Mike Rivers shifts to middays ... At KFIV/Modesto Tim Kelly moves from afternoons to mornings and Baltizar exits overnights for afternoons ... Chris Knight leaves WMRO/Boston to do middays at WKW/St. Louis.

BITS

• **Jones Tops The Poll** — WPST/Trenton's 1986 Pop Poll winner was Howard Jones for "No One Is To Blame." The New Year's Eve survey was a six-hour battle of songs in which nearly 3200 listeners voted. The winner in each round advanced to face the next contender in a list of twenty top '86 recordings. Runners-up were OMD's "If You Leave," Bon Jovi's "You Give Love A Bad Name," Peter

spoof of the Mamas & Papas' "California Dreamin'"; "Pasadena Dreamin'" by the Yo Mamas and Papas. Written by parttimer Charlie Hackett and morning team Steven B. and the Hawk, the tune also featured other staffers' vocals. In addition, KPKE sent two pairs of winners to the Super Bowl, giving them round trip airfare, hotel accommodations, tickets, and party escorts (Steven B. and the Hawk).

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REO SPEEDWAGON

**"THAT AIN'T
LOVE"**

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CHR BREAKER
156/52 — 65%
ONE OF THE
MOST ADDED
AOR TRACKS: **18**



**"THE FINAL
COUNTDOWN"**

●
CHR BREAKER:
143/32 60%
ONE OF THE
MOST ADDED
CHR CHART: **DEBUT** **40**
AOR TRACKS: **13**

Epis

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STEVE FEINSTEIN

AOR

RECORD RELEASE ROSTER

Coming Attractions: Music To Your Ears

Ladies and gentleman, prepare your turntables, cassette decks, and CD players for the bumper crop of new music coming our way in the next few months. Associate Editor Jim Nelson has rounded up a panel of trusty promotion pros to fill us in on the goodies in store. All release dates are estimates, of course.

J.B. Brenner A&M

January: Sting's live "Bring On The Night," on CD only. It had previously been serviced as an import... Virgin/A&M's debut of China Crisis, "What Price Paradise"... first album by Ward Brothers, "The Madness Of It All"... What/A&M's Ideola, with a CD single of "Is It Any Wonder."

February: Roger Hodgson's second solo... British band Thrashing Doves, produced by Jimmy Iovine

March: Bryan Adams.

Futures: Joe Jackson... "The Prince's Trust" live album from the English benefit concert with Sting, Dire Straits, Eric Clapton, Phil Collins, Big Country, and Rod Stewart... Squeeze... Simple Minds live, including some new songs... Supertramp... new Sting... Glen Burtnick's second.

Bruce Iglauer Alligator

February: Look for a re-release of Lonnie Mack's first album, "The Wham Of That Memphis Man"... "The New Bluebloods" compilation album featuring the best of the young blues artists in the Chicago area.

March: Little Charlie & The Nightcats, "which sounds like The Fabulous Thunderbirds with a great sense of humor," according to Iglauer. The LP is titled "All The Way Crazy"... a live album from blues great Koko Taylor.

Sean Coakley Arista

First Quarter: Cruzados' second, produced again by Rodney Mills (38 Special)... Thompson Twins, produced by Rupert Hine (Fixx).

On The Horizon: The return of Patti Smith, with Jimmy Iovine involved... "Believe it or not, there's a Grateful Dead record due out sometime in 1987," says Coakley... North Carolina's Right Profile, with a "rural rock feel, similar to the Band."

Michael Prince Ato

January: Straight-ahead rock 'n' roll from Canada's Brighton Rock.

February: Pete Townshend's double album "Scoop II," with previously unreleased cuts and alternate versions of songs such as

First quarter: New artist John Philip from Florida... New band Frozen Ghost... Roger Daltrey's latest.

Second quarter: Kix, which sells almost 50,000 records out of Balti-

produced by Andy Johns (Cinderella)... First batch of releases from Cinema label includes Patrick Moraz of the Moody Blues... Guitar great Duane Eddy... New Marillion.

Jim McKeon Columbia

February: The soundtrack from Sly Stallone's "Over The Top" features Sammy Hagar (produced by Giorgio Moroder and Eddie Van Halen), Kenny Loggins, and Eddie Money... Psychedelic Furs' "Midnight To Midnight" includes "Heartbreak Beat," out as an import previously... Solo debut from Colin James Hay (ex-Men At Work), "Looking For Jack," produced by Robin Millar (Sade)... Patty Smyth (Scandal) goes solo with help from the Hooters and Hooters/Cyndi Lauper producer Rick Chertoff. The lead song, "Never Enough," was originally done by the Hooters in their previous incarnation, Baby Grand. "Patty's gonna give herself arthritis by sending out copies of the album and personal notes to programmers," says McKeon... Santana's "Freedom" with Buddy Miles on vocals... 415 band Wire Train's "Ten Women" will "make for some interesting promotional ideas"... Hipsway have had three number one songs in England. Lead track is "The Honeythief"... Australian band Mondo Rock's "Boom Baby Boom."

March: New albums from Roger Waters and Alison Moyet.

Brad Hunt Elektra

January: New York-rocker Joan Paladini.

February: Dokken's single, "Dream Warriors," will be the theme from "Nightmare On Elm Street, Part 3." Elektra and the movie company will cross-promote heavily, with a strong AOR orientation. "Freddie" will appear in the video, and there'll be a "cassingle," with an LP expected within six weeks... Simply Red's "Man And Woman."

March: Motley Crue's "Girls, Girls, Girls"... New Cure.

April: Hoodoo Gurus.
In production: the Call... Joe Lynn Turner.

John Hey EMI/America

February: The Neville Brothers' "Uptown," featuring Keith Richards and Ronnie Montrose on guitar.

March: Peter Wolf's "Come As You Are"... John Waite... Little Steven's "Freedom - No Compromise," or Manhattan/EMI, which includes a reggae duet with Bruce Springsteen called "Native American."



"Pictures Of Lily" and "The Kids Are Alright"... Reckless's "No Frills," produced by J.J. French and Mark Mendoza of Twisted Sister... Heavy metal kids Manowar... Soft rock from Karen Kamon, produced by husband Phil Ramone. First single is a cover of Firefall's "Strange Way."

March: Eddie & The Tide... Yes's "Generator."

Danny Buch Atlantic

January: "Ready Or Not" by Lou Gramm of Foreigner, produced by Pat Moran (Robert Plant) with Nil Loggren of the E Street Band on guitar... Blue Yonder featuring Sandy Stewart, former backup singer with Stevie Nicks, and appearances from the Waterboys... L.A.'s the Dig, produced by Mark Ross, Quincy Jones's assistant for many years... An album from singer Marti Lebow, who previously had an EP... Hard rockers Malice.

more/Washington alone... Robert Plant... Twisted Sister... Saga... Irish band Silent Running... Graham Parker... Hard rockers Raven and Overkill.

Ray Tusken Capitol

January: "Save Your Prayers" by Waysted, with Pete Way (ex-UFO and Fastway) and a new singer who sounds like Steve Perry. Tusken compares the band's new, lighter sound to "early Bad Company meets Journey."

February: Eric Martin, described as "potentially the American Paul Young, but with rock roots."

March: Heart, again produced by Ron Nevison... Rock And Hyde, ex-Payola\$ and managed by Bruce Allen (Loverboy) and Bryan Adams... Denmark's Fate, whom Tusken compares to Europe.

April: McAuley-Schenker Group, with Michael Schenker,

Kevin Sutter Chrysalis

February: Vigil, from the Baltimore/Washington area, have had college play via an independent album... Australian band Venetians' "Calling In The Lions" will be rereleased and promoted to AOR and CHR... Colourfield's new effort, supported by their first American tour.

March: "Made In The U.S.A." soundtrack with songs from Timbuk3 and Karl Wallinger of World Party... England's cutting-edge Crazy House... Virginia's Head For Tall Trees, "who leave a strong impression the first time you hear them, like Talking Heads, Police and R.E.M.," says Sutter.

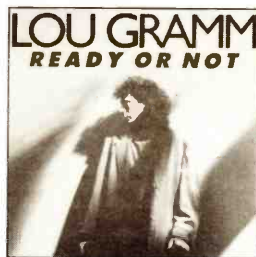
First Quarter: Paul Carrack (Ace, Squeeze, Mike & The Mechanics)... Go West's "Dancing On The Couch."

Down The Road: Divinyls... Icehouse... Pat Benatar... Jethro Tull.

LOU GRAMM

Lou Gramm, the voice of Foreigner, emerges from the group with 10 self-penned rock hard originals that will leave no doubt as to who the *dirty white boy* is. This is Lou Gramm. **READY OR NOT.** (81728)

Includes the single "Midnight Blue" (7-89304)
[also available as a promotional 12" (PR-996)]



Produced by Pat Moran and Lou Gramm



On Atlantic Records and Cassettes
(Available soon on Compact Disc)

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Coming Attractions

Continued from Page 52

Rick Winward Enigma

Current focus is still on Smitherens, with the label committed to at least four tracks, Winward says.

February: Wednesday Week, produced by Don Dixon, is three girls and one guy, with "harmonies reminiscent of the Bangles, but more bite and crunch," says Winward. LP is "What We Had," first single is "Why" . . . New TSOL, who have a sales base of 35,000-40,000 even with no AOR airplay.

Harvey Leeds Epic

February: REO's "Life As We Know It," with an interview album . . . Gregg Allman's "I'm No Angel," produced by Rodney Mills . . . Soundtrack to "The Light of Day," which stars Joan Jett and Michael J. Fox. On the title song, written by Bruce Springsteen, Joan sings and Michael J. plays guitar . . . New artist Vicki Thomas, produced by Vinnie Ponceia . . . an Ozzy Osbourne/Randy Rhoades live album, "A Tribute," dedicated to Rhoades.

March: "Gypsy Blood" from New Orleans guitar-whiz Mason Ruffner, produced by Dave Edmunds. "I put him in the same category as Stevie Ray Vaughan, Jeff Beck, and Jimmie Vaughan of the Fabulous Thunderbirds," says Leeds . . . Norman Nardini, produced by Rick Derringer

May: A new Chicago band, the Insiders . . . follow-up from Prefab Sprout.

Coming: "Somewhere in the middle of all this will be a Michael Jackson record," says Leeds . . . Also, Dan Fogelberg's "Exiles," co-produced with Russ Kunkel.

Marko Babineau Geffen

February: Esquire, co-produced by Trevor Horn with Nikki Squire, Chris Squire's wife, on vocals. Alan White plays some drums, and Pat Thrall (Pat Travers and Hughes-Thrall Band) is on guitar . . . Little America, a "Levi's 501 band," says Babineau. "It's straight Americana rock, in the vein of Bryan Adams meets Dwight Twilley. During the President's Day weekend, we're going to run 15-second

teasers, 30 of them a day, on MTV for three days in a row."

March: Siouxsie & The Banshees' "Through The Looking Glass," all cover tunes . . . Wetton/Manzanera, with John Wetton from Asia and Phil Manzanera from Roxy Music . . . Whitesnake, produced by Mike Stone and Keith Olsen. Aynsley Dunbar has replaced Cozy Powell on drums. "This is the closest you'll ever get to Led Zeppelin again," says Marko . . .

Tim Scott's "The High Lonesome Sound" may cross into some Jazz formats . . . Japanese heavy metal band Ezo, produced by Gene Simmons. A CD EP will be a Geffen first, claims Babineau.

In The Works: Models' "Media" . . . Robbie Robertson (ex-Band, produced by Daniel Lanois (U2, Peter Gabriel) . . . New works from Jimmy Barnes, Aerosmith, Y&T, Rickie Lee Jones, Sammy Hagar (produced by Eddie Van Halen), Lloyd Cole & The Commotions, Guns & Roses, and It Bites.

Look for a specially-designed rock logo on albums by rockers like Whitesnake, Sammy Hagar, Aerosmith, and Guns & Roses.

Paul Brown I.R.S.

January: The soundtrack for "Athens, Inside Out," a rock documentary on the Athens, GA. music scene.

February: Torch Song's "Exhibit A" . . . Intimate Strangers' "Charm" has a "Euro-dance feel," says Brown.

Andy Allen Island

February: A full album from Julian Cope, who has an introductory EP out now . . . 77 from the Bay Area.

March: U2, which is in the final stages of mixing. Brian Eno and Daniel Lanois are at the helm again . . . Long Ryders.

April: Anthrax.

On The Horizon: From New York City, World At A Glance . . . Tom Waits' music from his play, "Frank's Wild Years" . . . Nicholas Tremulis . . . Robert Palmer and Bourgeois Tagg are possible this summer.

Jaye Riggio Manhattan

First Quarter: Urgent's "Thinking Out Loud" . . . From Canada, the Portland Brothers . . . Little Steven . . . In Vitro.

Bill Bennett MCA

Bennett promises that MCA will be very involved with promotional CDs in '87, starting with an R&R mailer of the first AOR sampler CD.

"I Might Lie," a track from Andy Taylor (ex-Duran Duran), "is a real rocker to combat the image problems people might still have with Andy's association with his

other band," says Bennett . . . "When The Sun Comes Down" 12" by Red Seven, whose last album was produced by Mike Rutherford. Full album due in March . . . Re-service on Steve Earle, along with a CD and a video compilation, to build awareness of Earle for new album due in March. "We feel Steve's going to make an album for album radio," says Bennett. "He's right there on the edge with the Fabulous Thunderbirds, Stevie Ray Vaughan, and Georgia Satellites."

"Mercy" LP by Steve Jones (ex-Sex Pistols) . . . Night Ranger produced by Kevin Elson (Journey) . . . Oingo Boingo . . . Desert Rose (Chris Hillman-Herb Pedersen) . . . Andy White, in the vein of Billy Bragg . . . Tom Petty & The Heartbreakers is tentatively scheduled for the end of March.

Promotional Prowess: For Kinks' "Working At The Factory" track, Midwest album rep Mike Rose is setting up "blue collar" promotions where he's going to industrial cities and paying people's union dues for a year or buying them a week's vacation . . . For Kansas's "Power," Bennett is considering sending out little equalizers that Sony manufactures for Walkmans.

Michael Lessner Motown

Current: Bruce Willis's "The Return of Bruno."

Carol Peters Pasha

February: Jon Butcher has dropped the name "Axis." His "If Wishes Were Horses" . . . Then Dreamers Would Ride" album will be released through Capitol.

March: Zuma II, "socially significant and musically adventuresome," says Peters.

Drew Murray PolyGram

Zerra One's first 12," "Rescue Me." was sent to all R&R reporters with a bottle containing messages, such as an album mini or a bio. One of the bottles had a congratulatory note in it; the winner gets to go to London to see the band play. The album is called "The Domino Effect."

February: Mission UK, which includes ex-members of Sisters Of

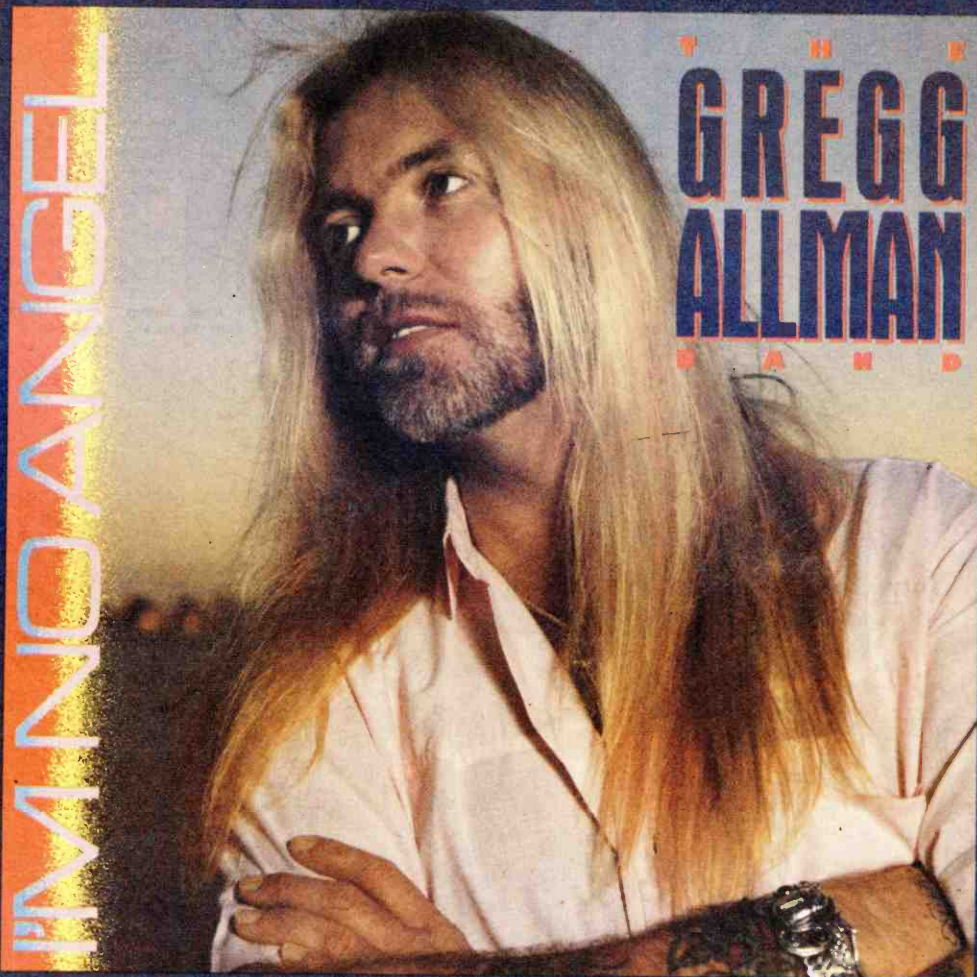
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
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band is produced by
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THE ALBUM
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THE SINGLE

CONTENDERS

Ships Jan. 26
Pop electronics
give way to R&B
electrics
in the latest from
Heaven 17;
the single was
remixed by
Bruce Forest.

LOOK & LISTEN FOR T'PAU, P

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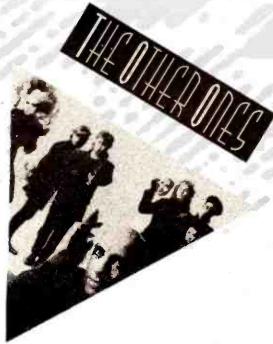
Virgin

GINNING....

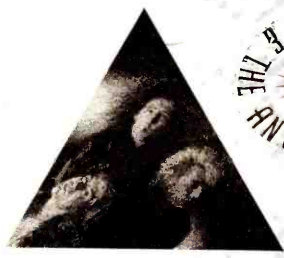
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CREW**



THE ALBUM
BROADCAST
THE SINGLE
**(I JUST)
IN YOUR ARMS**
Shirley Feb 2
single Produced by
Crown & Cutting Crew
(I Just) Died In Your
Arms? the debut
from Britain's
Cutting Crew, is Top 5
in both England
and Europe.



THE ALBUM
THE OTHER ONES
THE SINGLE
WE ARE WHAT WE ARE
Coming soon
LP & single Produced by
Christopher Neil for Nelson
Unlimited Productions
Based in Berlin,
The Other Ones are
3 Germans and
3 Australians and
in a border-crossing
collaborative.



THE ALBUM
**THE GREATEST
STORY EVER TOLD**
THE SINGLE
LIGHT OF THE WORLD
Coming soon
LP & single Produced
by Hugh Jones
This Birmingham trio,
radiating a hard-edged
mandate,
just completed a
UK tour with
1997 Pop.



PETE WYLIE & DANNY WILSON

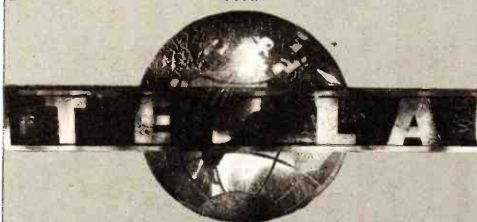


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"Walk On Fire"
 Produced By: PAUL SABU

From Their Forthcoming Album "LITTLE AMERICA"

Available On Geffen Albums And Cassettes

Produced By: JOHN PUNTER

Management: STUART SOBOL For ENTOURAGE

AOR

Coming Attractions

Continued from Page 54

Mercury and Dead Or Alive ... Billy Branigan ... Magnum's "Vigilante" ... "The Cost Of Loving" by Style Council.

March: Level 42's "Running In The Family" ... Hunter, formerly known as Dragon, has "Dreams Of Ordinary Men," produced by Todd Rundgren ... L.A. band Green On Red ... With hard rockers TNT, "We'll see if we can repeat our Cinderella success," says Murray.

March/April: New Scorpions ... Penciled in for April, Def Leppard's "Hysteria." "It has a title, it has a catalogue number, it's just not done yet," Murray reports.

In the studio: John Mellencamp (no Cougar), Tears For Fears, Rush, and Kiss.

Alan Wolmark RCA

Current: Starship's "Nothing's Gonna Stop Us Now," produced by Narada Michael Walden (Aretha Franklin, Whitney Houston) is from a movie called "Mannequin," though not available on a sound-track album. It'll be on the Starship album due in April.

February: Autograph's "Loud And Clear," set for late February/early March ... Norwegian hard rockers Stage Dolls ... Elton John lyricist Bernie Taupin, with help from John and Bruce Hornsby ... A two-disk Jefferson Airplane anthology, "2400 Fulton Street" (the address of the Airplane mansion in San Francisco). "It goes through 1972 or so, and includes previously unreleased material," says Wolmark. "The packaging is brilliant — we've commissioned some of the old San Francisco artists."

March: Wang Chung-spinoff Heroes.

Coming: Marc Jordan, produced by Mr. Mister's producer ... Second albums by Shy and Blow Monkeys ... New Rick Springfield.

Arnie Orleans Rhino

Along with a steady stream of vintage anthologies, Rank & File's first Rhino album is due in February. "It's very contemporary and maybe somewhat more mainstream than they've been in the past," says Orleans.

Lisa Whittemore Slash

Del Fuegos' third, "Stand Up," is due in March or April ... San Francisco band Faith No More's "Introduce Yourself" is "really on the edge, closer to what Slash was doing in the beginning," says Whittemore ... A CD of the first Violent Femmes album, with some previously unreleased material, is due in April.

Jeffrey Naumann Virgin

Distribution deals through other labels for acts signed to Virgin in Europe, such as Simple Minds, OMD, China Crisis, and Human League, will continue. As their contracts come up, they may either stay with those labels or come to Virgin domestically, says Naumann.

February: Cutting Crew's "Broadcast," with a limited edition buzz saw-shaped record ... Killing Joke, popular through imports, will be promoted at commercial AOR for the first time with the "Brighter Than A Thousand Suns" LP and "For Sanity Sake" single ... Heaven 17's "Pleasure One," aimed at 91X and KROQ-type modern rockers.

March: Alternative acts like Spear Of Destiny, Balaam & The Angel, and David Sylvian. Ex-Japan member Sylvian has Robert Fripp on guitar. ... Big push is the Other Ones, "chock full of good rock hits," says Naumann.

April: Aggressive push on Pete Wylie, formerly of Big Wah ... New band T'Pau, remixed by Roy Thomas Baker.

May: Guitar hero Gary Moore. **Futures:** Warren Zevon, produced by Don Henley, reportedly with R.E.M. backing up and a possible contribution from Bruce Springsteen ... Virgin has signed Steve Winwood and also expects releases from Mike Oldfield and PIL.

George Brathy Warner Brothers

Current: David Sanborn's "A Change Of Heart" ... Hank Williams Jr. "Live," with Van Halen in the video ... "Warehouse: Songs And Stories" double album from Husker Du ... Los Lobos' "By The Light Of The Moon" produced by T-Bone Burnett ... On Sire, "Circle And The Square" by Red Box, who've had two top ten singles in England.

SEGUES

KSPN/Aspen switches to AC ... CJMO/New Brunswick is gearing up to go on the air with AOR in the spring. PD Larry McCaw is looking for staffers; call (505) 389-3734 ... WZYC/Atlantic Beach, NC's new PD is J.T. Stevens, most recently PD at WZZR/Richmond.

Brandon Scott moves from middays into sales at WGTR/Miami ... At WCXR/Washington, Production Director Van Edwards steps into afternoons, overnighter Bill O'Brien becomes Production Director, Tony Colter from WYKY takes on overnights, and Dan Alexander is hired for promo produc-

February: "Swimmer" by Scottish band Big Dish, co-produced by Glyn Johns ... Chris Isaak ... Instrumental virtuoso Mark O'Connor's "The Stone From Which The Arch Was Made" ... Williams Brothers, with production, songwriting, and guitar from Mike Campbell of The Heartbreakers.

March: Black Sabbath's "The Eternal Idol," produced by Jeff Glixman ... Del Fuegos' "Stand Up" on Slash includes the horn section from Jack Mack & The Heart Attack ... Taj a Seville, whom Gerry describes as "somewhere between Rickie Lee Jones and Sade" ... K.D. Lang & The Reclines' "Angel With A Lariat," produced by Dave Edmunds ... Cult ... Bee Gees' "ESP" ... Jude Cole, produced by Russ Titelman (Steve Winwood) ... "Possible Worlds" by Boston-based Farren-Heit, produced by Keith Olsen.

Coming: Fleetwood Mac, with a lead track that Gerry says has a "higher-tech, '80s sound."

Rich Schmidt Windham Hill/Open Air

February: Irish band Night Noise's "Something Of Time," all-instrumental with a keyboard and guitar base.

March: Nylons, accapella with a bit of percussion ... A guitar sampler of mostly new acts ... An instrumental album from Montreaux, called "Montreaux Band II."



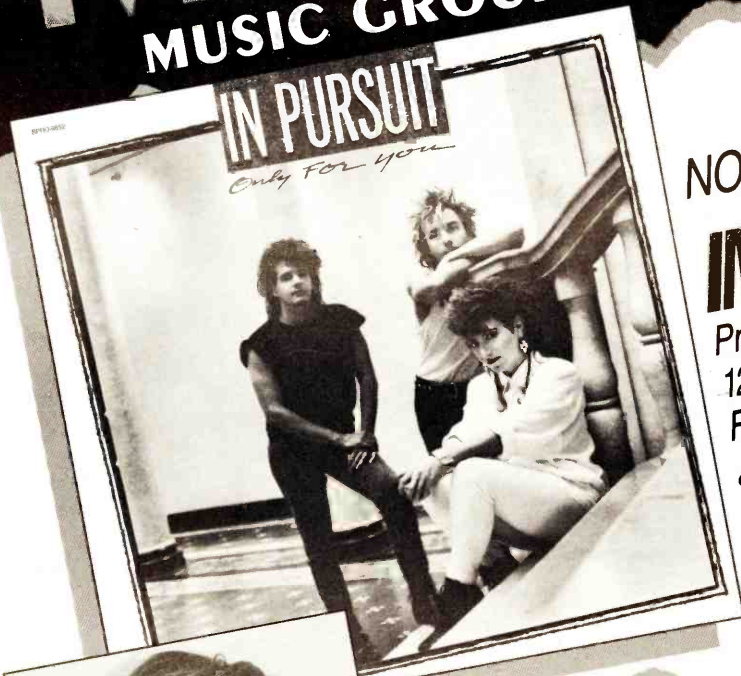
SPARKS FLY AT KROQ — KROQ/Los Angeles evening lady April Whitney slips in between Ron (left) and Russell Mael of Sparks during a recent interview.



MTM

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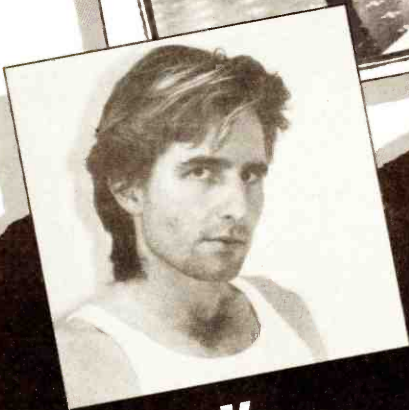
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WALT LOVE

BLACK/URBAN

1987's New Music, New Faces

In a format that always has a lot of new product, the first quarter of 1987 will be especially interesting for radio and its listeners. Besides the usual first-quarter rush of new talent, there seems to be a return of many veteran artists. Lots of unusual production/artist pairings have been struck. Along with many Jam & Lewis productions, Larry Blackmon should be very busy as a producer this quarter.

Step Johnson, VP/R&B Promotion, A&M

A&M's releases include the debut of Shanice Wilson and the return of Bryan Loren. Vesta Williams has a second single and will release her second LP by year's end. Comebacks are anticipated for Barry White and label head Herb Alpert, whose single, "Keep Your Eyes On Me," should be out as you read this. Alpert's LP will be A&M's major first-quarter project, according to Johnson. Later this year, A&M will have new product from Jeffrey Osborne and the Brothers Johnson.

Tony Anderson, VP/R&B Promotion, Arista

Arista's most anxiously awaited new project is the followup LP from Whitney Houston, produced by Kashif, Narada Michael Walden, and Michael Masser. Dionne Warwick will be reunited with Thom Bell and will also duet with Smokey Robinson. Kashif and writer/producer partner La La are planning new LPs, as is Miami trio Exposé. Patrice Rushen, signed in 1985, finally ships her label debut, "Watch Out," during the first quarter. Late 1986 will see new product from Kenny G, Jermaine Jackson, and Jermaine Stewart. Jive will deliver new product from Billy Ocean and Whodini through Arista.

Sylvia Rhone, VP/GM Black Music, Atlantic

With Levert's third single, "Fascination," already released, the band starts work on their new LP next month. The System return with "Don't Disturb This Groove," while Atlantic's major project of 1987, Miki Howard, releases her follow-up, "Imagination." The untitled Keith Patrick LP is scheduled for release on the Omni label. Expect a new LP from Phillip Michael Thomas, produced in part by Ashford & Simpson. Debuts include Madam X, produced by Klymaxx's Bernadette Cooper, as well as Satchet and an album from British duet Mel & Kim. In late spring,



Pauli Carman

there will be an LP from the Aalems, produced by Cameo's Larry Blackmon.

Ronnie Jones, VP/Black Music Promotion, Capitol

New releases include Meli's Morgan and Marlon Jackson, who have songs on the "Golden Child" soundtrack. Both will be in the studio preparing new albums, available later in 1987. Lillo Thomas's new single, "Sexy Girl," will be shipped in February. The new signings include Fourth Floor and Peggi Blu. Capitol also has new product planned from Jaki Graham, and followup singles from O'Bryan, Freddie Jackson, and Tina Turner.

Ruben Rodriguez, VP/Black Music Promotion, Columbia

New Columbia product includes Big Audio Dynamite's "Bad Rock City, Rainy Davis's "Lowdown So & So," Isaac Hayes's "Got A Thing For You," Wayne Shorter's "Remote Control," Full Force's "Old Flames Never Die," and the New Kids On The Block remake of "Didn't I (Blow Your Mind)." February will see Pauli Carman's "Flashback," Process & The Doo Rags' "I Promise To Remember," D'Train's "How I Love You," and Gregory Abbott's "I Got The Feeling It's Over."

Def Jam will release an Oran "Juice" Jones followup, "Here I Go Again," the Beastie Boys' "She's Crafty," and a new LL Cool J LP scheduled for March. New artists include Alyson Williams, Public Enemy, and Chuck Stanley, whose "The Finer Things In Life" should arrive this week.

Primus Robinson, VP/Black Music Promotion, Elektra/Asylum

E/A plans new product from Starpoint, Grandmaster Flash, Simply Red, and followups from Howard Hewett, Shirley Murdock, and Peabo Bryson. New artists are Mason, with "Living On The Edge," and Stan Campbell. A new LP from Anita Baker is coming, but Robinson says no dates have been decided upon.

Michael Johnson, former VP/Black Music Promotion, EMI America; Varnell Johnson, VP/Promotion, Manhattan

Expect new product from Michael Henderson in the first half of the year. The Nona Hendryx album, produced by Jimmy Jam and Terry Lewis, is scheduled to be released by March. Look for a new album by Evelyn King, whose first single will probably be "Stop It." Ray Goodman & Brown and Najee also have new singles. New artists include Foster Sylvers & Hy-Tech and the Randy Muller-produced Full Circle. Manhattan has Cheryl Lynn's new LP, "Start Over." The first single, "New Dress," was scheduled for this week. Bernard Wright's "I Can Tell" LP and the O'Jays' "Let Me Touch You" will ship in March. April will see the label debuts of Steve Arrington and Natalie Cole.



Whitney Houston

Maurice Warfield, Associate Director/Promotion, E/P/A

Epic's new singles include Carl Anderson's "A Woman In Love," Exotic Storm's "I'm My Own Person," and Rosie Gaines's "Crazy." Epic's only new artist for the first quarter is Joi, whose "I Need A Prince" is already out. New LPs from Hiroshima and Teena Marie ship in March. On CBS Associated, expect Juicy's "After Loving You." Tabu will deliver a new Alexander O'Neal album and introduce Kathy Mathis and James "Crab" Robinson.

Greg Peck, VP/R&B Promotion, Island

Island will promote many new artists this year beginning with Millie Scott's "Every Little Bit" and her debut album. Other new signings include Miles J, British sax player Courtney Pine, and L.A.'s Notes From The Underground, produced by Bill Wolfert. Expect eight tracks, some previously unreleased, from Gwen Guthrie. Sly & Robbie will have new material, as will Trouble Funk, whose go-go sound is being realigned towards straight R&B.



Patrice Rushen

Ernie Singleton, VP/Black Music Promotion, MCA

Bobby Brown's followup, "The Girl Next Door," produced by Larry Blackmon, and RFTW's "Mary Goes Round" are both due. George Howard hits the road in support of his LP "A Nice Place To Be." Robert Brookins and Janice McClain both release debut albums this year. Other MCA releases for the spring will include Klique's Howard Huntsberry, as well as Tyrone Brunson, produced by Mume. There will also be George Clinton's label debut before the year's end. New artists will include Norwood's "I Can't Let You Go," the Sugar Babies' "We Rock The Beat," and Ian Foster's "Out For The Count." In the spring, anticipate new product from Myleka Thompson, Romantic Station, and Minneapolis native Giorgio.

Maurice Watkins, Director/National Promotion, Motown

Motown will have a new album from Smokey Robinson in February: the 45 is "Just To See Her." Robinson will produce most of the LP with assistance from other contributors. Radio should also have Bunny DeBarge's LP, "In Love," this week. Also, a Four Tops album, still untitled, hits the streets in February. Motown's big project for March teams the Mary Jane Girls with new producers, but with continued input from Rick James. New artists include FGO (For Girls Only), Detroiters Blake & Hines, and Bruce Willis, who'll team with the Temptations to remake "Under The Boardwalk."

Leroy Little, VP/Black Music Promotion, PolyGram

PG's first releases are followups from the Commodores, Kurtis Blow, and Gwen Guthrie. Product from the Reddings and Bar-Kays is also forthcoming. New acts include Southern R&B artist Marvin Sease and Cindy Valentine. Other signings are in the works, but nothing has been finalized.

Basil Marshall, Director/Black Music Promotion, RCA

Genobia Jeter's new single, "Together," will team her with former boss Glenn Jones. Barbara Roy's second single, "Gonna Put Up A Fight," also ships in the first



Smokey Robinson

quarter along with a new album from J.M. Silk, which will try to break him away from his "house music" image, and Redd's "Mr. DJ." Jive/RCA will yield releases from Precious Wilson and Jonathan Butler. Total Experience will contribute music from Yarbrough & Peoples and Morris Riebre.

Hank Caldwell, Executive VP, Solar

Solar will have first-quarter product from the Deele. Lakeside, and the Whispers, who'll be reunited with producer Leon Sylvers. Deele member Babyface will have a second single in February entitled "Lovers." Klymaxx plans to ship a third single in February called "I Still Say Yes" featuring Howard Hewett. Product is anticipated from Midnight Star and Shalamar. Debuts are Cat Miller and Ralph Butler.

