VOLUME XII, NO. 9 MARCH 20, 1987 \$2.75 NEWSPAPER

"EAME

GENERAL KANE "Can't Let Go"

TOP SINGLES

1. Jody Watley
2. Club Nouveáu
3. Janet Jackson
Sheila F.
Kool & The Gang

LBUM OF

THE SYSTEM ON THE E A M

CAPPIOL TO DISTRIBUTE SOLAR Page 10

McCLAIN UPPED AT A&M Page 10

- SINGLES—MADONNA—La Isla Bonita— Sire—Madonna's demons rating a calypso side of her talents in her usual confident way. Unique island sounds with tight vocals & strong backup. Demos: Young Adults, Teens.
- MIKKI BLUE—U Turn Me Up—Valley Vue—A jam that has all the qualities to make a hit. Totally sharp production is the driving force to move this chart climber. Demos: Dancers, Young Adults.
- NORMAN DOZIER—Uzeme—Atlantic— Superbly melodic vocals stand out to the limit on this long overdue piece with musical combinations of the same caliber. Demos: All.
- MAI TAI—Turn Your Love Around—Poly-Gram—This is an exciting uptempo arrangement that will fill any dance floor. The "Mai Tai" mix is blending well. Demos: / Young Adults, Teens.
- NORWOOD—I Can't Let You Go— MCA—Producers Norwood & Robinson have filled this jam with stamina and a grow-on-you effect to enhance all listeners. A solid & enjoyable mixture. Demos: All.
- WHAT'S HAPPENING—What's Happening Now: Peace—MCA—The "Happening" is a special message put on this disc to encourage a better life. Style, rhythm & vocals are impressive. Demos: All concerned.

NU BLU 4 YOU!

Tender Moments

the new single by

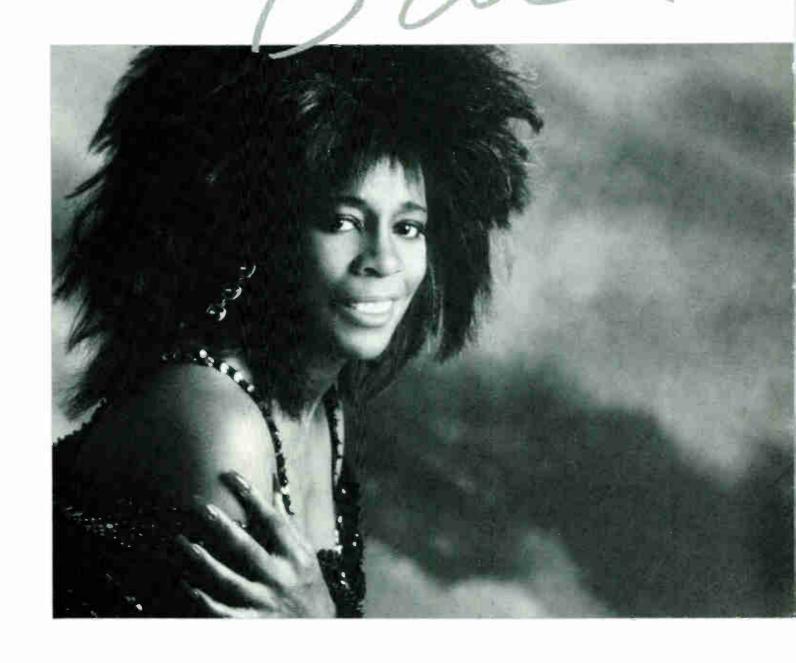
P

E

G

G

I



VOLUME XII, NO. 9 MARCH 20, 1987

6353 Hollywood Blvd. Hollywood, CA 90028-6363 (213) 469-7262 USPS 363-210 ISSN 0745-5992

PublisherSidney Miller Jr.

CONTRIBUTING COLUMNISTS

Michael Martinez Jerome Simmons Lynn Tolliver Norm Richmond David Linton Marc Little Ruth Robinson Cornelius Grant

RADIO RESEARCH & MANAGEMENT CONSULTANT Jim Maddox

RADIO/RETAIL RESEARCH

Carolyn Riley Trish Penniman

MUSIC LIBRARIAN

Toni Sallie

PRODUCTION Director:

Maxine Chong-Morrow

Assistants:

June Hayes Jacquie Jones

ART DIRECTOR

Kim Smock

LAYOUT/DESIGN

Duff Marlowe

TYPESETTING

Martin Blackwell

SYSTEMS ANALYST

Siri Lidell

ADMINISTRATION

Ramona Spottsville

BRE NEWSSTANDS

New York: Penn Book Store Midwest: Ingram Periodicals Los Angeles: World Book & News Robertson News & Bookstore, Las Palmas, & Sherman Oaks Newsstand

SUBSCRIPTION RATES

3 Mos.-\$90; 6 Mos.-\$120; 9 Mos.-\$150; 1 Yr.-\$175; 1st Class-\$250; Overseas-\$250

POSTMASTER: Please send address changes to Black Radio Exclusive, 6353 Hollywood Bl., Hollywood, CA 90028-6363. Second Class postage paid at Los Angeles, CA. Newsstand price \$2.75. Back issues available at \$1.75. BRE is not responsible for any unsolicited material.

BRE is published weekly except one week in June, one week at Thanksgiving, two weeks at Christmas, and two weeks at New Years.

Cover and contents may not be reproduced in whole or in part without prior written permission.

Copyright 1987

PUBLISHER'S PAGE

LETTER TO THE PUBLISHER



Good Morning Sidney...

It's certainly refreshing to pick up the phone and talk with a representative of a publication that is gracious and has the ability to project the best possible image of the company. I received such a call from a lady representing your firm asking for my thoughts on your publication. Through my conversation with her I immediately became a real "fan" of BRE. To me, she was a reflection of your management. I congratulate you upon your choice.

I also want to express the area's appreciation for the article on Donna

Allen. This young lady has "paid her dues" and, to my mind, is long overdue for discovery. She is not only great to work with in the studio but on stage she is Miss Dynamite. Donna is truly a lesson in determination and I applaud her for it.

BRE continues to improve with each issue and the only suggestion I can make is to add regional sales reports where possible. It's interesting to note that, among the publications that come to the studio, BRE is probably the most widely read by clients and staff. Although I'm personally involved in R&B, our clients cover a wide range of music.

Please accept my appreciation for your continuing dedication to producing a quality publication that serves a very definite need.

Sincerely,

Paul Hayes

FROM ALL SIDES

By Lynn Tolliver, Jr.



By now some of you have run a few commercials or PSA's pertaining to the prevention of sexual diseases, or you have at least thought about running them

All of us have had thoughts crossing our minds about condom advertisements. Not wanting to alienate the audience or upset the church has deterred the topic. However, here we all sit, with the facts facing us regarding teenage pregnancy and a deadly virus infection spread through sexual contact.

With AIDS, the most talked about sexual disease disaster, and with teenage pregnancy at record numbers, condom commericals not only make good sense...they make dollars & cents. Even TV networks that refused spots about condoms have not ruled out their affiliates running the advertisements.

Safe sex is being discussed by Phil Donahue and Oprah Winfrey on their talk shows. The gay lifestyle is not going to disappear and it's obvious that teenage sex has not been enouraged by condoms :60s and :30s on TV or radio (because they haven't existed).

I'd like to suggest that you do some serious market research or late-night testing. Consider running late-night PSA's on prophelactics with captions such as: "The Trojan can assure you of safe, emotional companionship with someone you're close to." They shouldn't suggest sex outright, but those who are sexually active will know what you're talking about. Then again, you will have to consider the religious strength in your market or the city's overall liberal/conservative attitudes.

Regardless, it's time to take a look at condoms because the use of them is no longer merely a thought-in-passing. It has become a reality. It could also mean a hefty addition to your financial outlook as well.

I am interested in your opinions and comments on this subject, either by letter to WZAK/Cleveland or by phone to (216) 621-9300. In my next column I'll be addressing "Radio In the '80s," the science of it, plus where you should be and why.

Until next time...

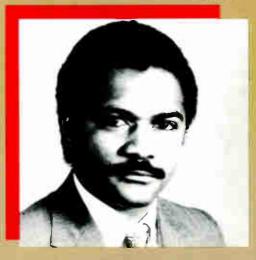
Dee Crawford is no longer with Black Radio Exclusive but is pursuing her own directions under Holidae Enterprises. We wish her success in her new ventures.

BRE CONFERENC

THEME: Entertainment—"The Era of Professionalism"



Harold Childs President, Qwest Records Conference '87 Chairman



Patrick Manuel
Operations Mgr, KXZZ & vp of YBPC
Conference '87 Chairman



Joe Smith Chairman of the Board. Capito /EMI/Manhattan, USA Keynote Speaker

Conference Highlights

KBRE RADIO/ **VIDEO NETWORK**

A nationwide aircheck rolled into one network.

INFORMATIVE SEMINARS

- "The Total Record Exec"
- "The New Frontier (Sales & Marketing)"

CONTROVERSIAL **SEMINARS**

Urban and Crossover Radio.

ENTERTAINMENT

- Superstars
- New Talent
- Gala Parties
- Dinner Show
- Gospel Shows



OFFICIAL AIRLINE



OFFICIAL TRAVEL AGENCY



VIT Travel Service

(213) 650-8444

Alamo Car Rental Service

Special Convention Rates

22% savings Book through

VIT Travel for

special conference savings!



SPECIAL BRE ROOM RATES

\$95/night, single or double

333 Universal Terrace Parkway Universal City, CA 91608-1095 (818) 980-1212

For suite reservations call (213) 469-7262



SPECIAL BRE ROOM RATES

\$117/night, single or double

335 Universal Terrace Pkwy Universal City, CA 91608-1095

(818) 506-2500

For suite reservations call (213) 469-7262

BRE CONFERENCE '87

HOLLYWOOD/LOS ANGELES, CA

An unforgettable Hollywood Premiere

MAY 20-24



CONTACT BRE AT 213-469-7262 FOR ADDITIONAL INFORMATION

SINGLES CHART

- 6 9 JODY WATLEY, Looking For A New Love, MCA
- 5 5 CLUB NOUVEAU, Lean On Me, Warner Brothers
 - 1 9 JANET JACKSON, Let's Wait Awhile, A&M
- 7 9 SHEILA E, Hold Me, Paisley Park/Warner Brothers
- 8 8 KOOL & THE GANG, Stone Love, PolyGram
- 6 12 7 MADHOUSE, Six, Paisley Park/Warner Brothers
 - 9 9 STACY LATTISAW, Jump Into My Life, Motown
- 8 4 13 JETS, You Got It All, MCA
- 9 11 10 MILLIE JACKSON, Love Is A Dangerous Game, Jive/RCA
- 14 9 JAMES BROWN, How Do You Stop, Scotti Bros./EPA
- 11 15 8 ONE WAY, You Better Quit, MCA
- 12 16 6 HERB ALPERT, Keep Your Eves On Me, A&M
- 13 27 3 PRINCE, Sign '○' The Times, Paisley Park/WB
- 14 17 T STARPOINT, He Wants My Body, Elektra
- 19 8 MILLIE SCOTT, Ev'ry Little Bit, 4th/Broadway
- 25 6 THE SYSTEM, Don't Disturb This Groove, Atlantic
- 1 21 8 RAINY DAVIS, Low Dovin So and So, Columbia
- 18 22 9 BUNNY DEBARGE, Save The Best For Me, Motown
- 2 10 LOOSE ENDS, Slow Down, MCA
- 20 23 5 GREGORY ABBOTT, I Got The Feeling, Columbia
- 21 24 8 EXPOSE, Come Go With Me, Arista
- 22 29 5 ARETHA FRANKLIN/G. MICHAELS, A New You, Arista
- 23 26 6 LEVERT, Fascination, At antic
- 24 36 4 L. VANDROSS/G. HINES, There's Nothing Better..., Epic
- 25 28 6 FULL FORCE, Old Flames Never Die, Columbia
- 3 11 HOWARD HEWETT, Stay, Elektra
- 27 31 5 SMOKEY ROBINSON, Just To See Her, Motown
- 28 30 7 GENOBIA JETER/GLENN JONES, Together, RCA
- 29 10 9 MIDNIGHT STAR, Engine #9, Solar
- 30 32 7 ISAAC HAYES, Got A Thing For You, Columbia
- 31-33 6 VESTA WILLIAMS, Something About You, A&M
- 32 35 9 COMMODORES, Take 't From Me, Polydor/PG
- 33 37 5 LILO THOMAS, Sexy Girl, Capitol
- 34 39 4 S.O.S. BAND, No Lies, Tabu/CBS
- 33 40 8 READY FOR THE WORLD, Mary Goes Round, MCA
- 36 41 5 ATLANTIC STARR, Always, Warner Brothers
- 37 56 4 KLYMAXX, I'd Still Say Yes, Constellation/MCA
- 38 60 5 CHERYL LYNN, New Dress, Manhattan
- 39 55 3 ANITA BAKER, Same Oie Love, Elektra
- 40 57 3 PATRICE RUSHEN, Watch Out, Arista
- 41 43 4 CHICO DEBARGE, Girl Next Door, MCA
- 42 44 6 BOBBY BROWN, Girl Next Door, MCA
- 43 13 10 FREDDIE JACKSON, Have You Ever Loved Somebody, Capitol
- 44 18 11 PHYLLIS HYMAN, Living All Alone, PIR/Manhattan
- 45 47 4 GEORGIO, Sex Appeal, Motown
- 46 48 8 DANA DANE, Delancev Street, Profile
- 47 49 5 RUN-D.M.C., It's Tricky, Profile
- 48 20 9 MEL & KIM, Showing Out, Atlantic
- 49 50 5 POINTER SISTERS, All I Know Is... RCA
- 50 58 4 MIKI HOWARD, Imagination, Atlantic

- 51 34 13 DONNA ALLEN, Serious, 21 Records/Atlantic
- 52 45 11 RJ'S LATEST ARRIVAL, Hold On, Manhattan
- 53 46 9 GLADYS KNIGHT & THE PIPS, Send It To Me, MCA
- 54 65 3 SURFACE, Happy, Columbia
- 55 59 8 PHILIP INGRAM/SCHERRIE PAYNE, Incredible, Superstar Int'l
- 56 42 9 BRUCE WILLIS, Respect Yourself, Motown
- 57 52 13 RAY, GOODMAN & BROWN, Take It To The Limit, EMI-America
- 58 38 8 PATTI LABELLE, Something Special, MCA
- 59 61 3 DJ JAZZY JEFF/FRESH PRINCE, The Magnificent..., Jive/RCA
- 60 63 4 O'BRYAN, Driving Force, Capitol
- 61 54 8 NEW EDITION, Tears On My Pillow, MCA
- 62 72 4 THE COVER GIRLS, Show Me, Fever/Sutra
- 63 53 10 TIMEX SOCIAL CLUB, Thinkin' Bout Ya, Danya/Fantasy
- 64 69 4 JOCELYN BROWN, Ego Maniac, Warner Brothers
- 55 62 9 SANDRA FEVA, Here Now, Catawba
- 66 67 3 BIG AUDIO DYNAMITE, Badrock City, Columbia
- 67 74 3 BLAKE & HINES, Sherry, Motown
- 68 82 3 CHUCK STANLEY, Day By Day, Def-Jam/Columbia
- 69 83 2 GAP BAND, Zibble Zibble (Get The Money), T.E./RCA
- 70 ** -- FREDDIE JACKSON, I Don't Want To Lose..., Capitol
- 71 68 11 LIONEL RICHIE, Ballerina Girl, Motown
- 79 2 ORAN "JUICE" JONES, Here I Go Again, Def-Jam/Columbia
- 73 ** -- TRINERE, They're Playing Our Song, Jampacked
- 74 77 4 MES'AY, Climbing The Walls, Superstar Int'l
- 75 64 9 SHIRLEY JONES, She Knew About Me, PIR/Manhattan
- 76 ** -- ROSE ROYCE, Lonely Road, Omni/Atlantic
- ** -- LUTHER INGRAM, Don't Turn Around, Profile
- 78 73 18 SHIRLEY MURDOCK, As We Lay, Elektra
- 79 70 9 FIVE STAR, If I Say Yes, RCA
- 80 66 6 ASHFORD & SIMPSON, Nobody Walks..., Capitol
- 81 ** -- MELBA MOORE, It's Been So Long, Capitol
- 82 ** -- MANTRONIX, Who Is It, Sleeping Bag
- 83 78 9 JESSE JOHNSON, She (I Can't Resist), A&M
- 84 71 11 SYLVESTER, Someone Like You, Warner Brothers
- 85 87 2 CHAKA KHAN, Earth To Mickey, Warner Brothers
- 86 ** -- GRANDMASTER FLASH, I Know What Time It Is, Elektra
- 87 ** -- RUE, I Need Your Loving, Asiana
- 88 ** -- CLAUDJA BARRY, Can't You Feel My Heart Beat, Epic
- 89 ** -- NORWOOD, I Can't Let You Go, MCA
- 90 ** -- JAMES "D-TRAIN" WILLIAMS, Oh How I Love You, Columbia
- 91 ** -- FIRST CIRCLE, Working Up A Sweat, EMI-America
- 92 76 8 HEAVY D & THE BOYZ, Mr. Big Stuff, MCA
- 93 81 11 CAMEO, Candy, Atlanta Artists/PolyGram
- 94 75 8 OLIVER CHEATHAM, Celebrate (Deeper Love), Critique
- 95 84 9 NAJEE, Sweet Love, EMI-America
- 96 86 13 ARETHA FRANKLIN, Jimmy Lee, Arista
- 97 80 6 BILLY VERA & THE BEATERS, At This Moment, Rhino
- 98 51 12 MELBA MOORE, Falling, Capitol
- 99 88 9 GWEN GUTHRIE, (They Long To Be) Close To You, A&M
- 100 92 13 TEMPTATIONS, To Be Continued, Gordy/Motown

THE INQUIRING PHOTOGRAPHER

Today's question: What do you think of Miki Howard's new single, "Imagination"?



