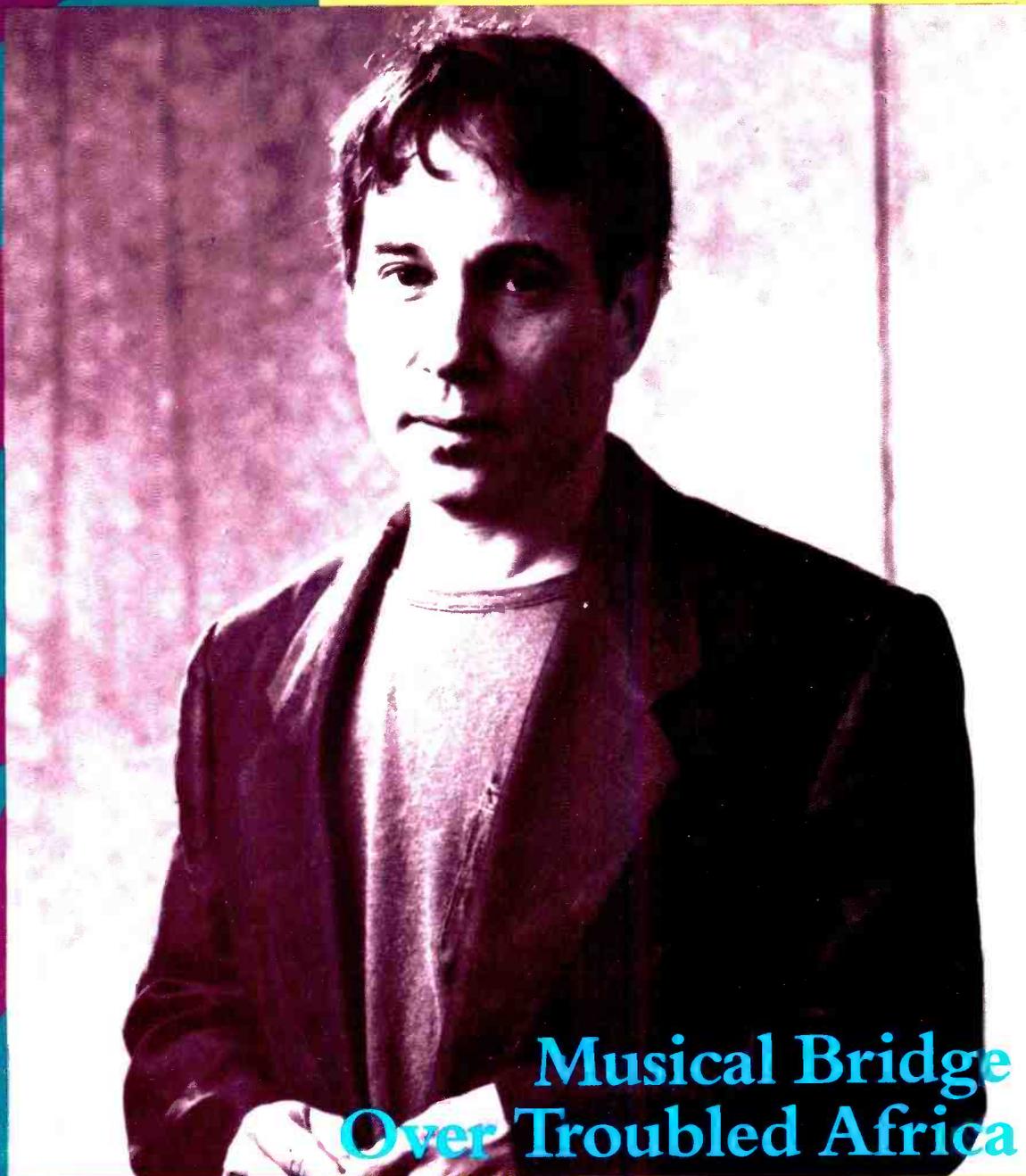
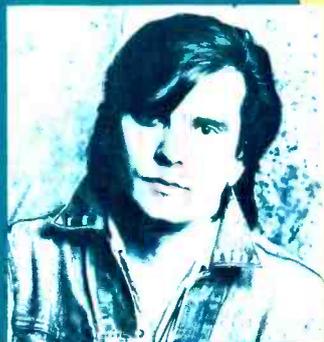


# *the* GAVIN REPORT

## Paul Simon



**Musical Bridge  
Over Troubled Africa**



**Steve Earle's  
Guitar Town**

plus  
**Oren Harari  
Eric Norberg  
Tony Richland**

# AFTER TWO YEARS, THE PRETENDERS ARE HERE AGAIN.



**“DON'T  
GET  
ME  
WRONG”**



**THE  
NEW  
SINGLE**

PRODUCED BY  
JIMMY IOVINE AND  
BOB CLEARMOUNTAIN



FROM THE  
FORTHCOMING ALBUM  
**GET CLOSE**



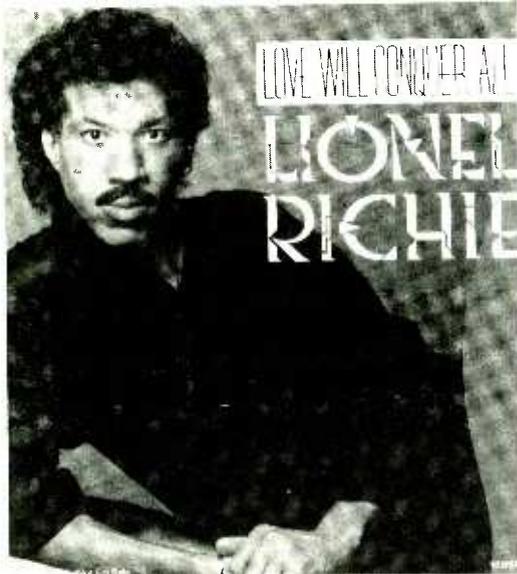
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Editor: Dave Sholin

Station Reporting Phone (415)392-7750

Reports accepted Mondays at 8 AM through 11 AM Wednesdays

## MOST ADDED



2W	LW	TW
1	1	1
5	2	2
8	6	3
3	3	4
10	8	5
13	10	6
21	12	7
18	13	8
6	5	9
17	14	10
14	11	11
2	9	12
7	9	13
16	15	14
20	17	15
22	20	16
27	19	17
29	22	18
4	7	19
33	24	20
--	27	21
30	26	22
35	28	23
34	29	24
11	16	25
38	31	26
32	30	27
24	23	28
9	18	29
--	40	30
37	33	31
40	37	32
23	32	33
--	39	34
--	36	35
31	35	36
--	--	37
--	--	38
--	--	39
--	--	40

- HUEY LEWIS & THE NEWS** - Stuck With You (Chrysalis)
- GENESIS** - Throwing It All Away (Atlantic)
- JANET JACKSON** - When I Think Of You (A&M)
- Daryl Hall - Dreamtime (RCA)
- LOVERBOY** - Heaven In Your Eyes (Columbia)
- DON JOHNSON** - Heartbeat (Epic)
- CYNDI LAUPER** - True Colors (Portrait)
- TINA TURNER** - Typical Male (Capitol)
- Glass Tiger - Don't Forget Me (When I'm Gone) (Manhattan)
- ROBERT PALMER** - I Didn't Mean To Turn You On (Island)
- Stacey Q - Two Of Hearts (Atlantic)
- Gloria Loring & Carl Anderson - Friends And Lovers (Carrere/CBS)
- Billy Ocean - Love Zone (Jive/Arista)
- Van Halen - Love Walks In (Warner Bros.)
- BILLY JOEL** - A Matter Of Trust (Columbia)
- FURYTHMICS** - Missionary Man (RCA)
- JOURNEY** - Girl Can't Help It (Columbia)
- EDDIE MONEY** - Take Me Home Tonight (Columbia)
- Lionel Richie - Dancing On The Ceiling (Motown)
- TOTO** - I'll Be Over You (Columbia)
- HUMAN LEAGUE** - Human (Virgin/A&M)
- ANITA BAKER** - Sweet Love (Elektra)
- LISA LISA & CULT JAM WITH FULL FORCE** - All Cried Out (Columbia)
- PETER GABRIEL** - In Your Eyes (Geffen)
- BOSTON** - Amanda (MCA)
- Run DMC - Walk This Way (Profile)
- TIC OCASEK** - Emotion In Motion (Geffen)
- Paul Simon - You Can Call Me Al (Warner Bros.)
- Simply Red - Money\$ Too Tight (To Mention) (Elektra)
- Berlin - Take My Breath Away (Columbia)
- PETER CETERA & AMY GRANT** - The Next Time I Fall (Full Moon/W.B.)
- ART OF NOISE** - Paranoia (Chrysalis)
- RJD STEWART** - Another Heartache (Warner Bros.)
- Miami Sound Machine - Words Get In The Way (Epic)
- CHICAGO** - 25 Or 6 To 4 (Full Moon/W.B.)
- MADONNA** - True Blue (Sire/Warner Bros.)
- Beatles - Twist And Shout (Capitol)
- ARETHA FRANKLIN** - Jumpin' Jack Flash (Arista)
- COREY HART** - I Am By Your Side (EMI America)
- BRUCE HORNSBY & THE RANGE** - The Way It Is (RCA)

## ▲ TOP NEW AIRPLAY

- LIONEL RICHIE**  
Love Will Conquer All  
(Motown)  
150 Adds
- MADONNA**  
True Blue  
(Sire/Warner Bros.)  
130 Adds
- ARETHA FRANKLIN**  
Jumpin' Jack Flash  
(Arista)  
75 Adds

## CHARTBOUND

- \*LIONEL RICHIE - Love Will Conquer All (Motown)
- \*TIL TUESDAY - What About Love (Epic)
- STEVE WINWOOD - Freedom Overspill (Island/Warner Bros.)
- BEACH BOYS - California Dreamin' (Capitol)

Reports Adds On Chart

Reports	Adds	On	Chart
150	150	--	--
140	25	95	20
136	67	64	5
120	36	80	4

## CERTIFIED

- BOSTON**  
Amanda  
(MCA)
- MADONNA**  
True Blue  
(Sire/Warner Bros.)

## RECORD TO WATCH

- MIDNIGHT STAR**  
Midas Touch  
(Elektra)  
Could go gold.

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# COMING FROM THE MOUTH OF A DOG

MCA 5794



JIMMY SONERVILLE  
AND  
RICHARD COLES

THE DEBUT ALBUM  
FEATURING  
"DDN'T LEAVE ME THIS WAY"  
MCA-23085

#1 IN ENGLAND  
AFTER SECOND WEEK  
OF RELEASE.

12 INCH AND 7 INCH  
NOW AVAILABLE ON  
MCA **HQ** CASSETTES AND RECORDS



**MCA RECORDS**

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## UP &amp; COMING

Reports	Adds	On	Chart	ARTIST & TITLE
113	39	35	39	BON JOVI - You Give Love A Bad Name (Mercury/PolyGram)
100	20	63	17	JERMAINE STEWART - Jody (Arista)
100	9	69	22	OUTFIELD - Everytime You Cry (Columbia)
99	6	70	23	CHRIS THOMPSON - What A Woman Wants (Atlantic)
90	7	61	22	LUIS CARDENAS - Runaway (Allied Artists)
78	3	23	52	NEW EDITION - Earth Angel (MCA)
77	44	31	2	OMD - Forever (Live And Die) (Virgin/A&M)
75	21	21	33	ORAN "JUICE" JONES - The Rain (Def Jam/Columbia)
71	23	17	31	CAMEO - Word Up (Atlanta Artists/PolyGram)
70	0	38	32	SHEENA EASTON - So Far, So Good (EMI America)
67	67	--	--	*WANG CHUNG - Have Fun Tonight (Geffen)
65	3	45	17	TRIUMPH - Somebody's Out There (MCA)
64	5	51	8	DAVID LEE ROTH - Goin' Crazy (Warner Bros.)
64	1	54	9	BELINDA CARLISLE - I Feel The Magic (IRS/MCA)
61	5	16	40	NU SHOOSZ - Point Of No Return (Atlantic)
60	--	37	23	PET SHOP BOYS - Love Comes Quickly (EMI America)
58	56	2	--	*BILLY IDOL - To Be A Lover (Chrysalis)
56	17	27	12	BANGLES - Walk Like An Egyptian (Columbia)
56	6	29	21	5 STAR - Can't Wait Another Minute (RCA)
50	6	40	4	DEVICE - Who Says (Chrysalis)
49	25	24	--	BILLY SQUIER - Love Is The Hero (Capitol)
47	47	--	--	*WHAM - Where Did Your Heart Go? (Columbia)
46	18	28	--	FRANKIE GOES TO HOLLYWOOD - Rage Hard (Island)
40	1	28	11	LIMITED WARRANTY - Hit You (Atco)
39	--	15	24	BOB SEGER - It's You (Capitol)
39	5	20	14	TALKING HEADS - Wild Wild Life (Sire/Warner Bros.)
38	--	25	13	LUTHER VANDROSS - Give Me The Reason (Epic)
38	18	19	1	FAR CORPORATION - Stairway To Heaven (Atco)
36	1	31	4	TERRI RICE & GREGG ALLMAN - In You (I Found Me) (21/Atco)
36	5	19	12	CARLY SIMON - Coming Around Again (Arista)
33	--	15	18	KENNY LOGGINS - Playing With The Boys (Columbia)
33	2	24	7	NANCY MARTINEZ - For Tonight (Atlantic)
31	6	20	5	DAVID & DAVID - Welcome To The Boomtown (A&M)
29	13	16	--	*LABAN - Love In Siberia (Critique)
28	8	18	2	GREGORY ABBOTT - Shake You Down (Columbia)
27	23	3	1	*BEN E.KING - Stand By Me (Atlantic)
25	2	9	14	BURNS SISTERS BAND - I Wonder Who's Out Tonight (Columbia)
24	1	7	16	HONEYMOON SUITE - What Does It Take (Warner Bros.)
24	3	20	1	JOHN FOGERTY - Eye Of The Zombie (Warner Bros.)
24	6	16	2	*STABILIZERS - One Simple Thing (Columbia)
23	11	12	--	*QUIET RIOT - The Wild And Young (Pasha)
21	3	14	4	IAN MESSENGER - Wait So Long (Qwest)
21	1	16	4	LEVEL 42 - Leaving Me Now (Mercury/PolyGram)
21	6	15	--	*ARCADIA - Say The Word (Atlantic)
21	10	11	--	*JAMES BROWN - Gravity (Scotti Bros.)
20	--	6	14	MOODY BLUES - The Other Side Of Life (Polydor/PolyGram)

Dropped: #21-Steve Winwood, #25-Regina, #34-Bananarama, #36-Fabulous Thunderbirds, #38-Paul McCartney, It Bites, Gwen Guthrie, Bonnie Raitt

## INSIDE TOP 40 WITH DAVE SHOLIN

Welcome to the working world. Glimpsing at this week's Top Forty wrap-up reveals the following: **Don Johnson** is rising towards the top five just in time for the new fall television season. **Janet Jackson** (remember her uneventful stint on the TV show "Fame"?) scores another huge Jimmy Jam/Terry Lewis hit as "When I Think Of You" threatens **Genesis** for the upcoming number one slot. Meanwhile, the other Jam/Lewis blockbuster by the **Human League** looks to be a heavy candidate for future numero uno status. Thirty-four stations have already taken it top twenty in its fourth week of existence. That's a hit factor of 13%. B106 in Washington D.C. takes it 19-14 and other significant moves include Y100 @ 16, KLIK-Davenport, IA @

23-17 and KIXS/FM-Killeen, TX @ 24-19. There's more, but you get the picture. Perhaps the biggest question in my mind is why there isn't more confirmation on the **Art of Noise** single. With **Max Headroom** appearing on every TV and street corner magazine, wouldn't one think that the public is intrigued by this computer/humanoid? Besides, it sounds like a monster on the air. **Tom Evans** must think so because he's got it at number 4 at KIYS-Boise. Other top-tenners are: WPFM-Panama City @ 9, crazy **Kevin Barton** from KFBD-Waynesville, MO also @ 9, KIXS/FM-Killeen (them again!) @ 10, **Guy Zapoleon** of KZZP-Phoenix @ 9, and **Kirk "Weatherman" Clift** of KDON/FM-Salinas @ 9.

While Dave is vacationing, Lisa has chosen **Midnight Star's** latest as Record to Watch. Could this be their next crossover dream since **Freak-A-Zoid**? Seven more stations have taken a chance and added it--KSTN, KROY, KZZP, KKTIX, WKXX, WNFI and 106X. Impressive Top Forty interest in two records that are a little off the beaten path when it comes to your standard Top Forty contemporary fare. **Bruce Hornsby's** latest proves that maybe the first single didn't hit the spot like "The Way It Is" seems to. 188 reports with 44 adds proves that this disc is well on its way...good enough to jump over some contenders and chart directly this week. The way I hear it is that this band is one hell of a live show. Look for them!

Keith Z.

Research:  
Keith Zimmerman  
Lisa Smith  
Betty Hollars

# HIT FACTOR

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

Total Reports This Week 288 Last Week 293

ARTIST	TITLE	LABEL	Reports	Adds	STATIONS CHARTED				Uncharted	HIT FACTOR	Weeks
					1-5	6-10	11-20	21-30			
GENESIS - Throwing It All Away (Atlantic)			277	1	180	53	33	6	4	96%	8
TINA TURNER - Typical Male (Capitol)			273	2	13	68	150	32	8	84%	6
CYNDI LAUPER - True Colors (Portrait)			272	1	17	70	149	28	7	86%	5
JANET JACKSON - When I Think Of You (A&M)			265	5	96	96	53	12	3	92%	9
ROBERT PALMER - I Didn't Mean To Turn You On (Island)			264	5	12	57	147	38	5	81%	8
HUEY LEWIS & THE NEWS - Stuck With You (Chrysalis)			260	--	226	31	3	--	--	100%	10
DON JOHNSON - Heartbeat (Epic)			256	3	30	93	102	22	6	87%	7
BOSTON - Amanda (MCA)			255	61	1	1	10	86	96	4%	2
HUMAN LEAGUE - Human (A&M)			252	17	--	1	33	115	86	13%	4
LOVERBOY - Heaven In Your Eyes (Columbia)			247	5	67	98	56	16	5	89%	10
JOURNEY - Girl Can't Help It (Columbia)			236	4	--	13	86	98	35	41%	6
EDDIE MONEY - Take Me Home Tonight (Columbia)			232	19	12	21	59	85	36	39%	9
TOTO - I'll Be Over You (Columbia)			231	8	4	10	69	103	37	35%	6
DARYL HALL - Dreamtime (RCA)			227	--	152	47	20	6	2	96%	10
RIC OCASEK - Emotion In Motion (Geffen)			227	9	--	1	26	95	96	11%	5
PETER CETERA & AMY GRANT - Next Time I Fall (Full Moon/WB)			224	42	--	1	14	58	109	6%	3
ANITA BAKER - Sweet Love (Elektra)			209	11	6	16	54	93	29	36%	8
STACY Q - Two Of Hearts (Atlantic)			209	3	65	72	41	22	6	85%	12
ARETHA FRANKLIN - Jumpin' Jack Flash (Arista)			208	75				16	117	--	2
PETER GABRIEL - In Your Eyes (Geffen)			205	7	1	1	34	102	60	17%	6
MADONNA - True Blue (Sire)			205	130	1	6	9	27	32	7%	2
BILLY JOEL - A Matter Of Trust (Columbia)			204	3	15	38	101	41	6	75%	9
GLASS TIGER - Don't Forget Me (Manhattan)			201	1	108	54	25	9	4	93%	13
COREY HART - I Am By Your Side (EMI America)			199	30	1	--	7	33	128	4%	3
EURYTHMICS - Missionary Man (RCA)			191	4	11	21	94	47	14	65%	11
VAN HALEN - Love Walks In (Warner Bros.)			189	2	28	42	94	14	9	86%	8
BRUCE HORNSBY & THE RANGE - The Way It Is (RCA)			188	44	--	1	1	28	114	1%	3
LISA LISA and CULT JAM with FULL FORCE - All Cried Out (Col.)			170	29	31	15	28	37	30	43%	9
ROD STEWART - Another Heartache (Warner Bros.)			161	5			12	57	87	7%	6
CHICAGO - 25 OR 6 TO 4 (Warner Bros.)			147	5	--	1	12	56	73	8%	4
ART OF NOISE - Paranoia (Chrysalis)			143	5	1	5	28	55	49	23%	3
'TIL TUESDAY - What About Love (Epic)			140	25	--	--	1	19	95	--	3
PAUL SIMON - You Can Call Me Al (Warner Bros.)			136	1	6	8	41	49	31	40%	9
STEVE WINWOOD - Freedom Overspill (Island)			136	67	--	--	--	5	64	--	2
BEACH BOYS - California Dreamin' (Capitol)			120	36	--	--	--	4	80	--	3
YOU GIVE LOVE A BAD NAME - Bon Jovi (Mercury/PolyGram)			113	39	2	3	16	18	35	18%	5
JERMAINE STEWART - Jody (Arista)			100	20	--	--	2	15	63	2%	3
OUTFIELD - Everytime You Cry (Columbia)			100	9	--	--	5	17	69	5%	4

**WHAT'S BETTER THAN A #1 RECORD?**

**ANOTHER SMASH!**



# "Like Flames"

**From The Forthcoming BERLIN Album:  
COUNT THREE AND PRAY**

**Produced By: BOB EZRIN**

**Personal Management:  
PEREGRINE WATTS-RUSSELL/MFC Management**

**On Geffen Records, Tapes And Soon On Compact Disc.**



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**NORTHEAST**

**HAMILTON, ON**(NEVIN GRANT-CKOC) DeBurgh, Boston, Toto, OMD.  
**TORONTO, ON**(BOB SAINT-CFTR) Run DMC, Nu Shooz.  
**BOSTON, MA**(NELSON/DOLGINS-Z94) E.Money, T.Tuesday, T.Heads, Aretha.  
**BOSTON, MA**(WHITE/O'CONNELL-WXKS/FM) L.Richie, Jms. Brown, Madonna, Aretha, OMD, REM, B.Hornsby.  
**CAPE COD, MA**(McDONALD/McVIE-WKPE) Lisa Lisa, Wham!, Madonna, L.Richie, REM.  
**PROVIDENCE, RI**(TOM CUDDY-PRO/FM) Aretha, Madonna, L.Richie, B.Hornsby, Peter & Amy, Oran Jones, L.Cardenas.  
**KEENE, NH**(BERNIE HARTNETT-WKNE/FM) J.Stewart, W.Chung, Toto, Peter & Amy, L.Richie, Beach Boys.  
**RUMFORD, ME**(RIVERS/PERRY-WMR) Q. Riot, B.Squier, L.Richie, Madonna.  
**BANGOR, ME**(TONY PERKINS-WZON) W.Chung, The City, Ben E.King, B. Idol, Madonna, L.Richie, Timbuk 3.  
**BANGOR, ME**(JIM LEVEN-WWFX) Madonna, L.Richie, Bon Jovi, R.Stewart.  
**BURLINGTON, VT**(DENA YASNER-95XXX) Madonna, Peter & Amy, W.Chung, B. Idol, Jms. Brown, Far Corp., Bangles, L.Cardenas.  
**BURLINGTON, VT**(THOM RICHARDS-Q99) Boston, Oran Jones, Bon Jovi, S. Winwood, J.Stewart.  
**HARTFORD, CT**(MIKE WEST-WTIC/FM) Boston, Cameo, S. Winwood, Aretha.  
**WILLIMANTIC, CT**(DAVE EVAN-WILI/FM) B.Hornsby, W.Chung, P.Gabriel, D.L.Roth, Bangles.  
**NEW HAVEN, CT**(STEF RYBAK-KC101) No Report, Frozen.  
**WESTPORT, CT**(STORM N. NORMAN-WEBE/FM) Ben E.King, Janet Jax., L.Richie.  
**NEW YORK, NY**(SCOTT SHANNON-Z100) Genesis, Madonna, B. Idol, H.League.  
**HAMPTON BAYS, NY**(ROB POULIN-WWHB) H.Lewis, T.Tuesday, OMD, C.Thompson, Madonna, W.Chung, Timbuk 3.  
**SCHENECTADY, NY**(JIM WALSH-3WD) Madonna, Bangles, T.Tuesday, Boston, G.Abbott, F.Jackson, Cameo, Wham!.  
**KINGSTON, NY**(THOM WILLIAMS-WBPM) Beach Boys, Madonna, L.Richie, C.Thompson, Boston, Wham!.  
**POUGHKEEPSIE, NY**(BOB WEIL-WSPK/FM) W.Chung, OMD, J.Stewart, Device, Oran Jones.  
**UTICA, NY**(MAC/ANDREWS-WNYZ) L.Richie, B. Idol, Wham!, E.Money, W.Chung, Bon Jovi, OMD.  
**UTICA, NY**(LARRY WILLIAMS-WRCK) Madonna, L.Richie, Aretha, Peter & Amy, S. Winwood, Cameo, W.Chung, F.Goes To.  
**BINGHAMTON, NY**(DON MORGAN-WAAL/FM) D. Johnson, Journey.  
**BUFFALO, NY**(ROGER CHRISTIAN-WBEN/FM) S. Winwood, Beach Boys, B.Hornsby, Madonna, J.Stewart.

**MID ATLANTIC**

**ASBURY PARK, NJ**(PAT GILLEN-JLK/FM) No Report, Frozen.  
**TRENTON, NJ**(TOM TAYLOR-WPST) B. Idol, Madonna, L.Richie.  
**PITTSBURGH, PA**(FERRARA/CAMPBELL-B94) Bon Jovi, Loverboy, C.Hart, B. Idol.  
**ERIE, PA**(JIM COOK-WJET) R.Ocasek, Aretha, Boston, Bon Jovi, Cameo.  
**ERIE, PA**(BILL SHANNON-K104) L.Richie, C.Simon, W.Chung, B.Griffin, B.Squier.  
**ALTOONA, PA**(TODD HALLIDAY-WFBG) 38 Special, Madonna, S. Winwood, Wham!.  
**WASHINGTON, DC**(KAGHAN/DEMPSEY-B106) Madonna, B. Idol, L.Richie, Journey, Bon Jovi, J.Stewart.  
**BALTIMORE, MD**(KINGSTON/KRONTHAL-B104) Ben E.King, R. Palmer, J.Stewart, L.Richie.  
**OCEAN CITY, MD**(J.J. "HITMAN" MCKAY-100KHI) Aretha, Madonna, B. Idol, OMD, L.Richie, K.Rogers, W.Chung.  
**NORFOLK, VA**(MARY ANN RAYMENT-WNVZ) Van Halen, Toto, E.Money, H.League, Oran Jones.  
**SANFORD, NC**(BILL FREEMAN-WFJA) Wham!, L.Richie, F.Goes To, Madonna, Dave Adams, Bon Jovi.

**DURHAM/RALEIGH, NC**(CINDY WRIGHT-G105) Aretha, P.Gabriel, 5 Star, L.Richie, Cameo, Madonna.  
**SHELBY, NC**(ANDY FOSTER-WXIK) Beach Boys, Boston, OMD, Peter & Amy, B.Hornsby, Stacey Q, Ben E.King, C.Hart, L.Richie, S. Winwood.  
**CHARLOTTE, NC**(JACK DANIEL-WBCY) Lisa Lisa, Aretha, L.Richie, S. Winwood, Madonna.  
**CHARLOTTE, NC**(REGGIE BLACKWELL-WROQ) Madonna, L.Richie, R.Ocasek, B.Squier, B. Idol.  
**FAIRMONT, NC**(PHIL THOMPSON-WYZ) F.Goes To, B.Squier, Boston, H.League, S. Winwood, Outfield, Madonna.  
**CHARLESTON, SC**(ROGER GAITHER-WKQB/FM) Oran Jones, W.Chung, 5 Star, Peter & Amy, J.Stewart, L.Richie, B. Idol.  
**FLORENCE, SC**(GREEN/BOSWELL-106X) S. Winwood, a-Ha, W.Chung, Mid. Star, H.Lewis, Bad Co., L.Richie, Wham!, Jesse/Sly.  
**CHERAW, SC**(JAY LEWIS-WPDZ) Aretha, B.Hornsby, S. Winwood, Cameo, A.of Noise, Triumph, Madonna.  
**KINGSTREE, SC**(GREG KNOP-WKSP) F.STALLONE, Pia Zadora, Sis.Sledge, Ben E.King, L.Richie, Temps.  
**MYRTLE BEACH, SC**(LINDA KING-WKZQ) Peter & Amy, L.Richie, Madonna, Bad Co., W.Chung, Laban, Dave Adams.  
**GREENVILLE, SC**(TOMMY SMITH-WANS/FM) Bon Jovi, Madonna, Cameo, Timbuk 3, W.Chung, Beach Boys, C.Hart, J.Stewart, L.Richie.

**SOUTHEAST**

**ATLANTA, GA**(JEFF McCARTNEY-94Q) L.Richie, Madonna, Oran Jones.  
**ROME, GA**(DANNY HOWARD-WQTU) L.Richie, Madonna, Boston, Wham!, C.Hart, T.Tuesday, Beach Boys, L.Cardenas.  
**SWAINSBORO, GA**(CHARLIE FRI-WGKS/FM) B.Hornsby, Wham!, Madonna, Temps, a-Ha, L.Richie.  
**VIDALIA, GA**(MELODI GARRETT-98Q) Pia Zadora, Bon Jovi, Cameo, Crowded H., Sis.Sledge, Arcadia, Peter & Amy.  
**ATHENS, GA**(DAN MURRAY-WAGQ) L.Richie, W.Chung, Madonna, Wham!, Ben E.King, FM/uk.  
**AUGUSTA, GA**(BRUCE STEVENS-WBBQ) Madonna, L.Richie, OMD, Oran Jones, Far Corp..  
**FT.VALLEY/MACON, GA**(NATHAN HALE-WQBZ) Aretha, L.Richie, Madonna, F.Goes To, F.STALLONE.  
**HINESVILLE, GA**(SHANNON WEST-WBLU) L.Richie, Madonna, FM/uk, W.Chung, R.Stewart.  
**VALDOSTA, GA**(STEVE SUTTON-WLGA) Lisa Lisa, W.Chung, L.Richie, Madonna, Bad Co., Bon Jovi, B. Idol.  
**COLUMBUS, GA**(McCARD/DANIELS-WCGQ) Device, C.Hart, Boston, Aretha, B.Hornsby, Bon Jovi, G.Abbott.  
**DAYTONA BEACH, FL**(TONY MANN-WNFI) Madonna, Aretha, Boston, Mid. Star, N.Edition.  
**PANAMA CITY, FL**(JEFF DAVIS-WPFM) W.Chung, Faltermeyer, S. Winwood, L.Richie, Bad Co., B. Idol.  
**FT.WALTON BEACH, FL**(MIKE BRIDGES-WFTW/FM) Madonna, S. Winwood, H.League, Far Corp., Boston, B.Hornsby.  
**GAINESVILLE, FL**(JERI BANTA-WYKS) W.Chung, Madonna, OMD, Beach Boys, J.Stewart, L.Richie.  
**ORLANDO, FL**(McKAY/HAYES-Y106) Peter & Amy, Cameo, D.L.Roth, L.Richie.  
**MIAMI, FL**(FRANK AMADEO-Y100) G.Abbott, Boston, L.Richie, Wham!, Madonna, Nu Shooz, C.Hart.  
**MIAMI, FL**(MARK SHANDS-95INZ) W.Chung, B.Hornsby.  
**TAMPA, FL**(BOBBY RICH-Q105) H.League, C.Hart, Oran Jones.

**SOUTH**

**DORA, AL**(CHRIS BAILEY-WPYK) L.Richie, Madonna.  
**BIRMINGHAM, AL**(PAUL DAVIS-WKXX) Nu Shooz, Oran Jones, Mid. Star, J.Stewart.  
**FAYETTE, AL**(KELSEY SCOTT-WHKW) Wham!, FM/uk, Madonna, a-Ha, L.Richie, H.Lewis, Ben E.King, S. Winwood, Stabilizer, Bon Jovi, Jms. Brown, OMD, Oran Jones.  
**GADSDEN, AL**(BILL ST. JOHN-Q104) L.Richie, W.Chung, B. Idol,  
**MONTGOMERY, AL**(RALEIGH/COLLINS-WHHY/FM) Madonna, R. Palmer, L.Richie, Cameo, Bon Jovi, Aretha.

# Shirley Murdock

“AS WE LAY”

RADIO—  
YOU TOLD US THIS  
IS A HIT!

PHONE REQUESTS  
STEADY SALES

NOW A SINGLE,  
“AS WE LAY”

(7-69518/ED-5170)

A SLEEPER SMASH, FROM THE DEBUT LP  
“SHIRLEY MURDOCK”

PRODUCED BY ROGER TROUTMAN

YOU'RE OPENING  
OUR EYES  
TO HITS!



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MUSIC CASSETTES AND RECORDS

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**MONTGOMERY, AL**(MIKE RAINIER-99FM) C.Hart, H.League, Beach Boys, L.Richie, Aretha, Bon Jovi.  
**MOBILE, AL**(MARK DAVID SAWYER-WABB/FM) A. Baker, Bon Jovi.  
**SPARTA, TN**(BILL WINNINGHAM-WSMT) Boston, Lisa Lisa, S. Winwood, B.Hornsby, Madonna, L.Richie, A.of Noise.  
**GREENVILLE, MS**(DAN DIAMOND-WIQQ) No Report, Frozen.  
**TUPELO, MS**(LISA LANDAU-KZ103) No Report, Frozen.  
**LAUREL/HATTIESBURG, MS**(JIMMY BOYD-WNSL) Lisa Lisa, L.Richie, Madonna, Eurythmics, F.STALLONE.  
**BILOXI, MS**(BOB LIMA-WQID) L.Richie, Beach Boys, S. Winwood, C.Thompson, OMD, Bon Jovi.  
**MCCOMB, MS**(SARA KAY-WHNY) No Report, Frozen.  
**STARKVILLE, MS**(WILLIAMS/CROCKETT-WKOR) B.Hornsby, L.Richie, Wham!, Beach Boys, Bon Jovi.  
**JENKINS, KY**(G.C. KINCER-WIFX) B.Hornsby, C.Hart, Peter& Amy, Ben E.King, Aretha, L.Richie, Laban, F.Stallone.  
**GLASGOW, KY**(KELLY DOSSEY-WOVO/FM) S. Winwood, Far Corp., R.Ocasek, L.Richie, Sis.Sledge, J.Fogerty, Keep/Dark, Peter& Amy.  
**NEW ORLEANS, LA**(McGEE/ROLLING-B97) L.Richie, B. Idol.  
**HOUMA, LA**(MARK KELLY-KCII/FM) Bad Co., B.Hornsby, S. Winwood, Timbuk 3, W.Chung, L.Richie.  
**LAKE CHARLES, LA**(HARRISON/GILBERT-KBIU/FM) Beach Boys, L.Richie, S. Winwood, W.Chung, J.Stewart, B.Hornsby, a-Ha, OMD.  
**BATON ROUGE, LA**(MICHAEL ADAMS-WGGZ/FM) Boston, H.League, Janet Jax..  
**MONROE, LA**(LORI CLARY-KNOE/FM) Madonna, L.Richie, S. Winwood, B. Idol, Aretha, Cameo.  
**ALEXANDRIA, LA**(CHRISTIE ATWOOD-KQID/FM) No Report, Frozen.

## EAST CENTRAL

**PINEVILLE, WV**(RANDY PARKS-WWYO) S. Winwood, Aretha, Arcadia, B.Squier, Madonna, David +.  
**CHARLESTON, WV**(SPENCE/ROSE-WVSR/FM) Aretha, Madonna, E.Money, L.Richie, Toto.  
**OAK HILL/BECKLEY, WV**(JIM MARTIN-WOAY/FM) Wham!, L.Richie, Madonna, W.Chung.  
**MORGANTOWN, WV**(JOHN DELANEY-WCLG/FM) Lisa Lisa, L.Richie, B.Hornsby, Bon Jovi, a-Ha, J.Stewart.  
**COLUMBUS, OH**(COOK/HAINES-92X) Boston, Aretha, Oran Jones.  
**COLUMBUS, OH**(RICHARDS/FOXX-WNCI/FM) H.Lewis, Lisa Lisa.  
**ELYRIA/CLEVELAND, OH**(BENTLEY/EVAN-WBEA/FM) L.Richie, Peter& Amy, Wham!.  
**ANGOLA, IN**(OSBORN/ST.JOHN-WLKI/FM) Lisa Lisa, L.Richie, E.Money, Aretha.  
**RICHMOND, IN**(RICK CASEY-K96) Boston, Aretha, Madonna, S. Winwood.  
**VINCENNES, IN**(DANNY WAYNE-WRTB/FM) 38 Special, Rainmakers, Lisa Lisa, Toto, L.Richie, FM/uk.  
**TERRE HAUTE, IN**(MIKE ARNETT-WPFR) R.Stewart, Nu Shooz, Laban, B.Squier.  
**ANN ARBOR, MI**(BRENT ALBERTS-WIQB) B. Joel, Boston.  
**DETROIT, MI**(GARY BERKOWITZ-WHYT) Boston, L.Richie, P. Gabriel, a-Ha, Bon Jovi.  
**LANSING, MI**(MARK MALONEY-WVIC) B. Joel, E.Money, Journey.  
**JACKSON/LANSING, MI**(ALIX/WEBSTER-WJXQ) L.Richie, Bon Jovi, Cameo, B. Idol.  
**GRAND RAPIDS, MI**(MIKE TINNES-WKLQ) Bon Jovi, R.Ocasek.  
**CADILLAC, MI**(GARY BURTON-WATT) B.Hornsby, S. Winwood, Beach Boys, T.Tuesday.  
**ALPENA, MI**(DARRELL KELLEY-WHSB) Madonna, L.Richie, Lisa Lisa, S. Winwood.  
**CHEBOYGAN, MI**(MICHAELS/STEVENS-WQLZ/FM) A. Baker, Boston, L.Richie, Wham!, Aretha, W.Chung, S. Winwood, T.Tuesday, a-Ha.  
**PETOSKEY, MI**(DENNIS MARTIN-WWPZ) E.Money, H.League, Chicago, B.Hornsby.

## UPPER MIDWEST

**DES MOINES, IA**(TOM OAKES-KDWZ) Bon Jovi, T.Tuesday, L.Richie, Lisa Lisa, Cameo, Aretha.  
**CLEAR LAKE/MASON CTY, IA**(CARLA KEIS-KZEV) Aretha, OMD, F.Goes To, C.Thompson, Boston, 38 Special.  
**FT.DODGE, IA**(JIM DAVIS-KKEZ) Madonna, C.Hart, OMD, Beach Boys.  
**WATERLOO/C.RAPIDS, IA**(JEFF CHRISTENSON-KOKZ) Rainmakers, S. Winwood, Wham!, Lisa Lisa, Far Corp., L.Richie, B.Squier, OMD.  
**SIoux CITY, IA**(SCOTT SHANNON-KSEZ/FM) Aretha, F.Goes To, Bon Jovi, Madonna.  
**SIoux CITY, IA**(PAT PAXTON-KGLI) L.Richie, Madonna, Lisa Lisa, Bon Jovi, B.Hornsby, Far Corp..  
**CEDAR RAPIDS, IA**(MANN/DIXON-KQCR/FM) Madonna, S. Red, H.League, L.Richie, Bon Jovi.  
**CLINTON, IA**(BILL WARNER-KNJY) Aretha, Peter& Amy, S. Winwood, Arcadia, A.of Noise, Sis.Sledge, F.Stallone.  
**DAVENPORT, IA**(GYNNY O'HARA-KIKK) Madonna, L.Richie, S. Winwood, Aretha, A.of Noise, B.Hornsby, Lisa Lisa.  
**KENOSHA, WI**(TERRY HAVEL-WJZQ) Cameo, P. Gabriel, Madonna, E.Money.  
**MILWAUKEE, WI**(DENISE LAUREN-WKTI) Journey, B. Idol, C.Lauper, E.Money, Madonna, S. Winwood, D. Johnson.  
**MADISON, WI**(JONATHAN LITTLE-Z104) Bon Jovi, B. Idol, Timbuk 3, Madonna, W.Chung.  
**GREEN BAY, WI**(KIM BRADLEIGH-WKAU) B. Idol, W.Chung, B.Hornsby.  
**WAUSAU, WI**(MIKE EDWARDS-WIFC/FM) T.Tuesday, L.Richie, Madonna, L.Cardenas.  
**LA CROSSE, WI**(GREER/CARR-WIZM/FM) No Report, Frozen.  
**LA CROSSE, WI**(CHUCK KNIGHT-HIT105) E.Money, Peter& Amy, Lisa Lisa, Aretha.  
**EAU CLAIRE, WI**(RICK JAMES-WBIZ) Madonna, L.Richie, S. Winwood, Far Corp..  
**MINNEAPOLIS/ST.PAUL, MN**(ANTHONY/MICHAELS-KDWB/FM) Madonna, Triumph, Oran Jones, Beach Boys.  
**ROCHESTER, MN**(DENNY FOSTER-KROC/FM) a-Ha, Chicago, B.Squier, Madonna, Peter& Amy, L.Richie.  
**MANKATO, MN**(GARVIN/McCORMICK-KDOG/FM) A. Baker, Aretha, a-Ha, Madonna, Wham!, L.Richie, Stabilizer, W.Chung, FM/uk.  
**MANKATO, MN**(GREG HUSAK-KEEZ/FM) E.Money, B.Hornsby, L.Richie, Madonna, Far Corp..  
**ALBERT LEA, MN**(PAUL JOHNSON-KCPI/FM) OMD, Boston, Paul Simon, W.Chung.  
**ST. CLOUD, MN**(PATTON/WAKEFIELD-KCLD/FM) A. Baker, Madonna, E.Money, Peter& Amy, S. Winwood, W.Chung, Beach Boys.  
**VERMILLION, SD**(DEAN RUSSELL-KVRF) Aretha, OMD, Madonna, W.Chung, David +.  
**YANKTON, SD**(RANDY KUSSMAN-KQHU/FM) S. Winwood, L.Richie, Beach Boys, C.Hart.  
**ABERDEEN, SD**(SCOTT DANIELS-KQ95) Boston, Madonna, L.Richie, W.Chung, Laban, D.L.Roth.  
**RAPID CITY, SD**(McDANIEL/AUSTIN-KGGG/FM) Boston, Janet Jax., B. Joel, Toto.  
**RAPID CITY, SD**(SHERWYN/KALLAWAY-KKLS/FM) Madonna, The Call.  
**FARGO/MOORHEAD, ND**(STAN MAIN-Y94) Stacey Q, L.Richie, B.Hornsby, Madonna, B. Idol.  
**GRAND FORKS, ND**(NORTH/RIGHT-KKXL/FM) Lisa Lisa, E.Money, Bon Jovi.  
**BISMARCK, ND**(BRANNAN/HARDT-KFYR) Madonna, Ben E.King, Loverboy, Boston, David Pack, Janet Jax., Beach Boys.  
**BISMARCK, ND**(BOB BECK-KYYY/FM) Madonna, L.Richie, B. Idol.  
**MINOT, ND**(RICK MORGAN-KIZZ) Lisa Lisa, Toto, Boston, OMD.  
**DE KALB, IL**(LEW WHITE-WDEK/FM) Aretha, C.Hart, Chicago, H.League.  
**JOLIET, IL**(BOB WEBER-WLLI) S. Winwood, Boston, Aretha, Isle/Man, Madonna, D. Johnson.

**CHICAGO, IL**(CHUCK CRANE-WLS/AM) L.Richie, Boston, Chicago, Janet Jax..

**CHICAGO, IL**(JEFFRIES/KELLY-WYTZ) H.League, S. Winwood, Madonna, Boston, A. Baker, Aretha, L.Richie, Cameo, Outfield.

**FREEMONT, IL**(JIM READEKER-WXXQ) B.Hornsby, Madonna, Fab TB'S, Laban, Boston.

**ROCKFORD, IL**(WALKER/ANTHONY-WYBR) Madonna, Peter & Amy, L.Richie, Wham!, Aretha.

**GALESBURG, IL**(HEATH/SHAVER-WGBQ/FM) H.League, Madonna, Q. Riot, L.Richie, 38 Special, Peter & Amy.

**BLOOMINGTON, IL**(JUSTIN/ROBBINS-WBNQ) Lisa Lisa, Beach Boys, L.Richie, Madonna, Outfield, B. Idol.

**CHAMPAIGN, IL**(McCANN/McKEIGHAN-WLRW/FM) L.Richie, Bon Jovi, S. Winwood, Madonna, Wham!.

**SPRINGFIELD, IL**(GREG LAWLEY-WDBR) Cameo, a-Ha, B.Squier, Wham!, L.Richie, OMD, B. Idol.

**FAIRFIELD, IL**(TOM LAVINE-WFIW) Boston, Aretha, T. Tuesday, Beach Boys.

**CARBONDALE, IL**(TONY WAITEKUS-WCIL/FM) Madonna, Aretha, E. Money, R. Stewart, Jms. Brown, C. Hart, P. Gabriel.

## CENTRAL

**KIRKSVILLE, MO**(JEFF ALLEN-KTUF) L.Richie, Bad Co., Wham!, Madonna, Aretha.

**EAST PRAIRIE, MO**(GREG LANDIS-KYMO) Loverboy, Stacey Q, C. Hart, Madonna, Rainmakers, Ben E. King, Dave Adams.

**KANSAS CITY, MO**(PERUN/BARBER-KBEQ) Boston, R. Palmer, Ben E. King, Oran Jones, Peter & Amy, L.Richie.

**JEFF CITY/COLUMBIA, MO**(BRIAN MILLER-KTXY) OMD, Beach Boys, L.Richie, T. Tuesday, S. Winwood.

**WAYNESVILLE, MO**(KEVIN BARTON-KFBD) FM/uk, Madonna, Peter & Amy, Bangles, B.Squier, L. Cardenas, C. Thompson, Wham!, Bon Jovi.