Marylou Badeaux, Director/Research, Black Music, WB; Tom Silverman, Tommy Boy

Sheila E.'s "Hold Me" was WB's first product this year: an Atlantic Starr single should ship this week. Roger will have new product in February. New artists include Jocelyn Brown, Teen Dreams, Sherrick, and the Tackheads. Paisley Park will also introduce Jill Jones, Taj a Seville, and Madhouse. Tommy Boy will deliver LPs from Information Society and TKA, which it hopes to break with B/U radio. Also coming are the Jaz and Stetsasonic. The Force MD's will have new product in April.

Indies

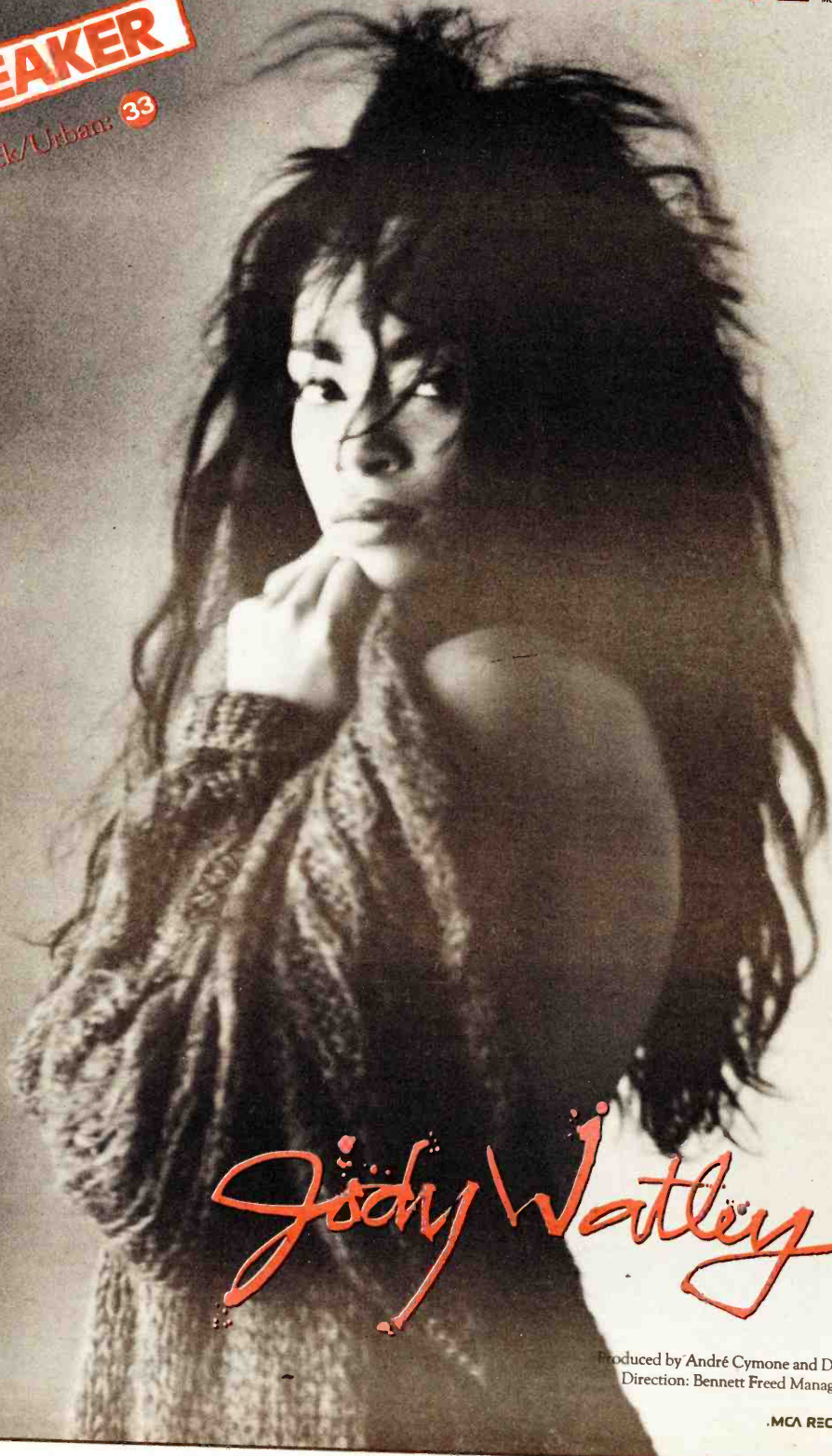
Sleeping Bag/Fresh will have new product from Joyce Sims, Mantronix, T La Rock, Cyre, Just Ice, and Chocolate this quarter. Nocera and Hanson & Davis will have LPs in the spring. Profile has released a Run D.M.C. followup, "It's Tricky," and will do the same with Luther Ingram. Rapper Dana Dane's first LP, "Delancy Street," ships in March. Macola has new LPs from the Egyptian Lover, Billy Davis Jr., Friends Of Distinction, Enchantment, and Giorgio Alentini, as well as a new single from Bobby Jimmy & The Critics. Malaco ships Johnnie Taylor's new LP, "Lover Boy," in February. Also imminent are debuts from Arletta Nightingale as well as Sam Mosley & Bob Johnson, who are featured on the Taylor album. Danya/Reality will release further singles from Timex Social Club and Doug E. Fresh. There will be a new album forthcoming from Rock Master Scott. The first single ships in March, as does an as-yet-unnamed female rock/rap trio along the line of the Beastie Boys.

LOOKING FOR A NEW LOVE

MCA-52956

BREAKER

Black/Urban **33**



Jody Watley

MCA-5898

Produced by André Cymone and David Z.
Direction: Bennett Freed Management

MCA RECORDS

Hold Me

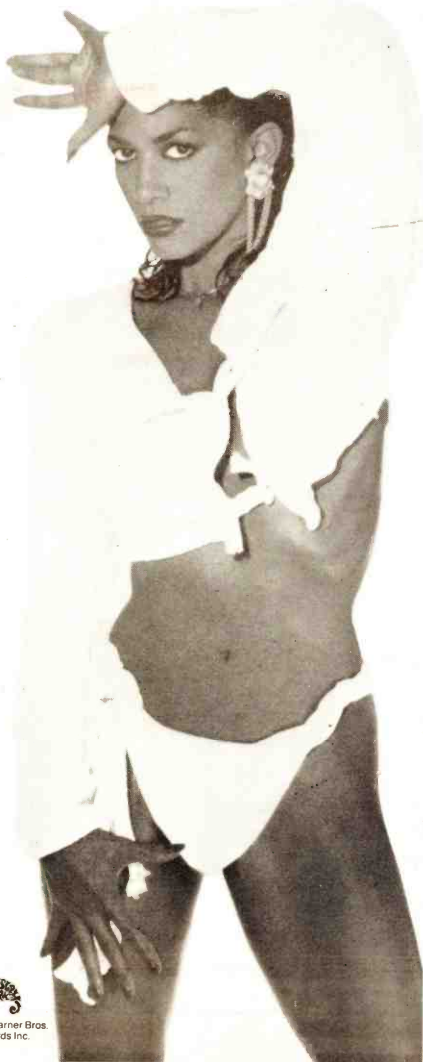
The New Single
From The Forthcoming Album *Sheila E.*

Produced By Sheila E.
In Association With David J.

Personal Management:
Carallo, Buffalo & Targovick

BLACK/URBAN BREAKERS

DEBUT 34



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BLACK/URBAN PICTURE PAGE



WHOOPIN' IT UP — WXYV/Baltimore sponsored a Whoopi Goldberg lookalike contest preceding WXYV's exclusive premiere of "Jumpin' Jack Flash." V103's Roy Sampson congratulates winner Deborah Branch.



MASON & COMPANY ROADSHOW — WJLB/Detroit sponsored a night at the circus to help raise funds for the "Coats For Kids" campaign. FM-98's morning team Mason & Co. joined the circus for the event. Jim Mason was guest ringmaster, and traffic reporter Tune-Up Man donned clown attire for the show. At left are (l-r) circus clown and Tune-Up Man; at right are (l-r) FM-98's Tune-Up Man, circus clowns, and Mason.



CAUGHT UP IN THE RAPTURE — Anita Baker, while on tour in Houston, found herself caught up in the magic of KMJQ. She's seen here with KMJQ APD Jay Michaels.



INGRAM MENACES DENNIS — James Ingram, wearing Zorro look-alike gear, visited WXYV (V103)/Baltimore to promote the "Never Felt So Good" LP. Standing next to him is morning man Randy Dennis (l).

ACTION

The holiday season always brings out the best in folks. WDJY/Washington and a dairy store chain joined in a Thanksgiving food drive to benefit "Bread For The City," an agency of the United Black Fund . . . WJMO/Cleveland joined a Salvation Army Center to serve Thanksgiving dinner. The station also hosted a reception for the play "The Diary Of Black Men; How Do You Love A Black Woman?" There were 100 invited guests and the cast.

Robert McPeat joins WUSL/Philadelphia for 2-5:30am from WAPE/Jacksonville . . . **Carol Blackmon** shifts from WBUS/Atlanta to WVVE/Atlanta middays . . . **KJCB/Lafayette** adds **Tyrone "Sly" Davis**, formerly of WQIS/Laurel, to AM drive, and **L.J. (aka Ismel Jack)** moves into 7-midnight . . . **Tanya Pendleton** is officially named MD at WILD/Boston . . . **KUKQ/Phoenix's Joe Bailey** is now Promotion Coordinator.

Dee Perry leaves WZAK/Cleveland to become APD at sister station WEKS/Atlanta. **Bobby Rush** moves from PM drive to middays, and **Lady Skill**, formerly of WDMT/Cleveland, now handles PM drive at WZAK . . . **Alex Darby** is new to mornings at KKFJ/Seattle from weekends at KNBQ/Tacoma . . . **WKVO/Columbia** has boosted its night power to 250 watts, giving it a

24-hour signal for the first time.

Congratulations to the legendary **Dave Clark** of Malaco Records on his 50th year in the music industry . . . During the YBPC's convention 1986, MCA was given the award for Record Company of the Year. **The Timex Social Club's "Rumors"** was voted Song of the Year. **Meli'sa Morgan** was Artist of the Year.

On the radio side, **Steve Hedges** of KOKY/Little Rock and **Michael Spears** of K104/Dallas were chosen as AM and FM PD of the Year. The MD honorees were both Houstonians: **Steven Tafton** from KYOK and **Jay Michaels** of KMJQ. **Bobby O'Jay** received AM Jock of the Year, while FM honors went to **Tom Joyner**. **WGOK/Mobile** and **WGCI-FM/Chicago** were awarded AM and FM Station of the Year.

The YBPC is in the process of publishing "Who's Who In Music 1987." Please mail a B&W photo and bio of your artists or staff to **Robert Rosenthal**, Box 11243, Jackson, MS 39213 . . . The following stations need record service: **KFRO**, 481 Loop 281 East Box 792, Longview, TX 75606; (214) 663-3700. **WBLQ**, 18 W. 9th St., Erie, PA 16501; (814) 456-7034. **WOXC**, 706 E. Allegan St., Otsego, MI 49078; (616) 692-6851.

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ADULT CONTEMPORARY

Label Execs Tell What's Ahead In '87

By Mike Kinoshian

What does 1987 hold musically for AC? I contacted several top label executives and asked them to discuss key releases planned for the next six months. The crystal ball is all warmed up and ready, so let's peek and see who — and what — is out there.

A&M: Well-Rounded Mix

Many of you are no doubt familiar with British quintet China Crisis, whose current A&M single "Arizona Sky" is getting AC airplay (the group previously recorded on Warner Bros.). The cut is described as a "mix of CHR, AC, and Jazz" by A&M Director/Adult Contemporary Promotion Jon Konjoyan, who likens the group to Double but "with more tempo."

A&M newcomer David & David also has a new single, "Ain't So Easy," which is expected to break first in CHR and then hit AC. Also look for the Human League's "Love Is All That Matters" from the "Human" album.

Two artists will have quick follow-ups early this year. Sergio Mendes will be back with "What Do We Mean To Each Other," while OMD has a single called "We Love You."

The label also has releases from two veteran chart-topping artists. Herb Alpert's rhythm-based single "Keep Your Eye On Me" doubles as the title of his latest album. And the company has scheduled a March release for Richard Carpenter's first solo LP.

Studying his label's product picture, Konjoyan sees "a well-rounded mix of different sounds on one side and more established artists on the other. It reflects what's going on in AC right now. There's a whole smorgasbord of different things on the AC chart."

RCA: Blending Old & New

RCA is also slating a mix of the old and new over the next few months. Label Director/Promotion & Trade Relations Bonnie Goldner says RCA is looking at great things for Restless Heart in 1987. This Nashville-based ensemble, described by Bonnie as "an Eagles-type group," has had considerable success on the Country charts and has begun to cross over to AC. Another RCA newcomer is K.T. Oslin, also based in Nashville.

Two other new acts hoping to score in '87 are Pseudo Echo and the Parachute Club. The path to the AC chart for Pseudo Echo would appear to be a long one; according to Goldner the label is planning to break it first in AOR, then CHR, and finally AC. John Oates is producing and performing on "Love Is Fire," a Parachute Club single which, Goldner believes, "definitely has AC appeal."

Also in the works are releases from longtime Elton John associate Bernie Taupin (set for February), the Pointer Sisters, Daryl Hall, Bruce Hornsby, and Jefferson Starship (the latter being an anthology expected to contain some AC material). We can expect to hear ballads from Hornsby, Hall, and the Pointers.

"We're getting songs from our established artists that are right up AC's alley," Goldner says. "Of all the projects we've got scheduled, the most effort will go to Restless Heart; I think we'll have good success with her."

EMI America/Manhattan: More Serious About AC

Earlier this month two of EMI/Manhattan's artists — Corey Hart and Glass Tiger — earned Breakers on the R&R AC chart in successive weeks. Label executives are looking to continue the trend in 1987.

One new artist on the product schedule is Najee, who performs an instrumental version of Anita Baker's "Sweet Love." Another act receiving attention is Ray, Goodman, & Brown with the single "Take It To The Limit." In the next few months material will come from some pretty familiar names: Paul Davis, Sheena Easton, Kim Carnes, and Dan Seals.

whose upcoming releases might surprise some folks with their "softer" feel, and the Bee Gees, who have been relatively silent for several years.

Columbia: Wide Range Of Releases

Always active in AC, Columbia is gearing up for the year with releases from a wide range of artists — including traditional AC heavies and some fresh blood. The year's first project involves newcomers the Burns Sisters. This five-woman band hails from Ithaca, NY, and received TV exposure last July on ABC-TV's "After The Sexual Revolution: Women in the Eighties." Their new release is "Listen To The Beat Of My Heart," which should open the door for many clever station promotions.

Columbia is also issuing a follow-up, "I Got A Feeling," to Gregory Abbott's crossover hit "Shake You Down." Also up: Rodney Crowell, whose "She Loves The Jerk" could win an award for "Most Interesting Title"; Billy Joel; Toto; Paul Young; and a movie-oriented release from Kenny Loggins.

Discussing AC's future in 1987,

priority in 1987 is to establish Luther Vandross as a core AC artist. "Luther is a 25+ artist who appeals to all spectrums of the 25+ demo," Anthony says. "He truly appeals to the core demo that AC stations are trying to garner. He sells albums, cassettes, and CDs, but he is not a big singles seller. 1987 is Luther's year. It's his turn!"

Perhaps even greater expectations rest on Michael Jackson's album, planned for release later this year. If sales even approach the "Thriller" numbers, Epic's collective executive heads will start to spin. "Anticipation is the key word to Michael's album because there's something magical about him," Anthony observes.

How do you follow an act like Michael Jackson? With Don Johnson, of course. Epic expects the "Miami Vice" star to put down the shades long enough to release "Voice On The Hotline." Anthony describes Johnson as a "no lose" situation. "He has classic female appeal," she says, also noting that men don't seem to dislike him either.

The label will also be pushing "Something Tells Me," the new LP

by Lay"; the Housemartins are reworking "Flag Day," which Frank describes as "a fantastic ballad."

Arista: Keeping A Hot Pace

New Arista Director/AC Promotion Joanie Lawrence reports that waiting in the wings is a duet from Aretha Franklin and George Michael entitled "I Knew You Were Waiting." Although not released as a single, the song went to number one in England. It debuted there at number four.

The Alan Parsons Project will be heard from later this year with the single "Standing On Higher Ground." Also slated for '87 releases are Carly Simon and Whitney Houston. Lawrence says to expect Whitney's album in late February or early March, and to watch for a "dynamite" release by Patricia Rushen.

Atlantic: CSN Album Due

Arriving in February will be Genesis's "Tonight, Tonight, Tonight," already made familiar by Michelé. AC Promotion Director Mary Conroy told us to look for an uptempo release from Bob Geldof that's "not a ballad, but a good balance record." Eric Clapton is featured on the cut. John Parr will have a new single early next month called "Don't Worry About Me," which Conroy says is "definitely AC." Other upcoming material includes Manhattan Transfer, Laura Branigan, Stevie Nicks, and an album from CS&N.

MCA: A Monster, And Then Some

Sr. VP/Promotion Steve Meyer informed us Olivia Newton-John will appear on vinyl later this year. Additionally, MCA will have offerings from Glenn Frey, Stephanie Mills, Jets, Gladys Knight, and Ready For The World.

MCA's big news focuses on El DeBarge, with a single from the Andrew Lloyd Webber musical "Starlight Express." "This thing is really huge," beams Meyer. It's going to be a monster! It will be all over the media in about a minute TV, press, a multimedia event." In making a prediction about the release, he adds, "Top ten CHR, and number one AC."

Motown: Big Three

Motown's Vicki Leiben is back on the job after a lengthy absence. The news from her office centers around three big name acts. Smokey Robinson will have an '87 release called "Just To See Her," and the Temptations hope to score with "Someone." Another Motown single comes from El DeBarge, called "I Want To Hear It From The Heart."

Capitol, PolyGram Plans

Capitol Records confirmed forthcoming singles by Heart (March 20) and Anne Murray (April). Look for a possible AC cut from Kris Kristofferson and a release from Level 42 on PolyGram later this year.



THREE AC PROSPECTS
— (l-r) Burns Sisters
Band, Restless Heart,
and Najee.

According to former National AC Promotion Director Tony Richland, the company "is more serious about AC. In all our marketing meetings now we're just as concerned with how a record will do AC as anything else."

WB: Perfect Band For AC

The stable of talent at Warner Bros. includes a collection of ultra-familiar names, as well as a new group the company plans to support heavily.

This new group calls itself the Big Dish. They're newcomers from Scotland and AC/Promotion Director Dino Barbis insists the group is a "perfect band for AC." The Big Dish will issue its first single sometime in February or March.

Other 1987 releases will center on big name artists. Fleetwood Mac will issue a new album, with material rumored to be "the group's finest since 'Rumours.'" Also on tap are Steve Winwood,

Columbia Director/National Promotion, AC Sheila Chlanda says, "AC radio in the last 20 months has become more recurrent than current. I would like to see AC recapture its role of establishing new music in 1987 with artists who are, in fact, AC artists."

"AC stations have traditionally looked at Columbia as the label that's always provided them with the Barbra Streisands, Neil Diamonds, and Billy Joels. They don't think of us as a label that presented them with newer acts, or as a label that crossed over some upbeat acts. We hope to show the industry our commitment with our newer, emerging acts so we can get AC to identify with some of these sounds earlier than it has in the past."

Epic: Vandross, Jackson, And Johnson

Eight-year Epic veteran and Director/AC Promotions & Trade Liaison Polly Anthony says her top

from Gino Vannelli. Anthony describes it as falling in the "blue-eyed soul" category.

E/A: A Strong '87

Elektra/Asylum is anticipating more great things from Anita Baker, Howard Jones, and Simply Red, who all hit number one on the AC chart in 1986. Not bad for performers who were largely unknown to AC audiences until recently. There's also Benjamin Orr, whose "Stay The Night" made it to number three last year. AC National Promotion Director Lisa Frank is calling for a repeat performance in '87.

The label will also be focusing on two other acts: Shirley Murdock, who received considerable exposure in Los Angeles for her dance record "Truth Or Dare," and English group the Housemartins. Murdock has already released "As



SEAN ROSS

GOLD

WKLH's Classic Birthday

Without the Packers, the Super Bowl Sunday was probably best remembered in Milwaukee as the first birthday of Saga's "Classic Hits" WKLH. In spring/summer '86, the station moved 2.4-7.0-6.8 12+, making it the highest-rated major market Gold FM. In the fall Arbitron, WKLH was up to 7.7; longtime AOR leader WQFM, which had rebounded in the summer, sat at a 5.6.

Two prime differences separate WKLH from many of its brethren. First, although national consultants still dominate AOR Gold, WKLH is one of the few successful homegrown attempts at Classics. The other difference lies in WKLH's determination to have the rudiments of a living, breathing radio station.

"We spent a great deal of time and energy to make sure this wasn't a novelty station," says Saga VP/Group PD Steve Goldstein. "We've built things like a real radio station; that's something a lot of these stations haven't done. They haven't put any money behind the radio stations or developed the normal things that great stations do: morning shows, promotions, and marketing."

Sax In The Booth

"The radio station has taken a personality out to itself over the last year," declares Operations Director Dave Luczak. "When we first started out, there was just music; now, the music is there and so are other aspects." Indeed, the energy with which Goldstein and VP/GM Tom Joerres have marketed WKLH have determined the station's character as much as its music has. In recent months, promotions included:

- Two large Christmas parties for needy Milwaukee children. When Luczak suggested a party on-air, more than 500 groups and individuals donated goods or services.

- A Midwest Athletes Against Childhood Cancer auction that brought in over four days what

WTMJ had been raising in 20. Among the items offered were baseballs from each American League team with autographs from every player. A basketball autographed by Moses Malone, Magic Johnson, Julius Erving, and others raised more than \$1000.

- Frequent live morning show broadcasts from billboards, listeners' homes, and other odd locales — such as a bowling alley that hosted a packed "Bowling for Breakfast" promotion. Another remote was at a local school where Luczak's partner, Carole Caine, read news from the music room, then played sax with the school band.

- "Crosby, You & Nash." When David Crosby and Graham Nash played Milwaukee in December, one winner received a new VCR and a video made backstage with the pair. Other fall contests included CD players on John Lennon's birthday and six "Classic Trips."

No Rules

"We've found that there were no rules," says Goldstein of WKLH's marketing. "We were making them up as we went along. Our liners were a lot more adventurous and image-oriented than a lot of other formats; e.g., for a greater variety, you'd have to be in a record store."

WKLH's chief image line at its inception was "Why didn't somebody think of this before?" That spurred the creation of the now-syndicated "Drives Me Nuts" spot and billboards declaring "Somebody had to do it." One unusual sales tool mocks up a set of Cliff's Notes and contains demographic information.

The last year has seen the Classics format develop musical rules as well. As with many Gold/AOR hybrids, WKLH's music has moved considerably in a year; there's now deliberately less title depth or genre mix than on other Classics outlets, however. It's a very conservative mix for a Gold/AOR, although if you view the station the way Luczak does — as a "Hip AC" — the mix becomes far more radical. Music planning, even with a computer, takes 3-4 hours a day, twice the preprogramming time of a conventional AOR.

WKLH's music is now considerably more AOR-imagined and, although PD Joe Krause denies this was by design, male-vocal orient-



Dave Luczak

ed. (The several hours monitored had only one female vocal, "Don't Get Me Wrong.") "Some of the poppier early-mid '60s tunes — the Raiders, Buckingham, Judy Collins — just didn't cut it," says Goldstein. "They were high-novelty, high-burn, and they weren't durable tunes."

"When the station signed on, it was the 'Philadelphia Freedom' syndrome," adds Krause. "I felt it was a little too broad and maybe served females more than males. We're positioning ourselves between WQFM and (CHR) WKTI. Since we wanted some of WQFM's audience, I said, 'Let's toughen it up a little bit.'"

Although WKLH shared more with WKTI, by a few percentage points, through the summer it's been WQFM that seems hardest hit. (One explanation is that, for many WKTI listeners, WKLH simply replaced WQFM as the "rock" button.) Even before WKLH's arrival, WQFM had started tempering the metal-heavy image built under Andy Bloom and Lee Arnold. Under PD Greg Ausham, WQFM is down to 30 relatively conservative currents, fewer than it once reported in heavy rotation alone. Despite this, the "nuts" spot portrays an (unnamed) competitor as playing "heavy metal yin-yang music," something frequently disavowed in WKLH's liners.

"I don't think WQFM even warrants the 'metal-monster' term anymore," allows Luczak. "But their listeners perceive them as such because they did go through that four to five-year period. It was obvious to us that, whether or not they play the same music we do, they are perceived as totally different in the marketplace."

"WQFM has made many direct attacks at WKLH," says Goldstein. "If I were in their shoes, I would be more concerned with protecting my core audience than chasing one that no longer belongs to them. They're trying to play our game and we're not trying to play



Steve Goldstein

theirs." In contrast, he says WKTI "understands its audience well. It continually markets to them and protects its own audience. They've taken the high road in dealing with us."

Point Men

Luczak joined WKLH three years ago when it was AC WMGF. He and Krause have helmed their station together since August, when PD Kelly Wallace left after four months. "When they were talking about me coming in," says Krause, "I told Dave, 'I don't want to get involved with this. You're going to be OD; I'm going to be PD. Is this just a title?' He was very straightforward and said, 'No way.'"

"Joe is the point man," says Luczak. "He deals with all the jocks, does all the music, and basically runs the radio station. My responsibility is to take care of the morning show and also to help with the over-



Joe Krause

all sound. I help write and produce promos, and give the station some texture and feel. No matter how hard we work, nobody at the radio station works harder than Tom Joerres. You can't talk about any of us without discussing him."

"And he's a Milwaukee native," adds Krause, "so he's someone I rely on. He knows how the things we do will go over here. It was his idea, for example, to have Eugene Hassenfus, who lives nearby, co-host the morning show last month."

Perhaps Hassenfus can smuggle WKLH some records. "It's so different not talking to record people," Krause states. "This is the first station I've ever worked at where record people don't call."

"We would like to talk to people," says Luczak. "It's a bitch to have to go buy currents on a station that's dominating the market 25-49."

GOLD EXCHANGE

At KRTH (AM)/Los Angeles, afternoons are now live as **Buck Buchanan** moves to that slot from evenings; **Pete Arbogast** also joins as morning news anchor... **Michael Perry** from KCLC/Flagstaff to PM drive at KPGA/Pismo Beach... **Julio Flores** moves from overnights to late nights on KGMG (Magic 102)/Oceanside, CA.

For the holidays, WSEN/Syracuse gave a 1953 Chevy Bel Air to one listener and gifts from a local mall to others... KIST/Santa Barbara displayed a 1957 Chevy in an annual Christmas parade. The station's **Ron Herron** was then photographed with as many listeners as possible for a Christmas card to Santa Barbara's sister city, Puerta Vallarta... KOOL-FM/Phoenix awarded \$50-\$1000 prizes in the "I Want My Kool Christmas Cash" promotion, and had **Wolfman Jack** host a New Year's Eve party from Ed Debevis... KLSC/Denver's PM driver **Jay Mack** broadcast with former ski champion

Hank Kashiwa from various billboards throughout December to promote the station's ski programming. Listeners were able to win ski weekends, lift passes, snow tires, etc... WJMK/Chicago raised nearly \$15,000 for Children's Memorial Hospital by auctioning off five guest DJ spots as well as selling individual dedications.

WBSS/Pompano Beach, FL has gone to SMN's Heart & Soul format and the new letters WWHR. PD **Jay Michaels** remains on for mornings. The list of H&S core artists that WWHR's PR firm distributed contains some interesting ones: **Dick & DeeDee**, **Lee Tracy**, **Cliff Noble**, and the **Fiestas**... KSFO & KYA/San Francisco have sent a "media quiz" to local buyers and journalists with such forced listening questions as, "What was the first song played after the 6pm newscast on KSFQ." Prizes include trips to Mexico, London, Monterey, and So. Lake Tahoe.

Classic Hits '86 WKLH/FM

11:00-11:45am

MOODY BLUES/Question
KINKS/A Well Respected Man
EAGLES/The Long Run
DOORS/Love Me Two Times
BADFINGER/Come & Get It
CHICAGO/Dialogue
BOZ SCAGGS/Lowdown
BRUCE SPRINGSTEEN Badlands
HOLLIES/Look Through Any Window
BOB SEGER/Betty Lou's Gettin'
Out Tonight



BARBARA BARNES

JAZZ

A Production Upswing In '87

"All systems go" seems to be the operating slogan for many labels as they step up, revive, or launch aggressive jazz release campaigns in 1987. With CDs a priority on everyone's agenda, here's the product outlook for the first half of the year.

Antilles/New Direction

Island's newly-formed Antilles/New Direction brings the company back into the jazz fold. In its heyday Antilles issued albums from such highly respected musicians as the Heath Brothers, Anthony Braxton, Joanne Brackeen, and Ronald Shannon Jackson. In its present configuration, the label will concentrate on new artists under the direction of former Europa President Jean-Pierre Weiller.

Weiller stresses the non-new age label will release at least six new records in the next six months: "Bush Dance" by Nana Vasconcelos; "Journey To The Urge Within" by 22-year-old English sax player Courtney Pine (a 12" will accompany the release); "Games" by David Mann, another young sax player; and "Sonata for Piano and Violin" by composer Samuel Zyman.

Rereleases from the Antilles catalog include "Of Human Feelings" by Ornette Coleman, "Koyaanisqatsi" by Phillip Glass, and Europa's "Comin' and Goin'" by Jim Pepper.

Atlantic

Atlantic's Director/Jazz Production John Snyder* says the label will primarily focus on reissuing catalog items via CDs. He hopes to issue 20 per quarter from subsidiary label, Ato, Vortex, Embryo, and Cottillion.

We can also anticipate a CD sampler of the 15-record jazz anthology released last November and more issues from the Jazzlore series. In addition, 15 new releases are scheduled for 1987. Nancy Reed's self-titled LP and Passport's "Heavy Nights" are already out. One by David Newman will soon follow. Expect more releases by Mike Stern, Hiram Bullock, Steve Slagel, Mel Lewis, and Ahmad Jamal.

Blue Note

Blue Note producer Michael Cuscuna notes that along with the '87 releases, the label will continue to issue classics from its earlier catalog. But only between one and three will bow per month rather

than the usual ten to 12. A large number of reissue titles will also be released as CDs, some of which have yet to appear in LP form. Also planned are CDs issued simultaneously (or as closely as possible) to the release of each new LP and cassette.

Debut albums include works by trumpeter Jack Walrath, and OTB members pianist Harry Pickens and alto saxophonist Kenny Garrett. Scheduled for February is an album by guitarist James Blood Ulmer.

New follow-up titles include: "The Power of Three" by Michel Petrucciani; "Romance and Revolution" by James Newton, and Stanley Turrentine produced by Ronnie Foster. The latter covers Stevie Wonder tunes and features a guest appearance by the Motown artist himself.

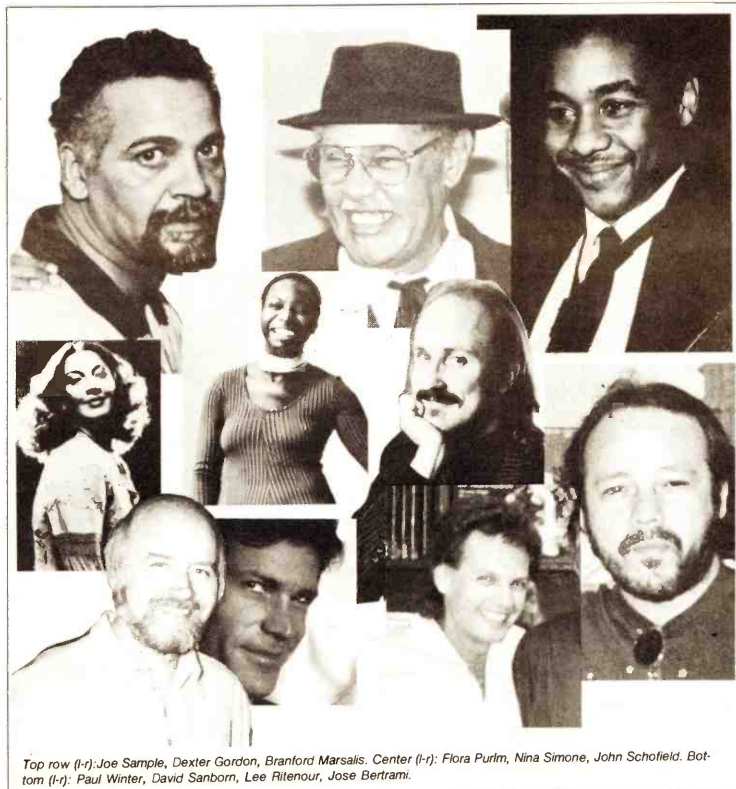
Kenny Burrell, Tony Williams, OTB, Bennie Wallace, Joe Henderson, Freddie Hubbard, Woody Shaw, Bobby McFerrin, and others are also in the offing. Look for "Other Aspects" by Eric Dolphy; it's produced by James Newton.

Columbia

Columbia Jazz Masterpieces is a series of digitally remastered original recordings of classic releases. Titles include Miles Davis's "Sketches of Spain," "Kind of Blue," "In a Silent Way," and "Bitches Brew" as well as others by Dave Brubeck, Louis Armstrong, Thelonious Monk, Duke Ellington, Count Basie, Gerry Mulligan, Billie Holiday, Erroll Garner, and Sarah Vaughan. A monthly set of seven is scheduled for release, bringing the total to over 60 by the end of the year. Each artist's work will be released on LP, cassette, and compact disc.

VP/Jazz & Progressive Music Dr. George Butler intends to focus on female artists this year. "I find that many females who have previously been ignored play this music with the same type of authority as males," he says. Releases include recordings by violinist Sonya Robinson, soprano saxophonist Jane Ira Brown, and 3/4 octave-ranged singer Leata Galloway.

Other projects include a progressive fusion-oriented narration album with music by Eddie Gomez, plus LPs from staples Paquito D'Rivera, Ramsey Lewis,



Top row (l-r): Joe Sample, Dexter Gordon, Branford Marsalis. Center (l-r): Flora Purim, Nina Simone, John Scofield. Bottom (l-r): Paul Winter, David Sanborn, Lee Ritenour, Jose Bertram.

Roy Ayers, Grover Washington Jr., Arthur Blythe, Wynton Marsalis, and Kirk Whalum.

Concord

In store at Concord Jazz during the next few months are "Papo Gato" (Daddy Cat) by Poncho Sanchez; "My Friend the Piano" by Dave McKenna; "Oslo" by the Bob Brickmire Quartet; and "The Right Time" by Scott Hamilton.

Records by Richie Cole, Bruce Forman, Dave Brubeck, Red Holtoway, and Cedar Walton will be out as well, along with a new Joanne Brackeen (featuring Branford Marsalis, Terence Blanchard, Al Foster, and Cecil McBee.) New records by Ernestine Anderson, Jeanne and Jimmy Cheatham, Flora Purim and Airtio, and Tito Puente are also scheduled.

Denon

Scheduled for a spring release are LPs by drummer Peter Erskine, a straight-ahead piece by Randy Brecker; and Eliani Elias's first solo album (bass by Stanley Clarke and Eddie Gomez, drums by Danny White and Al Foster, and harmonica by Toots Thielemans. CD rep Ken Yoshimura says this last record is Denon's inaugural entry into the Brazilian vein with different sets of rhythm players because "we wanted to showcase her full range of talent."