Lynn Tolliver— WZAK, Cleveland: "Imagination' is a true upper-demographic appeal song from Miss Howard, and should get great song response. We had good requests when it was played previously from the album. Atlantic's got another winner!"



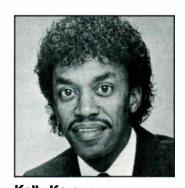
WHRK, Memphis:
"Once in a while a great
singer comes along whose
style, delivery and phrasing
are incomparable and unsurpassable. Miki Howard is
a fresh new sound, and
her latest effort, 'Imagination',
sets her apart from the rest!"



Joe Bullard— WANM, Talahassee: "When you hear Miki Howard sing 'Imagination' it's like the land of Oz: this time the yellow brick road is pure gold. Nonstop to the top!"



Producer, Black
Entertainment Television:
"Miki Howard's a wild and crazy kid who not only
"shares her love," but her gift of song, too. It doesn't take any 'Imagination' to see she's got another hit on her hands!"



Kelly Karson—
WTLC, Indianapolis:
"Miki Howard's Come Share
My Love is a great album,
with an excellent title track.
Her new single, 'Imagination'
is a smash. Musically, Miki
Howard is one of the best
newcomers I've heard in a
long time!"



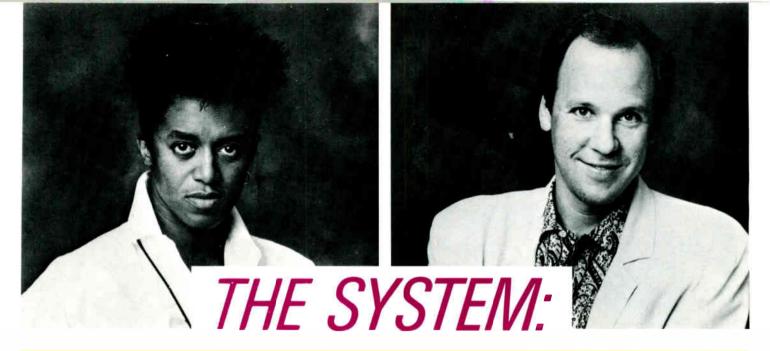
Pam Robinson—
KACE, Los Angeles
"Imagination' has all the qualifications for a modern day standard. Just kick your shoes off, sit back, relax and Miki Howard will take you back to that smoky, serene jazz club in 1947. Let your 'imagination' take you there without ever leaving '1987's musical sophistication!"

THERE YOU HAVE IT—RADIO'S CHOICE!



"Imagination" (7-89284)
is from Miki Howard's album,
Come Share My Love (81688).





ATLANTIC'S "GROOVE" TEAM

here's nothing like a hitbound record to make a group feel on the right track. "Don't Disturb This Groove," the first single from The System's same-titled LP on the Atlantic Records label, has, according to group member Mic Murphy, "gotten great airplay out the box," thus far in some pretty important markets: New York City, Atlanta, Miami, San Francisco and throughout the Midwest.

The LP itself, he added in a recent interview, is "taking off faster" than the group's previous three LPs, including their topcharted 1983 debut LP, Sweat (containing "You Are In My System," a dance track so hot that Robert Palmer rushed out a cover version that competed with the original on the airwaves).

"It was flattering," admitted Murphy's partner David Frank. "Even though his record hurt our sales in the long run. Just the fact that he recorded one of our songs helped our credibility." As fledgling young artists back then, he conceded, "we didn't always know what we were doing. In terms of technique, we imitated a lot of what we heard other artists doing. We've learned and developed since then."

Clearly the pair has learned plenty since you can spot The System's composer/producers and session player credits on the jacket sleeves of several other artists' LPs, including those by Chaka Khan, Steve Winwood, Phil Collins, Scritti Politti and Jeff Lorber, plus upcoming releases by Nona Hendryx, Gavin Christopher and Angela Bofill. Neither Murphy nor Frank feel that their own interests as a group have taken a back seat to their outside projects.

"It can take us five months to record one of our own LPs...but it may be up to a year before it's released," explained By Connie Johnson

Murphy. "Working on projects with other people helps to fill up the time gaps." One of the strong cuts on their own current LP, according to Murphy, is "Nighttime Lover," because "it just hits you in the heart," he said. "I like the emotional stuff."

For Frank, the strong cuts also include "Nighttime Lover," along with "Save Me," and the highly-harmonic "Soul Boy." It was Sylvia Rhone, Atlantic Records VP/GM of the label's black music division, who picked "Don't Disturb This Groove" as the first single: "She was adamant about it," Murphy recalled. "And she was right!" Another cut off the LP, he added, that will likely be released as a single is the groove-oriented "Didn't I Blow Your Mind."

When told that they had plagerized themselves a bit on "Heart Beat of the City," a dance track that sounds like "You Are In My System," Frank laughed: "Yeah, we know. We were doing a promo appearance at a record store in New York and when they started playing that cut I thought, hey, isn't that 'You Are In My System'? It's the kind of song you can put on a cheap stereo and it still sounds good. It just works."

Some of the session personnel on their LP include guitarist Fonzi Thornton (best known for his work with Chic, The Pointer Sisters/Richard Perry and Luther Vandross), singer Audrey Wheeler (featured vocalist on Jeff Lorber's 1985 Step By Step LP) and rapmaster Doug E. Fresh, who put in an appearance on "House of Rhythm."

"We had wanted to work with somebody from the rap world, be it Doug E. or LL Cool J," noted Murphy. "Doug E.'s more down-to-earth and he can do amazing things in the studio. He had the wit and energy we needed." As for Audrey Wheeler, he said, "We're the ones who introduced her to Jeff Lorber and she outdid herself on his LP. She's really too good a singer to be in the background."

Born in Dayton, Ohio but raised in Boston, Frank contends that he started listening to R&B at the age of 13; as a kid, he remembers tuning in regularly to local radio station WILD (then a daytimer). Years later (around the time he was attending the Berklee College of Music), Frank would tape segments of "The Ghetto," programmed by college radio station WERS.

On the other hand, Murphy (who was born in Raleigh, NC and raised in New York City) remembers "listening to the radio a lot" as a teenager—but his tastes ran toward Rare Earth, Jimi Hendrix and Led Zepplin. "I'd hang out in the basement with my friends and listen to rock, because we could hear The Temptations and James Brown anytime on WWRL/Super 1600."

Murphy acknowledges that black radio has always been The System's base. "Frankie Crocker was the first to play us back in the days when we were still on a small, indie label and he was at WBLS." Initially, The System got its start making 12" dance singles: "And it was the New York clubs and urban radio that gave us our early support." When asked if it's easy for him and Frank to be objective about their "groovability" as a composer/production and performing team, he just laughed:

"Hey, we're artists," Murphy quipped.
"We don't have to be objective."

STAND BY THEM



Following the 29th Annual Grammy Awards telecast in L.A., Atlantic Records hosted a celebration at Mr.Chow's in Beverly Hills. Shown at the festivities are Atlantic's Roger Daltrey (I) and Grammy presenter/performer Ben E. King (r).

A PEACEFUL TRIO



Ernest Thomas (I) of syndicated series "What's Happening Now" has cut a MCA Records 12" and 7" single called "What's Happening Now! Peace!" Gloria Hawkins, BMI dir. of writer adm. and Ron Anton, vp west coast BMI are also pictured with Thomas.

COORS CARES



New Orleans Mayor Sidney J. Barthelemy (c) recently accepted a painting commemorating the nationally-syndicated "Coors Inside Black America" radio program from Paula Pete (l), Coors asst. prog. mgr. and David Scott (r), pres. of Dayn-Mark Advertising.

A BEAMING BAKER



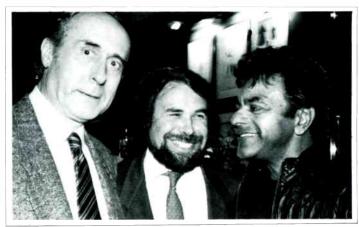
Following her Feb. 14th performance at the NARM Awards Banquet, climaxing the 29th Annual NARM Convention, Elektra's Anita Baker (c) was greeted by Bob Moering (l), WEA dir. of marketing serv. and Henry Droz, pres. of WEA.

CAN WE WALK?



Sonolux recording artist Jeronimo (2nd, I) whose single "Te Desafio" went to #1 in Columbia, is shown with Run-D.M.C. of "Walk This Way" fame and Chubby Checker (r). Joronimo is currently working on his first LP in English.

A MUSICAL TRIO



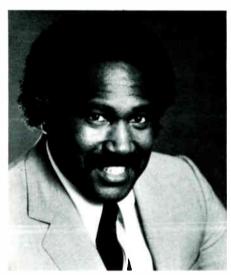
Columbia's Johnny Mathis (r) teamed with composer Henry Mancini recently on *The Hollywood Musicals* LP. They're shown with Al Teller (c), CBS Records Div. pres. Teller hosted a reception in their honor at the Russian Tea Room.

NABOB SCHEDULES 11TH ANNUAL MANAGEMENT CONFERENCE

Washington: The National Association of Black-Owned Broadcasters (NABOB) will hold its 11th Annual Spring Broadcast Management Conference March 12-15th at the Inter-Continental Hotel in New Orleans, LA. Scheduled also is the NABOB 3rd Annual Communications Awards Dinner on April 16th at the locally-based Sheraton Washington Hotel

More information on these events may be obtained by calling NABOB (202) 463-8970.

CAPITOL TO DISTRIBUTE SOLAR



Dick Griffey

Los Angeles: Solar Records, after months spent considering other independent distributors, has renewed its association with the Capitol/EMI America/Manhattan/Angel branch operation.

Solar chief Dick Griffey reportedly had approached indie outfits such as M.S. Distributing and Action Music, but was persuaded to ink a deal with C.E.M.A. by newly-named Capitol Industries vice chairman Joe Smith. Smith was formerly with Elektra, one of the labels that previously distributed Solar.

SYNDICATED RADIO TO BE COVERED AT YBPC MEETING

Greensboro: NC: The next meeting of the Southeast Chapter of the Young Black Programmers Coalition (YBPC) will be Sunday, March 15th at the Howard Johnson Hotel (off I-95) in Fayetteville, NC.

The workshop topic and panel will cover "Starting A Syndicated Radio

Show" and scheduled panelists include Lee Bailey (Radioscope), Doug Steele (Coast-to-Coast Soul), J.J. Johnson (Memory Bank) and Walt Love (The Countdown). Radio stations WGIVAM/ Fayetteville and WZFX-FM/Fayetteville will also showcase their air sound in an air check review.

For more information, call (919) 333-8282.

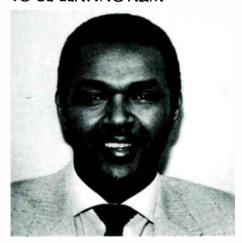
LES GARLAND NAMED PRES., QMI MUSIC AND EXEC VP, OUANTUM MEDIA INC.

New York: Les Garland has been named president of Quantum Media Inc.'s QMI Music Division and executive vice president of Quantum Media Inc. it was announced by Robert Pittman, president and Chief executive officer of the newlyformed diversified entertainment and communications company.

In making the announcement, Pittman stated, "Les Garland brings to QMI a unique understanding of the new era of music and the marketing of music and talent. His programming and creative skills and his experience at MTV, Atlantic Records and 15 years as a radio programmer will bring additional momentum to QMI's multimedia creative and marketing strategy."

Quantum Media Inc., a diversified entertainment and communications company, is funded and 50 % owned by MCA. The company has offices in New York City and Los Angeles.

STEP JOHNSON RUMORED TO BE LEAVING A&M



Step Johnson

Los Angeles: At press time it was learned that Step Johnson, vice president of promotion at A&M Records, is rumored to be considering an offer from Capitol Records to head its black promotion division. His acceptance of the position would not affect Ronnie Jones' slot as black promotion chief.



John McClain

A&M NAMES McCLAIN TO DUAL POST AS SR. VP A&R/ URBAN GM

Los Angeles: Gil Friesen, president of A&M Records, announces the appointment of John McClain to the dual position of senior vice president of A&R and executive vice president/general manager urban music.

McClain, who has most recently been instrumental in the success of Janet Jackson, Herb Alpert, the Human League, Vesta Williams, Jesse Johnson and Tamara and the Seen, will continue to play a vital role in signing and developing talent from his senior post. In addition, he'll further influence the overall direction of A&M's booming black music roster.

A&M's Chairman of the Board Jerry Moss added, "In our history, no one has made a bigger impact in a shorter period of time. John's contribution to our creative force has been extraordinary. I'm delighted to have him working with us in this senior position which he so justly deserves."

Serving most recenlty as vice president of A&R, McClain worked closely with A&M's staff to strategize the development of each of Janet Jackson's five top 10 singles and videos. His executive production work with Grammy Award winning producers Jimmy Jam and Terry Lewis also led to a #1 single for the Human League and the current Herb Alpert hit, "Keep Your Eye On Me." Among his current endeavors is the packaging of a feature film and soundtrack starring Janet Jackson and the original Time. He's also overseeing the production and preparation of forthcoming LPs from Randy Jackson, Bryan Loren, Shanice Wilson and Barry White.



TINA TURNER BREAKS THE RULES WITH HER SECOND HBO SPECIAL

Tina Turner takes her blistering blend of rock and soul to the Home Box Office (HBO) cable lines with the airing of her exclusive special, "Tina Turner: Break Every Rule," which will debut March 14 on the cable channel.

The special is, after a manner, a retrospective look at Turner's music, including her performance of selections from her Capitol Records LP, *Break Every Rule*, and songs associated with her previous persona.

Joining Turner, whose special was taped at a European nightclub, is Cinemax cable channel star Max Headroom and Grammy-winning Turner is backed by an eight-piece outfit under the direction of Dire Strait's Alan Clark. The fiery entertainer will also feature her hit single "Two People," from her current LP, and a cover of Robert Palmer's hit, "Addicted to Love."

This is the second such program in which the sexy singer will appear for HBO. Her special in 1985 "Tina Turner: Private Dancer," culminated more than a year of success through her LP Private Dancer. She's been honored with a star on the Hollywood Walk of Fame, has



Tina Turner

a recent best-selling autobiography, "I, Tina," co-written with Kurt Loder and starred opposite Mel Gibson in the film "Mad Max Beyond The Thunderdome."

