

the GAVIN REPORT

SEMINAR AGENDA UPDATE!

GLASS TIGER



ALSO: PHOTO FILE, CHINWAG,
TONY RICHLAND'S HOLLYWOOD,
JERRY BOULDING'S URBANIZING,
OREN HARARI ON MANAGEMENT

HIS PETER CETERA

"Big Mistake"

Produced by Michael Omartian

The new single from the album Solitude/So itaire



Management: Freddy DeMann/DeVann Entertainment, Inc.

BONNIE RAITT HERS

"Crime Of Passion"

Produced by Bill Payne and George Massenburg

The new single from the album Nine Lives



Management: Danny Goldberg/Ron Stone

Editor: Dave Sholin

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

MOST ADDED

2W LW TW



15.	10.	1.	MADONNA - Open Your Heart (Sire/Warner Bros.)
7.	5.	2.	Genesis - Land Of Confusion (Atlantic)
12.	8.	3.	GREGORY ABBOTT - Shake You Down (Columbia)
10.	9.	4.	ROBBIE NEVIL - C'est La Vie (Manhattan)
17.	12.	5.	BILLY VERA & THE BEATERS - At This Moment (Rhino)
13.	7.	6.	Janet Jackson - Control (A&M)
6.	4.	7.	Survivor - Is This Love (Scotti Brothers)
4.	3.	8.	Duran Duran - Notorious (Capitol)
2.	1.	9.	Bangles - Walk Like An Egyptian (Columbia)
26.	18.	10.	CHICAGO - Will You Still Love Me (Full Moon/Warner Bros.)
14.	13.	11.	GLASS TIGER - Someday (Manhattan)
23.	17.	12.	CYNDI LAUPER - Change Of Heart (Portrait)
28.	22.	13.	BOSTON - We're Ready (MCA)
20.	16.	14.	Kool & The Gang - Victory (Mercury/PolyGram)
1.	2.	15.	Wang Chung - Have Fun Tonight (Geffen)
33.	29.	16.	GEORGIA SATELLITES - Keep Your Hands To Yourself (Elektra)
--	35.	17.	BON JOVI - Livin' On A Prayer (Mercury/PolyGram)
32.	26.	18.	BENJAMIN ORR - Stay The Night (Elektra)
36.	30.	19.	JOURNEY - I'll Be Alright Without You (Columbia)
--	--	20.	HUEY LEWIS & THE NEWS - Jacob's Ladder (Chrysalis)
40.	34.	21.	LIONEL RICHIE - Ballerina Girl (Motown)
25.	24.	22.	Billy Joel - This Is The Time (Columbia)
39.	32.	23.	SAMANTHA FOX - Touch Me (I Want Your Body) (Jive/RCA)
37.	33.	24.	JETS - You Got It All (MCA)
22.	20.	25.	Miami Sound Machine - Falling In Love (Uh-oh) (Epic)
24.	23.	26.	Tina Turner - Two People (Capitol)
19.	19.	27.	Kansas - All I Wanted (MCA)
29.	27.	28.	Carly Simon - Coming Around Again (Arista)
--	40.	29.	READY FOR THE WORLD - Love You Down (MCA)
--	38.	30.	LUTHER VANDROSS - Stop To Love (Epic)
--	--	31.	EDDIE MONEY - I Wanna Go Back (Columbia)
--	--	32.	PETER GABRIEL - Big Time (Geffen)
--	--	33.	CHICO DEBARGE - Talk To Me (Motown)
16.	28.	34.	Billy Ocean - Love Is Forever (Jive/Arista)
3.	14.	35.	Bruce Hornsby & The Range - The Way It Is (RCA)
9.	11.	36.	Bruce Springsteen - War (Columbia)
--	--	37.	HUMAN LEAGUE - I Need Your Loving (Virgin/A&M)
5.	6.	38.	Pretenders - Don't Get Me Wrong (Sire/Warner Bros.)
--	--	39.	ARETHA FRANKLIN - Jimmy Lee (Arista)
21.	21.	40.	Timbuk 3 - The Future's So Bright I Gotta Wear Shades (IRS/MCA)

TOP NEW AIRPLAY

▲ BRUCE HORNSBY & THE RANGE

Mandolin Rain
(RCA)
114 Adds

BRUCE WILLIS
Respect Yourself
(Motown)
94 Adds

TOTO
Without Your Love
(Columbia)
64 Adds

CERTIFIED

HUEY LEWIS & THE NEWS
Jacob's Ladder
(Chrysalis)

EDDIE MONEY
I Wanna Go Back
(Columbia)

RECORD TO WATCH

CROWDED HOUSE



CROWDED HOUSE
Don't Dream It's Over
(Capitol)

A/C winner is beginning to attract the Top 40 crowd.

CHARTBOUND

ARTIST & TITLE	Reports	Adds	On	Chart
TOTO - Without Your Love (Columbia)	157	64	84	9
*BRUCE WILLIS - Respect Yourself (Motown)	121	94	21	6
DEAD OR ALIVE - Brand New Lover (Epic)	118	25	63	30
*BRUCE HORNSBY - Mandolin Rain (RCA)	115	115	--	--
CINDERELLA - Nobody's Fool (Mercury/PolyGram)	109	23	40	46
*Debuts in Chartbound.				

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UP & COMING

ARTIST & TITLE	Reports	Adds	On	Chart
ANN WILSON - The Best Man In The World (Capitol)	116	8	61	47
COREY HART - Can't Help Falling In Love (EMI America)	109	16	67	26
JEFF LORBER - Facts Of Love (Warner Bros.)	97	16	52	29
DON JOHNSON - Heartache Away (Epic)	92	9	54	29
BEASTIE BOYS - (You Gotta) Fight For The Right (To Party) (Def Jam /Columbia)	90	25	43	22
LINDA RONSTADT & JAMES INGRAM - Somewhere Out There (MCA)	89	26	40	23
LONE JUSTICE - Shelter (Geffen)	82	14	49	19
EIGHT SECONDS - Kiss You (When It's Dangerous) (Polydor/PolyGram)	78	8	43	27
NANCY MARTINEZ - For Tonight (Atlantic)	77	6	44	27
DEBBIE HARRY - French Kissin' (Geffen)	72	4	42	26
RIC OCASEK - True To You (Geffen)	72	9	48	15
ANITA BAKER - Caught Up In The Rapture (Elektra)	63	4	35	24
*TIL TUESDAY - Coming Up Close (Epic)	52	10	38	4
THE CITY - Walk Away (Chrysalis)	47	11	36	--
BANANARAMA - Trick Of The Night (London/PolyGram)	47	25	16	6
PAUL YOUNG - Some People (Columbia)	46	1	23	22
JESSE JOHNSON & SLY STONE - Crazy (A&M)	41	5	28	8
BOBBY BROWN - Girlfriend (MCA)	41	10	21	10
*CROWDED HOUSE - Don't Dream It's Over (Capitol)	37	24	8	5
*HOWARD JONES - All I Want (Elektra)	36	35	--	1
*EL DEBARGE - Someone (Motown)	34	10	18	6
TEENA MARIE - Lead Me On (Columbia)	34	1	33	--
STACY Q - We Connect (Atlantic)	32	7	13	12
*BILLY IDOL - Don't Need A Gun (Chrysalis)	32	26	4	2
JOHN PARR - Blame It On The Radio (Atlantic)	30	--	18	12
GRACE JONES - I'm Not Perfect (But I'm Perfect For You) (Manhattan)	29	--	22	7
BOB GELDOF - This Is The World Calling (Atlantic)	28	1	21	6
*JANET JACKSON - Let's Wait Awhile (A&M)	28	26	--	2
*CAMEO - Candy (Atlanta Artists)	26	11	9	6
*HIPSWAY - The Honeythief (Columbia)	26	26	--	--
JAMES BROWN - How Do You Stop (Scotti Bros.)	24	--	22	2
*A-ha - Cry Wolf (Warner Bros.)	23	22	1	--
*5 STAR - If I Say Yes (RCA)	20	10	4	6

*Debuts This Week

Dropped: #15-Howard Jones (YOU KNOW), #25-Ben E.King, #31-Huey Lewis & The News (HIP),
#36-Peter Cetera & Amy Grant, #37-Billy Idol, #39 -Pointer Sisters, Run DMC, Rod Stewart, Paul Simon,
Pet Shop Boys, Eric Clapton, Limited Warranty, Van Halen, Eurythmics

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Produced for James Paul Brown Entertainment by **ISINC**. Executive Producer Dana Miller.

*Yes, he's commuting.



INSIDE TOP 40 with DAVE SHOLIN

Welcome to the New Year and welcome to the new expanded version of Inside Top 40. The additional space will give me the opportunity to highlight more records that are making significant moves in certain areas. Also from time to time I'll be explaining chart methodology and commenting on issues confronting Top 40 music programmers.

1987 starts out on a strong note for **MADONNA** who becomes the first artist to snag a number one song this year. Currently at the top spot in Pittsburgh B94, Madison Z104, San Francisco KMEL, Binghamton WAAL. Also Top Five at 106X, WJXQ, WKXX, WYKS, KBEQ, KACI, KSTN, etc.

There must have been happy holidays at **BILLY VERA'S** house. When we last went to press he had a 58% hit factor, which has now risen to 88%. A long list of big jumps including KLIK 17-5, WLKI 20-7, KGOR 14-5, WKXX 17-8, WJET 24-10, WBPM 32-14, KOZE 20-2, FM104 29-18, KWES 20-4, KIMN 25-8, KWOD 21-6.



Of course some of the massive jumps we're seeing this week are due to the two-week Christmas break, but it's easy to spot the big winners, break or no break. Some very nice changes going on for **CYNDI LAUPER**, taking moves of ten places or more for Mike Preston and Robin Silva KWSS, Steve Rivers and Gene Sandbloom KIIS, Rich Stevens Z103, Ric Lippincott and Brian Kelly WYTZ, etc.

Always helps to be a triple format winner, and **JETS** are flying high in all directions. Still generating adds, they are especially hot on the West Coast at KHTZ Reno 26-13, KMEL 18-8, FM102 11-8, KWSS 21-6, KMGX 16-10...also big for KCPX 17-10, KBEQ 20-12, KAKS 30-13, WHKW 31-21, Q105 24-17, WKQB 14-7, etc.



Though the chart is still dominated by the big name acts, newcomers **GEORGIA SATELLITES** have kicked in all the way for Tony Waitekus WCIL 29-17, Danny Howard WQTU 15-2, Bruce Stevens WBBQ 24-7, Mel Snodgrass KINN 16-5, Steve Naganuma KMJK 27-18, Gary Cummings KZFN 21-8, Jack Lundy Y94, etc.

No surprise to see **HUEY LEWIS & THE NEWS** shoot up the Top 40 with another Hornsby hit...debut Top 30 at KNBQ Tacoma/Seattle, KATD San Jose/Los Gatos, Y108 Denver, KFIV Modesto, KJLS Hays, WLS Chicago, WHYT Detroit, WHHY Montgomery, Z93 Atlanta, etc.

Took awhile to build, but **PETER GABRIEL** is proving out for those who believed from the start. Airplay continues to grow, with adds at KNIN, KROC, WOAY, 98Q, KJQN, KAFX, Y106, WFBG plus key moves at WLRW 7-3, KTUF 14-4, KRQ 13-9, KEZY 25-19, KFMV 31-19, WIFC 27-21, WHNY 27-20, WPST 30-23, 95XXX, 28-21 etc.

Also joining the parade of crossovers is **LUTHER VANDROSS**, doubling his hit factor of late December and scoring a host of increases including 28-13 Q99 Burlington, 19-11 KKSS Santa Fe/Albuquerque, 33-16 KCPW Kansas City, 27-22 KNOE Monroe, 26-16 KIIS Los Angeles, 28-22 KZZK Tri-Cities, etc.



Can't hold **EDDIE MONEY** back...his second single from his latest LP is on the

way to becoming bigger than "Take Me Home Tonight". Already Top 15 for Bob Harlow KATD and Top Thirty at KKOS, OK95, Y108, KHWK, KRRG, WYDD, KKEZ, KFBD, KTXV, WLLI, KZEV, KIZZ, WPYK, etc.

Former Crossover pick **READY FOR THE WORLD** is shy of 200 reports but turning into a massive hit for those playing it. 34 adds including WJET, WIZM, KZZO, KZLS, KSTR, WIBW, WBNQ, WWSR, WWMR, KMOK, along with 5 plus moves at WHYT 30-23, WNFI 18-4, KBEQ 16-7, B106 28-22, WROQ 29-24, WKQB 23-17, etc.



First outing for **CHICO DEBARGE** is proving successful as he also joins the growing list of crossover hits. Hottest in the Southwest and Far West for the following: John Raymond KIXY 19-6, Beau Richards KHYT 3-2, Jim Scott KWES debut #16, Connie Lindell KDON, Todd Fisher KFIV 23-9, Guy Bello KWXX 33-20, etc.

Our final Record To Watch of 1986 is now nearing 100 total reports.. **RONSTADT & INGRAM** pull in 26 adds, including WKZQ, WNYZ, KHIT, KBBZ, KGRO, K106, WDEK, KRIT, WQID, KREO, KAGO, KWOD, KKBG, KHTZ, WCIL etc.

Top Ten numbers for the **BEASTIE BOYS** at KROY, KMGX, KSTN, WROQ, and adds at KSND, WPDZ, WLGA, WOAY, KKXX, KYVA, WXXQ, KQHU, etc.

It was Ron Fell who told me months ago that **CROWDED HOUSE** would become a hit...well, it's off and running. An 8% hit factor with a #1 listing at WWHB and 24 new believers, including KWSS, KATD, KQEU, WROQ, PRO/FM 3WD, Z104, KROC, KIOC, WJZQ, 94Q, 95XX, etc.

Just one more reminder about our new Top 40 deadline.. **TUESDAYS 5 PM WEST COAST TIME**...Thanks in advance for your cooperation.

Research:
Keith Zimmerman
Lisa Smith
Betty Hollars

HIT FACTOR

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

Total Reports This Week 253 Last Week 292 (12/19)

ARTIST	TITLE	LABEL	Reports	Adds	STATIONS CHARTED				Uncharted	HIT FACTOR	Weeks
					1-5	6-10	11-20	21-30			
MADONNA - Open Your Heart (Sire/Warner Bros.)			241	2	47	99	75	15	3	91%	6
HUEY LEWIS & THE NEWS - Jacob's Ladder (Chrysalis)			224	50	--	2	16	74	82	8%	3
CHICAGO - Will You Still Love Me (Full Moon/Warner Bros.)			223	15	31	36	78	48	15	65%	9
CYNDI LAUPER - Change Of Heart (Portrait)			222	4	3	37	123	49	6	73%	6
BILLY VERA & THE BEATERS - At This Moment (Rhino)			220	7	82	55	57	16	3	88%	7
BOSTON - We're Ready (MCA)			220	6	5	17	107	70	15	58%	5
BON JOVI - Livin' On A Prayer (Mercury)			214	35	7	7	54	71	40	31%	4
GENESIS - Land Of Confusion (Atlantic)			207	4	109	67	22	4	1	95%	10
GLASS TIGER - Someday (Manhattan)			203	9	36	81	56	18	3	85%	10
JOURNEY - I'll Be Alright Without You (Columbia)			201	8	1	6	27	94	65	16%	5
GREGORY ABBOTT - Shake You Down (Columbia)			198	3	113	60	18	3	1	96%	15
GEORGIA SATELLITES - Keep Your Hands To Yourself (Elektra)			196	18	10	17	56	70	25	42%	7
JANET JACKSON - Control (A&M)			195	1	75	83	26	7	3	94%	10
EDDIE MONEY - I Wanna Go Back (Columbia)			194	35	--	--	8	44	107	4%	4
LIONEL RICHIE - Ballerina Girl (Motown)			191	13	1	5	31	78	63	19%	5
ROBBIE NEVIL - C'est La Vie (Manhattan)			191	2	108	59	15	5	2	95%	13
SURVIVOR - Is This Love (Scotti Bros.)			190	--	124	48	13	5	--	97%	11
BENJAMIN ORR - Stay The Night (Elektra)			188	13	11	21	56	66	21	46%	10
THE JETS - You Got It All (MCA)			184	18	--	10	30	63	63	21%	8
KOOL & THE GANG - Victory (Mercury/PolyGram)			182	1	18	42	96	22	3	85%	10
PETER GABRIEL - Big Time (Geffen)			177	48	3	1	12	44	69	9%	7
SAMANTHA FOX - Touch Me (Jive/RCA)			164	22	12	15	35	43	37	37%	11
LUTHER VANDROSS - Stop To Love (Epic)			163	17	1	5	17	58	65	14%	8
DURAN DURAN - Notorious (Capitol)			162	--	113	43	6	--	--	100%	10
BILLY JOEL - This Is The Time (Columbia)			160	1	12	13	80	50	4	65%	7
READY FOR THE WORLD - Love You Down (MCA)			157	34	12	10	8	39	54	19%	6
TOTO - Without Your Love (Columbia)			157	64	--	--	1	8	84	--	2
MIAMI SOUND MACHINE - Falling In Love (Uh-Oh) (Epic)			156	2	10	12	84	42	6	67%	10
TINA TURNER - Two People (Capitol)			150	2	1	7	66	61	13	49%	7
HUMAN LEAGUE - I Need Your Lovin' (A&M/Virgin)			149	25	--	--	5	32	87	3%	6
CARLY SIMON - Coming Around Again (Arista)			148	2	2	9	52	61	22	42%	17
BANGLES - Walk Like An Egyptian (Columbia)			143	--	108	34	1	--	--	100%	15
ARETHA FRANKLIN - Jimmy Lee (Arista)			142	20	--	1	7	20	94	5%	6
CHICO DeBARGE - Talk To Me (Motown)			142	27	5	12	13	35	50	21%	8
KANSAS - All I Wanted (MCA)			131	6	9	22	69	18	7	76%	10
DEAD OR ALIVE - Brand New Lover (Epic)			118	25	7	2	6	15	63	12%	6
ANN WILSON - The Best Man In The World (Capitol)			116	8	--	1	10	36	61	9%	6
CINDERELLA - Nobody's Fool (Mercury/PolyGram)			109	23	2	5	15	24	40	20%	7
COREY HART - Can't Help Falling In Love (EMI America)			109	16	1	2	4	19	67	6%	5

★ ★ **EXTRA** ★ ★

EUROPE INV

The "Final Cou

FLASH: FROM EYEWITNESSES!

Reggie Blackwell, PD At WROQ In Charlotte Reports: "Currently in hot rotation and pulling Top 10 phones for the 3rd week in a row. Top 20 LP all over Charlotte. Hit!!!"

Jim Scott, PD At KWES Describes The Action In Odessa: "Like Bon Jovi and Cinderella, we played it once and the audience went crazy!!! A Solid Rock & Roll Hit!!!"

John Clay, PD At KHTZ Reports From The Frontlines In Reno: "Due to phones from the AOR I put it on 'Make it or Break it' and it won every night!!!"



The four week chart trend on this record is 29-23-19-13 with solid Top 5 requests and Top 10 album sales in town!"

★ ★ **EXTRA** ★ ★

ADES AMERICA!

ntdown” Begins

**THE CONTINENT HAS
ALREADY BEEN
CONQUERED!!**

The Final Countdown Has
Achieved #1 Status In The
Following Countries:

England	Holland
Italy	Norway
Switzerland	Finland
Portugal	Monaco
Ireland	France
West Germany	Austria
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Over 1.5 million albums sold!

Over 2 million songs sold!



**“THE INVASION CANNOT
BE DENIED”**

— AOR Radio

R&R LP Breaker
R&R Tracks Breaker
Album Network Power Cuts “Homer”
Album Network Phones – Top 5 Requests

JUST IN:

MTV – Heavy Rotation
Billboard Album Chart – 70*

☆☆☆☆☆

**“THE FINAL
COUNTDOWN”**

The Single From Europe's
Debut Album For Epic Records

NORTHEAST

HAMILTON, ON(NEVIN GRANT-CKOC) H.Lewis.
CAPE COD, MA(RANDALL/McVIE-WKPE) Bananarama, B.Hornsby, Beastie B., RFTW, 5 Star, Toto, B.Willis, A. Baker.
PROVIDENCE, RI(TOM CUDDY-PRO/FM) Toto, B.Willis, Crowded H., Janet Jax., Cameo, B.Hornsby.
KEENE, NH(BERNIE HARTNETT-WKNE/FM) H.Jones, Aretha, Lone Just., The City, B.Hornsby, Toto, T.Tuesday.
CLAREMONT, NH(BARLOW/BILODEAU-WHDQ) a-Ha, B.Willis, T.Tuesday, Stacey Q.
RUMFORD, ME(RIVERS/PERRY-WMR) Beastie B., Dead/Alive, Chico DeB., Ann Wilson, Aretha, B. Idol, B.Willis, RFTW, B.Hornsby, H.Jones.
BANGOR, ME(TONY PERKINS-WZON) Jason & S., B.Hornsby, H.Jones, B. Idol, D.Edmunds.
BURLINGTON, VT(DENA YASNER-95XXX) B.Willis, Toto, B.Hornsby, Beastie B., B. Idol, 8 Seconds, H.Jones, Crowded H..
BURLINGTON, VT(THOM RICHARDS-Q99) B.Hornsby, Bananarama, The City, 8 Seconds, RFTW, B.Willis.
WILLIMANTIC, CT(EVAN/SPENCER-WILI/FM) Jets, B.Hornsby, B. Idol, 8 Seconds, TIA.
WESTPORT, CT(STORM N. NORMAN-WEBE/FM) B.Willis, Rob.Nevil.
NEW YORK, NY(SCOTT SHANNON-Z100) Genesis, B.Willis, H.Lewis.
HAMPTON BAYS, NY(ROB POULIN-WWHB) Frozen.
SCHENECTADY, NY(JIM WALSH-3WD) B.Hornsby, P. Club, Crowded H..
KINGSTON, NY(THOM WILLIAMS-WBPM) Toto, B.Willis, T.Tuesday, Lone Just., Hipsway, H.Jones.
POUGHKEEPSIE, NY(BOB WEIL-WSPK/FM) B.Hornsby, B.Willis, S.Murdock, R.Ocasek, Toto, G.Benson.
UTICA, NY(CHRIS ANDREWS-WNYZ) Dead/Alive, Ronst & J.I, C.Hart, J.Lorber, B.Willis, B.Hornsby, Rebbie J..
UTICA, NY(LARRY WILLIAMS-WRCK) B.Hornsby, B.Willis, 5 Star, S.Murdock.
BINGHAMTON, NY(DON MORGAN-WAAL/FM) Jets, P.Gabriel, Toto.
BUFFALO, NY(ROGER CHRISTIAN-WBEN/FM) Chico DeB., Toto, B. Idol, B.Hornsby.

MID ATLANTIC

ASBURY PARK, NJ(PAT GILLEN-JLK/FM) Chico DeB., P.Gabriel, B.Willis, Aretha, Nice/Wild.
TRENTON, NJ(TOM CUNNINGHAM-WPST) B.Hornsby, Janet Jax., H.Jones.
PITTSBURGH, PA(LORI CAMPBELL-B94) Stacey Q.
PITTSBURGH, PA(McQUEEN/SHEDLOCK-WYDD) L.Richie, Chico DeB., B.Hornsby, C.Hart.
ERIE, PA(JIM COOK-WJET) RFTW, P.Gabriel, B.Willis.
ERIE, PA(BILL SHANNON-K104) P.Gabriel, a-Ha, David +, Communards, Janet Jax., Hipsway.
ALTOONA, PA(STEVE KELSEY-WFBG) Chico DeB., Aretha, P.Gabriel, Vandross.
WASHINGTON, DC(KAGHAN/DEMPESEY-B106) Aretha, P.Gabriel, Georgia S., Janet Jax., J.Lorber.
RICHMOND, VA(DAVE ALLAN-WZZR/FM) B.Willis, Sylvester, Melba M., El DeBarge.
SANFORD, NC(BILL FREEMAN-WFJA) Dead/Alive, H.League, T.Tuesday, David +, B. Idol, B.Hornsby.
DURHAM/RALEIGH, NC(CINDY WRIGHT-G105) Ann Wilson, B.Willis, B.Hornsby, L.Richie.
CHARLOTTE, NC(REGGIE BLACKWELL-WROQ) Crowded H., Madonna, Cameo, B.Hornsby, B. Idol.

FAIRMONT, NC(JOHN JAMES-WYZZ) Toto, Bob. Brown, B.Willis, R./DC Crew.
CHARLESTON, SC(ROGER GAITHER-WKQB/FM) B.Willis, Ben Orr, Nocera, P.Gabriel, Dead/Alive, B.Hornsby, Ronst & J.I, Janet Jax..
FLORENCE, SC(GREEN/BOSWELL-106X) B.Hornsby, B. Idol, H.Jones, El DeBarge.
CHERAW, SC(JAY LEWIS-WPDZ) Pretenders, Toto, Ann Wilson, R.Ocasek, B.Willis, Chico DeB., Beastie B..
MYRTLE BEACH, SC(LINDA KING-WKZQ) B.Hornsby, Jason & S., H.Jones, Cameo, Hipsway, L.Richie, Ronst & J.I.
GREENVILLE, SC(TOMMY SMITH-WANS/FM) B.Hornsby, Janet Jax., H.Jones, B.Willis, Ann Wilson.

SOUTHEAST

VIRGIN ISLANDS, PR(JONATHAN KEYES-ISLE 95) Bon Jovi, El DeBarge, Stacey Q, Bob. Brown.
ATLANTA, GA(JEFF McCARTNEY-94Q) B.Hornsby, Lone Just., B.Willis, Crowded H., R. Cray.
ROME, GA(DANNY HOWARD-WQTU) Hipsway, The City, B.Hornsby, S. Fox, Beastie B., J.Lorber, N.Martinez, Meat Loaf.
ATLANTA, GA(BOB CASE-Z93) B.Hornsby, a-Ha, J.Lorber, Cinderella, Janet Jax..
SWAINSBORO, GA(CHARLIE FRI-WGKS/FM) Dead/Alive, B.Willis, D.Edmunds, G.Benson, B.Hornsby, Bananarama, B. Idol.
VIDALIA, GA(MELODI GARRETT-98Q) Clapton, Geo.Duke, C. Chapman, B.Vera, P.Gabriel, H.Lewis, Jets, Hipsway, Toto.
AUGUSTA, GA(BRUCE STEVENS-WBBQ) Toto, B.Hornsby, B.Willis, Janet Jax., a-Ha.
FT.VALLEY/MACON, GA(NATHAN HALE-WQBZ) P.Gabriel, B.Hornsby, B. Idol, H.Jones, a-Ha, Hipsway.
HINESVILLE, GA(SHANNON WEST-WBLU) B. Idol, H.Jones, B.Hornsby, Hipsway, S.Murdock.
VALDOSTA, GA(STEVE SUTTON-WLGA) Beastie B., Aretha.
DAYTONA BEACH, FL(TONY MANN-WNFI) Kansas, Cameo, 5 Star, Chicago.
TALLAHASSEE, FL(RICH STEVENS-Z103) H.Lewis, Chicago, Journey, Uptown, P.Gabriel, Jets, Georgia S., B. Idol.
PANAMA CITY, FL(JEFF DAVIS-WPFM) S. Fox, B.Hornsby, Janet Jax., B.Willis, Crowded H..
GAINESVILLE, FL(JERI BANTA-WYKS) Janet Jax., J.Lorber, B.Hornsby, Jesse/Sly.
ORLANDO, FL(McKAY/HAYES-Y106) Chicago, P.Gabriel, Janet Jax., Mik.Howard, B.Willis, D Train, F.Jackson.
MIAMI, FL(MARK SHANDS-95INZ) B. Idol, E. Money, T.Turner.
TAMPA, FL(BOBBY RICH-Q105) Aretha, Cinderella, B.Hornsby.

SOUTH

DORA, AL(CHRIS BAILEY-WPYK) S. Fox, Bon Jovi, Cameo, B.Hornsby, Bob. Brown, Chico DeB., The City.
BIRMINGHAM, AL(PAUL DAVIS-WKXX) B.Willis, B.Hornsby, Janet Jax., P. Club, J.Lorber.
FAYETTE, AL(JOHN ANTHONY-WHKW) Dead/Alive, Toto.
MONTGOMERY, AL(BROWN/COLLINS-WHHY/FM) B.Willis, Aretha, Chicago, RFTW, Toto, Lone Just..
MOBILE, AL(MARK DAVID SAWYER-WABB/FM) Toto, B.Hornsby, Chico DeB..
HATTIESBURG, MS(DALE TAYLOR-WHSY/FM) B.Hornsby, Toto, D. Johnson, S. Fox.
LAUREL/HATTIESBURG, MS(JIM SCOTT-WNSL) H.Lewis, Jermaine J, J.Osborne, Georgia S..
BILOXI, MS(SANDI STEVENS-WQID) B.Hornsby, Ronst & J.I, B.Willis, Dead/Alive.

MCCOMB, MS(WALKER/CHAMBERS-WHNY) B.Vera, Georgia S., H.Lewis, Journey, Cinderella, Vandross, Bon Jovi, S. Fox, E.Money, Toto, C.Hart.
STARKVILLE, MS(WILLIAMS/CROCKETT-WKOR) Bon Jovi, Chico DeB., B.Hornsby, H.Jones, B.Willis, Ronst & J.I, H.League.
GLASGOW, KY(KELLY DOSSEY-WOVO/FM) H.League, Aretha, Toto, The City, Hipsway, N.Martinez.
NEW ORLEANS, LA(McGEE/ROLLING-B97) No Adds.
GOLDEN MEADOW, LA(DON GRAHAM-KBAU/FM) Georgia S., Clapton, Lone Just..
HOUMA, LA(MARK KELLY-KCIL/FM) H.Lewis, P.Gabriel, E.Money, H.League, Vandross, a-Ha, H.Jones, C.Phillips.
BATON ROUGE, LA(RICE/A.-WFMF) B.Hornsby, Vandross.
BATON ROUGE, LA(MICHAEL ADAMS-WGGZ/FM) Ben Orr, Georgia S., H.Lewis, Bon Jovi, B.Vera, G.Abbott, E.Money.
MONROE, LA(LORI CLARY-KNOE/FM) Chico DeB., C.Hart, B.Hornsby, Jermaine J, Janet Jax., H.Jones, KBC, Bananarama.

EAST CENTRAL

PINEVILLE, WV(HENRY MORGAN-WWYO) Hipsway, The City, Devic, Bob. Brown.
CHARLESTON, WV(JARVIS/ROSE-WVSR/FM) Ben Orr, RFTW, Cinderella.
OAK HILL/BECKLEY, WV(JIM MARTIN-WOAY/FM) Beastie B., Cinderella, L.Richie, Vandross, Toto, P.Gabriel, B.Willis.
COLUMBUS, OH(RICHARDS/FOXX-WNCI/FM) Glass Tigr, Jets, P.Gabriel, B.Hornsby, Bon Jovi, B.Willis, N.Martinez, E.Money.
COLUMBUS, OH(COOK/HAINES-92X) Ben Orr, P.Gabriel, B.Joel, J.Lorber, Cinderella.
CINCINNATI, OH(JIM FOX-Q102) L.Richie, Kansas, N.Martinez, E.Money, H.Lewis.
ANGOLA, IN(OSBORN/ST.JOHN-WLKI/FM) Ben Orr, Bon Jovi, Journey, T.Turner.
RICHMOND, IN(JASON ROBERTS-K96) Chico DeB., Toto, P.Gabriel, S. Fox, B.Willis, D. Johnson.
VINCENNES, IN(DANNY WAYNE-106RTB) B.Hornsby, C.Simon, H.League, Chico DeB., R./DC Crew.
TERRE HAUTE, IN(MIKE ARNETT-WPFR) David +, Clapton, Pretenders, Bruce Sp., S.Miller.
DETROIT, MI(MARK JACKSON-WHYT) Stacey Q, J.Lorber, B.Vera, H.League.
LANSING, MI(MARK MALONEY-WVIC) Madonna, Georgia S., Ocean, H.Lewis, G.Abbott, Bon Jovi, E.Money, Glass Tigr.
JACKSON/LANSING, MI(ALIX/WEBSTER-WJXQ) B.Hornsby.
GRAND RAPIDS, MI(MIKE TINNES-WKLQ) Ben Orr, Journey, Cinderella, P.Gabriel, Jets, R./DC Crew.
ALPENA, MI(DARRELL KELLEY-WHSB) Toto, David +, H.Jones, P.Gabriel, H.Lewis, RFTW.
CHEBOYGAN, MI(MICHAELS/STEVENS-WQLZ/FM) David +, Hipsway, D.Edmunds.
PETOSKEY, MI(DENNIS MARTIN-WWPZ) E.Money, Jets, Vandross, C.Hart, Aretha.

UPPER MIDWEST

DES MOINES, IA(OAKES/HALL-KDWZ) B.Willis, N.Martinez.
DES MOINES, IA(KNIGHT/SHARP-KRNQ) C.Hart, Bon Jovi, Vandross, Jets, RFTW, E.Money, Genesis.
CLEAR LAKE/MASON CTY, IA(CARLA KEIS-KZEV) H.Lewis, Aretha, Cinderella, Bananarama, B.Willis, Jets.
FT.DODGE, IA(JIM DAVIS-KKEZ) B.Hornsby.
CLARION/FT.DODGE, IA(DAVE MARSHALL-KRIT) Georgia S., B.Willis, G.Benson, 5 Star, Jason & S., Ronst & J.I, S. Fox, M.Morgan

WATERLOO/C.RAPIDS, IA(JEFF CHRISTENSON-KOKZ) Beastie B., B.Willis, RFTW, B.Hornsby, Hipsway, H.Jones.
SIoux CITY, IA(PAT PAXTON-KGLI) Vandross, Ben Orr, H.League, Toto, B.Hornsby, H.Jones.
DUBUQUE, IA(JEFF DAVIS-KLYV) B.Hornsby, RFTW.
IOWA CTY/CEDAR RAPID, IA(STEWART/NUGENT-KKRQ) Beastie B., B.Hornsby, Toto, E.Money, 8 Seconds, Bruce Sp., R.Ocasek, Ocean, H.Lewis.
DAVENPORT, IA(GYNNY O'HARA-KLIK) B.Willis, B.Hornsby, Bananarama, Chico DeB..
KENOSHA, WI(TERRY HAVEL-WJZQ) Beastie B., Chicago, Crowded H., B.Hornsby, Jason & S., Toto, B.Willis.
MILWAUKEE, WI(DENISE LAUREN-WKTI) H.League, E.Money, Bon Jovi, Eric/Tina.
MADISON, WI(JONATHAN LITTLE-Z104) Crowded H., a-Ha, B.Hornsby, Toto.
GREEN BAY, WI(KIM BFADLEIGH-WKFX) E.Money, H.League, Lone Just., Bon Jovi.
WAUSAU, WI(DUFF DAMOS-WIFC) B.Hornsby, H.Lewis, Toto, B.Willis, S. Fox.
STEVENS POINT, WI(BOULEY/STEFFEN-WSPT) B.Hornsby, Janet Jax., Dead/Alive, H.Jones, L.Richie, Jason & S..
LA CROSSE, WI(GREER/CARR-WIZM/FM) H.Lewis, Toto, Chico DeB., P.Gabriel, RFTW, Cinderella.
LA CROSSE, WI(SHEBEL/SANDERS-HIT105) B.Hornsby.
EAU CLAIRE, WI(RICK ROBERTS-WIAL) H.Lewis, Toto, S. Fox, C.Simon, C.Hart, B.Hornsby, B.Willis.
ROCHESTER, MN(BILL DAVIS-KROC/FM) P.Gabriel, B.Hornsby, B.Willis, Crowded H., H.Lewis, David +, Chico DeB., RFTW, T.Tuesday, B. Idol.
MANKATO, MN(GARVIN/McCORMICK-KDOG/FM) B.Willis, B.Hornsby, Genesis, Toto, P. Club, Hipsway.
MANKATO, MN(SEGER/KING-KEEZ/FM) B.Willis, Jason & S., Hipsway, Bananarama, H.Lewis.
ALBERT LEA, MN(PAUL JOHNSON-KCPI/FM) B.Willis, Bon Jovi, S. Fox, Ben Orr, H.Lewis, Hipsway.
ST. CLOUD, MN(BLAKE PATTON-KCLD/FM) H.Lewis, L.Richie, Hipsway, D. Johnson, Bananarama, P. Club.
YANKTON, SD(RANDY KUSSMAN-KQHU/FM) a-Ha, H.Jones, B.Hornsby, Beastie B., B.Willis, Toto, P.Gabriel, DeBurgh.
SIoux FALLS, SD(CHARLIE O'DOUGLAS-KKRC) B.Willis, C.Hart, Jets, H.Lewis.
ABERDEEN, SD(SCOTT DANIELS-KQ95) B.Hornsby, 5 Star, P. Club.
WINNER, SD(JOHN FORD-KWYR/FM) T.Tuesday, A. Baker, Beastie B., Chico DeB..
RAPID CITY, SD(SHERWYN/KALLAWAY-KKLS/FM) B.Willis.
RAPID CITY, SD(McDANIEL/AUSTIN-KGGG/FM) Journey, Glass Tigr, RFTW, Ann Wilson, Timbuk 3.
FARGO/MOORHEAD, ND(JACK LUNDY-Y94) P.Gabriel, RFTW, B.Hornsby, Cinderella, B. Idol.
GRAND FORKS, ND(NORTH/HENDRICKSON-KKXL/FM) P.Gabriel.
BISMARCK, ND(BOB BECK-KYYY/FM) B.Willis, B.Hornsby, Beastie B., Chico DeB..
MINOT, ND(RICK MORGAN-KIZZ) P.Gabriel, H.League, L.Richie, J.Lorber.
DE KALB, IL(LEW WHITE-WDEK/FM) Vandross, H.Lewis, B. Idol, Ronst & J.I, Toto, B.Willis.
JOLIET, IL(BOB WEBER-WLLI) Dead/Alive, Toto, H.Lewis, Chico DeB., P.Gabriel.
CHICAGO, IL(LIPPINCOTT/KELLY-WYTZ) Dead/Alive, Communards, Crowded H., B. Idol, L.Richie.
CHICAGO, IL(RICH McMILLAN-WLS/AM) Vandross, Toto, B.Hornsby.
FREEPORT, IL(JIM READEKER-WXXQ) Beastie B., REM, P.Gabriel, Hipsway, Cinderella.

ROCKFORD, IL(BRILL/DENT-WZOK) Beastie B., Aretha.
GALESBURG, IL(HEATH/SHAVER-WGBQ/FM) B.Hornsby, Crowded H., P. Club, H.Jones, Ben Orr, a-Ha, David +.
BLOOMINGTON, IL(JUSTIN/ROBBINS-WBNQ) B.Willis, L.Richie, RFTW, Jesse/Sly, B.Hornsby.
CHAMPAIGN, IL(McCANN/McKEIGHAN-WLRW/FM) Ronst & J.I., Beastie B., B.Hornsby, B.Willis, G.Abbott.
SPRINGFIELD, IL(GREG LAWLEY-WDBR) Janet Jax., B.Hornsby, H.Jones, B. Idol, Crowded H..
FAIRFIELD, IL(TOM LAVINE-WFIW) RFTW, E.Money, H.Lewis, P.Gabriel, H.League.
CARBONDALE, IL(TONY WAITEKUS-WCIL/FM) Kansas, Nocera, Ronst & J.I., Jason & S., Beastie B.

