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 NOVAC AND STEVE ORIMMER
www.americanradiohistory.com
Some early tell tail signs forecast success over the Holidays.

LINDA RONSTADT & JAMES INGRAM
Somewhere Out There (MCA)

TOP NEW AIRPLAY

CERTIFIED

LIONEL RICHIE
Ballerina Girl (Motown)

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

When You Hear What's Coming Out Next Year!

And Thanks For Making All The Picks That Gave Us Hits In '86.
Reports Adds On Chart ARTIST & TITLE

<table>
<thead>
<tr>
<th>Report</th>
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*Debuts This Week

Dropped: #34-Bon Jovi, #35-Lionel Richie, #38-Boston, KB, Bob Seger, David + David, Nu Shooz, Paul McCartney, Commodores, Fredric 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 considerable growth on Journey which debuts Top 30 for Michael Adams WGGZ/FM and Randy Poe/WFMB Baton Rouge, Gary Burton WATT Cadillac, Jonathan Walker KZZQ Tri-Cities, Jim Gillie KQX 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, KH KwK 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 111 a lot more over the next two weeks... New on 294, WBEN, WXGO, KXLS, Y106, 95INZ, Q105, KATD, KWSS, KWOD, KZJP, LG73, KHT 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 Krontal at B104 Baltimore and Reggie Blackwell WROQ Charlotte... added at WANS, KZZP, KNEN, WBIZ, WQLK, WLGA, KIMN, KQGY, Y108, KDFY, WHYT, WFCI, 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 WTCI/FM, 31-23 WKQ, 16-10 KHYT, 20-11 KS103, 20-16 KBEQ, 21-11 WCI, 17-12 Y106 etc. Nice pickup in airplay for Peter Gabriel who, besides debuting in a number of markets, gets added at WZOK, WKU, WJQ, WPMF, KKBG, KEBW, FM104, KIXS, KMCY, LBYT, WJGT, 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, 22-16 KDVV Topo, 28-22 WNKs Columbia etc. and a hit factor of 17%. Former Record Top Watch Dead Or Alive is now number one for Bernie Hartnett WKNE/FM, and number four at KFMY 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 K511, KMEF, KQKE, KWWX, KRRG, KROK, and adds at KJZU, KWDW, WPST, PRO/FM, K101, K515, LQK, Q516 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 KBBI, B106, WTCI, KDCX, KROY, KGO, KMKX, KS103, Z104, KPPX, WBBQ, moving to #2 at WEB 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.
## 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%.

<table>
<thead>
<tr>
<th>ARTIST TITLE</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>MADONNA - Open Your Heart (Sire/Warner Bros.)</td>
<td>274 3 19 119 101 28 51% 5</td>
</tr>
<tr>
<td>CYNDI LAUPER - Change Of Heart (Portrait)</td>
<td>258 6 64 138 16 5 24% 5</td>
</tr>
<tr>
<td>GENESIS - Land Of Confusion (Atlantic)</td>
<td>257 3 64 101 68 16 5 90% 9</td>
</tr>
<tr>
<td>SURVIVOR - Is This Love (Scotti Bros.)</td>
<td>255 2 88 105 44 9 7 92% 10</td>
</tr>
<tr>
<td>BOSTON - We're Ready (MCA)</td>
<td>248 13 1 33 126 75 13% 4</td>
</tr>
<tr>
<td>BILLY VERA &amp; THE BEATERS - At This Moment (Rhino)</td>
<td>247 12 30 39 75 69 22 58% 6</td>
</tr>
<tr>
<td>JANET JACKSON - Control (A&amp;M)</td>
<td>244 1 24 64 122 22 11 86% 9</td>
</tr>
<tr>
<td>CHICAGO - Will You Still Love Me (Full Moon/Warner Bros.)</td>
<td>243 23 11 15 68 80 46 38% 8</td>
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<tr>
<td>DURAN DURAN - Notorious (Capitol)</td>
<td>242 130 84 23 3 2 97% 9</td>
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<tr>
<td>GREGORY ABBOT - Shake You Down (Columbia)</td>
<td>236 4 63 78 66 17 8 87% 14</td>
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<tr>
<td>WANG CHUNG - Have Fun Tonight (Geffen)</td>
<td>234 184 44 5 1 -- 99% 13</td>
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<tr>
<td>ROBBIE NEVIL - C'est La Vie (Manhattan)</td>
<td>234 1 43 115 60 10 5 93% 12</td>
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<tr>
<td>GLASS TIGER - Someday (Manhattan)</td>
<td>233 2 12 44 131 32 12 80% 9</td>
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<tr>
<td>BANGLES - Walk Like An Egyptian (Columbia)</td>
<td>230 204 20 6 -- 100% 14</td>
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<tr>
<td>BRUCE SPRINGSTEEN - War (Columbia)</td>
<td>230 23 93 85 24 5 87% 6</td>
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<tr>
<td>Kool &amp; The Gang - Victory (Polydor/PolyGram)</td>
<td>224 4 5 21 121 62 11 65% 9</td>
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<tr>
<td>MIAMI SOUND MACHINE - Falling In Love (Epic)</td>
<td>224 5 3 17 72 91 30 43% 9</td>
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<tr>
<td>TINA TURNER - Two People (Capitol)</td>
<td>220 6 55 101 58 25 6</td>
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<tr>
<td>PRETENDERS - Don't Get Me Wrong (Sire/Warner Bros.)</td>
<td>218 1 109 62 36 6 4 94% 12</td>
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<tr>
<td>BILLY JOEL - This Is The Time (Columbia)</td>
<td>217 5 4 11 58 112 27 33% 6</td>
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<tr>
<td>JOURNEY - I'll Be Alright Without You (Columbia)</td>
<td>213 18 8 58 129 3% 4</td>
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<tr>
<td>BENJAMIN ORR - Stay The Night (Elektra)</td>
<td>203 17 4 7 43 76 56 26% 9</td>
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<tr>
<td>LIONEL RICHIE - Ballerina Girl (Motown)</td>
<td>203 26 1 1 5 52 118 3% 4</td>
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<tr>
<td>KANSAS - All I Wanted (MCA)</td>
<td>201 2 9 25 102 50 13 67% 9</td>
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<tr>
<td>GEORGIA SATELLITES - Keep Your Hands To Yourself (Elektra)</td>
<td>198 13 1 5 28 74 77 17% 6</td>
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<tr>
<td>BON JOVI - Livin' On A Prayer (Mercury)</td>
<td>197 56 2 1 3 30 105 3% 3</td>
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<tr>
<td>CARLY SIMON - Coming Around Again (Arista)</td>
<td>192 10 3 7 41 82 49 26% 16</td>
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<tr>
<td>HOWARD JONES - You Know I Love You Don't You (Elektra)</td>
<td>189 2 72 82 18 11 4 91% 11</td>
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<tr>
<td>TIMBUK 3 - Future's So Bright (IRS/MCA)</td>
<td>185 4 15 23 81 46 16 64% 12</td>
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<tr>
<td>THE JETS - You Got It All (MCA)</td>
<td>177 29 1 -- 14 49 84 8% 7</td>
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<tr>
<td>EDDIE MONEY - I Wanna Go Back (Columbia)</td>
<td>169 60 1 8 100 1% 3</td>
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<td>HUEY LEWIS &amp; THE JETS - Jacob's Ladder (Chrysalis)</td>
<td>166 141 3 2 3 22 -- 2</td>
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<td>SAMANTHA FOX - Touch Me (Jive/RCA)</td>
<td>165 52 13 4 17 31 48 20% 10</td>
</tr>
<tr>
<td>LUTHER VANDROSS - Stop To Love (Epic)</td>
<td>160 42 1 2 9 32 74 7% 7</td>
</tr>
<tr>
<td>ANN WILSON - The Best Man In The World (Capitol)</td>
<td>144 11 3 18 112 2% 5</td>
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<tr>
<td>PETER GABRIEL - Big Time (Geffen)</td>
<td>140 33 1 8 19 79 6% 6</td>
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<tr>
<td>HUMAN LEAGUE - I Need Your Lovin' (Virgin/A&amp;M)</td>
<td>138 28 -- 12 98 -- 5</td>
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<tr>
<td>DON JOHNSON - Heartache Away (Epic)</td>
<td>133 17 -- 3 19 85 9% 7</td>
</tr>
<tr>
<td>READY FOR THE WORLD - Love You Down (MCA)</td>
<td>123 28 4 7 14 11 59 20% 5</td>
</tr>
</tbody>
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*The Gavin Report/December 19, 1986*
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
Luther Vandross
"STOP TO LOVE"

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

Don Johnson
"HEARTACHE AWAY"

Produced by Chas Sanford
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"

'Til Tuesday
"COMING UP CLOSE"

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, RTPW.
CAPE COD, MA (RANDALL/McVIE-WKPE) Georgia S., H. Lewis, Ron St. & J. J., P. Gabriel, T. Tuesday.
KEENE, NH (BERNIE HARTNETT-WKNE/FM) E. Money, Georgia S., P. Gabriel.
RUMFORD, ME (RIVERS/PERRY-WMR) H. Lewis, Toto, Vandross.
BANGOR, ME (TONY PERKINS-ZON) 8 Seconds, Toto, H. Lewis, Police.
ELLSWORTH/BANGOR, ME (TIM MOORE-WKSO) H. Jones, Genesis, Janet Jax., Ocean.
BANGOR, ME (LEVEN/CLARK-WWFX) H. Lewis, S. Fox, L. Richie.
BURLINGTON, VT (DENA YASER-95XXX) H. Lewis, E. Money, RTPW, Dead/Alive, J. Lorber, R. Ocasek.
BURLINGTON, VT (THOM RICHARDS-Q99) H. Lewis.
HARTFORD, CT (MIKE WEST-WTIC/FM) Cameo, P. Gabriel, Ron St. & J. J., H. Lewis.
WILLIMANTIC, CT (EVAN/SPENCER-WILL/FM) No Report, Frozen.
NEW HAVEN, CT (STEF RYBAK-KC101) H. Lewis, J. Lorber.
WESTPORT, CT (STORM N. NORMAN-WEBF/FM) S. Martin, Limited W., 8 Seconds, The City.
NEW YORK, NY (SCOTT SHANNON-Z100) S. Murdock, Ron St. & J. J., H. Lewis.
HAMPTON BAYS, NY (ROB POULIN-WPHB) 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. Lewis, Ron St. & J. J., Chico DeB., Dead/Alive, S. Fox, Grace J.
POUGHKEEPSE, NY (BOB WEIL-WSPK/FM) H. Lewis, Chico DeB., Jets, E. Money, Nu Shooz.
UTICA, NY (EDWARDS/ANDREWS-WNYZ) H. Lewis, Toto, Cinderella.
BINGHAMTON, NY (DON MORGAN-WALL/FM) L. Richie, E. Money, Glass Tigr, Ben Jovi.
ITHACA, NY (PETER KNIGHT-WVBR) Toto, P. Gabriel, Georgia S., D. Johnson.