**MANHATTAN, KS**(WAGNER/WILSON-KQLA/FM) Aretha, Wham!, OMD, L.Richie, B. Idol, Outfield, F. Goes To.

**TOPEKA, KS**(ROGER HEATON-WIBW/FM) Loverboy, Boston, E. Money, Eurythmics.

**TOPEKA, KS**(KEVAN RABAT-KDVV/FM) B. Idol, B.Hornsby, OMD, L.Richie, Madonna, B.Squier.

**KANSAS CITY, MO**(DEAN HALLAM-KCPW) L.Richie, W. Chung, Boston, Jesse/Sly, Ashford & S, S. Lattisaw, Peter & Amy.

**HOISINGTON, KS**(BIEKER/ATKINSON-KHOK) Outfield, S. Winwood, Far Corp., Jms. Brown.

**HAYS, KS**(JACK CREES-KJLS) Q. Riot, W. Chung, Dave Adams, Stabilizer, Messenger, Aretha.

**OMAHA, NE**(TOM MIKKELSEN-KGOR) Boston, Loverboy, E. Money.

**NORFOLK, NE**(DOUG KOEHN-KNEN) W. Chung, Madonna, Aretha, Wham!, David +, L.Richie, Peter & Amy, OMD.

**GRAND ISLAND, NE**(BRADEE/GORDON-KSYZ/FM) L.Richie, Madonna, S. Winwood, Wham!, OMD, Limited W., Timbuk 3.

**KEARNEY, NE**(RICK JEFFREY-KQKY/FM) Madonna, Beach Boys, S. Winwood, Aretha, OMD, F. Goes To, Bon Jovi.

**McCOOK, NE**(CARTWRIGHT/TAPIA-KZMC) a-Ha, F. Goes To, OMD, Q. Riot, H.League, Peter & Amy, Far Corp., W. Chung.

**EL DORADO, AR**(DAN MURPHY-KLBQ/FM) Madonna, Dave Adams, Arcadia, G. Abbott, Sis. Sledge, Wham!, L.Richie.

**SEARCY, AR**(JIM DONNELLY-KSER/FM) Aretha, Bon Jovi, S. Winwood, F. Stallone.

**LITTLE ROCK, AR**(MARK MC CAIN-KKYK) Boston, Van Halen.

**HARRISON, AR**(STEVE WILLOUGHBY-KHOZ) Boston, Madonna, N. Edition, B. Carlisle, Messenger, Beach Boys, Aretha, J. Stewart, Keep/Dark.

**FAYETTEVILLE, AR**(ALAN/FISK-KKEG) T. Tuesday, Peter & Amy, S. Winwood.

**FT. SMITH, AR**(JOHN O'DEA-KZBB/FM) Boston, Lisa Lisa, Peter & Amy, Madonna, S. Winwood.

## SOUTHWEST

**LAWTON, OK**(GARY MITCHELL-KMGZ) L.Richie, Wham!, B.Squier.  
**DALLAS, TX**(SHOMBY/BUDANAURO-KZPS) Peter & Amy, L.Richie, H.Lewis.

**KILGORE, TX**(ROBERTS/SCHMAL-KKTX) Mid. Star, S. Winwood, OMD, Oran Jones, B.Squier, 5 Star, W. Chung, Far Corp..

**TYLER, TX**(T.J. McKAY-KEYP) Aretha, S. Winwood, T. Tuesday, B.Squier, L.Richie.

**LUFKIN, TX**(ERNIE BROWN-KAFX) Madonna, Cameo, Oran Jones, Boston, Far Corp., T. Tuesday, B. Hornsby, T. Heads.

**WICHITA FALLS, TX**(BECK/KAY-KNIN/FM) L.Richie, Wham!, Madonna.

**KILLEEN/TEMPLE, TX**(PAULA McCARTNEY-KIXS/FM) J. Stewart, W. Chung, Bangles, L.Richie, Wham!, B. Idol.

**WACO, TX**(VERN PECORE-KWTX/FM) Madonna, Wham!, Lisa Lisa, L.Richie.

**SAN ANGELO, TX**(JOHN RAYMOND-KIXY/FM) The City, J. Stewart, L.Richie, Bad Co., Bangles, Q. Riot.

**HOUSTON, TX**(LANDER/HAMILTON-93Q) H.League, A. Baker, P. Gabriel, Aretha.

**BEAUMONT, TX**(MURPHY/JACKSON-B95) No Report, Frozen.

**BRYAN, TX**(CARL GIDEON-KTAM) B. Hornsby, Madonna, L.Richie, Wham!, Aretha, Boston.

**BRYAN, TX**(TURNER/OFFERMAN-KTAW/FM) Q. Riot, FM/uk, S. Winwood, Aretha, B. Hornsby, G. Abbott, T. Heads.

**BRYAN, TX**(RICK WOODSELL-KKYS) Madonna, G. Abbott, Dave Adams, L.Richie, Ben E. King, Aretha.

**VICTORIA, TX**(JAY ARENA-KVIC) No Report, Frozen.

**LAREDO, TX**(KIRK DAVIDSON-KRRG) B.Squier, Ben E. King, Beach Boys, Aretha, S. Winwood, Dave Adams, Madonna, L.Richie, Stabilizer, D.L. Roth, Far Corp., Q. Riot.

**SAN ANTONIO, TX**(HUNTER/CARRINGTON-Q96) P. Gabriel, C. Hart, Far Corp., a-Ha, S. Winwood.

**WESLACO, TX**(ANNA DeHARO-KRGV) L.Richie, N. Martinez, Glass Tigr, Aretha.

**DEL RIO, TX**(DON WAYNE-KTDR/FM) Peter & Amy, T. Tuesday, Krystol, TR & Allman, Laban.

**PAMPA, TX**(MIKE KNEISL-KGRO) F. Goes To, Jms. Brown, J. Stewart, S. Winwood, Boston, Chicago, B. Idol, Lisa Lisa, L.Richie, a-Ha, Aretha, OMD.

**AMARILLO, TX**(PETER STEWART-KAKS/FM) T. Tuesday, Madonna, W. Chung, David +.

**AMARILLO, TX**(PATRICK CLARK-KPUR) L.Richie, Lisa Lisa, Beach Boys, S. Winwood, A. Baker, Madonna.

**ABILENE, TX**(DOMINIC TESTA-KFMN) No Report, Frozen.

**ODESSA/MIDLAND, TX**(JIM SCOTT-KWES/FM) C. Hart, L. Cardenas, Wham!, R. Ocasek.

**PHOENIX, AZ**(GUY ZAPOLEON-KZZP) Peter & Amy, Mid. Star, B. Hornsby, W. Chung.

**TUCSON, AZ**(GILLIE/JOHNSON-KRQ) L.Richie, Device, Peter & Amy, Burns Sis., Lisa Lisa.

**TUCSON, AZ**(BEAU RICHARDS-KHYT) No Report, Frozen.

**COTTONWOOD, AZ**(SEAN CONRAD-KSMK) Peter & Amy, R. Ocasek.

**ALBUQUERQUE, NM**(KRUISE/RODGERS-KIVA/FM) T. Tuesday, Beach Boys, 5 Star, Oran Jones, Aretha.

**SANTA FE/ALBUQUERQUE, NM**(RICH BAILEY-KKSS/FM) Cameo, R. Palmer, Madonna, L.Richie.

**CLOVIS, NM**(ROCKY BURNETTE-KZZO/FM) Aretha, Bangles, D.L. Roth, Cameo, Beach Boys.

**ALAMOGORDO, NM**(BEN NOE-KINN/FM) B. Hornsby, Air Supply, Peter & Amy, Faltermeyer, S. Winwood.

## ROCKY MOUNTAIN

**BILLINGS, MT**(CHARLIE FOX-KYYA) L.Richie, B. Idol, Wham!, Device, B. Hornsby.

**BILLINGS, MT**(B.J. DONOVAN-KZLS) Madonna, W.Chung, Bon Jovi, S. Winwood, Beach Boys.  
**KALISPELL, MT**(BARRY BENNETT-KBBZ/FM) L.Richie, Lisa Lisa, W.Chung, C.Simon, F.Goes To.  
**DENVER, CO**(RANDY JAY-KIMN) R.Ocasek, Peter & Amy, Aretha.  
**DENVER, CO**(TODD CAVANAH-Y108) Boston, B.Hornsby, Peter & Amy, Aretha, S. Winwood, B. Idol.  
**DENVER, CO**(DOUG ERICKSON-KPKE) No Adds.  
**WINDSOR, CO**(DAVE FRANSEN-KUAD/FM) C.Simon, W.Chung, Laban.  
**GRAND JUNCTION, CO**(MICHAEL JOHNSON-K-STAR) No Report, Frozen.  
**CODY, WY**(BRYAN SCOTT-KTAG) W.Chung, a-Ha, OMD, S. Winwood, 5 Star, Wham!, Madonna.  
**CASPER, WY**(KELLY GORDON-KTRS) Madonna, B.Squier, Aretha, B. Idol, W.Chung, Far Corp., Bangles.  
**GILLETTE, WY**(ALLEN SCOTT-KGWY/FM) Laban, H.Lewis, S. Winwood, OMD, Q. Riot, Device, Bangles, W.Chung, Giuffria.  
**LEWISTON, ID**(JAY MCCALL-KOZE) L.Richie, Wham!, W.Chung, B. Idol, a-Ha.  
**LEWISTON, ID**(JERRY JOLLEY-KMOK) S. Winwood, T.Tuesday, Wham!, W.Chung, C.Simon, Jms. Brown.  
**BOISE, ID**(TOM EVANS-KIYS) L.Richie, B. Idol, W.Chung, B.Squier, OMD.  
**SALT LAKE CITY, UT**(STONE/SMITH-KCPX/FM) B. Idol, S. Winwood, L.Richie, W.Chung.  
**LOGAN, UT**(JAY HALL-KBLQ) L.Richie, Wham!, Boston, Aretha, Crowded H., Ben E.King, OMD.  
**LOGAN, UT**(MARK ROMAN-KVFM) Wham!, L.Richie, W.Chung, Arcadia, F.Goes To, T.Tuesday, S. Winwood.  
**OGDEN, UT**(PAUL WILSON-KJQ) Boston, T.Tuesday, Crowded H., C.Hart, S. Winwood, B. Idol, L.Richie.  
**PROVO/SALT LAKE CITY, UT**(GINA SHURTS-KFMY) Bon Jovi, L.Richie, Wham!, B. Idol, Beach Boys, C.Hart, W.Chung, Venetians.

## FAR WEST

**LAKE TAHOE/RENO, NV**(MICKEY LEES-KLKT) Boston, G.Abbott, J.Osborne.  
**RENO, NV**(GARY PAGE-KRZQ/FM) Boston, T.Tuesday, Neil Young, Outfield, C.Hart, F.Goes To, Bangles, C.Thompson, OMD, Krokus.  
**RENO, NV**(JEFF RYAN-KWNZ/FM) A. Baker, W.Chung, B. Idol, Madonna, Bon Jovi, B.Squier.  
**RENO, NV**(CLAY/JASON-KHTZ/FM) Crowded H., H.League, Oran Jones, L.Cardenas, Ben E.King, A. Baker, Wham!.  
**LOS ANGELES, CA**(MIKE SCHAEFER-KIIS/FM) Madonna, T.Heads, Boston, L.Richie.  
**CARLSBAD, CA**(CLARK NOVAK-KKOS/FM) Beach Boys, B.Hornsby, Oran Jones.  
**SAN DIEGO, CA**(MIKE PRESTON-KS103) Bangles, Wham!, L.Richie, Peter & Amy, OMD.  
**SAN BERNARDINO, CA**(SHAWN DEMORY-KGGI) OMD, L.Richie.  
**ANAHEIM, CA**(CRAIG POWERS-KEZY) Triumph, Boston, T.Tuesday, B.Hornsby, H.Suite, OMD.  
**SANTA BARBARA, CA**(STEPHEN J. SMITH-Y97) Madonna, Lisa Lisa, Peter & Amy, C.Hart, Aretha, OMD.  
**BAKERSFIELD, CA**(DARRYL ST.JAMES-KKXX/FM) Madonna, H.League, R. Palmer.  
**SAN LUIS OBISPO, CA**(JOE COLLINS-KSLY/FM) Madonna, OMD, B.Squier, W.Chung, Cameo, S. Winwood, J.Stewart, L.Richie.  
**LOMPOC/SANTA MARIA, CA**(JACKSON/NEWMAN-KRQK/FM) B.Hornsby, L.Richie, B. Idol, Boston, W.Chung.  
**SANTA MARIA, CA**(MARIA RUBIO-KXFM) Madonna, L.Richie, Wham!, S. Winwood, B. Idol, F.Goes To, Stabilizer.  
**FRESNO, CA**(WALKER/DAVIS-KYNO) Madonna, S. Winwood, L.Richie, Faltermeyer, N.Martinez, Boston.  
**FRESNO, CA**(BERRY/CARTER-KMGX) Eurythmics, Bang Orch., Madonna, Aretha.

**MONTEREY/SALINAS, CA**(KIRK CLIATT-KDON/FM) Madonna, L.Richie, B. Idol, B.Squier, 5 Star.  
**SAN FRANCISCO, CA**(RICHARD SANDS-KITS/FM) Boston, B.Hornsby, T.Heads, T.Tuesday, S. Winwood, Bangles, OMD, Cameo.  
**SAN FRANCISCO, CA**(RIVERS/NAFTALY-KMEL) Ben E.King, S.Ties, Chico DeB., B. Idol, W.Chung.  
**NAPA, CA**(JEFFREY/DeFESI-KVYN/FM) W.Chung, OMD, B. Idol, Madonna, Aretha.  
**SAN JOSE/LOS GATOS, CA**(HARLOW/WEINSTEIN-KATD/FM) Burns Sis., B.Squier, Far Corp., L.Richie, B. Idol, Madonna, Cameo, C.Hart.  
**SAN JOSE, CA**(ROBIN SILVA-KWSS) Oran Jones, B. Idol, B.Hornsby, R.Ocasek.  
**STOCKTON, CA**(ROY WILLIAMS-KJOY) Boston, Madonna, Eurythmics, L.Richie.  
**STOCKTON, CA**(JOHN HAMPTON-KSTN) B. Idol, Ben E.King, Mid. Star, L.Richie, B.Hornsby.  
**MODESTO/STOCKTON, CA**(DAVID KRAHAM-FM104) L.Richie, Boston, Madonna, E.Money, Nu Shooz, OMD.  
**MODESTO, CA**(FISHER/EDWARDS-KFIV/FM) B. Idol, W.Chung, L.Richie, C.Hart, Peter & Amy.  
**SANTA ROSA, CA**(KEN MONTERO-KREO) Ben E.King, Madonna, Boston, B.Hornsby, Bon Jovi, S. Winwood, OMD, Aretha, a-Ha.  
**EUREKA, CA**(CHRIS KNIGHT-KFMI) Ben E.King, J.Fogerty, Crowded H., Jms. Brown, C.Hart, F.Goes To, B. Idol, Timbuk 3.  
**ARCATA/EUREKA, CA**(JIM NELLY III-KXGO) OMD, F.Goes To, B.Squier, L.Richie, Ben E.King, Wham!, B. Idol, Timbuk 3, Aretha, J.Stewart, T.Turner, Beach Boys, J.Fogerty.  
**SACRAMENTO, CA**(GILLETTE/COLLINS-FM102) C.Hart, L.Richie, B. Idol, Peter & Amy, F.Jackson.  
**SACRAMENTO, CA**(BOB WEST-KROY) Madonna, A.of Noise, H.Hewett, Peter & Amy, Mid. Star, Bang Orch., Cameo, Boston, OMD.  
**SACRAMENTO, CA**(HUNTER/CHASE-KWOD) Beach Boys, a-Ha, B. Idol, Bon Jovi.  
**REDDING, CA**(KAHL/CARPENTER-KEWB) Boston, Lisa Lisa, B.Hornsby, Peter & Amy.  
**MT. SHASTA, CA**(FRED GERDING-KWSD) B.Hornsby, Bangles, C.Hart, T.Tuesday, Beach Boys.  
**HILO, HI**(GUY W. BELLO-KWXX) Aretha, Oran Jones, Boston, Madonna, Jms. Brown, T.Turner, Peter & Amy.  
**HILO, HI**(DANNY AUSTIN-KKBG) C.Hart, Boston, Aretha, Madonna, Peter & Amy, H.League.  
**HONOLULU, HI**(JAY STONE-I94) L.Richie, J.Stewart, Ben E.King, Beach Boys.

## NORTHWEST

**THE DALLES, OR**(ED ROSS-KACI) Boston, Aretha, B.Hornsby, Madonna, L.Richie, F.Goes To, S. Winwood, Q. Riot.  
**SEASIDE, OR**(CHRIS CONWAY-KSWB) T.Tuesday, S. Winwood, Q. Riot, Madonna, Laban, G.Abbott, Device, B.Squier.  
**PORTLAND, OR**(BARRY/NAGANUMA-KMJK) L.Richie, Oran Jones, W.Chung, David +, B. Idol, C.Hart.  
**ALBANY, OR**(ERIK PARKS-KGAL) Bad Co., Madonna, Timbuk 3, W.Chung, a-Ha.  
**ALBANY/CORVALLIS, OR**(SHANNON/RYAN-KIQY) B. Idol, Outfield, Wham!, W.Chung, L.Richie, Bon Jovi, H.Lewis.  
**EUGENE, OR**(SHAKES/HYATT-KSND/FM) Bangles, Aretha, W.Chung, L.Richie, Madonna, B. Idol.  
**COOS BAY, OR**(DAVE O'CONNOR-KYNG/FM) Wham!, L.Richie, C.Hart, Bon Jovi, B.Hornsby.  
**COOS BAY, OR**(BOB SHANNON-KHSN) Aretha, R.Stewart, E.Money, Far Corp., N.Edition, Double, Knight/Med, Madonna, T.Tuesday, Laban, Messenger.  
**MEDFORD, OR**(R.CHARLES SNYDER-KTMT) W.Chung, L.Richie, B.Squier, Bangles, David +, Beach Boys.  
**GRANTS PASS, OR**(CHARLIE KIRK-KFMJ) Bangles, F.Goes To, L.Richie, Aretha, Stabilizer, Madonna, FM/uk, Laban.  
**KLAMATH FALLS, OR**(TERRY JAMES-KAGO/FM) Frozen.  
**SEATTLE, WA**(WENDY CHRISTOPHER-KUBE/FM) Bangles, Ben E.King, R.Ocasek.

**TACOMA/SEATTLE, WA**(SANDY LOUIE-KNBQ/FM) Madonna, L.Richie, S. Winwood, Boston.  
**OLYMPIA, WA**(KEN PAIGE-KQEU) Aretha, B.Hornsby, L.Richie, Wham!  
**CHEHALIS, WA**(ROGER DALE-KITI) C.Simon, Dave Adams, Aretha, Ben E. King, Madonna, Laban.  
**LONGVIEW, WA**(BOB HART-KLYK) Lisa Lisa, L.Richie, Peter & Amy, C.Hart, A. Baker.  
**YAKIMA, WA**(KEVIN JAMES-KZHR) Aretha, C.Hart, Lisa Lisa, S. Winwood, Beach Boys, Outfield.  
**SPOKANE, WA**(JOHN LANGAN-KZZU/FM) Bon Jovi, Lisa Lisa, Aretha, Madonna, Beach Boys, Toto, L.Richie.  
**TRI CITIES, WA**(JOHN PURDY-OK95) W.Chung, B. Idol, L.Richie, Aretha, Madonna, Level 42, Far Corp..  
**TRI CITIES/KENNEWICK, WA**(CHUCK MATHESON-KHWK/FM) Laban, Madonna, E. Money, L.Richie, Arcadia, B.Squier, Q. Riot, B. Idol.  
**TRI-CITIES, WA**(JONATHAN WALKER-KZZK) Madonna, L.Richie, W.Chung, Jms. Brown, a-Ha.  
**SASKATOON, SK**(GARTH KALIN-CKOM) Doc.&Medic. Boston.  
**VANCOUVER, BC**(SHANNON/RUSSELL-LG73) A. Baker, Doc.&Medic, H.Lewis, L.Richie, The Spoons.  
**CALGARY, AB**(DON STEVENS-AM106) No Report, Frozen.

## JOBS

**Air Talent** - KZZO/FM-Clovis, NM  
Rocky Burnett (Drawer K - 88101) or (505)769-2108  
**Air Talent** (morning) - WLAC/FM-Nashville, TN  
David Manning (10 Music Circle Court - 37203)  
**Air Talent** (morning) - WMEL-Melbourne, FL  
Program Director (Box 1318 - 32936)  
**Air Talent** (evenings) - WSB/FM-Atlanta, GA  
Program Director (1601 Peachtree Street - 30309)  
**Air Talent** (7-mid) - WLHQ-Dothan, AL  
Eddie Beru (205)347-8600  
**Air Talents** - WTMX-Tupelo, MS  
J. Michael Pruett (Box 954 - 38802)  
**Air Talent** - KVIC-Victoria, TX  
Bob Woodman (Box 3487 - 77903)  
**Air Talent** - KFMS-Las Vegas, NV  
Randy Hood (1555 E. Flamingo #435 - 89114)  
**Air Talent** - WKAU-Appleton/Green Bay, WI  
Ron Ross (Box 310 - Kaukauna, WI 54130)  
**Air Talent/Production** - KKRB-Klamath Falls, OR  
Kate McGee (1338 Oregon Avenue - 97601) or (503)882-4656  
**Air Talent/Production** - KVRV-Vermillion, SD  
Dean Russell (Box 282 - 57069)  
**Air Talent/Production Director** - KSYZ/FM-Grand Island, NE  
Mark Baumert (308)384-9200  
**Air Talent/Program Director** - KINN/FM-Alamogordo, NM  
Ben Noe (Box 618 - 88310)  
**Air Talent/Music Director** - Y108-Denver, CO  
Mark Bolke (7075 W. Hampden - 80227)  
**Production Director/Music Director** - KUBB/FM-Merced/Modesto, CA  
Dan Springfield (Box 429 - 95340)  
**Production** - Z93-Atlanta, GA  
Bob Case (Box 54577 - 30379)  
**Sales/Sports Director** - KFAT/KLOO-Corvallis, OR  
Larry Blair (503)753-4493  
**News Director** - KTXV/KLIK-Jefferson City, MO  
Brian Miller (Box 414 - 65102)  
**News Director** - KKRB-Klamath Falls, OR  
Katie McGee (1338 Oregon Avenue - 97601) or (503)882-4656

## AVAILABLE

**THE SLIM ONE** from Los Angeles, CA is looking for a position as AT, contact her at (206)564-2463.  
**BOB LILLEY** from KIYS-Boise, ID is looking for a position as AT, contact him at (415)921-2106.  
**EDWARD LANE** from WCCO/AM-Minneapolis, MN is looking for a position as AT, contact him at (617)881-3385.  
**DON ELLIOT** from 96HUM/FM-Lawrence, KS is looking for a position as AT/Production, contact him at (913)242-4789.  
**TERRY JAMES** from KAGO-Klamath Falls, OR is looking for a position as AT/MD/PD, contact him (503)883-1155.  
**CURT SAMSON** from KYYY(Y93)-Bismarck, ND is looking for a position as AT/MD/PD, contact him (701)223-2528.  
**KEITH GREER** from KFMV-Salt Lake City, UT is looking for a position as AT/PD, contact him at (801)377-4316.  
**DAN BRYAN** from WMGV-Appleton/Oshkosh, WI is looking for a position as AT/PD, contact him at (414)235-8220.  
**CHESTER HOLMES** from KSKX-Topeka, KS is looking for a position as AT/News, contact him at (913)354-4720.  
**JOHN SMITH** from WATT-Cadillac, MI is looking for a position as News Director/Sports, contact him at (616)775-1263.  
**JACK GILLEN** from WQHQ/FM-Ocean City, MD is looking for a position as PD/GM, contact him at (301)352-5803.  
**GARY WOLCOTT** from KIQY-Albany, Or is looking for a position as PD, contact him at (503)451-4742.

## SERVICE

WFMJ-Youngstown, OH - singles: Chrysalis  
 KBLF-Red Bluff, CA - single: E. Money (Columbia)  
 KBCC-Cuba, MO - singles & LP's: Chrysalis  
 KMFR-Medford, OR - singles: James Taylor (Columbia), Anne Murray (Capitol)

**THE COMPUTER CONNECTION  
 TO GAVIN  
 TOP 40 & A/C CHART ADVANCES**  
 COMING SOON!  
 URBAN CONTEMPORARY  
**AVAILABLE THURSDAY  
 MORNINGS.**



**CALL VIA MODEM  
 608-271-0987  
 BAUD RATES 300-2400**

# CHINWAG

by Keith Zimmerman, Joe Belden and Kent Zimmerman



The "Gladiators of the Airwaves" have entered the Top 40 arena in Dallas, as religious-format **KLTY** becomes **KHYI**, "The New Y95." Mark Driscoll, VP/ Programming for owner **Statewide Broadcasting**, promises what he calls "New Age Top 40--vibrant, error-free, right-on, give-'em-what-they-want, not what-they-need radio." The format debuted Sept. 19, with just music and jingles--an air staff will be named within a couple of weeks. Driscoll says he's enjoying the position of being ignored by record promoters: "Nobody's hyping you--you don't get your mind clouded." Helping to program the station is the legendary **Buzz Bennett**, and Driscoll is also accepting advice and inspiration from format heavies like **Scott Shannon**. "No one can pull it off alone in radio today," he says. "You need allies--and you need to be an ally!"

**David Parnigoni**, **NAB's** senior radio VP, charges that trade press reports of logistics snafus at the Radio '86 convention in New Orleans have been "blown out of proportion." He does acknowledge serious problems with elevators and too-small meeting rooms, "but the NAB finds it very difficult to take responsibility for those areas. "With just two years to plan for its joint convention with the **NRBA**, he says, "We got locked into a situation beyond our control." Parnigoni also responded to criticism from program directors that their concerns have been subordinated to those of management, engineering and sales. "It's now a full-service convention that reaches all elements of our industry," he concedes, "and I think it's better because it attracts more attention."

The fate of two major broadcast groups is now in the hands of the **FCC**. At press time, the commission was asking **CBS** to explain why **Laurence Tisch's** assumption of the

company chairmanship was not a change of ownership. If the **FCC** feels a transfer has taken place, **CBS** could be forced to sell off properties where it owns more than one broadcast entity per market. The **House Telecommunications Subcommittee** is currently studying an **FCC** analysis of the matter. Meanwhile, the atmosphere at **CBS** headquarters has improved since the ousting of chairman **Thomas Wyman** and News President **Van Gordon Sauter**. Resident poet **Charles Osgood** told **Chinwag** it has been hard to work "in an atmosphere where people are worried about their jobs, and people don't want to spend money to replace equipment." But, he adds, "I must say, the further down you get into the troops, the less difference it makes. I've been doing what I do under three or four **CBS** presidents, and I've never had anyone discourage me from doing a good job."

The other **Big Deal** involves **RKO's** radio and TV properties, subject of a 21-year legal hassle that the **FCC** now wants to resolve by Jan. 31. Mass media chief **Jim McKinney** says he expects all parties to work hard at meeting that deadline. A total of 39 parties are involved in challenging **RKO's** licenses, some of them in more than one market. By holding out against arbitration, they could win anyway if **RKO** is judged unfit as a broadcaster. But **McKinney** notes the commission's mood is that **RKO** "has suffered enough." The payoff for **RKO** is getting money for its properties, instead of simply having to surrender them. But, as **KFRC-San Francisco** VP/GM **Jim Smith** points out, "The company--especially the radio division--would love to have its day in court."

**Curb Records** and **Mike Curb Productions** announce the promotion of **Marguerite Luciani** to the post of VP of Operations. **Marguerite** will deal with the

coordination of all aspects of **Curb** record sales and marketing. Congratulations!

**Todd Cavanah**, music director at **Y108-Denver**, has departed to become the local representative for **Elektra Records**. You may recall that **Y108's** previous MD, **Gelna Horton**, also left to accept a record company post, with **Chrysalis**.

**Arista Records'** mighty R&B promotion department adds regional punch. Director **Vaughn Thomas** announces the appointment of **Connie Johnson** as R&B District Manager for the Northeast region. **Roland Lewis** will handle the Southeast region and **Al J. Wallace** will oversee the Southwest in the same capacity. Also, **Julla Tirado** joins the label as administrative assistant to VP **Tony Anderson**.

**Radi-O-Rama:** **Jay Thomas**, formerly of **WKTU** (now **WXRK**) in New York, is now handling mornings at **EmmIs's** hot **KPWR-Los Angeles**... **Chuck Knight** leaves **HIT105** in La Crosse, WI, to be program manager of **KRNQ/Q102** in Des Moines, IA...**Jeff Allen** leaves **KTUF** -Kirkville, MO, as air talent/production director...**Mike Metzger** has been promoted to MD at **KAGO-Klamath Falls, OR**...**Monte Hamilton** is the new MD at **WJZM-Clarksville, TN**...**Daniel Lynch** is no longer PD at **KISY /FM-Alexandria, LA**, but remains as MD and air personality. **Tom Holiday** has joined up as PD and **Mike David** arrives as air talent...**Ron O'Brian** has been promoted to MD at **KATS-Yakima, WA**...The new program director at **Y97-Santa Barbara, CA**, is **Stephen J. Smith**...**Danny Wayne** checked in to remind us **WRTB/FM-Washington (Vincennes), IN** has gone from 3,000 to 50,000 watts, expanding their coverage to 60 miles in all directions, including the **Evansville** and **Bloomington** areas...

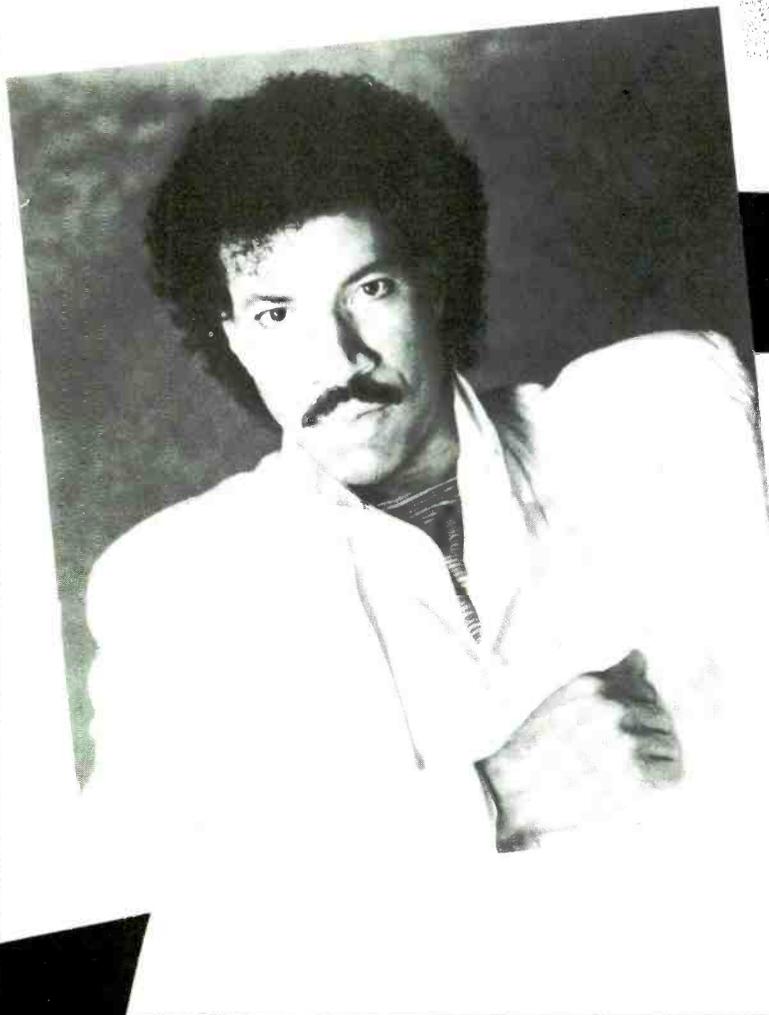
continued on page 54

**UPDATE:**

**BILLY SQUIER**  
"LOVE IS THE HERO"  
GAVIN TOP 40 49/25

PRO/FM	KATD	KZZU
WXKS/FM	KSLY	OK95
WROQ		
WDVV		

AVAILABLE NOW ON **Capitol**  
Produced by Peter Collins for J111 Music Limited



**LIONEL RICHIE**  
*"LOVE WILL CONQUER ALL"*

FROM THE NUMBER ONE  
ALBUM IN THE NATION  
SECOND WEEK IN A ROW!

GAVIN TOP 40  
150 ADDS FIRST WEEK  
MOST ADDED  
TOP NEW AIR PLAY

**STACY LATTISAW**  
*"NAIL IT TO THE WALL"*

BUSTING HUGE URBAN!  
READY TO CROSS TOP 40



**TEMPTATIONS**  
*"LADY SOUL"*

TOP 10 URBAN!  
READY TO CROSS TOP 40!



# PHOTO FILE

by LISA SMITH and BETTY HOLLARS



## BOSTON WORTH THE WAIT ◀

The long-awaited Boston album and single was delivered to the Universal City headquarters of MCA Records, and the reaction was it was worth the six years wait. Shown here with pleased faces are: (l-r) Larry Solters (Artist Development-MCA), Richard Palmese (Marketing/Promotion-MCA), Steve Meyer (Promotion-MCA), Tom Scholz of Boston, Jeff Dorenfeld (Boston's Manager), Brad Delp of Boston and Irving Azoff (President, MCA Music).

## MILWAUKEE GETS RESTLESS ▶

In Milwaukee, RCA's Restless Heart delivers their latest single to sister stations WMIL/FM and WOKY/AM. Shown from left (back row) are John Dittrich (RH) and Doug Keil (WMIL G.M.), (front row) Greg Jennings (RH), Traci Stanifick (WMIL), Larry Stewart (RH), Paul Gregg (RH), Dale Turner (RCA) and Dave Innis (RH).



## 4 X's for KISS ▼

KIIS/FM in Los Angeles recently received quadruple platinum awards for their early support of PolyGram/Mercury artists Tears For Fears. Smiling here are (l-r) Mike Schaefer, P.D. of KIIS/FM, Jean Johnson L.A. Promotion-PolyGram and Gerry DeFrancesco, V.P./Programming of KIIS/FM.



# PHOTO FILE

by LISA SMITH and BETTY HOLLARS



## DEVICE AT DE POE ◀

Device made a trip to the 1986 Bobby Poe Convention in Atlanta to meet radio folks and talk about their debut LP. Shown here at the Chrysalis suite are (left to right) Holly Knight (Device), Gene Black (Device), Paul Engemann (Device), Keith Zimmerman (The Gavin Report's own), and Daniel Glass (Chrysalis).

## SOUTHERN PACIFIC PARTY

Everyone celebrated at the KZLA-Los Angeles Southern Pacific Pre-Concert Party: (l-r) S.P. bassist Stu Cook, KZLA air talent Tom Storey, S.P. guitarist John McFee, KZLA Promotions Director George Briner (behind sign), S.P. keyboardist Kurt Howell, KZLA air talent R.J. Curtis, S.P. vocalist Tim Goodman and Warner Bros. rep Bruce Adelman.

## ALVIN LEE DRIVES INTO ▼ BREAKFAST CLUB

Alvin Lee made a promotional tour of the Big Apple in support of his LP "Detroit Diesel," and among his many stops was WNEW/FM, where he was special guest on the

station's "Breakfast Club." Pictured here (l to r) are Mark Chernoff (WNEW/FM), John Weston (Atlantic), Mark McEwen (WNEW/FM), Richard Neer (WNEW/FM) and Alvin Lee.



## THIS IS THE STOREY ▶

Lewis Storey appeared in Atlanta in a series of "live preview" promotional tours where he performed 20-30 minute acoustic sets for press and radio only. Shown here (l-r) are Dixie Gamble (Manager), Norm Schruttt (VP/GM of WKHX & WPLO-Atlanta), Karen Morgan (Programming Assistant-WKHX/WPLO), Lewis Storey and Tim Pritchett, CBS Regional Country Marketing Manager.



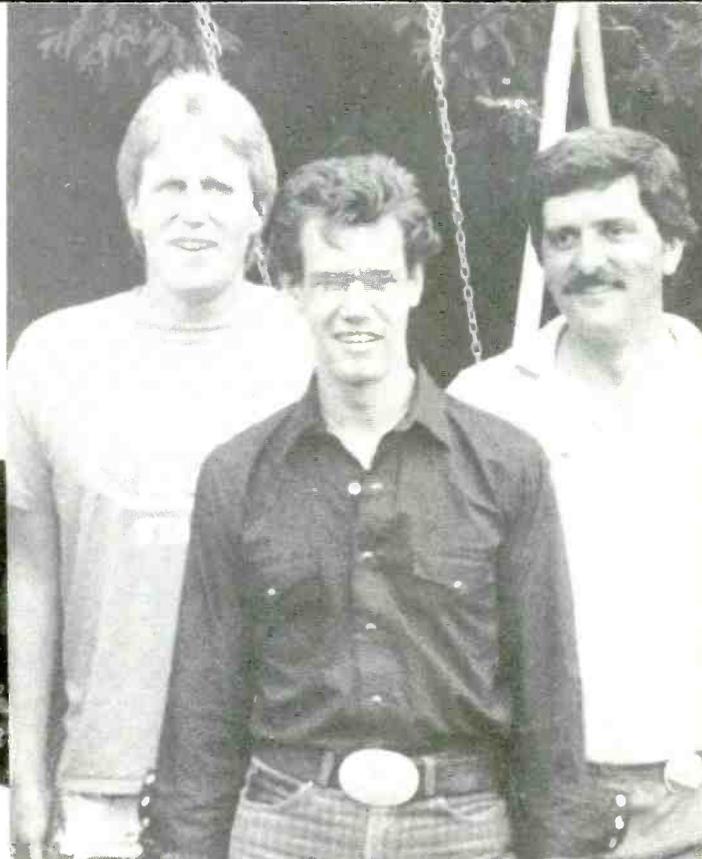
# PHOTO FILE

by LISA SMITH and BETTY HOLLARS



**NEICY WORKS THE WORKERS**  
Deneice Williams poses with the A/C teams at Columbia Records during a visit to CBS headquarters at Black Rock in New York City. Pictured here (l-r) are Sheila Chlanda, Neicy and Mike Martucci.

**WAXXING FAMILIES ▶**  
Every summer, as part of their Summer Events program, WAXX-Eau Claire, WI, holds a 4th of July "Wax Family Picnic." Pictured here at that prestigious event are (l-r) Tim Closson (WAXX M.D.), Randy Travis and Tim Wilson (WAXX P.D.).



**BANANARAMA RAMS L.A.▼  
POWER**

PolyGram/London recording artists Bananarama join "Wyatt On The Radio" at L.A.'s KPWR, POWER 106. (Left to right) Front row: Bananarama's Keren Woodward, Shiobhan Fahey and Sarah Dallin. Back row: KPWR M.D. Al Tavera and KPWR P.D. Jeff Wyatt.

Care to be "Foto Filed" by the Gavin Report? Send your favorite photo of yourself or anyone else to Betty and Lisa, c/o Gavin, One Hallie Plaza, Suite 725, S.F., CA 94102.



**A FAMILY AFFAIR ▲**  
In attendance at the annual Jack The Rapper Family Affair in Atlanta are (l-r) Mrs. Tony Wright, Tony

Wright (P.D. of WJIZ-Albany, GA), George Threatt (P.D. of WIBB-Macon) and Mrs. George Threatt.



**POWER TRIO**

**GENESIS**  
Throwing It All Away  
(Atlantic)

**TOTO**  
I'll Be Over You  
(Columbia)

**ANITA BAKER**  
Sweet Love  
(Elektra)

**CERTIFIED**

**BRUCE HORNSBY & THE RANGE**  
The Way It Is  
(RCA)

**HUMAN LEAGUE**  
Human  
(Virgin/A&M)

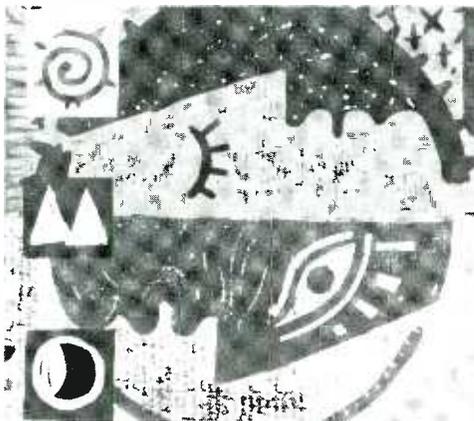
**MOST ADDED**

**LIONEL RICHIE**  
Love Will Conquer All  
(Motown) 94 adds

**MADONNA**  
True Blue  
(Sire/Warner Bros.) 51 adds

**PETER CETERA & AMY GRANT**  
Next Time I Fall  
(Full Moon/Warner Bros.) 48 adds

**RECORD TO WATCH**



**OMD**  
(Forever) Live And Die  
(A&M)

**DROPPED**

Steve Winwood  
Michael McDonald  
Mike & The Mechanics  
Dave Valentin & Angela Boffill  
Anne Murray

2W	LW	TW
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2	2	1
1	1	2
14	8	3
9	6	4
5	4	5
7	5	6
3	3	7
11	4	8
8	7	9
15	12	10
13	13	11
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12	16	24
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20	21	26
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--	--	28
26	27	29
27	25	30

<b>GENESIS</b> - Throwing It All Away (Atlantic)
Huey Lewis & The News - Stuck With You (Chrysalis)
<b>TOTO</b> - I'll Be Over You (Columbia)
<b>ANITA BAKER</b> - Sweet Love (Elektra)
El DeBarge - Love Always (Gordy/Motown)
Neil Diamond - The Story Of My Life (Columbia)
Billy Ocean - Love Zone (Jive/Arista)
<b>PAUL SIMON</b> - You Can Call Me Al (Warner Bros.)
Air Supply - Lonely Is The Night (Arista)
<b>CYNDI LAUPER</b> - True Colors (Portrait)
<b>MOODY BLUES</b> - The Other Side Of Life (Polydor/PolyGram)
<b>BOB SEGER &amp; THE SILVER BULLET BAND</b> - It's You (Capitol)
Gloria Loring & Carl Anderson - Friends And Lovers (Carerre/CBS)
<b>CARLY SIMON</b> - Coming Around Again (Arista)
Berlin - Take My Breath Away (Columbia)
<b>DAVID PACK</b> - I Just Can't Let Go (Warner Bros.)
<b>BILLY JOEL</b> - A Matter Of Trust (Columbia)
<b>JANET JACKSON</b> - When I Think Of You (A&M)
<b>PETER CETERA &amp; AMY GRANT</b> - The Next Time I Fall (Full Moon/W B.)
Lionel Richie - Dancing On The Ceiling (Motown)
<b>DAVID FOSTER</b> - Who's Gonna Love You Tonight? (Atlantic)
<b>RIC OCASEK</b> - Emotion In Motion (Geffen)
<b>TINA TURNER</b> - Typical Male (Capitol)
Miami Sound Machine - Words Get In The Way (Epic)
<b>BRUCE HORNSBY &amp; THE RANGE</b> - The Way It Is (RCA)
George Benson - Kisses In The Moonlight (Warner Bros.)
<b>HUMAN LEAGUE</b> - Human (Virgin/A&M)
<b>CHRIS DeBURGH</b> - The Lady In Red (A&M)
Daryl Hall - Dreamtime (RCA)
Rosie Vela - Magic Smile (A&M)

Station Reporting Phone (415)392-7750  
Reports accepted Mondays at 8 AM through 5 PM Tuesdays

**CHARTBOUND**

LIONEL RICHIE - Love Will Conquer All (Motown)  
DAVE ADAMS - Dancing In My Sleep (Elektra)  
MADONNA - True Blue (Sire/Warner Bros.)  
BOSTON - Amanda (MCA)  
BEACH BOYS - California Dreamin' (Capitol)

**ACTION SIDES**

GLADYS KNIGHT & BILL MEDLEY - Loving On Borrowed Time (Scotti/CBS)  
DOUBLE - Woman Of The World (A&M)  
PETER GABRIEL - In Your Eyes (Geffen)  
CHRIS THOMPSON - What A Woman Wants (Atlantic)  
OMD - (Forever) Live And Die (A&M)  
CHRISTOPHER CROSS - Loving Strangers (Arista)  
LOVERBOY - Heaven In Your Eyes (Columbia)  
LEVEL 42 - Leaving Me Now (Polydor/PolyGram)  
GLASS TIGER - Don't Forget Me (When I'm Gone) (Manhattan)  
NEW EDITION - Earth Angel (MCA)  
VIKTIM - Night Living (No Parking)  
J.D.SOUTHER & NANCY SHANKS - Step By Step (EMI America)  
JAMES TAYLOR - Only A Dream In Rio (Columbia)  
METROPOLITANS - Camden Tide (T.C.)  
JEFFREY OSBORNE - Room With A View (A&M)  
COREY HART - I Am By Your Side (EMI America)  
JIMMY BUFFETT - Creola (MCA)

**NEW**

LIONEL RICHIE - Love Will Conquer All (Motown)  
MADONNA - True Blue (Sire/Warner Bros.)  
STEVE WINWOOD - Freedom Overspill (Island/Warner Bros.)  
KENNY ROGERS - They Don't Make Them Like They Used To (RCA)  
BEN E. KING - Stand By Me (Atlantic)

# A/C ANALYSIS

**Toto's** the story this week as they nearly double their HEAVY rotation, moving from 74 to 147 H's.

If **Anita Baker** can't crack 200 stations, she may never get to the top, but a look below shows she can hold out in the POWER TRIO for quite a long time. 84% of her stations now have her in their highest rotation.

