ALL IN THE FAMILY
An Exclusive Interview with Wynonna Judd
The New Single  
From the Paul Simon album Graceland  
on Warner Bros. Records  
Produced by Paul Simon  
Engineer: Roy Hallee
Editor: Dave Sholin

TOP 40

MADONNA - Open Your Heart (Sire/Warner Bros.)
CHICAGO - Will You Still Love Me (Full Moon/Warner Bros.)
BON JOVI - Livin' On A Prayer (Mercury/PolyGram)
HUEY LEWIS & THE NEWS - Jacob's Ladder (Chrysalis)
Boston - We're Ready (MCA)
Billy Vera & The Beaters - At This Moment (RCA)
GEORGIA SATELLITES - Keep Your Hands To Yourself (Elektra)
Cyndi Lauper - Change Of Heart (Portrait)
Samantha Fox - Touch Me (I Want Your Body) (Jive/RCA)
REO SPEEDWAGON - You Get The News (Capitol)
PORTNOY - I'll Be Alright Without You (Columbia)
PETER GABRIEL - Big Time (Geffen)
PETER GABRIEL - Big Time (Geffen)

REO SPEEDWAGON

That Ain't Nothing's Gonna Stop Us Now (Capitol)
That Ain't Nothing's Gonna Stop Us Now (Capitol)
That Ain't Nothing's Gonna Stop Us Now (Capitol)
That Ain't Nothing's Gonna Stop Us Now (Capitol)

TINA TURNER

What You Got Is What You See (Arista)
What You Got Is What You See (Arista)
What You Got Is What You See (Arista)
What You Got Is What You See (Arista)

REO SPEEDWAGON

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REO SPEEDWAGON

That Ain't Nothing's Gonna Stop Us Now (Capitol)
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That Ain't Nothing's Gonna Stop Us Now (Capitol)

CHARTBOUND

LOU GRAMM - Midnight Blue (Atlantic)
CROWDED HOUSE - Don't Dream It's Over (Capitol)
BRUCE SPRINGSTEEN - Fire (Columbia)
EXPOSE - Come Go With Me (Arista)
PETER CETERA - Big Mistake (Full Moon/Warner Bros.)

THE ROBERT CRAY BAND

Smoking Gun (Chrysalis)
Smoking Gun (Chrysalis)
Smoking Gun (Chrysalis)
Smoking Gun (Chrysalis)

January 30, 1987
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Dropped: #30-Billy Joel, #34-Survivor, #37-Bangles, #38-Kool & The Gang, #39-Duran Duran
(Notorious), Don Johnson (Heartache), Debbie Harry, The City
The Big Dish

Has a large surprise for radio.

Their debut single is going to be huge.

slide

The new single produced by Ian Ritchie from the forthcoming album swimmer

Management: Steve Cheyne
## HIT FACTOR

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

### Total Reports This Week 290

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<td>CHICAGO</td>
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<td>--</td>
<td>1</td>
<td>29</td>
<td>92</td>
<td>--</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>ARETHA FRANKLIN</td>
<td>Jimmy Lee (Arista)</td>
<td>146</td>
<td>1</td>
<td>2</td>
<td>9</td>
<td>34</td>
<td>64</td>
<td>36</td>
<td>30%</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>COREY HART</td>
<td>I Can't Help Falling In Love (EMI America)</td>
<td>146</td>
<td>16</td>
<td>7</td>
<td>5</td>
<td>27</td>
<td>42</td>
<td>49</td>
<td>26%</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>CROWDED HOUSE</td>
<td>Don't Dream It's Over (Capitol)</td>
<td>136</td>
<td>27</td>
<td>1</td>
<td>--</td>
<td>5</td>
<td>31</td>
<td>72</td>
<td>4%</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>BRUCE SPRINGSTEEN</td>
<td>Fire (Columbia)</td>
<td>127</td>
<td>42</td>
<td>--</td>
<td>--</td>
<td>3</td>
<td>9</td>
<td>73</td>
<td>2%</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>EXPOSE</td>
<td>Come Go With Me (Arista)</td>
<td>125</td>
<td>43</td>
<td>2</td>
<td>1</td>
<td>14</td>
<td>64</td>
<td>3%</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PETER CETERA</td>
<td>Big Mistake (Full Moon/Warner Bros.)</td>
<td>125</td>
<td>21</td>
<td>--</td>
<td>--</td>
<td>12</td>
<td>92</td>
<td>3%</td>
<td>--</td>
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MAKE
"MY OBSESSION"
YOUR OBSESSION!

"MY OBSESSION"
(7-99493)
[ALSO AVAILABLE AS A PROMOTIONAL 12" (PR 979)]

BY
LARRY JOHN McNALLY
FROM THE LP
FADE TO BLACK
IT'S A SINGLE TO BECOME OBSESSED WITH!

PRODUCED BY GARY KATZ AND LARRY JOHN McNALLY
ON ATCO RECORDS
DISTRIBUTED BY ATLANTIC RECORDING CORP.
When legendary programmer Buzz Bennett put his many winning stations on the air, he would search for that unusual record that no one else was playing and use it to his advantage. In some cases those songs were novelties, but many times they were simply great undiscovered tunes that would get the listeners’ attention. It appears the trend of seeking out those special reaction records is on the upswing with more P.D.'s and M.D.'s constantly on guard to catch that buzz on a record through clubs, calls to other aware programmers or other alternative formats. Done properly and on a consistent basis, it can educate an audience to rely on the station for something beyond the expected.

KZZP’s Guy Zapolene is currently playing one of those songs and reporting great response...It's "Boom, Boom, Boom" by Paul Lakakis on the ZYX label. By the way, Guy, who doubles as a National Programme for the Nationwide chain, will join me in coordinating The Top 40 format session at this year’s Seminar.

First week in the Top Ten for the JETS, who soar in HIT FACTOR from 65% to 80% and there's are lot of power left...Top Five at KMLE, KWWSS, FM102, Y95, KROQ, KBEQ, KQCR, WHHY, WRCK, WHDQ, etc.

Bigger than ever on the HIT FACTOR scale is PETER GABRIEL, who climbs up from 39% to 62% of stations charting it Top Twenty...among the list are 92X Columbus 25-19, WKFX Green Bay 23-18, WYKS Gainesville 25-18, WKQB Charleston 28-19, KATD Los Gatos/San Jose 25-18, KGOT Anchorage 22-17, KDZW Des Moines 22-14, etc.

A giant hit out of the chute for superhot BRUCE WILLIS. Radio's believed in this one right from the start and that's been justified by this kind of activity. Z100 New York 21-16, WWFX Bangor 29-19, WBCY Charlotte 24-15, LG73 Vancouver 26-18, FM104 Modesto 17-13, 295 Chicago 23-15, B97 New Orleans 24-19, Y94 Fargo/Moorhead 21-15 etc.

What a year it's been for JANET JACKSON! She just keeps those hits comin', and if anything they keep getting stronger. Debuts #26 at WNCI, #26 Y100, #24 WIFC, #27 Y108, #19 Y95, #29 KAGO, #22 WPYK, #28 WXKS, #25 3WD, #28 KGGI, #30 KYNO, #28 KVYN, etc.

After a short appearance in CHARTBOUND, hard rockin' EUROPE also has some noteworthy debuts, including #20 in Miami at 95INZ, #15 for WPDZ Chera, #29 at WBEN Buffalo, #26 KZZ Minot, #20 in Carbondale at WCLW, #29 WHSY Hattiesburg/Laurel, etc.

Out in the Southwest and on the West Coast STACEY Q has got a chart story that helps her rope in a healthy 19% HIT FACTOR. Gains include 10-5 KRRG Laredo, 30-5 KKYX Bryan, 6-2 KYNO Fresno, 12-9 KML San Francisco, debut #18 KS103 San Diego, 32-27 KWDX Sacramento, etc.

They began the year as our RECORD TO WATCH on January 9th with less than 40 reports, and now CROWDED HOUSE has developed quite a crowd. New on KVES, KDON, KTAM, KTAW, WXXQ, 92X, KCIL, KSDN, Z93, WNYZ, WJET, WAGQ, WKOR, WTINZ, KMK, KHTZ, KHIT, WLS, KCPX, etc.

Building a case quietly, A-HA is approaching the 100 report level and showing a HIT FACTOR of 4% with the best chart activity at KFMY Provo/Salt Lake City 7-5, KRRG Laredo 21-14, KSYZ Grand Island 32-23, WBBQ Augusta 40-32, Z93 Atlanta 25-22, etc. Another one of those reaction records mentioned earlier is CLUB NOUVEAU's "Lean On Me." Prior to its single release, it's already been added by Loni Campbell B94, Steve Sutton WLGA, Stef Rybka KC101, Dave Anthony KDWB/FM, Bob West KROY, Nick Ferrara KS103, Steve Nagamuna KMJ etc.

ROBERT CRAY got the ammo he needed to be RECORD TO WATCH with a 6% HIT FACTOR. Jeff McCarty charts it 31-26 at 94Q Atlanta and crosstown Bob Case debuts it #30. Also #10 for WPFR Terre Haute, 33-27 at KOZE Lewiston and a big 27-15 increase at KHIT Seattle. Added at KUBE, KZK, KMJ, WDEK, WDBR, WCGQ, 95INZ, WQZ, 95XXX, etc.

For those of you who've been brushing up on your rock trivia, there's some added incentive: The 2nd Annual Super Bowl of Rock Trivia sponsored by Geffen Records and MJ Broadcasting (The Folks Who Deliver Trivia Questions and Prizes to Radio) are putting some tremendous prizes on the line, including VCRs, CD players, and the Grand Prize—Roundtrip air fare for two and eight days and seven nights hotel accommodations to Caribbean resort island of Jamaica!!! Details on how to enter this year's event, which will immediately follow the Seminar keynote speech by Larry King, will be in future issues. Be there or be square. ■
'TIL \_S\_D\_Y JON\_SON

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UP & COMING
74 REPORTS!

GAVIN A/C:
ACTION SIDES
78 REPORTS!

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NORTHEAST


MID ATLANTIC


NORFOLK, VA (MARY ANN RAYMENT-WNJV) Genesis, Cl. Nouveau, C. Hart, J. Lorber, Dead/Alive.


FAIRMONT, NC (BILL SELLERS-WYZ) No Report, Frozen.


FLORENCE, SC (GREEN/BOSWELL-106X) CEO, R. Cray, T. Turner, Duran, David +, Cl. Nouveau.


KINGSTREE, SC (GREG KNOPO-WKSP) Idle Tears, P. Club, Expose, a-Ha, Lou Gramm, KBC, Melba M.

MYRTLE BEACH, SC (RAY MARSHNER-W2KQ) CEO, Triumph, T. Turner, Kool/Gang, Lou Gramm, R. Cray, R. Jungklaas.

GREENVILLE, SC (TOMMY SMITH-WANS/FM) W. Chung, C. Hart, Genesis, Cl. Nouveau, CEO.

SOUTHEAST


ATLANTA, GA (BOB CASE-293) S. Winwood, Starship, P. Cetera, Ronst & J.I., CEO, Bruce Sp., Crowded H.

ATLANTA, GA (JEFF McCARTNEY-94Q) S. Winwood, Daryl Hall.

ROME, GA (DANNY HOWARD-WOTJ) Lou Gramm, Starship, Genesis, Vandross, Lone Just.


ATHENS, GA (DAN MURRAY-WAGQ) Dead/Alive, Janet Jax., Crowded H., J. Lorber, Europe, S. Winwood, KBC, Idle Tears.

AUGUSTA, GA (BRUCE STEVENS-WBBQ) A. Baker, CEO, Lou Gramm, Cl. Nouveau, S. Winwood, Communards, DeBurgh.


HINESVILLE, GA (JAY/DAWSON-WBLU) Cl. Nouveau, DeBurgh, Stacey Q, Daryl Hall.


TALLAHASSEE, FL (RICH STEVENS-2103) RTW, Starship, T. Turner.


FT. WALTON BEACH, FL (MIKE BRIDGES-WFTW/FM) Bruce Sp., CEO, El DeBarge, Starship, Stacey Q, Pretenders.

PENSACOLA, FL (NORTH/HART-WLQI/FM) CEO, P. Cetera, Lou Gramm, Genesis, S. Winwood.

GAINESVILLE, FL (JERI BANTA-WYKS) Starship, Expose, Daryl Hall, P. Cetera, Sweet Sen.

ORLANDO, FL (McKAY/HAYES-Y106) Europe, Genesis, T. Turner, Stacey Q, Melba M., Mid. Star.

MIAMI, FL (FRANK AMADEO-Y100) B. K. Starr, F. Jackson, Kool/Gang, Hipsway, P. Lekakis.


TAMPA, FL (BOBBY RICH-Q105) Janet Jax., S. Fox, Vandross.
SOUTH

DORA, AL (CHRIS BAILEY-WPYK) Beastie B., S. Winwood, S. Hagar, KBC, Shrieback, Lucy Show.


FAYETTE, AL (JOHN ANTHONY-WKHW) Europe, REO, Lucy Show, Lou Gramm, 8 Seconds.

GADSDEN, AL (BILL ST. JOHN-Q104) S. Winwood, Lou Gramm, W. Party, S. Hagar, KBC.

MONTGOMERY, AL (BROWN/COLLINS-WHYY/FM) Lou Gramm, REO, Starship, J. Lorber, B. Idol.

MONTGOMERY, AL (OWENS/JACkSON-BAM99) No Report, Frozen.

MOBILE, AL (MARK DAVID SAWYER-WABB/FM) Europe, CI Nouveau, Journey.

JOHNSON CITY, TN (POTTER/TAYLOR-WOUT) S. Fox, B. Willis, T. Turner, S. Winwood, S. Hagar, Kansas, Daryl Hall.

KNOXVILLE, TN (CHRIS MAC-WNTN/FM) Kool/Gang, B. Idol, Crowded H., Communards, David +, Shrieback.

HATTIESBURG/LAUREL, MS (DALE TAYLOR-WSHY/FM) S. Winwood, Cinderella, D. Johnson.

LAUREL/HATTIESBURG, MS (JIM SCOTT-WNSL) C. Hart, Starship, Lou Gramm, W. Chung, Bon Jovi.

BILoxi, MS (SANDI STEVENS-WQID) Starship, S. Winwood, Lou Gramm, Europe, REO.

MCCOMB, MS (DOUG WALKER-WHNY) Communards, Shrieback, B. Branigan, D. Allen, Pretenders, N. Martinez.

MeCoom, MS (CHRIS TRACY-WXLT/FM) Sheila E, P. Cetera, REO,Expose, S. Winwood, Europe.

STARKVILLE, MS (WILLIAMS/CROCKETT-WKOR) B. Idol, Crowded H., A. Baker, Kansas, S. Winwood.


GOLDEN MEADOW, LA (DON GRAHAM-KBAU/FM) Starship, J. Lorber, Pretenders, S. Winwood, Shrieback.

HOUMA, LA (MARK KELLY-KCL/FM) Kansas, Duran, S. Winwood, P. Club, P. Young, Crowded H., Daryl Hall.


BATON ROUGE, LA (RICE EW-MFM) Janet Jax., W. Chung, Ronst & J.J.

BATON ROUGE, LA (MICHAEL ADAMS-WGZ/FM) Europe, Toto, Janet Jax.


EAST CENTRAL

PINEVILLE, WV (HENRY MORGAN-WWYO) No Adds.


CINCINNATI, OH (JIM FOX-Q102) B. Hornsby, Chico DeB., W. Chung.

ANGOLA, IN (OSBORN/ST.JOHN-WLKI/FM) Starship, Cinderella, Dead/Alive, RFTW.

RICHMOND, IN (JASON ROBERTS-K96) Starship, Bruce Sp., Sheila E, REO, K. Rogers, Daryl Hall, KBC.


TERRE HAUTE, IN (MIKE ARNETT-WPFR) Beastie B., Shrieback.

DEtroIT, MI (MARK JACKSON-WHYT) F. Jackson, Starpoint, Bruce Sp., Expose.

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

GRAND RAPIDS, MI (MIKE TINNES-WKLO/FM) C. Hart, Janet Jax., W. Chung, RFTW.

CADILLAC, MI (GARY BURTON-WATT) Janet Jax., J. Lorber, Starship, REO, Europe.


CHEBOYGAN, MI (MICHAELS/STEVENSS-WQZ/FM) Daryl Hall, Genesis, P. Cetera, Starship.

PETOSKEY, MI (DENNIS MARTIN-WWPZ) Starship, KBC, W. Chung, REO.

TOP 40 ADDS

DEs MOINES, IA (OAKES/HALL-KDWZ) S. Winwood, Pretenders, T. Turner, R. Jungklaus, Daryl Hall, Lou Gramm, Genesis, CI Nouveau, Ronst & J.J.

DEs MOINES, IA (KNIGHT/SHARP-KRNQ) Starship, Lou Gramm, J. Lorber.

CLEAR LAKE/MASON Cty, IA (CARLA KEIS-KZEV) R. Gray, Burns Sis., W. Chung, Idle Tears, T. Heads, Los Lobos, Lucy Show.

FT. DODGE, IA (JIM DAVIS-KKEZ) REO, KBC, Starship, Bruce Sp., Crowded H.

CLARION/FT. DODGE, IA (MARMAL/BAUCH/KRT) Starship, Europe, Kool/Gang, REO, Duran, B. Idol, Beastie B., Kansas.


SIOUX CITY, IA (HARRISON/BROWN-KSEZ/FM) No Report, Frozen.

SIOUX CITY, IA (PAT PAXTON-KGLI) Genesis, Starship, REO, Lou Gramm, a-ha.

DUBUQUE, IA (JEFF DAVIS-KLYV) Starship, Lou Gramm, B. Idol, Bruce Sp., Exposure.


DAVENPORT, IA (GYNNY O'HARA-KKI) RFTW, REO, Starship, DeBurgh, Lone Just, R. Jungklaus, Pointers.

KENOSHA, WI (TERRY HAVEL-WJQO) CI Nouveau, Janet Jax., Iggy Pop, REO, Ronst & J.J.


MADISON, WI (JONATHAN LITTLE-Z104) Daryl Hall, S. Winwood, Starship, R. Jungklaus.

GREEN BAY, WI (KIM BRADLEY-WKFX) B. Willis, Janet Jax., W. Chung, REO.

WAUSAU, WI (DUFF DAMOS-WFIC) W. Chung, Starship, Pretenders, S. Winwood, REO, a-ha.

STEVEN'S POINT, WI (BOULEY/STEFFEN/WST) REO, J. Lorber, David +, T. Turner.

LA CROSSE, WI (DEBEUL/SANDERS-H/105S) Starship, REO.


EAU CLAIRE, WI (RICK ROBERTS-KWAL) Bruce Sp., REO, Starship, J. Lorber.

EAU CLAIRE, WI (RICK JAMES-WBIZ) Hipsway, J. Lorber, Dead/Alive, Exposure, Daryl Hall, R. Jungklaus.

MINNEAPOLIS/ST. PAUL, MN (ANTHONY/MICHAELS-KWDB/FM) Triumph, RFTW, Starship, CI Nouveau, Hipsway.

DULUTH, MN (JIM GILLES-WTBE) REO, Starship, S. Winwood, Europe, P. Cetera, T. Turner.


MANKATO, MN (GARVIN/MCCORMICK-KOOG/FM) W. Chung, Beastie B., Janet Jax., Idle Tears, Pet Shop, Burns Sis., Duran, S. Hagar, P. Cetera.

ALBERT LEA, MN(MP/ROBBIN/KCPI/FM) Starship, Reo, Shriekback, Lucy Show, Crowded H.


YANKTON, SD(RANDY KUSMAN-KQHU/FM) T.Turner, Idle Tears, Janet Jax., Duran.

SIOUX FALLS, SD(CHARLIE O'DOUGLAS-KKRC) Janet Jax., Chic DeB., Starship, Europe, B. Idol, Bruce Sp., H. Jones.

ABERDEEN, SD(SCOTT DANIels-KQGU) Lucy Show, Shriekback, S. Hagar, B.Branigan, REO, Burns Sis., S. Winwood, Starship.

WINNER, SD(JOHN FORD-KWYR/FM) Starship, Crowded H., Lone Just., Garth.

RAPID CITY, SD(MCDANIEL/AUSTIN-KGGG/FM) Europe, C. Hart, B.Hornsby, B. Willis.


FARGO/MOORHEAD, ND(JACK LUNDY-Y94) Lou Gramm, REO, Ronst & J.J. Jungklas.

GRAND FORKS, ND(NORTHEND/RICKSON-KXXL/FM) W.Chung, Starship, Lou Gramm, Reo.

BISMARCK, ND(BOB BECK-KYYF/FM) T. Turner, S. Winwood, Lou Gramm, Jungklas.

MINOT, ND(GREG MAGNUSON-KIZZ) Starship, W. Chung, C. Hart.

DE KALB, IL(LEW WHITE-WDEK/FM) Cl. Nouveau, Starship, a-Ha, R. Cray, Janet Jax., Burns Sis., Lucy Show.

JOILET, IL(BOB WEBER-WLLI) Starship, Expose, Reo, 8 Seconds, Burns Sis., Lou Gramm.

CHICAGO, IL(RICH McILLIAN-WLAM/FM) Starship, Reo, Crowded H., J. Hartman.

CHICAGO, IL(UPPINCOTT/KELLY-WYTWZ) a-Ha, T. Turner, Jetex, Starship, Sister C., Madhouse.

FREEPORT, IL(JIM READEKER-WXO) Idle Tears, Pretenders, Sheila E, B.Branigan, Starship, Genesis, REO, Crowded H., J. Hartman.

ROCKFORD, IL(BRILLI-DENT-WZK) Daryl Hall, Expose, Cl. Nouveau, Lou Gramm, Duran.

GALESBURG, IL(HEATH/SAGER-WOBO/FM) Idle Tears, Burns Sis., Europe, B. Idol, S. Winwood, C. J. Hay, R. Jungklas, Timbuk 3.


CHAMPAIGN, IL(MCCANN/HECKIN-LR/DWRFM/Lone Just., Expose, P. Cetera, T. Heads, S. Hagar.


FAIRFIELD, IL(TOM LAVINE-WFIV) Europe, Starship, B. Idol, REO.

CARBONDALE, IL(TONY WAITEKUS-WCL/FM) Journey, Lou Gramm, Expose, Duran, REO, S Star.

CENTRAL

KIRKSVILLE, MO(BRIAN KUTJF) J. Lorber, Beattie B., B. Idol, Europe, Starship, Bruce Sp., Crowded H., Daryl Hall, Dead/Alive, S. Winwood, Kansas, Burns Sis., T. Heads, Pretenders.

EAST PRAIRIE, MO(GREG LANDIS-KYMO) Genesis, Iggy Pop, S. Winwood, Jason S.


TOPEKA, KS(ROGER HEATON-WIB/FM) L. Richie, B. Willis.


OMAHA, NE(TOM MIKESLEN-KGOR) Janet Jax., B. Willis, E. Money.

NORFOLK, NE(DOUG KOEHN-KKEN) S. Winwood, T. Turner, David +, Bruce Sp., Europe, Bon Jovi.

GRAND ISLAND, NE(DEAN GORDON-KSYZ/FM) Starship, REO, Bruce Sp., Lou Gramm, C. Hart, Kool/Gang, Shriekback.

KEARNEY, NE(RICK JEFFREY-KKVM/FM) Vandross, Starship, REO, David +, Lou Gramm, S. Winwood, Shriekback, Pointers.

McCOOK, NE(CARTRIGHT/TAPIA-KZMC) Shriekback, Bruce Sp., REO, Ronst & J.J, Pointers, B. Branigan, McCartney, Burns Sis., Lucy Show, KBC, B. Idol, Starship.

EL DORADO, AR(BEN ROBBINS-KLBO/FM) Cameo, Bruce Sp., E. Money, T. Turner, Beastie B.

EL DORADO, AR(GARY TERRELL-KKXX) Cinderella, Starship, Daryl Hall, Meat Loaf, J. Lorber.


LITTLE ROCK, AR(MARK MC CAIN-KYYK) B. Willis, Jets, Janet Jax.