Her special was produced for HBO by Jacqui Byford, with Roger Davies serving as executive producer and live sound being produced and engineered by John Hudson. After the premiere, it will also air March 17, 20, 23, 26 and 29

HBO is also prepping another all-star edition of "Cinemax Sessions," this one featuring "The Legendary Ladies," a program to be hosted by Belinda Carlisle and Debbie Harry.

The program will also feature Lesley Gore, Martha Reeves, Ronnie Spector and Mary Wells singing their greatest hits. Taped this past February at the Latin Quarter in New York, the segment also features Shirley Alston, Darlene Love and Freda Payne in this celebration of the ladies who have set milestones in pop, rock, and R&B music history.

E-Street Band stalwart Clarence Clemmons will be a special guest on the hourlong presentation, for which an air date must yet be set.

The "Cinemax Sessions" has previously featured special programs covering the career of the legendary Fats Domino and another focusing on gospel music. Cinemax also plans to air "A Jazz Session: Sass & Brass," which will debut March 22 and feature Sarah Vaughan, Dizzy Gillespie and Chuck Mangione. The cable channel will also present "A Soul Session," featuring James Brown, Aretha Franklin, Wilson Pickett, Joe Cocker, Robert Palmer and Billy Vera, a special tentatively set to air in late spring.

By Michael Martinez

INDIE EXCLUSIVE

Occasionally, an artist produces an LP that seems to fit the prescription for ailing radio formats. Sometimes such work serves as creative maintenance for stations in need of a booster to help distinguish them from similar formats in the marketplace.



Kenneth Nash

Mr. Ears, the solo debut for Kenneth Nash on California Bay Area-based Music West Records, appears to be an LP cut from this master mold. The LP is aptly named because it contains songs representing a variety of tones one might hear on the radio, all made distinctive by Nash's astute coloring and creative attitude toward what is accessible to radio.

Percussionist Nash employs a spectrum of influences on *Mr. Ears*—from jazz, classical, Afro-Cuban, pop, funk etc.—to provide a collection that could very well be considered a protype for the "Quiet Storm," pop/jazz and black adult contemporary formats.

A San Francisco native, Nash credits the active dance scene in the area for helping him develop an almost intrinsic knowledge in the use of rhythms in music. Aside from developing a keen ear for music through playing around San Francisco, Nash also studied and wrote compositions for the American Conservatory Theater, San Francisco Opera and the Joffrey Ballet.

"Dance was so pivotal in my development as a musician," Nash has said, "because I believe that is where music is born, in the movement of the dancers."

But the young musician also broadened his musical scope through touring and recording with artists ranging from Dizzy Gillespie, Alice Coltrane, Weather Report and McCoy Tyner to The Pointer Sisters, Andrae Crouch, Patrice Rushen and B.B. King. In all, he is credited with working with more than 240 artists.

That broad experience is evident on *Mr. Ears*, where songs like "Thank You," "Next To You," "Boom Boom," "Summer Sky," and "Rivers of Love" travel broad patterns in the inocuous circle of radio known as urban contemporary.

Listed as the producer, engineer, arranger and co-writer on the LP, Nash said, "Now is the right time for me to release this record. All of the musical expressions and nuances I've acquired went into making it.

"It's the culmination of a lot of work and desire—kind of a dream into reality on wax," he continued.

Well, for those urban programmers looking for the panacea to insomnia caused by trite hand-me down music, *Mr. Ears* should surely provide some pleasant dreams.

SALES: Increasing Your Billing

Maybe it is simply a matter of things left unsaid, but one seldom hears advice on how black and urban-formatted stations can increase their billing and get top rates at the same time. Maybe its because the "experts" feel that sound sales advice coupled with good sales execution will fit any radio station, regardless of format. Selling black or urban-formatted radio stations should not have to be any different from selling any other format—but it is.

To effectively sell black radio, one must be prepared to work harder and fight longer to overturn objections. We are all aware of those objections, but the approach varies widely as to how to overcome them.

I believe that black radio must be absolutely thorough and allencompassing in its sales effort—leave no stone unturned. To be successful, black radio must use all of the tools at its disposal. It must continue to use not only conventional resources, but also embrace modern methods.

The NAB, RAB and NRBA can be invaluable in the general sales statistics and information they make available. Each of these resource organizations provide training-aids and sales brochures, cassette tapes, seminars and conventions. Not all of their information is "gospel," but they can provide many ideas and alternatives. Because these organizations are made up of fellow broadcasters, you will get valuable and, sometimes, even strange ideas that you may find beneficial. At last year's NAB in New Orleans, I overheard a smallmarket manager relate how he increased billing. He did it, he said, not by increasing inventory or raising the rates, but by insuring that the allnight show be "sold-out." He accomplished this by hiring a salesman specifically to sell the overnight show and call on those businesses that are open all night. His "all-night" salesperson began his workday at 10 p.m., worked through the night, turned in his orders by 5:30 a.m., and then went home to sleep.

His was not an idea that we put into practice, but it impressed upon me the value of unconventional thinking as a remedy for certain situations or problems.

Networking with other radio professionals and peers can be very important, although the "experts" who advise and consult for a living never suggest it. Think of it though: Free advice and/or an exchange of information from someone at another radio station in the same town or across the country. One's ego may be the greatest deterrent to calling someone at another radio station, but the sharing of information simply serves to strengthen the participants.

Don't have the time to call around the country for ideas? Trade publications and sales consultants can be worth their weight in gold. Trade publications won't address your specific needs, of course, but they do keep you up to date. A number of companies are very thrifty and often discourage too many subscriptions to trade-papers and magazines, but it is important to lobby strongly for at least a few of the "important" publications.

Consultants are sometimes viewed as luxuries or worse. I once worked for a company that held the view that good station management (program directors, sales managers, general managers, etc.) didn't need consultants and if they did need consultants, they were not any good. Thinking like that is unfortunate. The most successful stations (and others) use consultants and outside help as an integral part of their competitive posture. Consultants can be used as tutors or advisors and can be as close or as detached as you need them to be. If your competitor seems, suddenly, to be getting over on you...they just might be using outside help.

Sales training is a must. It can be in the form of outside or inside training, but there must be training. Inside training includes the day-to-day guidance a salesperson receives from the sales manager. Regularly held sales meetings, inclusive of "role playing," the sharing of problems, ideas, and solutions from members of the sales staff, guest speakers from the local broadcasters group, guest clients, etc. Outside sales training includes going to seminars, conventions, workshops and courses at local colleges and universities.

Marketron, Tapscan, Arbitron, Birch, Arbitrends, Arbitron Information on Demand (AID), International Demographics, Scarborough and other research services are NECESSARY. Some of the bigger stations may subscribe to all of them—because they can. Depending on what makes fiscal sense for your station, it is vital that every radio station subscribe to at least one of the above. Like them or not, Arbitron is usually a must because it is used so extensively. Some of the other research services mentioned are based on Arbitron information. They simply arrange data (or rearrange it) to serve their clients needs.

Research comes in both quantitative and qualitative form. A number of station managers believe in selling the "concept," and using a little "snake-oil" to get around the expense of buying research. I agree with "concept-selling," and I agree that a little "snake-oil" can be useful on occasion...but neither is a substitute for "knowledge," simply knowing things that are happening in

the industry, trends, methods, the right people, etc. The more you know, the better equipped you are.

Sales incentives and a quality sales staff will do much to enchance a station's performance. Assuming that your sales staff is talented, a good sales contest will help to increase billing, bring in higher rates and sharpen that spirit of competition that keeps everyone working to their fullest. The best types of sales contests push the sales people to increase both quantity and quality of accounts. The most effective reward to give the winning salesperson is MONEY. One might think that sales persons who are in the business of bringing in dollars daily would not need additional motivation—but they do. It is important for management to name the "when," "how," and "how much," but sales contests can be effective tools in increasing sales performance.

Computers can help, too. Computers are great for storing, sorting and arranging information. The old saying that "every station is number one in something" is true much of the time, and computers are good at finding those times. Arbitron and other services offer computer software for the personal computer. The entire sales staff, with just a little training, will be able to customize presentations for that "all-important" client.

Selling with grid-cards or conventional rate cards, using success letters, "selling on the come," and "selling the sizzle," are all accepted sales practices, but a good product is far more important..

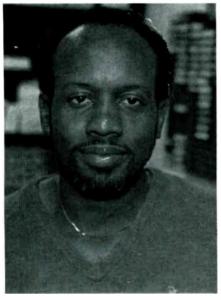
The sales manager should lobby, the program director should insist, and the general manager should lend his full support towards giving the sales staff a superior product to sell. A good product makes a good salesperson a "very good" salesperson.

Once all of these things are in place, the challenge (battle) remains. Black and urban stations will still find it difficult to get their fair share, but it will be easier to overturn objections, easier to argue their case, and easier to find a story to go into battle with.

The point of utilizing the various tools mentioned is that it gives black and urban stations the "upper hand" or at least an "equal hand." YOU become the "expert." The perception of advertising agencies and other potential clients of black stations is that they are not sophisticated or knowledgeable and their listeners have no buying power or sophistication either. So you must be well-armed to fight your way through those obstacles. The battle is near impossible for your station without these tools.



By Carolyn Plummer Riley



Don Edwards, PDP

WQIC Meridian, Mississippi

Meridian, MS's first urban contemporary FM station will be on the air sometime in mid-March when WQIC-AM switches its format and call letters to the FM band and becomes WQIC-FM.

Marion Broadcasting Company, owner of the new station, was granted 103.1 FM by the FCC in November. Since then the station has been under construction and is almost ready to sign on as the market's third FM station and its only urban outlet. The other two FM's are Country & Western and CHR. WQIC-FM is licensed to Marion/Meridian, Mississippi.

The station's signal is expected to cover all of East Mississippi and West Alabama. Some 37% of the population in this area is black.

Don Edwards, PD of WQIC-FM, was formerly with WJMI, Jackson, MS., for seven years before joining the staff.

14



Daniels (c) also met MCA staffers Juanita Stevens (l), publicity dir. East Coast and Taryn Brown (r), Southwest region when they visited Shreveport on the Bobby Brown/RFTW/Club Nouveau concert tour.



JAMES ALEXANDER TAKES TOP HONORS!

WJLB's James Alexander was awarded the 1987 "Program Director of the Year award for Black/Urban formats." The award was presented at the second annual Gavin Seminar for Media Professionals in San Francisco, February 19th through the 21st.

Award winners were determined by ballots sent to radio stations in all formats and record companies.

NEED SERVICE

WJYL needs service from all Gospel labels. Please contact ASAP: Philip David March Radio Station WJYL

10213 Linn Station Road, Suite 3 Louisville, KY 40223

NEED SERVICE

KITM/K-JAM needs service ASAP from Arista, A&M and Elektra. Please contact:

KITM/K-JAM 109 E. Expressway 83 Mission, TX 78572 (512) 581-2151 Attn: Scott Taylor



Jay King (I) and Valerie Watson (c) of Warner Bros.' Club Nouveau paid a visit to "Mr. C" Erwin Daniels (I) PD/MD of KDKS-FM/Shreveport, LA.

Q-97 WELCOMES NEW OM

Coastal Carolina's Broadcast welcomes Mr. Fred Wellington Graham, III, as its newly appointed Operations Manager. Graham was most recently employed with WPEG/Charlotte, NC. Q-97 hails as the top urban station in the market and the second Arbitron rated station. Ron Freedman is the MD.

SEEKING

Hardworking female interested in employment as MD and/or announcer. 7-1/2 years experience, with great production skills and a pleasant personality (for meeting and greeting the public). Most recently with WBMS/Wilmington, NC. Please contact:

Freda 4315 Fairlawn Drive Wilmington, NC 28405 (919) 395-4355

NEWS BRE'FS continued

STUDENTS GET DIRECTION AT HU CONFERENCE

Just as an actor must be prepared for an audition or a musician for a recital, students aspiring to obtain positions in the field of communications must be prepared for a very competitive market. At a recent annual conference held by the Howard University School of Communications, February 18-21, several panels were conducted designed to prepare students for the job market and provide a realistic view of the roles black professionals play in media.

The latest figures available on black ownership indicate that 140 stations are black-owned, which represent one percent of total stations. On a panel entitled, "Black America and Radio Programming: How Shall The Two Meet?," Bobby Bennett, PD of WHUR/ Washington, D.C. commented he would like to see more stations that are black-operated eventually owned by blacks. The reason so few stations are owned by blacks, he said, is because they aren't financially capable of purchasing stations.

According to Jim Hutchinson, President of Inter-Urban Broadcasting, and head of New Orleans' largest and number one rated station, WYLD-AM/



Pluria Marshall

FM, black radio stations wouldn't stand a chance of survival without the support of black banks and organizations donating funds to keep them going. Hutchinson is known for taking poorlymanaged and programmed stations and turning them into profitable, high achieving stations.



Tony Gray

"Radio is a very competitive business," said Tony Gray, of WRKS radio in New York. Gray explained, "Each format is determined by profit potential and it must be marketable."

If a stations' listenership rate is low then the station won't be functional financially, explained Gray. "Larger city stations with a larger market will last longer than small city stations in smaller markets," he said. The more people your program sells to, said Gray, will determine how profitable your market will he.

Pluria Marshall, Chairman of the National Black Media Coalition headed the panel "Industry Update 87." The discussion included frank advice on the tangible requirements necessary to be successful in the industry today. Jerry Nachman, who began as a street reporter, in New York City, is now the vice-president and general manager of WRC-TV in Washington, D.C. Nachman said, "People must exploit opportunities and

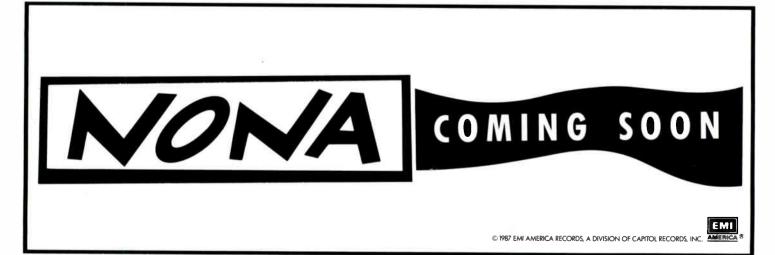
learn things in order to be the best in the field."

Along with making preparations to be the best in your field you must set realistic career goals. "Go to a small market in a small city and look for an entry level media position, explained Nachman. "It's easier to learn the workshop of a small city than to be able to understand the workshop of a large city," he said. Nachman also added that someone just graduating from college or entering the job market for the first time with no experience is not likely to begin working in a large market.

The difficulty of obtaining a position is not the only challenge a black communicator will face. The challenges facing blacks and other minorities in developing leadership and power through communication was the subject of a panel that addressed problems facing minorities. Dwight Ellis with National Association of Broadcasters said, "Another challenge that black communicators face is that national advertisers discriminate against black stations." He said companies advertise with white stations because of their diversity in music. Speaking from the Hispanic side Riviera Dow, with Dow, Lohnes and Albertson law firm, said that advertisers are told not to buy minority radio.