**Janet Jackson** continues to pick up 20 or so adds a week as the list of dis-believers shrinks.

**Peter Cetera & Amy Grant** have now accumulated 182 A/C stations in three weeks (one of the MOST ADDED in each of those three weeks). Gonna be big!!

Our highest chart debut, **Bruce Hornsby and The Range's** "The Way It Is" begins to show the promise of a certified A/C hit. Key calls already include: B100, KFMB, KGW, KKLK, KWAV, KHYL, KBOI, KLTR, WSB/FM, WEZS, WEZC, WCHV, WSKY and KALE.

The other A/C CERTIFIED, **Human League's** "Human," is gonna be a candidate for the old Excuse Phone. The fact that it can chart with less than half of the available stations is a tribute to its acceptance where considered.

Last week's RECORD TO WATCH, **Boston's** "Amanda" scored 36 adds this week and is a likely candidate for the chart next week.

This week's RECORD TO WATCH, **OMD's** "(Forever) Live And Die," shows just 46 stations, the tip of a musical iceberg.

**Lionel Richie** took in 94 A/C reports his first week. That's four more first week adds than he got with "Dancin' On The Ceiling."

R&D

**WAS**, this George Michael treatment falls into his "Careless Whisper" style. Smooth and classic in its melodic structure, it'll prove an easy A/C play.

## Robbie Nevil

C'est La Vie (Manhattan)

"That's life" is the French translation of the title, and the production is likely to translate "hit." And it could start as easily with A/C as any other format.

## Pretenders

Don't Get Me Wrong (Sire/Warner Bros.)

Though they are hardly a staple in A/C radio, I think we'll prove to the that, with the right song, anything is possible. This is a purely pop song which happens to be performed by a band that cut its teeth on the front line.

## RECOMMENDED FOR A/C RADIO

### Wham!

Where Did Your Heart Go? (Columbia)

Written by the guys in the band WAS NOT

Research:  
Diane Rufer  
Ron Fell

# HIT FACTOR

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

Total Reports This Week 227 Last Week 229

ARTIST	TITLE	LABEL	Reports	Heavy	Medium	Light	Adds	Hit Factor	Weeks
GENESIS - Throwing It All Away (Atlantic)			216	201	13	1	--	99%	8
HUEY LEWIS & THE NEWS - Stuck With You (Chrysalis)			208	182	20	5	--	97%	10
TOTO - I'll Be Over You (Columbia)			209	147	49	8	4	93%	6
ANITA BAKER - Sweet Love (Elektra)			195	166	17	8	3	93%	12
CARLY SIMON - Coming Around Again (Arista)			189	49	95	17	28	76%	6
CYNDI LAUPER - True Colors (Portrait)			193	93	83	12	4	91%	6
MOODY BLUES - The Other Side Of Life (Polydor/PolyGram)			164	81	73	6	3	93%	9
BOB SEGER & THE SILVER BULLET BAND - It's You (Capitol)			170	58	99	10	3	92%	8
CARLY SIMON - Coming Around Again (Arista)			189	49	95	17	28	76%	6
DAVID PACK - I Just Can't Let Go (Warner Bros.)			156	33	93	16	14	80%	6
BILLY JOEL - A Matter Of Trust (Columbia)			140	33	91	10	5	88%	8
JANET JACKSON - When I Think Of You (A&M)			134	31	67	15	20	73%	7
PETER CETERA & AMY GRANT - The Next Time I Fall (Full Moon/W.B.)			182	15	80	38	48	52%	3
DAVID FOSTER - Who's Gonna Love You Tonight? (Atlantic)			114	17	72	21	4	78%	8
RIC OCASEK - Emotion In Motion (Geffen)			129	9	64	28	27	56%	4
TINA TURNER - Typical Male (Capitol)			87	16	45	11	14	70%	5
BRUCE HORNSBY & THE RANGE - The Way It Is (RCA)			109	7	41	23	37	44%	3
HUMAN LEAGUE - Human (A&M)			103	8	39	23	32	45%	3
CHRIS DeBURGH - The Lady In Red (A&M)			100	9	44	29	18	53%	4
LIONEL RICHIE - Love Will Conquer All (Motown)			126	38	68	19	--	84%	1
DAVE ADAMS - Dancing In My Sleep (Elektra)			83	8	42	23	10	60%	6
MADONNA - True Blue (Sire/Warner Bros.)			58	--	3	4	51	5%	1
BOSTON - Amanda (MCA)			75	2	18	18	36	26%	2

## NORTHEAST

SPRINGFIELD, MA(WALT PINTO-WHYN) No Report, Frozen.  
 GREENFIELD, MA(RICHARD ARCHER-WHAI) R.Vela, D.Foster, JD Souther.  
 LEWISTON, ME(CHRIS LAYNE-WLAM) No Report, Frozen.  
 BANGOR, ME(FRED MILLER-WWMJ) S. Winwood, OMD, C. Cross, Beach Boys.  
 WHITE RIVER JCT, VT(CHARLIE TURNER-WKXE) S. Winwood, Crowded H., B.Carlisle, Ben E. King, Timbuk 3, L.Richie, C. Cross.  
 HARTFORD, CT(DAVID BERNSTEIN-WTIC/AM) No Report, Frozen.  
 NEW LONDON, CT(DANNY O'BRIEN-WNLC) Peter& Amy.  
 NEW HAVEN, CT(JAY MC CORMICK-WELI) No Report, Frozen.  
 ALBANY, NY(CHRIS HOLMBERG-WWOM) Peter& Amy, L.Richie.  
 KINGSTON, NY(WAYNE FISK-WGHQ) L.Richie, C. Cross, Madonna.  
 POUGHKEEPSIE, NY(BILL PFISTER-WJJB/FM) C.Simon, Peter& Amy, Knight/Med.  
 UTICA/ROME, NY(JOHN CARUCCI-U102) Peter& Amy, Viktim, Boston.  
 PITTSBURGH, PA(BOB CONRAD-WTAE) No Adds.  
 JOHNSTOWN, PA(JACK MICHAELS-WKYE) Madonna, L.Richie, Boston, E.Money.  
 NEW CASTLE, PA(GARY WEST-WKST) C.Simon, Daryl Hall, R.Vela, David Pack.  
 SHARON, PA(KEITH CORSO-WPIC) C.Simon, David Pack.  
 DOVER, DE(DONNA BEATY-WDOV) C.Simon, David Pack, R.Vela.  
 WILLIAMSON, WV(TONY WICK-WBTH) L.Richie, Madonna, Wham!, Ben E.King.

## SOUTH

OCEAN CITY/SALISBURY, MD(KEN MEDEK-WQHQ/FM) Frozen.  
 WINCHESTER, VA(FRANK MITCHELL-WINC) L.Richie, Boston, H.Lewis, T.Turner.  
 HARRISONBURG, VA(ADAM STUBBS-WQPO) L.Richie, A. Baker, Boston, Beach Boys.  
 CHARLOTTESVILLE, VA(TOM GRAVES-WCHV) Peter& Amy, G.Abbott, C. Cross, J.Osborne, P.Gabriel, B.Devino, Vandross, DeBarge.  
 RICHMOND, VA(GARY KING-WRVA) A. Baker, Knight/Med, C.Simon, Toto.  
 RICHMOND, VA(DILLON/BEVINS-WEZS) Janet Jax., B.Hornsby.  
 NORFOLK, VA(NICK O'NEIL-WLTY) C.Simon, Seger.  
 LYNCHBURG, VA(BOB ABBOTT-WGOL/FM) R.Ocasek, T.Turner, B.Joel.  
 WEIRTON/STEBENVILLE, WV(ANTHONY/MITCHELL-WEIR) Peter& Amy, C.Simon.  
 MORGANTOWN, WV(CRAIG COCHRAN-WCLG/AM) D.Foster, Beach Boys.  
 GOLDSBORO, NC(ALAN HOOVER-WEQR) C.Hart, Beach Boys, B.Hornsby, J.Stewart, S. Winwood.  
 ROCKY MOUNT, NC(LESLIE JORDAN-WEED) Janet Jax., R.Ocasek, Outfield, Metropol's, Aretha.  
 SWAN QUARTER, NC(MAZIE SMITH-WHYC/FM) T.Turner, R.Ocasek.  
 ALBEMARLE, NC(RIC PATTERSON-WABZ) Wham!, Peter& Amy, C.Hart, JD Souther.  
 CHARLOTTE, NC(MARTY LAMBERT-WBT) C.Simon, Peter& Amy.  
 CHARLOTTE, NC(BILL CONWAY-WEZC) B.Hornsby, H.League.  
 NEW BERN, NC(JOEL PORTER-WSFL/FM) Madonna, Beach Boys, Glass Tigr, B.Carlisle.  
 ASHEVILLE, NC(BRIAN LEE-WSKY) L.Richie, Crowded H., Madonna, M. Jones, Ben E.King.  
 CONWAY/MYRTLE BEACH, SC(BOB VANDERGRIFT-WYAV/FM) Boston, Lisa Lisa, E.Money, Aretha.  
 CARROLLTON, GA(BOBBY DEE-WPPI) DeBurgh, Metropol's, Madonna, L.Richie, J.Osborne, Beach Boys.  
 ROME, GA(T.J. McCLAINE-WKXC) Madonna, B.Hornsby, DeBurgh.

ATHENS, GA(BRENT JOHNSON-WRFC) L.Richie, H.League.  
 AUGUSTA, GA(HUMPHREYS/PATRICK-WZNY) R.Ocasek, Boston, B.Hornsby, Beach Boys, DeBurgh, H.League, Moody B's.  
 ALBANY, GA(ROD MANI-WALG) C. Cross, L.Richie, Ben E.King, K.Rogers, Madonna.  
 ST. AUGUSTINE, FL(JIM ANDREWS-WUVU) No Report, Frozen.  
 STUART, FL(CHRIS MICHAELS-WSTU) Double, Level 42, Beach Boys, H.League.  
 SYLACAUGA, AL(R.BATY/A.LEE-WFEB) Beach Boys, Madonna, C. Cross, L.Richie, Ben E.King.  
 TUSCALOOSA, AL(SANDER WALKER-WFFX/FM) L.Richie, OMD, Wham!.  
 HUNTSVILLE, AL(STEVE DALLAS-WAHR) M.Johnson, N.Edition, B.Hornsby, L.Richie, K.Rogers, Bellamy.  
 GADSDEN, AL(LOGAN/FORD-WGAD) Wham!.  
 GUNTERSVILLE, AL(KERRY JACKSON-WGSV) L.Richie, K.Rogers, G.Abbott, Madonna.  
 VALLEY HEAD, AL(CHRIS JAMES-WQRX) L.Richie, David Pack, Peter& Amy.  
 ANNISTON, AL(CHRIS ERIC STEVENS-WDNG) Boston, L.Richie, Madonna, DeBurgh, Ben E.King.  
 BAY MINETTE, AL(TIM BROWN-WBCA) Peter& Amy, Janet Jax., R.Ocasek.  
 MOBILE, AL(HYLTON/GOLDEN-WKRG/FM) No Report, Frozen.  
 SELMA, AL(BOB PAYTON-WTUN) Peter& Amy, Beach Boys, H.League.  
 CLARKSVILLE, TN(MONTE HAMILTON-WJZM) H.League, L.Richie, B.Hornsby, C. Cross.  
 CHATTANOOGA, TN(DALE DEASON-WGOW) H.League, R.Ocasek, C.Simon.  
 OXFORD, MS(DAVID KELLUM-J107) L.Richie, J.Buffett, C. Cross.  
 PADUCAH, KY(CHARLIE RIVERS-WKYX) J.Osborne, L.Richie, R.Ocasek, Madonna, K.Rogers.  
 BOWLING GREEN, KY(SCOTT THOMPSON-WBGN) L.Richie, K.Rogers, Jms Taylor, Double, Journey.  
 SHREVEPORT, LA(JEFF EDMAN-KVKI/FM) L.Richie, C.Simon.  
 PINEVILLE/ALEXANDRIA, LA(HOLIDAY/LYNCH-KISY/FM) B.Joel, Peter& Amy.  
 EL DORADO, AR(GARY TERRELL-KIXK) C.Hart.

## MIDWEST

MASON CITY, IA(CINDY HUBER-KRIB) OMD, Madonna, Janet Jax., P.Gabriel, C.Hart, Metropol's, C.Simon.  
 MASON CITY, IA(STEVE LOCKER-KGLO) Paul Simon, Metropol's, L.Richie, K.Rogers, Madonna.  
 WATERLOO, IA(ROGER DAVIS-KWLO) B.Hornsby, K.Rogers.  
 DUBUQUE, IA(WES DAVIS-KAT/FM) No Adds.  
 CEDAR RAPIDS, IA(GARY EDWARDS-WMT/AM) No Report, Frozen.  
 CEDAR RAPIDS, IA(DENNIS GREEN-WMT/FM) K.Rogers, L.Richie, Vandross, Jms Taylor.  
 FOREST LAKE, MN(CATHLEEN CARY-WLKX/FM) Peter& Amy, R.Ocasek, Seger, Metropol's.  
 NORTHFIELD, MN(RICH HARRIS-KYMN) Ben E.King, Knight/Med, T.Turner, Peter& Amy, Glass Tigr.  
 MINNEAPOLIS, MN(CHUCK KNAPP-KSTP/FM) No Adds.  
 ROCHESTER, MN(RICH PETERSON-KROC/AM) L.Richie, Wham!, J.Buffett, Crowded H., K.Rogers, Ben E.King.  
 ROCHESTER, MN(AXELSON/MITCHELL-KWEB) K.Rogers, L.Richie, H.League, C. Cross.  
 AUSTIN, MN(CHRIS DAVIS-KGHR) Janet Jax., R.Ocasek, Peter& Amy, Sawyer B., Viktim, H.League.  
 LUVERNE, MN(KEITH MAINE-KQAD) No Report, Frozen.  
 PIPESTONE, MN(BERNIE WIEME-KLOH/FM) C.Simon, R.Vela, DeBurgh, Beach Boys, Boston.  
 WILLMAR, MN(PAUL DAVIS-KQIC/FM) OMD, C. Cross, H.League, C.Simon, L.Richie, Madonna, Laban.  
 MARSHALL, MN(CRAIG ALLEN-KKCK/FM) T.Turner, H.League, Journey, Madonna, C.Thompson, Boston, Dave Adams, P.Gabriel.  
 MONTEVIDEO, MN(LOU KUNO-KMGM) T.Turner, H.League, B.Hornsby, Boston, L.Richie.  
 ST. CLOUD, MN(MIKE DIEM-WJON) L.Richie, N.Edition, M.Goulet, C.Hart, Laban, JD Souther.  
 ALEXANDRIA, MN(STEVE BOLSTER-KSTQ) Messenger, Viktim, Double, Toto.

**ABERDEEN, SD**(DAN ZERR-KSDN) L.Richie, Madonna, C.Simon.  
**GRAND FORKS, ND**(PAUL KERO-KNOX) No Report, Frozen.  
**HANNIBAL, MO**(CHUCK YATES-KGRC) L.Richie, D.Foster, C. Cross,  
 P. Bailey.  
**POPLAR BLUFF, MO**(KELLY URICH-KJEZ) Moody B's, Madonna,  
 H.League, DeBurgh, Loverboy.  
**ST. JOSEPH, MO**(BOB HEATER-KKJO) No Report, Frozen.  
**JOPLIN, MO**(TROY WEST-KFSB) K.Rogers, L.Richie, J.Osborne.  
**CUBA, MO**(TIM McNUTT-KBCC) H.League, L.Richie, OMD, Laban.  
**LAWRENCE, KS**(BILL LEE-KLWN) Madonna, L.Richie, Wham!,  
 K.Rogers.  
**TOPEKA, KS**(ROSE RUES-KMAJ) David Pack, L.Richie.  
**PARSONS, KS**(GREG FORSHTAY-KLKC) L.Richie, G.Abbott, OMD,  
 J.Osborne, C.Hart, Metropol's, Glass Tigr.  
**LINCOLN, NE**(CATHY BLYTHE-KFOR) C.Simon, L.Richie, K.Rogers,  
 Toto.

**CENTRAL**

**NEWARK, OH**(DAVE BLACK-WNKO) Janet Jax., Double, J.Osborne.  
**URBANA/SPRINGFIELD, OH**(RUSS SHAFER-WKSW) L.Richie,  
 C.Simon, Madonna, Wham!.  
**LOGAN, OH**(CHUCK ANTHONY-WLGN) L.Richie, Boston, Madonna,  
 Metropol's.  
**COLUMBUS, OH**(DAVE BISHOP-WSNY) L.Richie, Peter & Amy,  
 Beach Boys.  
**MARION, OH**(JIM HOWELL-WMRN) L.Richie, C. Cross.  
**MARION, OH**(BILL MOORE-WDIF) Boston, R.Ocasek, Aretha.  
**ARCHBOLD, OH**(RICK CONTI-WHFD) Level 42, B.Hornsby,  
 H.League, Air Supply, C.Simon, L.Richie.  
**TOLEDO, OH**(FRED HELLER-WSPD) L.Richie, N.Edition, Double,  
 Madonna.  
**TOLEDO, OH**(JAY MATTHEWS-3WM) Knight/Med, Dave Adams.  
**ZANESVILLE, OH**(PETE PETONIAK-WHIZ) L.Richie, Peter & Amy,  
 Madonna.  
**YOUNGSTOWN, OH**(JIM MARTIN-WFMJ) S. Winwood, Boston,  
 Knight/Med, B.Hornsby, Viktim.  
**DOVER, OH**(STEVE KELLY-WJER) No Report, Frozen.  
**SANDUSKY, OH**(BILL ZIMMERMAN-WLEC) K.Rogers, L.Richie.  
**HAMILTON, OH**(MARK GIBSON-WMOH) B.Joel, Janet Jax., T.Turner,  
 Boston, L.Richie, Beach Boys.  
**SPRINGFIELD, OH**(STEVE POPP-WAZU/FM) Peter & Amy,  
 R.Ocasek.  
**SPRINGFIELD, OH**(DALE GRIMM-WIZE) No Report, Frozen.  
**GALLIPOLIS, OH**(TIM MAXWELL-WJEH) L.Richie, Madonna,  
 T.Turner, B.Hornsby, Beach Boys.  
**RUSHVILLE, IN**(KEVIN L.STONE-WRCR) Janet Jax., Level 42,  
 L.Richie, K.Rogers, R.Vela.  
**LOWELL, IN**(JIM HOLLY-WZVN) No Adds.  
**KOKOMO, IN**(DARRYL PARKS-WIOU) Madonna, L.Richie.  
**VERSAILLES, IN**(DALE M. GRAVES-WOVR) Peter & Amy, R.Ocasek,  
 DeBurgh, Knight/Med, Jms Taylor, S. Red.  
**EVANSVILLE, IN**(CHRIS SOUSA-WKDQ) C. Cross, Vandross, C.Hart,  
 J.Osborne.  
**LAFAYETTE, IN**(MIKE JOHNSON-WASK) B.Hornsby, Dave Adams,  
 Peter & Amy.  
**MONROE, MI**(WHEELER/DAVIS-WTWR) Madonna, Beach Boys,  
 R.Ocasek, Boston.  
**FLINT, MI**(BILL PEARSON-WTRX) L.Richie, OMD, C.Hart, G.Abbott.  
**LANSING, MI**(JACK ROBBINS-WILS/FM) B.Hornsby, DeBurgh, Dave  
 Adams.  
**KALAMAZOO, MI**(DAVE KORI-WKMI) DeBurgh, B.Hornsby,  
 H.League.  
**BATTLE CREEK, MI**(RICK CHAPMAN-WKNR) G.Abbott, H.League,  
 Beach Boys, L.Richie, Madonna.  
**GRAYLING, MI**(BOB DITMER-WQON/FM) Ben E.King, K.Rogers,  
 Dave Adams, M. Jones.  
**KENOSHA, WI**(TERRY HAVEL-WLIP) Boston, C. Cross, Madonna.  
**MILWAUKEE, WI**(BETH FAST-WMYX) No Adds.  
**FT. ATKINSON, WI**(ROB ANDERSON-WFAW) Janet Jax., R.Vela,  
 Metropol's.  
**RICHLAND CENTER, WI**(JOHN DOYLE-WRCO) Peter & Amy, D.V. &  
 A.B., Double, C.Thompson.  
**MADISON, WI**(PAT O'NEILL-WMGN) Glass Tigr, L.Richie, Peter & Amy,  
 C. Cross.

**BEAVER DAM, WI**(STEVE SABATKE-WBEV) David Pack, Janet Jax.,  
 T.Turner, R.Ocasek, Peter & Amy, H.League.  
**REEDSBURG, WI**(KEVIN KELLOGG-WRDB) C.Simon, B.Joel,  
 D.Foster.  
**HUDSON, WI**(RICK THOMAS-WRPX) J.Osborne, B.Hornsby, Viktim.  
**GREEN BAY, WI**(DAVID CAREW-WDUZ) Peter & Amy, Beach Boys.  
**WAUSAU, WI**(DAVE WRIGHT-WRIG) Beach Boys, R.Ocasek.  
**MENOMONIE, WI**(ALISON GIRARD-WMEQ) H.League, B.Hornsby.  
**APPLETON/OSHKOSH, WI**(CHRIS HANSEN-WMGV) Beach Boys,  
 Boston, Double, DeBurgh.  
**JOLIET, IL**(TED BROWN-WJTW/FM) Peter & Amy, R.Ocasek,  
 H.League.  
**WILMINGTON, IL**(RAFE SAMPSON-WDND) R.Ocasek, A. Baker,  
 B.Hornsby, C.Thompson, Madonna.  
**ROCKFORD, IL**(JIM REED-KMQ) Level 42, B.Hornsby, H.League,  
 Boston, R.Ocasek.  
**ROCKFORD, IL**(BRILL/HECKLER-WROK) DeBurgh.  
**LA SALLE, IL**(JEFF GEESSEN-WAJK) B.Hornsby, Level 42.  
**FREEMONT, IL**(JIM DOUGLAS-WFPS) K.Rogers, Madonna, Ben  
 E.King, C.Simon, R.Vela, L.Richie, Boston, Beach Boys.  
**PEORIA, IL**(DENISE HENLEY-WIRL) David Pack, Janet Jax..  
**PEORIA, IL**(ROBB WESTABY-WMBD) No Adds.  
**BLOOMINGTON, IL**(JIM ANDERSON-WIHN) R.Ocasek, DeBurgh,  
 H.League.

**SOUTHWEST**

**TYLER, TX**(JANIE BAKER-KTYL) L.Richie, S. Winwood, G.Abbott,  
 F.Jackson, K.Rogers, N.Edition.  
**NACOGDOCHES, TX**(KURT MANN-KTBC) B.Hornsby, Peter & Amy,  
 Boston, C.Simon, L.Richie, Outfield.  
**WICHITA FALLS, TX**(DAVE LANDRY-KTLT) L.Richie, Peter & Amy,  
 David Pack.  
**HOUSTON, TX**(BRUCE NELSON-KNUZ) Seger, Peter & Amy.  
**HOUSTON, TX**(MATT/KOSH-KLTR) Wham!, L.Richie.  
**DEL RIO, TX**(PAUL KALLINGER-KDLK) Madonna, Boston, L.Richie,  
 Ashford & S, Wham!, E.Money, S. Winwood.  
**EL PASO, TX**(BILL CLIFTON-KLTO) C.Hart, Peter & Amy, Beach  
 Boys, Janet Jax..  
**PHOENIX, AZ**(SAM CHURCH-KKLT) No Report, Frozen.  
**SEDONA, AZ**(RANDY MAHANNAH-KAZM) L.Richie, G.Abbott.  
**GALLUP, NM**(ERIC ALLEN-KKOR) L.Richie, Dave Adams, B.Hornsby,  
 Beach Boys.  
**LAS CRUCES, NM**(JUAN VELASCO-KOBE/AM) Boston, B.Hornsby,  
 R.Ocasek, B.Joel, H.League.

**ROCKY MOUNTAIN**

**HAVRE, MT**(DAVID LEEDS-KOJM) Peter & Amy, Madonna, Boston,  
 Beach Boys, B.Hornsby.  
**MISSOULA, MT**(LEE CURTIS-KYLT) L.Richie, K.Rogers.  
**HAMILTON, MT**(STEVE FULLERTON-KLYQ/FM) L.Richie, T.Turner,  
 S. Winwood, C. Cross, Ben E.King.  
**BOULDER, CO**(JEFFREY GOODWIN-KBOL) Peter & Amy, Moody B's,  
 Jms Taylor, OMD.  
**COLORADO SPRINGS, CO**(JOHN T. HOWARD-KVUU) L.Richie,  
 B.Hornsby.  
**PUEBLO, CO**(RIP AVINA-KDZA) No Report, Frozen.  
**SALIDA, CO**(CHARLES DARWIN-KVRH) Dave Adams, J.Buffett,  
 Wham!, Ben E.King, L.Richie, Boston, OMD, N.Edition.  
**MONTROSE, CO**(TOM OWCA-KUBC) David Pack, Beach Boys,  
 Metropol's.  
**GRAND JUNCTION, CO**(PAT O'BRIANT-KIIO) David Pack, Janet  
 Jax., DeBurgh, H.League, T.Turner.  
**RIFLE, CO**(DEAN ANGELL-KDBL) Double, A.Murray, C.Thompson,  
 Boston, J.Buffett, C. Cross.  
**POWELL/CODY, WY**(JERRY CLARK-KLZY) No Report, Frozen.  
**GILLETTE, WY**(DENNIS SWITZER-KOLL) C.Lauper, Peter & Amy.  
**SUN VALLEY, ID**(JEFFREY BALLOU-KSKI) Peter & Amy, Madonna,  
 W.Chung, Wham!.  
**GRANGEVILLE, ID**(JIM CROSS-KORT) L.Richie, Madonna,  
 K.Rogers, Wham!, Ben E.King, Crowded H..  
**BOISE, ID**(DREW HAROLD-KBOI) Janet Jax., David Pack, Level 42,  
 B.Hornsby, Peter & Amy, DeBurgh, L.Richie.  
**SALT LAKE CITY, UT**(LEMICH/JESSOP-KSL) L.Richie, Peter &

**MANTI, UT**(STAN ERIKSEN-KMTI) Dave Adams, Metropol's, L.Richie, C.Simon, Boston, OMD, Madonna.

## FAR WEST

**RENO, NV**(JIM O'NEAL-KRNO/FM) L.Richie, H.League, Peter & Amy.  
**CARSON CITY, NV**(SCOTT CARSON-KPTL) R.Ocasek, Madonna, Beach Boys, J.Buffett.  
**LOS ANGELES, CA**(LABEAU/TYLER-KFI) No Add.  
**LOS ANGELES, CA**(KAYE/KILEY-KOST) L.Richie, K.Rogers.  
**SAN DIEGO, CA**(MARK LARSON-KFMB) Janet Jax., B.Hornsby, DeBurgh, Madonna, L.Richie.  
**SAN DIEGO, CA**(RICH/KNIGHT-B100) Lisa Lisa, L.Richie, Peter & Amy, Madonna.  
**PALM SPRINGS, CA**(TY STEVENS-KDES) Boston, Crowded H., B.Hornsby, Madonna, Level 42, L.Richie.  
**FRESNO, CA**(SCOTT HUSKEY-KLTK) C.Lauper, R.Ocasek, David Pack, C.Simon.  
**SAN LUIS OBISPO, CA**(CAROL MEYER-KKUS) C.Lauper, Toto.  
**MONTEREY, CA**(MICHAEL READING-KWAV/FM) Peter & Amy, Knight/Med, C. Cross.  
**SAN FRANCISCO, CA**(JACK KULP-K101) Peter & Amy.  
**CONCORD, CA**(RAVI PERUMAN-KKIS) Madonna, Ben E.King, B.Hornsby, Boston, L.Richie, OMD.  
**CONCORD, CA**(JIM HAMPTON-KWUN) Madonna, L.Richie, DeBurgh, H.League.  
**LIVERMORE, CA**(STACY EVERETT-KKIQ) L.Richie, H.League, Boston, C.Hart.  
**SAN RAFAEL, CA**(BOB CLARKE-KTIM/FM) No Report, Frozen.  
**SAN JOSE, CA**(BILL WEAVER-KLOK) L.Richie.  
**MODESTO, CA**(EDWARDS/McCULLOUGH-KO93) Loverboy, L.Richie, C.Simon, Madonna.  
**UKIAH, CA**(DANNY VANMETER-KUKI) David Pack, C.Lauper, Peter & Amy.  
**ARCATA, CA**(STEVE OCEAN-KATA) H.League, K.Rogers, Viktim.  
**CRESCENT CITY, CA**(RENE SHANLE-HUTZELL-KCRE) J.Buffett, L.Richie, H.League, C.Thompson, Boston.  
**PLACERVILLE, CA**(KAWAI/FORRINGTON-KHTN) Wham!, L.Richie, Madonna, Ben E.King, C.Simon, David Pack.  
**VACAVILLE, CA**(SHEILAH BOWMAN-KUIC) H.Lewis, Peter & Amy.  
**SO. LAKE TAHOE, CA**(RON WEST-KOWL) L.Richie, Wham!, Ben E.King, C. Cross, a-Ha, J.Buffett, Dave Adams.  
**LAKE TAHOE, CA/NV**(BRIAN BECK-KTHO) Wham!, L.Richie.  
**SACRAMENTO, CA**(IRONS/ANDREWS-KHYL/FM) Janet Jax., L.Richie, Peter & Amy.  
**CHICO, CA**(DAVE KINDIG-KPAY) Ocean, N.Diamond.  
**GRASS VALLEY, CA**(RICH BROCK-KNCO) R.Ocasek, B.Hornsby, L.Richie, Beach Boys, Ben E.King.  
**OROVILLE, CA**(JEFF NELSON-KORV) L.Richie, Janet Jax., C. Cross, Beach Boys, Wham!.  
**BURNEY/REDDING, CA**(JIM LEE-KARZ) G.Benson, C.Simon, T.Turner, Boston.  
**RED BLUFF, CA**(KELLY FROST-KBLF) C.Simon, Peter & Amy, Janet Jax., R.Ocasek.  
**SUSANVILLE, CA**(HARDAWAY/CRAIG-KSUE) No Report, Frozen.

## NORTHWEST

**THE DALLES, OR**(BRIAN HANSON-KMCQ) Crowded H..  
**PORTLAND, OR**(DENNIS TACHIBANA-KGW) Madonna, L.Richie, Berlin.  
**CORVALLIS, OR**(P.J. EMMERSON-KLOO/AM) Metropol's, Dave Adams, H.League, B.Hornsby, Double, DeBurgh, Boston.  
**EUGENE, OR**(MITCHELL/MILLER-KDUK) Madonna, L.Richie, K.Rogers, OMD, Glass Tigr, J.Osborne.  
**MEDFORD, OR**(JIM ZINN-KMFR) B.Hornsby, R.Ocasek, N.Edition, Ben E.King, Madonna, Metropol's.  
**MEDFORD, OR**(JOHN O'BRIEN-KYJC) K.Rogers, N.Edition, L.Richie, M. Jones.  
**KLAMATH FALLS, OR**(KATIE McGEE-KKRB) C.Hart, Boston.  
**AUBURN, WA**(CARL SAWYER-KASY) Beach Boys, B.Hornsby, Boston, T.Turner, Janet Jax., Madonna.  
**MOUNT VERNON, WA**(MIKE HARTMAN-KBRC) Peter & Amy, Beach Boys.  
**OAK HARBOR, WA**(DAVID BOWDEN-KISD) Madonna, Beach Boys,

**LACEY, WA**(WINNIE WEATHERLY-KLDY) R.Ocasek.  
**OLYMPIA, WA**(DICK PUST-KGY) No Report, Frozen.  
**ABERDEEN, WA**(PAUL LANKOW-KXRO) Double, P.Gabriel, Peter & Amy, R.Ocasek, DeBurgh, Jms Taylor.  
**CENTRALIA, WA**(JIM KNUTSON-KELA) H.League, Metropol's, C.Simon.  
**SHELTON, WA**(GLEN CONNOLLY-KMAS) No Report, Frozen.  
**KELSO/LONGVIEW, WA**(RAY BARTLEY-KLOG) B.Hornsby, C.Simon, Madonna.  
**YAKIMA, WA**(DAVE HANSON-KIT) M. Jones.  
**YAKIMA, WA**(FRANK TAYLOR-KMWX) Peter & Amy, Janet Jax., B.Hornsby, Wham!.  
**TRI-CITIES, WA**(BILL TEMPLETON-KALE) Outfield, Boston, M. Jones, G.Abbott, L.Richie, Wham!.  
**ANCHORAGE, AK**(CARTER B.-KFQD) Peter & Amy, Beach Boys, L.Richie.  
**ANCHORAGE, AK**(GREG WILKINSON-KKLV/FM) L.Richie, Peter & Amy, K.Rogers, OMD.  
**SOLDOTNA, AK**(J.J. McCARTNEY-KCSY) T.Turner, H.League, Madonna, C. Cross.

## WELCOME To Our New A/C Correspondents:

Winnie Weatherly, KLDY Radio - 1107 College SE #81, Lacey, WA 98503 (206-438-1366)

Scott Thompson, WBGN Radio - P.O. Box 900, Bowling Green, KY 42101 (502-842-1638) from Top 40

Chris Sousa, WKDQ Radio - P.O. Box 418, Henderson, KY 42420 (502-826-3923) from Top 40

## BIRTHDAYS



### Our BEST WISHES and HAPPY BIRTHDAY To:

Gary Mitchell, KMGZ-Lawton, OK 9/28  
 Jeff Davis, WPFM-Panama City, FL 9/28  
 Chuck Beck, KNIN/FM-Wichita Falls, TX 9/28  
 Lee Carrington, Q96-San Antonio, TX 9/28  
 Jerry Clower, Dan Seals 9/28  
 Jeff Allen, WQSB/FM-Albertville, AL 9/29  
 Jeff Duffy, KOKK-Huron, SD 9/29  
 Jerry Lee Lewis, Gene Autry 9/29  
 Jeff Orosz, WTSR-Trenton, NJ 9/30  
 Mark Burns, WCAV/FM-Brockton, MA 9/30  
 Dennis Edwards, KTDO-Toledo, OR 9/30  
 Marilyn McCoo, Johnny Mathis, Deborah Allen 9/30  
 Laurie Sayers, MJ1 Broadcasting 10/1  
 Debra Leigh, WINC-Winchester, VA 10/2  
 Sting, Don McLean 10/2  
 Mike Jones, KSKX-Topeka, KS 10/3  
 Lindsey Buckingham, Chubby Checker 10/3

## BIRTHS

This week **B100** spells **B-A-B-Y**  
 Our **CONGRATULATIONS** to **BOBBY RICH**, Program Director of **B100-San Diego** and his wife **DEBBIE** on the birth of their daughter **LESLIE AMANDA**. Born on September 20th, weighing 6 lbs, 7 oz.

...**CONGRATULATIONS** to **FRANK ANTHONY**, air talent of **B100-San Diego** and his wife **RO** on the birth of their son **DANTE PHILIP**. Born on **September 22nd**, weighting 7 lbs, 10 oz.

# HOLLYWOOD by TONY RICHLAND

## RANDOM NOTES FROM

## HOLLYWOOD and VINE

Apologies for neglecting to note what a pleasure it was meeting so many of you at the NAB Convention in New Orleans several weeks ago. Putting your voices with actual faces was a fascinating and, in many cases sobering experience. To be perfectly frank, a lot of you are less than sensational looking, which makes it all the more admirable that you've succeeded. And to those of you who refused to believe that I was really Mr. Hollywood, I can well understand the problem. The Redford confusion has been following us for decades. The convention itself was educational as always. We didn't miss a panel and took particular pleasure in the FM transmission engineering discussion. In fact BOTH of us attending that session were thrilled. Sorry we ran

out of funds toward the end of the convention and had to switch many of you from Chivas to Annie Green Springs at the lobby bar. Tom Cuddy of WPRO didn't take it too well, slapping the wine glass from my hand and vowing to never play the 1910 Fruitgum Company again if I have anything to do with it. On the other hand, WLLT's John Roberts and K101's Jack Kulp had no complaints and were thrilled at just meeting us. We look forward to another blast next year.

**POSTSCRIPT:** Our secretary just informed us that we were not, in fact, AT the convention and were ensconced in our Hollywood office while the rest of you were tearing through the Crescent City. Sorry about that...we THOUGHT we were there. Frank Sinatra just won his suit against the

National Enquirer for their innaccurate piece about The Man's alleged ingestion of sheep urine to thwart the aging process. Congratulations to The Chairman of The Board for triumphing against cowardly journalism; however, we happen to know that the aforementioned intravenous injections don't help the extension of youth one bit...they merely give one a desire to travel in packs. We know this is true because aging Music Director Dennis Tachibana of KGW in Portland TOOK the shots. He didn't get younger. He just began looking like Charo and took to uttering the word, "coochie" in music meetings.

Listening to this morning's Rick Dees show in L.A., we learned that singer Ric Ocasek is a "mystery man" and is loathe to give interviews, a la baseball guy Steve Carlton. We love Ric and we love his music, but we feel obligated to pass on this bit of rock & roll trivia: Irving Shapiro, lead singer of The Ohio Express, refused all interviews, even at the height of the Yummy Yummy craze and we all know where Irving is now. Our advice to Ric: GIVE interviews and give them a lot!

We saw the new Sean Penn/Madonna movie and give it a 10 on a scale of 5. We also saw the Michael Jackson/Coppola 17-minute three-D extravaganza, Captain EO. Wait, maybe it was the Madonna flick in 3D. We're not certain, but learned that Sean punched out the entire cinematography crew after each take. Or was it Michael Jackson he punched out?

EMI's Mark (an L.A. kind of guy) Kargol is the first record biz personage to appear on the New Dating Game. After the hunk viewed his date (AND the 2 losers), he opted to take himself on a cruise to Oxnard.

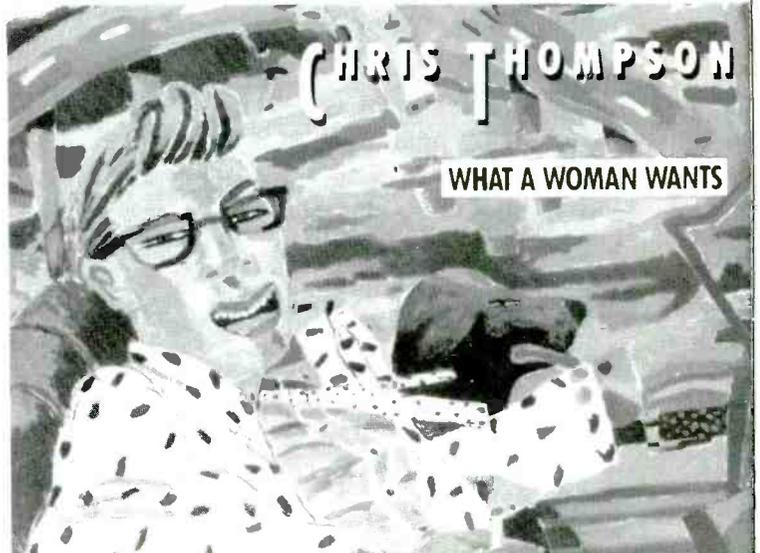
**NEXT WEEK:** Our exclusive report on our road trip to Yankton and environs. ●

# CHRIS THOMPSON

## "What a Woman Wants"

Gavin Top 40  
Up & Coming  
99/6

98Q 34-29  
KKYS 24-18  
KBLQ Debut -27  
KGWY 31-16  
KTAG Debut -25  
KATD 32-29  
OK95 23-20



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## GETTING THE MONEY ANSWER

As I discussed last issue, the probing question used to keep buyers talking about what they REALLY want is "Compared to what?" Once you know your clients' real needs, you can begin to maneuver their decision-making in your favor. The most effective way to do this is by planting the seed that you CAN give them what they need. When you have a defined goal from the buyer, that is the precise time to ask, "If I could do this for you, would you buy my radio plan?" They always say "Yes."

Now you not only have their interest--they really want to find out if you can do it. The challenge of turning lemons into lemonade is exciting to someone who must buy only lemonade. By "enticing" buyers, you get them involved.

Example:

**Buyer:** I need \$12 cost per point.

**Radioperson:** If I could do this for you, would you put me on the buy?

**Buyer:** I need at least 20 spots per week in prime time.

**Radioperson:** If I could do that for you, would you accept this plan?

**Buyer:** I only have enough money to buy three deep.

**Radioperson:** If I could show you a way to buy four deep without increasing your budget, still get an average \$12 per point AND get at least 20 spots on every station, would you make sure I was the fourth station?

The key points that make this approach successful are A) ASKING PERMISSION to show them something they may not have considered, or may be too ignorant to know. Buyers love to give permission, especially in the area of facts they should know, but don't, and B) DEFINING THE REASON to buy

before you give them the solution. This goes back to the human technique we've talked about--the art of educating someone, versus simply spouting facts. When buyers know up front that the purpose of your conversation is to help them do a better job, they become A+ students.

Think about it: They are giving you permission to show them something new, so they can justify giving you their advertising dollars. They're afraid not to hear you for fear of making a buy without knowing all the facts--but they don't want you to shove the facts down their throats. From the time you ask the question, "If I could...would you?" their mindset shifts from negative to positive. Buyers stop thinking about all the reasons you shouldn't get bought, and start concentrating on how you propose to solve those problems, meet their needs and help them make a better buy.

When a buyer responds to "If I could...would you?" with a flat "NO!" another opportunity has arisen. This response indicates that, as the seller, you've missed the point. You must return to correctly defining the buyer's needs. Ask an appropriate probing question like, "Help me out, okay? What WILL it take for you to consider my station as part of this advertising buy?" At this point, if there is any rapport left at all, they will usually confess! Once they do, say it back to them with humor: "Oh, NOW I get it! You're saying that if I could give you at least 20 spots at \$12 cost per point, without making you go over budget, THEN you'll buy, right?"

The reverse psychology of making the buyer feel they've taught YOU something is what it's all about. Jerry



Ryan, GSM of KTKS-Dallas, and formerly of WLS and WJJD in Chicago, used to describe it best with his phrase, "We're rrrramblin' now!" Whenever Ryan would come back to the station with that comment about a piece of business, everyone knew he was about to get the money, and we ALL got excited.

Successful radio salespeople get into a rhythm, using human techniques to probe for needs, minimize objections and get the money answer, "YES!" What is your rhythm? Take a moment after each sales call this week to ask yourself these two questions:

\*\*Did I probe needs? ("Compared to what?") \*\*Did I get a money money answer? ("If I could...would you?")

Let's call this sales rhythm the two-step. Once you develop it, you can get into the habit of self-education. For instance, the next time you have time alone with your sales manager, you can ask questions pertaining to specific situations you've encountered. It's private tutoring at its best, because you have real-life experiences you can draw on. ●

**T**

hough I would classify him as an intellectual, Paul Simon

doesn't wear his literary prowess on his sleeve. Like the woman in his song who "wears diamonds on the soles of her shoes," Simon's elegance as a lyricist is obvious, yet subtle. He never strikes his fans over the head with his intelligence, preferring to communicate his feelings through the sometimes quirky characters who inhabit his songs. At heart a populist, Simon's strong desire to reach a mass audience is the root of his concern that radio turn a receptive ear toward

"Graceland," his most challenging album to date. As his liner notes eloquently detail, "Graceland" was a pilgrimage to the motherland. Ever the fan of rhythm and blues, Simon uses South Africa as an ironically happy setting for his soundtrack, celebrating the bass-oriented sound of South African pop music rather than reciting a politically correct interpretation of a complex situation.

"Graceland's" shining achievement is that it eliminates our knee-jerk disdain for everything that is South African.

While the ruling minority is hopelessly out of step with the twentieth century concept of human rights and equality, "Graceland" helps us remember that a thriving pop music source can exist alongside the barbed wire, bombs and bullets.



BY KENT ZIMMERMAN

**KZ:** You've just released what looks like another critically acclaimed work. Where does that put Paul Simon in the scheme of things as far as making hits versus making art?

**PS:** Those decisions seem to be made for me. I've always written and recorded whatever was interesting to me. So for years, every time something was of interest to me, some song or two or three on an album would become popular enough to become a hit. With "Hearts and Bones," that didn't happen. "One Trick Pony" had only one Top Five or Top Ten hit, "Late In The Evening." Right now, what I'm doing doesn't fall into an easily identifiable format. Because of that, it's harder to get play from a lot of the songs I've been making. Even with this album, again, with a critical hit, there's still resistance here and there to something that's different. Even though it's applauded in many quarters, from a radio point of view, I think I'll have to prove once again that something that's different can be popular. It looks like it's going to take a little bit of time and a concerted effort with my record company to convince people in radio that this can be popular music. That seems to be the fact of life now.