SOUTHWEST

LAWTON, OK(GARY MITCHELL-KMGZ) Starship, Daryl Hall, Expose, Lou Gramm, Bruce Sp., Ronst & J.J.

LONGVIEW, TX(ROBERTS/FULGHAM-KKTX) REO, Starship, Lou Gramm, Duran, Pretenders, Shriekback, Pointers, Burns Sis.

TYLER, TX(DAVE GOLDMAN-KY) Duran, Lou Gramm, Pretenders, T. Turner, B. Branigan, Idle Tears.

LUKFIN, TX(ERNE BROWN-KAFX) Idle Tears.

DALLAS, TX(CHUCK BECK-Y95) REO.


SAN ANGELO, TX(JOHN RAYMOND-KXXY) Genesis, C. Hart, Europe, Sheila E, Starship, S. Winwood, Janet Jax.

HOUSTON, TX(LANDER/HAMILTON-93Q) No Report, Frozen.

BEAUMONT, TX(MACMURPHY/ROBERTS-K106) Starship, Expose, Daryl Hall, Bruce Sp., Stacey Q, a-Ha.

TYRRELL, TX(BRANIDE KITTMAN-KFI) Pretenders, Bruce Sp., S. Winwood, Crowded H., REO, Geo. Duke.


TYRRELL, TX(BRANIDE WOOD-KKS) Lou Gramm, S. Winwood, Cl. Nouveau, T. Tuesday, Starship, Daryl Hall, Expose, T. Turner.


LAREDO, TX(KIRK DAVIDSON-KUDD) Cl. Nouveau, Kool/Gang, C. J. Hay, Timbuk 3, Burns Sis., Lou Gramm, Pretenders, Bad Co., P. Young, Pointers.

WESLACO, TX(ANNA DEHARO-KGRO) Cinderella, Starship, M.H. Howard, D. Allen.

AUSTIN, TX(LISA TONACCI-KBTS/FM) Chicago, Boston.

Pampa, TX(MIKE KNEISL-KGRO) Pointers, S. Hagar, S. Winwood, Idle Tears.

AMARILLO, TX(PETER STEWART-KKS/FM) REO, Ronst & J.J, Daryl Hall, Lou Gramm, Expose.

ABILENE, TX(KELLY JAYE-KY) a-Ha, Idle Tears, Expose, D. Johnson, T. Turner, S. Hagar, Pointers, Lou Gramm, Stacey Q, David +, Cameo.


PHOENIX, AZ(GUY ZAPOL-KZZP) P. Gabriel, J. Lorber, Starship, Daryl Hall, Nocera.

TUCSON, AZ(GILLY/JOHNSON-KRQ) REO, C. Crisis, F. Jackson, T. Turner, Pretenders, Cameo.
The page contains a list of radio stations and their respective cities, along with the artists they are playing. The stations are categorized into different sections, such as the Rocky Mountain and Far West regions. The artists include various rock and pop bands such as Bon Jovi, The Pretenders, and Genesis. The page also includes a section for Alaska with a list of stations and artists. The text is formatted in a tabular style with columns for station name, city, and artists.
KLAMATH FALLS, OR (METZGER/WOODS-KAGO/FM) REO, Burns Sis., L. Richie, B. Willis, Daryl Hall, Idle Tears, Lou Gramm, Expose, S. Winwood.


OLYMPIA, WA (KEN PAIGE-KGEU) McCartney, T. Turner, Daryl Hall, Starship.

ABERDEEN, WA (RHYS DAVIS-KDUX) Daryl Hall, Vandross, Janet Jax., Pointers, Burns Sis., Shriekback.

CHEHALIS, WA (ROGER DALE-KITI) Meat Loaf, Shriekback, Sheila E., Lou Gramm, Pretenders.

SPOKANE, WA (JOHN LANGLEN-KZZU/FM) Europe, S. Hagar, Vandross, T. Turner, Duran, Beastie B.

TRI CITIES, WA (JOHN PURDY-OK95) S. Hagar, T. Turner, S. Winwood, Kansas, Kool/Gang, KBC.


TRI-CITIES, WA (JONATHAN WALKER-KZKZ) Pretenders, R. Cray, Expose, S. Winwood.

VANCOUVER, BC (SHANNON/RUSSELL-LG73) Starship, T. Turner.

CALGARY, AB (DON STEVENS-AM106) Jets, H Jones, B. Idol.


**WELCOME** To Our New Top 40 Correspondents:

- Chris Tracy, WXLT/FM RADIO
  317 Canal Street, McBroom, MS 39648
  (601)684-9497

- Chris Mac, WTNZ/FM RADIO
  4400 Whittle Springs Road Knoxville, TN 37917
  (615)637-9900

**JOBS**

- **Air Talent** (7-mid) - 93Q/KQID-Alexandria, LA
  *David Awood (1115 Texas - 71301)

- **Air Talents** - KFMI-Arcata, CA
  Chris Knight (890 S. 6th Street - 95521)

- **Air Talent** - KVSF-Santa Fe, NM
  Skip O’Neil (505)982-4455

- **Air Talents** (mid/day/PM drive) - KGLI-Sioux City, IA
  Pat Paxton (Box 1737 - 51102)

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**TOP 40 ADDS**

- Air Talent (mornings) - KVAN-Vancouver, WA
  Paul Buckworth (Box 4638 - 98662)

- Air Talent/Production - KC101-New Haven, CT
  *Stef Rybak (59 Quinipiac Ave - 06473)

- News Director - CKOM/AM & CFMC-FM-Saskatoon, Sask.
  Diane M. Wilson (Box 6500 - F700W3)

*No phone calls please.

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**AVAILABLE**

- **STEVE JENCKS** from KBOY-Medford, OR is looking for a position as AT, contact him at (503)779-4065.

- **JEFF MOSLEY** from KREO/KFRC is looking for a position as AT, contact him at (415)753-6443.

- **TOM KENLON** from KINS-Eureka, CA is looking for a position as AT/Production, contact him at (707)839-4551.

- **MARTHA STEELE** from KOLL-Gillette, WY is looking for a position as AT/Production, contact her at (307)866-2138.

- **MIKE WILSON** from KZMC-McCook, NE is looking for a position as AT/Production, contact him at (308)345-1981.

- **ROBIN BANKS** from KLJK-Cuba, AR is looking for a position as AT/MD, contact him at (602)624-2443.

- **JOHN BRENT** from KBBS/KQRR-San Francisco is looking for a position as AT/MD, contact him at (415)523-6394.

- **DERRICK STEPHENS** from WOLZ/AM-Cheboygan, MI is looking for a position as MD, contact him at (616)625-9744.

- **MIKE MICHAELS** from WOLZ/AM-Cheboygan, MI is looking for a position as AT/MD, contact him at (616)625-9744.

- **RHYKER BILL** from WKSF-Asheville, NC is looking for a position as AT/MD, contact him at (704)684-0221.

- **STEVEN B. WILLIAMS** from KMKS-Scottsboro, AL is looking for a position as AT/MD, contact him at (205)426-4404.

- **R.P. MacMURPHY** from K105-Beaumont, TX is looking for a position as AT/MD, contact him at (915)591-6003.

- **PETER HOFFMAN** from KIDN-Pueblo, CO is looking for a position as News Director/MD (small mkt.), contact him at (303)545-4569.

---

**SERVICE**

- **WABZ-Albemarle, NC** - singles & LP’s: PolyGram

- **KQEU-Olympia, WA** - singles: Warner Bros. and MCA

- **WAGL-Albany, GA** - singles: S. Winwood (Island), Kool & Gang (Mercury/PolyGram), P. Cetera (Warner Bros.)

- **KINN/AM-Alamogordo, NM** - all sources: Capitol

- **KCSY-Soldotna, AK** - single: Huey Lewis (Chrysalis)
THE GAVIN SEMINAR—
THE INDUSTRY'S MOST
ACCLAIMED MUSIC &
PROGRAMMING CONFERENCE
RETURNS

THE DATE
FRIDAY FEBRUARY 20th
SATURDAY FEBRUARY 21st

FRIDAY, February 20th
AGENDA

KEYNOTE ADDRESS by Larry King

Geffen Records and MJI Broadcasting Present:
THE SUPER BOWL OF ROCK TRIVIA
* FIRST PRIZE—
AIR FARE AND ACCOMMODATIONS FOR TWO
IN JAMAICA!  

GAVIN ALBUM/ALTERNATIVE RADIO SESSION
The Howie Klein Show CUTTING EDGE MUSIC:
The Art of Leading and Following
Special Guest: Fleetwood Mac's Lindsey
Buckingham plus radio and music industry
luminaries.

PRACTICAL MANAGEMENT TIPS:
Questions, Answers and Free Consultations by
Gavin ON Management Columnist Dr. Oren Harari

THE GAVIN CELEBRITY COCKTAIL PARTY
The Grand Bash for all Seminar attendees
with a host of recording celebrities of every
description.

THE PLACE
THE WESTIN ST. FRANCIS HOTEL
SAN FRANCISCO

SATURDAY, February 21st
AGENDA

A/C FORMAT BREAKOUT: “Being Successful May
Not Be Enough”

COUNTRY FORMAT BREAKOUT: “New and Fresh—
And Still the Same”

URBAN CONTEMPORARY BREAKOUT:
“Breaking Your Own Records — The Creative
Crossover Challenge”

1987 GAVIN MEDIA PROFESSIONALS AWARDS
LUNCHEON hosted by Gary Owens

TOP FORTY FORMAT BREAKOUT: “Staying Mass
Appeal While Staying on Top”

DEVELOPMENT OF A HIT ARTIST
An in-depth examination of the writing, recording,
A&R, marketing and promoting of a number one
hit record with the artist in attendance.

Plus special musical surprises!

REGISTRATION RATE:
$225

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NUMBER FOR RESERVATIONS...
415-956-5390
D.C. RADIO PERSONALITIES PULLED MARATHON SHIFTS as blizzard conditions brought Washington to a standstill. At WCXR, p.m. driver Van Edwards found himself working through to morning drive. PD Doug Gonen notes that mass transit workers were among the first to heed pleas to stay home, causing chaos on the highways. "I've never seen anything like it," says the native Detroiter. "Next time, we're getting our own Good Samaritan four-wheel-drive vehicle to help out motorists."

SOME HOT TALENT IS OUT IN THE COLD: WTRK-Philadelphia, about to pass from Cox to Malrite ownership, fails to renew the contract of morning man Ross Brittain, putting Scott Shannon's former sidekick in the job market. Ross's non-compete in New York (dating back to his 2100 days), runs out July 1, but he's entertaining offers from anywhere in the Boston-Washington corridor. The number to call is (212) 246-9770...Tony Mann, PD/MD at WNFI-Daytona Beach, FL, is exiting the station after bringing it from a 4.1 Arbitron (12+) a year ago to a 7.6 in the Fall book. Give him a call at (904) 255-2227.

THEY SAY THE NEON LIGHTS ARE BRIGHT...After representing the label locally in San Francisco for nine and half years, Burtn Baumgartner has been named Columbia Records' new National Director of Album Promotion. "It was time for me to take my act to the Big Apple and see if it plays on Broadway," he says. "With a producer and director like [VP/Albums] Paul Rappaport and [VP/Promotion] John Fagot, I can't help but think I'll be a hit!"

RADI-O-RAMA: Matthew Harris has been named Program Coordinator at Cincinnati's WEBN, opening a plum Album/Alternative opening for PD/MD at WOXY-Oxford, OH. Contact Steve Baker at (513) 523-4114...Bill McCown is the new PD at WANS/FM-Anderson, SC, as Tommie Smith moves over to handle music duties...Ben Ball steps up from OM to PD at WRDU-Raleigh, NC...Ray Romeo moves up to Music Director at WFPF-Hammond, LA. At sister WHMD, Music Director "Catfish Phil" Colwart reports the air lineup is as follows: Ace O'Connell, mornings; Timothy B. Munson, middays; Catfish Phil, afternoons; Allie Katz, evenings; Ken Rushing, overnight...In Baton Rouge, WKJN MD Jim Williams adds programming duties...PD R.P. MacMurphy has fled the Duckoo's Nest at K106-Beaumont, TX. No replacement named yet. Jeff Roberts continues as MD...Fritz Kuhiman moves from swing to afternoons at Q103/Cedar Rapids, IA...Doug Collins is the new morning driver at KATF- Dubuque...Ken Birdsong is elevated to GM at KRMS-Ogden Beach, MO, making room for Grant Bottomley to move up to Operations Manager...Former KOLO-Reno, NV, personality Henry Jay takes over overnight crosstown at KROW...Crosstown, KSRN-FM has gone Country as KIIO with ex-KOLO PD/MD Tony Thomas in the programming chair...KTKS-Dallas afternoon driver Billy Hays is moving to the same shift at KDWB-FM/Minneapolis...Doug Sheldon is the new GSM at WBAP-Fort Worth...A staff shakeup at KOME-San Jose results in the following lineup: Larry Miles promoted to asst. PD, handling music with Ron Nenni. Jeff Blazy comes in from KBPI- Denver to take over morning drive, bumping Frank Bennett to afternoons and Miles to evenings. Exiting the station are MD Candi Chamberlain and morning news anchor Mark Goldberg...MD Dennis Day moves up to PD at KSAN-San Francisco/Oakland. Carl Brown, MD at sister KNEW, will handle music responsibilities for both stations.

QUOTABLE: "I want to prove to myself, to Cox Broadcasting and to the radio community that all this talk about 'AM survival' is crap," says Ken Kohl, newly appointed program manager at Cox's KFI-Los Angeles. Kohl, whose last years have been spent keeping KOMO-Seattle alive and well, says the secret of success on the elder frequency is to "super-serve" the audience. "Adults 35+ have not given up on AM," he says. "We've given up on them." Although KFI's recent numbers have less than impressive, Kohl says he's encouraged by the support of new Cox VP Nick Trigony. "I've never been so excited," says Kohl. "We're going to turn this great battleship around!"

MORE QUOTABLE: "I'm like Patton—if I'm in command, I want to ride in the front tank," is the word from radio legend Art Roberts, explaining why he's taking on an afternoon air shift as well as programming chores at WOKY-Milwaukee. The former WLS-Chicago personality is returning to broadcasting after three and a half years in computer sales. "I learned a lot about information processing," he says, "but radio is what I do best." Roberts captured a 11.2 share of Milwaukee ears while doing afternoons previously at WBCS. He's hoping the listeners remember. "Milwaukee is a very loyal radio town," he says. "They're good listeners."

FIGHTING FOR THEIR RIGHT TO PARTY, the Beastie Boys have added an interesting rider to their performance contract. For an upcoming Bay Area appearance, the Great White Hope of rapping has specified that they be supplied backstage with a crate of... "multicolored condoms." The folks at Bill Graham Productions say this one's a first for the catering department. Just don't stick toothpicks in 'em.

RECORD ROTATION: Barry Lyons is IRS Records' new VP/Promotion, coming from the position of Midwest Promotion/Marketing Director for Elektra Records...Mike Corcione is the new National Album Promotion Director for Relativity Records...Rhino Records appoints David Darus as
LOU GRAMM
"MIDNIGHT BLUE"
(7-892004)
(also available as a promotional 12" [PR 996])
from the album, Ready Or Not
Produced by Pat Moran and Lou Gramm
FIRST SOLO RELEASE!

STACEY Q
"WE CONNECT"
(7-89331)
(also available as a promotional 12" [DMG 993])
from the album, Better Than Heaven
Produced by Jon St. James
Associate Producer: William Huxley
SMASH SINGLE BREAKING INTO THE TOP 10!

MIKI HOWARD
"COME SHARE MY LOVE"
(7-89331)
(also available as a promotional 12" [DMG 973])
from the album, Come Share My Love
Produced by Lamel Humes for Jefiel Productions
R&B HIT GETTING STRONG AIRPLAY ON A/C AND POP STATIONS!

MEL & KIM
"SHOWING OUT"
(7-89329)
(also available as a promotional 12" [DMG 994])
from their forthcoming debut album
A Stock Aitken Waterman Production
INTERNATIONAL SMASH! HUGE CLUB AND R&B HIT,
STARTING TO CATCH ON AT TOP 40 RADIO!

ON ATLANTIC RECORDS
National Promotion Director, as Garson Foos moves up to National Sales Coordinator and Gia Gittelson to National Licensing Coordinator... A&M Records promotes Michael Leon to Senior VP/East Coast Operations, in charge of A&M's Artist Promotion and Publicity departments, as well as the East Coast Office... Capitol Records has named Jean Riggins to the position of Director, Artist & Product Development... Ron Goldstein is the new President/CEO at Private Music. He has worked previously as President of Island Records and most recently as Vice President of Marketing/Creative Services for Arista Records.

SO LONG TO A GOOD GUY: Bob "Bob-A-Loo" Lewis (real name Robert Schwartzman) is dead at the age of 49 from complications following a long bout with pneumonia. An original WMCA "Good Guy" and WABC "All American," he began his career at Brown University's WBRU-Providence in the late fifties and remained an advisor all his life. His career spanned the heyday of AM Top 40 at the New York powerhouses and the dawn of free-form rock on WABC-FM, WCBS-FM and, finally, with Scott Muni at WNEW-FM. In recent years, he concentrated on voiceover work, including Certs' "Two mints in one." Among those mourning his passing are CFNY-Toronto's Don Berns, who called to say, "He was generous, kind, warm and loving." Consultant Rick Sklar told Chinwag, "The 'Good Guys' ushered in the great era of personality radio. Bob was the first to go. It's a real loss."

SLACK KEY WEDDING: Belated but sincere well-wishes to MCA's Bill Bennett and One Way's Robyn Kravitz on their nuptials. The wedding ceremony took place in Hawaii over the Christmas holidaze. Music was steel slide guitar and A&M's J.B. Brenner supplied the obligatory tears.

EXTRA! EXTRA! NBC-TV is offering ten lucky radio listeners a chance to appear as extras on the cop show "Crime Story." Participating radio stations include network O&Os WYNY-NY, WMAQ-Chicago and KYUU-San Francisco, along with KRTH-LA, Q107-Washington, WENS-Indianapolis, KCRX-Seattle, WCZY-Detroit, KGB/FM-San Diego and POWER99.7-Atlanta. Winners, who qualify for a drawing by identifying the show's theme on the air, will be flown to Las Vegas for the filming next month. Runners-up get a pair of Ray-Ban shades.
MILLIE SCOTT
"EV'RY LITTLE BIT"

The Debut Of A Stunning New Artist
An Urban Smash, Now Crossing Pop and A/C
Ron Fell's Personal Pick

www.americanradiohistory.com
GAMES PEOPLE (DON'T) WATCH

We, your Gavin Hollywood column, didn’t watch the Super Bowl! We’re the only almost-breathing individual on the planet who didn’t. We’ve done extensive research and know for certain that EVERY HUMAN BEING IN THE WHOLE WORLD AND ELSEWHERE except us watched the Super Bowl. So did most animals, plants, doorknobs and synthesizers.

The reason wasn’t just that we don’t know or care anything about football. Lots of people don’t know or care anything about football and don’t watch it UNTIL the Super Bowl. It’s un-American not to. The President watches it and invites the winner to the White House.

The real reason we didn’t watch the Super Bowl is that we didn’t want to miss the stuff on TV opposite the Super Bowl. We felt badly for the people who program opposite the Super Bowl and felt they deserved some audience. We figured we’d enjoy anything that didn’t talk about tight ends and nose guards. (We don’t know what they are, but the former sounds dirty and the latter sounds disgusting.)

For those of you—and that’s ALL of you—who watched the Super Bowl, here’s a rundown on what WE watched (ALL competitive programs were taped on our many VCRs).

Channel 13 in L.A. counterprogrammed with a screening of “The Incredible Shrinking Man.” This classic film was made in 1957, and featured Grant Williams as a man who withers away after being exposed to a strange mist. Special effects were brilliant, and the cast also featured Randy Stuart as Louise and Paul Langton as Carey. We’ve got the tape if you care to rent it.

ESPN aired final-round competition in the Phoenix Open. On this show, a lot of 29-year-old blond men stood in a field, kind of ambling around and occasionally hitting a little ball with a sort of curved stick. They seemed to be attempting to hit the little ball into a small hole in the ground. It was a peaceful program. All the 29-year-old blond men wore brightly-colored (often aquamarine) polyester slacks with no belts.

Our Z cable movie channel showed “One Million B.C.,” a 1940 non-rated movie directed by D.W. Griffith and starring Carole Landis. It’s a sprightly little saga about prehistoric tribes. Not to be missed!

An old non-colored Munsters episode aired on Channel 5. It was witty, suspenseful, yock-filled and well-constructed, with nary a tight end in sight.

A Placido Domingo (minus John Denver) special was shown on Channel 58, and Channel 18 aired something called JAAM-E-JAM. The latter was in Farsi. As Farsi is our second language, we loved the tape. (It’s also for rent, if you’re interested.)

Solid Gold was on Channel 9. Obviously, the Solid Gold people didn’t want to compete with the Super Bowl, thereby explaining why it was a re-run. We guessed that it was an old episode when the featured records were “Short Shorts” by the Royal Teens and Terry Stafford’s “Suspicion.” The Solid Gold dancers were dressed in noodle skirts and pony-tails. The female contingent was similarly attired. That’s another way we knew it was a re-run.

Channel 53 featured a tax-advice program. Being in an extremely high bracket due to the fees we receive for this column, we felt this was mandatory viewing. Tax expert Conrad Tietell lectured his only viewer (us) on how to use charitable deductions in financial planning.

And there was more…but, interestingly, the President never invited the Incredible Shrinking Man, or Placido Domingo or the Solid Gold Dancers or the tax guy or any of the 29-year-old blond men to the White House. That’s cool, we knew it was a re-run.

POSTSCRIPT SUPER BOWL:

In the days before the game, the food sections of our local papers were filled with “Perfect Super Bowl Recipes.” Most of them involved long pieces of bread sliced in half and filled with various stuff. Since we did watch some REAL sports (76ers v. Celtics) on Super Sunday, we thought we’d utilize the food editors’ expertise and fix a few of these specialties. We did so, following instructions to the letter, and served a few plates of them to our wife for eating during our game. Rosemary took one glance, pushed them aside and said, “What’s THIS stuff? You serve me Super Bowl hero sandwiches during a BASKETBALL game???? We told her that Dr. J. and Larry Bird would be hurt. It didn’t work. Our own wife gave us a filthy look…one that clearly said, “WHAT KIND OF AMERICAN ARE YOU? THIS IS SUPER BOWL SUNDAY!”

Excuse me while I disappear.
THE LUCY SHOW

A MILLION THINGS

BREAKING OUT ON 37 GAVIN CHR STATIONS!
UP & COMING!

ALREADY ON:

WIFX WBG A KHOZ
WKSP KRT WXXQ
98Q KJLS WHNY
WWYO KGWY KQHU
WQBZ KDOG KIOC
WZYZ KQAA KRRG
WQTU KSYZ KTDR
WOWO KVRF KTAW
KQKY KYMO KTTX
KZZO KITI KDXU
KKBG KZEV KCPI
KSWB KINN KZMC
WDEK WFJA WHKW

TOP 10 IN ALTERNATIVE RADIO!

#13 GAVIN ALTERNATIVE!

OVER 50 AOR ADDS! 9 WEEKS OF MTV PLAY!

