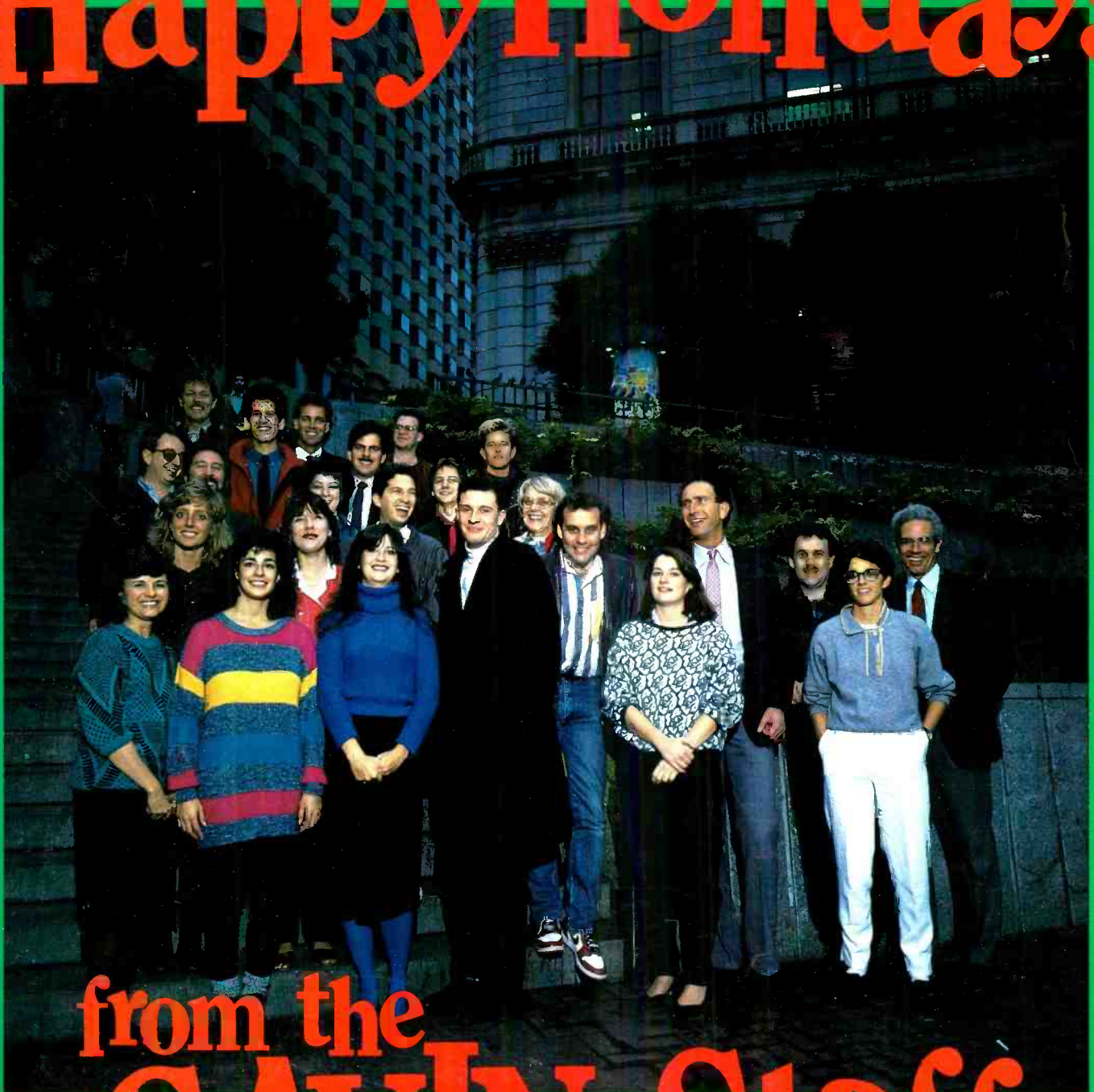


the GAVIN REPORT

SINCE 1958

Happy Holidays



from the
GAVIN Staff

It's A Fact: Jeff Lorber Has A Hit Single.



**(and we're bringing it home
for the holidays)**

"Facts Of Love" Featuring Karyn White

PRODUCED BY EVAN ROGERS, CARL STURKEN AND JEFF LORBER

FROM THE NEW JEFF LORBER ALBUM PRIVATE PASSION

MANAGEMENT ALLEN KOVAC AND STEVE DRIMMER • LEFT BANK MANAGEMENT • 1986 WARNER BROS. RECORDS INC.

Editor: Dave Sholin

Reports accepted Mondays at 8AM through 11AM Wednesdays
Station Reporting Phone (415)392-7750

MOST ADDED



▲ **HUEY LEWIS & THE NEWS**
Jacob's Ladder
(Chrysalis)
141 Adds

TOTO
Without Your Love
(Columbia)
68 Adds

EDDIE MONEY
I Wanna Go Back
(Columbia)
60 Adds

▲ TOP NEW AIRPLAY

CERTIFIED

LIONEL RICHIE
Ballerina Girl
(Motown)

BON JOVI
Livin' On A Prayer
(Mercury/PolyGram)

RECORD TO WATCH



LINDA RONSTADT & JAMES INGRAM
Somewhere Out There
(MCA)

Some early tell tail signs forecast success over the Holidays.

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

- BANGLES - Walk Like An Egyptian (Columbia)
- Wang Chung - Have Fun Tonight (Geffen)
- DURAN DURAN** - Notorious (Capitol)
- SURVIVOR** - Is This Love (Scotti Brothers)
- GENESIS** - Land Of Confusion (Atlantic)
- Pretenders - Don't Get Me Wrong (Sire/Warner Bros.)
- JANET JACKSON** - Control (A&M)
- GREGORY ABBOTT** - Shake You Down (Columbia)
- ROBBIE NEVIL** - C'est La Vie (Manhattan)
- MADONNA** - Open Your Heart (Sire/Warner Bros.)
- Bruce Springsteen - War (Columbia)
- BILLY VERA & THE BEATERS** - At This Moment (Rhino)
- GLASS TIGER** - Someday (Manhattan)
- Bruce Hornsby & The Range - The Way It Is (RCA)
- Howard Jones - You Know I Love You...Don't You? (Elektra)
- KOOL & THE GANG** - Victory (Mercury/PolyGram)
- CYNDI LAUPER** - Change Of Heart (Portrait)
- CHICAGO** - Will You Still Love Me (Full Moon/Warner Bros.)
- Kansas - All I Wanted (MCA)
- MIAMI SOUND MACHINE** - Falling In Love (Uh-Oh) (Epic)
- Timbuk 3 - The Future's So Bright I Gotta Wear Shades (IRS/MCA)
- BOSTON** - We're Ready (MCA)
- TINA TURNER** - Two People (Capitol)
- BILLY JOEL** - This Is The Time (Columbia)
- Ben E. King - Stand By Me (Atlantic)
- BENJAMIN ORB** - Stay The Night (Elektra)
- CARLY SIMON** - Coming Around Again (Arista)
- Billy Ocean - Love Is Forever (Jive/Arista)
- GEORGIA SATELLITES** - Keep Your Hands To Yourself (Elektra)
- JOURNEY** - I'll Be Alright Without You (Columbia)
- Huey Lewis & The News - Hip To Be Square (Chrysalis)
- SAMANTHA FOX** - Touch Me (I Want Your Body) (Jive/RCA)
- JETS** - You Got It All (MCA)
- LIONEL RICHIE** - Ballerina Girl (Motown)
- BON JOVI** - Livin' On A Prayer (Mercury/PolyGram)
- Peter Cetera & Amy Grant - The Next Time I Fall In Love (Full Moon/WB)
- Billy Idol - To Be A Lover (Chrysalis)
- LUTHER VANDROSS** - Stop To Love (Epic)
- Pointer Sisters - Goldmine (RCA)
- READY FOR THE WORLD** - Love You Down (MCA)

CHARTBOUND

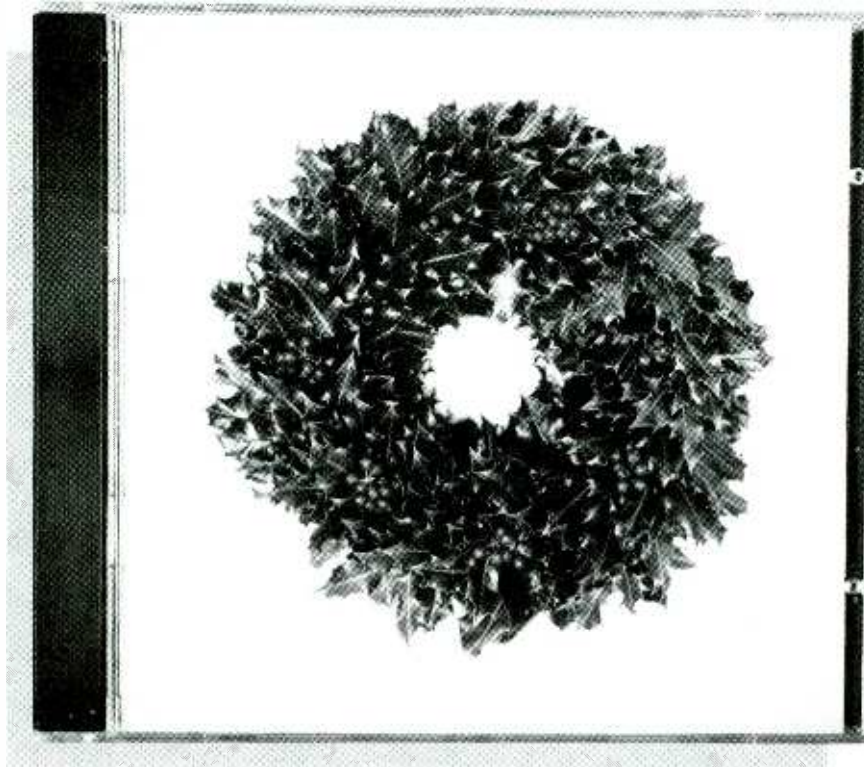
Reports Adds On Chart

EDDIE MONEY - I Wanna Go Back (Columbia)	169	60	100	9
HUEY LEWIS AND THE NEWS - Jacob's Ladder (Chrysalis)	166	141	22	3
ANN WILSON - The Best Man In The World (Capitol)	144	11	112	21
PETER GABRIEL - Big Time (Geffen)	140	33	79	28
HUMAN LEAGUE - I Need Your Loving (Virgin/A&M)	138	28	98	12
ARETHA FRANKLIN - Jimmy Lee (Arista)	134	24	93	17
DON JOHNSON - Heartache Away (Epic)	133	17	85	31

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YULE CHEER



When You Hear
What's Coming Out Next Year!

And Thanks For Making All
The Picks That Gave Us
Hits In '86.



Atlantic, Atco and Custom Labels

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UP & COMING

Reports Adds On Chart ARTIST & TITLE

Reports	Adds	On	Chart	ARTIST & TITLE
115	22	52	41	CHICO DEBARGE - Talk To Me (Motown)
108	2	71	35	PAUL YOUNG - Some People (Columbia)
104	23	66	15	COREY HART - Can't Help Falling In Love (EMI America)
97	5	52	40	DEBBIE HARRY - French Kissin' (Geffen)
92	9	49	34	NANCY MARTINEZ - For Tonight (Atlantic)
92	18	43	31	CINDERELLA - Nobody's Fool (Mercury/PolyGram)
89	14	53	22	EIGHT SECONDS - Kiss You (When It's Dangerous) (Polydor/PolyGram)
86	26	43	17	DEAD OR ALIVE - Brand New Lover (Epic)
84	23	39	22	JEFF LORBER - Facts Of Love (Warner Bros.)
80	5	68	7	LONE JUSTICE - Shelter (Geffen)
74	10	55	9	RIC OCASEK - True To You (Geffen)
68	68	--	--	*TOTO - Without Your Love (Columbia)
63	16	30	17	ANITA BAKER - Caught Up In The Rapture (Elektra)
61	2	38	21	JOHN PARR - Blame It On The Radio (Atlantic)
59	40	13	6	*BEASTIE BOYS - Paul Revere (Def Jam/Columbia)
58	35	17	6	LINDA RONSTADT & JAMES INGRAM - Somewhere Out There (MCA)
54	1	42	11	BOB GELDOF - This Is The World Calling (Atlantic)
49	--	17	32	RUN DMC - You Be Illin' (Profile)
45	2	35	8	GRACE JONES - I'm Not Perfect (But I'm Perfect For You) (Manhattan)
45	--	32	13	ROD STEWART - Every Beat Of My Heart (Warner Bros.)
44	16	28	--	THE CITY - Walk Away (Chrysalis)
42	24	17	1	'TIL TUESDAY - Coming Up Close (Epic)
41	13	20	8	JESSE JOHNSON & SLY STONE - Crazy (A&M)
35	16	18	1	TEENA MARIE - Lead Me On (Columbia)
30	14	10	6	*BOBBY BROWN - Girlfriend (MCA)
30	7	11	12	STACY Q - We Connect (Atlantic)
30	6	23	1	JAMES BROWN - How Do You Stop (Scotti Bros.)
27	--	10	17	PAUL SIMON - Graceland (Warner Bros.)
27	1	17	9	PET SHOP BOYS - Suburbia (EMI America)
23	--	14	9	ERIC CLAPTON - It's In The Way That You Use It (Duck/Warner Bros.)
22	5	12	5	LIMITED WARRANTY - Be at Down The Door (Atco)
22	1	16	5	VAN HALEN - Best Of Both Worlds (Warner Bros.)
21	10	8	3	*BANANARAMA - Trick Of The Night (London/PolyGram)
20	1	10	9	EURYTHMICS - Thorn In My Side (RCA)

*Debuts This Week

Dropped: #34-Bon Jovi, #35-Lionel Richie, #38-Boston, KBC, Bob Seger, David + David, Nu Shooz, Paul McCartney, Commodores, Freddie Jackson, Steve Miller

INSIDE TOP 40 WITH DAVE SHOLIN

Seven records in Chartbound is fitting for the last issue of the year and, as is normally the case the Top 40 will look significantly different when we return in January. Expect good growth on **JOURNEY** which debuts Top 30 for Michael Adams WGGZ/FM and Randy Rice WFMF Baton Rouge, Gary Burton WATT Cadillac, Jonathan Walker KZZK Tri-Cities, Jim Gillie KRQ Tucson, Peter Knight WVBR Ithaca etc.

Strong gains for **GEORGIA SATELLITES** in their home state at Z-93 Atlanta 20-11 and 10-9 crosstown at 94Q, plus moves at B94 25-20, Q99 27-21, WBLU 17-13, WDEK 13-8, KKYK 14-10, KSER 24-12, KHWK 22-16, KZFN 28-21, KWES 26-17, etc. Last time around it took awhile before programmers believed **BON JOVI** was for real but not this time. Nearly 200 stations have already come to the party and it'll be a lot more over the next two weeks...New on Z94, WBEN, WXXQ, KKLS, Y106, 95INZ, Q105, KATD, KWSS, KWOD, KZZP, LG73, KHIT etc.

Surge of new airplay on **LUTHER VANDROSS** vaults him onto the Top 40.

After a long fight, this one is already Top Ten for Steve Kingston and Amy Kronthal at B104 Baltimore and Reggie Blackwell WROQ Charlotte...added at WANS, KZZP, KNEN, WBIZ, WQLK, WLGA, KIMN, KIQY, Y108, KEYP, WHYT, WNCI, etc.

A crossover pick on November 14th, **READY FOR THE WORLD** skips over Chartbound, riding high with a 20% hit factor. Jumps all the way from 27-16 at WTIC/FM, 31-23 WKQB, 16-10 KHYT, 20-11 KS103, 20-16 KBEQ, 21-11 WCIL, 17-12 Y106 etc. Nice pickup in airplay for **PETER GABRIEL** who, besides debuting in a number of markets, gets added at WZOK, WKAU, WJXQ, WPFM, KKBG, KEWB, FM104, KIXS, KZMC, KLYV, WQUT, etc.

Some of those to keep close track of over the Holiday break are **CINDERELLA**, moving 12-9 at WZON Bangor, 22-18 100KHI Ocean City, 10-6 KOZE Lewiston, 29-22 KDVV Topeka, 28-22 WNKS Columbus etc...and a hit factor of 17%. Former Record To Watch **DEAD OR ALIVE** is now number one for Bernie Harnett WKNE/FM, and number four at KFMV

Provo/Salt Lake City and KATD Los Gatos/San Jose.

In tracking other recent Record To Watch entrants in past weeks, **JEFF LORBER** is Top 20 at KSND, KMEL, KOZE, KWXX, KRRG, KRQK, and adds at KZZU, KWOD, WPST, PRO/FM, KC101, G105, KLYK, Q96 etc. What a week for **BEASTIE BOYS**, who go from 18 to 59 reports...new on Z100 New York, Z93 Atlanta, Y100 Miami, WDBR Springfield, WHYT Detroit, etc.

Could be the movie "American Tail" but in any case **RONSTADT & INGRAM** secure adds at KBIU, B106, WTIC, KDON, KROY, KGOT KMGX, KS103, Z104, KRQ, KCPX, WBBQ, moving to #2 at WEBE and 25-20 at K104.

ONE LAST NOTICE..NEW TOP 40 REPORT DEADLINE..5 PM TUESDAYS PACIFIC TIME.

Have a safe holiday and a healthy, happy and prosperous 1987.

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 292 Last Week 298

ARTIST	TITLE	LABEL	Reports	Adds	STATIONS CHARTED				Uncharted	HIT FACTOR	Weeks
					1-5	6-10	11-20	21-30			
MADONNA - Open Your Heart (Sire/Warner Bros.)			274	3	4	19	119	101	28	51%	5
CYNDI LAUPER - Change Of Heart (Portrait)			258	6	--	--	64	138	50	24%	5
GENESIS - Land Of Confusion (Atlantic)			257	3	64	101	68	16	5	90%	9
SURVIVOR - Is This Love (Scotti Bros.)			255	2	88	105	44	9	7	92%	10
BOSTON - We're Ready (MCA)			248	13	--	1	33	126	75	13%	4
BILLY VERA & THE BEATERS - At This Moment (Rhino)			247	12	30	39	75	69	22	58%	6
JANET JACKSON - Control (A&M)			244	1	24	64	122	22	11	86%	9
CHICAGO - Will You Still Love Me (Full Moon/Warner Bros.)			243	23	11	15	68	80	46	38%	8
DURAN DURAN - Notorious (Capitol)			242	--	130	84	23	3	2	97%	9
GREGORY ABBOT - Shake You Down (Columbia)			236	4	63	78	66	17	8	87%	14
WANG CHUNG - Have Fun Tonight (Geffen)			234	--	184	44	5	1	--	99%	13
ROBBIE NEVIL - C'est La Vie (Manhattan)			234	1	43	115	60	10	5	93%	12
GLASS TIGER - Someday (Manhattan)			233	2	12	44	131	32	12	80%	9
BANGLES - Walk Like An Egyptian (Columbia)			230	--	204	20	6	--	--	100%	14
BRUCE SPRINGSTEEN - War (Columbia)			230	--	23	93	85	24	5	87%	6
KOOL & THE GANG - Victory (Polydor/PolyGram)			224	4	5	21	121	62	11	65%	9
MIAMI SOUND MACHINE - Falling In Love (Epic)			224	5	3	17	78	91	30	43%	9
TINA TURNER - Two People (Capitol)			220	6	--	--	55	101	58	25%	6
PRETENDERS - Don't Get Me Wrong (Sire/Warner Bros.)			218	1	109	62	36	6	4	94%	12
BILLY JOEL - This Is The Time (Columbia)			217	5	4	11	58	112	27	33%	6
JOURNEY - I'll Be Alright Without You (Columbia)			213	18	--	--	8	58	129	3%	4
BENJAMIN ORR - Stay The Night (Elektra)			203	17	4	7	43	76	56	26%	9
LIONEL RICHIE - Ballerina Girl (Motown)			203	26	1	1	5	52	118	3%	4
KANSAS - All I Wanted (MCA)			201	2	9	25	102	50	13	67%	9
GEORGIA SATELLITES - Keep Your Hands To Yourself (Elektra)			198	13	1	5	28	74	77	17%	6
BON JOVI - Livin' On A Prayer (Mercury)			197	56	2	1	3	30	105	3%	3
CARLY SIMON - Coming Around Again (Arista)			192	10	3	7	41	82	49	26%	16
HOWARD JONES - You Know I Love You Don't You (Elektra)			189	2	72	82	18	11	4	91%	11
TIMBUK 3 - Future's So Bright (IRS/MCA)			185	4	15	23	81	46	16	64%	12
THE JETS - You Got It All (MCA)			177	29	1	--	14	49	84	8%	7
EDDIE MONEY - I Wanna Go Back (Columbia)			169	60	--	--	1	8	100	1%	3
HUEY LEWIS & THE JETS - Jacob's Ladder (Chrysalis)			166	141	--	--	--	3	22	--	2
SAMANTHA FOX - Touch Me (Jive/RCA)			165	52	13	4	17	31	48	20%	10
LUTHER VANDROSS - Stop To Love (Epic)			160	42	1	2	9	32	74	7%	7
ANN WILSON - The Best Man In The World (Capitol)			144	11	--	--	3	18	112	2%	5
PETER GABRIEL - Big Time (Geffen)			140	33	--	1	8	19	79	6%	6
HUMAN LEAGUE - I Need Your Lovin' (Virgin/A&M)			138	28	--	--	--	12	98	--	5
DON JOHNSON - Heartache Away (Epic)			133	17	--	3	9	19	85	9%	7
READY FOR THE WORLD - Love You Down (MCA)			123	28	4	7	14	11	59	20%	5



***BIG ARTIST
BIG YEAR
“BIG TIME”
for '87***

GAVIN #1 FOR 1986!

ALBUM TOP 100

&

ALTERNATIVE TOP 100

PETER GABRIEL



From the album So . Produced by
Daniel Lanois and Peter Gabriel



GEFFEN RECORDS

HOLIDAY HITS



HOLIDAY HITS

GAVIN TOP 40:
DEBUT 38*
#1 GAVIN URBAN



Luther Vandross
"STOP TO LOVE"



GAVIN TOP 40:
22*-20*
43% HIT FACTOR



Miami Sound Machine
"FALLING IN LOVE (UH-OH)"

GAVIN TOP 40:
CHARTBOUND
133/17



Don Johnson
"HEARTACHE AWAY"

Produced by Chas Sanford



GAVIN TOP 40:
UP & COMING 86/26



Dead Or Alive
"BRAND NEW LOVER"

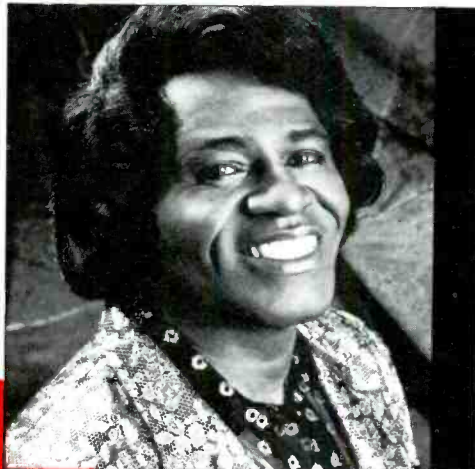


GAVIN TOP 40:
UP & COMING

GAVIN A/C:
ACTION SIDES



GAVIN URBAN:
UP & COMING



James Brown
"HOW DO YOU STOP"



TOP 40
UP & COMING



'Til Tuesday
"COMING UP CLOSE"

HOLIDAY HITS



HOLIDAY HITS

on CBS records, cassettes
and compact disc.

NORTHEAST

HAMILTON, ON(NEVIN GRANT-CKOC) Bon Jovi, Boston, Eurythmics, J. Warnes.
TORONTO, ON(BOB SAINT-CFTR) No Adds.
BOSTON, MA(NELSON/DOLGINS-Z94) Ben Orr, Bon Jovi, H.Lewis, Cinderella.
BOSTON, MA(WHITE/O'CONNELL-WXKS/FM) T.Tuesday, Bon Jovi, E.Money, H.Lewis, Boston, RFTW.
CAPE COD, MA(RANDALL/McVIE-WKPE) Georgia S., H.Lewis, Ronst & J.I, P.Gabriel, T.Tuesday.
PROVIDENCE, RI(TOM CUDDY-PRO/FM) A. Baker, H.Lewis, J.Lorber, Chico DeB., Jms. Brown.
KEENE, NH(BERNIE HARTNETT-WKNE/FM) E.Money, Georgia S., P.Gabriel.
CLAREMONT, NH(BARLOW/BILODEAUX-WHDQ) Ronst & J.I, E.Money, Chico DeB., J.Lorber, Toto, The City, H.Lewis.
RUMFORD, ME(RIVERS/PERRY-WMR) H.Lewis, Toto, Vandross.
BANGOR, ME(TONY PERKINS-WZON) 8 Seconds, Toto, H.Lewis, Police.
ELLSWORTH/BANGOR, ME(TIM MOORE-WKSQ) H.Jones, Genesis, Janet Jax., Ocean.
BANGOR, ME(LEVEN/CLARK-WWFX) H.Lewis, S. Fox, L.Richie.
BURLINGTON, VT(DENA YASNER-95XXX) H.Lewis, E.Money, RFTW, Dead/Alive, J.Lorber, R.Ocasek.
BURLINGTON, VT(THOM RICHARDS-Q99) H.Lewis.
HARTFORD, CT(MIKE WEST-WTIC/FM) Cameo, P.Gabriel, Ronst & J.I, H.Lewis.
WILLIMANTIC, CT(EVAN/SPENCER-WILI/FM) No Report, Frozen.
NEW HAVEN, CT(STEF RYBAK-KC101) H.Lewis, J.Lorber.
WESTPORT, CT(STORM N. NORMAN-WEBE/FM) S. Martin, Limited W., 8 Seconds, The City.
NEW YORK, NY(SCOTT SHANNON-Z100) S.Murdock, Rob.Nevil, Beastie B..
HAMPTON BAYS, NY(ROB POULIN-WWHB) Police, Toto, Force MD's, A. Baker, J.Lorber.
SCHENECTADY, NY(JIM WALSH-3WD) Journey, T.Tuesday, The City, H.Lewis.
KINGSTON, NY(THOM WILLIAMS-WBPM) Boston, The City, P.Gabriel, H.League, Ronst & J.I, Chico DeB., Dead/Alive, S. Fox, Grace J..
POUGHKEEPSIE, NY(BOB WEIL-WSPK/FM) H.Lewis, Chico DeB., Jets, E.Money, Nu Shooz.
UTICA, NY(EDWARDS/ANDREWS-WNYZ) H.Lewis, Toto, Cinderella.
UTICA, NY(LARRY WILLIAMS-WRCK) H.Lewis, Toto, Georgia S., Jesse/Sly, A. Baker.
BINGHAMTON, NY(DON MORGAN-WAAL/FM) L.Richie, E.Money, Glass Tigr, Bon Jovi.
BUFFALO, NY(ROGER CHRISTIAN-WBEN/FM) Georgia S., H.Lewis, Aretha, L.Richie, Bon Jovi.
ITHACA, NY(PETER KNIGHT-WVBR) Toto, P.Gabriel, Georgia S., D. Johnson.

MID ATLANTIC

ASBURY PARK, NJ(PAT GILLEN-JLK/FM) No Report, Frozen.
TRENTON, NJ(TOM CUNNINGHAM-WPST) A. Baker, Dead/Alive, H.Lewis, J.Lorber, RFTW.
PITTSBURGH, PA(LORI CAMPBELL-B94) Cinderella, Chicago, L.Richie.
PITTSBURGH, PA(McQUEEN/SHEDLOCK-WYDD) E.Money, S. Fox, Cinderella, T.Tuesday.
ERIE, PA(JIM COOK-WJET) H.Lewis, Ben Orr, S. Fox, Vandross.

ERIE, PA(BILL SHANNON-K104) H.Lewis, Aretha, T.Tuesday, El DeBarge, D. Johnson, Journey, Crowded H., Bananarama.
ALTOONA, PA(TODD HALLIDAY-WFBG) H.League, Toto, S. Fox, Jets, E.Money.
WASHINGTON, DC(KAGHAN/DEMPSEY-B106) H.Lewis, Ronst & J.I.
BALTIMORE, MD(KINGSTON/KRONTHAL-B104) Bon Jovi, Ronst & J.I, H.Lewis, B.Joel, Bob. Brown.
OCEAN CITY, MD(J.J. "HITMAN" MCKAY-100KHI) S. Fox, Jms. Brown, H.Lewis, Beastie B., Ann Wilson, RFTW, Dead/Alive, A. Baker.
SANFORD, NC(BILL FREEMAN-WFJA) E.Money, Jets, Beastie B., H.Lewis, Toto.
DURHAM/RALEIGH, NC(CINDY WRIGHT-G105) Toto, E.Money, J.Lorber, H.Lewis, Journey, Bon Jovi, S. Fox, L.Richie.
CHARLOTTE, NC(JACK DANIEL-WBCY) H.Lewis, Toto, A. Baker.
CHARLOTTE, NC(REGGIE BLACKWELL-WROQ) B.Vera, Bob Geldof, H.Lewis, Dead/Alive, Toto.
FAIRMONT, NC(JOHN JAMES-WZYZ) H.League, Teena M., Dead/Alive, H.Lewis, C.Hart.
CHARLESTON, SC(ROGER GAITHER-WKQB/FM) 5 Star, H.Lewis, Beastie B., Journey, Chicago, Miami S.M..
FLORENCE, SC(GREEN/BOSWELL-106X) T.Tuesday, Toto, R.Ocasek, Bob. Brown, REM.
MYRTLE BEACH, SC(LINDA KING-WKZQ) Toto, Beastie B., H.Lewis, REM.
GREENVILLE, SC(TOMMY SMITH-WANS/FM) Toto, Vandross, RFTW, Chico DeB., E.Money, H.Lewis.

SOUTHEAST

ATLANTA, GA(JEFF McCARTNEY-94Q) Toto, Jets, H.Lewis.
ROME, GA(DANNY HOWARD-WQTU) H.Lewis, Pointers, P.Gabriel, 8 Seconds.
ATLANTA, GA(BOB CASE-Z93) RFTW, Journey, Beastie B..
SWAINSBORO, GA(CHARLIE FRI-WGKS/FM) N.Martinez, Chico DeB., C.Hart, Toto, H.Lewis, Geo.Duke, Police, Beastie B..
VIDALIA, GA(MELODI GARRETT-98Q) Bon Jovi, Timbuk 3, Communards, Bob. Brown, B.Vinton, Teena M., Cheap T., D. Johnson.
ATHENS, GA(DAN MURRAY-WAGQ) S. Fox, H.Lewis, Toto, Cinderella, Commodores, Teena M., 8 Seconds, Geo.Duke.
AUGUSTA, GA(BRUCE STEVENS-WBBQ) H.League, Ronst & J.I, Dead/Alive, H.Lewis, Jesse/Sly.
FT.VALLEY/MACON, GA(NATHAN HALE-WQBZ) H.Lewis, Toto, Bob. Brown, Teena M., Communards.
HINESVILLE, GA(SHANNON WEST-WBLU) B.Vera, Beastie B..
VALDOSTA, GA(STEVE SUTTON-WLGA) P.Gabriel, Jets, Vandross.
COLUMBUS, GA(MIKE MILLIGAN-WNKS/FM) E.Money, H.Lewis, Beastie B., C.Hart.
COLUMBUS, GA(McCARD/DANIELS-WCGQ) H.Lewis, L.Richie, C.Simon, Cinderella, Jets.
DAYTONA BEACH, FL(TONY MANN-WNFI) Boston, H.League, S. Fox, L.Richie, Bon Jovi.
TALLAHASSEE, FL(RICH STEVENS-Z103) H.Lewis.
PANAMA CITY, FL(JEFF DAVIS-WPFM) Jesse/Sly, J.Lorber, C.Hart, H.Lewis, Toto, P.Gabriel, Cinderella.
FT.WALTON BEACH, FL(MIKE BRIDGES-WFTW/FM) Jets, El DeBarge, J.Lorber, D. Johnson, The City.
PENSACOLA, FL(J.D. NORTH-WJLQ/FM) S. Fox, Ben Orr, E.Money, H.Lewis.
GAINESVILLE, FL(JERI BANTA-WYKS) Bon Jovi, Aretha, L.Richie, RFTW, E.Money, Ann Wilson, T.Tuesday.

WOW, What A Week!

Thank You Radio For Picking Our Hits.



JOURNEY

"I'll Be Alright Without You"

GAVIN TOP 40:

36* - 30* 213/18

GAVIN A/C: 2ND MOST ADDED
AND

CHARTBOUND



EDDIE MONEY

"I Wanna Go Back"

GAVIN TOP 40: 169/60

THIRD MOST ADDED

CHARTBOUND



BEASTIE BOYS

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

GAVIN TOP 40: 59/40

DEBUTS IN UP & COMING
ALBUM PLATINUM-BOUND

TOTO

"Without Your Love"

GAVIN TOP 40: 68/68

2ND MOST ADDED

GAVIN A/C: 2ND MOST ADDED



ORLANDO, FL(McKAY/HAYES-Y106) Georgia S., Bon Jovi, H.Lewis, L.Richie, Klymaxx, Beastie B.
MIAMI, FL(FRANK AMADEO-Y100) 5 Star, Aretha, Chicago, Beastie B., TKA, A. Baker, Pretenders, Cameo.
MIAMI, FL(MARK SHANOS-95INZ) H.Lewis, Bon Jovi, B.Vera, Journey.
TAMPA, FL(BOBBY RICH-Q105) Ben Orr, Bon Jovi, Journey, H.Lewis, P.Gabriel.

SOUTH

DORA, AL(CHRIS BAILEY-WPYK) H.Lewis, B.Vinton, Ronst &J.I.
BIRMINGHAM, AL(PAUL DAVIS-WKXX) H.Lewis, G.Knight, Miami S.M..
FAYETTE, AL(KELSEY SCOTT-WHKW) E.Money, Aretha, S. Fox.
GADSDEN, AL(BILL ST. JOHN-Q104) No Report, Frozen.
MONTGOMERY, AL(BROWN/COLLINS-WHHY/FM) R./DC Crew, P.Gabriel, Chico DeB., H.Lewis, S. Fox, Beastie B., G.Knight, Grace J..
MONTGOMERY, AL(OWENS/JACKSON-BAM99) No Adds.
MOBILE, AL(MARK DAVID SAWYER-WABB/FM) Boston, Jets, Ocean, C.Lauper, Jesse/Sly.
JOHNSON CITY, TN(POTTER/TAYLOR-WQUT) Cinderella, E.Money, Toto, H.Lewis, P.Gabriel.
GREENVILLE, MS(DAN DIAMOND-WIQQ) S. Fox, Vandross, E.Money.
HATTIESBURG, MS(DALE TAYLOR-WHSY/FM) H.Lewis, B.Vera, Jets, Bon Jovi, E.Money, 8 Seconds.
LAUREL/HATTIESBURG, MS(JIM SCOTT-WNSL) S. Fox, L.Richie, Boston.
BILOXI, MS(SANDI STEVENS-WQID) Bon Jovi, Ann Wilson, H.Lewis, Cinderella.
MCCOMB, MS(WALKER/CHAMBERS-WHNY) The City, Boston, Geo.Duke.
STARKVILLE, MS(WILLIAMS/CROCKETT-WKOR) H.Lewis, C.Hart.
JENKINS, KY(G.C. KINCER-WIFX) Bob. Brown, RFTW, B.Vinton, Bon Jovi, Ann Wilson, Journey, 8 Seconds, C.Hart, Teena M..
PADUCAH, KY(TONY RICHARDS-WDDJ/FM) Vandross, Bon Jovi, The City, Aretha, L.Richie.
GLASGOW, KY(KELLY DOSSEY-WOVO/FM) No Report, Frozen.
NEW ORLEANS, LA(McGEE/ROLLING-B97) H.Lewis, C.Hart, Chicago.
LAKE CHARLES, LA(BRUCE GILBERT-KBIU/FM) Ronst &J.I, Vandross, Aretha, Dead/Alive, H.Lewis.
BATON ROUGE, LA(RICE/A.-WFMF) Chicago, L.Richie.
BATON ROUGE, LA(MICHAEL ADAMS-WGGZ/FM) Chicago, Boston.
MONROE, LA(LORI CLARY-KNOE/FM) H.Lewis, E.Money, T.Tuesday, Teena M., Toto, S. Fox.
ALEXANDRIA, LA(CHRISTIE ATWOOD-KQID/FM) Bon Jovi, Vandross, D. Johnson, H.Lewis, Police.

EAST CENTRAL

PINEVILLE, WV(HENRY MORGAN-WWYO) J.Lorber, Alan Stone, Beastie B., H.Lewis, T.Tuesday, Geo.Duke.
CHARLESTON, WV(JARVIS/ROSE-WVSR/FM) B.Joel, L.Richie, S. Fox, Jesse/Sly.
OAK HILL/BECKLEY, WV(JIM MARTIN-WOAY/FM) Frozen.
MORGANTOWN, WV(JOHN DELANEY-WCLG/FM) No Report, Frozen.
COLUMBUS, OH(RICHARDS/FOXX-WNCI/FM) H.Lewis, S. Fox, Ben Orr, Vandross, RFTW.

COLUMBUS, OH(COOK/HAINES-92X) Beastie B., RFTW, E.Money, L.Richie.
ELYRIA/CLEVELAND, OH(BENTLEY/EVAN-WBEA/FM) H.Lewis.
CINCINNATI, OH(JIM FOX-Q102) H.Jones, Ben Orr.
ANGOLA, IN(OSBORN/ST.JOHN-WLKI/FM) C.Simon, Chicago.
RICHMOND, IN(JASON ROBERTS-K96) J.Osborne, Vandross.
VINCENNES, IN(DANNY WAYNE-106RTB) RFTW, S. Fox, Ann Wilson, H.Lewis, Dead/Alive, Beastie B..
ANN ARBOR, MI(JEFF CROWE-WIQB) No Report, Frozen.
DETROIT, MI(MARK JACKSON-WHYT) A. Baker, H.Lewis, Vandross, Jesse/Sly, Aretha, Bob. Brown, Beastie B..
LANSING, MI(MARK MALONEY-WVIC) No Report, Frozen.
JACKSON/LANSING, MI(ALIX/WEBSTER-WJXQ) H.Lewis, S. Fox, R.Ocasek, P.Gabriel, Cinderella.
GRAND RAPIDS, MI(MIKE TINNES-WKLQ) T.Turner.
CADILLAC, MI(GARY BURTON-WATT) Jets, S. Fox, Ann Wilson, Bon Jovi, E.Money.
ALFENA, MI(DARRELL KELLEY-WHSB) D. Johnson, Vandross, T.Tuesday, Teena M..
CHEBOYGAN, MI(MICHAELS/STEVENS-WQLZ/FM) Toto, H.Lewis, The City, Chico DeB., S. Fox.
PETOSKEY, MI(DENNIS MARTIN-WWPZ) Journey, S.Miller, T.Turner, B.Vera.