**KZ:** You have a history of dipping into Third World music styles for inspiration.

**PS:** I've done that on occasion, going all the way back to Simon and Garfunkel days on "El Condor Pasa" and "Loves Me Like a Rock."

**KZ:** "Mother and Child Reunion" was one of the very first reggae hit records by a major artist utilizing Jamaican musicians.

**PS:** That's right. That's an example of what we're talking about. "Mother and Child Reunion" was a reggae song and nobody had ever heard of reggae, yet it was a hit. In today's world, if you had a reggae song, chances are you wouldn't get it played.

**KZ:** Were hit singles a criterion for the "Graceland" album?

**PS:** Not really. Not first and foremost. It's as good a record as I can make. I'm hoping that it will be a hit, but I'm not going for a hit. For example, I'm not listening to what is currently a hit and trying for that category. I'm going for

# PAUL SIMON

## and his MUSICAL BRIDGE OVER TROUBLED AFRICA

the sound in my own head. I'm not aware, say, that Third World music or African music is enormously popular. There are scatterings of it around. But that's certainly not an automatic way to get onto radio. (pause) But it's my job to do what's interesting, to write the best I can.

**KZ: When you went to Africa to first cut the instrumentals, were you looking for a feel or a concept? I'm talking about the separation of lyric and instrumentation.**

**PS:** I didn't write the lyrics until after the fact. I cut five of the tracks in Africa. The rest were cut here (New York) or in London. Then I wrote all of the lyrics, with the exception of "Homeless," an a capella song, which had to be written before we could sing it. (laughs)

**KZ: Is there a "girl in New York City who calls herself the human trampoline"?**

**PS:** No. That's just a line that came into my head.

**KZ: Where do you find all these characters in your music? Are they generally real people?**

**PS:** Some of them are. They just bubble up. If they're interesting, I keep them. They're not actual people, though there might be elements of people that I know or events that occurred in my life.

**KZ: You used Demola Adepoju, King Sunny Ade's steel player. What's the difference in feel between his Western African music and the music you played in South Africa?**

**PS:** South African music is much more hard 4/4 in rhythm. The songs are shorter. Western African is more syncopated. The West African bands have more percussion and can be bigger with 12 to 14 musicians. South African bands tend to be tight little rhythm sections with the bass being the predominant instrument.

**KZ: I understand that a lot of the black music out of South Africa, especially love songs, tend to be politically and socially symbolic of the turbulent situation.**

**PS:** That's because the government won't permit any overt discussion of

politics in the music on the radio. There is censorship.

**KZ: As far as travelling, were you able to freely visit areas hither and yon?**

**PS:** I probably could have. Essentially, aside from a visit to Soweto, I went to a recording studio every day. I really went down there to work and to record. I didn't see very much. I talked to a lot of people, though--musicians. I did see a little of Johannesburg and Capetown.

**KZ: What were the attitudes of the musicians toward an American? The situation down there is very hard to fully comprehend, especially during this latest news blackout. The situation is...**

**PS:** Very complex. It's very complex. But to make a generalization as to the attitudes of the musicians, I'd say they were pro-American. Certainly the musicians of Soweto were big listeners of American music. The full-time music business people were into funk and jazz. But some were non-English-speaking and didn't know anything about me, American music or anything. They were semi-pro guys who couldn't earn their living by playing all the time. They just played the music of their tribe or village. What they did was unusual and was even outside of the mainstream of South African pop.

**KZ: Does black music in South Africa get through to the white minority via the airwaves?**

**PS:** Oh yes. Since most of the country is black, most of their music is played on the radio all the time. I'm sure whites listen to it, particularly young, college-aged whites. The record business in South Africa is almost entirely about black music, because that's who's buying records. That's the way the population is--25 million blacks and about five million whites. The overall large concentration of records that are sold are by black artists to black people. There are some white groups, even Afrikaner groups, but they don't sell large amounts of records. Black artists are the big artists in South Africa.

**KZ: You used Linda Ronstadt as a duet vocalist on "Under African Skies." She played Sun City and received quite a lot of heat over that. Yet she's**

"They're living under a repressive regime, and when they try to export their music to an international community, they tend to be shut out because they're from South Africa."



**researched the situation in South Africa and is very opinionated.**

PS: She's strongly anti-apartheid. I'm sure she wouldn't go back to Sun City and play again. I don't think she believes the cultural boycott to be an effective way of dealing with the regime there. She feels it's better to have artists go to South Africa and give their views.

**KZ: Are you in agreement?**

PS: I see her point, but I think a cultural boycott as an expression of moral outrage on the part of artists serves a purpose. It does make a certain statement. Whether that statement is more effective than people actually going there and talking and interacting, is not something that I can judge. It would be impossible to know which of those two things would have the greater long-term effect. I think they're both aimed- -certainly in Linda's mind--at the same purpose, which is to effect political change in South Africa. Personally, I have refused to go play in Sun City. I was offered twice and I refused. I would not perform in South Africa although I'm not sure that Linda is wrong. However, I would adhere to a cultural boycott on that level. Although I *would* go back there and play with Ladysmith and my black friends if they wanted me to come and play in front of a black audience or even an integrated audience. If they asked me, I would consider that.

**KZ: Do the musicians there feel like they're on the outside of the international music community?**

PS: It's very frustrating. They feel that they are discriminated against at home. They're living under a repressive regime, and when they try to export their music to an international community, they tend to be shut out because they come from South Africa. They're very frustrated about this. They can't get what they need at home, then once outside, they're told "We're not going to give this to you because you're South African." They wanna say, "Wait a minute. You've got the wrong South Africans. We're the good guys."

**KZ: Perhaps "Graceland" may alleviate some of that misunderstanding.**

PS: If it did, I'd be very pleased. Even if it went only a small step toward helping their problem, I'd be very pleased.

**KZ: What about the single, "You Can Call Me Al"?**

PS: That's a Warner Brothers pick. I think they picked it because they felt it was the most accessible. In a way, it's the least African of the African cuts. I cut it in New York. The rhythm section is from Soweto. I wrote the verses before I wrote the chorus. For a long time I wondered, "What am I writing here?" Then I realized I was probably writing about myself--even though I'm not too soft in the middle because I've been doing my crunches.

**KZ: Do you have a "short little span of attention"?**

PS: Oh yes!

**KZ: What do you do when you go to the movies?**

PS: I don't go to the movies.

**KZ: That's strange, because I'm a big "One Trick Pony" fan. It was a very inside movie about our business. After a few years on the job here, I felt it touched on quite a few different levels of music that I see in my job. I**

**thought it depicted musicians accurately.**

PS: Thank you. It was an inside movie. That's probably why it wasn't very mass appeal. It was pretty close to what musicians are like. Not the cliché of what they're like, but what they're really like.

**KZ: How did the project come about?**

PS: The project started after "Still Crazy After All These Years." I wanted to do some project larger than an album, so I began to write a screenplay. Then I wrote the music. I sold it to Warner Brothers before I was recording for Warner Brothers. I had "final cut." I didn't direct it, but it was my movie.

**KZ: Leaving Columbia must have been a major transition for you.**

PS: Big. It was big, a big deal, and they were very unhappy when I left...VERY unhappy and VERY angry when I left. They deleted my catalogue, they were so angry.

**KZ: What?**

PS: The only thing they left out there was a "Greatest Hits" LP. You can't even buy a copy of "Still Crazy." The catalogue has now been returned to me so it'll come out on Warner Brothers some time in the next year.

**KZ: Really?**

PS: The continuity of my work was broken when I left because they stopped it. You can buy every Simon and Garfunkel record, every one on compact disc, but the only thing you can find from my time on Columbia is a "Greatest Hits" album.

**KZ: So why did you leave the label? Did it have anything to do with expanding into movies, plays and soundtracks?**

PS: I was really attracted to the people at Warners. They really made the case that I would be more at home there artistically. It was a tough case to make because I was pretty comfortable at Columbia. But they really made the case and I believed it and I changed. And I AM more comfortable. I think I made the right choice. It's a very unusual company. Very supportive. The top of the company, the heads of the company come out of the music side. It's a very sympathetic company to artists. Exceptional company.

**KZ: Was "Hearts And Bones" a hard album for you to make?**

PS: The circumstances were difficult in that I was simultaneously doing the Simon and Garfunkel tour and, as you probably know, at one point we considered making it a Simon and Garfunkel album. I backed off on that when it didn't work in the studio. So I had to finish it up in the midst of the tour and after the tour. That's not the best way to work. Then there was time pressure. Also that much singing isn't great for your voice. You don't get the best vocal performance when you've just played three 50,000-seaters in a row. Also afterwards, when it came out, circumstances of my personal life were such that I really couldn't do anything to promote it. Stuff was going on that I had to pay more attention to than my record. I sorta had to let that record slide. I'm sorry that I did, but I really didn't have any choice.

**KZ: My favorite song that you've written is "Hearts and Bones."**

PS: It's one of my favorites, too. It's one of the best songs I've ever written.

"I realized I was probably writing ('You Can Call Me Al') about myself--even though I'm not too soft in the middle because I've been doing my crunches."



**KZ: What can you tell me about the song?**

PS: Well...(pause) it's basically about Carrie (Fisher) and me, and a trip we took to New Mexico.

**KZ: Another personal favorite is "America" by Simon and Garfunkel.**

PS: The Cathy in the song is the same Cathy from "Cathy's Song," which is an early Simon and Garfunkel record. She was a girl I used to live with in England. "America" was the time I began to use imagery in songs. It was one of the early times I decided it wasn't necessary to rhyme every line. At the time, "America" was something of an experiment for me.

**KZ: That song reveals the engineering talents of your collaborator, Roy Halee. I hear drums like that today.**

PS: That's right, that's Roy Halee. He invented those sounds in the '60s. He's a real studio pioneer.

**KZ: Was "Bridge Over Troubled Waters" a long, long process?**

PS: No. It took two days to work out the piano part--one day in the studio, the next day we patched it up. That was the basis of the record, the piano part, which is just great. That's Larry Knechtel. Then the bass and drums took another day. Then the string arrangement, which I never liked. I never liked it.

**KZ: Why don't you just go back and rub it out?**

PS: I often think about going back and changing the things that I don't like on my old records. Nobody ever does that. Plus, who knows where to find those old tapes? Some are eight-track masters.

**KZ: What was it like working with the Everly Brothers on "Graceland"?**

PS: Fun. They're my idols. There wouldn't have been a Simon and Garfunkel had there not been the Everly Brothers. Phil put his part down in LA and Don put his part down in New York. We were supposed to do it all together in LA but that week I got the flu and couldn't come out. I did two parts with Don separately--not because of the usual feuding you hear about with them, because they were getting along fine. Both are nice guys. It was fun for me to talk and ask them what it was like then. A big thrill for me.

**KZ: What about Los Lobos?**

PS: They're on Warners and I asked them to make the connection for me. I had their records, that first little EP. I've been a fan of theirs. How Will The Wolf Survive, I like very much. Two days of sessions at Amigo.

**KZ: You cut a song with Rockin' Dopesy out of Louisiana.**

PS: There's always been interesting music out of Louisiana. Even if you go back to the early rock n roll days--Fats Domino, Professor Longhair, Jimmy Clanton, Huey "Piano" Smith. Rockin' Dopesy isn't New Orleans music. This is zydeco music from west of New Orleans and Baton Rouge, in the middle of Cajun country--Lafayette and Crowley. Rockin' Dopesy is a great performer. I saw him in this dance hall. He's a nice guy with a great saxophone player in his band. Isn't Arhoolie Records near San Francisco?

**KZ: Yes, Chris Strachwitz from El Cerrito near Berkeley.**

PS: He's a guy I'd like to meet. I like the music on that label. That's where I

first heard Clifton Chenier, in the early seventies. In fact, did you ever hear a song I wrote called "St. Judy's Comet"?

**KZ: On the "Rhymin' Simon" LP.**

PS: That comes from Robert St. Judy, who was the drummer in Clifton Chenier's band. I hear Clifton Chenier has a bad kidney problem. He's on dialysis and had a foot amputated, but he does still play. I've seen him within the last year at the Lone Star. He's still working, but he is weak.

**KZ: How do you plan to put "Graceland" on the road?**

PS: I'm trying to organize it now. It's a big deal and a lot of guys to bring over--something like 25 players. I'm trying to organize it now. If the record is a hit, then I probably will do it. If it becomes the hit that the reviews indicate, then there would be a demand to see it and I'd love to put it on. I'd like to do mostly the songs from the album and let each of the different bands and vocal groups do a couple of numbers of their own so people can get familiar with them. I've just begun to think about all this.

**KZ: I intentionally put off listening to "Graceland" until the compact disc arrived.**

PS: It must be great. I haven't even gotten one yet. I've been asking for days. I'm sure it must sound very similar to what it sounded like in the studio because it's digital.

**KZ: Yet the mix is analog.**

PS: We mixed it both digitally and analog, but we went with the analog mix. Digital can sound very thin. It loses the midrange, somehow. The analog is fuller. On a one-inch analog tape, at 30 ips, the quality level is very high. It's very close to digital--not quite as clean, but very close.

**KZ: The vocal piece, "Homeless," sounds quite warm, with clarity and separation.**

PS: We recorded it at Abbey Road Studios. It was easier to bring Ladysmith to London than to meet them in New York. We recorded that in the enormous studio where they record the London Philharmonic. I think that was the second straight-through take recorded with mikes in front, but also overhead and at the corners of the room. The ambience and natural echo of the room were filtered in. That really beautiful room sound is Roy Halee again. He's brilliant and underrated. Very few people talk about him when they review the record. What he did was extraordinary.

**KZ: At this point, you must have a favorite track.**

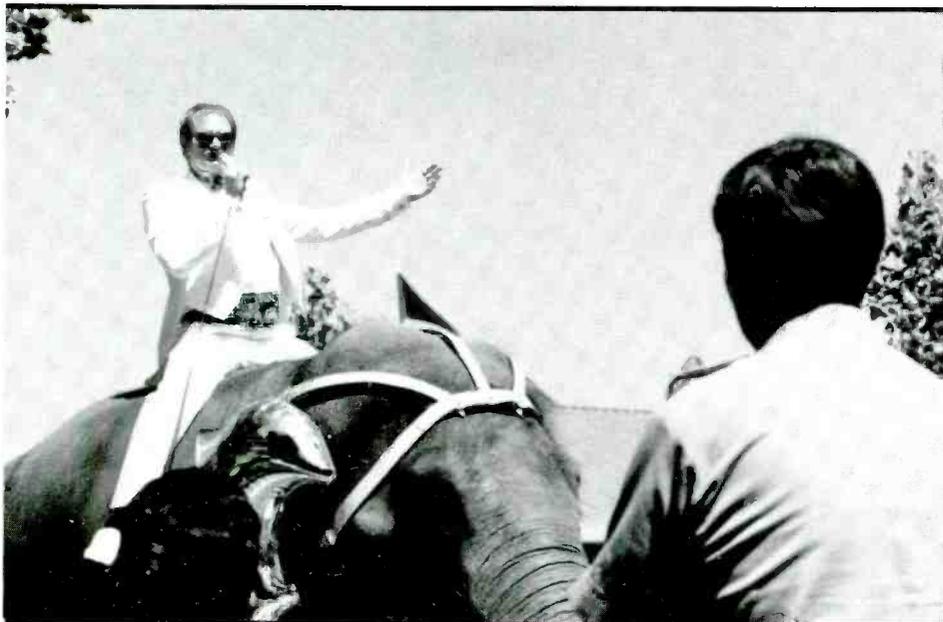
PS: My favorite track is "Diamonds On The Soles Of Her Shoes."

**KZ: Well, I'll keep listening if you do.**

PS: If you come across some interesting music, send it to me, will ya? I'm always interested in hearing interesting new stuff, some interesting band or anything. You always have to ask people, otherwise you won't get to hear it. It's so bland out there. But people do come across some regional or fringe stuff. That's how I got into African music... it's a very tough thing to crack. It's not like you get any points for trying to be interesting. If you try and be interesting, they say, "What the hell are you doing, trying to be interesting. You're upsetting our playlist." ●

# PROMOTIONS

by LISA SMITH and BETTY HOLLARS



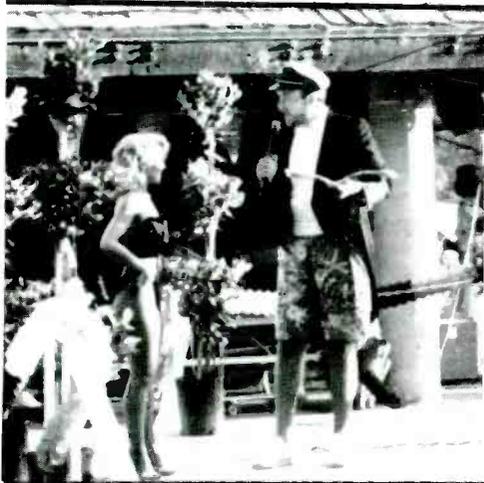
## PICTURE THIS ◀

When Marine World Africa U.S.A. in Vallejo, CA, KKIS-Concord was on hand to celebrate. Listeners were invited to take advantage of special photo opportunities throughout the park and enter the Photo Day contest. Winning pictures may appear in the Marine World official calendar. Over 15,000 patrons heard KKIS as they entered the park and saw afternoon personality Ravi "R.J." Peruman (Asst. P.D. at KKIS) and mid-day personality Jeri Stewart broadcast live. ■

Ravi Peruman perched atop an elephant at Marine World Africa U.S.A. during his live broadcast. Elephant's name is Judy, a 4,000 pound Asian packydem. ■

## KONVOY KRUISE KOURTESY OF ▼ KHWY

Paul Fredericks was the master of ceremonies for the Miss KHWY Konvoy Kruiise beauty pageant, that lucky guy. KHWY-Folsom, CA, hosted the pageant to raise money for Easter Seals as part of their fundraiser projects for the community. They raised more than \$2,000 for this particular event, which also served as a prelude to the annual KHWY Konvoy Kruiise, a gala floating country concert held each year at Folsom Lake. ■



## I WANT HER PRIZE! ▶

One of the hottest shows in Philadelphia this summer was the Budweiser Superfest, featuring Philly's own Patti LaBelle, Luther Vandross, New Edition, Atlantic Starr, The Whispers and Morris Day. POWER 99FM-Philly gave away tickets for the show and went one step further: They ran a promotion that awarded the lucky Grand Prize winner a \$5,000 shopping spree at Patti LaBelle's Boutique, called LaBelle Ami, located in Philadelphia. She was chauffeured to and from the boutique by limo and accompanied by Mary Renkowitz from POWER 99FM, who helped Zippy Clark (the winner) pick some lovely pieces, including a beautiful blue cocktail dress. "I will save this for a very special, special occasion," commented Zippy. ■

◀ Paul Fredericks is shown on the platform at the beauty contest along with one of the contestants as the audience looks on.

Pictured here in Patti LaBelle's Boutique, LaBelle Ami, is lucky winner Zippy Clark (right) and Ms. LaBelle's husband, Armslead Edwards, who is also the manager of the store. ■



# PROMOTIONS

by LISA SMITH and BETTY HOLLARS

## VEGAS IN EGYPT ▶

WJIZ-Albany, GA, sent a lucky listener to Las Vegas in their "Egyptian Weekend" contest. The winner also took along some spending money, courtesy of the station. Tony Wright, P.D., and Ronald Allen, Sales Rep at WJIZ, are very happy with the listener response to the promotion and plan to do more of the same in the near future. ■



Winner of the Egyptian Weekend contest at WJIZ-Albany (in the center) with Tommy Chatman, President of Chatman Beauty Experience (left) and Ronald Allen, sale representative of WJIZ (right).

## RAISING MONEY FOR ILL CHILD

Q107-Washington, D.C.'s Scott Woodside and David Page are attempting to raise \$7,000 in contributions from its listeners for a child stricken seriously ill in the past year. The child suffered a cardiac arrest during a severe asthma attack which resulted in damage to the brain. To help the child re-learn some of the basic activities of daily living, equipment is needed, such as a talking board, feeding equipment, leg braces, and special glasses. This

equipment will be purchased by the Children's Hospital for Sick Children in Washington. Woodside says: "It is such a

great feeling to know so many people in the community care. They are being so generous in their donations, it looks like the station will have no problem raising that amount, if not more." ■



Shown in Goldie's Barbeque during the KFJC No Free Lunch contest are (l-r) Proprietress Goldie, Jose Scott (KFJC Promotions) and winner Vincent Farnsworth and friend, displaying their autographed copy of "No Free Lunch."

## WHO DOESN'T DESERVE A FREE ◀ LUNCH?

KFJC-Los Altos, CA, is the radio station affiliated with Foothill Junior College and the folks there came up with a rather cute promotion: They tied in the PolyGram artists Green-On-Red's "No Free Lunch" LP with a grand prize of exactly that: a free lunch. Listeners were asked to describe, in 25 words or less, "Who Doesn't Deserve a Free Lunch and Why!" The free lunch for two was at Goldie's Barbeque in Palo Alto and, according to Jose Scott, KFJC Promotions Director, here's the winning entry: "Dan Rather, the plastic man...he doesn't eat or drink. Just wind him up and he spews the news." ■

## CONTRARIAN PROGRAMMING

**I**n the stock market, a contrarian is someone with the nerve to hold stocks when prices plummet, to buy them when the market is down or a sound company takes a dive, and to sell them when everyone thinks the market will go on rising forever. Buying cheap and selling high is how you make money on Wall Street, but, even though everyone knows that, people still panic and sell low, or over-optimistically buy high. So it's the contrarian who makes the money.

This is true in almost any endeavor, including radio programming. What gain is there to do what everyone else is doing? The contrarian in programming understands there are many paths to the same destination...only one of them being the currently fashionable way. The programming contrarian studies the audience, studies what has worked in the past, and finds programming approaches that have proven valid for the target audience, but which are out of favor in the industry and not being used. When those approaches are used, the target audience finds them fresh and different. The station stands out and avoids the boredom of following everyone else. Such stations win, if their understanding of the target audience is correct. And better still, the competition never does understand exactly why, and thus cannot effectively fight back, because the approach is "old-fashioned" and "no longer valid." Of course, the listeners don't know what is in or out of style in radio programming. They only know what they like!

The most prominent "contrarian programmer" in the business is the eternal Mike Joseph. His consistent winning record with supposedly outdated concepts is not due to luck, and not due to the fact that he never changes what he does, because he does change. He "goes where they ain't" and, in true contrarian fashion, usually wins big. (It should be noted that he himself encourages the disparaging beliefs about his methods--it's easier to win when you're underestimated!)

Of course, winning also requires some common sense. One of the phenomena I have been lately regarding with amazement is the trend by A/C stations toward carrying syndicated A/C countdowns, rather than Top-40 countdowns. Countdowns of top hits probably have greater appeal to today's adults than to today's kids, because they grew up in an era when Top 40 radio made a major point of them. A/C stations are wise to make use of them, particularly on weekends, when listening patterns vary from the weekday routine and special programs are useful in recycling listeners into the weekend.

But A/C programmers overly concerned with consistency seem to be moving toward A/C countdowns, so much so that Dick Clark has just dropped his Top-40 "Countdown America," leaving only the A/C version. The problem with this is that A/C hits are not the "top hits." They are chosen for adult appeal, yet today's adult listener grew up with countdowns that truly reflected TOP HITS. Believe it or not, today's adult is exposed, through TV, magazines and newspapers--not to mention their kids--to what the hits of today are. They may not care for a lot of them, which is why they listen to A/C, but they understand when a countdown show is lying to them. And that's just what it amounts to: a lie. They don't understand the distinction that "Adult Contemporary" represents. They simply know they aren't hearing today's real hits, and the numbers they're being quoted aren't right.

If the credibility of a countdown program's chart numbers is lost, then what point is there in having a countdown program? Common sense (as well as ratings history in the markets I have studied) shows clearly that an A/C station should either carry the Top-40 countdown or no countdown at all. And for those who worry that many Top 40 hits won't appeal to today's adult, no big deal: If the show is entertaining, they'll listen because they understand and enjoy the concept of the countdown. What's more



*"A Top-40 countdown with an appealing host for adults gives the A/C station an ideal way to keep up with the times musically, avoid a stodgy image, maintain cume and extend the listening span."*

important than the music is the host. For A/C, Dick Clark had the perfect appeal, but he isn't offering a Top-40 countdown any more. Casey Kasem ranks just about as high in adult appeal, and John Leader, with his "Countdown U.S.A.," distributed through NBC, is entertaining for today's adults, too. Most competing Top-40 countdowns have hosts who seem to turn off the A/C listener.

A Top-40 countdown with an appealing host for adults gives the A/C station an ideal way to keep up with the times musically, avoid a stodgy image, maintain cume and extend the listening span. Some A/C's slot 'em Saturday mornings and get some of the highest adult shares of the week, because of the lengthened listening spans that a well-constructed countdown encourages.

There is a common point in the section of this column about the contrarian and the section dealing with countdown shows on A/C. It is the central skill of programming. Programming only works when it is responsive to the listener, regardless of what seems logical or fashionable. The programming need only make sense to the listener to win! ●

# BIO FEEDBACK

by RON FELL

## BARBRA STREISAND

Her recent fundraising backyard barbeque (\$5,000 donation per person) was filmed and Barbra has approved the performance for an HBO airing on December 6th. The estimated \$1 - \$4 million payment from HBO will go to a variety of political and environmental causes.

## MADNESS

On September 6th, after eight years of playing together, the group announced they have split up, but are planning to release a final Christmas single in Britain.

## ELVIS COSTELLO

As part of his upcoming tour, he'll feature his Spectacular Spinning Songbook, a stage prop roulette wheel spun by members of the audience. This wheel of fortune selects the song to be played. Pat Sajak, Vanna White and Geoff Edwards never had it so good.

## DON JOHNSON

One of his earliest acting experiences came in 1969 when he was directed by Sal Mineo in the Los Angeles play "Fortune And Men's Eyes."

## ANDY TAYLOR

If Andy tours, it's likely he'll have members of the recently disbanded Missing Persons in his band.



## LEVEL 42

Though they've recently invaded American radio, this British funk band actually formed in 1972 and they've been signed to Polydor for six years.



## SAWYER BROWN

Prior to being discovered on Star Search in 1983, they toured as the backup band for Don King.

## LIONEL RICHIE

When he joined the Commodores, he was hired as their saxophone player, not for his then unknown singing ability.

## MICHAEL JACKSON

Though no single is planned from his "Captain EO" project for Disney, a television special on the making of Captain EO will air on The Disney Channel on November 18th, hosted by Whoopi Goldberg.

## TAMMY WYNETTE

She was the first female country singer to sell a million copies of one album. Her "Greatest Hits" album went platinum in October of 1971.

## SHEILA E

Look for a new single from Sheila in October. She is now on tour with Lionel Richie.

## SIMPLY RED

Their current single, "Money\$ Too Tight To Mention," is not an original. It was originally recorded by the Valentine Brothers in 1982.

## BEN E. KING

Born Benjamin Earl King in Henderson, North Carolina, he was the lead singer of the Drifters for less than two years (1959 & 1960).

## GLASS TIGER

They're up for three Juno Awards (Canada's Grammy equivalent). The band is nominated for "Album Of The Year," "Single Of The Year" and the band as "Most Promising."

## TOTO

David Paich wrote "Houston," the 1974 song made popular by Glen Campbell. David later co-wrote Cheryl Lynn's "Got To Be Real" with David Foster.

## GENESIS

Phil Collins joined Genesis as a replacement for drummer John Mayhew. Phil became lead vocalist four years later when Peter Gabriel left.



## ARETHA FRANKLIN

The original "Jumpin' Jack Flash" was a hit for the Rolling Stones in the summer of 1968.

## KANSAS

Steve Walsh and Kansas have re-grouped and have signed with MCA Records.

## UB40

During the month of October, UB40 will play a series of 12 concerts in the Soviet Union.

# JUST OUT!



## WHAM!

**"Where Did Your Heart Go?"**

Hot video about to be released.

47 OUT OF THE BOX ADDS

# THE FOLLOW-UP CHART TOPPING SUCCESS



## THE OUTFIELD

**"Everytime You Cry"**

More Hit Music from their debut Multi-Platinum album "PLAY DEEP"

100 Top-40 Stations

Album Radio CHARTBOUND

# POWER-ROTATION CROSS-OVERS



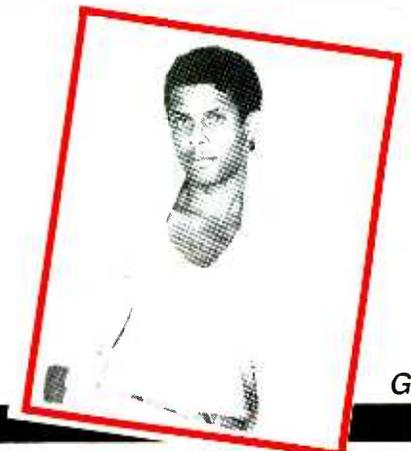
## ORAN "JUICE" JONES

**"The Rain"** 75/21  
18% Hit Factor

Add The Obvious:

Top 10: KIIS/FM 26-10  
FM102 5-3

KMEL 10-8  
KITS 12-10



G  
A  
"S  
Conte  
G.  
GAVIN

COLUMBIA RECORDS



# HAROLD FALTERMEYER & STEVE STEVENS



## "Top Gun Theme"

Every record you've played from TOP GUN has gone all the way.

# ESS STORIES



## BANGLES

### "Walk Like An Egyptian"

Major Requests wherever it's played. 56/17

KUBE Add @ 15      KITS Add  
WMMS Add              KEGL 12-12  
KS103 Add

## GREGORY ABBOTT

### "Shake You Down"

Temporary programming to the Third Power:  
AVIN TOP-40 UP & COMING  
28/8 Add at Y100  
URBAN CONTEMPORARY 13\*-9\*

# TREND SETTER

## THE BURNS SISTERS BAND

### "I Wonder Who's Out Tonight"



"It is THE party anthem of the year. We're getting great phones after one week. If you want your station to have a fun party atmosphere... play this record."

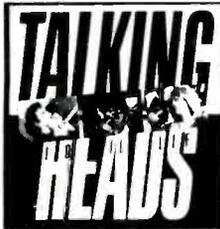
Guy Zapoleon, KZZP

# ALBUM/ALTERNATIVE

## GAVIN ALBUM FRONTLINE



RIC OCASEK



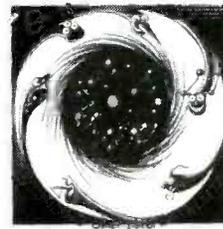
TALKING HEADS



TIMBUK 3



BOSTON



B-52'S



WOODENTOPS



Third Stage-Boston (MCA)

Makes you realize how drum sounds have changed, doesn't it? Even if the overall project does sound a bit dated, I found Scholz's liner notes hilariously candid. Album Radio stations booming the single have found that many of their listeners have memories like elephants. Requests and retail anticipation for **Boston** has been enormous. Top Forty adds have almost totalled two hundred, first week out-of-the-box. There's no denying that this album will receive the ultimate welcome reception while radio bears the brunt of the enthusiasm. Chronologically arranged (well, almost), I found side two easier sifting and much more contemporary sounding. That includes "I Think I Like It," "To Be A Man," and side one's "Amanda" and "Cool The Engines." Did you ever once mistake those guitars for violins? Me neither. Veg on, Tom.



Constrictor-Alice Cooper (MCA)

The man who prefers **Vanna White** to **Pat Benatar** is back in black, with the whips AND the snake. After a few years on the bench, Alice could take it no longer and will unleash some of his own Detroit diesel, hitting the road on a long and elaborate tour. Anything else I say might collide with our upcoming interview, which will be a "killer." For now, fave trax include "The Great American Success Story" (formerly titled "Back To School" for the **Rodney Dangerfield** movie), "Crawlin'" and "Give It Up."

"Don't Get Me Wrong"-The Pretenders (Sire)

The **Pretenders'** "Don't Get Me Wrong" has an uptempo, vibrant instrumental track combined with a clear, sincere vocal track. There's not one micro-ounce of fat on this one. Look for Top Forty to enthusiastically renew their interest in The Pretenders on this one. Let's beat them to the punch.

"Like Flames"-Berlin (Geffen)

Berlin's "Like Flames" is the hot follow-up the band needs to score two consecutive hits. The huge hit off of the "Top Gun" soundtrack was actually **Terri Nunn's** vocal track over a **Giorgio Moroder** creation. On this, a bonafide band effort, Ms. Nunn makes the credible transition from "slut/bitch/whore" to viable front person. Look out!



## wang.chung

"Everybody Have Fun Tonight"-Wang Chung (Geffen)

Sometimes the difference between "like" and "love" lies in turning the damn thing up. Although "Everybody" isn't as hip as "Live And Die In LA," it is glitzy and catchy. Great exploitation of their name. Definitely a guilty-pleasure piece.

"Good Music"-Joan Jett & Blackhearts (Blackheart/Epic)

Yes, that's the **Beach Boys**, the **Republicans** of rock, singing with **Joan Jett**. I've always been a big fan of Joan Jett's energy and honesty. In the context of polished formula rock n roll, I'm sure her music sounds a bit obscure. But put her after a raunchy **Stones** track and it makes all the sense in the world.

## BAD COMPANY

Fame And Fortune-Bad Company (Atlantic)

The last time I saw **Mick Ralphs**, it was as a member of **David Gilmour's** touring band. He looked and played great. Since, Ralphs has spearheaded the reformation of **Bad Company**, minus **Paul Rodgers**, under the "executive" direction of **Foreigner's Mick Jones**. You're bound to hear more comparisons to **Foreigner** than the original **Bad Co.** That's due to **Brian Howe**, who resembles **Lou Gramm**, who resembles **Paul Rodgers**. And the circle is unbroken. Trax: "This Love," "Burning Up" and "Long Walk."

## JAMES BROWN

Gravity-James Brown (Scotti Bros.)

Take it from **Mr. Zimmerman** and **Mr. Isquith**, **Mr. Brown** has made one of the albums of the year. I didn't know **Stevie Ray Vaughan** ripped on "Living In America." Now I do. I didn't know **Steve Winwood** played on the LP's best track, "How Do You Stop." Now I do. I didn't know **Alison Moyet** trades off lead vocals on "Let's Get Personal." Now I do. What I did know was that **James Brown** is the King of the Universe. Hats off to **Dan Hartman**, who did an incredible job writing, producing and performing on this triple-fine LP. Nice suit, Mr. Brown.



Orgasmatron-Motorhead (Profile)

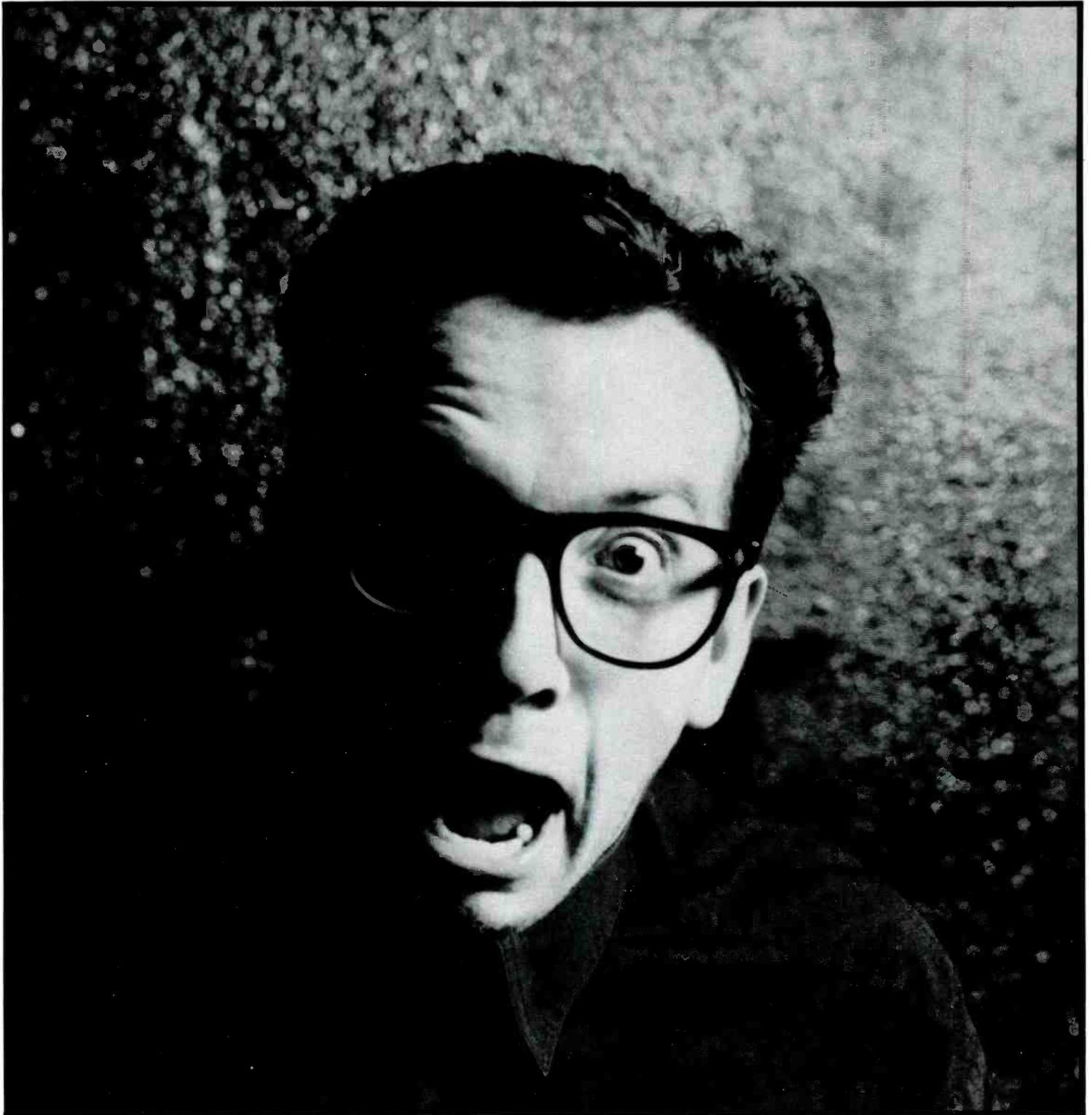
You gotta have a little speed metal to help you speed skate through life. When we're talking metal, there's two categories--1) **Motorhead** and 2) everybody else. It's a good thing producer **Bill Laswell** practiced on **John Lydon's** last record. **Orgasmatron** is an even more radical departure from his other projects. **Orgasmatron** rocks with audacity and raunch. No, your woofers aren't blown. That's really **Lemmy's** voice. **Motorhead** are a British tradition that will never die, even if some former members graduate into bread pudding-dom. Make date with death and blow yourself deaf. Co-produced by **Jason Corsaro**, whose magic graces **Steve Winwood's** latest.