Dwight Ellis



REGIONAL RADIO REPORT

NORTHEAST

WAMO

Chuck Woodson John Anthony 500 Chamber of Commerce Pittsburgh PA 15219 411 Tth 412-471-2181

- 412-471-2181
 PATRICE RUSHEN, WATCH
 MELBA MOORE, IT'S BEEN
 COVER GIRLS, SHOW ME
 JUICY, AFTER
 ROSE BROS,, LONELY ROAD
 PHIL FEARON, AINT NOTHING
 SHIRLEY MURDOCK, GO ON

WBLO

- GREGORY ABBOTT, I SYSTEM, DON'T BOBBY BROWN, GIRL IETER/IONES, TOGETHER KRYSTOL, TOGETHER CARL ANDERSON, A MELBA MOORE, IT'S

- FREDDIE JACKSON, 1 LORBER/WHITE, TRUE GEORGE BENSON, TEASER



Joe Tamburro
Belmont Ave. & Edgely
Philadelphia PA 19131
215-878-2000

- PRINCE, SIGN 'O THE TIMES CAMEO, BACK AND FORTH D-TRAIN, OH HOW MESHAY, CLIMB THE LIVING PROOF, HOLD EL DEBARGE, STARLIGHT

- BARBARA ROY, GONNA



Andre Marcel
683 East Main Street Rochester NY 1460 716-262-2050

- AL GREEN, EVERYTHING PEABO BRYSON, CATCH BLAKE/HINES, SHERRY
- O'BRYAN, DRIVING FORCE JOCELYN BROWN, EGO



Ælrov Smith Tanya Pendleton 90 Warren Street Boston MA 02

617-427-2222

- AL GREEN, EVERYTHING

- AL GREEN, EVERTHING FREDDIE JACKSON, I OCTAVIA, 2 THE BARBARA ROY, GONNA SHIRLEY MURDOCK, GO ON CAMEO, BACK AND FORTH

WNHC

lector Hannibal David Dickenson P.O. Box 1340 New Haven CT 06505

203-776-1340

- CLAUDJA BARRY, CAN'T ATLANTIC STARR, ALWAYS FREDDIE JACKSON, I



Fred Mills 600 North Union Ave Hillside NI 07205

201-688-5000

A FROZEN

wufo, David Michaels

16

89 La Salle Avenue Buifalo NY 14214

716-834-1080

- ANITA BAKER, SAME OLE BARBARA ROY, GONNA LUTHER INGRAM, DON'T BOBBY BROWN, GIRL NEXT

Tony Quartarone POWER 99tm 440 Domino Lane Philadelphia PA 19128

215-483-8900

MIKI HOWARD, IMAGINATION PATRICE RUSHEN, WATCH OUT

wtsa Lee Sherman 1500 Absecon BL Atlantic City NJ 08401 609-344-1490

- RFTW, MARY GOES FREDDIE JACKSON, I PATRICE RUSHEN, WATCH

- SHIRLEY MURDOCK, GO BARBARA ROY, GONNA GEORGE BENSON, TEASER
- KOOL MOE DEE, GO

MID-ATLANTIC



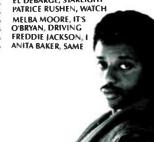
Rasheeda Miller P.O. Box 521 Ft. Campbell KY 42223 615-431-4984

- LILLO THOMAS, SEXY EXPOSE, COME GO SIMPLY RED, RIGHT
- HUMAN LEAGUE LOVE SAMANTHA FOX, TOUCH SYSTEM, DON'T

Hoppy Adams P.O. Box 631 Annapolis MD 21404 301-269-0742

PAYNE/INGRAM, INCREDIBLE EL DEBARGE, STARLIGHT PATRICE RUSHEN, WATCH

FREDDIE JACKSON, I



WDJY

Brute Bailey 5321 1st Place NE Washington DC 20011 202-722-1000

- SYSTEM, DON'T HERB ALPERT, KEEP

- HERB ALPERT, KEEP
 PATRICE RUSHEN, WATCH
 MELBA MOORE, IT'S
 ATLANTIC STARR, ALWAYS
 SHIRLEY MURDOCK, GO
 LAKESIDE, RELATIONSHIP
 FIRST CIRCLE, WORKING
 SOS BAND, NO

- KLYMAXX, I'D BOBBY BROWN, GIRL



Chuck Green
3000 Durid Park Drive Baltimore MD 20015 301-367-9322

- AL GREEN, EVERYTHING
 PATRICE RUSHEN, WATCH
 MELBA MOORE, IT'S
 SURFACE, HAPPY
 MICHAEL STERLING, ANNETTE
 STEADY B., SURPRISE
 TOUCH, WITHOUT
 PARTICIPEDY MOLES BRONE

- KRAFTWERK, HOUSE PHONE BABY FACE, LOVERS



425 E. Chester Jackson TN 38301 901-427-9616

- O'BRYAN, DRIVING FORCE CLUB NOUVEAU, WHY PATRICE RUSHEN, WATCH SMOKEY ROBINSON, JUST

Frank St. James
P.O. Box 15727
Chattanooga TN 37415
615-8703811

- PRINCE, SIGN 'O THE TIMES NEW EDITION, TEARS PATRICE RUSHEN, WATCH

- D-TRAIN, OH HOW CLAUDJA BARRY, CAN'T JUICE, HERE I GO

Maurice Harrod/ Philip D. March

10213 - Linn Station Road Louisville KY 40223

- 502-425-3444
- SMOKEY ROBINSON, JUST CHERYL LYNN, NEW PATRICE RUSHEN, WATCH MIKI HOWARD, IMAGINATION
- VANDROSS/HINES, THERE'S



Pat Wilson P.O. Box 498 Charlottesville VA 22901 804-977-3030

- BOBBY BROWN, GIRL NEXT MELBA MOORE, IT'S KLYMAXX, I STILL RFTW, MARY



ANITA BAKER, SAME FREDDIE JACKSON, I DON'T

wnoo I. Riley P.O. Box 5156 Chattanooga TN 37406 615-698-8617

- MANHATTANS, ALL
 MELBA MOORE, BEEN
 GEORGE BENSON, TEASER
 ROSE BROS., I GET
 CHICO DEBARGE, GIRL

DAVID SANBORN, CHICAGO

WOCO

Scott Jantzen/Mike Filippelli PO Box 1850 Ocean City MD 21842 301-641-0001

- ONE WAY, YOU BETTER MILLIE SCOTT, EV'RY JAMES BROWN, HOW COVER GIRLS, SHOW

- - CHICO DEBARGE, THE GIRL CAMEO, BACK AND FORTH
- ISAAC HAYES, GOT A

Neville Waters
400 H Street NE
Washington DC 20002 202-675-4800

- MESHAY, CLIMB
- SHIRLEY MURDOCK, GO TRINERE, THEY'RE
- ROSE BROS., I MIKI HOWARD, IMAGINATION



Stan Williams P.O. Box 494 Farmville VA 23901 804-392-8114

- FREDDIE JACKSON, I DON'T
- BEASTIE BOYS, BRASS BUNNY DEBARGE, SAVE MEL & KIM, SHOWING GWEN GUTHRIE, CLOSE
- SHIRLEY JONES, SHE MESHAY, CLIMBING



I.C. Floyd P.O. Box 8085 Nashville TN 37207 615-227-1470

- REAU WILLIAMS, ALL
- PATRICE RUSHEN, WATCH ATLANTIC STARR, ALWAYS JOHN BUTCHER, GOOD MELRA MOORE IT'S RAINY DAVIS, LOW

LeRov Penn P.O. Box 216 South Hill VA 23970 804-447-8997

- KRAFTWORK, TELEPHONE EXPOSE, COME
- GEORGIO, SEX APPEAL SHIRLEY MURDOCK, GO



Stan Tompkins
26 E. Church Avenue Roanoke VA 24011 703-343-5545

- VESTA WILLIAMS, SOMETHING
- VESIA WILLIAMS, SOME IF
 JETER/JONES, TOGETHER
 KLYMAXX, I
 ATLANTIC STARR, ALWAYS
 CHERYL LYNN, NEW
 CYRE, LAST CHANCE

WVOL J. C. Floyd P.O. Box 8085

- Nashville TD 37207 615-227-1470
- JODY WATLEY, LOOKING
- ANITA BAKER, SAME GREGORY ABBOTT, I KLYMAXX, 1 STILL JOCELYN BROWN, EGOMANIAC NEW EDITION, TEARS

NEW EDITION, TEARS COMMODORES, TAKE AL GREEN, EVERY J. BLACKFOOT, U-TURN MELBA MOORE, IT'S SHIRLEY MURDOCK, GO

96 FM ♪ 14 AM Don Brooks Natalie Stewart WWIN 2800 Matthew Street Baltimore MD 21218

301-366-1400

- GEORGE BENSON, TEASE ROSE BROS., I GET JIMMY CASTOR, I COULD EGYPTIAN LOVER, FREAKAHOLIC

CAROLINAS

Wasc Tou Broadus

PO Box 5686 Spartanhum SC Pugna 803-585-1530

MANHATTANS, ALL I FREDDIE JACKSON, I DON'T LORBER WHITE, TRUE

MILES DAVIS, FULL

WBMS Nick Granger Vince Bayyan

Wilmington NC 28401 919-763-4633

MASTERS OF CEREMONIES, SEXY JOHN BUTCHER, GOODBYE LATIN RASCALS, MACHO AL GREEN, EVERYTHING JIMMY CASTOR, I

ELEANORE MILLS, MR.
TRUE MATHEMATICS, AFTER
THE NICHOLS, SAY SYNERGY, SYNERGY

WEIE

William \ Pee PO Box 100 803-423-1140

BEASTIE BOYS, BRASS TRUE LIFE, CRACK FREDDIE JACKSON, I RUN DMC, IT'S LIVING PROOF, HOLD

Gilbert Baez WDKS 225 Green Street -Suite 1103 Fayetteville NC 28301 919-484-2107

BUNNY DEBARGEG, SAVE BOBBY BROWN, GIRL NEXT PATRICE RUSHEN, WATCH KURTIS BLOW, THE BRONX CHERLY LYNN, NEW DRESS

LILLO THOMAS, SEXY
MIKI HOWARD, IMAGINATION
ANITA BAKER, SAME
VANDROSS HINES, THERE'S PRINCE, SIGN OTHE TIME

परियोज Durham NC 2770 919-683-1493

1826 Nixon Street Durham NC 2770

CHICO DEBARGE, GIRI FREDDIE JACKSON, I GRACE JONES, CRUSH ROBBIE NEVIL, DOMINOES

CAMEO, BACK AND FORTH
ASHFORD SIMPSON, NOBODY
BARBARA ROY, GONNA
MANHATTANS, ALL

CURTIS HAIRSTON, YOU'RE

WEAL Don Davis

2 | 510 | 2 | 1060 Catewood - Avenue Careensboro NC 27-405 | 919-272-5121

SALT & PEPA, MY MIKI HOWARD, IMAGINATION ROXANNE SHANTE, PAYBACK CHUBBY ROCK, ROCK

WGCD Robert Heinlein P.O. Box 746 Chester SC 29706 **803-377-1111**

KLYMAXX, 1'D MESHAY, CLIMB NORWOOD, CANT MELBA MOORE, IT'S VANDROSS HINES, THERES



Don Cock 520 Toomey harlotte NC 704-333-0131

ATLANTIC STARR, ALWAYS SMOKEY ROBINSON, JUST GEORGIO, SEX APPEAL

HERB ALPERT, KEEP
PRINCE, SIGN 'O THE TIME
FREDIDIE JACKSON, I DON'T
MELBA MOORE, IT'S BEEN

WLG I Bob Brown
Route 2 Box 69 FM 90.9 Hemingway 80 29554 803-558-2977

A FROZEN

(Cash Michaels 20 Box 190) | Raleigh NC 27601

119-833-3874

SHIRLEY MURIDOCK, GO LORBER WHITE, TRUE RHONDA CLARK, SUGAR LIVING PROOF, HOLD SANDY TORANO, SHOULD PROCESS & THE DOO RAGS, I

GEORGE BENSON, TEASER CYNDI LAUPER, WHAT'S

 Dana Huskisson 910 Cammanchie Columbia SC 29169 803-796-9975

PATRICE RUSHEN, WATCH GAP BAND, ZIBBLE
GEORGIO, SEX APPEAL
VANDROSS HINES, THERE'S
SYSTEM, DON'T DISTURB

SOS BAND, NO LIES

Curtis Kells PO Box 804 102.3 STEREO Carlisburo NC 27530 919-734-4213

GEORGIO, SEX APPEAL PAYNE/INGRAM, INCREDIBLE LILIO THOMAS, SEXY PRINCE, SIGN 'O THE TIME POINTER SISTERS ALL

WPAL Don kendricks PO Box 30999 Charleston SC 29417 803-763-6330

LIVING PROOF, HOLD VANDROSS HINES, THERE'S STEADY B., GET SALT & PEPA, MY

CLAUDIA BARRY, CAN MIKI HOWARD, IMAGINATION PATRICE RUSHEN, WATCH SURFACE HAPPY

Rees Poag Bobby Knight **WQMG** PO Box 14702 Greensboro NC 27405 919-273-2333

SIMPLY RED, RIGHT CHICO DEBARGE, GIRL PATRICE RUSHEN, WATCH BOBBY BROWN, GIRL VANDROSS: HINES, THERE'S GRACE JONES, CRUSH

WRSV | Jeff Kenny P.O. Box 2666

Rocky Mount NC 27801 919-442-9776

SUGAR BABES, WE BOB JAMES, ROUSSEAU CORNEIL BROWN, FIVE NEW ROMANTICS, TONIGHT

WTHP Mike Saunders 7.6 Salem Street Highpoint NC 27360

919-472-0983 MIKI HOWARD, IMAGINATION FREDDIE JACKSON, I KRYSTOL, I

MAI TAI, TURN

WWDM



TonyDean Drawer 38 Sumter SC 29150 803-495-2558

PATRICE RUSHEN, WATCH MELRA MOORE IT'S BOBBY BROWN, GIRL

MIKI HOWARD, IMAGINATION

CHERYL LYNN, NEW RUN DMC, ITS CHICO DEBARGE GIRL

HERB ALPERT, KEEP

WWIL loe Diaz i 108 Wrightsville Valorington VC 26403 919-791-9083

PATRICE RUSHEN, WATCH MIKI HOWARD, IMAGINATION PRINCE, SIGN O THE TIMES ANITA BAKER, SAME CHERYLLYNN, NEW DRESS

SURFACE, HAPPY JACKSONS, TIME OUT

Andrew Balley PO Box F 14 803-662-6364

MIKI HOWARD, IMAGINATION LIVING PROOF, HOLD MELBA MOORE, IT'S

SURFACE, HAPPY JOCELYN BROWN, EGO MANIAC GRACE JONES, CRUSH

ROSE ROYCE LONELY

W7FX

22) Green Street Suite 700 Favetteville NC 28302

919-486-4991

FREDDIE JACKSON, I PHIL FEARON, AIN'T

CURTIS HAIRSTON, YOU'RE O'BRYAN, DRIVING JETER JONES, TOGETHER

LORBER WHITE TRUE

SOUTHEAST



Joe Bullard PO Box 10174 Tallahassee FL 3 12302

904-222-1070 DAVID SANBORN, CHICAGO

PAVID SANBURN, CHICA FREDDIE JACKSON, I BEASTIE BOYS, BRASS GEORGIO, SEX APPEAL AL GREEN, EVERYTHING D-TRAIN, OH HOW RFTW, MARY GOES

WAOK

Tarry Timslex 20 Ralph McCall Blvd

404-898-8940

FREDDIE JACKSON, I LAKESIDE, RELATIONSHIP LEVERT, FASCINATION SHIRLEY MURDOCK, GO O'BRYAN, DRIVING FORCE JUICE, HERE I GO



Ron January PO Box 39054 Bunningham Al 35208

205-780-2014

SHIRLEY MURDOCK, GO DAVID SANBORN, CHICAGO LAKESIDE, RELATIONSHIP O'BRYAN, DRIVING FORCE MELBA MOORE, IT

TRINERE, THEY'RE EGYPTIAN LOVER, FREAKAHOLIC

WBIL Costee Menair P () Box 666 Tuskegee Al (608) 205-727-2100

ROSE BROS. LGET

CYNDI LAUPER, WHAT'S
MELBA MOORE, IT'S
BABY FACE, LOVERS
FREDDIE JACKSON, I DON'T

BEASTIE BOYS, BRASS FOSTER SYLVERS, FLAVOR GEORGIO, SEX APPEAL

D-TRAIN, OH HOW I



904-438-7543

SHIRLEY MURDOCK, GO
GAP BAND, ZIBBLE
BEASTIE BOYS, BRASS
VESTA WILLIAMS, SOMETHING
TASHAWN, READ MY
CHUCK STANLEY, DAY BY

MILES DAVIS, FULL HUGH MASEKELA, BRING TRINERE, THEY'RE

3/MOKT Jun Mitchem 200 Main Street Madison AL 35758 STEREO 205-772-0674

BABY FACE, LOVERS MELBA MOORE, FALLING KRYSTOL, I MIGHT FALL RONNIE PERKINS, TONIGHT

WEDR Lee Jackson

143 NW 35th Street

Manu FL 33142

MIKI HOWARD, IMAGINATION

305-633-2275

L.J. REYNOLDS, TELL D-TRAIN, OH HOW NORWOOD, CAN'T LET PHIL FEARON, AIN'T NOTHIN'