ECM

ECM will be issuing between six and ten CD-only titles on a monthly basis. These are culled from back

catalog items which were previously released on LPs and cassettes by Warner Bros. As soon as WB sells its remaining stock, the titles will once again be reissued on LPs and cassettes via the PolyGram label. Among those already out are Pat Metheny's "Travels," "Rejoicing," and "New Chautauqua." and Keith Jarrett's "Standards Vol. 1" and "Standards, Live."

In March ECM will debut what will simply be called the "New Series." These will feature new and experimental music by composers Steve Reich, John Adams, Meredith Monk, and Arvo Part, as well as a vocal (atypical of ECM) by Norma Winstone.

The label's artist lineup includes the already released "Spirits" double album by Keith Jarrett and Lester Bowie's "Avant Pop." Also of interest is a promotional disc with specific cuts chosen from the 25 on Jarrett's double LP which, says Director/Publicity & Promotion Kathryn King, "will help stations focus on a select few tracks." There are also plans to test the cut "Crazy" on Bowie's LP within the Country format. That record, says King, will also be directed toward the "Quiet Storm"-type stations.

E/P/A

E/P/A, through CBS and FM Masterworks, will issue a few records, including "Another Woman In Love" by Maureen McGovern. This is a voice and piano, cabaret-type release which may interest some AC stations.

There will also be a sampler, titled "Atmospheres," with cuts by Andreas Vollenweider, Steve Kujala, Free Flight, and Osamu Kitajima; "Suite for Flute and Jazz Piano, Vol. 2" by Claude Bolling, and another classical release by Wynton Marsalis. These are slated for a February release says Product Manager Michelle Errante.

Fantasy

Fantasy VP/Marketing and Promotions Phil Jones reports the label and all of its subsidiaries will continue to release about 80 titles a year. This includes reissued product from the Original Jazz Classic (OJC) series.

Spring releases include Chris Connor, Mark Murphy (with Azymuth), Hank Crawford and Jimmy McGriff, Arthur Prysock, and a new singer, Carla White. Also look for product from newly-acquired Pablo: Milt Jackson, Duke Ellington, Count Basie, and Oscar Peterson.

Gramavision

Gramavision President Jonathan Rose reports a change in the label's release policy. Instead of issuing clusters of albums simultaneously, only one record a month will be released. "This is so we may direct most of our attention to that one album," says Rose. "It will not mean a cutback on the roster, but don't expect it to be growing dramatically. It'll make it easier for us to develop our artists

*Since the interview Snyder left the label. As of this writing, no successor has been named, and no changes in release plans have been mentioned.

CY-1018. THE COUNT BASIE ORCHESTRA,
"LONG LIVE THE CHIEF," DDD



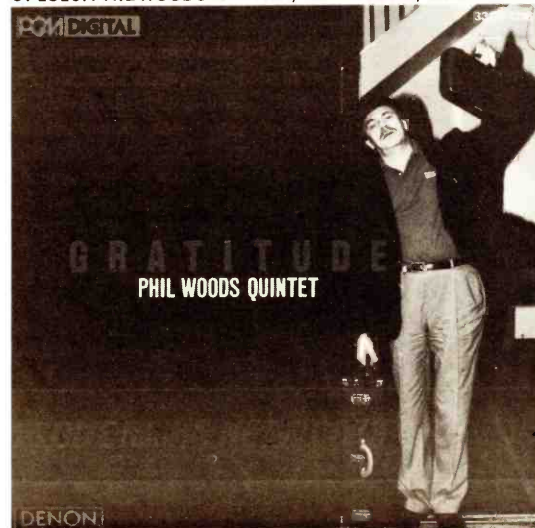
CY-1128. McCOY TYNER, "DOUBLE TRIOS," DDD



CY-1216. CARMEN McRAE, "ANY OLD TIME," DDD



CY-1316. PHIL WOODS QUINTET, "GRATITUDE," DDD



***This winter,
Denon jazz
is hot.***

Recorded in New York as part of Denon's Jazz Project, each of these four Compact Discs contains over 60 minutes of heat. Experience the warmth of Carmen McRae in the thirteen classic cuts of "Any Old Time." McCoy Tyner's first work on the Denon label, "Double Trios" is also his first to include performances on electric keyboards. Also new to the Denon label are two first-place winners in the 51st Annual *down beat* Reader's Poll: the Basie Band and Phil Woods.

To keep the heat on, this music has never stepped outside of the digital domain. Each disc was digitally recorded, digitally mixed and digitally mastered on proprietary Denon equipment. But you'd expect no less from the First Name in Digital Recording.

DENON
The First Name in Digital Recording

A Production Upswing In '87

Continued from Page 66

who, for the most part, are generally unknown."

In February the once-a-month release schedule will kick off with John Schofield's "Blue Matter"; Bob Moses's "The Story of Moses" (double album); and titles by John Blake, Anthony Davis, and John Carter. Gramavision will also be issuing CDs on catalog items, the first by Steven Halpern.

GRP

GRP Records President Larry Rosen says the label has expanded its roster with Stephane Grappelli and David Benoit. Their LPs should be out in February and March, respectively. Other releases scheduled through June are by label regulars Special EFX, Eddie Daniels, Chick Corea, Lee Rit-enour, Billy Cobham, Dave Valentin, and Kevin Eubanks. Also on hand: Diane Schuur with the Count Basie Band and Dave Grusin's film scores done with the London Symphony Orchestra.

MCA

MCA Jazz/Zebra Director Ricky Schultz reports an extensive release schedule for the label and its subsidiaries (Impulse!, MCA Master Series, Zebra, Crusaders, etc.). Larry Carlton's jazz-oriented recording is already in the stores. Among the Impulse! reissue series and new age product from new affiliate Narada Records are records by Cabo Frio, John Jarvis, Edgar Meyers, Henry Butler, the Yellowjackets, Perri, Kuinonia, David Grisman, and Joe Sample (a quartet album that will sound like his "Carmel").

New signings with soon-to-be-released albums are Kenia, Michael Brecker, Acoustic Alchemy (a new group from England), John Klemmer (first album in three years), L.A. guitarist John Chiodinia, and Neil Larsen.

1987 will also mark the Crusaders' 25th anniversary. It will be

celebrated with a "best of" album and a collection of all the guest vocalists who appeared on the group's albums. Cuts include songs by Bill Withers, Nancy Wilson, and Randy Crawford.

Passport

Headed by Jim Snowden, the PARAS Group has absorbed Jem's Passport labels for marketing, distribution, and artist acquisition. The labels include Passport Jazz, PVC, Audion, Editions, and EG. Snowden, who will remain President of the group, is also now a Passport VP.

Resulting from the merger are works by saxophonist Bill Bergman, French horn player Ken Weille, the Players (Jeff Berlin, Steve Smith, T. Lavitz, and Scott Henderson), Keiko Matsui (wife of Kazu Matsui); the LP will contain songs by Carl Anderson, and a Kenny G-produced group named 206.

Pausa

Pausa Director/Marketing & Promotion Bill Stillfield notes that 1987 will see the label put more effort toward CDs than LPs. Starting in February, new releases will be issued by Susannah McCorkle and Tom Grant.

PolyGram

PolyGram will also have a busy 1987, reports VP/Director of Jazz Richard Seidel. Part of the activity revolves around the reactivation of Verve, with new recordings by Wagner Tiso, percussion group Uakti, Antonio Carlos Jobim, Toots Thielemans, Astrud Gilberto, and Milton Nascimento. Also on Verve: the new Live At Vine Street series; the first two releases are by Marlena Shaw and Nina Simone.

PGM Classic Promotion Manager Donald Elfman points out that in conjunction with Sony, PGM will release special compilations for cassettes only. Called the "Walkman Series," it will be directed toward the casual jazz listener. The initial release in March (from



HOSTS WITH THE MOST! — R&R reporters cohosting the Clearwater Jazz Holiday Festival in Florida were given a chance to fraternize. Taking a break were (back l-r) WHVE/Sarasota JD Al Santana and WUSF/Tampa JD Bob Seymour. In front (l-r) are artists Tito Puente, Emily Remler, Michel Petrucciani, and Roy Meriweather.

the Verve, Mercury and Polydor labels) will contain 20 titles by Ella Fitzgerald, Count Basie, Chick Corea, Stan Getz, Sarah Vaughan, Wes Montgomery, and others. PGM will also be issuing a lot of CD-only releases.

So will PolyGram Special Imports, according to department head Paul DelCampo. He says releases for '87 will number about 250, twice last year's total. Look for new import labels JMT, Sound Aspects, Black Saint, Soulnote, and Red to issue titles from Lee Konitz, Otean Pope, Air, John Hicks, and Max Roach to name a few.

RCA

The Novus label will be releasing new recordings from mainstream jazz (signified by a red "o" in Novus) and non-mainstream music (a blue "o"). So far there have been a total of five Novus releases — Liz Story, Juan Martin, Night Ark, Adam Makowicz, and James Moody. RCA has also reissued product from the Bluebird line, including Benny Goodman and Duke Ellington anthologies.

In early spring expect four or five Novus releases: Alex DeGrassi, Hilton Ruiz, Henry Treadgill, and a soundtrack for Woody Allen's "Radio Days." The soundtrack will feature music by Glenn Miller, Artie Shaw, Kate Smith, and Guy Lombardo and should be out in early February. The planned four to six Bluebird LPs include work from Louis Armstrong, Dizzy Gillespie, Paul Desmond, Johnny Hodges, and Shorty Rogers.

Seabreeze

Owner John Breckler announces new records by Fred Ralston, Mark Masters, and Conrad Herwig. The label will also enter the CD field with initial product remastered from previous LPs by Matt Cattingub ("Hightech Big Band"), Sammy Nestic ("Night Flight"), and Roger Newman ("Rather Large Band").

Spindletop

Year-old Spindletop Records's heavy hitter last year was David Benoit (who's now with GRP). By summer it will have issued four more jazz LPs by saxophonist Sam

Riney, violinist Doug Cameron, vocalist George French, and a New Orleans jazz album by James Rivers. New releases should be complemented by CDs. So far only Bill Meyers's "Images" will be reissued on CD from the back catalog.

TBA

TBA (Palo Alto's subsidiary label) will remain strictly in the fusion arena, says VP/Marketing & Promotions Don Graham. Look for "Stargaze" by flautist Alvin Hayes, "Soft and Warm" by Frank Potenza, and "Let Yourself Go" by George Shaw and Jetstream. Other records will include work by Grant Geissman, Victor Feldman and Hubert Laws, and Max Bennett and Freeway. All releases will also be available on compact disc.

WB

WB jazz executive and Qwest President Harold Childs says the company's "Get Jazzed" campaign will aggressively market and promote Miles Davis, Bob James, David Sanborn, Earl Klugh, and Madhouse.

The Madhouse "8" album, described as fusion jazz, is on Prince's Paisley Park label. Among the musicians are Prince's sax player Eric Leeds, together with drummer John Louis, bassist Bill Louis, and keyboardist Austra Chanel. The first single, "6" is already out.

Other new product releases include Mark O'Connor, George Benson, Quincy Jones, the Pat Metheny Group, and Hugh Masekela.

Windham Hill

Windham Hill President Ann Robinson is planning releases by Night Noise, Philip Aaberg, the Nylons (on Open Air Records), and a guitar sampler. First-time recordings include Schoenherz (Richard) and Scott (Peter), a synthesizer/piano and guitar act; the Montreux Band; and an album by the Guyuto Monks, who can chant individually in chords. Grateful Dead drummer Mickey Hart produced this LP by Tibetan monks; it's slated for a February release.

Watch for "Steadfast Tin Soldier" (narrated by Jeramie Irons with music by Mark Isham) and "The Elephant Child" (narrated by Jack Nicholson with vocals by Bobby McFerrin) on the Rabbit Ears subsidiary. And Living Music will issue work by Oscar Castro Neves, Paul Sullivan, Susan Osborne, Paul Winter, and a "Collection '87" LP.

Lastly, Robinson reveals, "In 1987 you will see a definitive statement from Windham Hill in a new configuration of a straight-on jazz label." She states that this will legitimately allow folks to consider the label jazz (though only in part).



PRETTY SHADY — Miles Davis and David Sanborn keep their shades on during an interview for the latter's NBC "Jazz Show," which featured "Tutu" Davis's recent WB release.



LATIN BEATS AT GREEK — Antonio Carlos Jobim was one of the featured artists presented during L.A.'s Greek Theater Summer Concert Series. He is shown here (left), with KUTE's midday host Talaya and Sergio Mendes.



LON HELTON

COUNTRY

UPCOMING MUSIC RELEASES

Coming Soon To A Desk Near You

The next few months will bring exciting projects to your desk from established artists as well as an abundance of product by new artists — all fighting for a place on your radio station. Here are the comments of major-label execs on some of their releases for the next six months.

Capitol/EMI America

VP/A&R Lynn Shults:

Lisa Angelle — We'll have some product on her in the spring. We think we've gotten a focus on what she really is musically. The new stuff will be pulling on her Louisiana and Cajun-style roots. It will be very contemporary. She's a sensual vocalist; there are some songs that should prove to be very intriguing to radio.

Suzy Bogguss — Her first single, which is just out, is a '40s tune called "I Don't Want To Set the World On Fire." It's a totally different style of music than what anyone has put out in a long time. She's a unique stylist with a supper-club sound.

Jay Booker — We found this young man when he was a student here at Belmont College. He too is unique. His is a fun, upbeat, up-scale, tap-your-feet-have-a-great-time kind of music. The first single is "Hot Red Sweater," due out in mid-March.

T. Graham Brown — "Don't Go To Strangers" will be the final single from T.'s first album. We'll release his next LP in early spring.

We think we've defined the musical marketplace for T. and we're going straight ahead with more of the same. The new album may be a little looser and freer than the last one. It's fun music, combined with some great country/blues-oriented singing.

Barbara Fairchild — Her single, "Too Much Money," will be out in late February. We believe she's one of the more distinctive vocalists who's ever been on the radio. She deserves a chance to be heard because of that sound.

Dobie Gray — Product on him will be out this summer. We think the "baby-boomers" or "yuppies" make up a great deal of the fragmented country audience, and that Dobie is viable with that audience.

Barbara Mandrell — She'll be going into the studio soon with long-time producer Tom Collins. The album should be out in the summer, the single in late spring.

We're obviously very excited about Barbara, because she's one of the truly great personalities in America. She can sing any type of song. The key is to find great songs like she had in the past.

Don McLean — The oldie "He's Got You" will be released the latter part of February. The album, due



Lynn Shults

out in late spring, is a compilation of six of Don's hits — most of which were on United Artists — along with four new songs.

Dana McVicker — Dana is a young lady who's been singing in local clubs and on demo sessions for the last three years. She's an energetic, powerful, contemporary vocalist. Produced by SKO producer James Stroud, the single will be "I'd Rather Be Crazy" and is expected at the beginning of February.

Anne Murray — Due in the spring, her new album won't be "high-tech." We're back to basics: great songs, great melodies, great vocals. It's contemporary production, but that's normal for Anne. We think it will be very palatable to radio. The album contains the best songs she could find, many from Nashville writers.

New Grass Revival — The next single will be from their new album and should be out in late spring. The last album received critical acclaim, and we scored with sales to bluegrass music fans. This was despite a lack of airplay success. This time out we hope to get something going on the radio.

Dan Seals — The next single from his current album is "I Will Be There" and will be out in a couple of weeks. He'll have a new album in September.

Tom Wopat — We're just finishing an album on Tom, and think he can go a long way. It's taken some time for people to believe he's a serious singer, but the "Rock And Roll Of Love" single seems to be proving that. It's taken a couple of records to get people's attention. We think he's one record away from exploding.

Other Capitol/EMI America sin-

gles and albums to be released in the next six months: Marie Osmond, late summer; the Osmond Brothers, late spring; and Mel McDaniel's first greatest hits album, featuring two or three new tracks which will be singles, in mid-May.

Also due out is Tanya Tucker with a single in March and an LP in May. Sawyer Brown has an album set for late summer with a single in the spring.

Shults also wanted to clear the air regarding Don Williams's rumored retirement. Said Shults, "He's decided to take some time off. He'll let us know he's ready. Once his back gets better and his creative juices get flowing, he'll be back in the studio. We expect an album to be out next January."

CBS: Columbia and Epic

CBS/Nashville VP Rick Blackburn outlined his label's release schedule:

Asleep At The Wheel — This group hasn't had a hit record in some years. It's maintained an extensive touring schedule and has regrouped in the studio. Their single ships this week and the album the first week in March. The whole campaign is titled "Western Swing Ain't Dead . . . It's Asleep At The



Rick Blackburn

Wheel." With what's gone on in music during the last year or so, we figured the time was now right and we'd just bring it out and let them do what they do. It's our feeling the public is ready to catch up to what the group does, not unlike the Willie Nelson phenomenon a number of years ago. We feel the market is ripe for this kind of sound; no one else is doing Texas swing on a regular basis.

Janie Fricke — We've discovered a sound with Janie on the record "Always Have, Always Will." That one still won't stop selling. This sound, created with Norro Wilson, is right for her. She's selling more

LPs now than she ever has, and we attribute the sales to that sound. Her new album, scheduled for May, is an LP of that same kind of '40-ish feeling.

Merle Haggard & Willie Nelson — We have a duet project of considerable substance from these two targeted for June. "Pancho & Lefty" sold more than a million units, so we're obviously looking for great things from the album.

O'Kanes — We're very excited about the success these two have had with their first single "Oh Darlin'." These guys are here to stay and will be a major part of our future. The new single, which should be on people's desks now, is called "Can't Stop Your Heart."

Rattlesnake Annie — This lady has been around for many years; she's a survivor and a real character. She's not-chromed and polished, she's very raw, very pure — almost eclectic. She's Nashville-based and is a hit in Europe with a huge cult following.

We had to talk her into being on a label. She says she does quite well without us and wanted to know why she should be part of all this. She's being produced by Buddy Blackman and Pat McManus, who did a lot of the Exile stuff. A single should be out in the next 30 days.

Rosanne Cash — We expect to have product on her this summer. She's still talking to prospective producers. Rosanne took some extra time to do some writing. She also wanted to screen outside songs.

Shooters — We're very excited about this group from Alabama, all from the Muscle Shoals area. People compare their sound to the Eagles.

The centerpiece of this group, and the one who put it together, is Walt Aldridge. He wrote "There's No Getting Over Me" for Ronnie Milsap and "Holding Her and Loving You" for Earl Thomas Conley, plus he produces Lacy J. Dalton for us. They're in the process of doing an album, and it should be out in the summer.

The single "They All Come Out At Night" brought in more adds than we thought it might in the first two weeks. It just seems to be the kind of thing radio is looking for right now for balance.

Sweethearts Of The Rodeo — The single out now is the third cut from the album. We've had good chart success, but the best thing is that the album is selling. We don't know yet what the next single will be, but it will come from the current album. We have no reservations about going four deep, because the music is there. We're

looking at the fall for their second album.

Union Station — Also out of Muscle Shoals, we have an as-yet-unnamed band that comes from a production deal we have with Walt Aldridge and Rick Hall. I think we're going to call them Union Station. They have seven cuts done, and we'll have a single in June or July. The lead singer's voice is very distinctive, somewhere between a Lee Greenwood and Randy Owen with a traditional sound.

Ricky Van Shelton — This new kid from Virginia is really starting to gain a lot of adds. We're just one single out of the album, which just shipped. Our plan is to go four deep in his "Wild Eyed Dream" LP as well. We're not certain which songs will be singles.



Bruce Hinton

MCA

MCA/Nashville Sr. VP Bruce Hinton: We're not going to sign a lot of new people; we'll maximize the effort on the people we have. There's a wholly different album sales plateau we want to reach with our established artists.

Here's his release outline for the next six months:

Glen Campbell — We anticipate signing Glen very soon, and hope to have a new album in June. This reunites Glen with MCA/Nashville President/Producer Jimmy Bowen. A little trivia: when Bowen produced "Strangers In The Night" for Frank Sinatra, Glen played lead guitar.

Desert Rose Band — This group features Chris Hillman and Herb Pedersen, is produced by Paul Worley, and an LP will be out in April or May. Chris and Herb have eclectic backgrounds. Both are steeped in bluegrass tradition. Chris was a founding member of the Byrds. Herb has been a stalwart of the L.A. studio/session scene. The only way to describe the sound is to say it's unique.

Steve Earle — The final single

Continued on Page 70

COUNTRY

Coming Soon To A Desk Near You

Continued from Page 69

from the current LP, "Goodbye's All We've Got Left," is just out. His new album is due in late May. He will easily meet the promise of his first album.

Lee Greenwood — At this time, we don't anticipate a single from the current album. In late May we'll release a new LP, Lee's first produced by Jimmy Bowen. We'll be coming with something of a new sound. Lee is a singer's singer. Bowen has proven time and time again what he can do with someone like that, and we're expecting something very special from those sessions.

Nanci Griffith — She has a tremendous following from the folk circuit she's worked for years and from the "Austin City Limits" PBS TV show. We just released "Lone Star State Of Mind" and have shipped her first album. There's no decision yet on the next single.

Patty Loveless — Her first album is just out. The follow-up single to "Wicked Ways" will be "I Did." You might remember it was released once before, but at that time we weren't ready for an album. So we made the decision to pull it after about ten days and wait until we had an album to back it up.

Lyle Lovett — His new single, "God Will," has now been shipped. The next album won't be until fall.

Reba McEntire — Late spring will see the release of a "Greatest Hits" album. It'll feature one new cut that'll be out as a single. I can't talk about it yet, but it promises to be something special.

Bill Monroe — Coming in March or April will be a digitally recorded album produced by Emory Gordy Jr. This is very special. Bill, of course, is the father of bluegrass music and truly a legend. Being able to capture him in a digital mode will be very important down the line. We haven't decided whether or not we'll release singles from this album.

Oak Ridge Boys — Their new digitally recorded album will be out in mid-February, their first with new producer Jimmy Bowen. The first single, "It Takes A Little Rain To Let Love Grow," was sent out last week.

Riders In The Sky — Emory Gordy Jr. will be producing an LP on Dot, due in late May. Until the music is done, it's hard to tell whether or not there will be a single released to radio.

John Schneider — The new LP on John will be out in April, and will feature a new, high-energy sound. Also, John's stepping up his touring schedule this year, which will include a number of dates with Alabama.

Ray Stevens — Just out is a "Greatest Hits" package. It includes his single hits of the past and "Mississippi Squirrel Revival." A single from his latest album will be out in a couple of weeks called "Can He Love You Half As Much As I Do." Don't let the serious title fool you — it's hilarious.

George Strait — "Ocean Front Property" is one of George's fast-

est-breaking singles. The album, which was just released, is expected to top 400,000 sales out of the box.

Conway Twitty — In early March we'll release what may be the finest album of Conway's career. It features an updated, today kind of sound. The first single is "Julia" and will be out in two or three weeks. Jimmy Bowen produced this as well.

Steve Wariner — The first single from the new album is "Small Town Girl." The LP will be out in mid-February.



Johnny Polidor

Mercury-Smash-Compleat/PolyGram

Director/Country Marketing Joe Polidor describes the release highlights for the months ahead.

Johnny Paycheck — The title is "Modern Times," planned for late March. "Old Violin" did very well and went a long way towards bringing Paycheck back as having the strongest voice in country music, or certainly one of the strongest. We're preparing to release a single called "Come To Me," a song we feel may be one of the biggest country hits of the year.

Kris Kristofferson — We just shipped a brand new album called "Repossessed." Kris's first solo album in six years. The first single out of it will be "They Killed Him," which should be in the stores now. We feel it's an across-the-board hit album that will be represented with strong support at college and AOR, as well as Country. It's a very appropriate album for the times and a personal statement of Kris's about the way he looks at life. It was produced by Chips Moman.

Johnny Cash — His album, still untitled, is tentatively scheduled for late March but we have not decided on a single.

Kathy Mattea — She is on the verge of exploding. We're just shipping out her single "You're The Power." We expect a very strong entry with this. There's a great, very positive response from radio. No negatives anywhere, and the album is starting to do very well at the retail level. We're looking to do a lot of things to increase her visibility over the coming months.

The Everly Brothers — They are getting ready to record another album. They are signed to PolyGram International, and a lot of their product has worked on a number of formats.

David Lynn Jones — He wrote "Living In The Promiseland" for Willie. David's a charismatic artist who has a good personality and good stage presence. His music is straight-ahead country, yet very contemporary in terms of what radio says they want and what the public is responding to. He's in the studio cutting material with four or five sides finished. We're looking at several possible songs to be released in February.

Larry Boone — He's just been with the label six months and we're getting ready to cut some more material. We've had limited success with Larry — enough to make us believe and know we're right about his tremendous potential. We've simply got to find the right material and take our time. His music is straight, pure country. I don't have any singles scheduled with a title on it. We're looking at releasing one the latter part of February.

We are going to do an awful lot of reissues this year with 80-100 albums. It'll run the gamut of Tom Jones to Hank Williams Jr. and Sr., Mel Tillis, etc. PolyGram has made a strong commitment to working with our catalog. It's a very viable part of our sales.



Alan Bernard

MTM

Chairman/CEO Alan Bernard described MTM's upcoming schedule:

Almost Brothers — The music due from these guys will be a little harder and more country than they've been doing. As hard as all our other acts work, these two have outdone themselves stomping the bushes on their own behalf. They asked for a company car and set out to visit radio — over 100 stations. Radio likes them and wants to help. The trip will bear fruit, we just have to find the right songs.

Girls Next Door — We've shipped a single from the Girls' first album "Walking In The Rain." They're finishing the new album right now, and it should be out by mid-spring.

Holly Dunn — She has a new single out on WB with Michael Martin Murphey. Her next solo single, which will be from her new album, won't be out until after this record has run its course.

Judy Rodman — Her new LP will be titled "A Place Called Love." Judy had a great first year, and we're looking for exciting things from this album.

Marty Haggard — We have a single coming out in the next couple of weeks called "Weekend Cowboy." It's a live cut. We'll have an album out on him in the next six to eight months.

SKO — Thom Schuyler and Fred Knoblock are in working on tunes now. The followup to "Baby's Got A New Baby" will be from the current album, "American Me," with Thom singing lead.

(Ed. Note: Paul Overstreet has left the group and a replacement — if there will be one — has yet to be named. The group's name will remain SKO.)

Bernard added, "The next LPs out on Holly, Judy, and the Girls Next Door, all due in the next six to eight months, will be the first time we'll have music out on them that's brand new material. The music is tailor-made to hit the market they've found with their style. The first albums out on them were combinations of new things and songs that were recorded a couple of years ago, product we acquired when we first went into business."

RCA

VP/GM/Nashville Joe Galante: Baillie & The Boys — This group is produced by Kyle Lehning and Paul Davis and has a fresh and exciting sound; their harmonies are unique. Lead vocalist Kathy Baillie is a wonderful singer, and they're all accomplished players. The first single is called "Oh Heart," and will be out in early spring.

Foster and Bill Lloyd — Radney Foster and Bill Lloyd both write for MTM (they did Sweethearts Of The Rodeo's "Since I Found You"). Radney refers to the group as a "country garage band." It's great music; it has an edge to it, and the lyrics are very accessible to our format. They're young, bright, articulate guys. The first music from them should appear in late-spring-early summer.

Vince Gill — The reason for Vince's absence in the marketplace was because he was spending his time learning his songwriting craft. He's been writing on his own and with Randy Goodrum, Mark Germino, Don Schlitz, Guy Clark, and Rhonda Fleming. Richard Landis, who produces Eddie Rabbitt and Juice Newton for us, produced this LP. It has some great moments on it.

Vince has always been vocally perfect, but the writing and emotion came together better this time than ever before. We haven't decided on the first single, but it will be out around March.

Bruce Hornsby & The Range — We'll be working the "Mandolin Rain" single. To a large degree it was comments from radio that made our decision to work this Country. We had many stations saying this act fits the format and should be played. In some cases people had been playing cuts from the LP with great success.

Hornsby's from Virginia. The lyrics and the music fit everything Country is trying to do as a format.



Joe Galante

A big help will be that Restless Heart is opening a number of Hornsby dates.

Louise Mandrell — For a different twist, Louise is being produced by Harold Shedd and Mark Wright. In the past, Louise has gotten the airplay and many people have become major fans of hers. The problem we've had is we've never hit the right tunes. Harold and Mark have delivered some excellent songs. The first single, due in March, was written by Richard Leigh (who composed "Don't It Make My Brown Eyes Blue") and is called "Why Do I Have To Say Goodbye."

Ronnie Milsap — He's in the studio with Kyle Lehning and Rob Galbraith. The answer to the question is "Yes, there's an oldie on it." It's "Ain't Too Proud To Beg" and he nails that sucker.

There will also be a lot of "newies" written by a number of different people. There are some neat surprises on this album; it's Ronnie's best in a while. There's a great emotion. He ranges from the bluesy Country feel that sent him to the top to music with that AC sound to it. It's a great blend and balance. The three producers in the studio (including Ronnie) have come up with some great ideas.

Juice Newton — She's in the studio now with Richard Landis. They're working in the same direction, a contemporary Country sound. We pulled six singles from the last LP, all of which went top five, top ten, or number one.

K.T. Oslin — K.T. is produced by Harold Shedd. The whole basis for the signing is that her lyrics are such "today" lyrics, as opposed to reflecting the role in which the woman has always been depicted. She plays on her words differently than anybody I've heard. K.T. has that attitude we heard that consumers in our focus groups wanted: that "speak to us in our terms of today" attitude. She wrote eight of the nine songs on the album. Anita Pointer heard one of the tunes, "Eighties Ladies," and is doing it on the next Pointer Sisters TV special.

Following "Wall Of Tears" will be one of her compositions, "I'll Always Come Back."

Sylvia — We have a greatest hits album coming that includes a couple of new cuts that'll be singles. "Never My Love," produced by

Continued on Page 72

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COUNTRY

Coming Soon To A Desk Near You

Continued from Page 70

Judds' producer Brent Maher, will be the first single. Restless Heart producer Tim DuBois will also produce a new track on the album.

Galante added that he's very excited about the new RCA acts because "all their music has great energy to it. A lot of personality. It's all distinctive; it doesn't sound like what's out there right now. Lyrically they're all different, and each sound is unique."



Nick Hunter

Warner Bros.

Warner Bros. VP/Promotion Nick Hunter prefaced his remarks by saying, "Before we release an album on an unknown artist, we feel there has to be a 'need' for that album. In most cases, our deals start off strictly as singles deals, with an album if called for."

Jeff Dugan — He's a new kid we signed from Louisiana. He's straight-ahead country. His first single will be out in late March.

Rosie Flores — We'll be releasing our second single on her in March, "Lovin' In Vain," on Reprise.

Crystal Gayle & Gary Morris — "Plain Brown Wrapper" is the next Morris single; it'll be out in the next week. In May we'll have a "Best Of Gary Morris" album. At this point, I don't believe there will be anything new on it.

We'll also release a Crystal and Gary duet album. The first single from it will be out in early April.

Highway 101 — Based on the demand for their current single, we'll have an album from them in July or August.



ON THE GO IN ST. JO — While on the concert trail, Kathy Mattea paid her respects to 68 KFEQ's Joseph PD Bob Orr.

Emmylou Harris, Linda Ronstadt, and Dolly Parton — The album is called "Trio," and has just been shipped. The first single is "To Know Him Is To Love Him," which will be supported with a video. The ladies will determine what the singles will be, but there are some excellent cuts to choose from.

This is basically an acoustic album, featuring the sound people heard on the CMA show when the three sang "Dear Companion." If you really want to give it a label, I guess you'd have to call it "country-folk."

Emmylou is in the studio now with her new producer, Emory Gordy. She'll have an album out toward the latter part of this year. I understand it is to be a very basic, acoustic, country album.

K.D. Lang & The Reclines — "Angel With A Lariat" is the title of her album, on Sire records and produced by Dave Edmunds. The first single, which will be out in a couple days, is a remake of "Rose Garden" that is just wonderful.



J.J.J. MEETS MMMARIE — Marie Osmond visited the New York State Fair, WRRB/Syracuse, and a local hospital for the Children's Miracle Network. FM 108 afternoon personality J.J. Jenners makes sure she remembers Syracuse and him!

Billy Montana And The Long Shots — This is one of our singles deals. They're a group from Albany, NY that previously released a couple of singles under the name Southbound. Excellent vocals and good material. The first single, "Crazy Blue Eyes" (not the Lacy J. Dalton cut of a few years ago), will be out in mid-February.

Michael Martin Murphey — Just shipped is his album "Americana"; the first single is the duet that's been out a few weeks with Holly Dunn.

Nitty Gritty Dirt Band — The new album, its first without John McEuen, is called "Hold On." The first single is due out toward the end of February, and we've yet to pick it. Josh Leo, producing the band for the first time, did five of the tracks.

Randy Travis — His second album is due in April, with the single to come mid-March. We don't know yet what it's going to be.

Hank Williams Jr. — "Hank Live" has just been released, but there are no plans for a single from it. Hank's next single, just shipped, is "When Things Change" from the "Montana Cafe" LP.

Hank will have a new studio album out at the beginning of June.

Dwight Yoakam — His second album is due in April. The single will be out in late March; while we're not sure what it will be, it might be "Little Sister."



PARTY TIME — WDAF/Kansas City afternoon animal Phil Young (l) kicks off the weekend spirit with T.G. Sheppard's "Party Time" each Friday at 5pm. T.G. joined the weekend celebration in person during a stopover in KC.



GETTIN' THE BIRD — Almost Brothers Mike Rogogna (l) and Steve Mosto (c) pretend to have a good time while being terrorized by WDAF/Kansas City MD Dave Bryan's pet flamingo "Pink."



SHARON ALLEN

NASHVILLE THIS WEEK

ON THE SCREEN AT LAST

Willie's Red Headed Stranger

The premiere of Willie Nelson's film version of "Red Headed Stranger" will be a benefit for PBS affiliate KLRU (the home of "Austin City Limits") February 19 in Austin. Tables of 10 are \$2500, and individual seats are \$250. Tickets are good for admission to the champagne party, the movie premiere, a sit-down dinner with cast attending, and Willie's concert afterward. (A no-frills, movie-only ticket sells for \$125.)

Proceeds will be matched with National Endowment For The Humanities funds to purchase new cameras and audio equipment for KLRU. Willie has always been supportive of the Austin community, and has appeared a number of times on PBS specials there.

The premiere takes place at the Arbor 4 Theatre in Austin, and the party and concert will be held at the Stouffer-Austin Hotel. The af-

fair is sponsored by Wrangler Jeans, Trammel-Crow, and the Arborium.

The Movie

"Red Headed Stranger" was Nelson's CBS debut album 12 years ago. The concept of doing the record came up while Willie and wife Connie were driving home to Texas from a ski trip in Colorado, but Willie had been fascinated by the story of the preacher from Blue

Rock, Montana for years. He had even recited it to his children at bedtime. While he was writing the album he thought it would be a great idea for a movie, and he's pursued that dream ever since.

Willie had several shots at making it, but held off until he was assured of total control of the production. The movie was kept afloat by Nelson's own funds and, at the final hour, those of an anonymous investor from Boston.

Nelson and longtime friend and screenwriter Bill Whittliff produced the film, which was Whittliff's directing debut. The cast includes Morgan Fairchild, Katharine Ross, R.G. Armstrong, and Royal Dano. Willie's daughter Lana and 15-year-old grandchild Bryan also have roles in the movie. "Red Headed Stranger" was shot on



NO POKER FACES HERE — Old friends (l-r) Willie Nelson and Mel Tillis confer on strategy during the celebrity segment of the recent Grand Prix of Poker in Las Vegas. Held at the Golden Nugget Hotel and Casino, the event raised \$10,000 on behalf of the Muscular Dystrophy Association.