CENTRAL

KIRKSVILLE, MO(BILL BRIAN-KTUF) Chico DeB., B.Hornsby, Georgia S., B.Willis, Aretha, Lone Just., Hipsway, Idle Eyes, David +, Jets.
EAST PRAIRIE, MO(GREG LANDIS-KYMO) B.Vera, Toto, H.Lewis, R.Ocasek, S. Fox, Janet Jax., Chicago, Aretha, W.C.W.Crew.
KANSAS CITY, MO(PERUN/BARBER-KBEQ) Genesis, Bon Jovi, Glass Tigr, B.Willis.
JEFF CITY/COLUMBIA, MO(BRIAN MILLER-KTXY) S. Fox, H.League, B.Hornsby, Toto, Chico DeB., H.Jones.
WAYNESVILLE, MO(KEVIN BARTON-KFBD) B. Idol, Hipsway, Mel & Kim, B.Willis.
MANHATTAN, KS(WAGNER/WILSON-KQLA/FM) Jason & S., Dead/Alive, Cinderella, Hipsway, B.Hornsby, David +, a-Ha, Bon Jovi, P.Gabriel.
TOPEKA, KS(ROGER HEATON-WIBW/FM) Bon Jovi, RFTW, Georgia S., H.Lewis, Beastie B., Kansas, Cinderella.
TOPEKA, KS(KEVAN RABAT-KDVV/FM) R./DC Crew, B.Willis, P.Gabriel, B.Hornsby, Ronst & J.I., Chico DeB., E.Money.
KANSAS CITY, MO(DENE HALLAM-KCPW) Kansas.
SALINA, KS(STEVE WALL-99KG) B.Hornsby, Crowded H., R./DC Crew, B.Willis, T.Tuesday, Janet Jax., H.Jones.
HOISINGTON, KS(BIEKER/ATKINSON-KHOK) Georgia S., S. Fox, Toto, B.Hornsby, Cinderella.
HAYS, KS(JACK CREES-KJLS) B.Hornsby, Hipsway, Bob. Brown, Aretha, RFTW, P.Gabriel, E.Money.
OMAHA, NE(TOM MIKKELSEN-KGOR) Genesis, Kansas, Bon Jovi, RFTW, S. Fox, Beastie B., Cinderella, Glass Tigr, Georgia S., H.Lewis.
NORFOLK, NE(DOUG KOEHN-KNEN) A. Baker, Georgia S., B.Willis, G. Loring, El DeBarge, H.League, 8 Seconds, Dead/Alive, B.Hornsby, 5 Star.
GRAND ISLAND, NE(DEAN GORDON-KSYZ/FM) Bob Geldof, Mel & Kim, Malachi, The City, H.Lewis, J.Lorber, Toto, Idle Eyes, Ronst & J.I., Dead/Alive, B.Willis.
KEARNEY, NE(RICK JEFFREY-KQKY/FM) B.Willis, B.Hornsby, Crowded H..
McCOOK, NE(CARTWRIGHT/TAPIA-KZMC) H.Lewis, C.Hart, Toto, Bon Jovi, Crowded H., Hipsway.
EL DORADO, AR(BEN ROBBINS-KLBQ/FM) Boston, S. Fox, RFTW, Toto, Vandross, Jets.
HOT SPRINGS, AR(J. HARVEY-KLAZ) Toto, Crowded H..
SEARCY, AR(JIM DONNELLY-KSER/FM) D. Johnson, P.Gabriel, C.Hart, Cameo.
LITTLE ROCK, AR(MARK MC CAIN-KKYK) RFTW, H.Lewis, Glass Tigr.
HARRISON, AR(MARY FLEENOR-KHOZ) P. Young, H.League, C.Hart, R.Stewart, R.Ocasek.
FAYETTEVILLE, AR(ALAN/FISK-KKEG) C.Lauper, David +, Bananarama, Ben Orr, P.Gabriel.

SOUTHWEST

LAWTON, OK(GARY MITCHELL-KMGZ) Chico DeB., RFTW, P.Gabriel, H.Lewis, B.Willis, Dead/Alive, Toto.
LONGVIEW, TX(ROBERTS/FULGHAM-KKTX) 5 Star, Communards, Crowded H., Nu Shooz.
TYLER, TX(DAVE GOLDMAN-KEYP) Bon Jovi, H.Jones, Toto, C.Hart, B.Willis.

LUFKIN, TX(ERNIE BROWN-KAFX) Bon Jovi, S. Fox, H.League, P.Gabriel, Georgia S., Jesse/Sly.
DALLAS, TX(CHUCK BECK-Y95) Boston, Cinderella.
WICHITA FALLS, TX(BRENDA KAY-KNIN/FM) H.Jones, B.Willis, P.Gabriel, RFTW.
SAN ANGELO, TX(JOHN RAYMOND-KIXY/FM) B. Idol, Vandross, B.Hornsby, Toto, K.Rogers, J.Lorber, P.Gabriel.
HOUSTON, TX(LANDER/HAMILTON-93Q) Georgia S., Cinderella, B.Hornsby, H.Jones.
BEAUMONT, TX(MacMURPHY/ROBERTS-K106) Toto, B.Willis, Ronst & J.I., Beastie B., Crowded H..
BRYAN, TX(RICK WOODSELL-KKYS) B.Hornsby, Hipsway.
LAREDO, TX(KIRK DAVIDSON-KRRG) D.Henley, a-Ha, B.Hornsby, Mid. Star.
WESLACO, TX(ANNA DeHARO-KRGV) RFTW, Dead/Alive, El DeBarge, Glass Tigr.
DEL RIO, TX(DON WAYNE-KTDR/FM) Bon Jovi, Stacey Q, J.Lorber, Toto, E.Money, Dead/Alive, R.Ocasek.
PAMPA, TX(MIKE KNEISL-KGRO) Bob. Brown, B.Willis, Ronst & J.I., The City.
AMARILLO, TX(PETER STEWART-KAKS/FM) RFTW, Chico DeB., H.League, Pet Shop, Beastie B., Ann Wilson, P.Gabriel.
ABILENE, TX(KELLY JAYE-KEYJ) No Adds.
ODESSA/MIDLAND, TX(JIM SCOTT-KWES/FM) Ronst & J.I., E.Money, El DeBarge, 8 Seconds.
TUCSON, AZ(GILLIE/JOHNSON-KRQ) H.Lewis, N.Martinez, B.Willis, Bananarama, Janet Jax..
TUCSON, AZ(BEAU RICHARDS-KHYT) L.Cardenas, Bon Jovi, B.Hornsby, Mik.Howard, B.Willis.
SANTA FE/ALBUQUERQUE, NM(RICH BAILEY-KKSS/FM) Jets, Dead/Alive, Chicago.
CLOVIS, NM(FRED LYNN-KZZO/FM) RFTW, T.Tuesday, Cinderella.
ALAMOGORDO, NM(LaDONA HADLEY-KINN/FM) Miami S.M., B.Hornsby, B. Idol, Bananarama.

ROCKY MOUNTAIN

BILLINGS, MT(CHARLIE FOX-KYYA) Beastie B., E.Money, Chico DeB., B.Hornsby, Toto, B. Idol, Crowded H., Janet Jax., B.Willis.
BILLINGS, MT(DAVE WEISSMAN-KZLS) L.Richie, H.Lewis, Toto, Jets, RFTW.
KALISPELL, MT(BARRY BENNETT-KBBZ/FM) C.Hart, Ronst & J.I., Bananarama, El DeBarge.
DENVER, CO(RANDY JAY-KIMN) C.Lauper, E.Money, B.Hornsby.
DENVER, CO(DOM TESTA-Y108) No Adds.
DENVER, CO(DOUG ERICKSON-KPKE) Toto, P.Gabriel, Chico DeB., B.Willis.
WINDSOR, CO(FRANSEN/WEBER-KUAD/FM) H.Lewis, Bon Jovi, P.Gabriel, Ann Wilson, L.Richie, S. Fox.
GRAND JUNCTION, CO(DARREN TAYLOR-K-STAR) H.Lewis, P.Gabriel, RFTW, Toto, H.League, D. Harry, J.Lorber, Lone Just., R.Ocasek, T.Tuesday.
CODY, WY(J.D. DANIELS-KTAG) Miami S.M., S. Fox, Bananarama, Limited W., H.Lewis.
CASPER, WY(KELLY GORDON-KTRS) RFTW, B.Hornsby, H.Jones, Bananarama, Jesse/Sly.
LEWISTON, ID(JAY MCCALL-KOZE) B.Willis, Aretha, Lone Just., a-Ha, B.Hornsby, David +, B. Idol, Bananarama.
LEWISTON, ID(JERRY JOLLEY-KMOK) Bon Jovi, Chico DeB., RFTW, Ronst & J.I., 8 Seconds, R.Ocasek, Toto, Bananarama, B.Hornsby.
BOISE, ID(TOM EVANS-KIYS) Europe, B.Willis, Janet Jax., B.Hornsby, El DeBarge, a-Ha.
MOSCOW, ID(GARY CUMMINGS-KZFN) Europe, a-Ha, B. Idol, B.Hornsby, Crowded H., Bob. Brown, R.Ocasek.
SALT LAKE CITY, UT(STONE/SMITH-KCPX/FM) B.Willis, H.Jones, B.Hornsby.
LOGAN, UT(JAY HALL-KBLQ) Vandross, H.Jones.
LOGAN, UT(TIM WEST-KVFM) Cinderella, Bananarama, B.Hornsby.
OGDEN, UT(PAUL WILSON-KJQ) Aretha, P.Gabriel, Beastie B., Cinderella, Bon Jovi, Device, H.Lewis, Journey, D. Harry, S. Fox, Ronst & J.I., H.Jones.

PROVO/SALT LAKE CITY, UT(GINA SHURTS-KFMY) L.Richie, Communards, E. Money, a-Ha, H. Jones, B.Hornsby, P. Club, B.Willis, Lone Just., F.Goes To, Crowded H., Expose, Cutting Crew, Status Quo.

FAR WEST

LAKE TAHOE/RENO, NV(MICKEY LEES-KLKT) Bob. Brown, H.Lewis, Toto, Vandross, G.Knight, D. Harry.
RENO, NV(JEFF RYAN-KWNZ/FM) P.Gabriel, C.Hart, Chicago.
RENO, NV(CLAY/THE NINJA-KHTZ/FM) Sweet Sen., E.Money, Ronst & J.I, M.Mereen.
LOS ANGELES, CA(STEVE RIVERS-KIIS/FM) Cameo, B.Hornsby, B.Willis, Janet Jax..
CARLSBAD, CA(CLARK NOVAK-KKOS/FM) L.Richie, Bananarama, H.Jones, a-Ha, Bob. Brown.
SAN BERNARDINO, CA(SHAWN DEMORY-KGGI) B.Willis, El DeBarge, Uptown, Mel & Kim, Rob.Nevil, Jets, Sweet Sen., Commodores.
ANAHEIM, CA(MICHELLE DODD-KEZY) No Adds.
BAKERSFIELD, CA(DARRYL ST.JAMES-KKXX/FM) B.Vera, Bon Jovi, Kool/Gang, E.Money, H.Lewis, Chicago, Glass Tigr, Boston, C.Lauper, Ben Orr, Beastie B..
SAN LUIS OBISPO, CA(DAVE ALLEN-KSLY/FM) Dead/Alive, Toto, B.Willis.
LOMPOC/SANTA MARIA, CA(JACKSON/SCOTT-KRQK/FM) Boston, Bananarama, H.Lewis, Bon Jovi, Jets, E.Money, Vandross.
FRESNO, CA(JEFF DAVIS-KYNO) Dead/Alive, Bob. Brown, Bon Jovi, 5 Star.
FRESNO, CA(BERRY/CARTER-KMGX) L.Richie, Bon Jovi, H.Lewis, Boston, B.Willis, Toto.
MONTEREY/SALINAS, CA(CONNIE LINDELL-KDON/FM) E.Money, Bananarama, Nocera, Sweet Sen..
SAN FRANCISCO, CA(RICHARD SANDS-KITS/FM) Glass Tigr, H.Lewis.
SAN FRANCISCO, CA(KEITH NAFTALY-KMEL) Janet Jax., 5 Star, Mel & Kim, Bon Jovi, H.League, Aretha, Chicago.
NAPA, CA(JEFFREY/DeFESI-KVYN/FM) B.Willis, RFTW, H.League, The City, Hipsway.
SAN JOSE/LOS GATOS, CA(HARLOW/WEINSTEIN-KATD/FM) Ben Orr, Janet Jax., Ronst & J.I, Nocera, B.Willis, Toto, Crowded H..
SAN JOSE, CA(PRESTON/SILVA-KWSS) Georgia S., Cameo, Janet Jax., B.Willis, B.Hornsby, Crowded H..
STOCKTON, CA(R.WMS./BISHOFBERGER-KJOY) B.Willis, El DeBarge, B.Hornsby, H.League, Bananarama.
STOCKTON, CA(JOHN HAMPTON-KSTN) P.Gabriel, Mik.Howard, Expose, TIA, Chicago, Hipsway.
MODESTO/STOCKTON, CA(DAVID KRAHAM-FM104) B.Willis, B.Hornsby, Aretha, Vandross.
MODESTO, CA(FISHER/EDWARDS-KFIV/FM) B.Hornsby, E.Money, Mel & Kim, Janet Jax., C.Lauper, Bon Jovi, J.J.& W.H., Ronst & J.I, Chicago, Stacey Q, Dead/Alive, 5 Star.
SANTA ROSA, CA(MIKE O'BRIEN-KREO) Bananarama, RFTW, E.Money, Janet Jax., A. Baker, Ronst & J.I, Stacey Q, J.Lorber, D. Harry, Bon Jovi.
EUREKA, CA(KNIGHT/THOMAS-KFMI) P.Gabriel, H.Lewis, Toto, B.Hornsby, The City, Hipsway, H.Jones.
SACRAMENTO, CA(CHRIS COLLINS-FM102) B.Vera, Ben Orr, B.Willis, T.Tuesday, H.League, B.Hornsby.
SACRAMENTO, CA(WEST/DAVIDSON-KROY) Jets, S. Fox, Shakes, Expose, Mel & Kim, Madonna.
SACRAMENTO, CA("MR.ED" LAMBERT-KWOD) H.Lewis, Cinderella, Ronst & J.I, B.Willis.
REDDING, CA(KAHL/CARPENTER-KEWB) L.Richie, Journey, H.League.
MT. SHASTA, CA(FRED GERDING-KWSD) B.Hornsby, E.Money, H.Lewis, L.Richie, Toto.
HILO, HI(GUY W. BELLO-KWXX) E.Money, Cinderella, B.Willis, Communards, Toto.
HILO, HI(DANNY AUSTIN-KKBG) H.League, Chico DeB., H.Lewis, Ronst & J.I, Toto, B.Willis, Carpenters, B.Hornsby.

NORTHWEST

THE DALLES, OR(ED ROSS-KACI) B.Willis, B.Hornsby, Bananarama.
SEASIDE, OR(CHRIS CONWAY-KSWB) H.League, E.Money, P.Gabriel, D. Johnson.
PORTLAND, OR(NAGANUMA/BADZIK-KMJK) B.Hornsby, E.Money, RFTW.
ALBANY/CORVALLIS, OR(SHANNON/RYAN-KIQY) H.Jones, Dead/Alive, B.Hornsby, a-Ha.
EUGENE, OR(SHAKES/HYATT-KSND/FM) Bananarama, B.Hornsby, Beastie B..
COOS BAY, OR(BOB SHANNON-KHSN) Bon Jovi, P.Gabriel, E.Money, Aretha, D. Johnson, Toto, J.Lorber.
MEDFORD, OR(R.CHARLES SNYDER-KTMT) B.Hornsby, a-Ha, B. Idol, Teena M..
GRANTS PASS, OR(CHARLIE KIRK-KFMJ) Ronst & J.I, B.Willis, H.Lewis.
KLAMATH FALLS, OR(MIKE METZGER-KAGO/FM) Outlaws, B.Hornsby, Bananarama, Cameo, Ronst & J.I.
SEATTLE, WA(WEED/MATTHEWS-KHIT) Lone Just., Cameo, H.League, B.Willis, Ronst & J.I, Pretenders, J.Lorber, Cinderella, B.Hornsby, E.Money.
SEATTLE, WA(WENDY CHRISTOPHER-KUBE/FM) Georgia S., S. Fox, Bon Jovi, H.Lewis, Chicago, B.Willis, Jets, D. Johnson, B.Hornsby, Toto, Dead/Alive, a-Ha.
TACOMA/SEATTLE, WA(SANDY LOUIE-KNBQ/FM) B.Willis, C.Hart, Journey, Ann Wilson, Bon Jovi, Whitney, E.Money, Georgia S., Toto.
OLYMPIA, WA(KEN PAIGE-KQEU) D. Johnson, H.Lewis, Vandross, Toto, Crowded H..
ABERDEEN, WA(RHYS DAVIS-KDUX) 8 Seconds, S. Fox, Chicago.
CHEHALIS, WA(ROGER DALE-KITI) Bon Jovi, C.Hart, E.Money, H.Lewis, B.Willis, El DeBarge, Toto.
LONGVIEW, WA(BOB HART-KLYK) E.Money, Lone Just., D. Johnson, Ben Orr, P.Gabriel, The City.
YAKIMA, WA(KEVIN JAMES-KZHR) N.Martinez, Dead/Alive, Jesse/Sly.
SPOKANE, WA(JOHN LANGAN-KZZU/FM) Pretenders, a-Ha, Dead/Alive, B.Hornsby, Lone Just., P. Cetera.
TRI CITIES, WA(JOHN PURDY-OK95) B. Idol, B.Willis, B.Hornsby, a-Ha, Janet Jax., RFTW, D.Edmunds, Cameo, Europe.
TRI CITIES/KENNEWICK, WA(CHUCK MATHESON-KHWK/FM) H.Jones, Hipsway, David +, Clapton, B.Hornsby.
TRI-CITIES, WA(JONATHAN WALKER-KZZK) a-Ha, G.Benson, B.Hornsby, P.Gabriel.
VANCOUVER, BC(SHANNON/RUSSELL-LG73) Boston, Chicago, Dead/Alive, Toto, B.Willis, Triumph, Idle Eyes.
ANCHORAGE, AK(J.D. CHANDLER-KGOT) B.Willis, B.Hornsby.

WELCOME To Our New TOP 40 Corresspondents:

Chuck Beck, **KHYI (Y95) RADIO**, 2216 S. Cooper Street, Arlington (Dallas), TX 76013 (817)265-3101

Johathan Keyes, **WJKC (ISLE 95) RADIO** - #V-2 Caravelle Arcade, Saint Croix, VI 00820 (809)773-0995

Don Graham, **KBAU/FM RADIO** - P.O. Box 726 - Golden Meadow, LA 70357 (504)475-5141

John Ford, **KWYR/FM RADIO** - P.O. Box 491 - Winner, SD 57580 (605)842-3693

WE'RE STILL HERE! (are you?)

Welcome back, party animals! You've just received your first surprise of 1987: This column hasn't been cancelled! In fact, although we went into the season as a free agent, we've been picked up for another thirteen weeks. After that...who knows? It depends on the old Achilles tendon. The one in our typewriter.

But for now, we're back and we're loud, and we're looking forward to hunkering down over our ancient IBM Model C to bring you more bunches of stuff you won't find anywhere else. Furthermore, we have major plans for our thirteen-week renewal period. You'll be reading exclusive material, ranging all the way from an in-depth biography of DEE DEE SHARP and the hidden message of "Mashed Potato Time" to the REAL truth about 84-year-old Joan Collins' divorce from her 19-year-old semi-husband. You'll see stories about Jagger's lips, Fell's hair, Sinatra's intestines (and where they are now that they've been removed), and you'll hear about the upcoming Billy Joel-Christie Brinkley baby. (Here's an advance on THAT story: We've seen the sonograms, and the kid has HIS looks and HER brains. Draw your own conclusions.)

What we're trying to say here is that if you miss this space, you'll have to rely on CHINWAG for your inside dope, and THEIR last exclusive had something to do with the Singing Nun.

We'd like to tell you a bit about our Xmas/New Year's holiday. It lived down to the usual expectations, as the season began with our annual search for a Christmas tree for something under the price of dinner for nine with Scott Shannon and four of his flunkies. Not to be found. We wheeled and dealt with the "out-of-work filmmaker" running the lot on our corner (Hollywood and Vine), and came up on the short end: Sixty bucks was the best we could do for a shriveled old bunch of branches. When we expressed shock, we were greeted by such Yuletidish terms as "hairball," "slimeface" and "dogbreath." We bought the tree with our last peso, and had to hang old Clyde McPhatter 45s on it because we couldn't afford any other decorations.

On Christmas Eve, the family gathered around to watch our tape of the Perry Como Christmas Special. Feeling the music was a mite too corny, we turned down the sound and pumped our "ZANFIR: MASTER OF THE PAN FLUTE" LP over our expensive sound system. Our wife Rosemary served the progeny some fabulous canapes, and, while nibbling frozen-squid-on-a-Triscuit treats, we reminisced on what a great '86 it was. Arms sales to Iran, Sean and Madonna separation rumors, Linda Evans' new hair, Phil Collins' diet, Hands Across Yankton, and a myriad of other subjects were banded about, and a medium time was had by all.

Xmas morning brought the traditional exchange

of gifts, and we were thrilled when one of our daughters presented us with a boxed CD collection of THE BEST OF LULU. Being very much against the slaughter of innocent animals, we gave Rosemary a winter coat made of sewn-together Record World Annuals and eight-by-ten glossies of the Statler Brothers. It was a helluva day...how could it NOT have been, with Slim Whitman on the tape deck, our mother complaining about why we never married a nice Jewish girl and three toilets backing up simultaneously during dinner?

New Year's Eve has always been kind of special around our house. Firstly, it's the eve of our wife's birthday. Secondly, it's the eve of our wife's birthday. And thirdly, it's the eve of our wife's birthday. We don't like anything else about it, which is what makes it kind of special. Little things about New Year's Eve bother us. We are not thrilled with the idea of driving down to the Safeway for our annual bottle of lemon-flavored Perrier and running into Sheila Chlanda careening wildly up the street in her BMW, having partaken of three ounces of Miller's Lite. It's just too dangerous. We also don't like the price increases on that night. Why the Miles Davis concert at the Universal Amphitheatre cost us 20 bucks a pop December 30th, and when we decided to go back New Year's Eve, the same seats were going for a C-note...justified by the house because we each received a twelve-cent noisemaker. Not only that, but Miles didn't face the audience EITHER night. They should have charged the stagehands he DID face the hundred big ones! But what the hell, it was New Year' Eve, and what's money? (I'll tell you what money is...but not now.)

On New Year's morning, we settled in to enjoy the aforementioned wife's 29th birthday. We shared the occasion with our kids, who once again were amazed that they'd been born before their mother. These things are difficult to explain to children. We calmed them down by sticking our RUN DMC LP on the turntable and promising them Lime Spiders posters. At one point, a mild family argument ensued, climaxed by our son-in-law tossing THE FRUITCAKE at our head. The resulting concussion was, fortunately a mild one. The family walked us around to make sure we remained conscious, and he only did it because we referred to Reagan as "Old Turkey Neck." Damn! We mean that as a compliment.

We're sort of glad the holiday season is over. It's nice to get back to work doing what we do best: taking you PDs and MDs to lunch. And this may sound a bit strange, but listen: We toast you, we wish you a healthy and prosperous 1987, and we thank you for getting this far down the page.

Be good to each other--who knows how many other chances you'll get? ●

PHOTO FILE

by LISA SMITH and BETTY HOLLARS



MONKEE MANIA ◀

Before a concert in Providence, RI, two of the original Monkees stopped by PRO-FM for a "Listener Party." From left: Tom Cuddy (P.D., PRO-FM), Micky Dolenz, Lisa Cuddy (Tom's wife) and Peter Tork.

PINNED BY MISS U.S.A. ▼

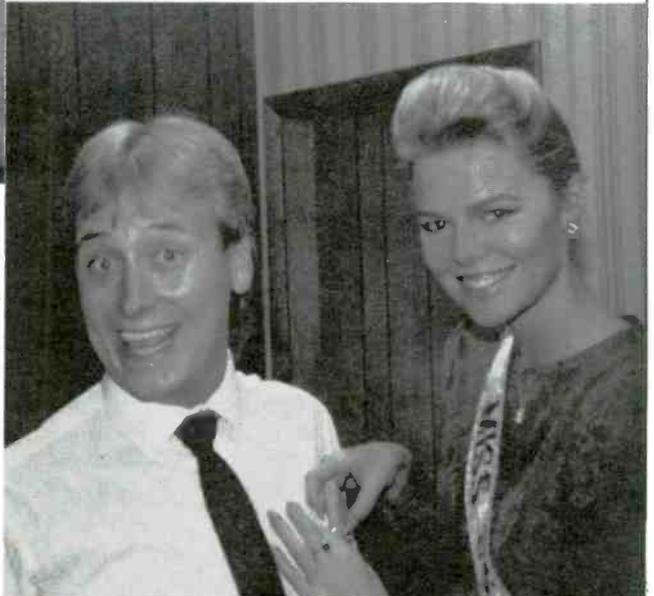
While in town on a promotional visit, Christy Fichtner, Miss U.S.A., stopped by KGRO-Pampa, TX, for an on-air interview with P.D. Mike Kniel. While there, Christy pinned Mike with a Love Bug pin. From the look on his face, Mikey liked it!



BIRTHDAY BASH BUDDIES ◀

Elliot Goldman, RCA/Ariola President and CEO, is pictured here with Eurythmics' Dave Stewart. Goldman had stopped by Dave's post concert birthday party at New York's Indochine.

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



NO, I WON'T SHED A TEAR ▶

Twenty-five years after its first release, Ben E. King's "Stand By Me" finally got made into a music video. Shown in at the video shoot in Hollywood are (from left - standing) Tom Andrews (Columbia Pictures), Paul Cooper (Atlantic), Bones Howe (Columbia Pictures), Doug Morris (Atlantic), Fred Bernstein (Columbia Pictures) and Nigel Dick (video director). From left - seated: River Phoenix (actor), Ben E. King and Wil Wheaton (actor).



CHINWAG

by Keith Zimmerman, Kent Zimmerman, and Joe Belden



While the rest of America is waiting for **Ed McMahon** to give them their ten million clams, many of you are facing radio's seasonal sweepstakes--the **Arbitrons**. Early returns from both coasts include lots of good news for **Emmis Broadcasting's** Urban outlets: **POWER106** edged out **KIIS-FM** to become number one in Los Angeles after just three books, and newly-acquired **HOT103** debuted strongly with a 3.1 in New York (all figures are 12+, Mon.-Fri.). "We're just real excited," says Emmis president **Jeff Smulyan**. "I think the key is having the right people in both places who have a good sense of their audience and are able to tailor their stations to their markets." **POWER106** PD **Jeff Wyatt** agrees that the vital component is "a constant focus on the audience-- giving them a sense that we're in it for them." The station was also able to broaden its previously heavily teen-skewed demographics, coming in number one among 18-34s with a 9.2, while **KIIS** dropped from a 9.8 to an 8.7. Wyatt's observation: "**Bon Jovi** sounds pretty irritating the first time you hear it at six in the morning, but after six months, it's like **James Taylor**. I think our perception has softened among older listeners."

Under new PD **Steve Rivers**, **KIIS** has already adjusted its mix to appeal to **POWER106** listeners, leaving a format hole for a straight-ahead Top 40. All this comes at a time of renewed speculation over the future of **Z-100's Scott Shannon**, who has been rumored headed west to take **KZLA** Top 40 ever since **Mairite** acquired the property over a year ago. "That would really put **KIIS** between a rock and a hard place," notes Wyatt.

Shannon, however, is currently the king of New York, as **Z-100** maintained its domination of rival **WPLJ** and all other comers. The Fall book showed **Z100** in first place for the fourth time in a row, with a 5.8, compared to a 5.1 for rival **WPLJ**, putting **Larry Berger & Co.** in a second-place tie with Urban **WRKS**. Other Big Apple winners include **Viacom's WLTW**, which rebounded to a 4.2 while its **A/C** rivals dropped. **WXRK** held steady at a 4.1, although morning madman **Howard Stern** dropped from first to fourth in his time period. **Shannon**, whose Morning Zoo was in second place behind all-news **WINS**, says he was very impressed by **Emmis's** showing with **HOT103**. "Our research shows them making good progress--this won't be the end of it, either." Of his own plans, **Scott** says, "I'm in contract negotiations now, so there are bound to be rumors. But I like the people I'm working with." He says he expects to announce within a week or so who will replace afternoon driver **Shadow Stevens**, now programming **B97-New Orleans**. Rumored front-runner is **Steve Kingston** from **B104-Baltimore**.

In Los Angeles, the big movement was in album radio, where dinosaur rock **KLSX** (former **KHTZ/KBZT**) jumped 1.5-3.1, while **KLOS** dropped 3.7-2.3 and **KMET** also slipped into the upper ones. Newly-named **KLSX PD Tom Yates** says he's well aware of the burnout factor that has seen other classic rock stations zoom up and then down. "We are not a museum," he insists. "I came in knowing the potential for dropoff. We have a long-term evolutionary game plan. Like the trilobites, we could evolve several different ways." Despite the difference in formats, **Yates** says his station has one thing in common with **POWER106**: "You wouldn't believe how we listen to our audience." King of the Album hill is **KROQ**, where PD **Rick Carroll** says his secret is simple: consistency. "I've been here for eight years, and some of my air staff have been here almost as long. **KLOS** and **KMET** have had so many on-air changes that you don't know who you're going to hear from one week to the next." Other changes may be in the offing, with **KLOS** rumored for Top 40 and **KMET** to a more contemporary sound. With **Infinity's** bucks now behind him, **Carroll** now says his future looks so bright he's wearing **Vuarnets**.

Mike Schaefer, former PD at **KIIS**, is now a bystander in the ratings war, but in the thick of the action as West Coast Promotion Manager for **Virgin Records**. "It was really a sense of deja vu," he told *Chinwag*. "Walking in here, I sensed the same excitement I felt when I first walked into **KIIS**. This is a new company that's already a big deal." A flurry of **Virgin** press releases summarizes these recent enlistees in the British Invasion: **Mark Williams**, director of artist development, **Irls Dillon**, director of national alternative promotion, **Jonathan Lieberman**, artist development/East Coast, **Nancy Jeffries**, VP/A&R and **Michael Plen**, VP/Field Promotion.

Lee Michaels, new program director at **KMEL-San Francisco**, says his jump from Urban to Top 40 is not such a huge leap, particularly in an ethnically diverse market like the Bay Area. "San Francisco is a melting pot," says the former **WGCI-Chicago** PD, "You have to be sensitive to blacks, whites, Hispanics and Asians. I've worked in Los Angeles, Houston and New York-- and this is my third trip to San Francisco, so it was a natural." **Lee** says he'll really miss Chicago--"I like to ski"--but couldn't pass up a chance to work at **KMEL**. "It's opened up a lot of opportunities for me," he says.

WZON-Bangor, ME, finally owns up to being an Album Rock station. PD **John Marshall** informs us that, as of next week, he'll be

reporting as an Album station. **WZON's** owner, horrormeister **Stephen King**, continues to contribute his input, pecking away at his word processor to the strains of **AC/DC**. What, no "Stand By Me"?

Radi-O-Rama: New lineup at **KHIT-San Francisco** has **Maureen Matthews** as fulltime MD; **Howard Hoffman** from **KMEL-San Francisco** on mornings with "Coach" **Keven Calabro** of **KCMO-K.C.** **Joe Dawson** from **WBBM-Chicago** handles middays, with **John Frost** from **KHTR-St. Louis** on afternoons and **Dave Fuller** of **WCZY-Detroit** eves...**Bobby Christian** exits as PD at **KTCZ-Minneapolis** ...**JJ McKay** and **Christian Paul** take over **Elliot & Woodside's** old morning slot at **Q107-Washington, DC**...**Steve Naganuma** upped to PD at **Portland's KMJK**...**Bruce Gilbert** from MD to PD at **KBIU-Lake Charles, LA**, as **Jim Webb** takes over music duties...**Bill Sellers** returns as PD/MD at **WZYF-Fairmont, NC**, as **John James** gives

up MD job ...**Greg Rolling** leaves MD slot at **B97-New Orleans** to rejoin **Nick Ferrara** at **KS103-San Diego**...**The Slim One**, formerly of **KKHR-Los Angeles**, is now at **KKFR-Phoenix**...**WLLH-Lowell, MA**, is now co-owned with **WORC-Worcester**, moving **WORC PD Mark Ericson** into the station manager's seat at **WLLH** and **Tim Todd** into **Mark's** PD position...**Tommy Richards** has been promoted to Production Manager at **WKRQ AM/FM-Mobile, AL**...**WJTW/FM-Joliet, IL**, gives **Don Tanner** MD stripes...**WKAU-Appleton/Green Bay, WI**, began the New Year as **WKFX/FOX105**, with **Craig Eckert** as VP/GM...**Rick Sklar** is now consulting **WMCA-New York**...**WKZQ-Myrtle Beach, SC**, names **Ray Mariner** as its new Music Director...Former **Y100-Miami** air talent **Paco Lopez** heads south, to take shift at **ISLE95-Virgin Islands**...**Boulder, CO's KBCO AM/FM** are now simulcasting...And a congratulatory wag of the chin to **KKCY** and **Columbia Records** for raising nearly \$2,000 for the **San Francisco Food Bank** with by auctioning off sampler LPs from the **Bruce Springsteen's** boxed set and the "Born in the USA" B-side EP released in 1984. Since June, 1985, **KKCY** has raised over \$30,000 for the **Food Bank**...**KZZU-Spokane** PD **John Langan** has resigned from the station and is now available.

You say you want a revolution? **Joe Smith** says his first priority when he takes over as head of **Capitol Records** next month is to get the **Beatles** onto CD. "We'll make a fortune and I'll be a hero!" he told the **LA Times**, referring to **Capitol's** inability to get the **Fab Four** laserized.

CONTINUED ON PAGE 62

ring in the hits!



DEAD OR ALIVE

**Brand
New
Lover**

TOP 40

CHARTBOUND

118/25



'TIL TUESDAY

**Coming
Up Close**

**TOP 40 UP & COMING
52/10**

INCLUDING:

FM102	KZZU	K104
WYDD	WPST	Y106
KROC	99KG	WHSB
KKEG	KIXY	KRQ
KFMY	KSLY	OK95

**A/C RECORD TO WATCH
40/17**



JAMES BROWN

**How
Do You
Stop**

**TOP 40
UP & COMING**

A/C ACTION SIDES

**URBAN
UP & COMING**



POWER TRIO

BILLY JOEL
This Is The Time
(Columbia)

CHICAGO
Will You Still Love Me
(Full Moon/Warner Bros.)

LINDA RONSTADT & JAMES INGRAM
Somewhere Out There
(MCA)

CERTIFIED

JOURNEY
I'll Be Alright Without You
(Columbia)

MADONNA
Open Your Heart
(Sire/Warner Bros.)

MOST ADDED

TOTO
Without Your Love
(Columbia) 56 adds

BRUCE HORNSBY & THE RANGE
Mandolin Rain
(RCA) 37 adds

KENNY ROGERS
Twenty Years Ago
(RCA) 35 adds

RECORD TO WATCH



'TIL TUESDAY
Coming Up Close
(Epic)

DROPPED

Huey Lewis & News (Hip)
P.Cetera & A.Grant
Human League
Ric Ocasek
Lionel Richie (Conquer)

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

- 1. **BILLY JOEL** - This Is The Time (Columbia)
- 2. **CHICAGO** - Will You Still Love Me (Full Moon/Warner Bros.)
- 3. Linda Ronstadt & James Ingram - Somewhere Out There (MCA)
- 4. **ANITA BAKER** - Caught Up In The Rapture (Elektra)
- 5. **LIONEL RICHIE** - Ballerina Girl (Motown)
- 6. **BILLY VERA & THE BEATERS** - At This Moment (Rhino)
- 7. **GREGORY ABBOTT** - Shake You Down (Columbia)
- 8. Benjamin Orr - Stay The Night (Elektra)
- 9. Miami Sound Machine - Falling In Love (Uh-Oh) (Epic)
- 10. **TINA TURNER** - Two People (Capitol)
- 11. Amy Grant - Stay For Awhile (A&M)
- 12. **EL DeBARGE** - Someone (Motown)
- 13. **JEFFREY OSBORNE** - In Your Eyes (A&M)
- 14. **GLASS TIGER** - Someday (Manhattan)
- 15. Billy Ocean - Love Is Forever (Jive/Arista)
- 16. Sergio Mendes Brasil '86 - Take This Love (A&M)
- 17. **JOURNEY** - I'll Be Alright Without You (Columbia)
- 18. **THE JETS** - You Got It All (MCA)
- 19. **ARETHA FRANKLIN** - Jimmy Lee (Arista)
- 20. Bruce Hornsby & The Range - The Way It Is (RCA)
- 21. **KANSAS** - All I Wanted (MCA)
- 22. Pretenders - Don't Get Me Wrong (Sire/Warner Bros.)
- 23. **CROWDED HOUSE** - Don't Dream It's Over (Capitol)
- 24. **MADONNA** - Open Your Heart (Sire/Warner Bros.)
- 25. Michael McDonald - Our Love (Theme from "No Mercy") (Warner Bros.)
- 26. **TOTO** - Without Your Love (Columbia)
- 27. **COREY HART** - Can't Help Falling In Love (EMI America)
- 28. Pointer Sisters - Goldmine (RCA)
- 29. **KOOL & THE GANG** - Victory (Mercury/PolyGram)
- 30. Ben E. King - Stand By Me (Atlantic)

CHARTBOUND

- JERMAINE JACKSON** - Words Into Action (Arista)
- CARPENTERS** - Honolulu City Lights (A&M)
- LINDA RONSTADT** - When You Wish Upon A Star (Asylum)
- KENNY ROGERS** - Twenty Years Ago (RCA)

ACTION SIDES

- LIONEL RICHIE & ALABAMA** - Deep River Woman (Motown)
- DON JOHNSON** - Heartache Away (Epic)
- LUTHER VANDROSS** - Stop To Love (Epic)
- 'TIL TUESDAY** - Coming Up Close (Epic)
- SURVIVOR** - Is This Love (Scotti Bros.)
- JENNIFER WARNES** - Ain't No Cure For Love (Cypress)
- LONE JUSTICE** - Shelter (Geffen)
- JAMES BROWN** - How Do You Stop (Scotti Bros.)
- BOB SEGER & THE SILVER BULLET BAND** - Miami (Capitol)
- 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)
- WANG CHUNG** - Have Fun Tonight (Geffen)
- DEVICE** - Who's On The Line? (Chrysalis)
- BOBBY VINTON** - Blue Velvet (Epic)

NEW

- KENNY ROGERS** - Twenty Years Ago (RCA)
- BRUCE HORNSBY & THE RANGE** - Mandolin Rain (RCA)
- HUEY LEWIS & THE NEWS** - Jacob's Ladder (Chrysalis)
- BRUCE WILLIS** - Respect Yourself (Motown)
- GEORGE BENSON** - Shiver (Warner Bros.)
- ANNE MURRAY** - On And On (Capitol)

A/C ANALYSIS

Though we're way down in total reports this week as you and we get back into the swing of things, there were still plenty of growth stories during our hiatus.

Billy Vera & The Beaters increased their HIT FACTOR, from 62% to 83% during the holidays and also picked up 20 more adds. Their chart movement has been 29 to 15 to 6 the last three reporting weeks.

Similarly, **El DeBarge** has moved 30 to 20 to 12 in the last three weeks and has increased his HIT FACTOR from 64% to 83% in the last two issues.

Journey makes a tall debut at #17 and HEAVY rotation from the likes of: WELI, WKCX, WKRK, WQHQ, WRFC, WJON, KPUR, KQIP, KTYL, KEZR, KRNO, KKLK, KDES and KMWX.

The **Jets** are now HIT FACTORED at two-thirds of their stations and have 24 more adds to show for the holidays, including: WLAM, WWMJ, KFOR, WMT/AM, WEBC, WILS, WROK, KVEC, KXRO and 3WM.

This week's MOST ADDED record, **Toto's Without Your Love**, debuts already at 26 with 126 stations. Looks like two A/C hits in a row for them.

Last issue's RECORD TO WATCH, *Shelter* by

Lone Justice, picked up 16 adds including: WQPO, WHFD, KWUN, KGY, KLOO and KUBC.

This week's RECORD TO WATCH, "Til **Tuesday's Coming Up Close**, shows an early 32% HIT FACTOR, helped by increased rotations from WDND, WFMJ, WFPS, KAZM, WABZ, WEED, WGAD, KLYQ, KLOV, KRUV, KMWX and KALE.

Trivia Note: Two of this week's NEW records are written by Bruce Hornsby. (The new Hornsby single and the new Huey Lewis.)

R&D

RECOMMENDED FOR A/C RADIO

Bruce Hornsby & The Range

Mandolin Rain (RCA)

The way it is when you're left with the summer rain and just the memory - a banjo wind and a mandolin rain.

The Parachute Club

Love Is Fire (RCA)

A great rhythm track, no doubt the inspiration of producer John Oates of Hall & Oates fame, and a solid group of musicians make for a solid, contemporary record.

Bonnie Raitt

Crime Of Passion (Warner Bros.)

I thought this was the strongest cut from her Nine Lives album. It's lyric is the blues, but the arrangement is straight pop.

Daryl Hall

Someone Like You (RCA)

A souled-out ballad of majestic proportions. Few singers could ever hope to draw so much emotion from one simple set of lyric.

SHEILA E

Hold Me (Paisley Park/Warner Bros.)

Her first legitimate ballad and her first real shot at A/C radio. Yes, she can sing and no, she doesn't have to hide behind heavy arrangements to sell a song.

DOWNES & PRICE

My Imagination (Atlantic)

I thought this was Anne Murray the first time I heard it. The arrangement is certainly reminiscent of good Anne Murray ballads, and I certainly don't mean to draw the obvious comparison as a negative.