MID ATLANTIC

TRENTON, NJ (TOM CUNNINGHAM-WPST) A. Baker, Dead/Alive, H. Lewis, J. Lorber, RTPW.
PITTSBURGH, PA (LORI CAMPBELL-B94) Cinderella, Pittsburgh, L. Richie.
PITTSBURGH, PA (McQUEEN/SHELDLOCK-WYDD) E. Money, S. Fox, Cinderella, T. Tuesday.
ERIE, PA (JIM COOK-WJET) H. Lewis, Ben Orr, S. Fox, Vandross.

ALTOONA, PA (TODD HALLIDAY-WFBG) H. Lewis, Toto, S. Fox, Jets, E. Money.
WASHINGTON, DC (KAGHAN/DEMPSEY-B106) H. Lewis, Ron St. & J. J.
OCEAN CITY, MD (J. J. "HITMAN" MCKAY-100KH) S. Fox, Jms. Brown, H. Lewis, Beastie B., Ann Wilson, RTPW, Dead/Alive, A. Baker.
SANFORD, NC (BILL FREEMAN-WFJA) E. Money, Jets, Beastie B., H. Lewis, Toto.
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. Lewis, Teena M., Dead/Alive, H. Lewis, C. Hart.
CHARLESTON, SC (ROGER GAITHER-WKOB/FM) 5 Star, H. Lewis, Beastie B., Journey, Chicago, Miami S.M.
FLORENCE, SC (GREEN/BOSSWELL-106X) T. Tuesday, Toto, R. Ocasek, Bob. Brown, REM.
MYRTLE BEACH, SC (LINDA KING-WKQ) Toto, Beastie B., H. Lewis, REM.
GREENVILLE, SC (TOMMY SMITH-WANS/FM) Toto, Vandross, RTPW, Chico DeB., E. Money, H. Lewis.

SOUTHEAST

ATLANTA, GA (JEFF MCCARTNEY-94Q) Toto, Jets, H. Lewis.
ROME, GA (DANNY HOWARD-WGUT) H. Lewis, Pointers, P. Gabriel, 8 Seconds.
ATLANTA, GA (BOB CASE-Z93) RTPW, Journey, Beastie B.
SWAINSBORO, GA (CHARLIE FRI-WGKS/FM) N. Martinez, Chico DeB., C. Hart, Toto, H. Lewis, Geo. Duke, Police, Beastie B.
ATHENS, GA (DAN MURRAY-WAGQ) S. Fox, H. Lewis, Toto, Cinderella, Commodores, Teena M., 8 Seconds, Geo. Duke.
AUGUSTA, GA (BRUCE STEVENS-WBBQ) H. Lewis, Ron St. & J. J., Dead/Alive, H. Lewis, Jesse/Sly.
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.
DAYTONA BEACH, FL (TONY MANN-WNFI) Boston, H. Lewis, S. Fox, L. Richie, Bon Jovi.
TALLAHASSEE, FL (RIC STEVENS-Z103) H. Lewis.
PENSACOLA, FL (J. D. NORTH-WDQ) S. Fox, Ben Orr, E. Money, H. Lewis.
GAINESVILLE, FL (JERI BANTA-WKYS) Bon Jovi, Aretha, L. Richie, RTPW, 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

EDDIE MONEY
"I Wanna Go Back"
GAVIN TOP 40: 169/60
THIRD MOST ADDED

BEASTIE BOYS
"(You Gotta) Fight For Your Right (To Party)"
GAVIN TOP 40: 59/40
DEBUTS IN UP & COMING ALBUM PLATINUM-BOUND

CHARTBOUND

"Without Your Love"
GAVIN TOP 40: 68/68
2ND MOST ADDED
GAVIN A/C: 2ND MOST ADDED

TOTO
### TOP 40 ADDS

#### SOUTH

**DORA, AL** (CHRIS BAILEY-WPYK) H.Lewis, B.Vinton, Ron St & J.I.

**BIRMINGHAM, AL** (PAUL DAVIS-WKXX) H.Lewis, G.Knight, Miami S.M.

**FAYETTE, AL** (KELSEY SCOTT-WHKN) E.Money, Aretha, S. Fox.

**GADSDE, AL** (BILL ST. JOHN-Q104) No Report, Frozen.

**MONTGOMERY, AL** (BROWN/COLLINS-WHMF) 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.


**GREENVILLE, MS** (DAN DIAMOND-WQIOQ) S. Fox, Vandross, E.Money.

**HATTIESBURG, MS** (DALE TAYLOR-WHYS/FM) H.Lewis, B.Vera, Jets, Bon Jovi, E.Money, 8 Seconds.

**LAUREL/HATTIESBURG, MS** (JIM SCOTT-WMSL) S. Fox, L.Richie, Boston.

**BILOXI, MS** (SANDI STEVENS-WOID) Bon Jovi, Ann Wilson, H.Lewis, Cinderella.

**MC COMBS, MS** (WALKER/CHAMBERS-WHNY) The City, Boston, Geo.Duke.

**STARKVILLE, MS** (WILLIAMS/CROCKETT-WKOR) H.Lewis, C.Hart.

**JENKINS, KY** (G.C. KINCR-WFX) Bob Brown, RFTW, B.Vinton, Bon Jovi, Ann Wilson, Journey, 8 Seconds, C.Hart, Teena M.


**GLASGOW, KY** (KELLY DOSEY-WOVO/FM) No Report, Frozen.

**NEW ORLEANS, LA** (MCGEE/ROLLING-B97) H.Lewis, C.Hart, Chicago.

**LAKE CHARLES, LA** (BRUCE GILBERT-KBU/FM) Ron St & J.I, Vandross, Aretha, Dead/Alive, H.Lewis.


**BATON ROUGE, LA** (MICHAEL ADAMS-WGGZ/FM) Chicago, Boston.

**MORO, LA** (LORI CLARY-KNOE/FM) H.Lewis, E.Money, T. Tuesday, Teena M., Soto, T. Fox.


#### EAST CENTRAL

**PINEVILLE, WV** (HENRY MORGAN-WWYO) J.Lorber, Alan Stone, Beastie B., H.Lewis, T. Tuesday, Geo.Duke.

**CHARLESTON, WV** (JARVIS/ROSE-WVSU/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-WNCO/FM) H.Lewis, S. Fox, Ben Orr, Vandross, RFTW.

**COLUMBUS, OH** (COOK/HAINES-92X) Beattie B., RFTW, E.Money, L.Richie.

**ELYRIA/CLEVELAND, OH** (BENTLEY/EVAN-WBWA/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-KX06) J.Osborne, Vandross.

**VINCENNES, IN** (DANNY WAYNE-106RBT) RFTW, S. Fox, Ann Wilson, H.Lewis, Dead/Alive, Beastie B.

**ANN ARBOR, MI** (JEFF CROWE-WIQB) No Report, Frozen.

**DETROIT, MI** (MARK JACOBSON-WHYT) A. Baker, H.Lewis, Vandross, Jesse/Sly, Aretha, Bob. Brown, Beastie B.

**LANSING, MI** (MARK MALONEY-WVLC) No Report, Frozen.

**JACKSON/LANSING, MI** (ALIX WEBSTER-WXQ) H.Lewis, S. Fox, R.Ocasek, P. Gabriel, Cinderella.

**GRAND RAPIDS, MI** (MIKE TINNES-WKLO) T. Turner.

**CADILLAC, MI** (GARY BURTON-WATT) Jets, S. Fox, Ann Wilson, Ben Jovi, E.Money.

**ALFENA, MI** (DARRELL KELLEY-WHSH) D. Johnson, Vandross, T. Tuesday, Teena M.


**PETOSKEY, MI** (DENNIS MARTIN-WPWF) Journey, S. Miller, T. Turner, B. Vera.

#### UPPER MIDWEST

**DES MOINES, IA** (OAKES/HALL-KDZ) L.Richie, J.Lorber, Dead/Alive, H.Lewis, C.Hart.

**DES MOINES, IA** (KNIGHT/SHARP-KRNO) 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-KRT) Cameo, H.Lewis, Cheap T., Bananarama, G.Knight.

**WATERLOO/C.RAPIDS, IA** (JEFF CHRISTENSON-KOKZ) No Report, Frozen.

**SIOUX CITY, IA** (HARRISON/BROWNS-KEZ/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-KLVY) P. Gabriel, Chico DeB., E.Money.

**IOWA CTV/CEDAR RAPIDS, IA** (STEWARD/NUGENT-KKRO) T. Turner, Ann Wilson, H.Lewis, B. Idol.


**DAVENPORT, IA** (GYNNY O'HARA-KIKK) 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-WKUA) P. Gabriel, Journey, C.Hart.

**WAUSAU, WI** (DUFF DAMOS-WICL) E.Money, 8 Seconds, H.League.

**STEVEN POINT, WI** (STEVEN-WQST) C.Hart, E.Money, H.Lewis, Jets, Chico DeB.

**LA CROSSE, WI** (GREER/CARR-WZDM/FM) S. Fox, L.Richie, Vandross, Chicago.

**LA CROSSE, WI** (SHEBEIL/SANDERS-HIT105) B. Vera, Bon Jovi, Ben Orr.
EAU CLAIRE, WI (RICK JAMES-WBIZ) H. Lewis, Fox, Vandross, John Parr.

EAU CLAIRE, WI (RICK ROBERTS-WIAL) E. Money, Jets.