UPPER MIDWEST

DES MOINES, IA(OAKES/HALL-KDWZ) L.Richie, J.Lorber, Dead/Alive, H.Lewis, C.Hart.
DES MOINES, IA(KNIGHT/SHARP-KRNQ) C.Lauper, B.Joel, L.Richie, Chico DeB., H.Lewis.
CLEAR LAKE/MASON CTY, IA(CARLA KEIS-KZEV) E.Money, T.Tuesday, Bon Jovi, Teena M., 8 Seconds, Kinks, D. Johnson.
FT.DODGE, IA(JIM DAVIS-KKEZ) Ronst &J.I, Bon Jovi.
CLARION/FT.DODGE, IA(DAVE MARSHALL-KRIT) Cameo, H.Lewis, Cheap T., Bananarama, G.Knight.
WATERLOO/C.RAPIDS, IA(JEFF CHRISTENSON-KOKZ) No Report, Frozen.
SIoux CITY, IA(HARRISON/BROWN-KSEZ/FM) Bon Jovi, S. Fox, H.Lewis, E.Money, Vandross, C.Hart, Toto.
SIoux CITY, IA(PAT PAXTON-KGLI) Bon Jovi, P.Gabriel, L.Richie, H.Lewis, 8 Seconds.
DUBUQUE, IA(JEFF DAVIS-KLYV) P.Gabriel, Chico DeB., E.Money.
IOWA CTY/CEDAR RAPID, IA(STEWART/NUGENT-KKRQ) T.Turner, Ann Wilson, H.Lewis, B. Idol.
CEDAR RAPIDS, IA(MANN/DIXON-KQCR/FM) Toto, H.Lewis, D. Johnson, Bon Jovi, L.Richie.
DAVENPORT, IA(GYNNY O'HARA-KIHK) H.Lewis, Vandross, E.Money, Toto, Aretha.
KENOSHA, WI(TERRY HAVEL-WJZQ) S. Fox, Aretha, H.Lewis.
MILWAUKEE, WI(DENISE LAUREN-WKTI) B.Vera.
MADISON, WI(JONATHAN LITTLE-Z104) L.Richie, H.Lewis, H.League, Ronst &J.I.
GREEN BAY, WI(KIM BRADLEIGH-WKAU) P.Gabriel, Journey, C.Hart.
WAUSAU, WI(DUFF DAMOS-WIFC) E.Money, 8 Seconds, H.League.
STEVENS POINT, WI(BOULEY/STEFFEN-WSPT) C.Hart, E.Money, H.Lewis, Jets, Chico DeB..
LA CROSSE, WI(GREER/CARR-WIZM/FM) S. Fox, L.Richie, Vandross, Chicago.
LA CROSSE, WI(SHEBEL/SANDERS-HIT105) B.Vera, Bon Jovi, Ben Orr.

EAU CLAIRE, WI(RICK JAMES-WBIZ) H.Lewis, S. Fox, Vandross, John Parr.
EAU CLAIRE, WI(RICK ROBERTS-WIAL) E.Money, Jets.
ROCHESTER, MN(BILL DAVIS-KROC/FM) Bananarama, A. Baker, Toto, Bon Jovi, S. Fox, Aretha, E.Money.
MANKATO, MN(GARVIN/McCORMICK-KDOG/FM) Bon Jovi, H.Lewis, Teena M., C.Hart, Vandross, RFTW, T.Tuesday.
MANKATO, MN(SEGER/KING-KEEZ/FM) Cheap T., S. Fox, Dead/Alive.
ALBERT LEA, MN(PAUL JOHNSON-KCPI/FM) Madonna, Boston, L.Richie, E.Money, Teena M., Beastie B., Wallet.
ST. CLOUD, MN(BLAKE PATTON-KCLD/FM) Chicago, Jets, Madonna, Ben Orr, Toto, Chico DeB., C.Hart.
VERMILLION, SD(DEAN RUSSELL-KVRF) No Report, Frozen.
YANKTON, SD(RANDY KUSSMAN-KQHU/FM) No Report, Frozen.
SIOUX FALLS, SD(CHARLIE O'DOUGLAS-KKRC) B.Vera, E.Money, Journey, S. Fox, P.Gabriel, Aretha, H.League.
ABERDEEN, SD(SCOTT DANIELS-KQ95) Timbuk 3, Jets, Toto, H.Lewis, Bob. Brown.
RAPID CITY, SD(McDANIEL/AUSTIN-KGGG/FM) Kansas, Ben Orr, H.Lewis, Jets.
RAPID CITY, SD(SHERWYN/KALLAWAY-KKLS/FM) H.League, Ronst & J.I, Toto, Bon Jovi, P.Gabriel, El DeBarge.
FARGO/MOORHEAD, ND(JACK LUNDY-Y94) S. Fox, Vandross, Jets, H.Lewis, C.Hart.
GRAND FORKS, ND(NORTH/HENDRICKSON-KKXL/FM) B.Vera, T.Turner, B.Joel, H.League, Ben Orr.
BISMARCK, ND(BOB BECK-KYYY/FM) E.Money, Jets, Ronst & J.I, H.Lewis, Toto, Dead/Alive.
MINOT, ND(RICK MORGAN-KIZZ) E.Money, Bon Jovi, Georgia S., David +.
DE KALB, IL(LEW WHITE-WDEK/FM) S. Fox, Beastie B., Teena M., E.Money, Jets, Chicago.
JOLIET, IL(BOB WEBER-WLLI) Aretha, H.League, RFTW, Bon Jovi, C.Hart.
CHICAGO, IL(LIPPINCOTT/KELLY-WYTZ) Kool/Gang, R.Ocasek.
CHICAGO, IL(RICH McMILLAN-WLS/AM) B.Willis, T.Turner, H.Lewis, Journey, Lone Just..
FREEMONT, IL(JIM READEKER-WXXQ) Bon Jovi, E.Money, Mel & Kim, Cheap T., Communards, Ben Orr, Teena M..
ROCKFORD, IL(BRILL/DENT-WZOK) Vandross, Jets, P.Gabriel.
GALESBURG, IL(HEATH/SHAVER-WGBQ/FM) Geo.Duke, Teena M., H.League, Toto, H.Lewis, Cheap T..
BLOOMINGTON, IL(JUSTIN/ROBBINS-WBNQ) C.Lauper, Toto.
CHAMPAIGN, IL(McCANN/McKEIGHAN-WLRW/FM) RFTW, L.Richie, REM, Cinderella, J.Lorber.
SPRINGFIELD, IL(GREG LAWLEY-WDBR) Beastie B., Toto, Jesse/Sly, El DeBarge, R./DC Crew.
FAIRFIELD, IL(TOM LAVINE-WFIW) S. Fox, Bon Jovi, Vandross, Aretha.
CARBONDALE, IL(TONY WAITEKUS-WCIL/FM) Chicago, L.Richie, H.Lewis, Jms. Brown, Bananarama.

CENTRAL

KIRKSVILLE, MO(BILL BRIAN-KTUF) Toto, H.League, H.Lewis, Police, Stacey Q.
EAST PRAIRIE, MO(GREG LANDIS-KYMO) G.Abbott, Miami S.M., W.C.W.Crew, Bananarama, Elvis C., Jms. Brown.
KANSAS CITY, MO(PERUN/BARBER-KBEQ) F.Jackson.
JEFF.CITY/COLUMBIA, MO(BRIAN MILLER-KTXY) H.Lewis, Ronst & J.I, T.Tuesday, E.Money, Bon Jovi.

WAYNESVILLE, MO(KEVIN BARTON-KFBD) Toto, Beastie B., D. Johnson, H.Lewis, J.Lorber, H.League.
MANHATTAN, KS(WAGNER/WILSON-KQLA/FM) T.Tuesday, Police, H.League, Beastie B..
TOPEKA, KS(ROGER HEATON-WIBW/FM) Ben Orr, Genesis.
TOPEKA, KS(KEVAN RABAT-KDVV/FM) H.League, H.Lewis, Toto, Georgia S., Aretha, D. Harry.
KANSAS CITY, MO(DENE HALLAM-KCPW) Stacey Q, Chicago, Journey, Bon Jovi, S. Fox.
SALINA, KS(STEVE WALL-99KG) Dead/Alive, H.Lewis, Toto, RFTW, Beastie B..
HOISINGTON, KS(BIEKER/ATKINSON-KHOK) Vandross, Chico DeB., E.Money, RFTW, H.Lewis, Bon Jovi.
HAYS, KS(JACK CREES-KJLS) H.League, Teena M., S. Fox, Jets, H.Lewis.
OMAHA, NE(TOM MIKKELSEN-KGOR) Ben Orr, Survivor, Kool/Gang.
NORFOLK, NE(DOUG KOEHN-KNEN) P.Gabriel, Ronst & J.I, H.Lewis, Vandross, Toto, Aretha, Jets, Ann Wilson, Chico DeB..
GRAND ISLAND, NE(DEAN GORDON-KSYZ/FM) S. Fox, Lone Just., Vandross, RFTW, a-Ha, Jets, Bananarama, E.Money, Dweezil Z..
KEARNEY, NE(RICK JEFFREY-KQKY/FM) E.Money, D. Johnson, Beastie B..
McCOOK, NE(CARTWRIGHT/TAPIA-KZMC) L.Richie, P.Gabriel, R.Ocasek, E.Money, Vandross.
EL DORADO, AR(BEN ROBBINS-KLBQ/FM) Frozen.
HOT SPRINGS, AR(DOUG WHITMAN-KLAZ) Bon Jovi, E.Money, C.Hart, N.Martinez.
SEARCY, AR(JIM DONNELLY-KSER/FM) E.Money, G.Abbott, RFTW, H.League, 8 Seconds, H.Lewis.
LITTLE ROCK, AR(MARK MC CAIN-KKYK) Genesis, Survivor, Ben Orr.
HARRISON, AR(MARY FLEENOR-KHOZ) E.Money, S. Fox, Bon Jovi, D. Johnson, Beastie B..
FAYETTEVILLE, AR(ALAN/FISK-KKEG) H.Lewis.

SOUTHWEST

LAWTON, OK(GARY MITCHELL-KMGZ) No Report, Frozen.
LONGVIEW, TX(ROBERTS/FULGHAM-KKTX) Cinderella, B. Idol, Chicago, L.Richie, J.Lorber.
TYLER, TX(DAVE GOLDMAN-KEYP) Vandross, The City, H.Lewis, Cinderella.
LUFKIN, TX(ERNIE BROWN-KAFX) A. Baker, Vandross, Dead/Alive, Toto, Jets, Bob. Brown, H.Lewis, B.Willis.
WICHITA FALLS, TX(BRENDA KAY-KNIN/FM) H.Lewis, Toto, Ronst & J.I, Journey.
KILLEEN/TEMPLE, TX(PAULA McCARTNEY-KIXS/FM) H.Lewis, Aretha, Beastie B., P.Gabriel, Chico DeB., Cinderella, Dead/Alive, Toto, Ann Wilson.
WACO, TX(VERN PECORE-KWTX/FM) No Report, Frozen.
SAN ANGELO, TX(JOHN RAYMOND-KIXY/FM) E.Money, T.Tuesday, H.Lewis, Bruce Sp..
HOUSTON, TX(LANDER/HAMILTON-93Q) No Adds.
BEAUMONT, TX(MacMURPHY/ROBERTS-K106) Cinderella, R.Ocasek, Jesse Jon., Dead/Alive, H.Lewis.
BRYAN, TX(CARL GIDEON-KTAM) P. Young, S. Fox, D. Johnson, E.Money, John Parr, The City.
BRYAN, TX(TURNER/OFFERMAN-KTAW/FM) No Report, Frozen.
BRYAN, TX(RICK WOODSELL-KKYS) H.Lewis, E.Money, Ronst & J.I, Toto, Stacey Q.
VICTORIA, TX(JAY ARENA-KVIC) Chico DeB., Bon Jovi, Vandross, D. Johnson.
LAREDO, TX(KIRK DAVIDSON-KRRG) Beastie B., Toto, G.Knight, Cl.Nouveau, Bananarama.

SAN ANTONIO, TX(HUNTER/CARRINGTON-Q96) Stacey Q, J.Lorber, Bon Jovi, D. Harry, T.Turner, S. Fox, Ocean.
WESLACO, TX(ANNA DeHARO-KRGV) No Report, Frozen.
DEL RIO, TX(DON WAYNE-KTDR/FM) D. Johnson, R./DC Crew, Boston, L.Richie, RFTW, Jesse/Sly.
PAMPA, TX(MIKE KNEISL-KGRO) RFTW, Bon Jovi, Toto, T.Tuesday.
AMARILLO, TX(PETER STEWART-KAKS/FM) H.Lewis, S. Fox, Toto.
ABILENE, TX(KELLY JAYE-KEYJ) RFTW, R./DC Crew, Jesse/Sly, Ronst & J.I, R.Ocasek, A. Baker, J.Lorber, Toto, Police, H.Lewis.
ODESSA/MIDLAND, TX(JIM SCOTT-KWES/FM) H.Lewis, S. Fox, C.Simon, D. Johnson, RFTW.
PHOENIX, AZ(GUY ZAPOLEON-KZZP) Bon Jovi, Vandross, H.Lewis.
TUCSON, AZ(GILLIE/JOHNSON-KRQ) Chico DeB., Cinderella, Beastie B., Toto, Bon Jovi, Ronst & J.I, Stacey Q.
TUCSON, AZ(BEAU RICHARDS-KHYT) Aretha, H.Lewis, T.Tuesday, Chicago, Toto, Ben Orr, Expose.
SANTA FE/ALBUQUERQUE, NM(RICH BAILEY-KKSS/FM) RFTW, H.Lewis.
CLOVIS, NM(FRED LYNN-KZZO/FM) Dead/Alive, Van Halen, Ronst & J.I, S. Fox, Aretha.
ALAMOGORDO, NM(MEL SNODGRASS-KINN/FM) Communards, Ronst & J.I, Stacey Q, S. Martin, Limited W., G.Knight, F.Goes To.

ROCKY MOUNTAIN

BILLINGS, MT(CHARLIE FOX-KYYA) P.Gabriel, H.Lewis, C.Hart.
BILLINGS, MT(DAVE WEISSMAN-KZLS) Vandross, Dead/Alive, E.Money, Aretha, Beastie B., T.Tuesday, Geo.Duke.
KALISPELL, MT(BARRY BENNETT-KBBZ/FM) Toto, E.Money, Aretha, P.Gabriel, The City.
DENVER, CO(RANDY JAY-KIMN) H.Lewis, Georgia S., A. Baker, Journey, Vandross.
DENVER, CO(DOM TESTA-Y108) H.Lewis, B.Vera, E.Money, N.Martinez, Vandross, H.League.
DENVER, CO(DOUG ERICKSON-KPKE) No Report, Frozen.
WINDSOR, CO(FRANSEN/WEBER-KUAD/FM) Vandross, E.Money, 8 Seconds, N.Martinez, Jets, Teena M., The City.
GRAND JUNCTION, CO(DARREN TAYLOR-K-STAR) S. Fox, Vandross, Bon Jovi, Aretha, E.Money.
CODY, WY(J.D. DANIELS-KTAG) Chicago, T.Tuesday, Toto, Jms. Brown, Aretha, E.Money.
CASPER, WY(KELLY GORDON-KTRS) H.Lewis, Toto, D. Harry, J.Lorber, Crowded H..
GILLETTE, WY(ALLEN SCOTT-KGWY/FM) No Report, Frozen.
LEWISTON, ID(JAY MCCALL-KOZE) Beastie B., N.Martinez, Toto, H.Lewis, Chico DeB., C.Simon.
LEWISTON, ID(JERRY JOLLEY-KMOK) Lone Just., Stacey Q, H.League, P.Gabriel, E.Money, Vandross.
BOISE, ID(TOM EVANS-KIYS) H.Lewis, Pet Shop, E.Money, A. Baker, Toto, Jesse/Sly.
MOSCOW, ID(GARY CUMMINGS-KZFN) H.Lewis, T.Tuesday, Dead/Alive, Toto, J.Lorber, Beastie B..
SALT LAKE CITY, UT(STONE/SMITH-KCPX/FM) C.Hart, H.Lewis, Beastie B., E.Money, Ronst & J.I, Toto.
LOGAN, UT(JAY HALL-KBLQ) H.Lewis, Toto, N.Martinez, Timbuk 3, The City.
LOGAN, UT(TIM WEST-KVFM) Bob. Brown, 8 Seconds, Bon Jovi, Toto.
OGDEN, UT(PAUL WILSON-KJQ) No Report, Frozen.
PROVO/SALT LAKE CITY, UT(GINA SHURTS-KFMY) Device, R.Ocasek, Bon Jovi, Toto, T.Tuesday, N.Martinez.

FAR WEST

LAKE TAHOE/RENO, NV(MICKEY LEES-KLKT) Journey, 8 Seconds, N.Martinez.
RENO, NV(JEFF RYAN-KWNZ/FM) Ben Orr, Ronst & J.I, Bon Jovi, A. Baker.
RENO, NV(CLAY/THE NINJA-KHTZ/FM) L.Richie, C.Hart, H.Lewis.
LOS ANGELES, CA(STEVE RIVERS-KIIS/FM) P.Gabriel, Glass Tigr, Bon Jovi, H.League.
CARLSBAD, CA(CLARK NOVAK-KKOS/FM) No Report, Frozen.
SAN DIEGO, CA(NICK FERRARA-KS103) Vandross, C.Simon, Beastie B., H.Lewis, Chicago, Ronst & J.I.
SAN BERNARDINO, CA(SHAWN DEMORY-KGGI) C.Lauper, Jermaine J, LA D.Team, D. Harry, Ronst & J.I, Cl.Nouveau, Jesse/Sly.
ANAHEIM, CA(CRAIG POWERS-KEZY) B.Vera, Journey, E.Money.
BAKERSFIELD, CA(DARRYL ST.JAMES-KKXX/FM) G.Abbott.
SAN LUIS OBISPO, CA(DAVE ALLEN-KSLY/FM) Beastie B., H.Lewis, RFTW, J.Lorber, T.Tuesday.
LOMPOC/SANTA MARIA, CA(SAM JACKSON-KRQK/FM) H.Lewis, Ann Wilson, Georgia S..
SANTA MARIA, CA(MARIA RUBIO-KXFM) Ann Wilson, P.Gabriel, H.Lewis.
FRESNO, CA(BERRY/CARTER-KMGX) Beastie B., Nocera, El DeBarge, Ronst & J.I, A. Baker, E.Money.
MONTEREY/SALINAS, CA(CONNIE LINDELL-KDON/FM) L.Richie, H.Lewis, Ronst & J.I, P.Gabriel, Aretha.
SAN FRANCISCO, CA(RICHARD SANDS-KITS/FM) H.League, Bananarama, R.Ocasek, Lone Just., B. Idol, Crowded H..
SAN FRANCISCO, CA(KEITH NAFTALY-KMEL) Dead/Alive, Beastie B., H.Lewis, Expose.
NAPA, CA(JEFFREY/DeFESI-KVYN/FM) No Report, Frozen.
SAN JOSE/LOS GATOS, CA(HARLOW/WEINSTEIN-KATD/FM) H.Lewis, Chicago, Bon Jovi, Beastie B., Jesse/Sly.
SAN JOSE, CA(PRESTON/SILVA-KWSS) Nocera, C.Simon, H.Lewis, H.League, Bon Jovi.
STOCKTON, CA(R.WMS./BISHOFBERGER-KJOY) H.Lewis.
STOCKTON, CA(JOHN HAMPTON-KSTN) H.Lewis, Ronst & J.I, Beastie B., Dead/Alive, J.J.& W.H..
MODESTO/STOCKTON, CA(DAVID KRAHAM-FM104) Bon Jovi, RFTW, H.Lewis, P.Gabriel, Nu Shooz.
MODESTO, CA(FISHER/EDWARDS-KFIV/FM) H.Lewis, H.League.
SANTA ROSA, CA(KEN MONTERO-KREO) B.Vera, Vandross.
EUREKA, CA(CHRIS KNIGHT-KFMI) Frozen.
ARCATA/EUREKA, CA(JIM NELLY III-KXGO) No Adds.
SACRAMENTO, CA(COLLINS/HENDRICKS-FM102) Nocera, A. Baker, Chicago, Cameo, El DeBarge, Dead/Alive.
SACRAMENTO, CA(COLLINS/HENDRICKS-FM102) Nocera, A. Baker, Chicago, Cameo, El DeBarge, Dead/Alive.
SACRAMENTO, CA(WEST/DAVIDSON-KROY) Ronst & J.I, 5 Star, Chicago, L.Richie, Beastie B..
SACRAMENTO, CA("MR.ED" LAMBERT-KWOD) Bon Jovi, RFTW, J.Lorber.
PARADISE/CHICO, CA(JEFF NELSON-KNVR) Bon Jovi, Lone Just., RFTW, The City, H.Lewis.
REDDING, CA(KAHL/CARPENTER-KEWB) Boston, Chicago, Bon Jovi, E.Money, P.Gabriel.
MT. SHASTA, CA(FRED GERDING-KWSD) Jets, Vandross, P.Gabriel, H.League, The City.

HILO, HI(GUY W. BELLO-KWXX) H.Lewis, Bob. Brown, Jarreau.

HILO, HI(DANNY AUSTIN-KKBG) P. Young, D. Johnson, Vandross, Bob. Brown, P.Gabriel, Cinderella, S. Fox.

NORTHWEST

THE DALLES, OR(ED ROSS-KACI) Toto, H.Lewis, Bob. Brown, S. Fox.

SEASIDE, OR(CHRIS CONWAY-KSWB) Vandross, S. Fox, H.Lewis, Limited W., RFTW, Geo.Duke, S. Martin.

PORTLAND, OR(STEVE NAGANUMA-KMJK) Kansas, B.Joel, Chico DeB., S. Fox.

ALBANY/CORVALLIS, OR(SHANNON/RYAN-KIQY) G.Knight, Vandross, Jets, P.Gabriel, C.Simon.

EUGENE, OR(SHAKES/HYATT-KSND/FM) C.Hart, E.Money, Toto, Ronst &J.I, H.Lewis.

COOS BAY, OR(DAVE O'CONNOR-KYNG/FM) P.Gabriel, R./DC Crew, Toto, Chico DeB., S. Fox.

COOS BAY, OR(BOB SHANNON-KHSN) Vandross, S. Fox.

MEDFORD, OR(R.CHARLES SNYDER-KTMT) S. Fox, Ronst &J.I, Jesse/Sly, Dead/Alive, N.Martinez, Beastie B..

GRANTS PASS, OR(CHARLIE KIRK-KFMJ) Georgia S., H.League, Chico DeB., T.Tuesday, Toto, J.Lorber, Teena M., Communards.

KLAMATH FALLS, OR(MIKE METZGER-KAGO/FM) Bon Jovi, Toto, T.Tuesday, H.Lewis, The City, Dead/Alive, C.Hart, D. Harry, S. Fox.

SEATTLE, WA(WEED/MATTHEWS-KHIT) Bon Jovi, Journey, Bob. Brown, C.Hart, Dead/Alive, Chicago.

SEATTLE, WA(WENDY CHRISTOPHER-KUBE/FM) Georgia S., H.Lewis, Chicago, D. Johnson, Jets, S. Fox.

TACOMA/SEATTLE, WA(SANDY LOUIE-KNBQ/FM) H.Lewis, Chico DeB., Chicago.

OLYMPIA, WA(KEN PAIGE-KQEU) J.Osborne, C.Hart, Amy Grant, Ronst &J.I.

CHEHALIS, WA(ROGER DALE-KITI) Limited W., Jms. Brown, Ronst &J.I, Bob. Brown, Geo.Duke.

LONGVIEW, WA(BOB HART-KLYK) H.Lewis, Kool/Gang, Timbuk 3, J.Lorber.

YAKIMA, WA(KEVIN JAMES-KZHR) No Report, Frozen.

SPOKANE, WA(JOHN LANGAN-KZZU/FM) J.Lorber, C.Hart, H.League, C.Simon, Bananarama.

TRI CITIES, WA(JOHN PURDY-OK95) H.Lewis, C.Simon, Toto, Dead/Alive, Bananarama, R./DC Crew.

TRI CITIES/KENNEWICK, WA(CHUCK MATHESON-KHWK/FM) 8 Seconds, H.League, Beastie B., H.Lewis, Police, Limited W., Toto.

TRI-CITIES, WA(JONATHAN WALKER-KZZK) Jets, E.Money, Toto, Ronst &J.I.

VANCOUVER, BC(SHANNON/RUSSELL-LG73) Bon Jovi, S. Fox, C.Lauper, H.Lewis, Miami S.M., Ben Orr, C.Simon.

SASKATOON, SK(GARTH KALIN-CKOM) Boston, Georgia S., Madonna, Miami S.M..

CALGARY, AB(DON STEVENS-AM106) G.Abbott, C.Lauper, Boston.

ANCHORAGE, AK(J.D. CHANDLER-KGOT) H.Lewis, Toto, Ronst &J.I, Vandross, S. Fox, Kool/Gang, R.Ocasek, Cinderella, Jets.

WELCOME To Our New TOP 40 Correspondents:

Doug Whitman, **KLAZ RADIO** P.O. Box 1739
Hot Springs, AR 71901 (501)252-1304

JOBS

Air Talent - WKXX-Bingham, AL
*Kris O'Kelly (Box 10904 - 35202)

Air Talent - KATF-Dubuque, IA
Susie Wells (Box 688 - 52001)

Air Talent - WIFC-Wausau, WI
*Duff Damos (Box 5595 - 54401)

Air Talent (AM drive) - KUIC-Vacaville, CA
Steve Bise (707)446-0200

Air Talent - KUDL-Kansas City, MO
Program Director (8500 W. 63rd St. Suite 210,
Shawnee Mission, KS - 66202)

Air Talent (evenings) - KMJK-Portland, OR
*Steve Naganuma (9500 Southwest Barber Blvd.
Suite 302 - 97219)

Air Talent/Production - Q104-Gadsden, AL
Bill St. John (Box 570 - 35902)

Air Talent/Production - WPFH-Terre Haute, IN
*Beth Surette (643 Ohio St. - 47807)

Air Talent/Production/Sports - KKOR-Gallup, NM
Bill Lee (505)863-6851

News Anchor/Reporter - WKXE/WNHV-White River Junction, VT
John Palmer (Box 910 - 05001) or (802)295-3093

News Anchor/Reporter - KOLO-Reno, NV
Rebecca Blessing (Box 10800 - 89510)

AVAILABLE

RICK THOMAS from WRPX-Hudson, WI is looking for a position as AT/MD, contact him at (612)776-2020.

DAVID McKAY from Kayla Satellite Broadcasting is looking for a position as AT, contact him at (816)886-3070.

GARY ALLEN from KKIQ-Livermore, CA is looking for a position as AT, contact him at (415)932-8429.

BROTHER BILL from WKSF/FM-Flashville/Greenville, SC is looking for a position as AT/MD/PD, contact him at (704)684-0221.

MARK HAMMOND from KDON-Salinas/Monterey, CA is looking for a position as AT/PD/Promotions, contact him at (408)757-3414.

JOHN ROSS from KHIT-Seattle, WA is looking for a position as AT/PD/News, contact him at (206)845-8362.

DOUG O'BRIEN from WTYN-Spartanburg, SC is looking for a position as AT/News/Sports, contact him at (704)693-5189.

SERVICE

KDLK-DeI Rio, TX - singles: Mercury

WXLT/FM-McComb, MS - singles: Columbia, Warner Bros., PolyGram

KGCH-Sidney, MT - single: L.Richie (Motown)

KBLF-Red Bluff, CA - singles: K.Rogers (RCA), G.Abbott (Columbia), Chicago (Warner Bros.)

ATTENTION!

Reminder to Top 40 reporters: Starting with the January 5, 1987, issue, the deadline for station reports will be 5 PM on TUESDAY night. We will not be able to accept any more reports on Wednesday.



The big news this week comes from **Capitol Industries-EMI**, where **Joe Smith** will take over as vice-chairman and chief executive February 1st. Smith, the new president of **NARAS** and former chief exec of **Warner Brothers and Elektra Records**, will report directly to **EMI Music Worldwide** chairman **Bhaskar Menon**. Also joining the **Capitol** executive suite is Warner Brothers VP **David Berman**, whose new title is President of Capitol Industries-EMI. He'll report to Smith, as will **Capitol/EMI/Manhattan/Angel** execs **Bruce Lundvall**, **Jim Mazza**, **Brown Meggs**, **Don Zimmerman** and **Hal Posner**. EMI head Menon says he's "overjoyed to welcome Joe and David to the Capitol-EMI family. They are both outstanding executives with outstanding ability, experience and stature in the music industry. Their leadership will bring enormous dynamism to Capitol EMI's North American and worldwide interests." Smith, for his part, says he's sorry to leave **NARAS** after only a few months, "But the opportunity was just too much for an old warhorse like me. It's a company with great assets, and we can energize it. With the talent base they have, we won't be content to inch ahead!" EMI has also announced that **Thorn EMI** will take over management of Capitol's retail accounts on April 1.

In other Capitol news, **Don Grierson** is leaving his post as head of **A&R**. He says he will announce his new plans after the first of the year. **Steve Bonilla**, Capitol and Manhattan's chief of Alternative Marketing, is departing to pursue a career as independent artist development and promotion consultant in Sacramento. "I'm not leaving the music industry," he says, "but now I'm in the part I want to be."

Also reported to be moving up, but not out, is **Columbia Records** Northern California promo rep **Burt Baumgartner**, heading to New York to augment their national album promotion department. Burt couldn't give the official "challenge and opportunity" quote until the announcement is made officially.

On the radio side, **Malrite Communications** and **Scott Shannon** are the current grist for the rumor mill. Malrite, which has just acquired **Cox's WTRK-Philadelphia**, is a morning-line favorite to pick up another station in the BosWash corridor within a few

weeks, although the exact location is still a mystery. "Somewhere along the Amtrak line," is what Chinwag's sources say. Shannon, meanwhile, has been variously reported to be (a) leaving his PD/morning post at New York's **Z-100** (b) moving to LA to take **KZLA Top 40** and (c) moving to Philadelphia to program **WTRK**. At press time the answer was "none of the above." His Malrite contract doesn't expire until late next year, though.

Chinwag congrats to **A&M Records'** local rep **David Fitch** for putting together Atlanta's "**Sixth Annual Music Industry Holiday Extravaganza**." The Dec. 17th bash at the **Club Rio** was open to all record and radio people in the greater Atlanta area. The \$15 admission fee got you free drinks and hors d'oeuvres. Sounds like an idea worth trying out elsewhere!

Kudos also to Gavin Album/Alternative programmer **John Edwards** of **KRQU-Laramie, WY**, winner of **RCA Records'** "**Mark Germino One-Week Vacation for Two in London**" contest. By guessing, ahem, knowing the correct answer to two questions about the content of Germino's song, "Political," Edwards won the Grand Prize and is now practicing looking the wrong way when crossing the street.

Rhino Records has come up with a new concept: the 78 rpm disc. "**Jukebox Classics**" is a 25-record boxed set with fifty hits from the fifties, including **Jerry Lee Lewis'** "Whole Lotta Shakin'" and the **Chordettes'** "Mr. Sandman." The set is aimed at owners of old-style jukeboxes that only play 78s. The last 78 records were issued in 1959, but Rhino says their demise was premature, and that a well-pressed 78 sounds much better than most 45s.

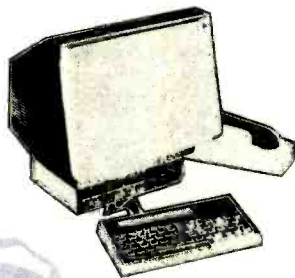
A couple reminders: We won't be taking any reports until Monday, Jan. 5th, but don't forget the deadline for ultra-low room rates at the **Westin St. Francis**, host hotel of our upcoming **Gavin Seminar for Media Professionals** is just a week away. You MUST mail the hotel card included with the registration packet you received a month ago to the St. Francis by Dec. 31st to get those super rates.

Speaking of the Seminar, **Cutting Edge** host **Howie Klein** is spending Christmas once again behind the mike at **KUSF-San Francisco**, presenting the Seventh Annual **Howie Klaus**. For 13 hours, he'll be presenting the best music of '86 and giving away 13 hourly Grand Prizes, including a trip to Baja California, a CD player with 50 CDs, every Warner Brothers release in 1987, a year's supply of pizza (not delivered all at once), free studio time and the services of a producer to record a record, a date with four different club DJs plus rare and unreleased **Springsteen** and **Dylan** collectibles.

Radi-O-Rama: **Brenda Kay** has been promoted from MD to PD at **KNIN-Wichita Falls, TX**, taking the place of **Chuck Beck**, now at **Y95-Dallas**. **Mike DeVine** is the new MD at **WKTY-La Crosse, WI**, following the departure of **Jim Crowley** to a TV weather guy spot at local **WKBI**. Congrats to **Mark Close**, upped from PD to OM at progressive **WMRY-St. Louis**. **Ted Habeck** moves from MD to PD, while **Kim Pool** slides across town from **KWK** to handle music duties. Close and Habeck will keep their a.m. and p.m. air shifts...Afternoon driver **Therese Quinn** earns MD stripes at **KKLV-Anchorage**. PD **Greg Wilkinson** says, "She's been my musical right arm. It's about time she got the title and recognition." Quinn will be taking music calls 12-2 Alaska time, Wds.-Fri... Waking up **Q107-Washington, DC**, are **J.J. McKay** and **Christian Paul**...**Neil Barry** is the new Promotion Director at **WNEW/FM-New York**...**WFNX-Boston** welcomes local college radio alums **Shred** and **Bowser** to its air staff...**Lisa Securo** is the new MD at **WUNH-Durham, NH**, taking over for the graduating **Todd Bisson**. Now that he's a free agent, look for him to surface at a record label in the near future.

Department of Corrections: Due to a wayward line that migrated from another item, Chinwag gave the mistaken impression that **Jim Knutson** had lost his job at **KELA-Centralia, WA**. Not true, and our apologies. Likewise to **KVCK-Wolf Point, MT**, PD **Cheri Fritz**, whose name we hope we got right this time.

Altar egos: Chinwag chucks some rice in the direction of **KLAQ-El Paso, TX**, overnighter **Courtney Nelson**, who's marrying **Belinda Simmons** of **KEZE-Spokane, WA**, and looking forward to lower phone bills. On Dec. 27th, **Rob Poulin** of **WWHB-Hampton Bays, NY**, is marrying **Karin Bloom**. Congrats all around.



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Best Wishes For A Happy Holiday Season From Your Friends At Capitol Records.



Ann Wilson
"The Best Man In The World"

Q107
WNCX 39-32
WPHD 29-25
KPLUS 29-26
Z93 DEBUT @35
KEGL DEBUT @40



Crowded House
"Don't Dream It's Over"

GAVIN A/C DEBUT @ 26*
Thanks to all the Gavin Reporters
for believing!



Tina Turner
"Two People"

WLS 26
Z93 34-30
B96 22-18
KHTR 24-17
WLOL 27-23





CHINWAG'S CHRISTMAS PARTY

Freeze the playlists and ice the bubbly!
It's party time and Chinwag's doubly
Happy 'cause this year's been great
So come on by--let's celebrate
With all our friends both far and near who
Helped make '86 a banner year, too.
Take off your coat and grab a glass
Let's raise a toast to George Chaltas,
Jon Hughes, Ray Boyd and Erin Riley
Sunny Joe White, likewise Liz Kiley.
To Irving Azoff and Arthur Promoff:
Mazel Tov--you, too, Mark Chernoff.

Let's wave goodbye to '86
With Imus, Oedipus and Bruce Hix,
Dennis McNamara, Candy Chamberlain, Denise Oliver
Murphy in the Morning, Kevin McDonald, Lynn Tolliver.
And hope that '87 shines bright
For Mike Bone, Bob Kranes, Hal and Gene Knight.
New Year's Greetings to Judy Libow
Bill St. John and Jaye Riggio.
And the fattest books and best of luck
To Mark the Shark and Larry the Duck.

Hey Charlie D'Atri--Buon Natale!
You too, Nick Ferrara and Greg Lawley.
Thanks for everything, Heavy Lenny,
Ric Bisceglia and Ron Nenni,
Harry, Barry and Johnny O'Neil
Mr. Ed Lambert, Bob and Dayna Steele
Jeff Wyatt, Dom Testa, Marko Barbineau,
Sheila Chlanda and Phil Quartararo.

Cheers, Bonnie Goldner, Kate and John Hayes,
Don Berns, Jarrett Day and Peyton Mays
Crazy Dave, Crazy Eddie and Kipper McGee,
Jim Gabbert, Scott Shannon, Bruce Schoen, Carter B.,
Magic Mike, Margo Knesz, Jamie Karr, Don Jenner.
Bob Showacre, Gene Slaymaker and J. B. Brenner.
To Michael Plen, Patsi Cox, Bobby Rich, Marco Spoon
And those fabulous Mullinses, both Chris and Moon,
Jonathan Little, Guy Zapoleon, Billy Brill
Richard Palmese, Bob Catania and Randy Hill.

Thanks also to Millers, Bernie & Skip,
Mark Maitland, Jay Ziskrout and also Steve Tipp.
A special round of New Year's cheers
To Dave Van Stone and Allen Spears
Arista's Lawrence, a/k/a Joanie,
Shelly Mugavera and Tony Quaterone.

We're sending out our very best
To Steve Perun and Shannon West,
John Landecker, Larry Douglas, Ric Lippincott,
Ray Anderson, Reggie Blackwell, Bob Case, John Faggot,
And to the Allens--Andy and Don "Early,"
As well as the Stevens, Rich and Beverly.

Lisa Velasquez: Feliz Ano Nuevo!
And to you, too, Jessie Lee, Barry Mayo.
Duff Lindsay, Bob Kingsley, Jon Kirksey, Jim Nelly,
Bob Harlow, Dave Urso and Joe Riccitelli,
Rich Fitzgerald, Tom Barsanti, Dave Shakes, Charlie Minor,
Bruce McDonald, Jon Konjoyan, Mark Kates, Norm Winer,
Jon Van Citters, Licia Torres, Beth Fast, Howie Klein,
Steve Atreides, Iris Dillon, Jake and David Einstein,

And just before our eyes get blurry,
We'll wave hello to Debbie Murray,
Gerry De Francesco, Jay McCall, Vince Faraci,
Mike "Make My Day" Martucci and Oren "Juice" Harari.

Tony Berardini--Come take a bow,
Along with Tim Fox, Tom Sleeker, Doug Grau,
Kevin Vargas, Robin Kravitz, Laurie Bloomenthal, Tom May,
Debi Fleischer, Candy Wilkens, Andy Henderson, John Clay
Buddy Owens, Bruce Lundvall, Bob Young, Russ Thyret,
John Lander, Al Coury, Brad Hunt and Ric Gillette.
Steve Rivers, Lin Bremer, Jack Satter, Vickie Leben,
John Sigler, Doug Clifton and Patricia McCubbin.

Salutations, Charlie Prevost, as well as the Wolfe-pack:
Lisa and Johnny, and let's not forget you, John Souchack,
Along with Bill Tanner, Marc Ratner, Sky Walker,
And a gaggle of Steves: Backer, Meyer and Locker,
Pat Evans, Ed Mascolo, John Wetherbee,
Dan Olsen, Joel Mueller and Keith Naftaly,
Jack Isquith, Marc Nathan, Ed Rosenblatt
Doug Davis, David Grossman and Ginger Havlat.

And to the rest of you whose named missed this rhyme,
Wait 'til next year--we'll catch you next time.
There's room for one more before room gets too tight:
Merry Kirismas, Linda Kirisjian and to all a good night!

(Special thanks to Joe Belden for being Chinwag's resident
Charles Osgood on this one.)



HAPPY HOLIDAYS
 FROM THE
 EMI/AMERICA
 FAMILY



THANK YOU
 RADIO
 FOR YOUR
 CONTINUED
 SUPPORT!



POWER TRIO

- BILLY JOEL**
This Is The Time
(Columbia)
- MIAMI SOUND MACHINE**
Falling In Love (Uh-Oh)
(Epic)
- LINDA RONSTADT & JAMES INGRAM**
Somewhere Out There
(MCA)

2W	LW	TW
4.	2.	1.
1.	1.	2.
7.	3.	3.
5.	5.	4.
11.	8.	5.
15.	9.	6.
2.	4.	7.
6.	7.	8.
14.	11.	9.
13.	10.	10.
3.	6.	11.
24.	16.	12.
--	24.	13.
12.	12.	14.
--	29.	15.
26.	21.	16.
27.	23.	17.
8.	13.	18.
--	28.	19.
--	30.	20.
--	--	21.
9.	15.	22.
10.	14.	23.
29.	27.	24.
19.	19.	25.
--	--	26.
--	--	27.
--	--	28.
--	--	29.
20.	18.	30.