Willie's own Western set near Austin in the spring of 1985.

The Austin public will have the chance to see the movie February 20. On February 27 it will open in Atlanta, Albuquerque, San Antonio, Phoenix, Dallas, Houston, Denver, Orlando, Tampa, Tucson, Seattle, and Greensboro. Alive Films of Los Angeles says it will premiere Willie's picture in ten other cities (including Nashville) on March 6.

— By Katy Bee

Bluegrass Radio Survey

The International Bluegrass Music Association is surveying more than 750 radio stations worldwide to provide information about the programming of bluegrass music. They hope to determine the current status of bluegrass

music on radio and then eventually develop a database bluegrass radio people can tap into. The survey also seeks information about bluegrass-related activities in each market, and asks for opinions on how bluegrass music can be more effectively presented on the air. For more information, contact Ray Hicks at (314) 364-3071.

Arthritis Telethon Set

For the sixth consecutive year the Arthritis Foundation National Telethon will be broadcast live coast-to-coast April 26. The program will originate from the Grand Ole Opry House in Nashville, and this year's show will also feature live entertainment segments from the Ziegfeld Theatre in Las Vegas. Mickey Gilley and Bill Anderson will cohost in Nashville with comedian-impressionist Fred Travalena hosting in Las Vegas.

NASHVILLE IN MOTION

New Producers Move In

By Katy Bee

CBS VP/A&R Larry Hamby reports that Epic's Exile will switch from original producer Buddy Killen to team up with Bruce Hornsby's hot pop producer Elliott Scheiner for their next album. Another producer switch: Billy Sherrill takes over the controls for Gene Watson.

The Bellamy Brothers are officially off Curb Records. This ties them directly to the MCA label, where they are currently working on new material due out in May. RCA has added a few new names to its roster: famed Cajun performer Jo-Ei Sonnier (Son-

yeah), singer/songwriter Gary Chapman, and a new songwriting duo from MTM Music, Radney Foster and Bill Lloyd.

CMTV has added three people to its staff. Seth Davis as GM, Nan Olsen as Director/Per Inquiry Advertising, and Melissa Stephens as Controller.

Go West Presents is a new concert promotion company in Nashville specializing in local shows with a 300-2400 seating capacity. Founder Steve West says they can be reached at (615) 256-6151; P.O. Box 24545, Nashville, TN 37202. Jingle outfit Hummingbird Produc-

tions has opened an additional office in Chicago headed by founder Bob Farnsworth.

They went thataway though still located in the Warner Bros. building (1815 Division Street, 3rd floor), the Nashville Entertainment Association has a new mailing address: P.O. Box 121948, Nashville, TN 37212.

Independent record promoter Beau James has relocated his office from Hendersonville to Music Row. Catch him at 2 Music Circle South, Nashville, TN 37203; (615) 256-6947.

WHO'S NEW

Revvng Up With Highway 101

West Coast-based Highway 101 has been gathering speed. The four members of the group bring years of experience to the Warner Bros. band, and Nashville producer Paul Worley has spent months in the studio honing their talents.

Lead vocalist Paulette Carlson has logged years of playing in country bands and fronting her own act. She had three previous singles released on RCA in the early '80s, and placed songs with Tammy Wynette and Gail Davies as a staff writer for Silverline-Goldline Music.

Cactus Moser sits behind the drum set, and has played in bands for most of his life, including gigs with Johnny Rivers, Chris Hillman, and Bernie Leadon.

Bassist Curtis Stone is the son of "Hometown Jamboree" host Cliffie Stone. He remembers sitting around with the likes of Tennessee Ernie Ford and Dorsey Burnett as a child.

As a staff writer at MCA Music, he had material cut by Crystal Gayle and Juice Newton.

Guitarist and vocalist Jack Daniels has played on many L.A. sessions. He played with Burton Cummings of Guess Who and has, like some of the others, developed a film career; he's made appearances in "The Jazz Singer" and "One From The Heart." Cactus and Jack can be seen in the recent Rodney Dangerfield movie "Back To School."

"The Bed You Made For Me" is the group's second single, following the debut, "Some Find Love," from late last year. Highway 101 is managed by Chuck Morris.

Who's New is a recurring Nashville This Week feature spotlighting artists making their debut in R&R's Country New & Active section.



GATHER 'ROUND — Complete Records has expanded its roster with three acts. Gathered 'round the big table after a reception in their honor are (back, l-r) members of the six-man country rock band Razorback (from Arkansas, of course): Roland Stephens, Larry Bedell, George Hughen, Bill White, Lacy Schaffer, and Tom Ware; in front (l-r) are label President Charles Fach, country/pop singer Robb Corless from Los Angeles, South Carolina's traditionalist Ernie Cash, and Charlie Ammerman of Manners Management.

CONTEMPORARY CHRISTIAN

New Music And New Clothes

By Brad Burkhardt



Brad Burkhardt

An Industry Parable: After years of growth, there always comes a time when clothes no longer must be bought two sizes too large and attention can finally be given to precision tailoring and overall appearance.

While optimistic by nature, A&R and marketing directors went out of their way in recent phone conversations to express a renewed urgency in the belief that 1987 is the year of "precision tailoring." With a few notable exceptions, label excitement centers around follow-up projects from Contemporary Christian veterans, rather than never-heard-before first-timers. The expressed hope is that the rapid artistic growth felt over the past few years is slowing enough to give more attention to content, in the sense of artistic identity and musical integrity, with less emphasis placed on the always evolving — and often consuming — experimentation with technical form.

Word Records

From its L.A. and Nashville offices and Waco headquarters, the word from Word is that '87 will be an exciting year. The Myrrh label is finally moments away from releasing Dave Perkins' self-produced debut LP "The Innocence." The album's completion was slowed as Perkins rapidly established his production credentials on recent releases from Randy Stonehill, Rick Cua, Servant, and the current Steve Taylor project.

In the next few months, Myrrh has planned releases from three of its most prominent male vocalists: Russ Taff, David Meece, and Mylon LeFevre. Production on Taff's third album begins this month, with tracks being cut in L.A. and vocals and overdubs planned in London. The trio of Jack Joseph Puig, Lynn Nichols, and Taff will handle production, and release is slated for late spring. David Meece is currently wrapping up work on his eighth album for an April release. Five of ten tunes are being produced by Gino Vanelli. Veteran rocker Mylon LeFevre's new album, as of yet untitled, is also slated for spring.

Leslie Phillips' fourth Myrrh album is currently being mixed and is scheduled for a mid-spring release. The project, reported to be Phillips' most honest and heartfelt, is being produced by rock/folk legend T-Bone Burnett. Come fall, watch for new Myrrh releases from Sheila Walsh, Kim Boyce, Bash-N-The Code, and Greg Volz. Heavy emphasis is still being given to the late 1986 projects from Itauddy Stonehill, The Choir, and The Imperials.

New Signings

Word's Nashville DaySpring label reports no new signings, but plenty of new music. Houston's Wayne Watson has completed tracks on his fourth album, "WaterColor Ponies," slated for an April release. DaySpring rocker Kenny Marks is currently in the

studio with producer Bubba Smith, working on his fourth album. For something different, DaySpring will soon release a collection of its most popular radio material, titled "The Singles," available only on compact disc. Paul Smith's second solo album is due in June and come early autumn expect new projects from Cynthia Clawson and the group First Call.

The Word label recently signed former Imperials member Jim Murray and plans to ship his debut album within the next few days. While "Christians Arise" will be Murray's 33rd album, it will be his first as a solo artist. March will mark the Word debut of Wintley Phipps, and fall should bring a new album from Evie and a Sandi Patti children's project.

the National Philharmonic. Sparrow plans a simultaneous album, cassette, and CD release on the Card project. In March Sparrow plans to release new albums from veterans Terry Talbot and Scott Wesley Brown. The aforementioned Steve Taylor project is his fourth album due in the second quarter. Look for new fall releases from heavyweights Steve Green, White Heart, and Deniece Williams.

Coming Up on Benson

In February the Benson Company releases the debut album from recently signed Laura Compton. Reported to be in the AC/inspirational style, the LP has elicited strong label expectations. Benson's most anticipated spring release comes from Lamb & Lion's Debby Boone. The March release, with the working title "Friends For Life," is being co-produced by Michael Omartian and Dan Posthuma.

"Welcome Back Home," is reported to be a return to the trio's musical roots. Francisco is slated for April, and McClendon's first label effort, "Count It All Joy," will be shipped in March. February should see the release of all-female band the Heartbeats, with their debut "Only A Heartbeat Away." The group's first single, "Everlasting Love," is being thoughtfully released on Valentine's Day. Another new signing is the African group Friends First. The "We See A New Africa" LP is reported to be African in musical tone and texture, and lyrically centered on celebration in Christ and reconciliation in Africa.

On the calendar for April is Twila Paris's "Same Girl" LP, once again the producer is Jonathan David Brown. Come late summer and fall, Star Song plans to release new projects from Petra, the Farrells, and Morgan Cryar.

Reunion Plans

Reunion Records has recently announced the signing of two new artists, Renee Garcia and Michael Peace. Garcia, who has toured extensively as a backup vocalist for Amy Grant, is scheduled for a June release. The project is reportedly taking an upbeat pop approach. Peace's May album is titled "Rock It Right" and will be targeted toward a younger audience with its rap message. In February highly-rated writer Rich Mullins will release his second album, "Pictures In The Sky." In early summer look for "Prism Yellow," the second LP from the Prism duo. A double live album is planned for Michael W. Smith in July, and in the fall keep an eye out for new LPs from Billy Sprague and elim Hall, and a "Best Of" Kathy Troccoli package.

Frontline, Home Sweet Home, Light, Live Oak, Maranatha!

Frontline Records' Southern California offices are buzzing about the debut of Mad At The World. The band's self-titled album is said to have a rock-dance orientation with straight-ahead lyrics. Al-



MAKE A JOYFUL NOISE — Backstage at a recent concert, Deniece Williams (r) was joined by Sandi Patti (l) to celebrate their recent duet "They Say."

Eye On Sparrow

Sparrow Records has recently announced three new signings that it hopes will play prominent roles in Contemporary Christian music. The first is BeBe & CeCe Winans. The March release, appropriately titled "BeBe & CeCe Winans," is produced by Keith Thomas and features Urban Contemporary duets and solos from the talented brother and sister team. Newly signed Leon Patillo will make his Sparrow debut in late spring. Tracks have been cut for the yet untitled project and tunes are reported to be lyrically straightforward and musically "classic Leon." The third new Sparrow artist is Margaret Becker. Originally from Long Island, Becker is being produced by White Heart's Billy Smiley; a spring release is slated.

Several significant albums from late 1986 are also wrapping around from an airplay and sales standpoint, notably the recently Grammy-nominated Deniece Williams and Steve Green LPs. In February Michael Card releases "The Final Word," which completes his trilogy of the life of Christ. Produced by Norbert Putnam, the album was recorded digitally in London with

the album is said to focus lyrically on issues closer to home than Boone's last work, including songs specifically based on her family, close relationships, and praise and worship.

The Washington, DC-based group Glad will release its sixth album in early 1987. Geoff Moore's new album, produced by Billy Smiley, includes a heartrending version of the 15-year-old Randy Mattheu classic, "Didn't He." The classics apparently continue as Larry Norman returns to Contemporary Christian music with a March (we'll-believe-it-when-we-hear-it) release. The rest of Benson's year, looks as busy as the first half, with late spring releases from Phil Driscoll, Stryper, and former America member Dan Peek, and fall projects from Carman (live) and DeGarmo & Key.

Star Song Signings

The past few months have been very active for Houston-based Star Song. In addition to signing its new distribution agreement with Sparrow, Star Song has been inking new artists. Three are planning first quarter releases: the Bill Gaither Trio, Don Francisco, and Debbie McClendon. The Gaither project,

though Idle Cure's first LP was released in November, it's still receiving fresh attention in 1987, with "Take It" continuing to pick up airplay momentum. This spring watch for a debut solo release from 17-year-old Crystal Lewis, known for her work in the group Wild Blue Yonder; Terry Taylor's "A Briefing For The Ascent," and "Detonation," a second helping of metal from Bloodgood.

In February watch for Tammy Gunden's first Home Sweet Home release. The album, produced by Jake Pittman, is said to fall in the CHR/AC mainstream. The label also plans to release new albums from Steve Archer, Chris Christian (tentatively titled "Higher Ways"), Glen Allen Green, and the Archers in mid to late spring. HSH continues to push the late '86 debut LP from Luke Garrett and is planning a follow-up during the fourth quarter.

January saw the debut album from Light Records' New Jersey Mass Choir, "Look Up And Live." The group Commissioned has a May release planned, and Rob Frazier and the Allies are looking at July dates.

Live Oak Records has tentatively slated summer release dates for new LPs from Second Chapter Of Acts and Anne Herring. Maranatha! is issuing an all-instrumental Phil Keaggy album as part of its "Colours" series in February.

Will this year's spring and fall fashions be stunning or boring? Will 1987 bring greater refinement and definition to Contemporary Christian music or will oversized clothes stay the norm? Only our ears can help sew the appropriate label into this year's musical fashions.



A MODEL ACT — Myrrh recording artists the Imperials put the finishing touches on their newest release "This Year's Model." In the studio are (l-r) Imperial Jimmy Lee, executive producer Lynn Nichols, Imperial Armond Morales, and producer Brown Bannister; seated is engineer Nick Froome.

MARKETPLACE

AIRCHECKS

Audio And Video Airchecks!

Current Issue #82 features WAVA/Don Geronimo & Mike O'Meara, WBSB/Brian & O'Brien, Cleveland's new CHR WNCX/Denny Sanders, Louisville CHRs WDJX & WLRS, KIIS/Rick Dees, KPWR/Jay Thomas & KFI/Gary Owens. 90-min. cassette, \$5.50.

Current Issue #81 features WNBC/Don Imus, LA's new classic rock KLSX, WEZB/Cajun Ken Cooper, KRLA/Charlie Tuna, Sacramento CHRs KROY/Pat Riley, KSFH/FM 102 Zoo, KWOD/Masters & Johnson, Boston CHRs WXKS/Dale Dorman & WZOU/Foxa & Christian, plus Spokane's CHR giant KZZU. 90-min. cassette, \$5.50. Special Issue #5-96 features CHICAGO AM DRIVE Part 2, with AC's WCLR & WFYR/Jeff & Jer, AOR WXRT, Oldies WJMK & Urbans WOCI & WBHJX. Cassette, \$5.50.

Special Issue #5-97 features DETROIT! CHRs WCZY/Dick Purtan & WHYT, AORs WRIF & WLLZ, Oldies KCLW-FM, AC's WNIC, WOMC, WLTJ, WDTX, WMJC & WJR, plus Urban WJLB. 90-min. cassette, \$5.50.

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Classic Issue #C-75 features Will/Dick Drury-1962, WIFE/Jack Armstrong - 1977, WLS/Taryn Luick - 1968, KCBQ/Ron Thompson - 1969, KHJ/Bobby Ocean - Matchinggun Kelly - 1975, KHJ/Charlie Van Dyke - 1977, plus more! Cassette, \$10.50.

VIDEO #9 features LA's KFI/Gary Owens, KFI/Mark Taylor, soft AOR KNX-FM/Pete Harmon, KRLA/Charlie Tuna, San Diego's KLZZ/John Forsythe, Sacramento CHRs KSFH/FM 102 Zoo & KWOD/Tom Chase. 2 incredible hours on VHS or BETA, specially priced at only \$25.00 for 2 more weeks.

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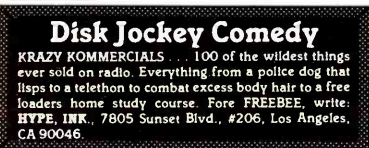
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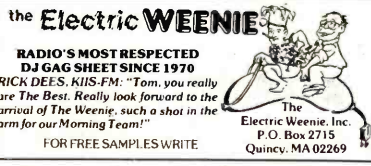
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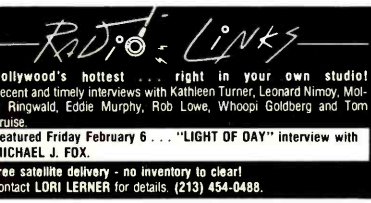
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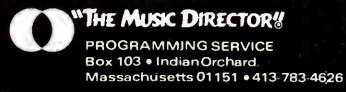
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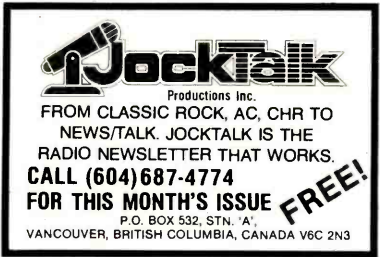
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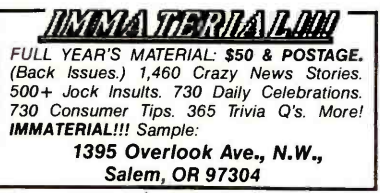


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T. GRAHAM BROWN "Don't Go To Strangers"
REBA McENTIRE "Let The Music Lift You Up"
M.M. MURPHEY & H. DUNN "A Face In The Crowd"
MICHAEL JOHNSON "The Moon Is Still Over Her Shoulder"

Century 21

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KOOL & THE GANG "Stone Love"
MIKI HOWARD "Come Share My Love"
STARSHIP "Nothing's Gonna Stop Us Now"

Super-Country

DON WILLIAMS "Senorita"
KATHY MATTEA "You're The Power"
TOM WOPAT "The Rock And Roll Of Love"
REBA McENTIRE "Let The Music Lift You Up"
BILLY VERA & THE BEATERS "At This Moment"
M.M. MURPHEY & H. DUNN "A Face In The Crowd"
O'KANES "Can't Stop My Heart From Lovin' You"
MICHAEL JOHNSON "The Moon Is Still Over Her Shoulder"

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CHR

DARYL HALL "Someone Like You"
GENESIS "Tonight, Tonight, Tonight"
TINA TURNER "What You Get Is What You See"

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JUDDS "Don't Be Cruel"
DON WILLIAMS "Senorita"
MEL MCDANIEL "Oh What A Night"
GIRLS NEXT DOOR "Walk Me In The Rain"
O'KANES "Can't Stop My Heart From Lovin' You"
M.M. MURPHEY & H. DUNN "A Face In The Crowd"

AC

KOOL & THE GANG "Stone Love"
DON JOHNSON "Voice On The Hotline"
CROWDED HOUSE "Don't Dream It's Over"
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PETER GABRIEL "Big Time"
BRUCE SPRINGSTEEN "Fire"
CINDERELLA "Nobody's Fool"
DEAD OR ALIVE "Brand New Lover"
REO SPEEDWAGON "That Ain't Love"
STARSHIP "Nothing's Gonna Stop Us Now"

Contempo 300

KOOL & THE GANG "Stone Love"
STARSHIP "Nothing's Gonna Stop Us Now"
POINTER SISTERS "All I Know Is The Way I Feel"

Great American Country

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HIGHWAY 101 "The Bed You Made For Me"

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MIKI HOWARD "Come Share My Love"

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K.T. OSLIN "Wall Of Tears"
RICKY VAN SHELTON "Wild Eyed Dream"
T. GRAHAM BROWN "Don't Go To Strangers"

MEDIA GENERAL CONTINUED

TOMMY ROE "Let's Be Fools Like That Again"
MICHAEL JOHNSON "The Moon Is Still Over Her Shoulder"

Hit Rock

WANG CHUNG "Let's Go"
BILLY IDOL "Don't Need A Gun"
CROWDED HOUSE "Don't Dream It's Over"
STARSHIP "Nothing's Gonna Stop Us Now"

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REBA McENTIRE "Let The Music Lift You"
O'KANES "Can't Stop My Heart From Lovin' You"

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KENNY ROGERS "Twenty Years Ago"
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PETER CETERA "Big Mistake"
REO SPEEDWAGON "That Ain't Love"
STARSHIP "Nothin's Gonna Stop Us Now"

AC

MADONNA "Open Your Heart"
LUTHER VANDROSS "Stop To Love"
JANET JACKSON "Let's Wait Awhile"

Country

LACY J. DALTON "This Ol' Town"
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HIGHWAY 101 "The Bed You Made For Me"
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Soft Contemporary

GLASS TIGER "Someday"
KANAS "All I Wanted"
ARETHA FRANKLIN "Jimmy Lee"

Sound 10

KOOL & THE GANG "Stone Love"
STARSHIP "Nothing's Gonna Stop Us Now"
POINTER SISTERS "All I Know Is The Way I Feel"

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The Starstation

JETS "You Got It All"
BRUCE HORNSBY & THE RANGE "Mandolin Rain"

Country Coast-To-Coast

ED BRUCE "Quietly Crazy"
GEORGE JONES "The Right Left Hand"
WAYLON JENNINGS "Rose In Paradise"
T. GRAHAM BROWN "Don't Go To Strangers"
BELLAMY BROTHERS "Kids Of The Baby Boom"

Rock 'N' Hits

OMD "We Love You"
BRUCE SPRINGSTEEN "Fire"
LOU GRAMM "Midnight Blue"
PETER CETERA "Big Mistake"
WORLD PARTY "Ship Of Fools"
"TIL TUESDAY "Coming Up Close"
JULIAN COPE "World Shut Your Mouth"
GENESIS "Tonight, Tonight, Tonight"
STARSHIP "Nothing's Gonna Stop Us Now"
CROWDED HOUSE "Don't Dream It's Over"

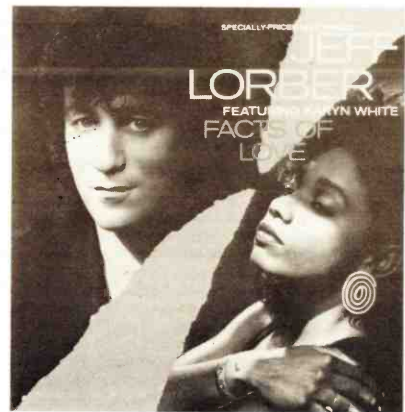
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TOTO "Without Your Love"
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RADIO & RECORDS NATIONAL AIRPLAY

COUNTRY

TOP 50

From Two Last
Weeks Weeks Weeks

10	7	5	1	EARL THOMAS CONLEY /I Can't Win For Losin' You (RCA)
11	8	6	2	LEE GREENWOOD /Mornin' Ride (MCA)
13	10	7	3	EDDY RAVEN /Right Hand Man (RCA)
6	4	3	4	TANYA TUCKER /I'll Come Back As Another Woman (Capitol)
4	2	1	5	CRYSTAL GAYLE /Straight To The Heart (WB)
17	12	8	6	RANDY TRAVIS /No Place Like Home (WB)
9	5	4	7	HITTY GRITTY DIRT BAND /Fire In The Sky (WB)
19	15	11	8	SKO /Baby's Got A New Baby (MTM)
3	1	2	9	RONNIE MILSAP /How Do I Turn You On (RCA)
24	17	13	10	RESTLESS HEART /I'll Still Be Loving You (RCA)
16	14	12	11	KEITH WHITLEY /Homecoming '63 (RCA)
22	18	14	12	SWEETHEARTS OF THE ROODEO /Midnight Girl/Sunset Town (Columbia)
27	20	17	13	STEVE WARINER /Small Town Girl (MCA)
25	19	15	14	JUICE NEWTON /What Can I Do With My Heart (RCA)
29	21	16	15	KENNY ROGERS /Twenty Years Ago (RCA)
32	25	21	16	GATLIN BROTHERS /Talkin' To The Moon (Columbia)
26	23	20	17	STATLER BROTHERS /Forever (Mercury/PG)
40	31	26	18	GEORGE STRAIT /Ocean Front Property (MCA)
—	34	24	19	ALABAMA /"You've Got" The Touch (RCA)
31	26	23	20	JOHN SCHNEIDER /Take The Long Way Home (MCA)
36	30	27	21	MARIE OSMONO /Only Wanted You (Capitol/Curb)
1	3	10	22	GARY MORRIS /Leave Me Lonely (WB)
—	39	28	23	BELLAMY BROTHERS /Kids Of The Baby Boom (MCA/Curb)
47	40	33	24	HIGHWAY 101 /The Bed You Made For Me (WB)
41	37	32	25	ANNE MURRAY /On And On (Capitol)
2	9	18	26	DAN SEALS /You Still Move Me (EMI America)
45	38	31	27	TOM WOPAT /Rock And Roll Of Love (EMI America)
8	6	9	28	EDDIE RABBIT /Gotta Have You (RCA)
46	41	35	29	GEORGE JONES /The Right Left Hand (Epic)
5	11	22	30	T.G. SHEPPARD /Half Past Forever (Columbia)
BREAKER 31 WAYLON JENNINGS /Rose In Paradise (MCA)				
BREAKER 32 T. GRAHAM BROWN /Don't Go To Strangers (Capitol)				
49	45	37	33	RICKY VAN SHELTON /Wild-Eyed Dream (Columbia)
29	27	25	34	WILLIE NELSON /Partners After All (Columbia)
BREAKER 35 SAWYER BROWN /Gypsies On Parade (Capitol/Curb)				
48	44	40	36	RONNIE McDOWELL /Lovin' That Crazy Feelin' (MCA/Curb)
50	43	39	37	LACY J. DALTON /This Ol' Town (Columbia)
15	13	19	38	LYLE LOVETTE /Cowboy Man (MCA/Curb)
DEBUT	49	45	39	REBA McENTIRE /Let The Music Lift You Up (MCA)
DEBUT	—	—	40	MICHAEL MARTIN MURPHEY & HOLLY DUNN /A Face In The Crowd (WB)
—	—	—	41	MICHAEL JOHNSON /The Moon Is Still Over Her Shoulder (RCA)
7	16	29	42	CONWAY TWITTY /Fallin' For You For Years (WB)
38	35	34	43	ED BRUCE /Quietly Crazy (RCA)
—	—	—	44	TOMMY DOE /Let's Be Fooles Like That Again (Mercury/PG)
DEBUT	49	45	45	DON WILLIAMS /Senorita (Capitol)
DEBUT	49	45	46	KATHY MATTEA /You're The Power (Mercury/PG)
DEBUT	—	—	47	K.T. OSLIN /Wall Of Tears (RCA)
—	—	—	48	LYNN ANDERSON /Didn't We Shine (Mercury/PG)
DEBUT	49	45	49	NANCI GRIFFITH /Lone Star State Of Mind (MCA)
14	24	30	50	JOHN CONLEE /The Carpenter (Columbia)

JANUARY 30, 1987

Total Report/Adds	Heavy	Medium	Light
164/1	137	27	0
162/0	137	23	2
160/0	125	33	2
152/1	123	25	4
154/0	115	30	9
157/2	110	41	6
156/0	112	36	8
162/1	98	61	3
143/0	100	33	10
160/2	73	81	6
144/1	80	46	18
157/3	76	72	9
161/3	59	96	6
161/1	51	101	9
161/1	52	100	9
160/1	33	105	22
145/3	60	72	13
157/10	26	103	28
160/10	15	115	30
154/5	26	108	20
152/8	18	104	30
112/0	63	29	20
158/18	7	105	46
137/16	10	72	55
131/14	3	80	48
86/1	36	31	19
131/11	7	81	43
92/1	33	39	20
124/13	9	70	45
85/0	36	25	24
129/43	2	49	78
126/38	2	43	81
113/21	5	55	53
95/0	10	63	22
108/15	1	50	57
93/10	7	51	35
85/5	8	49	28
73/0	19	29	25
93/54	2	23	68
97/59	1	17	79
93/29	1	27	65
46/0	13	19	14
58/0	10	33	15
66/10	1	27	38
61/44	0	12	49
67/34	0	13	54
64/19	0	21	43
59/8	3	26	30
66/17	0	18	48
36/0	9	15	12

MOST ADDED

- MICHAEL M. MURPHEY & HOLLY DUNN** (59)
REBA McENTIRE (54)
DON WILLIAMS (44)
WAYLON JENNINGS (43)
T. GRAHAM BROWN (38)
JUDDS (37)
KATHY MATTEA (34)
O'KANES (34)
GIRLS NEXT DOOR (33)
MICHAEL JOHNSON (29)

HOTTEST

- EARL THOMAS CONLEY** (73)
CRYSTAL GAYLE (63)
HITTY GRITTY DIRT BAND (51)
LEE GREENWOOD (49)
RONNIE MILSAP (48)
RANDY TRAVIS (47)
TANYA TUCKER (45)
EDDY RAVEN (33)
SKO (32)
GARY MORRIS (30)

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

WAYLON JENNINGS
 Rose In Paradise (MCA)

On 79% of reporting stations. Rotations: Heavy 2, Medium 49, Light 78, Total Adds 43 including WCAO, WPOC, WBOS, WTCR, WNYR, WYAY, WVMI, WZZK, WXBQ, WEZL, WONE, KCJB, WLLR, KIOV, WTHI, KYAK, KKAL, KFMS, KNEW, KSOP. Moves 38-31 on the Country chart.

T. GRAHAM BROWN
 Don't Go To Strangers (Capitol)

On 77% of reporting stations. Rotations: Heavy 2, Medium 43, Light 81, Total Adds 38 including WGNA, WVAM, WCAO, WILQ, WORC, WXBQ, WCOS, WBHP, KSSN, WKSJ, WGAR-FM, KJJY, KWMT, WLLR, WIL, KFMS, KZLA, KOLO, KKAT, KSOP. Moves 41-32 on the Country chart.

SAWYER BROWN
 Gypsies On Parade (Capitol/Curb)

On 66% of reporting stations. Rotations: Heavy 1, Medium 50, Light 57, Total Adds 15, including WVAM, WORC, KYKR, WCOS, KKIX, WESC, WYVD, WMIL, WLLR, KRWO, KFMS, KWJJ, KCKC, KPMS, KJIM. Moves 42-35 on the Country chart.

Be Seen and Heard at the 1987 Country Radio Seminar

To Provide the Seminar with a Cross Section of Country Radio's Marketing Efforts, WE NEED YOUR INPUT. Send the Following:

• VIDEO SPOTS

Send 1/2" video tapes, labeled with call letters-city-state and name of campaign. Rush to: Ms. Erica Farber, The Interep Companies, 100 Park Ave., New York, NY 10017

• AIRCHECKS

90 second aircheck, plus 60 second produced promo, or 2 minute aircheck, plus 30 second produced promo. Tapes should begin with legal I.D. Rush only on reel-to-reel at 7 1/2 speed to: Barry Marid, WWWV-FM, 2930 E. Jefferson Ave., Detroit, MI 48207.

• PRINTED MATTER/PROMOTIONAL MATERIALS

Send to: Frank Mull, Mull-T-His Promotions, 50 Music Square West, #604, Nashville, TN 37203.



RADIO & RECORDS NATIONAL AIRPLAY

COUNTRY

NEW & ACTIVE

MICHAEL MARTIN MURPHEY & HOLLY DUNN "A Face In The Crowd" (WB) 97/59
Rotations: Heavy 1, Medium 17, Light 79. Total Adds 59 including WCAO, WBOS, WAJR, WLX, WVVV, KASE, WZZK, WRNS, WBHP, KSSN, WOYK, KJNE, WUBE, WMIL, WMUS, KXXY, KYGO, KLZ, KCCY, KKAAT, KMPS, KGA. Debuts at number 40 on the Country chart.

REBA McENTIRE "Let The Music Lih You Up" (MCA) 93/54
Rotations: Heavy 2, Medium 23, Light 68. Total Adds 54 including WBOS, WYRK, WRKZ, WEZL, WLWK, WUSY, KHEY, KIKK, WGGK, WKSJ, KBUC, KJNE, KPF, WMUS, KVOD, KLZ, KCCY, KKAAT, KMPS, KGA. Debuts at number 39 on the Country chart.

MICHAEL JOHNSON "The Moon Is Shii Over Her Shoulder" (RCA) 93/29
Rotations: Heavy 1, Medium 27, Light 65. Total Adds 29 including WCAO, WQBE, WHN, WVVV, WILQ, WORC, WBXQ, KSSN, WWKA, WOYK, WMNI, WYNG, WDAF, KTRP, WTCM, KFDI, KLZ, KNAX, KSOP, KMPS. Moves 48-41 on the Country chart.

KATHY MATTEA "You're The Power" (Mercury/PolyGram) 67/34
Rotations: Heavy 0, Medium 13, Light 54. Total Adds 34 including WQKQ, WTCR, WDSY, KEAN, WEZL, WRNS, WAMZ, WCMS, KKYX, WUSQ, WKQD, WAXX, WBOS, KTTS, KTRP, KUYU, KRWD, KTOU, KSN. Debuts at number 46 on the Country chart.

NANCI GRIFFITH "Lone Star State Of Mind" (MCA) 66/17
Rotations: Heavy 0, Medium 17, Light 43. Total Adds 17. WGN, WCAO, KRRV, KMML, WDGE, KSSN, WCMS, WSLR, KWMT, WGEE, KCJB, WTHI, KVAL, KUGN, KNAX, KRWD, KALF. Debuts at number 49 on the Country chart.

TOMMY ROE "Let's Be Fools Like That Again" (Mercury/PolyGram) 66/10
Rotations: Heavy 1, Medium 27, Light 38. Total Adds 10, WAJR, WMNI, WXBQ, WUSQ, WMNI, KCJB, KFRE, KNAX, KFMS, KALF. Medium: WCAO, WTVY, KIKK, WLWI, KRMD, WOYK, KJNE, WONE, KCCY, KOLO. Moves 49-44 on the Country chart.

K.T. OSLIN "Wall Of Tears" (RCA) 64/19
Rotations: Heavy 0, Medium 21, Light 43. Total Adds 19. WCAO, WAJR, KRRV, WYNK, KHEY, KSSN, WUSQ, KSO, WYNG, KWMT, WTCM, KFDI, KIK-FM, KUYU, KNAX, KRWD, KDL, KFMS, KALF. Debuts at number 47 on the Country chart.

DDN WILLIAMS "Senorita" (Capitol) 61/44
Rotations: Heavy 0, Medium 12, Light 49. Total Adds 44 including WCAO, WPOR, WVVV, WYKR, KIKK, WCMS, WWKA, WYWD, WDAF, KXXY, KTRP, KVOD, KUZZ, KLZ, KRAK, KTOU, KSN, KIM. Debuts at number 45 on the Country chart.

LYNN ANDERSON "Didn't We Shine" (Mercury/PolyGram) 59/8
Rotations: Heavy 3, Medium 26, Light 30. Total Adds 8. WYAM, WESC, WBHP, WAMZ, WTOS, KRAK, KSOP, KIIM. Heavy: KXXY, KBMR, WTCM. Medium: KEAN, WCMS, WKCO, KTTS, KUGN, KOIL, KALF, KOLO, KTOU. Moves 50-48 on the Country chart.

SHOOTERS "They Only Come Out At Night" (Epic) 57/23
Rotations: Heavy 0, Medium 13, Light 44. Total Adds 23. WCAO, WQBE, WPOR, WCVR, KEAN, KRRV, KYKR, WRNS, WDXE, WKSJ, KCJB, WLWR, KTRP, WTCM, KVOD, KIK-FM, KVAL, KUZZ, KFRE, KNAX, KRWD, KCCY, KSN.

ATLANTA "We Always Agree On Love" (Southern Tracks) 21/1
Rotations: Heavy 0, Medium 4, Light 17. Total Adds 1. WYNG. Medium: WTVY, KTTS, KFDI, KALF. Light: WVAM, WTCR, WAJR, WPOR, WYR, WYAY, KSO, KRKT, KRWO.

