MORE NEW ARBITRON RESULTS
Buffalo: WBEN leaps to double digits, top spot
Cincinnati: WVEE, WEBN both gain in 1-2 dogfight
Louisville: WHAS up four to beat WAMZ
Memphis: WHRK slips to 16.7; still leads handily
Nashville: WKDF extends lead, nears 15 share
Pittsburgh: KDKA gains but WBZZ narrows gap
Portland: KXL-FM moves from 7th to first
Sacramento: Half-point separates top five in wild race
San Antonio: KTFM off but holds lead
San Jose: KSSG, KCSB duplicate 1-2 SF finish
Plus ratings results for Birmingham, Charlotte, Columbus, Greensboro, Jacksonville, Oklahoma City, and Salt Lake City.

THE RADIO DEALS THAT FELL THROUGH
In a time of transaction-mania, some big deals are bound to fall through. Here are the stories behind some of the biggest delayed or collapsed station buys.

MIKE SHALETT'S "VITAL SIGNS" DEBUTS
R&R's new biweekly market research column, by Street Pulse head Mike Shalett, will concentrate on the links between research needs of the record, radio, and retail communities.

WGY CELEBRATES 65TH ANNIVERSARY
The inventor of radio, Guglielmo Marconi, visited New York's first radio station, WGY/Schenectady, in 1923, posing with a state-of-the-art model. See Page 4 for more facts and great historical photos commemorating WGY's longevity.

COMING NEXT WEEK: SALES SURVIVAL GUIDE
With the RAB meeting coming up, R&R presents a "Sales Survival Guide," featuring:
- Industry sales overview
- R&R editors interviewing top managers in each format for their radio business projections
- Practical articles on achieving sales objectives, management training and motivation, and telemarketing

RADIO & RECORDS

BERTELSMANN MUSIC GROUP SET
Goldman Re-Ups As RCA/Ariola President
Elliot Goldman has been signed to a new long-term agreement as President/CEO of RCA/Ariola, and his responsibilities have been redefined. RCA/Ariola is now part of the newly formed Bertelsmann Music Group, headed by co-Chairmen Michael Dorfmann and...
ON YOUR DESK!

The new single, "How Much Love," from the album, "When Seconds Count."

On Scotti Brothers Records, Cassettes and Compact Discs.

Produced by Ron Nevison & Frankie Sullivan.
Distributed by CBS Records. © 1987 CBS Inc.
Roberts
OM/PD
At WOKY

Radio veteran Art Roberts is returning to Milwaukee as OM/PD afternoon personality at Sundance Broadcasting's Big Band/MOR-formatted WOKY. Roberts was a top-rated afternoon talent at WBCS/Milwaukee from 1981-83 before joining a San Francisco-based computer firm, Century Business Technologies. He and VP/GM Brian Osga are the team replacing Doug Kiel, now GM at CHR WKTI across town.

WOKY owner Mike Jergenson told R&R, "I'm really excited to have Art, a proven on-air talent and off the air, back in Milwaukee on our station. He has more experience than anyone we've ever had there before, and will add new dimensions to the operation."

Roberts' history includes a 1960s WMO/MO-on-air gig at WLS/Chicago, several years at Chicago stations WCFL and WKXQ, and work for various labels, including Aristta and RCA/Ariola. He could not be reached at prestime for comment.

Milner Runs Portland Combo

Taft Shifts Crowl To Milwaukee

As Taft takes over WRRS-AM & FM/Milwaukee this week (1-28) from Great Trails, KKKR/Portland VP/GM Dave Crowl has transferred there as VP/FM. Back in Portland, Dave Milner, VP/GM of sister AC KEX, will assume additional duties at CHR KKRZ.

WBLS-FM To Leave Country For AOR?

Speculation in Milwaukee is that Taft will ditch Country on the FM and switch it to AOR or an AOR/CHR hybrid consulted by Burk hart/Abrams/Douglass/Elliott, which advises dominant Taft AORs in Pittsburgh, Kansas City, Atlanta, Indianapolis, and Columbus. Currently, Milwaukee has two AORs – mainstream WQFM and soft WBLS. There is one other Country station there, WMIL, which registered a 4.5+.

MMRC ND TV/ Radio Operations

Greg Anderson

Greg Anderson has been named VP/Radio Operations for Multimedia Broadcasting, which has been Regional Programming Executive since last year. In his former post, he supervised programming and promotions for the company's WFBCC-AM & FM/Green ville, SC; KEEL & KITT/Shreveport, LA; and WMAZ & WAYS/Macon, GA. He was originally Program Manager at the WFBC combo from 1980-88.

Multimedia President James Lyn nagh commented, "Greg brings to the executive level of Multimedia Radio 18 years of experience in programming, promotion, and administration. His leadership and winning track record will be a great asset as we continue to expand the potential of the radio division."

Anderson said, "I couldn't be happier."

Anthony Programs WIOD

Mike Anthony is the new PD at WIOD/Miami, replacing Jerre Sullivan, who will remain with the Cox News/Talk station in an as yet-unannounced capacity. Anthony comes to WIOD from the Gannett News Service in Washington, where he had been Radio Bureau Chief for the past seven years. Prior to that, he was OM for Gannett's KSDK/ Louis ville.

WIOD GM Bob Reish told R&R that Anthony is "one of the real pros in this business." Reich noted ANTHONY/See Page 8

MOEN PROMOTED

Budell Becomes New WLVE PD/Morning Man

5-Month Wait To Take New Post!

Gibson's WLVE (Love 94)/Milwaukee has signed Greg Budell, morning man at RKO AC FM competitor WAXY, to a three-year deal as PD/morning personality, effective June 15. Because Budell's noncompete agreement with WAXY prevents him from starting at WLVE sooner, he'll concentrate on his local television work during the interim. WLVE's Irvine Richards and Keith Allen will remain in mornings until Budell arrives.

As part of the changes, current WLVE PD John Moers has stepped up to Director/Programming & Operations. Moers, a former PD at WAVU/Washington and National PD at United Broadcasting, said the new post will allow him "wider parameters." He told R&R, "With the support staff there, it will move me into an even more of a conceptual, strategic position, which I love."

Budell's move marks his return to WLVE; he served a year there from 1979-80 before joining WAXY. WLVE GM Dean Goodman explained, "We've always worked towards having solid morning numbers but have never quite reached our goal. I think Greg will do that for us. He's been the number one WLVE/See Page 8

NEVINS TO AM, BELCASTRO TO FM

WBEN Combo Shuffles Programmers

Hank Nevins, PD at CHR WBEN-FM/Buffalo for the past 18 months, has moved to the programming side at full-service AC sister WBEN. Nevins replaces Jim McLaughlin, who resumes his former position as Program Director, while WBEN-FM 7-midnight personality Kevin Belcastro is promoted to the FM programming post.

WBEN-AM & FM President/owner Larry Levite told R&R, "I looked around and found our best candidates right in our own building. It takes a lot to keep an AM number one, and since Hank is a native Buffalonian he knows what it will take. I'm also very happy about Kevin, as he pitched very hard for the job and demonstrated a lot of creative ideas in the process."

Nevins is a former GM at WLVL/ Lockport, NY, with additional airtime at WBN/See Page 8

Page Three

January 30, 1987

New Music '87

What can radio expect from the record community as 1987 gets underway? R&R editors talked to key label personnel to highlight the priority projects, the superstar releases, and the hottest newcomers in each active music format.

Starts Page 48

Retailers' Hottest Prospects

Adam White polls key retail chain chiefs to find the forthcoming records they're most looking forward to.

Features

WASHINGTON REPORT: Brad Woodward

• Edward Markay heads House Telecommunications Subcommittee

RADIO BUSINESS: Patrick Clawson

• Sonderling sells WBXM-FM for $28.5 million

NEWSBREAKERS: Jim Dawson

STREET TALK

• Scronis set to buy Blair stations for $150 million

WHAT'S NEW: Don Water

VITAL SIGNS: MARKET RESEARCH: Mike Shelet

RATINGS RESULTS

NETWORKS: Rees Dunzel

• Can program suppliers afford to spotlight new music?

SALES

• Greenwood Performance Systems' Tim Menovsky has a "Radio Game" that salespeople can play for fun and profit

PROMOTION & MARKETING: Harvey Mednick

• Vital tips on delegating effectively before your job overwhelms you.

ON THE RECORDS: Ken Barnes

• As labels and radio point to New Music '87, turns out 1986 wasn't bad year for new music either

DATEBOOK: Adam White

CALENDAR: Brad Messer

FORMATS

• Special New Music '87 Section

CHR: Joel Denver

AOR: Steve Feinsten

BLACK/URBAN: Walt Love

AC: Mike Capin

GOLD: Sean Ross

• WKHL/Milwaukee celebrates a Classic Gold year

JAZZ: Barbara Barnes

COUNTRY: Lon Harlan

NASHVILLE THIS WEEK: Sharon Allen

CONTEMPORARY CHRISTIAN: Brad Burkhart

MARKETPLACE

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WGY Celebrates 65th Birthday

WGY/Schenectady, New York state's oldest radio station, is celebrating its 65th anniversary this year. With calls signifying “W” for wireless, “G” for General Electric, and “Y” for the last letter in Schenectady, WGY first signed on air February 26, 1922 for an hourlong broadcast. Programmers there established many firsts from that moment on, including the first remote broadcast and the first drama adapted for radio.

WGY & WGYF President Dennis Israel commented, “It's quite a thrill to be part of a station so rich in history and tradition. Now that we've reached 65 years, we want everyone to remember the people who made this business and continue to shape our thinking today. I think everyone in radio should make an effort towards preserving our medium's history and bringing it to public light. Seventy-five years from now people will be able to educate themselves with the best that radio has to offer.”

On February 20, the station will re-sign on the air with the original clip from 1922, and plans to issue a historical booklet featuring the photos included here.

WCKKW Ends Classic Rock For AOR Approach

WCKKW/la Place-New Orleans, a former AC/Oldies outlet which has been programming Classic Rock for the past year, has announced plans to evolve to AOR over the next few weeks. No staff changes are planned.

A family-run station owned by broadcast engineering consultant Sidney Levet III, the suburban Class C FM presently broadcasts from a 500-foot stick. However, Levet plans to increase WCKW's tower height to 2000 feet by June, giving the station a city-grade signal over both New Orleans and Baton Rouge.

Once the changeover is completed, WCKKW's only direct competitor will be AOR/CHR hybrid WNRNO; Baton Rouge has no AOR service. WCKKW MD Johnny Tyler, who serves under PD Dennis Carlton, told R&R the reason for the switch is to “better serve the void in these markets.” Noting that the station will maintain its 18-34 target, he said, “We'll never completely abandon Classic Rock, as we're not trying to lose the people we have...we're simply out to gain a few more.” WCKKW improved 1.9-2.7 in the fall New Orleans Arbitron.

Allied Artists In Receivership

Los Angeles-based Allied Artists Records has been placed in receivership in the wake of a lawsuit against its parent firm. The label signed a pressing and distribution deal with Capitol last year.

The Los Angeles Times reported Jan. 26 that Allied's parent, Consolidated Allied Co., has been sued by Union Bank of California over more than $7 million loans allegedly made on the basis of phony financial statements. As a result, a Los Angeles Superior Court judge has appointed a receiver to take control of the company.

Calls by R&R to Allied Artists' Studio City headquarters were answered by an official of the state court receiver's office, who said he did not know the whereabouts of label President Kim Richards, nor could he provide any further information. Richards is a defendant in the lawsuit, according to the Times report.

Last year, Allied was promoting a single (“Runaway”) and album by Luis Cardenas to radio and video outlets. Several former E/A executives were working for the label, but have reportedly since left.

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TRANSTAR
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Seven New VPs At Unidyne

Seven executives at San Diego-based Unidyne Communications (UC) and co-owned marketing/promotion firm Unidyne Industries (UI) have been advanced to VP. Veteran broadcaster Don Nelson was formally named VP/GM of the Broadcast Division, which operates Classic Rock-formatted XHITZ (290)/Tijuana-San Diego. UC subsidiary Unidyne Direct Mail Co. promotions include GSM Ernie Kovacs to VP/GM; sales reps Mike Fisher and Jim Johnson to VP/Sales; and sales rep Bill Weed to VP/National Sales. UI also named Tom Hoyt VP/Marketing and Doug Herman Exec. VP.

UC President Bill Alfrede noted, "We're pleased to reward these talented and experienced individuals whose contributions to our exceptional growth and diversity have led to many successes in recent years.

UI President Jack McCoy added, "We've always endeavored to remain at the leading edge of research and promotions. The depth of experience we bring to bear on problem-solving for client stations is a measure of our success, and we believe we have the finest people in place to achieve our goals."

Pay of the Rock & Roll Hall of Fame

The Rock & Roll Hall of Fame held its second annual induction dinner Jan. 21 in New York, paying high-spirited, warm tribute to 15 rock legends and other music luminaries. "Every time I hear some new music, I hear the soul of my father in it," said Pedro Haley, son of inductee Bill Haley, making one of the many comments which helped put rock & roll— and the Hall of Fame ceremonies themselves—in perspective during the evening.