- BILLY JOEL** - This Is The Time (Columbia)
Miami Sound Machine - Falling In Love (Uh-Oh) (Epic)
LINDA RONSTADT & JAMES INGRAM - Somewhere Out There (MCA)
BENJAMIN ORR - Stay The Night (Elektra)
CHICAGO - Will You Still Love Me (Full Moon/Warner Bros.)
ANITA BAKER - Caught Up In The Rapture (Elektra)
Billy Ocean - Love Is Forever (Jive/Arista)
Sergio Mendes Brasil '86 - Take This Love (A&M)
GREGORY ABBOTT - Shake You Down (Columbia)
AMY GRANT - Stay For Awhile (A&M)
Bruce Hornsby & The Range - The Way It Is (RCA)
TINA TURNER - Two People (Capitol)
LIONEL RICHIE - Ballerina Girl (Motown)
Ben E. King - Stand By Me (Atlantic)
BILLY VERA & THE BEATERS - At This Moment (Rhino)
GLASS TIGER - Someday (Manhattan)
PRETENDERS - Don't Get Me Wrong (Sire/Warner Bros.)
Lionel Richie - Love Will Conquer All (Motown)
JEFFREY OSBORNE - In Your Eyes (A&M)
EL DeBARGE - Someone (Motown)
ARETHA FRANKLIN - Jimmy Lee (Arista)
Ric Ocasek - Emotion In Motion (Geffen)
Human League - Human (Virgin/A&M)
MICHAEL McDONALD - Our Love (Theme from "No Mercy") (Warner Bros.)
Peter Cetera & Amy Grant - The Next Time I Fall (Full Moon/WB)
CROWDED HOUSE - Don't Dream It's Over (Capitol)
KANSAS - All I Wanted (MCA)
THE JETS - You Got It All (MCA)
Pointer Sisters - Goldmine (RCA)
Huey Lewis & The News - Hip To Be Square (Chrysalis)

CERTIFIED

- ARETHA FRANKLIN**
Jimmy Lee
(Arista)
- CROWDED HOUSE**
Don't Dream It's Over
(Capitol)

MOST ADDED

- TOTO**
Without Your Love
(Columbia) 57 adds
- JOURNEY**
I'll Be Alright Without You
(Columbia) 39 adds

- BILLY VERA & THE BEATERS**
At This Moment
(Rhino) 32 adds

RECORD TO WATCH



- LONE JUSTICE**
Shelter
(Geffen)

- DROPPED**
Paul Simon
Boston
OMD
Madonna (Blue)
Daryl Hall
Rod Stewart
Everything But The Girl

CHARTBOUND

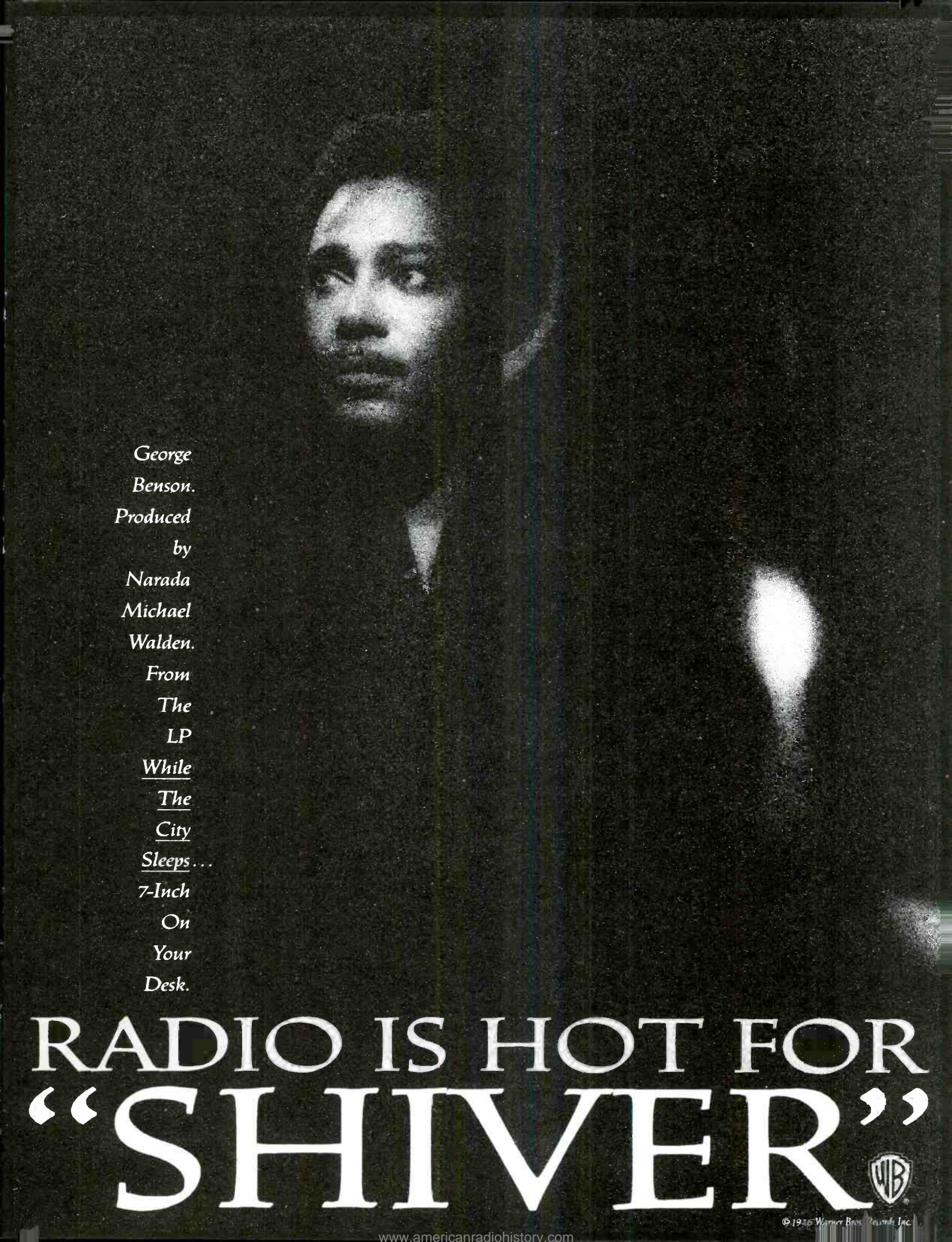
- JOURNEY** - I'll Be Alright Without You (Columbia)
TOTO - Without Your Love (Columbia)
MADONNA - Open Your Heart (Sire/Warner Bros.)
COREY HART - Can't Help Falling In Love (EMI America)

ACTION SIDES

- LINDA RONSTADT** - When You Wish Upon A Star (Asylum)
CARPENTERS - Honolulu City Lights (A&M)
JERMAINE JACKSON - Words Into Action (Arista)
KOOL & THE GANG - Victory (Mercury/PolyGram)
LIONEL RICHIE & ALABAMA - Deep River Woman (Motown)
JENNIFER WARNES - Ain't No Cure For Love (Cypress)
BOB SEGER & THE SILVER BULLET BAND - Miami (Capitol)
DON JOHNSON - Heartache Away (Epic)
SURVIVOR - Is This Love (Scotti Bros.)
STEVE MILLER BAND - I Want To Make The World Turn Around (Capitol)
GLORIA LORING - Don't Let Me Change The Way You Are (Atlantic)
CYNDI LAUPER - Change Of Heart (Portrait)

NEW

- TOTO** - Without Your Love (Columbia)
'TIL TUESDAY - Coming Up Close (Epic)
LUTHER VANDROSS - Stop To Love (Epic)
JAMES BROWN - How Do You Stop (Scotti Bros.)
LONE JUSTICE - Shelter (Geffen)
DEVICE - Who's On The Line? (Chrysalis)
WANG CHUNG - Have Fun Tonight (Geffen)
BOBBY VINTON - Blue Velvet (Epic)



*George
Benson.
Produced
by
Narada
Michael
Walden.
From
The
LP
While
The
City
Sleeps...
7-Inch
On
Your
Desk.*

RADIO IS HOT FOR “SHIVER”



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A/C ANALYSIS

Billy Joel nudges **Miami Sound Machine** for the top of the A/C Christmas tree. He did it on an edge in HIT FACTOR and total reports.

The Ronstadt/Ingram and the **Ben Orr** records are ever closer in points and profiles (see HIT FACTOR below.)

Chicago displays spectacular momentum in rotation improvement. A 41 station increase in HEAVY rotations makes them a likely number one in early January.

Lionel's Ballerina Girl won't need to stand on her toes to get attention. In four weeks the record has 180 A/C's and two-thirds of that statistical universe are already HIT FACTORED.

Billy & The Beaters became a full-fledged A/C record this week with 30 adds and a 62% HIT FACTOR.

The **Jeffrey Osborne** is now HIT FACTORED at 66% of its players. And young **El DeBarge** has an equally impressive HIT FACTOR and sure plays well on the air.

Aretha Franklin's Jimmy Lee is clearly this week's highest chart debut as the rotations

improve a lot more than its new airplay. A HIT FACTOR of 62% in five weeks should tell us that it's doing well where given a chance.

Crowded House fulfilled its CHARTBOUND promise from last week. Sixty-five of its ninety-three reporters have it in meaningful rotations and HEAVY rotation reports for the holidays are already in for: WDND, KQIP, KDLK, KNUZ, KVMY, KJEZ, WLIP, KLOV, KNOX, KVSF and, as they say, many more.

Last week's RECORD TO WATCH, **The Jets' You Got It All** not only got 30 adds this week, but debuts on the A/C chart at #28.

This week's RECORD TO WATCH, **Shelter by Lone Justice** shows 24 station's including: KRIB, WCHV, WALG, WSKY, KALE, KYJC and KLYQ/FM.

Another potential RECORD TO WATCH next year will be the new **Luther Vandross, Stop To Love**, which was picked by Diane in my absence on October 31st. Quality A/C rotations "already" from WALG, WKXE, KDES, KLCY and KOST.

R&D

RECOMMENDED FOR A/C RADIO

RON & DIANE

Happy Holidays (Gavin)

We wish all A/C radio and record personnel a safe and Merry Christmas. We also want all of you to have a healthy and prosperous 1987. Of course we're hoping to be seeing you in February for the 2nd annual **Gavin Seminar For Media Professionals**. If you haven't taken advantage of the low rates at the Westin St. Francis, now is the time to do so. The deadline for the lowest rates is December 31st, so don't delay making your reservations. Your nominations for the Gavin Awards are being tabulated now and will be announced in the first issue in January.

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 223 Last Week 235

ARTIST	TITLE	LABEL	Reports	Heavy	Medium	Light	Adds	Hit Factor	Weeks
BILLY JOEL - This Is The Time (Columbia)			211	181	26	4	--	98%	7
MIAMI SOUND MACHINE - Falling In Love (Uh-Oh) (Epic)			208	190	12	3	3	97%	9
LINDA RONSTADT & JAMES INGRAM - Somewhere Out There (MCA)			199	166	28	--	5	97%	11
BENJAMIN ORR - Stay The Night (Elektra)			198	166	23	7	2	95%	10
CHICAGO - Will You Still Love Me (Full Moon/Warner Bros.)			194	128	55	7	4	94%	8
ANITA BAKER - Caught Up In The Rapture (Elektra)			186	113	58	9	6	91%	7
GREGORY ABBOTT - Shake You Down (Columbia)			173	120	38	6	9	91%	12
AMY GRANT - Stay For Awhile (A&M)			187	94	77	8	8	91%	8
TINA TURNER - Two People (Capitol)			170	39	99	24	8	81%	7
LIONEL RICHIE - Ballerina Girl (Motown)			180	39	82	29	30	67%	4
BILLY VERA & THE BEATERS - At This Moment (Rhino)			158	32	67	27	32	62%	5
GLASS TIGER - Someday (Manhattan)			131	29	77	17	8	80%	7
PRETENDERS - Don't Get Me Wrong (Sire/Warner Bros.)			118	36	60	15	7	81%	10
JEFFREY OSBORNE - In Your Eyes (A&M)			146	12	85	29	20	66%	5
EL DeBARGE - Someone (Motown)			149	12	84	34	19	64%	5
ARETHA FRANKLIN - Jimmy Lee (Arista)			129	4	77	40	8	62%	5
MICHAEL McDONALD - Our Love (Theme from "No Mercy") (Warner Bros.)			106	13	68	24	1	76%	9
CROWDED HOUSE - Don't Dream It's Over (Capitol)			93	23	42	16	12	69%	10
KANSAS - All I Wanted (MCA)			106	16	47	29	14	59%	11
THE JETS - You Got It All (MCA)			116	8	51	27	30	50%	5
POINTER SISTERS - Goldmine (RCA)			102	14	51	29	8	63%	7
JOURNEY - I'll Be Alright Without You (Columbia)			114	5	36	34	39	35%	4
TOTO - Without Your Love (Columbia)			62	--	1	4	57	1%	1

NORTHEAST

SPRINGFIELD, MA(WALT PINTO-WHYN) No Report, Frozen.
GREENFIELD, MA(RICHARD ARCHER-WHAL) B.Vinton, Carpenters, Jermaine J.
BANGOR, ME(FRED MILLER-WWMJ) No Report, Frozen.
PRESQUE ISLE, ME(JEREMY SUMNERS-WKZX) Survivor, Glass Tigr, Kansas.
WHITE RIVER JCT, VT(CHARLIE TURNER-WKXE) No Adds.
HARTFORD, CT(DAVID BERNSTEIN-WTIC/AM) No Report, Frozen.
WILLIMANTIC, CT(EVAN/NORMAN-WILL/AM) Carpenters, L.Ronstadt, Toto, RFTW, Glass Tigr.
NEW LONDON, CT(DANNY O'BRIEN-WNLC) T.Turner, B.Vera.
NEW HAVEN, CT(JAY MC CORMICK-WELI) Journey.
NEW YORK, NY(ART TILLER-WNSR/FM) G.Abbott, Chicago.
ALBANY, NY(CHRIS HOLMBERG-WKLI) T.Turner, L.Richie, Chicago, A. Baker.
POUGHKEEPSIE, NY(RON LYON-WJJB/FM) No Adds.
NEW KENSINGTON, PA(GREG COSTANTINO-WKPA) L.Richie, El DeBarge, B.Vera.
PITTSBURGH, PA(KEITH ABRAMS-WHTX) Chicago, A. Baker.
PITTSBURGH, PA(BOB CONRAD-WTAE) Miami S.M., Ocean.
JOHNSTOWN, PA(JACK MICHAELS-WKYE) Toto, Jms. Brown, Device, Jermaine J.
NEW CASTLE, PA(GARY WEST-WKST) L.Richie.
WILMINGTON, DE(NICK SENECA-WDEL) No Report, Frozen.
WILLIAMSON, WV(TONY WICK-WBTH) G.Abbott, Carpenters, Toto.

SOUTH

OCEAN CITY/SALISBURY, MD(KEN MEDEK-WQHQ/FM) Vandross, E.L. & P., B.Vinton.
WINCHESTER, VA(FRANK MITCHELL-WINC) Journey, Survivor, Ronst & J.I, H.Lewis.
HARRISONBURG, VA(ADAM STUBBS-WQPO) J.Osborne, Aretha, M.McDonald.
CHARLOTTESVILLE, VA(BOB JAMES-WCHV) B.Vera, B.Vinton, J.Lorber, Pretenders, Toto.
RICHMOND, VA(GARY KING-WRVA) B.Vera, L.Richie.
RICHMOND, VA(DILLON/ELLIOTT-WEZS) Journey, T.Turner.
NORFOLK, VA(NICK O'NEIL-WLTY) Pretenders, L.Richie.
LYNCHBURG, VA(BOB ABBOTT-WGOL/FM) J.Osborne, Journey, Kansas.
WEIRTON/STEBENVILLE, WV(ANTHONY/MITCHELL-WEIR) Ben E.King, L.Richie, Carpenters.
MORGANTOWN, WV(CRAIG COCHRAN-WCLG/AM) No Report, Frozen.
GOLDSBORO, NC(ALAN HOOVER-WEQR) E.Money, T.Tuesday, Vandross, H.League.
ROCKY MOUNT, NC(LESLIE JORDAN-WEED) H.Lewis, El DeBarge, Journey, Boston, Toto, T.Tuesday.
SWAN QUARTER, NC(MAZIE SMITH-WHYC/FM) B.Vera, Journey, C.Hart, Kansas, Carpenters, Jermaine J.
ALBEMARLE, NC(RIC PATTERSON-WABZ) Lone Just., RFTW, S.Miller, T.Tuesday, Jms. Brown.
SHELBY, NC(ANDY FOSTER-WOHS) G.Knight, C.Lauper, Jms. Brown, A.Murray.
CHARLOTTE, NC(MARTY LAMBERT-WBT) Frozen.
CHARLOTTE, NC(BILL CONWAY-WEZC) Journey.
NEW BERN, NC(JOEL PORTER-WSFL/FM) No Report, Frozen.
TRYON, NC(DAVID BIVENS-WTYN) Toto, Jets, C.Lauper, C.Hart.
ASHEVILLE, NC(BRIAN LEE-WSKY) T.Tuesday, Toto, Vandross, Carpenters.
LORIS, SC(GLENN HARDEE-WLSC) C.Hart, Journey, Jermaine J, Carpenters, D. Harry, Bob Geldof, J. Warnes, M.Sweet, Lone Just., Sam & Lou, RFTW, Timbuk 3.
CARROLLTON, GA(BOBBY DEE-WPPI) No Report, Frozen.
ROME, GA(T.J. McCLAIN-WKCX) No Report, Frozen.

ATHENS, GA(BRENT JOHNSON-WRFC) Journey, El DeBarge, Vandross, H.Lewis.
AUGUSTA, GA(HUMPHREYS/PATRICK-WZNY) No Report, Frozen.
ALBANY, GA(RON MANI-WALG) Frozen.
ST. AUGUSTINE, FL(JIM ANDREWS-WUVU) Journey, Crowded H., J.Osborne, Kansas.
WEST PALM BEACH, FL(DAVE PARKS-WRMF) Journey, Toto, W.Chung, Vandross.
STUART, FL(GREG ARCHER-WSTU) W.Chung, Journey, C.Hart, Survivor, Carpenters, Crowded H., Jms. Brown.
SYLACAUGA, AL(R.BATY/A.LEE-WFEB) Jms. Brown, Toto, Device.
TUSCALOOSA, AL(SANDER WALKER-WFFX/FM) Vandross, Toto.
HUNTSVILLE, AL(STEVE DALLAS-WAHR) Amy Grant, Device, Jermaine J, El DeBarge, K.Rogers, Juice.
GADSDEN, AL(DAVID FORD-WGAD) T.Tuesday, Toto, Jets.
GUNTERSVILLE, AL(KERRY JACKSON-WGSV) Toto, Vandross, RubyTurner, Jms. Brown.
VALLEY HEAD, AL(CHRIS JAMES-WQRX) El DeBarge, Aretha, B.Vera, Toto.
MOBILE, AL(HYLTON/GOLDEN-WKRG/FM) J.Osborne, H.Lewis, Toto.
SELMA, AL(BOB PAYTON-WTUN) No Report, Frozen.
CLARKSVILLE, TN(MONTE HAMILTON-WJZM) No Report, Frozen.
OXFORD, MS(DAVID KELLUM-J107) T.Tuesday, K.Rogers, H.Lewis.
PADUCAH, KY(CHARLIE RIVERS-WKYX) RubyTurner, Bananarama, Jms. Brown, Vandross, Toto.
SHREVEPORT, LA(JEFF EDMAN-KVKI/FM) L.Richie, Amy Grant, T.Turner, B.Vera, A. Baker, Jets.
EL DORADO, AR(GARY TERRELL-KIXK) Amy Grant, B.Vera, C.Hart.

MIDWEST

MASON CITY, IA(CINDY HUBER-KRIB) T.Tuesday, Lone Just., L.Richie.
MASON CITY, IA(STEVE LOCKER-KGLO) G.Abbott, A. Baker, T.Tuesday.
MASON CITY, IA(HARRY O'NEIL-KLSS) Crowded H..
WATERLOO, IA(ROGER DAVIS-KWLO) No Adds.
CEDAR RAPIDS, IA(DENNIS GREEN-WMT/FM) Toto, Crusaders, Randell/S..
FOREST LAKE, MN(CATHLEEN CARY-WLKX/FM) B.Vera, Crowded H., J.Osborne.
NORTHFIELD, MN(RICH HARRIS-KYMN) No Report, Frozen.
MINNEAPOLIS, MN(CHUCK KNAPP-KSTP/FM) Miami S.M., Ronst & J.I, Jets.
DULUTH, MN(DANN COLLUM-WEBC) L.Richie.
ROCHESTER, MN(RICH PETERSON-KROC/AM) L.Richie, T.Turner, El DeBarge.
ROCHESTER, MN(AXELSON/MITCHELL-KWEB) Journey, T.Turner, Kansas, Glass Tigr.
LIVERNE, MN(KEITH MAINE-KQAD) No Report, Frozen.
PIESTONE, MN(BERNIE WIEME-KLOH/FM) Toto, T.Tuesday, D. Johnson, Carpenters, Journey, E.Money, B.Vinton.
WILLMAR, MN(PAUL DAVIS-KQIC/FM) Toto, S. Meisner, El DeBarge, J.Osborne.
MARSHALL, MN(CRAIG ALLEN-KKCK/FM) L.Richie, Journey, Jets, Madonna, Crowded H..
MONTEVIDEO, MN(LOU KUNO-KMGM) B.Vera, Pointers, Kansas, Jets.
ST. CLOUD, MN(MIKE DIEM-WJON) E.L. & P., Vandross, RubyTurner, Toto.
ALEXANDRIA, MN(MIKE LOMMEN-KSTQ) L.Ronstadt, J. Warnes, Carpenters, G. Loring.
ABERDEEN, SD(DAN ZERR-KSDN) Kansas, Glass Tigr, D. Johnson, H.Lewis, Toto.
GRAND FORKS, ND(PAUL KERO-KNOX) Jets, J.Osborne.
BISMARCK, ND(BRANNAN/HARDT-KFYR) No Report, Frozen.
POPLAR BLUFF, MO(KELLY URICH-KJEZ) B.Vera.
ST. JOSEPH, MO(BOB HEATER-KKJO) No Report, Frozen.
CUBA, MO(TIM McNUTT-KBCC) Toto, E.Money, Jets, A. Baker, Amy Grant, Bananarama.

TOPEKA, KS(ROSE RUES-KMAJ) G.Abbott, Ronst & J.I, T.Turner.
PARSONS, KS(GREG MONTANA-KLKC) Journey, M.Manring, Wham!, R.Travis.
LINCOLN, NE(CATHY BLYTHE-KFOR) No Report, Frozen.
HASTINGS, NE(BRUCE DAVIS-KHAS) A. Baker, R.Travis, Ben Orr.

CENTRAL

NEWARK, OH(DAVE BLACK-WNKO) No Report, Frozen.
LOGAN, OH(CHUCK ANTHONY-WLGN) No Report, Frozen.
COLUMBUS, OH(DAVE BISHOP-WSNY) J.Osborne, Journey.
MARION, OH(JIM HOWELL-WMRN) G.Abbott, Kansas, Carpenters, Seger, D. Johnson.
MARION, OH(BILL MOORE-WDIF) Journey, Toto, E.Money.
ARCHBOLD, OH(RICK CONTI-WHFD) P.WINER, Journey, Toto.
TOLEDO, OH(FRED HELLER-WSPD) Jets, J.Osborne, L.Richie.
TOLEDO, OH(JAY MATTHEWS-3WM) Aretha, J.Osborne, Journey, L.Richie.
ZANESVILLE, OH(PETE PETONIAK-WHIZ) B.Vera, Seger, G.Abbott, J.Osborne.
YOUNGSTOWN, OH(JIM MARTIN-WFMJ) Patti/Bill, Jms. Brown, Jets, Crowded H..
DOVER, OH(STEVE KELLY-WJER) Pointers, Madonna, Outlaws.
SPRINGFIELD, OH(STEVE POPP-WAZU/FM) No Report, Frozen.
SPRINGFIELD, OH(DALE GRIMM-WIZE) L.Richie, J.Osborne, Aretha.
GALLIPOLIS, OH(TIM MAXWELL-WJEH) Journey, Toto.
RUSHVILLE, IN(KEVIN L.STONE-WRCR) Carpenters, Jermaine J, Pointers, B.Vera.
LOWELL, IN(JIM HOLLY-WZVN) G.Abbott, B.Vera, L.Richie.
KOKOMO, IN(ALAN WARNER-WIOU) Glass Tigr, El DeBarge, Journey, J.Osborne.
VERSAILLES, IN(DALE M. GRAVES-WOVR) No Report, Frozen.
MUNCIE, IN(E.Q.KIMBLE-WOKZ) Ben E.King, Toto, W.Chung, Kool/Gang, Madonna, Jermaine J.
EVANSVILLE, IN(CLARK/GAGER-WKDQ) Madonna, Bananarama, Toto.
LAFAYETTE, IN(MIKE JOHNSON-WASK) B.Vera, Carpenters.
MONROE, MI(KEN DAVIS-WTWR) B.Vera, El DeBarge, J.Osborne.
FLINT, MI(BILL PEARSON-WTRX) Vandross, J. Warnes, Bananarama, Jms. Brown.
LANSING, MI(JACK ROBBINS-WILS/FM) No Report, Frozen.
KALAMAZOO, MI(TOMMY JOHN-WKMI) Madonna, B.Vera, L.Richie, Jets.
GRAYLING, MI(BOB DITMER-WQON/FM) No Adds.
KENOSHA, WI(TERRY HAVEL-WLIP) Jermaine J, Madonna.
MILWAUKEE, WI(BETH FAST-WMYX) Jets, C.Hart.
MILWAUKEE, WI(ALPERT/IRWIN-WISN) No Adds.
FT. ATKINSON, WI(ROB ANDERSON-WFAW) Glass Tigr, Jets.
RICHLAND CENTER, WI(JOHN DOYLE-WRCO) L.Richie, Carpenters, C.Hart.
MADISON, WI(PAT O'NEILL-WMGN) B.Vera, L.Richie, Vandross, Toto.
MADISON, WI(DOUG LANE-WIBA) J. Warnes, Carpenters.
BEAVER DAM, WI(STEVE SABATKE-WBEV) No Report, Frozen.
REEDSBURG, WI(KEVIN KELLOGG-WRDB) Kansas.
GREEN BAY, WI(DAVID CAREW-WDUZ) J.Osborne, Carpenters, Wham!, Art & Amy, Mathis.
MENOMONIE, WI(ALISON GIRARD-WMEQ) Crowded H., Aretha, Pointers, L.Richie.
APPLETON/OSHKOSH, WI(CHRIS HANSEN-WMGV) Crowded H., Genesis, S.Miller.
JOLIET, IL(TED BROWN-WJTW/FM) L.Richie, Kansas.
WILMINGTON, IL(LOUIE HONDROS-WDND) Toto, T.Tuesday.
ROCKFORD, IL(JIM REED-KMQ) Pretenders, Kansas, B.Vera, Jets, D. Johnson, C.Hart.
ROCKFORD, IL(BRILL/HECKLER-WROK) No Adds.
LA SALLE, IL(JEFF GEESSEN-WAJK) Pointers, L.Ronstadt, L.Richie.
FREEPOR, IL(JIM DOUGLAS-WFPS) No Report, Frozen.
PEORIA, IL(DENISE HENLEY-WIRL) L.Richie, B.Vera, Amy Grant.
BLOOMINGTON, IL(JIM ANDERSON-WIHN) B.Vera.

SOUTHWEST

TYLER, TX(JANIE BAKER-KTYL) Toto, Carpenters, RubyTurner.
NACOGDOCHES, TX(KURT MANN-KTBC) Toto, J. Warnes, G.Knight.
WICHITA FALLS, TX(DAVE LANDRY-KTTL) El DeBarge, Amy Grant, Journey.
HOUSTON, TX(BRUCE NELSON-KNUZ) Pointers.
HOUSTON, TX(SCARBOROUGH/MATT-KLTR) No Adds.
DEL RIO, TX(PAUL KALLINGER-KDLK) H.Lewis, D. Johnson, Toto.
AMARILLO, TX(BUTLER/CLARK-KPUR) RFTW, T.Tuesday, Toto, B.Vera.
ODESSA/MIDLAND, TX(JOHN ROMAN-KQIP) No Adds.
PHOENIX, AZ(SAM CHURCH-KKLT) B.Vera, Journey, RFTW.
SEDONA, AZ(RANDY MAHANNAH-KAZM) No Report, Frozen.
GALLUP, NM(ERIC ALLEN-KKOR) Jets, Kool/Gang, Madonna, Crowded H..
SANTA FE, NM(SKIP O'NIEL-KVSF) Jets, H.Lewis, Toto.
LAS CRUCES, NM(PAM HOPPER-KOBE/AM) No Report, Frozen.

ROCKY MOUNTAIN

SIDNEY, MT(SCOTT LILLEHAUG-KGCH) D. Harry, M.Manring, Toto.
HAVRE, MT(DAVID LEEDS-KOJM) Carpenters, B.Vera.
MISSOULA, MT(VERN ARGO-KYLT) Pointers, Toto.
MISSOULA, MT(RICK SANDERS-KLCY) Toto, B.Vera, Carpenters.
HAMILTON, MT(STEVE FULLERTON-KLYQ/FM) Toto, Crowded H., K.Rogers, T.Tuesday.
BOULDER, CO(JEFFREY GOODWIN-KBOL) L.Ronstadt, Madonna.
LOVELAND, CO(LEE/MELOTTI-KLOV) G.Knight, Toto, K.Rogers, T.Tuesday.
GREELEY, CO(PLY/ELLIOTT-KISF/FM) C.Gayle, Madonna, Jermaine J, Journey, EBTG.
COLORADO SPRINGS, CO(JOHN T. HOWARD-KVUU) B.Vera, T.Turner, Pretenders, Kool/Gang.
PUEBLO, CO(RIP AVINA-KDZA) El DeBarge, Jets, Journey.
SALIDA, CO(CHARLES DARWIN-KVRH) Wham!, M.Manring, C.Gayle, Art & Amy.
MONTROSE, CO(TOM OWCA-KUBC) Journey, L.Richie, Jets, G. Loring, L.Ronstadt.
GRAND JUNCTION, CO(PAT O'BRIANT-KIIO) H.Lewis, Crusaders.
RIFLE, CO(DEAN ANGELL-KDBL) Kool/Gang, Madonna, D. Johnson, Jermaine J, Seger.
VAIL, CO(PARKER/ANDERSON-KVMT) Toto, E.L. & P., H.Lewis, Jermaine J.
VAIL, CO(ERIC MARON-KRVV) No Report, Frozen.
POWELL/CODY, WY(JERRY CLARK-KLZY) Lone Just..
GILLETTE, WY(DENNIS SWITZER-KOLL) Jets, B.Vera, Journey.
SUN VALLEY, ID(JEFFREY BALLOU-KSKI) No Report, Frozen.
GRANGEVILLE, ID(JIM CROSS-KORT) No Report, Frozen.
BOISE, ID(DREW HAROLD-KBOI) No Report, Frozen.
MANTI, UT(STAN ERIKSEN-KMTI) Toto, D. Johnson.

FAR WEST

RENO, NV(JIM O'NEAL-KRNO/FM) D. Johnson, B.Vera, Journey, Kansas, Vandross.
CARSON CITY, NV(SCOTT CARSON-KPTL) Toto.
LOS ANGELES, CA(KAYE/KILEY-KOST) Frozen.
SAN DIEGO, CA(RICH/KNIGHT-B100) Jermaine J.
SAN DIEGO, CA(MARK LARSON-KFMB) Toto, A.Murray, J.Osborne, Carpenters.
PALM SPRINGS, CA(JILL FOX-KCMJ/FM) Amy Grant, L.Richie, El DeBarge, Survivor.
PALM SPRINGS, CA(TY STEVENS-KDES) Toto, G.Knight, Bananarama.
SAN LUIS OBISPO, CA(DAN ARMSTRONG-KVEC) No Report, Frozen.
SAN LUIS OBISPO, CA(CAROL MEYER-KKUS) L.Richie, G.Abbott, Miami S.M..

MONTEREY, CA(MICHAEL READING-KWAV/FM) E.L. & P., Glass Tigr, Vandross.

SAN FRANCISCO, CA(JACK KULP-K101) L.Richie, Jets, Vandross, El DeBarge, Madonna.

CONCORD, CA(RAVI PERUMAN-KKIS) L.Richie, Journey, Toto, Jets, Jermaine J.

CONCORD, CA(JIM HAMPTON-KWUN) No Report, Frozen.

LIVERMORE, CA(STACY EVERETT-KKIQ) Journey, Toto, Madonna.

SAN RAFAEL, CA(BOB CLARKE-KTIM/FM) Vandross, Toto, T. Tuesday, Devise.

SAN JOSE, CA(BILL WEAVER-KLOK) No Report, Frozen.

MODESTO, CA(EDWARDS/McCULLOUGH-KO93) J.Osborne, B.Vera, El DeBarge, Journey.

SANTA ROSA, CA(JIM DANIELS-KSRO) Kansas, El DeBarge, S.Miller.

UKIAH, CA(DANNY VANMETER-KUKI) L.Ronstadt, EB TG, G. Loring, R.Stewart, El DeBarge.

ARCATA, CA(JILL HENRY-KATA) Frozen.

CRESCENT CITY, CA(RENE SHANLE-HUTZELL-KCRE) Jets, Toto, Pretenders.

PLACERVILLE, CA(TINA KAWAI-KHTN) Toto, T. Tuesday, Jets, L.Richie.

VACAVILLE, CA(BOWMAN/BISE-KUIC) T. Tuesday, Patti/Bill.

SO. LAKE TAHOE, CA(RON WEST-KOWL) T. Tuesday, Toto, H.Lewis, K.Rogers.

LAKE TAHOE, CA/NV(BRIAN BECK-KTHO) Toto, T. Tuesday.

SACRAMENTO, CA(IRONS/ANDREWS-KHYL/FM) Vandross.

CHICO, CA(DAVE KINDIG-KPAY) Ben Orr, L.Richie.

GRASS VALLEY, CA(RICH BROCK-KNCO) Toto, A.Murray, B.Vinton.

OROVILLE, CA(STEVE ATREIDES-KORV) T. Tuesday, Pretenders, Jets, Toto.

BURNEY/REDDING, CA(JIM LEE-KARZ) Crowded H., Glass Tigr, Pretenders.

RED BLUFF, CA(KELLY FROST-KBLF) L.Richie, Ronst & J.I, B.Vera, J. Warnes, C.Hart, L.Richie.

SUSANVILLE, CA(HARDAWAY/CRAIG-KSUE) J.Osborne, L.Richie, El DeBarge, L.Richie, Journey, Jets.

NORTHWEST

THE DALLES, OR(KEVIN MALCOLM-KMCQ) Chicago.

PORTLAND, OR(SCOTT TOM-KGW) El DeBarge, Amy Grant, J.Osborne.

CORVALLIS, OR(P.J. EMMERSON-KLOO/AM) B.Vera, Journey, Jets.

EUGENE, OR(MITCHELL/MILLER-KDUK) Journey, Kool/Gang, Ronst & J.I.

MEDFORD, OR(JIM ZINN-KMFR) No Report, Frozen.

MEDFORD, OR(JOHN O'BRIEN-KYJC) Toto, Lone Just., H.Lewis, A.Murray.

KLAMATH FALLS, OR(KATIE McGEE-KKRB) El DeBarge, Madonna, Journey, L.Richie.

AUBURN, WA(CARL SAWYER-KASY) Kansas, Toto, Jets, K.Rogers.

MOUNT VERNON, WA(MIKE HARTMAN-KBRC) G.Abbott, Jms. Brown, Carpenters, Madonna, Toto, Jets.

OAK HARBOR, WA(DAVID BOWDEN-KISD) Jets, Lone Just..

LACEY, WA(WINNIE WEATHERLY-KLDY) Aretha.

OLYMPIA, WA(DICK PUST-KGY) Aretha, Journey, J. Warnes, R.Stewart, Jms. Brown.

CENTRALIA, WA(JIM KNUTSON-KELA) No Report, Frozen.

SHELTON, WA(GLEN CONNOLLY-KMAS) Wham!, Art & Amy, G.Fischoff, L.Richie, C.Hart, P.Sandifer.

KELSO/LONGVIEW, WA(RAY BARTLEY-KLOG) C.Hart, Aretha, Pointers.

YAKIMA, WA(FRANK TAYLOR-KMWX) B.Vera, Journey, T. Tuesday, J.Osborne.

TRI-CITIES, WA(BILL TEMPLETON-KALE) Jms. Brown, Vandross, Toto, T. Tuesday, Crowded H..

ANCHORAGE, AK(CARTER B.-KFQD) Frozen.

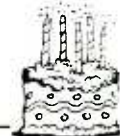
ANCHORAGE, AK(GREG WILKINSON-KKLV/FM) Ben E.King, Toto, Vandross, Ruby Turner, Carpenters.

SOLDOTNA, AK(J.J. McCARTNEY-KCSY) Journey.

VANCOUVER, BC(PAUL MCKNIGHT-1040 AM) K.Rogers, Jets.

WELCOME To Our New A/C Correspondent:

Dave Parks, WRMF Radio - 1500 N. Flagler Drive, West Palm Beach, FL 33402 (305-838-4300)



BIRTHDAYS

Our Best Wishes and HAPPY BIRTHDAY to:

Bobby Rich, Q105-Tampa, FL 12/21

Bill St. John, KIIZ/AM-Killeen, TX 12/21

Janie Baker, KTYL-Tyler, TX 12/21

Frank Zappa 12/21

Maurice & Robin Gibb 12/22

Ron West, KOWL-So. Lake Tahoe, CA 12/23

Bobby Christian, KTCZ-Minneapolis, MN 12/23

Tom Holiday, KISY/FM-Pineville, LA 12/23

Kevin Haines, 92X-Columbus, OH 12/23

Mike Preston, KWSS-San Jose, CA 12/24

Jay Jennings, KYAK-Anchorage, AK 12/24

Jimmy Buffett, Barbara Mandrell, Annie Lennox 12/25

Alice Cooper, Little Richard 12/25

Natalie Cusenza, The Gavin Report 12/26

Bob Weil, WSPK/FM-Poughkeepsie, NY 12/26

Pete Brier, KFH-Wichita, KS 12/26

Phil Spector 12/26

Leslie Jordan, WEED-Rocky Mount, NC 12/27

Scott Tom, KGW-Portland, OR 12/27

David Perry, KWIC-Beaumont, TX 12/28

Ravi Peruman, KKIS-Concord, CA 12/28

Kandice Wilkins, WXCI-Danbury, CT 12/29

Bill Roberts, KERR-Polson, MT 12/29

Marianne Faithfull 12/29

Michael Nesmith, Bo Diddley 12/30

Sam Harrell, Columbia Records 12/31

Stuart Shaver, WGBQ-Galesburg, IL 12/31

John Denver, Donna Summer 12/31

George Chaltas, Columbia Records 1/1

Craig Hayden, WKYQ-Paducah, KY 1/1

Grandmaster Flash 1/1

Glen Helfand, The Gavin Report 1/2

Roger Miller 1/2

Stephen Stills 1/3

John McLaughlin 1/4

Jay Jarvis, WVSR/FM-Charleston, WV 1/5

Earl Scruggs 1/6

David Einstein, WHFS-Washington, DC 1/7

Kenny Loggins, Paul Revere 1/7

Katie McGee, KKRB-Klamath Falls, OR 1/8

David Bowie, Bill Graham 1/8

Gene Harris, KKRB-Klamath Falls, OR 1/9

Crystal Gayle, Joan Baez, Jimmy Page 1/9

David Grossman, WRXL-Richmond, VA 1/10

Pat Benatar, Rod Stewart, Donald Fagen 1/10

WEDDINGS



Our wedding bells will be ringing on December 28th for **ROB HARDY**, Program Director of WNOV-Milwaukee, WI and **OLLIE SMITH**.

CONGRATULATIONS!



A CHRISTMAS WISH LIST

For this last issue of The Gavin Report before Christmas, I thought I would list a few items of equipment for PDs to include on their "wish lists" for the new year.

Although in last week's column I pointed out some of the problems with playing CDs on the air, more and more stations are equipping themselves to do so, and for those stations without CD-playing equipment, probably at least one CD player should be on the list. These units cost between \$200 and \$600, depending on bells and whistles, and their performance is strikingly similar from brand to brand and price range to price range. The best way to pick one probably is to listen and operate a wide variety, and choose the one that most impresses you for ease of use in a broadcast context. The first "for-broadcast" CD machines are starting to become available, and, while they cost more, they usually have the most broadcast-oriented controls, the most rugged design and the most standardized parts-and-repair procedure. Unless you are planning regular, frequent use of CDs on the air, a cheap consumer model might do for now.