MEL McDANIEL "Oh What A Night" (Capitol) 20/13
Rotations: Heavy 0, Medium 2, Light 18. Total Adds 13. WCVR, WVAM, KRRV, KKYX, KFGO, WGEE, KTTS, KTRP, WTCM, KVOD, KFDI, KRST, KTOU.

BILLY SWAN "I'm Gonna Get You" (Mercury/PolyGram) 20/4
Rotations: Heavy 0, Medium 4, Light 16. Total Adds 4. WAXX, KFDI, KKCS, KSOP. Medium: WTCM, KRKT, KALF, KTOU. Light: WORC, KMML, KUZZ, KVOC.

DENNIS ROBBINS "Long Gone Lonesome Blues" (MCA) 20/4
Rotations: Heavy 0, Medium 7, Light 13. Total Adds 4. WCAO, WCMS, WONE, KIK-FM. Medium: WTVY, KBMR, KTTS, KRKT, KFRE, KOLO, KSOP.

SOUTHERN REIGN "15 To 33" (Regal) 20/2
Rotations: Heavy 0, Medium 4, Light 16. Total Adds 2. WVVV, WTVY. Medium: KIKK, KSO, KOLO, KTOU. Light: WVAM, WYOU, WIXY, WYII, WLWI, WCMS, KFGO, KWMT, KXXY, KOIL.

JIMMY MURPHY "Keep The Faith" (Encore) 18/3
Rotations: Heavy 0, Medium 6, Light 12. Total Adds 3. KKYX, KTTS, KSOP. Medium: WLWI, KSO, WOW, KFDI, KRKT, KTOU. Light: WCAO, WVVV, KJNE, WAXX, KVOC.

STEVE EARLE "Goodbye's All We've Got Left" (MCA) 17/16
Rotations: Heavy 0, Medium 1, Light 16. Total Adds 16. WCVR, WYR, WVVV, KMML, KYKR, WUSY, WWKA, WMNI, KXXY, WTCM, KUZZ, KGH, KKCS, KTOU, KCKC.

RAY CHARLES "A Little Bit Of Heaven" (Columbia) 17/1
Rotations: Heavy 0, Medium 6, Light 11. Total Adds 1. KTTS. Medium: WQKQ, WCVR, KKYX, WOW, KRKT, KIGO. Light: WTSV, WEZL, WLWI, KVOD, KFDI.

RICKY SKAGGS "I Wonder If I Care As Much" (Epic) 16/15
Rotations: Heavy 0, Medium 4, Light 12. Total Adds 15. WYOU, WTSV, WYR, WIXY, KEAN, KMML, KXIX, WYWD, KKYX, KXXY, WTCM, KUZZ, KUZZ, KOIL, KTOU. Light: WDXE.

BAMA BAND "Suddenly Single" (Compaet/PolyGram) 13/1
Rotations: Heavy 0, Medium 5, Light 8. Total Adds 1. KVOD. Medium: WCVR, WTVY, WAMZ, WOKK, WLWI, KXXY. Light: KKYX, KFGO, KTTS, KFDI, KFRE.

LIZ BOARDO "There's Shii Enough Of Us" (Master) 12/2
Rotations: Heavy 0, Medium 1, Light 11. Total Adds 2. WCAO, KVOD. Medium: KSOP. Light: WVAM, WYOU, WCVR, WIXY, WYII, KXXY, KJNE, KFGO, KTTS.

CHERYL HANDY "One Of The Boys" (RCM) 11/3
Rotations: Heavy 0, Medium 3, Light 8. Total Adds 3. WCAO, KTTS, KKCS. Medium: WCVR, WOYK, KIGO. Light: WRNS, WTVY, WLWI, WAXX, KFGO.

BOBBY BOROCHERS "It Was Love, What It Was" (Longhorn) 8/2
Rotations: Heavy 0, Medium 1, Light 7. Total Adds 2. KFGO, KTTS. Medium: KKYX. Light: WCVR, WYII, WOKK, KSO, WAXX.

SIGNIFICANT ACTION

O'KANE'S "Can't Stop My Heart From Lovin' You" (Columbia) 47/34
Rotations: Heavy 0, Medium 8, Light 39. Total Adds 34 including WQBE, WVVV, WUSY, KIKK, WPAP, KBUC, WOYK, KJNE, WBOS, KRKT, KUYU, KFRE, KWJJ, KOLO, KTOU, KRPM, KIM.

GENE STROMAN "Goodbye Song" (Capitol) 46/10
Rotations: Heavy 1, Medium 16, Light 29. Total Adds 10. WCAO, KMML, KSSN, WKQD, WTHI, KTRP, KVOD, KRST, KRAL, KGO. Heavy: KKYX. Medium: KPLX, KKYX, KTTS, KFDI, KDL, KTOU, KSOP.

BILLY VERA & THE BEATERS "At This Moment" (Rhino) 43/16
Rotations: Heavy 1, Medium 11, Light 31. Total Adds 16. WGN, WBOS, WLWK, WUSY, WTVY, KHEY, WESC, KSSN, KLML, WPAP, WQDR, WGARM, WTOS, KIOV, KCCY, KKAAT. Heavy: KRMD. Medium: KPLX, WGGK, WUBE.

GIRLS NEXT DOOR "Walk Me In The Rain" (MTM) 39/33
Rotations: Heavy 0, Medium 6, Light 33. Total Adds 33 including WCAO, WPOR, WVVV, KEAN, KRRV, WCOS, KSSN, WCMS, KJNE, WAXX, WCL, WYUO, WTCM, KVOD, KFDI, KRKT, KCCY, KTOU.

JUDDS "Don't Be Cruel" (RCA Curb) 37/37
Rotations: Heavy 3, Medium 8, Light 26. Total Adds 37 including WYRK, WYR, WVVA, KEAN, WLWK, WAMZ, WWKA, WQDR, WGARM, WDAF, WMIL, KUZZ, KYGO, KNAX, KWJJ, KOLO, KMPS, KRPM.

LISA CHILDRESS "It's Goodbye & So Long To You" (AMI) 32/4
Rotations: Heavy 1, Medium 11, Light 20. Total Adds 10, WYUO, WCVR, KASE, WTVY, WZL, WCMS, WPAP, WWJ, KFDI, KRKT, KSOP. Light: WVVV, KKYX, WKQD, WOW, KTTS.

ADAM BAKER "You've Got The Right" (Arista) 24/10
Rotations: Heavy 0, Medium 0, Light 24. Total Adds 10, WYUO, WCVR, KASE, WTVY, WZL, WCMS, WPAP, WWJ, KFDI, KRKT, KSOP. Light: KKYX, KJNE, KXXY, WOW, KRKT, KUYU, KALF.

BILLY JOE ROYAL "Old Bridges Burn Slow" (Atlantic America) 22/18
Rotations: Heavy 0, Medium 5, Light 17. Total Adds 18, KMML, KASE, WUSY, WTVY, KIKK, WAMZ, WOKK, WCMS, WPAP, KRMD, WOYK, KBMR, WUBE, KFGO, KXXY, KVOD, KKS.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
DAN SEALS/Three Time Loser (EMI America)	<i>Out On The Front Line</i>
ALABAMA/Let's Hear It For The Girl (RCA)	<i>The Touch</i>
REBA McENTIRE/Why Not Tonight (MCA)	<i>What Am I Going To Do</i>
MEL McDANIEL/Just Can't Sit Down Music (Capitol)	<i>Just Can't Sit Down</i>
BELLAMY BROTHERS/Country Rap (MCA)	<i>Country Rap</i>
GEORGE STRAIT/All My Ex's Live In Texas (MCA)	<i>Ocean Front Property</i>
RESTLESS HEART/Wheels (RCA)	<i>Wheels</i>
SKO/Trains Make Me Lonesome (MTM)	<i>SKO</i>
RANDY TRAVIS/My Heart Cracked (WB)	<i>Storms Of Life</i>
RESTLESS HEART/Hummingbird (RCA)	<i>Wheels</i>
MEL McDANIEL/57 Chevy & You (Capitol)	<i>Just Can't Sit Down...</i>
RANDY TRAVIS/Messin' With My Mind (WB)	<i>Storms Of Life</i>
RESTLESS HEART/Why Does It Have To Be (RCA)	<i>Wheels</i>
GARY MORRIS/I'm So Lonesome I Could Cry (WB)	<i>Plain Brown Wrapper</i>
EARL THOMAS CONLEY/Right From The Start (RCA)	<i>Too Many Times</i>

The Brown Sound Is All Around.

"Don't Go To Strangers" (5664)




T. GRAHAM BROWN

32
BREAKERS

BB 41

"Gypsies On Parade" (5677)



SAWYER BROWN

35
BREAKERS

BB 40

Capitol

... Brecking This Week!

Capitol CURB RECORDS

RADIO & RECORDS NATIONAL AIRPLAY

JAZZ

TOP 30

JANUARY 30, 1987

- 1 DEXTER GORDON/Other Side Of Round Midnight (Blue Note)
2 STANLEY JORDAN/Standards Volume #1 (Blue Note)
3 SHERRY WINSTON/Do It For Love (Pausa)
4 AHMAD JAMAL/Live At The Montreal Jazz Festival (Atlantic)
5 MCCOY TYNER/Double Trios (Denon)
6 GEORGE HOWARD/A Nice Place To Be (MCA)
7 CRUSADERS/The Good & Bad Times (MCA)
8 WISHLIFUL THINKING/Think Again (Pausa)
9 VITAL INFORMATION/Global Beat (Columbia)
10 CANONED/Desperately Seeking Fusion (Passport)
11 TANIA MARIA/Lady From Brazil (Manhattan)
12 ART BLAKEY & THE JAZZ MESSENGERS/Feelin' Good (Delos)
13 LAUREL MASSE/Easy Living (Pausa)
14 PHIL WOODS/Gratitude (Denon)
15 RIPPINGTONS/Moonlighting (Passport Jazz)
16 LARRY CARLTON/Last Night (MCA)
17 JAMES MOODY/Somehing Special (Novus)
18 CHARLIE WATTS ORCHESTRA/Live At Fulham Town Hall (Columbia)
19 CARMEN MCGRAE/Any Old Time (Denon)
20 HENRY JOHNSON/You're The One (MCA Impulse)
21 DENNIS COFFEY/Motor City Magic (TSR)
22 BOB MILES/Windstorm (Golden Boy Jazz/Optimism)
23 TIMELESS ALLSTARS/Essence (Delos)
24 CARMEN LUNDY/Good Morning Kiss (Black-Hawk)
25 ADAM MAKOWICZ/Montayz (Novus)
26 UNCLE FESTEVE/Money's No Object (Nova)
27 BRANFORD MARSALIS/Royal Garden Blues (Columbia)
28 ALPHONSE MOUZON/Love, Fantasy (MPC/Optimism)
29 BOB JAMES/Obsession (WB)
30 MULGREW MILLER/Work! (Landmark)

MOST ADDED

- LARRY CARLTON (15)
CARMEN LUNDY (13)
DAVID NEWMAN (9)
CHICK COREA (8)
LAUREL MASSE (8)
DAVID SANBORN (8)
BRIAN BROMBERG (6)
CANONED (6)

HOTTEST

- STANLEY JORDAN (21)
DEXTER GORDON (17)
GEORGE HOWARD (13)
RIPPINGTONS (9)
MCCOY TYNER (9)
SHERRY WINSTON (9)
AHMAD JAMAL (8)
CARMEN MCGRAE (8)
CRUSADERS (7)

CHICK COREA "Trio Music, Live In Europe" (ECM) 8/8
Rotations: Heavy 3/3, Medium 1/1, Light 2/2, Extra Adds 2, Total Adds 8. WBGO, WRTI, WBEE, WNOP, KJAZ, WHRO, KCNR, KXPR
DAVID SANBORN "A Change Of Heart" (WB) 8/8
Rotations: Heavy 2/2, Medium 2/2, Light 3/3, Extra Adds 1, Total Adds 8. WBGO, WFAE, WBYY, WJZZ, KKGQ, WNEW, KLCC, KIFM
NANCY REED "Nancy Reed" (Atlantic) 8/0
Rotations: Heavy 0/0, Medium 4/0, Light 4/0, Extra Adds 0, Total Adds 0. Medium: KMHD, WHVE, KBEM, KCNR
BARRY MILES "Zoot Suit Stomp" (TC) 7/2
Rotations: Heavy 2/0, Medium 1/1, Light 4/1, Extra Adds 0, Total Adds 2. WLVE, KBEM, Heavy: WBFO, WYRS
RAY MANTILLA SPACE STATION "Synergy" (Red/PSI) 7/1
Rotations: Heavy 0/0, Medium 5/0, Light 2/1, Extra Adds 0, Total Adds 1. WUSF, Medium: WBGO, WRTI, KERA, KJAZ, KPFL
DICK BAUERLE GROUP "Dick Bauerle Group" (MCA) 6/1
Rotations: Heavy 1/0, Medium 3/1, Light 2/0, Extra Adds 1. WVPW, Heavy: WBFO, Medium: WCLM, KIFM
JERRY MARCELLINO & NAVARO "Third Heaven" (Kerygma) 5/2
Rotations: Heavy 2/0, Medium 3/2, Light 0/0, Extra Adds 0, Total Adds 2. KBEM, WBVE, Heavy: WLOQ, KMHD, Medium: WHVE
JOHN STUBBLEFIELD "Bushman Song" (Enja) 5/2
Rotations: Heavy 1/1, Medium 2/0, Light 2/1, Extra Adds 0, Total Adds 2. WFPL, KJAZ, Medium: WVPW, KBEM, KWMM
LIZ STORAY "Part Of Fortune" (Novus) 5/1
Rotations: Heavy 1/0, Medium 2/0, Light 2/1, Extra Adds 0, Total Adds 1. WLVE, Heavy: WUWM, Medium: KXPR, KLSK

REGIONALIZED ADDS & HOTS

Grid of regionalized adds and hot records categorized by East, South, Midwest, and West. Includes station call letters and record titles.

48 Reporting Stations
45 Current Reports

NEW & ACTIVE

- ARTFULLY BEATLES "25th Anniversary Salute" (Artful Balance/JCI) 17/5
NAJEE "Najee's Theme" (EMI America) 15/1
POCKET CHANGE "Random Axis" (Passport Jazz) 14/1
BRIAN BROMBERG "A New Day" (Black-Hawk) 13/6
CEDAR WALTON "The Trio - 1" (Red/PSI) 11/0
DAVID BECKER TRIBUTE "Long Peter Madsen" (MCA) 10/2
DAVID NEWMAN "Heads Up" (Atlantic) 9/9
LESTER BOWIE "Avant Pop" (ECM) 9/0

JAZZ FEATURE PICK
PHANTOM NAVIGATOR
THE NEW ALBUM BY WAYNE SHORTER
JUST RELEASED AND ALREADY ON:
KKGO WHRO
WQXI KWHU
WBFO KTCJ
KXPR WFSS
WNOP KADX
WUWM KLSK

KERA/Dallas, WCLK/Atlanta, and WGBH/Boston failed to report this week; their playlists were frozen.

1986 B/U Programmers Voted Columbia Records
The #1 Label - Breaking New Artists ...

We Continue That Trend With These Two New Artists



rainy davis

"LOWDOWN SO & SO"

From The Forthcoming Album SWEETHEART

BLACK/URBAN BREAKERS

CHART: DEBUT **39**

59/13 - 66%

BILLBOARD - DEBUT 82*



surface

"HAPPY"

From The Album SURFACE

Just Released And Already On:

WJMI	KMYX
KOKY	KACE
WANM	WEKS (Hot and Heavy)
WXLA	WQMG
WDUR	WRDW
WZAK	KWTD
WKXI	WQFX - TEST
WNHC	WPEG
KOXL	WLOU

C O L U M B I A R E C O R D S - R A D I O ' S B E S T F R I E N D !



BLACKPANELISTS & CO'S

EAST

WYV/Baltimore Ray Sampson
BEASTIE BOYS
HERB ALPERT
ZEE
SHEILA E & THE HORN
DEBBIE NIGHTSTAR
HOTLINE
LIONEL RICHIE
HOWARD HEMETT
FREDDIE JACKSON
MELBA MOORE
GAP BAND

MILLIE SCOTT
ZEE
J.M. SILEX
READY FOR THE MOR
STARPOINT
SHEILA E & THE HORN
ROBBIE NEVILL
M.K. FINGERS
MIKI HOWARD
SHIRLEY MURDOCK

WLD/Boston Eloy Smith
BILLY YERA & THE HERB ALPERT
R.U.'S LATEST ARRIV
STARPOINT
CAMO
LUTHER VANDROSS
CLUB NOUVAU
GREGORY MURDOCK
MIKI HOWARD
JANET JACKSON

WBLR/Wi/fo Ray Anthony
WALKERS
HERB ALPERT
STARPOINT
TAMPTATIONS
JODY WATLEY
MELI SA MORAN
BRUCE WILLIS
GEORGIA JETER
ROSIE GAINES
LIONEL RICHIE
STACY LATTISAW
ONE WAY
SHEILA E
MAIN INDEPENDENT

WKNW/Hartford JoeMcGee
JOCKEY BROWN
MILLIE SCOTT
UNDOUBTBLES
SOS BAND
RAINY DAVIS
OLIVER CHATHAM
KOOL & THE GANG
HOTLINE
CAMO
ARTHA FRANKLIN
LIONEL RICHIE
MELBA MOORE
LIONEL RICHIE
WDX/Charlotte Mike Archer

VESTA WILLIAMS
SURFACE
ROBBIE NEVILL
GEORGIA JETER
READY FOR THE MOR
DEBBIE CLIBSON
HOTLINE
CAMO
ARTHA FRANKLIN
JETS
CLUB NOUVAU
MELBA MOORE
LIONEL RICHIE

WHR/Washington Mike Archa
FIVE STAR
BIG AUDIO DYNAMIT
MILLIE SCOTT
ROBBIE NEVILL
KIDS AT WORK
JOCKEY BROWN
HOTLINE
HOWARD HEMETT
CAMO
MELBA MOORE
ROSE BROTHERS
LUTHER VANDROSS
SHIRLEY MURDOCK
FREDDIE JACKSON
DONNA ALLEN
FIVE STAR

KLN/Los Angeles Vernon/Torres
HERB ALPERT
JETS
MILLIE SCOTT
SYSTEM
POLLA POPE
BUNNY DEBARGE
ARTHA FRANKLIN
TIMEX SOCIAL CLUB
HOTLINE
LUTHER VANDROSS
SHIRLEY MURDOCK
CAMO
MIKI HOWARD
FREDDIE JACKSON
CLUB NOUVAU
CAMO

KDD/Denver KNO/Denver
STACY LATTISAW
SHEILA E
HERB ALPERT
KOOL & THE GANG
MILLIE SCOTT
FULL PORCE
HEAD EXPOSE
HOTLINE
SHIRLEY MURDOCK
MELBA MOORE
FREDDIE JACKSON
DONNA ALLEN
FIVE STAR
KLN/Los Angeles Vernon/Torres
HERB ALPERT
JETS
MILLIE SCOTT
SYSTEM
POLLA POPE
BUNNY DEBARGE
ARTHA FRANKLIN
TIMEX SOCIAL CLUB
HOTLINE
LUTHER VANDROSS
SHIRLEY MURDOCK
CAMO
MIKI HOWARD
FREDDIE JACKSON
CLUB NOUVAU
CAMO

WEST

SOUTH

WAZ/Albany Tony Wright
PHYLIS HYMAN
ONE WAY
JODY WATLEY
MILLIE JACKSON
SOS BAND
ROSIE GAINES
T LA ROCK
MELBA MOORE
SAUNDRA FRYDA
HOTLINE
CAMO
FREDDIE JACKSON
CLUB NOUVAU
LIONEL RICHIE

WKS/Atlanta Mch Faulster
KOOL & THE GANG
LILLO THOMAS
MILLIE SCOTT
SHEILA E
COMMODORES
STACY LATTISAW
SYSTEM
ONE WAY
CARL ANDERSON
RAY GOODAN & BR
PATRICK STANLEY
SYSTEM
DOUG E. FRESH
HOTLINE
CAMO
SURFACE
BIG AUDIO DYNAMIT
JANET JACKSON

WVDE/Atlanta Ray Boyd
PATTI LABELLE
SHEILA E
OLIVER CHATHAM
BUNNY DEBARGE
MILLIE SCOTT
PATRINE & INGRAM
MIKI HOWARD
GIVENS FAMILY
EXPOSE
HOTLINE
CAMO
DONNA ALLEN
ARTHRA FRANKLIN
PHYLIS HYMAN

KOK/Baton Rouge Ricardo Clay
SOS BAND
EXPOSE
LUTHER VANDROSS
GEORGIA JETER
POLLA POPE
FULL PORCE
ISAC HAYES
SURFACE
CARL ANDERSON
SHIRLEY MURDOCK
DANA DANE
CAMO
FREDDIE JACKSON
LUTHER VANDROSS
ARTHRA FRANKLIN
CLUB NOUVAU

WDX/Hartford Mike Archer
HERB ALPERT
MILLIE SCOTT
ROSIE GAINES
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HOWARD HEMETT
CAMO
MELBA MOORE
ROSE BROTHERS
LUTHER VANDROSS
SHIRLEY MURDOCK
FREDDIE JACKSON
DONNA ALLEN
FIVE STAR

KLN/Los Angeles Vernon/Torres
HERB ALPERT
JETS
MILLIE SCOTT
SYSTEM
POLLA POPE
BUNNY DEBARGE
ARTHA FRANKLIN
TIMEX SOCIAL CLUB
HOTLINE
LUTHER VANDROSS
SHIRLEY MURDOCK
CAMO
MIKI HOWARD
FREDDIE JACKSON
CLUB NOUVAU
CAMO

KDD/Denver KNO/Denver
STACY LATTISAW
SHEILA E
HERB ALPERT
KOOL & THE GANG
MILLIE SCOTT
FULL PORCE
HEAD EXPOSE
HOTLINE
SHIRLEY MURDOCK
MELBA MOORE
FREDDIE JACKSON
DONNA ALLEN
FIVE STAR
KLN/Los Angeles Vernon/Torres
HERB ALPERT
JETS
MILLIE SCOTT
SYSTEM
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BUNNY DEBARGE
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TIMEX SOCIAL CLUB
HOTLINE
LUTHER VANDROSS
SHIRLEY MURDOCK
CAMO
MIKI HOWARD
FREDDIE JACKSON
CLUB NOUVAU
CAMO

Z63/Charlotte Cliff Fletcher
MILLIE SCOTT
BILLY VERA & THE STARPOINT
VESTA WILLIAMS
SHIRLEY JONES
MELI SA MORAN
EXPOSE
ISAC HAYES
DANA DANE
OLIVER CHATHAM
LEVETT
JOCKEY BROWN
GEORGIA JETER
JACKSONS
HOTLINE
CAMO
FREDDIE JACKSON
MELBA MOORE
SHIRLEY MURDOCK
LIONEL RICHIE

WMOG/Charlotte Michael Saunders
CLUB NOUVAU
BILLY VERA & THE DAVID DEE
ISAC HAYES
FULL PORCE
PATRINE & INGRAM
STACY LATTISAW
COMMODORES
SOS BAND
LUTHER VANDROSS
JANET JACKSON
STARPOINT
TINA TURNER
RAY GOODAN & BR
ROBBIE NEVILL
MELBA MOORE
HOTLINE

WTK/Los Angeles Rodney Jones
FREDDIE JACKSON
MIKI HOWARD
FULL PORCE
STACY LATTISAW
JERRY JONSON
STARPOINT
GABRIEL JETER
POINTER SISTERS
LEVETT
SCOTT
PATRINE & INGRAM
SHIRLEY JONES
PHYLIS HYMAN
BILLY WILLIAMS
HOTLINE
CAMO
MELBA MOORE
FREDDIE JACKSON
LONNIE HEMETT

K104/Dallas Terri Avery
HERB ALPERT
BOBBY BRON
RAINY DAVIS
JOCKEY BROWN
SHIRLEY MURDOCK
GEORGIA JETER
HOTLINE
CAMO
ONE WAY
JANET JACKSON
CLUB NOUVAU
JANET JACKSON

WVW/Birmingham Ron Anderson
MADHOUSE
GIVEN GUTHRIE
LEVETT
ROBBIE NEVILL
ONE WAY
STARPOINT
BLAKE & HINES
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CLUB NOUVAU
JANET JACKSON
SHIRLEY MURDOCK
LIONEL RICHIE
WENH/Birmingham Don Kendrick
LOOSE ENDS
VESTA WILLIAMS
COVER GIRLS
BOBBY BRON
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GAP BAND
MIDNIGHT STAR
ROSE ROYCE
JANET JACKSON

WUW/Washington Bruce Bailey
SHEILA E
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MILLIE SCOTT
PRINCE PHILIP MI
HEAVY D & BOYZ
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CAMO

WOFX/Outport-Bloom Al Luw
MILLIE JACKSON
HERB ALPERT
ROBBIE NEVILL
NIM KIDS ON THE B
KOOL & THE GANG
ONE WAY
HOTLINE
MELBA MOORE
SHIRLEY MURDOCK
ROBBIE NEVILL
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MADHOUSE
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LIONEL RICHIE

WJM/Jackson Cam Hayes
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FREDDIE JACKSON
CLUB NOUVAU
CAMO

KZZZ/Lake Charles Manuel/Moore
READY FOR THE MOR
RAINY DAVIS
MELI SA MORAN
ISAC HAYES
FULL PORCE
HOTLINE
ROSE ROYCE
BOBBY BRON
EXPOSE
HOTLINE
GAP BAND
ARTHRA FRANKLIN
COMMODORES
CAMO
D TRAIN
ARTHRA FRANKLIN

WOL/Lafayette Ron Davis
JANET JACKSON
SHIRLEY JONES
KOOL & THE GANG
KURTIS BLOW
GWEN GUTHRIE
BOBBY BRON
NEW EDITION
MEL & KIM
FULL PORCE
CAMO
SHIRLEY MURDOCK
GAP BAND
CLUB NOUVAU
LIONEL RICHIE
HOTLINE
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SHIRLEY MURDOCK
GAP BAND
WAR
LEVETT
SHANNON
VESTA WILLIAMS
GIVEN GUTHRIE
BLACK JACKSON
CAMO
HOTLINE

WJM/Jackson Cam Hayes
CHAKA KHAN
DARYL HALL
TINA TURNER
THURGOOD
ROBBIE NEVILL
SHEILA E
ASHFORD & SIMPSON
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ROBBIE NEVILL
HERB ALPERT
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NEW EDITION
JAMES BROWN
MIKI HOWARD
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K104/Dallas Terri Avery
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JANET JACKSON

WVW/Birmingham Ron Anderson
MADHOUSE
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WENH/Birmingham Don Kendrick
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WUW/Washington Bruce Bailey
SHEILA E
JANET JACKSON
MILLIE SCOTT
PRINCE PHILIP MI
HEAVY D & BOYZ
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KLN/Los Angeles Vernon/Torres
HERB ALPERT
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MILLIE SCOTT
SYSTEM
POLLA POPE
BUNNY DEBARGE
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TIMEX SOCIAL CLUB
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LUTHER VANDROSS
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TIMEX SOCIAL CLUB
HOTLINE
LUTHER VANDROSS
SHIRLEY MURDOCK
CAMO
MIKI HOWARD
FREDDIE JACKSON
CLUB NOUVAU
CAMO

WEDM/Miami Charles/James Jones
KOOL & THE GANG
STARPOINT
MILLIE SCOTT
CHAKA KHAN
SYSTEM
PHYLIS HYMAN
BLAKE & HINES
HERB ALPERT
FULL PORCE
HOTLINE
LUTHER VANDROSS
GAP BAND
CAMO
D TRAIN
ARTHRA FRANKLIN

WBL/Mobile Tony Brown
none
HOTLINE
CAMO
MELBA MOORE
ROSE ROYCE
FREDDIE JACKSON
ARTHRA FRANKLIN

WJM/Jackson Cam Hayes
CHAKA KHAN
DARYL HALL
TINA TURNER
THURGOOD
ROBBIE NEVILL
SHEILA E
ASHFORD & SIMPSON
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ROBBIE NEVILL
HERB ALPERT
JANET JACKSON
NEW EDITION
JAMES BROWN
MIKI HOWARD
HOTLINE

K104/Dallas Terri Avery
HERB ALPERT
BOBBY BRON
RAINY DAVIS
JOCKEY BROWN
SHIRLEY MURDOCK
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JANET JACKSON
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WVW/Birmingham Ron Anderson
MADHOUSE
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WENH/Birmingham Don Kendrick
LOOSE ENDS
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JANET JACKSON

WUW/Washington Bruce Bailey
SHEILA E
JANET JACKSON
MILLIE SCOTT
PRINCE PHILIP MI
HEAVY D & BOYZ
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FREDDIE JACKSON
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CAMO

MIDWEST

WZCC/Cleveland Lynn Tolliver
JANET JACKSON
MADHOUSE
MILLIE SCOTT
KOOL & THE GANG
FULL PORCE
HOTLINE
STACY LATTISAW
ISAC HAYES
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CLUB NOUVAU
LIONEL RICHIE
SHIRLEY MURDOCK
DONNA ALLEN
FREDDIE JACKSON
HOTLINE

WBMX/Chicago Jerry Boulding
SPENCER JONES
TIMEX SOCIAL CLUB
DOUG E. FRESH
ISAC HAYES
GEORGIA JETER
MILLIE SCOTT
ROBBIE NEVILL
NINA INDEPENDENT
VAMT WILLIAMS
CLUB NOUVAU
HOTLINE

WJM/Jackson Cam Hayes
CHAKA KHAN
DARYL HALL
TINA TURNER
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CAMO

WXL/Lansing Carey McChieats
NOCEA
WORLD CLASS WRECK
SOS BAND
READY FOR THE MOR
BUNNY DEBARGE
KOOL & THE GANG
SHEILA E
JANET JACKSON
J.M. SILEX
ANITA BAKER
HOTLINE
ROBBIE NEVILL
FREDDIE JACKSON
MELBA MOORE

WLM/Wiwaukee Bernard Miller
none
HOTLINE
SHIRLEY MURDOCK
BILLY YERA & THE JETS
CAMO
GAP BAND
WWW/Saginaw David Ross
WORLD CLASS WRECK
SOS BAND
READY FOR THE MOR
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MIKI HOWARD
FREDDIE JACKSON
CLUB NOUVAU
CAMO

KDD/Denver KNO/Denver
STACY LATTISAW
SHEILA E
HERB ALPERT
KOOL & THE GANG
MILLIE SCOTT
FULL PORCE
HEAD EXPOSE
HOTLINE
SHIRLEY MURDOCK
MELBA MOORE
FREDDIE JACKSON
DONNA ALLEN
FIVE STAR
KLN/Los Angeles Vernon/Torres
HERB ALPERT
JETS
MILLIE SCOTT
SYSTEM
POLLA POPE
BUNNY DEBARGE
ARTHA FRANKLIN
TIMEX SOCIAL CLUB
HOTLINE
LUTHER VANDROSS
SHIRLEY MURDOCK
CAMO
MIKI HOWARD
FREDDIE JACKSON
CLUB NOUVAU
CAMO

The following stations call in from playlistists this week: OC104/Ocean City, Z103/Columbus, WLM/ Milwaukee, WBL/Mobile.

COMMODORES

PolyGram Records™



COMMODORES & POLYGRAM RECORDS
mean **DOUBLE TROUBLE**
as we team up to bring you
another hit . . .
"TAKE IT FROM ME"



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latest single

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from the **COMMODORES**

Polydor album

UNITED (831 194-1)

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FULL-SERVICE AC

TOP 20

Three
Weeks Ago
Five
Weeks Ago

5	3	2	1	LIONEL RICHIE /Ballerina Girl (Motown)
10	2	1	2	BILLY VERA & THE BEATERS /At This Moment (Rhino)
9	5	4	3	CHICAGO /Will You Still Love Me? (WB)
1	1	3	4	BILLY JOEL /This Is The Time (Columbia)
2	4	5	5	LINDA RONSTADT & JAMES INGRAM /Somewhere Out There (MCA)
13	11	8	6	JEFFREY OSBORNE /In Your Eyes (A&M)
7	7	6	7	GREGORY ABBOTT /Shake You Down (Columbia)
8	8	7	8	ANITA BAKER /Caught Up In The Rapture (Elektra)
15	15	13	9	EL DeBARGE /Someone (Gordy/Motown)
4	9	9	10	BENJAMIN ORR /Stay The Night (Elektra)
3	6	10	11	MIAMI SOUND MACHINE /Falling In Love (Uh-Oh) (Epic)
20	17	14	12	TOTO /Without Your Love (Columbia)
—	19	15	13	KENNY ROGERS /Twenty Years Ago (RCA)
6	10	11	14	BILLY OCEAN /Love Is Forever (Jive/Arista)
—	19	19	15	JETS /You Got It All (MCA)
—	18	18	16	GLASS TIGER /Someday (Manhattan)
14	12	12	17	TINA TURNER /Two People (Capitol)
17	16	16	18	CARPENTERS /Honolulu City Lights (A&M)
DEBUT	19	20	19	BRUCE HORNSBY & THE RANGE /Mandolin Rain (RCA)
—	20	20	20	JOURNEY /I'll Be Alright Without You (Columbia)

JANUARY 30, 1987

Total Reports/Add	Heavy	Medium	Light
38/0	34	4	0
39/0	33	5	1
37/2	27	7	3
33/0	22	7	4
36/2	21	11	4
34/3	16	14	4
28/0	16	9	3
30/0	15	12	3
28/0	14	14	0
23/0	11	9	3
26/0	10	9	7
28/2	8	17	3
28/2	5	18	5
24/0	6	13	5
26/4	9	13	4
24/2	10	10	4
22/0	6	14	2
21/1	5	13	3
29/7	2	16	11
19/0	8	8	3

MOST ADDED

BRUCE HORNSBY & THE RANGE (7)
LUTHER VANDROSS (6)
CHINA CRISIS (5)
JANET JACKSON (4)
JETS (4)
POINTER SISTERS (4)
STARSHIP (4)

HOTTEST

LIONEL RICHIE (30)
CHICAGO (24)
BILLY VERA & THE BEATERS (22)
BILLY JOEL (15)
LINDA RONSTADT & JAMES INGRAM (12)
GREGORY ABBOTT (11)

BREAKERS

JANET JACKSON
Let's Wait Awhile (A&M)

52% of our reporters on it. Rotations: Heavy 2, Medium 8, Light 12, Total Adds 4, WICC, WGOW, WDBO, WSTU.

PAUL McCARTNEY
Only Love Remains (Capitol)

52% of our reporters on it. Rotations: Heavy 0, Medium 13, Light 9, Total Adds 3, WROK, WSTU, WCIL.

NEW & ACTIVE

LUTHER VANDROSS "Stop To Love" (Epic) 19/6

Rotations: Heavy 0, Medium 11/1, Light 8/5, Total Adds 6, KOY, WICC, WCHS, WHBY, WHBC, WSPD, Medium including KHOW, KJR, KUGN, WWNR, WTGO, WMTR, WSTU, WCIL, WA5K, KTWO, Light including WGOW, KBOI, KFQD.

JOURNEY "I'll Be Alright Without You" (Columbia) 19/0

Rotations: Heavy 8/0, Medium 8/0, Light 3/0, Total Adds 0, Heavy, WELI, WGOW, KBOI, WWNR, WTGO, WMTR, WSTU, KTWO, Medium: WPRO, 55KRC, KOY, KFMB, KJR, WCHS, WHBC, WPOE, Light: WICC, WCIL, KFQD.