ON BIG TIME - THE HOME OF THE HITS

BIG TIME RECORDS (AMERICA)
6777 HOLLYWOOD BLVD., 7TH FLOOR
HOLLYWOOD, CA 90028
MANUFACTURED AND DISTRIBUTED IN THE U.S. BY RCA RECORDS.
POWER TRIO

LIONEL RICHIE
Ballerina Girl
(Motown)
3 3 2
2 1 3
11 7 4
17 14 5
15 13 6
14 12 7
9 9 8
4 4 9
5 6 10
10 11 11
7 5 12
-- 20 13
16 15 14
6 8 15
8 10 16
Tina Turner - Two People (Capitol)
Kansas - All I Wanted (MCA)
LUTHER VANDROSS - Stop To Love (Epic)
MADONNA - Open Your Heart (Sire/Warner Bros.)
KENNY ROGERS - Twenty Years Ago (RCA)
COREY HART - Can't Help Falling In Love (EMI America)
Crowded House - Don't Dream It's Over (Capitol)
JANET JACKSON - Let's Wait Awhile (A&M)
Benjamin Orr - Stay The Night (Elektra)
Miami Sound Machine - Falling In Love (Uh-Oh) (Epic)
GERMAINE JACKSON - Words into Action (Arista)
BRUCE WILLIS - Respect Yourself (Motown)
HUEY LEWIS & THE NEWS - Jacob's Ladder (Chrysalis)
-- -- --
-- -- --
-- -- --
PAUL McCARTNEY - Only Love Remains (Capitol) 34 adds

RECORD TO WATCH

TRIO

BILLY VERA & THE BEATERS
At This Moment
(Rhino)

CERTIFIED

BRUCE WILLIS
Respect Yourself
(Motown)
19 16 17
26 23 18
20 19 19
-- 24 20
23 21 21
22 22 22
-- 28 23
12 17 24
13 18 25
27 26 26
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-- -- --
DARYL HALL - Someone Like You (RCA)

MOST ADDED

JANET JACKSON
Let's Wait Awhile
(A&M) 46 adds

THE STARSHIP
Nothing's Gonna Stop Us Now
(Grunt/RCA) 39 adds

PAUL McCARTNEY
Only Love Remains
(Capitol) 54 adds

CHARTBOUND

TIL TUESDAY - Coming Up Close (Epic)
READY FOR THE WORLD - Love You Down (MCA)
THE STARSHIP - Nothing's Gonna Stop Us Now (Grunt/RCA)

ACTION SIDES

LIONEL RICHIE & ALABAMA - Deep River Woman (Motown)
JENNIFER WARNES - Ain't No Cure For Love (Cypress)
LONE JUSTICE - Shelter (Geffen)
SURVIVOR - Is This Love? (Scotti Bros.)
GEORGE BENSON - Shiver (Warner Bros.)
SHEILA E. - Hold Me (Paisley Park/Warner Bros.)
BONNIE RAITT - Crime Of Passion (Warner Bros.)
AIR SUPPLY - Stars In Your Eyes (Arista)
EDDIE MONEY - I Wanna Go Back (Columbia)
ANNE MURRAY - On And On (Capitol)
HOWARD JONES - All I Want (Elektra)
BANANARAMA - Trick Of The Night (London/PolyGram)

NEW

STEVE WINWOOD - The Finer Things (Island/Warner Bros.)
RESTLESS HEART - I'll Still Be Loving You (RCA)
BURNS SISTERS - Listen To The Beat Of A Heart (Columbia)
KOH & THE GANG - Stone Love (Mercury/PolyGram)
BRUCE SPRINGSTEEN - Fire (Columbia)
PAUL YOUNG - Why Does A Man Have To Be Strong (Columbia)
CHINA CRISIS - Arizona Sky (Virgin/A&M)
POINTER SISTERS - All I Know Is The Way I Feel (RCA)
MIKI HOWARD - Come Share My Love (Atlantic)
PETER CETERA - Big Mistake (Full Moon/Warner Bros.)
DOWNES & PRICE - My Imagination (Atlantic)
BONNIE RAITT
"Crime Of Passion"
GAVIN A/C ACTION SIDES
50/10
RECORD TO WATCH 1-23-87

SHEILA E
"Hold Me"
GAVIN A/C ACTION SIDES
57/16
This week's, RECORD TO WATCH, Love You Down by Ready For The World, is now HIT FACTORED by 50% of the 73 stations playing it.

Eleven new records on the page this week - something for everyone. Leaders of the pack were Steve Winwood (29 adds), Restless Heart (26 adds) and The Burns Sisters (25 adds).

Everybody who's anybody in A/C radio is coming to our Seminar, February 20th & 21st. Registrations from A/C programmers are already more than double last year's figure. Our A/C breakout session will be Saturday morning, beginning at 10AM. See ya there!

RECOMMENDED FOR A/C RADIO

MILLIE SCOTT
Every Little Bit (4th Broadway/Island)
Hope you like this as much as I do. The groove established by the likes of Sade, Whitney and Anita makes it easy to play this wonderful track.

PAUL SIMON
The Boy In The Bubble (Warner Bros.)
Apparently radio can't be shamed into playing anything off the album which has sold nearly 4,000,000 copies worldwide and a million at home. So...can we assume that this metaphor-play will fall on deaf ears? H.L. Mencken once said, "No one ever went broke underestimating the intelligence of the American public." Programmers who assume the music of Graceland is not for their listeners without giving it a chance must feel secure in the knowledge they've protected their audience from the dangers of art.

DON JOHNSON
Voice On A Hotline (Epic)
The Miami Voice gives us a clean-shaven love song with strong A/C appeal.

Research:
Diane Rufer
Ron Fell

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

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>Reports</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Adds</th>
<th>Hit Factor</th>
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<tbody>
<tr>
<td>LIONEL RICHIE</td>
<td>Ballerina Girl (Motown)</td>
<td></td>
<td>222</td>
<td>195</td>
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<td>Will You Still Love Me (Full Moon/Warner Bros.)</td>
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<td>214</td>
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<td>BILLY VERA &amp; THE BEATERS</td>
<td>At This Moment (Rhino)</td>
<td></td>
<td>213</td>
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<td>26</td>
<td>6</td>
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<td>You Got It All (MCA)</td>
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<td>In Your Eyes (A&amp;M)</td>
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<td>188</td>
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<td>Mandolin Rain (RCA)</td>
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<td>199</td>
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<td>Jimmy Lee (Arista)</td>
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<td>Stop To Love (Epic)</td>
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<td>Open Your Heart (Sire/Warner Bros.)</td>
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<td></td>
<td>148</td>
<td>23</td>
<td>77</td>
<td>27</td>
<td>21</td>
<td>67%</td>
<td>4</td>
</tr>
<tr>
<td>COREY HART</td>
<td>Can't Help Falling In Love (EMI America)</td>
<td></td>
<td>146</td>
<td>21</td>
<td>88</td>
<td>29</td>
<td>8</td>
<td>74%</td>
<td>8</td>
</tr>
<tr>
<td>CROWDED HOUSE</td>
<td>Don't Dream It's Over (Capitol)</td>
<td></td>
<td>112</td>
<td>37</td>
<td>53</td>
<td>19</td>
<td>3</td>
<td>80%</td>
<td>14</td>
</tr>
<tr>
<td>JANET JACKSON</td>
<td>Let's Wait Awhile (A&amp;M)</td>
<td></td>
<td>160</td>
<td>13</td>
<td>74</td>
<td>27</td>
<td>46</td>
<td>54%</td>
<td>2</td>
</tr>
<tr>
<td>JERMAINE JACKSON</td>
<td>Words Into Action (Arista)</td>
<td></td>
<td>97</td>
<td>9</td>
<td>63</td>
<td>22</td>
<td>3</td>
<td>74%</td>
<td>7</td>
</tr>
<tr>
<td>BRUCE WILLIS</td>
<td>Respect Yourself (Motown)</td>
<td></td>
<td>111</td>
<td>11</td>
<td>53</td>
<td>18</td>
<td>29</td>
<td>57%</td>
<td>3</td>
</tr>
<tr>
<td>HUEY LEWIS &amp; THE NEWS</td>
<td>Jacob's Ladder (Chrysalis)</td>
<td></td>
<td>81</td>
<td>18</td>
<td>41</td>
<td>13</td>
<td>9</td>
<td>72%</td>
<td>3</td>
</tr>
<tr>
<td>PAUL McCARTNEY</td>
<td>Only Love Remains (Capitol)</td>
<td></td>
<td>125</td>
<td>3</td>
<td>49</td>
<td>39</td>
<td>34</td>
<td>41%</td>
<td>2</td>
</tr>
<tr>
<td>DARYL HALL</td>
<td>Someone Like You (RCA)</td>
<td></td>
<td>110</td>
<td>7</td>
<td>45</td>
<td>25</td>
<td>8</td>
<td>47%</td>
<td>2</td>
</tr>
<tr>
<td>TIL TUESDAY</td>
<td>Coming Up Close (Epic)</td>
<td></td>
<td>78</td>
<td>6</td>
<td>39</td>
<td>25</td>
<td>8</td>
<td>57%</td>
<td>5</td>
</tr>
<tr>
<td>READY FOR THE WORLD</td>
<td>Love You Down (MCA)</td>
<td></td>
<td>73</td>
<td>6</td>
<td>31</td>
<td>13</td>
<td>23</td>
<td>50%</td>
<td>2</td>
</tr>
</tbody>
</table>
NORTHEAST

SPRINGFIELD, MA (WALT PINTO-WHAI) Toto.

GREENFIELD, MA (RICHARD ARCHER-WHAI) Air Supply.

T.Tuesday, S. Winwood, A. Murray, Sheila E.

BANGOR, ME (FRED MILLER-WWWJ) K. Rogers, Pointers.

PRESQUE ISLE, ME (JEREMY SUMMERS-WKZX) J. Buffett, P. Cetera.

HARTFORD, CT (DAVID BERNESTEIN-WTIC) No Report, Frozen.

WILLIAMSTOWN, CT (EVAN NORMAN-WILAM) B. Hornsby, M. Howard, K. Rogers, R. Richie.

NEW LONDON, CT (DANNY O'BIEN-WLNC) Janet Jax., C. Hart, B. Hornsby.

NEW HAVEN, CT (JAY MC CORMICK-WELI) J. Wells.

NEW YORK, NY (ART TILLER-WNWS) No Report, Frozen.

LONG ISLAND, NY (JOHN CHOMMIE-WGBB) B. Willis, Starship, Janet Jax.

ALBANY, NY (CHRIS HOLMBerg-WKBL) Vandross, B. Hornsby, Madonna, Toto.

KINGSTOWN, NY (JOHN CARUCIU-U102) Janet Jax., Mccartney, Carpenters, P. Cetera.

AMBRIDGE, PA (BOBBIE VAUGHN-WMBA) McCartney, Janet Jax.

NEW KENSINGTON, PA (GREG COSTANTINO-WKPA) J. Journey.

PITTSBURGH, PA (BOB CONRAD-WTAE) Chicago.

PITTSBURGH, PA (KEITH ABRAMS-WHTX) Starship.

JOHNSONSTOWN, PA (JACK MICHAELS-WKYE) S. Winwood, Janet Jax., Restless H, R. Cray.

NEW CASTLE, PA (GARY WEST-WKST) Toto, B. Hornsby, B. Willis.

SHARON, PA (KEITH CORSO-WPIC) K. Rogers.

PHILADELPHIA, PA (STEPHANIE BARASAMIAN-WNSI) H. Lewis.

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

MILFORD, DE (KEVIN MOORE-WAFL) No Report, Frozen.

WILLIAMSON, WV (TONY WICK-WBTH) Starship, RFTW, Janet Jax., McCartney.

SOUTH

OCEAN CITY/SALISBURY, MD (KEN MEDEK-WQHQ/FM) J. Wames, Restless H, Burns Sis.


HARRISONBURG, VA (ADAM STUBBS-WOPO) Daryl Hall, P. Cetera, Bruce Sp., RFTW.

CHARLOTTESVILLE, VA (BOB JAMES-WCHV) Restless H, Pointers, T. Tuesday, Sheila E, Pretenders, Russ Taft.

RICHMOND, VA (GARY KING-WRVA) B. Hornsby.

RICHMOND, VA (DILLON/ELLIOTT-WEZS) J. Journey.

NORFOLK, VA (NICK ONeil-WLTY) Toto, B. Hornsby.

LYNCHBURG, VA (BOB ABBOTT-WGQL/FM) Janet Jax., Daryl Hall.

WEIRTON/STEUBENVILLE, WV (ANTHONY MITCHELL) No Adds.

GOLDSBORO, NC (ALAN HOOVER-WEOQ) REO, Pretenders, Bruce Sp., Duran, C. Hay, W. Chung, Hipsway.

ROCKY MOUNT, NC (LESLEI JORDAN-WEED) Janet Jax., Restless H, K. C.

SWAN QUARTER, NC (MAZIE SMITH-WHCY/FM) Daryl Hall.

ALBEMARLE, NC (RICK PATTERSON-WABZ) Device, A. Murray, Burns Sis., P. Young.

SALISBURY, NC (DOUG RICE-WSTP) S. Winwood, B. Willis, McCartney, Janet Jax., Burns Sis.

SHELBY, NC (ANDY FOSTER-WOHS) McCartney, Pretenders, Burns Sis., H. Jones, Krystal, W. Chung, Bruce Sp., RFTW.

CHARLOTTE, NC (BILL CONWAY-WEZC) Janet Jax., Madonna.

NEW BERN, NC (J OEL PORTER-WSFL/FM) H. Jones, Daryl Hall, T. Tuesday, Kool/Gang, E. Money, Restless H.

TRYON, NC (DAVID BIVENS-WTVY) Daryl Hall, McCartney, B. Willis, Lou Gramm.

ASHVILLE, NC (BRIAN LEE-WSKY) E. Money, S. Winwood, Burns Sis., Kool/Gang, R. Cray.


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

ROME, GA (T. J. McCALIN-WKCS) S. Winwood, J. Wames, Sheila E, P. Young, Pretenders, Burns Ss..

ATLANTA, GA (LOCASCI/O/MCCOY-WB/FM) RFTW.


ALBANY, GA (RON MANI-WALG) E. Money, D. Johnson, Starship, Sheila E, Restless H.

ST. AUGUSTINE, FL (JIM ANDREWS-WUUV) No Report, Frozen.

FT. WALTON BEACH, FL (DAVE LYONS-WYBZ/FM) Survivor, B. Hornsby, B. Willis, Vandross.

WEST PALM BEACH, FL (DAVE PARKS-WRPR) Starship, D. Johnson.

STUART, FL (GREG ARCHER-WSTU) McCartney, Starship, Pointers, T. Turner.

SYLACAUGA, AL (R. BAY/T. LEE-WFEB) L. Lewis, B. Willis, Lone Just.

TUSCALOOSA, AL (WALKER/NESTON-WFFF/FM) Starship, T. Turner, Kool/Gang, Pointers.

HUNTSVILLE, AL (STEVE DALLAS-WAHR) McCartney, Toto, B.J. Royal, Shooters.

GADSDEN, AL (DAVID FORD-WGAD) Frozen, No Report.

GUNTERSVILLE, AL (KERRY JACKSON-WGSV) Starship, C. Crisis, Pointers, Burns Sis., Sheila E.

VALLEY HEAD, AL (CHRIS JAMES-WORX) Glass Tig.

ANNISTON, AL (CARLA MOORE-WDNG) D & Price, Glass Tig.

BAY MINETTE, AL (FRED EARLS-WBDA) C. Cetera, Air Supply, RFTW.

MOBILE, AL (HYLTON/GOLDEN-WKRG/FM) B. Raitt, T. Turner, S. Winwood.

SELMA, AL (JOHN ROGERS-WTUN) RFTW, Daryl Hall, Sheila E.

CLARKSVILLE, TN (MONTE HAMILTON-W2M) Frozen.

CHATTANOOGA, TN (GARY MAC-WGOW) B. Hornsby, Janet Jax.

OXFORD, MS (DAVID KELLYM-J107) W. Chambers, J. Lorber, S. Winwood, Burns Sis., Restless H.

PADOUCAH, KY (CHARLIE RIVERS-WKXY) Starship, McCartney, RFTW, Janet Jax., Pointers.

SHREVEPORT, LA (JEFF EDMAN-KVKE/FM) Janet Jax.,

MIDWEST

MASSON CITY, IA (LAURIE LEE-KRIB) Vandross, Daryl Hall.

MASSON CITY, IA (HARRY O'NEIL-KLSS) RFTW.

MASSON CITY, IA (STEVE LOCKER-KGLO) Frozen.

WATERLOO, IA (ROGER DAVIS-KWLO) Janet Jax., RFTW.

CEDAR RAPIDS, IA (CHRIS CAINE-KCGR) S. Winwood, Starship, Restless H, RFTW.

CEDAR RAPIDS, IA (DENNIS GREEN-WMT/FM) S. Winwood, H. Jones.

CEDAR RAPIDS, IA (GARY EDWARDS-WMAT) No Adds.


MINNEAPOLIS, MN (MChuck KNAPP-KSTP/FM) Madonna.

DULUTH, MN (DANN COLLUM-WBEC) Vandross, Pointers, KBC.

ROCHESTER, MN (RICH PETERSON-WROE) Frozen.

ROCHESTER, MN (AXELSON/MITCHELL-KWEB) B. Willis, S. Winwood, Daryl Hall, Restless H.

PIPESTONE, MN (BERNIE WIEME-KLOH/FM) K. Rogers, J. Wames, L. Richie, Restless H, P. Cetera, Starship.


MARRSHALL, MN (CRAG ALLEN-KKKC/FM) Vandross, J. Lorber, Starship.

MONTEVIDEO, MN (LOU KUNO-KMGW) B. Willis, Daryl Hall, S. Winwood.

ST. CLOUD, MN (MIKE DIEM-WJON) McCartney, Restless H, Burns Sis., H. Jones, Melba M.

ALEXANDRIA, MN (MIKE LOMMEN-KSTO) Daryl Hall, Starship, B. Willis, K. Rogers.

ABERDEEN, SD (DAN ZERR-KSDN) No Report, Frozen.

January 30, 1987/the GAVIN REPORT
BLOOMINGTON, IL (ANDERSON/CANNOVA-WHIN) S. Winwood, Kool/Gang, Burns Sis.

SOUTHWEST

TYLER, TX (JANIE BAKER-KTYL) C. Crisis, T. Tuesday, Bruce Sp., Restless H.
NACOGDOCHES, TX (KURT MANN-KTBC) Burns Sis., H. Jones, B. Willis.
WICHITA FALLS, TX (DAVE LANDRY-KTLT) B. Horneby, S. Willis.
SONORA, TX (MAX DANGER-KFEN) Frozen, No Report.
HOUSTON, TX (BRUCE NELSON-KNUZ) Vandross, Journey.
HOUSTON, TX (SCARBOROUGH-MATT-KLRT) Janet Jax.
DEL RIO, TX (PAUL KALLINGER-KDLK) L. Richie, B. Willis, Pointers, El DeBarge, S. Winwood, Burns Sis.
AMARILLO, TX (BUTLER/CARL-KPUR) Restless H, Kool/Gang, C. Crisis.
ODESSA/MIDLAND, TX (JOHN ROMAN-KQIP) RFTW, Starship, C. Hart.
PHOENIX, AZ (SAM CHURCH-KKLT) Madonna, B. Horneby.
SEDONA, AZ (RANDY MAHANNAH-KAZM) Sheila E.
GALLUP, NM (ERIC ALLEN-KKOR) B. Horneby, McCartney, Daryl Hall.
SANTA FE, NM (SKIP O'NEIL-KSF) K. Rogers, Vandross, H. Lewis, Daryl Hall, H. Jones, Air Supply, C. Crisis.

ROCKY MOUNTAIN

SIDNEY, MT (SCOTT LILLEHAUG-KGCH) L. Richie, B. Willis, Jets, B. Horneby.
HAVRE, MT (DAVID LEEDS-KOJM) Starship, B. Raitt.
MISSOULA, MT (VERN ARGO-KYLT) Burns Sis., Sheila E, Janet Jax.
MISSOULA, MT (RICK SANDERS-KLCY) C. Crisis, J. Hay, C. Hart, Vandross.
DENVER, CO (DEVIN DURRANT-KQKS/FM) Kool/Gang, Paul Simon.
BOULDER, CO (JEFFREY GOODWIN-KBOL) B. Horneby, Vandross, A. Murray, Bananarama.
LOVELAND, CO (LEE/MELOTTI-KLOV) S. Winwood, B. Young, Bruce Sp., M. Howard, Pretenders, C. Hay, Molisa M., Bananarama.
COLORADO SPRINGS, CO (JOHN T. HOWARD-KVU) H. Lewis, Janet Jax.
PUEBLO, CO (RIK AVINA-KAZA) B. Willis, C. Hart, Madonna.
SALIDA, CO (CHARLES DARWIN-KVRE) B. Vinton, B. Willis, Air Supply, P. Young, P. Club, Bruce Sp., S. Warner.
VAIL, CO (PARKER/ANDERSON-KVMT) D. Johnson, E. Money, Genesis.
VAIL, CO (ERIC MARON-KVRE) S. Winwood, Survivor, Vandross, G. Benson, C. Crisis.
Powell/Cody, WY (JERRY CLARK-KLZY) Starship, Pointers, P. Young, Burns Sis.
GILLETTE, WY (DENNIS SWITZER-KOLL) B. Willis.
SUN VALLEY, ID (JEFFREY BALLEY-KKKI) K. Rogers, Los Lobos, J. Lorber, P. Young, McCartney, RFTW, Sheila E, Starship, A. Murray.
GRANGEVILLE, ID (JIM CROSS-KOEM) Pointers, Restless H.
BOISE, ID (DREW HAROLD-KBOI) No Add.
SALT LAKE CITY, UT (LEMON/ESSOP-KSL) No Report, Frozen.

FAR WEST

RENO, NV (JIM O'NEAL-KRNO/FM) M. Howard, Janet Jax.
LOS ANGELES, CA (LABEAU/TYLER-KFI) No Add.
LOS ANGELES, CA (KAYE/KILEY-KOST) Toto, B. Horneby.
SAN DIEGO, CA (MARK LARSON-KFM) No Report.
SAN DIEGO, CA (RICH/KNIGHT-B100) Sheila E, Bruce Sp., Daryl Hall, Starship.