The event was held at Manhattan's Waldorf-Astoria, before a music business audience of 1,200. Aside from Haley, those inducted were the Coasters, Eddie Cochran, Bo Diddley, Aretha Franklin, Marvin Gaye, B.B. King, Clyde McPhatter, Rickie Nelson, Roy orbison, Carl Perkins, Smokey Robinson, Joe Turner, Muddy Waters, and Jackie Wilson. Cited for their "early influences" on rock were Louis Jordan, Hank Williams, and T-Bone Walker.

Much of the subsequent mass-media coverage focused on the appearance of Bruce Springsteen, who presented (orion with his award. But other star presenters and the audience were generous in appreciation of all the inductees, including non-performing honorees Ahmet Ertegun, Jerry Wexler, Jerry Leiber and Mike Stoller, and the late Leonard Chess. "People like Ahmet taught us that the music business was not the automatic industry," said CBS Records Group President Walter Yetnikoff, alluding to rock's cultural and social impact.

Accepting his award, Wexler noted that he recently reached "three score and ten" in age and joked, "So this is my first posthumous award." Leiber and Stoller, talking about their debt to the Coasters, cracked, "They sang the songs we wrote even better than we could."

Of the 15 rockers inducted, Diddley, King, Orbison, Perkins, Robin son, and members of the original Coasters were there in person.

Goldstein

President At Private Music

Ron Goldstein has been named President/CEO of Private Music, overseeing all aspects of the label's domestic and foreign activities, including records, music publishing, and video. The company, which specializes largely in instrumental music, is distributed by RCA.

Most recently VP/Marketing at Arista, Goldstein was previously President of Island Records, and has held executive posts at Warner Bros. and Chrysalis.

In his new slot, he reports to Private Music founder Peter Baumann, who commented, "Our original goals of establishing a unique music company have been achieved, and with Ron's extensive experience we are now entering a competitive marketplace from a position of strength."

Goldstein, who's based at Private Music's New York headquarters, told R&R, "If this label was just going to remain in the new age category, it wouldn't have been attractive to me. The fact is, Peter Baumann is looking to expand what's here already, and the move to bring in someone in this position indicates that he really does want to go somewhere."

Those deceased were represented by family members: parents, children, widows. Anna Gaye Gordy, for instance, accepted for Marvin Gaye, appearing nervous and star struck. "Here, my dear," she said, picking up the Hall of Fame statuette, which were other telling moments. On behalf of Leonard Chess and the pioneering independents responsible "for the success and growth of today's record industry," presenter Ewart Alner urged the industry to "be as progressive as you can." Another presenter, San Records founder Sam Phillips, also had people close to the edge of their seats with his comments about blacks and whites in the South. The event started at 6pm, culminating more than six hours later in a jam session which involved many of the stars, present and past. Key executive figures in the Hall of Fame ceremonies were also on hand and on stage during the evening, including Seymour Stein of Sire, Bob Krasnow of E/A, Jan Wexler of Rolling Stone (who was MC), impresario Bill Graham, and Foundation Exec. Director Susan Evans, as well as representatives from the future home of the Hall itself, Cleveland.

Evans told R&R, "I've heard that the artists themselves had a wonderful time, and were very moved by it. We're very pleased about that, since the dinner is done to honor them and the nonperformers. It was designed so that everyone had a good time."

Fernando

Acquires Pablo

Furthing its position as the largest independently distributed record label, Fantasy, Inc. has completed its purchase of Pablo Records. Founded in 1975 by Nef and Los Angeles-based Pablo imprint holds over 300 titles, among them recordings by Duke Ellington, Count Basie, Sarah Vaughan, and Ella Fitzgerald. The purchase price was undisclosed.

Fantasy President Ralph Kaffel said, "Pablo is a dream catalog, and its roster of artists greatly complements and enhances our other catalogs. Those include Prestige, Milestone, Stax, Riverside, Contemporary, Good Time Jazz, and the Original Jazz Classics (OJC) series."

A priority on Fantasy's agenda is to make much of the Pablo catalog available on CDs. Kaffel reported there are also plans to release about 15 new albums by artists to be announced shortly. A mid-priced album series of 30 titles is also expected in the summer.

Grain plans to continue his independent management and concert promotion activities, and will remain active as a producer. Eric Miller, who worked with Grain at Verve and Pablo in various creative capacities, will stay on with Pablo as head of A&R.
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ARBITRON RATINGS
VETERAN WABC TALENT
Bob Lewis Dies At 49

Bob Lewis, the music director of WABC-AM (630) and WABC-FM (1050), died Friday (1/22) of complications from pneumonia. The 49-year-old disc-jockey-voiceman had been battling the disease since last September. According to his family, friends, and co-workers, Lewis had apparently been ill prior to that time without realizing it.

Lewis, whose "Bob-A-Lew" nickname came from a doo-wop song by the Eternals, was best known for his overnight shows at WABC in the mid-'60s but had also worked at WHNC/New Haven and gone off the air at WCNM/New York (now WHN). As one of his friends Scott Mani, Lewis became interested in progressive rock and began working parttime on WABC-FM, now WPLJ. When ABC forced him to choose stations, he surprised them by opting for the FM. He later told an interviewer, "They said, 'How can you turn down the biggest station in the world?' I said, 'Because FM is tomorrow.'"

In the '70s, Lewis worked on WNEW-FM and WCBS-FM before settling into a career in voicework. He could be heard pitching Soundway, Daytime, Certs, Coglates, IBM, and Ford, among others. A book of his humor had also been published.

CFNY/Toronto Asst. PD Don Berra, discovered Lewis on his college radio station, WPBH/Providence, called Lewis "one of the most generous people I knew. Whenever I was in New York or F. Lauderdale, he would not allow me to stay anywhere but with him. I am a better person for having known him"

Rick Sitar, Lewis's boss at WABC, told R&R, "The last time I saw Bob was two years ago in the graduation processional at Brown University. His daughter was graduating along with my daughter.

Anthony Continued from Page 3

organizational and executive changes.

Goldman now reports to Dro- nenberg, who also serves as the Bertelsmann Music Group, as does Arista Records President Arista Davis. More details of the group's composition have not yet been released.

The promotion of RCA/ Arista's label operations outside North America (also reporting to group management) will be appointed soon. Former Poly- gram International Exec. VP Rush Gassner is expected to take this post.

Myers Continued from Page 3

behind me. I feel I have a full un- derstanding of the many problems associated with working local radio stations," he said. "My job will be to assist Tony and give full support to our local staff.

Crowl Continued from Page 3

couple of avenues to go.

Crowl, now with WOKX since Taft took it over in March 1984. A ten-year company veteran, he started with Taft as an AE at WLW/Columbus in 1977 and became GM there in '79. Miller started with Taft in 1974 at WHAM/ROchester, where he advanced from AE to GMS. He left in 1980 to manage then-Taft property WNYW/Tampa, switching it from CHR to AOR. He added responsibilities for WNYF's sister AM, Nostalgia WDRA, in 1982. Miller took over KEX in 1984.

Taft President/Radio & Cable Carey Wagner commented, "There's no doubt in my mind that both of these assignments are being handled by two very capable people.

Additionally, KEX Local Sales Manager Dave Liechtman becomes National Sales Manager for the Portland combo. He's succeeded by Director/retail Sales Clinton St. Louis.

Johnston PD

At WSOC

WKY/Oklahoma City PD Paul Johnston has been named PD for Cox's WSOC-FM replacing veteran Don Bell, who's been with the Country combo for ten years and with Cox for 15. WSOC GM George G. Tackett told R&R, "Paul is one of the brightest radio people I know. He's a strate- gist and thoroughly trained in re- search. He developed many of the themes now successfully in use at many other radio stations. A lot of people think that because we're number one we're satisfied. But this is only the beginning; Paul's going to take us to new heights.

Johnson said, "It's fun to move forward with a station with great tradi- tion and heritage to another. Al- though WSOC is the top-rated sta- tion in town, I think we can be bet- ter.

Prior to joining WKY a year ago, Johnston operated his own compu- ter service bureau in Minneapolis, during which time he maintained a weekend airshift at WDGY. Before going into business for himself, he was Research Director/MD for WDGY from 1977-82. His program- ming background also includes WWJ/Atlanta, WSOC-Cleveland, and WMDO/Shea, MD.

Rosenberg Continued from Page 1

consulting basis. Rosenberg added, "I hope to be back in L.A. I welcome the challenge of this position, and I am looking forward to helping the company grow.

In addition to KFSD, Lotus owns KKW/Tahoe and other stations in Los Angeles, KONP/Enid, KTNX/XL/Phoenix, WTMX/Iowa City, WTMX/XL/Iowa City, KXOR/Edina, MN; WTVG/Des Moines, IA, and others.

"This is a bellwether vote of confidence from Malrite to me. They want to work closely with both stations. While we sell KNEW/KSAN in combination, they're distinct, individual sta- tions. I look forward to getting in and making a contribution to all facets of the operation.

Day commented, "This is the second highest point of my ca- reer -- the first being the day I joined Malrite. The people have been real good to me and I intend to be real good for them.

Sedman has been with Mal- rite five years, the last two in S.F, and three in Cleveland as WKB PD. He earlier worked at PD at WLW/Cincinnati and as Program Manager at WAKX/Cincinnati. During his career he has been with Malrite a number of years, spending two at WTKR before joining KSAN 18 months ago. He previously programmed WPX/Texas, and handled airshifts at WLW, WOCL/Cincinnati, and other stations.

In other station news, KNEW MD Carl Brown has been named to Music Coordinator for both KNEW and KSAN. Sedman has been named to his midday duties, and filling his slot is evening personality Terry Rhodes. Taking over Rhodes's shift is overnighter P.J. Ba- lard.
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NEWS BRIEFS

Rep. Markay Heads House Telecommunications Panel

Rep. Edward Markay (D-MA) was officially named Chairman of the House Telecommunications Subcommittee at an organizational meeting this week (1/27). He succeeds Tim Wirth (D-CO), who was elected to the Senate. Markay's selection had been widely anticipated.

In a slight reshuffling, the panel's jurisdiction over consumer protection issues was taken away, but its line of 15 Democratic slots and 10 GOP positions stays the same.

Republican members had not been announced by press time. Democratic members are Reps. Al Swift (WA), Mickey Leland (TX), Cardits Collins (IL), Mike Synar (OK), Billy Tauzin (LA), Wayne Dowdy (MS), James Slattery (KS), John Bryant (TX), Ralph Hall (TX), Dennis Eckart (OH), Bill Richardson (NM), Rick Boucher (VA), and Jim Cooper (TN).

FCC Seeks Fairness Doctrine Comments

In an unusual move, the FCC is asking for public comment by February 25 in its Fairness Doctrine case against WYWH-TV/Syracuse, NY. Two weeks ago a federal court remanded the case to the Commission for further consideration of Meredith Broadcasting's argument that the doctrine is unconstitutional.

Typically, the Commission only seeks comment on policy changes, rather than on disciplinary actions against stations. In this case, however, the FCC said it is soliciting various views "because of the general importance of the issues" involved.

WYWH was found guilty of airing one-sided coverage of a nuclear plant controversy. The U.S. Court of Appeals sent the case back to the FCC, but said the Commission wouldn't have to consider Meredith's constitutional argument if it decides to stop enforcing the doctrine.

WASA Suggests FCC Fine Jocks

WASA (Waste de Grace, MD) has failed to escape an $800 fine from the FCC by suggesting that the Commission should fine the announcers responsible for rule violations.

Part of the fine was assessed for failure to log EBS tests received. According to the Commission order refusing to lower the fine, WASA "alleges that any errors that did occur were committed by announcer disc jockeys and that they, not station management, should be fined."

The FCC responded, "The Commission has consistently held that licensee are responsible for the acts and omissions of their employees." The agency also rejected the station's plea for relief on grounds that its EBS errors and other violations were not "widespread.

11 Senators Named To Communications Subcommittee

Appointments to the Senate Communications Subcommittee show that the panel will have six Democrats and five Republicans for the next two years.

Democrats serving under Chairman Daniel Inouye (D-HI) are Fritz Hollings (SC), Wendell Ford (KY), Al Gore (TN), James Exon (NE), and John Kerry (MA).

GOP members aligned with ranking minority member Bob Packwood (OR) are Larry Pressler (SD), Ted Stevens (AK), Pete Wilson (CA), and John McCain (AZ).

WKAT Gets $257,000 Cuban Interference Aid

The latest Florida AM to get Federal compensation for technical changes to offset Cuban interference is Miami's WKAT/Intercontinental Broadcasting, the station's Miami Beach, which will receive $257,531.

In 1981 the station hiked power from 1,000 watts, or which have been fused to retransmitting the signal for five years, because its owners failed to sell the FCC exactly why sister station KQED-TV went dark.

Numerous groups challenged the stations' licenses, claiming KQED, Inc. blamed the shutdown on equipment problems, when financial stress was the real reason. An FCC law judge concluded that the company didn't lie, but had "skirted" the truth.

FCC Hands-Off Formats Policy Clears Court

Viacom's purchase several years back of WMZQ (AM/Washington, formerly WEAM) from WEAM Radio, Inc. has been upheld by the U.S. Court of Appeals. The sale was challenged by fans of WEAM's former Big Band format.

They assailed the FCC's 1976 policy statement that radio station formats are best regulated by marketplace forces, rather than case-by-case reviews by Commission staff.

Agreeing with the FCC, the court said the agency had provided a rational explanation for concluding that the public interest in format diversity is best served by deferring to the marketplace.