Research:

Diane Rufer
Ron Fell

HIT FACTOR

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

Total Reports This Week 182 Last Week 223 (12/19)

ARTIST	TITLE	LABEL	Reports	Heavy	Medium	Light	Adds	Hit Factor	Weeks
BILLY JOEL	- This Is The Time (Columbia)		174	151	19	2	2	97%	8
CHICAGO	- Will You Still Love Me (Full Moon/Warner Bros.)		162	131	23	4	4	95%	9
LINDA RONSTADT & JAMES INGRAM	- Somewhere Out There (MCA)		161	132	23	5	1	96%	12
ANITA BAKER	- Caught Up In The Rapture (Elektra)		157	121	29	4	3	95%	8
LIONEL RICHIE	- Ballerina Girl (Motown)		158	104	45	2	7	94%	5
BILLY VERA & BEATERS	- At This Moment (Rhino)		165	97	41	7	20	83%	6
GREGORY ABBOTT	- Shake You Down (Columbia)		145	112	24	3	6	93%	13
TINA TURNER	- Two People (Capitol)		146	76	50	11	9	86%	8
AMY GRANT	- Stay For Awhile (A&M)		138	76	57	4	1	96%	9
EL DeBARGE	- Someone (Motown)		134	34	78	13	9	83%	6
JEFFREY OSBORNE	- In Your Eyes (A&M)		139	24	94	11	10	84%	6
GLASS TIGER	- Someday (Manhattan)		117	44	57	6	10	86%	8
JOURNEY	- I'll Be Alright Without You (Columbia)		118	28	55	16	19	70%	5
THE JETS	- You Got It All (MCA)		124	16	68	16	24	67%	6
ARETHA FRANKLIN	- Jimmy Lee (Arista)		109	15	73	14	7	80%	6
KANSAS	- All I Wanted (MCA)		106	22	49	22	13	66%	12
CROWDED HOUSE	- Don't Dream It's Over (Capitol)		75	21	38	10	6	78%	11
MADONNA	- Open Your Heart (Sire/Warner Bros.)		81	14	38	16	13	64%	4
MICHAEL McDONALD	- Our Love (Theme from "No Mercy") (Warner Bros.)		76	9	52	13	2	80%	10
TOTO	- Without Your Love (Columbia)		126	2	45	23	56	37%	2
COREY HART	- Can't Help Falling In Love (EMI America)		88	6	43	26	13	55%	5
POINTER SISTERS	- Goldmine (RCA)		71	9	48	10	4	80%	8
KOOL & THE GANG	- Victory (Mercury/PolyGram)		64	9	33	12	10	65%	9

NORTHEAST

SPRINGFIELD, MA(WALT PINTO-WHYN) K.Rogers, G.Abbott.
GREENFIELD, MA(RICHARD ARCHER-WHAL) Madonna, B.Hornsby, G.Benson.
LEWISTON, ME(CHRIS LAYNE-WLAM) Jets, L.Richie, Journey, B.Vera.
BANGOR, ME(FRED MILLER-WWMJ) Jermaine J, Toto, Jets, G.Abbott.
HARTFORD, CT(DAVID BERNSTEIN-WTIC/AM) Carpenters, J.Osborne.
WILLIMANTIC, CT(EVAN/NORMAN-WIL/AM) A.Murray, C.Hart, Crusaders.
NEW LONDON, CT(DANNY O'BRIEN-WNLC) Aretha, Amy Grant, T.Tuesday.
NEW HAVEN, CT(JAY MC CORMICK-WELI) B.Hornsby, Aretha.
KINGSTON, NY(WAYNE FISK-WGHQ) B.Vera, J. Warnes, C.Hart, Miami S.M., K.Rogers, Ben E.King, A.Murray, Air Supply, B.Hornsby.
POUGHKEEPSIE, NY(RON LYON-WJJB/FM) E.Money, B.Willis, Toto.
UTICA/ROME, NY(JOHN CARUCCI-U102) K.Rogers, Toto.
NEW KENSINGTON, PA(GREG COSTANTINO-WKPA) J.Osborne, T.Turner.
PITTSBURGH, PA(BOB CONRAD-WTAE) G.Abbott.
PITTSBURGH, PA(KEITH ABRAMS-WHTX) Journey, L.Richie.
JOHNSTOWN, PA(JACK MICHAELS--WKYE) B.Hornsby, K.Rogers, Rob.Nevil.
NEW CASTLE, PA(GARY WEST-WKST) B.Vera, El DeBarge, J.Osborne, T.Turner, Journey.
WILMINGTON, DE(NICK SENECA-WDEL) L.Richie.
MILFORD, DE(KEVIN MOORE-WAFL) E.Money, H.Jones, S.Murdock.
WILLIAMSON, WV(TONY WICK-WBTH) B.Hornsby, G.Benson, R.Ocasek, Jermaine J, Air Supply.

SOUTH

OCEAN CITY/SALISBURY, MD(KEN MEDEK-WQHQ/FM) Toto, Janet Jax., RFTW.
WINCHESTER, VA(FRANK MITCHELL-WINC) Toto, El DeBarge, Kool/Gang, G.Abbott, L.Richie.
HARRISONBURG, VA(ADAM STUBBS-WQPO) T.Tuesday, Lone Just., E.Money.
RICHMOND, VA(GARY KING-WRVA) J.Osborne, Toto.
RICHMOND, VA(DILLON/ELLIOTT-WEZS) Toto.
LYNCHBURG, VA(BOB ABBOTT-WGOL/FM) J.Osborne, El DeBarge, Toto, Vandross.
WEIRTON/STEUBENVILLE, WV(ANTHONY/MITCHELL-WEIR) B.Vera, Don Wms..
GOLDSBORO, NC(ALAN HOOVER-WEQR) S. Fox, Toto, R.Ocasek, H.Lewis, B.Willis, Bob Geldof, J.Lorber.
ROCKY MOUNT, NC(LESLIE JORDAN-WEED) B.Willis, D.Edmunds, Madonna, J. Warnes, Lone Just., B.Hornsby, E.Money, G.Benson.
SWAN QUARTER, NC(MAZIE SMITH-WHYC/FM) H.Lewis, Survivor, D. Johnson, Madonna.
ALBEMARLE, NC(RIC PATTERSON-WABZ) Toto, B.Hornsby, Air Supply.
SHELBY, NC(ANDY FOSTER-WOHS) Toto, K.Rogers, T.Tuesday, E.Money, H.Lewis, G.Benson, B.Willis, Crowded H., B.Hornsby.

CHARLOTTE, NC(BILL CONWAY-WEZC) B.Willis, Toto, Glass Tigr.
TRYON, NC(DAVID BIVENS-WTYN) Carpenters, Toto, T.Tuesday, Lone Just., B.Hornsby, G.Benson.
LORIS, SC(GLENN HARDEE-WLSC) G.Knight, E.L.& P., H.Lewis, J.Denver, Device, Jermaine J, Jms. Brown, T.Tuesday, G.Benson, K.Rogers, Temps.
ROME, GA(T.J. McCLAIN-WKCX) Carpenters, Jms. Brown, D. Johnson, Vandross, Pointers.
ATLANTA, GA(LOCASCIO/McCOY-WSB/FM) Kansas.
ATHENS, GA(BRENT JOHNSON-WRFC) B.Willis, K.Rogers, Toto, Jets, J.Osborne, B.Hornsby.
AUGUSTA, GA(HUMPHREYS/PATRICK-WZNY) Bangles, Journey, Jermaine J, Toto, B.Hornsby.
ALBANY, GA(RON MANI-WALG) B.Hornsby, Expose, P. Club.
WEST PALM BEACH, FL(DAVE PARKS-WRMF) K.Rogers, B.Hornsby.
STUART, FL(GREG ARCHER-WSTU) Vandross, Toto, H.Lewis, Rob.Nevil.
SYLACAUGA, AL(R.BATY/A.LEE-WFEB) L.Richie, B.Hornsby, K.Rogers, Air Supply.
TUSCALOOSA, AL(WALKER/NELSON-WFFX/FM) Jms. Brown, P.Gabriel, RFTW, B.Willis.
HUNTSVILLE, AL(STEVE DALLAS-WAHR) T.Turner, Journey, J.Osborne, Sawyer B..
GADSDEN, AL(DAVID FORD-WGAD) L.Ronstadt.
GUNTERSVILLE, AL(KERRY JACKSON-WGSV) Air Supply, B.Hornsby, Janet Jax., RFTW.
ANNISTON, AL(CARLA MOORE-WDNG) Air Supply, B.Hornsby, K.Rogers, Andy Wms..
MOBILE, AL(HYLTON/GOLDEN-WKRG/FM) Vandross.
SELMA, AL(JOHN ROGERS-WTUN) Journey, Kansas, Toto, C.Hart, Vandross, K.Rogers.
CHATTANOOGA, TN(DALE DEASON-WGOW) Frozen.
OXFORD, MS(DAVID KELLUM-J107) D. Johnson, S. Winwood, Vandross.
PADUCAH, KY(CHARLIE RIVERS-WKYX) B.Willis, D. Johnson, B.Hornsby, H.Lewis.
EL DORADO, AR(GARY TERRELL-KIXK) M.McDonald, D. Johnson, El DeBarge.

MIDWEST

MASON CITY, IA(LAURIE LEE-KRIB) Crowded H., Aretha, Toto, C.Hart.
MASON CITY, IA(STEVE LOCKER-KGLO) Ben Orr, K.Rogers, D.Seals.
WATERLOO, IA(ROGER DAVIS-KWLO) Toto, Jermaine J, Journey, B.Hornsby, Carpenters.
CEDAR RAPIDS, IA(GARY EDWARDS-WMT/AM) K.Rogers, A.Murray, Jets.
CEDAR RAPIDS, IA(DENNIS GREEN-WMT/FM) Air Supply, B.Willis, B.Hornsby, Janet Jax., Ray Lynch.
FOREST LAKE, MN(CATHLEEN CARY-WLXX/FM) T.Turner, R.Milsap, Air Supply.
NORTHFIELD, MN(RICH HARRIS-KYMN) M.McDonald, Toto, Kool/Gang, K.Rogers, Lone Just., B.Vinton, Vandross, B.Willis, E.Money, G.Benson, T.Tuesday, Device.
DULUTH, MN(DANN COLLUM-WEBC) S.Miller, Jets, J.Osborne, J. Cocker, Pointers.
ROCHESTER, MN(RICH PETERSON-KROC/AM) B.Vinton, B.Vera.
ROCHESTER, MN(AXELSON/MITCHELL-KWEB) Toto, B.Hornsby, Jermaine J, K.Rogers.

WILLMAR, MN(PAUL DAVIS-KQIC/FM) B.Hornsby, H.Jones, R.Ocasek, Boston, H.Lewis.
MARSHALL, MN(CRAIG ALLEN-KKCK/FM) H.Lewis, G.Abbott, Toto, C.Hart, RFTW, Ronst & J.I, R.Ocasek.
ST. CLOUD, MN(MIKE DIEM-WJON) Air Supply, B.Willis, K.Rogers.
ALEXANDRIA, MN(MIKE LOMMEN-KSTQ) B.Vinton, C.Hart, Madonna, Toto, B.Vera.
GRAND FORKS, ND(PAUL KERO-KNOX) Journey, Toto.
ST. JOSEPH, MO(BOB HEATER-KKJO) No Adds.
LAWRENCE, KS(BILL LEE-KLWN) Journey, El DeBarge, Toto, Vandross, B.Hornsby, RFTW, Air Supply, R. Crowell, Shooters, Rebbie J..
TOPEKA, KS(ROSE RUES-KMAJ) No Adds.
PARSONS, KS(GREG MONTANA-KLKC) Toto, Lone Just., Vandross, Bananarama, B.Willis, K.Rogers, B.Hornsby.
LINCOLN, NE(CATHY BLYTHE-KFOR) K.Rogers, Jets.

CENTRAL

MARION, OH(JIM HOWELL-WMRN) Toto, Jermaine J, J. Warnes, D.Edmunds.
MARION, OH(BILL MOORE-WDIF) Toto, H.Lewis, P.Gabriel.
ARCHBOLD, OH(RICK CONTI-WHFD) Lone Just., Madonna, Air Supply, C.Lauper.
TOLEDO, OH(JAY MATTHEWS-3WM) Jets, Kansas.
ZANESVILLE, OH(PETE PETONIAK-WHIZ) K.Rogers, Air Supply, B.Hornsby.
YOUNGSTOWN, OH(JIM MARTIN-WFMJ) Pointers, Journey, Ray,G.& B..
DOVER, OH(STEVE KELLY-WJER) Vandross, Glass Tigr, C.Lauper, Device, Toto.
SPRINGFIELD, OH(STEVE POPP-WAZU/FM) B.Vera, Toto, Jets, T.Turner, Seger, Crowded H..
SPRINGFIELD, OH(DALE GRIMM-WIZE) Journey, Glass Tigr, L.Richie.
RUSHVILLE, IN(KEVIN L.STONE-WRCR) Jets, Kansas, K.Rogers, Toto, T.Turner.
LOWELL, IN(JIM HOLLY-WZVN) No Adds.
KOKOMO, IN(ALAN WARNER-WIOU) B.Vera, Vandross.
MUNCIE, IN(E.Q.KIMBLE-WOKZ) B.Willis, Vandross, C.Lauper, Bananarama, Crowded H., Device, Air Supply.
EVANSVILLE, IN(CLARK/GAGER-WKDQ) No Adds.
LAFAYETTE, IN(MIKE JOHNSON-WASK) Vandross, T.Tuesday.
MONROE, MI(KEN DAVIS-WTWR) D. Johnson, Jermaine J.
FLINT, MI(BILL PEARSON-WTRX) B.Willis, H.Lewis, G.Knight.
LANSING, MI(JACK ROBBINS-WILS/FM) Kool/Gang, Madonna, Jets.
KENOSHA, WI(TERRY HAVEL-WLIP) Air Supply, B.Hornsby, Jets, Journey, Kool/Gang, J.Osborne, K.Rogers, Toto, B.Willis.
MILWAUKEE, WI(IRWIN/ALPERT-WISN) Carpenters.
MILWAUKEE, WI(BETH FAST-WMYX) Jermaine J, Janet Jax., B.Hornsby.
FT. ATKINSON, WI(ROB ANDERSON-WFAW) B.Vera.
MADISON, WI(DOUG LANE-WIBA) No Adds.
REEDSBURG, WI(KEVIN KELLOGG-WRDB) Glass Tigr, Jets, J.Osborne, El DeBarge, Journey.
HUDSON, WI(SCOTT BOYD-WRPX) Carpenters, Toto, B.Vera, T.Turner.

GREEN BAY, WI(DAVID CAREW-WDUZ) K.Rogers.
APPLETON/OSHKOSH, WI(CHRIS HANSEN-WMGV) Vandross, R.Ocasek, B.Willis.
JOLIET, IL(TED BROWN-WJTW/FM) C.Hart, Carpenters, Jermaine J.
WILMINGTON, IL(LOUIE HONDROS-WDND) G.Benson, Vandross, L.Richie, B.Willis, D.Edmunds.
ROCKFORD, IL(JIM REED-KMQ) C.Hart, D. Johnson, Pretenders, Toto, Vandross, Glass Tigr.
ROCKFORD, IL(BRILL/GARCIA-WROK) Jets, K.Rogers.
LA SALLE, IL(JEFF GEESSEN-WAJK) B.Vera, Survivor, Madonna, Journey, Toto.
FREEPORT, IL(JIM DOUGLAS-WFPS) K.Rogers, B.Hornsby, B.Vinton.
PEORIA, IL(DENISE HENLEY-WIRL) El DeBarge, Aretha, Jets.
PEORIA, IL(ROBB WESTABY-WMBD) B.Joel.
BLOOMINGTON, IL(JIM ANDERSON-WIHN) D. Johnson, Toto, Ray,G.& B., Vandross.

SOUTHWEST

TYLER, TX(JANIE BAKER-KTYL) B.Willis, RFTW, B.Hornsby.
NACOGDOCHES, TX(KURT MANN-KTBC) J.Lorber, Lone Just..
SONORA, TX(MARCUS WAYNE-KVRN) Pretenders, S.Miller, Survivor.
HOUSTON, TX(BRUCE NELSON-KNUZ) R.Stewart.
HOUSTON, TX(SCARBOROUGH/MATT-KLTR) Glass Tigr, Vandross.
AMARILLO, TX(BUTLER/CLARK-KPUR) Vandross, Crowded H., Crusaders, B.Willis, G.Benson, H.Lewis.
ODESSA/MIDLAND, TX(JOHN ROMAN-KQIP) Toto, Jms. Brown.
SEDONA, AZ(RANDY MAHANNAH-KAZM) Toto, Jets, Kansas, K.Rogers, B.Hornsby, G.Madieras.
GALLUP, NM(ERIC ALLEN-KKOR) Toto, C.Hart, H.Lewis, T.Tuesday, Lone Just..
SANTA FE, NM(SKIP O'NIEL-KVSF) L.Ronstadt, Jermaine J, Jms. Brown, W.Chung, Pointers.
LAS CRUCES, NM(PAM HOPPER-KOBE/AM) Chicago, Miami S.M., S.Miller, Seger, G. Loring.

ROCKY MOUNTAIN

SIDNEY, MT(SCOTT LILLEHAUG-KGCH) P.Gabriel, Cheap T., T.Tuesday.
HAVRE, MT(DAVID LEEDS-KOJM) Jets, Kool/Gang, Toto, T.Tuesday, Vandross, Genesis, K.Rogers.
MISSOULA, MT(VERN ARGO-KYLT) Kool/Gang, B.Hornsby, B.Willis.
MISSOULA, MT(RICK SANDERS-KLCY) Chicago, A. Baker, Jets, Jms. Brown, T.Tuesday.
HAMILTON, MT(STEVE FULLERTON-KLYQ/FM) Air Supply, Hipsway, G.Benson, M.Sweet, M.W.Smith.
BOULDER, CO(JEFFREY GOODWIN-KBOL) B.Vera, Aretha, K.Rogers.
LOVELAND, CO(LEE/MELOTTI-KLOV) P.Gabriel, G.Benson, B.Willis, H.Lewis, E.Money, KBC, D.Edmunds, H.Jones.
GREELEY, CO(PLY/ELLIOTT-KISF/FM) W.Chung, H.Lewis, Jets, K.Rogers, Toto, D. Johnson, Restless H, P. Young, Kool/Gang, J. Warnes.

COLORADO SPRINGS, CO(JOHN T. HOWARD-KVUU)

Toto, L.Richie, Kansas.

SALIDA, CO(CHARLES DARWIN-KVRH) T.Tuesday,

Lone Just., Seger, Jermaine J, Madonna.

MONTROSE, CO(TOM OWCA-KUBC) Lone Just., Jms.

Brown, Toto, Madonna, Jermaine J.

VAIL, CO(PARKER/ANDERSON-KVMT) Ben Orr, B.Vera,

H.Jones.

VAIL, CO(ERIC MARON-KRVV) Madonna, Toto, Jets,

A.Murray, B.Vera, Southside.

GILLETTE, WY(DENNIS SWITZER-KOLL) Toto.

BOISE, ID(DREW HAROLD-KBOI) B.Vera, Toto.

SALT LAKE CITY, UT(LEMICH/JESSOP-KSL)

K.Rogers, Journey, Toto, J.J.& W.H..

MANTI, UT(STAN ERIKSEN-KMTI) Kool/Gang, K.Rogers,

L.Ronstadt.

FAR WEST

RENO, NV(JIM O'NEAL-KRNO/FM) Jermaine J, Devise,
Toto.

CARSON CITY, NV(SCOTT CARSON-KPTL) L.Richie,
Glass Tigr, A. Baker, Vandross, Kansas.

LOS ANGELES, CA(KAYE/KILEY-KOST) Frozen.

SAN DIEGO, CA(MARK LARSON-KFMB) No Adds.

SAN DIEGO, CA(RICH/KNIGHT-B100) T.Tuesday.

PALM SPRINGS, CA(TY STEVENS-KDES) Bob. Brown,
G. Loring, K.Rogers, B.Willis.

SAN LUIS OBISPO, CA(DAN ARMSTRONG-KVEC) G.

Loring, K.Rogers, C.Hart, Jets, Janet Jax., T.Tuesday.

SAN LUIS OBISPO, CA(CAROL MEYER-KKUS)

Chicago, B.Vera.

SAN FRANCISCO, CA(JACK KULP-K101) No Report.

CONCORD, CA(RAVI PERUMAN-KKIS) C.Lauper,

Survivor, Madonna, W.Chung, Jms. Brown, Timbuk 3, Big
B.Beat.

CONCORD, CA(JIM HAMPTON-KWUN) El DeBarge,

H.Lewis, Toto, C.Hart, Lone Just., L.Ronstadt.

LIVERMORE, CA(STACY EVERETT-KKIQ) D. Johnson,

B.Willis, Ray, G.& B., Mik.Howard.

SAN JOSE, CA(BONNIE KNOX-KEZR) Glass Tigr,

Kansas, Toto.

MODESTO, CA(EDWARDS/McCULLOUGH-KO93)

B.Willis, Vandross, B.Hornsby.

SANTA ROSA, CA(JIM DANIELS-KSRO) Jermaine J.

ARCATA, CA(JILL HENRY-KATA) B.Hornsby, H.Jones, D.
Johnson, G.Benson.

CRESCENT CITY, CA(RENE

SHANLE-HUTZELL-KCRE) Journey, W.Chung.

PLACERVILLE, CA(TINA KAWAI-KHTN) G.Benson,

Jermaine J, Janet Jax..

VACAVILLE, CA(BOWMAN/BISE-KUIC) B.Joel, J.J.&
W.H..

SO. LAKE TAHOE, CA(RON WEST-KOWL) H.Jones,

Janet Jax., B.Willis, G.Benson.

LAKE TAHOE, CA/NV(BRIAN BECK-KTHO) B.Hornsby.

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

B.Vera, RFTW.

CHICO, CA(DAVE KINDIG-KPAY) A. Baker, Glass Tigr,
B.Vera.

GRASS VALLEY, CA(RICH BROCK-KNCO) Kansas,

Vandross, B.Willis, Mik.Howard, P.Hyman.

OROVILLE, CA(STEVE ATREIDES-KORV) Aretha,

B.Vera, Crowded H..

BURNEY/REDDING, CA(JIM LEE-KARZ) T.Turner,

B.Vera, Aretha, Kansas.

RED BLUFF, CA(KELLY FROST-KBLF) G.Abbott,

A.Murray, Jets.

NORTHWEST

THE DALLES, OR(KEVIN MALCOLM-KMCQ) Jets,

Kool/Gang, A.Murray, K.Rogers, Crusaders, B.Vinton, Air
Supply.

PORTLAND, OR(SCOTT TOM-KGW) T.Turner, Janet
Jax..

CORVALLIS, OR(P.J. EMMERSON-KLOO/AM) Toto,

Madonna, C.Hart, Lone Just..

EUGENE, OR(MITCHELL/MILLER-KDUK) Toto.

MEDFORD, OR(JIM ZINN-KMFR) No Adds.

MEDFORD, OR(JOHN O'BRIEN-KYJC) B.Willis,

B.Hornsby, Janet Jax., C.Lauper, Vandross.

AUBURN, WA(CARL SAWYER-KASY) Lone Just.,

Vandross, A.Murray.

MOUNT VERNON, WA(MIKE HARTMAN-KBRC)

G.Knight, Vandross, Devise, A.Murray, Lone Just..

OAK HARBOR, WA(DAVID BOWDEN-KISD) Kool/Gang,

Survivor, Madonna, Vandross, L.Richie, Toto, J.Lorber,
Bob Geldof, T.Tuesday, Journey, C.Lauper.

LACEY, WA(WINNIE WEATHERLY-KLDY) Toto, Kansas,

El DeBarge.

OLYMPIA, WA(DICK PUST-KGY) Survivor, EBTG, Toto,

T.Tuesday, B.Vinton, C.Hart, K.Rogers, Lone Just.,

G.Benson.

ABERDEEN, WA(RHYS DAVIS-KXRO) C.Lauper,

Carpenters, Jets, Lone Just..

CENTRALIA, WA(JIM KNUTSON-KELA) Chicago, Glass

Tigr, Journey, Kansas, L.Richie.

YAKIMA, WA(FRANK TAYLOR-KMWX) W.Chung, Jets,

Toto, B.Hornsby, Kansas.

TRI-CITIES, WA(BILL TEMPLETON-KALE) B.Hornsby,

RFTW, Janet Jax..

ANCHORAGE, AK(CARTER B.-KFQD) K.Rogers,

Journey.

ANCHORAGE, AK(GREG WILKINSON-KKLV/FM)

B.Hornsby, Janet Jax..

VANCOUVER, BC (PAUL McKNIGHT-1040 AM)

Carpenters, T.Tuesday.

WELCOME To Our New A/C Correspondents:

Bonnie Knox, KEZR Radio, P.O. Box 2337, San Jose, CA
95109 (408-287-5775)

Marcus Wayne, KVRN Radio, P.O. Box 1216, Sonora, TX
76950 (915-387-3553)

Kevin Moore, WAFL Radio, P.O. Box 324, Milford, DE 19963
(302-422-7575)

BIRTHS



Our **CONGRATULATIONS** to **KEVIN CARTER**, Music Director of
KMGX-Fresno, CA, and his wife **CINDY** on the birth of their first
child. Their daughter, **SARA LINDSAY**, was born December 30th,
weighing 6 lb, 4 oz.

...**CONGRATULATIONS** to **DAVE ARNOLD**, Air Talent at
WSIC-Statesville, NC, and his wife **BARBARA** on the birth of their
daughter **ELISABETH GILLIAN**.

GAVIN

SEMINAR FOR MEDIA PROFESSIONALS

INTRODUCING A SNEAK PREVIEW OF THE GAVIN SEMINAR AGENDA!!

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- ALBUM RADIO AND ALTERNATIVE RADIO
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AN OVERVIEW WITH QUESTIONS, ANSWERS AND
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- TOP FORTY Format Breakout Session
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- URBAN Format Breakout Session
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- EVOLUTION OF A #1 HIT RECORD

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SOMEDAY

IS NOW



by Keith and Kent Zimmerman

The Canadian stations that report to Gavin commonly premiere many new acts that go on to conquer BOTH the U.S. and Canadian markets. Add Glass Tiger to the list. Originally known as Tokyo, the band changed its name and splashingly debuted with a teenage hit ("Don't Forget Me When I'm Gone") and the luck of being the first production project of Bryan Adams' collaborator, Jim Vallance. We tracked down singer Alan Frew as Glass Tiger swung into town as support act for the big Journey tour. Topic A was the band's three Juno Awards, Canada's equivalent to the Grammys.

KZ: Glass Tiger did very well at this year's Juno Awards...

AF: We were ecstatic. For me to sit and tell you that I thought we could have won Album of the Year, would be an out-and-out lie. I was so stunned I was speechless. When I went up to the podium, I said that last year we couldn't even get tickets to the Junos. That's true. And there we were up for Album of the Year. It was the first time I'd ever been at the Junos. I was so pleased for everybody--(U.S. manager) Derek Sutton, (producer) Jim Vallance and (Canadian manager) Gary Pring. That's the business saying, "Here's your entire project, guys, and here is what we think of it." It meant more to me than anything else. Getting the Juno for Single of the Year was good, but Album of the Year was great.

KZ: You won for Album of the Year, Single of the Year...

AF: ...and Most Promising New Band. That was so ironic because when the nominations were coming up, Capitol could have nominated us for Band of the Year. But we felt, as new kids on the block, it would have been a bit cheeky, so we went for Most Promising because it was the first year. Getting Most Promising and Album of the Year together is definitely a first.

KZ: Glass Tiger went gold immediately in Canada. Then later platinum. Why did you guys take off so fast?

AF: It wasn't a hype but there was communication between our project in the early stages and the media. People knew that Capitol Records (Glass Tiger's label in Canada) were procuring a band that was going to be a force to be reckoned with. It reached a point where the media was anticipating us. The general buzz was there in Canada, but it was an extremely difficult time for us. We had finished the album in September '85 and it wasn't released until February '86. We had to spend five months playing these fleabag bars and waiting on the album. They wanted to wait until the Christmas period was over before they released

our album. When it came out, it was fresh and we were taken into the hearts of young teenage females. That got the buzz going, but all those screaming girls were a little bit detrimental. "Don't Forget Me When I'm Gone" is a pop song, and some people thought we were another pop band and that we'd disappear. Once people heard "Thin Red Line," "Looking At A Picture," and got to see the band live, they knew we had some depth. It's been a gradual change and we've seen a lot more males coming out to our concerts.

KZ: What were the singles in Canada?

AF: The first single in Canada was "Don't Forget Me When I'm Gone." That shot right to number one. The next one was "Thin Red Line," which had mid-chart success. But we released it to prove that we had a bit of depth to us. Then we released "Someday," which is happening here now. Right now in Canada, it's "You're What I Look For." Simultaneously we'll try and match up the next American single with the last Canadian single.

KZ: Do you find Canadian Top Forty stations a little bit more progressive than some of the American stations?

AF: It's hard to evaluate that completely because Toronto is a musical world in itself. We have the American border and all the new American bands. We have the British music scene always hitting Toronto first, and the Australian scene, too. Unlike any other Canadian city, Toronto is very international in its approach.

KZ: The Canadians play Love And Rockets, OMD...

AF: Then they'll turn around and give you Bruce Springsteen's "War" or Wham! If Wham! goes to number one in America, you can just about bet that it will be number one in Canada. But in Toronto, all of a sudden you'll hear of a band called The Cult when nobody knew who they were. Thousands of people in Toronto were big followers of The Cult. Simple Minds, the Police, all these bands were huge in Toronto.

KZ: How did Glass Tiger get to work with Jim

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T I G E R

Vallance?

AF: We signed with Capitol Records in Canada. Now we had to make an album. We had never made an album. They felt that we were going to need some help. They felt we had good songs, but they weren't great songs--yet. We needed a touch of class and expertise in arranging these songs and getting them ready for vinyl. They recommended Jim Vallance. They felt he was excellent. Capitol Records sent him a tape and asked, "What do you think of these guys? Do you like them? Would you like to write a couple of songs with them, maybe, and help them arrange their album?" Not only did Vallance like the tape, he loved it enough to, in turn, ask to produce the album. I know it sounds corny, but it was a match made in heaven.

KZ: You weren't initially big Bryan Adams fans?

AF: Bryan was never ever involved. Bryan Adams didn't come on the scene until one day Jim Vallance gave him a tape. Bryan heard it. We had been in Vancouver a long time, and someone told him things were beginning to drag on. So he phoned me and said, "Cheer up mate, I've been listening to your album and it's great. You guys are going to do real well." I said, "Thanks a lot, I've heard so much about you." He said he was coming into Toronto and suggested we get together and get to know each other, maybe sing some songs. I said sure. I didn't think much more about it until Vallance came to me and told me, "Alan, Bryan is deadly serious. He'd like to do this." So, it was a social event. He came into Toronto. We spent an hour actually singing together. We went out and had a few drinks after. We got to know each other, but he had no other involvement other than that.

KZ: You once mentioned that after working with Jim Vallance on your album, you could clearly hear his contributions to the Bryan Adams sound. How did those contributions affect Glass Tiger's sound?

AF: That's a good question. Jim Vallance has a very controlled sense about him. Some people might accuse him of having an assembly-line formula. He does have a formula. It's a formula for success and he doesn't like to deviate. But they don't really know the man. We were his deviation. We could write songs like "Don't Forget Me When I'm Gone," but Jim was so excited by "Thin Red Line" and "Vanishing Tribe." He felt he couldn't write songs like that if his life depended upon it. So it was a give-and-take thing. As a matter of fact, he said "The Thin Red Line" has helped Bryan and him approach their new album slightly differently. So when I listen to Bryan Adams, I can literally hear which songs Vallance probably wrote. I know how he writes his lyrics. I know his formula for his choruses and especially his rhythm section. I can tell a song that Jim Vallance wrote the drums for.

KZ: Did you anticipate your first album sounding like it did?

AF: It was a dream. This is a product of a record company finally realizing, "We have to go all out with this. These guys are talented enough that we can't go at it half-assed. If it takes half a million dollars to make an album and get it out there, let's do it." Any other way wouldn't have worked. I'm just thrilled. It's a class album.

KZ: When some people hear "Thin Red Line," they bring up Big Country.

AF: To me that's tunnel vision. If somebody hears a snare and immediately goes, "Ah! That sounds like the Police," to me that's just tunnel vision. I go a bit deeper than that. Music is a wonderful cycling and recycling of ideas. "Thin Red Line" was written four years ago. People hear a military snare and a guitar that sounds like a bagpipe and they go, "It sounds like Big Country." Well, if that's what they profess, it's up to them. I like to go a bit deeper than that. Yes, it does have traditional overtones, but why? The lead singer is Scottish. He wrote a story about a Scottish regiment. The guitar player is a huge fan of (U-2's) The Edge. I had somebody tell me that "Someday" sounds like McCartney. Maybe I'm influenced by Paul McCartney, I don't know.

KZ: Do Canadians generally cook up a strategy

for conquering the States? Does Glass Tiger have such a strategy?

AF: I'm sitting here right now in America. I'm talking to an American reporter and I'm been doing this now for three months. But I can't tell you enough how much America was a dream for us. Every kid that's ever picked up a guitar in his life wants to come to America. I was just in London. I don't particularly like their music scene and I know how they feel about themselves as musicians, but even THEY want to come to America. It's the magnet. And we were no different. To get the chance on our first album the way it's been now, we are absolutely thrilled.

KZ: How is the album selling in the States?

AF: It's only now beginning. We were told we wouldn't see significant sales until the second single started to click, and that's only happening now. It's sitting at around 400,000 units right now. We reckon that "Someday" can maybe take it to gold.

KZ: So how did a Scotsman end up in a Canadian band?

AF: My dad was getting ready for an early retirement and decided he wanted to move to Canada to be with more of his family who had emigrated. So we all just moved as a family.

KZ: You've been in Canada all your professional life?

AF: Absolutely.

KZ: Was recording The Thin Red Line a timely process?

AF: It took longer than normal because Jim Vallance and Capitol Records set up a little thing between themselves. Capitol knew we were willing to spend a lot of money, but they knew Jim Vallance was untested as a producer. So they wanted it done in two halves: "We'll do six songs from the beds to the end. Then we'll all sit down and evaluate and if we think it's working, we'll do the other six." When we had the bed tracks for the first six, we knew it was happening. So the whole thing took approximately six months, maybe just a bit more.

KZ: Was there a lot of live recording or were things pieced together bit by bit?

AF: There was a pre-production period where we sat down with solid game plans, arrangements and formats. But once we got into the studio, Jim being a musician, we became open for instantaneous change. I work like that as a singer. I may go in thinking I'll sing something one way, then I'll catch something and ask, "Jim, can I try this?" It's just a matter of rolling the tapes, so he says yes. We left spaces for spontaneous creativity.

KZ: Did Glass Tiger have any say in single selection?

AF: Yes. I don't know what would have happened if we disagreed, but fortunately for everybody, when we all sat down and talked about the songs that should go on the album and potential singles, everybody tended to agree--record company, management, band, producer. We all felt that "Don't Forget Me When I'm Gone" was the perfect introductory song.

KZ: How is life on the road as a support band in America?

AF: That's where we can talk about the Journey organization. When you work with people like that, that's another piece of the Tiger jigsaw puzzle. We've never before been given the chance to work with some of the most organized professionals that we could ask for. We're not getting spat on every night. So you're asking a guy who is having a good time. Had we been opening up for ZZ Top, which was a possibility at one time, life may have been different. Now we go from this to Tina Turner. I don't think we can complain about that either. Journey has treated us first class. They think we're a legitimate band and that we add to their whole package. I think we're going to have some fun together New Year's Eve in California. Then we'll do some Canadian college dates to brush up for the Tina Turner tour. We'll do Europe with Tina starting in March, doing Berlin, Nuremberg, Munich, Zurich and Paris.

KZ: I suppose the next big impasse for

Glass Tiger will be the next album. I'm sure you're aware of the sophomore jinx that plagues some bands that have big success on their first album. Sometimes bands don't have the proper time to prepare the next record's material.

AF: Okay. Glass Tiger has been traveling with a mini-studio since we came to America. We're writing all the time. We've already arranged to do some more work with Vallance. (Drummer) Michael Hanson and I have just come up with a song that I feel will surpass anything on this first album. I can only talk personally here. I love the challenge. I've played organized sports all my life. I always compare this. It's healthy competition. People say, "What happens if you don't get a number one song?" If we don't get a number one song, we were never meant to get a number one song. I love the challenge of this next album. We're writing all the time. We're always aware. We're probably five or six songs ahead of the game right now. We've made some plans to do some writing in Florida and some writing in California. Then we're going to spend some time with Vallance.

KZ: So Jim Vallance is going to be your producer for the next album?

AF: I'm giving you a bit of a scoop here. It's very likely that we will work together. He started out not wanting to do it again. It took too much out of his life. Then we went number one in Canada. Then the album went platinum in Canada. Then it went to America, and this is his baby. He doesn't want it touched and tampered with. The last I heard, it was going to be him producing half of the album. I felt that was good because we could prepare for the future and work with somebody else. Now I think we're up to three quarters of an album. We will work together again. I hope he produces the whole

album.

KZ: This album sounds great.

AF: It's not going to change the face of music in terms of production, but Jim Vallance has captured a little magic there, a little bit of honesty. I'd like him to do it again.

KZ: Is there a danger of stifling any future serious ambitions by trying to appeal to a sizable audience?

AF: I don't think so. That's why we called ourselves Glass Tiger. There are distinct sides to the band. The band has a legitimate soft side to it that gives you pop songs. We enjoy doing it. We're not copping out. But I love the Simple Minds and the U2s--artistic creativity, doing a song just for yourself. We have a jumbled effect. I don't see that changing. On the next album you'll see more of the same. We'll probably give you a song that's a little more self-indulgent. We're artists and it's important for us to touch people. If there's a little kid that just likes to put on "Don't Forget Me When I'm Gone" and sit in the front row so he can see the drummer's eyes, that's fine by me. It's an entertainment package. There's nothing wrong with writing hit songs as long as you're doing what you believe in.

KZ: Any particular influences when you were young?

AF: Definitely the Beatles. Then I went through a phase when music went right out of my life. I was more into sports. Soccer meant everything to me. Music was a pleasant pastime. In Scotland, I was a Glasgow Rangers fanatic. The Rangers were my life. When I came to Canada, my immediate musical influences were bands like the Police and Simple Minds. On the entertainment side of things, I've always LOVED Rod Stewart. I like the Freddie Mercurys, people that can take an audience and talk to them and hold them. Frank Sinatra is my idol because he is show business.

KZ: Who's the technician of the band?

AF: I can't even plug a microphone in. I haven't a clue what's going on. When I was out kicking a ball and chasing girls, (keyboardist) Sam Reid was one of those kids who was studying music, music, music and technology. He's classically trained. He can lift the top off of an SSL board and fix it. I swear to you. He's a sponge. He learns. When I'm

reading a book on James Dean, he's reading a manual on DX7s and Emulators.

KZ: Tell our readers about the other guys in the band.

AF: We have Wayne Parker on bass. Wayne and I go back a long way--close buddies. Wayne is always happy, with a smile on his face. Wayne's a very melodic bass player--like Paul McCartney. It's not how many notes he plays, it's the notes he decides to play. Al Connelly is your typical story. He lives and breathes his guitar. No formal training or college, just guitar. If he didn't make it as a musician, he'd be washing dishes. Michael Hanson, our drummer, is a unique and all-around talent. He's a great drummer, fine vocalist, excellent guitarist and a keyboard player. He's one of the people you love to hate because he can do everything. He has a writing style of his own. I think one day, he'll be recognized on his own. Until that day comes, he's content and happy to be part of a unit. Sam, like I said, is superb. Myself, I don't know where it comes from or why I can do it, but I can write melody lines and words to go with them that so far have been successful. I was a street kid. I believe that all the great frontmen can be traced back to the schoolyard. When I was in the schoolyard, I used to do the talking and my pals used to do the listening. I used to entertain. That's got a lot to do with all this.

KZ: What's the most common mistake Canadian bands make in trying to break the States?

AF: One can be in securing management that doesn't prepare the band for infiltrating the American market. It's like night and day. If you don't have management that can conduct themselves in the way that the American system works, you'll get lost in the system, swallowed. That's why Derek Sutton was so important to us. I love our Canadian managers. They did the street hustling. But I don't think we could have done it with just them. We needed the international clout. The other mistake lies in the record companies themselves. When you're an American company and you have an American catalogue, ultimately American bands get top priority. It just stands to reason. We could have signed with EMI, but Manhattan Records needed this band as much as we needed them. Record executives here have openly said that Glass Tiger has helped make this label legitimate on the rock end of things. We have a hungry record company.

KZ: Any thoughts about Top Forty radio?

AF: It's difficult for me to answer because I'm always moving on. I get saddened by the horror stories. If you write a hit song and you know it's a hit song, it doesn't necessarily mean it's going to be a hit because of the shuffle that goes on. That saddens me. But you can't beat it. You cannot beat the system. You have to adjust to it. ●



ALAN FREW—LEAD VOCALS



WAYNE PARKER—BASS



MICHAEL HANSON—DRUMS



AL CONNELLY—GUITAR



SAM REID—KEYBOARDS



"Every kid that's ever picked up a guitar in his life wants to come to America."