"It's Not You, It's Not Me"-KBC (Arista)

**KBC** stands for **Kantner, Balin, Casady**--three former cornerstones from the **ORIGINAL Surrealistic Pillow Jefferson Airplane**. After straying in separate directions (**Kantner** manning the **Jefferson Starship**, **Balin** singing cozy pop and **Casady** playing radical wave), they've reunited with four additional members to play roomy, aggressive drum-oriented rock n roll. **KBC** sounds unlike any other of the principal's previous affiliations--which constitutes substantial risk, something **Kantner** has built a career on. This is edged Album Radio material. Kent

**TENSION HAS NEVER SOUNDED THIS ALIVE**



Napoleon Dynamite

Blood & Chocolate • September 22, 1986



# ALBUM

CHART

Editor: Kent Zimmerman

Station Reporting Phone (415)392-7750

Reports accepted Mondays at 8 AM through 1 PM Wednesdays

## CERTIFIED



**BILLY IDOL**  
(CHRYSALIS)

**TINA TURNER**  
(CAPITOL)

## MOST ADDED

1. "To Be A Lover"-**BILLY IDOL**  
(Chrysalis-12")
2. "Everybody Have Fun Tonight"-  
**WANG CHUNG** (Geffen-12")
3. **GEORGIA SATELLITES** (Elektra)
4. Fame And Fortune-  
**BAD COMPANY** (Atlantic)

**MY**  
**2 cents**



straight to the Most Added column. **Billy Idol** predictably swept both Most Added and Certified. Next came the celebrative **Wang Chung**, urging us all to "Have fun." Technically the Most Added ALBUM was **Georgia Satellites**, who had an impressive week out-of-the-box. Following the Satellites is the revamped version of **Bad Company**. I'd expect **Wang Chung**, **Georgia Satellites**, and **Bad Company** all to debut next week once their adds points turn into rotation points...**Ric Ocasek** takes it to the hoop. This is a fine album. I'm surprised we're not being inundated with fresh tracks. They're certainly a lot to choose from. "Emotion In Motion" is a Top Forty hit ballad, and **Smithereens** regained its line this week, moving one slot up, 9-8, no mean feat considering the competitive Top Ten. **Eddie Money** and **Timbuk 3** remain even, though lined...It's only been six years since **Boston's** third album, but the enthusiasm is still strong nonetheless. Any hoopla surrounding the album's release has been subdued. The album was cut in **Tom Scholz's** basement using rockman units rather than stacks of amplifiers. It's actually a very reactionary effort, rooted in rock n roll the old way, minus any synths. Look for next week's Most Added slot to include the **Boston Third Stage LP**...As the **Til Tuesday LP** reaches your desk, the single is approaching the Top Ten, 35-19-15 and climbing...**Bryan Adams**, returning the favor by joining **Tina Turner** on her LP, makes a big impression by debuting at #22. Also scattered action on the **Mark**

2W LW TW

1	1	1	<b>RIC OCASEK</b> (Geffen) "EMOTION" "TRUE" "KEEP"
--	3	2	<b>TALKING HEADS</b> (SIRE) "WILD" "EVIDENCE" "SALE"
4	2	3	R.E.M. (IRS) "Fall" "Superman" "Begin"
1	4	4	<b>HUEY LEWIS &amp; THE NEWS</b> (CHRYSALIS) "LADDER" "HIP" "WHITE" "STACK"
2	6	5	Steve Winwood (Island/Warner Bros.) "Freedom" "Split" "Take"
--	7	6	<b>JOHN FOGERTY</b> (WARNER BROS.) "CHANGE" "HEADLINES" "ZOMBIE"
6	8	7	David + David (A&M) "Boomtown" "Swallowed"
8	9	8	<b>SMITHEREENS</b> (ENIGMA) "BLOOD"
3	5	9	Peter Gabriel (Geffen) "Eyes" "Big" "Rain"
10	10	10	<b>EDDIE MONEY</b> (COLUMBIA) "HOME" "SLEEPING"
15	11	11	<b>TIMBUK 3</b> (IRS) "BRIGHT" "HAIRSTYLES"
11	12	12	Eurythmics (RCA) "Tomorrow" "Man" "Thorn"
--	21	13	<b>BOSTON</b> (MCA-12") "AMANDA"
21	18	14	<b>BRUCE HORNSBY &amp; THE RANGE</b> (RCA) "WAY" "EVERY" "RED"
35	19	15	<b>TIL TUESDAY</b> (EPIC-12") "WHAT"
18	17	16	<b>PAUL SIMON</b> (WARNER BROS.) "AL" "GRACELAND" "DIAMOND"
17	16	17	Triumph (MCA) "Somebody's"
16	14	18	Billy Joel (Columbia) "Trust" "Time" "Mulberry"
9	20	19	Genesis (Atlantic) "Deep" "Throwing" "Land"
13	13	20	Bonnie Raitt (Warner Bros.) "Lady" "Crime"
24	23	21	<b>BON JOVI</b> (MERCURY) "BAD" "WANTED"
--	--	22	<b>TINA TURNER</b> (CAPITOL) "STARTED"
14	15	23	Icehouse (Chrysalis) "Border" "Paradise"
20	22	24	Neil Young (Geffen) "Weight" "Touch"
15	25	25	<b>UB40</b> (A&M) "Song"
--	--	26	<b>BILLY IDOL</b> (CHRYSALIS-12") "LOVER"
32	30	27	<b>DAVID LEE ROTH</b> (WARNER BROS.) "CRAZY" "BUFFALO"
28	31	28	<b>PAUL McCARTNEY</b> (CAPITOL) "STRANGLEHOLD" "ANGRY"
36	35	29	<b>ROBERT PALMER</b> (ISLAND) "TURN"
37	33	30	<b>WOODENTOPS</b> (COLUMBIA) "GET" "GOOD"
31	32	31	Rainmakers (Mercury) "Go-Go" "Stream"
--	--	32	<b>PETE TOWNSHEND/PLAYING FOR KEEPS</b> (Atco/Atlantic) "Bare" "Life"
23	27	33	Daryl Hall (RCA) "Foolish" "Dreamtime" "Born"
--	39	34	<b>BILLY SQUIER</b> (CAPITOL-12") "HERO"
29	26	35	Don Johnson (Epic) "Heartbeat"
38	36	36	Gene Loves Jezebel (Geffen) "Heartache"
--	38	37	<b>CYNDI LAUPER</b> (PORTRAIT) "TRUE" "GOING"
--	--	38	<b>RICHARD THOMPSON</b> (POLYDOR) "VALERIE"
--	--	39	<b>IGGY POP</b> (A&M-12") "CRY"
--	--	40	<b>ARETHA FRANKLIN</b> (ARISTA-12") "JUMPIN'"

## CHARTBOUND

- \***WANG CHUNG** (Geffen) "Fun"
- OUTFIELD** (Columbia) "Cry"
- \***GEORGIA SATELLITES** (Elektra) "Hands"
- STABILIZERS** (Columbia) "Simple"
- \***ELVIS COSTELLO** (Columbia) "Tokyo"
- B-52'S** (Warner Bros.) "Summer"
- \***BAD COMPANY** (Atlantic) "This"
- STRAY CATS** (EMI America) "Rocker"
- FRANKIE GOES TO HOLLYWOOD** (Island) "Rage"
- \***TONIO K** (What/A&M) "Perfect"
- HUMAN LEAGUE** (A&M) "Human"
- \***MARK GERMINO** (RCA) "Sally Baker"
- \***LOVE & ROCKETS** (Big Time/RCA) "Express"
- OMD** (Virgin/A&M) "Live"
- \***ROSSINGTON** (Atlantic) "Turn"
- \***JASON & SCORCHERS** (EMI America-12") "19th"

**Knopfler** penned and produced track, "Overnight Sensation." The title track, "Break Every Rule" ain't bad neither...Whoever thought of the packaging for the new KBC two twelve inch on Arista was a genius. Did you notice the washed out Oriental lettering on the cover? Wonder

what that means?...Thoughts while shaving. I'll betcha **Joan Jett** is going to become a BIG STAR once her movie with **Michael J. Fox** hits the screen. Apparently they play bandmates and Michael J. isn't that bad of a guitar player to boot. Joan's new LP contains some interesting covers including **Jonathan Richman's** "Roadrunner," which I first heard on the Beserkley Chartbusters album when I first joined The Gavin Report. Now doubt **Kenny Laguna** had something to do with that selection. Other covers include the **Beach Boy's** "Fun Fun Fun" and **Hendrix's** "You Got Me Floatin'." My favorites aren't the covers at all. I like "This Means War" and "Black Leather." Her "name is Joan Jett and she don't care." Totally unrelated is the **Stabilizers**, who had an impressive week coming back with the "Simple" track. I saw a qualitative list of adds with more than a few mentions of phones. Other happening acts include a list of debuts-- **Richard Thompson**, **Iggy Pop** and **Aretha Franklin**. I'm hearing critical raves about **Elvis Costello** and **Frankie Goes To Hollywood**, whose promo-CD takes you on a **Jules Verne** trip into the world of the Twelve Inch Mix. That's twelve inches or four inches...Additions to Chartbound worth investigating includes **Mark Germino** and **Love & Rockets**. KZ

# EARTHRISE

TANDY & MORGAN



TANDY & MORGAN  
31901 VIRGINIA WAY, LAGUNA BEACH, CA 92677  
PH. (714)499-6227  
Produced By - Richard Tandy, David Morgan,  
Steve Lipson



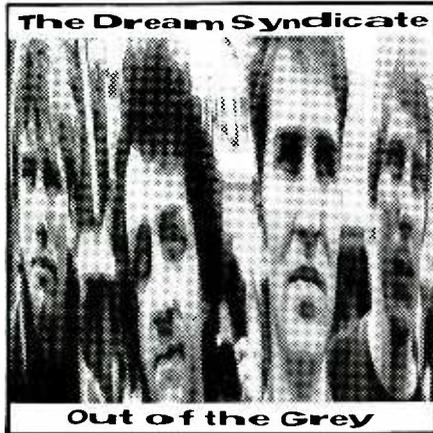
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# ALTERNATIVE

CHART

## CERTIFIED

2W LW TW

Station Reporting Phone (415)392-7750  
Reports accepted Mondays at 9 AM through 1 PM Wednesdays



RICHARD THOMPSON  
(POLYGRAM)



ELVIS COSTELLO  
(COLUMBIA)



LOVE & ROCKETS  
(BIG TIME)

## MOST ADDED

1. Georgia Satellites-GEORGIA SATELLITES (Elektra)
2. Express-LOVE & ROCKETS (Big Time)
3. Blood & Chocolate-ELVIS COSTELLO (Columbia)
4. High Octane Revival-SCRUFFY THE CAT (Relativity)
5. "19th Nervous Breakdown"-JASON & SCORCHERS (EMI America-12")
6. In Your Face-FISHBONE (Columbia)

## IMPORT INDIE

- NICK CAVE (Homestead) "Parties"  
PETER MURPHY (Beggars Banquet) "Beauty"  
GONE FISHIN' (Restless) "Rapture"  
CHAMELEONS (Geffen UK) "Swamp"  
ICICLE WORKS (Beggars Banquet) "Jane"  
TSOL (Enigma) "Nothing" "Change"  
LOVE DELEGATION (M.T./Celluloid) "Good"  
LEO KOTTKE (Private) "Shout"  
VIRGIN PRUNES (Touch & Go)  
DAVID SYLVIAN (Virgin/UK) "Veil"  
EXECUTIVE SLACKS (Fundamental) "Rock"  
SCOTT GODDARD (Greenworld/818)  
SCRUFFY THE CAT (Relativity) "40"  
HOUSEMARTINS (Go-Disc) "Happy"

## ALTERNATIVE ACTION

The Woodentops continue their chase to conquer the chart over REM. REM brings in the same numbers while The Woodentops increase their chart points by 10%. This brings them to within 20% of the leaders. Elsewhere, the Talking Heads full album debuts within the top five and is heading to do battle with the aforementioned groups. Richard Thompson is our highest debut and Certified by attracting Max: airplay at KCMU, KEYX, KVMN, KABL,

1	1	1	R.E.M. (IRS) "FALL" "SUPERMAN" "BEGIN" "TOUCH" "BELIEVE"
3	2	2	WOODENTOPS (ROUGH TRADE/COLUMBIA) "GET" "THING" "TODAY"
2	3	3	UB40 (Virgin/A&M) "Sing" "Meet" "Blame" "Rat"
--	--	4	TALKING HEADS (SIRE) "WILD" "PUZZLIN'" "SALE"
8	5	5	Gene Loves Jezebel (Geffen) "Heartache"
9	6	6	TIMBUK 3 (IRS) "SHADES" "HAIRSTYLES" "CHEAP"
7	7	7	Smithereens (Enigma) "Blood" "Cigarette" "Tuesday"
5	8	8	Eurythmics (RCA) "Tomorrow" "Pain" "Thorn"
4	4	9	The Smiths (Rough Trade/Sire) "Queen" "Panic" "Big" "Girls"
22	11	10	HUNTERS & COLLECTORS (IRS) "ARMS" "ANYBODY" "GOODBYE"
10	10	11	Game Theory (Enigma) "Tomorrow" "Subtlety"
23	20	12	B-52'S (WARNER BROS.) "SUMMER" "GIRL"
12	12	13	Bill Nelson (Portrait) "Contemplation"
16	15	14	DAVID + DAVID (A&M) "BOOMTOWN" "CRACKS"
25	16	15	EASTERHOUSE (COLUMBIA) "WHISTLING"
24	19	16	PAUL SIMON (WARNER BROS.) "GRACELAND" "BUBBLE"
13	14	17	Screaming Blue Messiahs (Elektra) "Smash" "Yonder"
20	18	18	Agent Orange (Enigma) "Voices"
11	13	19	Doctor & Medics (IRS) "Spirit"
--	--	20	RICHARD THOMPSON (POLYDOR/POLYGRAM) "VALERIE" "BONE"
26	23	21	CHRISTMAS (BIG TIME) "PLANS"
--	28	22	SID & NANCY SOUNDTRACK (MCA) "STRUMMER" "POGUES"
--	26	23	RIC OCASEK (Geffen) "EMOTION"
--	--	24	ELVIS COSTELLO (COLUMBIA) "TOKYO" "BLUE"
--	--	25	LOVE & ROCKETS (BIG TIME) "EXPRESS" "YIN"
--	27	26	THE FALL (BEGGARS BANQUET) "PHARMACIST"
14	17	27	Peter Gabriel (Geffen) "Eyes" "Big" "Red"
15	21	28	Van Morrison (Mercury/PolyGram) "Warm" "Paradise" "Ivory"
17	22	29	Guadalcanal Diary (Elektra) "Cattle" "Club" "Lonely"
18	24	30	Steve Winwood (Island/Warner Bros.) "Freedom" "Split"



## SPOTLIGHT LP

### Gravity - JAMES BROWN (Scotti Brothers)

The subject of narrow programming on Alternative radio was a heated topic, during our Cutting Edge program at last February's Gavin Seminar For Media Professionals. The crux of the discussion was the lack of exposure for other formats of music, namely Urban artists. The discussion ended with a suggestion by John Rosenfelder that Alternative programmers consciously work at widening their stylistic borders. Earlier this year I addressed this issue in regards to Dwight Yoakam's outstanding album. Now we find ourselves with another opportunity with James Brown's brilliant new album. His influence on countless Alternative artists is obvious, and there should be no hesitation on this record with the vital criteria (relevancy and high quality music) met. The single, "Gravity," is irresistible and the slower ballads, "How Do You Stop" (with Steve Winwood on organ) and "Return To Me" are premium material. Alison Moyet lends her beautiful vocals on "Let's Get Personal."

### Friends - THE BOLSHOI (IRS)

The Bolshoi have already established a limited, yet attentive, following with their previous release on IRS. Now with this more accessible follow-up "Friends," they are about to embark on a journey that will take them to the ears of many new listeners. The Bolshoi's music is embodied in a dark mood with a silver lining-like an odd cross-breed between the Sisters Of Mercy and the Dream Academy (if you can imagine that). The Bolshoi are "going to have to wear shades" with tracks like "A Way", "Modern Man", "Romeo In Clover" and "Fat And Jealous" displaying some of this band's talented potential.

Peter

## CHARTBOUND

- IGGY POP (A&M-12") "Cry"  
EVERYTHING BUT... (Sire) "Come" "Hitler"  
JOHN FOGERTY (Warner Bros.) "Zombie"  
DEAD MILKMEN (Restless) "Hippies"  
PETE TOWNSHEND (Atco) "Save"  
JAMES (Blanco Y Negro/Sire) "Scarecrow"  
STRAY CATS (EMI America) "Rocker"  
FRANKIE GOES... (ZTT/Island-12") "Rage"  
HUMAN LEAGUE (Virgin/A&M) "Human"  
MARTI JONES (A&M) "Alright"  
NEIL YOUNG (Geffen) "Touch"  
BEAT RODEO (IRS) "Twin"  
PHIL ALVIN (Slash/Warner Bros.) "Daddy"  
GEORGIA SATELLITES (Elektra) "Keep"  
JASON & SCORCHERS (EMI America-12") "19th"  
FISHBONE (Columbia) "Problems"

WXYC, WUOG, WUNH, WNCS, etc. Our two other Certified records, Elvis Costello and Love & Rockets, should all achieve excellent results in the coming months. Our Most Added album, the Georgia Satellites, beams in some serious stations: WBCN, WRUV, WWVU, WTUL, KABL, WMRY, WOXY, KACV, KVRE, KUSF, KBCO, etc. Record To Watch is Scruffy The Cat (see KZ review last week), who achieved 4th Most Added status with stations like WBCN, KUSF, WOXY, WPRB, KABL, WRUV, WRUV, KBSU, KCMU, etc.

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### AGENDA

#### Day 1—DISCOVERY

Halloween, Friday, October 31

#### KEYNOTE ADDRESS

FROM THE TURF TO THE TOP—A CASE STUDY

#### NEW ARTISTS AND:

Independent Record Labels  
Music Publishing  
International Licensing  
The Underground Concert Circuit  
College Radio  
Management  
Underground Networking  
Fanzines And Local Press  
New Technology  
A&R

#### Genre Workshops—The Development Of:

Metal      Rhythm      Folk  
Jazz      Reggae      Country

Evening:

First-Ever "Scary Monsters" Halloween  
Costume Ball & Showcase  
Plus Club Weekend in NYC & Record Company Suites

#### Day 2—DEVELOPMENT & MARKETING

Saturday, November 1

#### NEW ARTISTS AND:

Major Record Labels  
Progressive Album Radio  
The College Radio Audience  
Indie Distribution  
CHR Radio  
The Video Medium  
The Retail Connection  
Visual Marketing  
Music Journalism

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The 1986 New Music Awards

(Program subject to change)

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For more information on showcasing, panels, exhibition space, hospitality suites, advertising and other promotional opportunities, contact  
Joanne Abbot Green, (516) 248-9600

## NORTHEAST

**BRAMPTON, ON****DON BERNES-CFNY 416-453-7452**

ADDS: B. Idol, B. Ferry, EBTG, Spoons, Dead or Alive, Paul Simon. MAX: T.Heads, 5440, Stray Cats, S. Winwood, Elvis C., REM, T.Twins, Thinkman, F.Goes To, OMD. MODS: D. Sylvian, W. Party, The The, B. Idol, Double, Gene Loves, Rainmakers, Grapes of Wrath, Perfect World, Chameleons, T. Robinson, Sandi Shaw, Stranglers, Smithereen, G.Diary, Machinatio, S. Blue M., EBTG, D.A.F., Furniture, Real Life, Chameleons, Mission, Yello.

**LYNN, MA****B.MCDONALD/M.BRIGHT-WFNY 617-595-6200**

ADDS: W. Party, Venetians, Love&Rockt, The Buddy System, B. Idol. MAX: S. Blue M., R.Ocasek, UB40, Gene Loves, T.Heads, Eurythmics, Hunters&C., Smiths, Lover Spks, Smithereen, REM, P.Gabriel, B-52s. MODS: R.Thompson, Iggy Pop, TSOL, East'house, Townshend, Sid&Nancy, F.Tovey, B.Nelson, Nails, Icehouse, Fixx, David +, T.Tuesday.

**BOSTON, MA****QEDIPUS/BOB KRANES-WBCN 617-266-1111**

ADDS: R.Thompson, Georgia S., East'house, B. Idol, W.Chung, Bad Co., T.Turner, A.Cooper, Elvis C., Jason & S., Scru./Cat. MAX: Run DMC, P.Gabriel, T.Heads, Paul Simon, Van Halen, H.Lewis, Thorogood, T.Tuesday, Dylan, REM, Boston, R.Ocasek, E.Money, C.Lauper, B.Joel, D.L.Roth, J.Fogerty, Seger, Smiths, Daryl Hall, B. Idol, D. Johnson, Genesis, B. Squier, Triumph, John Eddie, Aretha, Neil Young, New Man, Elvis C., S. Winwood, Gene Loves, Lover Spks, Timbuk 3, Woodentops, UB40, Bon Jovi, Iggy Pop, David +.

**PETERBOROUGH, NH****JIM LEONARD-WMDK 603-924-7165**

ADDS: T. Turner, Townshend, Metropolitan Blues..., M. Germino, W.Chung, L.McNally, The City, New Man. MAX: Paul Simon, J.Fogerty, T.Heads, R.Ocasek, T.Turner, REM, Woodentops, Timbuk 3, Com. Cody, Stray Cats, M. Jones, McCartney, C.Lauper, Smithereen, UB40, B.Raitt, H.League, V.Morrison, S. Winwood, Dylan. MODS: Daryl Hall, Aretha, Eurythmics, R.Thompson, B-52s, B.Hornsby, T.Tuesday, Beat Rodeo, David +, Tonio K, B.Joel, H.Lewis, M.Bianco, Jms. Brown, Untouchabl, Neil Young, B.Busters, Southside, B.Nelson, Rosie Vela.

**HANOVER, NH****M.GREENSTEIN-WDCR/AM 603-646-3986**

ADDS: F.Goes To, R.Thompson, Reactions, M. Germino, Iggy Pop, UB40. MAX: Sid&Nancy, B-52s, Alphaville, Woodentops, J.Richman, REM, E.R.Porter, G. Theory, Sid&Nancy, Tonio K, Timbuk 3. MODS: G.Diary, Hunters&C., B.Cockburn, Smiths, Playmates, VPs, Reactions, E.Grant, Smithereen, M.Bianco, Dr.&Medics, Crowded H., Cure, F.Goes To, R.Thompson, M. Germino, Iggy Pop.

**HANOVER, NH****BHAYSAR/WACHEN-WFRD 603-646-3313**

ADDS: R.Ocasek, J.Fogerty, T.Heads, Neil Young, Van Halen, Aretha, Georgia S. MAX: R.Ocasek, E.Money, T.Heads, H.Lewis, Boston, REM, S. Winwood, D.L.Roth, Bon Jovi, Triumph, David +. MODS: J.Fogerty, B.Joel, Outfield, Smithereen, B.Hornsby, Timbuk 3, T.Tuesday, R. Palmer, Seger, Rainmakers, Icehouse, H.Suite, B.Country.

**DURHAM, NH****TODD BISSON-WUNH 603-862-2087**

ADDS: Love&Rockt, Fishbone, New Orders, Steinski&M.M., Fields of Nephilim, It's Immaterial, R.Wyatt, Volcano S., Adult Net, Icicle Wk., Thrw.Muses. MAX: Woodentops, Dead Milk., N.Jameson, G.Carlin, Hipsway, Ed Kuepper, G. Fishin', Chameleons, The Fall, Scru./Cat, Elvis C., Also Trees, Mission, R.Thompson, Chain L.F., UB40, Hunters&C., L. Lizards. MODS: REM, Dogmatics, Untouchabl, Timbuk 3, Dr.&Medics, Christmas, Gang Green, Sid&Nancy, Bolshoi, Neon Judg., T.Mortal C.

**BURLINGTON, VT****D.WYGMANS/DYLAN-WRUV 802-656-2247**

ADDS: Thrw.Muses, Iggy Pop, Fetchin' B., S.Ciani, Ru Paul, Philly Cream, Robin Duke, Kalima, Leather Nun, Scru./Cat, Love&Rockt, Georgia S., D. Sylvian. MAX: REM, Run DMC, L. Reed, Dead Milk., Whistle, H'wood Indians, R.Duke, Sea Bank, S. Blue M., Sisterhood, Felt, Blue In H., Sid&Nancy, G.Diary, Icicle Wk.. MODS: Raunch H., Nixon&Pop., Brilliant, Screaming Broccoli, Test Dept., Philly Cream, K.Blow, Oran'Juice'Jones, Naked Raygun, Dazz, Anthony & The Camp Christmas, Revolt. C., Calibate R, R.Miller, Chris&Cos., Mission, Suicide T., PIL, B.Mesczoic, BoDeans, B.Farmers, APB, Woodentops, Feelies.

**MONTPELIER, VT****JODY PETERSEN-WNCS 802-223-2396**

ADDS: Elvis C., The City, Fishbone. MAX: Paul Simon, H.Lewis, BoDeans, David +, Woodentops, Eurythmics, B.Raitt, R.Thompson, S. Winwood, D.Lindley, B.Joel, Beat Rodeo, Timbuk 3, Double, P.Gabriel. MODS: R.Ocasek, P.Case, Seger, C.Lauper, B.Hornsby, T.Heads, T.Turner, Burns Sis., Smithereen, B.Carlsle, Joan A., Walk The W, REM, 5440.

**DANBURY, CT****A.COREY/K.WILKINS-WXCI 203-792-8666**

ADDS: EBTG, Jason & S., Fishbone, Bolshoi. MAX: Gene Loves, REM, UB40, Love&Rockt, H.League, He Said, Smiths, Woodentops, Real Life, G. Theory. MODS: Lover Spks, T.Heads, Indoor L., T.Tuesday, Sid&Nancy, F.Goes To, H'martins, Christmas, B-52s, Elvis C., Eurythmics, Agent O., Beat Rodeo, Oingo B., N.Jameson.

**TRENTON, NJ****JEFF QROSOZ-WTSR 609-771-2420**

ADDS: Love&Rockt, Depeche M., Thrw.Muses, Elvis C., F.Tovey. MAX: S. Blue M., Smiths, The Fall, P. Murphy, Love Gash, Sisterhood, Gene Loves, Dead Milk., Ciccone Y., G. Theory, Cure, Hunters&C., Smithereen. MODS: Love&Rockt, B-52s, B.Nelson, Adult Net, Ex. Slacks, Elvis C., Dr.&Medics, Woodentops, EBTG, Spiral Jetty, V.Prunes, Raunch H., True B., Gargyl.Sox.

**PRINCETON, NJ****KEN KATKIN-WPRB 609-921-9284**

ADDS: Elvis C., EBTG, Suburan Nightmare, John Holp, Celtic Frost, Happy Monday, Moving Targets, Slapshot, St.Cecelia, Wild Stares, Lemonheads, H.League, Gang Green, Scru./Cat, Oysters. MAX: Descendts., T.Heads, The Fall, Nixon&Pop., Reactions, Half Man,H.B., Newd, Johnsons, Ciccone Y., Run DMC, Christmas, Antietam, Mekons, Calibate R, Townshend, Dead Milk.. MODS: G. Theory, Volcano S., R.Thompson, Petrol Em., Yellowman, Dagnasty, Spiral Jetty, Beat Temptation, Mahotella Queens, REM, Iggy Pop, Sid&Nancy, B-52s, Smithereen, Squirrel B.

**NEW YORK, NY****KENDALL/CHERNOFF-WNEW/FM212-986-7000**

ADDS: B. Idol, Bad Co., C.Lauper, Rainmakers, W. Party. MAX: Boston, J.Fogerty, P.Gabriel, Genesis, B. Idol, B.Joel, H.Lewis, McCartney, E.Money, Smithereen, T.Heads, Thorogood, Townshend, S. Winwood, David +, REM. MODS: Bad Co., Beach Boys, Bon Jovi, Elvis C., J.Fogerty, Fab TB'S, P.Gabriel, Genesis, R.Ocasek, R. Palmer, Iggy Pop, L. Reed, D.L.Roth, Timbuk 3, Playing FK, T.Tuesday, S. Winwood, Neil Young, B.Farmers, Burns Sis., B.Hornsby, Rainmakers.

**NEW YORK, NY****L.DUCK/MCNAMARA-WLIR 516-485-9200**

ADDS: B. Idol, a-Ha, Elvis C., W.Chung, Arcadia, Playing FK. MAX: T.Heads, R.Ocasek, H.League, REM, B-52s, Iggy Pop, B. Ferry, Smiths, Timbuk 3, OMD, Elvis C., S. Blue M., Dr.&Medics, Smithereen, UB40, P.Gabriel, R. Palmer, Depeche M., INXS, Lover Spks, Alphaville, Eurythmics, Gene Loves, Woodentops, F.Goes To, Pushwang, B.Nelson, B. Idol, a-Ha, W.Chung, Arcadia, Playing FK. MODS: T.Tuesday, Communards, H'martins, A of Noise, Love&Rockt, Bangles, B.Monkeys, B.A.D., Icehouse, Tonio K, S.Minds, Models, Burns Sis..

**NEW YORK, NY****LEIGH LUSTBERG-WNYU 212-598-3036**

ADDS: Angst, Husker Du, Dead or Alive, AC Marias, 23 Skidoo, Swans, Tony Smith, New Order, Toy Dolls, Felt. MAX: Janitors, The Fall, Chameleons, Sa Fire, Reptiles at Dawn, Zodiac Mind Warp, S.Lyies, Cameo, Sybil, Fats Comet, Bad Brains, REM, Ramones, Yellowman, 7 Seconds. MODS: Kill Joke, Downy Mill., Full Force, Birdhouse, Naked Prey, Steinski&M.M., Stand, Hasil Adkins, Blue Zone, Snake Out, Tripod J., Iggy Pop, Fetchin'B., T.Mortal C., Ghost Dan..

**STONEYBROOK, NY****WENDY HAWKS-WUSB 516-246-7901**

ADDS: T.Heads, Edge City, Sugar Minott, Elvis C.. MAX: Paul Simon, Yellowman, S.Ciani, REM, Dr. John, R. Frapp, M. Jones, Elvis C., Bob Marley. MODS: Joan A., Prolitar., Himmelman, E.Grant, James Ingram, Root Boy Slim, Hunters&C., EBTG, Indoor L., Woodentops, Stray Cats, Psych.Trn., H.League, Notorsche, Mekons, Nick Cave, UB40.

**ALBANY, NY****ANDY SKIBINS-WCDB 518-442-5262**

ADDS: Iggy Pop, M. Sweet, OMD, Communards, Fishbone, The Quick. MAX: Smiths, REM, Screaming Tribesmen, Icicle Wk., Smithereen, Feelies, T.Heads, 5440, P.Case, Sig.Sig.S., Woodentops, Timbuk 3. MODS: Dead Milk., Crowded H., Joan A., H.League, Johnsons, J.D.McFady., Raunch H., Hunters&C., N.Jameson, Squirrel B., PIL.

**BUFFALO, NY****BILL WOELFEL-WBNY 716-878-5104**

ADDS: T.Heads, Elvis C., Yanni, Godfathers, New Order, Church, Danielle Dax, Psychic TV, Love&Rockt, R.Thompson. MAX: Smithereen, P.Case, Woodentops, Leo Kottke, Dead Milk., Gene Loves, Camper Van, F.Tovey, Iggy Pop, Eurythmics, Sid&Nancy, L. Lizards, N.Jameson, H'martins, Dr.&Medics, Beat Rodeo, V.Prunes, REM. MODS: B.Nelson, The The, Thinkman, Agent O., Chameleons, XTC, Ghost Dance, Wedding Present, Nick Cave, Stranglers, Hunters&C., The Fall, OMD.

**PITTSBURG, PA****D.J.BIRD/D.McNANA-WXXP 412-821-6140**

ADDS: Bangles, Cure, F.Goes To, Gene Loves, R.Ocasek, The Quick, Woodentops, B-52s, B. Ferry, H.League, B. Idol, OMD, Iggy Pop, REM, T.Tuesday. MAX: Alphaville, B-52s, Eurythmics, J.Fogerty, R. Palmer, REM, Smithereen, T.Heads, Timbuk 3, UB40, Bangles, Annabella, Cure, Gene Loves, Lover Spks, Models, P.in Pink, S. Blue M., Smiths, Tonio K, S. Winwood, Woodentops, Depeche M., P.Gabriel, Genesis. MODS: INXS, B.Carlsle, R.Ocasek, Pet Shop B, Vindaloo, S.Minds, Sting, Beatles, Townshend, Simp.Red.

**PHILADELPHIA, PA****TED UTZ/ERIN RILEY-WMMR 215-561-0933**

ADDS: B. Idol, David +, Stabilizer, Van Halen, B.Hornsby, Elvis C., Bad Co.. MAX: P.Gabriel, Genesis, S. Winwood, D.L.Roth, T.Heads, H.Lewis, J.Fogerty, R.Ocasek, Daryl Hall, REM, E.Money, R. Palmer, Boston. MODS: John Eddie, McCartney, Bon Jovi, B.Joel, B. Squier, R.Stewart, Bricklin, Seger, Fixx, Neil Young, Southside, L. Reed, T.Turner, Aretha, Red Rider, Triumph, Cinderella, Rainmakers.

## SOUTHEAST

**WASHINGTON, DC****EINSTEIN/SHOWACRE-WHFS 301-263-1430**

ADDS: Iggy Pop, K.T.P., B. Idol, W. Party, Lou Ann Barton, Fishbone, Jms. Brown, H'martins, Jason & S. MAX: REM, T.Heads, P.Gabriel, Timbuk 3, Smithereen, Eurythmics, Elvis C., M. Jones, V.Morrison, B.Raitt, S. Winwood, Smiths, J.Fogerty, UB40, Agent O., Stray Cats, Woodentops. MODS: B.Nelson, BoDeans, Burns Sis., P.Case, Paul Simon, B-52s, David +, G.Diary, R.Thompson, R. Crowell, Rainmakers, B.Busters, Neil Young, Taj Mahal, Dream Syn., Leo Kottke, S. Blue M., B.Farmers, Beat Rodeo, EBTG, C.Lauper, Broken H., Crowded H..

**RICHMOND, VA****SHUGRUE/GROSSMAN-WRXL 804-282-9731**

ADDs: B. Idol, Bad Co., Timbuk 3, Beach Boys, J. Beauvoir, Iggy Pop, Smitheren, Georgia S.  
MAX: J. Fogerty, S. Winwood, H. Lewis, REM, B. Hornsby, R. Ocasek, Boston, E. Money, T. Heads,  
T. Turner. MODS: Triumph, Bon Jovi, R. Palmer, David +, H. Lewis, Thorogood, Townshend,  
Icehouse, Outfield, T. Tuesday, D.L. Roth, S. Winwood, Genesis, J. Fogerty, B. Idol, Bad Co.,  
Timbuk 3, Beach Boys.

**MOHAGANTOWN, WV****SUSAN KENNEDY-WWVU/FM 304-293-3329**

ADDs: Georgia S., EBTG, M. Jones, Bolshoi, Thru. Muses, Fetchin' B.. MAX: B. Ferry, Woodentops,  
Hunters & C., Gene Loves, Broken H., Chain L.F., East'house, G. Fishin', Scruf./Cat, UB40,  
Dr. & Medics, Love & Rock, Christmas, REM, G. Diary, B. Farmers, Smitheren, S. Blue M.. MODS:  
H'martins, B-52s, B. Nelson, Iggy Pop, Elvis C., Fats Comet, Dead Milk, Chameleons, F. Murphy,  
David +, Timbuk 3.

**CHAPEL HILL, NC****LISA MARIE JERNIGAN-WXYC 919-962-7768**

ADDs: Sonic Y., Antietam, Das Damon, Slovenly, Johnsons. MAX: T. Heads, East'house,  
N. Jameson, REM, Hunters & C., Suicide T., M. Jones, Woodentops, B-52s, EBTG, Phil Alvin, P.  
Murphy, Love & Rock, UB40, R. Thompson, Paul Simon, J. Fogerty, L. Lizards. MODS: Downy Mill,  
86, Fetchin' B., V. Prunes, Christmas, Agent O., The Fall, Timbuk 3, Sid & Nancy, D. Sylvian,  
Scruf./Cat.

**COLUMBIA, SC****V. CITTERS/MALLOY-WUSC 803-777-7172**

ADDs: N. Jameson, B-52s, T. Heads, Love & Rock, Pogues. MAX: Smitheren, Camage, Smiths,  
REM, Until Dec., Woodentops, Gene Loves, B. Country, Hunters & C., Paul Simon, Dead Milk,  
Thorogood, Townshend, Stray Cats, Run DMC, V. Prunes, Rainmakers, G. Diary. MODS: Flam.  
Lips, Midnight Oil, Eurythmics, Blue Movie, UB40, M. Violets, Icicle Wk., Real Life, B. Nelson,  
TSOL, Bananarama, B. Farmers, Dylan, Descendts..

**CHARLESTON, SC****R.G. JONES/JOE ERDAHL-WFXR 803-556-8881**

ADDs: S. Winwood, Aretha, Timbuk 3, Jason & S., Bad Co.. MAX: Genesis, E. Money, Boston,  
B. Hornsby, R. Ocasek. MODS: Seger, B. Joel, P. Gabriel, J. Fogerty, H. Lewis, 38 Special, S.  
Winwood, T. Heads, D.L. Roth.

**ATLANTA, GA****J. GROSSBERNDT-WRAS 404-658-2240**

ADDs: T. Heads, H'martins, Ru Paul, M. Sweet. MAX: B-52s, UB40, Dr. & Medics, Gene Loves, Lover  
Spks, Woodentops, B. Nelson, Crowded H., EBTG, H. League, East'house, Hunters & C., Love  
Dele., F. Tovey, S. Goddard, M. Jones, G. Theory, Elvis C., Fishbone, N. Jameson, REM, Timbuk  
3. MODS: E. Grant, Sig. Sig. S., G. Diary, Float Up C.P., Nails, S. Blue M., P. Shelley, Sparks,  
Agent O., P. Case, Thinkman, Go-Betw's., Madonna, Sid & Nancy, Nuns, The Dole, The Vels,  
R. Thompson. David +, Eurythmics, Bananarama, Smitheren, B. Country.

**ATHENS, GA****CRAIG KEITH-WUOG/FM 404-542-7100**

ADDs: Love & Rock, Elvis C., Child. Day, Tiny Lights, Shallow Reign, Thelonus Monster, Not  
Shakespeare, Riddlers, K-Martians, H'martins, Fishbone, Nick Cave, V. Prunes, OMD, M. Sweet.  
MAX: REM, Woodentops, G. Theory, Gene Loves, UB40, T. Heads, Smiths, B-52s, Love Dele., M.  
Jones, Dr. & Medics, Hunters & C., S. Goddard, East'house, Smitheren, S. Blue M., N. Jameson,  
Flam. Lips, R. Thompson, G. Fishin'. MODS: Love & Rock, B. Nelson, Phil Alvin, Viv Akaldren,  
Nails, Timbuk 3, Oingo B., Agent O., The Fall, Untouchabl, M. Germino, Descendts..

**SAVANNAH, GA****THOMPSON-WESTON-WIXV/FM 912-897-1529**

ADDs: B. Idol, REM, W. Chung, R. Ocasek, J. Fogerty, Playing FK, Georgia S.. MAX: B. Idol,  
P. Gabriel, J. Fogerty, R. Ocasek, Boston, S. Winwood, H. Lewis, E. Money, Bon Jovi, T. Heads,  
Triumph. MODS: REM, Aretha, Chicago, Iggy Pop, P. Gabriel, W. Chung, S. Winwood, David +,  
R. Ocasek, J. Fogerty, T. Tuesday, Timbuk 3, B. Hornsby, H. Lewis, Townshend, D.L. Roth, B.  
Squier, Bon Jovi, 38 Special, Smitheren, Cinderella, FM/uk.

**TAMPA, FL****RON DIAZ-WYNF 813-228-6090**

ADDs: Bad Co., W. Chung, T. Turner, Georgia S., B. Idol. MAX: H. Lewis, David +, REM, Triumph,  
Smitheren, Bon Jovi, T. Heads, T. Tuesday, J. Fogerty. MODS: R. Ocasek, Boston, 38 Special, S.  
Winwood, B. Country, B. Joel, Glass Tigr, Journey, Moody B's, H. Suite, Genesis, Van Halen, Daryl  
Hall, D. Johnson, P. Gabriel, D. Wilde, Black N Bi, J. Beauvoir, Q. Riot, R. Stewart, Cinderella,  
B. Joel.

**MIDWEST****AKRON, OH****W. HOLMES/T. DAUGHERTY-WONE 216-535-7831**

ADDs: B. Hornsby, OMD, P. Gabriel, D. Wilde, Genesis, T. Heads, H. Lewis, S. Winwood, J. Fogerty,  
MAX: Aretha, R. Palmer, E. Money, Boston, Paul Simon, B. Hornsby, T. Tuesday, H. Lewis, Fab  
TB'S, David +, Eurythmics, T. Heads, OMD, REM, R. Ocasek, B. Joel, S. Winwood, P. Gabriel.  
MODS: It Bites, M. Jones, McCartney, D. Wilde, David +, Neil Young, T. Turner, Genesis, FM/uk,  
Timbuk 3, C. Lauper, Beach Boys, T. Heads, C. Hart, UB40, Smitheren, D. Johnson, H. Lewis,  
B. Joel, Rainmakers, Bricklin, Eurythmics.

**OXFORD/CINCINNATI, OH****MATTHEW HARRIS-WOXY 513-523-4114**

ADDs: Jason & S., Fishbone, W. Party, Venetians, Eurythmics, Georgia S., N. Jameson, W. Chung,  
Bolshoi, Scruf./Cat, G. Fishin', V. Prunes. MAX: REM, Woodentops, UB40, Gene Loves, Timbuk  
3, T. Heads, G. Theory, Hunters & C., B. Nelson, David +, East'house, B-52s, Chnstrmas,  
Love & Rock, Phil Alvin, Elvis C.. MODS: Smiths, Smitheren, Eurythmics, Dr. & Medics, S. Blue  
M., P. Gabriel, G. Diary, Sid & Nancy, Joan A., Beat Rodeo, J. Fogerty, M. Jones, R. Thompson,  
F. Tovey, Townshend, P. Murphy, TSOL, Feeles, Fishbone, Broken H., Rainmakers, Thinkman.

**MILWAUKEE, WI****R. STEWART/A. LAWSON-WBGK 414-964-8300**

ADDs: Chicago, B. Joel, Idie Eyes, R. Thompson, B. Raitt, T. Turner, Elvis C.. MAX: Paul Simon,  
Jarreau, Crowded H., McCartney, R. Ocasek, B. Raitt, J. Fogerty, Toto, M. Germino. MODS:  
B. Hornsby, S. Winwood, David +, Carly Simon, T. Lavitz, C. Hart, B. Joel, T. Twins, Daryl Hall, Leo  
Kottke, B. Busters, T. Heads, Rosie Vela, V. Morrison, Eurythmics, DeBurgh, P. Case, Icehouse,  
P. Gabriel, Smitheren.

**ST. PAUL, MN****KEN ORNBERG-KABL 612-647-5225**

ADDs: Georgia S., M. Germino, Scruf./Cat, Venetians, W. Party, H'martins, Jason & S., Fishbone,  
Bangles, B. Farmers, B. Idol. MAX: REM, Woodentops, T. Heads, G. Diary, Christmas, Agent O.,  
Elvis C., G. Theory, Townshend, J. Fogerty, Gene Loves, Timbuk 3, Suicide T., R. Thompson,  
EBTG, Smiths, Feeles, UB40. MODS: Sid & Nancy, Neil Young, Hunters & C., Dream Syn., Phil  
Alvin, P. Case, Smitheren, B. Nelson, East'house, V. Morrison, Iggy Pop, Icicle Wk., M. Sweet,  
The Fall, Beat Rodeo, S. Blue M., Leo Kottke, F. Goes To, Love & Rock, Adult Net, P. Murphy, L.  
Lizards.

**MINNEAPOLIS/ST. PAUL, MN****BOBBY CHRISTIAN-KTCZ 612-339-0000**

ADDs: Love & Rock, Brilliant, Indoor L.. MAX: B. Hornsby, Dylan, Double, Simp. Red, M. Bianco, Paul  
Simon, B. Joel, McCartney, David +, Townshend, It Bites, Dave Adams, Toto. MODS: Genesis,  
Seger, V. Morrison, About Last, Lightfoot, Andreas V., S. Winwood, Rosie Vela, DeBurgh, Queen,  
T. Twins, Quicksilver, UB40, Cure, T. Turner, L. McNally, H. Lewis, M. Germino, Bricklin.

**BROOKINGS, SD****KEITH JAMES-KGKG/FM 605-692-1430**

ADDs: Iggy Pop, B. Squier, Gene Loves, Bon Jovi, Outfield, H'martins, H. League. MAX: R. Ocasek,  
REM, H. Lewis, S. Winwood, J. Fogerty, E. Money, David +, Boston, Bon Jovi. MODS: T. Tuesday,  
Triumph, T. Heads, H. Lewis, B. Hornsby, Paul Simon, D. Johnson, Stray Cats, T. Turner, 38  
Special, R. Palmer.

**FARGO, ND****T. BANKS/G. STEELE-KQWB/FM 218-236-7900**

ADDs: The Call, J. Fogerty, E. Money, FM/uk, REM, B. Idol. MAX: David +, Triumph, REM, E. Money,  
J. Fogerty, B. Joel, D.L. Roth, Townshend, 38 Special, P. Gabriel, Fab TB'S, T. Tuesday, S.  
Winwood, R. Ocasek, Seger, B. Hornsby, Timbuk 3, H. Lewis, Smitheren, B. Raitt, Icehouse, R.  
Palmer, Rainmakers, Bon Jovi, Boston, D. Johnson. MODS: The Call, Neil Young, C. Hart, Red  
Rider, Eurythmics, D. Wilde, Rossington, B. Squier, Chicago, J. Fogerty, Out/Bounds, E. Money,  
R. Stewart, Outfield, FM/uk, T. Turner, Genesis, B. Idol.

**REGINA, SK****ED WALKER/G. FOX-Z99 306-359-9936**

ADDs: H. Lewis, T. Turner. MAX: Red Rider, Genesis, K. Mitchell, B. Joel, DeBurgh, Madonna,  
H. Lewis, Daryl Hall, Bananarama, Lionel Richie, M. McDonald, Loverboy, P. Gabriel, Starship,  
T. Turner, Run DMC, Top Gun, B. Raitt, C. Lauper, R. Stewart, Luba, C. Hart. MODS: Triumph,  
J. Priest, AC/DC, D.L. Roth, B. Cockburn, Kick Axe, Double Dare, Haywire, Van Halen, McCartney,  
R. Palmer, ZZ Top, J. Fogerty, Seger, Journey, David +, Thorogood, P. Cetera, S. Winwood, D.  
Johnson, Eurythmics, B. Carlisle.

**EVANSTON/CHICAGO, IL****DAN OSBORN-WNUR 312-491-7101**

ADDs: No Adds. MAX: Live Skull, L. Lizards, Flam. Lips, Ciccone Y., Reactions, Fli, Pussy Galore,  
Moving Targets, D. Kreuzen, Phantom T., Iggy Pop, Severed H., Tuatara..., Antietam, M. Lemon  
D., Veivelt U., Love & Rock, Christmas, XTC, The Fall. MODS: Slovenly, J. James, Woodentops,  
Couch Flambeau, Creepers, The Ex, Tryfles, Ungods, Big Stick, Big Black, Camper Van, Effigies,  
T. Damascus, Nick Cave, EBTG, G. Fishin', Janitors, Jazz Btch., Oysters, Squirrel B.

**CHICAGO, IL****L. BREHMEN/W. WINER-WXRT 312-777-1700**

ADDs: Sid & Nancy, Iggy Pop, OMD, B-52s, Elvis C., Eurythmics, Aretha, T. Turner. MAX: T. Heads,  
S. Winwood, J. Fogerty, P. Gabriel, REM, Paul Simon, R. Ocasek, BoDeans, T. Turner, David +,  
Eurythmics, Genesis, UB40, Smitheren, Townshend, B. Hornsby, Fixx, Aretha, B. Ferry, Neil  
Young, B. Country, Timbuk 3, L. Reed. MODS: G. Diary, B. Raitt, H. Lewis, Playing FK, Smiths,  
V. Morrison, The Godfathers, Elvis C., H. League, R. Thompson, P. Case, T. Tuesday, Rainmakers,  
S. Blue M., P. Shelley, Woodentops, B. Farmers, Cowboy M., Red Rider, R. Crowell, Stray Cats,  
McCartney, Crowded H..

**LITCHFIELD, IL****BRIAN TALLEY-WSMI 217-324-5921**

ADDs: H. Suite, Ozzy, Georgia S., The City. MAX: H. Lewis, S. Winwood, J. Fogerty, E. Money,  
P. Gabriel, Triumph, Bon Jovi, Boston, R. Ocasek. MODS: B. Joel, Black N Bi, Smitheren, Neil  
Young, T. Heads, Eurythmics, T. Tuesday, D. Johnson, Tonio K, B. Farmers, Beat Rodeo,  
Cinderella, Genesis, Dokken, John Eddie, E.L. & P., Fixx, B. Hornsby, Icehouse, J. Priest,  
R. Jungklas, Alvin Lee.

**BELLEVILLE, IL****TED HARECK/M. KLOSE-WMBY 618-397-2002**

ADDs: Georgia S., B. Idol, Bad Co., W. Chung, Jason & S., T. Tuesday. MAX: R. Trower, Neil Young,  
Alvin Lee, Eurythmics, B. Farmers, D. Wilde, Rainmakers, H. Lewis, M. Persons, Smitheren,  
C. Thompson, G. Diary, P. Case, Thorogood, REM, T. Heads, Daryl Hall, E. Money, R. Ocasek,  
J. Fogerty. MODS: Woodentops, Boston, Iggy Pop, McCartney, Fount. Head, Crowded H., S. Blue  
M., Glass Tigr, B. A.D., Icehouse, Bananarama, T. Twins, V. Morrison, David +, S. Winwood, Tonio  
K, Triumph, Ten Ten, Timbuk 3, It Bites, UB40, Beat Rodeo.

**COLUMBIA, MO****NICOLA OFNER-KWVC 314-876-7297**

ADDs: Luba, Angst, Scruf./Cat, Love & Rock, T. Heads, Riddlers, F. Goes To, T. Tuesday, Fetchin' B.,  
Child. Day. MAX: REM, Nails, Eurythmics, Smiths, Dr. & Medics, Woodentops, S. Blue M., Timbuk  
3, TSOL, Smitheren, Joan A., Cactus WN, Agent O., G. Theory, Crowded H., Stray Cats. MODS:  
True B., Neil Young, UB40, E. Club, Fount. Head, G. Fishin', Fluid, Bucks Fizz, Moving Targets,  
Mummy Calls, Smarties, Romans, Flam. Lips, H. League, EBTG, Paul Simon.

## SOUTH

**NASHVILLE, TN****LAURA MITROVICH-WRYU 615-322-3691**

ADDS: P. Murphy, V. Prunes, Love&Rockt, Hindu Love Gods, East'house, Broken H., Hunters&C., Scruf./Cat, Icicle Wk., G. Theory, Chain L.F., Thorogood, R.Thompson, Stray Cats, Jason & S., Felchin'B., UB40. MAX: REM, Felchin'B., G. Diary, Smiths, True B., Woodentops, Pushtwang., TSOL, Dead Milk., Smitheren, Agent O., Out/Bounds, Dream Syn., Nixon&Rop., BoDeans. MODS: APB, Love Dele., Go-Betwns., S. Blue M., Whirling Dervishes, Meat Puppets, Joe Pop-O-Pie, Cactus WN, Jazz Btch., Cure, S. Council, Doc. Mob, Cowboy M., Blue In H..