MANKATO, MN (SEGER/KING-KEEZ/FM) Cheap T., S. Fox, Dead/Alive.


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, J. Toto, H. Lewis, Bob Brown.

RAPID CITY, SD (MCDANIEL/AUSTIN-KQGG/FM) Kansas, Ben Orr, H. Lewis, Jets.


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/KFMM) E. Money, Jets, Ronst J.J., H. Lewis, Toto, Dead/Alive.

MINOT, ND (RICK MORGAN-KIZZ) E. Money, Ben Jovi, Georgia S., David +.

DE KALB, IL (LEW WHITE-WDEK/FM) S. Fox, Beastie B., Teenie M., E. Money, Jets, Chicago.

JOLIET, IL (BOB WEBER-WLLI) Aretha, H. League, RFTW, Bon Jovi, C. Hart.

CHICAGO, IL (LIPPINCOTT/KELLY-WY7Z) Kool/Gang, R. Ocasek.

CHICAGO, IL (RICH McMILLAN-WLS/AM) B. Willis, T. Turner, H. Lewis, Journey, Lone Just...

FREEPORT, IL (JIM READEKER-WXXQ) Bon Jovi, E. Money, Mel & Kim, Cheap T., Communards, Ben Orr, Teenie M.

ROCKFORD, IL (BRILL/DENT-WZOK) Vandross, Jets, P. Gabriel.


BLOOMINGTON, IL (JUSTIN/ROBBINS-WBNO) 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-WFII) S. Fox, Bon Jovi, Vandross, Aretha.


CENTRAL

KIRKSVILLE, MO (BILL BRIAN-KTUF) Toto, H. League, H. Lewis, Police, Stacey Q.


KANSAS CITY, MO (PERUN/BARBER-KBEQ) F. Jackson, JEFF.CITY/COLUMBIA, MO (BRIAN MILLER-KTXY) H. Lewis, Ronst J.J., T. Tuesday, E. Money, Bon Jovi.

WAYNESVILLE, MO (KEVIN BARTON-KFBD) Ben Orr, DeB.

MANHATTAN, KS (WAGNER/WILSON-KQLA/FM) T. Tuesday, Police, H. League, Beastie B.

TOPEKA, KS (ROGER HEATON-WIBW/FM) Ben Orr, E. Money, Ban.

KANSAS CITY, MO (DENE HALLAM-KCPW) Stacey O., Chicago, Journey, Ben 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, Teenie M., S. Fox, Jets, H. Lewis.

OMAHA, NE (TOM MIKKELSEN-KGOR) Ben Orr, Survivor, Kool/Gang.

NORFOLK, NE (DOUG KOHN-KNEN) P. Gabriel, Ronst J.J., 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, D. Wweezil Z.

KEARNY, NE (RICK JEFFREY-KCKY/FM) E. Money, D. Johnson, Beastie B.


EL DORADO, AR (BEN ROBBINS-KLBC/FM) Frozen.


LITTLE ROCK, AR (MARK MCAIN-KKKY) Genesis, Survivor, Ben Orr.

HARRISON, AR (MARY FLENNOR-KHOZ) E. Money, S. Fox, Bon Jovi, D. Johnson, Beastie B.

FAYETTEVILLE, AR (ALAN/FISK-KFEG) H. Lewis.

SOUTHWEST

LAWTON, OK (GARY MITCHELL-KMZG) No Report, Frozen.

LONGVIEW, TX (ROBERTS/FULGAM-KKTX) Cinderella, B. Idol, Chicago, L. Richie, J. Lorber.

TYLER, TX (DAVE GOLDMAN-KEYP) Vandross, The City, H. Lewis, Cinderella.

LUFKIN, TX (ERNIE BROWN-KAXF) A. Baker, Vandross, Dead/Alive, Toto, Jets, Bob Brown, H. Lewis, B. Willis.

WICHITA FALLS, TX (BRENDA KAY-KKIN/FM) H. Lewis, Toto, Ronst J.J., Journey.


WACO, TX (VERN PECORE-KWIX/FM) Ben Jovi, E. Money, H. Lewis, Bruce Sp.

SAN ANGELO, TX (JOHN RAYMOND-KKXY/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 WOODELL-KKYS) H. Lewis, E. Money, Ronst J.J., 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 DelAOCO-KVGO) No Report, Frozen.
DEL RIO, TX (DON WAYNE-KTDR/FM) D. Johnson, R./DC Crew, L. Martinez, R. J. Thomas, RFTW, Jesse/Sly.
PAMPA, TX (MIKE KNEILIG-KGRO) RFTW, Bon Jovi, Toto, T. Tuesday.
AMARILLO, TX (PETER STEWART-KAKS/FM) H. Lewis, S. Fox, Toto.
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-KROJ) Chico DeB., Cinderella, Beastie B., Toto, Ronst &J.J., 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.

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.
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. Lewis.
DENVER, CO (DOUG ERIKSSON-KPKE) No Report, Frozen.
GRAND JUNCTION, CO (DARREN TAYLOR-KSTAR) S. Fox, Vandross, Bon Jovi, Aretha, E. Money.
CODY, WY (J.D. DANIELS-KTAG) Chicago, Toto, Tuesday, Jms. Brown, Aretha, E. Money.
CASPER, WY (KELLY GORDON-KTRS) H. Lewis, Toto, D. Harry, J. Llorber, Crowded H.
GILLETTE, WY (ALLEN SCOTT-KGWY/FM) No Report, Frozen.

MOSCOW, ID (GARY CUMMINGS-KZFN) H. Lewis, T. Tuesday, Dead/Alive, Toto, J. Lorber, Beastie B.
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 SHURTSGK-0FM) Device, R. Ocasek, Bon Jovi, Toto, T. Tuesday, N. Martinez.

FAR WEST

LAKE TAHOE/RENO, NV (MICKEY LEES-KLKT) Journey, 8 Seconds, N. Martinez.
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.J.
ANAHEIM, CA ( CRAIG POWERS-KEZY) B. Vera, Journey, E. Money.
BAKERSFIELD, CA (DARRYL ST JAMES-KXKK/FM) G. Abbott.
SAN LUIS OBISPO, CA (DAVE ALLEN-KSLY/FM) Beastie B., H. Lewis, RFTW, J. Llorber, 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.
SAN FRANCISCO, CA (KEITH NATAWAY-KMEL) Dead/Alive, Beastie B., H. Lewis, Exposure.
NAPA, CA (JEFFREY/DEFEI-2VYN/FM) No Report, Frozen.
SAN JOSE/LOS GATOS, CA (JERRY/JOHN-KTAT/FM) H. Lewis, Chicago, Bon Jovi, Beastie B., Jesse/Sly.
SAN JOSE, CA (PRESTON/SILVA-KWSS) No cerea, C. Simon, H. Lewis, H. League, Ronst &J.J.
STOCKTON, CA (R. WMS./BISHOPERGER-KJOY) H. Lewis.
STOCKTON, CA (JOHN HAMPTON-KSTN) H. Lewis, Ronst &J.J, Beastie B., Dead/Alive, J. J. & W. H.
MODESTO/STOCKTON, CA (DAVID KRAHAM-KFM104) 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 (CHRI 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 (MR ED LAMBERT-KWOD) Bon Jovi, RFTW, J. Llorber.
PARADISE/CHICO, CA (JEFF NELSON-KNVR) Bon Jovi, Lone Just., RFTW, The City, H. Lewis.
REDDE, CA (KAILH/NEPARKER-KEBW) Boston, Chicago, Bon Jovi, E. Money, P. Gabriel.

NORTHWEST

PORTLAND, OR (STEVE NAGANUMA-KMJK) Kansas, B. Joel, Chico DeB., S. Fox.
COOS BAY, OR (DAVE O'CONNOR-KNYG) P. Gabriel, R./DC Crew, Toto, Chico DeB., S. Fox.
MEDFORD, OR (R. CHARLES SNYDER-KTM) S. Fox, Ronst & J.J., Jesse/Sly, Dead/Alaie, N. Martinez, Beastie B.
GRANTS PASS, OR (CHARLIE KIRK-KFMM) Georgia S., H. Lewis, Chico DeB., T. Tuesday, Toto, J. Lorber, Teena M., Communards.
TACOMA/SEATTLE, WA (SANDY LOUIE-KNBO/FM) H. Lewis, Chico DeB., Chicago.
OLYMPIA, WA (KEN PAIGE-KOEJ) J. Osborne, C. Hart, Amy Grant, Ronst & J.J.
YAKIMA, WA (KEVIN JAMES-KZHR) No Report, Frozen.
TRI-CITIES, WA (JONATHAN WALKER-KZ2Z) Jets, E. Money, Toto, Ronst & J.J.
SASKATOON, SK (GARTH KALIN-CKOM) Boston, Georgia S., Madonna, Miami S.M.

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 - WKXV-Bingham, AL
* Kris O'Kelle (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.
Suit 302 - 97219)
Air Talent/Production - Q104-Gadsden, AL
Bill St. John (Box 570 - 35902)
Air Talent/Production - WPFR-Terre Haute, IN
* Beth Surette (643 Ohio St. - 47807)
Air Talent/Production/Sports - KKK-Gallup, NM
Bill Lee (505)863-6851
News Anchor/Reporter - WKXE/WNHV-White River Junction, VT
John Palmer (Box 910 - 05001) or (802)296-3093
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 WTVN-Columbus, OH is looking for a position as AT/PD/News, contact him at (614)241-7580

SERVICE

KDLK-Del Rio, TX - singles: Mercury
WXLT/FM-McComb, MS - singles: Columbia, Warner Bros., PolyGram
KGG-Sidney, MT - single: L. Riche (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 the 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 Bert Baumgartner, heading to New York to augment their national album promotion department. Bert 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 WQCB-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 KROU-Laramie, WY, winner of RCA Records' "Mark Germino One-Week Vacation for Two in London" contest. By guessing, ahh, 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 coupla 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 Saja 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 collectables.