CENTRAL

NEWARK, OH (DAVE BLACK-WNKO) McCartney, Sheila E, Chico DeB.
URBANA/SPRINGFIELD, OH (RUSS SHAFFER-WKSW) B. Willis, Daryl Hall.
LOGAN, OH (CHUCK ANTHONY-WLWN) Burns Sis., Restless H.
COLUMBUS, OH (BOB NUNNALLY-WSNY) Janet Jax., C. Hart, Daryl Hall.
MARION, OH (JAN CHAMBERLIN-WJDI) Starship, S. Winwood, David +, REO.
MARION, OH (JIM HOWELL-WMRN) Journey, Restless Hall.
ARCHBOLD, OH (RICK CONTI-WHFD) B. Willis, B. Horneby, Starship, S. Winwood, Daryl Hall.
TOLEDO, OH (FRED HELLER-WSPD) Frozen, No Report.
TOLEDO, OH (JAY MATTHEWS-3WM) K. Rogers, RFTW.
ZANESVILLE, OH (PETE PETONIAK-WHIZ) Janet Jax., Jets, McCartney.
YOUNGSTOWN, OH (JIM MARTIN-WFMJ) Starship, Kool/Gang, McCartney, Daryl Hall.
DOVER, OH (STEW KELLY-WJER) C. Hart, RFTW, Starship, Rob Nevil.
SPRINGFIELD, OH (STEVE POPP-WAZU/FM) Vandross, S. E., K. Rogers, Carpenters.
SPRINGFIELD, OH (DALE GRIMM-WIZE) Vandross, Rob Nevil.
GALLIPOLIS, OH (TIM MAXWELL-WJXW) S. Winwood, P. Young, B. Willis.
RUSHVILLE, IN (MARIA ROCCO-WRCR) Pointers, Starship, D. Price.
KOKOMO, IN (ALAN WARNER-WIOU) Janet Jax., J. Warnes, Burns Sis.
EVANSTON, IL (CLARK/GAGDER-WQDQ) Frozen.
LAFAYETTE, IN (MIKE JOHNSON-WASK) Air Supply, Sheila E.
MONROE, MI (KEN DAVIS-WTWR) B. Horneby, B. Willis, Janet Jax., RFTW, Survivor.
FLINT, MI (BILL PEARSON-WTRX) C. Crisis, Starship, Burns Sis., Pointers, Restless H.
LANSDING, MI (JACK ROBBINS-WILS/FM) Vandross, Janet Jax.
KALAMAZOO, MI (TOMMY JOHN-WCMK) K. Rogers, McCartney, H. Lewis, Daryl Hall, B. Willis.
GRAND RAPIDS, MI (SKIP ESSICK-WOOD) K. Rogers, Aretha.
GRAYLING, MI (BOB DITMER-WOEN/FM) P. Young, Restless H, S. Winwood, C. Crisis, M. McGovern.
KENOSHA, WI (TERRY HAVEL-WLIP) Starship.
MILWAUKEE, WI (BETH FAST-WMYX) K. Rogers.
MILWAUKEE, WI (IRWIN/ALPERT-WISN) No Add.
FT. ATKINSON, WI (ROB ANDERSON-WFAW) Toto, El DeBarge.
RICHLAND CENTER, WI (JOHNO DOYLE-WRGO) G. Benson, K. Rogers, Janet Jax.
MADISON, WI (PAT O'NEILL-WMGN) RFTW, Janet Jax., Kool/Gang.
MADISON, WI (DOUG WANE-WBA) B. Horneby, Toto.
BEAVER DAM, WI (STEVE SABATKE-WBVE) Frozen, No Add.
MAUSTON, WI (RANDY MCKINNON-WRJC) Carpenters, B. Willis, Janet Jax., Vandross.
REEDSBURG, WI (KEVIN KELLOGG-WRDB) L. Richie.
GREEN BAY, WI (DAVID CAREW-WDUB) B. Horneby, Toto.
APPLETON/OSHKOSH, WI (CHRIS HANSEN-WMGV) Frozen, No Report.
JOLIET, IL (TILDEN BROWN-WJFT/FM) Janet Jax., Daryl Hall, McCartney.
WILMINGTON, IL (LOUIE HONDRUS-WDON) R. Cray, Santana, C. J. Hay, Burns Sis.
ROCKFORD, IL (JIM REED-KMQ) Janet Jax., Mk. Howard, Kool/Gang, Madonna.
ROCKFORD, IL (BRIDGLARABARA-WROK) McCartney.
LA SALLE, IL (JEFF GEESSEN-WAJK) Daryl Hall, Janet Jax.
FREEPORT, IL (JIM DOUGLAS-WFPS) Restless H, Daryl Hall, RFTW.
PEORIA, IL (DEAN HENLEY-WIL) Vandross.
PEORIA, IL (ROBB WESTABY-WMBD) Frozen, No Report.
**A/C ADDS**

- **PALM SPRINGS, CA** (JILL FOX-KCMJ/FM) Janet Jax., Jermaine J.
- **PALM SPRINGS, CA** (TY STEVENS-KDES) Kool/Gang, Pretenders, RFTW, Starship, Janet Jax.
- **BAKERSFIELD, CA** (RUSS DAVIDSON-KLLY) McCartney, Starship.
- **SAN LUIS OBISPO, CA** (CAROL MEYER-KKUS) B.Hornsby, Madonna, Survivor.
- **MONTEREY, CA** (MICHAEL READING-KWAV/FM) B.Willis, Starship, McCartney, C. Crisis.
- **SAN FRANCISCO, CA** (JACK KULP-K101) Janet Jax., L.Richie.
- **CONCORD, CA** (RAVI PERUMAN-KKIS) B.Hornsby, Willis, Carpenters, B.Raitt, M.Govem, A.Murray, K.Rogers, Jets, Crusaders.
- **CONCORD, CA** (JIM HAMPTON-KWUN) S.Winwood, L.Richie, P. Young.
- **LIVERMORE, CA** (STACY EVERETT-KKKO) T.Turner, Starship, Pointers, Restless H.
- **SAN RAFAEL, CA** (BILL WEAVER-KCLO) L.Richie, A. Baker, K.Rogers.
- **MERCED, CA** (MORTON/MAYER-KSNM/FM) Pretenders, Crowded H., E.Money, T.Tuesday, B. Davis, Jermaine J.
- **SANTA ROSA, CA** (JIM DANIELS-KSRC) Kool/Gang, S. Winwood, Pretenders.
- **UKIAH, CA** (DANNY VANMETER-KUKI) S. Winwood, P. Young, B.Willis.
- **ARCATA, CA** (JILL HENRY-KATA) B.Hornsby, S. Winwood, McCartney.
- **CRESCENT CITY, CA** (RENE SHANLE-HUTZELL-KCRE) P. Young, Janet Jax., S. Winwood.
- **PLACERVILLE, CA** (TINA KAWAI-KHTN) B.Hornsby, Daryl Hall, P. Club, Bruce Sp., McCartney, Kool/Gang.
- **VACAVILLE, CA** (BOWMAN/BISE-KUCI) L.Richie, Starship, W.Chung, E.Money, K.Rogers.
- **SO. LAKE TAHOE, CA** (BILL KINGMAN-KOWL) Communards, Starship, Europe, A. Murray.
- **LAKE TAHOE, CA** (BRIAN BECK-KTHO) H.Lewis, B. Davis, Burns Sis.
- **SACRAMENTO, CA** (RICK AUSTIN-CAER) Frozen, No Report.
- **SACRAMENTO, CA** (IRONS/ANDREWS-KYVL/FM) Glass Tig.
- **CHICO, CA** (DAVE KINDIG-KPAY) B.Hornsby, Jets.
- **GRASS VALLEY, CA** (RICH BUCK-KNOR) McCartney, Daryl Hall, P. Young.
- **OROVILLE, CA** (STEVE AREIDES-KORV) Janet Jax., Burns Sis., B.Willis.
- **RED BLUFF, CA** (MARK DILL-KBLF) Chicago, McCartney, T. Tuesday.
- **SANUSVILLE, CA** (HARDWAY-CRAIG-KSUE) L.Richie, Lone Just., RFTW, Survivor, Bananarama, Bruce Sp., Hmartins, C. Crisis, Russ Tatt, DeBurg.

**BIRTHS**

- **YAKIMA, WA** (FRANK TAYLOR-KMXX) Starship, Pointers, T. Turner.
- **TRI-CITIES, WA** (BILL TEMPLETON-KALE) Kool/Gang, D. Edmonds.
- **ANCHORAGE, AK** (CARTER B-KFQD) P. Catara, RFTW, Jets.
- **ANCHORAGE, AK** (GREG WILKINSON-KKLV/WF) Restless H, Pointers, Starship, C. J. Hay, Burns Sis., S. Winwood, T. Tuesday.
- **SOLDOTNA, AK** (MCCARTNEY/PRESTON-KOSY) B. Hornsby, Crowded H., K. Rogers, Janet Jax., B. Willis, McCartney, Daryl Hall, Starship, H. Jones.
- **VANCOUVER, BC** (PAUL McKNIGHT-1040 AM) Daryl Hall, McCartney, Janet Jax.

**WELCOME** To Our New A/C Correspondents:

- Chris Caine, KCRG Radio, 2nd Avenue at 5th Street SE, Cedar Rapids, IA 52201 (319-398-6422)
- Dave Lyons, WYZB/FM Radio, P. O. Box 489, Mary Estor (Fl. Walton Beach), FL 32569 (904-243-2323)

**BIRTHDAYS**

- Our Best Wishes and HAPPY BIRTHDAY To:
  - Ray Sawyer (Alabama), Rick James, Don Everly, Howard Jones 2/1
  - Bill Sellars, WYZF-Fairmont, NC 2/2
  - Alan Hoover, WEQR-Goldsboro, NC 2/2
  - Graham Nash, Stan Getz 2/2
  - Brian Castle, WBLZ-Cincinnati, OH 2/3
  - Andy Foster, WHOO-Shelby, NC 2/3
  - Dave Davies, Melanie 2/3
  - Alice Cooper 2/4
  - James Lewis, Patrick Raines & Associates 2/5
  - Shannon O'Shay, KMIX-Mesquite, FL 2/5
  - Gary Smith, KSNI-Sun Valley, ID 2/6
  - Fabian, Brian Travis (UB40), Steve Bronski (Bronski Beat), Natalie Cole 2/6
  - J. W. Ford, KTRB-Mesquite, CA 2/7
  - Carl Brown, KNEW-Oakland, CA 2/7
  - Frenche Be, WQIM-Prattville, AL 2/7
  - Jim Gilles, WTVX-Duluth, MN 2/7
  - Jim Capaldi 2/7

**CONGRATULATIONS** to BOB BLOCHARD, Production Director at WKLI-Albany, NY, and his wife THERESA on the birth of their daughter, JESSICA MADELEINE. Born January 19th, weighing 6 lb., 6 oz.

**CONGRATULATIONS** to LURCH MARTIN, Air Talent at KYJC-Mesquite, and his wife KATHLEEN on the birth of their daughter, CHANTELL COLE. Born January 17th, weighing 7 lb., 4 oz.

**CONGRATULATIONS** to KEVIN WAGNER, Program Director at KOLA - Manhattan, KS and his wife TAMA on the birth of their first child, daughter KATHRINE ANN. Born January 7th, weighing 8 lb., 3 oz.
In 1983, The Judds made their first professional recordings for a major record label—RCA. Since then, their rise to the top of the Country music world has been nothing short of meteoric. Originally from Ashland, Kentucky, Naomi Judd was divorced in 1968 and relocated with daughters Wynonna and Ashley to Hollywood, California. The three lived there for seven years, with Naomi working at various times as a partner in a video production company, secretary for The Fifth Dimension, girl friday to an Asian millionaire, and a professional model. In 1976, they moved back to a tiny town in Kentucky. Naomi enrolled in nursing school, while Wynonna began playing the guitar and singing harmonies with her mother. After moving to Nashville in 1979, they met producer Brent Maher, who helped them land their record contract with RCA. In a highly unusual move, they introduced their sound to the top-level RCA executives at a live audition in the record company's boardroom. Needless to say, they passed with flying colors. Their first single, 'Had A Dream,' made it into the Top Twenty and their second single, 'Mama He's Crazy,' made it to Number One. It's been a string of Number Ones ever since. The Judds' story sounds like a publicity agent's dream. Was it dreamed up? Just one conversation with Wynonna Judd would make a believer out of the strongest skeptic. She's charmingly frank and doesn't hedge on any questions. (Yes, they did change their names from Diana and Christina to Naomi and Wynonna, and no, she still hasn't stopped getting stage fright.) She's relentlessly upbeat and, as you'll see, seemingly untainted by the show-business hype surrounding The Judds.

LS: Not many mother/daughter acts have made it big. One thing people are curious about is: Does being forced to spend so much time together put a strain on your relationship?
WJ: I can give you a two-sided answer to this. On the positive side, it's amazing to me how, in such a short time, Mom and I have really become friends. I realize that she's a human being rather than just my mother. I think a lot of kids leave home with a broken heart or with a bad attitude because they didn't have the opportunity to know their parents as people. Country music forced Mom and me to deal with issues that are at hand because we're together all the time. I can't escape having to face her about something that bothers me or that she's not proud of me for. So that's a real blessing. On the negative side, it IS hard sometimes. For instance, Dwight (Yoakam) and I
FORGET

went to dinner after a show one night, and I told Mom I'd back be by midnight. When he brought me back to the bus, she was sitting up in the jumpseat looking at her watch. That really embarrassed me, but she does stuff like that sometimes just to remind me that she is my mother. Occasionally, she'll say things like, 'Are you sure you want to wear that?' Those are the times when I want to say, 'Mother, get your own bus.' But for the most part, it's been a plus rather than a minus. That's kind of the way our lives are right now. I know a lot of people think, 'Oh, gag me,' but I don't want to sit around and talk about the bad, because we've been through all that. It's time to kind of get on with the good stuff, and besides, it IS good now.

LS: We've heard rumors that a television sitcom is in the works.
WJ: We've been negotiating a deal with 20th Century Fox, and NBC has bought the pilot. We had been lucky to be approached on doing a sitcom which would include the third Judd-Ashley. She's eighteen, and we call her 'The Unseen Judd.' It will be about the three of us, and we'll find out how interesting that will be! (laughs) We may end up killing each other. Mom said the other day, 'This will make us either end up as the happiest people in the universe, or I'll need to reserve a room at the Betty Ford Center.' When they first approached us about this, my attitude was, 'Excuse me, but I'm a singer. I love my music too much to give it up—it's like taking my child away from me.' But then my manager sat us down and said, 'You won't have to give up your music—you won't be forced to give that part of your life up.' Mom and I look at this as a challenge and as a way to share positive things with more people. You also never know how things are going to turn out 'til you try. I was real nervous at first. I thought, 'I'm not an actress. I'm real dramatic—but I'm

"Occasionally, she'll say things like, 'Are you sure you want to wear that?' Those are the times when I want to say, 'Mother, get your own bus.'"

not an actress." Mom took the same approach with everyone who talked to us about it. She'd say, 'Don't you people realize that you don't even know if we can act?' But it's going to be a great opportunity to give Ashley a chance to be with us. I think Ashley deserves that. If it doesn't work out, I'll go back to doing what I'm doing now, which is already the biggest dream come true. I could have in my life.

LS: So you're just looking at this as another aspect of your career?
WJ: Absolutely. Mom and I were real skeptical at first because our fans mean so much to us. We spend a lot of time and take pride in meeting people, and reading our fan mail and writing letters back. This morning I was on the phone for an hour with a girl who's a real big fan of ours and lives in Stockton. She called out of the blue and we ended up talking for an hour. So what our fans think is real important to us. That's what made me nervous about this whole television thing. Fortunately, I have a Mom who's always been really great about encouraging me to change and grow and do the best that I can do. So that's how I'm looking at this whole thing. I'm tired of the sex and drugs on TV, and maybe Mom and I can make a little difference. If so, I'm all for that. Maybe it'll give encouragement to other people. I'm really big on that, because there've been a lot of people in my life who have given me encouragement, and I'd like to kind of return that.
LS: Who are those people who've encouraged you?
WJ: Everybody from my grandparents to my mother to my dad to Bonnie Raitt. All those people have instilled in me some wonderful feelings about life and what it's all about. I've been fortunate to be surrounded with really wonderful people. I think that's the best thing that's happened to my life. Take away the awards, take away the Number Ones—I think the thing I'm most thankful for are the people around me. Because I'll tell you what, I could close my eyes and fall back and I know that someone would catch me. That's a good feeling, because being number one is a real insecure place. I don't care what anybody says. I think sometimes you can get

CONT. ON PAGE 45

January 30, 1987: THE GAVIN REPORT

28
We've got the ammunition!

**The Georgia Satellites**
"Keep Your Hands To Yourself"
From the gold Georgia Satellites LP
On tour: 2/4-5 Norman, OK;
2/7-8 Denver, CO; 2/10 Casper, WY;
2/13-14 Chicago, IL; 2/15 Terre Haute, IN;
2/16 Champaign, IL
R & R CHR 9*
Gavin Top 40 9* - 7*
89% Hit Factor

**Benjamin Orr**
"Stay The Night"
From The Lace, the debut LP from the driving force behind The Cars.
R & R CHR 14*
Gavin Top 40 20
82% Hit Factor

**Anita Baker**
"Caught Up In The Rapture"
The follow-up to her #1 single from Rapture, her double platinum LP!
On tour: 2/4-5 Oakland, CA;
2/7-8 San Carlos, CA;
2/14-15 Ft. Lauderdale, FL;
2/18-20 New Orleans, LA;
2/22 Dallas, TX;
2/26 & 3/1 Atlanta City, NJ;
APPEARING ON THE GRAMMY AWARDS FEBRUARY 24.
R & R CHR
New & Active

**Howard Jones**
"All I Want"
The latest single from the new LP One To One.
R & R CHR
New & Active
Already on:
WKSE WPHD CKOI
WCAU KEGO KTKS
93FM WMMS KWK
KKRZ KWOD KPLZ

**Shirley Murdock**
"As We Lay"
From the debut Shirley Murdock LP.
Over 250,000 sold!
On tour: 1/29-30 New York;
2/1 Philadelphia, PA; 2/2 Boston MA
Already on:
WPLJ Z100 WCAU
KRBE 93FM Y100
B96 WCZY WHYT
FM102 WXKS WAVA

*Our aim is true.*

On Elektra music cassettes, records and compact discs.

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MADONNA
Her next starring role on film will be opposite Griffen Dunne in the movie "Slammer."

GREGORY ABBOTT
His debut album was recorded in his own home studio.

BON JOVI
Keyboard player David Bryan once attended New York's Julliard School of Music.

MARIE OSMOND
She recorded her first album, "Paper Roses," at the age of fourteen with Sonny James as her producer.

WANG CHUNG
This duo from Britain was formerly a trio and early on spelled their band's name Huang Chung.

SIMPLY RED
Their new album will include cover versions of "Let Me Have It All" by Sly Stone and "Love Fire" by Bunny Wailer.

GENESIS
They got their name from their first producer, Jonathan King, who'd had an earlier hit on his own with "Everyone's Gone To The Moon." The title of their first LP was "From Genesis to Revelation."

KENNY ROGERS
He has signed a multi-million dollar deal to be the spokesman for Dole Pineapple.

EUROPE
The band is from Sweden, but they're managed by Journey's manager, Herbie Herbert.

DAVID FOSTER
He's recording a song with Russia's Red Army Choir to be featured at the Canadian Rendezvous For Peace in mid-February. The song, "Love Lights The World" is actually his song "Flight Of The Snowbirds" set to lyric written in collaboration with Alan Thicke.

RESTLESS HEART
David Foster has produced and co-written a song for Restless Heart to be included in a new Michael J. Fox film, "Secret To My Success."

ADAM ANT
He has filmed roles in two TV shows: Steven Spielberg's Amazing Stories and The Equalizer.

THE SYSTEM
The entire System is two men: David Franks plays keyboards and Mic Murphy does the singing.

PAUL SIMON
His first solo hit single, "Mother And Child Reunion," took its title from the name of a chicken-and-egg dish on a Chinese menu.

ROBERT CRAY
Now that the rest of the world is discovering Mr. Cray, it might be worth checking out his first album, originally released on Tomato Records in 1980 and now being digitally remastered and re-released by Atlantic.
In my last column, I talked about the fact that our goals are often not fulfilled because we don't do a good job of goal-setting. To reiterate briefly: Desires represent our wishes--our concerns for achieving some end state, like "improving efficiency in the office," "becoming a better manager" or "losing weight." But remember that we also said that these desires are too hazy to be goals. Once we identify our desires, it is up to us to develop a set of goals that will get us--step by step--towards attaining our desires. Most of us have lots of desires, but because we don't use goals as building blocks, we often don't fulfill them.

Good goals have four characteristics:

1. They are specific. A goal is specific if it is stated in terms of results that can be observed if they are achieved. For example, instead of talking about "improving morale" (a desire), let's talk about "reducing absenteeism and turnover," which is more specific. Instead of talking about "keeping up with the paperwork at my desk" (a desire), let's talk about "filing everything that needs to be filed every week."

2. They are verifiable. A goal is verifiable if it includes criteria for measuring or assessing whether it has been achieved. For example, let's talk about "reducing absenteeism by 10 percent and turnover by 25 percent." Let's talk about verifying the completion of the weekly filing by insuring that the "in" basket is completely empty.

3. They are time-phased. A goal is time-phased if some sort of time element or deadline is included. For example, we can talk about "reducing absenteeism by 10 percent as of June 1, 1987." We can talk about implementing our new filing program next week and making sure that each week's filing is completed as of Friday, two p.m.

4. They are challenging but realistic. A goal is challenging but realistic when it "stretches" your capabilities and resources without breaking you. In other words, the goal is achievable if you put together some good action planning and resources toward attaining it. Achieving the goal is not easy, but with critical thinking and hard work, it can be done. It's better to have an easy goal that meets the first three criteria than to have no goal at all. But it's best if the goal also causes you to learn, to improve, to go for uncharted water.

What's overly challenging for one person may be too easy for another. For example, consider these goals: "Reduce turnover by five percent as of June 1, 1987." "Have at least one celebration for all hands monthly as of next month." "Find a new vendor by February 15." "Boost market share (or advertising revenue) by 10 percent as of June 1" or "Get the new computer system on line within 30 days." Are these challenging or unchallenging? Too hard or too easy? It really depends on the people involved and the situation. Perhaps, with all the other deadlines and priorities in the office, getting the computer system on line within 30 days is unrealistic. In that case, a 60-day deadline might be more challenging and still be attainable. Perhaps boosting ad revenue by 10 percent as of June 1st is not that difficult a goal. Then make it tougher: Boost revenue by 15 percent or move up the deadline to May 1.

Why go through this whole goal-setting process? Well, goals act to clarify the daily actions we take to achieve our desires. They provide us with a feeling of stability and a sense of purpose. They help us focus our efforts--that is, they narrow down our desires into small, concrete, do-able steps. In fact, you may even find you need to "chunk" your goals into sub-goals--that is, smaller ones. For example, you may decide that your goal of reducing turnover by five percent will best occur if you can set and attain some sub-goals, like "hold a celebration for all hands once per month" or "set up a task force to study the problem next week and have it present a set of recommendations within 30 days" or "allow every employee to express his/her opinion on an attitude survey every 60 days, and address each concern within the following 14 days."

Obviously, if your desire is to "become a better manager," one goal is to "faithfully read Harari's ON Management column in The Gavin Report and then implement one of his suggestions within seven days." (Sorry, folks--I simply couldn't resist the plug.)

Next column, we'll continue the theme with a discussion of tips on action planning for achieving goals. That's MY goal, anyway.
THE CLOSER YOU LOOK,
THE BIGGER THE HIT!

JOURNEY
"I'll Be Alright Without You"
America's Multi Demographic Favorite.
GAVIN TOP 40: 12*-11* 78% HIT FACTOR
GAVIN A/C: 7*-4* 94% HIT FACTOR

EDDIE MONEY
"I Wanna Go Back"
The Comeback Of The Year!
GAVIN TOP 40: 19*-13* 54% HIT FACTOR
GAVIN ALBUM: 14* - 13*

BEASTIE BOYS
"(You Gotta) Fight For Your Right (To Party)"
Platinum Plus—Top 5 National Album Sales: 200,000 Five Day!
GAVIN TOP 40: 31*-27* 38% HIT FACTOR
21 TOP TEN REPORTS

TOTO
"Without Your Love"
GAVIN TOP 40: 24*-22*
GAVIN A/C: 14*-5* 90% HIT FACTOR

BRUCE SPRINGSTEEN
& THE E STREET BAND
"Fire"
GAVIN TOP 40: CHARTBOUND 127/42

COLUMBIA RECORDS
COLUMBIA, BRE

HIPSWAY

"Honeythief"
A HOT TOPIC of conversation among programmers around the country... The name is new but the sound is so good, that key stations are adding it over established acts. Don't wait, it's a hit NOW!

GAVIN TOP 40: DEBUT 40* 151/24
GAVIN ALBUM: CHARTBOUND

PAUL YOUNG

"Why Does A Man Have To Be Strong"
Thank you Out-Of-The-Box Believers

99KG WHNY KFBD WFX WOVO KJLS WDBR
KRAG KCIL KQID WPFR KHWK 99DTX WKRZ
WINK KOIZ KNAN WVBS KBOX KCAQ KKAZ
GAVIN A/C: DEBUT IN NEW

COLIN JAMES HAY

"Hold Me"
The driving force and voice from the Australian land down under...

ALBUM DEBUTS ACROSS THE BOARD WITH ALBUM RADIO

MAJOR MARKET TOP 40 RADIO INCLUDES:
WPHD KTKS KMJZ KPLZ KNBO

BANGLES

"Walking Down The Street"
The Next #1 Single From The Second Biggest Selling Album In The Country!

D. "T.,
Day Jun
GA

HIT AFTER HITA

www.americanradiohistory.com
THE PSYCHEDELIC FURS

"Heartbreak Beat"
America loves the Furs!
On their 4th and largest North American tour last summer, every show was completely sold out in advance. Capture your listeners now by playing this record first.

SAMMY HAGAR

"Winner Takes It All"
The first hit single from Sylvester Stallone's forthcoming movie "OVER THE TOP." You and millions of other Americans saw the preview advertisement for this film on Superbowl Sunday.

SANTANA

"Vera Cruz"
Carlos is back with vocalist Buddy Miles to create one of the best Santana records ever.

GREGORY ABBOTT

"I Got The Feeling (It's Over)"
When all is said and done, this record will go to #1.