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The Board of Directors of the Rock and Roll Hall of Fame Foundation, Inc. cordially invite you to attend the second annual Induction Dinner, Wednesday, January 21st, 1987. The Waldorf Astoria, 50th Street at Park Avenue
Cocktails-6:00 PM, The Jade & Astor Rooms
Dinner and Induction Ceremony-7:00 PM Grand Ballroom Black Tie



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My check, made payable to the Rock and Roll Hall of Fame Foundation, in the amount of \$ _____ is enclosed for these reservations:

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PLEASE RESPOND NO LATER THAN JANUARY 1st.

All ticket purchases and contributions are tax deductible to the full extent provided by law.

PHOTO FILE

by LISA SMITH and BETTY HOLLARS



OMD + CFNY = GOLD ◀

While in Toronto to play Maple Leaf Gardens, OMD presented a gold record to a CFNY/FM contest winner. Shown (left to right) are Don Berns (CFNY), Paul Humphries (OMD), Blair Gunhouse (contest winner) and Andy McLuskey (OMD).

PARR BLAMES IT ON ▼ WNEW/FM

The first stop on John Parr's latest promotional tour was New York City, where he played guest d.j. on WNEW/FM's morning show. Shown at the station's studios are (from left) John Parr, Charlie Kendall (former P.D., WNEW/FM), John Weston (Atlantic rep), Lisa Glasberg (WNEW/FM air personality) and John Wolff (Parr's manager).

FIRST ROYALTY CHECK ▼ PRESENTED TO AFRICA FUND

A check for over \$325,000, representing royalties from the sale of the album and single "Sun City," is presented to the Africa Fund.

Pictured (left to right) are Tilden LeMelle (a trustee of the Africa Fund), Bruce Lundvall (Manhattan Records), Arthur Baker (co-producer) and Little Steven (writer/producer).



RATT ON ROCKLINE ▶

While visiting New York City, Ratt did an extensive series of media interviews, including "Rockline," the live call-in radio program. Shown at

the broadcast are (from left) Jimmy Fink (Rockline associate producer), David Fleischman (Atlantic), Stephen Peacy (RATT) and Robbin Crosby (RATT).



NEW YEAR'S BUGABOOS

If you're like many of us, you at least thought about putting together a New Year's resolution. And if you're like many of us, that resolution will probably take you through January--maybe even February--before being lost forever in the shuffle of your busy life.

Why do people so often fail to follow through on resolutions, New Year's or otherwise? I think part of the problem has to do with poor goal-setting. Many people do not have a good grasp on how to set goals, and thus they fail to accomplish the things they want to accomplish and even worse--they often fail to achieve their dreams and hopes.

In my office, I keep two old cartoon strips which I think are relevant to this discussion. One is a "Cathy" strip, the other is "Broom Hilda."

In the first strip, Cathy is walking with her friend and saying, "On January 1, my goal was to lose 15 pounds and get every aspect of my life organized to perfection. On January 7, my goal was to have a semblance of order and periodic self-discipline. Today, 16 days into the new year, I'm clinging to the shreds of 23 self-improvement projects and my only goal is to wake up without a headache," Cathy's friend comments with a frown, "You're amazing, Cathy." Cathy replies smugly, "I know. This is the best I've ever done."

The "Broom Hilda" strip is right to the point: Irwin wakes up, stretches and says, "Ah! I think I'll do something stupid today!" In the next panel, Irwin looks at us and says, equally smugly, "I like to make plans I can stick to!"

Both strips illustrate important lessons for us. Cathy's wish to get every aspect of her life "organized to perfection" was not a goal, but a desire. Goals are specific and concrete. Desires are hazy and general. They are end-states we wish for. Examples are "improving efficiency in the office," "improving morale and teamwork," "being a more

profitable organization," "being a better manager," "learning how to use a computer" or "losing weight." Each of these desires, however commendable, is too general to qualify as a "goal." Goals are specific, observable standards with definite time frames that help us achieve our desires. If our desire is to improve efficiency in the office, we should generate several goals to help us get there. For example, we might have a goal of "reducing the number of memos and in-house correspondence by half by March 31st." In the next column, I'll discuss more examples of goals and how they relate to desires. For now, all I'd like you to accept is that desires are necessary, because from them emerge our goals, but desires and goals are not the same.

In addition, Cathy's desire to get everything "perfect" was so unrealistic as to be de-motivating. Whenever we set desires--or even goals--that are overly challenging, we start believing that we can't achieve them. Goals should motivate and inspire us, not make us anxious. Unrealistic goals can become so oppressive that we don't take action.

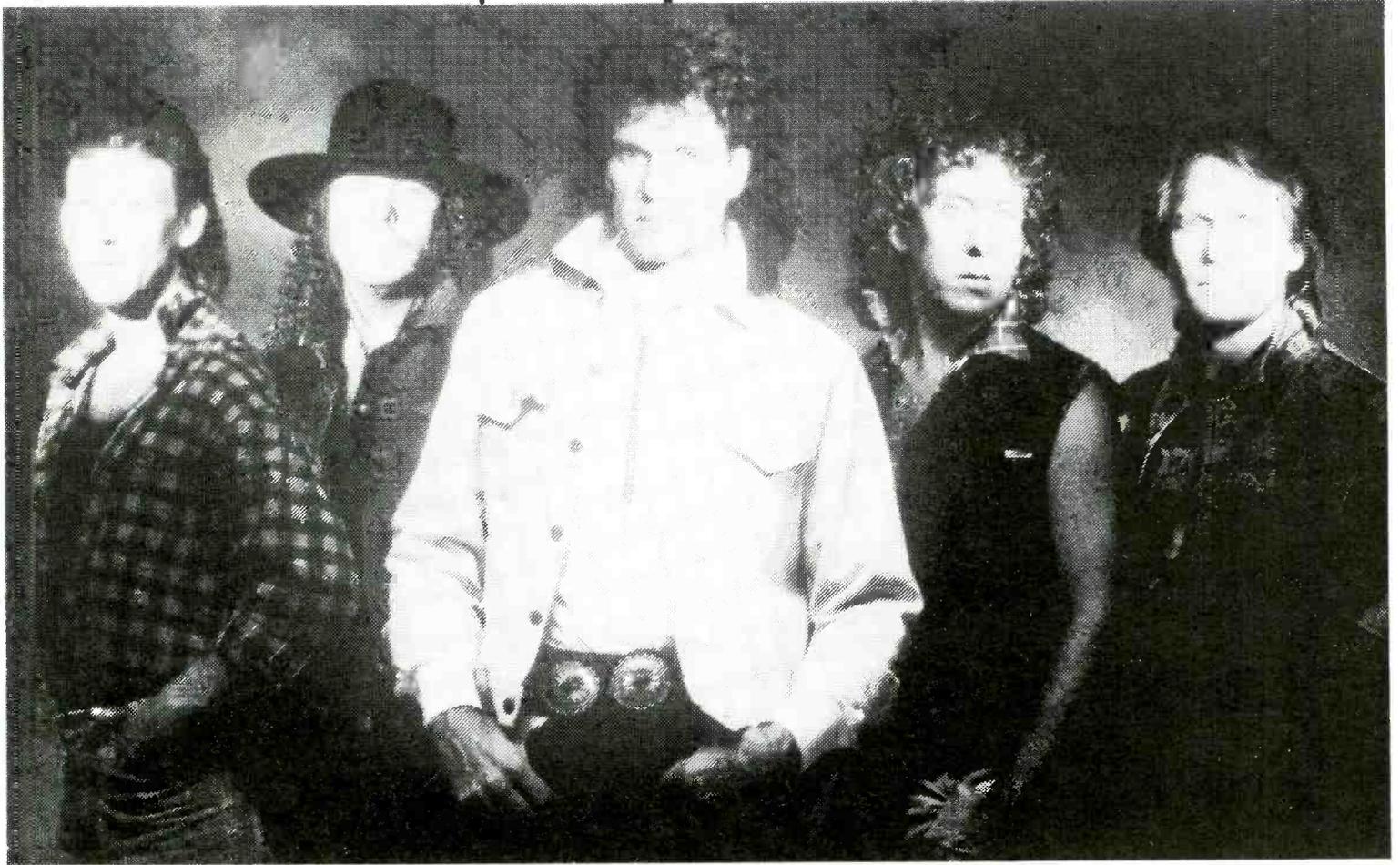
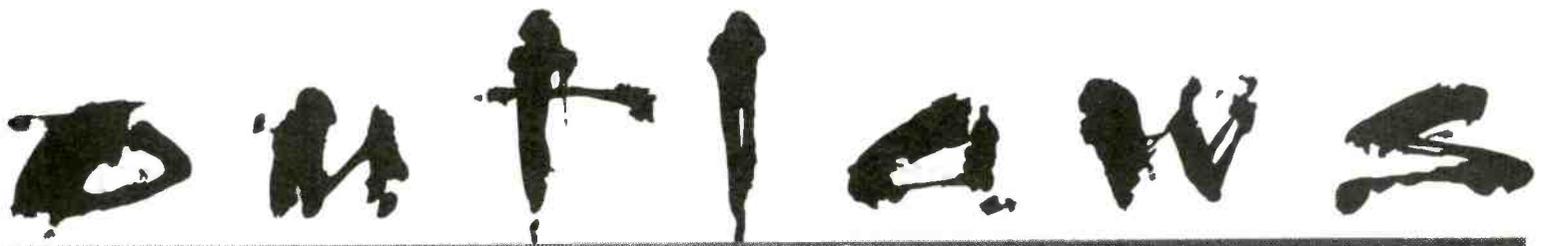
Unlike Cathy, Irwin certainly set an achievable goal. But it wasn't a challenging one. If we set goals that aren't challenging, we can attain them, but we don't improve. Neither do we achieve our potential. One of the best reasons for having goals is to improve our skills, abilities, performance, ourselves. Hence we need to have goals that are both achievable and challenging. So, if reducing in-house memos and letters by half by March 31st is ludicrously difficult, try making the goal more attainable by cutting them by 25 percent by March 31st, or by 50 percent by June 1st. On the other hand, if reducing the letters and memos by March 1st is fairly easy, then make the goal tougher and more challenging: Cut the paperwork by more than half, or



"Cathy's wish to get every aspect of her life 'organized to perfection' was not a goal, but a desire. Goals are specific and concrete. Desires are hazy and general."

move up the deadline to February 1st.

Next time, we'll continue our discussion about goals. Meanwhile, to avoid the New Year's Resolution Bugaboo, why not do this: Check to make sure your resolutions are goals rather than desires. If they are desires, try to make them goals. If they're goals, make sure they're simultaneously achievable and challenging. ●



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JANUARY 22ND	New Orleans, LA
JANUARY 23RD	Houston, TX
JANUARY 24TH	Austin, TX
JANUARY 27TH	Dallas, TX
JANUARY 29TH	Colorado Springs, CO
JANUARY 30TH	Durango, CO
JANUARY 31ST	Murray, UT



BIO FEEDBACK

by *RON FELL*

EDWARD VAN HALEN

Though David Lee Roth's guitarist Steve Vai won this year's Guitar Player magazine "Guitarist Of The Year" award, it may have been because Edward Van Halen has won the award for the five previous years and thus was declared ineligible by the magazine.



XTC

Formed in 1977 as a quartet, XTC has toured all over the world. Since signing with Geffen Records, the band is now a trio and no longer plays live shows.

WANG CHUNG

Their video for "Everybody Have Fun Tonight" has been banned in England because it "can trigger fits in an epileptic." So says a doctor retained by the BBC's screening committee.

DIONNE WARWICK/LUTHER VANDROSS

They'll host the First Annual Soul Train Music Awards early this year.

DOLLY PARTON

The musical "I'm Getting My Act Together And Taking It On The Road" is being re-written for film with the aid of Dolly Parton, who'll also star in the production.

SHEENA EASTON/STEVE PERRY

A new Easton album is due in February, and it includes a track with Journey's Steve Perry.

CROWDED HOUSE

This New Zealand band actually takes their name from an apartment in which they stayed in Hollywood, California, while recording their album.

BILLY BRANIGAN

He's the sister of Atlantic Records' Laura Branigan.

ARETHA FRANKLIN

Her first album, "Songs Of Faith," was recorded in 1956 on Chess Records when she was fourteen.



FISHBONE

Their brief tour last year had as its slogan "Bone In The USA."

BON JOVI

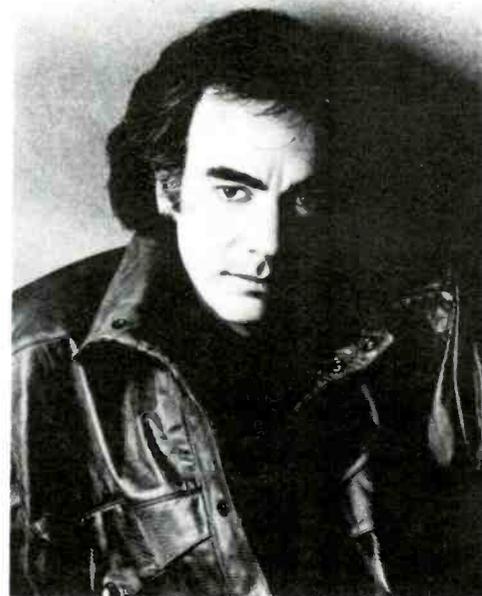
The band has contributed two songs to the soundtrack of the next Michael J. Fox film, "Light Of Day."

RANDY NEWMAN

He's a contributor to both the screenplay and the soundtrack for the Martin/Chase/Short comedy "Three Amigos."

O'KANES

Jamie O'Hara and Kieran Kane derived the O'Kanes from their two Irish names.



NEIL DIAMOND

He'll be performing "The Star Spangled Banner" at the Super Bowl in Pasadena on January 25th.

TOTO

Tommy Chong of Cheech and Chong is the director of their new video, "Without Your Love."

BRUCE HORNSBY

His publishing company, Bob-A-Lew Music, is owned by Huey Lewis and his manager, Bob Brown.

PETER, PAUL & MARY

"No Easy Walk To Freedom" is their first studio album in nine years.

BOBBY BROWN

When he was a member of New Edition, he was the youngest and the tallest.

COLUMBIA

GUIDE to GREAT



BILLY JOEL

THIS IS THE TIME

GAVIN TOP 40: 24-22

65% HIT FACTOR

GAVIN A/C: #1

SECOND WEEK IN A ROW!



EDDIE MONEY

I WANNA GO BACK

**GAVIN TOP 40: CERTIFIED
DEBUT AT 31***



TOTO

WITHOUT YOUR LOVE

FIRST WEEK OUT:

2nd MOST ADDED, 68 STATIONS

**THIS WEEK: CHARTBOUND
& 3rd MOST ADDED, 157/64**

GAVIN A/C: DEBUT 26*

RECORDS'

PROGRAMMING



JOURNEY

I'LL BE ALRIGHT WITHOUT YOU

GAVIN TOP 40: 30-19!!!

GAVIN A/C: MONSTER DEBUT AT 17*



the BEASTIE BOYS

*(YOU GOTTA) FIGHT FOR YOUR
RIGHT (TO PARTY)*

GAVIN TOP 40 UP & COMING 90/25

TOP 20 ACTION:

WROQ 7

KKYK 12

Y95 11

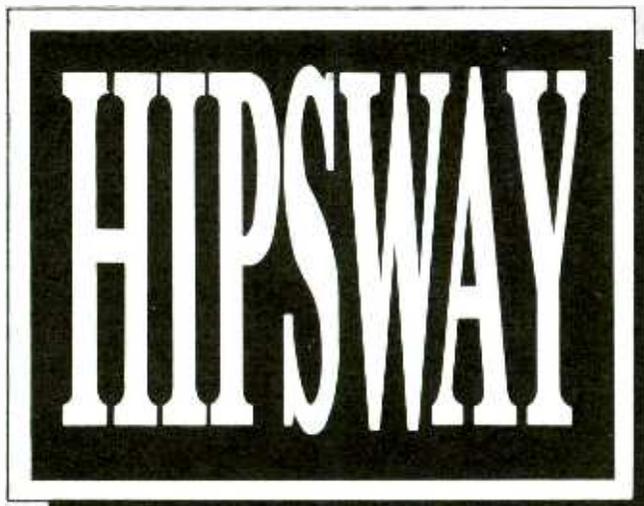
KOZE 20

KMGX 1

KROY 9

KSTN 6

KHIT 14



HIPSWAY

THE HONEYTHIEF

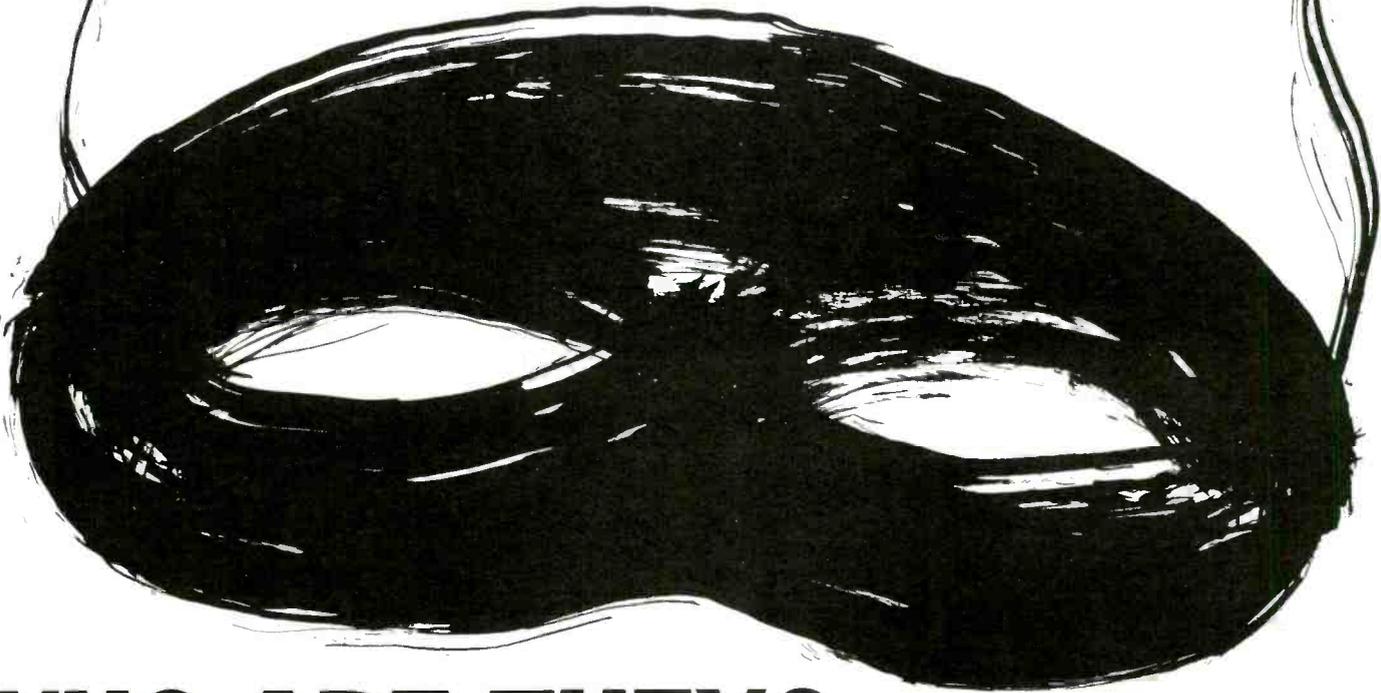
BRAND NEW BAND!

SO EXCITING THAT 26 STATIONS

ADDED IT OUT OF THE BOX!



The 1987 Gavin Award Nominees



WHO ARE THEY?

*Unmasked Next Week
In The Gavin Report!*

GAVIN
SEMINAR FOR MEDIA PROFESSIONALS

ALBUM/ALTERNATIVE

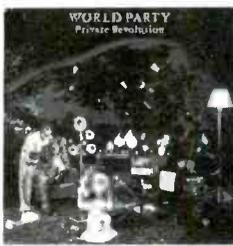
GAVIN ALBUM FRONTLINE



ERIC CLAPTON



ROBERT CRAY BAND



WORLD PARTY



JULIAN COPE



GOLDEN PALOMINOS



XTC



"Shakin' Shakin' Shakes"-Los Lobos (Slash/W.B.)

Absolutely fantastic and well worth the wait. "Shakin' Shakin' Shakes" was heads above the rave track of the week. The soul and groove of their upcoming LP comes through loud and clear. If the Fab T.Birds can mine gold and platinum, then Los Lobos can't be far behind. Album Radio won't get fooled again with these guys. Look for out-of-the-box action pronto.

HIPSWAY

"The Honeythief"-Hipsway (Columbia)

Hipsway has been swaying in Europe for almost one year prior to storming the beaches of NYC. The results are far from sounding dated. In fact, this band is definitely "with it." Hot single.

"World Shut Your Mouth"-Julian Cope (Island)

I can't keep quiet another minute. With the release of this mini-LP and an upcoming full LP, "World Shut Your Mouth" is a new trend taking the USA by storm. I mean, check out the people on the streets. They're shutting their mouths, especially inside the Chicago Bears locker room.



Infected-The The (Epic)

Here's something new. The The (alias Matt Johnson) works with an ensemble of musicians rather than all by his lonesome. The end result is a collision of energies and ideas, all pretty deadly. Though the material is bathed in eccentricity, The The's tangibility increases with every listen. Each track starts from scratch philosophically, taking separate directions, ending up in different galaxies. Check out "Infected," "Out Of The Blue," "Angels Of Deception" and "Sweet Bird Of Truth."



NEW
Releases

Dreamtime-The Stranglers (Epic)

Like the Seven Samurai and the Magnificent Seven, there's "Always The Sun." In other words, there's something majestic about the Stranglers' music, especially the opening single "Always The Sun" and the title track "Dreamtime." While the cover motif is primitive tribal, the approach is definitely European. Look for Dreamtime to gun for the number one slot on our Alternative chart, competing with The The, The Furs, Los Lobos and XTC. Sparks will fly.



"Hold Me"-Colin James Hay (Columbia)

After millions of Men At Work albums sold worldwide, Colin James Hay is back to square one, bursting with pride over the integrity of his new direction. I can see why. "Hold Me" is a mature endeavor right down to the African intro. Producer Robin Millar shows his colors as an innovative collaborator as well.

"Standing On Higher Ground"-Alan Parsons Project (Arista)

Alan Parsons' biggest base exists right here in the USA with Album Radio taking Alan even closer to their hearts. "Standing On Higher Ground" is the first taste off of Guadi, AP's upcoming LP. Sounds solid.

Bad Attitude"-Deep Purple (Mercury)

Partly because of this record, we ended up trading down our shiny new office speakers. When Deep Purple sounds pretty, you know it's time to switch. So now that we're back to smaller, cheaper and triple bad, let the good music roll and pound. "Bad Attitude" has a good attitude. It is snarly enough to make me believe that DP's is one reunion that isn't cashing in on cheap sentimentality. These guys seem to be living for today. Thumbs up.

TREAT HER RIGHT



Treat Her Right (Soul Selects)

The first week back, one song always shines a bright light, a sort of welcome back to the working week. Usually it's released by a major. This time it's something a little more homegrown. Boston's Treat Her Right is a low decibel, snakey, swampy blues-based rock n roll band, decidedly modern, yet authentic and rootsy. All four members are refugees from louder bands who decided that louder isn't necessarily better. The big track is the opener, "I Think She Likes Me." The hook is the black humor and the audacity that a blues harp-based, stripped-down four-piece comes across so potentially commercial. I dialed Mark at 617-876-6576 expressing my approval. If I were you, I'd give him a shout for a copy of this cool record.

rockin'

I Hear You Rockin'-Dave Edmunds Band (Columbia)

An odd time for a live one, but what a collection! For someone who has yet to nail down an official hit single, this one sure is jammed with familiar rockers. The main thing about I Hear You Rockin' is the consistency. If you already dig the song, chances are good any of these live renditions will meet your standards. Tight isn't the right word for the band. They play like a ten-armed, ten-legged monster.

Reports accepted Mondays at 8 AM through 1 PM Wednesdays
Station Reporting Phone (415)392-7750

CERTIFIED



LOS LOBOS (Slash/Warner Bros.)
DEEP PURPLE (Mercury)
JULIAN COPE (Island)

MOST ADDED

1. "Shakin' Shakin' Shakes-LOS LOBOS (Slash/Warner Bros.)
2. "Bad Attitude"-DEEP PURPLE (Mercury-12")
3. "Standing On Higher Ground"-ALAN PARSONS PROJECT (Arista)
4. "The Wanderer"-DAVE EDMUNDS (Columbia-12")

MY 2 CENTS

It's always a surprise to come back after a mega-week break and see which records survived the holiday. The Pretenders hold on solid to the number one slot, but the two most pleasant surprises can be found inside the Top Five. I'm referring to Robert Cray exploding wide open, debuting 1987 at #4. And that's not all. After years of struggling, the band is receiving praise from all different sectors of the music community. There's a strong possibility that "Right Next Door" may see single status. If that happens, Top Forty better look out. We're talking blues power. The other surprise was World Party screeching its way to #5. Did Karl Wallinger ever have an inkling of a clue that this LP would grab the fancy of American radio like World Party has so far?...You'll notice that this week we start from scratch with no numbers from LAST WEEK or TWO WEEKS past. Underlines are based on upward movement. But it's always a good idea to start the New Year with a spirit of flexibility, especially when you consider the chances that growth patterns are sometimes not substantiated yet. Some records may make some surprise moves upward...Georgia Satellites had a strong week. They've been raising hell all across the country and have now just joined the Bob Seger tour. What's most impressive about the Satellite's success has been their ability to spread their appeal over several trax. While "Hands" put them on the map, I'm getting action not only on "Battleship Chains," but also on "Railroad Steel." The Satellites, though lodged at #11, where they were before we were interrupted by the holidays, emphatically

TW

- 1 PRETENDERS (SIRE) "MIRRORS" "BABY" "HYMN" "LIFE"
- 2 ERIC CLAPTON (DUCK/WARNER BROS.) "APART" "MISS" "USE"
- 3 Steve Miller Band (Capitol) "World" "Nobody" "Ain't"
- 4 ROBERT CRAY BAND (HIGHTONE/MERCURY) "GUN" "DOOR" "SHOWED"
- 5 WORLD PARTY (CHRYSALIS) "SHIP"
- 6 PETER GABRIEL (Geffen) "BIG" "THAT"
- 7 Bruce Springsteen (Columbia) "War" "Seeds" "Fire" "Night"
- 8 Kinks (MCA) "Factory" "Lost" "Video" "Cities"
- 9 BRUCE HORNSBY & RANGE (RCA) "RAIN" "WESTERN"
- 10 BILLY IDOL (CHRYSALIS) "GUN"
- 11 GEORGIA SATELLITES (ELEKTRA) "CHAINS" "HANDS" "STEEL"
- 12 BOSTON (MCA) "READY" "CAN'T" "COOL" "AMANDA"
- 13 Timbuk 3 (IRS) "Life" "Shades"
- 14 Bob Geldof (Atlantic) "World" "Rocket" "Rain"
- 15 Lone Justice (Geffen) "Shelter" "Found"
- 16 Benjamin Orr (Elektra) "Hot" "Stay"
- 17 JASON & SCORCHERS (EMI AMERICA) "GOLDEN"
- 18 KBC (Arista) "America"
- 19 HUEY LEWIS & THE NEWS (CHRYSALIS) "JACOB'S" "ALONE"
- 20 BON JOVI (MERCURY) "PRAYER" "DEAD" "BAD"
- 21 TIL TUESDAY (EPIC) "CLOSE" "LOVERS"
- 22 IGGY POP (A&M) "WILD"
- 23 EDDIE MONEY (COLUMBIA) "BACK" "ENDLESS"
- 24 LOVE & ROCKETS (BIG TIME) "MIND"
- 25 Smithereens (Enigma) "Wall" "Roses"
- 26 Ann Wilson (Capitol) "Man"
- 27 Ric Ocasek (Geffen) "True" "Emotion"
- 28 DAVID & DAVID (A&M) "EASY"
- 29 Kansas (MCA) "Power" "Wanted"
- 30 Talking Heads (Sire) "Sale" "Evidence"
- 31 JOHN FOGERTY (WARNER BROS.) "KNOCKIN"
- 32 JULIAN COPE (ISLAND) "WORLD"
- 33 EUROPE (EPIC) "FIND"
- 34 JOAN JETT & BLACKHEARTS (B.H./CBS) "ROADRUNNER"
- 35 DON DIXON (ENIGMA) "PRAYING"
- 36 KATE BUSH (EMI AMERICA) "EXPERIMENT"
- 37 LOS LOBOS (SLASH/WARNER BROS.) "SHAKIN"
- 38 ROB JUNGKLAS (MANHATTAN) "SOMETHING"
- 39 DEEP PURPLE (MERCURY) "ATTITUDE"
- 40 ROBIN TROWER (CRESCENDO) "TIME"

CHARTBOUND

- *ALAN PARSONS PROJECT (Arista) "Higher"
- *DAVE EDMUNDS (Columbia) "Wanderer"
- XTC (Geffen) "Earn"
- BEASTIE BOYS (Def Jam) "Fight"
- SHRIEKBACK (Island) "Buddha"
- *GENESIS (Atlantic) "Tonight"
- *JENNIFER WARNES (Cypress) "Manhattan"
- *LUCY SHOW (Big Time) "Million"
- *STRANGLERS (Epic) "Sun"
- MIGHTY LEMON DROPS (Warner Bros.) "Thrill"
- *SPOONS (Mercury) "Bridges"
- CINDERELLA (Mercury) "Nobody's"
- JOHN EDDIE (Columbia) "Rebel"
- CROWDED HOUSE (Capitol) "Dream"
- TESLA (Geffen) "Modern"

carry an underline, signaling future potential growth... Boston retains strong action on a myriad of trax... Jason Ringenberg was another who survived the holidays. He and his group are, in the words of their new LP, Still Standing...Numbers 19 thru 24 is a real

happening Brat Pack: Huey, Iggy, Eddie \$, Love & Rockets, Bon Jovi and Til Tuesday all made good showings this week...David + David have a real good shot at reaching other formats with "Easy." Dave Sholin personally picked their single this week as well...John Fogerty is back on the chart, due the success of "Knockin"...American radio is coping with Julian Cope's first domestic released since his work with Teardrop Explodes back in early 1980...Europe is making a strong bid to spread their Euro-success to the USA. They maintain a foothold at #33...If you dig the Los Lobos single, wait until the LP finds its way into your hot little hands. It is an expert piece of work...Deep Purple come out hot and heavy. Singer Ian Gillan sounds like he means it...Probable debuts for next week's charts include Dave Edmunds, Alan Parsons and perhaps the new Genesis beer single. Expect Edmunds and Parsons to soar. Until then, stay well. I'll see you in February. Next week we announce the nominees for the 1987 Gavin Awards. Send in your hotel card to get the groovy rates. Meanwhile, stay well. XO KZ.

Epic

the stranglers

INFECT

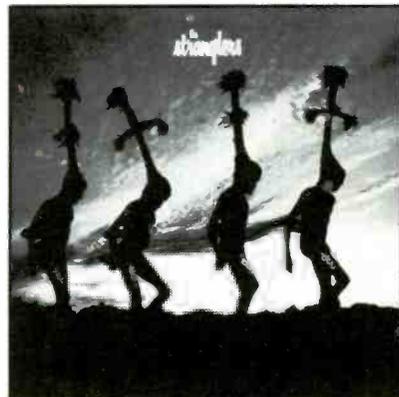
YOUR

DREAMS

THE THE. "INFECTED."

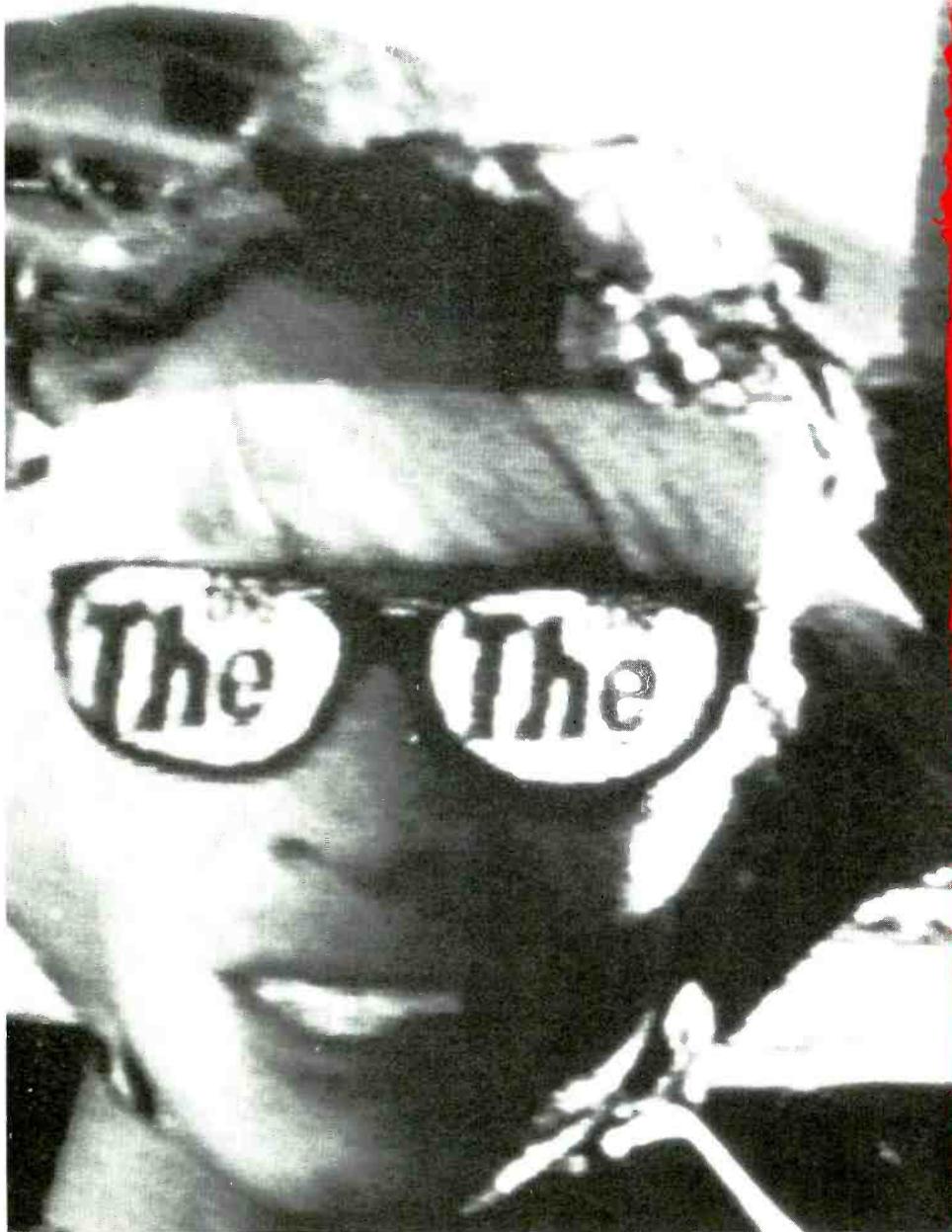


THE STRANGLERS. "DREAMTIME."*



1987. LOOK FOR NEW MUSIC
OF EPIC PROPORTIONS.

ON EPIC RECORDS, CASSETTES AND COMPACT DISCS.

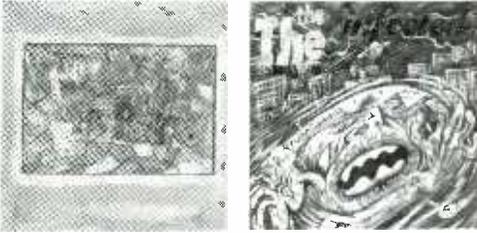


ALTERNATIVE

CHART

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

CERTIFIED



CAMPER VAN BEETHOVEN
(P.A.T./ROUGH TRADE)

THE THE
(EPIC)

MOST ADDED

1. True-CONCRETE BLONDE (IRS)
2. "Shakin' Shakin' Shakes"-LOS LOBOS (Slash/Wamer Bros.-12")
3. Gods Own Medicine-THE MISSION UK (Mercury UK)
4. Dreamtime-THE STRANGLERS (Epic)

IMPORT INDIE

- LONNIE MACK (Alligator) "Tough"
ALBERT COLLINS (Alligator) "Drunk"
DRIVIN' N CRYIN' (688) "Scarred"
NICK CAVE (Homestead) "Sad"
APB (Link) "Missing"
NIXON & ROPER (Restless/Enigma) "Way"
DEATH OF SAMANTHA (Homestead) "Set"
LYRES (Ace Of Hearts) "Not"
LEGENDARY PINK DOTS (Bias 4) "Tower"
PRIMITONS (What Goes On) "Away"
MURPHY'S LAW (Profile) "Law"

ALTERNATIVE ACTION

We wipe the slate clean for the new year, hence the lack of the last two weeks of chart numbers. **Robyn Hitchcock** maintains his momentum through the solstice and two week break, staying at #1 for the fourth consecutive chart. **Julian Cope** is on the verge of taking over behind the play of just the EP. The release of his full album soon should push him over the top. **XTC** is exceptionally strong and has the chart profile to become a number one album. **Camper Van Beethoven** is the late bloomer this week turning in a co-Certified performance and charting at #15. **CVB** looks like a top 10 record with CFNY, WXCI, WUSB, WUNH, WUOG, WWVU, WXYC, KABL, WNUR, WOXY, KEYX, KCPK, KDVS, KUCI, KXLU, KJET, KBVR, KCMU, etc. pitching in. Sharing Certified honors is **Matt Johnson's** new **The The** album "Infected." There should be significant movement in the chart positions next week as everyone gets back in the groove and our four Most Added records debut. All four will climb high on the chart but the going will be tougher for the debut albums by **Concrete Blonde** and **Mission UK** as they go head-to-head against two established bands, **Los Lobos** and **The Stranglers**. **Los Lobos** are on the verge of hatching on a major

TW

1. **ROBYN HITCHCOCK** (RELATIVITY) "PRIEST" "WINCHESTER" "AIRSCAPE"
2. **JULIAN COPE** (ISLAND) "WORLD"
3. Shriekback (Island) "Buddha" "Black" "Path" "Reptiles" "Jazz"
4. **GOLDEN PALOMINOS** (CELLULOID) "DIAMOND"
5. **XTC** (Geffen) "EARN" "GRASS" "SUPERGIRL" "SUMMER'S"
6. Mighty Lemon Drops (Sire) "Angel" "Thrill" "Other" "Head"
7. Billy Bragg (Elektra) "Brunette" "Ideology" "Union"
8. Beastie Boys (Def Jam/Columbia) "Party" "Revere" "Style"
9. Robert Cray (Mercury/PolyGram) "Gun" "Showed" "Nothin"
10. Love Tractor (Big Time) "Beatle" "Cartoon" "Small"
11. New Order (Qwest) "Promise" "Day" "Weirdo" "Triangle"
12. **PRETENDERS** (SIRE) "MIRRORS" "BABY" "SOUL" "TRADITION"
13. The Lucy Show (Big Time) "Million" "Sad" "View" "Sun"
14. Lone Justice (Geffen) "Shelter" "Dixie"
15. **CAMPER VAN BEETHOVEN** (P.A.T./ROUGH TRADE) "GOOD GUYS"
16. Jazz Butcher (Big Time) "Nothing" "Kitchen" "Falling"
17. Love & Rockets (Big Time) "Mind" "Yin" "Dream" "Express"
18. **WORLD PARTY** (CHRYSALIS) "REVOLUTION" "SHIP" "COME"
19. Bob Geldof (Atlantic) "World" "Rocket" "Rain"
20. **THE THE** (EPIC) "INFECTED"
21. Housemartins (Elektra) "Happy" "Anxious" "Get" "Flag"
22. Big Audio Dynamite (Columbia) "Hollywood" "Come" "Beyond"
23. **KRAFTWERK** (WARNER BROS.) "MUSIQUE" "TECHNO" "ELECTRIC"
24. Chameleons UK (Geffen) "Swamp" "Dancing" "Man"
25. **KATE BUSH** (EMI AMERICA) "EXPERIMENT"
26. **SOUL ASYLUM** (TWIN/TONE) "LAND" "FREAKS"
27. Jason & Scorchers (EMI America) "Ball" "Shotgun" "19th"
28. Iggy Pop (A&M) "Isolation" "Child"
29. Fetchin' Bones (Capitol) "Noon"
30. Something Wild Soundtrack (MCA) "FYC" "Byrne"

CHARTBOUND

- THE FALL (Beggars Banquet-12") "Sinister"
CONCRETE BLONDE (IRS) "Hollywood"
THE MISSION UK (Mercury UK) "Wasteland"
DON DIXON (Enigma) "Praying"
UPS & DOWNS (What Goes On) "Sleepless"
DREAMS SO REAL (Coyote) "History"
DEAD OR ALIVE (Epic) "Brand"
THE STRANGLERS (Epic) "Sun"
DIED PRETTY (What Goes On) "Blue" "Laughing"
NEW MODEL ARMY (Capitol) "Hunt" "Lights"
THEY MIGHT BE GIANTS (Bar/None) "Everything"
GRACE JONES (Manhattan) "Perfect"
COLIN NEWMAN (Enigma) "Terrain"
DEBBIE HARRY (Geffen) "French"
RED LORRY YELLOW LORRY (Homestead) "Cut"
DAMNED (MCA-12") "Decorum"
RAVE UPS (Fun Stuff) "Wishes"
SKINNY PUPPY (Capitol) "One"
LOS LOBOS (Slash/Warner Bros.-12") "Shakin'"

level and once the new album is released it will undoubtedly be a #1 challenger. Adds this week included; 91X, KJET, KZAM, KVNF, KVRE, KTCL, WOXY, WWVU, WFNX, WUSB, WTSR, WHFS, etc. The Stranglers have been releasing a string of overlooked music the past few years and Dreamtime is consistent with their recent releases. The Mission UK is only out as an import right now, with the domestic album scheduled for release next week, so third Most Added status is very impressive.