ARETHA FRANKLIN "Jimmy Lee" (Arista) 19/0

Rotations: Heavy 4/0, Medium 14/0, Light 1/0, Total Adds 0, Heavy: WELI, WGOW, KUGN, KTWO, Medium: KHOW, KOY, KJR, WICC, WCHS, WRVA, WHBC, WWNR, WPOE, WMTR, WGWR, WSTU, WCIL, KFQD, Light: KFMB.

ANNE MURRAY "On And On" (Capitol) 15/0

Rotations: Heavy 2/0, Medium 10/0, Light 3/0, Total Adds 0, Heavy: WHBY, KVEC, Medium: WCCO, WHBC, WIBC, WSPD, KUGN, KSL, WPOE, WGWR, WASK, KTWO, Light: WIBA, WMTR, WJBC.

AIR SUPPLY "Stars In Your Eyes" (Arista) 12/1

Rotations: Heavy 0, Medium 5/1, Light 7/0, Total Adds 1, WASK, Medium including WSPD, KUGN, KTWO, KVEC, Light: WCHS, WHBC, WIBA, WWNR, WPOE, WGWR, KFQD.

DARYL HALL "Someone Like You" (RCA) 9/2

Rotations: Heavy 0, Medium 5/0, Light 4/2, Total Adds 2, WSTU, WJBC, Medium: WCCO, WELI, WPOE, WMTR, KTWO, Light including KBOI, WWNR.

MADONNA "Open Your Heart" (Sire/WB) 9/1

Rotations: Heavy 3/0, Medium 5/1, Light 1/0, Total Adds 1, WHAS, Heavy: WICC, WSTU, KTWO, Medium including WGOW, WSPD, WWNR, WMTR.

KANSAS "All I Wanted" (MCA) 9/0

Rotations: Heavy 1/0, Medium 6/0, Light 2/0, Total Adds 0, Heavy: WMTR, Medium: WGOW, WSPD, WWNR, WPOE, WSTU, KTWO, Light: KFMB, WTGO.

CHINA CRISIS "Arizona Sky" (A&M) 8/5

Rotations: Heavy 0, Medium 3/1, Light 5/4, Total Adds 5, WHBC, WWNR, WPOE, WMTR, WJBC, Medium including WCCO, KTWO, Light including WGWR.

SHEILA E. "Hold Me" (WB) 8/1

Rotations: Heavy 0, Medium 6/1, Light 2/0, Total Adds 1, WASK, Medium including WCCO, WCHS, WCIL, KTWO, KVEC, Light: KUGN, WTGO.

SIGNIFICANT ACTION

STARSHIP "Nothing's Gonna Stop Us Now" (GrunT/RCA) 7/4

Rotations: Heavy 0, Medium 2/0, Light 5/4, Total Adds 4, WICC, WWNR, WTGO, WSTU, Medium: WPOE, KTWO, Light including KUGN.

MELBA MOORE "Falling" (Capitol) 7/3

Rotations: Heavy 0, Medium 2/1, Light 5/2, Total Adds 3, WHBC, WJBC, KVEC, Medium including WCCO, Light including WPOE, WTGO, WGWR.

POINTER SISTERS "All I Know Is The Way I Feel" (RCA) 6/4

Rotations: Heavy 0, Medium 0, Light 6/4, Total Adds 4, WWNR, WPOE, WMTR, WSTU, Light including KUGN, KTWO.

MAUREEN McGOVERN "I Could Have Been A Sailor" (Columbia) 6/2

Rotations: Heavy 0, Medium 2/0, Light 4/2, Total Adds 2, WSPD, WTGO, Medium: WCCO, KSL, Light including WGWR, WJBC.

MIKI HOWARD "Come Share My Love" (Atlantic) 6/2

Rotations: Heavy 0, Medium 1/0, Light 5/2, Total Adds 2, WMTR, WGWR, Medium: WCCO, Light including WHBC, WWNR, WTGO.

BRUCE WILLIS "Respect Yourself" (Motown) 6/1

Rotations: Heavy 0, Medium 4/1, Light 2/0, Total Adds 1, WSTU, Medium including WICC, WPOE, WMTR, Light: WWNR, WTGO.

BURNS SISTERS "Listen To The Beat Of A Heart" (Columbia) 5/3

Rotations: Heavy 0, Medium 2/1, Light 3/2, Total Adds 3, WWNR, WMTR, KVEC, Medium including WTGO, Light including KTWO.

READY FOR THE WORLD "Love You Down" (MCA) 4/2

Rotations: Heavy 0, Medium 0, Light 4/2, Total Adds 2, WSTU, KFQD, Light including WWNR, WMTR.

PETER CETERA "Big Mistake" (Full Moon/WB) 4/1

Rotations: Heavy 0, Medium 0, Light 4/1, Total Adds 1, KFQD, Light including WTGO, WMTR, WJBC.

DOWNES & PRICE "My Imagination" (Atlantic) 4/1

Rotations: Heavy 0, Medium 2/0, Light 2/1, Total Adds 1, WGWR, Medium: KSL, KVEC, Light including KTWO.

TIL TUESDAY "Coming Up Close" (Epic) 4/1

Rotations: Heavy 0, Medium 3/0, Light 1/1, Total Adds 1, WSTU, Medium: WASK, KTWO, KVEC.

BONNIE RAITT "Crime Of Passion" (WB) 3/1

Rotations: Heavy 0, Medium 2/0, Light 1/1, Total Adds 1, WTGO, Medium: WASK, KTWO.

RESTLESS HEART "I'll Still Be Loving You" (RCA) 3/1

Rotations: Heavy 0, Medium 1/0, Light 2/1, Total Adds 1, WTGO, Medium: KVEC, Light including KTWO.

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RADIO & RECORDS NATIONAL AIRPLAY

ADULT CONTEMPORARY

BREAKERS

DARYL HALL
Someone Like You (RCA)

64% of our reporters on it. Rotations: Heavy 3, Medium 34, Light 26, Total Adds 16 including WSNY, KMJI, KEZR, WXTC, WIVY, WSFL, WSTF. Moves 30-25 on the AC chart.

KENNY ROGERS
Twenty Years Ago (RCA)

56% of our reporters on it. Rotations: Heavy 6, Medium 37, Light 12, Total Adds 10, W101, WMYX, KGW, WKGW, WLAC-FM, WEZS, 3WM, KMZQ, WCHV, WXUS. Debuts at number 28 on the AC chart.

PAUL McCARTNEY
Only Love Remains (Capitol)

53% of our reporters on it. Rotations: Heavy 1, Medium 35, Light 16, Total Adds 10, WPXI, WLTS, WOMC, WLAC-FM, KMZQ, KWAV, WKYX, WXUS, WJON. Debuts at number 30 on the AC chart.

MIKI HOWARD
Come Share My Love (Atlantic)

50% of our reporters on it. Rotations: Heavy 0, Medium 20, Light 29, Total Adds 15 including WOMC, KEY103, WIVY, WIZD, WLHT, WFMK, KKUA, KWFM, WPPA.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 CHICAGO	98/0	91	6	1
2 LIONEL RICHIE	96/0	85	10	1
3 JOURNEY	94/1	75	19	0
4 GLASS TIGER	93/3	67	23	3
5 LINDA RONSTADT & JAMES INGRAM	89/2	64	22	3
6 BILLY VERA & THE BEATERS	87/0	63	20	4
7 JETS	86/4	61	21	4
8 TOTO	93/4	44	43	6
9 BILLY JOEL	72/0	40	31	1
10 ARETHA FRANKLIN	82/0	39	35	8
11 BRUCE HORNSBY & THE RANGE	93/11	22	56	15
12 KANSAS	77/3	39	34	4
13 LUTHER VANDROSS	81/4	32	34	15
14 GREGORY ABBOTT	62/0	21	37	4
15 MADONNA	70/8	26	38	6
16 EL DeBARGE	70/2	37	27	6
17 JANET JACKSON	83/23	8	48	27
18 JEFFREY OSBORNE	73/0	23	42	8
19 BENJAMIN ORR	56/0	12	33	11
20 ANITA BAKER	56/1	10	36	10
21 BRUCE WILLIS	63/4	11	40	12
22 TINA TURNER	52/0	14	29	9
23 COREY HART	57/3	7	38	12
24 READY FOR THE WORLD	59/8	9	31	19
25 DARYL HALL	63/16	3	34	26
26 JERMAINE JACKSON	54/0	9	34	11
27 BILLY OCEAN	37/0	3	25	9
28 KENNY ROGERS	55/10	6	37	12
29 MIAMI SOUND MACHINE	33/0	2	25	6
30 PAUL McCARTNEY	52/10	1	35	16

MOST ADDED

- JANET JACKSON (23)
- KOOL & THE GANG (23)
- STARSHIP (23)
- POINTER SISTERS (18)
- CHINA CRISIS (16)
- DARYL HALL (16)
- RESTLESS HEART (16)
- BURNS SISTERS (15)
- MIKI HOWARD (15)
- TIL TUESDAY (15)

HOTTEST

- CHICAGO (80)
- JOURNEY (58)
- LIONEL RICHIE (56)
- BILLY VERA & THE BEATERS (49)
- LINDA RONSTADT & JAMES INGRAM (38)
- GLASS TIGER (32)
- JETS (27)
- TOTO (17)
- BILLY JOEL (16)
- ARETHA FRANKLIN (13)

NEW & ACTIVE

KOOL & THE GANG "Stone Love" (Mercury/PolyGram) 44/23

Rotations: Heavy 0, Medium 13/3, Light 31/20, Total Adds 23 including KVIL, WARM96, KIFM, WAEB, WXTC, WRKA, WIZD, WSFL, WMMJ, WKNE, WSKY, WAGE. Medium including KIOA, WGLL, WPPA, WCKQ, WGSV, WORG, WBGW, WZLQ.

STARSHIP "Nothing's Gonna Stop Us Now" (GrunT/RCA) 43/23

Rotations: Heavy 0, Medium 24/6, Light 19/17, Total Adds 23 including WHTX, KVIL, WMMJ, KYYK, WTFM, U102, WIZD, WHVE, KRVA, KCIX, KWAV, WMMJ. Medium including WKYE, WIVY, WRKA, WSFL, KIOA, WGLL, WSKI, WQHQ.

CHINA CRISIS "Arizona Sky" (A&M) 37/16

Rotations: Heavy 0, Medium 8/1, Light 29/15, Total Adds 16 including KIFM, WKGW, WIVY, WSTF, WTRX, KWAV, WKNE, WTRV, WCKQ, WGSV, WORG, KYJC. Medium including WKYE, WIZD, WNAM, WEIM, WSKY, WBGW, KALE.

HUEY LEWIS & THE NEWS "Jacob's Ladder" (Chrysalis) 35/4

Rotations: Heavy 6/0, Medium 23/3, Light 6/1, Total Adds 4, WSNJ, KVIL, WLTT, KVVU. Heavy: WKYE, WRKA, WSFL, WSKI, WFFX, KALE. Medium including WHTX, 2WD, WLTF, B100, WIZD, WHVE, WTRX, WPPA, WCHV, KRLB.

POINTER SISTERS "All I Know Is The Way I Feel" (RCA) 33/18

Rotations: Heavy 0, Medium 12/4, Light 21/14, Total Adds 18 including KIFM, WRKA, WIZD, WNAM, WKNE, WGLL, WTRV, WCKQ, WAGE, WORG, WKYX, WFFX. Medium including WSFL, WMMJ, WQHQ, WPPA, WBGW, KYJC, KMGO, KALE.

HOWARD JONES "All I Want" (Elektra) 30/4

Rotations: Heavy 0, Medium 14/0, Light 16/4, Total Adds 4, WSFL, KRLB, WMTFM, WPPA, WJON. Medium: KIOA, WEIM, WSKI, WQHQ, WPPA, WSKY, WCKQ, WCHV, WGSV, WBGW, WZLQ, KKLV, KOSW, KALE.

RESTLESS HEART "I'll Still Be Loving You" (RCA) 29/16

Rotations: Heavy 1/0, Medium 4/0, Light 24/16, Total Adds 16 including WKYE, WIVY, WSFL, WTRX, WCHV, WORG, WKYX, WAEX, KWEB, WJON, KKLV, KYJC. Heavy: WAHR, Medium: WEIM, WCKQ, WBGW, KALE.

BURNS SISTERS "Listen To The Beat Of A Heart" (Columbia) 28/15

Rotations: Heavy 0, Medium 4/1, Light 24/14, Total Adds 15 including KEY103, WTRM, WNAM, WTRX, WSKI, WQHQ, WGSV, KRLB, WZLQ, WJON, KKLV, KYJC. Medium including WGLL, WBGW, KALE. Light including WAEB, WKYE, WEIM, WOHV, WORG.

JENNIFER WARNES "Ain't No Cure For Love" (Cypress/PolyGram) 28/2

Rotations: Heavy 5/0, Medium 7/0, Light 16/2, Total Adds 2, WQHQ, WAEX, Heavy: WEIM, WMTFM, WJON, BWOW, KOSW, Medium: WSKI, WPPA, WCHV, WAHR, WBGW, KYJC, KALE. Light including WNAM, WTRX, WLHT.

SIGNIFICANT ACTION

TIL TUESDAY "Coming Up Close" (Epic) 22/15

Rotations: Heavy 2/0, Medium 1/0, Light 19/15, Total Adds 15 including WSFL, WNAM, WEIM, WSKI, WAGE, KRLB, WORG, WAEX, KKLV, KYJC, KMGO. Heavy including WSKY, WBGW, Medium: KALE. Light including B100, KIFM, WQHQ, KOSW.

LIONEL RICHIE "Deep River Woman" (Motown) 21/1

Rotations: Heavy 7/0, Medium 9/1, Light 5/0, Total Adds 1, K101. Heavy: WHTX, WKYE, WEZC, KELT, WMMG, KMJI, WAHR. Medium including WPXI, KVIL, 2WD, W108, WXTC, KDJK. Light: WLTF, KEZR, WJON, KWEB.

SHEILA E "Hold Me" (WB) 18/10

Rotations: Heavy 0, Medium 3/0, Light 15/10, Total Adds 10, B100, KWFM, WEIM, WCHV, WGSV, WAGE, WAEX, K99, KOSW, KMGO. Medium: WBGW, KYJC, KALE. Light including WKGW, KEY103, WSFL, WNAM, WMTFM.

MELBA MOORE "Falling" (Capitol) 12/6

Rotations: Heavy 7/0, Medium 3/0, Light 9/6, Total Adds 6, WKNE, WSKI, WJON, KYJC, KOSW, KMGO. Medium: WPXI, WEIM, WCHV. Light including WNAM, WQHQ, KKLV.

EDDIE MONEY "I Wanna Go Back" (Columbia) 11/4

Rotations: Heavy 0, Medium 6/1, Light 5/3, Total Adds 4, WAEB, WSFL, WSKY, WZLQ. Medium including WKYE, WRKA, WHVE, WGLL, WFFX. Light including KVVU, WAEX.

BONNIE RAITT "Crime Of Passion" (WB) 8/3

Rotations: Heavy 0, Medium 2/0, Light 6/3, Total Adds 3, WBGW, KYJC, KMGO. Medium: WSKY, KALE. Light including WEIM, WCHV, WORG.

Breakers are those records that have achieved concurrent airplay at 50% of our reporting stations. New & Active records are receiving airplay at 25 or more stations. Records in Significant Action are receiving airplay from 8-24 stations. Records with substantial heavy and medium rotation airplay activity do not have to achieve Breaker status to enter the A/C chart. Records which have achieved Breaker status must also have sufficient heavy and medium rotation airplay to enter the chart.

ACADEMIES & HONORS

EAST

PARALLEL ONE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL TWO
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL THREE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL ONE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL ONE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL TWO
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL THREE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

SOUTH

PARALLEL ONE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL TWO
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PARALLEL TWO
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PARALLEL THREE
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MIDWEST

PARALLEL ONE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL TWO
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL THREE
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PARALLEL TWO
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PARALLEL ONE
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PARALLEL TWO
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WELF/Rainburg
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PARALLEL THREE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

FULL-SERVICE AC

PARALLEL ONE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL TWO
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL THREE
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PARALLEL ONE
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PARALLEL TWO
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

PARALLEL THREE
WELF/Rainburg
WELF/Rainburg
WELF/Rainburg

99 Reporters
83 Current Reports

Stations that do not report a playbill this week, so their rotations were frozen:
DUK/K Eugene
KELT/McLean
Love4/Miami
WENS/Indianapolis
WINN/Saginaw
WING/Dayton

42 Reporters
33 Current Reports

Five stations report a frozen list this week:
KFBM/San Diego
KTWG/Casper
KWG/Englewood
WCO/Minneapolis
WTMJ/Milwaukee

Four stations failed to report a playbill this week so their rotations were frozen:
KJRR/Seattle
KSL/Salt Lake City
WBT/Charlotte

One station did not report a playbill for four weeks in a row:
WCV/Schenectady
rotations were not included in the current chart.

RADIO & RECORDS NATIONAL AIRPLAY

AOR TRACKS

MOST ADDED

- SAMMY HAGAR/Winner (105)
SANTANA/Vera (54)
STEVE WINWOOD/Finer (34)
PSYCHEDELIC FURS/Heartbreak (32)

HOTTEST

- BON JOVI/Living (60)
EDDIE MONEY/Wanna (47)
ROBERT CRAY BAND/Smoking (34)
ERIC CLAPTON/Tearing (28)

CHART CLIMBERS

JULIAN COPE "World Shut Your Mouth" (Island) 100/19 (83/21)
Add: Including WBCN, WBAB, WSHE, WYNF, WLLZ, KLOS, KROQ, KISW, WAAF, KLBJ, Heavy 12 including WXRK, WXRT, 91X, WHFS, WLIR, KSTW, WFNX, KRNA, KOQB, Medium 73 including WYUY, WBZY, WNEW, WHJY, KTQJ, WLUP, KYYS, WOFM, KQRS, KUPD, AA#5

CHINA CRISIS "Arizona Sky" (Virgin/A&M) 23/8 (15/8)
Add: WBCN, KTCC, WHFS, WONE, WLAV, WBFB, KTAT, PWK, Powers 2, Heavy 5 including KINK, 91X, WLIR, KESI, Medium 13 including KFOG, KSTM, KKCY, WFNX, KGRQ, KTCL, KRQJ, ZQOO.
TRIUMPH "Just One Night" (MCA) 22/9 (14/0)
Add: KBPI, KOME, KRIX, KISS, WXLN, KGGQ, WAOR, KWHL, KZOO, Powers 1, Heavy 3: Q107, KRNA, KRQJ, Medium 12 including CHOM, KSHE, KGB, WWTZ, KATP, WRFU

AOR ALBUMS

MOST ADDED

- STEVE WINWOOD (30)
CONCRETE BLONDE (22)
JULIAN COPE (19)
COLLIN JAMES (16)

HOTTEST

- BON JOVI (62)
EDDIE MONEY (47)
ERIC CLAPTON (40)
ROBERT CRAY BAND (36)

NEW & ACTIVE

Continued from Page 94
HIPSWAY "Hipsway" (Columbia) 17/3 (14/3)
Add: KNCN, WONE, KESI, Heavy 2, WLIR, KRQJ, Medium 10 including WBZY, WXRT, KWIC, WMRY, KZEL, KKCY, KGRQ, KTCL.
DAVID LEE ROTH "Eat 'Em And Smile" (WB) 16/2 (17/3)
Add: WKQZ, KSQY, Heavy 1: WAPL, Medium 10 including WHJY, WLQY, KDJJ, WCMF, WAQX, WTUE, KILO, WKFM, KQZZ

IGGY POP "Real Wild Child" (A&M) 98/14 (87/9)
Add: Including WIYP, KUPD, CFOX, WYFY, WPDH, WAQX, WAPL, WGIR, KOZZ, Heavy 17 including WBCN, WXRK, WXRT, KBCO, 91X, WOUR, KILQ, KZEL, KWQB, Medium 64 including WBAB, WNEW, WMNR, WKLS, KTQJ, WSHL, WLUP, WLLZ, WRFI, KLOS, Moves 32-30.
ROBIN TROWER "No Time" (GNP Crescendo) 95/11 (89/9)
Add: Including WBZY, WLUP, WBEB, KISS, WXLN, KEZO, WKCT, KKDJ, KLFX, Heavy 10 including KQRS, KOME, KISW, KWIC, KNKN, KMJX, KRIX, KFMG, Medium 74 including WQVE, KTQJ, WSHL, WLLZ, WRFI, KYYS, WOFM, KBCO, KLOS, KZAP, Moves 37-35.

NEW & ACTIVE

SPOONS "Bridges Over Borders" (Mercury/PolyGram) 49/5 (47/18)
Add: WYNF, WKLC, KMJX, KATP, WYMG, Heavy 2: WLIR, CHEZ, Medium 32 including WBZY, WKLS, KTQJ, KYYS, KBCO, 91X, WPYX, WTPA, KNKN, KLAQ.
CONCRETE BLONDE "True" (IRS/MCA) 47/21 (27/14)
Add: Including WBCN, WBRU, WHJY, KBPI, 91X, CFOX, WPDH, KFMO, Heavy 2: WMRY, KRQJ, Medium 21 including KTQJ, WXRT, KYYS, KUPD, WHFS, WONE, WHCN, KMOD, WKRI, KTYD.

CHART CLIMBERS — Charted tracks that are building in airplay but have yet to become Breakers. Numbers indicate total reports/adds, e.g., 80/40 means 80 total reports and 40 adds. (Figures in parentheses are last week's data.)
NEW & ACTIVE — Records building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)
CHARTS — Records showing significant upward momentum are bulleted. Heavy rotation figure is the sum of a record's power and heavy reports. A record's amount of light reports can be determined by subtracting its heavy and medium reports from its total reports. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are bolded, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.
BREAKERS — A record is a Breaker the first week it's reported by at least 60% of our AOR reporters.
MOST ADDED — This week's most added records.
HOTTEST — This week's records receiving the most power reports.

NEW ARTISTS

Albums

Reports/Adds

1	JULIAN COPE/World Shut Your Mouth (Island)	100/19
2	CINDERELLA/Night Songs (Mercury/PG)	91/9
3	COLIN JAMES HAY/Looking For Jack (Columbia)	75/16
4	TESLA/Mechanical Resonance (Geffen)	69/7
5	CROWDED HOUSE/Crowded House (Capitol)	68/14
6	DON DIXON/Most Of The Girls Like... (Enigma)	61/3
7	SPOONS/Bridges Over Borders (Mercury/PG)	53/5
8	CONCRETE BLONDE/Concrete Blonde (IRS/MCA)	50/22
9	VINNIE VINCENT/Invasion (Chrysalis)	32/14
10	STRANGLERS/Dreamtime (Epic)	25/4

Tracks

1	JULIAN COPE/World Shut Your Mouth (Island)	100/19
2	IGGY POP/Real Wild Child (A&M)*	98/14
3	BENJAMIN ORR/Too Hot To Stop (Elektra)*	91/13
4	CINDERELLA/Nobody's Fool (Mercury/PG)	86/9
5	COLIN JAMES HAY/Hold Me (Columbia)	71/13
6	TESLA/Modern Day Cowboy (Geffen)	69/7
7	CROWDED HOUSE/Don't Dream It's Over (Capitol)	65/13
8	DON DIXON/Praying Mantis (Enigma)	61/3
9	SPOONS/Bridges Over Borders (Mercury/PG)	49/5
10	CONCRETE BLONDE/True (IRS/MCA)	47/21

New Artists are those who have never had an AOR Breaker. Asterisks (*) indicate additional tracks from albums which have already been Breakers and thus no longer appear among the albums listed.

The Big Dish

HAS A BIG SONG

Slide

THE NEW SINGLE

PRODUCED BY
IAN RITCHIE

FROM THE FORTHCOMING ALBUM

Swimmer



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RADIO & RECORDS NATIONAL AIRPLAY

AOR TRACKS®

169 REPORTS

Three Weeks	Two Weeks	Last Weeks	169 REPORTS	Reports/Adds	Power	Heavy	Medium
2	1	1	1	BON JOVI/Livin' On A Prayer (Mercury/PG)	135-1	60	125-9=
5	4	2	2	ROBERT CRAY BAND/Smoking Gun (Mercury/PG)	145-2	34	108+ 36-
8	6	3	3	EDDIE MONEY/I Wanna Go Back (Columbia)	136+4	47+	109+ 26-
7	7	4	4	ERIC CLAPTON/Tearing Us Apart (Duck/WB)	135-1	28	108+ 24-
13	12	7	5	WORLD PARTY/Ship Of Fools (Chrysalis)	141+5	26+	94+ 41-
—	—	15	6	LOU GRAMM/Midnight Blue (Atlantic)	146+19	17+	79+ 65-
42	21	13	7	BRUCE HORNSBY & THE RANGE/Mandolin Rain (RCA)	136+13	24+	96+ 37-
35	15	9	8	ALAN PARSONS PROJECT/Standing On Higher Ground (Arista)	153+5	15+	67+ 83-
18	13	12	9	STEVE MILLER BAND/Nobody But You Baby (Capitol)	132+7	21+	75+ 57-
14	11	10	10	KBC BAND/America (Arista)	128-2	16+	77+ 44-
40	28	20	11	LOS LOBOS/Shakin' Shakin' Shakes (Slash/WB)	145+15	6+	34+ 93+
32	27	22	12	BOSTON/Can'tcha Say/Still In Love (MCA)	121+18	14=	69+ 48+
22	20	16	13	EUROPE/The Final Countdown (Epic)	130+5	11+	54+ 67-
3	3	5	14	PETER GABRIEL/Big Time (Geffen)	104-0	26-	79- 16-
1	2	6	15	PRETENDERS/My Baby (Sire/WB)	96-1	18-	71- 21-
49	32	23	16	GENESIS/Tonight, Tonight, Tonight (Atlantic)	122+17	15+	54+ 63+
11	10	11	17	BILLY IDOL/Don't Need A Gun (Chrysalis)	104-2	17-	72- 28-
—	—	26	18	REO SPEEDWAGON/That Ain't Love (Epic)	134+16	7+	39+ 89-
28	25	21	19	DAVID & DAVID/Ain't So Easy (A&M)	127+8	4+	40+ 79-
43	30	24	20	GEORGIA SATELLITES/Battleship Chains (Elektra)	130+8	4+	37+ 90=
21	18	21	21	DEEP PURPLE/Bad Attitude (Mercury/PG)	118-2	4+	37- 70-
10	9	14	22	HUEY LEWIS & THE NEWS/Jacob's Ladder (Chrysalis)	87-0	14-	64- 18+
30	29	27	23	TIL TUESDAY/Coming Up Close (Epic)	102+4	9+	37+ 63-
—	—	42	24	STARSHIP/Nothing's Gonna Stop Us Now (Grunt/RCA)	108+30	7+	28+ 73+
6	5	8	25	ANN WILSON/The Best Man In The World (Capitol)	81-0	19-	55- 22+
36	34	30	26	CINDERELLA/Nobody's Fool (Mercury/PG)	86+9	12+	44+ 34-
46	42	34	27	ERIC CLAPTON/Miss You (Duck/WB)	92+17	3+	38+ 47+
DEBUT	—	—	28	SAMMY HAGAR/Winner Takes It All (Columbia)	105 /105	1	12- 83
19	16	17	29	JOURNEY/I'll Be Alright Without You (Columbia)	81-0	14-	50- 27-
34	33	32	30	IGGY POP/Real Wild Child (A&M)	98+14	1=	17- 64+
—	—	49	31	STEVE WINWOOD/The Finer Things (Island/WB)	88+34	4+	20+ 67+
39	35	33	32	KANSAS/Power (MCA)	95+10	2=	18- 70+
59	46	40	33	JULIAN COPE/World Shut Your Mouth (Island)	100+19	1+	12+ 73+
41	39	35	34	ROB JUNGKLAS/Make It Mean Something (Manhattan)	104+9	1=	11+ 72+
51	41	37	35	ROBIN TROWER/No Time (GNP Crescendo)	95+11	1=	10+ 74+
56	44	38	36	BENJAMIN ORR/Too Hot To Stop (Elektra)	91+13	0-	15- 64+
17	14	19	37	KINKS/Working At The Factory (MCA)	71-0	1-	35- 31-
—	—	59	45	STEVIE RAY VAUGHAN & DOUBLE.../Willie The Wimp (Epic)	94+18	0=	8+ 71+
4	8	25	39	BRUCE HORNSBY & THE RANGE/On The Western Skyline (RCA)	60-0	3-	29- 25-
—	—	50	44	DAVE EDMUNDS/The Wanderer (Columbia)	74+6	1+	7- 56+
—	—	55	41	COLIN JAMES HAY/Hold Me (Columbia)	71+13	1+	7+ 51+
9	12	28	42	BOSTON/Cool The Engines (MCA)	50-0	4-	27- 21-
—	—	57	53	CROWDED HOUSE/Don't Dream It's Over (Capitol)	65+13	3+	12+ 43+
—	—	52	50	TESLA/Modern Day Cowboy (Geffen)	69+7	2+	8+ 46+
24	24	29	45	SMITHEREENS/Behind The Wall Of Sleep (Enigma)	60-1	2-	14- 38-
26	31	46	49	TIMBUK3/Life Is Hard (IRS/MCA)	65-5	0=	7- 48-
—	—	51	47	RIC OCASEK/Keep On Laughing (Geffen)	64+11	0=	7- 48+
25	31	39	48	PRETENDERS/Room Full Of Mirrors (Sire/WB)	50-1	1=	22- 24-
23	38	46	49	BRUCE SPRINGSTEEN & THE E STREET BAND/Fire (Columbia)	49-11	3=	18- 24+
DEBUT	—	—	50	SANTANA/Vera Cruz (Columbia)	64 /64	0	2 48
—	—	56	51	DON DIXON/Praying Mantis (Enigma)	61+3	1+	5= 45+
37	43	52	52	BON JOVI/Wanted Dead Or Alive (Mercury/PG)	39-5	1-	18+ 19-
15	22	36	53	GEORGIA SATELLITES/Keep Your Hands To Yourself (Elektra)	33-0	7-	22- 8+
16	23	41	54	JASON & THE SCORCHERS/Golden Ball And Chain (EMI America)	50-0	2+	7- 36-
—	—	60	55	LOVE JUSTICE/Found Love (Geffen)	54+12	0=	9+ 33+
12	19	43	56	ERIC CLAPTON/It's In The Way You Use It (Duck/WB)	31-0	8-	21- 8-
48	45	48	57	LOVE & ROCKETS/All In My Mind (Big Time/RCA)	50-3	2=	7- 30-
DEBUT	—	—	58	DEEP PURPLE/Call Of The Wild (Mercury/PG)	46+21	0=	1- 40+
DEBUT	—	—	59	KINKS/Lost And Found (MCA)	40+14	2+	13+ 21+
54	48	59	60	BOSTON/Hollyann (MCA)	33-1	2-	14- 17-

BREAKERS®

STARSHIP

Nothing's Gonna Stop Us Now (Grunt/RCA)
64% of our reporters on it.

SAMMY HAGAR

Winner Takes It All (Columbia)
62% of our reporters on it.

ROB JUNGKLAS

Make It Mean Something (Manhattan)
62% of our reporters on it.

New forces to be reckoned with!



Julian Cope



Shriekback



C.S. Angels



Peter Himmelman

Island...about to explode!



RADIO & RECORDS NATIONAL AIRPLAY

AOR ALBUMS

Three Weeks
Two Weeks
One Week

169 REPORTS

JANUARY 30, 1987

	Three Weeks	Two Weeks	One Week		Reports/Adds	Power	Heavy	Medium
1	1	1		1	ERIC CLAPTON/August (Duck/WB)			
4	4	2		2	BON JOVI/Slippery When Wet (Mercury/PG)			
2	3	3		3	BOSTON/Third Stage (MCA)			
5	5	5		4	BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)			
10	8	7		5	ROBERT CRAY BAND/Strong Persuader (Mercury/PG)			
7	6	6		6	STEVE MILLER BAND/Living In The 20th Century (Capitol)			
12	12	9		7	EDDIE MONEY/Can't Hold Back (Columbia)			
3	2	4		8	PRETENDERS/Get Close (Sire/WB)			
16	17	11		9	WORLD PARTY/Private Revolution (Chrysalis)			
8	7	8		10	GEORGIA SATELLITES/Georgia Satellites (Elektra)			
	22	14		11	ALAN PARSONS PROJECT/Gaudi (Arista)			
15	16	15		12	KBC BAND/KBC Band (Arista)			
13	14	13		13	BILLY IDOL/Whiplash Smile (Chrysalis)			
25	24	21		14	GENESIS/Invisible Touch (Atlantic)			
	21	19		15	DEEP PURPLE/The House Of Blue Light (Mercury/PG)			
		24		16	LOS LOBOS/By The Light Of The Moon (Slash/WB)			
11	10	10		17	PETER GABRIEL/So (Geffen)			
19	18	18		18	DAVID & DAVID/Boomtown (A&M)			
23	23	22		19	EUROPE/The Final Countdown (Epic)			
9	9	12		20	HUEY LEWIS & THE NEWS/Fore! (Chrysalis)			
14	15	16		21	KINKS/Think Visual (MCA)			
26	29	27		22	TIL TUESDAY/Welcomed Home (Epic)			
18	25	25		23	BENJAMIN ORR/The Lace (Elektra)			
30	35	32		24	STEVE WINWOOD/Back In The High Life (Island/WB)			
31	30	29		25	CINDERELLA/Night Songs (Mercury/PG)			
6	11	23		26	BRUCE SPRINGSTEEN & THE E STREET BAND/Live/1975-85 (Columbia)			
		17		27	GOLDEN CHILD/Soundtrack (Capitol)			
20	19	26		28	KANSAS/Power (MCA)			
21	20	20		29	JOURNEY/Raised On Radio (Columbia)			
29	31	30		30	IGGY POP/Blah, Blah, Blah (A&M)			
39	33	33		31	ROBIN TROWER/Passion (GNP Crescendo)			
	40	38		32	JULIAN COPE/World Shut Your Mouth (Island)			
36	34	34		33	ROB JUNGKLAS/Closer To The Flame (Manhattan)			
33	36	36		34	STEVIE RAY VAUGHAN & DOUBLE TROUBLE/Live Alive (Epic)			
		39		35	DAVE EDMUNDS/I Hear You Rockin' (Columbia)			
DEBUT				36	COLIN JAMES HAY/Looking For Jack (Columbia)			
37	37	37		37	RIC OCASEK/This Side Of Paradise (Geffen)			
22	27	38		38	SMITHEREENS/Especially For You (Enigma)			
DEBUT				39	CROWDED HOUSE/Crowded House (Capitol)			
DEBUT				40	TESLA/Mechanical Resonance (Geffen)			
					"Tearing" (135) "Miss" (92) "Way" (31)	162=0	40-	137+ 24-
					"Livin'" (135) "Wanted" (39) "Let" (13)	141-1	62-	130- 10+
					"Can'tcha" (121) "Engines" (50) "Hollyann" (33)	138-2	25-	98- 38+
					"Mandolin" (136) "Western" (60) "Every" (9)	151+2	28+	112+ 36-
					"Smoking Gun" (145) "Guess" (11) "Right" (8)	150+3	36+	110+ 40-
					"Nobody" (132) "Loved" (26) "Make" (19)	147+3	23+	85= 62+
					"Wanna" (36) "Endless" (6) "Should" (5)	139+4	47+	112+ 26-
					"Baby" (96) "Room" (50) "Hymn" (10)	123-2	22-	85- 34=
					"Fools" (141) "Private" (10) "All" (7)	149+5	27+	96+ 44-
					"Battleship" (130) "Keep" (33) "Railroad" (27)	146-1	11-	56- 88+
					"Standing" (153) "Late" (11) "Money" (7)	157+6	15+	67+ 87-
					"America" (128) "When" (3) "Hold" (3)	134-2	16+	79+ 48-
					"Gun" (104) "Sixteen" (14) "Soul" (7)	110-3	18-	73- 33-
					"Tonight" (122) "Land" (14) "Deep" (3)	129+15	17+	60+ 63+
					"Bad Attitude" (118) "Call" (46) "Unwritten" (4)	137+3	4+	37= 85+
					"Shakin'" (145) "Set Me Free" (6) "One Time" (2)	148+15	6+	34+ 97+
					"Big Time" (104) "Eyes" (3) "Don't Give Up" (2)	107-1	26-	80- 18-
					"Ain't So" (127) "Swallowed" (5) "Welcome" (2)	132+8	4+	42+ 82-
					"Final" (130) "Rock" (3) "Ninja" (1)	131+5	11+	54+ 69-
					"Jacob's" (87) "Whole" (17) "I Know" (12)	104-1	14-	70- 28+
					"Working" (71) "Lost" (40) "Rock" (3)	100-3	3=	44- 48-
					"Coming" (102) "What About" (1) "Sunday" (1)	104+4	9+	38+ 64-
					"Too Hot" (91) "Stay" (14) "Skyline" (2)	105+13	3=	27- 69+
					"Finer Things" (88) "Back" (14) "Take It" (6)	98+30	6+	25+ 71+
					"Nobody's Fool" (86) "Nothin'" (3) "Somebody" (3)	91+9	13+	45+ 38-
					"Fire" (49) "Seeds" (21) "Because" (20)	70-10	5-	28- 32-
					"The Best Man" (81)	81-0	19-	55- 22+
					"Power" (95) "All I Wanted" (16) "Silhouettes" (1)	103+8	3-	22- 73+
					"I'll Be Alright" (81) "Positive" (3) "Happy" (1)	84-0	15-	51- 29-
					"Child" (98) "Shades" (1) "Isolation" (1)	98+14	1=	17- 64+
					"No Time" (95) "Caroline" (3) "Passion" (3)	102+13	1=	11+ 79+
					"World Shut Your" (100)	100+19	1+	12+ 73+
					"Make It Mean" (104) "Hello Heaven" (1)	105+10	1=	11+ 73+
					"Willie" (94) "Superstition" (5) "Pride" (3)	96+16	1=	10+ 72+
					"The Wanderer" (74) "I Hear" (8) "Slipping" (2)	82+9	1+	7- 61+
					"Hole Me" (71) "Looking" (5) "Can I Hold" (2)	75/16	2	9 52
					"Laughing" (64) "True" (9) "Emotion" (2)	72+9	0-	10- 52+
					"Behind" (60) "Blood" (2) "Strangers" (1)	64-1	2-	15- 41-
					"Don't Dream" (65) "World" (2) "Mean" (1)	68+14	3+	12+ 45+
					"Cowboy" (69) "EZ Come" (1) "Cummin'" (1)	69+7	2+	8+ 46+



concrete blonde

an early clue to the new direction.

on these stations:

WBNC WBYP WBRU WHJY KTXQ WXRT KYYS KBCO
KBPI KMET KUPD 91X CFOX and over 30 more!