**NEW ORLEANS, LA****JAMES LIEN-WTUL 504-865-5887**

ADDS: Felchin'B., Georgia S., Love&Rockt. MAX: REM, T.Heads, V.Morrison, G.Diary, Paul Simon, Townshend, B.Farmers, Joan A., P. Murphy, Leaving T., Dead Milk., N.Jameson, The Fall, Nixon&Rop., Woodentops. MODS: Smiths, Smitheren, UB40, Untouchabl, Severed H., Ben Vaughn Combo, Dylan, Bob Marley, True B., Love Dele., Dr.&Medics, Thorogood, TSOL, Christmas, Dream Syn..

**BATON ROUGE, LA****JOHNNY KOONTZ-WBRH 504-383-3243**

ADDS: MAX: Toto, Boston, S. Winwood, E.Money, REM, T.Heads, J.Fogerty, Cinderella, Timbuk 3, R.Ocasek, 38 Special, David +, Triumph, Thorogood. MODS: R.Stewart, Phanton RS, Stray Cats, Icehouse, R. Palmer, B.Raitt, Del Lords, B.Country, Rossington, H.Sute, Out/Bounds, Dylan, INXS.

**SHREVEPORT, LA****BRIAN MILLER-KTAL/FM 318-425-2422**

ADDS: J.Fogerty, Outfield, B. Idol, Yngwie M.. MAX: Bon Jovi, Boston, E.Money, B.Joel, Cinderella, David +, J.Fogerty, S. Winwood, Neil Young, R.Ocasek, D.L.Roth, D. Johnson, H.Lewis, P.Gabriel, Triumph, Genesis. MODS: S. Winwood, E.Money, J.Fogerty, B. Squier, Timbuk 3, Aicatrazz, Stabilizer, B. Idol, Yngwie M., Neil Young, Genesis, Smitheren, Outfield.

**HOUSTON, TX****RICK LAMBERT/D. MARR-KLOL 713-526-6855**

ADDS: Cheap T., B. Idol, Stabilizer, D.L.Roth, H.Lewis. MAX: H.Lewis, S. Winwood, P.Gabriel, Boston, E.Money, R.Ocasek, David +, Van Halen. MODS: REM, J.Fogerty, Genesis, Bon Jovi, B.Hornsby, T.Heads, Smitheren, H.Sute, Triumph, B. Squier, Cheap T., B. Idol, Stabilizer, D.L.Roth, Fab TB'S, Townshend, B.Joel, Eurythmics, Seger, Red Rider, Journey.

**BEAUMONT, TX****T.GARLAND/T.KELLEY-KWIC 409-842-2210**

ADDS: Georgia S., H.Sute, Bad Co., Cheap T., FM/uk, Jason & S., B. Idol, J.Fogerty, P.Gabriel. MAX: Boston, Cinderella, REM, T.Heads, B.Hornsby, H.Lewis, R.Ocasek, Smitheren, Triumph, Icehouse, S. Winwood, E.Money, Bon Jovi, Outfield, David +, P.Gabriel. MODS: R. Palmer, H.Lewis, Red Rider, Neil Young, Townshend, Eurythmics, 38 Special, D.L.Roth, B. Squier, The Call, Broken H., T.Tuesday, Rainmakers, K.Mitchell, T.Turner.

**AMARILLO, TX****M.MEREDITH/D.MILLER-KATP 806-374-1637**

ADDS: Outlaws, Bad Co., Cheap T., Idle Eyes, A.Cooper, Townshend, Cinderella, W.Chung, Georgia S., P.Gabriel, B. Idol, Europe. MAX: H.Lewis, B.Hornsby, Boston, Neil Young, Bon Jovi, McCartney, Outfield, T.Turner, B. Squier, S. Winwood, T.Heads, R.Ocasek, 38 Special, E.Money, T.Tuesday, J.Fogerty, Smitheren, Triumph, David +, Icehouse. MODS: J.Fogerty, B.Raitt, David +, Stray Cats, Stabilizer, Black N Bl, Phanton RS, K.Mitchell, Thorogood, Chicago, Device, H.Sute, Iggy Pop, Gene Loves, Beach Boys, McCartney, 38 Special, Out/Bounds, Bad Co., Cheap T., Idle Eyes, A.Cooper.

**AMARILLO, TX****JAMEY KARR-KACY 806-371-5277**

ADDS: Georgia S., I. Maiden, Cheap T., Iggy Pop, Playing FK, Hunters&C., Outlaws. MAX: REM, David +, J.Fogerty, T.Heads, T.Turner, Timbuk 3, Boston, E.Money, Triumph, H.Lewis, Bon Jovi, B.Nelson, Rainmakers, T.Tuesday. MODS: G.White, B. Squier, Red Rider, R.Ocasek, 38 Special, FM/uk, Sid&Nancy, F.Goes To, Rossington, R. Palmer, D. Johnson, Broken H., McCartney, UB40, Eurythmics, Gene Loves, B.Joel.

**EL PASO, TX****MAGIC MIKE-KLAQ 915-544-8864**

ADDS: B.Joel, J.Fogerty, R.Ocasek, I. Maiden, Cinderella, Cheap T., Bad Co., MAX: H.Lewis, E.Money, Triumph, REM, B.Joel, C.Lauper, D. Johnson, Journey, Bon Jovi, R.Ocasek, Boston, S. Winwood, J.Fogerty. MODS: Genesis, P.Gabriel, T.Heads, David +, B.Raitt, Q.ryche, D.L.Roth, Icehouse, Fab TB'S, Daryl Hall, Smitheren, T.Tuesday, Illusion, Outfield, B. Squier, Timbuk 3, B.Hornsby, Rossington, Dokken, Neil Young, 38 Special, John Eddie.

## FAR WEST

**DENVER, CO****ZAK PHILLIPS-KAZY 303-759-5600**

ADDS: B.Hornsby, OMD, P.Gabriel, D.Wilde, Genesis, T.Heads, H.Lewis, S. Winwood, J.Fogerty, Andreas V., Playing FK, B.Raitt. MAX: Aretha, R. Palmer, E.Money, Boston, Paul Simon, B.Hornsby, T.Tuesday, H.Lewis, Fab TB'S, David +, Eurythmics, T.Heads, OMD, REM, R.Ocasek, B.Joel, S. Winwood, P.Gabriel. MODS: B.Hornsby, It Bites, McCartney, D.Wilde, David +, Neil Young, T.Turner, Genesis, FM/uk, Timbuk 3, C.Lauper, Beach Boys, T.Heads, C.Hart, UB40, Smitheren, D. Johnson, H.Lewis, B.Joel, Rainmakers, Bricklin, Eurythmics.

**BOULDER, CO****GINGER HAVLAT-KBCO/AM 303-444-5600**

ADDS: W.Chung, Aretha, R. Crowell, R.Thompson. MAX: T.Heads, J.Fogerty, Paul Simon, P.Gabriel, R.Ocasek, H.Lewis, B.Raitt, REM, S. Winwood. MODS: David +, Icehouse, B.Hornsby, R. Palmer, Smitheren, Timbuk 3, Townshend, UB40, Eurythmics, Fixx, B. Ferry, B.Busters, L.Rittenour, McCartney, Genesis, V.Morrison, Rainmakers, Simp.Red, T.Tuesday, T.Turner.

**BOULDER, CO****DOUG CLIFTON-KBCO/FM 303-444-5600**

ADDS: W.Chung, Townshend, B. Idol, Thinkman, Outlaws, Buddy Owen, Elvis C., Georgia S., W. Party, Beat Rodeo, Beach Boys, Yanni. MAX: Paul Simon, S. Winwood, H.Lewis, T.Heads, V.Morrison, REM, J.Fogerty, R.Ocasek, Smitheren, Icehouse, Eurythmics, David +, Townshend, P.Gabriel, Timbuk 3. MODS: B. Ferry, B.Raitt, T.Turner, UB40, Dylan, Fixx, Neil Young, B.Hornsby, McCartney, Rainmakers, B.Joel, A of Noise, B.Busters, P.Case, DeBurgh, Eric Johns, R.Thompson, T.Tuesday, Moody B's, Siberry, S. Council, Woodentops.

**FT. COLLINS, CO****KTCL/FM 303-493-5330**

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**PAONIA, CO****DENISE DODGE-KVNF 303-527-4866**

ADDS: Elvis C., Bolshoi, J.D.McFad., Thelonus Monster, N. Marines. MAX: T.Heads, B.Raitt, Timbuk 3, J.Seaton, Paul Simon, REM, UB40, P.Case, Eurythmics, Phil Alvin, Rainmakers, B.Nelson, B-52s, David +, EBTG, M. Germino. MODS: R.Ocasek, R. Crowell, F.Goes To, Dylan, J.Butler, V.Morrison, Woodentops, Cowboy M., Gene Loves, Leo Kottke, L. Lizards, Sid&Nancy, East'house, Thinkman, Com. Cody, R.Thompson.

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**IDAHO FALLS, ID****J.HUGHES/J.SORENSEN-KFTZ 208-523-3722**

ADDS: B. Idol, Van Halen, Cheap T., T.Turner, C.Lauper, J.Fogerty, Bad Co., I. Maiden, J.Fogerty, Playing FK, W.Chung, The Quick, R.Trower, Outlaws, Aretha, Luba, Georgia S., A. Cooper, B.Spence. MAX: Bon Jovi, E.Money, Triumph, R.Ocasek, Boston, H.Lewis, S. Winwood, Stabilizer, T.Heads, David +, B.Raitt, Rossington, R. Palmer, FM/uk, Genesis, D.L.Roth, B. Squier, T.Turner, R.Stewart, Eurythmics, Red Rider, Paul Simon, Neil Young, B. Idol. MODS: T.Tuesday, J.Fogerty, Toto, Alvin Lee, McCartney, Fab TB'S, G.White, Cinderella, Chicago, D. Johnson, Icehouse, Timbuk 3, B.Country, B.Hornsby, T. DeLuca, Bad Co., Stan Bush, C.Lauper, Luba, Van Halen, Cheap T., Black N Bl.

**SALT LAKE CITY, UT****KCGL 801-298-1142**

ADDS: W.Chung, Phanton RS, Jason & S., B. Idol, R.Wyatt, Salvation, Venetians, W. Party, Communards. MAX: T.Tuesday, T.Heads, R. Palmer, UB40, OMD, Stabilizer, Smiths, H.League, Sid&Nancy, David +, Gen.Public, Depeche M., B. Idol, Stray Cats, B-52s, S. Blue M., R.Ocasek, REM, Bang Orch., P.Gabriel, Love&Rockt, B. Ferry, F.Goes To, Kill. Joke, T.Twins, Arcadia, It Bites, Timbuk 3. MODS: XTC, Elvis C., Out/Bounds, Communards, Brilliant, Furintura, Kids/Kitchen, Timex Social, W.Chung, The The, Tonio K, EBTG, Bums Sis., Crowded H., H.martins, S. Winwood, Bananarama, Thinkman, Iggy Pop, TSOL, Sparks, Cult, Alphaville, Chameleons, Eurythmics, Icehouse.

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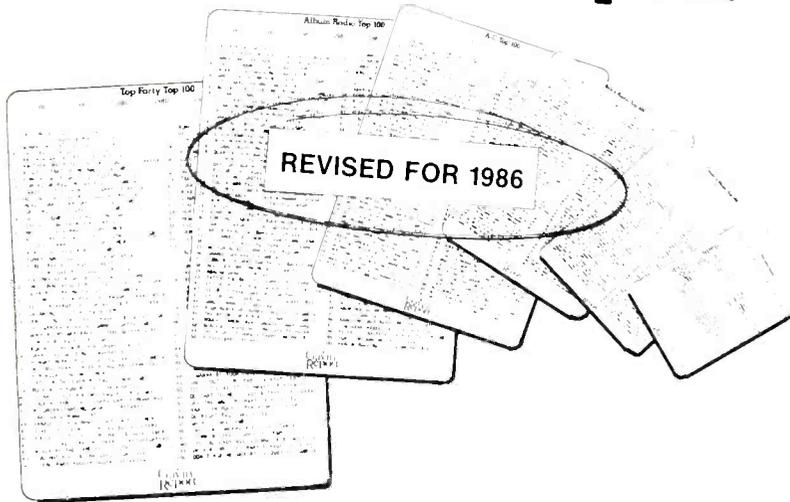
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# STEVE EARLE

## The Hillbilly Highway To Nashville

by Lisa Smith

September 26, 1986/the GAVIN REPORT



This isn't the first time that you've read about Steve Earle in The Gavin Report. He was one of the upcoming artists featured in both our "Country Class Of 1986" issue on May 30th, and our "New Artist Salute" issue on July 11th. So needless to say, we're fans. Steve Earle grew up outside of San Antonio, Texas, and by the time he was 16 he was on his own in Houston, where he hooked up with his uncle, Nick Fain, who taught Steve the basics of six-string rock guitar. A friendship also developed during that time with songwriter Townes Van Zandt (Poncho And Lefty), who started Earle down the folk-music trail. He moved to Nashville in 1974, and spent the next few years writing songs for different publishing companies and had a song cut here and there. He also recorded a few records himself, first for LSI Records, then for CBS. "Guitar Town," his debut release for MCA, has catapulted him into the limelight, with rave reviews from critics and articles on Steve appearing in Rolling Stone, USA Today, and Time magazine. While twelve years of knocking on doors may seem like a long time to some, Earle considers himself "lucky, because there's just so many slots in this business. There's something to be said for tenacity." During this interview a common theme came through loud and clear - Steve Earle is proud to be a Country artist recording in Nashville. We talked to Steve at his home in Nashville during a rare week off the road.

*"I had somebody ask me in an interview once, "If somebody walked up to you and put a gun to your head and said are you Country or are you Rock, what would you do?". I said, "I'd pull out my gun and blow their head off."*

**Lisa:** Thanks for calling so early in the morning.

**Steve:** No problem. My schedule changes pretty drastically from the road to home. On the road I wake up pretty late, and when I get home I've got two four-year-olds who get up pretty early.

**Lisa:** You have two four-year-olds?

**Steve:** Yeah, I've got one and my wife Lou's got one.

**Lisa:** Oh, so they're not twins.

**Steve:** Twins the hard way or the easy way, depending on whether you ask me or Lou. I've got a boy and she's got a girl and we've got one on the way in December.

**Lisa:** Congratulations! You appeared here in San Francisco recently with Dwight Yoakam. Do you choose the people you perform with?

**Steve:** Oh yeah. We do both kinds of shows. When we play club dates, we tend to play rock clubs more than Country clubs. That's really just a matter of the sound systems, and they're better places for us to play music. We're a concert act so it just works better for us. Some Country rooms are set up well for us, and others aren't.

**Lisa:** I had heard that you aren't too crazy about some of the Country acts coming out of L.A.

**Steve:** It's not that I'm not crazy about the acts -- there's a lot of that music that I like a lot, but there's a tendency to lump me in that group, and I'm coming from a little bit of a different place than they are. I think what I do is a lot more mainstream than that.

**Lisa:** What do you mean by more mainstream?

**Steve:** I'm 31 years old, for one thing, and I think my audience is probably a little more down the middle - people that listen to Country radio, and some college kids. I think college radio is missing a lot of audience that it could be getting. There's a tendency for college radio to be experimental to the point that it gets ridiculous. I listen to college radio a lot, because I have a low tolerance for mediocrity, and everything on college radio is either real good or real bad. I can stand something being terrible more than I can handle euthanasia radio - the type that you just tolerate. I think the main thing is that I'm a Country act. The new stuff that Maria (McKee) and Lone Justice are doing has very little Country about it at all. They've sort of neatly removed that - it's a lot less Country-oriented than it was before. I don't think that the Country influences in New Music are going to last for very long because of the age

group that the music is targeted to. Next year it will be something else, whereas I think my audience is more in the 18-35 age group and will tend to stay with something a little longer. That's what I mean by more mainstream. I think my audience will stick with me. The fans I have right now are pretty loyal.

**Lisa:** Are there three different camps developing in Country music, one in L.A., one in Texas, and one in Nashville?

**Steve:** L.A. will always be a music center. Nashville will always be a music center. I compare Austin more to the San Francisco Bay Area than to New York, L.A. or Nashville. New York, L.A. and Nashville are music industry centers. Austin, like the Bay Area, has a real strong live music scene, so there's always going to be bands coming out of there. The Bay Area and Austin probably have the most clubs that do original music per capita of any two areas in the United States. In the average city in this country, 90 percent of the live music is cover stuff.

**Lisa:** Do you think there's a lot of politics in the Country community?

**Steve:** I don't think there is any less than in the music business overall. Politics is politics, and any time there's money, there's politics. There's always going to be ambitious people, and they're always going to be jockeying for position. There's always going to be artistic people involved, and some of them are going to allow themselves to be manipulated, while others are going to adapt to it and worry about it enough to protect themselves. I think that the level of politics in each one of the major music communities is proportionate to the size of the community. It's like good music and bad music. The ratio of good music to bad music in Nashville is about the same as it is in L.A. or New York. We're a smaller music community, so there's less music coming out of here overall. But then you go through periods where good stuff is getting recorded and seeing the light of day and periods when it's not.

**Lisa:** But don't you think things have changed in Nashville? It seemed like for a while there was a lot of formula-sounding stuff coming out of Nashville.

**Steve:** There was - I was here right in the middle of it. But there seems to be a view of Nashville that prevails out on the West Coast. We've got a lot of great music coming out of here, and some of it's beginning to surface for the first time in years. We went through a period where not a lot of good stuff was coming out. I'm very, very proud of recording out of here. I'm getting a lot of rock press, but that's not going to change my music. What I do is Country. There was a point in my career when I was probably a revivalist, and at another point I made rockabilly records. But there came a point when I decided that being a revivalist was too restrictive to a songwriter, and that's principally what I am. I'm a singer/songwriter, and I'm back to doing that. I'm writing up to strength again, so the songs are going to dictate what form my music takes.

**Lisa:** Your bio makes you sound like you were quite a rebel as a kid.

**Steve:** My bio does give that impression. Sometimes I feel sorry for my parents since it gives the impression that they were terrible parents because I ran away from home. But basically, I felt like I wanted to be on my own, and I didn't want to be in school because I knew from pretty early on what I wanted to do and there were no courses that covered it - not in my high school, anyway. I butted my head up against a lot of walls. I'm just one of those people who, for a long time, had to do everything the hard way. It's just the

only way I was comfortable with it.

**Lisa:** How did you get discovered?

**Steve:** I've just been here in Nashville for twelve years. I wrote songs for several publishing companies and had a song cut here and there. And then I had an EP out on LSI Records. There were only 3,000 copies of it. It was a four-cut EP, and it was basically a rockabilly record. It started getting some attention around here, and a few major labels started talking to me. Then CBS signed me. They released four singles, but never released the LP.

**Lisa:** Why not?

**Steve:** It's pretty much a policy at CBS in Nashville that you don't get an album without a Top 20 single. At that time, I wasn't sure where I was going as a performer. When I knew it was pretty much over there, I decided that if I was ever going to make another record, I was going to write an album, and have an album that you could put on the turntable and actually listen to, which we had gotten away from in Nashville. I think a lot of people feel like they get a couple of singles and a lot of filler when they buy Country albums. So I started writing "Guitar Town." Emory Gordy had done my last four sides for CBS, and we'd gone to a bigger band sound and moved toward the direction I'm in now. By this time, Emory had gone to MCA as a staff producer. He and Tony Brown approached me, and they played some demos for Jimmy Bowen. At first Bowen wasn't impressed, and he had us cut another demo. We did that, and it basically got me the deal. MCA signed me and we started on this album.

**Lisa:** Most Country artists don't record in digital. Why did you?

**Steve:** All MCA-Nashville product is recorded digitally. The only thing that is out right now that's current and isn't digitally recorded is the Lyle Lovett album, because it was a master when it was acquired. Lyle's next album will be digitally recorded. He's a wonderful, wonderful songwriter.

**Lisa:** What was your relationship like with Townes Van Zandt, and what's he doing now?

**Steve:** He's in Austin, hanging out and spending that "Poncho And Lefty" money. The first time I ever saw him was when I crashed Jerry Jeff Walker's birthday party in Austin. It was Townes' birthday the same week and Jerry Jeff had given Townes a real expensive leather jacket. When Townes showed up at Jerry Jeff's party, he lost the jacket in a dice game. The next time I saw him was about a year later. I was 16 and had run away



from home and was in Houston playing in a place called The Old Quarter. One night, Townes was in there and he was kind of drunk, and I was kind of drunk. There were about five people in the audience, and he was one of them. He kept yelling up to me "Play The Wabash Cannonball." I'd play another song, and he'd yell up again "Play The Wabash Cannonball." I guess he'd been heckled enough times that he just wanted to see what it would be like to be a heckler. So this kept going on for a while, and I finally said "I don't know 'The Wabash Cannonball,' because I didn't. He yelled back "You call yourself a folk singer and you don't even know The Wabash Cannonball?". Then I played Mr Mudd and Mr. Gold, which is a song of his that has 10 jillion words in it. I was able to say all those 10 jillion words, and that shut him up. He was a real good teacher for me, one of several I've had.

**Lisa:** But I read that you said that he was a bad role model.

Steve: Uh-oh, you're admitting that you read Rolling Stone. (laughs) Anyway, sure he was a bad role model. One of the best things that ever happened to me was when I figured out that I was not Townes Van Zandt, which took quite a few years.

**Lisa:** Tell me about the song of yours that Elvis almost recorded, but didn't.

Steve: It was called "Mustang Wine," and the meaning behind that is so regional as to be almost terminally obscure. We have a thing in Texas - I

*"I listen to college radio a lot, because I have a low tolerance for mediocrity, and everything on college radio is either real good or real bad."*

think you have them in California too - called muscatines. It's a wild grape with a real thick hull and they call them mustang grapes in Texas. It was just a three-chord rockabilly song. Felton Jarvis took it for Elvis, and it was the first song slated for the session, but Elvis never showed up to the studio. He just flew back to Memphis. He never recorded again because he died a year later. So Felton cut it with Carl Perkins, which isn't quite the same thing, especially monetarily.

**Lisa:** Things might have been a lot different for you if Elvis had cut the song.

Steve: Yeah, I'd probably be dead. Even an Elvis album cut can make you a fair amount of money. At that point, I was wild enough that I probably wouldn't be here. I would have bought a bunch of new, shiny, dangerous shit. (laughs).

**Lisa:** You're receiving a lot of acclaim from people who would not normally rave about a Country artist. Do you think you're getting this acceptance because you're just starting to establish yourself? I mean, if Hank Jr. recorded the exact same kind of album, he wouldn't receive the same kind of attention because he's already pigeonholed as a Country artist.

Steve: Maybe that's true. A lot of rock journalists are insisting that I'm not a Country act.

**Lisa:** What do you think about that?

Steve: I'm a Country singer. I don't think that means that it isn't rock n roll, but I'm certainly not a pop singer. I know that for sure.

**Lisa:** On your album cover, there's a string missing on your guitar. Is that how you play it?

Steve: No, but it ends up like that a lot. I do break a lot of strings. We were doing some other pictures in the photo session where I was actually playing the guitar, and I broke the string.

**Lisa:** If you walked into a record store and saw your album, you wouldn't automatically think it was a Country album. It doesn't look like other Country album covers.

Steve: I didn't want it to. Have you seen what other Country album covers look like? I didn't want mine to look like that.

**Lisa:** Since the trend now seems to be more toward traditional Country music, do you ever plan to go in that direction?

Steve: No. I think I'll go in the direction I'm going, and we'll find out what that is when the next record comes out. I also think there are a lot of differences in the artists that are being thrown in the "traditional" category. I don't think the records that The Judds are making are that traditional. I think George Strait and Dwight Yoakam are real hard Country acts. George is more of a state-of-the-art hillbilly singer. He's not nailing himself down to the train of thought where you have to record analog and the configuration has to be fiddle, guitar and so on. The star on George's records is just that voice. He's a great singer and makes it sound totally effortless. I'm a big George Strait fan. Dwight is making records patterned after records that were made at Capitol in L.A. - all the old Merle Haggard and Buck Owens records. Ricky Skaggs is coming from a bluegrass background and that shows in his music. So it's really just like it always was. Everybody had different influences and so the music's a little bit different. The only thing that I'm categorically against is that I did not like the trend of Country becoming the new MOR. Hang on a second - I'm being attacked.

*There's an interruption in the interview as Steve's kids enter the room, apparently wanting Daddy to play.*

Steve: Sorry about that!

**Lisa:** I have a feeling that I'm taking up too much of Dad's time.

Steve: It's just that I've got this one week off the road, so I'm Mr. Mom this week. Anyway, getting back to the question, I had somebody ask me during an interview once, "If somebody walked up to you and put a gun to your head and said are you Country or are you Rock, what would you do?" I said, "I'd pull out my gun and blow their head off." Why is it that important? Good rock n roll and good Country have always kind of come from the same place, and some of the best examples of both have been produced by the same artists. But I am a Country singer. I'll have to go get a brain transplant and stop talking like this before I could ever change that. I always will be a Country artist. If I reach a wider audience, great. I play rock clubs because I think it's important for Country music to have a younger audience, and they're not going to come out to see George Jones, so you have to go to them. That's why I work with people like Lone Justice and The Replacements. It's working.

**Lisa:** In listening to your album and reading the lyrics, you seem to focus on a Southern mentality, and a lot of critics have called you a spokesperson for the South, much like John Cougar

**Mellencamp is for the Midwest. What is it about the Southern lifestyle that you like to focus on?**

Steve: It's just a matter of that's what I know. It would be sort of ridiculous of me to write songs about riding on the subway. I'm from the Southwest, and I live in the Southeast. Naturally, there's a definite reason for the comparisons between what we do, but the reason that mine is Country-based rather than rock-based, since they have those categories, is strictly geography. That's just where I am.

**Lisa:** Do you consider yourself more of an artist than a songwriter?

Steve: I'm a songwriter first and foremost. But, being the kind of songwriter that I am, the songs aren't finished until you go out and sing them. I don't write songs for other people to sing, I write them for me to sing. You can't separate the two. Guy Clark told me that - a song just isn't finished until you go out and play it for people. If somebody else records it, fine. But the songs are so much a part of you that you're fooling yourself if you don't think that you're writing them for yourself to sing.

**Lisa:** Who are some of the artists, new and old, that you admire?

Steve: Johnny Horton, Bob Dylan, Townes, Springsteen - a lot of different people for a lot of different reasons. I really like Tim Hardin, a great songwriter who wrote "If I Were A Carpenter," and who's no longer with us.

**Lisa:** So you seem to prefer artists who are also great songwriters.

Steve: Nearly all my favorite artists are writers, with the exception of a few people who are just such good singers that you can't get around it.

**Lisa:** Do you plan to just take your career a day at a time, or do you have definite goals?

Steve: Things have happened so fast this year, that all we can do is just stay on the road and try to get the organization to where it works. We start the new album October 28th, and we'll go off the road probably the first of October. The current album was just released in the U.K., so we're going to try to tour Europe early next year to support "Guitar Town." Then, when we come back to the States, we'll obviously have a new album, so we should be back out on the road around March. Since my wife and I are having a baby, I won't be working from Thanksgiving through the first of the year, or my wife will kill me. You can't phone in Lamaze. ●



Editor: Elma Greer  
Associate Editor: Lisa Smith

## CERTIFIED

**JOHN SCHNEIDER**  
At The Sound Of Tone  
(MCA)

**T.GRAHAM BROWN**  
Hell And High Water  
(Capitol)

## MOST ADDED

**\*HANK WILLIAMS JR.**  
Mind Your Own Business  
(Warner Bros./Curb) 53 adds

**\*PAKE McENTIRE**  
Bad Love  
(RCA) 45 adds

**RICKY SKAGGS**  
Love's Gonna Get You Someday  
(Epic) 44 adds

## TOP REQUESTS

**RANDY TRAVIS**  
Diggin' Up Bones  
(Warner Bros.)

**EDDIE RABBITT/JUICE NEWTON**  
Both To Each Other  
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**ALABAMA**  
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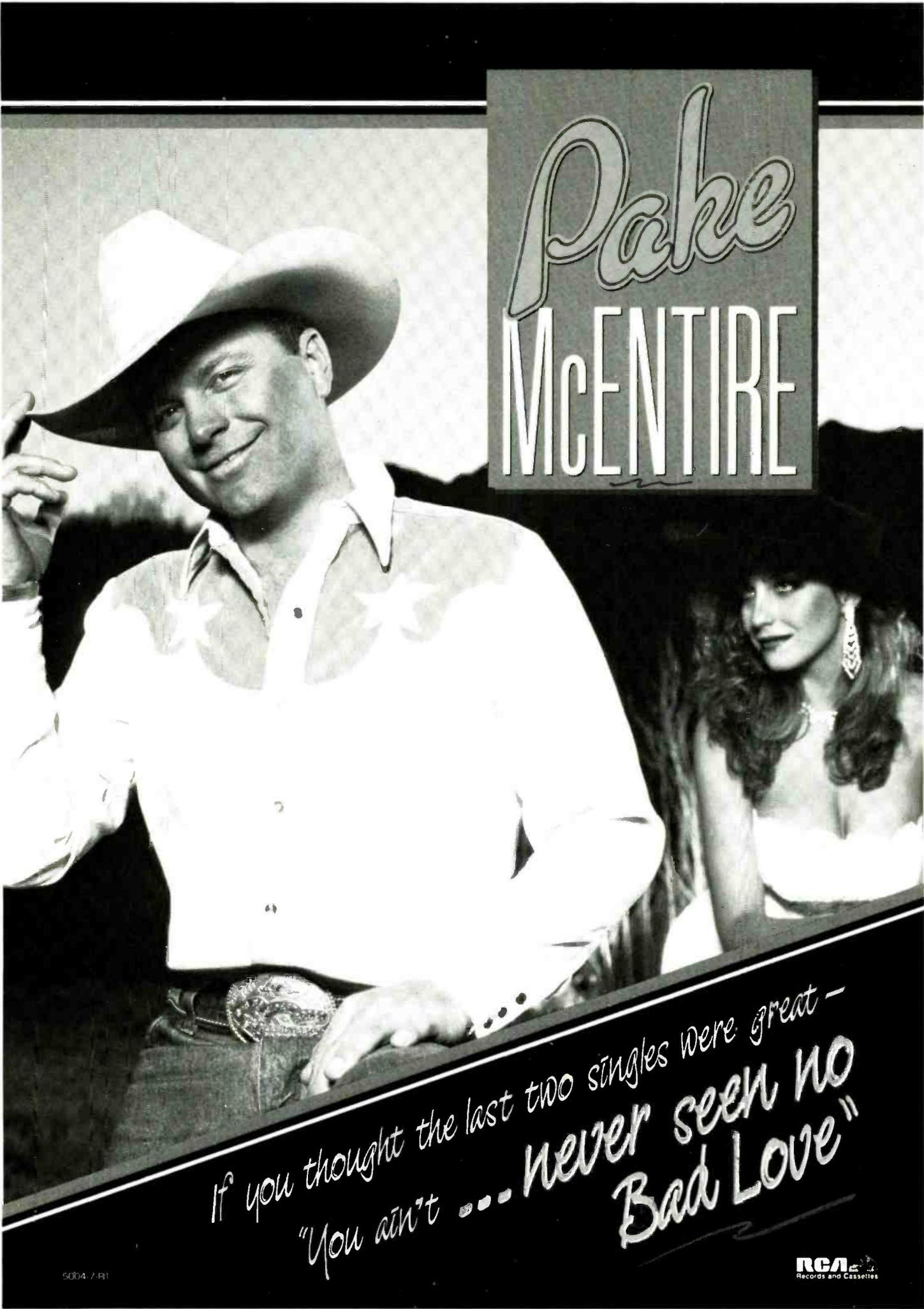
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4	1	1	<b>EDDIE RABBITT/JUICE NEWTON</b> - Both To Each Other (RCA)
6	3	2	<b>CRYSTAL GAYLE</b> - Cry (Warner Bros.)
7	5	3	<b>TANYA TUCKER</b> - Just Another Love (Capitol)
9	7	4	<b>EXILE</b> - It'll Be Me (Epic)
11	9	5	<b>EARL THOMAS CONLEY/ANITA POINTER</b> - Too Many Times (RCA)
14	12	6	<b>RANDY TRAVIS</b> - Diggin' Up Bones (Warner Bros.)
5	4	7	Janie Frickie - Always Have, Always Will (Columbia)
17	15	8	<b>RESTLESS HEART</b> - That Rock Won't Roll (RCA)
2	2	9	Dwight Yoakam - Guitars, Cadillacs (Reprise)
3	6	10	Forester Sisters - Lonely Alone (Warner Bros.)
13	13	11	Schuyler, Knobloch & Overstreet - You Can't Stop Love (MTM)
16	14	12	<b>SOUTHERN PACIFIC</b> - A Girl Like Emmylou (Warner Bros.)
18	16	13	<b>LEE GREENWOOD</b> - Didn't We (MCA)
8	11	14	Rosanne Cash - Second To No One (Columbia)
10	10	15	Steve Earle - Guitar Town (MCA)
21	19	16	<b>MARIE OSMOND/PAUL DAVIS</b> - You're Still New To Me (Capitol/Curb)
20	18	17	<b>SWEETHEARTS OF THE RODEO</b> - Since I Found You (Columbia)
25	23	18	<b>STEVE WARINER</b> - Starting Over Again (MCA)
24	22	19	<b>JOHN ANDERSON</b> - Honky Tonk Crowd (Warner Bros.)
40	21	20	<b>ALABAMA</b> - Touch Me When We're Dancing (RCA)
34	28	21	<b>JOHN SCHNEIDER</b> - At The Sound Of The Tone (MCA)
23	20	22	Willie Nelson - I'm Not Trying To Forget You (Columbia)
27	24	23	<b>BARBARA MANDRELL</b> - No One Mends A Broken Heart (MCA)
19	17	24	Mickey Gilley - Doo Wah Days (Epic)
28	25	25	<b>JUICE NEWTON</b> - Cheap Love (RCA)
31	26	26	<b>THE GATLINS</b> - She Used To Be Somebody's Baby (Columbia)
1	8	27	Ronnie Milsap - In Love (RCA)
39	32	28	<b>GEORGE STRAIT</b> - It Ain't Cool To Be Crazy About You (MCA)
35	30	29	<b>MICHAEL MARTIN MURPHEY</b> - Fiddlin' Man (Warner Bros.)
36	33	30	<b>ANNE MURRAY</b> - My Life's A Dance (Capitol)
--	36	31	<b>T.GRAHAM BROWN</b> - Hell And High Water (Capitol)
--	35	32	<b>HOLLY DUNN</b> - Daddy's Hands (MTM)
29	31	33	Lyle Lovett - Farther Down The Line (MCA/Curb)
--	38	34	<b>DOLLY PARTON</b> - We Had It All (RCA)
--	40	35	<b>SAWYER BROWN</b> - Out Goin' Cattin' (Capitol/Curb)
12	27	36	Reba McEntire - Little Rock (MCA)
--	--	37	<b>BILLY JOE ROYAL</b> - I Miss You Already (Atlantic America)
--	--	38	<b>GEORGE JONES</b> - Wine Colored Roses (Epic)
--	--	39	<b>BELLAMY BROTHERS/FORESTER SISTERS</b> - Too Much Is Not Enough (MCA)
--	--	40	<b>RONNIE McDOWELL</b> - When You Hurt, I Hurt (MCA)



Total Reports this week 168 Last Week 172

	Reports	Adds	On Chart	Weeks
<b>MICHAEL JOHNSON</b> - Give Me Wings (RCA)	111	27	77	7
<b>WAYLON JENNINGS</b> - What You'll Do When I'm Gone (MCA)	95	9	72	14
<b>MEL McDANIEL</b> - Stand On It (Capitol)	92	19	69	4



Pake  
MCENTIRE

If you thought the last two singles were great —  
"You ain't ... never seen no  
Bad Love"

## ACTION SIDES

Reports	Adds	On	Chart	Weeks	ARTIST & TITLE
84	43	41	3	2	RICKY SKAGGS - Love's Gonna Get You Someday (Epic)
80	33	43	4	2	STATLER BROTHERS - Only You (Mercury/PolyGram)
79	8	53	18	6	GENE WATSON - Everything I Used To Do (Epic)
79	37	40	2	2	JUDY RODMAN - She Thinks That She'll Marry (MTM)
73	8	61	4	5	KATHY MATTEA - Walk The Way The Wind Blows (Mercury/PolyGram)
73	3	63	7	5	ED BRUCE/LYNN ANDERSON - Fools For Each Other (RCA)
68	53	15	--	1	*HANK WILLIAMS JR. - Mind Your Own Business (Warner Bros./Curb)
53	2	39	12	5	MARTY HAGGARD - Talkin' Blue Eyes (MTM)
48	45	3	--	1	*PAKE McENTIRE - Bad Love (RCA)
46	4	40	2	3	THE O'KANES - Oh Darlin' (Columbia)
45	40	5	--	1	*REBA McENTIRE - What Am I Gonna Do About You (MCA)
43	21	21	1	2	T.G.SHEPPARD - Half Past Forever (Columbia)
39	8	30	1	3	KENDALLS - Fire At First Sight (MCA/Curb)
36	8	27	1	2	CON HUNLEY - Quittin' Time (Capitol)
35	6	24	5	5	VERN GODDIN - Time Stood Still (Compeat)
35	14	21		2	NICOLETTE LARSON - That's More About Love (MCA)
34	--	18	16	10	CHARLY McCLAIN - So This Is Love (Epic)
34	--	27	7	7	SHELLY WEST - Love Don't Come Any Better Than This (Warner Bros.)
33	7	26	--	2	JOHNNY CASH/WAYLON JENNINGS - Ballad Of Forty Dollars (Columbia)
27	2	20	5	6	BUTCH BAKER - That's What Her Memory Is For (Mercury/PolyGram)
25	12	11	2	1	*TOM T.HALL - Love Letters In The Sand (Mercury)
24	--	21	3	6	HIGHWAY 101 - Some Find Love (Warner Bros.)
23	6	17	--	2	B.J.THOMAS - Night Life (Columbia)
23	21	1	1	1	*MERLE HAGGARD - Out Among The Stars (Epic)
21	6	15	--	1	*KAYLEE ADAMS - I Can't Help The Way I Feel (Warner Bros.)
20	1	11	8	10	MARTY STUART - All Because Of You (Columbia)
20	5	13	2	1	*NEW GRASS REVIVAL - Ain't That Peculiar (EMI America)

Dropped: #29-John Conlee, #34-Keith Whitley, #37-Nitty Gritty Dirt Band, #39-Girls Next Door, Tom Wopat, Tammy Wynette.

## LP CUTS

LIONEL RICHIE (Motown) - Deep River Woman  
 HANK WILLIAMS JR. (Warner Bros./Curb) - Montana Cafe  
 GEORGE STRAIT (MCA) - Deep Water  
 RANDY TRAVIS (Warner Bros.) - Send My Body  
 STEVE EARLE (MCA) - Someday  
 SOUTHERN PACIFIC (Warner Bros.) - Road Song

DWIGHT YOAKAM (Reprise) - It Won't Hurt  
 NICOLETTE LARSON (MCA) - You're Running Wild  
 T.GRAHAM BROWN (Capitol) - Don't Make A Liar Out Of Me  
 CRYSTAL GAYLE (Warner Bros.) - Straight To The Heart  
 ED BRUCE (RCA) - Quietly Crazy  
 SWEETHEARTS OF THE RODEO (Columbia) - Midnight Girls, Sunset Town

## RECOMMENDED NEW RELEASES

Ricky Skaggs "Love's Gonna Get Ya" (Epic)

I'M BESIDE MYSELF/A HARD ROW TO HOE/WALKIN' IN JERUSALEM/LOVE  
 CAN'T GET BETTER THAN THIS

Reba McEntire "What Am I Gonna Do About You" (MCA)

WHY NOT TONIGHT/LET THE MUSIC LIFT YOU UP/NO SUCH THING

## COUNTRY SUMMARY

It's a toss up at this point as to who will be in number one next week, but **Frank Fitz** at WLLH-Lowell is putting his money on **Crystal Gayle**. Crystal is his number one request record, and local stores can't keep the record in stock. It looks like **Randy Travis** will be number one within the next few weeks - he's already our number one airplay record. **Restless Heart** had an impressive week, with a nice 7 point jump into the Top Ten. **Alabama** is still the hottest record out there. It only moved one point this week, but that was just balancing out the incredible 19 point jump of last week. **George Jones** debuts this week at 38, and top 20 numbers are being reported at WWRK-Elberton, WQLA-LaFollette, KQKD -Redfield, KATK-Carlsbad, and KSFA-Nacadoches, where Pete Rannels report that it's currently his hottest record. Another debut this week is **The Bellamy**

**Brothers** teamed with **The Forester Sisters**. It also debuted this week for KMPS-Seattle (29), KVET-Austin (34), WKCCQ-Saginaw (31), WIL- St.Louis (25), KFEQ-St.Joseph (38), WSIX-Nashville (30), WEYY-Tallahadega (28 - Rick Robinson sez he can't keep up with the requests!), WAAX-Gadsden (26), WLAS-Jacksonville (29), WORC-Worcester (29), etc. **Pake** beat out sister **Reba** in the add category this week (45 adds for Pake as opposed to 40 for Reba), but both look like future Certified's. Be sure to check out the interview with **Steve Earle** in this issue. We think he's great. If you programmers are looking for something a little different that will appeal to those female demos, try to get a copy of the **Tom Ghent** record on the Suterland label. We're betting the women will be suckers for the lyrics (we sure were!). It's starting to look like this year's

CMA Awards Show will be a winner itself, with a lot of artists teaming for the first time on TV during th show. Scheduled collaborations include the trio of **Dolly Parton, Emmylou Harris and Linda Ronstadt**; the first live appearance of **Lionel Richie with Alabama**; and the new duet of **Earl Thomas Conley and Anita Pointer**. In the sad news department, WCII-Louisville becoming a satellite MOR station as of October 1st. We'll miss you!!! In the good news department, we're looking forward to gathering with our Advisory Board on October 18th for the first planning meeting for next year's **Gavin Seminar For Media Professionals**. We should have a progress report for yo immediately afterward. Don't forget those dates - February 20th through 22nd! Talk to you next week.

Lisa & Elma

## NORTHEAST

**WORCESTER, MA**(TIM TODD-WORC) ADDS: Pake, J.Rodman, M.Johnson, Hank Jr..  
**LOWELL/LAWRENCE, MA**(FRANK FITZ-WLLH) ADDS: S.Wariner, G.Strait, Marty Hag..  
**BROCKTON, MA**(MARK BURNS-WCAV/FM) ADDS: R. Skaggs, M.Haggard, J.Rodman, Pake, L. Boone, Con Hunley, TGSheppard, M.McDaniel.  
**PORTLAND, ME**(HAL KNIGHT-WPOR/FM) ADDS: M.McDaniel, Everlys, V.Gosdin, B.J.Thomas, R.McDowell.  
**NEW YORK, NY**(PAM GREEN-WHN) ADDS: Bellamys, Don Wms., Reba, B.J.Royal.  
**ROME, NY**(JACK MORAN-WRNY) ADDS: R. Skaggs, J.Rodman, Statlers, M.Johnson.  
**CARLISLE, PA**(ANN STEVENS-WHYL) ADDS: No Report, Frozen.  
**PHILADELPHIA, PA**(BOB YOUNG-WXTU) ADDS: No Report, Frozen.

## SOUTHEAST

**BALTIMORE, MD**(GREG COLE-WPOC/FM) ADDS: R. Skaggs, Sawyer B., Holly Dunn, Bellamys.  
**FROSTBURG, MD**(MIKE STANLEY-WFRB) ADDS: No Adds.  
**RICHMOND, VA**(JIM ASKER-WRNL) ADDS: No Report, Frozen.  
**DANVILLE, VA**(ALAN ROWE-WDVA) ADDS: Pake, M.McDaniel, TGSheppard, Nicolette, Judds, Conway T., Hank Jr., J.Rodman.  
**CHARLESTON, WV**(BOB JONES-WQBE/FM) ADDS: B. Baker, J.Rodman, New Grass.  
**CLARKSBURG, WV**(TERRY MATHEWS-WKKW) ADDS: L. Boone, M.Haggard, Reba, T.T.Hall, Kendalls, Pake, Cannons.  
**GOLDSBORO, NC**(BILL WIGGS-WFMC) ADDS: T.T.Hall, M.Johnson, TGSheppard, Statlers, Reba, B.J.Royal.  
**COASTAL, NC**(O'NEAL WOLFE-WRNS/FM) ADDS: K.Mattea, R. Skaggs, Pake.  
**JACKSONVILLE, NC**(B.J./TIM-WLAS) ADDS: Reba, B.J.Thomas, Hank Jr., L. Boone, Pake, M.Haggard.  
**STATESVILLE, NC**(TIM WALKER-WFMX) ADDS: K.Mattea.  
**CONWAY, SC**(DAVE DEMPSEY-WLAT) ADDS: T.T.Hall, Hank Jr., Pake, M.Haggard.  
**CANTON, GA**(JIM QUINTON-WCHK/FM) ADDS: Statlers, M. Stuart, Sawyer B., J.D.Martin.  
**CARROLLTON, GA**(PATRICK SHUMAKE-WLBB) ADDS: No Report, Frozen.  
**CEDARTOWN, GA**(CHUCK WALLEY-WGAA) ADDS: R. Skaggs, R.McDowell, Kendalls, Statlers, Hank Jr., M.Haggard.  
**ATLANTA, GA**(NEIL MCGINLEY-WPLO) ADDS: G.Jones, Waylon, Bellamys, Holly Dunn, Dolly.  
**ELBERTON, GA**(DAVE DAVIS-WWRK/FM) ADDS: Reba, Adam Baker, Pake, M.Haggard, Judds, J.Collins, K.Rogers.  
**ALBANY, GA**(JIM SHEPHERD-WKAK/FM) ADDS: Pake, M.Haggard, Conway T..  
**PENSACOLA, FL**(STEVE RYAN-WOW107) ADDS: Hank Jr., M.McDaniel, J.Rodman, O'Kanes, V.Gosdin, Statlers.  
**DESTIN, FL**(SKIP DAVIS-K92/FM) ADDS: Frozen.  
**GAINESVILLE, FL**(DAVIS/SINCLAIR-WYGC) ADDS: Alabama, M.McDaniel, Bellamys, K.Mattea.  
**FT.PIERCE, FL**(GEORGE GORDON-WFTP) ADDS: No Report, Frozen.  
**ST.PETERSBURG/TAMPA, FL**(BILL PYNE-WQYK/FM) ADDS: B.J.Royal, T.G.Brown, M.Johnson, G.Watson.  
**ARCADIA, FL**(CHARLIE B.-WOKD) ADDS: R. Skaggs, TGSheppard, T.T.Hall, J.Rodman, Pake, Hank Jr..