SPOTLIGHT LP

"Don't Go Away"-PRIMITONS (What Goes On/Homestead-EP)

Hot stuff! **The Primitons** are back again with a three-song EP to follow up their well-received debut, **Primitons**, which was co-produced by **Mitch Easter**. Based deep in the South, the band recorded this last summer in Jackson, Mississippi. The Primitons naturally gravitate to pop rock with an abundance of vocal harmonies and lively guitar chords. "Don't Go Away" stands apart as a well-groomed example of this enormously talented band's work. Look for their debut album within the next few months. Call What Goes On at (516) 764-6200.

Leaving Time-WINTER HOURS (Link) After a series of EP's, **Winter Hours'** long-awaited full album is finally here. **Winter Hours** update dreamy psychedelic music for the 80's by allowing it to breathe. Side one includes "The Confessional" and "September Song," both from on their three-song EP released last fall. The album soars on side two with "Waiting For The Thunder" and "If I Could Make You Hear Me" taking center stage. A re-recorded "Ten Minutes" (an electric version was on the previous EP) is a precious song with only **Joseph Marques'** vocals and acoustic guitars. **Peter**

NORTHEAST

TORONTO, ONDON BERNS-CFNY 416-453-7452

ADDS: Until Dec., Nitzer Ebb, This Fear, Camper Van, M.Lemon D., Erasure, H'martins. **MAX:** W. Party, Pretenders, 8 Seconds, S.Miller, Stranglers, Tom Roles, Vital Syns, Red Box, Bob Geldof, Kinks, R. Cray, Shriekback, R.Thompson, Psych.Furs, Jul. Cope. **MODS:** P. Club, Some. Wild, Crowded H., Beastie B., Bolshoi, Fishbone, Hitchcock, Crowded Industry, Visa Vie, Long John Baldry, Bambi, Duran Duran, Goodby Mr.McKensie, Pursuit of Happiness, Grace J., Jazz Btch., Scruf./Cat, The The, H'martins, Kill. Joke, Kraftwerk, Mission.

LYNN, MAB.MCDONALD/M.BRIGHT-WFAX 617-595-6200

ADDS: REM, J. Goodman, XTC, D.Edmunds, Three Angry Poles, B.Monkeys, B.Nelson, A. Collins. **MAX:** Kate Bush, W. Party, Iggy Pop, T.Heads, Pretenders, Shriekback, R. Cray, G.Palomino, Gen.Public, Chameleons, B.A.D., The The, Jul. Cope, Los Lobos. **MODS:** New Order, Love&Rockt, Thrw.Muses, Level 42, B. Bragg, Lucy Show, APB, Don Dixon, Hunters&C., Clapton, David +, Grace J., Hitchcock.

BOSTON, MAOEDIPUS/CARTER ALAN-WBCN 617-266-1111

ADDS: D. Purple. **MAX:** Bruce Sp., Boston, Bangles, Ben Orr, Kinks, Georgia S., P.Gabriel, Pretenders, Smitheroen, Wack Attack, Bob Geldof, SR.Vaughan, S.Mille S. Winwood, R.Ocasek, Timbuk 3, B.Hornsby, C.Lauper, Bon Jovi, Clapton, B. Idol, T.Tuesday, Lone Just., Iggy Pop, Cinderella, Ann Wilson, Joan Jett, Kansas, Jason & S., D. Purple, W. Party, Beastie B., E.Money, Love&Rockt, D. Harry, KBC, David + Europe, John Eddie.

PETERBOROUGH, NHJIM LEONARD-WMDK 603-924-7165

ADDS: L.A.Barton, Memphis Rockabilly Band, Elliot Murphy, Pacific Orch., Teresa Trull, Los Lobos. **MAX:** G.Palomino, Lone Just., Clapton, Earl King, Bob Geldof, Kinks, R. Cray, S.Miller, A. Collins, Pretenders, Zig.Marley, Don Dixon, T.Tuesday, Himmelman, Taj Mahal, W. Party, Ben Orr, Hitchcock, T-Bone B., P. Young, Bruce Sp.. **MODS:** Jazz Btch., Kate Bush, Smiths, XTC, H'martins, Gen.Public, Jul. Cope, D. Harry, Rockin'Dopsie, L.Brooks, Walter W.Washington, L. Tractor, H.Jones, Colo of \$, Rave-Ups, L. Mack, 8 Seconds, Grace J., Love&Rockt, Ben Sidran, Some. Wild, Los Lobos.

HANOVER, NHBHAVSAR/WACHEN-WFRD 603-646-3313

ADDS: Cinderella, D. Purple, Parsons, Boston, D.Edmunds. **MAX:** Pretenders, Bon Jovi, B.Hornsby, R. Cray, P.Gabriel, Ann Wilson, Clapton, B. Idol, Jason & S., E.Money, KBC. **MODS:** Clapton, S.Miller, Kinks, Bruce Sp., Smitheroen, Pretenders, Timbuk 3, Europe, T.Tuesday, W. Party, Boston, Kansas, Don Dixon, Cinderella.

HANOVER, NHLERNER/GREENFIELD-WDCR/AM 603-646-3986

ADDS: a-Ha, The Spoons, Mission, Vigil, Hipsway, Vigil, Hipsway. **MAX:** Jul. Cope, XTC, Until Dec., Rave-Ups, a-Ha, Himmelman, OMD, Concrete/B, Ups&Downs, Kate Bush. **MODS:** M.Lemon D., L. Tractor, B. Bragg, Grapes/Wr., Hitchcock, Vigil, Hipsway, G.Palomino, Timbuk 3, The Spoons, Love&Rockt, Shriekback, Mission, Pontiac B., Win. Hours, Vigil, Hipsway.

DURHAM, NHLISA SECURO-WUNH 603-862-2087

ADDS: Firehose, Househunters, Front 242, Durutti Column, Mantronix, Stungrays, Third Circle, ..Fuzzbox.., Mission, Concrete/B. **MAX:** Camper Van, R. Cray, Big Black, Jazz Btch., Beastie B., Men They Couldn't Hang, Virginia Astley, I Start Counting, Big Hits of Mid.America, Junk, Gary Numan, Sudden Afternoon, Kate Bush, XTC, The Fall, Dead or A., Feelies, Hitchcock, Grace J., Meatmen. **MODS:** Flipper, Agitpop, Jul. Cope, Che & F.C., Joy Division, Infections, Deadly Spawn Comp., Woffing Cookies, Three Angry Poles, Salvation, Nixon&Rop., Wire, The The, Dreams S.R, Damned, Red L/YL, Smiths, A.C. Ratio, L. Tractor, Shriekback.

MONTPELIER, VTJODY PETERSEN-WNCS 802-223-2396

ADDS: P.Gabriel. **MAX:** Pretenders, Timbuk 3, Jms. Brown, Clapton, Lone Just., T.Tuesday, Little Richard, Kinks, Bruce Sp., Paul Simon, H.Lewis, S.Miller, R. Cray, J.Fogerty, Woodentops. **MODS:** M. Jones, R. Crowell, Taj Mahal, H.League, Ben Orr, Walter Washington, Townshend, Bob Geldof, R.Ocasek, P. Young, R.Thompson, B. Idol, T.Heads, J. Warnes, J.L.Walker.

DANBURY, CTA.COREY/K.WILKINS-WXCI 203-792-8666

ADDS: Wire, Damned, Godfathers, Xymox, Ultravox, Kill. Joke, Soul Asyl., Stranglers. **MAX:** Beastie B., XTC, Shriekback, Smiths, Jul. Cope, Mission, Yello, The The, Camper Van, New Order, Fishbone, M.Lemon D., Dead or A., Chameleons, K.T.P.. **MODS:** Shop Asst., B. Bragg, Ampersand, The Fall, Kraftwerk, Hitchcock, Jazz Btch., Some. Wild, Died Pret., Rave-Ups, Andy White, Cocteau T., Bolshoi, Bad Brains, Ups&Downs, Lucy Show, Heaven 17, Grace J., Win. Hours, T.Mortal C, L. Tractor, G.Palomino.

LONG BRANCH, NJJOY CROSSLIN-WMJY 201-222-1071

ADDS: Georgia S., Clapton, Beastie B., T.Tuesday, Genesis, Bob Geldof, H.Jones, R.Jungklas, Ben Orr, KBC, Lone Just., D.Edmunds. **MAX:** P.Gabriel, Pretenders, Clapton, Jason & S., R. Cray, B.Hornsby, KBC, B. Idol, Bon Jovi, E.Money, Europe, T.Tuesday, Journey, Lone Just., Pretenders, Georgia S., Ben Orr, W. Party,

Smitheroen, Ann Wilson, S. Winwood, Kinks, Boston, Bob Geldof, David +, J.Fogerty, S.Miller, Iggy Pop, Bruce Sp.. **MODS:** P. Young, Joan Jett, B. Squier, E.Money, David +, Kinks, Timbuk 3, Bruce Sp., Love&Rockt, Color of \$, B.Joel, S.Miller, R.Ocasek, Bruce Sp., SR.Vaughan, John Eddie, S.Miller, B.Hornsby, Ben Orr, Kansas, Boston.

TRENTON, NJJEFF OROSZ-WTSR 609-771-2420

ADDS: L. Mack, Durutti Column, Three O'Clock, Ludiprice, Los Lobos. **MAX:** Beastie B., Red L/YL, Hitchcock, Kate Bush, Jul. Cope, Yello, Iggy Pop, Coolies, Kraftwerk TV's Greatest Hits, Lucy Show, Bad Brains, Skinny Pup, D. Harry, Nixon&Rop.. **MODS:** H'martins, XTC, Chameleons, B. Bragg, Leather N., Live Skull, Crumb Suckers, Col.Newman, D. Dax, G.Palomino, Wire, Gang Green, Stranger/S, B.A.D., L. Tractor.

NEW YORK, NYL.DUCK/MCNAMARA-WLIR 516-485-9200

ADDS: Hipsway, B.A.D., The Spoons, Ben Orr, Stranglers, Hanover Fist, REM, W. Party, P. Echo, Heaven 17. **MAX:** Love&Rockt, B.A.D., H.Jones, Joan Jett, a-Ha, The The, P.Gabriel, Pretenders, Pet Shop B., Hanover Fist, B. Idol, Kate Bush, Duran, OMD, XTC, New Order, Smiths, Jul. Cope, D. Harry, Dead or A., UB40, Gen.Public, Ampersand, B. Bragg, APB, Gene Loves, R.Ocasek, Hipsway, The Spoons, Ben Orr, REM, W. Party, Stranglers, P. Echo, Heaven 17. **MODS:** Damned, Some. Wild, B-52s, Hitchcock, P. Young, Bob Geldof, Depeche M., Communards, Shriekback, Eurythmics, Ups&Downs, Smitheroen, K.T.P., F.Goes To, Bangles, Alphaville, Timbuk 3.

NEW YORK, NYKENDALL/CHERNOFF-WNEW/FM 212-986-7000

ADDS: E.Money, Los Lobos, R.Jungklas, Georgia S., John Eddie, Stranglers, Kinks, Genesis, D.Edmunds, D. Purple. **MAX:** Bon Jovi, Clapton, P.Gabriel, Georgia S., B.Hornsby, B.Joel, H.Lewis, S.Miller, E.Money, Smitheroen, S. Winwood, Bruce Sp., Boston. **MODS:** R. Cray, D. Purple, D.Edmunds, Europe, Genesis, Color of \$, B. Idol, Kansas, Kinks, Pretenders, Stabilizer, Stranglers, T.Heads, Ann Wilson, W. Party, Beastie B., John Eddie, Georgia S., Jason & S., Joan Jett, R.Jungklas, Los Lobos.

NEW YORK, NYLEIGH LUSTBERG-WNYU 212-598-3036

ADDS: Stems, Reptiles At Dawn, Polkacide, Feral Dinosaurs, 14 Iced Bears, Creepers, Schooly P., Grandmaster Flash, Clausell, Nitro Deluxe. **MAX:** Wire, Skinny Pup, Soul Asyl., Mission, C Cat Trn.. **MODS:** Chamen, Saints, Sea Monster On The House, Screaming Trees, Emanon, Stiff Kitten, Lyndon's & O'Donnell's Family Album, Carnival Season, The Force, **MODS:** Murphys L., Not F.Sale, Shop Asst., Ruts, Master C&J, Eton Crop, Gay Bikers On ACid, Hive, Multi-Colored Shades, Sudden Sway, J.M.Silk, Coolies, Dead or A., Hitchcock, Kraftwerk.

NEW YORK, NYROB KRANES-WXRK 212-750-0550

ADDS: Los Lobos, D. Purple. **MAX:** Bruce Sp., P.Gabriel, Genesis, Bon Jovi, Boston, Kinks, Clapton, Bangles, SR.Vaughan, B. Idol, Joan Jett, R. Cray, S.Miller, Color of \$, W. Party, Bob Geldof, Georgia S., Beastie B., B.Hornsby, KBC, R.Ocasek, Pretenders, Timbuk 3, T.Heads, Ben Orr, Lone Just., Iggy Pop, E.Money, Van Halen, B. Squier, L. Reed, David +, Price/Sult, John Eddie, Cinderella, Europe, T.Tuesday, R.Jungklas, Los Lobos.

STONYBROOK, NYWENDY HAWKS-WUSB 516-246-7901

ADDS: New Order, Durutti Column, Eton Crop, Los Lobos. **MAX:** XTC, Camper Van, G.Palomino, Sonny Rollins, Skeleton Crew, Ella Fitzgerald, J. Winter, Residents, B.Black, Beastie B., B. Bragg, R. Cray, Kate Bush, Ups&Downs, L. Mack. **MODS:** New M.Army, L. Tractor, Kraftwerk, Feelies, TMB Giants, Durango 95, Roches, New J.Johnny 5, Tear Garden, Blue Band, Blue Trapeze, Jul. Cope, Nixon&Rop., Gngr.Baker, MilesDavis, Minimal C..

ALBANY, NYANDY SKIBINS-WCDB 518-442-5262

ADDS: Firehose, Concrete/B, Satanic Republicans, Dots Will Echo, Drivin'/C., Tiny Lts.. **MAX:** Agitpop, M.Lemon D., Nervous E., Soul Asyl., Joneses, TMB Giants, H'wood Indians, Medicine Man, Meatmen, Straw Dogs, New M.Army, Treat H.R.. **MODS:** Jazz Btch., T. Keene, Frightwig, Angelic U., NY Beat Comp., Hysterical Narcotics, L. Tractor, Ups&Downs, Fetchin'B., Wallets, Ruin, Mood Six.

BUFFALO, NYADAM LANGLEY-WBNY 716-878-5104

ADDS: Nick Cave, Drivin'/C., Big Hits of Mid.America, Cassandra Complex, Meteors, Fuzz Box, Art Sounds, Brigade, Soul Asyl.. **MAX:** XTC, Beastie B., Skinny Pup, The Fall, M.Lemon D., Kraftwerk, Ciccone Y., Concrete/B, Meatmen, Soup Drag., Splat Cats, Naive, The The, APB, B. Bragg, Jul. Cope. **MODS:** Damned, Dead Kenn., Jazz Btch., Mission, Desire For Living, Stranglers, Brigade, Died Pret., Lucy Show, Minimal C..

PHILADELPHIA, PATED UTZ/ERIN RILEY-WMMR 215-561-0933

ADDS: D. Purple, Los Lobos, Tommy Conwell, W. Party. **MAX:** P.Gabriel, Genesis, Bruce Sp., Boston, B.Hornsby, Pretenders, Bon Jovi, Kinks, Bob Geldof, H.Lewis, B.Joel, Clapton, John Eddie. **MODS:** T.Heads, S. Winwood, Robert Hazard, B. Idol, Georgia S., Joan Jett, E.Money, Paul Simon, R.Ocasek, Jason & S., T.Tuesday, R. Cray, KBC.

SOUTHEAST

WASHINGTON, DCEINSTEIN/SHOWACRE-WHFS 301-263-1430

ADDS: D.Edmunds, Los Lobos, Vigil, Stranglers, Three O'Clock, Parsons, The Spoons. **MAX:** P.Gabriel, Kate Bush, XTC, Pretenders, R. Cray, Love&Rockt, REM, Georgia S., Smitheroen, B.A.D., B. Bragg. **MODS:** T.Heads, Bruce Sp., Ups&Downs, B.Idol, Kinks, Geldof, Stanley Jordan, Iggy Pop, J. Warnes, The The, New Order, Woodentops, H'martins, Kraftwerk, Jul. Cope, Shriekback, T. Keene, W Party, Hitchcock, M. Jones, Lone Just., Timbuk 3, Don Dixon, Smiths, A. Collins.

MORGANTOWN, WVSUSAN KENNEDY-WVVU/FM 304-293-3329

ADDS: Firehose, Minuteflag, T-Bone B., Eban Johns, Hurricane, Always August, P. Echo, S. Goddard. **MAX:** Hitchcock, XTC, G.Palomino, B.A.D., Lucy Show, B. Bragg, Mission, Jazz Btch., Ups&Downs, Shriekback, W. Party, Figures, Dreams S.R., Died Pret., L. Tractor, M.Lemon D.. **MODS:** Stranglers, The The, Camper Van Los Lobos, P. Club, Concrete/B, L. Tractor, Feelies, Red L./YL, Some. Wild, TMB Giants, Jul. Cope, Fishbone, Drivin'/C., H'martins, Damned, Kate Bush, Primitons.

CHAPEL HILL, NCTIM PROPST-WXYC 919-962-7768

ADDS: No Adds. **MAX:** XTC, Ups&Downs, Pontiac B., Sun Family Comp., Screaming Trees, F*uck Your DReams, Suicide, Evan Johns&H Bombs, Mission, Dead Kenn., Camper Van, L.Pnk.Dots, Nick Cave, Dreams S.R., G.Palomino. **MODS:** New M.Army, Death/Sam., Plan 9, Shriekback, I Start Counting, Big Hits of M.A., Sugar Minot, Skinny Pup, Magnolias, Drivin'/C..

COLUMBIA, SCV.CITTERS/MALLOY-WUSC 803-777-7172

ADDS: D. Sylvian, Minuteflag, Honor Roll, **MAX:** Kraftwerk, New M.Army, B.A.D., New Order, Skinny Pup, XTC, Shriekback, Until Dec., H'martins, Lucy Show, Love&Rockt, Hitchcock, G.Palomino. **MODS:** Nightport, M.Lemon D., Steinski., Nervous E., Scruf./Cat, W. Party, B. Bragg, Coolies, Beastie B., A. Belew, Celibate R, Bolshoi, Chameleons, Dreams S.R., Fetchin'B..

CHARLESTON, SCMULLIGAN/JON ERDAHL -WFXR 803-556-8881

ADDS: Boston, B.Hornsby, Georgia S., E.Money, Genesis. **MAX:** S.Miller, Georgia S. Pretenders, Stabilizer, B.Hornsby. **MODS:** Survivor, Ann Wilson, R.Ocasek, H.Lewis, P.Gabriel, Kansas, Clapton, Boston, B.Hornsby, Genesis.

ATLANTA, GAJ.GROSSBERNDT-WRAS 404-658-2240

ADDS: XTC, Exotic Birds, Stranglers, Mission, Mood Six, Dreams S.R, Hipsway, Concrete/B. **MAX:** Bolshoi, New Order, Communards, Dead or A., Shriekback, M.Lemon D., Hitchcock, B.A.D., Fetchin'B., F.Goes To, Chameleons, Gen.Public, Jazz Btch., Some. Wild, Lucy Show, Felt, Col.Newman, Love&Rockt, Beastie B., W Party, Grace J.. **MODS:** H'martins, Kraftwerk, Coolies, Fishbone, Drivin'/C., B. Bragg, L. Tractor, Don Dixon, G.Palomino, LMNOP, Until Dec., Bad Brains, Scruf./Cat, Zig.Marley, A.C. Ratio, Jul. Cope, D.Horsemen, New M.Army, K.T.P., APB, Iggy Pop, OMD.

ATHENS, GAJONES/COLLINS-WUOG/FM 404-542-8466

ADDS: Mission, Concrete/B, Three O'Clock, Phones, Dead Kenn.. **MAX:** Shriekback, L. Tractor, Hitchcock, Lyres, Jazz Btch., B. Bragg, M.Lemon D., Felt, G.Palomino, Soul Asyl., Bolshoi, Camper Van, Don Dixon, Mood Six, Dreams S.R, Lucy Show, Died Pret., T-Bone B., H'martins, Lone Just.. **MODS:** Windbreak., Drivin'/C., Jul. Cope, SR.Vaughan, T. Keene, Some, Dr.Death Vol.1, Trip Shak., Damned, Kate Bush, Translator, Ini Kamoze, The Fall, Grace J., Ben Vaughn, Fetchin'B., Suicide T Red L./YL, Burning S., Bob Geldof.

SAVANNAH, GADOC HOLIDAY/B.WESTON-WIXV/95 912-897-1529

ADDS: Georgia S., Iggy Pop, B.Hornsby, D. Purple, Timbuk 3. **MAX:** Ann Wilson, H.Lewis, P.Gabriel, Bon Jovi, Boston, Pretenders, Clapton, B.Hornsby. **MODS:** Georgia S., H.Lewis, Jason & S., Clapton, R. Cray, Kinks, David +, KBC, R.Trower, B. Idol, Iggy Pop, B.Hornsby, D. Purple, Europe, W. Party, Smitheroen, R.Jungklas S.Miller, S. Winwood, Boston.

TAMPA, FLRON DIAZ-WYNF 813-228-6090

ADDS: D. Purple, E.Money, B.Joel. **MAX:** Bon Jovi, KBC, B.Hornsby, Pretenders, Georgia S., Ben Orr, Boston. **MODS:** Kansas, S.Miller, Journey, Clapton, Ann Wilson, P.Gabriel, H.Lewis, Stabilizer, Genesis, Bad Co., Outlaws, Survivor, Jason & S., Bruce Sp., Tesla, Europe, Smitheroen, R.Jungklas, R. Cray.

MIDWEST

AKRON, OHHOLMES/DAUGHERTY-WONE 216-535-7831

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

OXFORD/CINCINNATI, OHMATTHEW HARRIS-WOXY 513-523-4114

ADDS: Jazz Btch., Los Lobos, Three O'Clock, Stranglers, Concrete/B, D.Edmunds, Mission, The Spoons. **MAX:** Hitchcock, Shriekback, M.Lemon D., G.Palomino, B. Bragg, Beastie B., Jul. Cope, L. Tractor, Jazz Btch., Lone Just., Bob Geldof, Fetchin'B., XTC, Camper Van, Some. Wild, New M.Army. **MODS:** New Order, R. Cray, Love&Rockt, Three O'Clock, Lucy Show, Pretenders, H'martins, B.A.D., Chameleons, Iggy Pop, W. Party, SR.Vaughan, Kate Bush, Jason & S., Don Dixon, Col.Newman, Died Pret., Soul Asyl., D. Harry, T.Heads, Elvis C., OMD, Mission.

MILWAUKEE, WIB.JARRETT/A.LAWSON-WBGK 414-964-8300

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

ST.PAUL, MNKEN ORNBERG-KABL 612-647-5225

ADDS: D.Horsemen, Three O'Clock, Firehose, Concrete/B, Ampersand, Nixon&Rop., Plan 9, Los Lobos, D.Edmunds. **MAX:** XTC, B. Bragg, Camper Van, Jul. Cope, G.Palomino, Pretenders, Feelies, Lone Just., B.A.D., Smiths, Soul Asyl., Shriekback, R. Cray, Rave-Ups. **MODS:** T. Keene, Wallets, D. Harry, Himmelman, Kate Bush, Beastie B., Jayhawks, M.Lemon D., Hitchcock, Woodentops, Iggy Pop, Don Dixon, Figures, P. Young, H'martins, Bad Brains, Lucy Show, Translator, Wire, Joan Jett, R.Erickson, Grace J., Fishbone.

MINNEAPOLIS/ST.PAUL, MNBOBBY CHRISTIAN-KTCZ 612-339-0000

ADDS: Parsons, C. Crisis. **MAX:** Clapton, OMD, Bruce Sp., Brian Auger, Ann Reed, Sylvester, S.Miller, K.T.P., Woodentops, Lone Just., Shriekback, Chicago, H.Lewis, Jazz Btch., 8 Seconds, Jarreau, Kate Bush, C. Crisis. **MODS:** J. Lennon, S.Meisner, Star Trek IV, J.Fogerty, R.Ocasek, David +, Ben Sidran, Elton, Paul Simon, B.Joel, Peter, P&M, J. Warnes, L. Mack.

FARGO, NDT.BANKS/G.STEELE-KQWB/FM 218-236-7900

ADDS: Parsons, Georgia S., Zebra, Jul. Cope, Los Lobos. **MAX:** S.Miller, B.Hornsby, Jason & S., P.Gabriel, Ann Wilson, Boston, Smitheroen, R. Cray, Bruce Sp., T.Tuesday, B. Idol, H.Lewis, Pretenders, Clapton, S.Miller, Iggy Pop, Kansas, E.Money, W. Party, Kinks, Bon Jovi, Pretenders, Lone Just., KBC, Bob Geldof. **MODS:** Parsons, Genesis, Tesla, T.Heads, Joan Jett, J.Fogerty, David +, Georgia S., D. Purple, Boston, R.Jungklas, Kinks, Beastie B., D.Edmunds, Jul. Cope, Zebra Los Lobos, S. Winwood, Love&Rockt.

GRAND FORKS, NDMICHAEL RIGHT-KNOX/FM 701-775-4611

ADDS: Boston, J.Fogerty, D. Purple, Georgia S., R.Jungklas, B.Spence, Jul. Cope, Wallets. **MAX:** Pretenders, B.Hornsby, Bon Jovi, R. Cray, Clapton, P.Gabriel, Ann Wilson, Smitheroen, Boston, Kinks, Europe, H.Lewis, Jason & S., S.Miller, Georgia S., KBC, E.Money, Black N Bl, Rainmakers, W. Party, B. Idol. **MODS:** David +, Iggy Pop, Bruce Sp., Kansas, White Lion, T.Heads, J.Fogerty, Joan Jett, R.Trower, Clapton, Journey, D. Purple, Love&Rockt, Don Dixon, Lone Just., R.Jungklas, John Eddie, J. Winter, Wallets, Tesla.

EVANSTON/CHICAGO, ILDAN OSBORN-WNUR 312-491-7101

ADDS: No Adds. **MAX:** Agitpop, The Fall, Hitchcock, Bad Brains, McCarthy, Membranes, M. Targets, Camper Van, Fetchin'B., Volcano S., Sloveny, TMB Giant, R.Erickson, Feelies, Godfathers, Soul Asyl., Wire. **MODS:** Jul. Cope, D.Horsemen, G. Theory, TV's Greatest Hits, New Rose Comp., Age of Chance, 4 Way Cross, Living in Texas, Jamie Wednesday, Reptiles at Dawn, Shonen Knife, XTC, Smiths, Col.Newman, L.Pnk.Dots, L. Tractor.

ST. LOUIS, MOTED HABECK/M.KLOSE-WMRY 618-397-2002

ADDS: Concrete/B, Beat Rodeo, D.Edmunds, XTC, Zebra, Europe, D. Purple. **MAX:** Pretenders, B. Idol, Berlin, Lone Just., Kinks, Clapton, Woodentops, Bob Geldof, R.Trower, David +, Jason & S., Concrete/B. **MODS:** M.Lemon D., G.Palomino, Love&Rockt, Beat Rodeo, D.Edmunds, Shriekback, Lucy Show, Jul. Cope, W.Chung, L.Richard, KBC, R. Cray, W. Party, Georgia S., Don Dixon, Until Dec., Real Life, Iggy Pop, Price/Sult, REM, John Parr, Ben Orr.

SOUTH

NASHVILLE, TNLAURA MITROVICH-WRVU 615-322-3691

ADDS: TMB Giants, Soul Asyl., Kate Bush, Dreams S.R, Wire, Death/Sam., Primitons, SNFU, Ups&Downs, Mission, Translator, XTC, Jul. Cope, R. Cray. **MAX:** Hitchcock, Love&Rockt, Suicide T., T. Keene, Raging Fire, The The, 688 Comp., B. Bragg, Bolshoi, Died Pret., Jason & S., New Order, Chameleons, Coolies, Thrw.Muses, Lucy Show, M.Lemon D.. **MODS:** L. Tractor, Lone Just., Smiths, Shriekback, B.A.D., LMNOP, Joneses, H'martins, EIEIO, Gene Loves, James, Pretenders, Fishbone, Balanc.Act, Naive, Pontiac B., Kraftwerk.

RUSTON, LABILL BEZIO-KLPI/FM

ADDS: Grace J., Bill Meyers, Skin Trade, The The. **MAX:** T.Heads, Elvis C., SR.Vaughan, Lone Just., Love&Rockt, Timbuk 3, Clapton, B.A.D., Iggy Pop, 688 Comp. **MODS:** H'martins, B. Idol, XTC, Bruce Sp., Hitchcock, Lucy Show, B-52s, Bob Geldof, Fetchin'B., Drivin'/C., Kraftwerk, Smiths, G.Palomino, Wild Seeds, M.Lemon D..

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

ADDS: Georgia S., D. Purple, Parsons. **MAX:** Boston, B.Hornsby, Georgia S., Clapton, Pretenders, P.Gabriel, R.Ocasek, B. Idol, Ann Wilson, David +, Bon Jovi. **MODS:** Bruce Sp., SR.Vaughan, S. Winwood, Timbuk 3, W. Party, S.Miller, E.Money, Kinks, Genesis, D. Purple, Parsons, Cinderella.

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

ADDS: Los Lobos, Europe, D. Purple, Brighton Rock, V.Vincent, Parsons, D.Edmunds, The Spoons, Georgia S., B.Hornsby, Daryl Hall, P. Echo. **MAX:** Clapton, Bon Jovi, Bob Geldof, Jason & S., E.Money, P.Gabriel, Timbuk 3, Smitheren, Ann Wilson, Boston, Journey, Kinks, R. Cray, Pretenders, W. Party, KBC, B.Joel, B. Idol, B.Hornsby, Georgia S., Iggy Pop. **MODS:** S.Miller, R.Trower, Bruce Sp., J. Warnes, Book Up, DeGarmo&Key, Dave Adams, R.Jungklas, John Eddie, Saxon, Tesla, David +, B. Idol, Lone Just., Don Dixon, H.Lewis, Kate Bush, Daltrey, Love&Rock, F.Miller, L. Mack, T.Tuesday, Joan Jett, Price/Sult, Alcatraz.

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

ADDS: Beastie B., Psuedo Echo, Deep Purple, R.Jungklas, Himmelman, Los Lobos. **MAX:** S.Miller, R. Cray, Kinks, Jason & S., Shriekback, Van Halen, Tesla, Bob Geldof, Smitheren, H.Lewis, P.Gabriel, Pretenders, Clapton, Georgia S., Cinderella, Bon Jovi, A. Collins. **MODS:** Lone Just., Don Dixon, Boston, W. Party, Europe, Joan Jett, Wild Choir, Jul. Cope, L. Tractor, Berlin, M.Lemon D., G.Palomino, XTC, Kansas, Ben Orr, T.Tuesday, David +, Rave-Ups, Timbuk 3.

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

ADDS: B.Hornsby, S.Miller, Ben Orr, SR.Vaughan, Boston, Los Lobos, D. Purple, Crowded H., Parsons, The Spoons. **MAX:** Bruce Sp., Ben Orr, Boston, B.Hornsby, S.Miller, David +, Ann Wilson, Journey, P.Gabriel, Clapton, Bon Jovi, H.Lewis, Lone Just.. **MODS:** Pretenders, B. Idol, KBC, E.Money, Zebra, R.Ocasek, Kinks, Cheap T., Smitheren, Timbuk 3, R. Cray, Tesla, Black N Bl, SR.Vaughan, Europe, W. Party, Los Lobos, D. Purple, Parsons, J. Lennon, Love&Rock, Crowded H..

FAR WEST**BOULDER, CO****DOUG CLIFTON-KBCQ/FM 303-444-5600**

ADDS: B. Idol, D.Edmunds, REM, Hipsway, Stranglers, A. Collins, Parsons. **MAX:** Pretenders, Clapton, S.Miller, David +, Lone Just., W. Party, B.Joel, B.Hornsby, Be Orr, T.Tuesday, Georgia S., R. Cray, Bob Geldof. **MODS:** T.Turner, Paul Simon, J.Fogerty, Bruce Sp., S. Winwood, OMD, R.Ocasek, KBC, Kate Bush, Timbuk 3, R.Trower, Kinks, Broken H., T-Bone B., Jason & S., H.Jones, Outlaws, The The, J. Warnes, Woodentops.

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

ADDS: Los Lobos, Stranglers, D.Stewart&B.Gaskin, The Spoons, Mission. **MAX:** Pretenders, R. Cray, B.A.D., Gen.Public, Shriekback, Kate Bush, W. Party, XTC, J. Winter, Iggy Pop, B-52s, P.Gabriel, Timbuk 3, T.Heads, H'martins, Jason & S., Love&Rock, Grace J., Clapton. **MODS:** H.Jones, G.Palomino, B. Bragg, Stranglers Hitchcock, Beastie B., F.Goes To, S.Miller, Jul. Cope, Lucy Show, Pontiac B., M.Lemon D., A. Collins, L. Mack, Rave-Ups, T.Tuesday, The The, Los Lobos, Some. Wild, David +, R.Trower.

COLORADO SPRINGS, CO**ALAN WHITE-KILO 303-634-4896**

ADDS: Beastie B., Parsons. **MAX:** Bon Jovi, Boston, Bruce Sp., Pretenders, Clapton, B.Hornsby, E.Money, H.Lewis, B. Idol, B.Hornsby, E.Money, B. Idol, Georgia S., P.Gabriel, R. Cray, Genesis, David +, Cinderella, Smitheren, S. Winwood, T.Heads, Timbuk 3. **MODS:** B.Joel, Kansas, S.Miller, Lone Just., SR.Vaughan, Love&Rock, D. Purple, Europe, Kinks, Ben Orr, Jason & S., Iggy Pop, Los Lobos, D.L.Roth, Parsons, R.Ocasek, T.Tuesday, R.Trower, W. Party, Bob Geldof, KBC, J.Fogerty.

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

ADDS: T-Bone B., Concrete/B, Rave-Ups, D.Horsemen, Jul. Cope, Stranglers, Wazmo, Los Lobos, D.Edmunds. **MAX:** R. Cray, SR.Vaughan, Clapton, Shriekback L. Mack, Jazz Btch., Kraftwerk, Walter Washington, Oliver Lake, J. Winter. **MODS:** A. Collins, G.Palomino, Lone Just., M.Lemon D., Charlie Watts, L.Brooks, Blue Wave Band, Beastie B., L. Tractor, Windbreak., Toby Redd.

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

ADDS: Georgia S., H.Jones, Stranglers, Brighton R, P. Echo. **MAX:** B. Idol, Bon Jovi, Ann Wilson, Jason & S., E.Money, Ben Orr, Joan Jett, B.Hornsby, Glass Tigr, Kansas, Boston, Clapton, S.Miller, Kate Bush. **MODS:** W.Chung, Beastie B., Paul Simon, Pretenders, David +, The Spoons, Love&Rock, John Eddie, R.Ocasek, Smitheren, Jul. Cope, R.Jungklas, Timbuk 3, Lucy Show, J.Fogerty, D. Purple, Outlaws, M.Lemon D., Pnce/Sult, T.Heads, C.Lauper, Berlin.

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

ADDS: Mission, Maxi Priest, Stained Rug Theory, Bobby McClure, Vigil, Dreams S.R. **MAX:** Crowded H., XTC, Love&Rock, Pretenders, J.Blackfoot, Hitchcock, Kate Bush, Psych.Furs, New M.Army, T.Tuesday, a-Ha, Rave-Ups. **MODS:** G.Palomino, Stranglers, Iggy Pop, Jul. Cope, B.A.D., Paul Simon, Gene Loves, R. Cray, The

The, Phill Fearon, Sylvester, C.Peacock, The Spoons, W. Party, Dead or A., Campe Van, Falco, K.T.P., T.Turner, Bolshoi, Lucy Show, Lone Just., Fishbone, Kill. Joke.

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

ADDS: The Spoons, G.Palomino, L. Mack, Love&Rock, Iggy Pop, Lone Just., Jason & S., Clapton, David +. **MAX:** Clapton, Pretenders, S.Miller, R. Cray, Jason & S., Kinks, B.Hornsby, David +, W. Party, T.Tuesday, Timbuk 3, Paul Simon. **MODS:** SR.Vaughan, Lone Just., R.Trower, Don Dixon, Georgia S., Bruce Sp., R.Ocasek, Kate Bush, Ben Orr, Smitheren, KBC, T.Heads, B.Joel, Iggy Pop, Color of \$, W.Chung, P.Gabriel, Outlaws, Bob Geldof, XTC, Love&Rock, Jul. Cope.

LAS CRUCES, NM**DAVID WATKINS-KOPE 505-526-2496**

ADDS: Lucy Show, Europe, W.Chung, R.Trower, Rainmakers. **MAX:** Pretenders, S.Miller, Clapton, Bob Geldof, Kinks, Georgia S., Boston, R. Cray, B.Hornsby, W. Party, Timbuk 3, Bon Jovi, E.Money, Don Dixon. **MODS:** Bruce Sp., Ben Orr, Lone Just., B. Idol, P.Gabriel, KBC, Kansas, S. Winwood, T.Heads, P. Young, H.Lewis, T.Tuesday, Love&Rock, J.Fogerty, Joan Jett, Stryper.

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

ADDS: Figures, Drivin'/C., XTC, Stranglers. **MAX:** New Order, Beastie B., Love&Rock, Bolshoi, Win. Hours, B. Bragg, Chameleons, Smiths, Cocteau T., Hitchcock, Lone Just., Lucy Show, Kraftwerk, Lyres, M.Lemon D.. **MODS:** Jazz Btch., Dead or A., Sid&Nancy, G. Theory, G.Palomino, Belle Stars, F.Goes To, The The, Shriekback, Psych.Furs, P. Murphy, Dreams S.R.

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

ADDS: Daryl Hall, Journey, N.Jameson, Crowded H., David +. **MAX:** Chicago, Clapton S.Clark, M.McDonald, Ben Orr, Pretenders, B.Raitt, Paul Simon, Bruce Sp., Toto, J. Warnes, C.Wheeler. **MODS:** Timbuk 3, Kate Bush, DeBurgh, M. Bennett, M. Germino, C.Hart, Karen Blake, Danny Deardorf, Nick Jameson, Bob James, J.Lorber, Shadowfax, T.Tuesday, Rosie Vela, P. Young, The City.

LOS ANGELES, CA**MICHAEL B-KXLU 213-642-2866**

ADDS: Concrete/B, Big Flame, Dip In The Pool, Black Tape for a Blue Girl, Always August, McCarthy, **MAX:** Firehose, Nervous E., Soul Asyl., Straw Dogs, Big Flame, 50,000 Glass Fans, Porno SPonges, Minuteflag, SWA, Concrete/B, The Fall, Murphys L., Nick Cave, Jul. Cope. **MODS:** Wild Seeds, Shop Asst., Death/Sam., Live Skull, Always August, Spacemen, Insane Picnic, Dip In The Pool, Lyndon & O'Donnell's., Whipping Boy, Eton Crop, Out of Order, Smiley Culture, Caterwaul, F*ck Your Dreams, McCartney, Swans, Green Rvr., Camper Van.