Other Key Developments:
- As part of a staff restructuring, Tom McCoy has resigned as NAB VP/Broadcasting Congressional Relations.
- Robert Baker has been fined $750 by the FCC for operating an illegal FM translator in Louisville, KY on 95.5 MHz, retransmitting the signal of WSTO/Owensboro, KY.
- NAB Radio Board members: District 1 (CT, ME, MA, NH, RI, VT) Robert Flah, WHJJ & WHYIV/Providences; District 9 (AL, GA, D. Mitchell Seth, WLAY/Muscle Shoals, AL; District 13 (MD) David Hicks, WKRN & WKR/R/But- tles Creek, Mc; District 23 (AK, Northern CA) Ramsey Elliott, KRCX/Roseville, CA.
- The U.S. Court of Appeals has re- fused a request by the American Legal Foundation to order an FCC investigation of ABC's airing of 1984 news reports, which it later retracted, ac- cusing the CIA of using a Honolulu in- vestment firm as a front for illegal do- mestic and foreign operations.

This Week In Washington
- Edward Markay succeeds Tim Wirth as head of House Telecommunications Subcommittee
- FCC moves fast in seeking Fairness comments
- Commission foils station attempt to blame DJs for violation
- Senate sets Communications Subcommittee
- Daytimers win daylight savings adjustment

Lake Huron Broadcasting Corporation

has sold
WQYK-FM
St. Petersburg/Tampa
to
Infinity Broadcasting Corp.

WERTHEIM SCHRODER & CO.
Incorporated

$27,000,000

January 30, 1987

January 1987

WASHINGTON REPORT

BRAD WOODWARD
EVERYONE WANTS TO JOIN CLUB NOUVEAU

"LEAN ON ME"
The solid new hit single

Radio is leaning all over it.

Thanks To These Stations

B104 92X  KWSS  WANS  WKZL  WCGQ
B94   KBEQ  WNNK  WCKN  WGZT  WJMX
B106  KDWB  WTIC  KZOU  WZOK  Z102
Q107  WLOL  WKEE  WDJS  KF95  WCIL
WAVA  KZJP  KC101  WPW  KIYS  KTMT
Z93   KKKZ  WPST  WABB  194
KRBK  KMKJ  WBBQ  BJ10S  KLUC
Y100  FM102  WKQB  94Z  103CIR
WNNZ  KS103  WNOK  WXLK  WIKZ
B96   K MEL  GI05  KTX  W2YQ
Z95   KATD  WKSI  WDLX  WQCM

For Making This Record | CHR NEW & ACTIVE |-Before It Shipped!

CLUB NOUVEAU
LEAN ON ME
The new single
Produced by Jay King,
Thomas McElroy and
Denzil Foster
From the album
Live, Love & Pain
Management: Jay King

© 1997 WARNER BROS. RECORDS INC.
Sonderling Sells WBMX-FM
To Northlake For $28 Million

WBMX-FM/OAK PARK (CHICAGO), IL
PRICE: $28 million
BUYER: Northlake Communications, Ltd., of Boca Raton, FL, owned by Gordon Sherman, Laurie Silver, Shernon's daughter, and Mitchell Rubenstein. Sherman is the former president of the Illinois Association of Broadcasters, and has previously owned radio, television and cable properties in Illinois, Florida, and Wisconsin. Silver and Rubenstein are partners in the law firm Rubenstein & Silver, Boca Raton, FL.
SELLER: Sonderling Radio Corp., headed by veteran Chicago broadcast-er and theatre owner Egmont Sonderling.
DIAL POSITION: 102.7 MHz
POWER: 6 kw at 1117 feet
FORMAT: Urban

WBMX-AM/OAK PARK (CHICAGO), IL
PRICE: $2 million
BUYER: National Polish Alliance, nation's largest Polish-American civic group.
SELLER: Sonderling Radio Corp. (See above transaction)
DIAL POSITION: 1490 kHz
POWER: 1 kw days/250 watts nights
FORMAT: Urban

WCBF/FATIMA, FL
PRICE: $3.1 million
BUYER: Infinity Broadcasting, (radio division President Mel Karmazin), which owns 12 stations, including WQYK/Tampa and WXRK/New York.
SELLER: Sudbrink Broadcasting, President Robert "Woody" Sudbrink, which owns WBIX/Jacksonville, FL and KAJAY/Little Rock, AR.
DIAL POSITION: 1010 kHz
POWER: 50 kw days/5 kw nights
FORMAT: Religious

KZK/DAVENPORT, IA & WXLIP/MOLINE, IL
PRICE: $1.8 million
BUYER: Goodrich Broadcasting Co., President Robert Goodrich, which also owns WVLIP/Tampa, KXQ/Moline, KWLIP/Oktober City, and WRC-30/Davenport.
SELLER: Guy Gannett Broadcasting of Portland, ME, VP/Radio Mike Horn, which also owns WINZ-AM & FM/Miami, WVLIP/Tampa, KXQ/Moline, and WRK-30/Davenport.
DIAL POSITION: 1170 kHz; 96.9 MHz
POWER: 1 kw, 50 kw at 500 feet
FORMAT: Nostalgia
BROKER: Jack Maloney of Jack Maloney, Inc.

KAA & KQAA/ABERDEEN, SD
PRICE: $1.4 million
BUYER: KQAA/KQGG Radio, Inc., President Joseph Henkin, which also owns KQGG & KAPAT/Siouxfalls, SD.
SELLER: Sunset Communications Corp., owned by South Dakota State Senator David Laustsen.
DIAL POSITION: 1560 kHz, 94.9 MHz
POWER: 10 kw, 100 kw at 1300 feet
FORMAT: Country; AC

WDSD/AM/STERLING, IL
PRICE: $1.6 million
BUYER: Smith-Serfian Communications, Inc. of Chicago, IL. Principals include Alex Smith, a former U.S. Senate candidate and partner in the Chicago law firm of Lord, Bissell & Brooks; and Thom Serfian, a veteran broadcast-er who is currently press secretary of U.S. Senator Alan Dixon. SELLER: WSDR, Inc., owned by Tom and Ruth Davis.
DIAL POSITION: 1240 kHz
POWER: 500 watts days; 1 kw nights
FORMAT: News/Talk
BROKER: Howard Stassen of Blackburn & Co.

KFSC & WFRF/FRANKLIN, NC
PRICE: $650,000
BUYER: Country Communications, Inc., owned by current GM Brenda Wooten and Sales Manager Jo Connelly.
SELLER: High Country Communications, Inc., President Warren Penny, which also owns WMFX & WSICI in Statesville, NC and WBBF & WCPM in Burlington, NC.
DIAL POSITION: 1050 kHz; 96.7 MHz
POWER: 1 kw days; 3 kw at 300 feet
FORMAT: Country; AC

WTNTTALAHASSEE, FL
PRICE: $600,000
BUYER: Brody Timm, who owns WANK/Tallahassee. He plans to transfer WANK's top-rated Black for- mat to the new property and devote WANN, a daytimer.
SELLER: Palmer Communications, Bill Ryan, President/CEO; Steve Shannon, GM/Radio Division.
Palmer also owns WNOG/Naples, FL; WCVU/Sebring, FL; WHO & KLY/Des Moines; two TV stations and cable systems in Florida and California.
DIAL POSITION: 1270 kHz
POWER: 5 kw days/1 kw nights
FORMAT: Country

KKB/ABBEY, MD
PRICE: $400,000
BUYER: Ken Dow, owner of the Dome Company, Inc.; Dow is a veteran broadcast-er who previously owned KLZ/Essex and wide National PD of McLeodson Broadcasting.
DIAL POSITION: 580 kHz; 99.5 MHz
POWER: 500 watt daytimer; 100 kw at 817 feet
FORMAT: AC
BROKER: Bill Whitley of Chapman Associates

WLRD-AM/FM/LOBBUTX, TX
PRICE: $1.198 million
BUYER: Ken Dow, owner of the Dome Company, Inc.; Dow is a veteran broadcast-er who previously owned KLZ/Essex and wide National PD of McLeodson Broadcasting.
DIAL POSITION: 580 kHz; 99.5 MHz
POWER: 500 watt daytimer; 100 kw at 817 feet
FORMAT: AC
BROKER: Bill Whitley of Chapman Associates

WWIN-AM & FM/ BALTIMORE, MD
PRICE: $4.5 million
BUYER: Communications Management L.P. Regan Henry, general part-ner, Michael Driscoll, Patricia Hussey, Sheila Nachemson, limited part-ners. Henry is in the final stages of selling WWRD/Franklin Philadelphia; WBLJ/Cincinnati and WTUX & WLTU/Indianap-olis to a nationwide Broadcasting for $28.5 million.
SELLER: Belvedere Broadcasting, Thomas McNulty, President, Mary H. McNulty, VP.
DIAL POSITION: 1400 kHz; 95.9 MHz
POWER: 1 kw days/250 watts nights; 3 kw at 300 feet
FORMAT: Urban
BROKER: Legg Mason of Wood & Walker, Inc.

WGQI/ST. COLUMBUS, OH
PRICE: $2 million
BUYER: Howard Johnson (A/C Properties, Inc., owned by Kent Anderson and Robert L. Clark of Houston
SELLER: Cannon Communications, Inc., owned by Bill Pollee of San Francisco.
DIAL POSITION: 102.3 MHz
POWER: 500 kw at 320 feet
FORMAT: AOR

KFMM/AM/BEARDSTOWN, IL
PRICE: $250,000
BUYER: Conner Family Broadcast- ing, Inc., owned by WFRM GM John Conner and his wife June.
SELLER: Beardstown Broadcasting Company, owned by David MacFee of New York City.
DIAL POSITION: 790 kHz; 94.3 Mhz
POWER: 500 watts; 3 kw at 210 feet
FORMAT: AC

KDB/IOWA VILLAGE, IA
PRICE: $150,000
BUYER: David J. Ballsaetd Jr. of Mt. Vernon, IA.
SELLER: Diversified Media Corp.; President is Charles P. Hilliard of Baton Rouge, LA.
DIAL POSITION: 99.3 MHz
POWER: 3 kw at 300 feet
FORMAT: Currently dark

WMPF/SPRINGVALE, NY
PRICE: $250,000
BUYER: Bradley Communications, Ltd., Carl Brasley, principal.
SELLER: Clancy & Stock Communications, Inc., Donald Stork and John Claney, principals. Each has a 50% interest in WSCM & WITU.
FORMAT: 1330 kHz
POWER: 1 kw
FORMAT: AC

WTPF/PT FIERCE, FL
PRICE: $826,000
BUYER: James Chaplin, current Presi-dent of the Florida Association of Broadcasters, and local businessman Stewart Delaplane.
SELLER: Ingo, a subsidiary of Asterias Communications Corp. of Ft. Lauderdale, FL President Fred In-gham. It also owns WTR5-AM & FM Dunellon, FL.
DIAL POSITION: 1330 kHz
POWER: 1 kw (CP pending for in-crease to 5 kw)
FORMAT: Country
BROKER: Royal Clark of Donald K. Clark, Inc.

WSIQ/SPRINGVALE, NY
PRICE: $250,000
BUYER: Bradley Communications, Ltd., Carl Brasley, principal.
SELLER: Clancy & Stock Communications, Inc., Donald Stork and John Claney, principals. Each has a 50% interest in WSCM & WITU.
FORMAT: 1330 kHz
POWER: 1 kw
FORMAT: AC

WRBK/KANKANPOLIS, NC
PRICE: $250,000
BUYER: John Stiles and Jim Minter, the station's GM and Sales Manager, respectively.
SELLER: Metroplex Communications, Norm Wain, President. It also owns WCFT & WCFX/Washington, WFXI & WYTL/Raleigh, WHWY/Miami, WNLT & WHO/Dayton, WMFX/Char-lotte, WORL, & WJY/Old Orlando, and WDQF & WYFJ/Jacksonville.
DIAL POSITION: 1360 kHz
POWER: 500 watt daytimer
FORMAT: Southern Gospel
Chapman Associates and Elliot Evers would like to congratulate Bill & Patti Sanders on a job well done:

<table>
<thead>
<tr>
<th>Purchased:</th>
<th>KDHI/KQYN(FM), Twenty-Nine Palms, CA</th>
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</thead>
<tbody>
<tr>
<td>(June 1981)</td>
<td>$732,500</td>
</tr>
<tr>
<td>Sold for:</td>
<td>$1,450,000</td>
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<tr>
<td>(June 1984)</td>
<td></td>
</tr>
<tr>
<td>Purchased:</td>
<td>KOTE/KKZZ(FM), Lancaster, CA</td>
</tr>
<tr>
<td>(April 1983)</td>
<td>$800,000</td>
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<tr>
<td>Sold for:</td>
<td>$2,250,000</td>
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<tr>
<td>(August 1986)</td>
<td></td>
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<tr>
<td>Purchased:</td>
<td>KHEI/KVIB(FM), Kihei/Makawao (Maui), HI</td>
</tr>
<tr>
<td>(October 1983)</td>
<td>$395,000</td>
</tr>
<tr>
<td>Purchased:</td>
<td>KAAP/KKBZ(FM), Santa Paula (Ventura), CA</td>
</tr>
<tr>
<td>(October 1983)</td>
<td>$1,104,600</td>
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<tr>
<td>Purchased:</td>
<td>KIVA Cable, Fort Collins, CO</td>
</tr>
<tr>
<td>(May 1984)</td>
<td>$2,200,000</td>
</tr>
<tr>
<td>Purchased:</td>
<td>Drake-Chenault Enterprises, Inc.</td>
</tr>
<tr>
<td>(March 1985)</td>
<td>$3,950,000</td>
</tr>
<tr>
<td>Purchased:</td>
<td>TM Programming, Inc.</td>
</tr>
<tr>
<td>(April 1986)</td>
<td>$3,800,000</td>
</tr>
</tbody>
</table>

In under six years, **Wagontrain Communications** has grown from one AM/FM combo in California's High Desert to the country's largest radio consulting firm, with radio and cable subsidiaries. **Elliot B. Evers** initiated and assisted in each of these transactions. We are proud to have been a part of this story.