CLAUDIA BARRY, CANT SURFACE, HAPPY

19 Atlanta Street Manetta CA 30061 404-428-9900

KLYMAXX, I STILL SAY

A O'BRYAN, DRIVING FORCE

A CHICO DEBARGE, THE GIRL ANITA BAKER, SAME

Wann Dave Donner 424 16 Street North Birmingham Al 35203 205-324-3356

RUE, I NEED YOUR O'BRYAN, DRIVING



PRINCE, SIGN 'O THE TIMES KLYMAXX, 1 STILL SAY GEORGIO, SEX APPEAL GAP BAND, ZIBBLE CAP BAND, ZIBBLE LIVING PROOF, HOLD CONWAY BROS., I CAN'T RONNIE PERKINS, TONIGHT LAKESIDE, RELATIONSHIP D-TRAIN, OH HOW I ROSE BROS., I GET SALT & PEPA, MY MIKE

WFXA

Carl Conner PO Box 1584 Augusta, GA 30903 (803) 279-2330

JONES/JETER, TOGETHER ISAAC HAYES, THANG MIKI HOWARD, IMAGINATION A COVER GIRLS, SHOW
A O'BRYAN, DRIVING FORCE
A STEVE WINWOOD, FINER

WGOK Charles Merritt
P.O. Box 1425
Mobile AL 36633 205-432-8661

SCORPIO, AIR SHIRLEY MURDOCK, GO GEORGE BENSON, TEASER EARL KLUGH, JUST LAKESIDE, REFLECTION FREDDIE JACKSON, I DON'T SUGAR BABES, WE WORK FOR HIGHER, A LITTLE GEORGE HOWARD, SWEETEST



WVEE Ray Boyd III 120 Ralph McGill Atlanta GA 30369 404-898-8957

VANDROSS/HINES, THERE'S MELBA MOORE, IT'S BEEN ANITA BAKER, SAME JOCELYN BROWN, EGO COVER GIRLS, SHOW ME GAP BAND, ZIBBLE ROBBIE NEVIL, DOMINOES



Silas Alexander 2145 S. Milledge Athens GA 30605 404-549-1470

MILLIE SCOTT, EV'RY JETER/JONES, TOGETHER KRAFTWERK, PHONE



2611 WERD Radio Drive Jacksonville FL 32205 904-389-1111

HEAVY TRAFFIC, FIRE IS HEAVY TRAFFIC, FIRE IS KLYMAXX, I STILL MANHATTANS, ALL I D-TRAIN, OH HOW SURFACE, HAPPY BOBBY BROWN, GIRL RETW, MARY GOES PRINCE, WATCH CLAUDJA BARRY, CANT



George Threatt 1280 RADIO

369 Second Street Macon CA 3101 912-742-2505

VANIDROSS/HINES THERE'S GEORGIO, SEX APPEAL MESHAY, CLIMB THE CLAUDIA BARRY, CANT RUN DMC, IT'S TRICKY LIVING PROOF, HOLD PICTURE PERFECT, PROVE

-WIGO-

SYSTEM, DON'T

Kevin Brown 1422 W. Peachtree Atlanta GA 30309 404-892-8000

SYSTEM, DON'T ANITA BAKER, SAME D-TRAIN, OH HOW AL GREEN, EVERYTHING VANDROSS/HINES, THERE'S MIKI HOWARD, IMAGINATION FREDDIE JACKSON, I DON'T

WJIZ Tony Wright
P.O. Box 5226
Albany GA 31706
912-432-7447

CONWAY BROS., I
DAVID SANBORN, CHICAGO
SHIRLEY MURDOCK, GO JUST ICE, COLD
MANTRONICS, WHO
GEORGE BENSON, TEASER
JOEL/CHARLES, BABY GRAND



Richard Lumpkin P.O. Box 11385 Birmingham AL 35202 205-942-1776

ROSE BROS., I GET RAINY DAVIS, LOW IVY, WAIT FOR CHERYL LYNN, NEW IRENE CARA, GIRLFRIEND FREDDIE JACKSON, I DON'T MANHATTANS, ALL I LAKESIDE, RELATIONSHIP ALPHONSE MOUZON, BABY

WONE WONE

"Wild Bill" Feinberg 125 N.W. 23rd Ave., Suite 18 Gainesville, FL 32601 904-376-8150

KRAFTWERK, TELEPHONE LORBER/WHITE, TRUE PHIL FEARON, HOUSE GEORGE BENSON, TEASER SUGAR BABES, ROCK AL GREEN, EVERYTHIING BASSIX, TEARS ROSIE GAINES, CRAZY MASON, DOUBLE TRUE MATHEMATICS, AFTER

WORJ Freddie Austin P.O. Box 1259 Ozark AL 36360 205-774-3000

BOB JAMES, ROUSSEAU ROSE BROS., I GOT KRYSTOL, I MIGHT ANDERSON/BOFILL, A EARL KLUGH, JUST FOR MIKI HOWARD, IMAGINATION COVER GIRL, SHOW ME SUGAR BABES, WE ROCK MILES DAVIS, FULL NORWOOD, CAN'T LET PROCESS DOO RAGS, I CYNDI LAUPER, WHAT'S MAHOGANY, MASTER GAP BAND, ZIBBLE

WBRL Maxwell St. Clair 2001 Mercy Drive North Orlando FL 32808 305-298-5510

RIG AUDIO, BAD ROCK DOCELYN BROWN, EGO
PRINCE, SIGN 'O THE TIMES
SOS BAND, NO LIES
ATLANTIC STARR, ALWAYS MADHOUSE, SIX GEORGIO, SEX APPEAL ANITA BAKER, SAME TRINERE, THEY'RE KLYMAXX, I STILL

WPGA

P.O. Box 980 Perry GA 31069 912-987-2980

SYSTEM, DON'T SYSTEM, DON'T
RAINY DAVIS, LOW
PATTI LABELLE, SOMETHING
SOS BAND, NO LIES
ONE WAY, YOU BETTER
SYLVESTER, SOMEONE
PICTURE PERFECT, PROVE
GEORGIO, SEX APPEAL IOCELYN BROWN, EGO



Frenchie Ro P.O. Box 604 Prattville AL 36067 205-365-0393

MIKI HOWARD, IMAGINATION KENNY G., SONGBIRD

VANDROSS/HINES, THERE'S ANITA BAKER, SAME PATRICE RUSHEN, WATCH FREDDIE JACKSON, I ROSE ROYCE, LONELY SINITTA, FEELS LIKE D-TRAIN, OH HOW CAP RAND ZIRRIF CONWAY BROS., CAN'T

WRDW Mickey Arnold P.O. Box 1405

404-724-1480

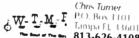
FREDDIE JACKSON, I ROSE BROS., I GET MANHATTANS, ALL I



PO Box 1288 avannah GA 31498

912-232-3322

EARL KLUGH, JUST FOR ANDERSON/BOFILL, A PATRICE RUSHEN, WATCH SUGAR BABES, WE'LL



813-626-4108

SHIRLEY MURDOCK, GO FREDDIE JACKSON, I MANHATTANS, ALL I MELBA MOORE, IT GEORGE BENSON, TEASER SURFACE, HAPPY



Gary Lamar Grum 27 1/2 Franklin Selma AL 36701 205-874-9062

KLYMAXX, I STILL
CHICO DEBARGE, THE GIRL
HEAVY TRAFFIC, FIRE IS
SINITTA, FEELS LIKE
LEON HAYWOOD, SPELLBOUND
SMOKEY ROBINSON, JUST
FBI, GIRL PULLED
JUICY, AFTER LOVING
DANA DANE, DELANCEY
CHUCK STANLEY, DAY
CHAKA KHAN, EARTH
RUN DMC, IT'S TRICKY
MARVIN SEASE, GHETTO
TRINERE, THEY'RE

WVAS Carol Stephens

915 S. Jackson Street Montgomery AL 36195 205-293-4287

GREGORY ABBOTT, I PATRICE RUSHEN, WATCH SHIRLEY MURDOCK, GO JOEL/CHARLES, BABY SHEIJA E., HOLD ME JACKSON/NAJEE, HAVE

OHIO VALLEY



Brian Castle 3511 Edwards Road Cincinnati OH 45208 513-742-3600

ATLANTIC STARR, ALWAYS ROBERT CRAY, SMOKIN' KLYMAXX, I STILL JAMES BROWN, HOW SHIRLEY MURDOCK, GO ON MELBA MOORE, IT'S BEEN GAP BAND, ZIBBLE

wchb Terry Arnold

32790 Henry Ruff Road Inkster MI 48141 313-278-1440

MIKI HOWARD, IMAGINATION HERB ALPERT, KEEP WRECKING CREW, LOVE JETS, YOU GOT IT

SHEILA E., HOLD ME

wein

106 Glenwood Avenue Cincinnati OH 45217 513-281-7180

MADHOUSE, SIX RAINY DAVIS, LOW SYSTEM, DON'T SOS BAND, NO LIES



Rick Stevens 696 E. Broad Columbus OH 43215 614-464-0020

SURFACE, HAPPY
VANDROSS/HINES, THERE'S
JAZZY JEFF, MAGNIFICENT
SPOONIE G., TAKE
BOBBY BROWN, GIRL NEXT
MIKI HOWARD, IMAGINATION
GAP BAND, ZIBBLE
FIRST CIRLCE, WORKING
LIVING PROOF, HOLD
CHUBB ROCK, ROCK AND
FREDDIE JACKSON, I



1400 Cincinnati Street Davton OH 45408 513-224-1137

FREDDIE JACKSON, I ROSE ROYCE, LONELY ISAAC HAYES, GOT ATLANTIC STARR, ALWAYS

MELBA MOORE, IT'S BEEN

Jeff Kelly 14781 Sperry Road Newberry OH 44065 216-338-6600

ATLANTIC STARR, ALWAYS JETER/JONES, TOGETHER DURAN DURAN, SKIN TRADE

W/Dフフ Scott Williams

One E. First - Suite 830 Flint MI 48501 313-767-0130

MANHATTANS, ALL I SUGAR BABES, WE ROCK CLAUDJA BARRY, CANT BABY FACE, LOVERS FREDDIE JACKSON, I DON'T ROSE BROS, I GET'A SHIRLEY MURDOCK, GO JOEL/CHARLES, BABY

WGPR Joe Spencer 3146 E. Jefferson

Detroit ML 48207 313-259-8862

- SOS BAND, NO LIES ANITA BAKER, SAME MIKI HOWARD, IMAGINATION MIKI HOWARD, IMAGINATIC GREGORY ABBOTT, I CHICO DEBARGE, THE GIRL NORWOOD, CAN'T LET MELBA MOORE, IT'S BEEN SURFACE, HAPPY GEORGIO, SEX APPEAL JOCELYN BROWN, EGO



lames Alexander 2056 Penobscott Blvd. Detroit MI 48226 313-965-2050

AI GREEN, EVERYTHING D-TRAIN, OH HOW JOCELYN BROWN, EGO SYSTEM, DON'T



11821 Euclid Cleveland OH 44106 216-795-1212

ANITA BAKER, SAME VANDROSS/HINES, THERE'S LILLO THOMAS, SEXY

WJZZ Dorian Pastor 2994 E. Brand Detroit MI 48202 313-871-0593

RONIA, INITIAL WOODY SHAW, SOLID MARLENA SHAW, IT IS



Frank Grant Kentwood MI 49508 616-676-1135

MELBA MOORE, IT'S AL GREEN, EVERYTHING

WQBH

Claude Young 2056 Penobscott Blvd Detroit ML48226 313-965-4500

ROBERT BROOKINS, COME TO AL GREEN, EVERYTHING NAJEE, FEELS SO FREDDIE JACKSON, 1 NORWOOD, CAN'T LET

WYKO-16 KC Jones 4401 Carriage Columbus OH 43220 614-451-2191

SYSTEM, DON'T PATRICE RUSHEN, WATCH EXPOSE, COME GO BOP, WAN'T TO

ISAAC HAYES, GOT A SOS BAND, NO LIES Sammy Jordan

WXLA 5920 S. Logan Street Lansing ML48911 517-393-6397

LIVING PROOF HOLD RHONDA CLARK, SUGAR CYRE, LAST ROSIE GAINES, CRAZY COVER GIRLS, SHOW ME EL DEBARGE, STARLIGHT



Lynn Tolliver 29 Superior Suite 401 Cleveland OH 44114 216-621-9300

GENERAL KANE, CAN'T CAMEO, BACK AND FORTH FREDDIE JACKSON, 1 SHIRLEY MURDOCK, GO R.J'S LATEST ARRIVAL, RHYTHM O'BRYAN, DRIVING FORCE NORWOOD, I CAN'T MANHATTANS, ALL I D-TRAIN, OH HOW MANTRONIX, WHO IS ZEE, MADNESS

BALLY BOYS, GO FOR

MIDWEST

MAJIC 97 M Pete Rhodes

CBLS 127 N. 7th Street Minneapolis MN 55403 612-341-2447

GRACE JONES, CRUSH VANDROSS/HINES, THERE'S VANDROSS/HINES, THERE'S
AL GREEN, EVERYTHING
CHICO DEBARGE, THE GIRL
BREAKFAST CLUB, RIGHT ON
CHUCK STANLEY, DAY BY
CHERYL LYNN, NEW DRESS
NAJEE, FEEL SO GOOD
CYNDI LAUPER, WHAT MANTRONIX, WHO IS IT

KATZ Mike Kelly/Cheryl Winston 1139 Olive Street Suite 303 St. Louis MO 63101 314-241-6000

A FROZEN

KBBG Bill Jackson 527 Cottage Waterloo IA 50703 319-234-1441

LILLO THOMAS, SEXY RUN DMC, IT'S CHERYL LYNN, NEW BLAKE & HINES, SHERRY ONE WAY, YOU JUICE, HERE HERR ALPERT, KEEP SOS BAND, NO BUNNY DEBARGE, SAVE

KBMT

Dennis Banks 2731 Pear Street Lincoln NR 68503 402-475-2364

816-333-2583

SHIRLEY MURDOCK, GO IRENE CARA, GIRLFRIENDS CHERYL IYNN, NEW EL DEBARGE, STARLIGHT

KCXL-AM Chuck Moore 810 E. 63rd Street Kansas City MO 64110

ATLANTIC STARR, ALWAYS ATLANTIC STARR, ALWAYS
ANITA BAKER, SAME
PRINCE, SIGN 'O THE TIMES
ASHFORD/SIMPSON, NOBODY
JUICY, AFTER LOVING
JETER/JONES, TOGETHER
KLYMAXX, I STILL
VANDROSS/HINES, THERE'S

Mel Edwards 1004 E. Dunklin Jefferson City MO 65101 314-681-5295

NORWOOD, I GENERAL KANE, CAN'T EL DEBARGE, STARLIGHT GEORGE BENSON, TEASER SIMPLY RED, RIGHT STUFF

KMOJ-FM 7. Jones 501 Bryant Avenue North Minneapolis MN 55405

612-377-0594

LORBER/WHITE, TRUE DAVID SANBORN, CHICAGO GEORGE BENSON, TEASER HEAVY TRAFFIC, FIRE IS COMPANY B., FASCINATION NICE N' WILD, DIAMOND NORMAN DOZIER, USING PATRICE RUSHEN, WATCH PAULI CARMEN, FLASH CHUCK STANLEY, DAY TASHAWN, READ MY CYNDI LAUPER, WHAT'S **GRACE JONES, CRUSH**



Steve Birdine 708 S Matthews Urbana, IL 61801 (217) 333-2613

CHICO DEBARGE, GIRL O'BRYAN, DRIVING ANITA BAKER, SAME

PAULI CARMEN, FLASH CONWAY BROS., LADY JUICY, AFTER LUTHER INGRAM, DON'T

FIRST CIRCLE, WORKING D-TRAIN, OH HOW CLAUDJA BARRY, CAN'T GAP BAND, ZIBBLE

Daisy Davis
408 S. Oak Park Avenue Oak Park IL 60302 312-524-3224

ANITA BAKER, SAME ATLANTIC STARR, ALWAYS MIKI HOWARD, IMAGINATION BLAKE/HINES SHERRY MELBA MOORE, IT'S BEEN RFTW, MARY VESTA WILLIAMS, SOMETHING CAMEO, BACK AND FORTH SINITTA, FEELS LIKE THE