AM PDs should also have AM stereo on their lists. The C-Quam system is the de facto standard, the receivers are out there now and there is no AM format that will not benefit by being able to light up the stereo light on those receivers. Plus, music really sounds better in AM stereo! The PD's should also write down their desire for the equalization device I mentioned last week, which will give AM stations the NAB's recently-adopted high-frequency emphasis and rolloff curve.

If you have a new transmitter on your wish list, make sure it's as solid-state as possible. Not only are such transmitters more reliable, with higher fidelity and lower distortion, but they are cheaper to operate (particularly for AM, where higher modulation means higher electric power bills). With more powerful tube transmitters, the cost of tubes can be

enormous; solid-state transmitters have no such costs. The world leader in solid-state AM transmitters is Canada's Nautel Company, which now markets even a 50-kw no-tube transmitter. Many other manufacturers also make use of solid-state technology in transmitters nowadays.

And how about personal equipment? Whether it's office gear or a home audio/visual system, right now is the time to get what you need. If it's work-related, but you pay for it, through Dec. 31, it's tax-deductible for those who itemize (and most radio people should). That includes not only home audio equipment, such as turntables, tone arms, styluses, cassette machines, tuners and speakers, but also such ancillary equipment as TVs and VCRs. (Some DJs have successfully deducted VCRs on the grounds that they need to tape TV shows that are on the air when they are, or when their job hours force them to sleep, so they can comment on the air about current TV fare. But if you try that, you'd better make a practice of talking about current TV on the air!) If you haven't gotten your CD player yet for home or office use, buy one now and write it off. The same advice applies to trade publications such as The Gavin Report. If you pay for your own subscription, renew now for as long as you can, even if your current subscription hasn't expired.

And if you have a cassette machine or VCR that you're claiming as a business expense, don't overlook the tape you'll need to use with it. If you use the machine in business, the necessary tape is deductible, too.

We could put more on the list, but that's probably enough for now. Merry Christmas and Happy New Year! I'll see you in these pages in the first issue of January, and, I hope, in person at the second annual Gavin Seminar for Media Professionals in San Francisco Feb. 20-21. (If you're going to pay the registration, hotel and/or transportation yourself--pay before Dec. 31 and deduct it all!) ●

"Whether it's office gear or a home audio/visual system, right now is the time to get what you need."

PROMOTIONS

by LISA SMITH and BETTY HOLLARS



That's the "Mayflower" that had Thanksgiving dinner for 24 winners in the 99KG-Salina, Kansas promotion. P.D. Steve Wall is in the doorway wearing sunglasses and the Senator is the one near him wearing the tie and apron.



Pictured in front of the Montana home are (l-r): Jennifer Montana, KFOG morning show producer Trish Robbins, Joe Montana, KFOG Sports Director Kevin "The Rat", and the youngest Montana, Alexandra, front and center.

THANKSGIVING DINNER ON ◀ THE MAYFLOWER

In case they missed the first Thanksgiving on the Mayflower, 99KG-Salina wanted to make sure its listeners didn't miss the boat this past one. Listeners were encouraged to write in, saying why they deserved dinner "on the Mayflower." According to P.D. Steve Wall: "They were all great entries but we could only seat 24 people on the Mayflower, so we narrowed it to five families! One winner "Moved To Salina" on the "Mayflower" (the truck) recently so they were actual Pilgrims!" They served turkey and dressing, "real" potatoes, corn on the cob, green beans, fruit salad, rolls, cranberry sauce and even pumpkin pie! What makes theirs different was that Kansas State Senator Ben Vidricksen was invited to carve the turkey and serve the meal...fulfilling his promise to "serve" the voters.

FOOD FOR FAMILIES

WAOV in Vincennes, Indiana is holding a food drive for the Salvation Army. Barrels were put in all the major grocery stores in the city with the call letters featured in a prominent position. On the air staff promotes which store the food for family barrels could be found and asks listeners to make donations. Only two weeks into the drive, WAOV and the S.A. have already provided food baskets to over one hundred needy families in the area for Thanksgiving. The drive will continue through Christmas.

JOE & JENNIFER IN A FOG ◀

KFOG-San Francisco has pulled off a great one, providing its listeners with the "Ultimate Armchair Quarterback Show" during the rest of the 1986 football season. Forty-Niner Football star Joe Montana is being joined by his wife for special live and recorded reports. The shows are every Friday before games, as well as a follow-up show after each game, originating from the Montana's home. They will focus on the 49'ers and life in and out of pro football.

DOING THE PARTY RIGHT

Break out the mistletoe and eggnog! Yes, it's that time of the year again. A time to really do some serious partying. Perhaps your office or station is going to have a Christmas bash.

I seriously doubt that I could tell you anything new on how to have maximum fun at a Christmas party. One thing that has impressed me about the radio and record industry is that the people who work in it are pros when it comes to parties. I suspect that Christmas is no exception.

But maybe there are a couple of comments I could throw your way to make your Christmas party productive as well as fun.

1. Is there any way to tie into the party some significant positive events during the past year? Perhaps your office landed a big contract in February, or March and April were record-breaking months for revenues. Maybe you paid off a major debt, or got some new office space, or achieved a major increase in ratings. Why not announce these events *with great fanfare* during your party?

2. Is there any way to tie into the party some significant acts of "heroism" that occurred during the past year? Maybe Joe won an industry award in June, or Sue put together a terrific promotion that was picked up by the local press in October. Perhaps Phil won a major contract in March, or Debbie put together a super deal with a group of vendors over the summer. Why not announce these acts of heroism *with great fanfare* during your party? Cite as many people as possible for heroism, assuming they deserve your accolades of course. Consider giving awards like trophies, plaques, buttons and so on. In fact, why not get T-Shirt or baseball caps with company logos for everyone and

make a big presentation during the party?

3. Is there any way to tie into the party some gung-ho type of goals and aspirations for next year? Perhaps you are going to shoot for a 10% increase in market share. Perhaps your group plans to diversify your product or service offering. Perhaps you're going to create some new task force for some exciting projects. Why not announce these plans for next year *with great fanfare* during your party?

The point of all these suggestions is to have a great time during the Christmas party, and simultaneously to remind people in a fun and gentle way that there is a business underneath the partying, and the success of the business depends on their efforts. But don't be grim and "businesslike." Make the announcements and awards sincere *and* hilarious! Make the Christmas party a "review/preview"; that is, a review of the great stuff that happened this year and a preview of the even greater stuff that's going to happen next year.

Anyway, I wish all of you happy holidays. Be careful on the road and have a great time. And now if you'll excuse me, I've got some Christmas parties to get ready for. ●



"During the Christmas party, remind people in a fun and gentle way that there is a business underneath the partying, and the success of the business depends on their efforts."

PHOTO FILE

by LISA SMITH and BETTY HOLLARS



RADIO REUNION ◀

WLJS-Jacksonville, AL, celebrated its 11th birthday by inviting former staffers back for an Open House party at its new facilities. Shown, left to right, are former P.D. Jay Holland, former P.D. Steve Malcom, former P.D. David Ford, P.D. Rich Daniel and former jocks Johnny Vee and Rex Wilson.

CRACKDOWN ON CRACK ▼

WNSR-New York joined the ongoing battle against the spread of "crack" by helping legendary promoter Bill Graham publicize his "Crackdown On Crack" concert at Madison Square Garden. Pictured here (left to right) are Mark Bench (WNSR), Art Tiller (WNSR), Bill Graham and Carol Colman (WNSR).

GOING FOR THE GOLD ▼
A couple of guys at WCIL/FM-Carbondale, IL, show off a couple of gold albums that they received. Shown here (left to right)

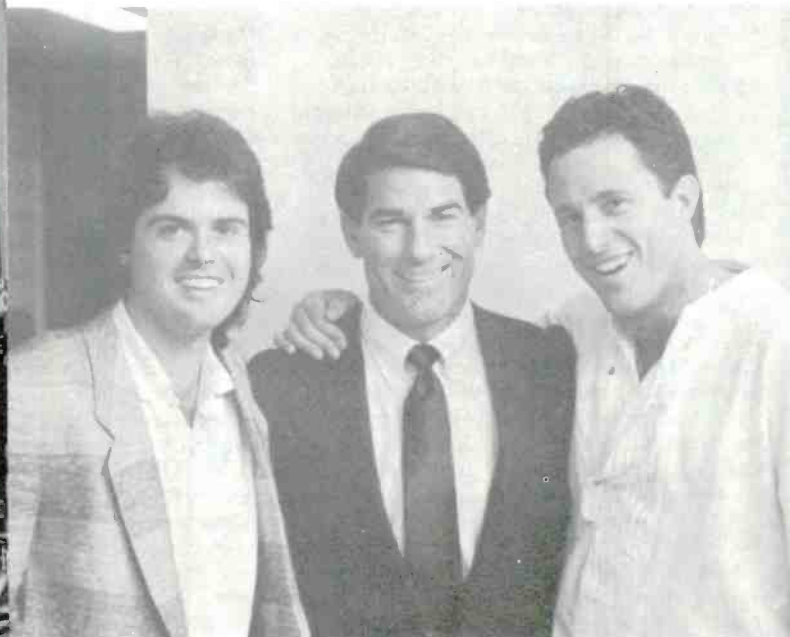
are Todd Manley and Tony Waitekus holding their Miami Sound Machine and Fabulous Thunderbirds gold awards.



BRUSHA BRUSHA BRUSHA ▼

No, these three guys aren't trying out for a toothpaste commercial. In actuality, they just got together after cutting radio promotions for the AT&T Baseball Challenge. Pictured

(left to right) are Donny Osmond, Steve Garvey and Gary Zane, morning man at KDES-Palm Springs, the official station for the baseball challenge.



HOMeward BOUND ◀

Longview, WA, native Jeff Pilson of the group Dokken stopped by the studios of KLOG during a quick trip

home for the weekend. Pictured (left to right) are Ray Bartley (KLOG M.D.), Jeff Pilson and Steve Scott (KLOG).

R XMAS RAP

It's definitely Xmas-time. Little hints are finally sinking in. Lots of you have something called "The Christmas Spirit." The Christmas Spirit means you're broke, have no time to shop, wouldn't have time to shop even if you DID have time to shop because you're broke, and all you're going to get for Christmas is a ham from the company, which you can't eat because you're an Orthodox Jew. If you're a PD, the GM is demanding a significant Arbitrend jump or you'll be listed in "Available" and "Pros on the Loose" by Jan. 5th. If you're a promo guy, national-style, your president demands a bit more activity than last month, when your entire promotion report consisted of the sentence, "Brian Lee at WSKY is bringing it into the meeting he has with himself."

This correspondent's company has a huge holiday bash every year...and right after the bash comes the party. They've really given me thought to this year's affair, having hired the Lime Spiders and back-up group Jazz Butcher to do live versions of "Feliz Navidad" and "Jingle Bell Rock." Danny Davis and Bruce Bird are all set to go into their annual Dueling Santas routine, and Joel Newman, Lu Fields, Don Anti and Mike Atkinson have their Disco Elves act down pat.

We plan to snuggle in on Xmas Eve with our wife and a rented "Under the Cherry Moon" tape. We might note that the tape we're renting is the only one ever manufactured. When we're through with our viewing, it's being turned over to the Smithsonian for display in The Oddball Room, along with three gold records received by a P.D. in Yankton and a William F. Buckley column titled, "Translations of Ron Fell LP Reviews into Semi-English."

Now to the Fruitcake Department: We have already received The Fruitcake. It arrived from our Aunt Sophie last week. We say The Fruitcake because, as many of you know, there's only one. It gets passed from person to person, but no one eats it because no one (other than Keith Abrams of WHTX) has steel teeth. We usually use it as a

doorstop for a few days before mailing it on to the next victim. This year, we'll torture Gene Knight of B-100. Watch for the UPS truck, Gene.

The National Enquirer, as we've noted before, is our favorite newspaper. Most of us take it with a grain of salt...or a grain of something else. That's MOST of us. MCA's Billy Brill thinks it's a cut above the New York Times. Around this time of the year, our favorite newspaper is full of self-help articles about fighting the Xmas blahs and coping with pre- and post-Holiday depression. Billy delights in these articles and sorely wants to fight HIS pre- and post-Holiday depression...and we can understand why. We've heard his product. I mean, who wouldn't be depressed when Steve Meyer tells them to go for the chart with SHADDUPYA FACE II. We don't think the wimpy Enquirer suggestions are too hot. They recommend warm baths, warm milk and sessions with the Bible. WE suggest that you combat holiday downers with fifths...make that liters...of Cutty Sark, order your secretary not to put through calls from Harvey Mednick, and carefully avoid in-flight viewings of "Ferris Bueller's Day Off." (It's been the movie on the last 27 flights we've been on, and we personally witnessed 184 passengers on a Baltimore-to-Oxnard flight paying three dollars each to the flight attendants for seats facing the rear of the plane.

In order to publicize The Gavin Report, we and our wife Rosemary will be visiting a number of our favorite cities during the holiday season. We expect to be wined and dined at each of these venues. So if you're in Swan Quarter, NC, Williamson, WV, Valley Head, AL, or Odessa, TX, be on the lookout. We're expecting the royal treatment at your best French restaurants. It's just another p.r. service from your full-service trade, The Gavin Report.

NOTE: We've almost made it through another year. Here in LA, it's been rough. The temperature dropped to a bone-chilling 78 this week, reminding us of the perils of the season.

But there have been some good points: A bunch of you have called and/or written during '86 with comments about the stuff we print, and we want to wish you a happy, healthy, successful, fruitful, prosperous and high-Arbitroned 1987. Can you believe THAT? 1987! So to Dee-Ann Metzger. John Roberts, Tony Smith, Elma Greer, Brian Lee, Gene Knight, Greg Wilkinson, Fred Miller, Wendy Silvershein, Keith Abrams. Ken Medek, Norm Osborne, Pat Martine, Joel Porter, Sandy Walker, Ron Fell, Diane Rufer, Mike Diem, Charlie Rivers, Steve Dallas, Kerry Jackson, Walt Pinto, Pat McCoy, Harvey Mednick, Danny Davis, Joe Dolce, Lu Fields, Rosemary, Mary-Lou Felipa, and Softie Richland, Annie Richland, Gary Owens, Dennis Green, Yankton, Jack Michaels, Al Axelson, Liz Kiley, Jhani Kaye, Bob Hamilton, Bill Pearson, Drew Harold, John Hey, Bill Templeton, Jackie Bodner, the Zimmermans, the Gallianis, Carey, Karen Fields-Hutton, Kenny Benson, Steve Resnick, Mary Resnick, Shawn Brogan, Linda (Dragon Lady) McCoy, Al Tavera, Dayna Monroe, Janie Baker, Michael Reading, Dan Armstrong, Chris Crist, Philip Rauls, Jack Raymond, Charlie Minor, Dick Williams. Howard Rosen, Lynda Tice, Freddie Brock, Michael Johnson, the Lime Spiders, Shelly Green, Rusty Garner, Carter B., Col. North. Jack Kulp, The Late Tom Jodka, Jack Satter, Rich Tamburro, Lisa Kozak, Ron the Guard, Don Anti. Jim O'Neal, Bonnie Knox and to just about...I say ABOUT...all the rest of you, if you've read this far, the Gavin Hollywood Division wishes you a helluva holiday, good health and, believe it or not, warmest wishes for a mendacious '87.

And to dear friend of Rosemary and Tony Richland, Chuck Meyer: Wherever the hell you are, Love and Peace.

And to Ron Fell, for keeping his dignity in the face of big odds, Love and Peace.

And to Rosemary: Love and Thanks and Love. ...and to all, a good night. ●

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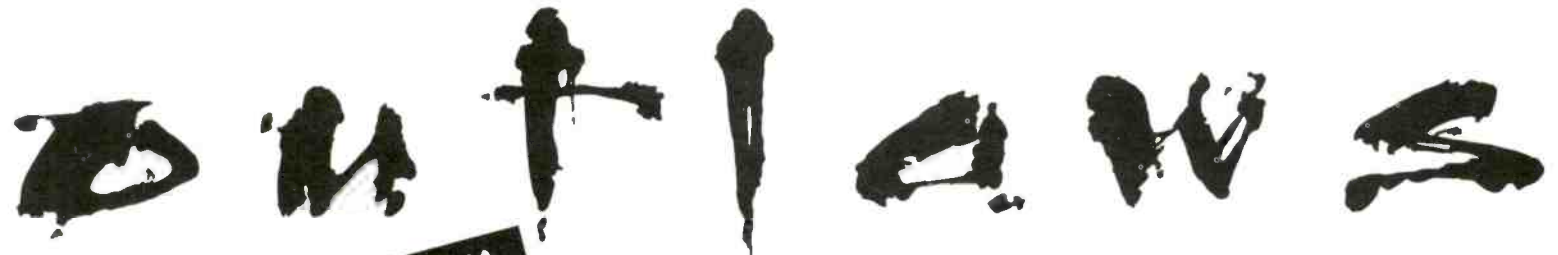
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*Touring with Stevie Ray Vaughn
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<i>With Stevie Ray Vaughn</i>	
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12/13	Peoria, IL
12/14	Muncie, In
12/18	Minneapolis, MN
12/19	Kansas City, MO
12/20	Hartford, WI
12/31	Daytona, FL

ISLE OF MAN

"Building Bridges"

*IN THE SPIRIT OF THE HOLIDAY SEASON,
WE'RE **BUILDING BRIDGES** TOGETHER...
A NEW SINGLE RELEASE FROM ISLE OF MAN*



*"Part of me, is part of you
We're on our way
Building Bridges together
Turn to me - I turn to you
Don't be afraid
Of Building Bridges
We're Building Bridges together"*



B10 FEEDBACK

by RON FELL

MICHAEL JACKSON

One of the videos from Michael's next project is co-produced by Quincy Jones and directed by Martin Scorsese.

WHITNEY HOUSTON

It's possible that one of the tracks on her next album will be a duet with her mother, Cissy Houston.

PATTI SMITH

After an eight-year hiatus, she returns to the studio in January with producer Jimmy Iovine and her husband, Fred (Sonic) Smith from the old MC5.

TINA TURNER/MICK JAGGER

The L.A. Times reports that Mick and Tina may tour together in 1987.

THE STARSHIP

"Nothing's Going To Stop Us Now" is the title of their upcoming single. It's the theme from a film titled "Mannequin" set for a February release. Narada Michael Walden produced the song.

STEVE MARTIN

On November 20th, Steve married Victoria Tennant, one of his co-stars in the movie, "All Of Me."

BILLY VERA & THE BEATERS

They have a bit part in the new Bruce Willis film, "Blind Date."



CHAKA KHAN

On January 3rd Chaka Khan will make her acting debut on the NBC series "Hunter." She will play a rock star known as Miss Bee.

DURAN DURAN

Andy Taylor played guitar on four tracks of the new album before splitting from the group.



O'KANES

Jamie O'Hara (left) wrote "Oh Grandpa" for The Judds, (#8 in our Country Top 100 of 1986.)

WARREN ZEVON

He has signed on as one of the first American artists to record for the new Virgin Records label in America.

LITTLE SHOP OF HORRORS

Levi Stubbs of The Four Tops is the voice of Audrey, the man-eating plant, in the film version of the off-Broadway hit musical.

DAVID LEE ROTH

His guitarist, Steve Vai, was voted "Best Rock Guitarist of 1986" by Guitar Player Magazine.

JOHN SCHNEIDER

"The Farm," his new film, is directed by David Keith, who co-starred in "An Officer And A Gentleman."

WILLIE NELSON

Sagamore, an Indian term for chief, is the highest honor Indiana's governor can grant for Willie's efforts to help American farmers. Willie has been named "Sagamore Of The Wabash."

RITA COOLIDGE/ KRIS KRISTOFFERSON

Though divorced since 1979, Kris and Rita will be performing individual sets of a double billing at the Las Vegas Hilton in January.



RICKY SKAGGS/JAMES TAYLOR

Their seasonal duet, "New Star Shining," is featured in Ricky's new album, "Love's Gonna Get Ya."



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COMES
FIRST.

SALES SKILLS by GARY DONOHUE CRMC

THE SEASON OF GREAT EXPECTATIONS

As you read this, it's wrap-up time...literally. However, most of us in radio sales don't know what we put in the pretty package. The seasonal gift we all place under the tree for top management is a mystery, even to the gift-givers. I refer, of course, to the sales budgets for 1987, signed exuberantly, "Your sales team." It's one of the annual high-stakes games played often by folks who hold the license to your radio station. I call it "M-H-S"--the "Monte Hall Syndrome."

If, as you read this, you suddenly realize you had no input whatsoever in establishing the 1987 sales budgets, don't panic. Here's some food for thought: On Friday, Dec., 12, the "Wall Street Journal" quoted one source as saying, "If it weren't for the chances of substantial improvement in the trade balance, you'd be looking at a recession next year." And, "The Reagan Administration is forecasting a 3.2 percent growth next year, while most private forecasts fall in between the administration's optimistic and the manufacturers' pessimistic projections." (The latter are very pessimistic.) Hopefully, your leaders who inked your budgets at more than a 3.2 percent increase aren't running for office and also may have read the same article.

Take note: Most radio broadcasters will be wrong again about budget forecasting in 1987. Case in point is the increase in retail in November '86 versus November '85...only 5.9 percent. And December is virtually flat or down. Yet I know of no third quarter '86 budgets that increased less than 10 percent over last year. So, if you had no input in the budget process, who could fault you if the station successively misses every budget in the first and second quarters of '87? When the budget axe swings in next year's third quarter, you can plead a case of M-H-S. Someone else chose the wrong door--why should you be gonged? In other words, do your homework, get your act together and when management presents you with your 1987 budgets, don't go into cardiac arrest and call the EMS squad. Just reach for your own version of emergency care, your (E)lectronic (M)edia (S)urvey.

The EMS is what you conduct when things are wickedly slow. Make sure you speak to every single person who advertised with you this year, no matter how big or small, and ask these simple questions:

- 1) Have you (or your client) set advertising budgets for 1987 at this point?
- 2) If so, have you budgeted increased expenditures in electronic media?
 - 2a) If not, what is your timetable for setting the new budgets?
 - 3) If you have budgeted increased expenditures in electronic media, how much of an increase? Less than five percent? Greater than five percent?

4) If you've budgeted increased expenditures in electronic media, will radio increase or decrease?

5) If you've budgeted increased expenditures in electronic media, have you budgeted increased cost efficiencies? Will you pay a higher Cost Per Point or CPM?

And now for the most painful question of all:

6) If you have set your budgets for 1987, have you made final recommendations to the client (in the agency case) of what they should buy in radio? Did it include us? If so, to what degree?

Obviously, questions three through six should be delivered in reverse if you find the client has budgeted decreased expenditures.

Once you have this source information on every person who bought time from you in 1986, you will begin to know where you stand as far as achieving your own personal goals in '87. The next logical step is to set up a major accounting spreadsheet to forecast the timing of expenditures, and thus your anticipated monthly revenue peaks and valleys. Immediately sketch a one-page TARGET ACCOUNT PLAN OUTLINE for everyone on the list who spends at least one percent of your total billing. Your goal should be 100 percent renewals, even though you can expect 25 to 45 percent attrition, depending on the maturity of your list. 1987 will be your most challenging year ever.

I subscribe to the "preferred supplier" theory of marketing, and find that forecasting based on a simple survey--our EMS--relieves the tremendous pressure caused by MHS, and allows me to work a TARGET ACCOUNT PLAN effectively.

I also set a personal goal of selling my *unfair* share of spots per month. If the station has six thousand avails and ten sources of sales revenue (national rep is one), then I want to sell at least 601 spots each month, more than the ten percent my seat on the team represents. Inventory volume computes to activity, and no one with any sales management conscience will let an active producer slip away.

If you fall into this category, the worst you can expect is retraining to meet current management philosophy and policy--i.e., paperwork. In my case, it was often lectures on how to handle the support staff more delicately. Unfortunately, sometimes programming doesn't exhibit the same vigor we do when it comes to getting the spots on the air. I must add that this is sometimes justifiable. While it is sales' job to get spots on the air, it is the support staffers who get the job done properly. Without concern for quality control, your product would sound like trash, resulting in the demise of your source of revenue. So don't be guilty of biting the hand that feeds you. Jim Seemiler, the newly appointed VP/GM of



"Do your homework, get your act together and when management presents you with your 1987 budgets, don't go into cardiac arrest."

KOOL-Phoenix, always used to say, "Eighty percent of your selling begins when you get back to the station with the order."

If you are placing your unfair share of spots on the air, you may have run into problems with paperwork or internal management. Work with these situations and learn how to improve your ability to cope. But never lose sight of your responsibility: to get spots on the air so you can go out and GET THE MONEY.

Be advised, MURPHY WILL STRIKE AGAIN. When you least expect it, your entire station will be hit with a very demoralizing case of MHS. If you've prepared your EMS, you will not fall prey to the cursed malady, but rise to the occasion as a company leader with an UNFAIR SHARE OF SPOTS to back you up, based on an effective TARGET ACCOUNT PLAN. See you in '87. ●

1986 ALL-STAR

BASKETBALL TEAM!

THE VETERANS

THE UPSTARTS

Bruce Springsteen
Peter Gabriel
Steve Winwood
Paul Simon
Iggy Pop
Fabulous T-Birds

CENTER
POWER FORWARD
FORWARD
POINT GUARD
SHOOTING GUARD
SIXTH MAN

Robert Cray
Bruce Hornsby
Dwight Yoakam
BoDeans
The Bangles
New Order

Jimmy Jam &
Terry Lewis

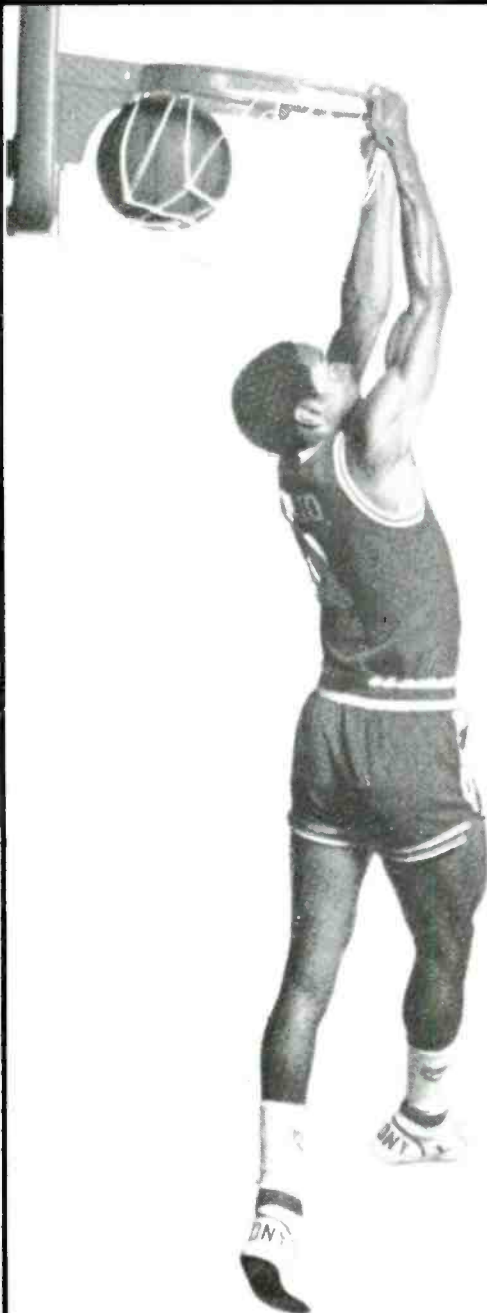
COACHES

T-Bone Burnett

RIDIN' THE PINE (The Clutch Bench)

Cyndi Lauper
Rodney Crowell
KBC Band
Elvis Costello
Johnny Lydon (PIL)
Van Morrison

The Golden Palominos
Love & Rockets
The Woodentops
Steve Earle
Peter Case
Clannad



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And We'll See You At
The Seminar!*

Kent & Peter

ALBUM

CHART

Editor: Kent Zimmerman

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CERTIFIED

Nothing qualifies this week.

MOST ADDED



1. "World Shut Your Mouth"-
JULIAN COPE (Island-12")
2. "Make It Mean Something"-
ROB JUNGKLAS (Manhattan-12")

MY 2 CENTS

As we wind down to our final issue, it's time to reflect. My! It's been a great year for us and we thank all of you, our readers, for your inspiration and support. Without you, we would be nowhere at all. We have a few rare surprises coming up in the way of Gavin Interviews. More on that in the new year. We at **The Gavin Report** feel pretty good about all the improvements we've made on the magazine, but forsooth, there are many more embellishments planned for the future. Four-color covers, more color on the inside, better paper stock, better printing techniques (thanks Lithocraft!), more new features and new columnists, new typesetting and stat camera equipment have really only scratched the surface for us. Along with next year's **music/programming seminar**, we'll have even more surprises up our collective sleeves. Stay tuned.

Indeed, while our offices are closed for the final two weeks of 1986, workers will be rolling cable for a new phone system, and we will be expanding our current office space to include another set of offices down the hall.

As predicted, this week's chart was very slow. Most reporters were playing catch-up with their adds, and the moves reflect that. The top five titles remained the same, all still very much active with little sign of wavering.

With this being our last issue, I hope you enjoy our **All-Star** lineup, located inside the New Release box on the previous page. We've decided to go against the football grain and salute OUR favorite sport, basketball. Plus now is a good time to let you know which 1986 releases were my favorites. Ready? Here goes:

ALBUMS-- 1) *Graceland* by Paul Simon, 2) *Strong Persuader* by Robert Cray, 3) *Guitar Town* by Steve Earle, 4) *Love and Hope...* by The BoDeans, 5) *Album* by PIL, 6) *Back In The High Life* by Steve Winwood, 7) *Blast Of Silence* by the Golden Palominos, 8) *Blah Blah Blah* by Iggy Pop, 9) *King of*

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- PRETENDERS** (SIRE) "MIRRORS" "BABY" "WRONG" "LIFE"
STEVE MILLER BAND (CAPITOL) "WORLD" "NOBODY" "AIN'T"
 Bruce Springsteen (Columbia) "War" "Night" "Fire" "Seeds"
ERIC CLAPTON (DUCK/WARNER BROS.) "A PART" "USE" "MISS"
BOB GELDOF (ATLANTIC) "WORLD" "ROCKET" "RAIN"
KINKS (MCA) "CITIES" "FACTORY" "LOST" "SLEAZY"
LONE JUSTICE (Geffen) "SHELTER" "FOUND"
 Benjamin Orr (Elektra) "Stay" "In"
BOSTON (MCA) "READY" "CAN'T" "AMANDA"
BRUCE HORNSBY & THE RANGE (RCA) "WESTERN" "WAY" "ROAD"
GEORGIA SATELLITES (ELEKTRA) "HANDS" "BATTLESHIPS"
ROBERT CRAY (MERCURY) "GUN" "SHOWED"
PETER GABRIEL (Geffen) "BIG" "THAT"
 Billy Idol (Chrysalis) "Gun" "Soul" "Lover"
 Color Of Money (MCA) "Henley" "Knopfler"
 Ric Ocasek (Geffen) "True" "Emotion"
STEVIE RAY VAUGHAN (EPIC) "SUPERSTITION" "WIMP"
WORLD PARTY (CHRYSALIS) "SHIP"
 KBC (Arista) "America"
KANSAS (MCA) "WANTED" "POWER"
TIMBUK 3 (IRS) "LIFE" "SHADES"
 Jason & Scorchers (EMI America) "Golden"
 Steve Winwood (Island/Warner Bros.) "High"
SMITHEREENS (ENIGMA) "WALL" "ROSES"
ANN WILSON (CAPITOL) "MAN"
BON JOVI (MERCURY) "PRAYER" "DEAD" "BAD"
HUEY LEWIS & THE NEWS (CHRYSALIS) "JACOBS"
EDDIE MONEY (COLUMBIA) "BACK" "SLEEPING"
TIL TUESDAY (EPIC) "CLOSE"
 Iggy Pop (A&M) "Wild"
 Paul Young (Columbia) "People"
LOVE & ROCKETS (BIG TIME) "MIND"
 Talking Heads (Sire) "Sale" "Evidence" "Wild"
KATE BUSH (EMI AMERICA) "EXPERIMENT"
 David + David (A&M) "Easy"
BILLY JOEL (COLUMBIA) "TIME"
DON DIXON (ENIGMA) "PRAYING"
JOURNEY (COLUMBIA) "ALRIGHT"
JOAN JETT & THE BLACKHEARTS (B'HEART/CBS) "ROAD RUNNER"
EUROPE (EPIC) "COUNTDOWN"

CHARTBOUND

- JULIAN COPE** (Island) "Shut"
THE LUCY SHOW (Big Time) "Million"
***SHRIEKBACK** (Island) "Black" "Buddha"
ROBIN TROWER (Crescendo) "Time"
WANG CHUNG (Geffen) "Eyes"
OUTLAWS (Pasha) "Ride"
GOLDEN PALOMINOS (Celluloid) "Diamond"
XTC (Geffen) "Earn"
***CINDERELLA** (Mercury) "Nobody's"
***ROB JUNGKLAS** (Manhattan) "Something"
ZEBRA (Atlantic) "Can't"
BILLY SQUIER (Capitol) "Shot"
BEASTIE BOYS (Def Jam/Columbia) "Party"
BERLIN (Geffen) "Pink"

America by Elvis Costello, 10) *Street Language* by Rodney Crowell, 11) *True Colors* by Cyndi Lauper, 12) *So* by Peter Gabriel, and 13) *Peter Case* by Peter Case. SONGS-- "Human" by Human League, "America" by KBC Band, "How Do You Stop" by James Brown, "The Way It Is" by Bruce Hornsby, "First We Take Manhattan" by Jennifer Warnes, "These Wishes" by The Rave-Ups, "Manic Monday" by The Bangles, "Fall On Me" by REM, "Bizarre Love Triangle" by New Order and "Honky Tonk Man" by Dwight Yoakam.

Important Note! Oops! An obvious omission from our Album Top 100 Chart was **The Top Gun Soundtrack Album** on Columbia. By neglecting to add up its sum parts (Loggins, Berlin, Cheap Trick, Loverboy, etc.), it was unwittingly omitted. It should have appeared at #63. We regret the error. Again, have a safe and wonderful holiday. We promise we will work hard in 1987 to keep the music exciting. We'll strive to remind our readers through our work that this indeed is a fun and crazy business to be in and for that we give thanks. Stay well. KZ



THE Rave-ups

THE 12" These Wishes b/w Big Wide River

"These Wishes' fulfills the promise of what's to come. The Rave Ups are the best non - major label band in America today. I know! I've said it in print and on the radio since 1984!"

**Jonathan L. Rosen, M.D.,
KEYX, Phoenix**

"If you're playing the Georgia Satellites, Jason and the Scorchers and so on, you CAN'T ignore this record!"

**Paul Cannell, M.D.,
KORX, Springfield, MO.**

"Bunker song of the week. This 12" is an impressive follow-up to the last LP, which we received reports on for months and months..."

**Kent Zimmerman,
The Gavin Report**

"...Star quality... crystalline guitar work, and biting solos..."

CMJ Jackpot

NOW ACTIVE ON OVER 35 AOR'S INCLUDING:

WHFS	WFNX	KFMH
WGLU	KVRE	KLWD
WNCS	KBLE	KVEZ
KEYX	91X	WVVV
KSTM	KROQ	WTOS
KJET	KABL	KZAM
WOXY	KZEW	KTCL
WRAS	KTTZ	AND MORE TO COME!

HAPPY HOLIDAYS

Fun Stuff

Records Inc.

For information call
(818) 762-3321.

ALTERNATIVE

CHART

Station Reporting Phone (415) 392-7750

Reports accepted Mondays at 9 AM through 1 PM Wednesdays

CERTIFIED



XTC
(Geffen)

MOST ADDED

1. Skylarking-XTC (Geffen)

IMPORT INDIE

- UPS & DOWNS** (What Goes On) "Sleepless"
MURPHY'S LAW (Profile) "Law"
STRAW DOGS (Restless) "Carnival"
DREAMS SO REAL (Twin/Tone) "History"
MINIMAL COMPACT (Crammed Discs-12) "Immigrant"
DEATH OF SAMANTHA (Homestead) "Set"
A CERTAIN RATIO (Factory UK) "Way"
FELT (Creation) "Rain" "Grey"
ANGELIC UPSTARTS (Chameleon) "Accused"
PRIMITONS (What Goes On) "Away"

ALTERNATIVE ACTION

Robyn Hitchcock closes out the final three weeks of 1986 at #1 with **Shriekback** breathing down his neck. The momentum of **The Mighty Lemon Drops**, **Golden Palominos** and **Beastie Boys** should carry beyond the holiday break. **Julian Cope** is on a roll with just a four-song EP. Wait until the full album is released! **XTC** is our MOST ADDED album and turns in a CERTIFIED debut at #20. **Andy Partridge** and company will make a serious pitch for number one and it could come as early as our first week in January. Not only will sugar plums be dancing in my head over the holidays, but I'll be thinking about the upcoming albums I've heard by **The The**, **The Mission UK**, **The Stranglers** and **The Psychedelic Furs**. Wow! We have some outstanding new music to look forward to in January. Gavin Seminar Update: The deadline for the ridiculously low room-rates at our host hotel- **The Westin St. Francis** - is only about one week away. The hotel registration card to the St. Francis must be mailed to them by **December 31st**. The deadline for the lower Seminar registration rates is **January 31st**. Our next reporting day will be the first Monday in **January**, the 5th. 'Til then, I hope you have relaxing and pleasurable holidays with your families and please drive carefully.

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- ROBYN HITCHCOCK** (RELATIVITY) "PRIEST" "WINCHESTER" "AIRSCAPE"
Shriekback (Island) "Buddha" "Black" "Path" "Reptiles" "Jazz"
MIGHTY LEMON DROPS (SIRE) "ANGEL" "THRILL" "OTHER" "HEAD"
GOLDEN PALOMINOS (CELLULOID) "DIAMOND"
Billy Bragg (Elektra) "Brunette" "Ideology" "Union"
New Order (Qwest) "Promise" "Day" "Weirdo" "Triangle"
BEASTIE BOYS (DEF JAM/COLUMBIA) "PARTY" "REVERE" "STYLE"
JULIAN COPE (ISLAND) "WORLD"
Robert Cray (Mercury/PolyGram) "Gun" "Showed" "Nothin"
LOVE TRACTOR (BIG TIME) "BEATLE" "CARTOON" "SMALL"
Love & Rockets (Big Time) "Mind" "Yin" "Dream" "Express"
The Lucy Show (Big Time) "Million" "Sad" "View" "Sun"
Jazz Butcher (Big Time) "Nothing" "Kitchen" "Falling"
LONE JUSTICE (Geffen) "SHELTER" "DIXIE"
Pretenders (Sire) "Mirrors" "Baby" "Soul" "Tradition"
BOB GELDOF (ATLANTIC) "WORLD" "ROCKET" "RAIN"
Housemartins (Elektra) "Happy" "Anxious" "Get" "Flag"
Fetchin' Bones (Capitol) "Noon"
Big Audio Dynamite (Columbia) "Come" "Beyond" "Hollywood"
XTC (Geffen) "EARN" "GRASS" "SUPERGIRL" "SUMMERS"
Chameleons UK (Geffen) "Swamp" "Dancing" "Man"
Iggy Pop (A&M) "Child" "Isolation" "Cry"
The Smiths (Sire-12") "Ask"
World Party (Chrysalis) "Revolution" "Ship" "Come"
CAMPER VAN BEETHOVEN (P. A.T./ROUGH TRADE) "GOOD GUYS"
STEVIE RAY VAUGHAN (EPIC) "SUPERSTITION"
KATE BUSH (EMI AMERICA) "EXPERIMENT"
Jason & Scorchers (EMI America) "Ball" "Shotgun" "19th"
Kraftwerk (Warner Bros.) "Musique" "Techno" "Electric"
SOMETHING WILD SOUNDTRACK (MCA) "FYC" "BYRNE"

CHARTBOUND

- NEW MODEL ARMY** (Capitol) "Hunt" "Lights"
THE THE (Epic-12") "Infected"
RED LORRY YELLOW LORRY (Homestead) "Cut"
SKINNY PUPPY (Capitol) "One"
DON DIXON (Enigma) "Praying"
COLIN NEWMAN (Enigma) "Terrain"
DIED PRETTY (What Goes On) "Blue" "Laughing"
SOUL ASYLUM (Twin/Tone) "Land" "Freaks"
LYRES (Ace Of Hearts) "Not"
NIXON & ROPER (Restless/Enigma) "Santa"
DEBBIE HARRY (Geffen) "French"
BRUCE SPRINGSTEEN (Columbia) "Seeds"
DEAD OR ALIVE (Epic) "Brand"
DAMNED (MCA-12") "Decorum"
PETER HIMMELMAN (Island) "Confessional"

albeit forcefully applied. The band knows when to tame the blazing temper of their guitars just shy of self-indulgence. Their chemistry hits a peak on "No Man's Land," with "Carry On" running a close second. "Crashing Down," "Close To The Stars" and "Freaks" are also worthy tracks.