## SOUTH

**TALLADEGA, AL**(RICK ROBINSON-WEYY) ADDS: Hank Jr., Reba, Pake, Statlers, T.T.Hall.

**JASPER, AL**(JOHNNY ELMORE-WARF) ADDS: Statlers, W.L.Golden, M.Haggard, L. Boone, Reba, R. Skaggs, Ed Bruce, J.Rodman.

**WINFIELD, AL**(DOUG THREADGILL-WEZQ) ADDS: No Report, Frozen.

**GADSDEN, AL**(JIM PRUETT-WAAX) ADDS: Reba, Pake, Kaylee A..

**ALBERTVILLE, AL**(JEFF ALLEN-WQSB/FM) ADDS: Pake, Judds, Statlers, M.Haggard.

**ATMORE, AL**(GARY BURKETT-WSKR) ADDS: M.Haggard, Pake, Hank Jr., Reba, Conway T..

**NASHVILLE, TN**(ERIC MARSHALL-WSIX) ADDS: Hank Jr., M.Johnson.

**LA FOLLETTE, TN**(TONY LAWSON-WQLA) ADDS: Hank Jr., Judds, J.Rodman, M.Haggard, Holly Dunn.

**MEMPHIS, TN**(JIM TABOR-WMC) ADDS: B.J.Royal, Dolly, Bellamys, Sawyer B..

**MILAN, TN**(BILLY LEE-WXKY) ADDS: No Report, Frozen.  
**COLLINS/HATTIESBURG, MS**(TOM BROOKS-WKNZ) ADDS: J.Rodman, R. Skaggs.

**BILOXI, MS**(DAVE TERRY-WVMI) ADDS: Sawyer B., M.Johnson, New Grass, TGSheppard, R. Skaggs, G.Watson, L.Richie.

**PASCAGOULA, MS**(AL PARKER-WGUD) ADDS: R.Stevens, Bellamys, J.Rodman, M.Johnson.

**LOUISVILLE, KY**(COYOTE CALHOUN-WAMZ) ADDS: Hank Jr., Statlers, Bellamys, G.Watson.

**HARLAN, KY**(SHARON CASE-WFSR) ADDS: No Report, Frozen.

**PADUCAH, KY**(KENT KING-WKYQ) ADDS: J.Buffett, J.Rodman, K.Rogers, Judds, O'Kanes, L.Richie.

**HOUMA, LA**(LARRY HYATT-KJIN) ADDS: J.Rodman, Cash/Wayln.

**HAMMOND, LA**(KEVIN CARLISLE-WFPR) ADDS: Bellamys, Judds, Pake, G.Watson.

**ABBEVILLE, LA**(ANTHONY KEITH-KROF) ADDS: Waylon.  
**SHREVEPORT, LA**(LEDBETTER/WALDON-KWKH) ADDS: No Report, Frozen.

**RUSTON, LA**(BOB DAY-KXKZ) ADDS: Bellamys, Pake, Reba, J.Rodman, TGSheppard, Hank Jr..

**EL DORADO, AR**(KEN JOHNSON-KDMS) ADDS: Waylon, M.Johnson, J.Rodman, Statlers.

**FAYETTEVILLE, AR**(TOM SLEEKER-KKIX) ADDS: Hank Jr., Reba, R. Skaggs, Statlers.

## UPPER MIDWEST

**ROCHESTER, MN**(KEITH PHILLIPS-KWWK/FM) ADDS: Bellamys, R. Skaggs, M.McDaniel, Kendalls.

**MARSHALL, MN**(PAUL BACHMAN-KMHL) ADDS: G.Strait, Alabama, Sawyer B..

**ST.CLOUD, MN**(STEVE STEWART-WWJO/FM) ADDS: Nicolette, R. Skaggs, G.Watson, J.Rodman.

**BRAINERD, MN**(DAVE TORKELESON-KQBR) ADDS: No Report, Frozen.

**YANKTON, SD**(BOB FLITTIE-WNAX) ADDS: Pake, Hank Jr., Reba, M.Haggard, W.L.Golden, J.Denver, L. Boone, Adam Baker, Judds, Cannons.

**MITCHELL, SD**(KURT PHILLIPS-KMIT) ADDS: Pake, Hank Jr., L. Boone.

**HURON, SD**(JEFF DUFFY-KOKK) ADDS: Pake, TGSheppard, R. Skaggs, Cash/Wayln.

**ABERDEEN, SD**(STEVE SMALL-KKAA) ADDS: G.Strait, A.Murray, T.G.Brown, Dolly, Sawyer B..

**REDFIELD, SD**(MYRON GRAGE-KOKD) ADDS: Hank Jr., R. Skaggs, Reba, TGSheppard, M.Haggard, Pake, W.L.Golden.

**RAPID CITY, SD**(STEVE BLAKE-KIMM) ADDS: Holly Dunn, T.G.Brown, Dolly.

**RAPID CITY, SD**(SCOTT KEARNS-KTOQ) ADDS: G.Jones, R.McDowell, M.Johnson, Bellamys, Sawyer B..

**WAHPETON, ND**(LARRY SLABIK-KBMW) ADDS: R. Skaggs, TGSheppard.  
**FARGO, ND**(DON ROBERTS-KFGO) ADDS: No Report, Frozen.  
**FARGO, ND**(SCOTT WINSTON-KVOX A/F) ADDS: M.Johnson, M.McDaniel, Statlers, Hank Jr..  
**GRAND FORKS, ND**(TIM LARSON-KYCK) ADDS: T.G.Brown, Sawyer B., Gatlins.  
**JAMESTOWN, ND**(THE COWBOY-KSJB) ADDS: Cash/WayIn, Nicolette, J.Rodman, Kaylee A..  
**BISMARCK, ND**(DEAN HOLMES-KBMR) ADDS: G.Strait, M.Johnson, Reba, S.Wariner, J.Rodman, R.McDowell.  
**MINOT, ND**(BOB RANDALL-KZPR) ADDS: M.McDaniel, Bellamys.  
**MINOT, ND**(JERI LEE-KKOA) ADDS: G.Strait, Sawyer B., Bellamys.

**MIDWEST**

**DES MOINES, IA**(JIM PATRICK-KSO) ADDS: J.Rodman, Kendalls, Bellamys, M.McDaniel, M.Johnson.  
**FORT DODGE, IA**(DALE EICHOR-KWMT) ADDS: R. Skaggs, Reba, Hank Jr., T.T.Hall, J.Rodman, TGSheppard, Nicolette.  
**WATERLOO, IA**(BRETT DAVIS-KXEL) ADDS: Pake, Judds, L. Boone, M.Haggard, TGSheppard.  
**SIoux CITY, IA**(TY COOPER-KMNS) ADDS: G. Jones, Waylon, R. Skaggs, Schneider, Pake.  
**SPENCER, IA**(RICK FRIDAY-KICD/FM) ADDS: Bellamys, Statlers, T.T.Hall, Con Hunley, M.McDaniel, Cash/WayIn, M.Johnson.  
**FESTUS, MO**(SUE CRESSWELL-KJCF) ADDS: No Report, Frozen.  
**ST.LOUIS, MO**(OAKES/LANGSTON-WIL) ADDS: Gatlins, Hank Jr..  
**ST.LOUIS, MO**(GEORGANN HARRIS-KUSA) ADDS: New Grass, Con Hunley, J.Rodman, Statlers, R. Skaggs, Kendalls.  
**ST. JOSEPH, MO**(BOB ORF-KFEQ) ADDS: M.Haggard, Pake, Reba, V.Gosdin, Hank Jr..  
**JOPLIN, MO**(LISA ARMSTRONG-WMBH) ADDS: R. Skaggs, Nicolette, Waylon, Hank Jr., K.Mattea.  
**CALIFORNIA, MO**(JEFF SHAKLEFORD-KZMO) ADDS: Cannons, Con Hunley, L. Boone, Nicolette, W.L.Golden.  
**OSAGE BEACH, MO**(LARRY HEABERLIN-KRMS) ADDS: T.T.Hall, Statlers, J.Rodman.  
**JEFFERSON CITY, MO**(JACK DANIELS-KLIK) ADDS: Pake, K.Rogers, J.Rodman, M.Haggard.  
**COLUMBIA, MO**(TOM BRADLEY-KTGR) ADDS: J.Rodman, Statlers, R. Skaggs, TGSheppard, L.Richie.  
**SPRINGFIELD, MO**(JOHN HENDERSON-KWTO/AM) ADDS: No Report, Frozen.  
**TOPEKA, KS**(MIKE JONES-KSKX) ADDS: A.Murray, T.G.Brown, Bellamys, Holly Dunn.  
**WICHITA, KS**(PETE BRIER-KFH) ADDS: No Report, Frozen.  
**GARDEN CITY, KS**(LORI WILLIAMS-KBUF) ADDS: Waylon, Ed Bruce, M.McDaniel, Statlers.

**CENTRAL**

**NEWARK, OH**(CATHY MULLINS-WHTH) ADDS: No Report, Frozen.  
**AKRON, OH**(RICK CARDARELLI-WSLR) ADDS: No Report, Frozen.  
**CINCINNATI, OH**(DUKE HAMILTON-WUBE) ADDS: M.Johnson.  
**SPRINGFIELD, OH**(TOM DANIELS-WBLY) ADDS: No Report, Frozen.  
**ELKHART, IN**(GREG HARRIS-WCMR) ADDS: M.Johnson, Statlers, R. Skaggs, J.Rodman, TGSheppard.  
**SOUTH BEND, IN**(J.K.DEARING-WNDU) ADDS: Schneider, S.Wariner, Bellamys.  
**FT.WAYNE/KENDALL, IN**(DOUG WAGNER-WBTU) ADDS: No Report, Frozen.  
**BATESVILLE, IN**(JOE MARTINI-WRBI) ADDS: Reba, Hank Jr., O'Kanes, R. Skaggs, M.McDaniel, L. Boone, Statlers.  
**RICHMOND, IN**(MARILYN WILLIAMS-WHON) ADDS: M.Johnson, G.Watson, M.McDaniel, Statlers, R. Skaggs.  
**VINCENNES, IN**(CLINT MARSH-WAGV) ADDS: Reba, G.Jones, Hank Jr., Bellamys, M.Johnson, O'Kanes.

**SAGINAW, MI**(TOMMY SAMORAY-WKCQ) ADDS: Reba, Hank Jr., TGSheppard, M.McDaniel.  
**LANSING, MI**(WAYNE WATERS-WITL/FM) ADDS: No Report, Frozen.  
**DODGEVILLE/MINERALPT, WI**(BOB BRAINERD-WDMP) ADDS: Statlers, J.Rodman, R. Skaggs, Kaylee A., Nicolette.  
**MADISON, WI**(MARK HUNTER-WWQM) ADDS: G.Jones, M.McDaniel, J.Rodman, R. Skaggs, Con Hunley.  
**MANITOWOC, WI**(JON MURRAY-WCUB) ADDS: M.Johnson, J.Rodman, Statlers.  
**STEVENS POINT, WI**(DAN OLSEN-WXYQ) ADDS: No Report, Frozen.  
**LA CROSSE, WI**(DAVE SHEPEL-WLXR/AM) ADDS: G.Strait, Alabama, A.Murray, Gatlins, T.G.Brown, Waylon, Dolly.  
**LA CROSSE, WI**(JIM CROWLEY-WKTY) ADDS: Bellamys, J.Rodman, Statlers, M.McDaniel.  
**EAU CLAIRE, WI**(TIM CLOSSON-WAXX/FM) ADDS: No Report, Frozen.  
**WHITEHALL, WI**(JOHN R. SIMONSON-WHTL) ADDS: Ed Bruce, K.Mattea, G. Jones, B. Baker, J.D.Martin.  
**SPRINGFIELD, IL**(T.J. HART-WFMB) ADDS: G.Strait, A.Murray, Dolly, T.G.Brown.  
**ANNA, IL**(RICH GRIFFIN-WRAJ) ADDS: T.T.Hall, Statlers, M.McDaniel, R.McDowell.

**SOUTHWEST**

**TULSA, OK**(BILL PAYNE-KTFX) ADDS: Pake, Hank Jr., R. Skaggs.  
**TEXARKANA, TX**(MARIO GARCIA-KMLA) ADDS: No Report, Frozen.  
**NACOGDOCHES, TX**(PETE RUNNELS-KSFA) ADDS: Nicolette, M.Haggard, New Grass.  
**DALLAS/FT.WORTH, TX**(BILL MAYNE-WBAP) ADDS: S.Wariner, Schneider, Juice.  
**HOUSTON, TX**(CANDEA/MURRAY-KILT) ADDS: No Report, Frozen.  
**PT.ARTHUR/BEAUMONT, TX**(MICKEY ASHWORTH-KYKR) ADDS: R. Skaggs, Hank Jr..  
**BRYAN/COLLEGE STAT., TX**(ANDY GALLO-WTAW) ADDS: J.Rodman, Statlers, Dolly.  
**AUSTIN, TX**(STEVE GARY-KASE/FM) ADDS: Frozen.  
**AUSTIN, TX**(MIKE CARTA-KVET) ADDS: Dolly, Hank Jr., Pake, R. Skaggs, Reba, TGSheppard, Adam Baker.  
**AMARILLO, TX**(ROB CASSIDY-KBUY) ADDS: M.Haggard, Statlers, R. Skaggs, Reba, J.Rodman.  
**MIDLAND/ODESSA, TX**(CHUCK WOLFE-KCRS) ADDS: Reba, Hank Jr., R. Skaggs, J.Rodman.  
**EL PASO, TX**(BILL POWELL-KHEY/Y96) ADDS: No Report, Frozen.  
**PHOENIX, AZ**(BUDDY OWENS-KNIX) ADDS: Gatlins, Holly Dunn, Reba, M.Johnson.  
**ALBUQUERQUE, NM**(FRANCINA RODRIQUEZ-KRST/FM) ADDS: Reba, Pake, Hank Jr., M.Johnson, Judds.  
**LAS CRUCES, NM**(BIG JOHN LIBYNSKI-KGRT) ADDS: Hank Jr., Statlers.  
**CARLSBAD, NM**(BOB SWAYZE-KATK/FM) ADDS: Reba, Pake, R. Skaggs, TGSheppard, K.Mattea.

**ROCKY MOUNTAIN**

**WOLF POINT, MT**(ROSS STRAUER-KVCK) ADDS: Pake, Reba, M.Johnson, W.L.Golden, Hank Jr., R. Skaggs, L. Boone, J.Rodman, Statlers, Nicolette, M.Haggard, TGSheppard, R. Crowell, Kaylee A., TR &Allman.  
**DILLON, MT**(MIKE KANDILAS-KDBI) ADDS: Con Hunley, Cash/WayIn, TGSheppard, B.J.Thomas, Nicolette, Hank Jr., L. Boone, Pake.  
**MISSOULA, MT**(MARK WILSON-KGVO) ADDS: No Report, Frozen.  
**POLSON, MT**(MIKE DOTY-KERR) ADDS: J.Rodman, M.McDaniel, R. Skaggs, Reba, Hank Jr., L.Richie.  
**HAMILTON, MT**(JEAN PYSSON-KLYQ/AM) ADDS: Waylon, Hank Jr., Reba, Kaylee A., Pake, L. Boone.

**WHITEFISH, MT**(ART JACKSON-KJJR) ADDS: Pake, Hank Jr., Statlers, K.Rogers, L. Boone, R. Skaggs.

**GREELY/FT. COLLINS, CO**(DON DANA-KYOU/FM) ADDS: Hank Jr., Pake, Bellamys.

**PUEBLO, CO**(RANDY HILL-KIDN) ADDS: Kendalls, K.Mattea, Hank Jr., Pake, Reba.

**JACKSON HOLE, WY**(GIL KING-KSGT) ADDS: Reba, Pake, Judds.

## FAH WEST

**LAS VEGAS, NV**(KAREN CASEY-KYYX/FM) ADDS: Reba, Hank Jr., Judds, M.Johnson.

**LAS VEGAS, NV**(J.C. SIMON-KFMS) ADDS: R. Skaggs, Hank Jr., M.McDaniel, Pake, V.Gosdin.

**RENO, NV**(TONY THOMAS-KOLO) ADDS: Hank Jr., Pake, B.J.Thomas, Nicolette, V.Gosdin, Reba.

**RENO, NV**(JOEL MULLER-KROW) ADDS: J.Rodman, Statlers, R. Skaggs, M.Haggard.

**LOS ANGELES, CA**(R.J. CURTIS-KLAC) ADDS: A.Murray, T.G.Brown, Holly Dunn.

**LOS ANGELES, CA**(R.J. CURTIS-KZLA/FM) ADDS: Holly Dunn, Bellamys, Hank Jr..

**BRAWLEY, CA**(CHRIS OLIVAREZ-KROP) ADDS: Hank Jr., Pake, M.Haggard, T.T.Hall.

**OAKLAND/SAN FRAN., CA**(CARL BROWN-KNEW) ADDS: T.G.Brown, Bellamys.

**OAKLAND/SAN FRAN., CA**(DENNIS DAY-KSAN) ADDS: Dolly, Bellamys.

**SAN JOSE, CA**(JULIE STEVENS-KEEN) ADDS: No Report, Frozen.

**MODESTO, CA**(J.W. FORD-KTRB) ADDS: M. Murphey, Sawyer B., Dolly, G.Jones.

**EUREKA, CA**(KEN CONLIN-KRED) ADDS: M.Haggard, Hank Jr., Reba, Conway T..

**SACRAMENTO, CA**(CAMMIE WINSTON-KHWY) ADDS: Marty Hag..

**SACRAMENTO, CA**(RICK STEWART-KRAK/FM) ADDS: Willie N., Marie/Paul, Holly Dunn.

**SACRAMENTO, CA**(RICK STEWART-KRAK/AM) ADDS: Bellamys, G.Jones, G.Watson, M.Johnson.

**TURLOCK, CA**(ED NICKUS-KMIX) ADDS: Kendalls, Pake, V.Gosdin, Hank Jr., New Grass, B.J.Thomas, R.McDowell.

**CHICO, CA**(MARK RATHBUN-KHSL) ADDS: Pake, B.J.Thomas, Hank Jr., Kendalls, R. Skaggs, L. Boone.

## NORTHWEST

**ASTORIA, OR**(BOB LOUCKS-KVAS) ADDS: TGSheppard, R. Skaggs, Hank Jr., Cannons, Reba, W.L.Golden.

**ALBANY, OR**(H.DAVID ALLAN-KRKT) ADDS: Nicolette, T.T.Hall.

**CORVALLIS, OR**(P.J. EMMERSON-KFAT/FM) ADDS: Reba, Pake, M.Haggard, Bellamys.

**TOLEDO, OR**(DENNIS EDWARDS-KTDO) ADDS: Hank Jr., M.Haggard, Reba, W.L.Golden, Pake.

**EUGENE, OR**(PILGRAM/WILLIAMS-KEED) ADDS: Hank Jr., W.L.Golden, Reba, Nicolette, Pake, J.Rodman, B.Clements.

**REDMOND, OR**(MIKE WEST-KPRB) ADDS: Reba, W.L.Golden, Hank Jr., Kaylee A., TGSheppard, R. Skaggs, M.Johnson.

**PENDLETON, OR**(STEVE GREEN-KWHT) ADDS: Pake, Reba, Hank Jr., J.Rodman, Judds.

**SEATTLE, WA**(SUSAN FALCONER-KMPS) ADDS: Sawyer B., R. Skaggs, Hank Jr., Reba.

**EVERETT/SEATTLE, WA**(WAYNE CORDRAY-KWYZ) ADDS: M.Johnson, Pake, Judds, R. Skaggs.

**YAKIMA, WA**(BOB MURPHY-KUTI) ADDS: Nicolette, TGSheppard, Cash/WayIn, Con Hunley, Statlers, R. Skaggs.

**TRI-CITIES, WA**(JESSE LEE-KORD) ADDS: Waylon, Cash/WayIn, Statlers, Pake, L. Boone, Hank Jr., Sawyer B..

**TRI-CITIES, WA**(CHUCK MATHESON-KOTY) ADDS: Bellamys, G.Watson, M.Johnson, Statlers, T.T.Hall, L.Richie.

**ANCHORAGE, AK**(BILL CARDOZA-KYAK) ADDS: Dolly, M.Johnson, K.Mattea, Con Hunley, R. Skaggs.

## COUNTRY JOBS

**SALES/SPORTS DIRECTOR** - KFAT/KLOO-Corvallis, OR  
Larry Blair (503)753-4493

**NEWS DIRECTOR** - KTXV/KLIK-Jefferson City, MO  
Brian Miller (Box 414 - 65102)

**NEWSPERSON** - WBAP-Ft. Worth, TX  
\*Bill Mayne (1 Broadcast Hill - 76102)

**AIR TALENT** (immediate & future) - WYGC-Gainesville, FL  
Bob Davis (Box 5069 - 32602-5069)

**AIR TALENT** (midday) - WNOE-New Orleans, LA  
Ralph Cherry (529 Bienville, LA 70115)

**PROGRAM DIRECTOR/AIR TALENT** (mornings) - KIMM-Rapid City, SD  
Ron Hansen (Box 8205 - 57709)

**AIR TALENT**(nights) - KFMS-Las Vegas, NV

\*Randy Hood (1555 E. Flamingo Rd., Suite 435 - 89119)

**AIR TALENT** - WBAP-Ft. Worth, TX

\*Bill Mayne (1 Broadcast Hill - 76103)

\*No phone calls please.

## COUNTRY AVAILABLE

**CHESTER HOLMES** from KSKX-Topeka, KS is looking for a position as AT/News, contact him at (913)354-4720.

**TIM LOW** from KRED/FM-Eureka, CA is looking for a position PD/MD/AT/Engr., contact him at (707)443-1621 or (707)444-3675.

**MATTHEW GRAGE** from KQKD-Redfield, SD is looking for a position as AT/MD/PD/Sports Director, contact him at (605)472-1380(mornings).

**LEE LAWRICK** from WCII-Louisville, KY is looking for a position as AT/MD, contact him at (502)636-5525.

**DON ELLIOTT** from 96HUM/FM-Lawrence, KS is looking for a position as AT/Production, contact him at (913)242-4789.

## COUNTRY SERVICE

**KWHT-Pendleton, OR** - single: R.Skaggs (Epic)

**WQLA-LaFollette, TN** - album: L.Richie (Motown)

**KMIT-Mitchell, SD** - singles: G.Watson(Epic), Bellamys(MCA/Curb)

**KYOU/FM-Greeley, MT** - albums: MCA/Epic

## COUNTRY CHANGES

**LINDA BALK** from KHTZ-Reno, NV, to KOLO-Reno, NV, as a Newperson.

## Chinwag cont. from pg. 13

**Sam Kalsner**, former VP of Top 40 Promotion at Atlantic Records, has moved across town to MTV to become VP of Programming. Kaiser replaces **John Sykes**, who left several weeks ago. C'wag sends warmest regards.

**Tom Kay** has formed **Main Street Marketing and Promotions, Inc.**

headquartered in Minneapolis. Along with associate **Denise Lutz**, Kay will handle independent promotion and coordinate **The Upper Midwest Communications Conclave**. His phone number is 612-927-HITS. Meanwhile, **Doug Lee**, Kay's former associate at Midwest Promotion in Minneapolis, will continue his operations from his new base in Kalispell, MT. Dial 406-267-6079.

**EMI America Records** has officially installed **John Hey** as their new National Album Promotion Director. John was formerly **Regional West Coast Albums** out of Dallas for EMI America. Now it's bright lights and tinsel town all the way for Hey.

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This year,  
there is a very  
good reason for  
all broadcasters  
to attend the **BMA**  
**Convention**  
**and Talent**  
**Search**  
**Showcase. . .**

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**BMA CONVENTION '86,**  
**FONTAINBLEAU HILTON**  
**MIAMI BEACH, OCTOBER 1 - 5**

**THE BLACK MUSIC ASSOCIATION**

1500 LOCUST STREET, SUITE 1905, PHILADELPHIA, PA 19102 (215) 545 - 8600

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*The  
new  
president  
will  
be  
one  
of  
you!*

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# "URBANIZING"

by JERRY BOULDING

## THE STRUGGLE TO START

"No great enterprise will ever begin if all obstacles must first be overcome." ..Napoleon Hill.

When is the best place to start to build a career in the urban radio business? Should you just go and hang around a radio station waiting for a chance to learn more? Should you get into a liberal arts program in college and then look for an internship? Well, both have worked well for some people. The key is to start...to begin. In this issue we'll look at some of the problems and possible solutions that face the new generation of broadcasters. How will their opportunities and options differ from those we faced?

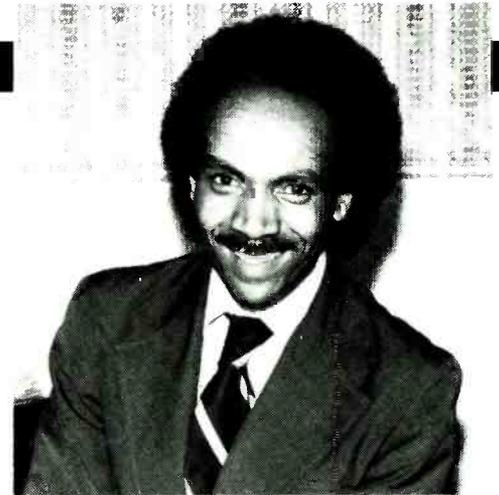
### URBAN RADIO IS BIG BUSINESS

Not too long ago, many of the functions that are being handled by computers today were being done by hand. There were answers that research has been able to provide because of their use of computer generated facts. ARBitron has refined their methodology in the last three or four years. We get information back quicker and in many different forms. All of this has changed the way we must prepare for a career in the broadcast industry. And today, many people land in urban radio that wouldn't even have considered it a few years ago. Urban radio is big business. Where it works, it can generate millions of dollars a year for its ownership, and that's what a lot of big businesses are looking for today. Radio stations sell for a lot more today than they did even a couple of years ago. To keep up with much of this growth and progress, computers came into being and continue to expand into new areas each year. Billing and logging were being done on computers before transmitter readings and music systems found the "cure." Computers have made tons of statistical data available to many stations either through direct means or from associations with one of several networks. Whole morning shows have been prepped from computer services that were edited and put into a form hot morning teams could use. And today (because of computers and satellites) newspapers and wire services can get information to us much quicker. Why, it wouldn't have been possible to do the kinds of shows we do today were it not for computers. USA Today could not gather and then brush stroke with color to be the kind of publication it has become. USA Today has become an excellent source of show prep for today's morning radio shows. All right, so we have some different choices and obligations than we had a few years back...but what does it really mean? It means that there is more information available today than yesterday. It means that we

tend to devour a tremendous amount of information in a short time and that today's radio must be able to supply this information constantly and continue to develop new sources just to keep up. So, a good liberal arts education is desirable...and usually preferred. But there are some whose creative talents will carry them places even a Masters in Broadcast Arts won't penetrate. Again, it depends on the need, the talent and the timing. The big plus is that black/urban radio is the crossover format and as such it has fringe benefits today that were virtually unheard of yesterday. For example, many Top 40 and Adult Contemporary stations are searching almost as diligently as the black urban stations for some "tan talent." This means opportunities outside the format. So the struggle to start may be a bit tougher but the rewards are worth it.

### BLACK HITS HIT NEW HIGH

Let's quickly examine some of the reasons for the crossover music phenomenon stretching across and literally blurring the format differences. We can say without much fear of contradiction that 1986 will go down in music history as the year that black/urban crossovers hit their highest point in both Top 40 and Adult Contemporary (A/C) formats in the history of the charts. For those of us who have been in the format for a while, while it comes late, it really comes as no surprise. Black music has been a favorite of many for years. It wasn't always being done as well as it is today, and it didn't always have strong videos to help it. Blacks are strong visual performers, too. But black and urban radio stations are not only the perennial leaders in breaking artists...this year they're accelerating their pace in breaking new artists of every type, style and gender. With two or three months to go Shirley Jones, Gwen Guthrie, Jermaine Stewart, Gavin Christopher, Rainy Davis, Regina, Mazarati, The Rose Brothers, Tease, Timex Social Club, 52nd Street, The Jets, Precious Wilson, Joeski Love, Johnny Kemp have all done well and crossed over to do even better this year. So the motivating factor in the struggle to start might well be that now there are many more places where young developed talent can be used. And the new generation of air-talent, programmers, music-directors and managers will have a few more choices on not only where they'll be employed but how. Some things never change... the basics and wisdom. Wisdom is nothing more than common sense refined by learning and experience. And in our business the door to wisdom swings on hinges of common sense and uncommon thoughts. ●



*" Let's quickly  
examine some of the  
reasons for the  
crossover music  
phenomenon  
stretching across and  
literally blurring the  
format differences."*

## CERTIFIED

2W LW TW

**FREDDIE JACKSON**  
Tasty Love  
(Capitol)

**JESSE JOHNSON** featuring **SLY STONE**  
Crazay  
(A&M)

3	2	1
7	5	2
2	1	3
4	4	4
14	9	5
9	6	6
12	8	7
15	11	8
17	13	9
19	12	10
31	17	11
1	3	12
5	7	13
29	22	14
22	19	15
25	20	16
26	18	17
33	27	18
24	21	19
28	24	20
35	29	21
30	23	22
32	28	23
11	16	24
16	15	25
8	10	26
34	30	27
--	40	28
--	39	29
--	--	30
6	14	31
36	31	32
40	38	33
18	25	34
--	--	35
--	--	36
37	37	37
39	35	38
--	--	39
--	--	40

**CAMEO** - Word Up (Atlanta Artists/PolyGram)  
**HOWARD HEWETT** - I'm For Real (Elektra)  
Oran "Juice" Jones - The Rain (Def Jam/Columbia)  
Ashford & Simpson - Count Your Blessings (Capitol)  
**5 STAR** - Can't Wait Another Minute (RCA)  
New Edition - Earth Angel (MCA)  
**TEMPTATIONS** - Lady Soul (Gordy)  
**TINA TURNER** - Typical Male (Capitol)  
**GREGORY ABBOTT** - Shake You Down (Columbia)  
**GEORGE BENSON** - Kisses In The Moonlight (Warner Bros.)  
**MELBA MOORE & FREDDIE JACKSON** - A Little Bit More (Capitol)  
Janet Jackson - When I Think Of You (A&M)  
Lisa Lisa & Cult Jam with Full Force - All Cried Out (Columbia)  
**CLUB NOUVEAU** - Jealousy (Tommy Boy)  
**REBBIE JACKSON** - Reaction (Columbia)  
**RJ'S LATEST ARRIVAL** - Heaven In Your Arms (Manhattan)  
Kenny G - What Does It Take (To Win Your Love) (Arista)  
**STACY LATTISAW** - Nail It To The Wall (Motown)  
**FORCE MD'S** - One Plus One (Tommy Boy/Warner Bros.)  
**LOOSE ENDS** - Stay A Little While (MCA)  
**HUMAN LEAGUE** - Human (Virgin/A&M)  
**JERMAINE STEWART** - Jody (Arista)  
**PHYLLIS HYMAN** - Old Friends (Manhattan)  
Maze - I Want To Be With You (Capitol)  
James Ingram - Always (Qwest)  
DeBarge - Love Always (Gordy)  
**GENOBIA JETER** - All My Love (RCA)  
**GENERAL KANE** - Crack Killed Applejack (Gordy)  
**BEAU WILLIAMS** - There's Just Something About You (Capitol)  
**FREDDIE JACKSON** - Tasty Love (Capitol)  
Levert - Pop Pop Pop (Goes My Mind) (Atlantic)  
Al Jarreau - L Is For Lover (Warner Bros.)  
**RENE & ANGELA** - No How, No Way (Mercury/PolyGram)  
Midnight Star - Midas Touch (Elektra)  
**JESSE JOHNSON** featuring **SLY STONE** - Crazay (A&M)  
**MILLIE JACKSON** - Hot! Wild! Unrestricted! Crazy Love (Jive/RCA)  
George Duke - Broken Glass (Elektra)  
James "D Train" Williams - You Are Everything (Columbia)  
**ARETHA FRANKLIN** - Jumpin' Jack Flash (Arista)  
**JEFFREY OSBORNE** - Room With A View (A&M)

## MOST ADDED



**LIONEL RICHIE**  
Love Will Conquer All  
(Motown)

**COMMODORES**  
Going To The Bank  
(PolyGram)

## POP CROSSOVER

**ORAN "JUICE" JONES**  
The Rain  
(Def Jam/Columbia)

## CHARTBOUND

Reports Adds On Chart ARTIST & TITLE

56	49	4	3	*LIONEL RICHIE - Love Will Conquer All (Motown)
39	8	25	6	ONE WAY - Don't Think About It (MCA)

URBAN CONTEMPORARY HIT FACTOR Research: Betty Hollars

Total Reports This Week Last Week

## HIT FACTOR

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

ARTIST	TITLE	LABEL	Reports	Heavy	Medium	Light	Adds	Hit Factor	Weeks
MELBA MOORE & FREDDIE JACKSON	- A Little Bit More (Capitol)		63	38	13	11	1	60%	7
CLUB NOUVEAU	- Jealousy (Tommy Boy)		53	28	12	10	3	52%	7
REBBIE JACKSON	- Reaction (Columbia)		56	33	13	9	1	58%	8
STACY LATTISAW	- Nail It To The Wall (Motown)		63	17	24	22	--	26%	5
LOOSE ENDS	- Stay A Little While (MCA)		47	17	17	12	1	36%	11
PHYLLIS HYMAN	- Old Friends (Manhattan)		46	18	10	16	2	39%	9
GENOBIA JETER	- All My Love (RCA)		36	6	12	15	3	16%	9
GENERAL KANE	- Crack Killed Applejack (Gordy)		47	10	14	12	11	21%	6
BEAU WILLIAMS	- There's Just Something About You (Capitol)		36	12	9	9	6	33%	7
FREDDIE JACKSON	- Tasty Love (Capitol)		55	11	6	27	11	20%	3

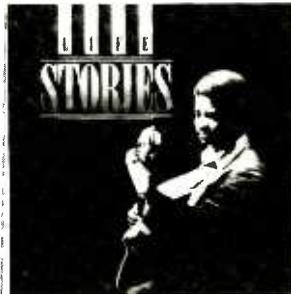
# GET HIP. GET HAPPY. GET JAZZED.



Miles Davis  
Tutu

NO MATTER

WHAT



Earl Klugh  
Life Stories



Ernie Watts  
Sanctuary

SHAPE YOUR PLAYLIST IS IN, THIS



Jeff Lorber  
Private Passion



Bob James  
Obsession

JAZZ  
FITS.

And The #1 Jazz Album of The Year



Bob James/David Sanborn  
Double Vision



# UP & COMING

Reports Adds On Chart ARTIST & TITLE

Reports	Adds	On	Chart	ARTIST & TITLE
38	7	22	9	JEAN CARNE - Flame Of Love (Omni/Atlantic)
36	8	21	7	CHICO DeBARGE - Talk To Me (Motown)
33	16	15	2	JAMES BROWN - Gravity (Scotti Bros.)
31	3	16	12	DAZZ BAND - Wild & Free (Geffen)
30	3	16	11	SHIRLEY JONES - Last Night I Needed Somebody (P.I./Manhattan)
26	11	12	3	PEABO BRYSON - Good Combination (Elektra)
25	1	20	4	RUBY TURNER & JONATHAN BUTLER - If You're Ready, Come Go With Me (Jive /RCA)
24	3	14	7	HANSON & DAVIS - Hungry For Your Love (Fresh)
24	3	16	5	MTUME - P.O.P. Generation (Epic)
24	24	--	--	COMMODORES - Going To The Bank (PolyGram)
23	2	11	10	OLIVER CHEATHAM - S.O.S. (Critique)
22	2	13	7	CASH FLOW - Reach Out (Polydor/PolyGram)
20	3	11	6	BILLY GRIFFIN - Believe It Or Not (Atlantic)
20	2	11	7	KURTIS BLOW - I'm Chillin' (Mercury/PolyGram)
19	1	11	7	52ND STREET - You're My Last Chance (MCA)
19	16	2	1	*READY FOR THE WORLD - Love You Down (MCA)
16	2	10	4	ATLANTIC STARR - Armed & Dangerous (Elektra)
15	3	7	5	MISS THANG - Thunder & Lightning (Tommy Boy)
14	2	8	4	*TEENA MARIE - Love Me Down Easy (Epic)
14	1	9	4	THE MOVIES - Juke Box (Columbia)
14	14	--	--	*LEVERT - Let's Go Out Tonight (Atlantic)
13	1	11	1	MARKUS ANTHONY - One Night Of Love (R&R)
13	3	9	1	*WHISTLE - Just For Fun (Select)
13	1	7	5	CON FUNK SHUN - She's A Star (Mercury/PolyGram)
13	3	9	1	DENIECE WILLIAMS - Healing (Columbia)
13	10	1	2	*PATTI LABELLE - Kiss Away The Pain (MCA)
12	--	10	2	STEPHANIE MILLS - Time Of Your Life (MCA)
12	--	9	3	GAVIN CHRISTOPHER - Back in Your Arms (Manhattan)
12	1	10	1	*WORD OF MOUTH - Coast To Coast (Profile)
11	7	--	4	*SHIRLEY MURDOCK - I Can't Go On Without You (Elektra)
11	--	9	2	RICK JAMES - Forever And A Day (Motown)

DROPPED: #26-Krystol, #32-Gwen Guthrie, #33-Run DMC, #34-Billy Ocean, #36-Yarborough & Peoples, Rodney Franklin, Lenny Williams, Skyy, Surface .

## LP CUTS

LEE RITENOUR - Water Colors (GRP)  
 LEVERT - Fascination (Atlantic)  
 LENNY WILLIAMS - Our Love (Knob Hill)  
 CAMEO - She's Mine/Candy/Back & Forth (Atlanta Artists/PolyGram)  
 5 STAR - Please Don't Say Goodnight (RCA)

## POTENTIAL SINGLES

CHAKA KHAN - Tight Fit (Warner Bros.)  
 FULL FORCE - Unfaithful (Columbia)  
 JOHNNY KEMP - Anything Worth Having (Columbia)  
 NEW KIDS ON THE BLOCK - Stop It Girl (Columbia)  
 JAMES "D TRAIN" WILLIAMS - Misunderstanding (Columbia)

## URBAN CONTEMPORARY SUMMARY

CAMEO did it...word is it's up to number one in almost every trade and definitely deserves to be there. It's number one in airplay, chart points, inverted points and has a Hit Factor of 85%...not too shabby. TINA TURNER had a terrific week and GREGORY ABBOTT did the same. Certified looks a little odd because the first, FREDDIE JACKSON, is one of the "tastiest" ballads we've heard since LaBelle/McDonald, and the other, JESSE JOHNSON featuring SLY STONE, is uptempo and one of the "crazaayiest" sounding singles that can be described as being at the opposite end of the musical pole. Ballads are everywhere these days and since uptempo (and even medium/uptempo) songs are in demand, JESSE & SLY will have a heyday. Most Added is most ironic this week: didn't most of you feel odd reporting your new adds as LIONEL RICHIE and THE COMMODORES. Yep, they were number one and number two in most added and seem quite content sharing the spotlight. In the health department, GENERAL KANE's "Crack Killed Applejack" took a "healthy" jump from 40-28, making it the biggest mover ; Jay

Riley, WNOO-Chattanooga reports many calls from the 18-35 crowd, and looks like it truly "jumped in and couldn't jump back!!" as the lyrics go. HUMAN LEAGUE looks like a good request item: for Tony Brown, WBLX-Mobile it's big 18-24, for Tony Scott, WEKS-Atlanta it gets calls from teens to the 35-year-olds, and Don Cody, WGIV-Charlotte says the single is "really, really hot, good sound, and my demos are all the way fr om 18-49. Lynn Tolliver, WZAK-Cleveland had some interesting comments: the 12-inch flip of the DAZZ BAND "A Place In My Heart" is "a helluva record" and since the band is from Cleveland, he plays it all he wants. He also reports a single by JANET LYNN SKINNER "Don't Let Go" on A&M/Rejoice as a good, positive urban contemporary record, uptempo and he digs it! As for newer product, JEFFREY OSBORNE's "Room With A View" is already getting requests, says John Anthony, WAMO-Pittsburgh. Steve Harris, WCIN-Cincinnati reports that FREDDIE JACKSON is getting calls "right off the bat...all female demos" and MILLIE

JACKSON is also getting early response, again females from 12-24. Rod Cruise, WDKS-Fayetteville called to say that "GREGORY ABBOTT is getting the hottest calls to date." Paul Perrodin, KACE-Los Angeles is getting good phones on BEAU WILLIAMS "adults & females" and ditto for PHYLLIS HYMAN. When Tonya Pendleton, WILD-Boston checked in she said the calls are already starting for "Unfaithful" by FULL FORCE and since their past hit logged the most calls for a long time..."we expect this one to do equally as well." Licia Torres, KJLH-Los Angeles reported calls on BEAU WILLIAMS, too, from females, mostly, from 18-34. Joe Bullard, WANM-Tallahassee reports heavy phones on PIECES OF A DREAM and the new PATTI LABELLE already - both are new product. L.D. McCollum, XHRM-San Diego gives us some interesting news about the DARYL HALL 12-inch, which was mixed once again, by Arthur Baker "makes it authentically urban for our format", according to Lee. Check it out. Betty

**NORTHEAST****BOSTON, MA****TONYA PENDLETON-WILD**

ADDS: Nocera, Cash Flow, RFTW, L.Richie, Full Force, SOS Band, S.Jones. HOTS: Janet Jax., Temps, G.Abbott, SOS Band, Levert, Janet Jax., L.Richie, T.Turner, Oran Jones, P.Hyman, Nu Shooz, Ashford &S, G.Benson, Lisa Lisa, Maze, Barb. Roy, H.League, A. Baker, P.LaBelle, Nocera.

**BOSTON, MA****SUNNY JOE WHITE-WXKS/FM**

ADDS: Jms. Brown, Aretha, L.Richie, Madonna. HOTS: J.Stewart, 5 Star, Cameo, H.League, Oran Jones, Ashford &S, Vandross, N.Edition, A. Baker, T.Turner, Janet Jax., Lisa Lisa.

**NEW YORK, NY****TONY GRAY-WRKS**

ADDS: Chico DeB.. HOTS: J.Osborne, SOS Band, Levert, Lisa Lisa, Eric B, Ocean, Mid. Star, S.Jones, Rene & A., J.Ingram, S.Lattisaw, Dougie Fr., 5 Star, Melba/Fred, Run DMC, Ashford &S, Loose Ends, H.League, Cameo, Full Force.

**NEW YORK, NY****SCOTT SHANNON-Z100**

ADDS: H.League. HOTS: Aretha, Cameo, T.Turner, 5 Star, Oran Jones, N.Edition, Run DMC, Lisa Lisa, A. Baker.

**ROCHESTER, NY****ANDRE MARCEL-WDKX**

ADDS: Commodores, J.Carne, Levert, L.Richie, Gen. Kane. HOTS: F.Jackson, Millie Jax, Prince, Chico DeB..

**PITTSBURGH, PA****JOHN ANTHONY-WAMO**

ADDS: Jesse/Sly, Geo.Duke, Peabo, One Way, Commodores, J.Osborne, RFTW, Mtume. HOTS: Millie Jax, H.League, 5 Star, H.Hewett, Ashford &S, B.Williams, Aretha, L.Richie, J.Carne, R. Palmer, Chico DeB., S.Jones, S. Red, Peabo, One Way, Rene & A., Berlin, Turner/J.B, Commodores, J.Osborne, Teena M., RFTW.

**PHILADELPHIA, PA****TONY QUARTERONE-WUSL/FM**

ADDS: H.League, Eric B, L.Richie. HOTS: S.Jones, A. Baker, Run DMC, Madonna, Mid. Star, Ocean, Whodini, 5 Star, Rebbie J..

**WASHINGTON, DC****MIKE ARCHIE-WHUR**

ADDS: Levert, Aretha, Jesse/Sly, Geo.Duke, Mik.Howard, Gen. Kane, L.Richie, Tamiko J., S.Jones. HOTS: Rebbie J., S.Lattisaw, Wm. Bell, P.Hyman, Maze, T.Turner, N.Edition, Ashford &S, Lisa Lisa, Gl. Jones, G.Abbott, Melba/Fred, D Train, 52nd St., Y.& People, J.Stewart, Mid. Star, The Cut, Dazz Bd., Cl.Nouveau, Jarreau, 5 Star.