**LET US HELP YOU GROW.**

**CHAPMAN ASSOCIATES**

nationwide media brokers

**Elliot B. Evers**

568 Howard Street, 4th Floor, San Francisco, CA 94105 (415) 495-3516
Station Trading Picks Up, 1986 Backlash Starts

By Brad Woodward & Patrick Clawson

Foster Management Company, the biggest deal so far in 1987 is the sale of Chicago Urban giant WMBX-FM by Egmont Sondelrill to a new company headed by Gordon Sherman, the former President of the Illinois Association of Broadcasters, for $28 million. Numerous small market stations are trading — in many cases without the services of media brokers — in a series of management-leveraged buyouts. Meanwhile, not all of those deals from last year’s record whirrel of trading activity have closed. Several of the most prominent deals have “gone South,” never to be heard of again.

Reams Deal Dead

For instance, Toledo-based Reams Broadcasting Corp.’s purchase report of Triad Media Group, headed by Egmont Connelley, would not comment on any escrow monies forfeited by Reams in the failed deal, but he disputed industry rumors that problems with Reams’s recent acquisition of WBVE/Cincinnati, widely promoted as “the Beaver,” caused the pullout. “You can quote Peter Cavanaugh that the Beaver’s sloping tail in Cincinnati,” Cavanaugh chuckled. He said financial projections are being met, and noted that Birch research shows the Country station is now pulling 4.3 share of the 12+ audience.

Shakeout Underway

Other 1986 deals which industry sources report have collapsed or are in trouble for a variety of reasons:

- Reams’s proposed $19.25 million purchase of WOOD-AM/Grand Rapids collapsed when financing difficulties developed over the structure of the deal. Reams reportedly lost a $500,000 escrow deposit. Harrison, OH.
- WADO/New York, $10 million acquisition of WBVE/Indianapolis. WADO/New York, $10 million acquisition of WBVE/Indianapolis. WADO/New York, $10 million acquisition of WBVE/Indianapolis.
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- WADO/New York, $10 million acquisition of WBVE/Indianapolis. WADO/New York, $10 million acquisition of WBVE/Indianapolis.
Once Your Station Gets StereoMaxx'ed,

Every other station in town will sound a little...

New StereoMaxx Gives You an Extra Edge.

- It's the First and Only Broadcast Spatial Image Enlarger.
  StereoMaxx™ enhances and enlarges your music's stereo image, for a dramatically Bigger, Fuller sound. Once your station is StereoMaxxed, other stations really do sound dull by comparison.

- It's Not a Loudness Box... It's a "Make You Bigger" Box.
  StereoMaxx works with any loudness processor you use - Optimod, Teter Audio Prism, CRL, you name it. Spatial image enhancement is a completely different effect from loudness processing. The effect is noticeable on all kinds of stereo radios - from large rack systems to portable boom boxes and headphone radios. And in the car - WOW!

- No Tricks, Just Treats—Doesn't Mess With Your Mono Signal.
  Unlike earlier attempts at enhancing the stereo image, StereoMaxx is 100% mono compatible. No phase problems; in fact, no problems at all! StereoMaxx constantly monitors the music to avoid over-enhancing music which is already widely-separated. And it works equally well on FM or AM (and even TV) stereo stations.

- StereoMaxx Adds Excitement to Any Music Format.
  Hard to believe, but true. StereoMaxx adds Power to CHR and AOR formats, and adds Foreground Punch to AC stations. B/U sounds really Jump Out Of The Set with StereoMaxx. But you can also adjust StereoMaxx to make an Easy Listening/Beautiful Music station sound more lush and opulent.

- Designed & Built By a Company That Knows Radio.
  StereoMaxx is the newest "magic box" for radio from Eric Small and the Modulation Sciences design team. Our CP-803 Composite Clipper is on the air at over 1000 radio stations, keeping them loud, clean and legal. And our Sidekick is the industry-standard SCA generator.

- Get the Jump on the Competition, Call Now for Demo Cassette.
  Since StereoMaxx is brand new, no one else in your market has it - yet. So now's the perfect time to check it out. Call Modulation Sciences Toll-Free at (800) 826-2603 [in NY: (718) 625-7333] and we'll send you a terrific FREE Demo Cassette, produced by Radio Today's Dan Formento. Hear for yourself the "stand-out" difference that StereoMaxx makes. Why not call now for your demo cassette!

modulation sciences, inc.
115 Myrtle Avenue • Brooklyn, New York 11201 • Tel. 718-625-7333 • Toll Free 800-826-2603

Optimod, Texar Audio Prism and CRL are trademarks of Orban Associates Inc., Teter Incorporated, and Circuit Research Labs, Inc., respectively.
Jean Riggins

Jean Riggins has been appointed Director/Artist & Product Manager at Capitol Records. With the label for four years, Riggins was most recently Director /Artist Relations, prior to which she was Asst. Media Director for T.B.A. Media and Asst. M/D/PD for KUPD/Phoenix.

Arnold Levine

Arnold Levine has been appointed VP/Creative Services at CBS Records, rejoining the company after four years of his own advertising, Heft base in New York, reporting to CBS Records Division President AL TELLER.

Randy Robbins

Randy Robbins has resigned the PD post at KCAO (0105) Oxnard-Ventura to become Program Director at KZU-AM & FM/Spokane. Robbins has also programmed KIKU/Tucson, Anchorage outlets KWH, KEN, and KANG, and KORD-AM & FM/Tri Cities, WA. His replacement is pending.

Bill Robbins

Bill Robbins was promoted from Production Director to PD at AOR WMAF-FM/MADISON. Robbins joined the station last June after serving as PD of WMCDIEast Lansing. Additionally, he has been advanced to Asst. PD.

Bill Miller

Bill Miller, Wechsler & Howard has named CHERYL COLLINS, CRAIG IWASKOW, and CLARENCE JOHNSTON to Regional Managers of its St. Louis, Minneapolis, and Chicago offices, respectively. Collins’s previous stints have been with St. Louis’s KSDK, WRTH & KEZK, and St. Louis Cable Adnet, Iwaskow worked for Select Radio, KOBBI/minneapolis, and KSTP/MN.

Paul Johnson

Paul Johnson was formerly WHHF’s St. Louis Regional Mgr., prior to which he worked for WWM/Chicago, WLYF/Philadelphia, and WOR/New York, where he was known as DAVEY CROCKETT. STEVE OCEAN remains MD at WGLF.

Ellen Zoe Golden

Ellen Zoe Golden has been appointed to VP for the Howard Bloom Organization. For nearly six years she has been a Sr. AE for the company.

Jaime Jarrin

Jaime Jarrin has been named VP/Advertising & Sales at Lotus Communications, Spanish Division. Jarrin, a veteran sports announcer, continues as the Spanish voice of the Los Angeles Dodgers.

Don Christi

Don Christi is named PD at WGLF/Ft. Lauderdale, assuming the title of CED/Station Manager, where he was known as DAVEY CROCKETT. STEVE OCEAN remains MD at WGLF.

Glen Adams

Glen Adams has been named Operations Director at the Connecticut School of Broadcasting. He was most recently PD at WRANDover, NJ, before which he was at WHY/Hopeville/US.

John Terence O’Malley

John Terence O’Malley has joined Noble Broadcast Group as Exec. VP/General Counsel. Most recently Noble’s Corporate Counsel, he also practiced business and real estate law for 15 years with Gray, Cary, Ames & Frey.

J.T. Stevens

J.T. Stevens is the new PD of ACR WZCY/Atlantic Beach, NC. Most recently PD at WZCY, Stevens has also programmed WEZS/Richmond and served as an air personality at WKL&Atlanta and Q107/Washington.

Franco Real

Franco Real has been promoted to President of RCA/Italy, where he was GM since October 1984. Previously, Real spent 20 years in advertising and marketing with leading Italian and international companies.

ROSES ON THE LOOSE

Dave Allen — PD WZZR/Richmond (804) 273-0160

Robby Bylton — Promotions Direc- tor WZZR/Richmond (804) 353-4387

Darryl "Mark" Chase — Afternoons KSTN/Stockton (415) 827-8674

J.C. Collins — Afternoons WIRE/North-Pawhuska, OK (918) 789-7845

Kid Crockett — Nights WZZR/Rich- mond (804) 730-2404

Jack Daniels — Nights WZZR/Cleveland (216) 961-6020

Frank Erikson — PD/Mornings KQFQ/Alaska (303) 925-6060

Ed Fennessy — Middays WXYV (602) 655-4052

Alain Hetten — PD WWCX/WLCY/West- more (301) 439-0630

Rick Wiegman — Middays/Production Director KHTZ/Phoenix (818) 483-6030

Christopher Lance — Afternoons KMEL/San Francisco (415) 866- 2272

Jonna London — Midday KFMI/ Albuquerque (505) 259-9731

Tony Mann — MD WMPF/Duluth (214) 295-2227

Brian Mitchell — Afternoons WZZR/ Richmond (804) 323-0374

Dan Murphy — Afternoons KLTX/Austin (512) 789-0170

Dave Sanborn — MD/Afternoons WZZR/Richmond (804) 270-3393

Glenn Summers — PD WGLI/Long Island, NY (516) 422-4280

Harry Valentine — PD KSAN/San Francisco (415) 946-1790

Jim Williams — PD WJVL/Tulsa (918) 778-8292
MEMORANDUM:

To Our Friends In RADIO:

FACT: The Ratt album, "DANCIN' UNDERCOVER" has danced past platinum status!

FACT: The ongoing Ratt tour is "dancing" across the country to frenzied crowds and sold-out halls!

FACT: The Ratt video, "DANCE" is in heavy rotation on MTV and has been receiving Top 10 requests nightly for 12 consecutive weeks (out of 2000 calls a day!)

FACT: Ratt is receiving massive audience exposure in Eddie Murphy's box office smash "GOLDEN CHILD."

FACT: The Ratt single, "DANCE," is an undeniable hit!

CONCLUSION: Don't "DANCE" to a different tune! Play Ratt, and "DANCE" along!
VH-1 was there from the start!

"There is a new wave of great artists led by Anita Baker who received a tremendous boost in their ability to reach their audience and sell records through the programming of VH-1."

Bob Krasnow, Chairman, Elektra Records

VH-1 is now in 17.3 million homes.* And we're adding over 19,000 new homes a day!

*Nielsen Home Video Index, Dec. 1986. Subject to qualifications available upon request.

© 1987 MTV Networks
Sconnix To Buy Blair?

SCONNIX principal RANDY ODENEAL says “no comment” and BLAIR RADIO President JIM HILLIARD didn’t return our phone calls but word on the street is very strong that a handshake agreement has been reached between the two over the sale of Blair’s stations. Pricetag on the deal is rumored to be about $150 million. Both sides reportedly are working on a final contract, and Sconnix is lining up financing. If the deal goes through, Sconnix will be catapulted almost overnight into one of the biggest radio groups in the U.S, doubling its size. A formal announcement of the deal is expected within two weeks.

Meanwhile, PARKER COMMUNICATIONS President LOU BURON, who has also been pursuing the Blair stations, believes he’s still in the running. He says his company has “a tremendous amount of equity” and can finance the acquisition without necessitating any junk bonds.

A&M’s quest for a new A&R head is not without its problems. We hear the prime candidate is seeking only the most senior executive strips, which has upset at least one key man at the label. A&M has “no comment” on reports that VP/Black A&R JOHN McCLAIN has resigned, while industry mediator CLARENCE AVANT is said to be trying to repair the damage. Would an own-label deal for McClain do the trick?

Metropolis To Buy DC101?

Rumors regarding the $53 million sale of DC101/WASHINGTON to METROPOLIS are still circulating. Discussions between the two parties are apparently in progress, but no letter of intent has been reached and no contract has been signed. Neither side will discuss the negotiations, but DC101’s GEOFF LEBHAR says if the station sold for $53 million it would be such a major accomplishment that he would want it carved on his tombstone.

Reports coming out of the Federal Building in Los Angeles is that the Grand Jury investigating organized crime in the recording industry is expected to hand down indictments sometime in mid-February. Stay tuned.

Speaking of Grand Juries, AP reports that KZMCMHA owner JOHN CARTwright Sr. has been indicted following a federal altercation with an INTERNAL REVENUE SERVICE agent. Seems IRS’s JEN KEMPtER called on Cartwright to discuss taxes withheld from station employees when Cartwright allegedly started a shoving match after a payment schedule could not be agreed upon. The charge carries a maximum penalty of three years in prison and a $5000 fine.

Dorton KIOI Buy Off?