7256

WEBB Chuck Green 3000 Durid Park Drive Baltimore MD 20015 301-367-9322

IONES/TYNER, REUNITED MARLINA SHAW, IT IS NINA SIMONE, LET IT ASTRUD GILBERTO, PLUS

WGCI 107.5 WGCI-FM Sonny Taylor

6 N. Michigan Avenue, Chicago IL 60602 312-984-1400

GEORGE BENSON, TEASER CHUCK STANLEY, DAY DAVID SANBORN, CHICAGO AL GREEN, EVERYTHING AL GREEN, EVERYTHING FREDDIE JACKSON, I DON'T



Dee Handley
820 S. Michigan Avenue
Chicago IL 60605
312-322-9400

SYSTEM, DON'T LEVERT, FASCINATION FRANKLIN/MICHAELS, I COMMODORES, TAKE



3669 Broadway Gary IN 46409 219-884-9409

GENERAL KANE, CAN'T FREDDIE JACKSON, I CHICO DEBARGE, THE GIRL GEORGE HOWARD, SWEETEST GAP BAND, ZIBBLE VANDROSS/HINES, THERE'S JAMES BROWN, HOW DO



Bernie Miller 12800 W. Bluemond Elm Grove WI 53122 414-786-1590

CHUCK STANLEY, FINER JETER/JONES, TOGETHER STARPOINT, HE WANTS ATLANTIC STARR, ALWAYS ROSE ROYCE, LONELY NORWOOD, CAN'T LET MELBA MOORE, IT'S

WNOV Rob Hardy 3815 N. Teutonia

Milwaukee WI 53206 414-449-9668

JUICE, HERE I GO GAP BAND, ZIBBLE RAY GOODMAN BROWN, TAKE PRINCE, SIGN 'O THE TIMES HERB ALPERT, KEEP



Johnson/Karson 2126 N. Meridian Street Indianapolis IN 46202 317-923-1456

ATLANTIC STARR, ALWAYS MAHAGONY, MASTERPIECE FIRST CIRCLE, WORKING

MELBA MOORE, IT'S EL DEBARGE, STARLIGHT CYRE, LAST CHANCE

MID-SOUTH



P.O.Box 69 Boyce LA 71409 318-793-4003

FREDDIE JACKSON, I NAJEE, FEELS SO KLYMAXX, I STILL KENNY G., SONG GENERAL KANE, CAN'T

CHUCK STANLEY, DAY EL DEBARGE, STARLIGHT GEORGIO, SEX APPEAL

EXPOSE, COME GO GEORGE BENSON, TEASER



Travis Garner 5011 Alameda Houston TX 77004 713-522-1001

MELBA MOORE, IT'S SUGAR BABES, WE ROCK BEAU WILLIAMS, ALL PHYLLIS HYMAN, LIVING MIKI HOWARD, IMAGINATION O'BRYAN, DRIVING FORCE LIVING PROOF, HOLD

Lliver C. Erwin Daniels 2600 Jewella Street

Shreveport LA 71109 318-965-9103

ROSE ROYCE, LONELY MIKI HOWARD, IMAGINATION KOOPER, SPEAKING GAP BAND, ZIBBLE NORWOOD, I GEORGE HOWARD, SWEETEST FREDDIE JACKSON, I CYRE, LAST

CLAUDIA BARRY, CAN'T SHIRLEY MURDOCK, GO



Larry Lynn P.O. Box 519 Maurice LA 70555 318-237-3411

RUN DMC, IT'S CLAUDIA BARRY, CAN'T MIKI HOWARD, IMAGINATION ROSE ROYCE, LONELY

KHRN K-94

Sedric Walker P.O. Box 1075 Hearne TX 77859 409-279-9211

MELBA MOORE, IT'S PATRICE RUSHEN, WATCH SHIRLEY MURDOCK, GO VANDROSS/HINES, THERE'S CURTIS HAIRSTON, SHINING CYNDI LAUPER, WHAT'S

Mark Petry 7700 Gulfway Drive Port Arthur TX 77642 409-722-9301

ANITA BAKER, SAME PAYNE/INGRAM, INCREDIBLE TRINERE, THEY'RE MESHAY, CLIMB PATRICE RUSHEN, WATCH O'BRYAN, DRIVING MANTRONICS, WHO MELBA MOORE, IT'S D-TRAIN, OH EL DEBARGE, STARLIGHT NAIEE, FEEL ROSIE GAINES, CRAZY CONWAY BROS., I

KILZom Bill St. John P.O. Box 880

KILLEEN, TEXAS 76540 Killeen TX 76540 817-699-5000

VANDROSS/HINES, THERE'S SYSTEM, DON'T PATRICE RUSHEN, WATCH MADHOUSE, SIX

KKDA

Mike Spears P.O. Box 860 Grand Prairie TX 75051

214-263-9911

IUICE, HERE MIKI HOWARD, IMAGINATION SMOKEY ROBINSON, JUST

RUN DMC. IT'S LORRER/WHITE, TRUE

KMJQ Jay Michaels 24 Greenway Plaza #1508 Houston TX 77046

713-623-0102

LEVERT, FASCINATION MANHATTANS, ALL SHIRLEY MURDOCK, GO

KOKY George Frazier
501 N. University, Suite 768 Little Rock AR 72201

501-661-0150

PATRICE RUSHEN, WATCH CLAUDJA BARRY, CAN'T GAP BAND, ZIBBLE MELBA MOORE, IT'S SHIRLEY MURDOCK, GO ON

KQXL P.O. Box 489 New Roads LA 70760 504-926-1106

CHUCK STANLEY, DAY GAP BAND, ZIBBLE EL DEBARGE, STARLIGHT BARBARA ROY, GONNA DAVID SANBORN, CHICAGO NAJEE, FEEL

KWTD J. D. Black P.O. Box 433 Lonoke AR 72086 501-375-1069

JANET JACKSON, LET'S LOOSE ENDS, SLOW MIDNIGHT STAR, ENGINE MIDNIGHT STAR, ENGINE
ONE WAY, YOU
JAMES BROWN, HOW DO
TINA TURNER, WHAT YOU
SHIRLEY MURDOCK, GO ON
ANITA BAKER, SAME
FREDDIE JACKSON, I
MELBA MOORE, IT'S

KXOJ Michael Hightower 1623 A East Apache Tulsa OK 74106 918-428-4451

MELBA MOORE, IT'S BEEN TASHAWN, READ MY LORBER/WHITE, TRUE

KXZZ

Patrick Manuel 311 Alamo Street Lake Charles LA 70601 318-436-7277

PRINCE, SIGN 'O THE TIMES D-TRAIN, OH HOW ANITA BAKER, SAME BEAU WILLIAMS, ALL MELBA MOORE, IT'S NAJEE, FEELS SO NAJEE, FEELS SU GRAND MASTER FLASH, U JAZZY JEFF, MAGNIFICENT RONNIE PERKINS, TONIGHT CLAUDJA BARRY, CAN'T

kyok Steve Hegwood 3001 La Branch Houston TX 77004

713-526-7131

EGYPTIAN LOVER, FREAKAHOLIC BABY FACE, LOVER SHIRLEY MURDOCK, GO FREDDIE JACKSON, I TRINERE, THEY

ROSE ROYCE, LONELY MANHATTANS, ALL CYRE, LAST MANTRONICS, WHO

KZEY B.J. Williams P.O. Box 4248 Tyler TX 75712 214-593-1744 PATRICE RUSHEN, WATCH JUICE, HERE I GO BOBBY BROWN, GIRL CONWAY BROS., I CANT SUGAR BABES, WE ROCK

Cathy Jackson P.O. Box 1078 WACR Columbus MS 39703 601-328-1050

VANDROSS/HINES, THERE'S ROSE BROS., RUSH EARL KLUGH, JUST DANA DANE, DELANCEY MILLIE SCOTT, EVERY

WBAB Kaye Barnes P.O. Box 4426 Greenville MS 38701 601-335-9264

ZERO HOUR, STARDUST IRENE CARA, GIRLFRIENDS BARBARA ROY, GONNA ANITA BAKER SAME PATRICE RUSHEN, WATCH HUGH MASEKELA, BRING BABY FACE, LOVERS

W C P C Rick Huffman Houston AAC 3007 601-456-3071

MEL & KIM, SHOWING STEVEN PAUL PERRY, UNDER SHEILA E., HOLD

Wesy Kaye Barnes P.O. Box 4426

Greenville MS 38701 601-335-9264

ZERO HOUR, STARDUST IRENE CARA, GIRLFRIENDS BARBARA ROY, GONNA ANITA BAKER, SAME PATRICE RUSHEN, WATCH BABY FACE, LOVERS

WJMG Vernon Floyd 1204 Gravel Line Street

Hattiesburg MS 39401 **601-544-4941** GWEN GUTHRIE, CLOSE MYSTIC'S CREW, WE O'BRYAN, DRIVING

ASHFORD/SIMPSON, NOBODY ISAAC HAYES, THANG BOBBY BLAND, I PATTI LABELLE, SOMETHING

PATH LABELLE, SOMETHING D-TRAIN, OH SMOKEY ROBINSON, JUST PRINCE, SIGN 'O THE TIMES SINITTA, FEELS LIKE GREGORY ABBOTT, I CURTIS HAIRSTON, YOU'RE

Tommy Marshall WKXI

P.O. Box 9446 Jackson MS 39206 601-957-1300

NAIEE, FEEL NAIEL, FEEL RUE, I CHICO DEBARGE, GIRL BARBARA ROY, GOT D-TRAIN, OH CONWAY BROS., I

WLTD

EL DEBARGE, STARLIGHT ROSE ROYCE, LONELY

WQFX Al Jenkins P.O. Box 789 Gulfoort MS 39502 601-863-3626

MELBA MOORE, IT'S BOBBY BROWN, GIRL CONWAY BROS., I MANHATTANS, ALL JOCELYN BROWN, EGOMANIAC SURFACE, HAPPY SIMPLY RED, RIGHT CLAUDIA BARRY, CAN STETASONIC, GO

NAJEE, FEEL

waic

Larry Carr P.O. Box 5353 Meridian MS 39301 601-693-4851

ANITA BAKER, SAME PATRICE RUSHEN, WATCH SIMPLY RED, RIGHT STARPOINT, HE WANTS **GEORGIO. SEX APPEAL**

WQIS Ron Davis P.O. Box 1229

Laurel MS 39440

601-425-1491

PRINCE, SIGN 'O THE TIMES MANHATTANS, ALL

wxok P.O. Box 66475 Baton Rouge LA 70896 504-927-7060

PATRICE RUSHEN, WATCH EGYPTIAN LOVER, FREAKAHOLIC CHERYL LYNN, NEW MANHATTANS, ALL RFTW, MARY NORWOOD, I

GAP BAND, ZIBBLE

Del Spencer 2906 Tulane

New Orleans LA 70119 504-822-1945

BEAU WILLIAMS, ALL
MELBA MOORE, IT'S
SHIRLEY MURDOCK, GO
GEORGE BENSON, TEASER
D-TRAIN, OH
GAP BAND, ZIBBLE
BARBARA ROY, GONNA
SANDRA FEVA, HERE
ROSE ROYCE, LONELY
CHUCK STANLEY DAY

ROSE ROYCE, LUNELT CHUCK STANLEY, DAY CHAKA KHAN, EARTH PATRICE RUSHEN, WATCH LORBER/WHITE, TRUE

FREDDIE JACKSON, I

WYLD-**FM**

Del Spencer 5906 Tulane New Orleans LA 70119 504-822-1945

BEAU WILLIAMS, ALL MELBA MOORE, IT'S SHIRLEY MURDOCK, GO GEORGE BENSON, TEASER

D-TRAIN, OH GAP BAND, ZIBBLE BARBARA ROY, GONNA SANDRA FEVA, HERE ROSE ROYCE, LONELY CHUCK STANLEY, DAY CHAKA KHAN, EARTH

LORBER/WHITE, TRUE SUGAR BABES, WE FREDDIE JACKSON, I MANHATTANS, ALL

• KJCB Tyrone Davis
413 Jefferson

Lafayette LA 70501 318-233-4262

A NAJEE, FEELS SO SYSTEM, DON'T A MIKI HOWARD, IMAGINATION TRAIN, OH HOW D-TRAIN, OH HOW ATLANTIC STARR, ALWAYS GAP BAND, ZIBBLE MELBA MOORE, IT'S GEORGIO, SEX APPEAL

WEST

KACE 103.9FM

Pam Robinson 1710 E. 111th Street Los Angeles CA 90059 213-564-7951

FROZEN



Jack Patterson 1700 N. Alvarado Los Angeles CA 90026 213-665-1105

JAMES BROWN, HOW ATLANTIC STARR, ALWAYS

BUNNY DEBARGE, SAVE BIG AUDIO DYNAMITE, BAD ROCK

KDKO

7880 E. Berry Place Inglewood CO 80111

303-779-8797

POINTER SISTERS, ALL SOS BAND, NO LIES SYSTEM, DONT LILLO THOMAS, SEXY BOBBY BROWN, GIRL ATLANTIC STARR, ALWAYS

KGFA, Charles Bryant 1730 S. Amphlett Blvd. San Mateo CA 94402 805-326-9418

SMOKEY ROBINSON, ONE
BABY FACE, LOVERS
ZURI, IT'S
KAJAMMIN', IT
FREDDIE JACKSON, I
KRAFTWERK, TELEPHONE
WAYNE SHORTER, YAMANJA
WISHFUL THINKING, THINK
CYNDI LAUPER, WHAT'S
HUGH MASAKELA, BRING
MELBA MOORE, IT'S
HERB ALPERT, KEEP
GEORGE HOWARD, SWEETEST
LA. DREAM TEAM, HOLLYWOOD
STEADY B., GET

Cliff Winston
3847 Crenshaw Blvd.
Los Angeles CA 90008 213-299-5960

MELBA MOORE, IT'S LORBER/WHITE, TRUE CAMEO, BACK AND FORTH

KKFX Bob Wickstrom 1305 3rd Avenue #700 Seattle WA 98101

206-292-8700

JETER/JONES, TOGETHER ROBBIE NEVIL, DOMINOES KLYMAXX, I'D PICTURE PERFECT, PROVE BEASTIE BOYS, BRASS TRINERE, THEY'RE

KP00 *Jerome Parsons* P.O. Box 11008 San Francisco CA 94101 415-346-5373

CHILL, I'LL JUICE, HERE ANITA BAKER, SAME SUGAR BABES, WE

Frank P. Barrow KRIZ Frank P. Barrow 249 S.W. 41st Street Renton WA 98055 206-251-5151

TRINERE, THEY'RE SHIRLEY MURDOCK, GO HERB ALPERT, KEEP YOUR NAJEE, FEEL SO VANDROSS/HINES, THERE'S O'BRYAN, DRIVING

150L

Bernie Moody Ashley 1730 Amphlett Blvd San Mateo CA 94402 415-341-8777

A FROZEN



Ed Hamlin 1900 W. Carmen Tempe AZ 85283 602-838-3062

CAMEO, BACK AND FORTH COVER GIRLS, SHOW ME

KUKO

PRINCE, SIGN 'O THE TIMES ONE WAY, YOU VANDROSS/HINES, THERE'S RFTW. MARY PATRICE RUSHEN, WATCH FRANKLIN/MICHAELS, I MADHOUSE, SIX HERB ALPERT, KEEP