**BALTIMORE, MD****KINGSTON/KRONTHAL-B104**

ADDS: Ben E.King, J.Stewart, L.Richie, R. Palmer. HOTS: H.League, T.Turner, Jets, N.Edition, Cameo, Janet Jax..

**BALTIMORE, MD****ROY SAMPSON-WXYV/FM**

ADDS: L.Richie, Deniece W., Jesse/Sly, Barb. Roy. HOTS: Maze, Cl.Nouveau, Jets, Force MD's, Loose Ends, Mid. Star, J.Ingram, M.Morgan, Controller, S.Lattisaw, Chaka Khan, Kenny G, Whodini, T.Turner, J.Stewart, Gen. Jeter, Run DMC, Gw.Guthrie, Temps, Krystol, D Train, Melba/Fred.

**OCEAN CITY, MD****DAVE ALLAN-OC104/FM**

ADDS: L.Richie, Jarreau, N.Martinez, Madonna, Wham!. HOTS: T.Turner, N.Edition, H.League, S.Lattisaw, Melba/Fred, G.Benson, J.Stewart, Kenny G, J.Osborne, Mid. Star.

**RICHMOND, VA****DONNIE DEANE-WKIE**

HOTS: Temps, H.Hewett, G.Benson, G.Abbott, Rebbie J., N.Edition, 5 Star, Kenny G, Force MD's, P.Hyman, T.Turner, Loose Ends, RJ'S Latst, J.Stewart.

**NORFOLK, VA****DON "EARLY" ALLEN-WQWI**

ADDS: Jms. Brown, Gen. Kane, Geo.Duke, Nocera, Commodores, L.Richie, O.C.Smith, Lee Fields, Eric B, P.LaBelle. HOTS: G.Benson, J.Ingram, Maze, O.Cheatem, Dougie Fr., Gl. Jones, G.Brown, Denroy

M., Loose Ends, Kenny G, T.Turner, Y.& People, B.Williams, Gen. Jeter, The Cut, Melba/Fred, Tamiko J., J.Reese, 5 Star, Wm. Bell, Skyy, J.Carne.

**FARMVILLE, VA****STAN WILLIAMS-WPAK**

ADDS: Tamiko J., Miss Thang, B.Wright, Dazz Bd..

**ROANOKE, VA****STAN TOMPKINS-WTOY**

HOTS: Janet Jax., Oran Jones, Lisa Lisa, Cameo, Ashford &S, DeBarge, Mid. Star, N.Edition, H.Hewett, Maze.

**SOUTH****GREENSBORO, NC****DOC FOSTER-WQMG**

ADDS: Millie Jax, Mtume, Commodores, RFTW, Jms. Brown, Levert, P.Carroll, Voltage Br, O.C.Smith, Kartoon K.. HOTS: T.Turner, J.Ingram, G.Benson, Givens F., Rebbie J., Kenny G, RJ'S Latst, Melba/Fred, Force MD's, O.Cheatem, Cl.Nouveau, B.Griffin, Whistle, Gen. Jeter, Miss Thang, B.Williams, 52nd St., Dazz Bd., Cash Flow, P.Hyman, H.League, Boogie B's.

**CHARLOTTE, NC****DON CODY/K.MACK-WGIV**

ADDS: L.Richie, P.LaBelle, S.Murdock, Tease. HOTS: J.Osborne, Maze, Loose Ends, Lisa Lisa, Givens F., Force MD's, Kenny G, T.Turner, Kurtis B., Ashford &S, Cl.Nouveau, P.Hyman, Gen. Jeter, B.Williams, S.Lattisaw, Rene & A., O.C.Smith, Aretha, J.Stewart.

**FAYETTEVILLE, NC****BAEZ/CRUISE/MCKRAE-WDKS**

ADDS: SOS Band, RFTW, B.Williams, Full Force, A.Starr, M.C. CHILL. HOTS: Jesse/Sly, P.Hyman, Sweet Sen., D Train, Run DMC, Kurtis B., A. Baker, Rebbie J., Aretha, Cl.Nouveau, Octavia, F.Jackson, Dazz Bd., J.Ingram, Millie Jax, Gen. Kane, Lisa Lisa, Rene & A., Whodini, Fresh F.C., Eric B, Jazz Jeff.

**FAYETTEVILLE, NC****LYPE/GREENE/BENSON-WZFX**

ADDS: Jms. Brown, Commodores, S.Murdock, L.Richie, Tease, Nicole, SOS Band, The Movies, The Cut. HOTS: Force MD's.

**WILMINGTON, NC****TONY GORE/JOE DIAZ-WWIL**

HOTS: TMP Band, Lisa Lisa, Chaka Khan, Trinere, Mary Janes, J.Ingram, Ashford &S, Levert, Dougie Fr., Oran Jones, Deniece W., DeBarge.

**ASHEVILLE, NC****S.MCINTYRE/ROBINSON-WBMU/FM**

ADDS: Gen. Jeter, A.Starr, 5 Star, Gl. Jones, B.Williams, RJ'S Latst, J.Stewart, Jarreau, S.Jones, Rene & A.. HOTS: S.Mills, Janet Jax., Cameo, J.Ingram, Prince, Tease, J.Kemp, Controller, Aleem, Wm. Bell, S. Winwood, 4 Tops, Maze, H.Hewett, G.Benson, DeBarge, Dazz Bd., Ocean, Klymaxx, P.LaBelle.

**ST.MATTHEWS, SC****ANDY HENDERSON-WQKI**

ADDS: L.Richie, Commodores, Aretha, Chico DeB., Nocera, Sis.Sledge, Levert.

**COLUMBIA, SC****TONY DEAN/J.MCHUGH-WWDM/FM**

HOTS: G.Abbott, Millie Jax, Oran Jones, Ocean, Klymaxx, Nocera, L.Williams, Rebbie J., Melba/Fred, J.Osborne, N.Edition, LA D.Team.

**GEORGETOWN, SC****SWINTON/WAKEFIELD-WVBX**

HOTS: Melba/Fred, Loose Ends, G.Benson, Cl.Nouveau, H.& Davis, S.Lattisaw, Force MD's, Y.& People, D Train.

**FLORENCE, SC****ANDREW BAILEY-WYNN**

HOTS: Ashford &S, Run DMC, Loose Ends, Melba/Fred, Kenny G, Gen. Kane, Jarreau, Rebbie J., G.Brown, Turner/J.B, Gen. Jeter, J.Osborne.

**HEMINGWAY, SC****DELL-ANYAR CAMPBELL-WLGI**

HOTS: L.Richie, Maze, Vandross, MM/Kashif, DeBarge, Gw.Guthrie, Janet Jax., A. Baker, SOS Band, Levert.

**GREENVILLE, SC****ANDRE CARSON-WHYZ**

HOTS: T.Turner, Oran Jones, Miss Thang, Madonna, N.Edition, J.Carne, Whitney, Jets, S. Winwood, DeBarge, S.Lattisaw, G.Benson,

H.Hewett, G.Abbott, Kenny G, Gen. Kane, H.& Davis, A. Baker, Krystol, 5 Star.

**ATLANTA, GA****TONY SCOTT-WEKS**

ADDS: L.Richie, Eric B, Deniece W., Jms. Brown, Commodores. HOTS: Nocera, Loose Ends, Confunk S., RJ'S Latst, Ashford & S, H.& Davis, H.Hewett, Mtume, Jesse/Sly, J.Ingram, T.Turner, Rebbie J., Melba/Fred, A.Starr, J.Carne, S.Lattisaw, Dazz Bd., F.Jackson, Peabo, Teena M., One Way, Gen. Kane.

**ATLANTA, GA****RAY BOYD-V103**

ADDS: Aretha, F.Jackson, J.Carne, One Way, B.Williams, Teena M., Commodores. HOTS: Y.& People, Loring/And, Ashford & S, N.Edition, Levert, Melba/Fred, S.Lattisaw, G.Abbott, Temps, P.Hyman, Rebbie J., RJ'S Latst, Maze, Stacey Q, Krystol, A.Starr, TMP Band, DeBarge, Loose Ends, P.Carmen, Kenny G, Cash Flow.

**AUGUSTA, GA****DEMETRA MERRITT-WFXA**

ADDS: S.Murdock, P.LaBelle, 52nd St., Commodores, L.Richie, Jms. Brown, F.Jackson, Turner/J.B, Gen. Jeter, Jesse/Sly, Levert, Dazz Bd.. HOTS: G.Benson, H.Hewett, G.Abbott, Cl.Nouveau, B.Williams, J.Ingram, Krystol, T.Turner, Force MD's, S.Murdock, Kenny G, Loose Ends, Rene & A., Gen. Kane, Mtume, Teena M., Melba/Fred, Rockwell, RJ'S Latst, J.Stewart, H.& Davis, P.LaBelle.

**AUGUSTA, GA****MICKEY ARNOLD-WRDW**

ADDS: M.Morgan, RFTW, Full Force, Levert, L.Richie, P.LaBelle, Commodores, Peabo, T.Brunson, Chico DeB., K.Patrick, Gen. Kane, M. Tyson. HOTS: DeBarge, Cameo, G.Abbott, B.Williams, Modern Man, G.Benson, Prince, Temps, S.Murdock, N.Edition, Rockwell, J.Stewart, P.Carmen, Wm. Bell, Cash Flow, Millie Jax, Latimore, J.Osborne, Confunk S., Cl.Nouveau, Jesse/Sly, P.Hyman.

**ALBANY, GA****TONY WRIGHT-WJIZ**

ADDS: L.Richie, Commodores, K.Patrick, Fatburger, Pamela, Levert, Jms. Brown, RFTW. HOTS: Maze, Lisa Lisa, Gen. Kane, Janet Jax., L.Richie, J.Carne, B.Williams, J.Ingram, G.Benson, Rene & A., P.Hyman, T.Turner, Cash Flow, Loose Ends, RJ'S Latst, Force MD's, S.Jones, Jets, Rebbie J., Jesse/Sly, F.Jackson, H.League.

**TALLAHASSEE, FL****JOE BULLARD-WANM**

ADDS: Commodores, L.Richie, P.LaBelle, Pieces/Dr., Miss Thang, Levert, Deniece W., H.& Davis. HOTS: H.League, P.Hyman, S.Lattisaw, 5 Star, Gen. Kane, Millie Jax, Melba/Fred, F.Jackson, Force MD's, Aretha, Loose Ends, One Way, J.Carne, Rene & A., Kurtis B., Johnnie T., Jesse/Sly, Cash Flow, J.Stewart, Barb. Roy, W.Of Mouth, Dazz Bd..

**MIAMI, FL****FRANK AMADEO-Y100**

ADDS: G.Abbott, L.Richie, Madonna, Nu Shooz. HOTS: Chico DeB., S.Lattisaw, Vandross, J.Stewart, Jms. Brown, 5 Star, Oran Jones, Aretha, Ashford & S, Mid. Star, Cameo, H.League, A. Baker, T.Turner.

**TAMPA, FL****CHRIS TURNER-WTMP**

HOTS: Ashford & S, Oran Jones, Janet Jax., Wm. Bell, Lisa Lisa, Givens F., N.Edition, P.Hyman, Temps, Krystol, BobbyJimmy, Y.& People, Force MD's, Dazz Bd., Skyy, Boogie B's, Kenny G, 5 Star, Jarreau, R.Franklin, Rene & A., DeBarge.

**MONTGOMERY, AL****FRENCH/E.CHAMPAGNE-WQIM**

HOTS: Lisa Lisa, Cameo, Chaka Khan, G.Benson, S.Jones, Maze, P.LaBelle, J.Osborne, G.Abbott, Prince, H.Hewett, Temps, J.Ingram, MM/Kashif, M.Morgan, SOS Band.

**MOBILE, AL****VERNON WELLS-WGOK**

ADDS: L.Richie, Prince, Commodores, Cherrelle, SOS Band, R.J.Allen. HOTS: Peabo, Rebbie J., K.Patrick, Confunk S., Jms. Brown, B.Wright, Gen. Kane, Gw.Guthrie, J.Ingram.

**MOBILE, AL****TONY BROWN-WBLX**

ADDS: Commodores, One Way, F.Jackson, Aretha, Jms. Brown, K.Patrick, Geo.Duke, Chico DeB., J.Lorber, P.Carroll. HOTS: Maze, Melba/Fred, G.Benson, Kenny G, RJ'S Latst, B.Williams, Loose Ends,

Cl.Nouveau, Gen. Jeter, B.Griffin, H.League, Gen. Kane, J.Stewart, P.Hyman, Jarreau, Millie Jax, Force MD's, G.Abbott, S.Lattisaw, Jesse/Sly, Dazz Bd., J.Carne.

**OPELIKA, AL****KEITH REED-WZMG**

HOTS: Ashford & S, Chaka Khan, DeBarge, Temps, Mid. Star, Krystol, H.Hewett, G.Benson, Vandross, T.Turner, A. Baker, Rebbie J., N.Edition, O'Ch.Brown, J.Osborne, 5 Star, Maze, Prince, Gl. Jones, J.Ingram.

**NASHVILLE, TN****J.C.FLOYD-WQQK/FM**

ADDS: H.Hewett, F.Jackson, Millie Jax, M.Anthony, J.Osborne, One Way, Commodores, Stacey Q. HOTS: RJ'S Latst, Kenny & J., S.Lattisaw, T.Brunson, A.Starr, Jesse/Sly, Melba/Fred, O.Cheatem.

**CHATNOOGA, TN****JAY RILEY-SWITCH 102-WNOO**

ADDS: SOS Band, New Kids, P.LaBelle, L.Richie, Commodores, S.Murdock. HOTS: Geo.Duke, Rebbie J., G.Abbott, H.Hewett, Chaka Khan, Maze, Krystol, Gavin C., Dougie Fr., Temps, J.Ingram, 5 Star, Kenny G.

**MEMPHIS, TN****P.WELLS/JIMMY SMITH-K-97**

ADDS: Peabo, L.Richie, Eric B. HOTS: T.Turner, Cl.Nouveau, H.League, S.Lattisaw, J.Stewart, DeBarge, J.Osborne, Melba/Fred, Rebbie J., 5 Star, Temps, G.Abbott, B.Williams, Kurtis B., RJ'S Latst, Jesse/Sly, Aretha, F.Jackson, One Way, Gen. Kane, Jms. Brown, Geo.Duke.

**MEMPHIS, TN****MELVIN JONES-KRNB**

ADDS: Levert, L.Richie, RFTW. HOTS: Y.& People, R.Franklin, Ashford & S, T.Turner, Cl.Nouveau, Janet Jax., O.Cheatem, S.Lattisaw, J.Carne, F.Jackson, Fatboys, J.Stewart, J.Osborne, Rebbie J., Stacey Q, 5 Star, Kurtis B., Gen. Kane, Loose Ends, RJ'S Latst, Voltage Br, Melba/Fred.

**JACKSON, TN****FRED HARVEY-WFKX**

ADDS: Chico DeB., Jesse/Sly, Levert, Rene & A., Millie Jax, B.Griffin, Gen. Kane. HOTS: Melba/Fred, T.Turner, H.Hewett, G.Benson, V.Rumor C., Janet Jax., Loring/And, J.Ingram, 5 Star, Gl. Jones, RJ'S Latst, Geo.Duke, S.Lattisaw, D Train, P.Hyman.

**JACKSON, MS****CARL HAYNES-WJMI**

ADDS: L.Richie, W.C.W.Crew, H.League, Aretha, Whistle. HOTS: Dougie Fr., Millie Jax, T.Turner, J.Carne, Rebbie J., Temps, Morris Day, RJ'S Latst, RFTW, F.Jackson, Dazz Bd., Boogie B's, S.Jones, Jarreau, S.Lattisaw, S.Lattisaw, Gen. Jeter, J.Osborne, R.Crawford, P.LaBelle, L.Richie, W.C.W.Crew.

**LAUREL/HATTIESBURG, MS****RON DAVIS-WQIS**

HOTS: Janet Jax., Millie Jax, RJ'S Latst, Loose Ends, Gl. Jones, Chaka Khan, T.Turner, Maze, Mid. Star, A.Starr, H.Hewett, Jets, Cl.Nouveau, Prince, M.Morgan, Kenny G, Cameo, S.Lattisaw, Gen. Kane, Krystol, Jarreau, Y.& People.

**MCCOMB, MS****SARA KAY-WHNY**

HOTS: H.League, G.Abbott, Krystol, Ashford & S, Janet Jax., Loring/And, N.Edition.

**CENTRAL****COLUMBUS, OH****RICK STEVENS-WCKX**

HOTS: H.Hewett, Y.& People, Cameo, Double, Lisa Lisa, G.Abbott, 5 Star, RJ'S Latst, Krystol, Dougie Fr., Gl. Jones, Force MD's, O.Cheatem, N.Edition, J.Ingram, M. Jagger, Temps, Jarreau, Junior, Geo.Duke, Wm. Bell, G.Benson.

**COLUMBUS, OH****K.C.JONES-WVKO**

ADDS: L.Richie, Jms. Brown, Jesse/Sly, One Way, Cl.Nouveau. HOTS: A. Baker, T.Turner, N.Edition, Melba/Fred, Chaka Khan, Prince, Maze, Gw.Guthrie, Mid. Star, Lisa Lisa, Janet Jax., DeBarge, S.Jones, Pieces/Dr., H.League, S.Lattisaw, Kenny G, RJ'S Latst, Rebbie J., G.Benson.

**CLEVELAND, OH****DEAN DEAN-WDMT**

ADDS: Scott & R., RFTW, J.Carne, C.Carter, Levert. HOTS: Bananarama, Jazz Jeff, Egypt Lvr., Madonna, Cl.Nouveau, Ashford & S, Mid. Star, Temps, One Way, M.C. CHILL, Krystol, Melba/Fred, H.Hewett, P.Hyman, Gen. Jeter, Miss Thang, G.Benson, G.Abbott, S.Lattisaw, J.Stewart, H.League, Rebbie J..

**CLEVELAND, OH****LYNN TOLLIVER JR-WZAK**

ADDS: A. Baker, Levert, RFTW, Run DMC, L.Richie, H. & Davis, Mtume, UTFO. HOTS: Millie Jax, H.Hewett, M.C. CHILL, 5 Star, Gen. Kane, J.Carne, Kurtis B., S.Lattisaw.

**CINCINNATI, OH****B. CASTLE/G. WEILER-WBLZ**

ADDS: Jarreau, J.Osborne, Aretha, L.Richie. HOTS: Janet Jax., Mid. Star, Levert, Run DMC, Bananarama, T.Turner, H.League, G. Benson, J.Stewart, Melba/Fred, Kenny G, Temps, S.Lattisaw, R. Palmer, Dazz Bd., G.Abbott, F.Jackson, Jesse/Sly, Cl.Nouveau.

**CINCINNATI, OH****STEVE HARRIS-WCIN**

ADDS: Jms. Brown, Jesse/Sly, P.Hyman, SOS Band, Dazz Bd. HOTS: 5 Star, S.Jones, F.Jackson, RJ'S Latst, L.Richie, Miss Thang, N.Edition, Kenny G, S.Lattisaw, Millie Jax, H.League, G.Abbott, Jarreau, Rebbie J., L.Williams, Loose Ends, One Way, Gen. Kane.

**INDIANAPOLIS, IN****KELLY KARSON-WTLC**

ADDS: Commodores, Full Force, L.Richie, Gen. Kane, Levert. HOTS: G.Abbott, Force MD's, Geo.Duke, D Train, T.Turner, P.Hyman, Rebbie J., Jarreau, Melba/Fred, Skipworth, Kenny G, Loose Ends, Gen. Jeter, S.Jones, B.Williams, Cl.Nouveau, J.Stewart, Dazz Bd., B.Griffin, O.Cheatem, Givens F., J.Carne.

**DETROIT, MI****GARY BERKOWITZ-WHYT**

ADDS: L.Richie. HOTS: Aretha, Lisa Lisa, Vandross, Janet Jax., J.Stewart, H.League, T.Turner, A. Baker, L.Richie.

**DETROIT, MI****J.ALEXANDER/WHITMORE-WJLB**

ADDS: Jazz Jeff, Gen. Kane, Kiara, One Way, RFTW, L.Richie, Whistle. HOTS: G.Abbott, Cl.Nouveau, Force MD's, Kenny G, H.League, F.Jackson, Rebbie J., Jesse/Sly, Krystol, S.Lattisaw, Loose Ends, Main Ingr., Prince, E.Towns, T.Turner.

**SAGINAW, MI****DAVID ROSAS-WVWS/FM**

HOTS: RJ'S Latst, Force MD's, Maze, Krystol, Oran Jones, Cash Flow, Lisa Lisa, H.League, 5 Star, B.Williams, P.Hyman, S.Jones.

**MILWAUKEE, WI****B.MILLER/K.STERLING-WLUM**

ADDS: Bang Orch., F.Jackson, N.Martinez, Deice, Easton, Barb. Roy, L.Richie, Jms. Brown, Millie Jax. HOTS: Jesse/Sly, H. & Davis.

**MILWAUKEE, WI****ROB HARDY-WNOV**

ADDS: Miss Thang, Peabo, J.Reese, O.Cheatem, Varsity S., Millie Jax, O.C.Smith, Nocera, D.Stewart, De Shawn, K.Patrick, L.Richie. HOTS: H. & Davis, Rebbie J., Gen. Kane, Gen. Jeter, Givens F., Dazz Bd., S.Lattisaw, Melba/Fred, Chaka Khan, Run DMC.

**CHICAGO, IL****MARCO SPOON-WBMX/FM**

ADDS: Commodores, L.Richie, Jesse/Sly, Jms. Brown, J.Osborne. HOTS: DeBarge, Gl. Jones, Run DMC, H.Hewett, N.Edition, Krystol, Temps, RJ'S Latst, T.Turner, Cl.Nouveau, M.Morgan, D Train, J.Ingram, Kenny G, G.Abbott, O.Cheatem, Melba/Fred, Rick James, H.League, Turner/J.B, F.Jackson, Peabo.

**CHICAGO, IL****LEE MICHAELS-WGCI/FM**

ADDS: Tease, Full Force, A. & Camp, Peabo, B.Griffin, Jesse/Sly, L.Richie, Commodores, Col.Abrams, W.Of Mouth. HOTS: J.Ingram, Loose Ends, H.Hewett, P.Hyman, G.Abbott, O.Cheatem, T.Turner, G.Benson, Rebbie J., Force MD's, J.Stewart, Jarreau, Melba/Fred, S.Lattisaw, H. & Davis, Mtume, Gen. Kane.

**CHICAGO, IL****DEE HANDLEY-WJPC**

ADDS: Rebbie J., Kenny G, Force MD's, Cl.Nouveau, Melba/Fred, RJ'S Latst. HOTS: Ocean, Maze, H.Hewett, Run DMC, J.Osborne, Temps,

N.Edition, 5 Star, J.Ingram, G.Benson, L.Richie, Whodini, T.Turner, Prince, A. Baker, P.LaBelle, Vandross, S.Jones, G.Abbott, Loose Ends, BobbyJimmy, Dougie Fr..

**ST. LOUIS, MO****ANDRE FULLER-WZEN**

HOTS: Cameo, Rebbie J., Lisa Lisa, G.Abbott, Oran Jones, T.Turner, DeBarge, M.Morgan, Janet Jax., Klymaxx, P.LaBelle, Y. & People, Ashford & S, Gl. Jones, H.Hewett, Fatboys, Mid. Star, G.Benson, D Train, RJ'S Latst, L.Richie, 5 Star.

**ST. LOUIS, MO****MIKE STRADFORD-KMJM**

ADDS: Full Force, Jms. Brown, SOS Band, RFTW, Commodores, Pieces/Dr., L.Richie, J.Lorber. HOTS: Chico DeB., Rebbie J., S.Lattisaw, The Movies, H.League, Millie Jax, J.Stewart, G.Benson, RJ'S Latst, Kenny & J., D Train, M.Anthony.

**NEW ORLEANS, LA****DEL SPENCER-WYLD/FM**

ADDS: P. Austin, S.Murdock, P.LaBelle, Chico DeB.. HOTS: Force MD's, Rebbie J., 5 Star, Kenny G, Maze, T.Turner, Cash Flow, Levert, Loose Ends, RJ'S Latst, Melba/Fred, P.Hyman, Krystol, Gen. Kane, Cl.Nouveau, A.Starr, S.Lattisaw, Rene & A., J.Ingram, Gw.Guthrie, B.Williams, Jesse/Sly.

**NEW ORLEANS, LA****O'KELLY/ROLLING-B97**

ADDS: L.Richie. HOTS: J.Stewart, Vandross, H.League, Oran Jones, Mid. Star, Aretha, Cameo, T.Turner, A. Baker, Lisa Lisa.

**MAURICE/LAFAYETTE, LA****STEPHANIE SMALLWOOD-KFXZ**

ADDS: SOS Band, F.Jackson, One Way, S.Murdock, Kurtis B., RFTW, P.LaBelle, H. & Davis, A.of Noise, B.Williams, Jesse/Sly, T.Brunson, Nicole, Mazarati, Carmichael. HOTS: Mid. Star, Melba/Fred, J.Osborne, Kenny G, Rebbie J., T.Turner, Aretha, Loose Ends, G.Abbott, 5 Star, G.Benson, Kool/Gang, Force MD's, J.Ingram, Dougie Fr., Levert, Krystol, S.Lattisaw, 52nd St., Deniece W., Rene & A., H.League.

**LAKE CHARLES, LA****C.C.SCOTT-KXZZ**

ADDS: G. Benson, B.Williams, J.Carne, DeBarge, Cl.Nouveau, Gen. Jeter, Loose Ends, Jarreau, Krystol, Rene & A.. HOTS: Ocean, Run DMC, T.Turner, Mid. Star, Janet Jax., S.Lattisaw, S.Mills, Rebbie J., 5 Star, G.Abbott, Gen. Kane, J.Stewart, Rick James, Kenny G, Millie Jax, F.Jackson, S.Jones, Latimore, Teena M., Gw.Guthrie.

**WEST HELENA, AR****DELL SIMES-KCLT**

HOTS: DeBarge, Confunk S., Levert, B.Williams, Henderson, Cameo, Kenny G, RJ'S Latst, Rick James, E.Towns, 5 Star.

**SOUTHWEST****DALLAS, TX****T.AVERY/M.SPEARS-KKDA**

ADDS: P.LaBelle, Levert, Zee, Mazarati, Commodores. HOTS: S.Jones, N.Edition, RJ'S Latst, Rene & A., H.Hewett, Millie Jax, Melba/Fred, Geo.Duke, H.League, J.Stewart, Gavin C., Rebbie J., 5 Star, Chico DeB., Mtume, S.Lattisaw, Confunk S., Kenny G, Gen. Jeter, Kurtis B., Boogie B's, Jesse/Sly.

**FT.WORTH, TX****MICHELLE MADISON-KDLZ**

HOTS: 5 Star, Temps, Loose Ends, B.Williams, Jarreau, Gen. Jeter, G.Benson, Melba/Fred, P.Hyman, RJ'S Latst, G.Abbott, R.Franklin, Force MD's, T.Turner, Millie Jax.

**KILLEEN, TX****BILL ST. JOHN-KIIZ/AM**

ADDS: L.Richie, K.Patrick, Full Force, Gen. Kane, Cash Flow, Jesse/Sly. HOTS: H.Hewett, G.Abbott, Rebbie J., J.Ingram, 52nd St., F.Jackson, Lisa Lisa, Ashford & S, S.Lattisaw, G.Benson, Miami S.M., T.Brunson, J.Carne, One Way, S. Winwood, B.Williams, Chico DeB., Jarreau, Millie Jax, Main Attr..

**HOUSTON, TX****R.ATKINS/J.MICHAELS-KMJQ**

ADDS: B.A.D., Full Force, RFTW, F.Jackson, L.Richie. HOTS: Kenny & J., 5 Star, Force MD's, Kenny G, Gl. Jones, T.Turner, J.Stewart, The

Movies, DeBarge, Melba/Fred, Rebbie J., G.Abbott, Temps, Gavin C., S.Lattisaw, Millie Jax.

**PT. ARTHUR, TX****DOUG DAVIS-KHYS**

ADDS: F.Jackson, J.Osborne, Whistle, O.C Smith, De Shawn, Kurtis B., Teena M., Tamiko J., M. Tyson. HOTS: 5 Star, Temps, Maze, T.Turner, G.Benson, Melba/Fred, Rebbie J., J.Ingram, G.Abbott, Kenny G, Krystol, Force MD's, RJ'S Latst, Loose Ends, Cl.Nouveau, S.Lattisaw.

**ENGLEWOOD/DENVER, CO****DANNY HARRIS/RON ASH-KDKQ**

ADDS: Gen. Kane, L.Richie, Commodores, Peabo. HOTS: G.Benson, Cl.Nouveau, Melba/Fred, G.Abbott, Rebbie J., DeBarge, Lisa Lisa, Kenny G, Mid. Star, RJ'S Latst, Maze, J.Stewart, H.League, S.Lattisaw, Loose Ends, Gen. Jeter, P.Hyman, Jesse/Sly, Aretha, B.Williams, Wm. Bell, Force MD's.

**PHOENIX, AZ****RICK THOMAS-KUKQ**

HOTS: Cl.Nouveau, T.Turner, Skipworth, C.Barry, J.Stewart, H. & Davis, J.Ingram, S.Murdock, DeBarge, Maze, Force MD's, H.Hewett, Rebbie J., G.Benson, Easton, A.of Noise, Double, H.League, S. Red, Bang Orch., B-52s.

**TUCSON, AZ****ROYCE BLAKE-KFXX**

ADDS: H.League, Jarreau, Aretha, Gen. Kane, Rene & A., L.Richie. HOTS: S.Lattisaw, Fantasy.

**RENO, NV****JEFF RYAN-KWNZ/FM**

ADDS: Madonna, A. Baker. HOTS: Aretha, A.of Noise, Nu Shooz, H.League, Run DMC, Lisa Lisa, T.Turner, Janet Jax..

**FAR WEST****LOS ANGELES, CA****LICIA TORRES-KJLH**

ADDS: RFTW, O.Cheatem, J.Carne, Rene & A., B.Williams. HOTS: One Way, The Movies, Gen. Jeter.

**LOS ANGELES, CA****LISA CANNING-KDAY**

ADDS: Millie Jax, Rene & A., Gen. Kane. HOTS: W.C.W.Crew, Mid. Star, Vandross, Cl.Nouveau, Whodini, Ocean, 5 Star, Melba/Fred, T.Turner, RJ'S Latst, One Way, Dougie Fr., The Movies, S.Lattisaw.

**LOS ANGELES, CA****MIKE SCHAEFER-KIIS/FM**

ADDS: Madonna, L.Richie. HOTS: Aretha, A. Baker, Ben E.King, N.Edition, Cameo, Oran Jones, T.Turner, Lisa Lisa, Loring/And.

**LOS ANGELES, CA****ROBINSON/PERRODIN-KACE**

ADDS: Peabo, S.Murdock, P.LaBelle, P. Austin. HOTS: Kenny G, G.Abbott, Loose Ends, D.S. & B.J., RJ'S Latst, Melba/Fred, Jarreau, P.Bailey, B.Cobham, Mendes, E.Klugh, A.Starr, D.Valentin, R. Laws, Teena M., B.Williams, FizzyQuick, T.Turner, Rene & A., David Pack, Deniece W., J.Carne.

**SAN DIEGO, CA****L.D.MCCOLLUM-XHRM**

ADDS: RFTW, F.Jackson, Peabo, J.Carne, P.Hyman, Jms. Brown, One Way, Ben E.King, Daryl Hall, Chico DeB.. HOTS: G.Abbott, Kurtis B., J.Stewart, Jesse/Sly.

**OJAI, CA****HOWARD THOMAS-KMYX**

ADDS: RJ'S Latst, SOS Band, L.Richie, J.Osborne, Full Force, Bang Orch., Commodores, Madonna. HOTS: H.League, Madonna, Jarreau, Jesse/Sly, Rebbie J., Jms. Brown, Krystol, J.Stewart, Gen. Kane, Gavin C., Mid. Star, Chico DeB., One Way, S.Lattisaw.

**FRESNO, CA****WALKER/DAVIS-KYNO**

ADDS: L.Richie, N.Martinez. HOTS: 5 Star, Aretha, A. Baker, T.Turner, Cameo, Vandross, Oran Jones, Janet Jax., Lisa Lisa, N.Edition, Loring/And.

**FRESNO, CA****BERRY/CARTER-KMGX**

ADDS: Bang Orch., Aretha, Madonna. HOTS: Sis.Sledge, H.League, J.Stewart, 5 Star, Oran Jones, Mid. Star, Vandross, Cameo, T.Turner, A. Baker, N.Edition.

**SAN FRANCISCO, CA****KEITH NAFTALY-KMEL**

ADDS: Ben E.King, Chico DeB.. HOTS: J.Stewart, Mid. Star, T.Turner, P.LaBelle, N.Martinez, 5 Star, H.League, Cameo, Oran Jones, Vandross, A. Baker, Nu Shooz, Lisa Lisa, Janet Jax..

**SAN FRANCISCO, CA****MARVIN ROBINSON-KSOL/FM**

ADDS: J.Carne, B.Griffin, Peabo, Confunk S., Jesse/Sly. HOTS: J.Ingram, G.Abbott, Maze, T.Turner, Gl. Jones, Force MD's, Krystol, Whodini, P.Hyman, RJ'S Latst, Loose Ends, Kenny G, Jarreau, Rebbie J., S.Lattisaw, Melba/Fred, Rene & A., Temps, Barb. Roy, Loring/And, F.Jackson, Rick James.

**STOCKTON, CA****ROY WILLIAMS-KJOY**

ADDS: L.Richie, Madonna. HOTS: Aretha, A. Baker, T.Turner, Stacey Q, Janet Jax., Loring/And.

**STOCKTON, CA****JOHN HAMPTON-KSTN**

ADDS: Mid. Star, Ben E.King, L.Richie. HOTS: Sis.Sledge, Jms. Brown, Bang Orch., Jesse/Sly, Aretha, Temps, A. Baker, T.Turner, J.Stewart, H.League, Gw.Guthrie, Ashford & S, N.Martinez, 5 Star, Cameo, Lisa Lisa, N.Edition, Oran Jones, Janet Jax..

**EUREKA/ARCATA, CA****JIM NELLY III-KXGO/FM**

ADDS: Ben E.King, Aretha, T.Turner, L.Richie, J.Stewart. HOTS: N.Edition, Madonna, Oran Jones, A. Baker, H.League, Cameo, Janet Jax., T.Turner.

**SACRAMENTO, CA****GILLETTE/COLLINS-FM102**

ADDS: F.Jackson, L.Richie. HOTS: Mid. Star, T.Turner, Ashford & S, 5 Star, Cameo, A. Baker, Jets.

**RENTON/SEATTLE, WA****FRANK BARROW-KRIZ**

ADDS: L.Williams, Peabo, Jms. Brown, L.Richie, Commodores, Full Force, SOS Band, Cherrelle, RFTW. HOTS: N.Edition, J.Ingram, Maze, Krystol, G.Benson, RJ'S Latst, Ocean, Gen. Kane, Melba/Fred, F.Jackson, Kenny G, Temps, Cl.Nouveau.

**SEATTLE, WA****STEVE MITCHELL-KKFX**

HOTS: Mazarati, Dazz Bd., Wonder, Mary Janes, Cherrelle, Klymaxx, Nu Shooz, Ocean, Chaka Khan, A. Baker.

**SEATTLE, WA****LARRY SNIDER-KQIN**

ADDS: L.Richie, F.Jackson, G.Abbott, Peabo. HOTS: Genesis, B.Griffin, Loring/And, Ocean, Vandross, A. Baker, J.Ingram, M.McDonald, J.Carne.

**TRI-CITIES, WA****JONATHAN WALKER-KZZK/FM**

ADDS: L.Richie, Jms. Brown. HOTS: Bang Orch., N.Martinez, Aretha, Kenny G, Oran Jones, J.Stewart, 5 Star, H.League, Cameo, T.Turner, Lisa Lisa.

**JOB**

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## A LITTLE HEART AND A LOT OF POWER

Let's quickly review what we discussed in the last column: the three basic motives which influence our attitudes and behaviors. One motive is **Achievement**--a need to do things well, to take personal responsibility for our work, to maintain high personal standards of work, and to fix things and solve problems on our own. The second motive is **Affiliation**--the need to have good human relations with others, to love and to be loved. The third is the **Power** motive--the need to control and influence other people's attitudes and behavior. Remember that these motives are not mutually exclusive; that is, we can be high or low on all of them, or high on one and medium on others, and so on.

The work of Harvard's David McClelland and his colleagues over the last 30 years indicates that effective managers have a profile that is low in Affiliation, high in Power and a "controlled" (that is, not too high) Achievement motive. Let's see why this is so.

Effective managers have a low Affiliation motive. (Remember, the word is "low," not "zero"--We don't want a Neanderthal as a manager.) Here's why: Managers with a high Affiliation motive are more concerned with being liked than getting the job done. Have you ever worked for someone like that? It's hard, because they do not confront conflict, they don't enforce high standards, they are wishy-washy, and they avoid making tough decisions. (Sometimes they avoid most important decisions.) It's really tough to manage well when you're overly preoccupied about not offending anyone. Hence, effective managers have a low Affiliation motive. Now remember: Managers with a low Affiliation motive can still be friendly and informal, and they probably would prefer that you like them. But it's just that their dominant underlying need is not for you to like them. They'd rather get respect and results.

Effective managers have a high Power motive. If you don't get turned on by the idea of influencing people, taking responsibility for a team, and taking charge, then it's highly unlikely that you'll be an effective manager. There's another thing to keep in mind. There

are two types of Power. People who crave Personalized Power are primarily concerned with dominating others and looking good. Have you ever worked for a manager who saw leading as being arrogantly aggressive, kicking ass, threatening, and having a simplistic carrot-stick approach to motivation? This is Personalized Power--what I call the John Wayne School of Management, and it doesn't work any more. It may "look" good in the short run, but in fact managers with a high Personalized Power need are often more concerned with their own self-enhancement than with their team's success. In the long run, a leader with this type of need can demoralize an entire organization. In contrast, the other type of Power need is called Socialized Power, and this is what McClelland has found to be the dominant need of effective managers. Managers with high **Socialized Power** needs are just as power-oriented as those with Personalized Power needs. They just express it differently. They're tough on standards without intimidating everyone. They're assertive and straight without destroying people. They think more about developing an effective hard-driving team than about their own personal image. They work with their people. They coach their people to improve their skills. But make no mistake about it: Socialized Power leaders are clearly in charge. They give clear directions and visions. They confront problems. They take decisive actions, even unpopular ones when necessary, and they're not above firing people who simply don't work out.

Effective leaders control their Achievement motive. Most leaders probably got where they are partly because they have a high Achievement motive. They were great "do-ers" before they got promoted. Now what they need to do is to control--even lower--that Achievement need, because if they don't they're going to concentrate on "doing" rather than "managing." Have you ever worked for a manager who doesn't like to delegate interesting projects, or even worse, who finds it hard to delegate much of anything? Managers who spend lots of time doing the



*"Effective managers have a profile that is low in Affiliation, high in Power, and a 'controlled' Achievement motive. These are the kind of managers that make things happen."*

work themselves, rather than spending their time developing a team to do the work, are working ineffectively and will burn themselves out. Their teams are also working at far less than peak effectiveness. Why? Because their high-Achievement manager may be a great player, but he's a lousy coach. Hence, he's not spending his time the way he needs to: planning, organizing, delegating, motivating and team-building (and note that these latter activities are things that reflect high Socialized Power). Now remember: As a manager you don't want to lower your Achievement motive too much. You still need to have personal standards and do a lot of actual work yourself--and even if you're at a high level of management you should still "get your hands dirty" regularly in order to stay in touch with what's going on in your organization. But your priorities should be shifting away from Achievement and more towards Power.

So there's our effective manager: a little heart and a lot of power. These are the kind of managers who make things happen. And the irony is, people (especially the good performers) often like them as well! ●

# the GAVIN REPORT

## DAVE SHOLIN'S Personal Picks — SINGLES

Dave's on vacation, this week's picks are by Ron Fell.

### PRETENDERS - Don't Get Me Wrong (Sire/Warner Bros.)

More pop and less pretentious than their past singles, this one should get a quick and warm welcome from a broad spectrum of pop radio. Chrissie Hynde's unique vocal style and the band's credibility with stations on the cutting edge will take care of the rest.

### ROBBIE NEVIL - C'est La Vie (Manhattan)

All hook - all the time. This track's crisp rhythm arrangement and strong chorus help young Robbie tell it like it is. C'est magnifique!

### BAD COMPANY - This Love (Atlantic)

Mick Jones seems to have brought a little of the Foreigner magic to the production, which re-unites all but Paul Rodgers from the original firm.

### TIMBUK 3 - The Future's So Bright, I Gotta Wear Shades (IRS/MCA)

We need a little cool humor in Top 40, and this one may just deliver. Don't let the fact that the band is already top ten in the Album and Alternative charts stop ya.

### B-52's - Summer Of Love (Warner Bros.)

No doubt their path to pop success has been made easier by some girl groups with questionable depth. But Cindy, Kate and company have been goin' at it for a decade now, earning their stripes in pop-alternative formats and the club scene (where this track broke).

### JOAN JETT and THE BLACKHEARTS - Good Music (CBS)

Ya know it's Joan Jett even before she starts singing. Her passion for good rock 'n' roll is turned into an anthem complete with an anvil chorus of power guitar licks.

## the GAVIN REPORT

The Gavin Report is published fifty weeks a year on the Thursday of each week.

Subscription Rates: \$240 for 50 issues or \$130 for 25 issues.

Subscription and circulation inquiries: (415) 392-7750

Station Reporting Phone: (415) 392-7750

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## RON FELL'S Personal Picks — ALBUMS

### CHICAGO - Chicago 18 (Full Moon/Warner Bros.)

Boy howdy! The horns are back! Chicago's signature sound is indelibly imprinted on and through the groove and I think, more than ever, the vocals have been tailored to fit the brass. Newest member, Jason Scheff replaces Peter Cetera on both bass and some vocals and with all due respect to both Scheff and Cetera, there's no noticeable drop-off in teamsmanship. The first single, the remake of 25 OR 6 TO 4, is the LP's most controversial moment. It took courage to cover your own song and they sure do flex-up the track. Fresh songs like NIAGRA FALLS, and the ballads WILL YOU STILL LOVE ME, NOTHIN'S GONNA STOP US NOW and I BELIEVE have the power and patience distinguished by good Chicago songs of the past.

### LINDA RONSTADT - For Sentimental Reasons (Asylum)

The late Nelson Riddle nearly finished this wonderful trilogy before his death at 64 last year. As the project's arranger and conductor, Riddle was intimately responsible for its mood, texture and direction. These songs, known as "standards" in the biz, received anything but standard treatment from Riddle or Ronstadt. Unfortunately for some of you, radio play was never a serious consideration in its chosen pace or relativity. But Riddle & Ronstadt probably double-handedly brought millions of non-record buyers into record stores and preserved in live, state-of-the-art condition of some of America's finest pre-pop music. I hear Linda is set to do some J.D. Souther songs as part of her next album. J.D. ain't no Cole Porter, but it would be a change of pace.

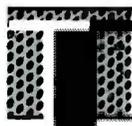
### JAMES BROWN - "Gravity" (Scotti Bros.)

Strange but true... I didn't grow up listening to James Brown. My exposure to ethic artists were the likes of Trini Lopez, Don Ho, and the Four Seasons. For most of my youth, JB was down at the other end of my dial, somewhere between the Wolfman and Reverend Ike. But in an equal stroke of honesty I'll 'fess to have taken a liking to the genuine genius of performance and the gravity of his body of work. Prior to his work with Dan Hartman, J.B.'s was a creature of inspirational soul music made on a tight budget with the tightest bands. The result was souled-out, not sold-out. Living in America (From Rocky IV) began the Hartman association which gets an eight side workout here. Hope you can hear the fire in his eyes and visualize the goodfoot, soulstride of THE GODFATHER OF SOUL. GRAVITY is just getting off the ground as a single so we shouldn't be looking down the road too far, but it'll be hard to keep HOW DO YOU STOP from spinning at a faster speed (45 RPM).

## COMING SOON



# FIRST THINGS FIRST



Two years ago ROBBIE NEVIL became the very first artist signed to MANHATTAN RECORDS. Then he became the first brand new artist to entice ALEX SADKIN (producer of Foreigner, The Thompson Twins and Duran Duran) to produce a debut album. Now we're ready to present ROBBIE'S album and his first great single, C'EST LA VIE, to you for the first time . . . It's a first rate smash! The first time you hear it, we think you'll agree.

ROBBIE

NEVIL

C'EST LA VIE

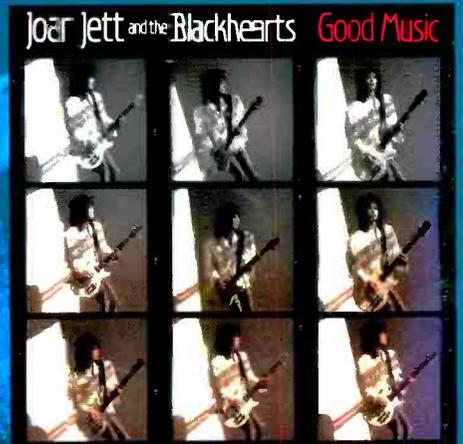
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