Santa Claus Boogie-CHARLES BROWN (Upside) & We Wish You A Merry Christmas-HUSKER DU (SST)

The variety of Christmas music available is bewildering, from **Nat King Cole** standards to Alternative versions like **Chris Stamey** (reviewed on this page last week.) With every musical style and format at the saturation point, the inevitable reaction to most new Christmas releases is, "On no, not another one." These are two exceptions with little in common except that they are both unavailable on conventional vinyl. **Charles Brown's** "Santa Claus Boogie" is a jazz/blues boogie-woogie song. Charles' sweet voice sings in near-duet with the saxophone on this vintage piece. **Upside Records** mailed this red flexi-disc with their holiday greetings cards, so inspect that envelope carefully. **Husker Du** has presented us with a traditional and jolly remake of "We Wish You A Merry Christmas." They've substituted their raging high-speed guitar chords for charming jingle bells. This is only available on cassette.

SPOTLIGHT LP

While You Were Out-SOUL ASYLUM (Twin/Tone)

Soul Asylum are the current torch bearers for the music that's lighting up the Twin Cities. Bands like the **Replacements** and **Husker Du** have been the darlings of Alternative radio in recent times and Soul Asylum is on deck. Like Husker Du, they might come across as abrasive to the casual listener, but beyond their fiery persona are harmonies and melodies,

WELCOME TO OUR BOOMTOWN.

You Are A Big Part Of It!

YEAR END GAVIN ALTERNATIVE

Joe Jackson #8
Joan Armatrading #15
Pretty In Pink Soundtrack #21
Iggy Pop #23
UB40 #31
Swimming Pool Q's #64
Feargal Sharkey #70
Simple Minds #89
OMD #90
David + David #100

YEAR END GAVIN ALBUM

David + David #22
Simple Minds #25
Joe Jackson #26
38 Special #32
Joan Armatrading #46
Pretty In Pink Soundtrack #49
Iggy Pop #86
UB40 #99

Thanks for making
1986 our best
year ever!!



NORTHEAST

TORONTO, ON**DON BERNS-CFNY 416-453-7452**

ADDS: H'martins, Alison Moyet, Via A Vis, Pursuit of Happiness, Kraftwerk, Wire.
MAX: H.Jones, Bob Geldof, Tom Robinson, Big Supreme, Pretenders,
 Stranglers, 8 Seconds, P. Club, R.Thompson, Kinks, S.Miller, W. Party,
 Shriekback, Madness. **MODS:** C. Crisis, a-Ha, B.A.D., Hitchcock, It's Intl.,
 Cottage Industry, Ultravox, Vital Sines, Bambi, S. Blue M., The The, XTC,
 K.T.P., Lucy Show, Psych.Furs, Jul. Cope, Crowded H., Fishbone, Heaven
 17, Some. Wild, P. Young, Kill. Joke, M.Lemon D..

BOSTON, MA**OEDIPUS/CARTER ALAN-WBCN 617-266-1111**

ADDS: Shriekback, Straw Dogs, The The, Translator. **MAX:** Bruce Sp., Boston,
 Bangles, Ben Orr, Kinks, B.A.D., Georgia S., P.Gabriel, Pretenders, D.Henley,
 Smithereen, S.Miller, Bob Geldof, SR.Vaughan, S. Winwood, R.Ocasek,
 Timbuk 3, B.Hornsby, C.Lauper, Bon Jovi, Clapton, R. Cray, B. Idol,
 T.Tuesday, Lone Just., Iggy Pop, Wack Attack, Cinderella, Joan Jett, Ann
 Wilson, Kansas, Jason & S., W. Party, Lucy Show, Beastie B., E.Money,
 Love&Rockt, D. Harry, KBC, David +.

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

ADDS: T-Bone B., XTC, Little Richard, Fishbone, Crowded H.. **MAX:** Kinks,
 Clapton, Lone Just., Rockin'Dopsie, S.Miller, G.Palomino, A. Collins,
 Pretenders, Bob Geldof, R. Cray, Don Dixon, T.Tuesday, Elton, Kate Bush,
 Jazz Btch., Bruce Sp., Taj Mahal, W. Party, Himmelman, H.Jones. **MODS:**
 Hitchcock, Rave-Ups, L. Mack, P. Young, Some. Wild, Zig.Marley, Color of \$,
 K.T.P., New Order, Ben Orr, Earl King, 8 Seconds, Lucy Show, D. Harry,
 EBTG, Love&Rockt, Grace J., R.Ocasek, SR.Vaughan, Gen.Public.

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

ADDS: Kansas, Bruce Sp., Europe, T.Tuesday. **MAX:** Color of \$, S.Miller,
 Clapton, Pretenders, S. Winwood, Boston, David +, SR.Vaughan, Bruce Sp.,
 P.Gabriel, B.Hornsby. **MODS:** Bob Geldof, Kinks, Smithereen, H.Lewis, Lone
 Just., Georgia S., B. Idol, B.Joel, Ann Wilson, R. Cray, Jason & S., Bon Jovi,
 Pretenders, KBC.

HANOVER, NH**LENER/GREENFIELD-WDCR/AM 603-646-3996**

ADDS: Kate Bush, XTC, Primitives, The The. **MAX:** Ups&Downs, M.Lemon D.,
 Jul. Cope, Rave-Ups, Until Dec., L. Tractor, B. Bragg, Grapes/Wr., OMD, XTC.
MODS: Concrete/B, Win. Hours, Shriekback, Pontiac B., G.Palomino, R. Cray,
 Chameleons, Lucy Show, Dump Truck, Jazz Btch., APB, Smiths, Mod. Girls,
 Himmelman, Hitchcock.

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

ADDS: XTC, L.Pnk.Dots, Men They Couldn't Hang, Richard Kirk, Joy Division,
 P.Gabriel, The Fall, Ciccone Y., Ups&Downs, Live Skull. **MAX:** Hitchcock,
 Feelies, Big Black, Ministry of Love, Gang of 4, Bollock Bros., R. Cray, Smiths,
 Che & F.C., Nixon&Rop., Camper Van, The Fall, Plan 9, A.C. Ratio, Wire, Soul
 Asyl., M.Lemon D., Hunters&C., Jul. Cope, Dreams S.R. **MODS:** Red L./YL, T.
 Keene, Madness, Fetchin'B., Lyres, B. Bragg, Some. Wild, Minimal C., Jazz
 Btch., Fuzztones, Woofing Cookies, T-Bone B., Kate Bush, Stranglers, The
 The, B.A.D., L. Tractor, G.Palomino, Lone Just., Shriekback.

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

ADDS: L.Pnk.Dots, Portion Control, Cut Master DC, F*ck your Dreams Sdtk.,
 Private Sector, Lyres, XTC. **MAX:** New Order, Shriekback, Iggy Pop, C.Fettish,
 Switch, Cindy Phillips, Sybil, B. Bragg, Smiths, Beastie B., H'martins, Gang
 Green, Jazz Btch., Love&Rockt, Swans, Also Trees, V.Prunes, Skinny Pup.
MODS: Smarties, Chameleons, Pyschic TV, Bad Brains, OMD, Slapshot,
 Triple M.Base, Agitpop, Captain Jam &M.V., Stetsosonic, Just Ice, Residents,
 L. Tractor, Ampersand, Thrw.Muses, APB, Hitchcock.

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

ADDS: Jul. Cope, A. Collins, L. Mack, H.Lewis. **MAX:** Pretenders, B.Hornsby,
 Timbuk 3, Walter Washington, S.Miller, Bruce Sp., Bob Geldof, Kinks, Clapton,
 H.League, Paul Simon, L.A.Barton, Lone Just., T.Turner, H.Lewis, H.Jones.
MODS: Taj Mahal, J. Warnes, R. Cray, Little Richard, R.Thompson,
 G.Palomino, J.Fogerty, Woodentops, Jms. Brown, B. Idol, R.Ocasek,
 T.Tuesday, OMD, Ben Sidran.

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

ADDS: Rose of A., XTC, Ups&Downs, Primitives, Ampersand. **MAX:** Beastie B.,
 Shriekback, Smiths, Jul. Cope, Chameleons, B. Bragg, New Order, Until Dec.,
 M.Lemon D., K.T.P., Win. Hours, Damned, Love&Rockt, Some. Wild,
 Hitchcock. **MODS:** The The, The Fall, Grace J., Andy White, Kraftwerk,
 Mission, Cocteau T., Yello, Dead or A., Camper Van, Fishbone, Communards,
 Bolshoi, H'martins, Jazz Btch., Heaven 17, T.Mortal C, Red L./YL, Lucy Show,
 G.Palomino, Died Pret., Bad Brains, Shop Asst..

LONG BRANCH, NJ**JOY CROSSLIN-WMJY 201-222-1071**

ADDS: Outlaws, David +, B.Spence, Jul. Cope. **MAX:** B.Hornsby, Boston,
 Clapton, S.Miller, Pretenders, P.Gabriel, S. Winwood, Bob Geldof, B. Idol, R.
 Cray, KBC, Ann Wilson, Jason & S., Smithereen, David +, Pretenders,
 SR.Vaughan, Georgia S., Kansas, D.Henley, Lone Just., R.Ocasek, Ben Orr,
 Bon Jovi, B.Joel, Kinks, E.Money, Bruce Sp., W. Party, P. Young. **MODS:**
 Europe, Stabilizer, REM, Timbuk 3, Paul Simon, E.Money, T.Tuesday, B.
 Squier, S.Miller, Journey, KBC, Kinks, Survivor, J.Fogerty, Iggy Pop, Genesis,
 Boston, Bruce Sp., Clapton, T.Heads, Joan Jett, Love&Rockt.

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

ADDS: Hysteria Narcotics, Wombats, Upbeat, Fates Warning, XTC. **MAX:** Kate
 Bush, Hitchcock, Iggy Pop, Red L./YL, Lucy Show, Coolies, G.Palomino, T.
 Keene, New M.Army, Translator, Kraftwerk, Godfathers, Alien S.F., Stranger/S,
 Bolshoi. **MODS:** B.A.D., P. Murphy, REM, Jul. Cope, Smiths, L. Tractor,
 Chameleons, R.Erickson, Gang Green, New Order, F.Zappa, A of Noise, The
 Fall, D. Dax, Fishbone.

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

ADDS: Kate Bush, J.D.McFad., Dreams S.R, Profane 9, Big Hits from
 Mid.America, Holger Hiller, Latty Gouzang, I Start Counting, Mid.X-mas Mess
 Comp., Nick Cave, XTC, Rave-Ups. **MAX:** Wire, Soul Asyl., Feelies,
 Col.Newman, Balanc.Act, Camper Van, R.Erickson, Black Uhuru, Volcano S.,
 Big Black, Death/Sam., Meatmen, 3 Johns, Hitchcock, New Order. **MODS:** T.
 Keene, Jul. Cope, H'martins, Egg Hunt, Not For S., Beastie B., Eastern Dark,
 Sand in The Face, Pussy Galore, Born Bad Comp., Sorry, L. Tractor, Plan 9,
 Bad Brains, R. Cray, Burning S., Died Pret., Mekons.

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

ADDS: Magnolias, Mechanical Bride, Third Circle, We've Got Fuzzbox..., Force,
 On The House, Nightlife Unlimited, Master C&J, Mid.X-mas Mess Comp., B.
 Bragg. **MAX:** Wire, Soul Asyl., Kraftwerk, Joy Division, Minuteflag,
 Jacqui&Rumor, Sylvester, Expose, Breathless, Bassix, Iguanas, Mantronix,
 Shop Asst., Feelies, Celibate R, Jms. Brown, Dead Kenn.. **MODS:** Hitchcock,
 Ghost Dan., Skinny Pup, Firehose, Lucy Show, Undertones, Ruts, Go
 Between, T.K.A., Garage - 1966-1970, Sea Monster, Saints, Salt N'Peppa,
 Masters of Ceremony, Chris Paul, U-Boats Invade America, Live Skull.

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

ADDS: Murphys L., Camper Van, Charles Brown, Lonnie Brooks, Mr.Magic's
 Rap, XTC. **MAX:** Kate Bush, B. Bragg, New Order, A of Noise, Liz Story, Black
 Uhuru, Skinny Pup, Grace J., Plan 9, Gngr.Baker, Beastie B., G.Palomino,
 H'martins. **MODS:** Kraftwerk, Shriekback, TMB Giants, J. Winter, New Johnny
 5, Heptones, Skeleton Crew, Sugar Minot, Pentangle, Hiram Bullock, Flipper,
 Feelies, Jul. Cope, R. Lloyd, SR.Vaughan, MilesDavis, L. Tractor, Fairprt.C.,
 Bob Geldof, The The, Taj Mahal, Nick Cave.

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

ADDS: XTC, Soul Asyl., Feelies, Rave-Ups, Dreams S.R, Wire, J. Shear. **MAX:**
 B. Bragg, Ruin, Hitchcock, NY Beat Comp., Medicine Man, L. Tractor, Angelic
 U., Lyres, Beastie B., Murphys L., Agitpop, Ups&Downs. **MODS:** Joneses,
 New M.Army, Straw Dogs, Wallets, Mood Six, Hysteria Narcotics, Amazing
 Grace, Windbreak., TMB Giants, Kate Bush, M.Lemon D., The The.

BUFFALO, NY**ADAM LANGLEY-WBNY 716-878-5104**

ADDS: Wire, XTC, F*ck Your Dreams Sdtk., L.Pnk.Dots. **MAX:** Iggy Pop, Beastie
 B., B. Bragg, Nixon&Rop., African HC, Skinny Pup, Love&Rockt, Chameleons
 Alien S.F., Kraftwerk, Died Pret., Gene Loves, Splat Cats, Kate Bush. **MODS:**
 T.Heads, XTC, M.Lemon D., Hitchcock, Electroman, Suicide, Jul. Cope, 7
 Seconds, OMD, Nick Cave, Coolies, Shriekback, B.A.D., Jazz Btch.,
 Sid&Nancy, B-52s, Camper Van, Agitpop, The Fall, Untouchabl.

SOUTHEAST

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

ADDS: Jazz Btch., KBC, Himmelman, L. Mack. **MAX:** Pretenders, T. Heads,
 P.Gabriel, Love&Rockt, Smithereen, New Order, Kraftwerk, REM, T. Keene,
 SR.Vaughan, Shriekback, Timbuk 3, B.A.D., David +, Bruce Sp., Smiths, Lone
 Just., Iggy Pop, Kate Bush, R. Cray, B. Bragg, XTC. **MODS:** Elvis C., H'martins,
 Woodentops, J. Warnes, Lucy Show, J. Winter, Chameleons, Paul Simon,
 Georgia S., M. Jones, L. Tractor, Jul. Cope, Some. Wild, G.Palomino, W. Party,
 Hitchcock, S.Miller, Joan Jett, Gen.Public, R.Thompson, Jason & S.,
 Fishbone.

MORGANTOWN, WV**SUSAN KENNEDY-WVVU/FM 304-293-3329**

ADDS: XTC, Col.Newman. **MAX:** Hitchcock, Lucy Show, Shriekback, B.A.D.,
 G.Palomino, W. Party, B. Bragg, Jazz Btch., Figures, H'martins, Ups&Downs, L.
 Tractor, Died Pret., New Order, Dreams S.R, M.Lemon D., Gen.Public. **MODS:**

The The, Some, Wild, Red L./YL, Chris Stamey, Feelies, Kraftwerk, Jason & S., R. Cray, Damned, Until Dec., SR.Vaughan, Fetchin'B., Kate Bush, Nervous E., Georgia S., EBTG, Beastie B., Iggy Pop.

CHAPEL HILL, NC**TIM PROPST-WXYC 919-962-7768**

ADDS: Cheepskates, Woofing Cookies, Mission. **MAX:** XTC, Camper Van, Nick Cave, Budd&C.Twin, Jul. Cope, Jazz Btch., Fetchin'B., M.Lemon D., Soul Asyl., New M.Army, A.C. Ratio, Dreams S.R, SR.Vaughan, G.Palomino, L. Tractor, Shriekback. **MODS:** Death/Sam., Drivin'/C., Coolies, Big Hits of Mid.America, Moja Nya, Sugar Minot, R.C./China, Plan 9, Skinny Pup, Magnolias.

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

ADDS: Himmelman, Jul. Cope, Black N BI, Primitons, XTC. **MAX:** B. Bragg, New M.Army, W. Party, Col.Newman, T. Keene, SR.Vaughan, H'martins, Hitchcock, Nervous E., Meatmen, G.Palomino, R. Cray. **MODS:** Bob Geldof, Chameleons, Don Dixon, W.A.S.P., New Order, Kinks, Lone Just., Nixon&Rop., Red L./YL, Until Dec., Love&Rockt, Lucy Show, Fetchin'B..

CHARLESTON, SC**MULLIGAN/JON ERDAHL-WFXR 803-556-8881**

ADDS: Bon Jovi, Kinks, Journey, R. Cray, Love&Rockt. **MAX:** Clapton, Ben Orr, S.Miller, Georgia S., E.Money. **MODS:** Bruce Sp., Survivor, Pretenders, Ann Wilson, Stabilizer, R.Ocasek, B.Hornsby, Boston, H.Lewis, Kansas, KBC, P.Gabriel.

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

ADDS: No Adds. **MAX:** Communards, New Order, B.A.D., Shriekback, Dead or A., Gen.Public, Love&Rockt, Iggy Pop, Jazz Btch., Some, Wild, Hitchcock, F.Goes To, Bolshoi, Fetchin'B., Lucy Show, M.Lemon D., H'martins, B. Bragg, Chameleons, W. Party, Felt, Fishbone, Beastie B.. **MODS:** Coolies, Kraftwerk, L. Tractor, R.Thompson, G.Palomino, EBTG, Until Dec., Lyres, LMNOP, Bad Brains, A.C. Ratio, Scruf/Cat, Jul. Cope, Don Dixon, New M.Army, Falco, K.T.P., APB, T.Heads, OMD, Jason & S..

ATHENS, GA**JONES/COLLINS-WUOG/FM 404-542-8466**

ADDS: XTC, Jayhawks, Variations, R.Erickson, Primitons, Plan 9, D.Horsemen, Live Skull. **MAX:** Shriekback, L. Tractor, Hitchcock, Lyres, Jazz Btch., B. Bragg, M.Lemon D., Felt, G.Palomino, Soul Asyl., Bolshoi, Camper Van, Don Dixon, Mood Six, Dreams S.R, Lucy Show, Died Pret., T-Bone B., H'martins, Lone Just.. **MODS:** Windbreak., Drivin'/C., Jul. Cope, Suicide T., SR.Vaughan, Some, Dr.Death, T. Keene, Trip Shak., Damned, Kate Bush, Translator, Ini Kamoze, The Fall, Grace J., Ben Vaughn, Fetchin'B., Red L./YL, Burning S., Bob Geldof.

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

ADDS: S.Miller, Georgia S., Fab TB'S, R.Jungklas, John Eddie. **MAX:** R.Ocasek, Ben Orr, Boston, S.Miller, H.Lewis, P.Gabriel, Kansas, Clapton, Bon Jovi, Color of \$. **MODS:** S.Miller, Georgia S., Pretenders, S. Winwood, David +, Clapton, R. Cray, Kinks, B.Hornsby, W. Party, Smithereen, Survivor, Boston, KBC, Fab TB'S, SR.Vaughan, Georgia S., Ratt, S.Miller, B.Hornsby, Jason & S., H.Lewis.

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

ADDS: R.Jungklas, Bruce Sp., Love&Rockt, E.Money. **MAX:** Boston, Georgia S., Pretenders, Color of \$, Kansas, Clapton, S. Winwood, P. Young, R.Ocasek, P.Gabriel, B. Idol, S.Miller, Lone Just., Ben Orr, SR.Vaughan. **MODS:** KBC, Jason & S., John Parr, Kansas, Boston, Europe, Max Wheel & Shades, J.Fogerty, Don Dixon, Kinks, B.Hornsby, W. Party, R.Jungklas, R. Cray, Clapton, Iggy Pop, Timbuk 3, Ann Wilson, R.Trower, S.Miller, T.Tuesday, Outlaws, H.Lewis.

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

ADDS: Col.Newman, T-Bone B., Feelies, Nixon&Rop., Gene Loves, Skinny Pup, J. Shear. **MAX:** Hitchcock, Shriekback, Love&Rockt, M.Lemon D., B. Bragg, Lucy Show, G.Palomino, Beastie B., L. Tractor, Lone Just., Fetchin'B., Jul. Cope, Bob Geldof, W. Party, New M.Army, XTC. **MODS:** New Order, R. Cray, Pretenders, B.A.D., H'martins, Chameleons, Iggy Pop, T.Heads, Jason & S., Kate Bush, SR.Vaughan, Gen.Public, Bolshoi, Some, Wild, Camper Van, Don Dixon, Died Pret., D. Harry, Until Dec., Col.Newman, OMD, Elvis C..

MILWAUKEE, WI**B.JARRETT/A.LAWSON-WBGK 414-964-8300**

ADDS: B.Joel. **MAX:** P. Young, Elton, J. Warnes, Clapton, Paul Simon, Karen Blake, Bruce Sp., Kate Bush, 8 Seconds, Pretenders. **MODS:** J.Lorber, S.Miller, Lone Just., Rosie Vela, Pat Donahue, M.Bianco, T.Tuesday, Kinks, Ben Orr, Color of \$, Chicago, Himmelman, L.McNally, R.Trower, Seger, H.Jones, W.Chung, Outlaws, B.Joel.

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

ADDS: Stan Meissner, Star Trek IV Sdtk., L. Mack. **MAX:** Clapton, OMD, Bruce Sp., J. Lennon, J.Fogerty, S.Miller, K.T.P., Woodentops, Brian Auger, Lone Just., Shriekback, Chicago, H.Lewis. **MODS:** R.Ocasek, David +, Ben Sidran, Elton, Ann Reed, Sylvester, Jazz Btch., Paul Simon, 8 Seconds, Jarreau, Outlaws, Kate Bush, B.Hornsby.

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

ADDS: Ann Wilson, Love&Rockt, Kate Bush, XTC, Don Dixon, White Lion, Rave-Ups. **MAX:** Aretha, S.Miller, Bruce Sp., Clapton, Bob Geldof, Color of \$, KBC, Lone Just., Georgia S.. **MODS:** Boston, B.Hornsby, P.Gabriel, Wallets, Kansas, Smithereen, Iggy Pop, Bon Jovi.

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

ADDS: Kansas, Kinks, T.Heads, Pretenders, S.Miller, T.Tuesday, R.Jungklas, Love&Rockt. **MAX:** S.Miller, Lone Just., Clapton, Ben Orr, Color of \$, Bon Jovi, Smithereen, R. Cray, T.Turner, Pretenders, Ann Wilson, B. Squier, Boston, Kansas, Bob Geldof, Timbuk 3, P. Young, B.Hornsby, W. Party, SR.Vaughan, P.Gabriel, KBC, B. Idol, Jason & S., Bad Co., Stabilizer, Bruce Sp.. **MODS:** H.Lewis, T.Heads, Joan Jett, Europe, S. Winwood, E.Money, Zebra, Iggy Pop, Van Halen.

REGINA, SK**SEGER/KING-Z99 306-359-9936**

ADDS: H'moon Suite, Clapton. **MAX:** Genesis, H.Lewis, T.Turner, C.Lauper, W.Chung, Tim Finn, Partland Bros., Pointer Sisters, B.Hornsby, Paul Simon, Bangles, C.Hart, B. Idol, Boston, J. Warnes, Pretenders, E.Money, Duran, P. Club, Bruce Sp., T.Heads, B.Joel, Timbuk 3, Georgia S., Madonna, Chicago, Glass Tigr. **MODS:** Elton, R. Palmer, David +, The Spoons, Paul & James, Kick Axe, AC/DC, L.Ritchie, Platinum Blonde, DeBurgh, SR.Vaughan, Police, H.League, Dr.&Medics, S. Winwood, H.Jones, Kate Bush.

GRAND FORKS, ND**MICHAEL RIGHT-KNOX/FM 701-775-4611**

ADDS: Don Dixon, David +, Boston, T.Heads. **MAX:** Georgia S., Clapton, Rainmakers, Bruce Sp., Boston, B.Hornsby, Pretenders, Color of \$, Ann Wilson, Jason & S., KBC, Kinks, R. Cray, Bon Jovi, P.Gabriel, B. Idol, Kansas, Pretenders, H.Lewis, S. Winwood, E.Money, Cinderella. **MODS:** S.Miller, Europe, Joan Jett, Smithereen, Boston, White Lion, W. Party, Bruce Sp., Journey, Iggy Pop, SR.Vaughan, P. Young, Black N BI.

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

ADDS: XTC, Damned, Creepers, Cheepskates, Culturecide, Chud, Living in TX, Stump, McCarthy, Eton Crop. **MAX:** Soul Asyl., Death/Sam., Red L./YL, Agitpop, Camper Van, Live Skull, New M.Army, Wire, Head of David, Killdozer, Honor Roll, Shonen Knife, Play New Rose Comp., Walking Cliche, Nick Cave, Bad Brains, Feelies, Meatmen, Trip Shak., Angelic U.. **MODS:** G. Matter, T.Mortal C, Membranes, Motorhead, R.Erickson, Front 242, Mars, Age of Chance, Fuzzbox, Screaming Dizbusters, Minimal Man, 1,000 Violins, Stingrays, Swans, Col.Newman, D.Horsemen, Beastie B., Mr.T Expr., Magnolias, XTC.

CHICAGO, IL**L.BREHMER/N.WINER-WXRT 312-777-1700**

ADDS: Some, Wild, XTC, Erwin Helfer, Blakey, Lockwood&Urbanika K., The The. **MAX:** Pretenders, Kinks, Clapton, T.Heads, Elvis C., R. Cray, REM, Bruce Sp., T.Tuesday, Paul Simon, Timbuk 3, P.Gabriel, R.Ocasek, Color of \$, Gen.Public, P. Young, Georgia S., Iggy Pop, J.Fogerty, Psych.Furs, Bob Geldof, W. Party. **MODS:** B.A.D., B. Bragg, Lone Just., G.Palomino, Jul. Cope, S.Miller, Kate Bush, XTC, T.Turner, New Order, SR.Vaughan, Smiths, Ben Orr, Ben Sidran, Lonnie Brooks, Erwin Helfer, McFerrin, Mike Stern, Col.Newman, A. Collins, H.Jones, H'martins, Shriekback, D. Harry, T-Bone B., Lucy Show.

ST. LOUIS, MO**TED HABECK/M.KLOSE-WMRY 618-397-2002**

ADDS: Timbuk 3, M.Lemon D., R.Jungklas, G.Palomino, Love&Rockt, DeGarmo&Key, Little Richard, Europe, Tesla. **MAX:** R.Ocasek, Pretenders, B. Idol, Berlin, J. Winter, Lone Just., Kinks, Clapton, Woodentops, Bob Geldof, R.Trower, David +, Jason & S.. **MODS:** Shriekback, Lucy Show, Jul. Cope, W.Chung, KBC, R. Cray, W. Party, Smithereen, Georgia S., Don Dixon, Frank Marino, DeGarmo&Key, Little Richard, Until Dec., Real Life, Iggy Pop, Price/Sult, S.Miller, REM, T.Heads, John Parr, Ben Orr, Timbuk 3, M.Lemon D., R.Jungklas.

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

ADDS: Soul Asyl., Feelies, Col.Newman, J. Shear, Wire. **MAX:** Hitchcock, 8 Seconds, F.Goes To, Died Pret., Residents, Smart Opera, Operator, M.Lemon D., L. Tractor, R.C./China, T. Keene, Jazz Btch.. **MODS:** Jason & S., Burning S., New M.Army, Lone Just., Shriekback, Smiths, Falco, Lift, Robert Wakeman, D. Harry, K.T.P., P. Young, Grapes/Wr., Minimal C., Dead or A., Skinny Pup, Wild Seeds, GBH, Naive, Kinks, Lyres, R. Cray.

SOUTH

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

ADDS: Murphys L., Rockin' Little Christmas, Jazz Btch., Wazmo, The The, Grace J., G.Palomino. MAX: New Order, Some. Wild, Hitchcock, Love&Rockt, Bolshoi, Lone Just., Lucy Show, Raging Fire, Pretenders, L. Tractor, T. Keene, Adult Net, Jason & S., Coolies, Chameleons. MODS: Suicide T., Kraftwerk, Thrw.Muses, 688 Comp., Nick Cave, Dessau, Hunters&C., Crowded H., H'martins, Drivin'/C., Volcano S., M.Lemon D., Celibate R, Descendts., Sorry.

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

ADDS: Pretenders, E.Money, Bon Jovi, P. Young, Joan Jett. MAX: B.Hornsby, Kinks, Boston, Bob Geldof, KBC, S.Miller, Clapton, S. Winwood, B. Squier, Ann Wilson, B. Idol, Timbuk 3. MODS: Bruce Sp., Pretenders, Triumph, REM, Color of \$, Bad Co., Survivor, T.Heads, E.Money, B.Hornsby, Boston, Zebra.

RUSTON, LA**BILL BEZIO-KLPI/FM**

ADDS: Jul. Cope, Scruf./Cat, Hitchcock, G.Palomino. MAX: 688 Comp., B.A.D., Sid&Nancy, Police, Lone Just., T.Heads, Iggy Pop, B-52s, New Order, Timbuk 3, Love&Rockt, Smitheren, Felchin'B., SR.Vaughan, Kate Bush. MODS: Bob Geldof, Chameleons, Pretenders, Lucy Show, H'martins, Bolshoi, Jazz Btch., B.Hornsby, Clapton, B. Idol.

HOUSTON, TX**RICK LAMBERT/D. MARR-KLOI 713-526-6955**

ADDS: Cinderella, Genesis. MAX: Boston, Bruce Sp., Bon Jovi, B.Hornsby, Pretenders, Clapton, Georgia S., David +, P.Gabriel, R.Ocasek. MODS: SR.Vaughan, B. Idol, S. Winwood, T.Heads, Ann Wilson, Timbuk 3, W. Party, S.Miller, E.Money, Van Halen, Ben Orr, Kinks, Genesis, Cinderella.

AMARILLO, TX**M.MEREDITH/D.MILLER-KATP 806-374-1937**

ADDS: R.Jungklas, Clapton, Lone Just., B. Idol, Look up, S.Miller, Kate Bush, Kinks. MAX: S.Miller, Clapton, Georgia S., Pretenders, Boston, Color of \$, B.Hornsby, Kansas, SR.Vaughan, P.Gabriel, R. Cray, Bruce Sp., Ann Wilson, B. Idol, Jason & S., Bon Jovi, Bob Geldof, KBC, W. Party, Smitheren, Iggy Pop. MODS: Kinks, E.Money, B.Joel, Outlaws, Pretenders, P. Young, H.Lewis, Dave Adams, DeGarmo&Key, Alcatraz, Timbuk 3, T.Tuesday, Cinderella, S.Miller, Journey, Don Dixon, Joan Jett, R.Trower, Love&Rockt, Kansas, John Parr, J.Fogerty, David +, Tesla, W.Chung.

AMARILLO, TX**JAMEY KARR-KACV 806-371-5227**

ADDS: H.Lewis, Joan Jett, G.Palomino, J.Fogerty, T.Heads. MAX: S.Miller, P.Gabriel, R.Ocasek, Ron & DC Crew, Bruce Sp., Pretenders, Clapton, Georgia S., Bon Jovi, Smitheren, Kinks, Jason & S., Shriekback, Van Halen, Tesla, Bob Geldof, SR.Vaughan, Cinderella. MODS: P. Young, M.Lemon D., B.Hornsby, Lucy Show, Berlin, Lone Just., Ben Orr, T.Tuesday, W. Party, B.Spence, Bruce Sp., Jul. Cope, XTC, R. Cray, Don Dixon, Timbuk 3, Ann Wilson, Kansas, Boston, A. Collins.

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

ADDS: Kinks, W. Party, Bruce Sp., Fab TB'S. MAX: Bruce Sp., Ben Orr, Georgia S., Boston, Survivor, Kansas, Ann Wilson, B.Hornsby, S. Winwood, David +, S.Miller, Lone Just., Journey. MODS: Pretenders, Clapton, B. Idol, Bon Jovi, Zebra, KBC, Color of \$, Bob Geldof, P.Gabriel, SR.Vaughan, R.Ocasek, R. Cray, Kinks, E.Money, Smitheren, Paul Simon, Cheap T., Tesla, H.Lewis, Jason & S., Ratt, Black N Bl.

FAR WEST

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

ADDS: Blue Wave Band, Lonnie Brooks, Charlie Watts Orch., A. Collins. MAX: R. Cray, Shriekback, Lone Just., Kraftwerk, Taj Mahal, SR.Vaughan, Pretenders, Bruce Sp., W. Party, Clapton, Bob Geldof. MODS: H'martins, B. Bragg, M.Lemon D., Jazz Btch., G.Palomino, Jul. Cope, Beastie B., Win. Hours, Don Dixon, Some. Wild.

LARAMIE, WY**JOHN EDWARDS-KRQU 307-745-7396**

ADDS: No Add. MAX: B. Idol, S.Miller, Ann Wilson, Clapton, Lone Just., Gene Loves, John Parr, R.Ocasek, Bon Jovi, Iggy Pop, Boston, Kate Bush, Pretenders, P.Gabriel, S. Winwood, Kansas, Jason & S., Europe, Bob Geldof, R. Cray, Bruce Sp., Survivor. MODS: D. Johnson, W.Chung, Kinks, Smiths, Price/Sult, Love&Rockt, W. Party, B.Hornsby, Smitheren, T.Tuesday, E.Money, Timbuk 3, Lucy Show, Color of \$, P. Young, B. Squier, H.Lewis, KBC, Black N Bl, D. Harry, David +, J.Fogerty.

MESA, AZ**JEFF PARETS-KSTM 602-835-1767**

ADDS: R.Ocasek, Yellowjackets, Don Dixon, Jul. Cope, XTC, R. Cray, A. Collins, T.Turner. MAX: Pretenders, Clapton, Bruce Sp., T.Heads, S.Miller, Paul Simon, R. Cray, Lone Just., David +, W. Party, Color of \$, SR.Vaughan, Ben Orr, Jason & S., T.Tuesday, B.Hornsby, KBC, Kinks, Bob Geldof. MODS: Smitheren, P.Gabriel, R.Ocasek, Iggy Pop, Georgia S., Timbuk 3, J.Fogerty, R.Trower, Kate Bush, S. Winwood, REM, Stabilizer, Outlaws, Don Dixon, Taj Mahal.

PHOENIX, AZ**JONATHAN L. JOHNNY D. KEYX 602-964-3100**

ADDS: XTC, B.A.D., R. Cray, Sylvester, Riflebirds, Phil Fearon, Neville Bros., W. Party, Agilpop, D.Horsemen. MAX: Pretenders, Some. Wild, K.T.P., Dead or A., T.Tuesday, J.Blackfoot, Psych.Furs, Kate Bush, Crowded H., Smitheren, XTC. MODS: Love Dele., Rave-Ups, Falco, Iggy Pop, Duran, Sylvester, G.Palomino, Gene Loves, Hitchcock, Camper Van, T.Turner, B.A.D., Bolshoi, L. Mack, J. Shear, Jul. Cope, R.Ocasek, a-Ha, L. Tractor, Don Dixon, Bob Geldof, B. Idol, Nixon&Rop.

LAS VEGAS, NV**KEN JORDAN-KUNV 702-739-3877**

ADDS: Psych.Furs. MAX: New Order, Beastie B., Win. Hours, Bolshoi, Lucy Show, Smiths, Woodentops, Love&Rockt, REM, Sid&Nancy, Chameleons, Cocteau T., The The, Lyres, P. Murphy, Hitchcock. MODS: Lone Just., G.Palomino, B. Bragg, Nixon&Rop., Belle Stars, B.A.D., Kraftwerk, M.Lemon D., Shriekback, Dead or A., L. Tractor, Jazz Btch., Jul. Cope.

LOS ANGELES, CA**RICK SHAW-KNX/FM 213-460-3333**

ADDS: No Add. MAX: Bruce Sp., M.McDonald, Toto, S.Clarke, Chicago, J.Fogerty, B.Joel, B.Raitt. MODS: Ben Orr, Timbuk 3, T.Tuesday, Rosie Vela, Ben Sidran, Shadowfax, C.Wheeler, M. Bennett, B.Chinnock, C.Hart, P. Young, DeBurgh.

SAN DIEGO, CA**MICHAEL FISCHER-XHITZ 619-696-9890**

ADDS: J.Fogerty, E.Money, W.Chung, P. Young, Kansas, T.Turner. MAX: Kansas, S. Winwood, P.Gabriel, Boston, S.Miller, Clapton, KBC, J.Fogerty, Pretenders, B.Hornsby, Lone Just., Ben Orr, Ann Wilson, B.Joel, Bob Geldof, R.Ocasek, E.Money, Color of \$. MODS: KBC, John Parr, J.Fogerty, Pretenders, W.Chung, Bruce Sp., Daryl Hall, H.Lewis, Journey, Survivor, Seger, S.Miller, Outlaws, T.Turner, Kansas, Kinks, P. Young, David +, E.Money, Clapton, Eurythmics, T.Turner.

SAN DIEGO, CA**OZ/MAD MAX-91X 619-291-9191**

ADDS: W. Party, Madness, Stranglers, XTC, F.Goes To, The Fall, B. Bragg, Joan Jett. MAX: D. Harry, T.Heads, P. Young, W. Party, Belle Stars, P.Gabriel, Duran, Smitheren, Some. Wild, B-52s, Kinks, REM, R.Ocasek, Ben Orr, Gen.Public, B. Idol, Pretenders, Psych.Furs, Bob Geldof, Iggy Pop. MODS: K.T.P., F.Goes To, B.A.D., Elvis C., Lucy Show, XTC, Kate Bush, Timbuk 3, Shriekback, Himmelman, C. Crisis, Madness, Stranglers, Love&Rockt, 8 Seconds, B. Idol, Price/Sult, T.Heads, Pretenders, Gen.Public, Until Dec., Bruce Sp.

FRESNO, CA**JEFF RIEDEL-KKDJ 209-226-5991**

ADDS: Love&Rockt, Georgia S., Fab TB'S, Dave Adams, W.Chung, Lone Just., J.Fogerty, T.Tuesday, B. Squier, R.Jungklas, Bruce Sp. MAX: Bruce Sp., B. Idol, Pretenders, Boston, S.Miller, Clapton, H.Lewis, Color of \$, Georgia S., Kansas, B.Joel, T.Heads, J.Fogerty, Bon Jovi, P.Gabriel, E.Money, S. Winwood, Lone Just., KBC. MODS: D.L.Roth, David +, SR.Vaughan, Ben Orr, REM, Stabilizer, R.Ocasek, Ann Wilson, Triumph, Jason & S., Cinderella, B.Hornsby, Journey, Bob Geldof, Timbuk 3, R. Cray, Survivor, Ratt, Bad Co., B. Squier, Paul Simon, Kinks.

MONTEREY, CA**J.TAYLOR/KAUFMAN-KMBY 408-394-9000**

ADDS: Crowded H., David +, R.Jungklas, B.Spence. MAX: Georgia S., S.Miller, Bruce Sp., Pretenders, Boston, R.Ocasek, Clapton, SR.Vaughan, Bob Geldof, Stabilizer, Lone Just., Color of \$, Bon Jovi, R. Cray, Ann Wilson, KBC. MODS: B. Idol, Kinks, Smitheren, Jason & S., B.Hornsby, REM, Ben Orr, W. Party, Cinderella, S. Winwood, P.Gabriel, Europe, David +, Survivor, Bad Co., Timbuk 3, Van Halen, B. Squier, Iggy Pop, Triumph, T.Tuesday, H.Lewis.