Rady-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 WKB...C'wag Congrats to Mark Close, upped from PD to OM at progressive WMRY-St. Louis...Ted Habeck moves from MD to PD, while Kim Poo picks slides across town from KWW 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, Weds. Fri...Waking up Q107-Washington, DC, are J. McKay and Christian Paul...Neil Barry is the new Promotion Director at WNEW/WM/New York...WFN-X-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 Blisson. 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 Knudson had lost his job at KELA-Centralia, WA. Not true, and our apologies. Likewise to KVCK-Wolf Point, MT, PD Cherri Fritz, whose name we hope we got right this time.

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

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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 Chaitas, 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 Chiandra 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 Carr, 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 Año 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, Lidia 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 Sleekker, Doug Grau,
Kevin Vargas, Robin Kravitz, Laurie Bloomenthal, Tom May,
Debi Fleischer, Candy Wilkens, Andy Henderson, John Clay
Buddy Owens, Bruce Lundwall, Bob Young, Russ Thyret,
John Landre, 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 Souchuck,
Along with Bill Tanner, Marc Ratner, Sky Walker,
And a gaggle of Stevens: Backer, Meyer and Locker,
Pat Evans, Ed Mascolo, John Wetherbee,
Dan Olsen, Joel Mueller and Keith Nafly,
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
dispatcher Charles Osgood on this one.)
HAPPY HOLIDAYS
FROM THE
EMI/AMERICA
FAMILY
THANK YOU
RADIO
FOR YOUR
CONTINUED
SUPPORT!
# The Gavin Report

**Editor:** Ron Fell  
**Associate Editor:** Diane Rufer

## Power Trio

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Billy Joel</td>
<td>This Is The Time</td>
<td>Columbia</td>
</tr>
<tr>
<td>2.</td>
<td>Miami Sound Machine</td>
<td>Falling In Love (Uh-Oh)</td>
<td>Epic</td>
</tr>
<tr>
<td>3.</td>
<td>Linda Ronstadt &amp; James Ingram</td>
<td>Somewhere Out There</td>
<td>MCA</td>
</tr>
</tbody>
</table>

## 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 (RCA) 32 adds

## Record To Watch

**Lone Justice**  
Shelter (Geffen)

**Dropped**

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

---

## Chart Bound

**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 (Scott 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 (Scott 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...

RADIO IS HOT FOR "SHIVER".

On Your 7-Inch Deck.

www.americanradiohistory.com
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 Beasters 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: WNDN, KOIP, KDLK, KNUZ, KVMT, KJZ1, WLP, 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: KRRB, WHCH, 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.

---

**HIT FACTOR**

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

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

Research:
Diane Rufer
Ron Fell

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**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.
NORTHEAST

SPRINGFIELD, MA (WALT PINTO-WHYN) No Report, Frozen.

GREENFIELD, MA (RICHARD ARCHER-WHAI) B.Vinton, Carpenters, Jermaine J.

BANGOR, ME (FRED MILLER-WWMJ) No Report, Frozen.

PREQUIS ME (JEREMY SUMMERS-WKZX) Survivor, Glass Tgir, Kansas.

WHITE RIVER JCT, VT (CHARLIE TURNER-WKXE) No Adds.

HARTFORD, CT (DAVID BENNETT-WTIC/AM) No Report, Frozen.

WILLIAMSTON, CT (TOM NORMAN-WLNY) Carpenters, Lenton, Toto, RTFTW, Glass Tgir.

NEW LONDON, CT (DANNY O'BRIEN-WNLC) T.Turner, WILLIMANTIC, CT (EVAN EDWARD-WLNY) Carpenters, Lenton, Toto, RTFTW, Glass Tgir.

NEW HAVEN, CT (JAY MC CORMICK-WELI) Journey, Toto.

NEW YORK, NY (ARTHILLERMANSEFM) G.Abbott, Chicago, Toto.


POUGHKEEPSIE, NY (RON LYON-WBYY) 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-WITW) Miami S.M., Ocean.

JACKSON, TN (TOM BROWN-WKXJ) Journey, Toto.

NEW CASTLE, PA (PARK WEST-WKST) L.Richie.

WILMINGTON, DE (NICK SENECIA-WDEL) No Report, Frozen.

WILLIAMSON, WV (TONY WICK-WBTH) G.Abbott, Carpenters, Toto.

SOUTH


WINCHESTER, VA (FRANK MITCHELL-WINC) Journey, Survivor, Ronst & J.I., H.Lewis.

HARRISONBURG, VA (ADAM STUBBS-WOPQ) 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-WZES) Journey, T. Turn.

NORFOLK, VA (NICK ONEIL-WLTY) Pretenders, L.Richie.

LYNCHBURG, VA (BOB ABBOTT-WGOL/AM) Journey, Journey, Kansas.

WEIRTON/STEVENVILLE, WV (ANTHONY MITCHELL-WIR) Ben E. King, L.Richie, Carpenters.


GOLDSBORO, NC (ALAN HOOVER-WORQ) E. Money, T.Tuesday, Vandross, L.H.S., H.League.

ROCKY MOUNT, NC (LESLEY JORDAN-WEED) H.Lewis, El DeBarge, Journey, Boston, Toto, T.Tuesday.

SWAN QUARTER, NC (MAZIE SMITH-WHCFM) B.Vera, Journey, C.Hart, Kansas, Carpenters, Jermaine J.

ALBEMARLE, NC (RIC PATTERSON-WABZ) Lone Just., RFTW, S.Miller, T.Tuesday, Jms. Brown.


CHARLOTTE, NC (MARTY LAMBERT-WBT) Frozen.

CHARLOTTE, NC (SILL CONWAY-WECW) Journey.

NEW BERN, NC (JOEL PORTER-WSUL/AM) No Report, Frozen.

TRYON, NC (DAVID BIVENS-WWTN) Toto, Jets, C.Lauper, C.Hart.

ASHEVILLE, NC (BRIAN LEE-WSYK) T.Tuesday, Toto, Vandross, Carpenters.


CARROLLTON, GA (BOBBY DILLING-WPPI) No Report, Frozen.

ROME, GA (T.J. MOCLAIN-WKCG) No Report, Frozen.

ATHENS, GA (BRENT JOHNSON-WRFG) Journey, El DeBarge, Vandross, H.Lewis.

AUGUSTA, GA (HUMPHREYS/PATRICK-WZNY) No Report, Frozen.

ALBANY, GA (RON MANI-WALG) Frozen.


STUART, FL (GREG ARCHER-WSTU) W.Chung, Journey, C.Hart, Survivor, Carpenters, Crowned H. & J. Lewis.


TUSCALOOSA, AL (SANDER WALKER-WFFX/AM) Vandross, Toto.

HUNTSVILLE, AL (STEVE DALLAS-WHAR) Amy Grant, Device, Jermaine J., E. Lewis, K. Rogers, Juice.

GADSDEN, AL (DAVID FORD-WGAD) T. Tuesday, Toto, Jets.


VALLEY HEAD, AL (CHRIS JAMES-WORX) El DeBarge, Aretha, B. Vera, Toto.

MOBILE, AL (HYLTON/GOLDEN-WKRG/AM) J. Osborne, H. Lewis, Toto.

SELMA, AL (BOB PAYTON-WTUN) No Report, Frozen.

CLARKSVILLE, TN (MONTE HAMILTON-WZUM) No Report, Frozen.

OXFORD, MS (DAVID KELLUM-WJZM) Journey, Survivor, Carpenters.

TALLAHASSEE, FL (MIKE ROGERS-WJAZ) Journey, Survivor, Carpenters.

BIZEM, FL (BILLY ROGERS-WJAZ) Journey, Survivor, Carpenters.


ATHERTON, CA (STEVE LOCKER-KGLO) B.Vera, B. Baker, T. Tuesday.

MASON CITY, IA (HARRY ONEL/KLSS) Journey, L.Richie.

WATERLOO, IA (ROGER KELLY-WIOLO) No Adds.

CEDAR RAPIDS, IA (DENNIS GREEN-WMT/AM) Journey, Randal/S.

FOREST LAKE, MN (CATHLEEN CARY-WLXX/AM) B.Vera, Journey, H. Lewis.

CUMBERLAND, MD (BOB PAYTON-WTUN) No Report, Frozen.

MADISON, WI (TOM HUMDOREY-WLJC) Journey, Toto.

MINNEAPOLIS, MN (CHUCK KNAPP-KSTP/AM) Miami S.M., Ronst & J.L.

DULUTH, MN (DANN COLLMAN-WBCL) Journey, Journey, Toto.

ROCHESTER, MN (RICH PETERSON-KROC/AM) L.Richie, T. Turner, El DeBarge.

ROCHESTER, MN (AXELSON/MITCHELL-WKWEB) Journey, T. Turner, Kansas, Glass Tgir.

LUVERNE, MN (KEITH MAINE-KQAD) No Report, Frozen.


MARBETT, MN (CRAIG ALLEN-KQCF/AM) L.Richie, Journey, Journey, Toto, Madonna, Crowned H.

MONTEDON, MN (LOU KUNO-WZON) Journey, Journey, Toto.

MONTICELLO, MN (PAUL GIANNI-KQIJ/AM) Journey, Journey, Toto.

MINNEAPOLIS, MN (CHUCK KUNCH-KSTP/AM) Miami S.M., Ronst & J.L.


MILWAUKEE, WI (JIM KELLY-WQJ) Journey, Journey, Toto.


MIDWEST

KANSAS CITY, MO (BRENT JOHNSON-WKJO) Journey, Journey, Toto, H.Lewis.

KANSAS CITY, MO (STEVE LOCKER-KGLO) Journey, Journey, B. Baker.

ECUSSON, MO (HARRY ONEL/KLSS) Journey, Journey, H. Lewis.

WATERLOO, IA (ROGER DAVIS-WKLO) No Adds.

Cedar Rapids, IA (DENNIS GREEN-WMT/AM) Journey, Randal/S.

FOREST LAKE, MN (CATHLEEN CARY-WLXX/AM) B.Vera, Journey, H. Lewis.

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MONTEDON, MN (PAUL GIANNI-KQIJ/AM) Journey, Journey, Toto.