Late word that the proposed sale of K101/SAN FRANCISCO by BOB PRICE to JOE DORTON and SKY BROADCASTING has fallen through. Price reportedly was asking too much money; Dorton now may have turned his attention to WCYZ/DETROIT.

Meanwhile, industry sources say PRICE COMMUNICATIONS’ managers nationwide have been ordered to meet their budgets and cash flow projections “no matter what” in order to avert a financial squeeze.

Rumor has it that RANDY RODGERS is set to assume the GM gig at KLUB & KISN/SALT LAKE CITY. More in R&R shortly.

When ROBERT W. WALKER left Y100/MIAMI a few months back to join WPOW, it seemed a one year non-compete clause in his contract prevented him from taking the air until November of 1987. Walker went to court to overturn the restriction, but was overruled. WPOW VP/GM GREG REED commented, “We feel we can and will win without Robert, but when and if he becomes available he’ll be more than welcome at Power 96.”

WAEB-FLALLENTOWN has dumped its “Light Rock” format in favor of a current-intensive CHR presentation under new PD JEFFERSON WARD. The station’s calling itself “Laser-104.1 FM,” and the music is almost 100% CD.

JOHN BARBIS, formerly GEFFEN VP/Promotion, has inked a deal with STARSHIP Manager BILL THOMPSON to co-manage AUTOPHOT.

Last week’s item about BOBBY CHRISTIAN should have stated that he is the former PD of KTCZ/MINNEAPOLIS. He resigned last month.

Advance congrats to SONNY TAYLOR, new PD at WGCJ/AM & FM/CHICAGO. More to come next week.

Continued on Page 20

AIR PRIORITIES: WEEK 23

Listen to the selections listed below. Decide if each has the potential to attain Top 40 or Top 25 in the R&R National Airplay Chart. Then call in your response to AIR at 301-964-5544 by 6 pm Wed., Feb. 4, 1987

Title Artist Label
STEVE WINWOOD THE FINER THINGS ISLAND/WB
KCB BAND AMERICA ARISTA
BERLIN YOU DON’T KNOW GEFFEN
KANSAS POWER MCA
PSYCHEDELIC FURS HEARTBREAK BEAT COLUMBIA

AIR (Active Industry Research) is a nationwide network of program and music directors who assess CHR music for artist managers, producers and record companies.

ACTIVE INDUSTRY RESEARCH ~

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CROWDED HOUSE

"DON'T DREAM IT'S OVER"

120/19

With This P1 Action:

WXKS deb 31 93FM 27-24 KWK deb 32
WBEN 32-27 95INZ add WLOL 24-17
WPHD 24-18 WGH 32-29 Y108 24-19
PRO-FM 35-29 WLS add 29 KMET deb 26
94Q 33-28 WMMS 23-16 KATD 30-26
PW/R997 17-15 92X add KWSS 34-29
293 add KDBW 37-23 KPLZ 35-31
KEGL 37-30 KHTK add KUBE deb 33

DURAN DURAN

"SKIN TRADE"

75/29

Including These P1 Adds

WKSE 99DTX
CKOI KIIS
KTKS KZZP
WGCH KPLZ

FREDDIE JACKSON

"HAVE YOU EVER LOVED SOMEBODY"

21/12

Including These P1’s

KRBE WHYT
Y100 FM102
WCZY KMEL

TINA TURNER

"WHAT YOU GET IS WHAT YOU SEE"

#1 MOST ADDED 91/91

Continued Page 20
New Label In The Works
Program producer DENNY SOMACH and talent manager LARRY MAZER have a new rock label, VOYAGER, in the works. Will LEE ABRAMS be one of the passengers? That’s yet to be decided, says Somach, who does confirm that negotiations for a distribution deal are currently taking place. Voyager would be in addition to Denny & Larry’s CINEMA imprint, due to debut via CAPITOL. We also hear that the long-awaited Abrams/Somach New Age synde program may be set for distribution by CBS RADIO. Details to come.

As REAMS BROADCASTING takes over WBVE/CINCINNATI, we get word of a new management team at the Country outlet. Transferring in to the station’s VP/GM from Ream’s WKBZ & WRNF/MUSKEGON is NEIL KEARNEY. New B/E VP RAY MILLER also enters from the Muskegon combo, where he was OM. JAMES MEYER joins the Beaver from an identical post at WONE & WTVI/Dayton.

EA has reached agreement with the AMERICAN-ARAB ANTI-DISCRIMINATION COMMITTEE over the CURE’s “Killing An Arab.” Recognizing that the song may be considered “offensive and inflammatory,” the label says it’s still future copies of the “Standing On A Beach” album (and equivalent home video) with an explanatory note denying any racist intent. It’s also asked AOR and college stations not to play the cut (which received limited airplay in the first place). To date, “Beach” has sold roughly 400,000 copies in the US.

INTER-URBAN’s new Cincinnati FM WIZF (Wizard) as gone on the air with an automated B/U format. DELL SPENDER is handling programming duties from New Orleans, with a PD and airstaff expected to be named shortly. Meanwhile, at sister station WJYUL/OSU, PD ROGER STOCKTON has departed — despite the station’s best efforts in recent memory. Monday jock MAURICE HARROD has been named PD.

Return Of The Nipper?
What goes around comes around. We hear one of the leading contenders for the new RCA label under new BERTELSMANN tutelage is VICTOR... possibly reviving “Nipper” as its “mascot.”

Will the membership of the AMERICAN FEDERATION OF MUSICIANS ratify or reject the new deal struck between union leadership and the nation’s record companies? Locals in Los Angeles and New York are encouraging a “no” vote, but it’s not clear what the overall outcome will be — or whether a strike will follow.

Some action in Greensboro-Winston Salem-High Point, as WTOP GM DON BOYLES resigns on the heels of the station’s best ever book.

Meanwhile, rumors are rampant that BEASLEY’s Religious WWMO may go after TGR’s 19.7 share by turning Country soon. Supporting this idea is the departure of WRNS/COASTAL, NC by PD (and Beasley’s PD of the year) KEVIN O’NEAL. Another indicator is the reported relocation of ROGER STOCKTON from Beasley’s Myrtle Beach station to the Greensboro area. Meanwhile, WAYNE CARLYLE assumes O’Neal’s PD post at WRNS.

The entire airstaff at WZZR/RICHMOND, including new PD DAVE ALLAN, has been involved in a bloodbath. Seems owner JOHN SINCLAIR is looking to make a change in direction away from its present Urban slant toward a Classic Rock approach.

Classic Drops
The two AM stations responsible for Classic Rock both changed format within recent weeks, with KRB/Z/HOUSTON simulcasting its CHR-FM sister station and KROX/DALLAS (FRED JACOBS’s original format lab) emphasizing 1957-67 oldies. Jacobs’s second client, WNCR/NORFOLK, abandoned Classic Rock to simulcast its AOR FM several months ago.

It’s widely said that the only good thing to come out of the Vietnam war was the music, exemplified by the soundtrack of the current smash hit film “Platoon.” ATLANTIC RECORDS is rushing plans to release most of the cuts from the movie’s eclectic mix, including “White Rabbit,” “Tracks Of My Tears,” “Hello, I Love You,” “Respect,” and “Ohio.” The ORION PICTURES release has so far grossed $16,220,000.

WCKR/WASHINGTON morning man PAUL HARRIS was recently taking calls from listeners on whether or not they feel their phone service has improved since the breakup of AT&T. One deep-voiced caller just happened to be FCC Chairman MARK FOWLER, whose daughter is reportedly a Harris fan. After asking Fowler if it was OK to tape and broadcast the call (Fowler: “You have my personal permission and official approval”), Harris interviewed him for five minutes about how the breakup has affected phone rates.

Following last week’s National College Forensics Tournament, the University of California at Los Angeles (UCLA) named the prize awarded for the entertainment and humor competition during the tourney the “GARY OWENS Comedy Scholarship,” in honor of radio veteran and L.A. legend — you guessed it — Gary Owens.

Finally: Condolences to Atlantic Sr. VP/West Coast PAUL COOPER, whose father THEODORE passed away last week following a long illness. In lieu of flowers the family asks that contributions be made to the Motion Picture and Television Fund.

Marketing with imagination, anticipation and success.

THE MARKETING WORKS
112 Washington St., Marblehead, MA 01945 617-639-2087
a division of WOMEN AT WORK, INC.

From The Geffen Album "Shelter"
Produced By Little Steven, Jimmy Iovine
And Lone Justice
Management: Jimmy Iovine
Paul Simon

"The Boy In The Bubble"

The new single from the Paul Simon album Graceland on Warner Bros. Records
Produced by Paul Simon  Engineer: Roy Halee

TUTU MUCH

Elvis Ballet Planned

Bridging the gap between high and low culture as well as the sublime and the ridiculous, a ballet based on the life and times of Elvis Presley is scheduled to debut in Long Beach, CA this fall.

According to the Daily Trojan radio news service, Ben Weisman, who wrote no less than 57 songs for the Big E during a 15-year association with the once and future King of Rock 'N' Roll that began in 1957, is working up the cross between "Swan Lake" and "All Shook Up" in conjunction with the Long Beach Ballet Company.

Weisman claims his 357 magnum opus, which features a male lead dancer dressed as E. P., will take the form of a 20 to 30-minute concert in three movements, each based upon one of the unforgettable songs Weisman penned for Presley: "As Long As I Love You," "Crawfish," and "I Slipped, I Fell."

This flaccid moment in terpsichore will devote itself to retelling Presley's life, "From his boyhood to his rise to fame and eventual death," says Weisman, adding that Elvis always had a great love for classical music.

Pay-Per-Play Music Video Cable Service Available

How many times have you said to yourself, "I'd pay a dollar to see my current favorite music video right now." Once? Twice? Ten times? All of the above?

Whatever your answer, a recently formed company, Video Jukebox Network, Inc., is banking that you're not alone. The Miami-based firm is currently leasing one basic cable channel on which music videos are shown per viewers' request.

Requests are phoned in to a "976" number and are then fed into a computer, which programs the clips to be broadcast in the order requested. According to Daily Variety, the requests are aired between 15 minutes and three hours from the time of the call.

Cappers are billed $1 per request, approximately 68 cents of which is remitted to Video Jukebox Network.

The firm's officials claim that while the service receives nearly 300 calls per day and can broadcast nearly 2,900 clips in a 24-hour period, the real profit potential comes in that more than one request can be logged for the same video. Think about it. The firm is currently embarking on a public stock offering to raise money to expand the service into a projected 100 markets in the future.

The Explosive Story of a Co-Ed Nation


Elvis Presley's Rock 'N' Roll Horror Beach Party Movie Book

The Undersigned Initiates this Transaction and acted as financial advisor to Lake Huron Broadcasting Corporation.

Lake Huron Broadcasting Corporation

$25,000,000

has sold

KRBE-AM and FM

Houston

to

Susquehanna Radio Corp.

The undersigned initiated this transaction and acted as financial advisor to Lake Huron Broadcasting Corporation.

WERTHEIM SCHRODER & CO.

Incorporated

January 1987

Edited by Don Waller

TOP 20 CONCERT PULSE

LW TW ARTIST

1 LIONEL RICHIE
2 BILLY JOEL
3 BOB SEGER
4 PETER GABRIEL
5 JOURNEY
6 HUEY LEWIS & THE NEWS
7 STEVIE WONDER
8 KENNY ROGERS
9 DAVID LEE ROTH
10 NEIL YOUNG
11 STEVE WINWOOD
12 38 SPECIAL
13 MOODY BLUES
14 TRUMP
15 CYNDI LAUPER
16 MONKEES
17 FREDDIE JACKSON
18 ALICE COOPER
19 CAMEO
20 R.E.M.

The CONCERT PULSE is a weekly composite report surveying each artist by their behalf by radio stations reporting the venue. Courtesy of POLLSTAR, a publication of Promoters On-Line (505) 344-1363 or in California, (213) 224-2933.
KDF has been on the air for almost 17 years, and a top 3 contender in the market for the past ten. So how did they suddenly increase over two points 12+ this fall to become not only the Number One station in Nashville, but very possibly the top AOR in America?

To quote GM Steve Dickert, “When a great promotion campaign produces tremendous sampling of a great radio station, the natural result is huge numbers.” KDF’s numbers: Summer 12.8, Fall 14.9.* Dickert concludes: “Direct TV® helped us get the best book in our history—and one of the best by any Nashville station in a decade.”

This Fall Film House’s Direct TV® campaign helped produce the best book ever for CHR, Country and AOR stations from coast to coast. Find out how to put it to work for you this Spring. Call Film House today and we’ll Federal a copy of our latest reel.

*Source: Summer and Fall ’86 ARB 12+ share
6 am - 12 mid., Mon. thru Sun.

Watch this space for more Fall ’86 Direct TV® success stories. Direct TV® is a registered service mark of Film House, Inc., Nashville, Tennessee. Copyright © 1987 Film House, Inc. All Rights Reserved.
Aiding The Decision Process

Vital Signs. Webster's 20th Century Unabridged Dictionary defines vital as "essential to the existence or continuance of something; indispensable; of greatest importance; as this matter is vital."

Just four years ago market research within the confines of the music industry was anything but vital. A handful of labels did establish market research departments. Unlike most of their consumer industry peers, however, many music executives felt there was no need for this traditional marketing tool.