AVED EDMINDS

"The Wanderer"
EO's nationwide tour starts in Boston on January 28th

Gavin Album: 21* - 14*

www.americanradiohistory.com
January 30, 1987

**"Light Of Day" The Barbusters (Epic)**
The first real rock n roll single I've heard that made me wanna reach for the nitro pills. The Barbusters are Joan Jett, Michael J. Fox, Michael McKean, Paul Harkins and Michael Dofan. The song works because it's brilliantly performed, written by Bruce Springsteen and represents the guts of the great Paul Schrader's new film of the same name. This song is kill, kill, kill. "Anything" The Damned (MCA)
On the subject of kill, how about the Damned? A double shot is "Anything" into a ruthless version of Love's "Alone Again Or," written by Maria McKee's big brother. I'll be damned. The Damned are back.

**Chasing Shadows - CS @ Angels (Island)**
No that's not a typo on the artwork. Everywhere it says Comsat Angels, there's a deliberate obscurity due to a threat of aggression from the satellite communications people. But an international corporate world can't stop the music. Robert Palmer (appearing on "You Never Know") took a personal interest in the band, guiding them to their newest label home. In the past, the Angels were good for one or two high points per album. Now they seem to have hit on a higher level of consistency. "The Cutting Edge" is one of those sneaky addition trax. It's one of those artificial environment groovers that tend to take you away...in fact...the cut...induces...a feeling...of daydream-like euphoria...Aaaaaah. Trax: "The Thought That Counts," "The Cutting Edge" and "You'll Never Know."

**"Heaven Tonight" - Waysted (Capitol)**
With the name, the sword and the muscles, you expect megadeath. What you get is a well-constructed, not overly obnoxious hard rock song that doesn't sound "waysted" at all. In fact, I hear energy from Pete Way and Phil Chapman, a couple of UFO refugees.

**"Just Like Fire Would" - The Saints (TVI)**
This band is like a careening semi-truck. You can see it coming fast and furiously. The upcoming LP, All Fools Day, is sensational. "Just Like Fire Would" is the first sample track to be isolated on a twelve-inch. Call Steven Gottlieb at 212-929-3245 for an advance Aussie tape.

**Looking For Jack - Colin James Hay (Columbia)**
Colin James Hay has found happiness going back to the egg. After selling in the millions as a Man At Work, Hay is re-establishing his identity. If you think about it, it's an enviable position to be in. Paired with producer Robin Miller (Sade, Big Country), Looking For Jack is Colin Hay looking for Colin Hay. The material is a blend of dreamlike international travelogues and introspective quandaries. The first three trax set the airplay tone. My favorite is the title track with guitarist Hay. Stations gunning for the older sophistacates will get further on the case. This time around, Hay does get serious, something I guess we all get around to. I never mention videos, but I must add that the effects on "Hold Me" are quite marvelous.

**A Change Of Heart - David Sanborn (Warner Bros.)**
Known as both the host of a blossoming jazz radio show and a master sax man. DS's new effort, A Change Of Heart, features two trax where the man blows his sax and my mind. I love "Chicago Song" and the rockin' "Tintin." The remaining mood pieces excel as well.

**FRONTLINE**

[Image of album covers: Robert Cray, Los Lobos, Alan Parsons Project, The The, Julian Cope, Concrete Blonde]
**MY 2 CENTS**

With a burst of heavy rotations, Eric Clapton is the new #1 Gavin Album, dethroning a long reign by the Pretenders. Meanwhile Los Lobos jump into the Top Five. Robert Cray has so far kept a lock on the #3 position for three weeks. Both Cray and Lobos will be going all out, scratching for the Top-of-the-Heap. Since you can only fit four albums in the Top Four, World Party was pushed down a slot. As "Ship of Fools" is being shipped to Top Forty, the World Party is spreading to both the title track, "Private Revolution," and the group title track "World Party." I'm sure this record has exceeded almost everyone's imagination as far as impact. This record has been cooking on the Gavin Album chart well over four months. Another champion of longevity is Bruce Hornsby & The Range. Bruce threw a block in front of Alan Parsons, another solid Top Ten contender. Both Hornsby and Parsons are enjoying across-the-board Album airplay, both from rock stations and adult-oriented outlets. Airplay on Parsons is almost entirely on "Higher Ground." Georgia Satellites retain both a lock on #9 plus an underline because of solid action on three trax. Just below the Top Ten is a cluster of strong Album Radio entries. Boz Scaggs, KBC's "America," Eddie Money, Dave Edmunds, David & David and Julian Cope is a real rat rack pack. Boz Scaggs couldn't be much bigger. Eddie Money's "I Wanna Go Back" is a double Album and Top Forty hit. David & David is on their third Top Ten assault. Julian Cope was one of three CERTIFIED

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<th>Chart Position</th>
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<tr>
<td><strong>CERTIFIED</strong></td>
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<tr>
<td>Julian Cope (Island)</td>
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<td>Lou Gramm (Atlantic)</td>
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<td>Colin James Hay (Columbia)</td>
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**MOST ADDED**

1. "Heartbreak Beat"-Psychedelic Furs (Columbia-12)
2. "Winner Takes It All"-S Sammy Hagar (Columbia-12)
3. "Vera Cruz"-Santana (Columbia-12)
4. "The Cutting Edge"-C.S. Angels (Island-12)

**CHARTBOUND**

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<tr>
<th>Album</th>
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<tr>
<td><em>Psychedelic Furs</em> (Columbia) &quot;Heartbreak*</td>
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<td><em>Over The Top</em> (Columbia) &quot;Sammy Hagar*</td>
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<td>Concrete Blonde (IRS) &quot;True&quot; Hollywood*</td>
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<td>Starship (Grunt/MCA) &quot;Stop*</td>
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<td>Shriekback (Island) &quot;Buddha*</td>
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<td><em>Santana</em> (Columbia) &quot;Vera Cruz*</td>
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<td>China Crisis (Virgin/A&amp;M) &quot;Arizona*</td>
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<td>Talking Heads (Sire) &quot;Sale*</td>
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<td>Paul Simon (Warner Bros.) &quot;Boy*</td>
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<td>Telsa (Geffen) &quot;Modern*</td>
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<td>Pseudo Echo (RCA) &quot;Dream*</td>
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<td>Crowded House (Capitol) &quot;Dream*</td>
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<td>Spoons (Mercury) &quot;Borders*</td>
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<td>Beastie Boys (Def Jam/Columbia) &quot;Fight&quot; XTC (Geffen) &quot;Earn*</td>
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<td>Cinderella (Mercury) &quot;Nobody's*</td>
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<td>C.S. Angels (Island) &quot;Edge*</td>
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<td>Peter Hammelmann (Island) &quot;Confession*</td>
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this week. Julian is enjoying success with the Gavin sample of Album tastemakers, showing a tremendous three week growth pattern of

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30-26-16. The other two CERTIFIEDs were easy choices. Lou Gramm, just as his LP hits the streets, kicks onto the chart, debuting at #27. Right on Lou's tail is the third CERTIFIED, Colin James Hay...Huey Lewis' on-again, off-again underliner is on again. Huey is getting supplemental support on "I Know What I Like" and "Whole Lotta Love." Stevie Ray Vaughan's "Willie the Wolf" has proven to be the best choice for singledom. Stevie Ray raves from 40-29. Look who else is back in the chartlife again--Steve Winwood at #33. REO debuts at #37 as well. Look for the Speedwagon to easily break the low twenties next week. The Top Three Most Added all came inside the same box. I'm referring to the Furs, Sammy Hagar listed as Over The Top (which a movie with Sylvester Stallone usually is), and Santana. Bringing up the rear is a fine album, C.S. Angels. This week the Chartbound is a Crowded House with possible debuts for next week like the Furs, Hagar, Concrete Blonde, Starship, Santana and Talking Heads. Don't be surprised if Shriekback and China Crisis appear on the chart during the next few weeks... XO KZ

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**Editor: Kent Zimmerman**

**ALBUM CHART**

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

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www.americanradiohistory.com
WILD SEEDS (Jungle) "Heart"

1. Head - THE BATFISH BOYS (Twilight)
2. Chasing Shadows - C.S. EVAN JOHNS
3. Rave - MOOD PLAN
4. Albert Collins (Alligator)
5. Minutemen (SST) "Picnic"
6. Primitons (What Goes On) "Blue"
7. Rave Ups (Fun Stuff)
8. Godfathers (Link)

Alternatives and their loyal base co-changes, with the growing commercial radio already we've had three new fatigues. Our reporting stations and Alternative format everything from the new year and most looking great, but with occasional appreciations for occasional twists and squirms along the lead song "Wire Animals." Call Graham Hatch @ (818) 506-6886.

We've only four weeks into the new year and already we've had three different #1 albums with The Making an incredible jump from 7 to 11 both XTC and The The are strong in commercial radio but The The's slight edge with college stations gives them a precarious, but growing, 5% lead. The Stranglers are climbing through the field and showing little sign of fatigue. Our top ten welcomed a large number of new entrees - three Los Lobos, Concrete Blonde and The Mission UK.

The top five is about to encounter some major changes, with the aforementioned albums and co-certified Husker Du. Husker Du is achieving favorably response at commercial Alternatives and their loyal base is very pleased with four sides of music to choose from.

Winter Hours, The Three O'Clock an co-certified Godfathers appear top ten - bound. Expect high debuts next week from the Psychedelic Furs (our Most Added), Andy

**CHARTBOUND**

**PSYCHEDELIC FURS** (Columbia-12) "Beat"
**COLIN NEWMAN** (Enigma) "But"
**HIPSWAY** (Columbia) "Honey/Thief"
**CHINA CRISIS** (Virgin/A&M-12) "Arizona"
**THE FALL** (Beggars Banquet-12) "Sinister"
**WIRE** (Mute) "Snakes"
**SPOONS** (Mercury/PolyGram) "Bridges"
**DREAMS SO REAL** (Coyote) "Summer"
**PSEUDO ECHO** (RCA) "Dreams"
**NEW MODEL ARMY** (Capitol) "Hunt" "Lights"
**ANDY WHITE** (MCA) "Soldier's"
**C.S. ANGELS** (Island) "Edge"
**DAMNED** (MCA) "Anything"
**DRIVIN N CRYIN** (ECB) "Bacon"
**FEELIES** (Coyote) "Slipping"
**PETER HIMMELMAN** (Island)
**LYRES** (Ace Of Heart) "Not"

White and the C.S. Angels. The Gavin Seminar is just around the corner and most everything is in place. Attendance from the Alternative format is looking great, with most of our reporting stations and all of our label representatives coming to San Francisco February 19th-21st. Confirmed Alternatives stations attending at this point include 91X, CFNY, WLR, WXTK, KTCL, KABL, WAXI, WNYU, WWVF, WUSC, WRAS, WUOG, WWU, KDKF, KTAC, KUCI, KCPR, KFJC, KUSF, KDVS, KBVR, KCMU and many others to be announced in the next few weeks. Don't forget the Alternative format meeting on Thursday, February 19th from 6:00 p.m.

**SPOTLIGHT LP**

Moonhead: Thin White Rope (Frontier)

Thin White Rope are from Davis, California, a mid-sized agricultural and college community one hour east of San Francisco that claims a list of Alternative bands including The Dream Syndicate, Game Theory and (the late) True West. That strikes me most about TWR is their subtle approach to songwriting and recording in the context of rock & roll. "Take It Home," "Crawl Piss Freeze," and "Not Your Fault" have a stern tone and gradual pace that twists and squirms along like a cautious snake in desert rocks. Their upgraded production is a welcome addition and particularly beneficial to the lead song "Wire Animals." Call Graham Hatch @ (818) 506-6886.

Head The Batfish Boys (Twilight)

Having been a huge fan of the March Violets, I've been anxious to hear how ex-singer Simon D would fare after departing. I'm pleased to report that Simon D is alive and well as lead singer of the English band The Batfish Boys. Much like the March Violets, the Batfish Boys are rock n roll warriors with an appreciation for occasional flash and glitter—like a cross between Iggy & The Stooges and T. Rex. The strongest tracks, "Justine" and "Love Pig," are both driven by powerful guitar hooks and Simon's coarse and sinister vocal style. The Gods Hate Kansas' addresses (I presume) the ABC-TV post-nuclear holocaust movie "The Day After" from a foreigner's peculiar point of view. The Gods Hate Kansas? Peter

**CERTIFIED**

**HUSKER DU** (WARNER BROS.)
**GODFATHERS** (LINK)

**MOST ADDED**

1. "Heartbreak Beat" - PSYCHEDELIC FURS (Columbia-12)
2. "Rave On Andy White" - WHITE ANDY WHITE (MCA)
3. "Chasing Shadows" - C.S. EVAN JOHNS
4. "Rave" - MOOD PLAN
5. "Albert Collins" - ALBERT COLLINS (Alligator)
6. "Minutemen" - MINUTEMEN (SST) "Picnic"
7. "Primitons" - PRIMITONS (What Goes On) "Blue" "Laughing"
8. "Rave Ups" - RAVE UPS (Fun Stuff) "Dreams"
9. "Lone Justice" - LONE JUSTICE (Geffen) "Love" "Shepherd" "Dixie"
10. "Husker Du" - HUSKER DU (WARNER BROS.) "Wishful Thinking"
11. "Godfathers" - GODFATHERS (Link) "Freaks"
12. "Dandy Warhols" - DANDY WARHOLS (Coyote) "Dreams"
13. "Pretty Things" - PRETTY THINGS (RCA) "Dreams"
14. "The Cranberries" - THE CRANBERRIES (Columbia) "Dreams"
15. "Bleach" - BLEACH (MCA) "Dreams"
16. "The Jesus and Mary Chain" - THE JESUS AND MARY CHAIN (Columbia) "Dreams"
17. "The Pixies" - THE PIXIES (Epic) "Dreams"
18. "Debaser" - DEBSER (Mercury/PolyGram) "Dreams"
19. "The Breeders" - THE BREEDERS (Mercury/PolyGram) "Dreams"
20. "The Pixies" - THE PIXIES (Epic) "Dreams"
21. "The Opener" - THE OPENER (Epic) "Dreams"
22. "The Pixies" - THE PIXIES (Epic) "Dreams"
23. "The Pixies" - THE PIXIES (Epic) "Dreams"
24. "The Pixies" - THE PIXIES (Epic) "Dreams"
25. "The Pixies" - THE PIXIES (Epic) "Dreams"
26. "The Pixies" - THE PIXIES (Epic) "Dreams"
27. "The Pixies" - THE PIXIES (Epic) "Dreams"
28. "The Pixies" - THE PIXIES (Epic) "Dreams"
29. "The Pixies" - THE PIXIES (Epic) "Dreams"
30. "The Pixies" - THE PIXIES (Epic) "Dreams"

ALSO: STUART, WBRU 401-272-9550


PETERBOROUGH, NH

JIM LEONARD-WDMX 930-724-9175


HANOVER, NH

BHVSAUS/WACHEN/WFRD 630-946-3313


HANOVER, NH

LENNER/BNFIELD/WDR/AM 630-946-3286


DURHAM, NH

USA SECUR/WUN 603-892-2087


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GROSSBERND/TURNER-WAS 404-655-2240

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SAVANNAH, GA
THOMPSON/WESTON-WX 912-877-1278

TAMPA, FL
DON DAZ-WFNE 813-228-5000

MIDWEST
AKRON, OH
COLLE/S/DAGHEETTH WONE 216-535-7231

Oxford/cincinnati, OH
MATTHEW HARRIS-WOYX 513-523-4114

MILWAUKEE, WI
JARETTA/LAWSON-WBGK 414-964-8700

MINneapolis/ST. PAUL, MN
KOM ORNBERG-KAB 612-647-5225

January 30, 1987/the GAVIN REPORT
ADDS: Genesis, Lou Gramm, Flaming O's, REO. MAX: Pretenders, Clapton, KBC, B.Hornsby, E.Money, David +, Bruce Springsteen, Timbuk 3, Georgia S., Madison, Chicago, Russia, Tour, Starship, Texas, T.Tuesday, Karen Blake, B.Raitt, DeBurgh, Leo Kottke, R.Jungklas, EVANSTON /CHICAGO. IL

REGINA. SK

LBREHMER /N.WINER /KTL-907-1700

BRIAN TALLEY


GRAND FORKS, ND

MICHIGAN HANS-KNOXFM 701-775-4611


EVANSTON/CHICAGO. IL

DON ASHBRON-WNR 711-249-7101


CHICAGO IL

BRENNER-MWINER-WKRT 312-777-1700


LITCHFIELD, IL

BRIAN TALLEY-WSMI 217-324-5921


ST. LOUIS, MO

TED HABECK-M KLOSE-WNR 618-392-2007

SAN FRANCISCO, CA

DAVE LOGAN/KEGO 415-986-1045

ADDS: T. Heads, Santana, Over/Top, Lone Just. MAX: Clapton, S. Miller, David +

STEVE KIRBY

C. WIDING/K. STONE - KINK

PORTLAND, OR

TOM KRUMM - KZAM

EUGENE, OR


YOSEMITE FALLS, ID

JUHANNES SORENSEN KITZ 208-332-3722


BOISE, ID

JINGO GEMES KUSK 208-335-1584


SEATTLE, WA

P. MAYS/C. HANLEY KEZK 206-633-5590


SEATTLE, WA

JIM KELLER KEKT 206-281-5800


SEATTLE, WA

FAITH HENSEL/KCMU 206-543-1660


YAKIMA, WA

RON O’BRIEN/KATS FM 509-457-8117


ANCORAGE, AK

CARTER B. VARGAS/WHALFM 907-344-9622


KELOWNA, BC

VIGGIANI/RED CHIM FM 604-762-3331

INCENTIVE PAY, PART TWO

Last week's column was a discussion of the merits and drawbacks of "ratings-based pay" for DJs who otherwise are not compensated in such a way as to provide incentive either to strive for extra effort or to stay at a station long term.

I explained why I felt that pay based on ratings could have more of a negative than positive effect on air staff performance, because so much of the ratings results are not directly attributable to the efforts of individual DJs.

Yet if DJ income can somehow be tied to station income, the air staff should gain that extra motivation--to work together to benefit the station as a business, to work with the sales staff in finding ways to increase income potential without damaging programming, and to stay with the station and grow with it, rather than grow by moving from station to station, which is the usual way.

To the best of my knowledge, this is fairly virgin territory, although some stations undoubtedly are tackling the problem effectively because it is in their own best interest to do so. Many GMs fail to recognize this fact--or even that money is a motivator for the programming side.

Money is a motivator, though usually less so for the programming folks than the sales side, where it is often 100 percent of the motivation.

Therefore, though commission on sales is often the full compensation for the salespeople who bring in revenue for the station, the air staff--who do have jobs whether the station is billing big or small and have no direct control over the billing--should be salary-based. However, I do feel the station's own interest is to compensate them based on the success of their product in the marketplace. The method that seems fairest and most likely to bring the desired rewards for the station is as follows:

Establish salaries, either a fixed amount regardless of airshift or amounts determined by the importance of the air shift (with longevity raises in both cases), and then allocate a percentage of the monthly profit (income above expenses) to equal monthly bonuses among all fulltime program personnel (perhaps a little more to the PD, who presumably is the architect of the product), with some formula for the inclusion of part-timers, too. In fact, I would even extend this to the office staff in some manner. In a sense, this makes them stockholders in the station, receiving dividends on the station's success--but only while they work there.

In order to bring about the unity of purpose, there would have to be no suspicion that the "dividend" was not fully paid, so the station would have to post at least a rough profit and loss statement with the announcement of the monthly "dividend." I know many stations shrink from opening the books to the staff in any way (I myself have PD'd at stations where I was not told what the billing was, or the expense total above which a profit would be realized.) But if the staff is not informed of the station's performance as a business, it cannot be expected to worry about the station's performance as a business. And with this "dividend" system, the staff benefits when the station does profit, so posting a profit is likely to improve teamwork.

Of course, there are some stations where profits are seldom realized. It is possible that, when staffs are aware of a stated "dividend" policy, and see how losses occur in monthly postings, they may have suggestions for cutting expenses or improving sales that may help bring profits about! (Paying bonuses to individuals who come up with ideas that improve the bottom line can be desirable, too.)

I'd really like to hear from stations who have tackled this problem about what they did and how it turned out. Maybe you have an idea that will improve the whole industry! Write me c/o the Adult Contemporary Music Research Letter, 1837 SE Harold Street, Portland OR 97202-4932, or through the Gavin Report.

I'd like to acknowledge a letter I received from Sandra Gwyn, co-owner of WRFC/AM Athens, GA, and current president of the Georgia Association of Broadcasters. In response to my recent three-parter encouraging all AM stations to go stereo now, using a C-Quam compatible system, she writes, "I have used your series to keep G.A.B. members up to date and motivate them to expedite their decision to get on the very small bandwagon of AM STEREO stations."

Referring to the outgoing FCC chairman who refuses to consider the belated selection of just one AM stereo system, she says, "Mark Fowler will not change his mind, but your justifiable tactic of acknowledging that C-Quam has already won the 'marketplace' contest is probably the most feasible maneuver. Not to mention that it's true!!"

"Perhaps only a day-in, day-out concrete pounder (sales rep) can fully grasp what's at risk. I remember when an AM was number one in every market. We let it happen a year at a time--but hopefully it's not too late. Who wants to lose the AM band in the USA? Too bad AM/FM owners let their complacency keep them from helping as they could."

I hope to see Sandra--and you--next month at the second annual Gavin Seminar!!

"If the staff is not informed of the station's performance as a business, it cannot be expected to worry about the station's performance as a business."
caught up in the fame and fortune, thinking things like, "Oh my God, what if my next record doesn't go Number One? I don't like to worry about things like that.

LS: Yes, but I'm sure it's hard not to.

WJ: You know what I do? In all honesty, if you'd asked me six months ago, I would have told you that I was a little paranoid. But I recently moved from the country to a four-year-old house that's got a tin roof and I hang out there with my four dogs. I just decided that I was going to be happy. I mean, I don't want to end up just another miserable singer. I think people were expecting me to become miserable, but that's why I left and moved around. I think if I ever got involved in anything that wasn't positive, they would be saying, "Wynonna, we expect more from you." So basically I woke up one day and decided I was going to be happy and not let stupid things get to me. For example, our manager, Ken Stilts told us the other day that if our next single goes number one, that it will be the number One in a row from any female artists in Country music. And I thought, "You know, that's great and all, but I'm certainly not going to worry about whether or not it will happen." I met Bonnie Raitt and found out that even for her—the most talented person I can think of—things aren't always great. It makes you count your blessings.

LS: What have you done to spoil yourself since you've become successful?

WJ: I think probably the biggest thrill for me is taking friends out to dinner. I'll pile everyone in the car and pick up the tab. The friends I have are great and don't have the attitude of, "Oh, she's picking up the tab—she's showing off" or "If she doesn't pick up the tab, she's tight." I have several friends that I've known since high school that are my best friends in the world. They know I'm rich and don't expect anything from me. One thing I've learned from success is that you really find out who your friends are. I'm a very emotional person. I love people and I trust people so much, this has been a really great opportunity for me to show how much I care.

LS: Have you ever thought about making a record that would transcend Country?

WJ: That's funny that you would mention that. Joe Galante and Randy Goodman came to us and said, "We played the album for RCA in New York, and they just went nuts. They're really excited about it and we've got all kinds of interest from the pop department." I was laughing because my sister Ashley—who likes everything from the B-52's to Big Band—likes our music. My grandmother, who's very traditional and likes the old music, the kind you come away humming—she loves the music that we sing. Then I've got rock n roll friends that listen to nothing but rock n roll that have our records in their collections. So in my heart, our music has already transcended Country. I've had people come up to me and say, "I drive a John Deere tractor, and I listen to your music in my tractor." Then on the other hand, I've had guys come up to me like the Q Man of the Universe who drives a Mercedes to work and plays our tape in his car. So I don't need commercial success to prove that to me. I've had wonderful, weird people come up to me and share their little story about how they enjoy our music. And you know, even though there are people who come up to us and say, "I don't know anything about your music, but I saw you and your mother on a talk show, and I really love you guys because of what you stand for." Mom gets all the single parents. All the single working mothers, the women her age who are working as secretaries—they all really love Mom, because I think she represents their dream. Then I get the kids from my age down to the five-year-old who knows all the words to "Have Mercy." It's wonderful, because it's already there for me. I don't need to look on the charts to tell that. Besides, if everyone in the whole universe said that something we put out was great, but the immediate people around me didn't, then it wouldn't matter. It's just like a little nucleus here. If it goes through them and they like it, then I really don't need anything else. At least I'm trying to get to that place.