A MOST ADDED ALBUM AND TRACK!

BREAKERS.

ROBIN TROWER
Passion (GNP/Crescendo)
60% of our reporters on it.

NEW & ACTIVE

DON DIXON "Most Of The Girls Like To Dance..." (Enigma) 61/3 (60/12)
Adds: KOMF, KBCJ, KRQJ, WPLR, WFBQ, WUYL, KFG, KRK, WRDU, WGBK. Medium 45 including WQVE, WXRT, KUPD, WTPA, WOUR, WAAF, KNCN, WRQK, KEZO, WMBY.

LONE JUSTICE "Shelter" (Geffen) 60/7 (57/6)
Adds: KTXQ, WSHE, WHIT, WKQZ, KFMC, WKFM, KRNA. Heavy 10: WBCN, WXRK, WXRT, KGB, CHEZ, WKQQ, WMBY, KZEL, KATP, KQWB. Medium 36 including WLLP, KBCO, KLOS, KFOG, WAAF, KLB, J, KNCN, KLAQ, KILQ, KKDJ.

SPOONS "Bridges Over Borders" (Mercury/PolyGram) 53/5 (51/19)
Adds: WYMF, WKLC, KMG, KTKL, WYMG. Heavy 9: Q107, WLIR, CHEZ. Medium 35 including WBYP, WQVE, WKLS, KTXQ, KYYS, KBCO, 91X, WPKX, WTPA, KNCN.

CONCRETE BLONDE "Concrete Blonde" (IRS/MCA) 50/22 (29/14)
Adds including WBCN, WBRU, WHJY, KBPI, 91X, CFOX, WPDH, WAAF, KFMC. Heavy 3: WMBY, KZEL, KRQU. Medium 21 including KTXQ, WXRT, KYYS, KUPD, KNCN, WRKL, KMDD, WRKL.

VINIE VINCENT "Invasion" (Chrysalis) 32/14 (18/7)
Adds including WHJY, KUPD, WKLC, WFOK, KQDS, KATT, KQWB, KOZZ. Heavy 1: KNAC. Medium 16 including WLLZ, KQRS, KDUJ, KWIC, KLAQ, KRK, KISS, KATP, KWHL.

PAUL SIMON "Graceland" (WB) 27/7 (20/1)
Adds: KGB, WTPA, KWIC, KNCN, KKDU, WMGM, KTYD. Powers 1. Heavy 6: CHOM, WXRT, KTCZ, KBCO, KESI, KTL. Medium 16 including WBAB, WMMR, WBRU, KINK, CHEZ, WPDH, WLAV, KOZZ.

TRIUMPH "The Sport Of Kings" (MCA) 27/5 (24/7)
Adds: KOMF, KRK, WOCR, KWHL, KZOO. Powers 2: Heavy 8: Q107, WRIF, KBPI, KGB, WIMZ, KISS, KRNA, KRQU. Medium 12 including CHOM, KSHE, WXLP, KGGO, KAT, WWCT, KATP, KFMC.

STRANGLERS "Dreamtime" (Epic) 25/4 (23/6)
Adds: WHJY, KNCN, KATP, WRUF. Powers 2: Heavy 7: WHFS, WLIR, CFNY, WFNX, KRGO, KTKL, KRQU. Medium 17 including WNSW, WXRT, STCZ, KBCO, 91X, KROR, WTPA, WMBY.

BRIGHTON ROCK "Young, Wild And Free" (A&M) 21/4 (17/2)
Adds: WBCN, WOUR, WAPL, WXY, Heavy 2: Q107, KRQU. Medium 7: WTPA, KNCN, WFWY, KISS, KNAC, KATP, KRNA.

SHRIEKBACK "Big Night Music" (Island) 20/2 (18/3)
Adds: WLIR, KESI. Heavy 4 including KTCZ, WFNX, KTKL. Medium 12 including WXRT, KBCO, KRQO, 91X, WHFS, CHEZ, CFNY, WMBY.

WANG CHUNG "Mosaic" (Geffen) 19/5 (17/3)
Adds: WLYQ, KBCJ, KRQJ, WPLR, WFBQ. Powers 1. Heavy 5 including CHOM, CFOX, KRNA, KRQU. Medium 10 including WKLS, KINK, KFOG, CHEZ, KAT, WWCT, WMBY.

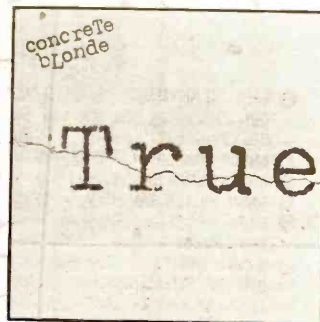
IRON MAIDEN "Somewhere In Time" (Capitol) 18/1 (18/3)
Adds: KKDJ. Powers 1. Heavy 1: KNAC. Medium 11 including KTXQ, KUPD, KDUJ, KWIC, KNCN, KLAQ, WFWY, KISS.

Continued on Page 91



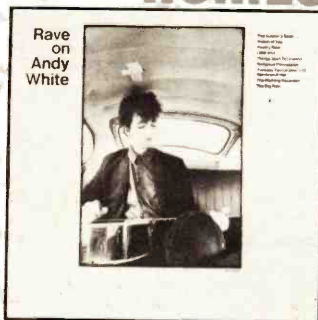
BROKEN HOMES

"STEELTOWN"
from the lp "Broken Homes"



CONCRETE BLONDE

"TRUE"
from the I.R.S. lp
"Concrete Blonde"



Rave
on
Andy
White

ANDY WHITE

"THE SOLDIER SASH"
from the lp "Rave On Andy White"



ANDY TAYLOR

"I MIGHT LIE"
from the lp "Thunder"

UP AND COMING

FROM MCA



RED 7

"WHEN THE SUN GOES DOWN"
from the lp
"When The Sun Goes Down"



THE DAMNED

"ALONE AGAIN OR"
from the lp "Anything"

REGIONAL OR ACTIVITY

SOUTH (Continued)

KNKNC/Corpus Christi (512) 289-1000
ON: PAPE LOPEZ
FM: BOB HAY LOCKWOOD

WRFK/Charlotte (704) 933-1121
FM: BOB CHRISTLER
FM: BOB HAY LOCKWOOD

WRDU/Raleigh (919) 782-1061
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

KATP/Amarillo (806) 374-1123
FM: JACK HANSELL
FM: BOB HAY LOCKWOOD

KESU/San Antonio (512) 337-5500
FM: LEE RY HANSEN
FM: BOB HAY LOCKWOOD

KTAL/Sheepport (318) 425-2422
FM: BRIAN HALL
FM: BOB HAY LOCKWOOD

WRIF/Detroit (313) 827-9505
FM: MICHAEL RAYNER
FM: BOB HAY LOCKWOOD

KTCZ/Minneapolis (612) 339-0000
FM: ALAN LAMSON
FM: BOB HAY LOCKWOOD

WKLP/Davenport (319) 326-0541
FM: TERRY GARDNER
FM: BOB HAY LOCKWOOD

WKZZ/Saginaw (517) 861-1115
FM: PAUL CHILTY
FM: BOB HAY LOCKWOOD

WNOR-FM/Norfolk (804) 623-9667
FM: DAVID HILLARY
FM: BOB HAY LOCKWOOD

KLQJIE/Paso (915) 544-8864
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

KRXX/McAllen (512) 350-9999
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

KISS/San Antonio (512) 226-2111
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WFXR/Charleston (803) 556-8881
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WWVC/Charlottesville (804) 971-4057
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WXIV/Savannah (912) 897-1529
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

KYSS/Kansas City (816) 561-9102
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WGOD/Des Moines (515) 281-4181
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WNLZ/Lansing (517) 669-8361
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WRRG/Greensboro (813) 274-4042
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WKDF/Nashville (615) 244-9532
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WKMG/Beach (305) 655-2308
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WRCR/Charlotte-Hickory (704) 322-1713
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WXPB/Chicago (312) 442-5270
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WWRX/Chicago (312) 777-7100
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WWRM/Macon (215) 535-7631
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WONE/Macon (215) 535-7631
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WWRV/Duluth (218) 728-6421
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WBAF/Madison (800) 474-5450
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WZZM/Beach, NC (919) 728-2019
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WKQO/Lafayette (704) 252-6698
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

KBAT/Odessa (915) 583-2121
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WRUF-FM/Gainesville (804) 392-0771
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WVTV/Jacksonville (904) 642-1055
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KLBJ-FM/Austin (512) 474-8543
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

KMJX/Lite Rock (501) 470-0088
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

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FM: BOB CHRISTLER

KWIC/Baumont (409) 842-2210
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

WVTV/Jacksonville (904) 642-1055
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WVTV/Jacksonville (904) 642-1055
FM: BOB HAY LOCKWOOD
FM: BOB CHRISTLER

MIDWEST

PARALLEL ONE

WLP/Chicago (312) 442-5270

WWRX/Chicago (312) 777-7100

WVTV/Jacksonville (904) 642-1055

WVTV/Jacksonville (904) 642-1055

WVTV/Jacksonville (904) 642-1055

WVTV/Jacksonville (904) 642-1055

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WVTV/Jacksonville (904) 642-1055

WVTV/Jacksonville (904) 642-1055

WVTV/Jacksonville (904) 642-1055

CHR PARALLEL ONE PLAYLISTS

Z-93 Atlanta
 PD: Bob Case
 MD: Lindsey Burdette

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WINZ-FM Miami
 PD: Gabe Baptiste
 Asst. PD: MD: Mark Shands

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

94-Q Atlanta
 PD: Jim Morrison
 MD: Jeff McCartney

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

MIDWEST
power 96
 PD: Rick Gillette
 MD: Mark Jackson
 Detroit

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

KHTR 103.3 St. Louis
POWER
 Ops. Manager: Dave Robbins
 MD: Mark Todd

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WBEM-FM
103.5
 PD: Buddy Scott
 MD: Joe Bohannon
 Chicago

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

100 Miami
 PD: Rick Stacy
 Asst. PD/MD: Frank Amadeo

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

KISS Dallas
103.5
 PD: Kevin Muehly
 MD: Marcie Guckian

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

93.7 Houston
KKBQ
 PD: John Lander
 Asst. PD: Ron Parker

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

Q102 Cincinnati
 Ops. Manager: Jim Fox
 MD/Asst. PD: Dave Allen

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

KDWB 101 Minneapolis
 PD: Dave Anthony
 Asst. PD/MD: Don Michaels

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

Z95.5 Dallas
WCZY
 PD: Brian Patrick
 MD: Kathy Means
 Detroit

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

B97 New Orleans
 PD: Shadow P. Stevens
 MD: Joey Giovingo

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

THE NEW Norfolk
Z104
 WNVZ
 PD: Chris Bailey
 MD: Mary Ann Raymont

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

99.7 Atlanta
WARM
 PD: Steve Davis
 MD: Steve Wyrstok

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WNCI 97.9 Columbus
 PD: Bill Richards
 Asst. PD: Tom Kelly

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

92.9 Columbus
WVLT
 PD: Adam Cook
 MD: Kevin Hanes

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

106.5 St. Louis
KWK
 THE NUMBER 1 HIT MUSIC STATION
 PD: Wayne Richards
 MD: Jim Atkinson

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

Q103 Tampa
 Ops. Manager: Mason Dixon
 MD: Bobby Rich

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WVLT Columbus
 PD: Adam Cook
 MD: Kevin Hanes

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WVLT Columbus
 PD: Adam Cook
 MD: Kevin Hanes

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WVLT Columbus
 PD: Adam Cook
 MD: Kevin Hanes

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WVLT Columbus
 PD: Adam Cook
 MD: Kevin Hanes

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

WVLT Columbus
 PD: Adam Cook
 MD: Kevin Hanes

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50.

MOST ADDED MIDWEST BREAKOUTS
Starship
Tina Turner
Lou Gramm
Janet Jackson

CHADS & HOTS

MOST ADDED WEST BREAKOUTS
The Temptations
Larry Green
R&B Soundstage
Steve Winwood
Club Nouveau
Eposse

MIDWEST PARALLEL TWO

WDDO-Alton, OH
Andrew/Chicago
GORDIS
PETER GABRIEL
BRUCE WILLIS
KODIA & THE GANG (ep)
CRAWFORD HODGE (ep)
STEVE WINWOOD (ep)
BILLY IDOL (ep)
CUBIE BERNICE (ep)
ROLLBACK
SON JOVI 2-1
GEORGIA SATELLITE 5-2
TUE WEDNES 7-4
ARM WILCOX 12-5
EDDIE MURPHY 11-4

WOLC/Carleton, IL
J&M/Dart
DAVE HALL
GEORGE
JOANET JACKSON
CUBIE BERNICE
LOU GRAMM
NORVA
ROLLBACK
CYRIL LAUPER 3-2
SON JOVI 11-2
LUTHERA YOUNGBOSS 17-9
MADONNA 2-1
WQMG/Alto, OH
Wheeler/Sumner
EDDIE MURPHY
DAVE HALL
CANDICE HOWE
SON JOVI 12-8
GEORGIA SATELLITE 14-10
KLG/Oregon, MI
Owen/Times
READY FOR THE WOR
JANET JACKSON
BILLY IDOL 4-2
SON JOVI 5-2
BOSTON 5-5
ROBERTA & INGRAM 22-9
LUTHERA YOUNGBOSS 23-19
GEORGIA SATELLITE 14-11
KALISTO/Ohio, OH
Hopkins/Payton
JANET JACKSON
JOHN DRAKE
BECKY DEVER
SON JOVI 11-1
JOHNNEY 21-1
CHICAGO 27-13
STEVE WINWOOD
TINA TURNER
EUROPE (ep)
MIRIAM MAKEBE
SON JOVI 11-2
LIONEL RICHIE 14-11
CHICAGO 20-15
Dina/Walton, KS
Dina/Walton
SEANANNE O'BRYEN
ROLLBACK
JANET JACKSON
PATRICIA SWEET
SON JOVI 11-4
CHICAGO 20-15
Dina/Walton, KS
Dina/Walton
SEANANNE O'BRYEN
ROLLBACK
JANET JACKSON
PATRICIA SWEET
SON JOVI 11-4
CHICAGO 20-15

WOLC/Carleton, IL
J&M/Dart
DAVE HALL
GEORGE
JOANET JACKSON
CUBIE BERNICE
LOU GRAMM
NORVA
ROLLBACK
CYRIL LAUPER 3-2
SON JOVI 11-2
LUTHERA YOUNGBOSS 17-9
MADONNA 2-1
WQMG/Alto, OH
Wheeler/Sumner
EDDIE MURPHY
DAVE HALL
CANDICE HOWE
SON JOVI 12-8
GEORGIA SATELLITE 14-10
KLG/Oregon, MI
Owen/Times
READY FOR THE WOR
JANET JACKSON
BILLY IDOL 4-2
SON JOVI 5-2
BOSTON 5-5
ROBERTA & INGRAM 22-9
LUTHERA YOUNGBOSS 23-19
GEORGIA SATELLITE 14-11
KALISTO/Ohio, OH
Hopkins/Payton
JANET JACKSON
JOHN DRAKE
BECKY DEVER
SON JOVI 11-1
JOHNNEY 21-1
CHICAGO 27-13
STEVE WINWOOD
TINA TURNER
EUROPE (ep)
MIRIAM MAKEBE
SON JOVI 11-2
LIONEL RICHIE 14-11
CHICAGO 20-15
Dina/Walton, KS
Dina/Walton
SEANANNE O'BRYEN
ROLLBACK
JANET JACKSON
PATRICIA SWEET
SON JOVI 11-4
CHICAGO 20-15
Dina/Walton, KS
Dina/Walton
SEANANNE O'BRYEN
ROLLBACK
JANET JACKSON
PATRICIA SWEET
SON JOVI 11-4
CHICAGO 20-15

WEST PARALLEL TWO

KNOX/Knoxville, TN
Janet Jackson
Cubie Bernice
Lou Gramm
Norva
Rollback
Cyril Lauper 3-2
Son Jovi 11-2
Luther Youngboss 17-9
Madonna 2-1
WQMG/Alto, OH
Wheeler/Sumner
Eddie Murphy
Dave Hall
Candice Howe
Son Jovi 12-8
Georgia Satellite 14-10
KLG/Oregon, MI
Owen/Times
Ready For The Wor
Janet Jackson
Billy Idol 4-2
Son Jovi 5-2
Boston 5-5
Roberta & Ingram 22-9
Luther Youngboss 23-19
Georgia Satellite 14-11
Kalisto/Ohio, OH
Hopkins/Payton
Janet Jackson
John Drake
Becky Dever
Son Jovi 11-1
Johnny 21-1
Chicago 27-13
Steve Winwood
Tina Turner
Europe (ep)
Miriam Makebe
Son Jovi 11-2
Lionel Richie 14-11
Chicago 20-15
Dina/Walton, KS
Dina/Walton
Seananne O'bryen
Rollback
Janet Jackson
Patricia Sweet
Son Jovi 11-4
Chicago 20-15

KYVA/Rings, MT
Barbara
Candice
Janet Jackson
Cubie Bernice
Lou Gramm
Norva
Rollback
Cyril Lauper 3-2
Son Jovi 11-2
Luther Youngboss 17-9
Madonna 2-1
WQMG/Alto, OH
Wheeler/Sumner
Eddie Murphy
Dave Hall
Candice Howe
Son Jovi 12-8
Georgia Satellite 14-10
KLG/Oregon, MI
Owen/Times
Ready For The Wor
Janet Jackson
Billy Idol 4-2
Son Jovi 5-2
Boston 5-5
Roberta & Ingram 22-9
Luther Youngboss 23-19
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Chicago 20-15
Dina/Walton, KS
Dina/Walton
Seananne O'bryen
Rollback
Janet Jackson
Patricia Sweet
Son Jovi 11-4
Chicago 20-15

PARALLEL THREE

WOLC/Carleton, IL
J&M/Dart
DAVE HALL
GEORGE
JOANET JACKSON
CUBIE BERNICE
LOU GRAMM
NORVA
ROLLBACK
CYRIL LAUPER 3-2
SON JOVI 11-2
LUTHERA YOUNGBOSS 17-9
MADONNA 2-1
WQMG/Alto, OH
Wheeler/Sumner
EDDIE MURPHY
DAVE HALL
CANDICE HOWE
SON JOVI 12-8
GEORGIA SATELLITE 14-10
KLG/Oregon, MI
Owen/Times
READY FOR THE WOR
JANET JACKSON
BILLY IDOL 4-2
SON JOVI 5-2
BOSTON 5-5
ROBERTA & INGRAM 22-9
LUTHERA YOUNGBOSS 23-19
GEORGIA SATELLITE 14-11
KALISTO/Ohio, OH
Hopkins/Payton
JANET JACKSON
JOHN DRAKE
BECKY DEVER
SON JOVI 11-1
JOHNNEY 21-1
CHICAGO 27-13
STEVE WINWOOD
TINA TURNER
EUROPE (ep)
MIRIAM MAKEBE
SON JOVI 11-2
LIONEL RICHIE 14-11
CHICAGO 20-15
Dina/Walton, KS
Dina/Walton
SEANANNE O'BRYEN
ROLLBACK
JANET JACKSON
PATRICIA SWEET
SON JOVI 11-4
CHICAGO 20-15

WOLC/Carleton, IL
J&M/Dart
DAVE HALL
GEORGE
JOANET JACKSON
CUBIE BERNICE
LOU GRAMM
NORVA
ROLLBACK
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Dina/Walton, KS
Dina/Walton
Seananne O'bryen
Rollback
Janet Jackson
Patricia Sweet
Son Jovi 11-4
Chicago 20-15

Breakouts are records not included in the regional most added, but which have five or more adds in a region, and fewer than 50 stations overall.

WANTED: Your station's best promotion of 1986!
Whether it's a giveaway, a community service, an event, a stunt - you'll want to enter it in NAB Radio's Best of the Best Promotion Contest
Yours could be one of three stations to win industry-wide recognition at NAB's 65th Annual Convention and \$500 cash!
Call NAB Radio, (202) 429-5420 for more information



PARALLELS

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 100,000-200,000.

ANITA BAKER Caught Up In The Rapture (Elektra) LP: Rap/Rite. Regional Reach: S 978, M 398, W 558. National Summary: UP 53, DEBITS 13, SAME 27, DOWN 1, ADDES 8.

Regional Reach: S 978, M 398, W 558. National Summary: UP 53, DEBITS 13, SAME 27, DOWN 1, ADDES 8. Includes station lists for P1, P2, P3.

100/25 44% National Summary: UP 50, DEBITS 5, SAME 17, DOWN 0, ADDES 8. Includes station lists for P1, P2, P3.

100/25 - 100 CHR reporting stations on it this week including 25 new adds. 44% - Percentage of this weeks reporters playing it. Regional Summary: Up 51 - Number of stations moving it up on the charts.

BEASTIE BOYS Fight For... (Def Jam/Columbia) LP: License To Ill. Regional Reach: S 738, M 628, W 758. National Summary: UP 123, DEBITS 19, SAME 18, DOWN 1, ADDES 12.

Regional Reach: S 738, M 628, W 758. National Summary: UP 123, DEBITS 19, SAME 18, DOWN 1, ADDES 12. Includes station lists for P1, P2, P3.

A-HA Cry Wolf (WB) LP: Soundscapes Days. Regional Reach: S 248, M 258, W 431. National Summary: UP 208, DEBITS 16, SAME 10, DOWN 0, ADDES 17.

Regional Reach: S 248, M 258, W 431. National Summary: UP 208, DEBITS 16, SAME 10, DOWN 0, ADDES 17. Includes station lists for P1, P2, P3.

Regional Reach: S 248, M 258, W 431. National Summary: UP 208, DEBITS 16, SAME 10, DOWN 0, ADDES 17. Includes station lists for P1, P2, P3.

Regional Reach: S 248, M 258, W 431. National Summary: UP 208, DEBITS 16, SAME 10, DOWN 0, ADDES 17. Includes station lists for P1, P2, P3.

Regional Reach: S 248, M 258, W 431. National Summary: UP 208, DEBITS 16, SAME 10, DOWN 0, ADDES 17. Includes station lists for P1, P2, P3.

BON JOVI Livin' On A Prayer (Mercury) LP: Slippery When Wet. Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 988, M 938, W 928. National Summary: UP 107, DEBITS 2, SAME 18, DOWN 1, ADDES 0. Includes station lists for P1, P2, P3.

PETER DINKELBERRY Big Mistake (Full Moon/WB) LP: Solitaire/Solitaire. Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

Regional Reach: S 358, M 318, W 458. National Summary: UP 156, DEBITS 15, SAME 24, DOWN 11, ADDES 2. Includes station lists for P1, P2, P3.

CHICAGO Will You Still Love Me? (WB) LP: Chicago 18. Regional Reach: S 928, M 998, W 968. National Summary: UP 193, DEBITS 7, SAME 25, DOWN 10, ADDES 0.

Regional Reach: S 928, M 998, W 968. National Summary: UP 193, DEBITS 7, SAME 25, DOWN 10, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 928, M 998, W 968. National Summary: UP 193, DEBITS 7, SAME 25, DOWN 10, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 928, M 998, W 968. National Summary: UP 193, DEBITS 7, SAME 25, DOWN 10, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 928, M 998, W 968. National Summary: UP 193, DEBITS 7, SAME 25, DOWN 10, ADDES 0. Includes station lists for P1, P2, P3.

Regional Reach: S 928, M 998, W 968. National Summary: UP 193, DEBITS 7, SAME 25, DOWN 10, ADDES 0. Includes station lists for P1, P2, P3.

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Regional Reach: S 928, M 998, W 968. National Summary: UP 193, DEBITS 7, SAME 25, DOWN 10, ADDES 0. Includes station lists for P1, P2, P3.

PARALLELS

CLUB NOUVEAU
Lean On Me (WB)
LP: Life, Love & Pain

80/28 26% National Summary
Regional Reach E 373 DEBITS 12
S 311 SAME 5
M 168 DOWN 0
W 258 ADDS 28

Regional Summary
Reach E 373 DEBITS 12
S 311 SAME 5
M 168 DOWN 0
W 258 ADDS 28

COMMUNARDS
Don't Leave Me This Way (MCA)
LP: Communards

51/14 21% National Summary
Regional Reach E 211 DEBITS 12
S 248 SAME 17
M 18 DOWN 1
W 311 ADDS 14

Regional Summary
Reach E 211 DEBITS 12
S 248 SAME 17
M 18 DOWN 1
W 311 ADDS 14

CROWDED HOUSE
Don't Dream It's Over (Capitol)
LP: Crowded House

120/19 60% National Summary
Regional Reach E 468 DEBITS 21
S 508 SAME 37
M 638 DOWN 0
W 638 ADDS 19

Regional Summary
Reach E 468 DEBITS 21
S 508 SAME 37
M 638 DOWN 0
W 638 ADDS 19

DAVID & DAVID
Amn So Easy (A&M)
LP: Boomtown

83/16 35% National Summary
Regional Reach E 373 DEBITS 14
S 424 SAME 44
M 311 DOWN 0
W 448 ADDS 16

Regional Summary
Reach E 373 DEBITS 14
S 424 SAME 44
M 311 DOWN 0
W 448 ADDS 16

DEAD OR ALIVE
Brand New Lover (Epic)
LP: Mad, Bad And Dangerous To Know

190/10 79% National Summary
Regional Reach E 758 DEBITS 17
S 708 SAME 25
M 918 DOWN 0
W 918 ADDS 10

Regional Summary
Reach E 758 DEBITS 17
S 708 SAME 25
M 918 DOWN 0
W 918 ADDS 10

DURAN DURAN
Skin Trade (Capitol)
LP: Notorious

75/29 31% National Summary
Regional Reach E 448 DEBITS 17
S 418 SAME 25
M 478 DOWN 0
W 478 ADDS 29

Regional Summary
Reach E 448 DEBITS 17
S 418 SAME 25
M 478 DOWN 0
W 478 ADDS 29

CHICO DEBARCE
Talk To Me (Motown)
LP: Chico DeBarce

197/4 82% National Summary
Regional Reach E 888 DEBITS 7
S 788 SAME 12
M 818 DOWN 9
W 848 ADDS 4

Regional Summary
Reach E 888 DEBITS 7
S 788 SAME 12
M 818 DOWN 9
W 848 ADDS 4

DURAN DURAN
Skin Trade (Capitol)
LP: Notorious

75/29 31% National Summary
Regional Reach E 448 DEBITS 17
S 418 SAME 25
M 478 DOWN 0
W 478 ADDS 29

Regional Summary
Reach E 448 DEBITS 17
S 418 SAME 25
M 478 DOWN 0
W 478 ADDS 29

EUROPE
The Final Countdown (Epic)
LP: The Final Countdown

143/32 60% National Summary
Regional Reach E 548 DEBITS 41
S 658 SAME 19
M 538 DOWN 9
W 598 ADDS 32

Regional Summary
Reach E 548 DEBITS 41
S 658 SAME 19
M 538 DOWN 9
W 598 ADDS 32

EXPOSE
Come Go With Me (Arista)
LP: Exposure

136/45 67% National Summary
Regional Reach E 568 DEBITS 19
S 638 SAME 44
M 718 DOWN 0
W 718 ADDS 45

Regional Summary
Reach E 568 DEBITS 19
S 638 SAME 44
M 718 DOWN 0
W 718 ADDS 45

SAMANTHA FOX
Touch Me (I Want Your Body)
LP: Touch Me (Live/RCA)

206/6 86% National Summary
Regional Reach E 888 DEBITS 2
S 838 SAME 18
M 868 DOWN 26
W 888 ADDS 6

Regional Summary
Reach E 888 DEBITS 2
S 838 SAME 18
M 868 DOWN 26
W 888 ADDS 6

Peter Gabriel
Big Time (Geffen)
LP: So

218/13 91% National Summary
Regional Reach E 978 DEBITS 17
S 918 SAME 13
M 968 DOWN 13
W 968 ADDS 13

Regional Summary
Reach E 978 DEBITS 17
S 918 SAME 13
M 968 DOWN 13
W 968 ADDS 13

Peter Gabriel
Big Time (Geffen)
LP: So

218/13 91% National Summary
Regional Reach E 978 DEBITS 17
S 918 SAME 13
M 968 DOWN 13
W 968 ADDS 13

Regional Summary
Reach E 978 DEBITS 17
S 918 SAME 13
M 968 DOWN 13
W 968 ADDS 13

PARADELS

JOURNEY I'll Be Alright Without You (Columbia) LP. Rased on Radio

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for the album 'I'll Be Alright Without You'.

Cyndi Lauper Continued

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for Cyndi Lauper's work.

JEFF LOBER / KARYN WHITE Facts Of Love (WB) LP. Private Passion

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'Facts Of Love'.

EDDIE MONEY I Wanna Go Back (Columbia) LP. Can't Hold Back

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'I Wanna Go Back'.

READY FOR THE WORLD Love You Down (MCA) LP. Long Time Coming

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'Love You Down'.

CYNDI LAUPER Change Of Heart (Portrait/CBS) LP. True Colors

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'Change Of Heart'.

MADONNA Open Your Heart (Sire/WB) LP. True Blue

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'Open Your Heart'.

BENJAMIN ORR Stay The Night (Elektra) LP. The Lace

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'Stay The Night'.

REO SPEEDWAGON That Ain't Love (Epic) LP. Life As We Know It

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'That Ain't Love'.

LONE JUSTICE Shelter (Geffen) LP. Shelter

Table with columns for Regional, National, and Summary, listing radio stations and their respective ratings for 'Shelter'.

PARALLELS

LIONEL RICHIE
Ballena Girl (Motown)
LP: Dancing On The Ceiling

202/3 85% National
Regional Summary
Reach UP 178
DEBITS 7
S 86A SAME 9
M 79B DOWN 6
W 86A ADDS 3

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Lionel Richie's album.

BRUCE SPRINGSTEEN & E STREET BAND
Fire (Columbia)
LP: Springsteen Live 1975-1985

108/35 46% National
Regional Summary
Reach UP 15
DEBITS 23
S 54A SAME 34
M 50A DOWN 1
W 51A ADDS 35

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Bruce Springsteen & E Street Band's album.

STARSHIP
Nothing's Gonna Stop Us Now (Grun)
LP: ...

188/76 79% National
Regional Summary
Reach UP 15
DEBITS 28
S 65A SAME 28
M 79B DOWN 0
W 98A ADDS 76

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Starship's album.

TINA TURNER
What You Get Is What You See (Capitol)
LP: Break Every Rule

91/91 38% National
Regional Summary
Reach UP 0
DEBITS 0
S 39A SAME 0
M 71B DOWN 0
W 41A ADDS 91

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Tina Turner's album.

WANG CHUNG
Let's Go (Geffen)
LP: Mosiac

178/33 75% National
Regional Summary
Reach UP 68
DEBITS 30
S 77A SAME 32
M 78A DOWN 0
W 84A ADDS 33

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Wang Chung's album.

LINDA RONSTADT & JAMES INGRAM
Somewhere Out There (MCA)
LP: "An American Tail" Soundtrack

173/25 72% National
Regional Summary
Reach UP 115
DEBITS 23
S 67A SAME 9
M 68A DOWN 1
W 82A ADDS 25

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Linda Ronstadt & James Ingram's album.

STACEY Q
We Connect (Atlantic)
LP: Stacey Q: Better Than Heaven

63/8 26% National
Regional Summary
Reach UP 26
DEBITS 9
S 76A SAME 16
M 12A DOWN 6
W 39A ADDS 8

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Stacey Q's album.

TOTO
Without Your Love (Columbia)
LP: Fahrenheit

177/4 74% National
Regional Summary
Reach UP 11
DEBITS 11
S 77A SAME 26
M 65B DOWN 6
W 73A ADDS 4

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Toto's album.

LUTHER VAN DROSS
Step To Love (Epic)
LP: Give Me The Reason

200/3 84% National
Regional Summary
Reach UP 165
DEBITS 5
S 77A SAME 21
M 79B DOWN 6
W 96A ADDS 3

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Luther Van Dross's album.

BRUCE WILLIS
Respect Yourself (Motown)
LP: The Return Of Bruno

219/10 92% National
Regional Summary
Reach UP 170
DEBITS 27
S 90A SAME 12
M 95A DOWN 0
W 96A ADDS 10

Table with columns for Regional, Summary, Reach, and various chart positions (P1, P2, P3) for Bruce Willis's album.