Research A Dirty Word
"Gut instinct" and "ears" are the key buzz words that best describe the data collection methods used to decide signings, singles, advertisements, album covers, configuration, and initial radio format focus.

This same methodology was implemented at the concert level, where promoters had placed their trade in a time-tested manner since the early '60s. Artist managers, record retailers, and venue operators all felt the same way: research was a dirty word.

"Just four years ago market research within the confines of the music industry was anything but vital."

Maybe their belief was a backlash reaction to radio's use of passive research in the mid-'70s, which ran concurrently with a major economic recession. Many record industry people looked at radio's new "excuse" as the sole cause of major financial decline in revenue.

Still others saw research as an infringement on their ability to make decisions based on their tenure and business experience. What could research tell them that they didn't already know? Fear of interference in the artist process was mentioned. "Hey, pretty soon computers will be dictating where to record, when to record, what key, and the tempo. Why, you'll even have to record in a specific climate." (Refer to the top graph.)

Reader Input Welcome
That doesn't sound vital, that sounds fatal. Which brings us to the purpose of this column: to generate information that will aid you in your decision-making processes. How? By giving you demographic and consumer information culled from ongoing surveys throughout the country, encompassing retail chains, concert venues, and telephone attitudinal studies.

"Vital Signs" will not be the source authority for all questions and answers used on "Jeopardy." But it will be food for thought. And you will help generate it. (See the bottom graph.)

It is my intention to communicate with you. Occasionally, I'll feature a survey questionnaire on my page and ask for your input. You'll also be expected to participate in the choice of subject matter for the column.

"The purpose of this column is to generate information that will aid you in your decision-making processes."

Such feedback can be in any form you like - with the exception of abuse! If you have a topic for suggestion, drop me a line c/o of R&R, 1900 Century Park West, Los Angeles, CA 90067. If you feel a compelling need to get it off your chest and into my ears, call (303) 355-0902.

I plan to use a lot of graphics so you're not trying to read through a massive jumble of numbers. Here again, feel free to tell me your feelings on the column's readability, as well as that of the graphs.

The purpose of this column is to help ensure the future vitality of our industry. It will be filled with ideas that stimulate thought, not provide final answers. They will be ideas whose time have come.

---

**ESCAPE**

**FANTASTIC AUDIO PRODUCTION**

Innovation. Superb craftsmanship. Technological wizardry. An uncanny knack for highlighting the human voice and a special feel for radio's diverse production needs. These are some of the qualities that have made ESCAPE the "crossover" production library of the 1980's. From CHR (Y100) to AC (WFYR), from Oldies (KRTH) to AOR (WIOQ) and even Country stations, ESCAPE is proving that incredible radio production is not restricted to any format. Discover the state of the sonic art by requesting your demo today.
Sheila

Hold Me

The New Single

From The Forthcoming Album

CHR ACTION: Sheila E.

WXKS WLOL K104 WCKN WBWB
99DTX KMJK WEZ WKKD KQCR
WCZY FM102 WNNK K95 WLRW
WHYT KME WPS KYR KKLS

BLACK/URBAN BREAKERS 34

Produced By Sheila E.
In Association With David Z.

Personal Management:
Carville, Staffolo & Terragni
Lisa Jongen and Richard Burchard

"TALK ABOUT STAYING POWER! THE RECORD WENT ON IN A 3 WEEK TEST IN THE BEGINNING OF NOVEMBER. IT'S BEEN ON IN POWER ROTATION EVER SINCE. STILL TOP 5 REQUESTS, FEMALES 18-34, AND SALES HAVE BEEN CONSISTENTLY TOP 10 SINCE DAY ONE. LET YOUR AUDIENCE DECIDE FOR THEMSELVES. THIS IS A HOME RUN!"

SUNNY JOE WHITE, P.D. WXKS BOSTON

"HUGE CLUB RECORD THAT'S TURNING INTO A SMASH CHR STORY. GOOD RETAIL RESPONSE AND GREAT PHONES."

BRIAN KELLY, M.D. 99.5 CHICAGO

"HOT REQUESTS, GREAT 14+ SALES. IT'S A HIT!"

HELENE PíNA, M.D. KBBE HOUSTON

"EXPLOSIVE SALES IN BOSTON STRAWBERRIES FROM WXKS POWER PLAY."

PETER STRICKLAND, CAMBRIDGE ONE-STOP

CHR NEW & ACTIVE

B96 add 35
WNCI add
KXRT add
WNNK add
WBGB add
WKGB add
KZOU add
B105 add
KYNQ add
KXRT add
KRBE add
WXKS 5-4
KZOU 29-25
WKRR add
WKZ add
WKSF add

FM102 deb 36
KXRT add 35
KXRT 29-25
K102 29-25
KZOU deb 39
WXKS deb 39
WXKI deb 39
KTRK deb 36
KXRT 17-16
K102 18-32
KZOU 34-35

CHR NEW & ACTIVE

produced by MIKE THORNE management LORNA GRADON
Fall '86 Arbitron 12+

Memphis
WHRK Remains Market Leader; WMC-FM Goes Double Digits; WQXK Has Strong Growth

Buffalo-Niagara Falls
WBEN Goes Double Digits; WHTH-FM Makes Gains; WBLK Up

Cincinnati
WWWEZ Eases Upward; WEBN Goes Double Digits; WKRC AC Leader

Columbus, OH
WLVO Slips But Leads; WBNS-FM Strong Second; WTVN Reclaims AC Leadership

Oklahoma City
KATT New Market Leader; KTOK Slides Up; KZBS AC Champ, With KLTE Charging Up Fast

Nashville
WKDF Rocks Up; WQQK, Up; All Country Stations Off

Milwaukee-Racine
WTMJ Steady At The Top; WKTI Almost A Ten; WZEW Jumps Nearly Two Points

San Jose
KCBS Closes In On KGO; KOME Spreads AOR Gap

Directions Research formed. Establishes reputation as major force for top quality research.

1987: Your year to make the move up to Quality Information at Remarkable Rates.

1986:
The time has come for a fresh approach. Call Bob Lowry at (602) 264-3337.
**Fall '86 Arbitron 12+**

### Ratings

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<tr>
<th>Sacramento</th>
<th>San Antonio</th>
<th>Louisville</th>
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<tr>
<td><strong>KXOA-FM New Market Leader; KRAK Combo</strong>&lt;br&gt;** Goes Up; KFBK Posts A Gain**&lt;br&gt;Summer '86&lt;br&gt;KXOA-FM (AC) 8.3 ± 2.3&lt;br&gt;KBTC (B/EZ) 8.4 ± 2.7&lt;br&gt;KSF (CHR) 10.4 ± 2.7&lt;br&gt;KFEK (NT) 5.0 ± 2.4&lt;br&gt;KRAK-FM (Ctry) 5.7 ± 2.3&lt;br&gt;KZAP (AOR) 7.1 ± 2.8&lt;br&gt;KROY (CHR) 3.4 ± 2.4&lt;br&gt;KRAK (Ctry) 4.5 ± 2.1&lt;br&gt;KWOOD (CHR) 5.6 ± 2.7&lt;br&gt;KXOA (BD/bd) 2.4 ± 2.7&lt;br&gt;KZRR (AC) 1.4 ± 1.7&lt;br&gt;KPPY (G) 1.6 ± 2.0&lt;br&gt;KGRO (NT) 1.5 ± 2.0&lt;br&gt;KGNR (Gold) 1.7 ± 2.4&lt;br&gt;KRCK (Spar) 1.5 ± 2.2</td>
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<td><strong>KTFM Remains Market Leader; KCOR Gains</strong>&lt;br&gt;Nearly Two Points; KSAQ Increases&lt;br&gt;Summer '86&lt;br&gt;KTFM (CHR) 10.5 ± 2.5&lt;br&gt;KSS (AOR) 8.6 ± 2.5&lt;br&gt;KXLY (B/EZ) 7.8 ± 2.7&lt;br&gt;KCOR (Spar) 5.2 ± 2.6&lt;br&gt;KAJA (Ctry) 6.1 ± 2.3&lt;br&gt;KTYT (CHR) 5.3 ± 2.5&lt;br&gt;KBCU-AM &amp; FM (Cty) 4.9 ± 2.2&lt;br&gt;KXOM (NT) 4.4 ± 2.4&lt;br&gt;KSAQ (CHR) 2.9 ± 2.5&lt;br&gt;KYX (Cry) 3.4 ± 2.6&lt;br&gt;KONO (Gold) 5.6 ± 2.5&lt;br&gt;KTSA (AC) 2.4 ± 2.4&lt;br&gt;KSMG (AC) 4.1 ± 2.3&lt;br&gt;KLSS (AC) 2.5 ± 2.4&lt;br&gt;KEDA (Spar) 3.6 ± 2.4&lt;br&gt;KZEP (AOR) 2.4 ± 2.4&lt;br&gt;KES (AOR) 3.1 ± 2.8&lt;br&gt;KXET (Spar) 2.9 ± 2.4&lt;br&gt;KAPE (B/U) 1.1 ± 1.8&lt;br&gt;KSLR (Rel) 1.2 ± 1.7&lt;br&gt;KGBS (BD/bd) 1.3 ± 1.5&lt;br&gt;KJSJ (CHR) 2.7 ± 1.5&lt;br&gt;KRRN (NT) 1.6 ± 1.4</td>
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<td><strong>WHAS Reclames Market Lead; WAMZ A Strong Second; WVEZ Makes Good Gains</strong>&lt;br&gt;Summer '86&lt;br&gt;WHAS (AC) 11.6 ± 2.6&lt;br&gt;WAMZ (Ctry) 15.7 ± 2.5&lt;br&gt;WQFM (AOR) 8.4 ± 2.0&lt;br&gt;WVEZ (B/EZ) 6.9 ± 0.0&lt;br&gt;WDXJ (CHR) 9.3 ± 2.7&lt;br&gt;WRKX (AC) 6.0 ± 2.4&lt;br&gt;WXLY (B/U) 4.7 ± 2.5&lt;br&gt;WAVQ (AC) 7.1 ± 2.4&lt;br&gt;WRLS (CHR) 6.3 ± 2.2&lt;br&gt;WAVE (B/EZ) 3.9 ± 2.7&lt;br&gt;WTMT (Cry) 1.0 ± 0.4&lt;br&gt;WXWV (B/EZ) 3.5 ± 2.3&lt;br&gt;WXLP (Rel) 1.3 ± 1.9&lt;br&gt;WCII (Cry) 3.9 ± 0.5&lt;br&gt;WAKY (B/EZ) 1.8 ± 1.3&lt;br&gt;WLLL (Rel) 0.9 ± 1.2</td>
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### Pittsburgh

| **KDKA Up; WBZZ A Strong Second; WJAS Gains Over A Point**<br>Summer '86<br>KDKA (AC) 13.2 ± 3.3<br>WBIZ (CHR) 7.9 ± 2.4<br>WSSH (AC) 9.2 ± 2.1<br>WDVE (AOR) 9.9 ± 2.2<br>WWSW (AC) 5.1 ± 2.5<br>WLKJ (AC) 3.6 ± 2.5<br>WHIT (AC) 4.7 ± 2.7<br>WJAS (BD/bd) 4.6 ± 2.7<br>WAMO-FM (B/U) 6.0 ± 4.6<br>WTXT (Talk) 4.3 ± 3.9<br>WTA (AC) 3.4 ± 3.6<br>WYDP (CHR) 2.8 ± 2.9<br>WDSY (Cry) 2.7 ± 2.8<br>KOV (News) 2.3 ± 2.0<br>WEUP (Cry) 1.6 ± 2.7<br>WMYG (Gold) 2.6 ± 1.4<br>WPT-FM (CC) 1.1 ± 1.1|

### Salt Lake City-Ogden-Provo

| **KSFI Goes Double Digits; KSL Goes Up; KKT Claws To Third Place**<br>Summer '86<br>KFSI (B/EZ) 9.2 ± 1.0<br>KSL (AC) 8.4 ± 1.1<br>KKAT (Ctry) 6.2 ± 1.1<br>KCPX (CHR) 7.0 ± 1.5<br>KRBS-FM (AOR) 11.0 ± 1.4<br>KSOR-AM & FM (Cty) 7.3 ± 3.2<br>KSL (AC) 4.8 ± 5.3<br>KSGR (AOR) 1.4 ± 3.4<br>KSLY-FM (AC) 4.0 ± 3.4<br>KALL (AC) 4.4 ± 3.0<br>KMGR-AM & FM (AC) 2.4 ± 2.9<br>KFMY-FM (CHR) 5.2 ± 2.6<br>KZAM (Ctry) 2.0 ± 2.5<br>KDAB (AC) 1.6 ± 2.4<br>KCCG (Rel) 1.0 ± 1.9<br>KLUB (AC) 1.4 ± 3.9<br>KLYQ (AC) 2.5 ± 3.9<br>KTSX (Talk) 2.1 ± 1.8<br>KDYL (BD/bd) 2.6 ± 1.7<br>KBMB (Gold) 2.3 ± 1.4<br>KTR (AC) 1.3 ± 1.3|