MILWAUKEE, WI (JIM KELLY-WQJ) Journey, Journey, Toto.
SOUTHWEST

TYLER, TX (JANIE BAKER-KTYL) Toto, Carpenters, Ruby Turner.
NACOGDOCHES, TX (KURT MANN-KTCP) Toto, J. Warnes, G. Knight.
WICHITA FALLS, TX (DAVE LANDRY-KLTL) El DeBarge, Amy Grant, Journey.
HOUSTON, TX (BRUCE NELSON-KNUZ) Pointers.
HOUSTON, TX (SCARBOROUGH-MATT-KLTRA) No Adds.
DEL RIO, TX (PAUL KELLINGER-KLKL) H. Lewis, D. Johnson, Toto.
AMARILLO, TX (BUTLER/CLARK-KPUR) RFTW, T. Tuesday, Toto, B. Vera.
ODESSA/MIDLAND, TX (JON ROHAN-KQIP) No Adds.
PHOENIX, AZ (SAM CHURCH-KKL) B. Vera, Journey, RFTW.
SEDONA, AZ (RANDY MAHANNAH-KAZM) No Report, Frozen.
GALLUP, NM (ERIC ALLEN-KKJ) J. Kortes, K. Rodgers, T. Tuesday.
BOULDER, CO (JEFFREY GOODWIN-KBOL) L. Ronstadt, Madonna.
LOVELAND, CO (LEE/MELOTTI-KLQ) G. Knight, T. Kortes, T. Tuesday.
GREELEY, CO (PLY/ELLIOTT-KISB/FM) C. Gayle, Madonna, Jermaine J. Journey, EBGT.
PUEBLO, CO (RIP AVINA-KDZA) El DeBarge, Pointers, Toto.
SALIDA, CO (CHARLES DARWIN-KVHR) Wham!, M. Manning, C. Gayle, Art & Amy.
GRAND JUNCTION, CO (PAT O'BRIANT-KIO) H. Lewis, Crusaders.
RIFLE, CO (DEAN ANGELL-KDDL) Kool/Gang, Madonna, D. Johnson, Jermaine J. Seger.
VAIL, CO (PARKER/ANDERSON-KMVT) Toto, E.L.P., H. Lewis, Jermaine J.
VAIL, CO (ERIC MARON-KREV) No Report, Frozen.
PLOWELL/CODY, WY (JERRY CLARK-KLZY) Lone Jast.
GILLETTE, WY (DENNIS SWITZER-KOLL) J. Kortes, B. Vera, Journey.
SUN VALLEY, ID (JEFFREY BALLOU-KPSI) No Report, Frozen.
GRANDE RAPIDS, MI (JIM CROSS-KORT) No Report, Frozen.
BOISE, ID (DREW HAROLD-KBOI) No Report, Frozen.
MANTU, UT (STAN ERIKSEN-KMIT) Toto, D. Johnson.

ROCKY MOUNTAIN

SIDNEY, MT (SCOTT LILLEHAG-KGCH) D. Harry, M. Manning, Toto.
HAVRE, MT (DAVID LEEDS-KQJ) Carpenters, B. Vera.
MISSOULA, MT (VERN ARGO-KYTL) Pointers, Toto.
MISSOULA, MT (RICK SANDERS-KLCY) B. Vera, Carpenters, Toto.
HAMPTON, MT (STEVE FULLERTON-KLCY/FM) Toto, Carpenters, H. Rodgers, T. Tuesday.
BOULDER, CO (JEFFREY GOODWIN-KBOL) L. Ronstadt, Madonna.
LOVELAND, CO (LEE/MELOTTI-KLQ) G. Knight, T. Kortes, T. Tuesday.
GREELEY, CO (PLY/ELLIOTT-KISB/FM) C. Gayle, Madonna, Jermaine J. Journey, EBGT.
PUEBLO, CO (RIP AVINA-KDZA) El DeBarge, J. Kortes, Journey.
SALIDA, CO (CHARLES DARWIN-KVHR) Wham!, M. Manning, C. Gayle, Art & Amy.
GRAND JUNCTION, CO (PAT O'BRIANT-KIO) H. Lewis, Crusaders.
RIFLE, CO (DEAN ANGELL-KDDL) Kool/Gang, Madonna, D. Johnson, Jermaine J. Seger.
VAIL, CO (PARKER/ANDERSON-KMVT) Toto, E.L.P., H. Lewis, Jermaine J.
VAIL, CO (ERIC MARON-KREV) No Report, Frozen.
PLOWELL/CODY, WY (JERRY CLARK-KLZY) Lone Jast.
GILLETTE, WY (DENNIS SWITZER-KOLL) J. Kortes, B. Vera, Journey.
SUN VALLEY, ID (JEFFREY BALLOU-KPSI) No Report, Frozen.
GRANDE RAPIDS, MI (JIM CROSS-KORT) No Report, Frozen.
BOISE, ID (DREW HAROLD-KBOI) No Report, Frozen.
MANTU, UT (STAN ERIKSEN-KMIT) Toto, D. Johnson.

FAR WEST

RENO, NV (JIM O'NEAL-KRNO/FM) D. Johnson, B. Vera, Journey, Kansas, Vandross.
CARSON CITY, NV (SCOTT CARSON-KPTA) Toto.
LOS ANGELES, CA (KAYE/KLEY-KST) 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. Richies, E. 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. Richies, G. Abbott, Miami S.M.
MONTEREY, CA (MICHAEL READING-KWAV/FM) E.L. & P., Glass Tig., 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 Rep't, Frozen.
LIVERMORE, CA (STACY EVERETT-KKIQ) Journey, Toto, Madonna.
SAN RAFAEL, CA (BOB CLARKE-KTIM/FM) Vandross, Toto, T.Tuesday, Device.
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 VANMMETER-KUKI) L.Ronstadt, EBTG, 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-KUC) Tuesday, Patt/Bill.
SO. LAKE TAHOE, CA (RON WEST-KOWL) T.Tuesday, H.Lewis, K.Rogers.
LAKE TAHOE, CA (BRIAN BECK-KTHO) Toto, T.Tuesday.
SACRAMENTO, CA (RON ANDREW-KHYL/FM) Vandross.
CHICO, CA (DAVE KINZIG-KPAY) Ben Orr, L.Richie.
GRASS VALLEY, CA (RICH BROCK-KNCQ) Toto, A. Murray, B.Vinton.
OROVILLE, CA (STEVE AREIDES-KORB) Tuesday, Pretenders, Jets, Toto.
BURNLEY/REDDEING, CA (JIM LEE-KARZ) Crowded H., Glass Tig., Pretenders.
SUSANVILLE, CA (HARDWAY/CLAIRG-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. EMERSON-KLOO/AM) B.Vera, Journey, Jets.
EUGENE, OR (MITCHELL/MILLER-KDKU) Journey, Kool/Gang, Ronst & J.l.
MADFORD, OR (JIM ZINN-KMFR) No Report, Frozen.
MEDFORD, OR (JOHN O'BRIEN-KYJC) Toto, Lono Just., H.Lewis, A. Murray.
KLAMATH FALLS, OR (KATIE MCGEE-KKBG) El DeBarge, Madonna, Journey, L.Richie.
AUBURN, WA (CARL SAWYER-KASY) Kansas, Toto, Jets, K.Rogers.
OAK HARBOR, WA (DAVID BOWDEN-KISD) Jets, Lone Just.
LACEY, WA (WINNIE WEATHERLY-KLDY) Aretha.
CENTRALIA, WA (JIM KNUTSON-KELA) No Report, Frozen.
KELSEY/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.-KQFD) Frozen.
ANCHORAGE, AK (GREG WILKINSON-KKLV/FM) Ben E.King, Toto, Vandross, Ruby Turner, Carpenters.

SOLDOTNA, AK (J.J. McCARNEY-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, KZIAM-Kileen, TX 12/21
Janie Baker, KYTL-Tyler, TX 12/21
Frank Zappa 12/21
Maurice & Robin Gibb 12/22
Ron West, KOWL-So. Lake Tahoe, CA 12/23
Bobby Christian, KTCL-Minneapolis, MN 12/23
Tom Holiday, KISY/FM-Pineville, LA 12/23
Kevin Haines, 92X-Columbus, OH 12/23
Mike Preston, KWS-San Jose, CA 12/24
Jay Jennings, KYK-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 12/26
Scott Tom, KGW-Portland, OR 12/27
David Perry, WVIC-Beaumont, TX 12/28
Ravi Peruman, KiOS-Concord, CA 12/28
Kandio 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, WBGB-Galesburg, IL 12/31
John Denver, Donna Summer 12/31
George Chaitas, Columbia Records 1/1
Craig Hayden, WKYO-Paducah, KY 1/1
Grandmaster Flash 1/1
Glen Helfand, The Gavin Report 1/2
Roger Miller 1/2
Stephen Stills 1/3
John McLauglin 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, KKB-Ramona Falls, OR 1/8
David Bowie, Bill Graham 1/8
Gene Harris, KKB-Klamath Falls, OR 1/9
Crystal Gayle, Joie Baez, Jimmy Page 1/9
David Grossman, WRLX-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!
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!)
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.
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 Coldman (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 Waitkus 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), Jeff Pilson and Steve Scott (KLOG).
**HOLLYWOOD by TONY RICHLAND**

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, won'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 bump 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 night 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 Antu 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 Bril 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 lighting the Xmas blais 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 hints... make that litters... of Cutty Sark, order your secretary not to 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 tip... 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 76 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 '87. 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 Dem, Charlie Rivers, Steve Dallas, Larry Barton, 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 Axelton, Liz Kiley, Jhane Kaye, Bob Heintz, 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 Antu, 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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<td>Hartford, WI</td>
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<td>Daytona, FL</td>
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"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"
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."

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

RICKY VAN SHELTON
He was raised in the foothills of the Blue Ridge Mountains of Virginia. His father was a gospel musician and his older brother played local gigs.

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.

EDDIE MONEY
He's recorded the theme song, "In This Country," for Sylvester Stallone's next picture "Over The Top." It was written by Giorgio Moroder and produced by Richie Zito.

PRETENDERS
Iggy Pop will be the opening act on their upcoming tour.

OKANES
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.
COLUMBIA RECORDS 1986.

OUR MUSIC COMES FIRST.
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 once 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 to 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 (Electronic) Media (Survey).