LOS ALTOS HILLS, CA**DENISE RIVERS-KFJC 415-960-4260**

ADDS: Soul Asyl., Col.Newman, Wire, Alien S.F., Kate Bush, Leather N., Nervous E., Killdozer, 4 Way Cross, Butch Morris, Little Trumpet, Meatmen, Max Roach, Roches, Murphys Law, WSQ, Charlie Watts, Yellowman, Wallets, Zoogz Rift, New M.Army, Plan 9, Straw Dogs. MAX: God's F.D., Beastie B., John Zorn, African HC, Bad Brains, Gang of 4, Megadeath, Ornette Coleman, Miles Davis & Coltrane, Residents, Motorhead, Flipper, G.Palomino, Frightwig. MODS: Cocteau T., Jul. Cope, Shriekback, 3 Johns, Swans, Young Fresh Fellows, Whiplash, Savoy-Douchet Cajun Band, Joe Turner, Purple Things, Expando Brain, A.C. Ratio, Angelic U., Coolies, Red L./YL, R. Cray, T.Mortal C.

SAN FRANCISCO, CA**KATE HAYES-KKCY 415-922-2489**

ADDS: P.Gabriel, H.Lewis, Mood Six, KBC. **MAX:** Pretenders, S.Miller, Clapton, Color of \$, R. Cray, H.Jones, Ben Orr, B.Joel, Aretha, KBC. **MODS:** L. Tractor, J.Lorber, Ben Sidran, M. Bennett, P.Gabriel, H.Lewis, Hiram Bollock, Gene Taylor, Kevin Roth, Ronnie Laws, Crusaders, Usual Suspects, Flora Purim Airt, M.Hedges, Teresa Trulo, Tom Scott, Timbuk 3, H.League, Kate Bush, MilesDavis, Bob James, H'martins, Love&Rockt, Kinks, Don Dixon, Lucy Show, Mood Six, S.Clarke, T.Tuesday, Bob Geldof, J. Warnes.

SAN FRANCISCO, CA**DAVE LOGAN-KFOG 415-986-1045**

ADDS: Pretenders, W.Chung, A. Collins. **MAX:** P.Gabriel, B. Idol, J.Fogerty, SR.Vaughan, Clapton, S.Miller, KBC, H.Lewis, Pretenders, R. Cray, Bruce Sp.. **MODS:** T.Heads, Georgia S., Color of \$, Jason & S., Lone Just., Kansas, Kinks, Love&Rockt, R.Ocasek, Iggy Pop, Timbuk 3, J. Winter, E.Money, David +, S. Winwood, B.Hornsby, W.Chung, Bob Geldof.

SAN FRANCISCO, CA**LISA YIMM/TIM HYDE-KUSF 415-386-KUSF**

ADDS: Ups&Downs, Charmettes, The Fall. **MAX:** XTC, The The, Love&Rockt, Shriekback, B. Bragg, Kate Bush, Beastie B., Camper Van, Lyres, M.Lemon D., Col.Newman, Jasmine Minks, McGuires, Skinny Pup, New M.Army, New Order, Jul. Cope, Lucy Show, Fetchin'B., Woodentops, Mission. **MODS:** Iggy Pop, Hitchcock, Youssou ND, Red L./YL, Minimal C., G.Palomino, Nonfiction, B.A.D., Until Dec., Grace J., R. Cray, T.Mortal C, L. Tractor, Hunters&C., Art Sounds, Jazz Btch..

SAN JOSE, CA**KEN ANTHONY-KSJO/FM 408-288-5400**

ADDS: Smithereen, S.Miller, Boston, Kansas. **MAX:** S.Miller, Ann Wilson, B. Idol, H.Lewis, Bruce Sp., Ben Orr, Georgia S., SR.Vaughan, P.Gabriel, Kansas, L. Tractor, R.Ocasek, S. Winwood, Boston, Color of \$, Bon Jovi, B.Hornsby, Pretenders, Clapton, Journey, E.Money. **MODS:** KBC, Bob Geldof, Zebra, P. Young, Jason & S., Kinks, R. Cray, J.Fogerty, Europe.

SAN JOSE, CA**CHAMBERLAIN/R. NENNI-KOME 408-246-6811**

ADDS: Kinks, David +, Tesla, Boston, Timbuk 3. **MAX:** Clapton, KBC, Stabilizer, Georgia S., Pretenders, H.Lewis, Ben Orr, B.Hornsby, Smithereen, Boston, Kansas, Jason & S., P.Gabriel, Ann Wilson, Bruce Sp., R. Cray, S.Miller. **MODS:** Journey, B. Idol, Genesis, E.Money, Love&Rockt, W. Party, Bon Jovi, Kinks, David +, J.Fogerty, Daltrey, Thorogood, Europe, Tesla, Iggy Pop, Bob Geldof, S. Winwood, Triumph, SR.Vaughan, Timbuk 3, B. Squier, Lone Just..

SANTA ROSA, CA**SCOTT MURRAY-KVRE 707-544-KVRE**

ADDS: Jul. Cope, A. Collins, J.Fogerty, B. Idol, Clapton. **MAX:** KBC, Pretenders, Bruce Sp., T.Heads, Clapton, Paul Simon, S.Miller, Color of \$, T.Tuesday, J.Fogerty, David +, H.Lewis, Boston, Lone Just., Smithereen, Kinks, Jason & S., R. Cray, Bob Geldof, SR.Vaughan. **MODS:** B.Hornsby, Don Dixon, L.A.Barton, R.Trower, B. Idol, Georgia S., B-52s, Gen.Public, R.Ocasek, W. Party, P. Young, Woodentops, C.Peacock, Love&Rockt, H'martins, Translator, Hunters&C., Ben Orr, Shriekback, L. Mack.

WILLITS, CA**MIKE VALENTINE-KLLK 707-459-1250**

ADDS: Don Dixon, Outlaws, H.Lewis, Bruce Sp.. **MAX:** Kinks, OMD, T.Tuesday, KBC, Pretenders, Boston, R.Stewart, Genesis, Kansas, S.Miller, Bob Geldof, Lone Just., R. Cray, R.Ocasek, Ben Orr, Don Dixon. **MODS:** Outlaws, H.Lewis, Color of \$, Timbuk 3, Bruce Sp., Survivor, J.Fogerty, E.Money, Paul Simon, T.Turner, Aretha, H.Jones, Bad Co., Kate Bush, Ann Wilson, F.Goes To, P. Young, P.Gabriel, Stabilizer, B.Hornsby, Toto, T.Heads.

DAVIS, CA**WATSON/POTOLSKY-KDVS 916-752-0728**

ADDS: Meatmen, 13 Moons, Earthly Delights, Current 93, XTC. **MAX:** Camper Van, D.Horsemen, Kate Bush, Grng.Baker, Gang of 4, Memphis Rockabilly Band, Best of the Pebbles, Chris Spedding, Truffles, God's F.D., Col.Newman, Cocteau T., Tiny Lts., Plan 9. **MODS:** Skinny Pup, Residents, Jazz Btch., Joneses, Frightwig, G.Palomino, Fred Frith, R.Erickson, 3 Mustaphas, Fluid, Suck Comp., A. Belew, Minimal C., T.Mortal C, Live Skull, Zoogz Rift, Beastie B., A.C. Ratio, Mekons, Nixon&Rop., Wombats.

NORTHWEST**PORTLAND, OR****KERI STONE-KINK 503-226-5080**

ADDS: Jackson Browne, Bob James, Ben Orr, Yellowjackets, Elton. **MAX:** Jackson B., P. Cetera, G.Benson, Hiram Bullock, Ed Kelley, Chicago, Clapton, S.Clarke, Double, Eurythmics, P.Gabriel, Genesis, Daryl Hall, Kenny G., Tom Grant, S. Winwood, W.Chung, Dan Siegel, Tom Scott, Toto, T.Tuesday, Bruce Sp., Paul Simon, B.Hornsby, H.League, Icehouse, B.Joel, Bob James, Elton,

Color of \$, J.Lorber, McCartney, S.Miller, Ben Orr, R. Palmer, Police, Pretenders. **MODS:** Daryl Hall, Journey, KBC, H.Lewis, R.Ocasek, J. Warnes, P. Young.

CORVALLIS, OR**STEVE KIRBY-KBYR 503-754-2008**

ADDS: Naive, The Fall, Nick Cave, Woofing Cookies, Scene Is Now, Shonen Knife, Dreams S.R, Murphys L., J. Shear, Magnolias. **MAX:** Camper Van, Died Pret., G.Palomino, Trisome 21, Test Dept., Hysteric Narcotics, Wombats, Chris Stamey, Red L./YL, Hitchcock, T.Mortal C, Plan 9, Nixon&Rop., Windbreak., Feelies, Death/Sam., Cocteau T., Spiral Jt., Beastie B., Shriekback. **MODS:** The Fall, M.Lemon D., Fetchin'B., Nervous E., L. Tractor, End of The World Comp., Blue Aeroplanes, T.Van Dyke, Triffids, Trotsky I., Lyres, Jul. Cope, Jason & S., Thrw.Muses, B. Bragg.

EUGENE, OR**TOM KRUMM-KZAM 503-741-1999**

ADDS: A. Collins, Little Richard, R.Jungklas. **MAX:** Bruce Sp., Boston, J.Fogerty, Pretenders, S.Miller, Clapton, T.Heads, Kinks, H.Lewis, KBC, J. Lennon, R. Cray. **MODS:** Townshend, T.Turner, Ann Wilson, Outlaws, Kansas, Elton, P. Young, W.Chung, T.Tuesday, Aretha, Timbuk 3, Ben Orr, H.Jones, B.Joel, Taj Mahal, Lone Just., R.Trower, Bob Geldof, W. Party.

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

ADDS: R.Jungklas, B. Squier, Clapton, Jul. Cope, J.Fogerty. **MAX:** S.Miller, Clapton, Pretenders, B. Squier, Bad Co., Georgia S., Bon Jovi, Kinks, Ann Wilson, B. Idol, Bob Geldof, Color of \$, Kansas, Ben Orr, KBC, Lone Just., Boston, Jason & S., R.Ocasek, Bruce Sp., John Parr, P. Young, Black N Bl. **MODS:** Smithereen, Yngwie M., Zebra, Stryper, H'moon Suite, f. Maiden, F.Goes To, W.Chung, W. Party, R. Cray, Tesla, Outlaws, White Lion, Cinderella, FM/uk, T.Turner, E.Money, Journey, Real Life, Q. Riot, Triumph, K.Mitchell.

SEATTLE, WA**JIM KELLER-KJET 206-281-5600**

ADDS: No Adds. **MAX:** Smiths, T.Heads, Pretenders, New Order, Timbuk 3, B.A.D., Gen.Public, H'martins, Woodentops, P. Young, W. Party, Some. Wild, Beastie B., P.Gabriel, Jul. Cope, XTC. **MODS:** Crowded H., Shriekback, Himmelman, Elvis C., Iggy Pop, Bob Geldof, G.Palomino, Until Dec., F.Goes To, Hitchcock, Madness, M.Lemon D., B. Idol, Translator, L. Tractor, Lucy Show, Chameleons, T.Tuesday, REM, Smithereen, B-52s, H.Jones.

SEATTLE, WA**FAITH HENSCHEL-KCMU 206-543-4680**

ADDS: Live Skull, Big Black, Big Bill Broonzy, Little Milton, John L.Hooker, Memphis SLim, Blues Vol.1, Bo Diddley, Nervous E., Murphys L., Straw Dogs. **MAX:** Camper Van, C.G. Brown, The Fall, Col.Newman, Hitchcock, He Said, Skinny Pup, Splat Cats, Metallica, Shonen Knife, Rhythm&Noise, Voix Bulgares, Residents, B. Bragg, M.Lemon D., African HC, Chameleons, Jacobites, Subpop 100, Ini Kamoze, God's F.D., John Zorn, R. Wyatt, New Order, Wire. **MODS:** Shriekback, Art Sounds, Jul. Cope, Jazz Btch., Pure Joy, Art Sounds, L.Pnk.Dots, Soul Asyl., Beastie B., R. Cray, New M.Army.

YAKIMA, WA**RON O'BRIEN-KATS/FM 509-457-8117**

ADDS: E.Money, Kinks, Love&Rockt. **MAX:** Bruce Sp., S. Winwood, Pretenders, Boston, Color of \$, Lone Just., Ben Orr, Georgia S., Kansas, Ann Wilson, B.Hornsby, R. Cray, Jason & S., S.Miller, KBC, W. Party. **MODS:** Bon Jovi, Clapton, Kansas, Police, B. Idol, Bruce Sp., Zebra, S.Miller, Van Halen, Smithereen, Timbuk 3, David +, B. Squier, Cinderella, T.Tuesday.

SPOKANE, WA**SKY WALKER-KQSP 509-448-9900**

ADDS: Boston, Georgia S., Ann Wilson, W. Party. **MAX:** Kansas, Ben Orr, Pretenders, Color of \$, S. Winwood, Bruce Sp., Boston, S.Miller. **MODS:** B.Hornsby, Lone Just., R.Ocasek, H.Lewis, Clapton, Chicago, B. Idol, Don Dixon, C.Simon, Stabilizer, P.Gabriel, Journey.

KELOWNA, BC**VIGGIANI/REID-CHIM/FM 604-762-3331**

ADDS: R. Cray, Bon Jovi, H.Lewis, Iggy Pop, Queen, Stranglers, S.Miller, a-Ha. **MAX:** Clapton, Bruce Sp., Color of \$, C.Lauper, Zappacosta, Long J.Baldry, T.Turner, Duran, Survivor, B.Joel, S.Miller, Ben Orr, Kansas, P.Gabriel, Lone Just., Genesis, Journey, J. Warnes, K.Mitchell, Glass Tigr. **MODS:** Madonna, Georgia S., B.Hornsby, P. Young, Eurythmics, Ann Wilson, Bob Geldof, Pet Shop B, Boston, D. Harry, Jim Foster, Red Rider, Billy Newton Davis, Agent, S. Winwood, Clapton, Jul. Cope, Seger, R.Ocasek, S.Minds, Jms. Brown, Pretenders, B. Idol, Kate Bush, E.Money, John Parr.

ANCHORAGE, AK**CARTER B./VARGAS-KWHL/FM 907-344-9622**

ADDS: Pretenders, R.Trower, J.Fogerty, Georgia S., H.Lewis. **MAX:** B. Idol, Bon Jovi, Clapton, Boston, Bruce Sp., Pretenders, S.Miller, Kinks, Journey, Ann Wilson, H.Lewis, Kansas, Clapton, E.Money. **MODS:** Europe, Smithereen, Q. Riot, Jason & S., KBC, Timbuk 3, Tesla, Bob Geldof, P.Gabriel, Joan Jett, Zebra, S. Winwood.

Thanks, Radio,
for another RCA–Nashville Year!

1986

OUR TEAM

Alabama
Ed Bruce
Earl Thomas Conley
Vince Gill
Michael Johnson (*1st #1*)
The Judds
Louise Mandrell
Pake McEntire
Ronnie Milsap

Juice Newton
K.T. Oslin
Kyle Petty
Eddie Rabbitt
Eddy Raven
Restless Heart (*1st #1*)
Kenny Rogers
Sylvia
Keith Whitley
Wild Choir

YOUR TEAM

Joe Galante
Jack Weston
Mike Sirls
Gaylen Adams

Allen Butler
Gary Greenberg
Carson Schreiber
Dale Turner

TEAMWORK will win us all a Great '87!

HAPPY HOLIDAYS!



COUNTRY

CHART

CERTIFIED

WILLIE NELSON
Partners After All
(Columbia)

RANDY TRAVIS
There's No Place Like Home
(Warner Bros.)

MOST ADDED

THE GATLINS
Talkin' To The Moon
(Columbia) 40 adds

KENNY ROGERS
Twenty Years Ago
(RCA) 37 adds

MARIE OSMOND
I Only Wanted You
(Capitol) 35 adds

TOP REQUESTS

LIONEL RICHIE/ALABAMA
Deep River Woman
(Motown)

DAN SEALS
You Still Move Me
(EMI America)

Station Reporting Phone (415)392-7750

Reports accepted Mondays at 8 AM through 11 AM Wednesdays

2W	LW	TW	
6.	5.	1.	DAN SEALS - You Still Move Me (EMI America)
4.	2.	2.	Conway Twitty - Fallin' For You For Years (Warner Bros.)
9.	4.	3.	GARY MORRIS - Leave Me Lonely (Warner Bros.)
2.	1.	4.	Don Williams - Then It's Love (Capitol)
8.	6.	5.	T.G.Sheppard - Half Past Forever (Columbia)
17.	10.	6.	TANYA TUCKER - I'll Come Back As Another Woman (Capitol)
20.	11.	7.	RONNIE MILSAP - How Do I Turn You On (RCA)
13.	9.	8.	EDDIE RABBITT - Gotta Have You (RCA)
1.	3.	9.	The Judds - Cry Myself To Sleep (RCA/Curb)
19.	13.	10.	CRYSTAL GAYLE - Straight To The Heart (Warner Bros.)
3.	8.	11.	Reba McEntire - What Am I Gonna Do About You (MCA)
15.	12.	12.	John Conlee - The Carpenter (Columbia)
22.	15.	13.	LIONEL RICHIE/ALABAMA - Deep River Woman (Motown)
18.	16.	14.	LYLE LOVETT - Cowboy Man (MCA/Curb)
21.	18.	15.	NITTY GRITTY DIRT BAND - Fire In The Sky (Warner Bros.)
5.	7.	16.	Ricky Skaggs - Love's Gonna Get You Someday (Epic)
32.	21.	17.	LEE GREENWOOD - Mornin' Ride (MCA)
25.	19.	18.	EDDY RAVEN - Right Hand Man (RCA)
27.	20.	19.	Keith Whitley - Homecoming '63 (RCA)
35.	24.	20.	EARL THOMAS CONLEY - I Can't Win For Losin' (RCA)
12.	14.	21.	Judy Rodman - She Thinks That She'll Marry (MTM)
28.	25.	22.	DWIGHT YOAKAM - It Won't Hurt (Reprise)
36.	29.	23.	SWEETHEARTS OF THE RODEO - Midnight Girl, Sunset Town (Columbia)
33.	27.	24.	JANIE FRICKE - When A Woman Cries (Columbia)
--	32.	25.	RANDY TRAVIS - There's No Place Like Home (Warner Bros.)
31.	28.	26.	The O'Kanes - Oh Darlin' (Columbia)
37.	31.	27.	S-K-Q - Baby's Got A New Baby (MTM)
16.	17.	28.	Girls Next Door - Baby I Want It (MTM)
38.	35.	29.	SOUTHERN PACIFIC - Killbilly Hill (Warner Bros.)
10.	23.	30.	Michael Johnson - Give Me Wings (RCA)
--	40.	31.	WILLIE NELSON - Partners After All (Columbia)
39.	38.	32.	THE WHITES - It Should Have Been Easy (MCA)
--	--	33.	THE STATLERS - Forever (Mercury)
7.	22.	34.	Hank Williams Jr. - Mind Your Own Business (Warner Bros./Curb)
24.	26.	35.	Steve Earle - Someday (MCA)
--	--	36.	JUICE NEWTON - What Can I Do With My Heart (RCA)
--	--	37.	RESTLESS HEART - I'll Still Be Loving You (RCA)
15.	30.	38.	Pake McEntire - Bad Love (RCA)
--	--	39.	JOHN ANDERSON - Countrified (Warner Bros.)
--	--	40.	STEVE WARINER - Small Town Girl (MCA)

CHARTBOUND

Total Reports this week 170 Last week 170

	Reports	Adds	Weeks
JOHN SCHNEIDER - Take The Long Way Home (MCA)	90	22	3
MARIE OSMOND - I Only Wanted You (Capitol/Curb)	84	35	2

ACTION SIDES

Reports Adds Weeks ARTIST & TITLE

79	9	5	ED BRUCE - Quietly Crazy (RCA)
77	40	2	THE GATLINS - Talkin' To The Moon (Columbia)
75	2	8	MOE BANDY - One Man Band (MCA)
72	11	5	LACY J.DALTON - This Ol' Town (Columbia)
64	37	2	KENNY ROGERS - Twenty Years Ago (RCA)
61	9	3	RONNIE McDOWELL - Lovin' That Crazy Feelin' (MCA/Curb)
59	2	8	RODNEY CROWELL - When I'm Free Again (Columbia)
56	3	5	THE KENDALLS - Little Doll (MCA/Curb)
56	1	6	ALMOST BROTHERS - I Don't Love Her Anymore (MTM)
53	1	7	DONNA FARGO - Me And You (Mercury)
52	18	2	ANNE MURRAY - On And On (Capitol)
45	9	3	RICKY VAN SHELTON - Wild Eyed Dream (Columbia)
42	3	6	PATTY LOVELESS - Wicked Ways (MCA)
39	12	2	TOM WOPAT - The Rock And Roll Of Love (EMI America)
34	--	10	WILD CHOIR - Heart To Heart (RCA)
32	--	8	KEITH STEGALL - Old Rock And Roller (With A Country Heart) (Epic)
31	2	7	CHARLY McCLAIN/WAYNE MASSEY - When Love Is Right (Epic)
31	--	9	TIM MALCHAK - Easy Does It (Alpine)
26	1	7	MARTY STUART - Do You Really Want My Love (Columbia)
24	19	1	*HIGHWAY 101 - The Bed You Made For Me (Warner Bros.)
23	8	1	*LYNN ANDERSON - Didn't We Shine (Mercury)

*Debuts This Week

Dropped: #33-Bellamys/Foresters, #34-Waylon Jennings, #36-Mel McDaniel, #37-Kathy Mattea, #39-Merle Haggard, Johnny Paycheck

LP CUTS

ALABAMA (RCA) - Vacation/You've Got The Touch
 RICKY SKAGGS (Epic) - Walkin' In Jerusalem
 HANK WILLIAMS JR. (W.B./Curb) - Montana Cafe
 DAN SEALS (EMI America) - Lullaby
 RESTLESS HEART (RCA) - Wheels
 RANDY TRAVIS (Warner Bros.) - Send My Body/Storms Of Life

REBA McENTIRE (MCA) - No Such Thing
 GEORGE STRAIT (MCA) - Deep Water
 GEORGE JONES (Epic) - The Very Best Of Me
 SAWYER BROWN (Capitol/Curb) - Graveyard Shift
 LYLE LOVETT (MCA/Curb) - God Will
 WILLIE NELSON (Columbia) - Heart Of Gold

RECOMMENDED NEW RELEASES

K.T.OSLIN
 Wall Of Tears
 (RCA)

COUNTRY SUMMARY

TO OUR GAVIN COUNTRY FAMILY

Thanks to you '86 was a very good year. Best wishes for a prosperous New Year from your friends at The Gavin Report.

Emma Greer

Because of you, 1986 was a wonderful year for all of us at Gavin. Thank you all, and here's hoping that Santa makes all your dreams come true.

Lisa Smith

It's been great talking to you all this year. Have a super holiday - here's to an even better 1987!

Cyndi Hoyle

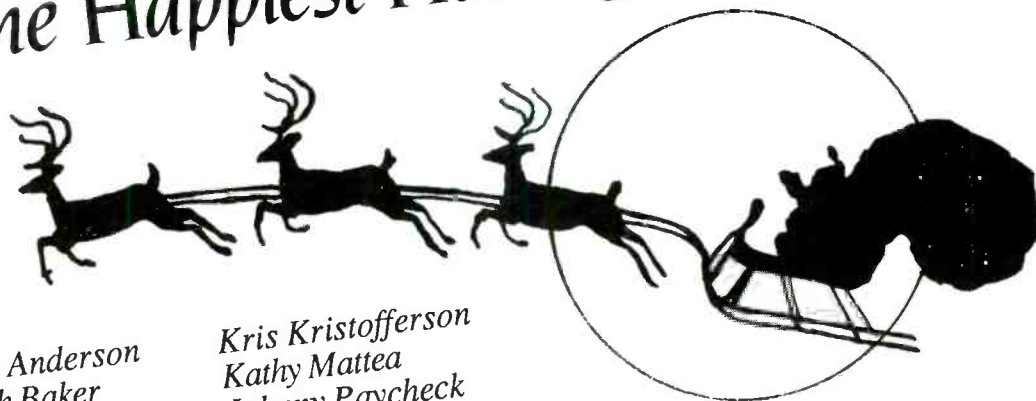
Warmest wishes for a very Merry Christmas and a Happy New Year!

Natalie Cusenza

Thank you for your continuing support and patience during our growth over the past year. We hope the changes that have occurred will help make The Gavin Report a more useful tool for you. I wish all of you a peaceful holiday season.

Joel Moalen

To All Gavin Country Reporters
Our Sincere Hopes For
The Happiest Holidays Ever!



Lynn Anderson
Butch Baker
Larry Boone
The Cannons
Johnny Cash
Jerry Lee Lewis
Roy Orbison
Carl Perkins
Everly Brothers
Donna Fargo
Tom T. Hall
Tari Hensley
David Lynn Jones

Kris Kristofferson
Kathy Mattea
Johnny Paycheck
Tommy Roe
The Statlers
Glenn Sutton
Billy Swan
The Wrays
Frank Yankovic
Jenny Yates



Looking Forward To Making 1987
A Happy & Successful Year
For All Of Us.

SMASH
RECORDS

AMERICA
SMASH



Manufactured and Marketed by
PolyGram Records

NORTHEAST

WORCESTER, MA(TIM TODD-WORC) R.Milsap, Hwy. 101, M.Osmond, J.Stevens.
LOWELL/LAWRENCE, MA(FRANK FITZ-WLLH) Juice, L. Lovett.
BROCKTON, MA(MARK BURNS-WCAV/FM) Ed Bruce, Juice, L.Anderson, Hwy. 101, M.Osmond.
PORTLAND, ME(HAL KNIGHT-WPOR/FM) M.Osmond, Schneider, R.McDowell, J.Anderson.
NEW YORK, NY(PAM GREEN-WHN) Statlers, S.Wariner, R.Travis.
ROME, NY(JACK MORAN-WRNY) No Report, Frozen.
CARLISLE, PA(ANN STEVENS-WHYL) No Report, Frozen.
PHILADELPHIA, PA(BOB YOUNG-WXTU) K.Rogers, Juice.

SOUTHEAST

BALTIMORE, MD(GREG COLE-WPOC/FM) S.of Rodeo, S.K. & O., Statlers, Willie N..
FROSTBURG, MD(GEORGE DENTON-WFRB) L.J.Dalton, R.Milsap.
EXMORE, VA(JOHNNY B.BAUBLIS-WKRE) Restless H, Juice, S.Wariner, Gatlins.
CHARLESTON, WV(BOB JONES-WQBE/FM) Statlers, T.Wopat, Moe Bandy, Restless H.
CLARKSBURG, WV(TERRY MATHEWS-WKKW) Hwy. 101, Restless H, L.Childress, T.L.Lee.
GOLDSBORO, NC(BILL WIGGS-WFMC) Waylon, Kendalls, R. Crowell, L.J.Dalton.
COASTAL, NC(O'NEAL/WOLFE-WRNS/FM) Schneider, L.J.Dalton, RV Shelton, A.Murray, K.T.Oslin.
JACKSONVILLE, NC(B.J./TIM-WLAS) T.Wopat, L.Anderson, Tommy Roe.
STATESVILLE, NC(TIM WALKER-WFMX) Restless H, Gatlins, Schneider, R.McDowell.
CONWAY, SC(DAVE DEMPSEY-WLAT) No Report, Frozen.
CANTON, GA(CHRIS GRIFFIN-WCHK/FM) Gatlins, Schneider, C.McClain.
CARROLLTON, GA(PATRICK SHUMAKE-WLBB) Statlers, Juice, Whites, Willie N., Restless H.
CEDARTOWN, GA(CHUCK WALLEY-WGAA) S.Wariner, K.Rogers, A.Murray.
ATLANTA, GA(NEIL MCGINLEY-WPLO) M.Osmond, Schneider, Restless H, S.of Rodeo.
ELBERTON, GA(DAVE DAVIS-WWRK/FM) D. Fargo, P.Loveless, Atlanta.
PENSACOLA, FL(STEVE RYAN-WOWW107) No Report, Frozen.
DESTIN, FL(SKIP DAVIS-K92/FM) T.Wopat, B.Williams, D.Yoakam.
GAINESVILLE, FL(TERRY/SINCLAIR-WYGC) K.Rogers, A.Murray, Gatlins, R.McDowell, M.Osmond, RV Shelton, J.Anderson, T.Wopat.
DUNNELLON, FL(NATE GRAHAM-WTRS) Dirt Band, Restless H, S.Wariner, Gatlins, K.Rogers, M.Osmond, Restless H.
FT.PIERCE, FL(GEORGE GORDON-WFTP) Gatlins, Hwy. 101, Willie N..
ST.PETERSBURG, FL(JAY ROBERTS-WSUN) Juice, Ed Bruce, Gatlins.
ST.PETERSBURG/TAMPA, FL(BILL PYNE-WQYK/FM) S.of Rodeo, Statlers, Gatlins.
ARCADIA, FL(CHARLIE B.-WOKD) Juice, Kendalls, Almost B's.

SOUTH

TALLADEGA, AL(RICK ROBINSON-WEYY) No Report, Frozen.
JASPER, AL(JOHNNY ELMORE-WARF) No Report, Frozen.
WINFIELD, AL(DOUG THREADGILL-WEZQ) No Report, Frozen.
GADSDEN, AL(JIM PRUETT-WAAX) Atlanta, Statlers, K.Rogers.
ALBERTVILLE, AL(JEFF ALLEN-WQSB/FM) No Adds.
ATMORE, AL(GARY BURKETT-WSKR) Frozen, No Adds.
NASHVILLE, TN(ERIC MARSHALL-WSIX) Restless H, Gatlins, A.Murray, S.Wariner, Statlers.
LaFOLLETTE/KNOXVILLE, TN(TONY LAWSON-WQLA) K.Rogers.
MEMPHIS, TN(JIM TABOR-WMC) Willie N., S.K. & O., Whites, Restless H.
MEMPHIS, TN(DANA HARMON-WGKX/FM) A.Murray, Juice, Restless H, Schneider.
MILAN, TN(STEVE MULLARD-WXKY) Willie N., Restless H, C.McClain, M. Stuart.
COLLINS/HATTIESBURG, MS(TOM BROOKS-WKNZ) No Adds.
BILOXI, MS(RICK MIZE-WVMI) K.Rogers, S.Wariner, Schneider, Juice, Willie N..
PASCAGOULA, MS(AL PARKER-WGUD) Gatlins, S.Wariner, K.Rogers, Waylon, A.Murray, M.Osmond.
LOUISVILLE, KY(COYOTE CALHOUN-WAMZ) Frozen, No Adds.
HARLAN, KY(MIKE STANLEY-WFSR) S.Wariner, M.Osmond, Gatlins, K.Rogers.
PADUCAH, KY(KENT KING-WKYQ) No Adds.
CENTRAL CITY, KY(BARNETT/LANE-WKYA) S.K. & O., Willie N., Schneider.
HOUMA, LA(LARRY HYATT-KJIN) No Report, Frozen.
HAMMOND, LA(KEVIN CARLISLE-WFPR) Whites, Statlers, M.Osmond, Restless H, Ed Bruce, Dixie Bd.(local)
ABBEVILLE, LA(ANTHONY KEITH-KROF) S.Wariner, Schneider.
BATON ROUGE, LA(JIM WILLIAMS-WKJN) S.of Rodeo, S.Pacific, Statlers.
RUSTON, LA(BOB DAY-KXKZ) No Report, Frozen.
ALEXANDRIA, LA(RICK STEVENS-KRRV) Schneider, Restless H, R. Price, K.Rogers, L.J.Dalton, S.Wariner, A.Murray.
EL DORADO, AR(KEN JOHNSON-KDMS) E.T.Conley, J.Frickie, R.Travis, D.Yoakam, S.of Rodeo.
HOT SPRINGS, AR(JIM SWANSON-KQUS) Schneider, S.Wariner, M.Osmond, J.Anderson, Juice.
FAYETTEVILLE, AR(TOM SLEEKER-KKIX) Schneider, Hwy. 101, L.Anderson.

UPPER MIDWEST

ROCHESTER, MN(KEITH PHILLIPS-KWWK/FM) Restless H, Statlers, J.Anderson.
MARSHALL, MN(PAUL BACHMAN-KMHL) Restless H, M.Osmond, A.Murray, K.Rogers, Gatlins.
ST.CLOUD, MN(STEVE STEWART-WWJO/FM) K.Rogers, Greenwood, T.Wopat, M.Osmond, Masters, R. Crowell, G.Stroman.
BRAINERD, MN(DAVE TORKEKELSON-KQBR) Frozen, No Adds.
YANKTON, SD(BOB FLITTIE-WNAX) No Report, Frozen.
MITCHELL, SD(KURT PHILLIPS-KMIT) R.McDowell.
HURON, SD(JEFF DUFFY-KOKK) Restless H, R.McDowell.

STATION I.D.

COUNTRY MUSIC'S NO GAMBLE IN RENO

KOLO

I Love My
Country
920 AM

Reno is known for its slot machines and flashy nightclub floor shows. But Nevada's "Biggest Little City" is also home to a pair of thriving AM Country stations. Three years after switching from A/C, KOLO is the market leader, with an 8.5 share 12+. Rival KROW, with its 50,000-watt signal,



KOLO/Reno P.D./Morning Man Tony Thomas

goes after the long-haul trucker audience with its all-night "I-80 Country Club."

Though a relative newcomer to the format, KOLO's calls have been familiar in the Washoe Basin for 40 years. Co-owned (by Donrey Media) KOLO-TV helps to reinforce the station's high-profile image. Fittingly, KOLO has positioned itself as Reno's "information station," boasting the market's largest news department. ND Rebecca Blessing and staffers Linda Balk and J.R. Wagner provide five-minute local newscasts twice each hour in morning and afternoon drive, as well as round-the-clock net reports from NBC. KOLO maintains its image with listeners

through an active role in community affairs. "We're their friends," states Program Director/Music Director Tony Thomas, "and through outside functions we can make our listeners feel truly appreciated." This past year, KOLO was actively involved in the Reno Rodeo, which has the second largest purse on the bronco-busting circuit. The station staffs a booth at the Nevada State Fair, giving listeners the opportunity to meet and see dj's.

But Thomas says the most crucial element in KOLO's success may be its air personalities. "Not only is our staff experienced, but most have been PDs or covered morning drive at other leading stations in the market."

Thomas kicks off the day in morning drive. Deb Spring covers middays, followed by Jimmy Dale from 2-7 p.m. Taking over the microphone from 7 to midnight is former KROI PD Jim McClain., followed by Henry J. on overnights. Weekend hosts include Mark Carey, Stu Buchanan, Bob Mundy and the newlywed team of Johnny Plummer and Elaine Williams, formerly of KWNZ mornings.

So where do you go from the top? "There are constant refinements," Thomas says. "Since we are full-service, we do have on-the-air structure. However, I realize nothing is perfect. Too many stations have become 'over-scienced.' We just try to use common sense and 'become the listener.' We definitely must be doing something right!" ●



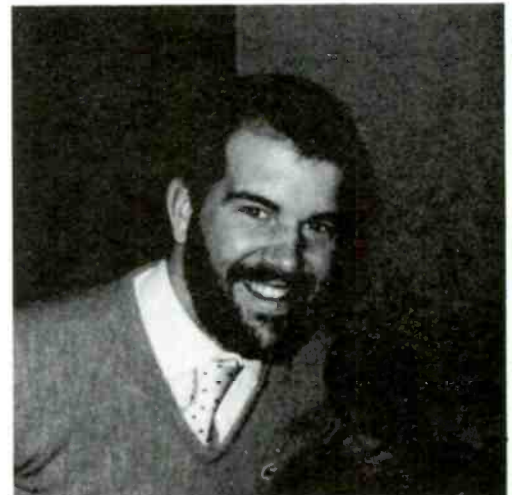
KROW

780 AM 50,000 WATTS

Besides its big signal, KROW boasts a "modern Country" playlist and a generous promotional budget from Salt Lake City-based Price Broadcasting. In this election year, the station's slogan was "Vote for the KROW." The station was also heavily involved in the Third Annual International Country-Western Dance Festival, which attracted 5000 participants. More recently, the KROW Mayflower Promo saw dozens of Thanksgiving food baskets distributed from a Mayflower truck at local shopping centers. KROW staff members remain busy with Christmas tree giveaways. (Last year, late-night listeners

qualified to win one of two truck tool chests.)

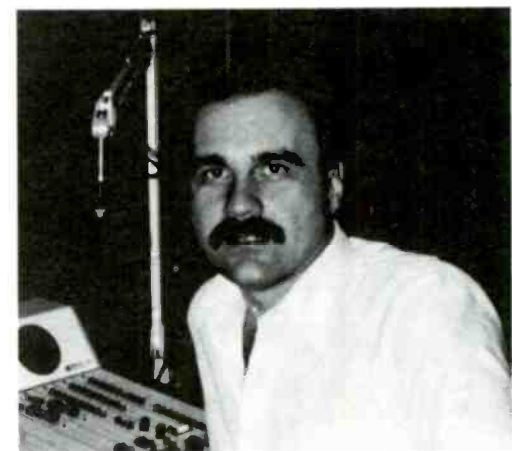
KROW also emphasizes high-cume sporting events like 49er football, Sacramento Kings basketball and University of Nevada-Reno sports play-by-play.



KROW Music/Promotions Director Joel Muller

"There's something for everyone at KROW," says PD/Operations Manager Gary DeMaroney, who came aboard in October of 1984. Shortly thereafter, he was joined by Music Director Joel Muller, who, at age 19, is also a full-time University of Nevada business student as well as being an officer in his fraternity.

The KROW DJ line-up signs on as follows: Dick and Gary from 6-10 a.m.; Will Coonan covers middays, followed by Bart Walsh from 3-8. Dan Erickson handles 8-midnight, while Kristan Sousz hosts the overnight "I-80 Country Club," a truckers' favorite. Also featured are local news clips, UPI National News, sports, stock reports, and Caltrans road updates throughout the day.



KROW P.D. Gary Demaroney

"We're a best bet," DeMaroney concludes. "Our format, variety and personalities have become a vital part in the lives of many, many family-oriented, active adults over many, many miles." ●

PHOTO FILE

by LISA SMITH and BETTY HOLLARS



KENNY IN INDI ▼

WFMS-Indianapolis hosted Kenny Rogers in concert at the Market Square Arena in early November. Backstage are (left to right) WFMS personality Charlie Morgan, Kenny and WFMS personality Karen James.

SUPPORTING THE BROS. ▲

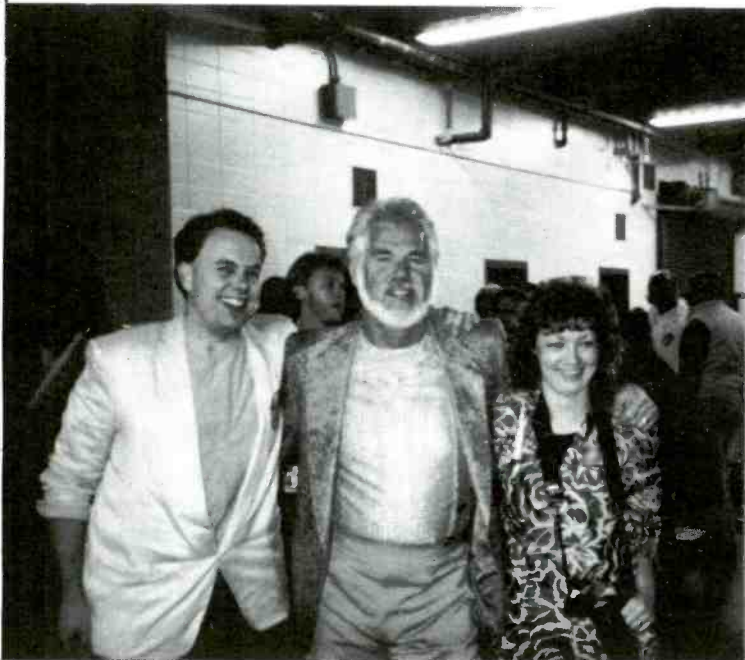
NCA labelmate Reba McEntire stops by to say hello at a Nashville reception honoring The Vega Brothers. Pictured, from left, are Robert Vega, Reba McEntire, Eric Marshall (WSIX), Duncan Stewart (WSIX) and Ray Vega.