### Norfolk-Virginia Beach-Newport News

| **WNOR-FM Remains Market Leader; B/U Stations Go Up**<br>Summer '86<br>WNOR-FM (AOR) 12.4 ± 1.1<br>WFG (B/EZ) 8.2 ± 1.8<br>WOWJ (BD/bd) 8.5 ± 1.4<br>WCMY-FM (Cty) 8.7 ± 1.2<br>WNZ (CHR) 7.2 ± 2.2<br>WRAP (B/U) 3.9 ± 2.4<br>WGH (CHR) 5.3 ± 2.7<br>WTAR (Gold) 4.0 ± 4.4<br>WNTK (Cry) 4.1 ± 2.4<br>WQD (Rel) 4.0 ± 3.9<br>WXR (B/U) 1.6 ± 3.4<br>WPCC (Rel) 2.2 ± 3.3<br>WNIN (B/EZ) 1.5 ± 2.8<br>WNS (Talk) 2.7 ± 2.0<br>WID (Cry) 1.9 ± 1.6<br>WZAM (Rel) 1.3 ± 1.0|

### Greensboro-Winston-Salem-High Point

| **WTQR Almost Takes A Fifth Of The Market; WRKR Jumps To Second Place**<br>Summer '86<br>WTQR (Ctry) 14.6 ± 1.9<br>WKRQ (AOR) 5.4 ± 0.9<br>WKUQ (CHR) 8.3 ± 2.4<br>WOJZ (B/EZ) 6.9 ± 2.0<br>WSJY (AC) 5.2 ± 2.5<br>WKLQ (AC) 6.7 ± 3.4<br>WQMB (B/U) 5.4 ± 5.1<br>WMAG (AC) 4.5 ± 5.0<br>WTMY (B/U) 3.7 ± 2.9<br>WKLM (B/EZ) 2.4 ± 2.4<br>WWMO (Rel) 1.9 ± 2.0<br>WWMF (B/U) 1.6 ± 1.7<br>WALQ (B/U) 1.7 ± 1.6<br>WSEZ (AC) 3.2 ± 2.6<br>WEAL (B/U) 1.9 ± 1.5<br>WCCU (Cry) 0.4 ± 1.5<br>WYMR (Rel) 1.4 ± 1.0<br>WHPE (Rel) 0.9 ± 1.3<br>WLOU (B/U) 1.2 ± 2.7<br>WQCO (Rel) 2.2 ± 1.1<br>WPET (Rel) 0.5 ± 1.1<br>WRDX (AC) 0.9 ± 1.0|

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**Format Legend**

AA-Adult Alternative; AC-Adult Contemporary; AOR-Album Oriented Rock; B/EZ-Beautiful/Easy Listening; B/U-Black Urban; CC-Contemporary Christian; CHR-Contemporary Hit Radio; Classic-Country; Gold-Oldies; Jazz-Jazz; Misc-Miscellaneous; News-News; NT-News/Talk; Rel-Religious; Span-Spanish; Talk-Talk; UC-Urban Contemporary.
2.1 perfectly good reasons to work with CMI.

84% of our clients climb an average of 2.1 shares* after working with CMI.

CMI may not be the largest producer of television commercials for radio stations. So we’ve had to content ourselves with being the best.

At CMI, we work with you every step of the way to make sure you get the most (and more importantly, the best) for your money. We can offer you either a custom commercial of your very own or a syndicated spot with a proven track record.

This personal approach has produced an amazing record of success. Over our five-year history, 84% of our clients have gained an average of 2.1 Arbitron shares.*

We don’t take all the credit. Our clients are smart, and hiring us is only one of the smart things they do.

Give us a call. Talk with us. Compare our new reel with anybody else’s.

You’ll see why we’re the fastest-growing, full-service business of our kind. Because we don’t just produce commercials, we produce results.

Call us and ask for our Promo ’87 Reel.

*Based on Arbitron Average Quarter Hour Metro Share 12+
**FASTER THAN A SPEEDING BULLET!**

**ROBERT CRAY'S**

**"Smoking Gun"**

30/13

ROBERT CRAY

**94Q 31-26**

**293 33-30**

95INZ add

WMMS add

WCZY add-40

KKRZ add-37

KMJK add

KUBE add

AND MANY MORE!

**BILLBOARD LP CHART 29**

"In a class by itself. Breakout sales all over Atlanta. Huge male phones."

Jeff McCartney, MD

94Q/Atlanta

"The leading edge of what's about to happen in music today. And besides, he's from my home town."

Bob Case, PD

293/Atlanta

"Fresh, innovative, intelligent twist to traditional blues from an excellent artist."

Steve Wyrostock, MD

PWR98/Atlanta

NOW ON TOUR WITH HUEY LEWIS & THE NEWS

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<table>
<thead>
<tr>
<th></th>
<th>Fall '86 Arbitron 12+</th>
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<tbody>
<tr>
<td><strong>Birmingham</strong></td>
<td><strong>Charlotte-Gaston-Rock Hill</strong></td>
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<tr>
<td>WZZK FM</td>
<td>WSOC-FM FM</td>
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<td>WAPI-FM</td>
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<td>WYDE AM/FM</td>
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**Fall '86 Arbitron 12+**

**RATINGS**

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<tr>
<th></th>
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<td>WZZK AM &amp; FM</td>
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</tbody>
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**Charlotte-Gaston-Rock Hill**

|                 |                  | WSOC-FM AM & FM | WSOC-FM AM & FM |
|                 | (Ctry)           | 9.7            | 13.6       |
|                 | (CHR)            | 10.8           | 10.9       |
|                 | (BR)             | 8.4            | 9.0        |
|                 | (AC)             | 9.3            | 8.9        |
|                 | (CHR)            | 9.3            | 7.9        |
|                 | (AC)             | 6.4            | 7.4        |
|                 | (CHR)            | 7.7            | 7.3        |
|                 | (AC)             | 4.3            | 6.0        |
|                 | (CHR)            | 6.1            | 4.0        |
|                 | (AC)             | 1.4            | 1.8        |
|                 | (CHR)            | 2.0            | 1.5        |
|                 | (AC)             | .5             | 1.3        |
|                 | (CHR)            | .9             | 1.2        |
|                 | (AC)             | .9             | 1.1        |

**Jacksonville**

|                 |                  | WAPI AM/FM | WAPI AM/FM |
|                 | (CHR)            | 4.3        | 4.6       |
|                 | (BR)             | 4.8        | 4.8       |
|                 | (AC)             | 3.9        | 4.0       |
|                 | (CHR)            | 3.9        | 4.0       |
|                 | (AC)             | 4.0        | 4.0       |
|                 | (CHR)            | 3.3        | 3.3       |
|                 | (AC)             | 3.5        | 3.5       |
|                 | (CHR)            | 3.7        | 3.7       |
|                 | (AC)             | 3.3        | 3.3       |
|                 | (CHR)            | 3.2        | 3.2       |
|                 | (AC)             | 3.3        | 3.3       |

**Delighted At This Moment**

Billy Vera & The Beaters played L.A.'s Roxy recently, and Rhino and Capitol executives were there. Pictured (l-r) are Capitol's Larry Hathaway, Joe McFadden, and Exec. VP Dennis White, Vera, Capitol VP Joe Mansfield, Capitol's Bob Singer, Rhino MD Harold Bronson, Rhino President Richard Foe, and Rhino VP Anne Okeane.

**"Friends" Live With Clive**

Clive Davis, this year's recipient of the American Cancer Society's Allen K. Jonas life achievement award, was joined onstage at the L.A. dinner by a number of artists to perform "That's What Friends Are For." Pictured (l-r) are Davis, composer Carole Bayer Sager, Dionne Warwick, Air Supply's Russell Hitchcock, Jermaine Jackson, Patrice Rushen, Cissy Houston, and Air Supply's Graham Russell, not shown but also in on the performance were composer Burt Bacharach, Clarence Clemons, Pee-Wee Herman, and Narada Michael Walden.
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

CHR CHART 9

Benjamin Orr
“Stay The Night”
From The Lace, the debut LP from the driving force behind The Cars.

CHR CHART 14

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 Atlantic City, NJ.
APPEARING ON THE GRAMMY AWARDS FEBRUARY 24

CHR NEW & ACTIVE

Howard Jones
“All I Want”
The latest single from the new LP, One To One.

CHR NEW & ACTIVE

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

P1 ACTION:

WKSE KEGL KWK
WPHD KTKS KKRZ
CKO1 93FM KWOD
WCAU WMMS KPLZ

Our aim is true.
On Elektra music cassettes, records and compact discs.
Portrait Of The Artist As An Unknown

"Syndication, by its very nature, can't be adventurous. When you're planning your shows, you have to get 200 stations and come up with something they're all going to like. You have to play it safe."

—Joe Trelin

Checking On The Pigskin Picks

What a dismal week (unless you're a Giants fan). Except for this weekend's non-event Pro Bowl in Hawaii, the NFL season is over. The only thing to look forward to now is Sports Illustrated's swimsuit issue, followed by eight cold weeks of weather until opening day.

"It's not all bad, however, if you haven't been to Week 1 of the season (R&R, 9/5). You may recall a section titled "Presession Super Bowl Picks," wherein certain network execs, sports casts, and R&R editors attempted to challenge the Las Vegas oddsmakers by predicting the two teams which would travel to Pasadena for Super Sunday. We even invited readers to submit their selections of NFC, AFC, and Super Bowl champs. First, no readers picked the Giants-Broncos combination, so we had to scale the pair of tickets and buy a new widescreen TV. Second, those who predicted a Chicago Bears repeat found themselvesibernating in early January. Patricial New England fans suffered the "Orange Crush," which in turn dashed Cleveland's hopes with an OT "browncout." The fact is, only two "experts" correctly picked the two Super Bowl teams: NBC Producer/"Sports Jack O'Rourke and a very smug R&R Networks Editor, "Jimmy The Greek and Paul Maguire, move over!"

Network Radio

Up 16% In '86

The results are out! Network radio achieved the greatest percentage gain among all major media last year, according to a report commissioned by the Radio Network Association. The study, prepared by accounting firm Ernst & Wheway, indicates total network ad dollars for 1986 topped at over $380 million, representing a 16% increase over 1985's $238.7 million. The report further states that all four geographical sales regions enjoyed major revenue increases, while Detroit was credited with the largest single market increase (38%). RIAA President Bob Lobel commented, "The fact that all parts of the country reported such positive performance indicates the healthy outlook for the industry. Network radio continues to attract a greater number of accounts, as well as higher levels of expenditure on the part of many of our best customers."
FROM BREAKER TO BREAKTHRU...

**JOURNEY**

"I'll Be Alright Without You"

America's multi-demographic favorite:
- **CHR:** 27
- Top 10 on over 30 stations!
- **AC:** 3
- **AC Full:** 20

**EDDIE MONEY**

"I Wanna Go Back"

The comeback of the year!
- **CHR:** 21
- **205 CHR STATIONS!**
- **AOR Tracks:** 3

**BEASTIE BOYS**

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

A NATIONAL HOTTEST!
- Platinum Plus top 5 national album sales: 200,000 five days
- **CHR:** 31
- **HOTS:** 27%
- 173 CHR REPORTERS — 72%

**TOTO**

"Without Your Love"

- **CHR:** 31
- **177 CHR STATIONS — 74%**

**BRUCE SPRINGSTEEN**

"Fire"

A NATIONAL MOST ADDED
- **CHECK THESE CALLS:**
  - WBEN
  - KEGL
  - WNCI
  - KKRZ
  - WPHD
  - 95INZ
  - 99DTX
  - KMJK
  - WBLI
  - WGH
  - WCZY
  - KUBE
  - CKOI
  - Q102
  - WHTY
  - B106
  - WMMS
  - WKTI
  - 293
  - 92X
  - KZZP

HIT AFTER HIT AFTER HIT AFTER HIT
The 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!

80/29 33%
Over Half Way To BREAKER With 22 P-1s!

Thank you out-of-the-box believers:
CKOI KIKX KNAN WDBR
99DTX KCAQ WPFM KKAZ
WKRZ KQ1Z WVBS KBIM
WINK Q101 99KG

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

AOR Tracks: 41
New Artist Tracks: #5

KYPH KPLZ KNBO KTRS
KTNS WKRZ WJAD KTMT
KMJX WLRS KGOT

Every week the base builds bigger!
America loves the Furs! On their fourth and largest North American tour last summer, every show was completely sold out in advance. Capture your listeners now by playing this record first!

#4 Nationally MOST ADDED Track

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 advertisements for this film on Super Bowl Sunday. This week massive airplay includes:

AOR: #1 MOST ADDED Tracks!
CHR: 27 REPORTERS Out Of The Box

AOR TRACKS BREAKERS

SANTANA
"Veracruz"

Carlos is back with vocalist Buddy Miles to create one of the best Santana records ever!

#2 Nationally MOST ADDED Track

DAVE EDMUNDS BAND LIVE
"The Wanderer"

Dave’s nationwide tour starts January 28 in Boston.