PASADENA, CA**L.GROVES/R.CARROLL-KROQ 818-578-0830**

ADDS: No Adds. **MAX:** Dead or A., B-52s, Gene Loves, B. Idol, Gen.Public, Iggy Pop Pet Shop B. Some. Wild, Bob Geldof, Oingo B., Psych.Furs, Lucy Show, Smitheren, Smiths, W. Party, Love&Rock, Dramarama, New Order, Rob.Nevil, XTC. **MODS:** H.Jones, Duran, REM, Pretenders, T.Heads, Ken Heaven, D. Harry, Kate Bush, H.League, Timbuk 3, H'martins, P.Gabriel, Joan Jett, Beastie B., Bananarama, B.Monkeys.

SAN DIEGO, CA**OZ/MAD MAX-9IX 619-291-9191**

ADDS: D.Edmunds, Los Lobos, The Spoons, Some. Wild. **MAX:** Iggy Pop, Bob Geldof, Psych.Furs, Belle Stars, Pretenders, B. Idol, Gen.Public, REM, Kinks, B-52s, Some. Wild, Smitheren, Duran, P.Gabriel, W. Party, T.Heads, D. Harry, R.Ocasek, Ben Orr. **MODS:** Love&Rock, Stranglers, C. Crisis, Himmelman, Shriekback, Timbuk 3, Kate Bush, XTC, Lucy Show, Elvis C., F.Goes To, Until Dec., The The, Joan Jett, Damned, New Order, Bruce Sp., Chameleons, Fishbone, Hitchcock, B. Bragg, Beastie B..

IRVINE, CA**HILARE-KUCI 714-856-6868**

ADDS: Death/Sam., Meatmen, Soul Asyl., Feelies, Flayer, Croffing, Tangerine Dream Zoogz Rift, D.Horsemen. **MAX:** Lucy Show, Beastie B., LMNOP, M.Lemon D., Fetchin'B., H'martins, Dramarama, Woodentops, Ugly Americans, Rotundi, 86, Bad Brains, Camper Van, B. Bragg, Adult Net, Grapes/Wr., G.Palomino, 3 Johns. **MODS:** Toy Dolls, Wolfgang P, T. Keene, Gov. Issue, Flam. Lips, Damned, Concrete/B, APB, Dead Kenn., New Order, Red L/YL, Hitchcock, Stiff L.F., The The, B.A.D., Pontiac B..

SAN LUIS OBISPO, CA**CEKOLA/FLOHR-KCPR 805-544-4640**

ADDS: Frozen Contr., Lost Patrol, Kill Ugly Pot, Band of Outsiders, KillDozer, Third Circle, Soup Drag., L.Pnk.Dots, Front 242, Minuteflag, Longshoremom, Crossed Wire, Sudden Afternoon, Mission, Ups&Downs. **MAX:** Camper Van, Nick Cave, G.Palomino, TMB Giants, Alien S.F., D.Horsemen, Death/Sam., Dreams S.R, Concrete/B. **MODS:** Firehose, Not F.Sale, Stranger/S, Yello, Sheriff Jack, Trisome 21, Wallets, Mekons, V.Prunes, Fahren.451.

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

ADDS: D. Purple, Los Lobos, Kansas, Don Dixon. **MAX:** Bruce Sp., S.Miller, Pretenders, Clapton, Boston, P.Gabriel, Georgia S., H.Lewis, Bon Jovi, B. Idol, T.Heads, Ann Wilson, Kinks, R.Ocasek, B.Hornsby, R. Cray, E.Money, Journey. **MODS:** D. Purple, T.Tuesday, Dave Adams, Timbuk 3, J.Fogerty, W.Chung, SR.Vaughan, W. Party, Europe, Iggy Pop, Beastie B., Jason & S., Los Lobos, Lone Just., Cinderella, Bob Geldof, Love&Rock, R.Jungklas, Ratt.

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

ADDS: Don Dixon, D. Purple, Ben Orr, Tesla, J. Fogerty, Joan Jett, Georgia S. **MAX:** Georgia S., Pretenders, Clapton, B.Hornsby, S.Miller, R. Cray, Boston, SR.Vaughan, Bob Geldof, Golden Child Sdk., R.Ocasek, KBC, Bon Jovi, B. Idol, Jason & S., W. Party, Bruce Sp.. **MODS:** Kinks, Smitherøen, P.Gabriel, Europe, Timbuk 3, Iggy Pop, Stabilizer, Cinderella, David +, Color of \$, Lone Just., Kansas, R.Jungklas, R.Trower, J.Fogerty, T.Tuesday, Triumph, Bad Co., B. Squier, H.Lewis

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

ADDS: XTC, Nick Cave, Art Sounds, David Moss, Lester Bowie, L.Brooks, Blind Blake Gene Taylor, Fela, Ulmer/Adams, Harold Budd, D.Horsemen, Grace J., Petrol Em., A. Collins, Hitchcock, Magnolias. **MAX:** Beastie B., Nixon&Pop., Adrenalin, Joy Division, Cassandra Complex, Ducks Breath, TV's Greatest Hits Freeworld, Art Sounds, R.Erickson, John Zorn, Wire, Soul Asyl., Dead Kenn., God's F.D.. **MODS:** Subpop 100, Wild Seeds, Wallets, Zoogz Rift, Birdland, Roches, Killdozer, Residents, Red L./YL, Coolies, Jul. Cope, R. Cray, Flipper, Jazz Btch..

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

ADDS: Crowded H., W. Party, R. Cray, Carol Grimes, Bruce Willis, Rula Brown, J. Warnes, Seger, Parsons, H.martins, J. Shear, A. Collins, D.Edmunds. **MAX:** R. Cray Clapton, Pretenders, S.Miller, Color of \$, Ben Orr, B. Joel, Aretha, Crowded H., J. Warnes. **MODS:** L. Tractor, J.Lorber, Ben Sidran, Hiram Bullock, Gene Taylor, H.martins, A. Collins, D.Edmunds, P.Gabriel, H.Lewis, Kate Bush, Timbuk 3, MilesDavis, James, Love&Rockt, Kinks, Don Dixon, Seger, Lucy Show, W. Party, Parsons, KBC, J. Shear, S. Clarke.

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

ADDS: Clapton, David +, J.Fogerty, KBC, H.Lewis, Pretenders, B.Hornsby, S. Winwood, W. Party, Don Dixon, XTC, Los Lobos, Seger, Iggy Pop, D.Edmunds, Parsons. **MAX:** Clapton, S.Miller, S.Miller, David +, J.Fogerty, SR.Vaughan, KBC, H.Lewis, Bruce Sp., R. Cray, Pretenders, P.Gabriel. **MODS:** B.Hornsby, Bob Geldof, Georgia S., Jason & S., E.Money, Kinks, S. Winwood, J. Winter, Lone Just A. Collins, Kansas, Love&Rockt, W.Chung, W. Party, Don Dixon, XTC, Los Lobos, Seger, Iggy Pop, D.Edmunds, Parsons.

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

ADDS: Parsons, Seger, R.Trower, D. Purple, Los Lobos, Bruce Sp., Georgia S., Ben Orr, B.Hornsby. **MAX:** KBC, S.Miller, Ann Wilson, B. Idol, H.Lewis, Journey, E.Money, Bruce Sp., Jason & S., P.Gabriel, R.Ocasek, Boston, Kinks, Bon Jovi, R. Cray, B.Hornsby, Pretenders, Clapton. **MODS:** Zebra, W. Party, Ben Orr, Georgia S., Smitherøen, Europe, Timbuk 3, Kansas, J.Fogerty.

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

ADDS: B.Hornsby, Kansas, Los Lobos, R.Trower, Ben Orr, KBC. **MAX:** Clapton, P.Gabriel, Pretenders, E.Money, Bon Jovi, H.Lewis, Smitherøen, Boston, R. Cray, Ann Wilson, Kinks, J.Fogerty, W. Party, B.Hornsby, D. Purple, Kansas, Stabilizer. **MODS:** Journey, B. Idol, Thorogood, Los Lobos, Love&Rockt, David +, R.Trower, Daltrey, Ben Orr, KBC, Europe, Tesla, Timbuk 3, Georgia S., B. Spence, S.Miller, Iggy Pop, S. Winwood, Jason & S., Genesis.

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

ADDS: Los Lobos, Parsons, Concrete/B, B.Hornsby, J.L.Walker. **MAX:** KBC, Pretenders, Bruce Sp., Clapton, T.Tuesday, T.Heads, R. Cray, S.Miller, Paul Simon J.Fogerty, Kinks, David +, H.Lewis, Color of \$, Boston, Lone Just., Smitherøen, Jason & S., Bob Geldof, SR.Vaughan. **MODS:** B.Hornsby, Don Dixon, R.Trower, Georgia S., R.Ocasek, W. Party, P. Young, Woodentops, H.martins, Love&Rockt, Translator, Hunters&C., Ben Orr, Shriekback, L. Mack, R.Jungklas, G.Palomino, B. Idol, J. Warnes, Himmelman.

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

ADDS: KBC, T.Heads, B.Hornsby, Color of \$, R. Cray, S. Winwood, David +. **MAX:** Kinks, T.Tuesday, KBC, Pretenders, Genesis, Kansas, Bob Geldof, Lone Just., R. Cray, R.Ocasek, Ben Orr, Don Dixon, Journey, E.Money, Ann Wilson, B.Hornsby, David +. **MODS:** OMD, Boston, S.Miller, Outlaws, H.Lewis, Color of \$, Timbuk 3, Bruce Sp., J.Fogerty, Paul Simon, Kate Bush, P. Young, P.Gabriel, T.Heads.

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

ADDS: Dead Kenn., Stingrays, Russ Tollman, Killdozer, Thatcher... **MAX:** Camper Van, XTC, Col.Newman, Hitchcock, The Fall, Kate Bush, Agitpop, 4 Way Cross, Joy Division, Stained Rug Theory, Gang of 4, Current 93, Nocturnal Emission, Gngr.Baker, T.Mortal C, M.Lemon D., Live Skull, Jazz Btch., A of Noise, Plan 9. **MODS:** Wire, Tiny Lts., Drivin'/C., Age of Chance, Big Hits of M.A., Earthly Delights, F'ck Your Dreams, Hysteric Narcotic, A Witness, Guy Goode, L.Pnk.Dots, Lyres, Minimal C., Cocteau T., B. Bragg.

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

ADDS: Parsons, Crusaders, Rock For Amnesty, P.Gabriel. **MAX:** Bruce Sp., W.Chung, J.Lorber, S.Clarke, H.League, Police, Kenny G, Hiran Bullock, Dan

Siegel, Tom Grant, Tom Scott, Ed Calle, Star Trek IV, Color of \$, James, Pretenders B.Hornsby, S.Miller, P. Cetera, B.Raitt, P.Gabriel, G.Benson, T.Tuesday, B.Joel, Elton, Paul Simon, Toto, Clapton, S. Winwood, McCartney, Jarreau, Icehouse, Chicago, Double, E.Klugh, Genesis, Daryl Hall, R. Palmer, Ben Orr, Eurythmics, Jackson B.. **MODS:** J. Warnes, KBC, Nothing in Common Sdk., About Last Night Sdk., R.Ocasek, H.Lewis.

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

ADDS: No Adds. **MAX:** Lyres, T.Mortal C, Plan 9, Triffles, Soup Drag., The Fall, Camper Van, Died Pret., Trisome 21, Feelies, Cocteau T., Soul Asyl., L. Tractor, Jacobites, Death/Sam., New Order, TMB Giants, G.Palomino, Hitchcock, Wild Seeds. **MODS:** Windbreak., Wombats, Shriekback, Red L./YL, Jul. Cope, Hysteric Narcotics, Test Dept., Eton Crop, Chris Stamey, Damned, M.Lemon D., Nervous E., B. Bragg, Beastie B., Fetchin'B..

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

ADDS: Gngr.Baker, Meat Loaf, Calvin Walker, Parsons, D.Horsemen. **MAX:** Bruce Sp., Boston, Pretenders, S.Miller, Clapton, Kinks, R. Cray, H.Lewis, KBC, Lone Just. **MODS:** Ann Wilson, Outlaws, Kansas, R.Trower, Bob Geldof, W. Party, Jasot & S., J. Warnes, R.Jungklas, Los Lobos, Terry Robb, Beat Rodeo.

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

ADDS: D. Purple, Parsons, Bruce Sp.. **MAX:** Pretenders, B. Squier, Bad Co., Clapton, Bon Jovi, Bob Geldof, Kansas, KBC, Jason & S., B. Idol, S.Miller, Ben Orr, Boston, Georgia S., R.Ocasek, Ann Wilson, F.Goes To, Color of \$, P. Young, Bruce Sp., Zebra, Kinks. **MODS:** Yngwie M., W.Chung, Tesla, Black N Bl, R. Cray, Smitherøen, Journey, Outlaws, FM/uk, Real Life, E.Money, Stryper, D. Purple, H.Suite, John Parr, Parsons, I. Maiden, W. Party, Broken H., Cinderella, B.Hornsby, T.Turner.

SEATTLE, WA**P.MAYS/C.HANLEY-KEZX 206-633-5590**

ADDS: No Adds. **MAX:** Paul Simon, C.Wheeler, C. Lavin, KEZX Project, Brewer T.&Rumble, Magical TSrings, M.Hedges, Reiley&Maloney, Anderson&Skok, Taj Mahal. **MODS:** J. Warnes, Amnesty, Ladysmith, Wim Mertens, Greg Brown, Pierce Pettis, Fairport Convention, Michael Smith, Mark Nelson, Bruce Sp., Peter, P&M.

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

ADDS: Win. Hours, Los Lobos, Concrete/B, Camper Van, Stranglers, a-Ha. **MAX:** Smiths, T.Heads, Pretenders, New Order, Timbuk 3, P. Young, W. Party, Some. Wild, Beastie B., P.Gabriel, Jul. Cope, XTC, Crowded H., Hitchcock, G.Palomino. **MODS:** B.A.D., Gen.Public, H.martins, Woodentops, Shriekback, Himmelman, Elvis C., Madness, M.Lemon D., Translator, Iggy Pop, Bob Geldof, Until Dec., F.Goes To, B. Idol, Lucy Show, L. Tractor, Chameleons, T.Tuesday, Smitherøen, B-52s, H.Jones.

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

ADDS: Mission, Harold Budd, Kas Product, Third Circle, F'uck Your Dreams, Profane 9, Big Hits of M.A., Jules Shear, Concrete/B, Death/Sam.. **MAX:** Wire, God's F.D., Ir Kamoze, M.Lemon D., Camper Van, African HC, Hitchcock, C.G. Brown, L.Pnk.Dot: Jacobites, Janitors, He Said, John Zorn, L.B.Mambazo, Holger Hiller, H.B.&Cocteau Twins, Shonen Knife, Soul Asyl., R. Wyatt, Splat Cats, The Fall, Cocteau T., Subpop 100, Residents, Col.Newman, Chameleons. **MODS:** Shriekback, Beastie B., Pure Joy, Conveniens, Telling, Yello, B. Bragg, Big Black, Nick Cave, Jazz Btch.

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

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

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

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

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

ADDS: No Adds. **MAX:** Duran, Kansas, Genesis, C.Lauper, Survivor, P.Gabriel, Journey, T.Turner, B.Joel, Lone Just., Madonna, Clapton, H.Lewis, Color of \$, S.Miller, Glass Tigr, Zappacosta, Idle Eyes, J. Warnes, K.Mitchell. **MODS:** S. Winwood, B.Hornsby, R. Cray, P. Young, Stranglers, Ann Wilson, Boston, Pretenders, Georgia S., Bob Geldof, E.Money, Kate Bush, J.Fogerty, Jms. Brown, Fine Y.C., Iggy Pop, Jul. Cope, David +, B. Idol, T.Tuesday, Toto, Clapton.

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

ADDS: Genesis, Parsons. **MAX:** Ann Wilson, Pretenders, B. Idol, E.Money, Journey, Clapton, Bon Jovi, KBC, Jason & S., Europe, Clapton, Kinks, Georgia S., S.Miller, H.Lewis, J.Fogerty. **MODS:** Boston, Tesla, P.Gabriel, Smitherøen, John Eddie, Ben Orr, Timbuk 3, B. Idol, D. Purple, R.Jungklas, Lone Just., Joan Jett, R.Trower, Genesis, Parsons.

Editor: Elma Greer
Associate Editor: Lisa Smith

CERTIFIED

RESTLESS HEART
I'll Still Be Loving You
(RCA)

STEVE WARINER
Small Town Girl
(MCA)

MOST ADDED

***GEORGE STRAIT**
Ocean Front Property
(MCA) 55 adds

***ALABAMA**
(You've Got) The Touch
(RCA) 55 adds

***BELLAMY BROTHERS**
Kids Of The Baby Boom
(MCA/Curb) 47 adds

TOP REQUESTS

LIONEL RICHIE/ALABAMA
Deep River Woman
(Motown)

RONNIE MILSAP
How Do I Turn You On
(RCA)

CRYSTAL GAYLE
Straight To The Heart
(Warner Bros.)

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

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

11.	7.	1.	RONNIE MILSAP - How Do I Turn You On (RCA)
13.	10.	2.	CRYSTAL GAYLE - Straight To The Heart (Warner Bros.)
4.	3.	3.	Gary Morris - Leave Me Lonely (Warner Bros.)
10.	6.	4.	TANYA TUCKER - I'll Come Back As Another Woman (Capitol)
18.	15.	5.	NITTY GRITTY DIRT BAND - Fire In The Sky (Warner Bros.)
19.	18.	6.	EDDY RAVEN - Right Hand Man (RCA)
5.	1.	7.	Dan Seals - You Still Move Me (EMI America)
9.	8.	8.	Eddie Rabbitt - Gotta Have You (RCA)
24.	20.	9.	EARL THOMAS CONLEY - I Can't Win For Losin' (RCA)
21.	17.	10.	LEE GREENWOOD - Mornin' Ride (MCA)
16.	14.	11.	LYLE LOVETT - Cowboy Man (MCA/Curb)
32.	25.	12.	RANDY TRAVIS - There's No Place Like Home (Warner Bros.)
15.	13.	13.	Lionel Richie/Alabama - Deep River Woman (Motown)
29.	23.	14.	SWEETHEARTS OF THE RODEO - Midnight Girl/Sunset Town (Columbia)
31.	27.	15.	S-K-O - Baby's Got A New Baby (MTM)
6.	5.	16.	T.G.Sheppard - Half Past Forever (Columbia)
2.	2.	17.	Conway Twitty - Fallin' For You For Years (Warner Bros.)
27.	24.	18.	JANIE FRICKE - When A Woman Cries (Columbia)
20.	19.	19.	Keith Whitley - Homecoming '63 (RCA)
--.	37.	20.	RESTLESS HEART - I'll Still Be Loving You (RCA)
12.	12.	21.	John Conlee - The Carpenter (Columbia)
--.	33.	22.	THE STATLERS - Forever (Mercury)
35.	29.	23.	SOUTHERN PACIFIC - Killbilly Hill (Warner Bros.)
--.	36.	24.	JUICE NEWTON - What Can I Do With My Heart (RCA)
1.	4.	25.	Don Williams - Then It's Love (Capitol)
40.	31.	26.	WILLIE NELSON - Partners After All (Columbia)
--.	40.	27.	STEVE WARINER - Small Town Girl (MCA)
25.	22.	28.	Dwight Yoakam - It Won't Hurt (Reprise)
--.	--.	29.	JOHN SCHNEIDER - Take The Long Way Home (MCA)
3.	9.	30.	The Judds - Cry Myself To Sleep (RCA/Curb)
--.	--.	31.	THE GATLINS - Talkin' To The Moon (Columbia)
--.	--.	32.	MARIE OSMOND - I Only Wanted You (Capitol/Curb)
8.	11.	33.	Reba McEntire - What Am I Gonna Do About You (MCA)
--.	39.	34.	JOHN ANDERSON - Countrified (Warner Bros.)
--.	--.	35.	KENNY ROGERS - Twenty Years Ago (RCA)
38.	32.	36.	The Whites - It Should Have Been Easy (MCA/Curb)
--.	--.	37.	ED BRUCE - Quietly Crazy (RCA)
--.	26.	38.	The O'Kanes - Oh Darlin' (Columbia)
--.	--.	39.	ANNE MURRAY - On And On (Capitol)
--.	--.	40.	LACY J. DALTON - This Ol' Town (Columbia)

CHARTBOUND

ARTIST & TITLE

Reports Adds Weeks

Total Reports this week 130 Last week 170

* GEORGE STRAIT - Ocean Front Property (MCA)	79	55	1
* ALABAMA - (You've Got) The Touch (RCA)	64	55	1
* GEORGE JONES - The Right Left Hand (Epic)	64	39	1
RICKY VAN SHELTON - Wild Eyed Dream (Columbia)	60	20	4

ACTION SIDES

Reports Adds Weeks ARTIST & TITLE

Reports	Adds	Weeks	ARTIST & TITLE
59	39	1	*SAWYER BROWN - Gypsies On Parade (Capitol/Curb)
58	5	5	RONNIE McDOWELL - Lovin' That Crazy Feelin' (MCA/Curb)
55	47	1	*BELLAMY BROTHERS - Kids Of The Baby Boom (MCA/Curb)
53	21	3	HIGHWAY 101 - The Bed You Made For Me (Warner Bros.)
52	13	4	TOM WOPAT - The Rock And Roll Of Love (EMI America)
40	6	9	DONNA FARGO - Me And You (Mercury)
40	2	10	MOE BANDY - One Man Band (MCA)
34	2	10	RODNEY CROWELL - When I'm Free Again (Columbia)
29	9	1	*K.T.OSLIN - Wall Of Tears (RCA)
29	3	7	THE KENDALLS - Little Doll (MCA/Curb)
27	3	3	LYNN ANDERSON - Didn't We Shine (Mercury)
26	6	1	*WAYLON JENNINGS - The Broken Promise Land (RCA)
25	7	1	*TOMMY ROE - Let's Be Fools Like That Again (Mercury)
25	16	1	*NANCI GRIFFITH - Lone Star State Of Mind (MCA)

*Debuts This Week

Dropped: #16-Ricky Skaggs, #21-Judy Rodman, #28-Girls Next Door, #30-Michael Johnson, #34-Hank Williams Jr., #35-Steve Earle, #38-Pake McEntire, Almost Brothers, Patty Loveless, Wild Choir, Keith Stegall, Charly McClain & Wayne Massey, Tim Malchak, Marty Stuart

LP CUTS

ALABAMA (RCA) - Vacation
 RICKY SKAGGS (Epic) - Walkin' In Jerusalem
 HANK WILLIAMS JR. (Warner Bros.) - Montana Cafe
 DAN SEALS (EMI America) - Lullaby
 RESTLESS HEART (RCA) - Wheels
 RANDY TRAVIS (Warner Bros.) - Send My Body/Storms Of Life
 REBA McENTIRE (MCA) - No Such Thing
 GEORGE STRAIT (MCA) - Deep Water
 GEORGE JONES (Epic) - The Very Best Of Me
 SAWYER BROWN (Capitol/Curb) - Graveyard Shift
 LYLE LOVETT (MCA/Curb) - God Will
 WILLIE NELSON (Columbia) - Heart Of Gold

RECOMMENDED NEW RELEASES

RAY CHARLES
 A Little Bit Of Heaven
 (Columbia)

THE SHOOTERS
 They Only Come Out At Night
 (Epic)

COUNTRY SUMMARY

Happy New Year!! We hope you all had a wonderful holiday season. We came back from our two week vacation well rested and eager to get started on the first chart of the year. The two weeks off was great for all of us, but it really played havoc with our chart. You'll notice some extraordinary jumps and some extraordinary drops this week - it will take a couple of weeks before the chart settles down. Despite the jumble of movement, there were some moves worth noting. The **Nitty Gritty Dirt Band**, **Eddy Raven** and **Earl Thomas Conley** all burst into the Top Ten with jumps of 10 points or more. The Wonder-Boy - **Randy Travis** - continues his "can do no wrong" streak with a move from 25-12. Not only did newcomers **S-K-O** survive through the holidays, they also are starting 1987 among the Top Fifteen. The first Certified's of the year are **Restless Heart** and **Steve Wariner**. Seven songs debuted on the chart, including **John Anderson** (29),

The Gatlins (31), **Marie Osmond** (32), **Kenny Rogers** (35), **Ed Bruce** (37), **Anne Murray** (39) and **Lacy J. Dalton** (40). Quite a bit of good product was released during our absence, and among it was our three top adds **George Strait** (55 adds), **Alabama** (55 adds), and **The Bellamy Brothers** (47 adds). The runners-up in the Most Added category were **George Jones** (39 adds), **Sawyer Brown** (39 adds), **Kenny Rogers** (33 adds) and **The Gatlins** (25 adds). Now that the new **Alabama** single has been released, it's bound to replace the **Richie /Alabama** single on a lot of playlists. Nevertheless, the listeners still love "**Deep River Woman**", as it remains the Most Requested song.

We'd like to congratulate one of our favorite stations - **KNIX** in Phoenix - on entering their twentieth year playing Country music. General Manager **Michael Owens** and Program

Director **Larry Daniels** are already gearing up for a variety of happenings to celebrate their two decades on the air.

We'd like to give a special thank-you to all of you who were patient with us if you had trouble getting through on the phones this week. We've just installed our brand new phone system, and of course there are going to be some glitches in the first week. Nevertheless, this is a top of the line phone system that contains more phone lines and should alleviate all the phone problems that we've had over the past year. We promise!!

Be sure to check out our special announcement on page the bottom of page 49. If you were looking for just one more excuse to come to The Gavin Seminar, there it is!! Talk to you next week!! **Lisa and Elma**

NORTHEAST

WORCESTER, MA(TIM TODD-WORC) K.Rogers, Bellamys.
LOWELL/LAWRENCE, MA(FRANK FITZ-WLLH) J.Stevens, RV Shelton.
BROCKTON, MA(MARK BURNS-WCAV/FM) Willie N., Gatlins, K.Stegall, G.Jones, RV Shelton, Alabama, Sawyer B., Childress, Bellamys.
PORTLAND, ME(HAL KNIGHT-WPOR/FM) K.Rogers, Sawyer B., G.Strait, Hwy. 101, RV Shelton, N.Griffith.
NEW YORK, NY(PAM GREEN-WHN) Gatlins, T.Wopat, Restless H, M.Osmond, Schneider, A.Murray.
ROME, NY(JACK MORAN-WRNY) M.Osmond, K.Rogers, G.Strait, T.Wopat, Alabama.
CARLISLE, PA(ANN STEVENS-WHYL) M.Osmond, J.Frickie, S.of Rodeo, S.K. & O., Willie N..

SOUTHEAST

BALTIMORE, MD(GREG COLE-WPOC/FM) M.Osmond, Gatlins, G.Strait.
FROSTBURG, MD(GEORGE DENTON-WFRB) RV Shelton, Bellamys, N.Griffith.
EXMORE, VA(JOHNNY B.BAUBLIS-WKRE) Sawyer B., G.Jones, G.Strait.
CHARLESTON, WV(BOB JONES-WQBE/FM) Bellamys, Alabama, Hwy. 101, G.Strait.
CLARKSBURG, WV(TERRY MATHEWS-WKKW) K.T.Oslin, N.Griffith, M.Clark, T.Daniel, S.Allen, McGill, R.May.
JACKSONVILLE, NC(B.J./TIM-WLAS) A.Murray, Bellamys, G.Strait, Sawyer B., N.Griffith, Alabama, Shooters, R.Charles, B.Anderson.
STATESVILLE, NC(TIM WALKER-WFMX) S.Wariner, G.Strait, Sawyer B., G.Jones.
CONWAY, SC(DAVE DEMPSEY-WLAT) Alabama, Hwy. 101, RV Shelton, J.Stevens, Bellamys.
CANTON, GA(CHRIS GRIFFIN-WCHK/FM) Sawyer B., A.Murray, Hwy. 101, G.Jones.
CARROLLTON, GA(PATRICK SHUMAKE-WLBB) J.Anderson, S.Wariner, Schneider, M.Osmond, Gatlins, K.Rogers.
CEDARTOWN, GA(CHUCK WALLEY-WGAA) G.Strait, N.Griffith, RV Shelton, Bellamys, R.Charles.
SWAINSBORO, GA(SHIRLEY SMOAK-WJAT) R.Charles, G.Strait, Sawyer B..
ELBERTON, GA(DAVE DAVIS-WWRK/FM) G.Jones, G.Strait, Sawyer B., B.Vera, Shooters, RV Shelton, Bellamys, Alabama, Georgia S..
PENSACOLA, FL(STEVE RYAN-WOWW107) Alabama, Bellamys, G.Strait, Sawyer B., G.Jones, J.Anderson.
DESTIN, FL(SKIP DAVIS-K92/FM) Alabama, Bellamys, R.Charles, Shooters, Tommy Roe, B.J.Royal, J.Murphy.
GAINESVILLE, FL(TERRY/SINCLAIR-WYGC) G.Strait, Alabama, Sawyer B., K.T.Oslin, G.Jones.
DUNNELLON, FL(NATE GRAHAM-WTRS) G.Strait, Sawyer B., A.Murray, Hwy. 101.
FT.PIERCE, FL(GEORGE GORDON-WFTP) G.Strait, Bellamys, Alabama, N.Griffith, G.Jones, R.Charles.
ARCADIA, FL(CHARLIE B.-WOKD) S.Wariner, Gatlins, R.McDowell, M.Osmond, Alabama, Schneider, K.Rogers, A.Murray, Ed Bruce, Waylon, G.Jones.

SOUTH

GADSDEN, AL(JIM PRUETT-WAAX) Bellamys, Alabama, Shooters, G.Jones, G.Strait.
ALBERTVILLE, AL(JEFF ALLEN-WQSB/FM) Tommy Roe, T.Wopat, Ed Bruce.
ATMORE, AL(GARY BURKETT-WSKR) Alabama, G.Jones, Sawyer B., G.Strait, T.Wopat, Bellamys.
NASHVILLE, TN(ERIC MARSHALL-WSIX) Willie N., M.Osmond, T.Wopat, G.Strait, Hwy. 101.
MEMPHIS, TN(JIM TABOR-WMC) Schneider, Ed Bruce, Gatlins.
COLLINS/HATTIESBURG, MS(TOM BROOKS-WKNZ) Alabama, K.T.Oslin, Sawyer B., Bellamys.
BILOXI, MS(RICK MIZE-WVMI) G.Jones, Sawyer B..
PASCAGOULA, MS(AL PARKER-WGUD) T.Wopat, RV Shelton, Hwy. 101.
LOUISVILLE, KY(COYOTE CALHOUN-WAMZ) Gatlins, G.Jones, Alabama, G.Strait, T.Wopat, Tommy Roe.
HARLAN, KY(MIKE STANLEY-WFSR) RV Shelton, T.Wopat, Hwy. 101.
PADUCAH, KY(KENT KING-WKYQ) Bellamys, G.Strait.
HOUMA, LA(LARRY HYATT-KJIN) K.Rogers, Alabama, RV Shelton, G.Strait.
HAMMOND, LA(KEVIN CARLISLE-WFPR) Alabama, Bellamys.
BATON ROUGE, LA(JIM WILLIAMS-WKJN) Alabama, G.Jones, Bellamys, R.McDowell.
RUSTON, LA(BOB DAY-KXKZ) G.Strait, Alabama, Sawyer B., G.Jones.
ALEXANDRIA, LA(RICK STEVENS-KRRV) Gatlins, G.Jones, G.Strait, Sawyer B., Hwy. 101, Tommy Roe, Southern R.
EL DORADO, AR(KEN JOHNSON-KDMS) S.K. & O., Statlers, Restless H, Juice, Willie N..
HOT SPRINGS, AR(JIM SWANSON-KQUS) K.Rogers, Schneider, M.Osmond, Gatlins, S.Wariner, J.Anderson.
FAYETTEVILLE, AR(TOM SLEEKER-KKIX) Alabama.

UPPER MIDWEST

MARSHALL, MN(PAUL BACHMAN-KMHL) S.Wariner, Statlers, Ed Bruce, L.J.Dalton, R.McDowell, R. Crowell, Kendalls.
ST.CLOUD, MN(STEVE STEWART-WWJO/FM) Hwy. 101, Gatlins, S.Wariner, Juice.
BRAINERD, MN(DAVE TORKELSON-KQBR) Frozen.
MITCHELL, SD(KURT PHILLIPS-KMIT) G.Strait, Bellamys, G.Jones, Alabama.
HURON, SD(JEFF DUFFY-KOKK) G.Jones, Sawyer B., G.Strait, Bellamys, K.Rogers, Alabama.
ABERDEEN, SD(STEVE SMALL-KKAA) K.T.Oslin, K.Rogers, T.Wopat, Bellamys, N.Griffith.
REDFIELD, SD(MYRON GRAGE-KQKD) Alabama, Bellamys, R.Charles, Shooters.
WAHPETON, ND(JOHN WOLF-KBMW) Sawyer B., G.Jones, Jerry Reed, Osmonds, Hwy. 101, Lowes.
FARGO, ND(DON ROBERTS-KFGO) Alabama, Bellamys, R.Charles, N.Griffith, A.Downing, Shooters, The Lowes, J.Thomas, J.Murphy, C.Handy.
FARGO, ND(SCOTT WINSTON-KVOX A/F) Alabama, G.Strait.

GRAND FORKS, ND(TIM LARSON-KYCK) Statlers, Juice, Restless H, M.Osmond, Whites.
JAMESTOWN, ND(THE COWBOY-KSJB) No Adds.
MINOT, ND(JERI LEE-KZPR) S.Wariner, Restless H, Statlers.

MIDWEST

DES MOINES, IA(JIM PATRICK-KSO) K.Rogers, Gatlins, R.Sessions.
SIoux CITY, IA(TY COOPER-KMNS) Gatlins, Schneider, Hwy. 101, RV Shelton, K.Rogers, Statlers, Shooters.
SPENCER, IA(RICK FRIDAY-KICD/FM) G.Jones, Sawyer B., K.T.Oslin, Hwy. 101, J.J.Walker.
ST.LOUIS, MO(GEORGANN HARRIS-KUSA) G.Jones, Hwy. 101, S.Wariner, Gatlins, M.Osmond, K.Rogers, G.Strait, Sawyer B., Alabama, Southern R.
ST. JOSEPH, MO(BOB ORF-KFEQ) G.Stroman, Bellamys, G.Strait, N.Griffith, K.T.Oslin, A.Downing, R.Ashley.
JOPLIN, MO(LISA ARMSTRONG-WMBH) J.Frickie, J.Anderson, N.Griffith, Hwy. 101, G.Strait.
CALIFORNIA, MO(JEFF SHAKLEFORD-KZMO) Bellamys, Alabama, Atlanta, Shooters, G.Strait, Sawyer B..
OSAGE BEACH, MO(ROGER HULETT-KRMS) M.Osmond, K.Rogers, Kendalls, Juice.
JEFFERSON CITY, MO(JACK DANIELS-KLIK) G.Strait, Alabama, Bellamys, G.Jones, Sawyer B., N.Griffith.
SPRINGFIELD, MO(JOHN HENDERSON-KWTO/AM) G.Jones, G.Strait, A.Murray, Alabama, K.Rogers, Waylon, Bellamys, Sawyer B..
GARDEN CITY, KS(LORI WILLIAMS-KBUF) D.Robbins, Hwy. 101.

CENTRAL

CINCINNATI, OH(DUKE HAMILTON-WUBE) Alabama, Bellamys, A.Murray.
INDIANAPOLIS, IN(J.D. CANNON-WFMS/FM) No Adds.
ELKHART, IN(GREG HARRIS-WCMR) A.Murray, K.Rogers, Ed Bruce, T.Wopat, Waylon, D. Fargo, Bellamys.
SOUTH BEND, IN(J.K.DEARING-WNDU) K.Rogers, S.Wariner, M.Osmond, E.T.Conley.
FT.WAYNE/KENDALL, IN(DOUG WAGNER-WBTU) Statlers, Whites, S.Pacific, Restless H, Juice.
RICHMOND, IN(MARILYN WILLIAMS-WHON) Gatlins, T.Wopat, A.Murray.
SAGINAW, MI(TOMMY SAMORAY-WKCCQ) Alabama, Bellamys, Ed Bruce, Tommy Roe, G.Jones.
LANSING, MI(WAYNE WATERS-WITL/FM) Willie N., Juice.
MADISON, WI(MARK HUNTER-WWQM) Juice, S.Wariner, K.Rogers, Schneider, M.Osmond, Gatlins, L.Anderson, G.Strait, G.Jones, Sawyer B., A.Murray.
MANITOWOC, WI(JON MURRAY-WCUB) G.Jones, G.Strait.
STEVENS POINT, WI(DAN OLSEN-WXYQ) Gatlins, Juice, Shooters.

LA CROSSE, WI(DAVE SHEPEL-WLXR/AM) Alabama, K.Rogers.
EAU CLAIRE, WI(TIM CLOSSON-WAXX/FM) Bellamys, Sawyer B., A.Downing, G.Strait.
WHITEHALL, WI(JOHN R. SIMONSON-WHTL) Sawyer B., RV Shelton, D. Fargo, G.Jones.
ANNA, IL(JEFF ROBERTS-WRAJ) K.Rogers, S.Wariner, M.Osmond, Gatlins.

SOUTHWEST

TULSA, OK(BILL PAYNE-KTFX) K.Rogers, M.Osmond, G.Jones, Ed Bruce, Gatlins, D. Fargo.
SHERMAN, TX(TIM STEWART-KIKM) Gatlins, K.Rogers, M.Osmond, Ed Bruce, L.J.Dalton, A.Murray.
TEXARKANA, TX(MARIO GARCIA-KMLA) RV Shelton, Bellamys, G.Strait, A.Murray, Sawyer B., Alabama, G.Jones.
DALLAS/FT.WORTH, TX(BILL MAYNE-WBAP) E.Raven, G.Strait, K.Whitley, L. Lovett.
HOUSTON, TX(CANDEA/MURRAY-KILT) G.Morris, Greenwood.
PT.ARTHUR/BEAUMONT, TX(MICKEY ASHWORTH-KYKR) G.Strait, Alabama, K.T.Oslin, B.Vera.
AUSTIN, TX(STEVE GARY-KASE/FM) Alabama, Schneider, Hwy. 101, G.Strait, K.Rogers, K.T.Oslin.
AUSTIN, TX(MIKE CARTA-KVET) G.Strait, K.Rogers, G.Jones, C.Gayle, Alabama, D. Fargo.
AMARILLO, TX(KIM CROSS-KBUY) Bellamys, Shooters, Alabama, R.Travis.
PHOENIX, AZ(BUDDY OWENS-KNIX) Schneider, Sawyer B., G.Strait.
ALBUQUERQUE, NM(FRANCINA RODRIQUEZ-KRST/FM) Bellamys, K.Rogers, A.Murray, Sawyer B..
LAS CRUCES, NM(BIG JOHN LIBYNSKI-KGRT) Whites, K.Rogers, L.J.Dalton, A.Murray, Bellamys, G.Strait, Alabama, N.Griffith, R.McDowell, Tommy Roe, RV Shelton, D.Robbins, G.Jones, Shooters.
CARLSBAD, NM(BOB SWAYZE-KATK/FM) Bellamys, Alabama, R.Charles.
ALAMOGORDO, NM(BEN NOE-KZZX) K.Rogers, G.Strait, Alabama, Bellamys, R.Charles, N.Griffith.

ROCKY MOUNTAIN

WOLF POINT, MT(ADRIENNE STARR-KVCK) Sawyer B., Bellamys, Alabama, G.Strait, G.Jones, N.Griffith, R.Charles, Hwy. 101, Starbuck, B.D.Hunter, Chestnut, H.Hughes, Borchers.
MISSOULA, MT(PAUL PROCTOR-KYSS/FM) G.Strait, Alabama.
HAMILTON, MT(JEAN PYSSON-KLYQ/AM) Waylon, D. Fargo, Sawyer B., Bellamys, Alabama, G.Strait.
WHITEFISH, MT(ART JACKSON-KJJR) A.Downing, M.Osmond, CHILDRESS, Willie N., Juice, K.Rogers, Hwy. 101, Sawyer B., T.Wopat, Gatlins, Schneider, Dirt Band, Starbuck.
GREELY/FT.COLLINS, CO(DON DANA-KYOU/FM) B.Hornsby, Shooters, Lone Just., D.Edmunds.

PUEBLO, CO(RANDY HILL-KIDN) RV Shelton,
A.Murray, Gatlins, Sawyer B., G.Strait, Hwy. 101,
G.Jones.