ANITA DONS A COWBOY ▼ HAT

During a post-CMA awards bash, RCA Records' Joe Galante and Bob Buziak got a chance to chat with Anita Pointer. Anita attended the RCA reception following her CMA performance with labelmate Earl Thomas Conley.

JEFF COOK - RADIO EXEC ▼

Alabama's Jeff Cook takes over the controls of WQRX-Valley Head, AL. He didn't need to ask permission: he co-owns the station with General Manager Tom Crowe.



ABERDEEN, SD(STEVE SMALL-KKAA) Schneider, Ed Bruce, M.Osmond, A.Murray, Kendalls.
REDFIELD, SD(MYRON GRAGE-KQKD) Hwy. 101, K.T.Oslin.
RAPID CITY, SD(STEVE BLAKE-KIMM) Whites, Willie N..
RAPID CITY, SD(SCOTT KEARNS-KTOQ) Juice, Restless H, S.Wariner.
WAHPETON, ND(JOHN WOLF-KBMW) K.Rogers, A.Murray, Gatlins, RV Shelton, L.Anderson, G.Stroman.
FARGO, ND(DON ROBERTS-KFGO) Gatlins, Hwy. 101, D.Robbins, Masters, L.Childress.
FARGO, ND(SCOTT WINSTON-KVOX A/F) K.Rogers, Gatlins, S.Wariner, Schneider, Restless H.
GRAND FORKS, ND(TIM LARSON-KYCK) Greenwood, J.Frickie.
JAMESTOWN, ND(THE COWBOY-KSJB) A.Murray, G.Stroman, B.Williams, K.Rogers, S.Wariner, M.Osmond, J.Denver.
MINOT, ND(JERI LEE-KZPR) R.Travis, S.of Rodeo, S.K. & O., S.Pacific.

MIDWEST

DES MOINES, IA(JIM PATRICK-KSO) Restless H, D.Robbins, Tommy Roe, J.Thomas, N.White Bd.
FORT DODGE, IA(DALE EICHOR-KWMT) Juice, L.J.Dalton, Restless H, R.Sessions, R. Price.
WATERLOO, IA(BRETT DAVIS-KXEL) No Report, Frozen.
SIoux CITY, IA(TY COOPER-KMNS) No Report, Frozen.
SPENCER, IA(RICK FRIDAY-KICD/FM) A.Murray, K.Rogers, S.Wariner, Gatlins, M.Osmond.
FESTUS, MO(SUE CRESSWELL-KJCF) No Report, Frozen.
ST.LOUIS, MO(OAKES/LANGSTON-WIL) Willie N., Gatlins, K.Rogers.
ST.LOUIS, MO(GEORGANN HARRIS-KUSA) No Report, Frozen.
ST. JOSEPH, MO(BOB ORF-KFEQ) A.Murray, Waylon, Hwy. 101, Restless H.
JOPLIN, MO(LISA ARMSTRONG-WMBH) M.Osmond, S.Wariner, Gatlins, RV Shelton, K.Rogers.
CALIFORNIA, CA(JEFF SHAKLEFORD-KZMO) Hwy. 101, S.Wariner, Gatlins, K.Rogers, Waylon, M.Osmond.
OSAGE BEACH, MO(ROGER HULETT-KRMS) Gatlins, Juice.
JEFFERSON CITY, MO(JACK DANIELS-KLIK) Ed Bruce, Masters, Moe Bandy, Hwy. 101.
COLUMBIA, MO(TOM BRADLEY-KTGR) Skaggs & JT.
WICHITA, KS(PETE BRIER-KFH) No Report, Frozen.
GARDEN CITY, KS(LORI WILLIAMS-KBUF) M.Osmond, Restless H, S.Wariner, Juice, Schneider, T.Wopat, L.J.Dalton, K.Rogers, R.McDowell.

CENTRAL

AKRON, OH(RICK CARDARELLI-WSLR) No Report, Frozen.
CINCINNATI, OH(DUKE HAMILTON-WUBE) Gatlins, Restless H, Juice, M.Osmond, Schneider, S.Wariner. T.G.Brown(SAY YOU).
SPRINGFIELD, OH(TOM DANIELS-WBLY) Willie N., C.McClain, Greenwood, E.T.Conley, S.of Rodeo.
ELKHART, IN(GREG HARRIS-WCMR) No Report, Frozen.
SOUTH BEND, IN(J.K.DEARING-WNDU) J.Rodman, O'Kanes, E.Raven.
FT.WAYNE/KENDALL, IN(DOUG WAGNER-WBTU) S.K. & O., R.Travis, Willie N..

BATESVILLE, IN(JOE MARTINI-WRBI) Schneider, RV Shelton, R.McDowell.
RICHMOND, IN(MARILYN WILLIAMS-WHON) Juice, Ed Bruce, Restless H.
VINCENNES, IN(CLINT MARSH-WAOV) Juice, Schneider, S.Wariner, Ed Bruce.
SAGINAW, MI(TOMMY SAMORAY-WKQC) No Report, Frozen.
LANSING, MI(WAYNE WATERS-WITL/FM) Greenwood, S.of Rodeo, D.Yoakam, Whites, E.Raven.
DODGEVILLE/MINERALPT, WI(BRIAN JEFFREY-WDMP) M.Osmond, K.Rogers, K.Mattea, S.Wariner, A.Murray, Restless H, Waylon.
MADISON, WI(MARK HUNTER-WWQM) Frozen, No Adds.
MANITOWOC, WI(JON MURRAY-WCUB) Willie N., K.Rogers, A.Murray, Waylon, M.Osmond.
STEVENS POINT, WI(DAN OLSEN-WXYQ) L.J.Dalton, M.Osmond, E.Raven, RV Shelton, S.K. & O., Statlers.
LA CROSSE, WI(DAVE SHEPEL-WLXR/AM) O'Kanes, S.K. & O., Schneider.
LA CROSSE, WI(MIKE DeVINE-WKTY) Restless H, T.Wopat, L.J.Dalton, S.Pacific, R.McDowell, R. Price, D.Malena.
EAU CLAIRE, WI(TIM CLOSSON-WAXX/FM) L.Anderson, M.Osmond, S.Pacific, R. Price, S.Wariner, Waylon, Southern R.
WHITEHALL, WI(JOHN R. SIMONSON-WHTL) P.Loveless, M.Osmond, Restless H, Gatlins.
ROCKFORD, IL(CURTIS KING-WKKN) No Report, Frozen.
SPRINGFIELD, IL(T.J. HART-WFMB) No Report, Frozen.
ANNA, IL(JEFF ROBERTS-WRAJ) Juice, Restless H, Schneider, Ed Bruce, T.Wopat.

SOUTHWEST

TULSA, OK(BILL PAYNE-KTFX) Statlers, Willie N..
SHERMAN, TX(TIM STEWART-KIKM) No Report, Frozen.
TEXARKANA, TX(MARIO GARCIA-KMLA) M.Osmond, Gatlins, K.Rogers.
NACOGDOCHES, TX(PETE RUNNELS-KSFA) J.Anderson, M.Osmond, Restless H, Hwy. 101, Gatlins, K.T.Oslin.
DALLAS/FT.WORTH, TX(BILL MAYNE-WBAP) Dirt Band, Greenwood, E.T.Conley.
DALLAS/FT.WORTH, TX(JOHNNY O'NEIL-KSCS/FM) Restless H, Willie N., Juice, S.K. & O..
HOUSTON, TX(CANDEA/MURRAY-KILT) E.Rabbitt, J.Rodman.
PT.ARTHUR/BEAUMONT, TX(MICKEY ASHWORTH-KYKR) No Report, Frozen.
BRYAN/COLLEGE STAT., TX(ANDY GALLO-WTAW) No Report, Frozen.
AUSTIN, TX(MIKE CARTA-KVET) Gatlins, L.Anderson, S.Wariner.
AUSTIN, TX(STEVE GARY-KASE/FM) S.Wariner, E.Rabbitt, Gatlins.
AMARILLO, TX(KIM CROSS-KBUY) M.Osmond, T.Wopat, RV Shelton, K.Rogers, L.J.Dalton.
LUBBOCK, TX(CHUCK LUCK-KLLL) M.Osmond, S.Wariner, K.Rogers, Juice.
MIDLAND/ODESSA, TX(CHUCK WOLFE-KCRS) M.Osmond, Juice, S.Wariner.
EL PASO, TX(BILL POWELL-KHEY/Y96) Juice, S.Pacific, K.Rogers, Greenwood.
PHOENIX, AZ(BUDDY OWENS-KNIX) R.Milsap, C.Gayle, Gatlins.

ALBUQUERQUE, NM(FRANCINA RODRIQUEZ-KRST/FM) Statlers, Hwy. 101.
LAS CRUCES, NM(BIG JOHN LIBYNSKI-KGRT) No Report, Frozen.
CARLSBAD, NM(BOB SWAYZE-KATK/FM) K.Rogers, R.McDowell, P.Loveless, Schneider.
ALAMOGORDO, NM(BEN NOE-KZZX) Gatlins, S.Wariner, RV Shelton, L.J.Dalton, Willie N..

ROCKY MOUNTAIN

WOLF POINT, MT(ADRIENNE STARR-KVCK) Restless H, K.T.Oslin, Masters.
MISSOULA, MT(MARK WILSON-KGVO) No Report, Frozen.
MISSOULA, MT(PAUL PROCTOR-KYSS/FM) No Report, Frozen.
HAMILTON, MT(JEAN PYSSON-KLYQ/AM) T.Wopat, RV Shelton.
WHITEFISH, MT(ART JACKSON-KJJR) No Report, Frozen.
GREELY/FT.COLLINS, CO(DON DANA-KYOU/FM) J. Warnes.
PUEBLO, CO(RANDY HILL-KIDN) Schneider, K.Rogers, S.Wariner.
SHERIDAN, WY(DEAN McMARTIN-KWYO) L.Anderson, N. Seeger, Masters.

FAR WEST

LAS VEGAS, NV(J.C. SIMON-KFMS) Ed Bruce, L.J.Dalton.
RENO, NV(TONY THOMAS-KOLO) Gatlins, K.T.Oslin, A.Downing, Hwy. 101.
RENO, NV(JOEL MULLER-KROW) Frozen.
LOS ANGELES, CA(R.J. CURTIS-KLAC) R.Travis, D.Yoakam, S.of Rodeo, S.K. & O..
LOS ANGELES, CA(R.J. CURTIS-KZLA/FM) R.Travis, S.K. & O., M.Osmond.
BRAWLEY, CA(CHRIS OLIVAREZ-KROP) K.Rogers, Juice.
OAKLAND/SAN FRAN., CA(DENNIS DAY-KSAN) No Adds.
SAN JOSE, CA(JULIE STEVENS-KEEN) R.Travis, E.T.Conley, S.of Rodeo, J.Frickie, S.K. & O..
MODESTO, CA(J.W. FORD-KTRB) Frozen.
EUREKA, CA(KEN CONLIN-KRED) A.Murray, Gatlins, K.Rogers.
SACRAMENTO, CA(CAMMIE WINSTON-KHWY) Juice, K.Rogers, J.Anderson, Gatlins.
SACRAMENTO, CA(RICK STEWART-KRAK/AM) Willie N., S.Wariner, Juice, S.K. & O..
TURLOCK, CA(ED NICKUS-KMIX) Gatlins, S.Wariner, Juice, A.Murray, Hwy. 101.
CHICO, CA(MARK RATHBUN-KHSL) Hwy. 101, Gatlins, L.Anderson, M.Osmond.

NORTHWEST

ASTORIA, OR(BOB LOUCKS-KVAS) No Adds.
CORVALLIS, OR(P.J. EMMERSON-KFAT/FM) S.Wariner, Gatlins.
TOLEDO, OR(DENNIS EDWARDS-KTDO) Willie N., Juice, Restless H, Statlers, J.Anderson, Gatlins, Hwy. 101, T.Wopat.
EUGENE, OR(PILGRIM/WILLIAMS-KEED) K.Rogers.
REDMOND, OR(MIKE WEST-KPRB) M.Osmond, B.Williams, K.Rogers, Gatlins, G.Stroman, B.Borchers.

PENDLETON, OR(STEVE GREEN-KWHT) Restless H.
SEATTLE, WA(SUSAN FALCONER-KMPS) Gatlins, Juice, K.Rogers, S.Wariner.
EVERETT/SEATTLE, WA(WAYNE CORDRAY-KWYZ) K.Rogers, Gatlins, M.Osmond.
YAKIMA, WA(BOB MURPHY-KUTI) S.Wariner, M.Osmond, Gatlins, K.Rogers.
TRI-CITIES, WA(JESSE LEE-KORD) T.Wopat, Hwy. 101, K.T.Oslin.
TRI-CITIES, WA(CHUCK MATHESON-KOTY) No Report, Frozen.
CLARKSTON, WA(ED MILLER-KCLK) S.Wariner, Gatlins, K.Rogers, Hwy. 101.
ANCHORAGE, AK(JAY JENNINGS-KYAK) E.T.Conley, S.K. & O., Statlers, R.Travis.
ANCHORAGE, AK(STEVE CHAPMAN-KASH) S.Wariner, M.Osmond, A.Murray, Gatlins, Hwy. 101.
CALGARY, AL(RAY MacKENZIE-CFAC) No Report, Frozen.

WELCOME Back To Our Country Correspondents:
 Rick Stevens, **KRRV RADIO**, P.O. Box 591 Alexandria,
 LA 71301 (318)443-7454

S.O.S FOR SINGERS

Forty years ago, **Ella Mae Morse** sang her way to the top of the record charts with hits like "Cow Cow Boogie." Today her music is still selling through TV mail order offers. But instead of counting her royalties, Ella Mae has been working at Sears to pay the rent. In her day, big-band singers were considered "employees," with no remuneration other than a few bucks in "session money." "A whole generation of singers has been tossed aside," says **Ginny Mancini**, wife of composer **Henry Mancini** and founder of the **Society of Singers**, a nonprofit group dedicated to aiding down-on-their-luck former vocal stars like Ella Mae. "When **Ray Eberle**'s hospital insurance ran out, he was put out to die--and did," Mancini says. "His brother **Bob** lay in a public ward in New York City until an old friend who'd had better luck put him in a private room to die in comparative comfort and peace. How much money did the voices of these two gifted brothers make for the record companies? Ah, but the hits on which they sang were made by the bands they worked for, and they received no royalties, ever. Bob was paid 35 dollars for records that are still selling."

S.O.S. was formed last year to provide counseling and financial aid to present and former singers. Its fundraising efforts are just getting off the ground, but eventually the group hopes to set up a trust fund, a home for retired vocalists, and possibly issue record albums for the benefit of needy singers. The group has already helped Ella Mae Morse quit her Sears job and head out to tour Australia, singing a happier tune. There are a lot more Ella Maes out there, and **S.O.S** is appealing for support from radio folks who are part of the huge industry that the big bands helped to create. And please let your listeners know about this good cause. It's the time of year for giving, and one worthy destination for your tax-deductible dollars is the **Society of Singers, 13722 Foothill Blvd., Sylmar, CA 91342**. For further information call (818) 362-9690.

PROMOTIONS

by LISA SMITH and BETTY HOLLARS

TOUCH ALABAMA WHEN ► YOU'RE DANCING

Alabama was the featured group at the video party held in Los Angeles at KZLA/KLAC to culminate their promotion that was built around the RCA recording group. KZLA listeners called in to win T-shirts and a complete Alabama album library. The station says it received great response from their listeners, who are keeping country "alive and kickin'" in Los Angeles.

DIVE FOR THE BIG ONE

There's more than one way to carve a pumpkin, as B-100-San Diego listeners proved once again in the Fourth Annual Underwater and On Land Pumpkin Carving Contest. Along with B100 personalities, the public was invited to donate \$10 to enter their carved pumpkins or (if scuba certified) to carve their pumpkins underwater for prizes. All proceeds from the benefit went to the **Child Abuse Prevention Foundation**. A live broadcast was held with The Rich Brothers underwater!



Tim Storey, mid-day air talent at KZLA in Los Angeles, with the grand prize winner of the Alabama promotion.

Specially designed underwater equipment was donated by Dean , Erwin Research for the event, and underwater television crews and photographers were present to provide footage.

THE WORLD'S CHEAPEST ◀ RADIO CONTEST

Research indicates that the single most attractive prize in any promotion is cash. With that in mind, CFOX -Vancouver launched a cash giveaway on the morning show of Bob & Jeff with a lot of fanfare and hoopla, opening up their phones lines to give each 40th caller \$15 cash. The first morning they were able to get 7 callers and in a matter of 5 short days the 40th caller walked away with all the cash! "I was against the contest all along...I felt it as a cheap and tawdry method to buy listeners," said Bob. Jeff, on the other hand was somewhat more excited than Bob when he commented: "I had a tingle up my spine just knowing that kind of cash was floating around the city." (The intrepid freelance photographer of this photo had a good chuckle observing that his fee would be far greater than the cash prize given away. The station had the last laugh, though, when they stiffed him on the bill.)



Smiling in spite of their cheapness are (l-r) CFOX's Bob Saye, Mr. A. Fox (station mascot), Mike Hamalainen (winner) and Jeff Rechner, the other half of the morning team.

Editor: Betty Hollars

CERTIFIED

ROSE ROYCE
Doesn't Have To Be This Way
(Omni)

CLUB NOUVEAU
Situation #9
(Warner Bros.)

2W **LW** **TW**

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31. 26. 18.
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-- 40. 20.
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34. 25. 22.
36. 30. 23.
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9. 7. 25.
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32. 31. 27.
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8. 22. 35.
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-- -- 40.

LUTHER VANDROSS - Stop To Love(Epic)
Janet Jackson - Control (A&M)
Kool & The Gang - Victory (Mercury/PolyGram)
ARETHA FRANKLIN - Jimmy Lee (Arista)
ANITA BAKER - Caught Up In The Rapture (Elektra)
Bobby Brown - Girlfriend (MCA)
GRACE JONES - I'm Not Perfect (But I'm Perfect For You) (Manhattan)
CAMEO - Candy (Atlanta Artists/PolyGram)
Ready For The World - Love You Down (MCA)
MIKI HOWARD - Come Share My Love (Atlantic)
ROBBIE NEVIL - C'est La Vie (Manhattan)
MELBA MOORE - Falling (Capitol)
LIONEL RICHIE - Ballerina Girl (Motown)
JAMES "D-TRAIN" WILLIAMS - Misunderstanding (Columbia)
GEORGE BENSON - Shiver (Warner Bros.)
SHIRLEY MURDOCK - As We Lay (Elektra)
Billy Ocean - Love Is Forever (Jive/Arista)
TINA TURNER - Two People (Capitol)
Vesta Williams - Once Bitten Twice Shy (A&M)
FREDDIE JACKSON - Have You Ever Loved Somebody (Capitol)
New Edition - Once In A Lifetime Groove (MCA)
AL JARREAU - Tell Me What I Gotta Do (Warner Bros.)
THE JETS - You Got It All (MCA)
MANHATTANS - Where Did We Go? (Columbia)
Jeff Lorber featuring Karyn White - Facts Of Love (Warner Bros.)
Pointer Sisters - Goldmine (RCA)
O'BRYAN - Tenderoni (Capitol)
DONNA ALLEN - Serious (Atlantic)
Klymaxx - Sexy (Constellation/MCA)
Gap Band - Big Fun (Total Experience)
EI DeBarge - Someone (Motown)
RAY GOODMAN & BROWN - Take It To The Limit (EMI)
5 STAR - If I Say Yes (RCA)
ROSE ROYCE - Doesn't Have To Be This Way (Omni)
Commodores - Going To The Bank (PolyGram)
Chaka Khan - Tight Fit (Warner Bros.)
CLUB NOUVEAU - Situation #9 (Warner Bros.)
TEMPTATIONS - To Be Continued (Gordy)
J.BLACKFOOT - U-Turn (Edge)
HOWARD HEWETT - Stay (Elektra)

MOST ADDED



GLADYS KNIGHT & THE PIPS
Send It To Me
(MCA)

CLUB NOUVEAU
Situation #9
(Warner Bros.)

POP CROSSOVER

ANITA BAKER
Caught Up In The Rapture
(Elektra)

Reports Adds Weeks ARTIST & TITLE

41	4	5	LOOSE ENDS - Slow Down (MCA)
41	6	4	HUMAN LEAGUE - I Need Your Loving (Virgin/A&M)

URBAN CONTEMPORARY HIT FACTOR Research: Betty Hollars

Total Reports This Week 102 Last Week 102

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%

ARTIST	TITLE	LABEL	Reports	Heavy	Medium	Light	Adds	Hit Factor	Weeks
MELBA MOORE	- Falling (Capitol)		70	14	34	16	6	68%	6
LIONEL RICHIE	- Ballerina Girl (Motown)		79	23	35	18	3	73%	4
GEORGE BENSON	- Shiver (Warner Bros.)		68	26	31	8	3	83%	7
SHIRLEY MURDOCK	- As We Lay (Elektra)		57	36	13	4	4	85%	13
TINA TURNER	- Two People (Capitol)		69	13	35	16	5	69%	6
FREDDIE JACKSON	- Have You Ever Loved Somebody (Capitol)		67	13	26	16	12	58%	3
AL JARREAU	- Tell Me What I Gotta Do (Warner Bros.)		55	9	36	10	--	81%	8
O'BRYAN	- Tenderoni (Capitol)		51	7	26	13	5	64%	7
ROSE ROYCE	- Doesn't Have To Be This Way (Omni)		53	2	25	20	6	50%	4
TEMPTATIONS	- To Be Continued... (Gordy)		47	--	23	18	6	48%	4

SEASONS GREETINGS

**EPIC, PORTRAIT &
ASSOCIATED LABELS
WOULD LIKE TO THANK
BLACK/URBAN RADIO FOR A
SUPER '86!**



**WE'RE LOOKING FORWARD
TO CONTINUING OUR
HIT WAVE IN '87.**



Best Wishes From Your Friends At EPA!

UP & COMING

Reports	Adds	Weeks	ARTIST & TITLE
41	6	5	RJ'S LATEST ARRIVAL - Hold On (Manhattan)
39	17	2	GLADYS KNIGHT & THE PIPS - Send It To Me (MCA)
39	2	4	LUTHER INGRAM - Baby Don't Go Too Far (Profile)
39	10	5	SYLVESTER - Someone Like You (Warner Bros.)
37	10	2	JESSE JOHNSON - She (I Can't Resist) (A&M)
35	--	6	ORAN "JUICE" JONES - Curiosity (Def Jam/Columbia)
35	2	5	BOBBY WOMACK - I Want To Make Love To You (MCA)
33	3	6	FORCE MD'S - I Wanna Know Your Name (Tommy Boy/Warner Bros.)
31	4	6	JENNY BURTON - Do You Want It Bad Enough (Atlantic)
27	4	4	MADONNA - Open Your Heart (Sire/Warner Bros.)
26	1	7	GEORGE DUKE - Good Friend (Elektra)
26	1	6	JANICE CHRISTIE - Heat Stroke (Supertronic)
25	7	2	MIDNIGHT STAR - Engine #9 (Solar)
24	11	2	PHYLLIS HYMAN - Living All Alone (P.I./Manhattan)
24	2	3	JEFFREY OSBORNE - In Your Eyes (A&M)
24	2	6	BEASTIE BOYS - Paul Revere (Def Jam/Columbia)
23	6	2	MTUME - Body & Soul (Take Me) (Epic)
21	--	6	BEASTIE BOYS - The New Style (Def Jam/Columbia)
19	2	3	NAYOBE - Good Things Come To Those Who... (Fever)
19	5	2	JAMES BROWN - How Do You Stop (Scotti Bros.)
18	4	1	*JEAN CARNE - Everything Must Change (Omni/Atlantic)
18	8	1	*DOUG E. FRESH - Lovin' Every Minute Of It (Danya/Fantasy)
18	9	1	*JERMAINE JACKSON - Words Into Action (Arista)
18	2	6	KENNY G - Don't Make Me Wait For Love (Arista)
17	5	1	*REBBIE JACKSON with Robin Zander - You Send The Rain Away (Columbia)
17	2	2	HEAVY TRAFFIC STARRING "V" - Jealousy (Atlantic)
17	5	1	*TIMEX SOCIAL CLUB - Thinking About You (Reality/Fantasy)
17	2	2	ROSE BROTHERS - Easy Love (MSS/Malaco)
15	1	4	EGYPTIAN LOVER - The Lover (TSR)
14	--	3	JAMES INGRAM - Never Felt So Good (Qwest)
14	1	2	PHIL FEARON - I Can't Prove It (Cool Tempo/Chrysalis)
13	1	1	*NAJEE - Sweet Love (EMI)
12	2	1	*FOCUS - Zero In July (EMI)
12	3	1	*PRINCE PHILIP MITCHELL - You're Gonna Come Back To Love (Ichiban)
12	3	1	*BOOGIE BOYS - Share My World (Capitol)
12	1	1	*ROBERT BROOKINS - Our Lives (MCA)

*First time listed on this page.

DROPPED: #18-Isaac Hayes, #23-Levert, #33-Run DMC, #36-Krystol, #38 -Maze, Nocera, Miami Sound Machine, Janice McClain, Daryl Hall, Trinere.

LP CUTS

ONE WAY - Set It Out/You Better Quit (MCA)
 CLUB NOUVEAU - Lean On Me (Warner Bros.)
 CAMEO - Back & Forth/Fast, Furious & Funny (Atlanta Artists/PolyGram)

POTENTIAL SINGLES

STACY LATTISAW - Jump Into My Life (Motown)
 RUN DMC - Tricky (Profile)
 JANICE MCCLAIN - It's Going To Come Back (MCA)

URBAN CONTEMPORARY SUMMARY

It's been a hot week for an end-of-the-year chart, with many artists taking big jumps, i.e.: LIONEL RICHIE 37-13, ROBBIE NEVIL 24-11, MELBA MOORE 29-12, SHIRLEY MURDOCK 28-16, and FREDDIE JACKSON 40-20. Among those mentioned, SHIRLEY MURDOCK is still far and away the Most Requested single at most stations. DONNA ALLEN has had two great weeks in a row, debuting last week at #34 and gaining this week to #28 with a 69% Hit Factor, and requests reported by Danny Harris, KDKO-Denver, from "all ages and genders." Rick Stevens, WCKX-Columbus, reports calls from all ages for the same tune. TEMPTATIONS' new single is gaining and debuts at #38 on our chart, with reports of phone response from Don "Early" Allen, WOWI-Norfolk. It already has a Hit Factor of 48% after only four weeks being around...to be continued. RAY, GOODMAN & BROWN has reports of calls from Jay Riley, WNOO-Chatanooga, from the 18+ phoners. Chartbound item, LOOSE ENDS, is getting

requests from 18-34, reports L.D.McCollum, XHRM-San Diego, but the big request item is for BEASTIE BOYS, which he says is getting requests from "everyone...3 months and up in demos. He's reporting the Paul Revere side, and Melvin Jones, KRNB-Memphis reports the calls for BEASTIE BOYS, both sides, are "Un-Real." Then, when we heard from Dave Dickinson, WNHC-New Haven, he reported that "The BEASTIE BOYS LP is getting major requests for ALL CUTS!" Any cut they play gets requested. "Brass Monkey" is a popular cut from the LP getting requests and the Top 40/Pop cut "Party" that is a single that went from 18 reports last week to 59 reports with 40 adds in one week! Not a group to be overlooked. Speaking of LP cuts, CLUB NOUVEAU has a great version of "Lean On Me" on the LP that is getting phenomenal phone calls where played: Melvin Jones, KRNB-Memphis and Mickey Arnold, WRDW-Augusta reported requests on it last week from all demos, and this week Duff Lindsey,

HOT105-Miami called in with "monster requests for the cut all four days it's been on the air." Duff also reports #1 requests for the 4th week for C-BANK - it's hot in Miami! Gary Weiler, WBLZ-Cincinnati called in yelling about the J.BLACKFOOT "It's Hot!" He also is pleased with the response to the surprise new single from JESSE JOHNSON "She." With the product release winding down for the holidays, the debuts in Up & Coming are slim, but look for a resurgence of tons of them in January...speaking of which, that's when we'll speak next, the week of January 5th. Have a Happy Christmas and a Merry New Year, but have a safe New Year's Eve! You've all been "swell" during '86 and I'm looking for an even better '87! Speaking of a better '87, when looking back at the last issue of 1985, we tabulated 7 reporters for that issue. The final issue of this year, 1986, we grow to 102 total reporters...that's about a 33% increase in information, calls and input/output from the computer. Thanks to ALL of you who make us what we are each week! Bless you a !!! Betty

PolyGram Records Thanks
**BLACK/URBAN RADIO FOR
YOUR SUPPORT IN 1986**

For It Was You Who Gave Us Five Number Ones

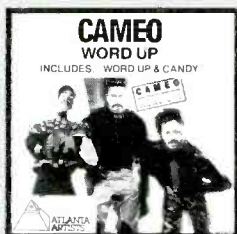


Rene & Angela "Your Smile" ①



Gwen Guthrie

"Ain't Nothin' Goin' On
But The Rent" ①

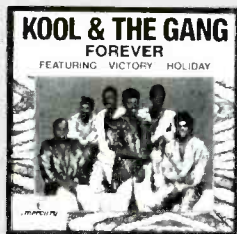


Cameo "Word Up" ①



Commodores

"Goin' To The Bank" ①



Kool & The Gang "Victory" ①

**Happy Holidays to you and yours
And A Prosperous New Year
As We gear up for 1987**

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

ADDS: H.League, Jms. Brown, Temps, Sylvester, P.Hyman, Jesse Jon., J.Burton. HOT: G.Benson, N.Edition, D Train, RFTW, Bob. Brown, A. Baker, Loose Ends, Cameo, Vandross, Vesta Wms., Geo.Duke, J.Lorber, Janet Jax..

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

ADDS: RFTW. HOT: Jets, Jms. Brown, A. Baker, Aretha, L.Richie, G.Knight, H.League, T.Turner, Vandross, Miami S.M., Madonna, Chico DeB., F.Jackson, Grace J., Jesse/Sly, Pointers, Kool/Gang, Rob.Nevil, Janet Jax., G.Abbott.

NEW HAVEN, CT**HANNIBAL/DICKINSON-WNHC**

ADDS: F.Jackson, C.Anderson, L.Richie. HOT: Bob. Brown, Kool/Gang, Janet Jax., Vandross, D Train, A. Baker, Vesta Wms., Klymaxx, Grace J., Pointers, Aretha, Loose Ends, I. Hayes.

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

ADDS: Sylvester. HOT: G.Abbott, S.Murdock, Bob. Brown, A. Baker, L.Richie, H.League, F.Jackson, Oran Jones, Chico DeB., Vandross.

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

ADDS: Rob.Nevil, S.Murdock, Beastie B.. HOT: Kool/Gang, Janet Jax., Madonna, Bob. Brown, Ben E.King, G.Abbott.

ROCHESTER, NY**ANDRE MARCEL-WDKX**

ADDS: Sylvester, Skyy, Rose Royce, G.Knight, Jets. HOT: A. Baker, RFTW, Vandross, Kool/Gang, Janet Jax., Bob. Brown, S.Murdock, D Train, Beastie B., Mik.Howard, Klymaxx, Ocean, Force MD's, Pointers, B.Womack.

PITTSBURGH, PA**JOHN ANTHONY-WAMO**

ADDS: G.Benson, Geo.Duke, F.Jackson, 5 Star, Miami S.M.. HOT: Chico DeB., Commodores, Vandross, One Way, Levert, Janet Jax., Grace J., J.Kristie, RFTW, A. Baker, Ocean, Bob. Brown, Rob.Nevil, Tease, Duran, Gap Band, Jets, Kool/Gang, Melba M., Cameo.

ERIE, PA**S.COLLINS/T.D'ANGELO-WBLQ**

ADDS: L.Ingram, J.Osborne, F.Jackson, Cameo, Impression, Y & People. HOT: F.Jackson, A. Baker, Janet Jax., Chico DeB., L.Richie, S.Murdock, RJS Latst, D Train, Melba/Fred, Vandross, G.Abbott, One Way, Jesse Jon., N.Edition, Kool/Gang, Commodores, Cl.Nouveau, Bob. Brown.

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

ADDS: Lisa Lisa, Rose Royce, P.Hyman. HOT: Bob. Brown, RFTW, N.Edition, F.Jackson, Janet Jax., S.Lattisaw, A. Baker, Chico DeB., Vandross, El DeBarge.

WASHINGTON, DC**MIKE ARCHIE-WHUR**

ADDS: Y & People, L.Ingram, Rose Royce, Mturne, T.Turner, Rebbie J., Cameo, Mid. Star, J.Carne, F.Jackson, Impression, L.Richie, R.Franklin, Cl.Nouveau. HOT: Janet Jax., Jesse/Sly, D Train, A. Baker, Mik.Howard, Grace J., Commodores, Vesta Wms., I. Hayes, Vandross, Bob. Brown, Kool/Gang, S.Murdock, El DeBarge, G.Benson.

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

ADDS: Bob. Brown, Ronst & J.I. HOT: F.Jackson, Madonna, Rob.Nevil, Jets, Ocean, RFTW, Janet Jax., Vandross, G.Abbott.

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

ADDS: Nayobe, Jesse Jon., Pointers, Rob.Nevil, F.Jackson, H.Traffic, Rose Bros., Rebbie J., Jermaine J. Ray, G & B. HOT: Ocean, A. Baker, Kool/Gang, Vandross, S.Murdock, Bob. Brown, G.Benson, Vesta Wms., D Train, Mik.Howard, Janet Jax..

RICHMOND, VA**DONNIE DEANE-WKIE**

ADDS: F.Jackson, H.League, Nayobe, P.Fearon, Cl.Nouveau, P.Hyman, Rose Bros., Controllor, B. Davis, Millie Jax. HOT: Bob. Brown, A. Baker, J.Lorber, I. Hayes, Kool/Gang, Janet Jax., RFTW, Vandross, Levert, Ocean, Mik.Howard, N.Edition, Vesta Wms., Chaka Khan, G.Benson, Krystol, Klymaxx, El DeBarge, Pointers, Grace J., S.Murdock.

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

ADDS: Timex S.C., F.Jackson, Merge, Cl.Nouveau, Dougie Fr., O.C.Smith, Impression, H.League, Mel & Kim, Rob.Nevil, M & Babb, McTee & Co. HOT: Janet Jax., Bob. Brown, D Train, Vandross, Mik.Howard, Ocean, Manhattans, Kool/Gang, N.Edition, Aretha, Vesta Wms..

FARMVILLE, VA**STAN WILLIAMS-WPAK**

ADDS: W.Crew, H.League, Sly Stone, Aretha, Confunk S.. HOT: Cameo, G.Abbott, Dazz Bd., Geo.Duke, A. Baker, Janet Jax., S.Lattisaw, Kool/Gang, Bob. Brown, F.Jackson.

ROANOKE, VA**STAN TOMPKINS-WTOY**

ADDS: Sylvester, B.Vera, B.Hornsby, Cl.Nouveau, J.Osborne, F.Jackson, Mid. Star, Jesse Jon., G.Knight. HOT: Kool/Gang, Duran, Janet Jax., RFTW, Bob. Brown, A. Baker, Rob.Nevil, Vesta Wms., Vandross, J.Lorber, N.Edition, Klymaxx, Mik.Howard, D Train, Grace J., Pointers, Aretha, S.Murdock, Krystol, G.Benson, Gap Band, Cameo, Melba M., Manhattans.

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

ADDS: Triple T, Nayobe, Orig.Conc.. HOT: Bob. Brown, RFTW, Vesta Wms., Levert, Kool/Gang, I. Hayes, Mik.Howard, Vandross, Janet Jax., Ocean, N.Edition, Aretha, Beastie B., Grace J., Chaka Khan, Klymaxx, Pointers, D Train, G.Benson, Krystol.

CHARLOTTE, NC**DON CODY-WGIV**

ADDS: Jesse Jon., Heavy D., JBlackfoot. HOT: Kool/Gang, Vandross, Aretha, F.Jackson, Cameo, Commodores, RFTW, Melba M., Emanon, 911, Janet Jax., N.Edition, A. Baker, Run DMC, Grace J..

FAYETTEVILLE, NC**BAEZ/LEDESMA-WDKS**

ADDS: F.Jackson, Sylvester, J.Carne, Duran, Madonna, Clarke S., Heavy D.. HOT: RFTW, Cameo, Janet Jax., S.Murdock, Vandross, F.Jackson, Levert, Kool/Gang, One Way, Full Force, I. Hayes, Jazz Jeff, Beastie B., D Train.

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

ADDS: F.Jackson, Sylvester, J.Carne, Duran, Madonna, Clarke S., Heavy D.. HOT: Bob. Brown, Commodores, Vesta Wms., Cameo, Full Force, Kool/Gang, Klymaxx, L.Richie, Janet Jax., Jets.

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

ADDS: O.C.Smith. HOT: Club Nouveau, P.Hyman, Mturne, Jeff Young, Chico DeB., Run DMC, Peabo, SOS Band, Levert, Full Force, Shannon, Octavia, A. Baker, Commodores, RFTW, J. McClain, Chaka Khan, Mik.Howard, Kool/Gang, Gap Band, Vesta Wms., Bob. Brown, Gw.Guthrie, O'Bryan, D. Allen.

ASHEVILLE, NC**CHUCK MCKESSON-WBMU/FM**

ADDS: L.Richie, Mturne, Melba M., Bronners, Jms. Brown, G.Brown, H.League, Jesse Jon., Cl.Nouveau, Jermaine J, Rebbie J., JBlackfoot. HOT: Cameo, Janet Jax., B.J & D.S., J.Lorber, Commodores, F.Jackson, I. Hayes, M & Babb, Ocean, RFTW, G.Benson, Najee, Kool/Gang.

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

ADDS: Jesse Jon., Cl.Nouveau, G.Knight, Millie Jax. HOT: Kool/Gang, Janet Jax., Bob. Brown, RFTW, Vandross, Full Force, Commodores, N.Edition, Aretha, Ocean.

COLUMBIA, SC**TONY DEAN-WWDM/FM**

ADDS: Pr.Phil.M., P.Hyman, Cl.Nouveau, Mel & Kim, Jermaine J. HOT: Cameo, Dougie Fr., S.Murdock, J.Lorber, Kool/Gang, Vandross, D Train, Commodores, Beastie B., F.Jackson, G.Benson, L.Richie, Jarreau, Loose Ends, Levert.

FLORENCE, SC**ANDREW BAILEY-WYNN**

ADDS: Rose Bros., Jesse Jon., Millie Jax, War, Mtume, J. McClain, L. Williams. HOT: Kool/Gang, Vandross, RFTW, Commodores, N.Edition, Janet Jax., A. Baker, Bob. Brown, Run DMC, Ocean, F. Jackson, Klymaxx, Levert, Aretha, Grace J., Pointers, G. Benson, Mik. Howard, Rob. Nevil, Jets.

GREENVILLE, SC**A. CARSON/T. SEWELL-WHYZ**

ADDS: Timex S.C., D. Allen, B. Womack, Jesse Jon., Temps, Egypt Lvr.. HOT: S. Murdock, Vandross, Egypt Lvr., Cameo, F. Jackson, Oran Jones, Rob. Nevil, Bob. Brown, Kool/Gang, Janet Jax., Cl. Nouveau, Jms. Brown, RFTW, R/J'S Latst.

ATLANTA, GA**TONY SCOTT-WEKS**

ADDS: F. Jackson, Rose Royce, U-VeeHayes, P. Fearon, P. Hyman, Jermaine J. HOT: Janet Jax., Vandross, Klymaxx, Cameo, Mik. Howard, L. Williams, S. Murdock, D Train, Loose Ends, Aretha, Rob. Nevil, Ocean, Pointers, Grace J., Timex S.C., Bohannon.