PARALLELS SIGNIFICANT ACTION

B

BURNS SISTERS BAND
Listen To The Beat Of A Heart
LP: The Burns Sisters Band (Columbia)

| | | |
|-----------|-----------|-----------|
| P1 | S1 | S2 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

C

ROBERT CRAY BAND
Smoking Gun (Mercury/PolyGram)
LP: Strong Persuader

| | | |
|-----------|-----------|-----------|
| P1 | P2 | S1 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

D

CHRIS DABURGH
The Lady In Red (A&M)
LP: Into The Light

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

E

EIGHT SECONDS
Kiss You (When It's Dangerous)
LP: Alimancant (Polydor/PolyGram)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

F

FIVE STAR
If I Say Yes (RCA)
LP: Six & Seven

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

G

GENESIS
Tonight, Tonight, Tonight (Atlantic)
LP: Invisible Touch

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

H

SAMMY HAGAR
Wanted Takes It All (Columbia)
LP: Over The Top Soundtrack

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

J

FREDDIE JACKSON
Have You Ever Loved Somebody
LP: Just Like The First (Capitol)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

K

SAMMY HAGAR
Wanted Takes It All (Columbia)
LP: Looking For Jack

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

L

JASON AND THE SCORCHERS
Golden Ball And Chain
LP: Six Starring (EMI America)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

ROB JUNGLES
Make It Mean Something
LP: Closer To The Flame (Marlhaman)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

KANSAS
Power (MCA)
LP: Power

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

KBC BAND
America (Arista)
LP: KBC Band

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

KOOL & THE GANG
Stone Love (Mercury/PolyGram)
LP: Forever

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

PAUL McCARTNEY
Only Love Remains (Capitol)
LP: Press To Play

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

GLENN MEDEIROS
Nothing's Gonna Change My Love
LP: none (Amherst)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

MEL & KIM
Showing Out (Get Fresh...) (Atlantic)
LP: none

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

SHIRLEY MURDOCK
As We Lay (Elektra)
LP: Shirley Muldock

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

NEW EDITION
Tears On My Pillow (MCA)
LP: Under The Blue Moon

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

NOCCERA
Summertime (Sleeping Bag)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

PET SHOP BOYS
Suburban (EMI America)
LP: Please

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

PAUL McCARTNEY
Only Love Remains (Capitol)
LP: Press To Play

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

GLENN MEDEIROS
Nothing's Gonna Change My Love
LP: none (Amherst)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

POINTER SISTERS
All I Know Is The Way I Feel (RCA)
LP: Hot Together

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

PRETENDERS
Skin Trade (Capitol)
LP: Get Close

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

LIONEL RICHIE
Deep River Woman (Motown)
LP: Dancing On The Ceiling

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

SHEILA E
Hold Me (Paisley Park/WB)
LP: Sheila E.

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

SWEET SENSATION
Hooked On You (Next Plateau)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

PAUL YOUNG
Why Does A Man Have To Be Strong
LP: Between Two Fires (Columbia)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

T

TIL TUESDAY
Coming Up Close (Epic)
LP: Welcome Home

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

TRUMP
Just One Night (MCA)
LP: The Sport Of Kings

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

STEVE WINWOOD
The Finer Things (Island/WB)
LP: Back In The High Life

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

S

WORLD PARTY
Ship Of Fools (Chessals)
LP: Private Revolution

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

Y

PAUL YOUNG
Why Does A Man Have To Be Strong
LP: Between Two Fires (Columbia)

| | | |
|-----------|-----------|-----------|
| P1 | P2 | P3 |
| SOUFF | SOUFF | SOUFF |
| SOUFF | SOUFF | SOUFF |

RADIO & RECORDS NATIONAL AIRPLAY

TEMPORARY AIRPLAY

BREAKERS.

STARSHIP

Nothing's Gonna Stop Us Now (Grunt/RCA)
79% of our reporters playing it. Moves: Up 16, Debuts 68, Same 28, Down 0, Adds 76 including B94, Q107, 95INZ, Z95, WCZY, KDWB, KMEL. See Parallels, debuts at number 38 on the CHR chart.

REO SPEEDWAGON

That Ain't Love (Epic)
65% of our reporters playing it. Moves: Up 15, Debuts 49, Same 40, Down 0, Adds 52 including Q107, Z93, KRBE, WLS, KHTR, Y108, KPLZ. Complete airplay in Parallels.

JEFF LORBER featuring KAREN WHITE

Facts Of Love (WB)

65% of our reporters playing it. Moves: Up 101, Debuts 15, Same 22, Down 2, Adds 16 including KTKS, WGH, WNCI, Y108, KZZP, Q106, KAMZ. See Parallels, moves 38-33 on the CHR chart.

COREY HART

Can't Help Falling In Love (EMI America)

63% of our reporters playing it. Moves: Up 95, Debuts 8, Same 31, Down 6, Adds 10 including WCAU, 93FM, WLAN, 94TYX, KMGX, WZYQ, WKFR. See Parallels, moves 37-34 on the CHR chart.

BILLY IDOL

Don't Need A Gun (Chrysalis)

60% of our reporters playing it. Moves: Up 43, Debuts 27, Same 43, Down 0, Adds 31 including PRO-FM, 99DXT, WLOL, KIIS, KUBE, KITY, KOMQ. Complete airplay in Parallels.

EUROPE

The Final Countdown (Epic)

60% of our reporters playing it. Moves: Up 51, Debuts 41, Same 19, Down 0, Adds 32 including KEGL, KTKS, WKTJ, Y108, KIIS, KZZP, KKRZ. See Parallels, debuts at number 40 on the CHR chart.

NEW & ACTIVE

EXPOSE "Come Go With Me" (Arista) 136/45
Moves: Up 39, Debuts 13, Same 17, Down 0, Adds 17 including B104, WBLL, PRO-FM, B106, WGH, WHYT, WLOL, WCAU 30-23, KRBE 34-28, Y100 1-11, B96 28-19, KMEL 16-15, WSPK 31-24, KXII05 29-23, WPOW 1-1.

LOU GRAMM "Midnight Blue" (Atlantic) 123/57
Moves: Up 5, Debuts 32, Same 29, Down 0, Adds 57 including WKSE, WKSE B106, WGH, WNCI, WCZY, WLOL, KPKE, KIAK, WBBQ, WBBN 36-32, 95INZ 4-30, WMM3 37-32, WKDD 30-28, WJXX 40-33.

CROWDED HOUSE "Don't Dream It's Over" (Capitol) 120/19
Moves: Up 145, Debuts 21, Same 37, Down 0, Adds 19 including Z93, 95INZ, WLS, 92X, KHTR, WNNK, WEAQ, KHTZ, WPHD 24-18, WMM3 23-16, Y108 24-19, KWSS 34-29, WERZ 40-34, KIIS 33-26, WJMJ 1-1.

BRUCE SPRINGSTEEN "Fire" (Columbia) 100/35
Moves: Up 15, Debuts 23, Same 34, Down 0, Adds 35 including WBBN, WBLL, CKOI, B108, Z93, KEGL, WNCI, 99DXT, WPHD 32-25, WMM3 33-27, KXII06 30-24, G106 40-35, KIIS 36-32, WYFX 39-33, WJMJ 35-26.

ANITA BAKER "Caught Up In The Rapture" (Elektra) 105/8
Moves: Up 53, Debuts 13, Same 27, Down 4, Adds 8, B104, B106, WNNK, KTUX, KFY, KDON, KKAZ, Y97, WOKS 13-9, PRO-FM 31-24, 94Q 10-8, WLS 30-24, WCZY 6-3, KS103 13-10, WKOB 14-9.

DARYL HALL "Same Ol' Same Ol'" (RCA) 98/13
Moves: Up 24, Debuts 15, Same 46, Down 0, Adds 13 including 94Q, B96, WNK, WNCZ, Z14, WOKZ, WYKS, KQCR, WBBN 38-34, WCAU 36-28, KIIS 34-29, KIRO 30-24, KFRS 39-27, WYFX 21-21, 99K3 35-26.

TINA TURNER "What You Get Is What You See" (Capitol) 91/81
Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 91 including WKKS, WPHD, PRO-FM, PWR997, KRBE, WYVZ, B96, Z95, 92X, WKTI, KHTR, Y108, KMJ, FM102, KUBE.

CAMEO "Candy" (Atlanta Artists/PolyGram) 88/17
Moves: Up 39, Debuts 13, Same 17, Down 0, Adds 17 including WNNK, B100, WYVZ, WKOB, WSSX, KLUC, KRO, KRBE 24-18, WCZY 15-8, KIS 21-17, WTK 14-10, WSPK 17-8, KAMZ 18-10, KPST 10-5-9.

PETER CETERA "Big Mistake" (Folk Moon/WB) 85/16
Moves: Up 20, Debuts 15, Same 34, Down 0, Adds 16 including Z93, Y108, KRBE, KIKX, KQZ, WBBQ, WLRW, KWNZ, KWK 22-18, KXII08 28-21, WNNK 37-31, WDDX 38-34, 95INZ 10-33, Y104 37-33, KTM 40-26.

DAVID & DAVID "Ain't No Easy" (A&M) 83/16
Moves: Up 14, Debuts 8, Same 44, Down 1, Adds 8 including R1-104, 93Q, KXII08, WSSX, KJ103, 95XXX, KNAN, KNWTO, WPHD 39-34, PWR997 3-34, KDWB 40-32, K104 32-28, 100KH 38-32, 95XII 38-29, KOZE 34-30.

HIPSWAY "The Honesty" (Columbia) 80/29
Moves: Up 9, Debuts 11, Same 31, Down 0, Adds 29 including WKSE, PRO-FM, Q107, 95INZ, Y100, WCZY, KWK, KMEL, WPHD 39-30, Z93 32-29, KPIE 35-32, K104 35-31, 95XII 34-27, KQOT 36-29, KKAZ 39-35.

LOME JUSTICE "Shearer" (Geffen) 77/11
Moves: Up 27, Debuts 8, Same 33, Down 0, Adds 11, R1-104, 93Q, WNLX, KIIS, KBOS, KCAQ, KPXM, WLRW, KFMW, KTM, Y97, WOKS 32-25, WMM3 31-23, WERZ 32-28, WBBQ 40-32, 94Z 30-24, KCPX 33-23.

DURAN DURAN "Skin Trade" (Capitol) 75/29
Moves: Up 4, Debuts 18, Same 10, Down 0, Adds 29 including PWR997, KRBE, WGH, Z95, KWSS, WYVZ, WPOW, WGAN, KKAZ, WKSX 38-33, Q107 30-26, K104 40-36, WBBQ 40-32, 94Z 40-34, KCPX 33-23.

STACEY Q "We Connect" (Atlantic) 83/8
Moves: Up 26, Debuts 9, Same 18, Down 1, Adds 8, 92X, KBEO, WYSR, WKEE, WNYZ, Y107, Y106, KCPK, KRBE 29-18, B96 34-28, KMEL 12-8, WKOB 35-29, KAMZ 7-3, KYNO 6-2, WOMP 31-24.

CLUB NOUVEAU "L'ase On Me" (Tommy Boy/WB) 80/28
Moves: Up 12, Debuts 15, Same 5, Down 0, Adds 28 including B94, Z92, KDWB, KKRZ, KMJ, KS103, KMEL, KATD, B104 26-18, Q107 23-15, WAVA 23-15, Y100 22-13, B96 28-16, G106 38-24, 94Z 30-21.

HOWARD JONES "As I Want" (Elektra) 55/9
Moves: Up 18, Debuts 1, Same 24, Down 1, Adds 9 including WCAU, KWOD, WSKZ, KTUX, WOMP, KISR, WFFM, KIKR, KZOZ, WPHD 33-28, WKRZ 34-31, WNCX 38-33, KIYS 37-33, WAZ 35-30, KQOT 32-28.

COMMUNARDS "Don't Leave Me This Way" (MCA) 51/14
Moves: Up 12, Debuts 7, Same 17, Down 0, Adds 14 including B96, WNCI, KKRZ, WNNK, WBBQ, WKOB, B94, WKSF, WWSK 5-4, WCAU 29-25, KRBE 22-15, KATD 29-22, K104 34-29, KQMG 27-16, KZFN 34-28.

MOST ADDED

- TINA TURNER (81) STARSHIP (78) LOU GRAMM (57) REO SPEEDWAGON (52) EXPOSE (45) STEVE WINWOOD (41) JAMET JACKSON (37) BRUCE SPRINGSTEEN (35) WANG CHUNG (33) EUROPE (32)

MOST ACTIVE

- CROWDED HOUSE (84) ANITA BAKER (82) CAMEO (82) EXPOSE (47) A-HA (44) DARYL HALL (38) LOU GRAMM (37) BRUCE SPRINGSTEEN (37) PETER CETERA (38) LONE JUSTICE (33)

HOTTEST

- BON JOVI (183) CHICAGO (134) SAMANTHA FOX (73) GEORGIA SATELLITES (68) HUEY LEWIS... (65) BEASTIE BOYS (47) JETS (42) READY FOR... (38) BOSTON (35)

Most Active = Ups + Debuts - Downs

SIGNIFICANT ACTION

EIGHT SECONDS "Kiss You (When It's Dangerous)" (Polydor/PolyGram) 49/12
KMSB, KZQZ, CFRN 22-17, KWSB 20-20, CHERO 9-7, KCPK 34-27, KZZU 22-19.

ROB JUNGKLAS "Make It Mean Something" (Manhattan) 48/10
Moves: Up 2, Debuts 3, Same 33, Down 0, Adds 10, WPHD, KUBE, WNCI, K104, B94, WKSF, KYYY, Y94, KWNZ, WBBN 3-26, KWK 30-28, Z14100 36-29, WYFV 6-0, KNAN 91-0.

SHIRLEY MURDOCK "As We Lay" (Elektra) 41/4
Moves: Up 19, Debuts 2, Same 18, Down 0, Adds 4, WZZY, WAFB, KZOU, KWES, Z100 11-10, WCAU 37-30, 93FM 20-18, KRBE 11-7, Y100 27-23, B96 35-25, WHYY 21-19, FM102 34-27, WSPK 20-15, KAMZ 15-12, KITY 16-11.

GENESIS "Tonight, Tonight, Tonight" (Atlantic) 37/20
Moves: Up 9, Debuts 5, Same 27, Down 1, Adds 27 including 95INZ, WGH, KWK, WLOL, WERZ, WVA 27-25, Z93 4-27, KEGL 17-9, WNVZ 4-29, WMM3 40-36, KBEO 12-8, Y108 4-24, WGGZ 29-23, G106 39-34, WJUX 40-38.

KOOL & THE GANG "Stone Love" (Mercury/PolyGram) 33/16
Moves: Up 1, Debuts 3, Same 13, Down 0, Adds 18 including PRO-FM, Y100, WYVZ, WRCK, WKOB, WCKN, 94Z, KYRK, KPKE, B96, KNAN, WCAU 40-34, WSSX 4-29, KFRS 4-25, 100KH 4-37.

TRIUMPH "Just One Night" (MCA) 30/14
Moves: Up 1, Debuts 1, Same 14, Down 0, Adds 14, CFRN, KDWB, WFLY, WNNK, WCKN, WXLK, CHED, WZYP, KNAN, KWK, WZZY, WDBR, KTM, KZFN, KIK 38-33.

SAMMY HAGAR "Winner Takes It All" (Columbia) 27/27
Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 27 including WPHD, WCAU, KKRZ, 99GFM, 93Q, WSKZ, WOUT, KKYQ, KCPK, KZZU, WOMP, KISR, Q104, KSMB, Q101.

FREDDIE JACKSON "Have You Ever Loved Somebody" (Capitol) 21/2
Moves: Up 2, Debuts 0, Same 7, Down 0, Adds 12, Y100, WCZY, WHYT, FM102, KMEL, KCO11, WRCK, KBFM, KITY, KTUX, WDLX, KRO, KRBE 39-36, KAMZ 29-21.

PETER CETERA "Big Mistake" (Folk Moon/WB) 85/16
Moves: Up 20, Debuts 15, Same 34, Down 0, Adds 16 including Z93, Y108, KRBE, KIKX, KQZ, WBBQ, WLRW, KWNZ, KWK 22-18, KXII08 28-21, WNNK 37-31, WDDX 38-34, 95INZ 10-33, Y104 37-33, KTM 40-26.

DAVID & DAVID "Ain't No Easy" (A&M) 83/16
Moves: Up 14, Debuts 8, Same 44, Down 1, Adds 8 including R1-104, 93Q, KXII08, WSSX, KJ103, 95XXX, KNAN, KNWTO, WPHD 39-34, PWR997 3-34, KDWB 40-32, K104 32-28, 100KH 38-32, 95XII 38-29, KOZE 34-30.

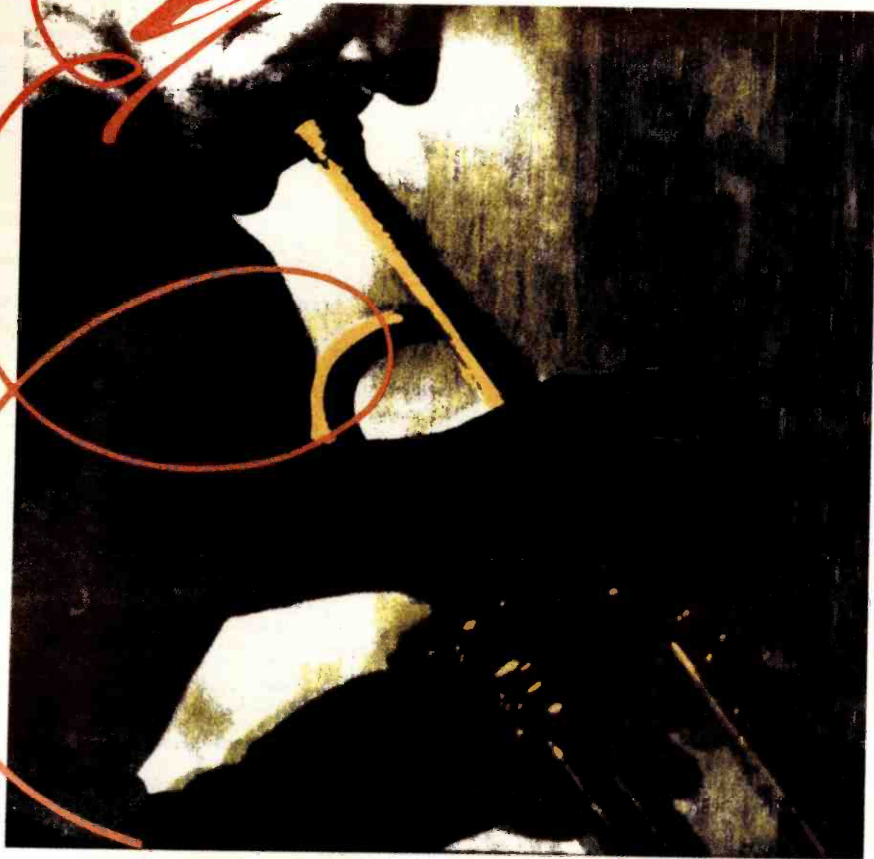
LOME JUSTICE "Shearer" (Geffen) 77/11
Moves: Up 27, Debuts 8, Same 33, Down 0, Adds 11, R1-104, 93Q, WNLX, KIIS, KBOS, KCAQ, KPXM, WLRW, KFMW, KTM, Y97, WOKS 32-25, WMM3 31-23, WERZ 32-28, WBBQ 40-32, 94Z 30-24, KCPX 33-23.

STACEY Q "We Connect" (Atlantic) 83/8
Moves: Up 26, Debuts 9, Same 18, Down 1, Adds 8, 92X, KBEO, WYSR, WKEE, WNYZ, Y107, Y106, KCPK, KRBE 29-18, B96 34-28, KMEL 12-8, WKOB 35-29, KAMZ 7-3, KYNO 6-2, WOMP 31-24.

HOWARD JONES "As I Want" (Elektra) 55/9
Moves: Up 18, Debuts 1, Same 24, Down 1, Adds 9 including WCAU, KWOD, WSKZ, KTUX, WOMP, KISR, WFFM, KIKR, KZOZ, WPHD 33-28, WKRZ 34-31, WNCX 38-33, KIYS 37-33, WAZ 35-30, KQOT 32-28.

COMMUNARDS "Don't Leave Me This Way" (MCA) 51/14
Moves: Up 12, Debuts 7, Same 17, Down 0, Adds 14 including B96, WNCI, KKRZ, WNNK, WBBQ, WKOB, B94, WKSF, WWSK 5-4, WCAU 29-25, KRBE 22-15, KATD 29-22, K104 34-29, KQMG 27-16, KZFN 34-28.

KEEP YOUR EYE ON ME **HERB**



ALPERT

SINGLE AND 12 INCH OUT NOW! ALBUM, MARCH 2.

PRODUCED BY JAMES HARRIS III AND TERRY LEWIS FOR FLYTE TYME PRODUCTIONS, INC.
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CONTEMPORARY HIT RADIO

AOR TRACKS®

| Three Weeks | Two Weeks | Last Week | Artist/Album |
|-------------------|-----------|-----------|---|
| 4 | 2 | 1 | 1 MADONNA/Open Your Heart (Sire/WB) |
| 16 | 10 | 4 | 2 BON JOVI/Livin' On A Prayer (Mercury/PG) |
| 12 | 9 | 3 | 3 CHICAGO/Will You Still Love Me? (WB) |
| 10 | 8 | 5 | 4 CYNDI LAUPER/Change Of Heart (Portrait/CBS) |
| 2 | 1 | 2 | 5 BILLY VERA & THE BEATERS/At This Moment (Rhino) |
| 27 | 16 | 10 | 6 HUEY LEWIS & THE NEWS/Jacob's Ladder (Chrysalis) |
| 14 | 11 | 8 | 7 BOSTON/We're Ready (MCA) |
| 17 | 13 | 9 | 8 SAMANTHA FOX/Touch Me (I Want Your Body) (Jive/RCA) |
| 18 | 14 | 11 | 9 GEORGIA SATELLITES/Keep Your Hands To Yourself (Elektra) |
| 24 | 19 | 15 | 10 JETS/You Got It All (MCA) |
| 29 | 23 | 18 | 11 LIONEL RICHIE/Ballerina Girl (Motown) |
| 32 | 25 | 19 | 12 READY FOR THE WORLD/Love You Down (MCA) |
| 28 | 22 | 17 | 13 LUTHER VANDROSS/Stop To Love (Epic) |
| 25 | 20 | 16 | 14 BENJAMIN ORR/Stay The Night (Elektra) |
| 36 | 28 | 21 | 15 PETER GABRIEL/Big Time (Geffen) |
| 30 | 24 | 20 | 16 CHICO DeBARGE/Talk To Me (Motown) |
| 34 | 26 | 22 | 17 JOURNEY//I'll Be Alright Without You (Columbia) |
| 6 | 5 | 6 | 18 GENESIS/Land Of Confusion (Atlantic) |
| 8 | 7 | 7 | 19 GLASS TIGER/Someday (Manhattan) |
| 3 | 4 | 13 | 20 ROBBIE NEVIL/C'est La Vie (Manhattan) |
| 40 | 33 | 25 | 21 EDDIE MONEY//I Wanna Go Back (Columbia) |
| 37 | 32 | 26 | 22 CINDERELLA/Nobody's Fool (Mercury/PG) |
| 35 | 29 | 23 | 23 BRUCE WILLIS/Respect Yourself (Motown) |
| 1 | 3 | 12 | 24 GREGORY ABBOTT/Shake You Down (Columbia) |
| 37 | 30 | 23 | 25 BRUCE HORNSBY & THE RANGE/Mandolin Rain (RCA) |
| 40 | 31 | 26 | 26 BEASTIE BOYS/Fight For Your Right (To Party) (Def Jam/Columbia) |
| 36 | 32 | 27 | 27 DEAD OR ALIVE/Brand New Lover (Epic) |
| 34 | 29 | 24 | 28 LINDA RONSTADT & JAMES INGRAM/Somewhere Out There (MCA) |
| 5 | 6 | 14 | 29 JANET JACKSON/Control (A&M) |
| 40 | 33 | 26 | 30 JANET JACKSON/Let's Wait Awhile (A&M) |
| 38 | 35 | 31 | 31 TOTO/Without Your Love (Columbia) |
| 20 | 18 | 23 | 32 BILLY JOEL/This Is The Time (Columbia) |
| BREAKER 33 | 35 | 28 | 33 JEFF LORBER feature KARYN WHITE/Facts Of Love (WB) |
| BREAKER 34 | 36 | 29 | 34 COREY HART/Can't Help Falling In Love (EMI America) |
| 34 | 33 | 35 | 35 ARETHA FRANKLIN/Jimmy Lee (Arista) |
| 9 | 12 | 24 | 36 SURVIVOR/Is This Love (Scotti Bros./CBS) |
| DEBUT 37 | 38 | 30 | 37 WANG CHUNG/Let's Go (Geffen) |
| BREAKER 38 | 39 | 31 | 38 STARSHIP/Nothing's Gonna Stop Us Now (Grunt/RCA) |
| 11 | 21 | 28 | 39 BANGLES/Walk Like An Egyptian (Columbia) |
| BREAKER 40 | 40 | 32 | 40 EUROPE/The Final Countdown (Epic) |

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| Three Weeks | Two Weeks | Last Week | Artist/Album |
|-------------------|-----------|-----------|--|
| 2 | 1 | 1 | 1 BON JOVI/Livin' On A Prayer (Mercury/PG) |
| 5 | 4 | 2 | 2 ROBERT CRAY BAND/Smoking Gun (Mercury/PG) |
| 8 | 6 | 3 | 3 EDDIE MONEY//I Wanna Go Back (Columbia) |
| 7 | 7 | 4 | 4 ERIC CLAPTON/Tearing Us Apart (Duck/WB) |
| 13 | 12 | 7 | 5 WORLD PARTY/Ship Of Fools (Chrysalis) |
| — | — | 15 | 6 LOU GRAMM/Midnight Blue (Atlantic) |
| 42 | 21 | 13 | 7 BRUCE HORNSBY & THE RANGE/Mandolin Rain (RCA) |
| 35 | 15 | 9 | 8 ALAN PARSONS PROJECT/Standing On Higher Ground (Arista) |
| 18 | 13 | 12 | 9 STEVE MILLER BAND/Nobody But You Baby (Capitol) |
| 14 | 11 | 10 | 10 KBC BAND/America (Arista) |
| 40 | 28 | 20 | 11 LOS LOBOS/Shakin' Shakin' Shakes (Slash/WB) |
| 32 | 27 | 22 | 12 BOSTON/Can'tcha Say/Still In Love (MCA) |
| 22 | 20 | 16 | 13 EUROPE/The Final Countdown (Epic) |
| 3 | 3 | 5 | 14 PETER GABRIEL/Big Time (Geffen) |
| 1 | 2 | 6 | 15 PRETENDERS/My Baby (Sire/WB) |
| 49 | 32 | 23 | 16 GENESIS/Tonight, Tonight, Tonight (Atlantic) |
| 11 | 10 | 11 | 17 BILLY IDOL/Don't Need A Gun (Chrysalis) |
| — | — | 26 | 18 RED SPEEDWAGON/That Ain't Love (Epic) |
| 28 | 25 | 21 | 19 DAVID & DAVID/Ain't So Easy (A&M) |
| 43 | 30 | 24 | 20 GEORGIA SATELLITES/Battleship Chains (Elektra) |
| 21 | 18 | 21 | 21 DEEP PURPLE/Bad Attitude (Mercury/PG) |
| 10 | 9 | 14 | 22 HUEY LEWIS & THE NEWS/Jacob's Ladder (Chrysalis) |
| 30 | 29 | 27 | 23 'TIL TUESDAY/Coming Up Close (Epic) |
| BREAKER 24 | 25 | 18 | 24 STARSHIP/Nothing's Gonna Stop Us Now (Grunt/RCA) |
| 6 | 5 | 8 | 25 ANN WILSON/The Best Man In The World (Capitol) |
| 36 | 34 | 30 | 26 CINDERELLA/Nobody's Fool (Mercury/PG) |
| 46 | 42 | 34 | 27 ERIC CLAPTON/Miss You (Duck/WB) |
| BREAKER 28 | 29 | 21 | 28 SAMMY HAGAR/Winner Takes It All (Columbia) |
| 19 | 16 | 17 | 29 JOURNEY//I'll Be Alright Without You (Columbia) |
| 34 | 33 | 32 | 30 IGGY POP/Real Wild Child (A&M) |

Complete Tracks Chart Begins on Page 92

ADULT CONTEMPORARY

BLACK/URBAN

| Three Weeks | Two Weeks | Last Week | Artist/Album |
|-------------------|-----------|-----------|--|
| 3 | 2 | 1 | 1 CHICAGO/Will You Still Love Me? (WB) |
| 6 | 3 | 3 | 2 LIONEL RICHIE/Ballerina Girl (Motown) |
| 9 | 5 | 4 | 3 JOURNEY//I'll Be Alright Without You (Columbia) |
| 14 | 9 | 7 | 4 GLASS TIGER/Someday (Manhattan) |
| 7 | 6 | 6 | 5 LINDA RONSTADT & JAMES INGRAM/Somewhere Out There (MCA) |
| 1 | 1 | 2 | 6 BILLY VERA & THE BEATERS/At This Moment (Rhino) |
| 15 | 13 | 9 | 7 JETS/You Got It All (MCA) |
| 24 | 17 | 12 | 8 TOTO/Without Your Love (Columbia) |
| 2 | 4 | 5 | 9 BILLY JOEL/This Is The Time (Columbia) |
| 13 | 12 | 10 | 10 ARETHA FRANKLIN/Jimmy Lee (Arista) |
| — | — | 23 | 11 BRUCE HORNSBY & THE RANGE/Mandolin Rain (RCA) |
| 20 | 15 | 13 | 12 KANSAS/All I Wanted (MCA) |
| 26 | 20 | 18 | 13 LUTHER VANDROSS/Stop To Love (Epic) |
| 4 | 7 | 8 | 14 GREGORY ABBOTT/Shake You Down (Columbia) |
| 30 | 21 | 20 | 15 MADONNA/Open Your Heart (Sire/WB) |
| 17 | 14 | 16 | 16 EL DeBARGE/Someone (Gordy/Motown) |
| — | — | 25 | 17 JANET JACKSON/Let's Wait Awhile (A&M) |
| 19 | 17 | 18 | 18 JEFFREY OSBORNE/In Your Eyes (A&M) |
| 8 | 11 | 15 | 19 BENJAMIN ORR/Stay The Night (Elektra) |
| 5 | 8 | 16 | 20 ANITA BAKER/Caught Up In The Rapture (Elektra) |
| — | — | 30 | 21 BRUCE WILLIS/Respect Yourself (Motown) |
| 10 | 10 | 11 | 22 TINA TURNER/Two People (Capitol) |
| — | — | 26 | 23 COREY HART/Can't Help Falling In Love (EMI America) |
| — | — | 29 | 24 READY FOR THE WORLD/Love You Down (MCA) |
| BREAKER 25 | 26 | 22 | 25 DARYL HALL/Someone Like You (RCA) |
| 27 | 25 | 24 | 26 JERMAINE JACKSON/Words Into Action (Arista) |
| 12 | 16 | 21 | 27 BILLY OCEAN/Love Is Forever (Jive/Arista) |
| BREAKER 28 | 29 | 23 | 28 KENNY ROGERS/Twenty Years Ago (RCA) |
| 15 | 19 | 22 | 29 MIAMI SOUND MACHINE/Falling In Love (Uh-Oh) (Epic) |
| BREAKER 30 | 31 | 24 | 30 PAUL McCARTNEY/Only Love Remains (Capitol) |

N&A Begins on Page 89

| Three Weeks | Two Weeks | Last Week | Artist/Album |
|-------------------|-----------|-----------|--|
| 9 | 5 | 3 | 1 MELBA MOORE/Falling (Capitol) |
| 11 | 8 | 2 | 2 FREDDIE JACKSON/Have You Ever Loved Somebody (Capitol) |
| 2 | 1 | 1 | 3 CAMEO/Candy (Atlanta Artists/PG) |
| 14 | 9 | 7 | 4 LIONEL RICHIE/Ballerina Girl (Motown) |
| 23 | 16 | 10 | 5 CLUB NOUVEAU/Situation #9 (Tommy Boy/WB) |
| 7 | 6 | 6 | 6 SHIRLEY MURDOCK/As We Lay (Elektra) |
| 13 | 10 | 9 | 7 GAP BAND/Big Fun (Total Experience/RCA) |
| 17 | 13 | 11 | 8 DONNA ALLEN/Serious (21/Alco) |
| 19 | 14 | 12 | 9 FIVE STAR/If I Say Yes (RCA) |
| 27 | 17 | 15 | 10 LOOSE ENDS/Slow Down (MCA) |
| 20 | 18 | 13 | 11 RAY GOODMAN & BROWN/Take It To The Limit (EMI America) |
| 31 | 23 | 20 | 12 HOWARD HEWETT/Stay (Elektra) |
| 32 | 21 | 19 | 13 GLADYS KNIGHT & PIPS/Send It To Me (MCA) |
| 24 | 19 | 16 | 14 ROSE ROYCE/Doesn't Have To Be This Way (Orni/Atlantic) |
| 37 | 31 | 21 | 15 JETS/You Got It All (MCA) |
| 25 | 20 | 18 | 16 TEMPTATIONS/To Be Continued (Gordy/Motown) |
| 38 | 28 | 23 | 17 MIDNIGHT STAR/Engine No. 9 (Solar/Elektra) |
| 3 | 2 | 4 | 18 ARETHA FRANKLIN/Jimmy Lee (Arista) |
| — | — | 28 | 19 JANET JACKSON/Let's Wait Awhile (A&M) |
| 30 | 25 | 22 | 20 RJ'S LATEST ARRIVAL/Hold On (Manhattan) |
| 35 | 30 | 25 | 21 SYLVESTER/Someone Like You (WB) |
| 4 | 3 | 5 | 22 MIKI HOWARD/Come Share My Love (Atlantic) |
| — | — | 32 | 23 JESSE JOHNSON/She (I Can't Resist) (A&M) |
| 8 | 7 | 8 | 24 ROBBIE NEVIL/C'est La Vie (Manhattan) |
| 16 | 15 | 14 | 25 TINA TURNER/Two People (Capitol) |
| — | — | 35 | 26 BRUCE WILLIS/Respect Yourself (Motown) |
| — | — | 39 | 27 MILLIE JACKSON/Love Is A Dangerous Game (Jive/RCA) |
| — | — | 36 | 28 ROSE BROTHERS/Easy Love (MSS/Malaco) |
| 28 | 24 | 24 | 29 J. BLACKFOOT/U Turn (Edge) |
| BREAKER 30 | 31 | 25 | 30 TIMEX SOCIAL CLUB/Thinking About Ya (Danya/Fantasy) |
| BREAKER 31 | 32 | 26 | 31 PHYLLIS HYMAN/Living All Alone (PIR/Manhattan) |
| — | — | 40 | 32 STACY LATTISAW/Jump Into My Life (Motown) |
| DEBUT 33 | 34 | 28 | 33 JODY WATLEY/Looking For A New Love (MCA) |
| BREAKER 34 | 35 | 29 | 34 SHEILA E/Hold Me (Paisley Park/WB) |
| DEBUT 35 | 36 | 30 | 35 JAMES BROWN/How Do You Stop (Scotti Bros./CBS) |
| 39 | 34 | 31 | 36 JANICE CHRISTIE/Heat Stroke (Supertronic) |
| 1 | 4 | 17 | 37 LUTHER VANDROSS/Stop To Love (Epic) |
| 34 | 33 | 32 | 38 LUTHER INGRAM/Baby Don't Go Too Far (Profile) |
| BREAKER 39 | 40 | 33 | 39 RAINY DAVIS/Lowdown So & So (Columbia) |
| BREAKER 40 | 41 | 34 | 40 BUNNY DEBARGE/Save The Best For Me (Motown) |

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