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?
   a) 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. It must add that this is sometimes justifiable. While it is sales' job to get spots on the air, it is the support staffs 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 Seemier, the newly appointed VP/GM of KQLL-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.
ALBUM/ALTERNATIVE

1986

ALL-STAR

BASKETBALL TEAM!

THE VETERANS

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

Jimmy Jam & Terry Lewis

THE UPSTARTS

CENTER
POW'ER FORWARD
FORWARD
POINT GUARD
SHOOTING GUARD
SIXTH MAN

Robert Cray
Bruce Hornsby
Dwight Yoakam
BoDeans
The Bangles
New Order

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

Have A Happy Holiday
And We'll See You At
The Seminar!

Kent & Peter
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 reports and the moves reflect that. The top five titles remained the same, all still very much active with little sign of waverage.

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 Pretenders (Sire) "MIRRORS" "BABY" "WRONG" "LIFE"

ROB JUNGKLAS (Manhattan-12) 

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

PRETENDERS (SIRE) "MIRRORS" "BABY" "WRONG" "LIFE"

STEVE MILLER BAND (CAPITOL) "WORLD" "NOBODY" "AIN'T"

Bruce Springsteen (Columbia) "War" "Night" "Fire" "Seeds"

ERIC CLAPTON (DUCKWARNER BROS.) "A PART" "USE" "MISS"

ROB JUNGKLAS (MANHATTAN) "SHUT"

BANGLES, JENNIFER HORNBY, STEVE WINWOOD, DENNY SEICTER

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 KCBS 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-Up, "Manic Monday" by The Bangle, "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 #36. 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

37

www.americanradiohistory.com
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
- WVTV
- KSTM
- KROQ
- WTOS
- KJET
- KABL
- KZAM
- WOXY
- KZEW
- KTCL
- WRAS
- KTTZ
- AND MORE

TO COME!
ALTERNATIVE CHART

Certified

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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 (Chameleons) "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 a certifi
d debut at #20. Andy Partridge and company will make a serious pitch for number one and it could come
ear 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. Our next reporting day
will be the first Monday in January, the 5th.

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, 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
(Upset) & We Wish You A Merry Christmas - Husker Du ( SST)

The variety of Christmas music available is bewildering, from Nat King Cole standards to Alternatives 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.

Translation

NEW MODEL ARMY (Capitol) "Hunt" "Lights"
THE THE (Epic-12) "Infected"
RED LORRY YELLOW LORRY (Homestead) "Cut"
SKINNY PUPPY (Cappitol) "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"
DISTAINED (MCA-12) "Decorum"
PETER Himmelman (Island) "Confessional"

Editor: Peter Standleish
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 BERN'S-CFNY 416-453-7452

ADDS: H'martins, Alison Moyet, Via A Vis, Pursuit of Happiness, Kraftwerk, Wire.

BOSTON, MA

O'DUPIUS/CARTER ALAN-WBON 617-266-1111


PETEERBOROUGH NH

JIN LEONARD-WMDK 603-924-7165


HANOVER, NH

BAVSAR/WACHEN-WFDR 603-646-3313


LERNER/GREENFIELD-WPAM 603-646-3966


DURHAM NH

TODD BISSON-WUNH 603-862-9877

ADDS: XTC, L.Pnk.Dots, Men They Couldn't Hang, Richard Durham. NH LERNER/GREENFIELD-WPAM 603-646-3966


BURLINGTON VT

D WYGMANS/G.P. GRiffin-WBNV 802-565-2247


MONTPELLIER VT

JOY PETERSEN-WNCS 802-223-2396


DANBURY CT

A COREY/K. WILKINS-WXCI 203-792-8566

MINNEAPOLIS-ST PAUL, MN
BOB BY CHRISTIAN-XTC 612-399-0000
BROOKINGS, SD
KEITH JAMES-KGK-FM 605-692-1490
FARGO, ND
T. BANKS G. STEELE-KQWB-FM 218-293-7900
REGINA, SK
SEGER/KING-Z93 306-332-9336
GRAND FORKS, ND
MICHAEL RIGHT-KNOX 701-775-4511
EVANSTON, IL
DAN OSBORN-WNJR 312-491-7101
CHICAGO, IL
LIBBEHAN/NWINER-WXRT 773-177-1700
ST. LOUIS, MO
TOD HABEC/KCLOSE-WMRY 618-292-2002
COLUMBUS, OH
NOLI O'NER-KWWC 314-875-7727

December 19, 1986/ithea GAVIN REPORT

42
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!

Records and Cassettes

www.americanradiohistory.com
2W | LW | TW
---|---|---
6. | 5. | 1. DAN SEAL - You Still Move Me (EMI America)  
4. | 3. | 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. | 13. | 7. RONNIE MILSAP - How Do I Turn You On (RCA)  
13. | 9. | 8. EDDIE RABBIT - 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)  
21. | 16. | 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. | 24. | 21. Judy Rodman - She Thinks That She'll Marry (MTM)  
28. | 22. | 22. DWIGHT YOAKAM - If I Don'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. | 25. RANDY TRAVIS - There's No Place Like Home (Warner Bros.)  
31. | 28. | 26. KENNY ROGERS - Twenty Years Ago (MCA/Curb)  
16. | 17. | 28. Girls Next Door - Baby I Want It (MTM)  
38. | 35. | 29. SOUTHERN PACIFIC - Kilibilly Hill (Warner Bros.)  
10. | 30. | 30. Michael Johnson - Give Me Wings (RCA)  
40. | 31. | 31. WILLIE NELSON - Partners After All (Columbia)  
39. | 32. | 32. THE WHITES - It Should Have Been Easy (MCA)  
38. | 33. | 33. THE STATLERS - Forever (Mercury)  
22. | 36. | 34. Hank Williams Jr. - Mind Your Own Business (Warner Bros./Curb)  
24. | 26. | 35. Steve Earle - Someday (MCA)  
37. | 31. | 36. JUICE NEWTON - What Can I Do With My Heart (RCA)  
29. | 37. | 37. RESTLESS HEART - I'll Be Loving You (RCA)  
15. | 30. | 38. Marie Osmond - Bad Love (MCA)  
31. | 39. | 39. JOHN ANDERSON - Countrified (Warner Bros.)  
--- | --- | 40. STEVE WARiner - Small Town Girl (MCA)

Total Reports this week 170 Last week 170

**CHARTBOUND**

JOHN SCHNEIDER - Take The Long Way Home (MCA)  
MARIE OSMOND - I Only Wanted You (Capitol/Curb)
### Recommended New Releases

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

*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 SEAL (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

### Country Summary

**To Our Gavin Country Family**

Thanks to 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.

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

Because of you, 1986 was a very good year. Best wishes for a prosperous New Year from your friends at The Gavin Report.

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

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.

Evelyn Green
Lois Smith
Cynthia Hargis
Natalie Cusenza
Joel Mosher

www.americanradiohistory.com
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 Wray
Frank Yankovic
Jenny Yates

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

<table>
<thead>
<tr>
<th>City</th>
<th>Call Letters/Owner</th>
<th>Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>WORCESTER, MA</td>
<td>(TIM TODD-WORC) R.Milsap, Hwy. 101, M.Osmond, J.Stevens</td>
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<tr>
<td>LOWELL/LAWRENCE, MA</td>
<td>(FRANK FITZ-WLLH) Juice, L. Lovett</td>
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<tr>
<td>BROCKTON, MA</td>
<td>(MARK BURNS-WCAV/FM) Ed Bruce, Juice, L.Anderson, Hwy. 101, M.Osmond</td>
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</tr>
<tr>
<td>PORTLAND, ME</td>
<td>(HAL KNIGHT-WPOR/FM) M.Osmond, Schneider, R.McDowell, J.Anderson</td>
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</tr>
<tr>
<td>NEW YORK, NY</td>
<td>(PAM GREEN-WHNY) Statlers, S.Wariner, R.Travis</td>
<td></td>
</tr>
<tr>
<td>ROME, NY</td>
<td>(JACK MORAN-WRNY) No Report, Frozen</td>
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<tr>
<td>CARLISLE, PA</td>
<td>(ANN STEVENS-WHYL) No Report, Frozen</td>
<td></td>
</tr>
<tr>
<td>PHILADELPHIA, PA</td>
<td>(BOB YOUNG-WXITU) K.Rogers, Juice</td>
<td></td>
</tr>
</tbody>
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### SOUTHEAST

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

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<tr>
<th>City</th>
<th>Call Letters/Owner</th>
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<tr>
<td>TALLADEGA, AL</td>
<td>(RICK ROBINSON-WEYY) No Report, Frozen</td>
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<tr>
<td>JASPER, AL</td>
<td>(JOHNNY ELMORE-WARF) No Report, Frozen</td>
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<tr>
<td>WINFIELD, AL</td>
<td>(DOUG THREADGILL-WEZQ) No Report, Frozen</td>
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<tr>
<td>GADSDEN, AL</td>
<td>(JIM PRUETT-WAAX) Atlanta, Statlers, K.Rogers</td>
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<tr>
<td>ALBERTVILLE, AL</td>
<td>(JEFF ALLEN-WQSB/FM) No Adds</td>
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<tr>
<td>ATMORE, AL</td>
<td>(GARY BURKETT-WSKR) Frozen, No Adds</td>
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<tr>
<td>NASHVILLE, TN</td>
<td>(ERIC MARSHALL-WSIX) Restless H, Gatlins, A.Murray, S.Wariner, Statlers</td>
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<tr>
<td>LAFOLLETTE/KNOXVILLE, TN</td>
<td>(TONY LAWSON-WOLA) K.Rogers</td>
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<tr>
<td>MEMPHIS, TN</td>
<td>(DANA HARMON-WGKX/FM) A.Murray, Juice, Restless H, Schneider</td>
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<tr>
<td>COLLINS/HATTIESBURG, MS</td>
<td>(TOM BROOKS-WKNZ) No Adds</td>
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<tr>
<td>BILOXI, MS</td>
<td>(RICK MIZE-WVM) K.Rogers, S.Wariner, Schneider, Juice, Willie N.</td>
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<tr>
<td>PASCAGOULA, MS</td>
<td>(AL PARKER-WGUD) Gatlins, S.Wariner, K.Rogers, Waylon, A.Murray, M.Osmond</td>
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<tr>
<td>LOUISVILLE, KY</td>
<td>(COYOTE CALHOUN-WAMZ) Frozen, No Adds</td>
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<tr>
<td>HARLAN, KY</td>
<td>(MIKE STANLEY-WFSR) S.Wariner, M.Osmond, Gatlins, K.Rogers</td>
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<td>PADUCAH, KY</td>
<td>(KENT KING-WKYO) No Adds</td>
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<td>CENTRAL CITY, KY</td>
<td>(BARNETT/LANE-WKYA) S.K. &amp; O., Willie N., Schneider</td>
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<td>HAMMOND, LA</td>
<td>(KEVIN CARLISLE-WFPR) Whites, Statlers, M.Osmond, Restless H, Ed Bruce, Dixie Bd.(local)</td>
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<td>ABBEVILLE, LA</td>
<td>(ANTHONY KEITH-KROF) S.Wariner, Schneider.</td>
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<td>BATON ROUGE, LA</td>
<td>(JIM WILLIAMS-WKJN) S.of Rodeo, S.Pacific, Statlers</td>
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<td>RUSTON, LA</td>
<td>(BOB DAY-KKXZ) No Report, Frozen</td>
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<tr>
<td>HOT SPRINGS, AR</td>
<td>(JIM SWANSON-KOSS) Schneider, S.Wariner, M.Osmond, J.Anderson, Juice</td>
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<tr>
<td>FAYETTEVILLE, AR</td>
<td>(TOM SLEEKER-KKX) Schneider, Hwy. 101, L.Anderson</td>
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### UPPER MIDWEST