ATLANTA, GA**BOB CASE-793**

ADDS: RFTW, Beastie B.. HOT: Miami S.M., Pointers, L. Richie, Vandross, G. Abbott, T. Turner, Aretha, Madonna, Kool/Gang, Ocean, Janet Jax..

ATLANTA, GA**RAY BOYD-V103**

ADDS: L. Richie, F. Jackson, B. Womack, P. Hyman, JBlackfoot, Dougie Fr., G. Knight. HOT: Janet Jax., S. Murdock, Aretha, Vandross, Kool/Gang, A. Baker, Rob. Nevil, Cameo, Bob. Brown, N.Edition, Mik. Howard, Vesta Wms., D Train, Maze, D. Allen.

AUGUSTA, GA**CHARLOTTE LOGAN-WFXA**

ADDS: Rose Royce, P. Hyman, Rebbie J., H. Hewett, Jermaine J, Mtume, J. Burton. HOT: Bob. Brown, Janet Jax., Kool/Gang, Mik. Howard, El DeBarge, Pointers, Cameo, Ocean, Vandross, N.Edition, Aretha, A. Baker, Vesta Wms., Klymaxx, L. Richie.

AUGUSTA, GA**MICKEY ARNOLD-WRDW**

ADDS: Melba M., G. Knight, Jms. Brown, Rob. Nevil, Jesse Jon., M. Sease. HOT: Commodores, Vandross, R/J'S Latst, Ray, G. & B., Bob. Brown, Roy C, Chaka Khan, Manhattans, Gw. Guthrie, Janet Jax., J. Lorber, Chico DeB., D Train, Grace J., Jarreau, Col. Abrams, Beastie B., Pointers, Kool/Gang, G. Benson.

ALBANY, GA**BRUCE WASHINGTON-WQDE**

ADDS: T. Turner, P. Hyman, Jms. Brown, Rebbie J., J. Osborne, B. Womack. HOT: Bob. Brown, A. Baker, Vandross, Kool/Gang, RFTW, S. Murdock, Ray, G. & B., Vesta Wms., Janet Jax., J. Lorber, Jarreau, Aretha, Mik. Howard, P. LaBelle, L. Richie, U-VeeHayes, Geo. Duke, G. Benson, Gap Band, F. Jackson, L. Ingram, Ashford & S, Jets, SOS Band, Maze, F. Jackson, Levert, Melba M..

ALBANY, GA**TONY WRIGHT-WJIZ**

ADDS: Oran Jones, Mtume, J. Burton, Jesse Jon., Rebbie J., L. Ingram, Mid. Star. HOT: Kool/Gang, Mik. Howard, Janet Jax., J. Lorber, Krystol, Levert, Vandross, Pointers, Vesta Wms., RFTW, Bob. Brown.

TALLAHASSEE, FL**JOE BULLARD-WANM**

ADDS: Focus, G. Knight, Millie Jax, Timex S.C., Dougie Fr., Jesse Jon.. HOT: S. Murdock, RFTW, Bob. Brown, Vandross, Commodores, Kool/Gang, Janet Jax., Levert, Mik. Howard, Cameo, G. Benson, Manhattans, Vesta Wms., L. Richie.

MIAMI, FL**FRANK AMADEO-Y100**

ADDS: Aretha, 5 Star, Beastie B., A. Baker, Cameo, TKA. HOT: Jms. Brown, Vandross, J. Lorber, Teena M., RFTW, Expose, F. Jackson, Ocean, L. Richie, H. League.

MIAMI, FL**DUFF LINDSEY-HOT105**

ADDS: Cl. Nouveau, Desire. HOT: N.Edition, RFTW, C-Bank, Sequel, Nayobe, Madonna, Expose, Chico DeB., Miami S.M., F. Jackson, J. Lorber, Kool/Gang, SOS Band, Rob. Nevil, Bob. Brown, Stacey Q, Laban, C. Lauper, Vandross, Shannon.

TAMPA, FL**CHRIS TURNER-WTMP**

ADDS: 5 Star, J. Carne, Jesse Jon., Mid. Star, O.C. Smith, O'Bryan, Mel & Kim. HOT: Janet Jax., Kool/Gang, Run DMC, Klymaxx, N.Edition, Aretha, D. Allen, Jarreau, Vandross, Miami S.M., G. Benson, Rob. Nevil, Vesta Wms., A. Baker, I. Hayes, L. Richie, Grace J..

MONTGOMERY, AL**FRENCH BE-WQIM**

ADDS: Boogie B's, Jms. Brown, G. Knight, JBlackfoot, F. Jackson, J. Stewart. HOT: Bob. Brown, Kool/Gang, Commodores, A. Baker, Vandross, J. Lorber, Run DMC, N.Edition, Ocean, Vesta Wms., I. Hayes, Levert, Klymaxx, Mik. Howard, Aretha, Pointers, Grace J., D Train, Chaka Khan, El DeBarge, Krystol, G. Benson, Gap Band, Manhattans, Maze, Melba M., Ray, G. & B., Jarreau.

TUSKEGEE, AL**COSTEE MCNAIR-WBIL**

ADDS: Force MD's, Mid. Star, G. Knight, Pr. Phil. M., Impression. HOT: D. Allen, Cl. Nouveau, Loose Ends, RFTW, Vandross, Jesse Jon..

MOBILE, AL**ALVIN STOWE/T. BROWN-WBLX**

ADDS: 5 Star, Dougie Fr., R/J'S Latst, J. Burton, P. Hyman, Jermaine J. HOT: S. Murdock, Kool/Gang, Janet Jax., Vandross, Vesta Wms., Pointers, Mik. Howard, Cameo, G. Benson, W. Clayton, Grace J., Melba M., Chaka Khan.

MOBILE, AL**BOOGIE J. JEFFERSON-WGOK**

ADDS: Jms. Brown, Mid. Star, War, M. Sease, Jesse Jon., G. Knight, Millie Jax, Steady B., Dougie Fr., Clarke S.. HOT: Bob. Brown, S. Murdock, RFTW, Full Force, Kool/Gang, Janet Jax., Vandross, Ocean, N.Edition, Gap Band, Vesta Wms..

NASHVILLE, TN**J.C. FLOYD/CY YOUNG-WQOK/FM**

ADDS: Giorgio, G. Knight, Force MD's. HOT: Vandross, Bob. Brown, Focus, RFTW, Cameo, D. Allen, Janet Jax., Jarreau, R/J'S Latst, Kool/Gang.

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

ADDS: Pieces/Dr., Y. & People, Beastie B., Madonna. HOT: Janet Jax., Vandross, Kool/Gang, A. Baker, Bob. Brown, Aretha, RFTW, I. Hayes, Vesta Wms., Mik. Howard, Pointers, Maze, D Train, Chaka Khan, Rob. Nevil, Grace J., Manhattans, Beastie B., S. Murdock, Ocean, Gap Band, Geo. Duke, G. Benson.

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

ADDS: Aretha, Nocera, Chaka Khan, W. Chung, B. Womack, Duran. HOT: F. Jackson, Jesse/Sly, L. Richie, Commodores, One Way, RFTW, A. Baker.

MEMPHIS, TN**MELVIN JONES-KRNB**

ADDS: S. Murdock, F. Jackson, Egypt Lvr., Cl. Nouveau. HOT: S. Murdock, Janet Jax., Gap Band, Bob. Brown, Beastie B., Beastie B., Beastie B., Aretha, Mik. Howard, Rob. Nevil, Kool/Gang, Vandross, D. Allen, Cameo, Focus.

JACKSON, TN**FRED HARVEY-WFKX**

ADDS: Jesse Jon., H. League, Sylvester, Bananarama, Loose Ends. HOT: Vesta Wms., Cl. Nouveau, Jets, Grace J., D. Allen, Gap Band, S. Murdock, Vandross, Cameo, Ocean.

JACKSON, MS**CARL HAYNES-WJMI**

ADDS: Mid. Star, Millie Jax, Manhattans, JBlackfoot, Klymaxx, Beastie B., Confunk S., Temps. HOT: Vandross, Egypt Lvr., Aretha, Commodores, Loose Ends, Kool/Gang, Janet Jax., G. Benson, J. Ingram, Melba M., Mik. Howard, Cl. Nouveau, J. Lorber, H. Hewett, J. Carne, Cameo, Pointers, L. Richie, J. Osborne, El DeBarge, D Train, Rob. Nevil, Jermaine J.

MERIDIAN, MS**D. EDWARDS/L. CARR-WQIC**

ADDS: D. Allen, Jesse Jon., Rose Royce, Beastie B., 5 Star. HOT: Commodores, RFTW, N.Edition, Kool/Gang, Janet Jax., A. Baker, Bob. Brown, Aretha.

LAUREL/HATTIESBURG, MS**RON DAVIS-WQIS**

ADDS: D. Allen, Krystol, Melba M., Sylvester. HOT: Vandross, Kool/Gang, Bob. Brown, A. Baker, Vesta Wms., Ocean, N.Edition, Janet Jax., Grace J., Heavy D..

MCCOMB, MS**SARA KAY-WHNY**

ADDS: Geo. Duke. HOT: L. Richie, J. Lorber, Rob. Nevil, A. Baker, Ronst & J.I, T. Turner, Madonna, Aretha, Kool/Gang, Miami S.M..

LOUISVILLE, KY**PHILLIP DAVID MARCH-WJYL**

ADDS: T. Turner, Force MD's, J. Burton, Ocean, Main Ingr., Geo. Howard, B. McClure. HOT: S. Murdock, Bob. Brown, A. Baker, RFTW, Vandross, Janet Jax., Kool/Gang, N.Edition, Tease, Klymaxx, Mik. Howard, Cameo, D. Allen, Jets, D Train.

UPPER MIDWEST

COLUMBUS, OHRICK STEVENS-WCKX

ADDS: Pr.Phil.M., Dougie Fr., Orig.Conc., Cameo, Mid. Star, Beastie B., P.Hyman, H.Traffic, J.Carne, Biz Markie. HOT: Kool/Gang, RFTW, A. Baker, Bob. Brown, J.Lorber, Janet Jax., Vesta Wms., N.Edition, S.Murdock, Vandross, I. Hayes, Ocean, Mik.Howard, Klymaxx, Grace J..

COLUMBUS, OHK.C. JONES-WYKO

ADDS: O'Bryan, H.Hewett, Sylvester, JBlackfoot, B.Hornsby. HOT: RFTW, A. Baker, J.Lorber, Levert, Kool/Gang, Janet Jax., Vesta Wms., Vandross, Mik.Howard, Cameo, I. Hayes, Aretha, Ocean, Klymaxx, Bob. Brown.

CLEVELAND, OHJ.KELLY/CALVIN HICKS-POWER108

ADDS: Sylvester, Mel & Kim, R.J'S Latst, S.Jones. HOT: Bob. Brown, A. Baker, Kool/Gang, Janet Jax., Vandross, RFTW, Vesta Wms., Levert, N.Edition, Mik.Howard, Grace J., Klymaxx, Ocean, Aretha, D Train.

CLEVELAND, OHLYNN TOLLIVER JR-WZAK

HOT: A. Baker, Beastie B., RFTW, Vandross, S.Murdock, Kool/Gang, Bob. Brown, Janet Jax., Levert, Commodores, B.Fats, Cameo, Run DMC, Babyface.

CINCINNATI, OHB.CASTLE/G.WEILER-WBLZ

ADDS: G.Benson, Loose Ends, Madonna, Cl.Nouveau, R.J'S Latst. HOT: Janet Jax., A. Baker, Cameo, Kool/Gang, S.Murdock, Vandross, Vesta Wms., Grace J., RFTW, Aretha.

CINCINNATI, OHSTEVE HARRIS-WCIN

ADDS: Loose Ends, Jesse Jon., Babyface, Duran, Force MD's. HOT: Janet Jax., S.Murdock, A. Baker, Vandross, Bob. Brown, Vesta Wms., Kool/Gang, Rob.Nevil, N.Edition, Gap Band, F.Jackson, J.Lorber, Pointers, Aretha, T.Turner, Ocean, Grace J., H.Hewett, O'Bryan, Mid. Star.

INDIANAPOLIS, INKELLY KARSON-WTLC

HOT: Kool/Gang, Manhattans, Janet Jax., N.Edition, Klymaxx, Ocean, A. Baker, Vandross, El DeBarge, Grace J., J.Kristie, D. Allen, Babyface, B.Fats, Gap Band, Lyn Roman, Krystol, Rob.Nevil, O'Bryan, Geo.Duke.

DETROIT, MIMARK JACKSON-WHYT

ADDS: Jesse/Sly, Bob. Brown, A. Baker, Vandross, Aretha, Beastie B. HOT: Cameo, Ocean, N.Martinez, L.Richie, Chico DeB., Jets, Madonna, Rob.Nevil.

DETROIT, MIJAMES ALEXANDER-WJLB

ADDS: Boogie B's, G.Knight, Skipworth, Kenny G. HOT: A. Baker, Bob. Brown, Cameo, El DeBarge, N.Edition, F.Jackson, Janet Jax., Vandross, Vesta Wms..

SAGINAW, MIDAVID ROSAS-WWWS/FM

ADDS: B.Williams, G.Knight, Cameo, C.Hairston, F.Jackson, Tease, Boogie B's, Rebbie J., Pri.Sector. HOT: Janet Jax., Bob. Brown, Gap Band, Kool/Gang, Run DMC, Commodores, Mik.Howard, Vandross, Heavy D., Vesta Wms., Grace J., Manhattans, O'Bryan, RFTW, Melba M..

MILWAUKEE, WIBERNIE MILLER-WLUM

ADDS: S. Fox, Bangles, Chicago, D. Harry, F.Jackson, O'Bryan. HOT: RFTW, Mik.Howard, B.Vera, B.Hornsby, Cameo, Aretha, Kool/Gang, Rob.Nevil, W.Chung, Ray,G.& B., Janet Jax..

MILWAUKEE, WIROB HARDY-WNOV

ADDS: Givens F., Sundance, Orig.Conc., Timex S.C., D. Allen, Dougie Fr. HOT: Kool/Gang, Vandross, L.Ingram, Mik.Howard, R.J'S Latst, P.Hyman, Nayobe, Cameo, Rose Royce, Pointers, Melba M., Cl.Nouveau, Grace J., Ocean, Loose Ends, 5 Star, J.Carne, S.Murdock, Aretha, Millie Jax.

MINNEAPOLIS, MNPETE RHODES-CBLS

ADDS: F.Jackson, Jesse Jon., Temps, Rose Royce, Madonna, Cl.Nouveau, L.Ingram, R.J'S Latst, D. Allen, J.Carne. HOT: L.Richie, RFTW, Jesse/Sly, A. Baker, Bob. Brown, Commodores, F.Jackson, Levert, Vesta Wms., N.Edition, Janet Jax., Kool/Gang, J.Lorber, I. Hayes, Vandross, Chico DeB., H.League, One Way, S.Lattisaw, Grace J..

MINNEAPOLIS, MNM SQUARED-KMOJ

HOT: Gen. Kane, Chico DeB., Bob. Brown, Cl.Nouveau, B.Fats, J.Lorber, Gap Band, D Train, Kool/Gang, Loose Ends.

CHICAGO, ILMARCO SPOON-WBMX/FM

ADDS: Ivy, Gap Band, P.Hyman, G.Knight, Rose Royce, Cl.Nouveau, Rebbie J., Mtume. HOT: Janet Jax., Kool/Gang, Ocean, Bob. Brown, El DeBarge, RFTW, Vandross, N.Edition, Aretha, Grace J., D. Allen.

CHICAGO, ILLEE MICHAELS-WGCI/FM

ADDS: Cl.Nouveau, Jermaine J, Pointers, Mtume. HOT: Klymaxx, G.Benson, RFTW, Bob. Brown, Janet Jax., Vandross, J.Lorber, Kool/Gang, Mik.Howard, Aretha, Vesta Wms., N.Edition, Ocean, D Train, D. Allen.

CHICAGO, ILDEE HANDLEY-WJPC

ADDS: Gap Band, Cameo, Melba M.. HOT: Commodores, Kool/Gang, RFTW, Bob. Brown, Janet Jax., A. Baker, Vandross, I. Hayes, Run DMC, S.Murdock, N.Edition, Vesta Wms., Mik.Howard, Jesse/Sly, Grace J., One Way, Ocean, F.Jackson, L.Richie, Levert.

ST. LOUIS, MODEL SPENCER-KATZ/FM

ADDS: T.Turner, Geo.Howard, O'Bryan, J.Burton, Rebbie J.. HOT: S.Murdock, Bob. Brown, Krystol, El DeBarge, Grace J., Kool/Gang, G.Benson, Jarreau, Janet Jax., Melba M., A. Baker, Ocean, D Train, D. Allen, Vandross, Cameo, Vesta Wms., Aretha, Klymaxx, N.Edition, Gap Band, Levert.

ST. LOUIS, MOMIKE STRADFORD-KMJM

ADDS: D. Allen, R. Laws. HOT: Vandross, El DeBarge, Beastie B., Klymaxx, Rob.Nevil, Janet Jax., Bob. Brown, Kool/Gang, Aretha, Geo.Duke.

NEW ORLEANS, LADEL SPENCER-WYLD/FM

ADDS: T.Turner, Geo.Howard, O'Bryan, J.Burton, Rebbie J.. HOT: S.Murdock, Kool/Gang, A. Baker, Vandross, Klymaxx, Bob. Brown, G.Benson, Ocean, Cameo, N.Edition, Krystol, Jarreau, D Train, Vesta Wms., Gap Band, El DeBarge, Janet Jax., Aretha, Levert, Grace J., Melba M., D. Allen.

NEW ORLEANS, LAO'KELLY/ROLLING-B97

ADDS: Chicago. HOT: H.League, Miami S.M., Ocean, L.Richie, Rob.Nevil, RFTW, T.Turner, Jets, Kool/Gang, Uptown, Janet Jax..

MAURICE/LAFAYETTE, LASTEPHANIE SMALLWOOD-KFXZ

ADDS: Cl.Nouveau, JBlackfoot, Sylvester, H.Hewett, D. Allen, R.J'S Latst. HOT: Bob. Brown, Vandross, Vesta Wms., Grace J., I. Hayes, Kool/Gang, Pointers, Klymaxx, N.Edition, RFTW, Aretha, Ocean, Janet Jax..

LAKE CHARLES, LADARYL MOORE-KXZZ

ADDS: Loose Ends, H.League, 5 Star, Beastie B., El DeBarge, Boogie B's, C.Anderson. HOT: Bob. Brown, RFTW, Kool/Gang, Janet Jax., Vandross, Commodores, J.Lorber, Grace J., Chaka Khan, A. Baker, I. Hayes, Mik.Howard, Klymaxx.

WEST HELENA, ARDELL SIMES-KCLT

ADDS: One Way, R. Laws, R.Franklin. HOT: Vandross, Janet Jax., Bob. Brown, Mik.Howard, F.Jackson, N.Edition, Jets, Cameo, Cl.Nouveau, Loose Ends, Gap Band, Kool/Gang, Jms. Brown, Melba M., Chaka Khan, Rob.Nevil.

SOUTHWEST

DALLAS, TXT.AVERY/M.SPEARS-KKDA

ADDS: G.Benson, Rose Royce, 5 Star, Manhattans, Mid. Star, Gap Band, JBlackfoot, Temps, G.Knight. HOT: RFTW, S.Murdock, Klymaxx, Janet Jax., Vandross, Bob. Brown, Cameo, Johnnie T., O'Bryan, Krystol.

FT.WORTH, TXMICHELLE MADISON-KDLZ

ADDS: F.Jackson, Ray,G.& B., C.Anderson, G.Knight, B.Preston. HOT: A. Baker, Vesta Wms., S.Murdock, Bob. Brown, Vandross, Mik.Howard, Kool/Gang, Janet Jax., Johnnie T., N.Edition, Aretha, RFTW, Jarreau, Klymaxx, Ocean.

KILLEEN, TX**BILL ST. JOHN-KIIZ/AM**

ADDS: Jesse Jon., Rose Bros., HOT: Vandross, Janet Jax., Rob.Nevil, Beastie B., F.Jackson, D Train, Gap Band, Krystol, N.Edition, O'Bryan, D. Allen, Cameo, Oran Jones, Melba M., Loose Ends.

HOUSTON, TX**R.ATKINS/J.MICHAELS-KMJQ**

ADDS: Mtume, Temps, Mid. Star, C.Anderson, Orig.Conc., C.Staton.
HOT: A. Baker, N.Edition, Janet Jax., Kool/Gang, D Train, Vandross, Klymaxx, Bob. Brown, B.Fats, RFTW, El DeBarge, Rob.Nevil, Gap Band, Mik.Howard, Force MD's.

PT. ARTHUR, TX**DOUG DAVIS-KHYS**

ADDS: 5 Star, F.Jackson, H.Hewett, Cl.Nouveau, Kenny G, Nayobe, Rose Bros., Dougie Fr., Heavy D., J.Osborne, H.League, Rebbie J., P.Hyman, Whistle, Biz Markie, J.Carne, Jermaine J, Najee, L.Williams.
HOT: Janet Jax., Bob. Brown, Kool/Gang, Vandross, A. Baker, Vesta Wms., Mik.Howard, N.Edition, Aretha, Klymaxx, Ocean, Grace J., D Train, S.Murdock, G.Benson, Pointers, Cameo, El DeBarge, Krystol, Gap Band.

HEARNE/BRYAN/C.S. TX**SEDRIC WALKER-KHRN**

ADDS: Y.& People, Pieces/Dr., S.Jones. HOT: Janet Jax., A. Baker, Bob. Brown, Kool/Gang, Vesta Wms., Beastie B., Beastie B., P. Austin, Rob.Nevil, Cameo, Cl.Nouveau, Oran Jones, Gap Band, F.Jackson, D. Allen, Geo. Duke.

ENGLEWOOD/DENVER, CO**DANNY HARRIS/RON ASH-KDKO**

ADDS: Millie Jax, G.Knight, Jermaine J, Jms. Brown, Focus, Rose Bros., Beastie B., Timex S.C.. HOT: Janet Jax., Kool/Gang, Vandross, Vesta Wms., RFTW, Mik.Howard, Bob. Brown, N.Edition, Klymaxx, Aretha, Grace J., Ocean, A. Baker, S.Murdock, D Train, Pointers, Krystol, I. Hayes, G.Benson, Gap Band.

PHOENIX, AZ**E.GLADDEN/R.THOMAS-KUKQ**

ADDS: T.Turner, L.Richie, Miami S.M., Melba M.. HOT: RFTW, Janet Jax., Kool/Gang, G.Abbott, Peter& Amy, L.Richie, Rob.Nevil, Commodores.

TUCSON, AZ**BEAU RICHARDS-KHYT**

ADDS: Aretha, Expose. HOT: A. Baker, Teena M., T.Turner, Jets, L.Richie, H.League, Bob. Brown, Ocean, Miami S.M., Vandross, Ben E.King.

TUCSON, AZ**ROYCE BLAKE-KFXX**

ADDS: Temps, G.Knight, F.Jackson, Ray.G.& B.. HOT: Aretha, Kool/Gang, Janet Jax., Rob.Nevil, Vandross, D Train, Cameo, Mik.Howard, Grace J., Madonna.

RENO, NV**JEFF RYAN-KWNZ/FM**

ADDS: Ronst & J.I, A. Baker. HOT: L.Richie, Jets, G.Abbott, T.Turner, Madonna, Janet Jax., Miami S.M..

FAR WEST**LOS ANGELES, CA****LICIA TORRES-KJLH**

ADDS: RJ'S Latst, Sylvester, Jesse Jon., Temps, G.Knight, G.Benson.
HOT: RFTW, Bob. Brown, Janet Jax., J.Lorber, Vandross, Vesta Wms., F.Jackson, S.Murdock, A. Baker, P.LaBelle, Chico DeB., I. Hayes, Klymaxx, Giorgio, Aretha, Gap Band, Cameo, Grace J., D Train, Rob.Nevil, N.Edition, J.Kristie, Pointers, Mik.Howard, Ocean, Melba/Fred, Krystol, Ray,G.& B., O'Bryan, D. Allen, Rose Royce, H.Hewett, Force MD's, L.Ingram, H.League, F.Jackson, J.Burton, Kool/Gang, L.Richie.

LOS ANGELES, CA**LISA CANNING-KDAY**

ADDS: 5 Star, F.Jackson, Melba M., S.Murdock, SirMixalot. HOT: Janet Jax., Beastie B., Klymaxx, Heavy D., Run DMC, A. Baker, Bob. Brown, Eric B, Biz Markie, Cameo, Vandross, G.Abbott, Kool/Gang, BobbyJimmy, RFTW.

LOS ANGELES, CA**STEVE RIVERS-KIIS/FM**

ADDS: H.League. HOT: Miami S.M., T.Turner, Jets, L.Richie, RFTW, Rob.Nevil, N.Martinez, Vandross, Madonna, Ocean, Kool/Gang, Run DMC.

LOS ANGELES, CA**ROBINSON/PERRODIN-KACE**

ADDS: RJ'S Latst, Temps, S.Jones, L.Ingram. HOT: Maze, Vesta Wms., T.Turner, Vandross, Kenny G, Melba M., I. Hayes, Mik.Howard, Levert, G.Benson, Geo.Howard, Aretha, Crusaders, Jarreau, Jets, A. Baker, S.Murdock, J.Lorber.

SAN DIEGO, CA**L.D.MCCOLLUM-XHRM**

ADDS: F.Jackson, Madonna, Cl.Nouveau, Krystol, Jermaine J, Dougie Fr., HOT: Janet Jax., Kool/Gang, Klymaxx, A. Baker, Vandross, RFTW, Vesta Wms., Bob. Brown, Duran, Aretha, N.Edition, Nocera, Ocean, G.Benson, Grace J., Commodores, S.Murdock.

SAN DIEGO, CA**MIKE PRESTON-KS103**

ADDS: Ronst & J.I, Vandross, Beastie B.. HOT: Jesse/Sly, Aretha, L.Richie, Jets, Madonna, Rob.Nevil, H.League, Ocean, N.Martinez, Chico DeB., A. Baker, Kool/Gang, Miami S.M., RFTW.

O.JAI, CA**HOWARD THOMAS-KMYX**

ADDS: Melba M., Chicago, D. Allen, Timex S.C., S.Murdock, Geo.Howard.
HOT: Janet Jax., Vesta Wms., Bangles, Vandross, N.Edition, Bob. Brown, Ocean, Aretha, B.Vera, Geo.Duke.

FRESNO, CA**BERRY/CARTER-KMGX**

ADDS: Beastie B., El DeBarge, A. Baker, Nocera, Ronst & J.I. HOT: Aretha, L.Richie, T.Turner, Sweet Sen., Stacey Q, Grace J., Miami S.M., H.League, J.Lorber, Vandross, Jets, Chico DeB., 5 Star, Madonna, Kool/Gang, S.Ties, Janet Jax..

SAN FRANCISCO, CA**KEITH NAFTALY-KMEL**

ADDS: Expose, Beastie B.. HOT: L.Richie, Kool/Gang, A. Baker, Stacey Q, Cameo, El DeBarge, Rob.Nevil, T.Turner, Grace J., Jets, G.Abbott, Vandross.

SAN FRANCISCO, CA**MARVIN ROBINSON-KSOL/FM**

ADDS: R.Brookins, Orig.Conc., J.Kristie, Givens F., Ivy, S.Murdock, Melba M.. HOT: RFTW, A. Baker, Full Force, Kool/Gang, Vesta Wms., Grace J., Vandross, Bob. Brown, J.Lorber, Jets, D Train, Chaka Khan, SOS Band, Mik.Howard, Pointers, Cameo, Whodini, Janet Jax., Aretha, G.Benson.

STOCKTON, CA**ROY WILLIAMS-KJOY**

HOT: J.Lorber, Jms. Brown, Aretha, L.Richie, Miami S.M., Jets, G.Abbott, T.Turner, Madonna.

EUREKA/ARCATA, CA**JIM NELLY III-KXGO/FM**

HOT: Stacey Q, RFTW, Chico DeB., H.League, Aretha, Vandross, L.Richie, Madonna, T.Turner, Miami S.M., Jets, Kool/Gang, Janet Jax., G.Abbott.

SACRAMENTO, CA**GILLETTE/COLLINS-FM102**

ADDS: Nocera, El DeBarge, A. Baker, Cameo. HOT: Ronst & J.I, Sweet Sen., L.Richie, Kool/Gang, Madonna, G.Knight, Cl.Nouveau, Bob. Brown, Jets, RFTW, Ben E.King, Chico DeB., Rob.Nevil, G.Abbott, Janet Jax..

SACRAMENTO, CA**DAVIDSON/WEST-KROY**

ADDS: Ronst & J.I, Beastie B., 5 Star, L.Richie. HOT: Chaka Khan, Bob. Brown, Jesse/Sly, Jermaine J, M.Sweet, Cameo, Aretha, Stacey Q, R/DC Crew, J.Lorber, Nocera.

RENTON/SEATTLE, WA**FRANK BARROW-KRIZ**

ADDS: G.Knight, Jms. Brown, B.Womack, Loose Ends, H.Hewett. HOT: Bob. Brown, S.Murdock, Kool/Gang, G.Abbott, Janet Jax., Vandross, Klymaxx, RFTW, Commodores, A. Baker, Ocean, Levert, Cameo, Chaka Khan, G.Benson, Vesta Wms., Grace J., D Train, El DeBarge, J.Lorber.

SEATTLE, WA**BOB WIKSTROM-KKFX**

ADDS: Cl.Nouveau, D. Allen, O'Bryan, H.League, G.Knight. HOT: F.Jackson, One Way, H.League, L.Richie, Melba/Fred, Ben E.King, S.Lattisaw, Jesse/Sly, RFTW, Chico DeB., G.Abbott, J.Carne, Ocean, Kool/Gang, P.LaBelle, SOS Band.

WELCOME To Our New Urban Contemporary Correspondent:

Costee McNair, WBIL RADIO, 118 So. Main St., Tuskegee, AL 36083.
Phone: 205-727-2100.

THE VELVET GHETTO

SALES THROUGH THE AIR WITH THE GREATEST OF EASE

For a lot of us, the ultimate radio dream is owning a facility instead of working for one. The problem is that decent FM properties now cost a fortune. So a kind of “velvet ghetto” of potential radio entrepreneurs may have to wait a bit longer while America’s “buzz fuzz”—the FCC—does some re-thinking.

But there might be a few folks who are able to put together a group of players with enough financing to haul in a few frequencies. As you may know, the FCC recently approved sales of 166 radio and TV stations, just in time for sellers to qualify for favorable year-end tax treatment of their profits—the largest number of transfers ever approved on any one day. Naturally, the FCC was flooded with applications as the deadline neared, and staff worked overtime to get the paperwork in order. And, although they really had little time, a number of the buyers were minorities already in ownership positions. Success is often a function of timing, and for radio owners, the time to move is when there’s something to move on, even if you’re not really ready.

Although the cost of buying and operating a radio station has risen dramatically in the last few years, radio is making huge profits in markets when the numbers are there. With the new black and urban radio stations scoring so well, they are finally getting a chance to tap into the big agency dollars. The whole attitude of the agencies is beginning to change. They know, for example, that our audience is extremely brand-conscious and buys some products and services disproportionately higher than their percentage of population. Items like movies, records, toothpaste and certain brands and types of cars are among the leading products consumed in high numbers by our audience.

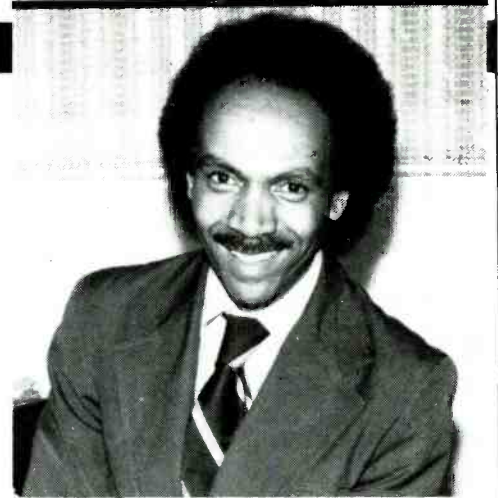
The urban format, even in winning situations, varies dramatically from one city to another. Urban radio in New York is far different than urban radio in Miami. But today’s urban radio is slicker and more mass appeal...designed to attract a new type of music lover—who may live or would like to think that they live in a kind of “velvet ghetto.” They may not choose to live in the suburbs, or they may not choose to try to afford it, but they think a lot differently than those whom they replace. And what kind of radio station do they like? What kind of music and artists get them off?

NEW ACTS, NEW ATTITUDES

The kind of music that gets these new listeners off are hits, and the radio station that makes their spirits soar plays the hits, more of them, and if some fun deejays are making the presentation, so much the better. But the hits are changing. Patti LaBelle is not the only one with a “new attitude.” There is a new drift in the product delivered by today’s performers to their labels. The trend is to self-production. Many acts in this bag use the services of a single member of the team, like Larry Blackmon of Cameo, whose “Word Up” is typical of the urban smash that starts black and then crosses over. Solo acts, too, are doing their own thing with record production.

Over the past few years, our record industry has seen a process of A&R evolution from the recording of acts mainly by in-house producers, to the use of indie producers who delivered the finished goods to the labels, and presently to total creative control by the artists of their recordings. Interestingly, this situation completes the creative package offered by today’s acts. Many, of course, write and perform their own material, and the fact that many now produce their own efforts reflects their ultimate desire to be fully responsible for their sounds. Also, it perhaps should be noted that many acts enjoy associations with producers who once were artists themselves, like Nile Rodgers and Narada Michael Walden.

“The Velvet Ghetto”? It’s real and it exists on both side of our industry. Air is still free, but it costs more and more to breathe it or fill it with music. ●



“Success is often a function of timing, and for radio owners, the time to move is when there's something to move on, even if you're not really ready.”

PHOTO FILE

by LISA SMITH and BETTY HOLLARS



JAZZIN' IT UP IN PHOENIX ◀
While playing in the Valley Of The Sun, Earl Klugh visited the plush studios of K.L.K.Q-Phoenix for some

friendly conversation with M.D. Rick Thomas (on the right) and Asst. P.D. Robert Wideman (left).



A NIGHTMARE ROLLS INTO TOWN ▲
After a sold-out show in Rochester, NY, 104 WCKX afternoon personality Renie Hale ran into MCA Records' "shock rocker," Alice

Cooper. Alice invited Hale into his tour bus for a small party and from the looks of this photo, perhaps Hale should not have suggested a duet with Whitney Houston.

BONE CRUSIN' BRUISIN' ▲ BOXER

Even boxer James "Bone Crusher" Smith has made the Power Switch to North Carolina's new and only urban 100,000-watt FM station. Here's how the Bone Crusher welcomes the new station to town (l-r): Tom Green, middays at WZFX-Fayetteville, James "Bone Crusher" Smith, and Valerie Blackwell, 7-midnight.

L.A. DREAM TEAM BECOME ► KINGS

Los Angeles (???) was the hometown venue for LADT during their tour promoting their debut LP, "Kings Of The West Coast." Backstage after the show are, from left, Rudy Pardee (LADT), Greg Mack (KDAY), Jheri Busby (Sr. VP/Black Music at MCA) and Chris Wilson (LADT).



the GAVIN REPORT

DAVE SHOLIN'S Personal Picks — SINGLES

TOTO - Without Your Love (Columbia) David Paich draws images of love lost thru a series of subtle and not so subtle hooks. Once again the rejuvenated Toto sounds stronger than ever.

BRUCE WILLIS - Respect Yourself (Motown) Though it's been exactly 15 years since the Staple Singers owned the charts with this tune, the lyric has retained its hipness. Bruce's "moonlighting" in the studio is sure to gain him respect as a singer and put him in head to head competition with fellow TV rocker Don Johnson.

RON FELL'S Personal Picks — ALBUMS

MY MAGNIFICENT SEVEN

Whether you're ready or not, here is my list of personal favorite LP's for 1986. These are all LP's I still can't get enough of. All of the LP's below are what albums are supposed to be--absorbing, at times provoking. They establish an attitude and an ambience.

1. **BRUCE SPRINGSTEEN and the E STREET BAND - Live 1975/1985 (Columbia)** One of the most "important" albums in the history of recorded music.

2. **PAUL SIMON - Graceland (Warner Bros.)** The most misunderstood album of the year. Radio hasn't given the public enough credit for taste. The public has nevertheless purchased the LP.

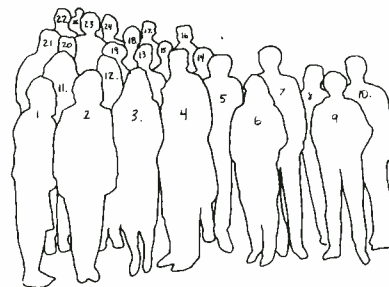
3. **JENNIFER WARNES - Famous Blue Raincoat (Cypress)** A string of pearls from the pen of Leonard Cohen sung with cultured clarity by one of pop music's most underrated voices.

4. **DAVID+DAVID - Boomtown (A&M)** As I said on July 18... "Two white guys named David live it and see it from the inside out. Home is a former Boomtown, since blighted by do-good deed dreamers, pill-powered punks, deskbound schemers, downtown missionaries, hellraising well-diggers, video parlor paramours and capricious carpetbaggers. The glamourless, soft white underbelly of urban emotional and moral decay is written with jaded pen."

5. **DOUBLE - Blue (A&M)** Rarely do jazz-tinted pop projects prove popular to both jazz and pop listeners, but Double captured the collective imagination of both. And the LP's rich texture and easy vocals made this an extremely pleasant LP for me.

6. **DWIGHT YOAKAM - Guitars, Cadillacs, Etc. (Warner Bros.)** He can be as big as he wants to be in this business. His fondness for the traditional arrangement of country music, coupled with contemporary recording technique, make for the best of both worlds. I have been trying to buy the CD of this for months now, but my Tower store is always sold out.

7. **JACKSON BROWNE - Lives In The Balance (Asylum)** With Gippergate the hot news this month I can't help but think JB was once again ahead of his time. I'm also sorry radio didn't "hear" the single In The Shape Of A Heart. It ranks as my favorite Jackson Browne song of all time.



1. Betty Hollars
 2. Natalie Cusenza
 3. Lisa Smith
 4. Frank Bodeck
 5. Kent Zimmerman
 6. Cyndi Hoelzle
 7. Oren Harari
 8. Keith Zimmerman
 9. Dodie Shoemaker
 10. Ron Fell
 11. Beth Hartley
 12. Diane Rufer
 13. Peter Standish
 14. Elma Greer
 15. Victor Janflone
 16. Peter Grame
 17. Glen Helfand
 18. John Martinucci
 19. Liz Pullen
 20. Dave Sholin
 21. Joe Belden
 22. Lou Galliani
 23. Joel Moalem
 24. Bob Galliani
 25. Lou's Conscience.
- Not Pictured:** Jerry Boulding, Gary Donohue, Eric Norberg, Tony Richland, Terrance Mark.

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Seasons Greetings
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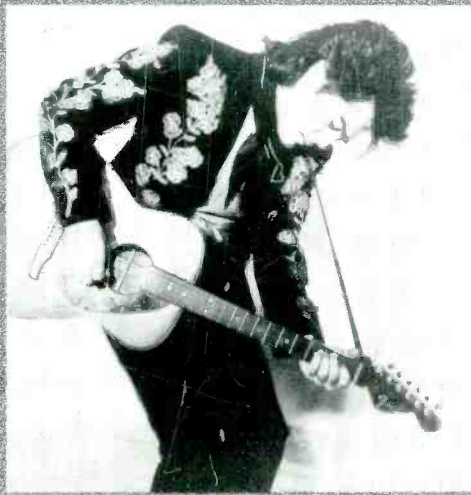
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OUR GOAL IS TO
DEVELOP NEW ARTISTS...
AND YOU'VE MADE THAT
A LOT EASIER.

THANKS, RADIO, FOR THESE 1986 SUCCESS STORIES



SWEETHEARTS
OF THE RODEO



MARTY STUART



THE O'KANES

TO BE CONTINUED...

STARTING WITH RICKY VAN SHELTON



HAPPY NEW YEAR
COLUMBIA RECORDS/NASHVILLE