LS: Have you always used Brent Maher as your producer?

WJ: Are you kidding? Of course. If you've got a filet mignon, why eat hamburger? I just love Brent—I could talk an hour about him. He's so wonderful. I must say that there've been times in my life that I've been intimidated by the fact that I'm only twenty-two. And being in the studio is a real emotional experience. I go home at night and just stare at the walls, because I feel like a mad scientist creating a

for.

LS: Before you lived in Kentucky, you lived in L.A. for a while. From what I've read, when you lived in Kentucky, you didn't have a lot—just the TV or phones. Did you hate it after having gotten used to all those things living in L.A.?

WJ: No, and I'll tell you why. When we were living in California, I'd go to Kentucky every summer, I'd hang out on my aunt and uncle's farm, then I'd read and survived in that environment before I was thrown into living there full time.

LS: In other words, you knew what you were getting into.

WJ: I did and it did a lot for me. It forced my sister Ashley and me to learn to get along and be each other's best friend. When you're a child, you just take things like that for granted. Now I feel like I should think of my mother over and over again for the things she's shown me and the things she's forced me to do. She made us live without a TV, which forced Ashley and me to play together and learn to love each other. So many kids end up not having anything in common with their brothers and sisters, and I think that's real sad. So, in retrospect, the things that Mom forced us to do are just wonderful. It forced me to be creative, it forced me to form my own ideas, rather than just watch TV and waste my imagination. When we lived in Hollywood, all I did was watch "The Brady Bunch" and eat Ding Dongs. Then we moved to the top of a mountain in Kentucky and had a garden and my Mom canned food. She was a vegetarian and we were all real healthy. I think if you asked me what the favorite time in my life has been, it would be then—now that I look back.

LS: Did you realize that you were happy then?

WJ: Yes, very. The school system wasn't great—people spend more money on roads in Kentucky than on the schools. So school bored me a little bit, and my studies started going a little downhill because I lost interest. But I became creative. I became so involved and addicted to music that I couldn't see straight. All I wanted to do was write and produce records. I wanted to learn more songs. I went to school with the kids in the McClain family, and we'd go to bluegrass festivals and I'd think it was really cool. I thought it looked like a great way to have fun. I was drinking or drugs in high school. I was into music so much that I didn't have time for anything else. I didn't have my first boyfriend until I was nineteen. I had the same boyfriend for three years and a half years, and I have a real small nucleus of friends, because I think my music's always been so important to me that I haven't had time for much else. I guess music's really kept me out of trouble. The best thing about music is that it allows you to be yourself. It's almost like teaching a child to love them for themselves, not because they've got a $300 sweater on. Music helps you to feel comfortable with yourself, even if you don't do it professionally.

LS: So you've had the best of both worlds—the simple life in Kentucky and an exciting life in California.

WJ: Yes, and I've also been influenced by my Dad, and my Mom, and they're very different. My dad lives in Lexington—he's in the thoroughbred business. He taught me to be

"I don't think I'd be comfortable singing a cheatin' song with Mom beside me."
real independent, and my Mom taught me to be nurturing. Mom has a "Right is right and wrong is wrong" attitude, whereas my Dad has an independent "Go for your gut instincts" attitude. So I feel like I had the best of both worlds in that respect also.

LS: When you first started touring, would you get stage fright before you'd go on stage?

WJ: We're talking seizures. I certainly wasn't prepared for it. The first time we were ever on stage, we were in front of 20,000 people. We were in Omaha, opening for The Statler Brothers. I think back on it now and I'm amazed that I got through it. I felt like the kid on the high dive with twenty kids standing in line behind me saying, "You can't come down, you have to jump."?

LS: Do you still get stage fright?

WJ: Are you kidding? Of course I do. I don't think there's anything more terrifying than realizing that it may be the same music and we may have the same band, but it's not the same audience.

LS: How has all the success of The Judds affected your sister Ashley? Does she ever get jealous?

WJ: I don't know—she's never let on to that. She would call me and say things like, "I heard 'Love Is Alive' on the radio today and I saw you on TV, and by the way, I got my prom dress yesterday, you should see it." Things like that will happen and I'll think, "Oh my goodness." But we try to bring her on the road and take her to award shows and try to work it out where she can be with us when it's possible. Ashley has really turned out to be our biggest fan. She always wants to know what's going on. I think that Ashley has a good attitude and realizes that this is a dream come true for all of us. I also think that she looks at it like, "Maybe Wynonna deserves it, because she's always been weird anyway and would've never made it in any other profession." (laughs). And although she has handled this all very well, sometimes I wonder if she's thinking, "Why isn't my mother be there when I need her?" But Ashley lived with my grandmother—my Mom's mom—and finished high school there. She was staying in my Mom's old room and my

'I got the name Wynonna from a song called 'Route 66.' There's a line that says, 'Flagstaff, Arizona, don't forget Wynonna.' So I just decided to change it.'

grandmother really took care of her. She wasn't stuck with a nanny, she was surrounded by people who loved her. And people who know Ashley are always commenting about how well-adjusted she is.

LS: Everyone describes you two jobs as a Cinderella story. Do you ever feel like that's kind of exaggerated, that you worked really hard to get where you are?

WJ: I do feel like my mother has really worked hard and deserves this. Ever since I was eighteen years old, I've worked two jobs to support us. There are times when I can remember her on the phone begging the landlord to let her send the rent in late. In my case, the Cinderella story is kind of true. It was like I woke up one morning and we were successful. For about a year after that, I walked around thinking, "Why me?—do I deserve this?" But I look at Mom and I see a forty-year-old woman who's starting a brand new career with her kid, who's worked herself to death and was just creatin' and drivin' songs. I think Country music has gotten that label. When you hear a song like "Grandpa" you just can't help but love it, because you identify with it. One of my favorite songs that Mom and I sing during our show—it's also on our new album—dates back to 1936. It's an old Appalachian song called 'The Sweetest Gift—A Mother's Smile.' That was one of the first songs we learned together. Songs that we sing really have to mean something personal to us. It has to be something we can relate to as a mother and daughter. I think that's the key. I don't think I'd be comfortable singing a cheatin' song with Mom beside me.

LS: Have you always liked Country music best, or when you were younger did you listen to a lot of Top 40 radio?

WJ: When I was younger, I was interested in music, I was really into bluegrass. When we lived in Kentucky, we couldn't afford $8.98 albums, so there was a second-hand record store near us, and we'd go there and by records for $1.99. They turned out to be some of the greatest records of my collection, like the Delmore Brothers, the Boswell Sisters, Hazel and Alice on Rounder Records, Ralph Stanley. That was the beginning of my musical addiction. At that point in my life, I hadn't discovered Bonnie Raitt or Little Feat. It wasn't until we moved to Marin County that I discovered that kind of music.

LS: Emmylou Harris sings on 'The Sweetest Gift,' doesn't she?

WJ: Yes, that song was decided on at the last minute. We had the album done, and Brent called us at the last minute and said, "The tenth song just doesn't cut it. It's not appropriate for this album. What would you think of bringing in a guitar and you two singing one of the old songs that you know?" We thought it was a great idea, so we went in and did "The Sweetest Gift." That was the first song that we sang when we did our audition for RCA. After we left for our tour, they brought Emmylou into the studio and added her vocals. Our manager brought me the tape after they were all done with it, and I cried when I heard it. It was so touching for me, because I've been listening to Emmylou Harris since I was twelve years old. Besides that, her husband, Paul Kennerly, wrote both "Cry Myself To Sleep" and 'Have Mercy.'

LS: What was it like having the Jordanares sing back-up on 'Don't Be Cruel'?

WJ: That was such a thrill meeting them. When they came in to do it, they kept reminding me that they originally recorded the song before I was even born.

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**COUNTRY CHART**

**CERTIFIED**

- **HIGHWAY 101**
  - *The Bed You Made For Me* (Warner Bros.)
- **T.GRAHAM BROWN**
  - *Don't Go To Strangers* (Capitol)

**MOST ADDED**

- **THE JUDDS**
  - *Don't Be Cruel* (RCA/Curb) 75 adds
- **MICHAEL MARTIN MURPHEY/HOLLY DUNN**
  - *A Face In The Crowd* (Warner Bros.) 49 adds
- **REBA McENTIRE**
  - *Let The Music Lift You Up* (MCA) 49 adds

**TOP REQUESTS**

- **RANDY TRAVIS**
  - *There's No Place Like Home* (Warner Bros.)
- **GEORGE STRAIT**
  - *Ocean Front Property* (MCA)
- **EARL THOMAS CONLEY**
  - *I Can't Win For Losin'* (RCA)

**ARTIST & TITLE**

- **LEE GREENWOOD** - *Mornin' Ride* (MCA)
- **EARL THOMAS CONLEY** - *I Can't Win For Losin'* (RCA)
- **RANDY TRAVIS** - *There's No Place Like Home* (Warner Bros.)
- **S-K-O** - *Baby's Got A New Baby* (MTM)
- **Crystal Gayle** - *Straight To The Heart* (Warner Bros.)
- **Eddy Raven** - *Right Hand Man* (RCA)
- **RESTLESS HEART** - *I'll Still Be Loving You* (RCA)
- **JUICE NEWTON** - *What Can I Do With My Heart* (RCA)
- **Sweethearts Of The Rodeo** - *Midnight Girl/Sunset Town* (Columbia)
- **STEVE WARINER** - *Small Town Girl* (MCA)
- **Ronnie Milsap** - *How Do I Turn You On* (RCA)
- **Nitty Gritty Dirt Band** - *Fire In The Sky* (Warner Bros.)
- **KENNY ROGERS** - *Twenty Years Ago* (RCA)
- **THE STATLER BROTHERS** - *Forever* (Mercury)
- **THE GATLIN'S** - *Talkin' To The Moon* (Columbia)
- **Tanya Tucker** - *I'll Come Back As Another Woman* (Capitol)
- **MARIE OSMOND** - *I Only Wanted You* (Capitol/Curb)
- **GEORGE STRAIT** - *Ocean Front Property* (MCA)
- **JOHN SCHNEIDER** - *Take The Long Way Home* (MCA)
- **ALABAMA** - *You've Got* *The Touch* (RCA)
- **THE BELLAMY BROTHERS** - *Kids Of The Baby Boom* (MCA/Curb)
- **Willie Nelson** - *Partners After All* (Columbia)
- **GEORGE JONES** - *The Right Left Hand* (Epic)
- **Anne Murray** - *On And On* (Capitol)
- **Ed Bruce** - *Quietly Crazy* (RCA)
- **RICKY VAN SHOLTEN** - *Wild Eyed Dream* (Columbia)
- **HIGHWAY 101** - *The Bed You Made For Me* (Warner Bros.)
- **LACY J. DALTON** - *This Of Town* (Columbia)
- **Gary Morris** - *Leave Me Lonely* (Warner Bros.)
- **Keith Whitley** - *Homecoming '83* (RCA)
- **SAWYER BROWN** - *Gypsies On Parade* (Capitol/Curb)
- **T.GRAHAM BROWN** - *Don't Go To Strangers* (Capitol)
- **WAYLON JENNINGS** - *Rose In Paradise* (MCA)
- **TONY WORAT** - *The Rock And Roll Of Love* (EMI America)
- **RONNIE McDOWELL** - *Lovin' That Crazy Feelin'* (MCA/Curb)
- **Eddie Rabbitt** - *Gotta Have You* (RCA)
- **Lyle Lovett** - *Cowboy Man* (MCA/Curb)
- **MICHAEL JONES** - *The Moon Is Over Her Shoulder* (RCA)
- **REBA McENTIRE** - *Let The Music Lift You Up* (MCA)
- **Dan Seals** - *You Still Move Me* (EMI America)

**CHARTBOUND**

**ARTIST & TITLE Report**

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<th>ARTIST &amp; TITLE</th>
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<tbody>
<tr>
<td>MICHAEL MARTIN MURPHEY/HOLLY DUNN - <em>A Face In The Crowd</em> (WB)</td>
<td>110</td>
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<td>SHOOTERS - <em>They Only Come Out At Night</em> (Epic)</td>
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<td><em>THE JUDDS</em> - <em>Don't Be Cruel</em> (RCA/Curb)</td>
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<td>DON WILLIAMS - <em>Senorita</em> (Capitol)</td>
<td>81</td>
<td>33</td>
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_Total Reports this week 172 Last week 172_
ARRIVING AT RADIO NOW!

"THEY KILLED HIM"

THE DEBUT SINGLE BY

KRS KRISTOFFERSON

(ONE OF AMERICA’S MOST GIFTED SONGWRITERS)

MILLIONS HAVE SEEN HIM PERFORM ON THE

CMA AWARDS SHOW, JOHNNY CARSON,

SOLID GOLD AND LARRY KING

FROM HIS FIRST ALBUM IN SIX YEARS.

KRS KRISTOFFERSON

AND THE BORDERLORDS

BE SURE TO SEE KRIS STARRING IN THE ABC MINI-SERIES

“AMERIKA”

BEGINNING FEBRUARY 15TH.

"KRIS’ BEST SHOT. KRISTOFFERSON IS BACK
IN FIGHTING FORM." USA TODAY, January 28th, 1987

PolyGram Records

www.americanradiohistory.com
**ACTION SIDES**

<table>
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<th>Reports</th>
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**ARTIST & TITLE**

- THE O'KANES - Can't Stop My Heart From Loving You (Columbia)
- K.T.OSLIN - Wall Of Tears (RCA)
- KATHY MATTEA - You're The Power (Mercury)
- NANCY GRIFFITH - Lone Star State Of Mind (MCA)
- GIRLS NEXT DOOR - Walk Me In The Rain (FMC)
- MEL McDANIEL - Oh What A Night (Capitol)
- TOMMY ROE - Let's Be Fools Like That Again (Mercury)
- *RICKY SKAGGS - I Wonder If I Care As Much (Epic)
- *STEVE EARLE - Goodbye's All We've Got Left (MCA)
- LYNN ANDERSON - Don't We Shine (Mercury)
- *BILLY JOE ROYAL - Old Bridges Burn Slow (Atlantic America)

*Debuts This Week

**LP CUTS**

- GEORGE STRAIT (MCA) All My Ex's Live In Texas
- HANK WILLIAMS JR. (Warner Bros.) Montana Cafe
- ALABAMA (RCA) Vacation
- THE BELLAMYS (MCA/Curb) Country Rap
- EARL THOMAS CONLEY (RCA) Right From The Start
- RICKY SKAGGS (Epic) Walkin' In Jerusalem
- RESTLESS HEART (RCA) Wheels
- REBA MCENTIRE (MCA) No Such Thing
- RANDY TRAVIS (Warner Bros.) Send My Body
- DAN SEALS (EMI America) Lullaby/Three Times A Loser
- SAWYER BROWN (Capitol/Curb) Graveyard Shift
- MEL McDANIEL (Capitol) '57 Chevy And You

**RECOMMENDED NEW RELEASES**

- LYLE LOVETT
  - God Will (MCA/Curb)
  - Nanci Griffith "Long Star State Of Mind" (MCA)
  - COLD HEARTS, CLOSED MINDS/FORD ECONOLINE/TROUBLE IN THE FIELDS
  - THERE'S A LIGHT BEYOND THESE WOODS (MARY MARGARET)
- PAKE McEntire
  - Heart To Heart (RCA)
  - The Judds "Heartland" (RCA/Curb)
  - TURN IT LOOSE/COW COW BOOGIE/WHY DON'T YOU BELIEVE ME/
  - THE SWEETEST GIFT

**COUNTRY SUMMARY**

A warm hello to all our snowed-in friends back East! Bob Young at WXTU - Philadelphia reports 16" of snow, Johnny Baublis at WKRE-Exmore reports 20" of snow and Kent & Jeff at WKYO report that the kids in Paducah can't tell from one hour to the next whether or not the schools will be open. We hope the weather gets better, folks!

Lots of changes over at KNEW/KSAN - Oakland/San Francisco. Bill Stedman is now the Operations Manager for both stations. Dennis Day is the Program Director at KSAN and Carl Brown will now handle the Music Director duties at both stations.

WAXX in Garden City would appreciate artists calling to congratulate the station on its 40th Anniversary. Contact either Jim Pruet or Wayne Ball at 205-543-9229. Thanks! For those of you incredibly lucky souls who will be attending the Gavin Seminar For Media Professionals February 20th and 21st, the Country Session will begin at 10AM on Saturday the 21st. The Gavin Awards Luncheon will begin at 11:30, with emcees Gary Owens announcing the winners. The luncheon will end at 2PM and the Country Session will gather again from 2PM to 4PM. It's a day we're looking forward to.

On to the chart! There's a barrage of great new product hitting stations the last couple of weeks and stations are having to clear out their playlists to make room for it all. George Jones makes a strong showing this week, jumping from 31-23. Steve Gary at KASE/KVET Austin tells us that George is coming on fast and strong, and Tony Lawson at WQLA - LaFollette says that his listeners go nuts every time "The Right Left Hand" is played. What an impressive debut record for Ricky Van Shelton! He moves 35-26 this week, and Big John Libynski at KGRT reports that it's a big dance hit at the local disco in Las Cruces. Another new act thats having a great '87 is Highway 101. It's Certified this week, and we're getting raves from all regions of the country. Ty Cooper at KMNS-Sioux City sez that Highway 101 is a "steamin' demon", Tim Closson at WAXX/FM-Eau Claire sez it's his sleeper of the new year and Jim Williams at WKJN-Baton Rouge sez listeners are calling to request the song and are asking questions about the lead singer of the group. For those of you who are curious, the lead singer's name is PAULETTA CARLSON and besides having a great voice she also wrote "The Bed You Made For Me." You may remember Paulette from a couple of years ago when she was pursuing a solo career. This week's other Certified is T.Graham Brown, and this could be his biggest single yet. Keith Phillips at KWWK/FM-Rochester tells us to "watch out for this one - could be one of the year's biggest" and Nate Graham at WTRS-Dunnellon reports that he's gotten more response the last two weeks on T. Graham than he's ever gotten on ANY artist.

Sawyer Brown's "Gypsies On Parade" goes from 37-31, and lead singer Mark Miller says he wrote this one "for the road crew and the busdrivers. These guys work twenty-four hours straight - they give their hearts and souls to what they do!" Gary Moss at WKOM-Columbus thinks the song has the "emotional hook to pierce it into a big hit." (Cute, Gary.)

Michael Martin Murphey and Holly Dunn make it into the Most Added category for the second week in a row. The last month has been a good one for Holly Dunn. Besides having what looks to be a big hit with Michael Martin, who's been honored with two Grammy nominations - one for Best Country Vocal Performance/Female for "Daddy's Hands" and another as the writer of "Daddy's Hands" - which is up for Best Country Song. Congratulations Holly! Stay warm! Talk to you next week.

Lisa & Elma

the GAVIN REPORT/January 30, 1987

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NORTHEAST

WORCESTER, MA (TIM TODD-WORC) Alabama, Schneider, J. Frickie, T.G. Brown, Sawyer B., M. Johnson.

LOWELL/LAWRENCE, MA (FRANK FITZ-WLLH) No Report, Frozen.

BROCKTON, MA (MARK BURNS-WCAV/FM) G. Strait, N. Griffith, S. Earle, P. Tillis, K. Mattea, M. McDaniel.

PORTLAND, ME (HAL KNIGHT-WPOR/FR) Reba, Don Wms., M. Murphey, Shooters, K. Mattea, Girls N.D.

NEW YORK, NY (PAM GREEN-WHNY) No Report, Frozen.


CARLISLE, PA (ANN STEVENS-WHYL) Statlers, Gatlins, G. Jones, Bellamy's.

PHILADELPHIA, PA (BOB YOUNG-WXJT) M. Murphey, A. Murray, S. Earle, Judds.

SOUTHEAST

Baltimore, MD (GREG COLE-WPOC/FM) A. Murray, Waylon, RV Shelton.

FROSTBURG, MD (GEORGE DENTON-WFRB) B. J. Royal, M. Murphey, O'Kanes, Waylon, P. Tillis, R. Skaggs, K. Mattea.

EXMORE, VA (JOHNNY B. BAUBLIS-WKRE) Judds, Reba, T. Wopat, R. McDowell.

CHARLESTON, WV (BOB JONES-WQBE/FM) M. Johnson, Reba, Judds, O'Kanes, Shooters.

CLARKSVILLE, WV (TERRY MATHews-WKKW) D. A. Coe, Judds, R. Skaggs, B. J. Royal, P. Tillis, M. Murphey, M. McDaniel, Don Wms.

GOLDSBORO, NC (BILL WIGGS-WFMC) Girls N.D., Judds, M. McDaniel, R. Skaggs.

COASTAL, NC (KERRY WOLF-WRNS/FM) Judds, B. J. Royal, Girls N.D.

JACKSONVILLE, NC (B. J.-WLAS) S. Earle, Reba, K. Mattea, Don Wms., Judds, M. McDaniel.

STATEVILLE, NC (TOM WALKER-WFXM) T. G. Brown, Waylon, M. Osmond, M. Murphey, K. Mattea.


CANTON, GA (CHRIS GRIFFIN-WCH/KF) Judds, T. Wopat, O'Kanes, R. Skaggs, M. Murphey, J. Johnson, Reba.


CEDARTOWN, GA (CHUCK WALLEY-WGAA) T. Wopat, M. Murphey, Don Wms., M. McDaniel, K. Mattea, Girls N.D.


GAINESVILLE, FL (TERRY/SNINEL-WYGC) M. McDaniel, O'Kanes, M. M. Murphy, K. Mattea, Judds.

DUNDELLON, FL (NATE GRAHAM-WTRS) Reba, M. McDaniel, R. Skaggs, RV Shelton, O'Kanes, Don Wms., M. Murphey, B. Vera.

FT. PIERCE, FL (GEORGE GORDON-WFTP) The Trio, Judds, S. Earle, O'Kanes, R. Skaggs.

ST. PETERSBURG, FL (JAY ROBERTS-WWSU) Don Wms., Reba, M. Murphey, Hwy. 101, O'Kanes.

ST. PETERSBURG/TAMPA, FL (BILL PYNE-WQYK/FM) Schneider, M. Johnson, B. J. Royal, K. Mattea, M. Murphey, O'Kanes.

ARCadia, FL (CHARlie B.-WOKD) Shooters, Hwy. 101, Waylon, T. G. Brown, M. Johnson.

SOUTH

TALLADEGA, AL (RICK ROBINSON-WEYY) R. Skaggs, M. McDaniel, B. J. Royal, Girls N.D., O'Kanes, Atlanta.

JASPER, AL (JOHNNY ELMORE-WARF) No Report, Frozen.

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

GADSDEN, AL (JIM PRUITT-WAXX) B. J. Royal, Girls N.D., Judds, R. Skaggs.


NASHVILLE, T (ERICK MARSHALL-WISI) No Report, Frozen.

LaFOLLETTE/KNOXVILLE, TN (TONY LAWSON-WOLA) Statlers, L. Lovett, RV Shelton.

MEMPHIS, TN (JIM TAYOR-WMC) No Report, Frozen.

MEMPHIS, TN (JON CONLON-WGKK/FM) RV Shelton, Reba.

MILAN, TN (STEVE MALLARD-WXKY) S. Earle, Judds, R. Skaggs.

COLUMBIA, TN (RAMEY/MOSS-WKOM/FM) R. Skaggs, M. Murphey, Reba.

COLLINS/HATTIESBURG, MS (JOHN GATLIN-WKZJ) K. Mattea, M. McDaniel, R. Skaggs, Girls N.D., J. Rodman, O'Kanes.

BILoxi, MS (RICK MEZ-WVMI) M. Murphey, Reba, M. Johnson, Tommy Roe.