FAR WEST

LAS VEGAS, NV(J.C. SIMON-KFMS) Restless H,
S.Wariner, Statlers, Juice.
RENO, NV(JIM McCLAIN-KOLO) Alabama, D.Malena,
Southern R.
RENO, NV(JOEL MULLER-KROW) S.Wariner, Gatlins,
G.Strait, G.Jones, Alabama.
LOS ANGELES, CA(R.J. CURTIS-KZLA/FM) Willie N.,
Schneider.
LOS ANGELES, CA(R.J. CURTIS-KLAC) Juice, Willie
N., S.Wariner, K.Rogers.
BRAWLEY, CA(CHRIS OLIVAREZ-KROP) Alabama,
Bellamys.
OAKLAND/SAN FRAN., CA(CARL BROWN-KNEW)
Schneider, K.Rogers, Gatlins.
SAN JOSE, CA(JULIE STEVENS-KEEN) Dirt Band,
Moe Bandy, G.Strait, Juice, Statlers.
EUREKA, CA(KEN CONLIN-KRED) Shooters, Bellamys,
Alabama, G.Strait, RV Shelton.
SACRAMENTO, CA(CAMMIE WINSTON-KHWY)
S.Wariner, R.McDowell, Ed Bruce, G.Strait, Alabama.
SACRAMENTO, CA(RICK STEWART-KRAK/AM)
Restless H, K.Rogers, M.Osmond, Gatlins, Ed Bruce,
T.Wopat, Alabama, Hwy. 101.
TURLOCK, CA(ED NICKUS-KMIX) Masters, Bellamys,
Waylon, Alabama.
CHICO, CA(MARK RATHBUN-KHSL) G.Strait, N.Griffith,
G.Jones, Sawyer B., K.Rogers, A.Murray, Tommy Roe,
Shooters, Alabama, Bellamys.

NORTHWEST

ASTORIA, OR(BOB LOUCKS-KVAS) G.Jones, Sawyer
B., R.Charles, Shooters, G.Strait, Bellamys, Alabama.
CORVALLIS, OR(P.J. EMMERSON-KFAT/FM) G.Jones,
N.Martinez, Shooters, Bellamys, Alabama, G.Strait, RV
Shelton, J. Warnes.
TOLEDO, OR(DENNIS EDWARDS-KTDO) Schneider,
M.Osmond, S.Wariner, Alabama, G.Jones, G.Strait,
Bellamys, Waylon, L.Anderson, Sawyer B., N.Griffith,
R.Charles, Orleans, K.T.Oslin.
EUGENE, OR(PILGRIM/WILLIAMS-KEED) D. Fargo,
G.Strait, Bellamys, Sawyer B., N.Griffith.
REDMOND, OR(MIKE WEST-KPRB) R.Charles, RV
Shelton, Bellamys.
SEATTLE, WA(SUSAN FALCONER-KMPS) A.Murray,
RV Shelton.
EVERETT/SEATTLE, WA(WAYNE CORDRAY-KWYZ)
Alabama, Sawyer B., Bellamys, Whites.
YAKIMA, WA(BOB MURPHY-KUTI) Kendalls, R. Crowell,
Moe Bandy, Alabama, RV Shelton.
TRI-CITIES, WA(JESSE LEE-KORD) K.Rogers,
M.Osmond, Schneider, G.Strait, Bellamys.
TRI-CITIES, WA(RANDY MUSZYNSKI-KOTY) Statlers,
M.Osmond, P.Loveless, Gatlins, K.Rogers.
CLARKSTON, WA(ED MILLER-KCLK) L.Anderson,
G.Jones, Bellamys, G.Strait, Sawyer B.

ANCHORAGE, AK(JAY JENNINGS-KYAK) Frozen.
ANCHORAGE, AK(STEVE CHAPMAN-KASH) Alabama,
Bellamys.

WELCOME To Our New Country Correspondents:

Shirley Smoak, **WJAT RADIO** - P.O. Box 289 -
Swainsboro, GA 30401 (912)237-2011

COUNTRY JOBS

Air Talent/Production - KFAT-Corvallis, OR
Skip Taylor (503)753-4493
Air Talent/Production - KNBA-Vallejo, CA
Lou Ripa (3267 Sonoma Blvd. - 94590)
Air Talent - KROW-Reno, NV
Gary Demaroney (Box 11920 - 89510)
Air Talent - KFMS-Las Vegas, NV
Randy Hood (1555 East Flamingo, Suite 435 - 89119)
Air Talent - KNGS-Hanford/Fresno, CA
Scott Michaels (209)582-0361
Air Talent (afternoon drive) - WFMX-Statesville, NC
*Tim Walker (1117 Radio Road - 28677)
Air Talent - WFRB-Frostburg, MD
*Jeff Krone (Box 430 - 21532)

*No phone calls please.

COUNTRY AVAILABLE

JAY PRICE from KBMR-Bismarck, ND is looking for a position as
AT/Production/PD, contact him at (701)255-7646.

COUNTRY CHANGES

JIM McCLAIN from KOLO-Reno, NV has been promoted to Program Director.
RICK STEVENS from KRRV-Alexandria, LA has been promoted to Music
Director and Program Director.
RANDY MUSZYNSKI from KOTY-Tri Cities, WA has been promoted to
Music Director.
SHANE KRAG from KCLK-Clarkston, WA has been promoted to
Music Director.
Congratulations to all!



We are pleased to announce that the moderator of the Country session
at this year's **Gavin Seminar For Media Professionals** (February
20-21) will be **Bob Guerra**. Bob is currently the Operations/Program
Manager for both **KLAC/AM** and **KZLA/FM** in Los Angeles. He went
to L.A. in January of 1986 after having spent 10 successful years at
KNEW/AM in San Francisco /Oakland, first as a disc jockey, and
eventually as the station's Program Director. Bob has spent 13 of his 16
years in radio in Country music. His knowledge of Country music is well
documented, particularly in the San Francisco Bay Area, where from
1977 to 1980 his "Anthology" radio show won very positive press
reviews and fan approval for its diversity and enlightenment of the
Country music scene.



COUNTRY COMBOS

A lot more Gavin Report readers have worthwhile thoughts to offer than ever send them in to me. Their market size or length of time in the profession may not seem to them adequate to be a contributor, but in my experience, that is irrelevant to the quality of their contribution. I continue to encourage all of you to consider writing in when something spurs you to! Here's a letter from Ken Conlin, PD at Country-formatted KRED- Eureka, CA:

"Stations, particularly in large-market AM Country situations, often have an FM A/C or soft contemporary sister FM station...But now I have noticed, in markets like Sacramento and Portland, OR, a trend towards making both stations Country. We ourselves are an example of this trend and its causes...."

"KRED/AM has been the dominant Country outlet in our market since 1976. In 1978, we acquired an FM property, KP DJ. The station signed on as A/C, and both stations did rather well for a number of years. But as the market expanded from eight stations to ten, outstripping the local economy, competition for the same revenue base increased. For the long-term success of our stations, the FM call letters were changed and a contemporary Country format was adopted. The stations are now sold successfully in combination, forcing major advertising buys on both stations while giving advertisers double Country audiences. The rates for purchasing advertising on just one of the stations are proportionately higher. We found clients have to be 'taught' that a Country combination works the same as an A/C, Top 40 or soft contemporary combination; there was some hesitation initially among clients who regularly purchased advertising on a local Top 40 combination, until they discovered the Country audience can be reached the same way—that it's an adult audience, and even a potentially more effective advertising decision." Ken feels the Country "combination" approach makes good business sense, works well, and he expects to see more of it.

Ken continues, "Some other observations about Country: The balance of a mainstream Country format in the '80s consists of a carefully selected balance of currents, recurrenents and oldies. Depending on how a programmer wants to emphasize the focus of his station and its image, he can flavor the Country format with a blend of oldies that must be very carefully chosen. If the station is AM, it seems a

traditional flavor is currently the most popular and successful method. But again, those oldies must be carefully selected! The preferable traditional Country selections are those which are BIG national and local hits.

"If the station is FM, a successful method of producing a loyal audience is to swing the flavoring to contemporary Country, or even Country rock. As with all formats on radio today, it is more difficult to lure listeners to the AM band, so many Country AM stations opt for the full-service treatment, while many Country FMs are music-oriented.

"Perhaps the most difficult problem in gaining both clients and listeners is overcoming the old stereotype that all Country music is blue-collar, and all listeners are 'yahoos' or waitresses or beer-swilling truckers, all with low intelligence. Today's Country is a blend of cultural American instrumentation and vocal interpretation, and it ranges from 'contemporary' to a sound distinctively its own. Today's Country programmers, in my opinion, must do their part to promote the format as they promote their stations! Country is a unique format and a very communicative one. It is, I think, far easier to be a Top 40 announcer than it is to be a Country announcer. It is often extremely difficult to retrain a Top 40 announcer to do Country. I have done that trick several times...It is much more difficult to communicate than just to announce, as some formats require.

"Some final comments: The artists of Country music are probably the most consistent hitmakers. Very seldom will a Country artist make it truly big, only to disappear into oblivion. Conway Twitty may be ridiculed by your teenage daughter, but has Motley Cue had fifty-two number-one records?"

I thank Ken for his comments—and, as always, I solicit yours. Write to me c/o the Adult Contemporary Music Research Letter, 1837 SE Harold Street, Portland, OR 97202-4932, or care of The Gavin Report. And I look forward to meeting you in person at the Second Annual GAVIN SEMINAR in San Francisco February 20th and 21st.

Ken touched in passing on a subject I can't recall dealing with in any detail in the nine years of this column—local vs. national hits. I thought I'd discuss that in next week's column, and if you have any thoughts on the subject, send them in! You don't have to agree with me to get printed here, you know! ●

"Perhaps the most difficult problem in gaining both clients and listeners is overcoming the old stereotype that all Country music is blue-collar, and all listeners are 'yahoos' or waitresses or beer-swilling truckers, all with low intelligence."

PHOTO FILE

by LISA SMITH and BETTY HOLLARS



THE GIFT THAT KEEPS ON ◀ ROCKING

Van Halen presented Warner Bros. Chairman of the Board Mo Ostin and President Lenny Waronker with their very own copy of "Live Without A Net," - the in-concert video shot during the band's '86 tour. Pictured (left to right) are Alex Van Halen (!), Sammy Hagar, Lenny Waronker, Eddie Van Halen, Mo Ostin and Michael Anthony.



BACKSTAGE WITH T. ▲

WOWW recently welcomed T. Graham Brown to the Pensacola Civic Center in concert, and air talent Gary O'Brien was there to

greet T. backstage after the show. Pictured here (left to right) are Gary O'Brien, T. Graham and Susan Jervis (Gary's fiancée).



A DAY AT THE ZOO ▲

During a recent promotional tour in support of his LP "A Night At The Met", Robin Williams stopped by KKBQ-Houston. Shown here (left to right) are Bob King (KKBQ), Patty Hamilton (KKBQ), Jackie Robbins (KKBQ), David Kolin (KKBQ), Robin Williams, John Lander (KKBQ), Tom Chaltas (Columbia) Clete Dumpster (KKBQ) and Lou Walton (KKBQ).



POLYGRAM BRASS ON A ◀ DARING ADVENTURE

Richard Thompson was greeted by PolyGram execs following a stunning performance at New York's Ritz. Pictured backstage (left to right) are Randy Roberts, Bob Jamieson, Dick Asher, Thompson, Bill Levenson, Harry Anger, Jim Urie, Steve Pritchitt, Dick Wingate and Len Epend.

"URBANIZING" by JERRY BOULDING

SOFTER LANDINGS

It is no real secret that ours is an industry of change. Radio stations change owners, formats and people quicker than James Brown can sing "Gravity." Talented folks hit the ground just as fast, often with no parachute to soften the fall. And to judge by the recent black/urban format casualty list, it's apparent the toll keeps mounting on both sides of the fence--look at the number of key record executives who have moved in the last few months. So as we approach the start of 1987, we'd thought we'd take a quick look in the "answer book" and see if we could come up with a few thoughts on how to land on your feet--or at least have a little cushion before the big fall. And let's face it, there is going to be a fall. But if you're prepared, it need not be fatal.

OUNCE OF PREVENTION

The first thing we suggest is that you try to get a contract or letter of agreement going in. While it won't keep you in place, it may give you some time when a decision to change is made, and you're involved. It's a good idea to have a lawyer check out your contract or letter of agreement so you understand just what your rights are and just how much protection you really have.

Even if you have something on paper, you're still not safe. You still must do the job you're being paid to do. And in order to do the job, you first must know what it is. Now, before you say, "Well, that's obvious," let's be sure. You may have one idea about your job responsibilities while your employer has another, or may feel you're doing only part of your job. This can be the case with air talent, program and music directors, even account executives. When things are going well, you won't hear from the boss regarding your performance, but just as soon as the ARBitron numbers slip or pressure starts coming from the sales department, that whole picture can change. So perhaps one of your New Year's resolutions for 1987 should be not only to improve your performance, but to be absolutely certain you fully understand what's expected of you.

HONESTY IS STILL THE BEST POLICY

Despite what you may have heard or personally feel about what others are getting away with, you will find that you will be perceived in a better light if you are honest. Two basic varieties of dishonesty occur in radio stations: conscious theft (blatantly stealing a few albums or t-shirts from the prize room) and unconscious (fudging a little on your music sheet, supposedly for "balance," or are less than honest about your show prep).

For example, let's say you are a strong air talent with great ARBitrons for the past year, but you want a bit more freedom than your current format permits...so you cheat a little on your music. You write down that you played a song, but you really didn't. After all, nobody knows more about your show and your audience than you, right? Wrong, and eventually this can catch up with you and make your report card total less than

it would be if you were honest.

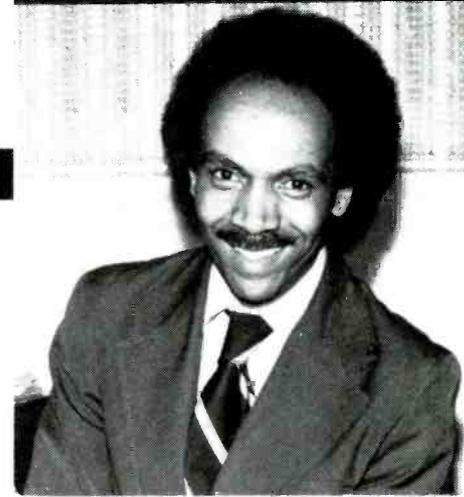
Although it can be embarrassing and nerve-racking for executives to confront employees (or colleagues) with a problem of dishonesty, it is not some thing that can be ignored. Unless it's dealt with, the problem will compound rather than correct itself. We once had a receptionist who returned a half hour late from lunch and ten minutes late from coffee breaks each day. I made the mistake of not saying anything at first. Later, when she started to run personal errands during business hours, there was no choice. Eventually she had to be replaced. So it's all theft, premeditated stealing with the full knowledge that action being performed is illegal, unethical and certainly damaging to the operation.

Sometimes, especially in our industries, where talent is so rare, employers will tolerate a dishonest individual because of his or her skills. Other times a manager may feel that to take any action against a dishonest employee may be insulting and considered petty. In truth, such action can boost morale among all employees: Not only does it improve their safety and protection, but they also no longer have to wrestle mentally over whether or not to report a fellow worker who may have been stealing. At some point, the manager, whether it's a program director or G.M., has no choice but to take some action, and if the man in the middle is trying to protect someone, even a super talent, he is called on the carpet. So one thing that can make for a softer landing, whether you stay where you are or move, is an honest approach to your job.

CONTROL

The title of one of the hottest crossover songs of 1986 by Janet Jackson is a key word in maintaining your current status and improving your overall performance. A lot of stations, a lot of shows, a lot of formats are out of control.

What does this mean to you? Let's say you're an on-the-air program manager. Your shift is middays, and you feel that, when you're on the air, everything is under control. After all, you have to set the example...right? But what about the rest of the time? When you do your overall station critique, do you hear the same songs in the same hour every day? Do your announcers tend to overlay their personal favorites and even skip tunes they don't know or don't like? Is there poor program flow when things get busy? Are your week-ends strong? What about your contests? Are the same active listeners winning over and over again, no matter what prizes you're giving out? Do you still find commercials that have not been recorded or have been recorded poorly and then not timed, so that when they are first played on the air, you and your account executives are often embarrassed? All these are signs that, despite your numbers, your station is not in order...your station is out of control. And a station that's out of control often crash lands. Problems



"Perhaps one of your New Year's resolutions for 1987 should be not only to improve your performance, but to be absolutely certain you fully understand what's expected of you."

may be mounting without your even knowing how serious they really are. And when the day comes that whoever's in charge says, "That's enough!" you may be the next "victim" on black/urban radio's ever-growing casualty list. But that, too, may be prevented.

VISION AND PLAN

If the disease is a lack of understanding, the medicine is a well-constructed, goal-oriented, information-driven plan. Such a plan must have certain key ingredients and requires a vision of the organization as its leaders would like and prefer it to be. This vision then must be shared with those in a position to help or hinder its realization. The plan should have realistic goals, strategies and timetables. It must have contingencies should unexpected events or circumstances take place. And there should be an ongoing commitment to achieving the plan. Nothing is less likely to be attained than a vision pursued without planning or commitment. But a faulty plan is sometimes worse than no plan at all. It can give a false sense of security to those operating within its parameters and those directly affected by it, and reflects on the immediate supervisor and the entire management team.

Softer landings can be a way to make an old mistake in a new way, and, while unused experience is a dead loss, true experience is a great teacher. It's the one thing you can't get on the easy payment plan, but it can tell you if that light you see ahead in the tunnel of life is daylight or a train coming in the other direction, hopefully in time for you to get out of the way. Have a safe, happy and prosperous 1987. ●

Editor: Betty Hollars

CERTIFIED

LOOSE ENDS

Slow Down
(MCA)

HUMAN LEAGUE

I Need Your Loving
(Virgin/A&M)

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

2.	1.	1.	LUTHER VANDROSS - Stop To Love (Epic)
14.	8.	2.	CAMEO - Candy (Atlanta Artists/PolyGram)
6.	4.	3.	ARETHA FRANKLIN - Jimmy Lee (Arista)
1.	2.	4.	Janet Jackson - Control (A&M)
24.	11.	5.	ROBBIE NEVIL - C'est La Vie (Manhattan)
13.	10.	6.	MIKI HOWARD - Come Share My Love (Atlantic)
29.	12.	7.	MELBA MOORE - Falling (Capitol)
3.	3.	8.	Kool & The Gang - Victory (Mercury/PolyGram)
37.	13.	9.	LIONEL RICHIE - Ballerina Girl (Motown)
40.	20.	10.	FREDDIE JACKSON - Have You Ever Loved Somebody (Capitol)
19.	15.	11.	GEORGE BENSON - Shiver (Warner Bros.)
26.	18.	12.	TINA TURNER - Two People (Capitol)
9.	7.	13.	Grace Jones - I'm Not Perfect (But I'm Perfect For You) (Manhattan)
28.	16.	14.	SHIRLEY MURDOCK - As We Lay (Elektra)
16.	14.	15.	James D-Train Williams - Misunderstanding (Columbia)
4.	6.	16.	Bobby Brown - Girlfriend (MCA)
5.	5.	17.	Anita Baker - Caught Up In The Rapture (Elektra)
34.	28.	18.	DONNA ALLEN - Serious (Atlantic)
32.	30.	19.	GAP BAND - Big Fun (Total Experience)
30.	23.	20.	THE JETS - You Got It All (MCA)
25.	22.	21.	Al Jarreau - Tell Me What I Gotta Do (Warner Bros.)
11.	26.	22.	POINTER SISTERS - Goldmine (RCA)
31.	27.	23.	O'BRYAN - Tenderoni (Capitol)
8.	9.	24.	Ready For The World - Love You Down (MCA)
--	37.	25.	CLUB NOUVEAU - Situation #9 (Warner Bros.)
38.	33.	26.	5 STAR - If I Say Yes (RCA)
35.	32.	27.	RAY GOODMAN & BROWN - Take It To The Limit (EMI)
--	34.	28.	ROSE ROYCE - Doesn't Have To Be This Way (Omni)
--	38.	29.	TEMPTATIONS - To Be Continued (Gordy)
15.	19.	30.	Vesta Williams - Once Bitten Twice Shy (A&M)
--	--	31.	LOOSE ENDS - Slow Down (MCA)
--	40.	32.	HOWARD HEWETT - Stay (Elektra)
--	39.	33.	J BLACKFOOT - U-Turn (Edge)
27.	24.	34.	Manhattans - Where Did We Go? (Columbia)
--	--	35.	HUMAN LEAGUE - I Need Your Loving (Virgin/A&M)
--	--	36.	GLADYS KNIGHT & THE PIPS - Send It To Me (MCA)
--	--	37.	RJ'S LATEST ARRIVAL - Hold On (Manhattan)
--	--	38.	MIDNIGHT STAR - Engine #9 (Solar)
--	--	39.	FORCE MD'S - I Wanna Know Your Name (Tommy Boy/Warner Bros.)
--	--	40.	SYLVESTER - Someone Like You (Warner Bros.)

MOST ADDED



STACY LATTISAW

Jump Into My Life
(Motown)
17 Adds

BRUCE WILLIS

Respect Yourself
(Motown)
12 Adds

CHARTBOUND

Reports Adds Weeks ARTIST & TITLE

29	5	3	JESSE JOHNSON - She (I Can't Resist) (A&M)
24	2	5	LUTHER INGRAM - Baby Don't Go Too Far (Profile)

POP CROSSOVER

CAMEO

Candy
(Atlanta Artists/PolyGram)

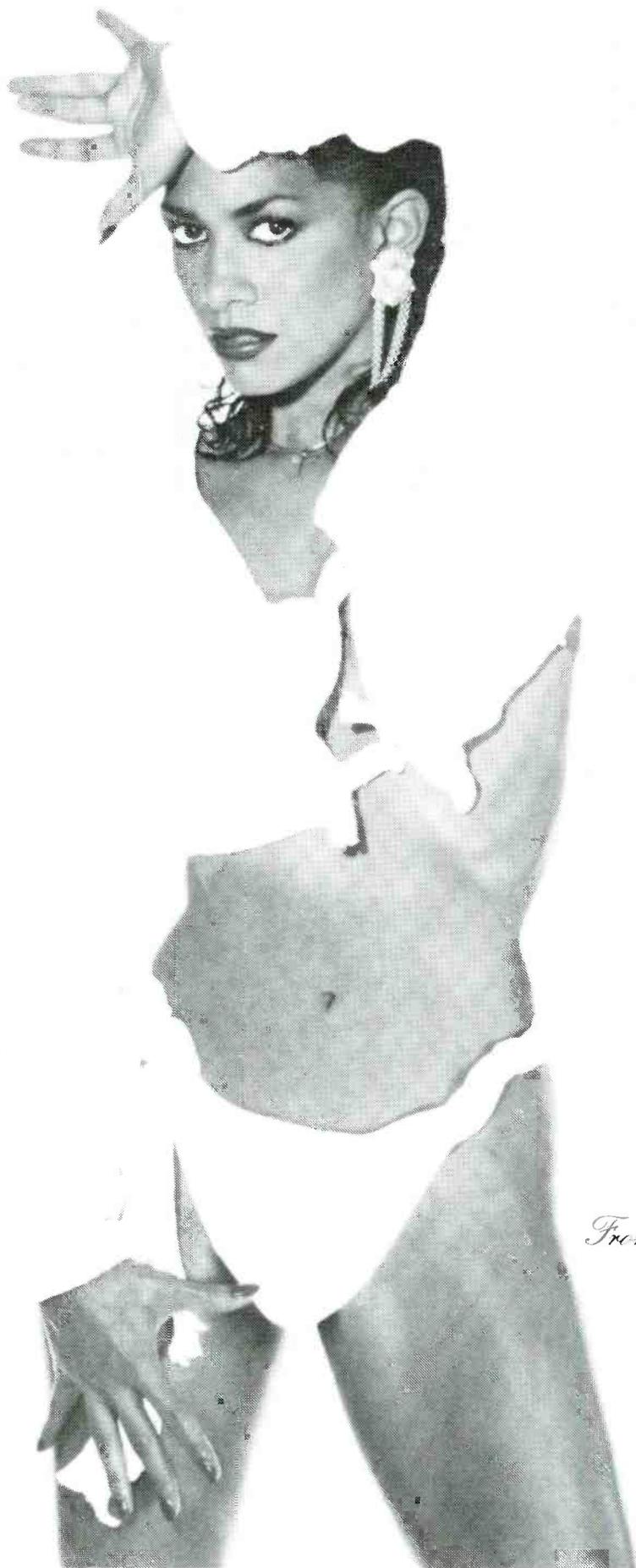
URBAN CONTEMPORARY HIT FACTOR Research: Betty Hollars

Total Reports This Week 71 Last Week 102

HIT FACTOR

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

ARTIST	TITLE	LABEL	Reports	Heavy	Medium	Light	Adds	Hit Factor	Weeks
TINA TURNER	- Two People (Capitol)		53	15	26	8	4	77%	7
SHIRLEY MURDOCK	- As We Lay (Elektra)		42	32	5	3	2	88%	14
DONNA ALLEN	- Serious (Atlantic)		40	15	20	1	4	87%	7
THE JETS	- You Got It All (MCA)		39	16	20	1	2	92%	8
POINTER SISTERS	- Goldmine (RCA)		38	25	11	2	--	94%	9
O'BRYAN	- Tenderoni (Capitol)		37	7	24	5	1	83%	8
CLUB NOUVEAU	- Situation #9 (Warner Bros.)		42	13	21	4	4	80%	4
RAY GOODMAN & BROWN	- Take It To The Limit (EMI)		39	5	25	7	2	76%	7
GLADYS KNIGHT & THE PIPS	- Send It To Me (MCA)		43	1	18	15	9	44%	3
MIDNIGHT STAR	- Engine #9 (Solar)		35	5	15	8	7	57%	3



Sheila E.

Hold Me

The New Single

From The Forthcoming Album Sheila E.

Produced By Sheila E.

In Association With David Z.

Personal Management:

Cavalle, Buffalo & Fargnoli

Lisa Janzen and Richard Burkhardt



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UP & COMING

Reports	Adds	Weeks	ARTIST & TITLE
21	5	3	ROSE BROTHERS - Easy Love (MSS/Malaco)
20	2	7	JANICE CHRISTIE - Heat Stroke (Supertronic)
18	2	3	PHYLLIS HYMAN - Living All Alone (P.I./Manhattan)
17	3	3	MTUME - Body & Soul (Take Me) (Epic)
17	2	3	JAMES BROWN - How Do You Stop (Scotti Brothers)
17	17	1	*STACY LATTISAW - Jump Into My Life (Motown)
16	1	7	BEASTIE BOYS - Paul Revere (Def Jam/Columbia)
16	4	2	JERMAINE JACKSON - Words Into Action (Arista)
15	--	8	GEORGE DUKE - Good Friend (Elektra)
15	3	2	TIMEX SOCIAL CLUB - Thinkin' About Ya (Danya)
15	--	2	REBBIE JACKSON WITH ROBIN ZANDER - You Send The Rain Away (Columbia)
15	4	1	*MILLIE JACKSON - Love Is A Dangerous Game (Jive/RCA)
15	12	1	*BRUCE WILLIS - Respect Yourself (Motown)
14	3	5	MADONNA - Open Your Heart (Sire/Warner Bros.)
13	1	2	DOUG E. FRESH - Lovin' Every Minute Of It (Danya/Fantasy)
12	--	6	BOBBY WOMACK - I Want To Make Love To You (MCA)
11	--	7	ORAN "JUICE" JONES - Curiosity (Def Jam/Columbia)
11	1	7	JENNY BURTON - Do You Want It Bad Enough (Atlantic)
11	3	3	PHIL FEARON - I Can Prove It (Cool Tempo/Chrysalis)
11	1	7	KENNY G - Don't Make Me Wait For Love (Arista)
11	--	4	JEFFREY OSBORNE - In Your Eyes (A&M)
11	2	2	FOCUS - Zero In July (EMI)
11	10	1	*JANET JACKSON - Let's Wait Awhile (A&M)
10	1	1	*STACEY Q - We Connect (Atlantic)
9	1	2	ROBERT BROOKINS - Our Lives (MCA)
9	--	1	*CARL ANDERSON - Can't Stop This Feeling (Epic)
9	3	2	NAJEE - Sweet Love (EMI)
9	6	1	*EXPOSE - Come Go With Me (Arista)
9	6	1	*MEL & KIM - Showing Out (Atlantic)
8	--	3	HEAVY TRAFFIC STARRING "V" - Jealousy (Atlantic)
8	1	5	EGYPTIAN LOVER - The Lover (TSR)
8	6	1	*MAIN INGREDIENT - If You Were My Woman (Edge)
8	8	1	*COMMODORES - Take It From Me (Polydor/PolyGram)
7	1	4	NAYOBE - Good Things Come To Those Who Wait (Fever)
7	--	2	BOOGIE BOYS - Share My World (Capitol)

*First time listed on this page.

DROPPED: #17-Billy Ocean, #21-New Edition, #25-Jeff Lorber, #29-Klymaxx, #31-EI DeBarge, #35-Commodores, #36-Chaka Khan.

LP CUTS

ROSE BROTHERS - Everything's Coming Up Roses (Malaco)
 FREDDIE JACKSON - I Don't Want To Lose Your Love (Capitol)
 ARETHA FRANKLIN - Angel Crys/If You Were My Love Tonight (Arista)
 LUTHER VANDROSS - So Amazing (Epic)
 JANET JACKSON - Funny How Time Flies (A&M)
 GAP BAND - Get Loose, Get Funky (Total Experience)

POTENTIAL SINGLES

CLUB NOUVEAU - Lean On Me (Warner Bros.)
 BEASTIE BOYS - Brass Monkey (Def Jam/Columbia)
 NEW EDITION - Tears On My Pillow (MCA)
 MORRIS DAY - Love Sign (Warner Bros.)
 SHEILA E. - Hold Me (Warner Bros.)
 READY FOR THE WORLD - Merry Goes Round (MCA)

RECOMMENDED NEW RELEASES

PATTI LaBELLE - Something Special (Is Gonna Happen Tonight) (MCA)
 JODY WATLEY - Looking For A New Love (MCA)
 EXPOSE - Come Go With Me (Arista)
 GEORGIO - Sexappeal (Picture Perfect/Macola)

URBAN CONTEMPORARY SUMMARY

Late Flash!! Looks like the new P.D. at the recently vacated post for Gannett-owned **WGCI-Chicago** just may well be **Sonny Taylor**, who was formerly P.D. at WJPC in that same city! As stated earlier in our Summary

and in Chinwag this week, **Lee Michaels** has arrived here in **San Francisco** to program **KMEL** and Gannett's search has ended right there in Chicago with **Sonny**. We wish him well! Betty

I couldn't possibly start out the New Year or this week's Summary without personally welcoming one of radio's greats to our fair city of San Francisco! Last year's Gavin Award Winner **Lee Michaels**, formerly PD of

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

ADDS: J.Lorber, Beastie B.. HOT: Pointers, Rob.Nevil, Chico DeB., Miami S.M., F.Jackson, Vandross, T.Turner, Aretha, A. Baker.

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

ADDS: S.Lattisaw, Mel & Kim, Mid. Star, Jesse Jon., J.Watley, Expose, Jets. HOT: Vandross, Pointers, Cameo, Loose Ends, Aretha, Janet Jax., Grace J., Rob.Nevil, Mik.Howard, C.Hairston, Ray,G.& B., G.Benson, Skyy, D Train.

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

ADDS: Cameo, 5 Star, Ray,G.& B., Gw.Guthrie, Rob.Nevil. HOT: G.Abbott, S.Murdock, A. Baker, Vandross, Bob. Brown, F.Jackson, Janet Jax., L.Richie, Chico DeB., Aretha.

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

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

ROCHESTER, NY**ANDRE MARCEL-WDKX**

ADDS: RJ'S Latst, D. Allen, J.Watley, Nayobe, Main Ingr., Rose Bros.. HOT: Janet Jax., RFTW, Vandross, Bob. Brown, Beastie B., S.Murdock, Klymaxx, Nocera, A. Baker, Mik.Howard, Cameo, Vesta Wms., Loose Ends, Force MD's, Aretha, Najee, Kool/Gang, Grace J., Rob.Nevil, Pointers, El DeBarge, O'Bryan, L.Richie, Jarreau.

PITTSBURGH, PA**JOHN ANTHONY-WAMO**

ADDS: Cl.Nouveau, H.Hewett, B.Willis, B.Vera, Jesse Jon., P.Hyman, W.Chung, Rose Royce, Millie Jax, Mid. Star. HOT: Geo.Duke, Cl.Nouveau, G.Knight, F.Jackson, Loose Ends, Gap Band, Jets, Rebbie J., RJ'S Latst, D. Allen, Mik.Howard.

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

ADDS: S.Lattisaw, H.League, JBlackfoot, Manhattans, P.Wilson. HOT: Janet Jax., Vandross, Kool/Gang, Bob. Brown, S.Murdock, N.Edition, D Train, Klymaxx.

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

ADDS: S.Jones, Jarreau, Rob.Nevil, Jazzy Jeff, Mel & Kim, S.Lattisaw, Expose. HOT: RFTW, Vandross, N.Edition, Bob. Brown, Janet Jax., A. Baker, Cameo, Nice/Wild, El DeBarge, D Train.

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

ADDS: Cl.Nouveau, G.Knight, P.LaBelle, P.Fearon. HOT: Cameo, Grace J., Gap Band, Vandross, S.Murdock, Aretha, G.Benson, Vesta Wms., D Train, Mik.Howard, Janet Jax..

CHARLOTTESVILLE, VA**J.MICHAEL-CAVC/FM**

ADDS: JOI, Rose Bros., Cl.Nouveau, S.Lattisaw, Sylvester, J.Ingram, H.League, 52nd St., Clarke S., L.Ingram, JBlackfoot, W.C.W.Crew, Jesse Jon., B.McClure, One Way, Madonna, Crusaders, Morris Day, G.Knight, Jermaine J. HOT: Vandross, Bob. Brown, RFTW, Janet Jax., Klymaxx, Vesta Wms., J.Lorber, N.Edition, Ocean, Pointers, G.Benson, Chaka Khan, Jarreau, Gap Band, El DeBarge, Krystol, One Way, L.Richie, Jets, Jesse/Sly.

RICHMOND, VA**DONNIE DEANE-WKIE**

ADDS: J.Burton, H.League, Jesse Jon., Pr.Phil.M., Jermaine J, Givens F., P.Fearon, Sandr.Feva, J.Carne, B.Williams, O.C.Smith, L.Williams, M.& Babb, Main Ingr., B.McClure, Morris Day. HOT: Janet Jax., Vandross, Aretha, Mik.Howard, Vesta Wms., Cameo, D Train, Klymaxx, Grace J., Ocean, G.Benson, S.Murdock, Rob.Nevil, Melba M., Gap Band, El DeBarge, Jarreau, L.Richie, F.Jackson, T.Turner.

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

ADDS: B.Willis, L.Ingram, J.Carne, P.LaBelle, Jms. Brown, S.Lattisaw, S.Jones, Expose. HOT: Vandross, D Train, Mik.Howard, Aretha, Grace J., Melba M., Pointers, Cameo, S.Murdock, Rob.Nevil, G.Benson.

ROANOKE, VA**STAN TOMPKINS-WTOY**

ADDS: Loose Ends, Mtume, Millie Jax, L.Ingram, Commodores, S.Lattisaw. HOT: Kool/Gang, Janet Jax., Rob.Nevil, Vandross, Aretha, B.Vera, Mik.Howard, D Train, Grace J., Pointers, S.Murdock, G.Benson, Gap Band, Cameo, Melba M., Force MD's, D. Allen, T.Turner.

SOUTH**CHARLOTTE, NC****DON CODY-WGIV**

ADDS: M.Morgan, Givens F.. HOT: Janet Jax., Vandross, Aretha, Vesta Wms., Cameo, Gap Band, Melba M., Rob.Nevil, F.Jackson, Jms. Brown, Rose Royce, Cl.Nouveau, S.Murdock.

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

ADDS: B.Willis, T.Turner, H.League, Mtume, Jesse Jon., Givens F., Sylvester. HOT: G.Benson, J.Kristie, Loose Ends, Janet Jax., F.Jackson, Jets, Klymaxx, Force MD's, S.Murdock, B.Willis, Cl.Nouveau, Beastie B., 5 Star, Biz Markie.

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

ADDS: Triple T, Main Ingr., True Life, S.Jones, P/S.Payne, JBlackfoot, Ray,G.& B., Jms. Brown, Rebbie J., RJ'S Latst, Givens F.. HOT: Gap Band, Janet Jax., Klymaxx, F.Jackson, Krystol, Shannon, Mik.Howard, Pointers, Full Force, Kool/Gang, Commodores, Vandross, O'Bryan, Force MD's, Bob. Brown, Chaka Khan, Manhattans, Cameo, D. Allen, Gw.Guthrie, Rob.Nevil, H.Traffic, G.Benson, Melba M., Givens F., T.Turner, J.Kristie, J.Lorber, D Train, Sylvester, Jarreau, L.Richie.

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

ADDS: Commodores, Main Ingr., Millie Jax, W.C.W.Crew. HOT: Kool/Gang, Bob. Brown, Vandross, Janet Jax., Aretha, RFTW, Full Force, Commodores, Klymaxx, Mik.Howard.

ATLANTA, GA**TONY SCOTT-WEKS**

ADDS: Morris Day, C.Ramsey, True Life, 911. HOT: Vandross, Cameo, Mik.Howard, F.Jackson, Aretha, Loose Ends, D Train, Pointers, Grace J., Cl.Nouveau, J.Kristie, Bad, MilesDavis.

AUGUSTA, GA**CHARLOTTE LOGAN-WFXA**

ADDS: Jms. Brown, J.Carne, Rose Bros., Madonna, S.Jones, P/S.Payne. HOT: Mik.Howard, Pointers, L.Richie, Cameo, Vandross, Jets, Aretha, Grace J., D Train, Gap Band, G.Benson, Ray,G.& B., Melba M., Temps, Rob.Nevil.

AUGUSTA, GA**MICKEY ARNOLD-WRDW**

ADDS: Gen. Kane, S.Lattisaw, Main Ingr., Skipworth, B.Marchan. HOT: F.Jackson, Cameo, Janet Jax., Gap Band, Cl.Nouveau, Melba M., Bob. Brown, Aretha, Jarreau, Confunk S., Grace J., Mtume, Rob.Nevil, B.Marchan, D. Allen, RFTW, M.Sease, B.Bland, Kool/Gang, Vandross.

ALBANY, GA**BRUCE WASHINGTON-WQDE**

ADDS: Rose Royce, Rose Bros., Pr.Phil.M., Millie Jax, Jermaine J, G.Knight, Kenny G, Najee. HOT: S.Murdock, Mik.Howard, A. Baker, Vandross, Ray,G.& B., T.Turner, Bob. Brown, L.Richie, Kool/Gang, Gap Band, L.Ingram, Geo.Duke, Janet Jax., RFTW, U-VeeHayes, G.Benson, Vesta Wms., F.Jackson, Jets, Ashford &S.

ALBANY, GA**TONY WRIGHT-WJIZ**

ADDS: Commodores, Duice Of J, P.Ingram, S.Jones, Jeff Young, Rose Bros., B.Bland, O.C.Smith, B.Willis, P.LaBelle. HOT: Janet Jax., Mik.Howard, Vandross, Klymaxx, Beastie B., Pointers, Vesta Wms., Ocean, G.Benson, L.Richie, S.Murdock.

TALLAHASSEE, FL**JOE BULLARD-WANM**

ADDS: B.Bland, P.LaBelle, Expose, F.Sylvers, B.Willis, Symbolic 3, Janet Jax., M.Morgan, P.Ingram. HOT: Vandross, Mik.Howard, F.Jackson, Aretha, RFTW, Sylvester, S.Murdock, Gap Band, Melba M., Cameo, L.Richie, Millie Jax, T.Turner, RJ'S Latst, Temps.

MIAMI, FL**DUFF LINDSEY-HOT105**

ADDS: CoverGirls, T.Turner, Sinitta, F.Jackson, P.Fearon, B.Willis, Company B.. HOT: Madonna, Expose, N.Edition, RFTW, Miami S.M., Bob. Brown, Vandross, Kool/Gang, Sequel, J.Lorber, Rob.Nevil, Stacey Q, C.Lauper, Ocean.

TAMPA, FL**CHRIS TURNER-WTMP**

ADDS: B.Willis, Commodores, Worse 'Em, K.Dream..., G.Knight, Loose Ends, Egypt Lvr.. HOT: Janet Jax., Kool/Gang, Run DMC, Klymaxx, N.Edition, Aretha, D. Allen, Jarreau, Vandross, Miami S.M., G.Benson, Rob.Nevil, Vesta Wms., A. Baker, I. Hayes, L.Richie, Grace J..

MONTGOMERY, AL**FRENCH BE-WQIM**

ADDS: Timex S.C., Mid. Star, P.Hyman, Rose Bros.. HOT: Bob. Brown, Kool/Gang, Vandross, J.Lorber, N.Edition, Ocean, Vesta Wms., I. Hayes, Aretha, Mik.Howard, Grace J., Klymaxx, D Train, Pointers, Chaka Khan.

TUSKEGEE, AL**COSTEE MCNAIR-WBIL**

ADDS: Disco Twin, B.Bland, Impression, Madonna, Jms. Brown. HOT: Janet Jax., Kool/Gang, Cameo, Aretha, D. Allen.