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<tr>
<td>ROCHESTER, MN</td>
<td>(KEITH PHILLIPS-KWKK/FM) Restless H, Statlers, J.Anderson</td>
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<tr>
<td>MARSHALL, MN</td>
<td>(PAUL BACHMAN-KMHL) Restless H, M.Osmond, A.Murray, K.Rogers, Gatlins</td>
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<tr>
<td>ST.CLOUD, MN</td>
<td>(STEVE STEWART-WWJO/FM) K.Rogers, Greenwood, T.Wopat, M.Osmond, Masters, R.Crowell, G.Stroman</td>
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<tr>
<td>BRAINERD, MN</td>
<td>(TREVOR KELSON-KQBR) Frozen, No Adds</td>
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<td>YANKTON, SD</td>
<td>(BOB FLITTE-WNAX) No Report, Frozen</td>
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<tr>
<td>MITCHELL, SD</td>
<td>(KURT PHILLIPS-KM) R.McDowell</td>
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<tr>
<td>HURON, SD</td>
<td>(JEFF DYFFY-KOKO) Restless H, R.McDowell</td>
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</table>
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, 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 Daly 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-scienct.' We just try to use common sense and 'become the listener.' We definitely must be doing something right!"

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

KOLO/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

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-come sporting events like 49'er football, Sacramento Kings basketball and University of Nevada-Reno sports play-by-play.

KROW PD 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

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.

KENNY IN INDY ▼
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. ▲
MCA 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.
ABERDEEN, SD (STEVE SMALL-KKAA) Schneider, Ed Bruce, M.Osmond, A.Murray, Kendalls.

REDFIELD, SD (MYRON GRAGE-KKGD) Hwy. 101, K.T.Oslin.

RAPID CITY, SD (STEVE BLAKE-KITT) Whites, Willie N.

RAPID CITY, SD (SCOTT KEARNS-KTOQ) Juice, Restless H, S.Wariner.

WAHPETON, ND (JOHN WOLF-KBMW) K.Rogers, A.Murray, Gatlins, Hwy. 101, L.Anderson, G.Stroman.

FARGO, ND (DON ROBERTS-KFGO) Gatlins, Hwy. 101, D.Robbins, Masters, L.Childress.

FARGO, ND (SCOTT WINSTON-KVOX) 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.


MIDWEST


WATERLOO, IA (BRET DAVIS-KXEL) No Report, Frozen.

sIOUX CITY, IA (TY COOPER-KKMNS) 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 (GEORGANN HARRIS-KUSA) No Report, Frozen.

ST. JOSEPH, MO (BOB ORF-KFEO) A.Murray, Waylon, Hwy. 101, Restless H.

JOPLIN, MO (LISA ARMSTRONG-WMBH) M.Osmond, S.Wariner, Gatlins, Hwy. 101, 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-KCTR) Skaggs & J.T.

WICHITA, KS (PETE BRIER-KFH) No Report, Frozen.


CENTRAL

AKRON, OH (RICK CARDARELLI-WSLR) No Report, Frozen.

CINCINNATI, OH (DUKE HAMILTON-2BUE) Gatlins, Restless H, Juice, M.Osmond, Schneider, S.Wariner.

T.G.Brown (SAY YOU).


ELKHART, IN (GREG HARRIS-WCMR) No Report, Frozen.


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 (MARN REED-WHON) Juice, Ed Bruce, Restless H.

VINCENNES, IN (CLINT MARSH-WAOV) Juice, Schneider, S.Wariner, Ed Bruce.

SAGINAW, MI (TOMMY SOMORAY-WKCO) No Report, Frozen.

LANING, MI (WAYNE WATERS-WIT) S.of Rodeo, D.Youakim, Whites, E.Raven.


MADISON, WI (MARK HUNTER-WWOM) Frozen, No Adds.


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.

SOUTH WEST

TULSA, OK (BILL PAYNE-KTDX) Statlers, Willie N.

SHERMAN, TX (TIM STEWART-KIKM) No Report, Frozen.

TEXARKANA, TX (MARIO GARCIA-KMLA) M.Osmond, Gatlins, K.Rogers.


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.

HOU STON, TX (CAANDEA/MURRAY-KILT) R.Sessions, E.T.Conley.

PT.ARTHUR/BEAUMONT, TX (MICKEY ASH WORTH-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-KVET) E.Rabbitt, Gatlins.

AMARILLO, TX (KIM CROSS-RBO) 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 O'NEIL-KKAA) R.Milsap, C.Gayle, Gatlins.

December 19, 1986/the GAVIN REPORT
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 from "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—there was no more money," Mancini says. "His brother had better luck put him in a private room to die in comparative comfort and peace. How much 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 now worth millions."

S.O.S was formed last year to provide counselling 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 folk 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.
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!

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.)
CERTIFIED

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

CLUB NOUVEAU
Situation #9
(Warner Bros.)

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)

CHARTBOUND

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

Total Reports This Week 102 Last Week 102

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 5 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

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

www.americanradiohistory.com
UP & COMING

<table>
<thead>
<tr>
<th>Reports</th>
<th>Adds</th>
<th>Weeks</th>
<th>ARTIST &amp; TITLE</th>
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<tbody>
<tr>
<td>41</td>
<td>6</td>
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<td>RJ'S LATEST ARRIVAL - Hold On (Manhattan)</td>
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<tr>
<td>39</td>
<td>17</td>
<td>2</td>
<td>GLADYS KNIGHT &amp; THE PIPS - Send It To Me (MCA)</td>
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<td>39</td>
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<td>LUTHER INGRAM - Baby Don't Go Too Far (Profile)</td>
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<td>39</td>
<td>10</td>
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<td>SYLVESTER - Someone Like You (Warner Bros.)</td>
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<td>JESSE JOHNSON - She (I Can't Resist) (A&amp;M)</td>
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<td>35</td>
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<td>ORAN &quot;JUICE&quot; JONES - Curiosity (Def Jam/Columbia)</td>
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<td>35</td>
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<td>BOBBY WOMACK - I Want To Make Love To You (MCA)</td>
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<td>FORCE MD'S - I Wanna Know Your Name (Tommy Boy/Warner Bros.)</td>
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<td>6</td>
<td>JENNY BURTON - Do You Want It Bad Enuff (Atlantic)</td>
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<td>MADONNA - Open Your Heart (Sire/Warner Bros.)</td>
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<td>GEORGE DUKE - Good Friend (Elektra)</td>
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<td>JANICE CHRISTIE - Heat Stroke (Supertronix)</td>
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<td>MIDNIGHT STAR - Engine #9 (Solar)</td>
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<td>PHYLIS HYMAN - Living All Alone (P.J./Manhattan)</td>
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<td>JEFFREY OSBORNE - In Your Eyes (A&amp;M)</td>
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<td>BEASTIE BOYS - Paul Revere (Def Jam/Columbia)</td>
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<td>ROBBIE NEVIL - Time &amp; Temperature (A&amp;M)</td>
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<td>NAYOBE - Good Things Come To Those Who... (Fever)</td>
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<td>JAMES BROWN - How Do You Stop (Scoti Bros.)</td>
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<td>*JEAN CARNE - Everything Must Change (Omni/Antantic)</td>
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<td>*DOUG E. FRESH - Lovin' Every Minute Of It (Danya/Fantasy)</td>
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<td>*JERMAINE JACKSON - Words Into Action (Arista)</td>
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<td>KENNY G - Don't Make Me Wait For Love (Arista)</td>
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<td>REBBIE JACKSON with Robin Zander - You Send The Rain Away (Columbia)</td>
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<td>HEAVY TRAFFIC STARRING &quot;V&quot; - Jealousy (Atlantic)</td>
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<td>*TIMEX SOCIAL CLUB - Thinking About You (Reality/Fantasy)</td>
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<td>ROSE BROTHERS - Easy Love (MSS/Malaco)</td>
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<td>EGYPTIAN LOVER - The Lover (TSR)</td>
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<td>JAMES INGRAM - Never Slept So Good (Qwest)</td>
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<td>PHIL FEARON - I Can't Prove It (Cool Tempo/Chrysalis)</td>
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<td>*NAJEE - Sweet Love (EMI)</td>
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<td>*FOCUS - Zero In July (EMI)</td>
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<td>*PRINCE PHILIP MITCHELL - You're Gonna Come Back To Love (Jackson)</td>
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<td>12</td>
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<td>1</td>
<td>BOOGIE BOYS - Share My World (Capitol)</td>
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<td>2</td>
<td>ROBERT BROOKINS - Our Lives (MCA)</td>
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<tr>
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</tbody>
</table>