REGIONAL ADDS CHART

LILLO THOMAS, SEXY	1		1			1	1		6
LAKESIDE, RELATIONSHIP	1			2.2.3.44.00	5				6
CYNDI LAUPER, WHAT'S			1		2	1			6
GREGORY ABBOTT, /	1	1		1	1		1		5
RAINY DAVIS, LOW	1	1			2		1		5
EGYPTIAN LOVER, FREAKAHOLIC	1	2			2				5
ISAACA HAYES, GOT	1	1		fines.	1		2	A Allerton	5
GRACE JONES, CRUSH			2					3	5
ONE WAY, YOU	1	4	1		1	1			5
SINITTA, FEELS LIKE	•	1	2		2				5
SIMPLY RED, THE RIGHT	1	2	1		-			1	5
BEAU WILLIAMS, ALL	1	4	<u> </u>						5
KRAFTWERK, TELEPHONE	2				2	1			5
JAMES BROV/N, HOW	1	1	1			1	1		5
IRENE CARA, GIRLFRIENDS		-	1	17	1		-		
CYRE, LAST	1	2			1		1		4
			1				1	1	4
BUNNY DEBARGE, SAVE	1		1			1		1	4
FIRST CIRCLE, WORKING	1		2			- 1.32	1		4
PHIL FEARON, AIN'T				1	2			1	4
GEORGE HCWARD, NO		1	1		1_	1			4
CURTIS HAIRSTON, YOU'RE		2		1		10-		2	4
JUICY, AFTER		-	2	1	1				4
EARL KLUGH, JUST		1			3				4
MADHOUSE. SIX		11			1	1	11		4
HUGH MASAKELA, BRING		3				1			4
PROCESS DOO RAGS, /		2			1			1	4
ASHFORD/SIMPSON, NOBODY		1	_ 1					1	3
BLAKE/HINES, SHERRY			2	1					3
MILES DAVIS, FULL					2			1	3
EXPOSE, COME	2	1							3
ROSIE GAINES, CRAZY		1			1		1		3
LUTHER INGRAM, DON'T			1	1	1				3
GENERAL KANE, CANT	Account — I am June — I am Jun	1	1				1		3
CHAKA KHAN, CANT		2			1				3
KRYSTOL, I MIGHT				1	2				3
LEVERT, FASCINATION	A	1	1		1				3
STACY LATTISAW, JUMP		3							3
MANTRONIXS, WHO		2			1				3
RONNIE PERKINS, WE'RE		1			2				3
PAYNE/INGRAM, INCREDIBLE	1	1						1	3
MILLIE SCOTT, EV'RY	1	1			1				3
SALT & PEPA, MY					1			2	3
VESTA WILLIAMS, SOMETHING	1		1		1				3
TASHAWN, READ		11	11		1				3
HEAVY TRAFFIC, FIRE			1	File	2				3
STEADY B., CFT	1					1		1	3
ANDERSON, BOFILL, A					2				2
BIG AUDIO DYNAMITE, BAD					1	1			2
BABY FACE, LOVERS	1	1							2
KOOL MOE DEE, GO		1							1

REGIONAL ADDS CHART



MELBA MOORE, IT'S	7	11	3	2	5	2	5	4	39
FREDDIE JACKSON, /	3	6	2	4	10	1	5	5	36
PATRICE RUSHEN, WATCH	7	11	2	3	3	1	1	6	34
SHIRLEY MURDOCK, GO	4	8	1	3	7	2	2	1	28
ANITA BAKER, SAME	3	8	3	1	6	1	2	2	26
MIKI HOWARD, IMAGINATION	2	5	1	1	5		3	7	24
VANDROSS/HINES, THERE'S	1	4	3		4	2	2	5	21
D-TRAIN, OH HOW	1	7	1	1	7		1		18
GAP BAND, ZIBBLE		7	3		5		2	1	18
GEORGIO, SEX APPEAL	1	6	,		6		1	3	17
ATLANTIC STARR, ALWAYS	3	1	4	1	1	2	3	1	16
	3	2	3	2	4			1	15
GEORGE BENSON, TEASER	4	1	1		5	2	1	1	15
KLYMAXX, I'D STILL	1	7			4		1	2	15
MANHATTANS, ALL I			1	1	5	1	1	1	15
O'BRYAN, DRIVING FORCE	2	3	1			1	-	4	15
PRINCE, SIGN 'O' THE TIMES	1	3	2	1	3		2	1	15
SYSTEM, DONT	3	2	1	1	3	2	3		14
AL GREEN, EVERYTHING	3		2	2	3		3	1	
CLAUDJA BARRY, CAN'T	1	5	1	1	3		1	1	13
CHICO DEBARGE, GIRL	2	2	3		2		1	3	13
BOBBY BROWN, GIRL	2	2		2	1	1	1	3	12
NAJEE, FEELS		7	1			3_	1		12
NORWOOD, CAN'T		2	2	-	2		3	2	11
ROSE BROS., EASY	3	1		11	5		1		11
BARBARA ROY, GONNA		7		4	-				11
SUGAR BABES, WE		4			4	1	1	1	11
EL DEBARGE, STARLIGHT	1	4	3	1		211	1		10
CHERYL LYNN, NEW	2	1	3		1			3	10
LIVING PROOF, HOLD		1		1	2		2	4	10
ROSE ROYCE, IT		6	1		1	سي	1	1	10
CHUCK STANLEY, DAY		4	4		2				10
HERB ALPERT, KEEP	1		2			3	1	2	9
JOCELYN BROWN, EGO	1	77		1	3		2	1	9
JETER/JONES, TOGETHER	1		2	1	2	1	1	, 1	9
SOS BAND, NO LIES	1		1		2	1	3	1	9
SURFACE, HAPPY		1			3		2	3	9
TRINERE, THEY'RE	1	2		12 16	4	2			9
CAMEO, BACK AND FORTH	1		1	2		2	1	1	8
CONWAY BROS., I CAN'T		4	1		3				8
JUICE, HERE	2	2	2		1	1			8
COVER GIRLS, SHOW ME	1	н		1	3	1	1		7
RFTW, MARY	1	1	1_	1	2	1			7
RUN DMC, IT'S		2	1		2			2	7
SMOKEY ROBINISON, JUST	1	3			1	1		1	7
DAVID SANBORN, CHICAGO	1	1	2		3				7
BEASTIE BOYS, BRASS	1				3	1		1	6
BABY FACE, YOU		2			2	1	1		6
LORBER/WHITE, TRUE		3	1		1			1	6
LORBER/WHITE, PRIVATE		1		1		2			6
MESHAY, CLIMB	2	1		1	1			1600	6

CANADIAN REPORT

By Norman (Otis) Richmond



Bobby Bland

Bobby Bland recently hit the Jamaican charts with the title tune of his LP Members Only. After it peaked on the Caribbean Island Tyrone Taylor's reggae version quickly climbed the Jamaican charts. This was Bland's first time on the Jamaican charts. He is delighted to hear that he's been on the lamaican charts but confessed he had not heard of Taylor or his rendition of "Members Only." Although Bland has never been to Jamaica, his second wife was born there.

After All Bland's second LP for the Jackson, Mississippi-based Malaco label has been released.

Bland recently packed two full houses at the Tralfamadore in Buffalo, N.Y. despite below freezing weather in the world's snow capital. The crowd could definitely relate to Bland when he sang the song "Soon As The Weather Breaks." This song speaks of Bland being "snowed in" and not being able to leave the city. The song was written by Bland, Vee Pea and Margie Evans who actually lived this experience in Buffalo.

Speaking of Margie Evans she recently performed at the Harbourfront in Toronto in the Women In Blues series. Ironically, Evans appeared in Toronto on the coldest night of the year. Besides being a songwriter, Evans is a record producer and recording artist as well. She co-produced Bobby Bland's LPs with Monk Higgins and Al Bell for MCA, a gospel

LP Margie Evans Presents Rickey Grundy & The Williams, and her two blues LPs Mistreated Woman and Blues Day.

Speaking of Al Bell, the man who once controlled Stax Records, he's back with a new label Edge Records, Edge Records, which is based in Los Angeles, has a new single out on the Main Ingredient called "If You Were My Woman." It's a belated answer to Gladys Knight & The Pips' "If I Were Your Woman," Speaking of the Main Ingredient they recently issued a statement to the United Nations Centre Against Apartheid apologizing for performing in South Africa. Edge's first release I. Blackfoot's U Turn is on the R&B charts in the United States.

Lionel Richie is the first African-American artist to place a major hit on the country charts in over ten years. Even stranger, the hit in question has never been released as the Aside of a single.

The song is "Deep River Woman" on which Richie is backed by the country group Alabama. Phone requests for the LP cut were so strong that hundreds of country stations were forced to play it. The airplay forced Motown Records to release "Deep River Woman" on the flip-side of Richie's current hit "Ballerina Girl." Even more stations jumped on the song. Finally, "Deep River Woman" went top ten on the country charts.

Peter Tosh is threatening to take his long-awaited LP No Nuclear War, from EMI-America. The LP includes an updated version of "Apartheid" which Tosh first recorded on his Equal Rights LP for CBS. Ziggy Marley's dreadlocks are beginning to show. His recent appearance on "Nightlife" gave North Americans their first chance to see Bob Marley's oldest son. His new LP, Hey World has garnered rave reviews.

Norman Richmond is President of the Black Music Association/ Toronto Chapter. Richmond's radio show is heard every Thursday at 8:00p.m., on CKLN-FM in Toronto.



Top 40 Jazz Albums

TW IW

- 2 Last Night LARRY CARLTON MCA
- 2 5 A Change Of Heart DAVID SANBORN Warner Brothers
 - 3 3 Moonlighting RIPPINGSTONS Passport Jazz
- 9 Power Of Three
 MICHAEL PETRUCCIANI
 Blue Note
- 5 11 Heads Up DAVID NEWMAN Atlantic
- 6 8 Phantom Navigator
 WAYNE SHORTER
 Columbia
- 7 1 Do It For Love SHERRY WINSTON Pausa
- 8 4 Double Trios McCOY TYNER Denon
- 9 10 Any Old Time CARMEN McCRAE Denon
- 10 6 Other Side of Round... f/DEXTER GORDON Blue Note
- 11 7 Good Moring Kiss CARMEN LUNDY Black-Hawk
- 12 14 Trio Music CHICK COREA FCM
- 13 15 The State Of Tenor, Vol.2 JOE HENDERSON
 Blue Note
- Shieldstone
 B. SHIELDS/S. CLARKE
 RSVP/Optimism
- 15 18 Heavy Nights
 PASSPORT
 Atlantic
- 16 12 Easy Living LAUREL MASSE Pausa
- 17 17 Desperately Seeking Fusion CANONEO
 Passport Jazz
- 18 19 Star Trek IV SOUNDTRACK MCA
- 19 20 Motor City Magic DENNIS COFFEY TSR
- 20 27 A Nice Day BRIAN BROMBERG Black-Hawk

TW IW

- 21 13 Standards Vol. #1 STANLEY JORDAN Blue Note
- 22 16 Live At Fullham Town Hall CHARLIE WATTS ORCH.
 Columbia
- 23 23 Global Beat VITAL INFORMATION Columbia
- 24 25 Love Fantasy
 ALPHONSE MOUZON
 MCA/Optimism
- 25 39 Discovery EDDIE GOMEZ Columbia
- 26 28 Osio BOB BROOKMEYER Concord
- 27 26 A Nice Place To Be GEORGE HOWARD MCA
- 28 22 Blues In The Night
 E. JAMES/E. VINCENT
 Fantasy
- 29 29 Think Again
 WISHFUL THINKING
 Pausa
- ** Future Prospect FUTURE PROSPECT DSP/Optimism
- 31 30 Lady From Brazil TANIA MARIE Manhattan
- 32 31 Najee's Theme NAJEE EMI-America
- 33 35 The Right Time SCOTT HAMILTON Concord
- ** Manhattan Burn
 PAQUITO D'RIVERA
 Columbia
- 35 33 You're The One HENRY JOHNSON MCA/Impulse!
- 36 32 The Good & Bad Times CRUSADERS MCA
- ** Papa Gato
 PANCHO SANCHEZ
 Concord
- 38 24 One Night/One Day TOM SCOTT Soundwings
- 39 37 Live At Montreal Jazz AHMAD JAMAL Atlantic
- ** Blue Matter
 JOHN SCOFIELD
 Gramavison

IN THE STUDIO



By Toni Sallie

Are we living in a high-tech age, or what? STEVIE WONDER, QUINCY JONES and NILE RODGERS recently launched a satellite/digital-audio/fiberoptics linkup that allowed them to record with musicians at MSA Studios in New York and at Wonderland Studios in Los Angeles at the same time. What they were working on was Wonder's new anti-crack song "Stop, Don't Pass Go."



STEVIE WONDER

In discussing all this with a reporter from the Los Angeles Times, Jones said: "I've learned to trust the changes-CDs, whatever, you name it. It's all been better for communicating the music. This is one more step and a very important one. It will pull people together and push the sound to another level...just like synthesizers did."



QUINCY JONES



HIROSHIMA

The event, heavily covered by members of the news media, was sponsored by Sony, Kaufman Astoria Studios, Master Sound Astoria, Telepore Communications, GTE Spacenet and IDB Communications Group, Inc. During that same session, Wonder also added a fresh track to the theme tape of the "Moonlighting" TV series.

HIROSHIMA and GEORGE DUKE have been in the studio working on the group's upccoming LP for CBS Records. Three tracks have been completed including a ballad, "Why Can't I Love You?," an uptempo instrumental and a

song featuring the koto (a Japanese harp), played by group member JUNE KURAMOTO.

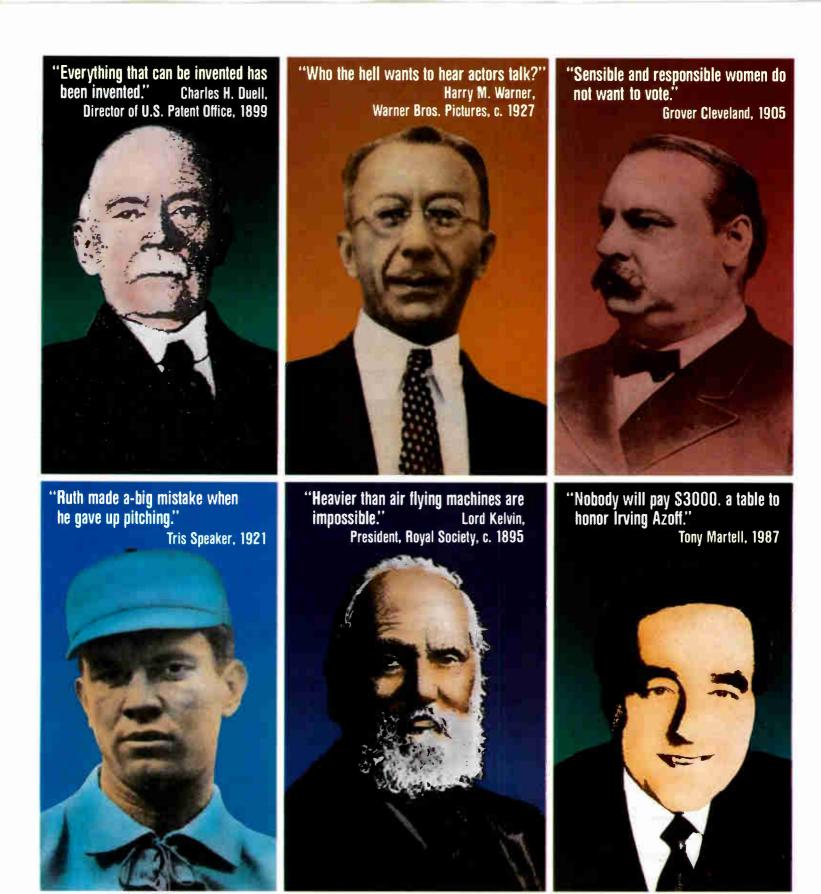
The group's leader, DAN KURA-MOTO, told me: "Working with George Duke is a dream for us. It's thanks to ERIK NURI (of CBS) that we were able to put this together."

Added Duke: "I feel my main responsibility is to add to the group's existing sound."

EMI/Manhattan recording artists R.J.'S LATEST ARRIVAL have been spotted at Sound Suite Studios in Detroit mixing with engineer TONY RAY for their forthcoming single with the label.



(L-r): Erik Nuri, Dan Kuramoto, June Kuramoto, Toni Sallie and George Duke.







This year, you are invited to participate in the T.J. Martell Foundation 1987 Humanitarian Award Dinner in honor of Irving Azoff on Saturday, April 11, at the New York Sheraton Centre Hotel.