PASCAGOULA, MS (AL PARKER-WGUD) Reba, Waylon, M. Murphey, R. Skaggs, Girls N.D., Judds, D. A. Coe.

LOUISVILLE, KY (COYOTE CALHOUN-WAMZ) Judds, K. Mattea, B. J. Royal.

HARLAN, KY (MIKE STANLEY-WFSR) K. Mattea, S. Earle, N. Griffith, R. Skaggs, Judds.

PADUCAH, KY (KENT KING-WKQY) S. Earle, Kris K., M. Murphey, Don Wms.

CENTRAL CITY, KY (BARNETT/LANE-WKYA) No Report, Frozen.

HOUma, LA (LARRY HYATT-KJIN) Hwy. 101, S. Boggs, M. Johnson, M. McDaniel, M. Murphey, Judds.


Baton rouge, LA (JIM WILLIAMS-WKWW) M. Johnson, B. J. Royal, Don Wms., Judds.

RUSTON, LA (BOB DAY-KKZ) No Report, Frozen.


EL DORADO, AR (KEN JOHNSON-KDMS) No Adds.

HOT SPRINGS, AR (SWANSON/BAILEY-KOUS) M. Johnson, Reba, Judds, R. Skaggs, Don Wms., D. A. Coe.

FAYETTEVILLE, AR (TOM SLEEKER-KFX) Sawyer B., Judds, R. Skaggs, Reba, D. A. Coe.

UPPER MIDWEST


MARSHALL, MN (PAUL BACHMAN-KMHL) Bellamy's, M. Murphey, O'Kanes, K. Mattea, Girls N.D.

ST. CLOUD, MN (STEVE STEWART-WWJO/FM) Girls N.D., K. Mattea, M. Murphey, Reba, Don Wms., Diamonds.

BRainerd, MN (DAVE TORKELSON-KVBR) Girls N.D., Judds, J. L. Dalton.


HurON, SD (JEFF DUFFY-KOKK) S. Earle, O'Kanes, Reba, Judds, Hwy. 101.

Aberdeen, SD (STEVE SMALL-KKAA) Judds, M. Johnson, Reba, M. Murphey, Don Wms.

Redfield, SD (MYRON GRAGE-KQKD) No Report, Frozen.

Rapid City, SD (STEVE BLAKE-KIMM) RV Shelton, Hwy. 101, T. Wopat, R. McDowell.

Rapid City, SD (SCOTT KARENS-KTOO) No Report, Frozen.

Wahpeton, ND (JWOLF-KBMW) Reba, Mattea, Judds, B. Swan, Murphey/Dunn.

Fargo, ND (DON ROBERTS-KFGO) Reba, Billy Swan, Judds, R. Skaggs, S. Earle, Atlanta.
**COUNTRY ADDS**

**MIDWEST**

DES MOINES, IA (JIM PATRICK-KSO) R. McDowell, K.T. Oselin, Sue Ellen.

FORT DODGE, IA (DALE EICHOR-KWMT) T.G. Brown, K.T. Oselin, Christmas Masters, Reba.

WATERLOO, IA (BRETT DAVIS-KXEL) Don Wms., Judds, R. Skaggs, Girls N.D.


SPENCER, IA (RICK FRIDAY-KCID/AM) Reba, T.G. Brown, K. Mattea, M. Murphey.


JOPLIN, MO (LISA ARMSTRONG-WMWH) Schneider, Ed Bruce, Judds, Don Wms., S. Earle.

CALIFORNIA, MO (JEFF SHAKLEFORD-KZMO) M. McDaniel, Girls N.D., O. Kanes, Don Wms., Waylon, Reba.

OSAGE BEACH, MO (ROGER HULETT-KRMS) RV Shelton, Sawyer B., Reba, M. Murphey, Don Wms., L. Anderson.


COLUMBIA, MO (TOM BRADLEY-KTGR) Hwy. 101, O. Kanes, Judds, S. Boggsuss.


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

GARDEN CITY, KS (STAFF WILLIAMS-KBUF) No Report, Frozen.

**CENTRAL**

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

CINCINNATI, OH (DUKE HAMILTON-WUBE) Waylon, Murphey, B.J. Royal.


ELKHART, IN (GREG HARRIS-WCMR) Judds, RV Shelton, Don Wms., O. Kanes, K. Mattea, Girls N.D., Shooters.

SOUTH BEND, IN (J.K. DEARING-WNDU) Gatins, G. Jones, T.G. Brown, Statlers.

FT. WAYNE/KENDALL, IN (DOUG WAGNER-WBTO) No Report, Frozen.

BATESVILLE, IN (JOE MARTINI-WRBI) Shooters, T.G. Brown, M. Johnson, Girls N.D., K.T. Oselin, Sawyer B.

RICHMOND, IN (MARILYN WILMINS-WHON) Hwy. 101, Waylon, T.G. Brown, M. Johnson.

VINCENNES, IN (DAVE MILLAR-WAOW) O. Kanes, Judds, L. J. Dalton, M. Johnson, Don Wms., M. Murphey.

SAGINAW, MI (TOMMY SAMORAY-WKCC) M. Johnson, Reba, Judds, O. Kanes, M. Murphey.


DOUGGELVILLE/MINERALPT, WI (BRIAN JEFFREY-WDMP) Reba, M. Murphey, T.G. Brown, B.J. Royal, O. Kanes, K. Mattea.

MADISON, WI (MARK HUNTER-WQOM) M. Murphey, O. Kanes, Judds.

MANITOWOC, WI (JOHN MURRAY-WCUB) K. Mattea, Reba, M. Murphey, B.J. Royal, Don Wms., O. Kanes.

**SOUTHWEST**

TULSA, OK (BILL PAYNE-KTIX) A. Murray, M. Johnson, R. McDowell, Waylon, RV Shelter.

SHERMAN, TX (TIM STEWART-KKIM) T.G. Brown, Waylon, Judds, Reba, M. Murphey, R. McDowell, Shooters, M. Johnson.


NACOGDOCHES, TX (PETE RUNNELS-WSR) No Report, Frozen.

DALLAS/Ft. WORTH, TX (JOHNNY O'NEIL-KSCS/FM) Statlers, G. Jones, Reba, Hwy. 101, G. Strait (E'S). DALLAS/Ft. WORTH, TX (BILL MAYNE-WBAP) Schneider, Statlers, Alabama.

HOUSTON, TX (CANDEA/MURRAY-KKLT) Statlers.

PT. ARTHUR/BEAUMONT, TX (MICKEY ASHWORTH-KYKR) Sawyer B., Don Wms., S. Earle, Shooters.

BRYAN/COLLEGE ST., TX (ANDY GALLO-WTAW) No Report, Frozen.


AMARILLO, TX (KIM CROSS-KKBU) Girls N.D., R. Skaggs, Judds, Reba, L. Anderson, B. J. Royal.

LUBBOCK, TX (CHUCK LUCK-KLLL) Reba, Waylon, Judds, Girls N.D., S. Earle.

MIDLAND/ODESSA, TX (CHUCK WOLFE-KKRS) Girls N.D., T. Wopat, R. McDowell, Judds.

EL PASO, TX (BILL POWELL-KHEY/K9Y) M. Johnson, Sawyer B., PHOENIX, AZ (BUDDY OWENS-KNIX) No Adds.

ALBUQUERQUE, NM (FRANCINA RODRIGUEZ-KRTS/FM) S. Earle, Judds, K. Mattea, Shooters.

LAS CRUCES, NM (BIG JOHN LIBYNSKI-KGRT) S. Earle, R. Skaggs, Judds, T. Wopat, B. Vera.

CARLSBAD, NM (BOB SWAYZE-KATK/FM) Girls N.D., O. Kanes.

ALAMOGORDO, NM (BEN NOE-KKZG) Girls N.D., O. Kanes, B. Hornsby, S. Earle, Judds, R. Skaggs.

**ROCKY MOUNTAIN**


MISSOULA, MT (MARK WILSON-KGVO) No Report, Frozen.


HAMILTON, MT (JEAN PYSSON-KLQP/AM) M. McDaniel, Judds, S. Earle, Reba.

WHITEFISH, MT (ART JACKSON-KJIR) O. Kanes, Reba, Waylon, So Reign, S. Earle, E. Bivens, K. Edge.

GREELEY/Ft. COLLINS, CO (DON DANA-KYOU/FM) M. Murphey, S. Earle.

PUEBLO, CO (RANDY HILL-KIDN) L. J. Dalton, K. Mattea, M. Johnson.

SHERIDAN, WY (STEVE MARC-MARTIN-KWWO) No Report, Frozen.
FAR WEST

RENO, NV (JOEL MULLER-KROW) Don Wms., Reba, Ed Bruce.
RENO, NV (JIM McCLEAN-KOLO) Judds, M. Murphey, O'Kanes, Diamonds, T.G.Brown, Adam Baker, C.Handy.
LOS ANGELES, CA (R.J.CURTIS-KLAC) Bellamys, Hwy. 101.
BRAWLEY, CA (CHRIS OLIVAREZ-KROP) S.Earle, Judds, B.J.Royal, R. Skaggs.
OAKLAND/SAN FRAN., CA (DENNIS DAY-KSAN) Judds, K.Mattea, M. Murphey, RV Shelton, Shooters.
OAKLAND/SAN FRAN., CA (CARL BROWN-KNEW) Bellamys, Hwy. 101, G.Jones, RV Shelton, Waylon.
SAN JOSE, CA (JULIE STEVENS-KEEN) G.Jones, Bellamys, Alabama.
MODESTO, CA (J.W. FORD-KTRB) K.T.Oslin, Judds, B.J.Royal, M.Johnson.
SACRAMENTO, CA (CAMMIE WINSTON-KHWY) K.Mattea, M.Johnson, O'Kanes, Judds, R. Skaggs, Waylon, Don Wms., M. Murphey, Reba.
SACRAMENTO, CA (RICK STEWART-KRACKAM) Judds, Reba, A.Murray, T.G.Brown, R.Dowell.
TURLOCK, CA (ED NICKUS-KMIX) T.G.Brown, Waylon, Judds, Bama Bd., P.Tillis.
CHICO, CA (MARK RATHBUN-KHSL) O'Kanes, Judds, S.Earle, R. Skaggs, K. Mattea.

NORTHWEST

ASTORIA, OR (BOB LOUCKS-KVAS) S.Earle, D.A. Coo, Hwy. 101, P.Tillis, Judds, R. Skaggs.
PENDLETON, OR (STEVE GREEN-KKHT) O'Kanes, K. Mattea, Shooters, S. Earle, Judds.

SEATTLE, WA (JAY ALBRIGHT-KMPS) M. Murphey, Judds, K. Mattea, Shooters.
YAKIMA, WA (BOB MURPHY-KUTI) No Adds, No Report.
TRI-CITIES, WA (JESSE LEE-KORD) M. Murphey, Don Wms., O'Kanes, Girls N.D., Judds, D.A. Coo.
TRI-CITIES, WA (RANDY MUSZYNSKI-KOTY) Reba, D.A. Coo, Waylon, M. Murphey, T.Wopat, Judds.
CLARKSTON, WA (SHANE KRAK-KCLK) Judds, R. Skaggs, D.A. Coo, S. Earle.
ANCHORAGE, AK (JAY JENNINGS-KYAK) RV Shelton, Waylon, R. McDowell, G.Jones.
ANCHORAGE, AK (STEVE CHAPMAN-KASH) Judds, RV Shelton, Reba, M. Murphey, O'Kanes, M. McDaniel.

COUNTRY JOBS

News Personality - WXTU-Philadelphia, PA
Bob Young (215)667-9000
Newsperson - WFSR-Harlan, KY
Mike Stanley (606)573-1470
Air Talent/Production - KFAT/FM-Corvallis, OR
Skip Taylor (Box 965 - 79339)
Air Personality/Production - KNBA-Vallejo, CA
Lou Ripa (3267 Sonoma Blvd. - 94590)
Air Talent (afternoon drive) - WFMX-Statesville, NC
Tim Walker (1117 Radio Road - 28677)
Air Talent (evenings) - KMJ-Palm Springs, CA
Craig West (Box 1626 - 92263)
Air Talent - KFMS-Las Vegas, NV
Randy Hood (E. Flamingo, Ste. 435 - 98119)
Air Talent - KROW-reno, NV
Gary Demaroney (Box 11920 - 89510)
Air Talent - KNX-Fresno, CA
Scott Michaels (209)562-0361
Air Talent - KQML-Billings, MT
Jay Pipes (406)866-1410
* No phone calls please.

COUNTRY SERVICE

KVCK-Wolf Point, MT - single: K. Mattea (Mercy)
WYGC-Gainsville, FL - singles: B.J. Royal (Atlantic America), The Trio (Warner Bros.)
WKNZ-Collins, MS - singles: Atlantic America
KATX/FM-Carlsbad, CA - singles: Capitol/EMI
KWYZ-Seattle, WA - LP: E. Raven (RCA)

WYNONNA CONT. FROM PAGE 46

LS: How is this album different than your other ones?
WJ: I'm probably more proud of this album than any of them. The "Why Not Me" album will always be my favorite, just because of what I went through emotionally when we were doing that album. This new album "Heartland" was just a joy to record. I can't remember being so happy about something I was doing. These are all the kinds of songs that you just search infinity for. We take a long time to pick songs, because we listen to everything.
LS: Do you usually know what you're looking for?
WJ: No, it reminds me of being in a room full of a hundred men, and they're all good-looking, but all of a sudden you see this one man and your heart goes into your throat--it's love at first sight. Out of those hundred men you find one that just strikes a chord in your soul. That's the way it is looking for songs. You just know when it hits you. This album is a real emotional album for me. All our albums have been emotional, but I was more comfortable with being a singer. I felt like I was more confident and I went into the studio with the attitude that I really kind of knew a little bit about what I was doing. This time I didn't feel intimidated.
LS: I have one last question, and if it's a secret you don't have to tell. There was an article out recently that stated that your names aren't really Naomi and Wynonna. Is that true?
WJ: Yes. The story behind that is that I've been Wynonna since I was eleven years old. The reason I changed it was that when I discovered music, I felt like I took on a new identity. I had found something that changed my life, made me happy and got me through the hard times. I changed my name because of that. Mom's been Naomi since I was nine years old. When she went back to Judd--which is her maiden name--she changed her name to Naomi. I don't really know why, I'll have to sit down and ask her. That's probably another reason that I changed mine. I got the name Wynonna from a song called "Route 66." There's a line that says, "Flagstaff, Arizona, don't forget Wynonna." So I just decided to change it. I know people probably think I changed for professional reasons, but that's not why. I didn't legally change it to Wynonna, though, until about two years ago when I got my first check as a Judd. I guess out of respect for my family, I didn't legally change it until there was a good reason, then professionally it just became more convenient. There's no secret about that--as you can probably tell, it would be pretty hard for me to try to keep any secrets anyway (laughs).
MOONLIGHT, MEMORIES AND JIMMY
The legendary Jimmy Stewart served as host of "Moonlight, Memories and Miller," a three-hour radio show that looked back at the life and music of Glenn Miller. Jimmy portrayed Glenn Miller in the film biography of the great bandleader. Shown here are (left to right) Marcia Hrichison (the show's producer), Jimmy and Gary Landis (Westwood One).

CROWDING AROUND PAULETTE
On the first night of a six-city promotional tour across the U.S., Crowded House dined with Capitol's Paulette McCubbin in Hollywood. Shown smiling after a delicious meal are (left to right) Paul Hester (Crowded House), Paulette McCubbin (Capitol), Neil Finn (Crowded House) and Nick Seymour (Crowded House).

RECORD PROMOTION IN THE CITY OF THE ANGELS
Nun other than Susan Epstein of Capitol/Los Angeles decided to take the religious approach when promoting Capitol product. Here she is saying "halo" to the heavenly Liz Kiley (right) of KOST/FM-LA.

AT HIS PEAK
Chris Davis, Music Director at KGHR-Austin, MN, submits this photo of what he calls "the peak of his career." During the Austin County Fair, Chris met up with Jesse "The Body" Ventura, professional wrestler and commentator with the World Wrestling Federation. Chris is the one on the left, standing on a few steps to appear taller than Jesse.
THE FLEXIBLE FORMAT

It is common at this time of year to at least touch on the outlook for the New Year. So I thought this issue we'd take a look at some of the "answer book" to see what we come up with for 1987.

Naturally, we must peek at the economic picture because, even with high commas, it helps to know if there's little or no money in motion--particularly in the first quarter. Our studies show that the economic news which affects our medium is not too good. This year should bring an improved economy, and stations with numbers and/or creative sales forces should do well. Some long-delayed promises may finally materialize. Consumers, the economy's mainstay, will spend, though less vigorously. That means advertising will be very important, but agencies may be trying to stretch their ad dollars by asking for promotion packages rather than just spot buys.

This will be the year that a lot of businesses that buy radio will be making the new tax laws. This, too, can have a direct effect on the number of dollars spent for advertising in general. Then, hopefully, we will have some answers for those who question how effective Black and Urban radio really is for those with limited money to spend.

Despite last year's rewrite of the Internal Revenue Code, tax reform still needs much work. There are plans for a technical corrections bill toward the last part of 1987; there is also a chance of more substantive change. The investment tax credit and the capital gains-preference items repealed in the Tax Reform Act of 1986 continue to have strong support.

What has all this tax talk got to do with the flexible format, you say? Just this: You need a little more about the bottom line in order to survive. If you get great ratings, but no raise as promised in the first quarter, that may be a reason. If your sales managers tend to ask for more spec spots and promotions during the late three months, that may be the reason. If the political spots, which usually come in at the lowest unit rate and often are psychographically negative, seem to abound, that may be the reason.

So the format must be flexible enough to accommodate a few more spots and other involvement elements that tend to clutter most music radio stations. But everybody has to do some compromising, and some stations can run a heavy spot load, still not sound cluttered, and rack up points on the Arbitron scorecard. What's the secret? Placement of the spots and involvement elements, for one thing, and creativity on the part of the entire air staff, particularly the production staff, for another.

FORMAT GROUPIES

While I don't know if it's really fair to call format fans "groupies," in reality there are some folks who find Urban formats fascinating, and if Arbitron samples some of the folks whose fickle fingers have been known to favor our frequencies, there's a score to be made. The questions then become, "Who and where are they?"

The answer is 12- to 34-year-old females, and they're everywhere your signal reaches. What do they want to hear? Love songs--lots of them. Why? because many of them are lonely, falling in and out of love, or trying to make a bad situation work. Women--and many men, despite what they may say--are still incurable romantics. And an ideal date, particularly for young women, still has the ability to conjure up the romantic image of a cozy dinner with a dashing stranger in a hip little bistro.

Let's look at the woman of the '80s. She's changed. Dating was once the sole province of the very young. (It was not too long ago that a woman who wasn't engaged by her senior year in high school was deemed a failure.) But now that we're marrying later, courtship is likely to drag on into our mid- to late 20's. And for almost half of those who do marry, dating is resumed after divorce. The newly single are quick to discover that dating has changed quite a bit since the days when parental curfews and allowances were the leading deterrents of the evening. So a song like Gregory Abbott's "Shake You Down" or Luther's "Stop to Love" or even Shirley Murdock's "As We Lay" takes on special meaning.

Now what about the male who is affected by what his woman wants to hear on the radio? Let's look at the eligible males first. The truth is that there is a lack of eligible men. And every woman wants a man that both she and other women find attractive. After all, if she's going to spend the rest of her life with this man, she wants a man with as much going for him as she can get.

It's a sad but true fact that single women over 25 outnumber their male counterparts--and the discrepancy widens with age. Add to these disconcerting statistics the fact that men continue to "date down" in terms of age, and that "handsome stranger" fantasy begins to take on mythical proportions. So songs like Aretha's "Jimmy Lee" and Ready For The World's "Love You Down" also take on new meanings. And the men--well, they're taking full advantage of their windfall. A surplus of available women not only diminishes a man's inclination to settle down with one person, it also enables him to adopt a cavalier attitude toward women he dates--hence the popularity of Oran "Juice" Jones' "Walking In The Rain."

"Women--and many men, despite what they may say--are still incurable romantics. And an ideal date, particularly for young women, still has the ability to conjure up the romantic image of a cozy dinner with a dashing stranger in a hip little bistro."

So, particularly during the first quarter of the year, you may have a few more less-than-attractive commercials, a few more remotes, and some political spots running. All the more reason to sift through and find the safe songs--and also to know a little more about why such songs are safe so you can get to them sooner and place them where they'll be the most effective. A flexible format can make a big difference.

HORIZONTAL MAINTENANCE

Finally, a brief word about horizontal maintenance. How many days in the Arbitron diary-keeping week are you able to entice your listeners to tune in? A successful station should have a shortage of those who come only for a day, and at least half of its audience tuning in for three days or more. Most leading stations average at least 55 percent of their diarykeepers tuning in for three days or more, and Urban radio generally could improve its score by using these averages as a guide.
## Certified

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<tr>
<th>No.</th>
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<th>Label</th>
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<td>CAMEO - Candy</td>
<td>Atlanta Artists/PolyGram</td>
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<td>FREDDIE JACKSON - Have You Ever Loved Somebody</td>
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<td>MEL-B NORRIS - Falling</td>
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<td>4</td>
<td>MEL-B NORRIS - As We Lay</td>
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<td>5</td>
<td>SHIRLEY MURDOCK - Ballerina Girl</td>
<td>Motown</td>
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<td>6</td>
<td>CLUB NOUVEAU - Situation #9</td>
<td>Warner Bros.</td>
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<td>STAY - If I Say Yes</td>
<td>RCA</td>
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<td>8</td>
<td>Miki Howard - Come Share My Love</td>
<td>Atlantic</td>
</tr>
<tr>
<td>9</td>
<td>DONNA ALLEN - Serious</td>
<td>21/Atco</td>
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### Exposé

**Come Go With Me**
- Artist: Exposé
- Label: Arista

**Take It From Me**
- Artist: Commodores
- Label: Mercury/PolyGram

**Thinkin' About You**
- Artist: Timex Social Club
- Label: Danya

### Most Added

- **Herb Alpert**
  - Keep Your Eye On Me
  - Label: A&M
  - 27 Adds

- **Mille Scott**
  - Every Little Bit
  - Label: 4th & Broadway/Island
  - 22 Adds

- **Kool & The Gang**
  - Stone Love
  - Label: Mercury/PolyGram
  - 22 Adds

## Chartbound

<table>
<thead>
<tr>
<th>Artist &amp; Title</th>
<th>Reports</th>
<th>Adds</th>
<th>Weeks</th>
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<tr>
<td>Kool &amp; The Gang - Stone Love</td>
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<td>22</td>
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<tr>
<td>Rose Brothers - Easy Love</td>
<td>50</td>
<td>5</td>
<td>6</td>
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### Pop Crossover

- **Club Nouveau**
  - Lean On Me
  - Label: Warner Bros.
  - 22 Adds
THE SINGLE "KEEP YOUR EYE ON ME"
7 INCH AM 2915 12 INCH SP 1225

FROM THE ALBUM
KEEP YOUR EYE ON ME SP 5125

FOR YOUR FREE CD COPY OF THE SPECIAL EDITION EXTENDED DANCE MIX OF "KEEP YOUR EYE ON ME" CONTACT CHRIS KERR AT A&M RECORDS 213 856-2757

THIS IS A LIMITED EDITION CD - CALL NOW!

PRODUCED BY JAMES HARRIS III AND TERRY LEWIS FOR FLYTE TYME PRODUCTIONS, INC.

EXECUTIVE PRODUCER: JOHN McCLAIN

© 1987 A&M RECORDS INC. ALL RIGHTS RESERVED.
that could have her grab Jocelyn Brown & Bobby Brown back only ONE positive way - Girl Next Door (MCA)

This "egotistical brat" as Jocelyn says!