*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 (Atlantic Artists/PolyGram)

POTENTIAL SINGLES

STACY LATTISAW - Jump Into My Life (Motown)
RUN DMC - Tricky (Profile)
JANICE MCLAIN - 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 60% 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 requests of phone response from Don "Early" Allen, WOWI-Norfolk. It already has a Hit Factor of 48% after only two weeks being around...to be continued. RAY GOODMAN & BROWN has reports of calls from Jay Riley, WNNO-Chattanooga, from the 18-24 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, KBNB-Memphis reports the calls for BEASTIE BOYS, both sides, are "Un-Real." Then, when we heard from Dave Dickinson, WNCN-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 21 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, KBNB-Memphis and Mickey Arnold, WRDW-Augusta reported requests on it last week from all demos, and this week Duft Lindsey, HOT105-Miami called in with "monster requests for the cut all four days it's been on the air." Duft 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.BBLACKFOOT "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 output from the computer. Thanks to ALL of you who make us what we are each week! Bless you all!! 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**  

### BOSTON, MA

**SUNNY JOE WHITE-WXKS/WM**  

### NEW HAVEN, CT

**HARRIET-DICKINSON WHC**  

### PHILADELPHIA, PA

**JOHN ANTHONY-WAMO**  

### PITTSBURGH, PA

**ERIE, PA**  

### PHILADELPHIA, PA

**TINY QUARTERONE-WUSL/WM**  

### WASHINGTON, DC

**MIKE ARCHEE-WHUR**  

### BALTIMORE, MD

**KINGSTON KROMTHAL-B104**  

### BALTIMORE, MD

**ROY SAMSON-WXY-WM**  

### RICHMOND, VA

**DONNIE DEANE-WKJ**  

## SOUTH

### GREENSBORO, NC

**DOC FOSTER-WOMG**  

### CHATTANOOGA, TN

**DON CODY-WGJ**  

### FAYETTEVILLE, NC

**BAEZ/LEDESMA-WDKS**  

### FAYETTEVILLE, NC

**LYE/GREENE-BENSON-WZFX**  

### WILMINGTON, NC

**TONY GORE-JOA DIAZ-WW**  

### ASHEVILLE, NC

**CHUCK MCEKSSON-WMBJ**  

### ST. MATTHEWS, SC

**ANDY HENDERSON-WG**  

### COLUMBIA, SC

**TONY DEAN-WWDM/WM**  
UPPER MIDWEST

COLUMBUS, OH
RICK STEVENS-WCWX

COLUMBUS, OH
K.C. JONES-WKWO

CLEVELAND, OH
J. KELLY GALVIN HICKS-POWER108

CLEVELAND, OH
LYNN TOLLIVER JR-WZAK

CINCINNATI, OH
B. CASTLE/G. WEILER-WLZ

CINCINNATI, OH
STEVE HARRIS-WCIN

INDIANAPOLIS, IN
KELLY KARSON-WLTC

DETROIT, MI
MARK JACKSON-WHYT

DETROIT, MI
JAMES S. ALEXANDER-WJLB

SAGINAW, MI
DAVID ROSAS-WNWV/FM

MILWAUKEE, WI
BERNIE MILLER-WLUM

MILWAUKEE, WI
ROB HARDY-WNOV

MINNEAPOLIS, MN
PETE ROHDS-CBLS

MINNEAPOLIS, MN
M. SQUARED-KMOJ

CHICAGO, IL
MARCO SPOON-WBMX/FM

CHICAGO, IL
LEE MICHAELS-WGQ/FM

CHICAGO, IL
DEE HANDLEY-WJPG

ST. LOUIS, MO
DEL SPENCER- KATZ/FM

ST. LOUIS, MO
MIKE STRADFORD-KMJJ

NEW ORLEANS, LA
O'KELLY ROLLING-B97

MAURICE/LAFAYETTE, LA
STEPHANIE SMALLWOOD-KEKZ

LAKE CHARLES, LA
DARYL MOORE-KXZZ

WEST HELENA, AR
DELL SIMES-KCLT

SOUTHWEST

DALLAS, TX
T. AVERY/M. SPEARS-KDKA

FT. WORTH, TX
MICHELLE MADISON-KDLZ
KILLEEN, TX
BILLY JOE, JOHN-KIZ/AM
Beanie B., F.Jackson, D Train, Gap Band, Kristol, N Edition, O'Bryan,
D. Allen, Cameo, Ona Jones, Melba M., Loose Ends.
HOUSTON, TX
RATKINS/J. MICHAELS-KMIX
ADDS: Mlume, Temps, Mid Star, C. Anderson, Orig Conc., C. Stater.
Mik. Howard, Force MDs.
PT. ARTHUR, TX
DOUG DAVIS-KHYS
ADDS: 5 Tar, F. Jackson, H Hewett, C. Nouveau, Kenny G., Nayobe, Rose
Bros., Dougie Fr., Heavy D., J. Osborne, H. League, Rebbie J.,
HOT: Janet Jax., Bob. Brown, Kool/Gang, Vandross, A. Baker, Vesta
D Train, S. Murdock, G. Benson, Pointers, Cameo, El DeBarge, Kristol,
Gap Band.
HEARNE-BRYAN/C.S. TX
SEIDRICK WALKER-KRHN
ADDS: Y & People, Pieces Dr., S. Jones. HOT: Janet Jax., A. Baker, Bob.
Brown, Kool/Gang, Vesta Wms., Beannie B., Beanie B., P. Austin.
Rob. Nevil, Cameo, C. Nouveau, Ona Jones, Gap Band, F. Jackson,
D. Allen, God. E. Howard.
ENGLEWOOD-ENGLEWOOD, CO
DANNY HARRIS/ROBYN ASH-KOKO
ADDS: Millie Jax, G. Knight, Jermaine J., Jms. Brown, Focus, R. Rose
Bros., Beane B., Temps S.C., HOT: Janet Jax., Kool/Gang, Vandross,
Aretha, Grace J., Ocean, A. Baker, S. Murdock, D Train, Pointers, Kristol,
I. Hayes, G. Benson, Gap Band.
PHOENIX, AZ
EGGADDEN/THOMAS-KUQK
ADDS: T. Turner, L. Richie, Miami S.M., Melba M., HOT: RFTW, Janet Jax.,
TUCSON, AZ
BEAU RICHARDS-KHYT
ADDS: Aretha, Expose., HOT: A. Baker, Teena M., T. Turner, Jets,
E. King.
TUCSON, AZ
ROYCE BLAKE-KFXX
ADDS: Temps, G. Knight, F. Jackson, Ray & B., HOT: Aretha,
Kool/Gang, Janet Jax., Rob. Nevil, Vandross, D Train, Cameo,
RENO, NV
JEFF RYAN-KWNZ/AM
Madonna, Janet Jax., Miami S.M.

FAR WEST
LOS ANGELES, CA
LICIA TORRES-KLJH
ADDS: RJS Latst, Sylvester, Jesse Jon., Temps, G. Knight, G. Benson.
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, Kristol, Ray & 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
HOT: Janet Jax., Beanie 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-KVIS/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: RJS 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. MCCOLLUM-KHMP
ADDS: F. Jackson, Madonna, C. Nouveau, Kristol, Jermaine J. Dougie Fr.,
HOT: Janet Jax., Kool/Gang, Klymaxx, A. Baker, Vandross, RFTW,
G. Benson, Grace J., Commodores, S. Murdock.
SAN DIEGO, CA
MIKE PRESTON-KS103
ADDS: Ronst J.J., Vandross, Beanie B., HOT: J.esse/Sly, Aretha,
L. Richie, Jets, Madonna, Rob. Nevil, H. League, Ocean, N. Martinez,
Chico DeB., A. Baker, Kool/Gang, Miami S.M., RFTW.
OJAI, CA
HOWARD THOMAS-KMIX
Brown, Ocean, Aretha, B. Vera, Geo. Duke.
FRESNO, CA
BERRY/CARTER-KMIX
ADDS: Beanie B., El DeBarge, A. Baker, Nocera, Ronst J.J., 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, Beanie B., HOT: L. Richie, Kool/Gang, A. Baker, Stacy Q,
Cameo, El DeBarge, Rob. Nevil, T. Turner, Grace J., Jet, G. Abbott,
Vandross.
SAN FRANCISCO, CA
MARVIN ROBINSON-KSOI/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,
STOCKTON, CA
ROY WILLIAMS-KDOY
T. Turner, Madonna.
EUREKA/HARCATA, CA
JIM NELLY III-KXQO/ FM
HOT: Stacey Q, RFTW, Chico DeB., H. League, Aretha, Vandross,
L. Richie, Madonna, T. Turner, N. Miami S.M., Jets, Kool/Gang, Janet Jax.,
G. Abbott.
SACRAMENTO, CA
GILLETTE/COLLINS-FM
ADDS: Nocera, El DeBarge, A. Baker, Cameo, HOT: Ronst J.J., Sweet
Sen., L. Richie, Kool/Gang, Madonna, G. Knight, C. Nouveau, Bob.
Brown, RFTW, Ben E. King, Chico DeB., Rob. Nevil, G. Abbott,
Janet Jax,
SACRAMENTO, CA
DAVIDSON/WEST-KROY
Brown, J.esse/Sly, Jermaine J., M. Sweet, Cameo, Aretha, Stacey Q,
OCC Crew, J. Lorber, Nocera.
RENTON/SEATTLE, WA
FRANK BARROW-KRIZ
ADDS: G. Knight, MJs. Brown, W. Womack, Loose Ends, H. Hewett. HOT:
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: C. 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.
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 where 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 the 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 complements 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 in both sides of the industry. Air is still free, but it costs more and more to breathe it or fill it with music.
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 KLKO-Phoenix for some friendly conversation with M.D. Rick Thomas (on the right) and Asst. P.D. Robert Wideman (left).

A NIGHTMAFE 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 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): Tm 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), Jheryl 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.

the GAVIN REPORT

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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 1979/1986 (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, hell-raising 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.


Not Pictured: Jerry Boulding, Gary Donohue, Eric Norberg, Tony Richland, Terrace Mark.

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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

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