NEW RECORD RELEASES

45 12" LP CD Tempo

MAIORS					0.00	
PolyGram	MAI-TAI, Turn Your Love Around	•	•		M/F	Uptown Beat
	LATIN RASCALS, Macho Mozart	•			F	Dance Groove
Sire	MADONNA, La Isla Bonita	•		100	M/F	Latin Romance
Warner Brothers	SYLVESTER, Mutual Attraction	•			M/S	Mid-tempo
	KRAFTWERK, Telephone Call	• //			F	Groove
Geffen	NO SOVEREIGN, Showdown	•			F	Club Groove
Motown	GENERAL KANE, Can't Let Go	•			5	Good slow dance
MCA	WHAT'S HAPPENING, Peace!	•			F	Good beat/vocals
Atlantic	NANCY MARTINEZ, Move Out	•		-2	F	Fast-paced Beat
	NORMAN DOZIER, Uzeme	•			M/F	Fresh Sound
Elektra	GRANDMASTER FLASH, Ba-Dop-Boom-			•	M/F	The True Rappers
	STARPOINT, Sensational	11/5		•	F/M	Irresistible listening
	SIMPLY RED, Men & Women			•	M/F	Rhythm & Pop
INDIES						
Fantasy	L.J. REYNOLDS, Tell Me You Will	•			S	Heavy Soul
Asiana	RUE, I Need Your Loving	•		Lau	M	Jumpin' Beat
Street	CHILL, Chill Out			•	M/F	West Coast style
	B. TEAM, Something for Nothing				M	Strong Attitude
Fresh	JUST-ICE, Cold Gettin' Dumb		•	2.50	M	New rhymes/mix
Krisma	CC COOPER, Love Guarantee	E. E.			F	Club mix
Aside	TANGANYIKA, She's Got The Beat				M	Young rapper
Select	TRUE MATHEMATICS, After Dark	-00	•	100	M	Heavy bass Instrumental
York	DR. YORK, For Lovers Only				S	Love songs
Sunshine	IANET JACKSON, Love Transfusion		•		F	Dance Beat
	KAREN YOUNG, Hot Shot				F	Up-beat Jam
Rap-A-Lot	GHETTO BOYS, Car Freak				M/F	Strong Southern Rap
Cap-Tune	BLACK WIDOW, Crazy Taxes				F	Catchy Words
Dub's Boys	WORLD ENTITY, Found That Love				M/F	Monster Drum
Supertronics	TOUCH, Without You	10	•		M/F	Memorable hook
Touchdown	RONNIE PERKINS, Tonight		•		F	Up-Beat Dance
Zebra	KENIA, Don't Let Me Be				S	Sassy Jazz



RECORD REVIEWS

Artist Title

SYLVESTER "MUTUAL ATTRACTION" WARNER BROTHERS

Lahel

Sylvester likes expressing his feeling which he does, on this medium-touptempo single. Good beat for the partygoers. Demos: Young Adults.

KENIA "DON'T LET ME BE LONELY TONIGHT" **ZEBRA/MCA**

Mellow & smooth describe the feeling displayed on this single-horns, keyboards are second-to-none on this jazzy fusion for Kenia to groove to.

B-TEAM "SOMETHING FOR NOTHING"

Anyone into freebie's will be able to relate to this solid beat and lyrics that hit close to home. This pick will turn your speakers out with the introduction of special sounds.

NANCY MARTINEZ "MOVE OUT" **ATLANTIC**

Peppy, upbeat bass line keeps Nancy's number moving. Harmony in background blends well for strong impact on her lyrics that "move out." Demos: Young Adults.

REGENCY
Exotic Car Rental
and Leasing THINK EXOTIC! 5310 West Century Boulevard Los Angeles, California 90045 (213) 337-7827 OUTSIDE CALIFORNIA (800) 545-1020

Description

March 20, 1987

Atlantic Starr "Always"

From the album All In The Name Of Love



© 1987 Warner Bros. Records Inc.

Club Nauveau "Lean On Me"

From the album Life, Love & Pain





Sheila E. "Hold Me"

From the album Sheila E.



© 1987 Warner Bras, Records Inc.

Prince "Sign ^{*}**Ø***The Times"

From the double album Sign ** The Times



© 1987 Worner Bros. Records Inc.

Madhause "Six"

From the album



© 1987 Warner Bros. Records Inc.

HOPPY ADAMS WANN Scherrie Payne/Phillip Ingram's "Incredible" is a good uptempo song for this duo! Heavy phone requests.



- Melba Moore is definitely on a roll with "It's Been A Long Time." Immediate audience response. Should go to the top!
- "I Don't Want To Lose Your Love" is another smash for Freddie Jackson. Nice lyric's and heavy, heavy phones.

- "There's Nothing..." by Vandross/Hines—The quality in this song is perfect because they both put their hearts into it.
- "Feels So Good..." by Sinitta is a good crossover and a nice club dance record.
- **WBMX DAISY DAVIS** "Imagination" by Miki Howard is a good jazz-flavored song with a good adult appeal.

- WAMO **JOHN ANTHONY** "Watch Out" by Patrice Rushen is a great track—fresh sound and danceable.
- WASS **LEE SHERMAN** The new single, "I don't want to..." by Freddie Jackson speaks for itself.



RAY BOYD III "There's Nothing Better..." by

Vandross/Hines. Vandross is one of the greatest vocalists in the industry. Good songanother smash hit!

"It's Been..." by Melba Moore is another great song from the Hush Production Group. Excellent choice from last follow-up single.

- **NES RODRIQUEZ KKFX** Picture Perfect's "Prove It Boy" has a positive message. Great club and radio song.
 - Atlantic Starr's "Always" is another great love song for these veterans. Lots of phone action!
- Cover Girls, "Show Me"—They look as good as they sound. Hot phone action. Lisa Lisa look out!!

OHIO VALLEY

- **DOUG HARRIS** WIMO The combination in "There's Nothing Better Than Love" by Vandross/Hines is unique. The words are really good.
- **WCKX RICK STEVENS** "Happy" by Surface is a masterpiece with a good

MID-SOUTH

- **AL JENKINS** WOFX "Always" by Atlantic Starr is a good song! Great telephone response.
- Shirley Murdock, "Go On Without You"—After the first spin, immediate audience response. Should follow "As We Lay" to the top!
- "Zero In July" by Focus—Hot! Funky! Danceable! Hot phones!



- JAY HOLIDAE WEAL Jody Watley's "For The Girls" should be next single. Heavy requests.
- Miki Howard's "Imagination" is in a class by itself. Heavy phone action.
- Donna Allen's "Bad Love" generates lots of calls. This should be the follow-up to "Serious." B-A-D!!

ALBUMS CHART

TW LW WOO

- 1 1 15 **FREDDIE JACKSON**, Just Like The First Time, Capitol
- 2 3 9 CLUB NOUVEAU, Life, Love & Pain, Warner Brothers
- 3 2 12 BEASTIE BOYS, Licensed To III, Def-lam/Columbia
- 4 4 20 LUTHER VANDROSS, Give Me The Reason, Epic
- 5 5 21 CAMEO, Word Up, Atlanta Artists/PolyGram
- 6: 7 43 ANITA BAKER, Rapture, Elektra
- 7 8 34 LOOSE ENDS, Zagora, MCA
- 8 6 9 READY FOR THE WORLD, Long Time Coming, MCA
- 9 9 10 KOOL & THE GANG, Forever, Mercury/PG
- 10 11 47 JANET JACKSON, Control, A&M
- 11 10 22 HOWARD HEWETT, I Commit To Love, Elektra
- 12 13 24 MELBA MOORE, A Lot Of Love, Capitol
- 13 14 9 PHYLLIS HYMAN, Living All Alone, PIR/Manhattan
- 14 15 9 MIKI HOWARD, Come Share My Love, Atlantic
- 15 12 13 SHIRLEY MURDOCK, Shirley Murdock, Elektra
- 16 16 20 GREGORY ABBOTT, Shake You Down, Columbia
- 17 18 9 GEORGE HOWARD, A Nice Place To Be, MCA
- 18 19 9 ROBBIE NEVIL, Robbie Nevil, Manhattan
- 19 20 9 RAY, GOODMAN & BROWN, Take It, EMI-America
- 20 17 9 NEW EDITION, Under The Blue Moon, MCA
- 24 6 RJ'S LATEST ARRIVAL, Hold On, Manhattan
- 22 22 14 ARETHA FRANKLIN, Aretha, Arista
- 23 23 8 NAJEE, Najee's Theme, EMI-America
- 28 4 DONNA ALLEN, Perfect Timing, 21 Records/Atlantic
- 25 26 9 TIMEX SOCIAL CLUB, Vicious Rumors, Danya

TW LW WOC

- 26 25 33 RUN-D.M.C., Raising Hell, Profile
- 30 41 MILLIE JACKSON, An Imitation of Love, RCA
- 35 3 MADHOUSE, 8, Paisley Park/Warner Brothers
- 29 29 9 THE CRUSADERS, The Good & Bad Times, MCA
- 30 31 7 JAMES "D-TRAIN" WILLIAMS, Miracles, Columbia
- 31 32 3 THE JETS, The Jets, MCA
- 32 21 9 DOUG E. FRESH, Oh My God, Reality
- 33 33 9 ROSE ROYCE, Fresh Cut, Omni
- 34 34 9 BOBBY BROWN, King of Stage, MCA
- 35 36 8 BOB JAMES/DAVID SANBORN, Double Vision, WB
- 36 37 3 EGYPTIAN LOVER, One Track Mind, Macola
- 37 38 3 BRUCE WILLIS, The Return of Bruno, Motown
- 38 27 12 VESTA WILLIAMS, Vesta, A&M
- 39 47 2 EXPOSE, Exposure, Arista
- 40 41 4 ROSE BROS, Everything's Coming..., Muscle Shoals/Malaco
- 41 ** -- JAMES BROWN, Gravity, Scotti Bros.
- 45 2 ORAN "JUICE" JONES, Here I Go Again, Def-Jam/Columbia
- 43 ** -- LEVERT, Bloodline, Atlantic
- 44 44 10 KLYMAXX, Klymaxx, MCA
- 45 ** -- BUNNY DeBARGE, In Love, Motown
- 46 ·· -- ROBERT CRAY, Strong Persuader, Mercury/PolyGram
- 47 ** -- THE SYSTEM, Don't Disturb This Groove, Atlantic
- 48 39 28 GAP BAND, Gap Band 8, Total Experience/RCA
- 49 43 9 KURTIS BLOW, Kingdom Blow, Mercury/PG
- 50 42 3 STANLEY JORDAN, Standards Vol. 1, Blue Note

SINGLE OF THE WEEK

GENERAL KANE CAN'T LET GO MOTOWN

A sensual love song that would spend the time well for those wee hours in the morning when you sit back and kick it, or when you want to get into that special mood. Kane is captivating. Demos: All.



ALBUM OF THE WEEK

STARPOINT SENSATIONAL ELEKTRA/ASYLUM

Renee is outstanding in her delivery on the love songs, as well as her performance on the title cut—backed by top notch performers on horns, percussion, etc. Excl. Tracks: "Sensation," "He Wants My Body," "Another Night," "Prove It Tonight."



Dianne Quander

On the way up is songwriter **DIANNE QUANDER**, who has already supplied hit material to **ANITA BAKER** ("Caught Up In the Rapture"), **R.J.'S LATEST ARRIVAL** ("Heaven In Your Eyes") and **JEAN CARNE** ("The Flame of Love"), among others.

Formerly a copy writer for Lee Bailey Productions (Quander came up with the name "Radioscope") and a freelancer for Black Beat Magazine, the pretty lyricist is being hailed—along with her writing partner, **GARY GLENN**—as one of black music's brightest talents.

Congratulations go to Macola Records who picked up the award for Number One 12" Sales of the Year for "Rumors" at the recent NARM Convention.

LAID BACK, best known for their 1984 Club and CHR/Urban radio hit "White Horse," have been signed to Kee Management Inc. The group's upcoming LP was released on WEA International; first single off the LP is "It's A Shame."

Also signed to Kee Management is VAL YOUNG of "Seduction" fame. Her new LP, produced by her mentor RICK JAMES will be released in April on the Amherst label. First single: "Private Conversations."

ROGER MONROE KING, chairman of the board of King World Prods. Inc. (which syndicates "The Oprah Winfrey Show") was booked in Fort Lauderdale, Fla. last month on charges of auto theft, strong-arm robbery and possession of cocaine. His publicist has said that King's legal dilemma will "in no way affect the company or its business." The whole thing sounds like a good subject for one of Oprah's programs...

Clean-cut **GREGORY ABBOTT**, on the other hand, will be taping a "Rock Against Drugs" (RAD) public service ad to be aired on MTV. After premiering on MTV, the spot will be made available

to other cable affiliates and TV outlets.

Some more socially-conscious guys, **THE FAT BOYS**, are set to release a new single called "Protect Yourself," which praises the use of condoms. Or, as the group's press release puts it: "Safe sex is the best sex...condoms are cool!"

Basketball great and record mogul KAREEM ABDUL JABBARhas been approached to tape a TV commercial spot touting the USA's space program. It's hoped that the ad campaign will offset whatever negative feelings the public has about the space program in light of last year's Challenger shuttle disaster.

At a recent listening party in Holly-wood for ex-SHALAMAR member, Grape spies spotted current Shalamar member MICKI FREE and his wife, actress TERI COPLEY. Missing were former group members JEFFREY DANIELS and HOWARD HEWITT. What gives, folks?

LITTLE RICHARD has opened a fund drive to find a cure for sickle cell anemia. Funds raised at 7-Eleven stores will go to the Sickle Cell Disease Foundation.

Here's an odd couple: **FISHBONE** and **ANNETTE FUNICELLO** are pairing to record a remake of "Jamaica Ska" for the upcoming "Back to the Beach" film.

In closing, we heard that rock artist CHRISSIE HYNDE of THE PRETEND-ERS (a group that has a black drummer) cracked a racist joke at the band's recent concert at San Bernardino, CA's Orange Shell Pavilion. The joke: "Why do black people have chickens? So they can teach their kids how to walk."

On second thought, maybe the *real* joke is Chrissie Hynde...



Jody Watley

SWINGING PROPHET



ARIES

You can strengthen an important alliance if you open up the lines of communication.

TAURUS

Don't live in a fantasy world. Your ideas are good so put them into effect.

GEMINI

You can soar ahead if you'll just seize the opportunity. Follow your instincts.

CANCER

If you have strong doubts about an associate, confront him with them. Be tactful.

LEO

Self-defeating feelings are threatening to get the best of you. Rise above them.

VIRGO

You don't need anybody else's okay to get your own life on track. Forge ahead.

LIBRA

Enjoy a sudden upward career turn. You've worked hard so you deserve it.

SCORPIO

Reactivate a career goal by hooking up with the right people. Be courageous.

SAGITTARIUS

Divorce yourself from a situation that threatens to undermine your confidence.

CAPRICORN

Hard work and determination will put you on the correct path. Become assertive.

BIRTHDAYS

Bill Reid, Hush Prods. 3/1
Bert Coleman, Urban Rock 3/8
Sylvia Rhone, Atlantic 3/11

ALWAYS CONTEST ALWAYS A WINNER!

THE 10 WINNERS OF A WEEK IN PARADISE FOR TWO.

WINNER	STATION	RECORD#
David Roger	WRXB	1054
Pressure Cooker	WZAZ	1085
Charles McCullogh	KCBC	1282
Terry Davis	WYLD-FM	1695
B.J. Halaburtor	WZAK	1793
John Blake	WMIM	258
Dan Cody	WGIV	286
Fred Buggs	WBLS	331
Steve Crumley	WPLZ-FM	422
Bruce Garette	WEUP	503



ALWAYS

ATLANTIC STARR

THE HIT SINGLE FROM THE NEW ALBUM

ALL IN THE NAME OF LOVI

MANAGEMENT: EARL S. COLES, JR.





THERE IS A "STONE LOVE" BETWEEN KOOL & THE GANG AND BLACK/URBAN RADIO THAT WILL LAST



Album BB. (830 398-1)

LATEST SINGLE "STONE LOVE"

(888 292-7)

BB: (LP)

15*

BRE:

5*

R&R:

BB:

11*

CASHBOX:

12*

IMPACT:



Available on Compact Disc & Cassette

PolyGram Records