Bobby Brown adds turntable The Larry Blackmon (Cameo)

AARTIST & TITLE

<table>
<thead>
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<th>Weeks</th>
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<td>2</td>
<td>BUNNY DEBARGE - Save The Best For Me (Gordy)</td>
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<td>40</td>
<td>23</td>
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<td>STARPOINT - He Wants My Body (Elektra)</td>
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<td>MADHOUSE - 6 (Paisley Park/Warner Bros.)</td>
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<td>36</td>
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<td>ONE WAY - You Ought To Quit (MCA)</td>
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<td>*MILLIE SCOTT - Every Little Bit (4th &amp; Broadway/Island)</td>
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<td>5</td>
<td>REBBIE JACKSON with Robin Zander - You Send The Rain Away (Columbia)</td>
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<td>MELISSA MORGAN - Now Or Never (Capitol)</td>
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<td>GWEN GUTHRIE - Close To Me (Polydor/PolyGram)</td>
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<td>9</td>
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<td>NEW EDITION - Tears On My Pillow (MCA)</td>
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<td>CLUB NOUVEAU - Lean On Me (Warner Bros.)</td>
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<td>*LEVERT - Fascination (Atlantic)</td>
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<td>*HERB ALPERT - Keep Your Eye On Me (A&amp;M)</td>
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<td>*GENOBIA JETER &amp; GLENN JONES - Together (RCA)</td>
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<td>JACKSONS - Time Out For The Burglar (MCA)</td>
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<td>25</td>
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<td>MTUME - Body &amp; Soul (Take Me) (Epic)</td>
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<td>2</td>
<td>PATTI LABELLE - Something Special (Is Gonna Happen Tonight) (MCA)</td>
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<td>24</td>
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<td>*READY FOR THE WORLD - Mary Goes Round (MCA)</td>
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<td>OLIVER CHEATHAM - Celebrate Our Love (Critique)</td>
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<td>2</td>
<td>5</td>
<td>NAJEE - Sweet Love (EMI)</td>
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<td>21</td>
<td>16</td>
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<td>*THE SYSTEM - Don't Disturb This Groove (Atlantic)</td>
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<td>21</td>
<td>9</td>
<td>2</td>
<td>VESTA WILLIAMS - Something About You (A&amp;M)</td>
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<td>20</td>
<td>10</td>
<td>1</td>
<td>*SOS BAND - No Lies (Tabu)</td>
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<tr>
<td>19</td>
<td>3</td>
<td>2</td>
<td>PEABO BRYSON - Catch Me (Elektra)</td>
</tr>
<tr>
<td>19</td>
<td>3</td>
<td>2</td>
<td>DANA DANE - Delancy Street (Profile)</td>
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<td>18</td>
<td>11</td>
<td>1</td>
<td>*BOBBY BROWN - Girl Next Door (MCA)</td>
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<td>18</td>
<td>1</td>
<td>*FULL FORCE - Old Flames Never Die (Columbia)</td>
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<td>*SHIRLEY JONES - She Knew About Me (P.I./Manhattan)</td>
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<td>7</td>
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<td>*ASHFORD &amp; SIMPSON - Nobody Walks In L.A. (Capitol)</td>
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<td>16</td>
<td>16</td>
<td>1</td>
<td>*ISAAC HAYES - Got A Thing For You (Columbia)</td>
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<td>12</td>
<td>1</td>
<td>*POINTER SISTERS - All I Know Is The Way I Feel (RCA)</td>
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<td>15</td>
<td>3</td>
<td>3</td>
<td>JEAN CARNE - Everything Must Change (Omnit/Atlantic)</td>
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<td>14</td>
<td>2</td>
<td></td>
<td>O.C.SMITH - Brenda (Rendezvous)</td>
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<td>14</td>
<td>4</td>
<td>1</td>
<td>*PHILIP INGRAM - Incredible (S.S.R.)</td>
</tr>
</tbody>
</table>

*First time listed on this page.

DROPPED: #16-George Benson, #29-Human League, #35-James Williams, #36-Jacquie Stewart, Jermaine Jackson, Beastie Boys (REVERE), Madonna, Heavy Traffic starring V. Beasto Boys (Party).

RECOMMENDED NEW RELEASES

LP CUTS

READY FOR THE WORLD - Some People Don't Care/In My Room/It's All A Game/Long Time Coming (MCA)

CLUB NOUVEAU - Let Me Go/Why You Treat Me So Bad (Warner Bros.)

LUTHER VANDROSS - There's Nothing Better Than Love/I Gave It Up/Anyone Who Had A Heart (Epic)

CAMEO - Back & Forth/Don't Be Lonely/Fast, Fierce & Funny (A.A./Polygram)

BEASTIE BOYS - Brass Monkey (Def Jam/Columbia)

GAP BAND - Get Loose, Get Funky/Don't Take It Away (Total Experience)

KLYMAXX - Fab Attack (Constellation/MCA)


FREDDIE JACKSON - Look Around (Capitol)

BOBBY BROWN - Spending Time/Your Tender Romance (MCA)

NEW EDITION - Duke Of Earl (MCA)

HOWARD HEDWITT - Say Amen (Elektra)

RAY, GOODMAN & BROWN - Celebrate Our Love (EMI America)

MIDNIGHT STAR - Be By My Side (Solar)

DONNA ALLEN - Satisfied (21/Atco)

ANITA BAKER - Same Old Love (Elektra)

LIONEL RICHIE - Don't Stop (Motown)

THE UNTOUCHABLES - Freak In The Street (MCA)

Here's another tune that could find its way into our chart via the club route.

JOCelyn BROWN - Egg Maniac (Warner Bros.) If the great lyrics don't grab you the beat will, or you're an "egotistical brat" as Jocelyn says! Great to have her back with one that jumps off the turntable at you.

BOBBY BROWN - Girl Next Door (MCA) The Larry Blackmon (Cameo) influence is only ONE positive element - Bobby Brown adds his own!

ROSIE GAINES - Crazy (Epic) This is nothing close to the "Crazay" you had from Jesse & Sly - Rosie presents us with a mellow change of pace.

MIKI HOWARD - Imagination (Atlantic)

GREGORY ABBOTT - I Got The Feeling (It's Over) (Columbia)

ANITA BAKER - Same Old Love (Elektra)
FULL FORCE

THE NEW SINGLE

OLD FLAMES NEVER DIE

From The Album
FULL FORCE GET BUSY 1 TIME

NOW ON YOUR DESK

COLUMBIA RECORDS - RADIO'S BEST FRIEND!

www.americanradiohistory.com
**URBAN CONTEMPORARY HIT FACTOR**

Research: Betty Hollars

**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: 106 Last Week: 96**

<table>
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<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>Reports</th>
<th>Heavy</th>
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<tr>
<td>JANET JACKSON</td>
<td>Let's Wait Awhile (A&amp;M)</td>
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<td>89</td>
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<td>GLADYS KNIGHT &amp; THE PIPS</td>
<td>Send It To Me (MCA)</td>
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<td>Respect Yourself (Motown)</td>
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<td>66</td>
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<td>42</td>
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<td>ROSE ROYCE</td>
<td>Doesn't Have To Be This Way (Omn)</td>
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<td>54</td>
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<td>Someone Like You (Warner Bros.)</td>
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<td>I Wanna Know Your Name (Tommy Boy/Warner Bros.)</td>
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<td>JODY WATLEY</td>
<td>Looking For A New Love (MCA)</td>
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<td>SHEILA E</td>
<td>Hold Me (Paisley Park/Warner Bros.)</td>
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<td>58</td>
<td>6</td>
<td>18</td>
<td>17</td>
<td>17</td>
<td>41%</td>
<td>3</td>
</tr>
<tr>
<td>EXPOSE</td>
<td>Come Go With Me (Arista)</td>
<td></td>
<td>52</td>
<td>18</td>
<td>6</td>
<td>14</td>
<td>14</td>
<td>46%</td>
<td>4</td>
</tr>
<tr>
<td>COMMODORES</td>
<td>Take It From Me (PolyGram)</td>
<td></td>
<td>43</td>
<td>4</td>
<td>8</td>
<td>26</td>
<td>5</td>
<td>27%</td>
<td>4</td>
</tr>
<tr>
<td>TIMEX SOCIAL CLUB</td>
<td>Thinkin' About You (Danya)</td>
<td></td>
<td>39</td>
<td>8</td>
<td>18</td>
<td>11</td>
<td>2</td>
<td>66%</td>
<td>5</td>
</tr>
<tr>
<td>MEL &amp; KIM</td>
<td>Showing Out (Get Fresh At The Weekend) (Atlantic)</td>
<td></td>
<td>42</td>
<td>3</td>
<td>18</td>
<td>18</td>
<td>3</td>
<td>50%</td>
<td>4</td>
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**URBAN CONTEMPORARY SUMMARY**

SHIRLEY MURDOCK had another great week on the request lines. Daryl Moore, KXXZ-Lake Charles reports that it's still getting 20-25 calls per day, Tonya Pendleton, WILD-Boston reports number one calls for it, and John Anthony, WAMO-Pittsburgh says it's second on his most requested list, CLUB NOUVEAU's "Situation #9" jumps from 14-6 on our chart and is getting calls, according to Pete Rhodes, CBL-S-Minneapolis and the new single, "Lean On Me" is getting attention in a lot of other places as well. Calvin Hicks, POWER108-Cleveland reports it's getting major requests, Stan Tompkins, WTOY-Roanoke says "across the board," Phillip David March, WJYL-Louisville reports it's #1 in requests, John Anthony, WAMO-Pittsburgh reports it's #1 on the phones, and Andre Carson, WHYZ-Greenville reports heavy calls from the 18-34 bunch. JAMES BROWN was another artist who took a good jump on the chart. Reports from Don Cody, WGIV-Charlotte on this were great...Don says, "This is the first record of his that you can understand the words he's saying. Producer Dan Hartman did a great job calming him down in the studio. All demos on this, too." MADHOUSE (a Prince-produced group) is doing great with the debut tune called simply "6" - Stephanie Smalwood, KFXZ-Lafayette reports "requests the moment it went on the air," and Calvin Hicks, POWER108-Cleveland reports it's number two in requests already. One of the hottest phone items of the week HAS to be the SHEILA E single "Hold Me," which turns out to be a great title due to the following: Joe Diaz, WWIL-Wilmington reports major phones from the 18-25 group, Andre Carson, WHYZ-Greenville says he gets calls from the 25+ side, Pete Rhodes, CBL-S-Minneapolis says SHEILA E and JODY WATLEY are both getting tons of requests, L.D.McCollum, XHRM-San Diego says SHEILA E is HUGE #1 requests, Stan Tompkins, WTOY-Roanoke says he's getting bigger phones there...and the quote of the week has to be from James Alexander, WJLB-Detroit when he said: "The calls are hot on this one (SHEILA E), and the picture on the jacket is one you can't get enough of. Some people drink coffee in the morning...I just hold the jacket and that's all I need." Needless to say, the single was appropriately named! MILLIE SCOTT is another lady making a comeback...I'm told she is one and the same MILDRED SCOTT from Detroit city...can anyone confirm that? It's getting great phones already and James Alexander, WJLB-Detroit (he must have been in a great mood this week) reports that "it made me get up and dance when I heard it...and I can't even dance!" It should be an instant floor-packer at the clubs. HERB ALPERT's new single, which has that Jimmy Jam and Terry Lewis collaboration that artists are benefiting from these days, is our Most Added single and Melvin Jones, KKNB-Memphis says it's "a smasharoonie" at his station; Pete Rhodes, CBL-S-Minneapolis reports that it's "really hot." Greg Bessell, KMJM-St. Louis reports many calls on GLADYS KNIGHT this week and Jay Riley, WNBO-Chattanooga says he gets calls from the 18+ crowd for the new ONE WAY. More to follow next week. See you then.

Bety
SERIOUS RECORDS FOR DANCIN' THAT ARE SHOWING OUTSTANDING ACTIVITY!

"SERIOUS"
(0-96794)
Donna Allen
From 21 Records "Perfect Timing"
(90548)
Distributed by Atco Records

"SHOWING OUT"
(0-86755)
MeL & KIM
Album coming soon!

"DANCIN'"
(0-86738)
Shannon
From Atlantic album "Love Goes All The Way"
(81658)
Mixed by Raul A. Rodriguez

THE SERIOUS HITS ARE ON ATLANTIC RECORDS, CASSETTES, AND COMPACT DISCS.

www.americanradiohistory.com
NORTHEAST

BOSTON, MA
TONY PENOLETO-WILD

BOSTON, MA
SUNNY JOE WHITE-WKWK/ FM

NEW HAVEN, CT
HANNIS-DICKINSON-WHHC

NEW YORK, NY
TONY GRAY-WKKS

NEW YORK, NY
SCOTT SHANNON-Z100

ALBANY, NY
DAVUS-JENKINS-WCDB

ROCHESTER, NY
ANDRE MARCEL-WOXK

PITTSBURGH, PA
JOHN ANTHONY-WAMO

ERIE, PA
S. COLLINS/T D’ANGELO-WBQL

PHILADELPHIA, PA
TONY QUARTERONE-WUSL/ FM

WASHINGTON, DC
MIKE ARCHEE-WHUR

BALTIMORE, MD
KINGSTON/KNOTHAL-B104
ADDS: A. Baker, Expose, HOT: El Barge, Janet Jax., Cameo, B. Willis, CI Nouveau, Chico DeS.

BALTIMORE, MD
SOY-SAMSON-WYVYFM

OCEAN CITY, MD
FIPPELL/WANTZEN-OC104FM

RICHMOND, VA
DONNIE DEANE-WKIE

SOUTH

GREENSBORO, NC
DOM FOSTER-WGMM

CHARLOTTE, NC
DON COOY-WOIV

FAYETTEVILLE, NC
LYPEG/ GREEN-BENSEN-WZPX

WILMINGTON, NC
TONY ORIOJOHIE-JAZZ-WWII

ASHVILLE, NC
CHUCK MCKENZIE-WNNFM

ST. MATTHEWS, SC
ANDY HENDERSON-WOKI

COLUMBIA, SC
TONY DEAN-WWDM

ATLANTA, GA
A. CARRINGTON-SEWELL-WHYZ

NOREO, VA
DON “EARLY” ALLEN-WKGI

ROANOK, VA
STAN TOMPKINS-WTOY

URBAN CONTEMPORARY

the GAVIN REPORT/January 30, 1987
ATLANTA, GA
RAY BOYD-V103

AUGUSTA, GA
CHARLOTTE LOGAN-WFXA

AUGUSTA, GA
FRANK AMADEO

TALLAHASSEE, FL
JOE BULLARD-WAN

MIAMI, FL
FRANK AMADEO-Y100

MIAMI, FL
DUFF LINDSEY-HOT105

Tampa, Fl
CHUCK TURNER-WTWP

Birmingham, AL
DICK LUMPKIN-WJLAD

Montgomery, AL
FRENCHIE BE-WOM

 Tuskegee, G
COSTE McCNAIR-WBIL
ADDS: Chaka Khan, Jacksonville, Starpoint, Dana Dane, O Chateau, Gw Guthrie, BuDeBarge, Rainy D, System, HOT: Rob Nevil, Mk Howard, S Star, Loose Ends, Cameo.

Mobile, AL
MAD HATTER-WGK

Mobile, AL
Alvin Stovall/BROWN-WLX

Nashville, TN
J.C. FLOYD/ACY YOUNG-WQOK/EM

 Chattinooa, TN
JAY BILEY-SWITCH 102-WNCO

Memphis, TN
P WELLS/JIMMY SMITH-K97

Memphis, TN
MELVIN JONES-KRB

Fred Harvey-WFXK

Jackson, MS
Carl Haynes-WBMI

Mississippi, MS
EDWARDS/CARR-WQIC

Laurel/Hattiesburg, MS
RON DAVIS-WOIC

McComb, MS
SARA KAY-WHNY

Louisville, KY
PHILLIP DAVID MARCH-WYUL

Upper Midwest
Columbus, OH
RICK STEVENS-WCKX

Columbus, OH
K.C. JONES-WKWO

Cleveland, OH
K JELLY CALVIN HICKS-POWER 108

Cleveland, OH
LYNN TOLLIVJR-WRXZ
CINCINNATI, OH
B.CASTLEG WEILER-WBLZ

CINCINNATI, OH
STEVE HARRIS-WCN

INDIANAPOLIS, IN
KELLY KARSON-WTLG

DETROIT, MI
MARK JACKSON-WHOT

DETROIT, MI
JAMES ALEXANDER-WLWB

SAGINAW, MI
DAVID ROSAS-WWWW/FM

MILWAUKEE, WI
BERNIE MILLER-WLWM

MILWAUKEE, WI
ROB HARDY-WNOW

MINNEAPOLIS, MN
PETE RHODES-CURLS

CHICAGO, IL
JERRY BOULDERB-DWBMFX/FM

CHICAGO, IL
SONNY TAYLOR-WGCFM

CHICAGO, IL
DEE HANDLEY-WPNC

ST. LOUIS, MO
BEASLIE/STRAFORD-KMJM

KANSAS CITY, MO
DENE HALLAM-KCPW/FM

NEW ORLEANS, LA
DEL SPENCER-WYLF/FM

NEW ORLEANS, LA
OLLY KELLY/ROLLING 97

MAURICE LAFAYETTE, LA
STEPHANE SMALLWOOD-KKZX

LAKE CHARLES, LA
DARYL MOORE-KKZZ

WEST HELENA, AR
DERR DICKS-KCCT

SOUTHWEST
DALLAS, TX
T. AVERY/J. SPEARS-KKOA

FT. WORTH, TX
MICHELLE MADISON-KDLZ

KILLEEN, TX
BILL ST. JOHN-KIZM

HOUSTON, TX
R. ATKINS/J. MICHAEL-KMUO

PT. ARTHUR, TX
DOUG DAVIS-KIYS

HEARNE/ BRYAN/C. S., TX
SEDIC WALKER-KHRN

ENGLEWOOD- DENVER, CO
DANNY HARRIS/ RON ASH-KKOKO

PHOENIX, AZ
E. GLEADEN/R. THOMAS-KKUK
January 30, 1987

TUCSON, AZ
ROYCE BLAKE-KKPW

TUCSON, AZ
BEAU RICHARDS-KHYT

RENO, NV
JEFF RYAN-KWNZ/FM

FAR WEST

LOS ANGELES, CA
LICIA TORRES-KLH

LOS ANGELES, CA
LISA CANNING-KDHY

LOS ANGELES, CA
STEVE RIVERS-KVIS/FM

LOS ANGELES, CA
ROBINSON/PERRODIN-KXCE

SAN DIEGO, CA
L. MCCOLLUM-KXHRM

SAN DIEGO, CA
MIKE PRESTON-KS103

QUA, CA
HOWARD THOMAS-KMXY

FRESNO, CA
WALKER-DAVIS-KYNO

FRESNO, CA
BERRY CARTER-KMIX

SAN FRANCISCO, CA
KEITH NAFTALY-KMEL

SAN FRANCISCO, CA
MARVIN ROBINSON-KSFOM

STOCKTON, CA
ROY WILLIAMS-KJOY

STOCKTON, CA
JOHN HAMPTON-KSTN

MERCED, CA
VINCE GARCIA-KYOS

EUREKA/ARCATA, CA
JIM NELLY-KXGO/FM

SACRAMENTO, CA
GILLETTE-COLLINS-FM102

SACRAMENTO, CA
DAVIDSON-WEST-KROY

RENTON/SEATTLE, WA
FRANK BARROW-KRZ

SEATTLE, WA
BOB WIKSTROM-KKFX

TRI-CITIES, WA
JONATHAN WALKER-KZZK/FM

WELCOME
Dick Lumpkin, M.D., WJLD RADIO, P.O. ox 11365, Birmingham, AL 35201. Phone. 205-942-1776.

JOBS
WTOY-Roanoke, VA, has an opening for an air talent with production experience. Phone 703-343-5545.

WQIC-Meridian, MS, has an opening for an experienced (female) announcer. Tapes and Resume to Don Edwards, P.O. Box 5353, Meridian, MS 79302.

WBLX-Mobile, AL, needs a P.D. and possible drive time air talent. Tapes and resume to Harry Williams, G.M., P.O. Box 1967, Mobile, AL 36633.

AVAILABLE
Chuck McMckson, from WBMJ/FM-Asheville, NC is looking for an air talent. He can be reached at the station 704-253-1818 or at home 704-437-5375.

CHANGES
Greg Beasley has been promoted to Music Director at KNJU/ML-St.Louis. P.D. there is still Mike Stratford.

Maurice Harrod is new P.D. at WJYL-Louisville.

J.C. Floyd has been promoted at WQCF/FM and WVOLAM-Nashville to Operations Manager/Station Manager. Congrats, J.C.

SERVICE
WZFX-Fayetteville, NC requests service from Motown and Arista. Address is P.O. Box 710, Zip 28302. They need singles and LP's.

WCDB-Albany, NY requests singles and LP's from all labels. Address is 1400 Washington Ave., Zip 12222.

WOKI-St. Matthews, SC requests singles and LP's from Elektra. Address is P.O. Box 777, Zip 29135.

CBLZ-Minneapolis, MN requests service from all labels. Address is 127 No. 7th St., #400, Zip 55403.
**DAVE SHOLIN'S**

**Personal Picks — SINGLES**

**CLUB NOUVEAU** - *Lean On Me* (Warner Bros.) Trends in music come and go, but great songs remain. When Bill Withers wrote and recorded this in 1972, he probably didn’t know it would become his biggest hit or that 15 years later it would turn into a jam. Some markets jumped on it early, and response indicates it’s gonna be big!

**IGGY POP** - *Real Wild Child* (Wild One) (A&M) O.K. trivia buffs, who recorded the original?... Just so happens I bought a copy the first time around in 1958 when it was on the charts by Ivan. Ivan was actually a member of Buddy Holly’s Crickets and sang the song in a nasal tone. Iggy bangs it around real good, and if he ever stood a chance to pop a hit, this is it.

**TINA TURNER** - *What You Get Is What You See* (Capitol) What you get is every ounce of raw intensity from deep inside the soul of one amazing performer. Hot licks and all, it’s bound to drive ‘em wild.

**ROBBIE NEVIL** - *Dominoes* (Manhattan) Super Bowl champions may have a tough time repeating their successes, but that doesn’t seem to be Robbie’s problem. Nothing ordinary about this composition or its vocal treatment. Radio received him warmly on his debut effort, and he hasn’t worn out his welcome.

**WORLD PARTY** - *Ship Of Fools (Save Me From Tomorrow)* (Chrysalis) Top Five with Album Radio, where editor Kent (party guy) Zimmerman says it’s a stone cold hit across the board. After spending time with it on my turntable I heartily agree.

**RON FELL’S**

**Personal Picks — ALBUMS**

**BRUCE WILLIS** - *The Return Of Bruno* (Motown) I wasn’t prepared to take him any more seriously than does Cybil Sheppard. This appeared to me to be a contrived, exploitive package shaped around a guy who had a couple of hours free to cut an album to hype his cable special. Boy howdy was I wrong! The album’s production values are first class, his vocals are more than capable of carrying the older tunes—which, by the way, deserved to be brought back. RESPECT YOURSELF is already a pop hit, and two other tracks, UNDER THE BOARDWALK and SECRET AGENT MAN have been updated considerably since their debuts 23 years ago. Then there’s JACKPOT which may have been one of the few intentionally funny moments of the American Music Awards. Producer/arranger Robert Kraft is a miracle worker.

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KUBE Add
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WZOU Add
FM 100 36-29

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WZYF 40
Q101
KNAN 40
KYYY Add
KCCR
KCMO
Y 94 Added @ 40
WDBR
KTRA
KHTZ
KWNZ Add

ROBBIE NEVIL
"DOMINOES"
THE NEXT SMASH SINGLE
ON YOUR DESK NOW!

Produced by Alex Sadkin
For Peregrine Productions, Inc.
And Philip ThomaHey For VOODOO Ltd.
Management: Nu Visions
Entertainment, Ltd. Ron Weisner/Bennett Freed

BUILDING SUCCESS FROM THE SOUND UP
CLUB NOUVEAU

LEAN ON ME

The new single from the Club Nouveau album Life, Love & Pain on Warner Bros. Records

Produced by Jay King, Thomas McElroy and Denzil Foster for 2-Tuff-E-Nuff Productions

Management: Jay King