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

ADDS: Kurtis B., Commodores, R./DC Crew, O.Cheatem, B.McClure, Osc. Perry, S.Lattisaw, One Way, M.Morgan, Peabo. HOT: RFTW, Kool/Gang, Cameo, Vandross, Janet Jax., D. Allen, S.Murdock, Vesta Wms., Aretha, Bob. Brown, Melba M., A. Baker, Gap Band, Mik.Howard, F.Jackson, H.Hewett, Cl.Nouveau, N.Edition, O'Bryan, Temps, 5 Star, Ray,G.& B., Pointers, Ocean, W.C.W.Crew, L.Richie, Force MD's, Oran Jones.

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

ADDS: B.Willis, Janet Jax., S.Jones, Uptown, P.Ingram, O.C.Smith, Duice Of J. HOT: Janet Jax., Vandross, Cameo, D Train, G.Benson, Melba M., Rob.Nevil, Pointers, Rose Royce, F.Jackson, Aretha, Gap Band.

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

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

MEMPHIS, TN**MELVIN JONES-KRNB**

ADDS: B.Willis, Mid. Star, Egypt Lvr.. HOT: Vandross, Cameo, Kool/Gang, Janet Jax., Gap Band, Klymaxx, Miami S.M., D. Allen, Focus, Mik.Howard, F.Jackson, RFTW, Aretha, H.League, Vesta Wms., Commodores.

JACKSON, MS**CARL HAYNES-WJMI**

ADDS: Jms. Brown, S.Lattisaw, S.Jones, P.LaBelle, N.Edition, Janet Jax., J.Watley, Commodores, Dougie Fr., G.Knight, Rose Bros.. HOT: Loose Ends, Melba M., Mid. Star, Vandross, Egypt Lvr., Cl.Nouveau, Cameo, Kool/Gang, D Train, Rob.Nevil, Gap Band, Jets, Babyface, F.Jackson, JBlackfoot, Pointers, L.Richie, H.Hewett, 5 Star, Manhattans, O'Bryan, T.Turner, Jesse Jon..

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

ADDS: Temps. HOT: Janet Jax., Aretha, Grace J., Mik.Howard, T.Turner, S.Murdock, Pointers, Cameo, Rose Royce, Cl.Nouveau.

MCCOMB, MS**SARA KAY-WHNY**

ADDS: Vandross. HOT: T.Turner, Aretha, Miami S.M..

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

ADDS: HOT: S.Murdock, Bob. Brown, A. Baker, RFTW, Vandross, Janet Jax., Kool/Gang, N.Edition, Tease, Klymaxx, Mik.Howard, Cameo, D. Allen, Jets, D Train.

UPPER MIDWEST**COLUMBUS, OH****RICK STEVENS-WCKX**

ADDS: K.Hawkins, Cl.Nouveau. HOT: Janet Jax., Vesta Wms., Vandross, Klymaxx, Mik.Howard, S.Murdock, Grace J., D Train, Rob.Nevil, Pointers, Aretha, Gap Band, Krystol, Cameo, G.Benson.

COLUMBUS, OH**K.C. JONES-WVKO**

ADDS: HOT: Aretha, D Train, Vandross, S.Murdock, Kool/Gang, Janet Jax., Vesta Wms., Cameo, Rob.Nevil, Mik.Howard, Jarreau, Grace J., F.Jackson, Klymaxx, Bob. Brown.

CLEVELAND, OH**J.KELLY/CALVIN HICKS-POWER108**

ADDS: M.Morgan, S.Lattisaw, Janet Jax., P.LaBelle. HOT: Janet Jax., Vandross, Bob. Brown, Kool/Gang, Mik.Howard, Cameo, Aretha, Grace J., D Train, Vesta Wms., Pointers, Rob.Nevil, A. Baker, L.Richie, S.Murdock.

CINCINNATI, OH**B.CASTLE/G.WEILER-WBLZ**

ADDS: L.Richie, Janet Jax., G.Knight, Melba M., D. Allen, C.Lauper. HOT: Janet Jax., Cameo, Kool/Gang, S.Murdock, Vandross, RFTW, J.Lorber, Bob. Brown, Mid. Star, Mik.Howard.

CINCINNATI, OH**STEVE HARRIS-WCIN**

ADDS: B.Willis, Expose, S.Lattisaw, G.Knight. HOT: Janet Jax., S.Murdock, Vandross, Bob. Brown, Kool/Gang, Rob.Nevil, Gap Band, F.Jackson, J.Lorber, Pointers, Aretha, T.Turner, Mid. Star, H.Hewett, Loose Ends.

DETROIT, MI

MARK JACKSON-WHYT

ADDS: J.Lorber, H.League, Stacey Q, B.Vera. HOT: Jesse/Sly, Beastie B., Chico DeB., Jets, Vandross, Bob. Brown, L.Richie, Ocean, Cameo, A. Baker, Rob.Nevil, F.Jackson, RFTW, Janet Jax., G.Abbott.

DETROIT, MI

JAMES ALEXANDER-WJLB

ADDS: No Adds. HOT: Cameo, El DeBarge, Aretha, H.Hewett, F.Jackson, Janet Jax., Liv.Proof, Vandross, Rob.Nevil.

MILWAUKEE, WI

BERNIE MILLER-WLUM

ADDS: T.Turner, C.Lauper, Vesta Wms., Ben Orr, Bon Jovi, Force MD's, D Train, S.Murdock, P.Hyman, Chico DeB.. HOT: RFTW, B.Vera, Rob.Nevil, Janet Jax., Mik.Howard, Cameo, Bob. Brown, Kool/Gang, Aretha, Bangles, Vandross, Duran, Gap Band.

CHICAGO, IL

JERRY BOULDING-WBMX/FM

ADDS: Main Ingr., Janet Jax., Loose Ends, Focus, Jesse Jon., Sylvester, Millie Jax, S.Lattisaw. HOT: Grace J., Mik.Howard, G.Benson, D. Allen, 5 Star, Melba M., Chaka Khan, Cameo.

CHICAGO, IL

LEE MICHAELS-WGCI/FM

ADDS: Mel & Kim, O.Cheatem, H.Hewett, J.Lawson, S.Murdock.

CHICAGO, IL

DEE HANDLEY-WJPC

ADDS: Rob.Nevil, Force MD's, D. Allen, T.Turner, L.Richie, Ray,G.& B., JBlackfoot, O'Bryan, Cl.Nouveau, F.Jackson, J.Kristie. HOT: Janet Jax., Vandross, Kool/Gang, RFTW, Bob. Brown, A. Baker, Aretha, Mik.Howard, Vesta Wms., S.Murdock, Commodores, Grace J., Pointers, D Train, Klymaxx, N.Edition, Melba M., Ocean, Gap Band, Cameo.

ST. LOUIS, MO

MIKE STRADFORD-KMJM

ADDS: S.Lattisaw, M.McDonald, Kurtis B., Rose Royce. HOT: Vandross, H.Hewett, Aretha, Geo.Duke, L.Richie, Beastie B., Klymaxx, Cl.Nouveau, Jarreau, F.Jackson.

NEW ORLEANS, LA

O'KELLY/ROLLING-B97

ADDS: No Adds. HOT: H.League, Miami S.M., Ocean, L.Richie, Rob.Nevil, RFTW, T.Turner, Jets, Kool/Gang.

MAURICE/LAFAYETTE, LA

STEPHANIE SMALLWOOD-KFXZ

ADDS: S.Lattisaw, One Way, Jermaine J, P.Gabriel, P.LaBelle. HOT: Gap Band, Melba M., Rose Bros., Millie Jax, Kenny G, Mid. Star, Cl.Nouveau, Janet Jax., Klymaxx, Cameo, RJ'S Latst, Vandross, Vesta Wms., G.Benson, Mik.Howard, Aretha, D Train, S.Murdock, Ocean.

SOUTHWEST

DALLAS, TX

T.AVERY/M.SPEARS-KKDA

ADDS: S.Lattisaw, Jermaine J, Focus, Janet Jax.. HOT: Vandross, Beastie B., Klymaxx, Boogie B's, Janet Jax., J.Burton, Gen. Kane, O'Bryan, S.Murdock, Loose Ends.

FT.WORTH, TX

MICHELLE MADISON-KDLZ

ADDS: Mid. Star, D. Allen, N.Edition, S.Lattisaw, J.Watley, Rose Royce. HOT: Vesta Wms., Vandross, Mik.Howard, Aretha, Rob.Nevil, S.Murdock, Kool/Gang, Janet Jax., A. Baker, Bob. Brown, Grace J., D Train, Najee, G.Benson, Pointers, Jets.

KILLEEN, TX

BILL ST. JOHN-KIIZ/AM

ADDS: One Way, S.Lattisaw, G.Knight, Boogie B's, Janet Jax., Mid. Star, R.Franklin, Bronners. HOT: Vandross, Gap Band, O'Bryan, D. Allen, Cameo, Oran Jones, Melba M., Loose Ends, F.Jackson, Aretha, Sylvester, Cl.Nouveau, Mik.Howard, Rob.Nevil, RJ'S Latst, G.Benson.

HOUSTON, TX

R.ATKINS/J.MICHAELS-KMJQ

ADDS: Givens F., Impression, One Way, JBlackfoot, G.Benson. HOT: Vandross, Janet Jax., D Train, S.Murdock, Rob.Nevil, Gap Band, Aretha, Force MD's, B.Fats, Mik.Howard, Geo.Duke, Grace J., D. Allen, Cl.Nouveau, Babyface.

PT. ARTHUR, TX

DOUG DAVIS-KHYS

ADDS: Beastie B., G.Knight, Timex S.C., Mid. Star, P.Fearon, Jesse Jon., Najee, Mtume, R.Brookins, R.Franklin, W.Crew, O.C.Smith. HOT: Janet Jax., Vandross, Kool/Gang, Aretha, A. Baker, Mik.Howard, Vesta Wms., S.Murdock, Grace J., Cameo, D Train, Pointers, Gap Band, Melba M., Rob.Nevil, G.Benson, Krystol, L.Richie, D. Allen, Force MD's.

HEARNE/BRYAN/C.S., TX

SEDRIC WALKER-KHRN

ADDS: Commodores, S.Lattisaw, M.Morgan, G.Knight, Peabo, Spen.Jones, J.LaRose, Sylvester, R/DC Crew, Rapper's C. HOT: Janet Jax., A. Baker, Cameo, Cl.Nouveau, Gap Band, Oran Jones, F.Jackson, Bob. Brown, D. Allen, O'Bryan, Geo.Duke, Melba M., Jesse/Sly, P.Hyman, Pieces/Dr..

ENGLEWOOD/DENVER, CO

DANNY HARRIS/RON ASH-KDKO

ADDS: L.Richie, Temps, O.C.Smith, Mid. Star, Commodores. HOT: Vandross, Janet Jax., Aretha, Mik.Howard, Vesta Wms., S.Murdock, D Train, Pointers, Grace J., Cameo, G.Benson, Kool/Gang, Gap Band, Bob. Brown, Klymaxx, Melba M., Ocean, Rob.Nevil, Force MD's, Ray,G.& B..

PHOENIX, AZ

E.GLADDEN/R.THOMAS-KUKQ

ADDS: Mik.Howard, G.Benson, Mel & Kim, Expose. HOT: Vandross, Ocean, Janet Jax., Kool/Gang, RFTW, Rob.Nevil, Aretha, Bob. Brown, Madonna, J.Lorber, W.Chung, A. Baker.

TUCSON, AZ

BEAU RICHARDS-KHYT

ADDS: Mik.Howard, B.Willis. HOT: Teena M., A. Baker, L.Richie, Ocean, Bob. Brown, T.Turner, H.League, Miami S.M., G.Abbott, RFTW, Vandross, Rob.Nevil.

RENO, NV

JEFF RYAN-KWNZ/FM

ADDS: P.Gabriel. HOT: A. Baker, El DeBarge, RFTW, Jets, Vandross, G.Abbott.

FAR WEST

LOS ANGELES, CA

LICIA TORRES-KJLH

ADDS: Loose Ends, Mid. Star, Cl.Nouveau, Babyface, JBlackfoot, One Way, Najee. HOT: S.Murdock, Vandross, J.Lorber, A. Baker, Vesta Wms., RFTW, Cameo, Janet Jax., Bob. Brown, Rob.Nevil, Giorgio, J.Kristie, Aretha, Mik.Howard, Gap Band.

LOS ANGELES, CA

STEVE RIVERS-KIIS/FM

ADDS: Cameo, B.Willis, Janet Jax.. HOT: Jets, J.Lorber, L.Richie, Vandross, Kool/Gang, Madonna, RFTW, Stacey Q, Chico DeB., Run DMC.

SAN DIEGO, CA

L.D.MCCOLLUM-XHRM

ADDS: Expose, Jets, J.Kristie, Timex S.C., B.Willis. HOT: Vandross, Mik.Howard, Aretha, A. Baker, L.Richie, G.Benson, Cameo, S.Murdock, Janet Jax., H.Hewett, Rob.Nevil, Kool/Gang, Giorgio, Grace J., Expose, Vesta Wms., D Train, T.Turner.

FRESNO, CA

WALKER/DAVIS-KYNO

ADDS: 5 Star. HOT: Vandross, El DeBarge, Pointers, Grace J., Chico DeB., Miami S.M., Ocean, Cameo, Aretha, J.Lorber, H.League, Stacey Q.

FRESNO, CA

BERRY/CARTER-KMGX

ADDS: L.Richie. HOT: Aretha, T.Turner, El DeBarge, 5 Star, Sweet Sen., Miami S.M., Stacey Q, Nocera, Ronst & J.I, A. Baker, H.League.

SAN FRANCISCO, CA

KEITH NAFTALY-KMEL

ADDS: Janet Jax., 5 Star, Mel & Kim, H.League, Aretha. HOT: L.Richie, Beastie B., Grace J., Kool/Gang, Cameo, A. Baker, Expose, Stacey Q, El DeBarge, G.Abbott, Jets, Vandross, RFTW, Sweet Sen., Mik.Howard, D. Allen, Rob.Nevil, Jets, J.Lorber, Giorgio, Full Force, Egypt Lvr., Mid. Star, Chico DeB., Bob. Brown, Shakes, Uptown, Dougie Fr..

SAN FRANCISCO, CA

MARVIN ROBINSON-KSOL/FM

ADDS: HOT: RFTW, A. Baker, Full Force, Kool/Gang, Vesta Wms., Grace J., Vandross, Bob. Brown, J.Lorber, Jets, D Train, Chaka Khan, SOS Band, Mik.Howard, Pointers, Cameo, Whodini, Janet Jax., Aretha, G.Benson.

STOCKTON, CA

ROY WILLIAMS-KJOY

ADDS: B.Willis, El DeBarge, H.League. HOT: J.Lorber, Jms. Brown, Aretha, L.Richie, T.Turner, Vandross, Jets, Miami S.M., Madonna.

STOCKTON, CA

JOHN HAMPTON-KSTN

ADDS: Expose, TIA, Mik.Howard. HOT: 5 Star, H.League, Aretha, A. Baker, Cameo, Stacey Q, L.Richie, Sweet Sen., Chico DeB., Vandross, Kool/Gang, J.J.& W.H., Janet Jax., Beastie B., Rob.Nevil, Madonna, G.Abbott.

SACRAMENTO, CA

CHRIS COLLINS-FM102

ADDS: H.League, B.Vera, B.Willis. HOT: Nocera, Cameo, Ronst & J.I, Sweet Sen., El DeBarge, A. Baker, L.Richie, Vandross, Jets, RFTW, Chico DeB., Rob.Nevil, G.Abbott, Janet Jax..

SACRAMENTO, CA

DAVIDSON/WEST-KROY

ADDS: Jets, Shakes, Expose, Madonna, Mel & Kim. HOT: Sweet Sen., L.Richie, 5 Star, Beastie B., Cameo, Bob. Brown, Stacey Q, J.Lorber, Janet Jax..

RENTON/SEATTLE, WA

FRANK BARROW-KRIZ

ADDS: One Way, Commodores. HOT: Bob. Brown, S.Murdock, Kool/Gang, G.Abbott, Janet Jax., Vandross, Klymaxx, RFTW, Commodores, A. Baker, Ocean, Levert, Cameo, Chaka Khan, G.Benson, Vesta Wms., Grace J., D Train, El DeBarge, J.Lorber.

AVAILABLE

Joe Diaz, WWIL-Wilmington, NC, is looking for a position as an Air Talent, M.D., P.D. He can be reached at the station at 919-791-9083 or at home at 919-763-4445.

SERVICE

WBLQ RADIO in Erie, PA requests service from E/P/A. Address is 18 West 19th Street, Erie, PA16501.

CBLs-Minneapolis, MN, requests singles and LP's from Motown & MCA. Address is: 127 No. 7th, Minneapolis, MN 55403.

URB. SUM. CONT. FROM PAGE 55

Gannett-owned WGCI in Chicago, has taken over the PD post here at KMEL. We're going to walk over to the station tomorrow to see if he and **Keith Naftaly**, who won the Gavin Award for MD last year, are going to hang their awards side by side on the wall at the station! I certainly don't need to praise or list Lee's accomplishments on these pages since our readers have watched his many successes over the years, but I still want to say that Chicago's loss is our gain! Welcome, Lee!! Anxious eyes are now watching **Tom Joyner** - the famous Dallas to Chicago air traveller..will he continue to "morning drive" KKDA and "afternoon" at WGCI? He couldn't possibly handle San Francisco along the way, could he? We'll leave it up to Lee to tell us... Happy New Year to those of you who called in your lists this week and also to those of you who didn't...we expect a full house next week when everybody gets back into swing of things. **LUTHER VANDROSS** maintained over the holiday break and **CAMEO** and **ARETHA** are close on his heels. Big jumps were made by **ROBBIE NEVIL** and **FREDDIE JACKSON**, but watch **DONNA ALLEN** and **GAP BAND** catch up to them pretty quickly. Certified choices were **LOOSE ENDS** and **HUMAN LEAGUE**, both of whom have been consistently strong in their efforts

over the holiday season. When **Steve Harris**, **WCIN -Cincinnati**, checked in this week he said he's getting calls from his listeners for **LOOSE ENDS**, and he also reported calls for **JESSE JOHNSON, MIDNIGHT STAR** and then he reported calls for **MELBA MOORE** and **FREDDIE JACKSON**, not the duet that was out not too long ago, but the singles that each individual has out now. **CLUB NOUVEAU** made a major jump this week from 37-25 and **John Anthony**, **WAMO-Pittsburgh** reports calls for it and the cut on the LP "Lean On Me." Other hot requests were reported by stations that are playing the LP cut in regular single rotation: they were **WCKX-Columbus**, **HOT105-Miami**, **WVKO-Columbus**, and **WDKS-Fayetteville**. When **Stan Tompkins**, **WTOY-Roanoke** phoned in with his report, he recalled that his most requested this week is **CAMEO**, with **SHIRLEY MURDOCK** and **BILLY VERA & THE BEATERS** following close behind. He said "it surprised even me when I saw the calls coming in...they were from adults 25+" says Stan. **Franché Be**, **WQIM-Montgomery** reports calls for **SHIRLEY MURDOCK**, still, from all ages, and **Doug Davis**, **KHYS-Pt.Arthur** called in reports of calls for **ARETHA's** "Jimmy Lee" as his hottest. **Duff Lindsey**, **HOT105-Miami** has a report

on an act called **COVER GIRL** and the song is called "Show Me." He says it's the hottest request item Miami's seen in a long time and it charted within 10 days of its first play...says it's big in New York, too. Duff also says that the new **EXPOSE** "Come Go With Me" is hot in requests, along with **EROTIC EXOTIC** and the **CLUB NOUVEAU**. **Ron Davis**, **WQIS-Laurel/Hattiesburg** reports calls for the **BEASTIE BOYS** hot LP cut "Brass Monkey." **Bill St.John**, **KIIZ/AM -Killeen** reports calls for **CLUB NOUVEAU**, but what surprised him was the calls on **SYLVESTER's** "Someone Like You." **TIMEX SOCIAL CLUB** has a new single that makes Up & Coming this week and **Stephanie Smallwood**, **KFXZ -Maurice/Lafayette** reports that she's already getting calls for it, "hot requests" she sez. Most Added prizes go to **STACY LATTISAW** and **BRUCE WILLIS**, with the Pop Crossover choice going to **CAMEO's** "Candy." Others that are starting to happen "pop" are the **5 STAR** and **MIKI HOWARD**. Even though it was a short report week (we were low in reports in all formats), many tunes did very well statistically. Hit Factor will be increased next week when we add our third chart page and hopefully the stats will be even more informative than before. See you then.... **Betty**

SALES SKILLS by GARY DONOHUE CRMC



THE CLEAN SLATE

Here it is a New Year, and most of you should be looking at a clean slate. The old successes and broken records of 1986 are ancient history. Likewise, now may be your chance to prove to management that the last 90 days of '86 were a fluke. It's time to think about yourself.

HAVE GOALS:

As of today, you should be working with goals that are definable, measurable and attainable. If management hasn't given you your sales budgets for the year or, at very least, the quarter, make up your own and submit them immediately.

BE ENTREPRENEURIAL:

Treat your opportunity in radio sales in 1987 as if someone had just given you the only McDonalds franchise in town, free and clear--as long as you can operate at a profit. Meet every obstacle as an opportunity to save the franchise! Take things personally, but don't overdo it.

DEVELOP A PACKAGE OF "ME":

Catalogue your skills and talents. Whenever something works well or really feels good, make note of it and try to do it again...only better. Someday, you may be in a position to upgrade your career with a job opportunity. Will you be able to relate clearly what it is that makes you successful? Can you actually bring something unique to the bargaining table? Only if you've built your "package" will you even be able to distinguish yourself from the pack. Better learn what makes the pack good, too, eh?

CONSTRUCT YOUR RADIO FAMILY TREE:

For many of us, a single-station career was a fantasy we heard about in broadcasting school. Start the year off with a fun exercise and write down the entire list of general managers, sales managers, program managers, music directors, production managers, on-air talent, and, not least of all, fellow sales people you've worked alongside all the years. Start with 1986 and work back as far as you can.

For you grizzled veterans, this fun experience will get difficult after, say, five stations--but the effort itself should be a lesson. For those of you just starting out, you'll refer to your tree someday in the future when you hear the name of a new staff member you think might have been working at the same station as you five years ago, etc. What you'll find most useful about your "Radio Family Tree" is how it jogs your memory about specific feelings and incidents "back in the good old days." It also reminds you how far you've come, how much you've developed and matured over the years.

Years from now, you'll pull out the radio tree and find the name of a person sitting in front of you, interviewing to get a job working for you,

who won't remember your name or face, much less what life was really like back then. The sense of pride and confidence you'll feel then will tell you that you know where you came from and where you're going. Hopefully, you'll teach others the same way.

NETWORK

Without jeopardizing your job, strike up a friendly and informative relationship with several competitors. "Strength in numbers" is an understatement in radio sales. You may be able to manage your business properly, have more than 30 accounts on the air, make five to eight face-to-face calls daily and otherwise be very successful, but still have no contact with 95 percent of the active accounts in town. Your network will keep you competitively informed, and one day, the investment of a few minutes a week with several people in the same boat will pay off royally.

Can you ever imagine a sales manager rolling a major account over to you if you have absolutely no knowledge of the account? Wouldn't it be nice to mention in passing to the GSM that you heard the XYZ company was negotiating a major TV buy? That the newspaper had lost the K-Mart insert? Or perhaps that Pepsi has just bought the 92ZOO Video Van promotion? One of my former sales managers required a report just like that from each of us weekly. It really helped the team grow together as people--and financially, as well.

BECOME PERSONAL COMPUTER SELF-RELIANT

It is a costly investment you can't afford to avoid: Buy a personal computer that handles basic database and spreadsheet functions, and get an integrated software package like SMART. Call PC's Limited at 1-800-426-5150. They've removed the catalogue mail-order stigma with 50 percent savings up front and a product replacement guarantee. The up-front savings far outweigh any fears a local merchant can throw at you about repairs. HALF PRICE! They even have fancy laptop models that cost less than a VCR system. In fact, hock your VCR if it will permit you to make this purchase.

Why do this? To SURVIVE! Look around--you are completely surrounded by computers. Businesses use them to evoke higher-speed responses from human beings. A professional radio salesperson without a personal computer to build written presentations, keep track of billing and manage mail lists is like those "good ol' boys" back in the late 60s and early 70s. Remember them? They had the two-hour lunches, wore fancy jewelry, slapped you on the back and went to lodge meetings. They were very successful, even though they refused to carry a pocket calculator or learn reach and frequency. But where are they now? ●

"Whenever something works well or really feels good, make note of it and try to do it again...only better."

PANIC? WHAT PANIC?

by John Wetherbee

What Ownership Changes Mean to YOU

More radio stations are changing hands now than at any other time in our industry's history. Owners are trading properties for financial advantages, to streamline their operations, or because the FCC has required them to sell. In any case, people and corporations are paying incredible sums--sometimes ten times cash flow--to get into radio. And these ownership changes are rearranging upper management into a brand new order. The good news is that players who got into ownership as a function of greed are dropping out fast. The bad news is that this new order can cause problems for the employees. However, do not take ownership change as inherently negative.

How does ownership change affect you and your career, and the people you've hired and moved? Have you been through it yet? In talking with hundreds of programmers and managers, those questions kept coming up with increasing urgency. I hope this column will help you answer them, because I have been through it.

First, don't panic!

Your first reaction is probably, "They're selling to strangers. I'm history for sure." If that's what you believe, you probably *will* be history, eventually. As in any situation, your best option is to sit down and list your options.

What is your radio station's position in the market? Are you delivering a profit? If you are winning, the new owner--assuming he has any smarts--will leave you alone to let you lead the market, deliver the profit, and maybe fatten your paycheck as well. If you're mired in the middle of the pack with high overhead and no significant ratings to contribute to profit, then maybe you are in for changes at some level. The new owner did not buy the station to take on the same problems with fewer results. And if your station is dying, count on changes.

Normally, new owners like to have their own managers heading a profit

center, with little change below them. However, some managers carry a reputation for success so that the new owners make no changes at all. The bottom line is that if you are performing at whatever level to deliver what an owner or corporate office wants, relax. If they want to change, they will. After all, they own the place.

Second, don't panic!

If you want to look at other options, consider the marketplace. Your work in the market is well known. Check your contract to determine what clauses are affected by ownership change. Most do not deal with this issue. The radius clause may no longer be in effect. Does your contract continue "as is" with the new owner? Your agent or legal counsel would be the best source for the answers to these questions.

This "crisis" may also be the stimulus for you to consider a career change. Do you want to play Genesis records every 90 minutes for the rest of your life? Are you tired of worrying whether that weekender will show up?

The point is to consider your options realistically. Ownership change can mean change to you and your family. Radio programmers and personalities tend to sit tight until something makes them change, or are judged to have failed. Wrong time to change. Think ahead--try to make a two-year or even a five-year plan. Your new owner has such a plan for himself (and the banks!), and he owns the place.

Finally, don't panic!

Sometimes, when a deal is announced, strange things happen in a very short time. Crazy things spread like the plague. Do your job the best you can. Remember your plan and stick to it, whatever your private conclusions.

I also want to point out that most owners will support you in this transition. They understand the psyche of the situation and want to stabilize it as quickly as possible. The bad operators are being driven out; the



"As in any situation, your best option is to sit down and list your options."

good operators will survive.

This is important: Ownership change can be *GOOD*. The new owner comes in with winning situations from other markets. He brings new ideas and creative people with real spark. You can pick up new styles, approaches, concepts, and become a better performer, manager or programmer.

Any situation can work positively or negatively. Just how would you like to have been at WVNJ in northern New Jersey when it went through its ownership change? Do you remember WVNJ? Today the owner is Malrite, and its call letters are WHTZ...Z100-New York. ●

Editor's note: John Wetherbee, of Chicago's WFYR, is a veteran of the Indianapolis (WNAP), and Cincinnati (WKRC/Q102) markets, as well as the Windy City's radio wars.

JOBS

Air Talent - KKSS-Santa Fe/Albuquerque, NM
*Rich Bailey (Route 10 Box 131A - 87501)

Air Talent - KIOK (OK95) - Tri Cities, WA
Dean LeMaster (Box K - 99302)

Air Talent (AM drive) - KUBB-Merced, CA
Dan Springfield (Box 429 - 95340)

Air Talent (afternoons) - KARZ-Redding/Burney, CA
*Marc Soares (Box 50 - 96013)

Air Talent (PM drive) - KUUB-Bozeman, MT
Benny Bee (125 West Mendenhall - 59795)

Air Talent - KLOK/FM-San Francisco, CA
Mark Lennartz (77 Maiden Lane - 94108)

Air Talent (nights) - KSTN-Stockton, CA
John Hampton (2171 Ralph Ave. - 95206)

Air Talent (part-time) - KFMW-Waterloo, IA
Ted B. Jacobson (319)234-2200

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

Air Talent/Production - KNWR/FM-Bellingham, WA
Joe Bates (206)734-1170

Air Talent/Production - KKOR-Gallup, NM
Sammy Chioda (505)863-6851

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

Program Director - KKOR-Gallup, NM
Sammy Chioda (505)863-6851

Program Director - KLLK-Willits, CA
Mike Valentine (707)459-1250

*No phone calls please.

SERVICE

WGOL-FM-Lynchburg, VA - Glass Tiger (Manhattan)
WMBA-Ambridge, PA - A/C singles: all sources
KBLF-Red Bluff, CA - singles: G. Abbott (Columbia),
Chicago (Warner Bros.), K. Rogers (RCA)

AVAILABLE

ANDY BARBER from WIVY/FM-Jacksonville, FL is looking for a position as AT, contact him at (904)642-9301.

JIM & JOANNE CROSSAN from WJXQ (Q106)-Lansing, MI are looking for a position as AT's (Morning Team), contact them at (517)784-6021.

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

DON ELLIOT from 96HUM/FM-Lawrence, KS is looking for a position as AT/Production, contact him at (913)242-1220.

JON BRENT from KCBS/FM & KRQR is looking for a position as AT/Production, contact him at (209)869-1973.

RANDY FOXX from Huntsville, AL is looking for a position as AT/PD, contact him at (205)247-1728.

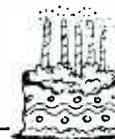
MIKE WILSON from KVMC-McCook, NB is looking for a position as AT/PD, contact him at (308)345-7850.

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

STEVE GOLDEN from WTMJ-Milwaukee, WI is looking for a position as AT/Production/PD, contact him at (503)581-1795.

CHIP MOSLEY from KFMD-Des Moines, IA is looking for a position as PD, contact him at (515)223-5857.

BIRTHDAYS



Our Best Wishes and HAPPY BIRTHDAY To:

Clarence Clemons 1/11
Hilaire, KUCI-Irvine, CA 1/12
Jim Golden, WKRG/FM-Mobile, AL 1/13
Roger Hulett, KRMS-Osage Beach, MO 1/13
Gary Berkowitz, WJR-Detroit, MI 1/14
Gene Knight, B100-San Diego, CA 1/15
Paul Kallinger, KDLK-Del Rio, TX 1/15
Darrell Kelley, WHSB-Alpena, MI 1/16
Dave Bowden, KISD-Oak Harbor, WA 1/16
Ronnie Milsap, Sade 1/16
Maria Rubio, KXFM-Santa Maria, CA 1/17
Paul Young 1/17

Our Related Wishes and HAPPY BIRTHDAY To:

Jerry Boulding, The Gavin Report 12/24

CHINWAG

CONTINUED FROM PAGE 17



In the rumors confirmed department, **Les Garland** has left his executive position at MTV. As for those other rumors that he might rejoin his old boss, **Bob Pittman**, Les is refusing to confirm or deny.

Also on the loose is **Chip Mosely**, the hard-working OM at KFMD-Des Moines who has been **Transtar-41ed** out of a job as of Jan. 16th. He says he's hungry for a "programming/operations" spot anywhere, though he prefers Midwest Top 40 or A/C. "I'm real good," he says, citing his ratings success at WFMI-Lexington, KY, "and I'm into high station profile." Last year, Chip practically lived in Gavin's Promotions pages. Somebody grab this guy quick--Call him at (515) 223-5857.

Liner Notes: **Pete Jones** and **John**

Mangini have been promoted to Senior VP at RCA/A&M/Arista Distribution...**Jeannine Munde** is **415 Records'** new Director of Publicity...**Dede Whiteside** is **MTM Records'** first National Director of Pop Promotion... Unofficial sources say former **Capitol Records** A&R executive **Don Grleron** is moving to New York to head up **Epic/Portrait A&R** at Black Rock. Former head **Lenny Petze** keeps his office as well as his production deal with E/P/A. And the word is that Big Changes are in the works for **CBS Records'** college department. Watch this space!...Also C'wag was alerted that **Chrysalis Records'** dynamic promotion duo of **Gelna Horton** and **Jan Teifeld** ventured backstage at **Huey Lewis'** New Year's Eve Bash at the Oakland Coliseum, and were a bit taken aback by the presence of **San Francisco 49er** stars **Joe Montana**, **Dwight Clark** and **Ronnie Lott**. Sure enough, pictures were taken (which you'll see in Photo File soon) and **Geina** and **Jan** wished them luck on their playoff game in New Jersey against the Giants.

Well, you know what happened to the 49ers after that.

While all of you were relaxing over the holidays, we here at Gavin were (cue the violins) installing a new telephone system, the better to handle the new Tuesday night Top 40 deadline. A lucky few of you may have been earwitnesses to some of the glitches when you tried to get through. We humbly apologize and swear on Keith's hide that everything will be back to normal next week. Thanks for your patience.

Sir Elsewhere: When calling our Seminar host hotel about about reservations, be sure you're talking to the **WestIn St. Francis**, not the **Sir Francis Drake**. A few confused registrants have inadvertently called Sir Francis instead of St. Francis and encountered a puzzled response. For the record: The St. Francis number is (415) 956-5390. Also, stay tuned when next week we unveil the nominees for next year's **Gavin Media Professional Awards**.

PROMOTIONS

by LISA SMITH and BETTY HOLLARS



BEAR AND BARE HUG ◀

Although summer has long since been over, promotion coordinator Lori Hagerty proudly sends us a photo taken at the "most successful summer promotion to date" that was done by WEOL & WBEA/FM in Elyria, Ohio. They ran a "Battle Of The Sexes Bathing Suit Contest" at their local Wildwood Lake Water Park and observers as well as contestants were in abundance. The winner was on the female side of the gender list, and until we see the sexual make-up of the board of judges, we'll reserve any claims of chauvinism. ■

FRIENDS OUT TO HELP

WQIM-Montgomery, AL is one station that knows how important it is to have the public's support and they are getting the word out on a public service effort that goes beyond the boundaries of Alabama. The station has come to the aid of a local football player paralyzed by injuries sustained during a football game in October. Jared "JC" Carter is fifteen years old with a 3.6 GPA, and in dire need of encouragement and support to keep his spirits up and help in his efforts to walk again. WQIM Operations Manager, Frenche Be visits "JC" every Wednesday, bearing gifts and words of support from friends and listeners. Also lending a hand in this effort are some nationally syndicated programs like Jazz From the City with Ken Webb and American Media's Coast to Coast Top 20. "By the will of God and a positive attitude from JC we believe that he will walk again, fulfilling the motto of 'I can, in time I will'" says Frenche Be, who can be called for more information at 205-365-0394. They would appreciate your prayers, as well as cards, letters and even tapes to boost JC's spirits and faith. Send to: Jared "JC" Carter, Room 414,

First place winner of WBEA's Bathing Suit contest smiles for the camera (on the left), while morning personality Drew Bentley (center) hugs both her and the Wildwood Lake mascot.

Spain Rehab.Center, 1717 6th Ave. South, Birmingham, AL 35233. Donations can also be sent to this address: Trust For The Jared Carter Support Fund, Colonial Bank, P.O.Box 1108, Montgomery, AL 35192, or any Colonial Bank. So when you're sitting down at the end of December trying to decide what to do with your deductible charitable donation, think of Jared. Thanks. ■

A SIP OF THE SUDS WITH KBCO ►

The Great American Beer Festival at Denver's Regency Hotel was the creation of KBCO-Boulder/Denver and over 4,000 samplers tried the quality brews. According to P.D. John Bradley and Promotions Director David Rahn, over 100 quality beers from breweries around the country were presented in conjunction with the Boulder-based American Homebrewer Association and the winning beer of the festival was determined by votes from festival attendees. This year's winner was Samuel Adams Boston Lager from the Boston Beer Company, who also won last year! Says John: "Beer Marshals made certain the crowd got a "sample" of each kind (1 ounce) and food was provided to help prevent tasters from over-imbibing. ■

FASHION SHOW WITH A TWIST

KFMD-Des Moines had a Christmas fashion show for men at a local mall to help them find some good ideas for gifts for the women on their lists. A local agency provided models to each store in the mall that sold women's fashions. Each modeled with a number pinned to her back that corresponded to a number on a merchant sheet distributed before the show. If a guy saw something that looked interesting, the model would accompany the gentleman to the sponsoring merchant's store where he



Shown while still sober are (l-r) Promotions Director David Rahn and KBCO P.D. John Bradley sampling a beer at the Great American Beer Festival.

could get more information. The show was held at the mall's center court, and refreshments were served by members of the KFMD sales staff. The event drew a standing room only crowd, and since it was the station's first attempt at an outside promotion, they were very pleased! ■

FINE ROCK...FINER CAUSE

The Riviera Nightclub was the scene of a benefit concert provided by WXRT-Chicago and the stars were Tommy Keene and Steve Earle. Both artists and the Riviera donated their

services and the WXRT air staff did what they do best...spun Chicago's Finest Rock for dancing until 2AM. The proceeds of the show, 3,000 toys and \$5,500 were donated to Children's Memorial Hospital. The toys will be distributed by Santa to the kids hospitalized during the holiday season and the funds will be used all year to provide entertainment and toys for the children. Maxell also got into the act, as the concert was presented in conjunction with "Maxell Month". During the month of November, the manufacturer donates a portion of the proceeds from each Maxell audio and video tape sold to the cause. ■

the GAVIN REPORT

DAVE SHOLIN'S

Personal Picks — SINGLES

BILLY IDOL - *Don't Need A Gun* (Chrysalis) Another rock n roll gem delivered with subdued intensity. No questioning Idol's sincerity on this one, especially during my favorite part, the final 30-40 seconds.

BRUCE HORNSBY AND THE RANGE - *Mandolin Rain* (RCA) Considered one of the finest new bands to emerge last year, the Hornsby brothers collaborate again and the result IS truly magnificent. Some tunes you just don't burn out on..I've got a feeling this is one of 'em.

THE PARACHUTE CLUB - *Love Is Fire* (RCA) Producer and co-writer John Oates is just what these veterans of record wars needed. One of those that got me the first time around--always a nice feeling. See if you agree.

HOWARD JONES - *All I Want* (Elektra) Jones is just as comfortable with his role as a rocker as he is being a modern-day balladeer. The beauty in his melody is matured by its sentiment. By the way, it sure is nice to see lyrics printed on the sleeve of the single. Wish other labels would follow suit.

DAVID+DAVID - *Ain't So Easy* (A&M) A pair of very talented young songwriters from L.A. didn't do badly with their debut single. This second effort is a powerful follow-up.

ROB JUNGKLAS - *Make It Mean Something* (Manhattan) It might be safe to speculate that Springsteen influenced this production. Bruce should be flattered 'cause this track sure sounds hot. Don't know much about the artist, but he sings like he means it!

EUROPE - *The Final Countdown* (Epic) Saw their video on MTV during the holidays, and the song caught my attention instantly. It's exactly the type of fresh musical concept that Top 40 needs for diversity and image.

EXPOSE - *Come Go With Me* (Arista) Straight from the Madonna - Stacey Q - Regina camp and that puts it in good company. I expect to hear it in clubs and on radio in heavy rotation for the next few months.

HIPSWAY - *The Honeythief* (Columbia) A total delight hearing this ear grabber. First week airplay is a positive sign that there are programmers listening to new music. Very strong entry.

RON FELL'S

Personal Picks — ALBUMS

THE THE - *"Infected"* (Epic) Matt Johnson, the guiding light and creative force behind this project, is somewhat of an odd bird. His English breeding is tainted by a fascination for disconnected lyric. His approach to wordstream is not unlike progressive poetry. And, were it not for his equally strong instrumental consciousness, he would have left me on the outside looking in. HEARTLAND, INFECTED and SLOW TRAIN TO DAWN are my favorites.

the GAVIN REPORT

Bill Gavin
Ron Fell

Dave Sholin
Betty Hollars

Elma Greer
Kent Zimmerman
Diane Rufer

Keith Zimmerman
Lisa Smith

Peter Standish

Natalie Cusenza
Joe Belden
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world premiere.
Tuesday January 13th,
7:00 pm &
11:00 pm (EST).