AOR Tracks: 40

GREGORY ABBOTT
"I Got The Feeling (It’s Over)"

When all is said and done, this record will go to #1!
**NETWORK FEATURE FILE**

**February 2 - February 6**

**MUSIC FEATURES**

**The Week Of**

**February 9 - February 13**

- British Wax Museum (RI)
- The Concert Hour (WO)
- Country Calendar (CW)
- Country Report with Ron Martin (WRN)
- Encore With Jim Lange (WO)
- In Concert (GO)
- Off The Record (WO)
- Plain Rap Countdown-CHRAC (PRN)
- Pop Concerts (WO)
- Star Traks ProFILES (MAD)
- Rock Today (MJ)
- Shootin' The Breeze (WO)
- Solid Gold Country (USP)
- Solid Gold Scrapbook (USP)
- Sound Express (WO)
- Special Edition (WO)
- Star Trak (WO)

**The Weekend**

**February 7 - February 8**

- Christian Countdown (CCM)
- Back In The 70's (USP)
- Countdown (WRN)
- Countdown USA (CUS)
- Live From The Apollo (WO)
- Metropolis (NO)
- Municipal (USP)
- Musical Standards (FF)
- National Music Survey (USP)
- On The Radio (NSBA)
- Rock Watch (USP)
- Radio Links (RI)
- Rock Chronicles (WO)
- Rock Closeup (PM)
- Rock Beat (WO)
- Rockwatch (WO)

**NEWS & INFORMATION FEATURES**

**At The Game**

- NBA All Star game (ATGN)
- Campbell's Playhouse (PIA)
- The Green Goddess (PIA)

**Costas Coast To Coast**

- David/Ben/Larry Pitcher (CW)

**Healthcare**

- Health for Looking Better (NBC)

**R & R**

- Back In The 70's (USP)

**Public Affairs**

- What, my affair? (PIA)

**Reviewing Stand**

- Modern Military/Still do's do us and (PIA)

**Sports Exploration**

- Classic/Younger/Don Cherry's/Lou Nanne/Carr Hall (SM)

**Sports Flashback**

- Super Bowl RI & W winners/Super Bowl VII (WO)

**Travel Holiday Magazine**

- New Hampshire story (WO)

**Weekly Country Music Countdown**

- Dan Seals (USP)

**GENERAL INFORMATION**

**COMEDY**

- All My Children Useful (PRN)
- Bobbie Jo Ambergeway's Bar & Grill (DD)
- Comedy Hour (MJJ)
- Comedy Show With (DD)
- Comedy Spot (CW)
- Daily Feed (DCA)
- Buckley Lou (WO)
- Laugh Machine (PIA)
- Blankety Blankly (ASR)
- Party Drop-Ins (ASR)
- Radio Hotline (PRN)
- Red Neckerson (SYN)
- Stevens & Grdinic's Comedy Drop-ins (ASR)
- United States Of America (ASR)

**NETWORK/PROGRAM SUPPLIERS**

- ABC
- AP
- ASL
- CBS
- CCM
- CSS
- CMA
- DIS
- EIR
- ERU
- ESB
- FTP
- GCI
- GSN
- IN
- KSE
- LBP
- LW
- MB5
- MB6
- NBC
- NCC
- NP
- NSBA
- OHR
- Orient
- PRN
- RBG
- RQ
- RSL
- SAP
- SIR
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- SNY
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- WRN

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- LBP
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- MB5
- MB6
- NBC
- NCC
- NP
- NSBA
- OHR
- Orient
- PRN
- RBG
- RQ
- RSL
- SAP
- SIR
- SP
- SPN
- SPN
- SPN
- SPN
- SRI
- SM
- SNY
- SYR
- SYR
- SYT
- SYT
- SYT
- SYT
- WRN
- WRN
STEVE WINWOOD

"THE FINER THINGS"

THE NEW SINGLE

FROM THE SMASH ALBUM

BACK IN THE HIGH LIFE

PRODUCED BY

RUSS TITELMAN

AND STEVE WINWOOD

One Of The MOST ADDED
41/41
Radio is a fun business, and at our station we play the game of "Radio!" to win. Our management team attempts to guide our sales staff by setting specific, measurable goals and trying to make sure the staff has fun achieving them.

With our Sales Manager feeling more and more like Peter Marshall and his "Hollywood Squares," each month we have a sort of "Milton Bradley" job description for our Advertising Consultants. This "Radio!" game allows us to call attention to the activities we feel are important, encourage the staff to accomplish goals, and have some fun while getting them.

How It Works
We make a list of all the goals we have for the month, add in a few tasks we see as priorities, and look for some real challenges to take on.

At the first sales meeting each month, each Advertising Consultant creates his own game card by randomly placing a number from one to 25 in each block on a blank sheet. We then number a list of goals and targets for the month and randomly assign a number to each task, write the task in the square, and "bingo!" (as to speak) — we're playing "Radio!"

As the sales month progresses, specific goals corresponding to numbers on the game card are achieved. For each goal met, the corresponding number is marked on the card. The account name, goal achieved, and the date the first air are recorded on the list below the grid.

(This sounds complicated, but it's simple to play. You'll get the hang of it after you try it once.)

For those salespeople who tend to shun the less pleasant tasks, such as collections and prospecting, "Radio!" provides a fun way for them to make a little extra bonus for doing their job. Salespeople who get in the habit of calling on the same accounts or selling only what they are most comfortable selling learn that variety is the way to win in "Radio!" — and in radio.

The Game Rules
1. There are three chances to win each month. Five squares in a row (horizontally, vertically, or diagonally) — must be filled in to win.
2. The first winner receives $100, the second wins $50, and the third wins $25. Players may win more than once in a month, and one person could conceivably win all three prizes. Bonus bucks are awarded if one salesperson gets all three prizes. (We often substitute trips or merchandise for the cash, or offer an option to the winner.)
3. Entries submitted (goals achieved) on the same day will be considered a tie regardless of the time submitted. Each square must be filled in within 24 hours of contract signing to qualify.
4. In case of a tie, the sheet with the highest total number of squares filled in will win that game.

The "Radio!" Game

The "Radio!" Game is played for salespeople who want to make extra money and have a little more fun while selling.

By Tim Menowsky

Most individual accounts on the air for the month.
Sell a schedule to an advertiser currently advertising in print media, billboards, or TV and not on the station.
Reach a list of 20 sales to 20 clients (copies to file).
Collect in full from an account 90+ days past due.
Sell a specific direct ad to a client not presently on your station.
Sell an advertiser who has not advertised on your station in the past two months.

Success Tips On Playing
For best results, the game card should be taped right over each person's desk. Salespeople should carry a second copy with them. When a salesperson has some free time, he will often check the card to see if any of the tasks in the squares might be done in that time. Review the status at least once each week to let everyone know you're paying attention.

We usually pick something fairly easy, or expected, to fill the center square — the card and then add on from there. You simply have everyone put the number ten in the center, and make number ten something like "Make your billing goal for the month." Or "Don't argue with the Traffic Manager for one month," or "Have all orders in by 3pm Friday." (Did I say "easy"?)

Speaking of every station's martyr, the traffic person, we have expanded the game to include all station staff members. We simply give every employee five or ten dollars any time all three cards are filled in one month. They really like to feel they are part of the sales process, and the extra push from a production person can win the game for someone. We also create teams to participate with their team leader — the salesperson. Often the winning team gets treated to dinner, a weekend away, or sometimes Happy Hour at a local club paid for by the losing team.

Keep It Realistic
Don't make the mistake of creating goals and tasks which are unrealistic or too difficult to achieve in a month. The game's goals, like any other goals, should be specific, have a time factor, and most important — be measurable. Nothing demotivates game participants more than the feeling that they are being cheated because management's opinion of when a goal is accomplished differs from the salesperson's opinion. Keep it simple. When arguments arise, we put the matter to a vote of all participants (salespeople).

For your salespeople who are simply "above playing those silly games" because they're too "professional," include them anyway. We have found that once they get three or four squares in a row, they begin to smell blood. As in most invertebrate plasms in five in a row.

The best salespeople find the most interesting loopholes, but we figure that's part of the sales training and part of the fun. Be flexible. Remember that you are making your goals their goals — and vice versa. If they find more creative ways to get there than you found, at least they're trying to get there. Take the suggestions of your participants. We started to add "Four-Corners," "Sevens," "X-The-Card," and "Box-The-Outside" because some of our folks played some variation of the "Radio!" game at church and said they won there with something other than five-in-a-row.

Imagine the bliss of all of your salespeople fighting to "Cover The Card" or "Blackout," using 25 goals that you all agreed upon. It makes my wallet pulse.

Tim Menowsky is VP of Greenwood Information Systems and President of Heartland Broadcasting, Inc., owners of KSEE-TV & KFKI in Pittsburg-Girard, KS. He was formerly an NAB Regional Manager for Louisiana, Arkansas, Mississippi, and Missouri, and previously owned WSGU Jersey Shore, PA. He may be contacted at Greenwood Information Systems, Inc., 330 Plaza Center, 800 W. 47th St., Kansas City, MO 64112, (800) 521-2250.
A common complaint from promotion managers is that they have too many things to do and can't seem to catch up. An essay in a recent issue of Inc. magazine by Everett Suters, author of "Succeed in Spite of Yourself," points out that you're not alone if you're constantly falling behind because you have too much to do. He also offers ideas on how to overcome this problem, which are included here.

Anyone who runs a company (or department) knows that time is always a scarce commodity. We are all searching for ways to get more of it or — failing that — to use what we do have more efficiently. CEOs seek the advice of time-management consultants, but those experts seldom have the answers, since they can't add hours to the day or days to the week. As a result, we begin working even harder, and that's when we get in trouble.

Know Who You Are

Suters writes, "I almost ruined my business and my health several years ago because I was so overwhelmed with work. The problem was not that I wasn't managing my time effectively or that I didn't like to work hard. It was that I had consumed myself and my company to more than we could handle. "Such behavior is typical of overachievers and often goes hand in hand with being a workaholic. It should not be confused with the behavior of high achievers, however, who are aware of their limitations and pace themselves accordingly. Today, I confess, I am still a workaholic and make no apologies for it. But as a matter of survival for myself and my company, I have become a reformed overachiever."

The Turning Point

Suters's turning point came when he realized there is a dramatic difference between overcommitting and overplanning. As a workaholic, he concluded that overplanning was healthy — it provided him with a backlog of projects to do. But for the future he was consciously determined to undercommit himself.

"My own predicament evolved gradually," he remembers. "After four years in sales and without any formal training or experience in management, I started a computer service business. What I lacked in knowledge and experience, I made up for in the typical management style worked at first because I had few customers and a small staff. But as my customer base and operations built up, I couldn't keep on top of the job, the job was on top of me. By the end of my second year in business, I was ready to give up. Although the company was growing, I felt tired and discouraged most of the time. We were always behind on our commitments to customers, and I was feeling too busy as an excuse for not planning. I mostly followed the squeaking-wheel principle, responding to the greatest pressure at the time. My appointment calendar was so tight that I was getting further behind with every emergency, and, as you would expect, emergencies were happening with greater frequency."

There Goes Management

Suters became so overworked that he could no longer meet with members of his staff on short notice or spend any quality time with them. Whatever big ideas he had about participatory management went out the window. He could no longer keep the staff up to date. There were so many things on his mind that he found he wasn't even listening well when he did meet with his people, and he couldn't understand why they didn't have the same interest and drive in the company as he did. He was noticeably busier and putting in longer hours than anybody else in the organization. "The fact is that not only did I impose unrealistic deadlines on the whole company, I was holding things up because I had assumed too many responsibilities. Instead of delegating to my staff, I was telling them what to do and later second-guessing and interfering with their work. That led to a constant parade of people in and out of my office, asking questions and checking things out with me, which meant I had even less time. Turnover was high and morale was low, especially among my best people."

Beyond The Office

Overachieving was taking a toll on his personal life as well. His moods were up, down, and sideways. Every time he missed going home for dinner, he felt guilty. His children were growing up, and he felt he hadn't spent nearly enough time with them. After a few years, he came to a turning point. Until then he had not taken a real vacation, but instead took a day or two at a time. By the end of the second year, I was so burned out I decided to take my family on a trip. West for about a month. I assumed that when I returned the business would be in a shambles, but that somehow I could put the pieces back together. To my amazement, things were running smoothly when I got back. It came to me as a revelation that if things could go this well without me in the office, they could continue to do so with me around."

A New Regimen

Suters started a new regimen. When people came to him with questions, he didn't offer answers as he had before, but rather asked a question of his own: "What do you recommend?" He felt long before the parade into his office thinned out. He found that people began to think through their questions and the possible solutions before coming to him. In the process, they came up with their own answers. His staff began to think more like managers and became more self-reliant. Since they were closer to the problems than he was, their solutions tended to be better than those he could have suggested.

He also changed the way he delegated responsibility. Previously, he had always assigned himself, "Who can best assume this responsibility?" Very often the answer was himself. Now the answer started being other people. Similarly, promotion managers often say they find it difficult to delegate responsibility at first. But in Suters's case the difficulty was in weaning people from their dependence on him. He found that many of his company's problems had come from promoting too much to customers (read: salespeople and other department heads in your station). He concluded that although customers may always be right, they are not always reasonable, and so he started negotiating his way out of impractical requests. This not only helped his operations but also aided customer relations, because he started meeting deadlines instead of missing unrealistic ones.

His most significant step? "I became almost fanatic about constantly setting and reviewing my priorities and then focusing on them. Obviously, I got retracked at times. If someone tells me the building is on fire, I will man the water buckets — but once the fire is out, I go back to my priorities. In order to focus on priorities, I have had to make a critical distinction between overcommitting and overplanning. In retrospect, that has enabled me to survive in business."

A Simple Philosophy

All of this has led Suters to an almost embarrassingly simple philosophy:

• Plan to do more than you can do.
• Prioritize what you plan to do by importance and urgency.
• Commit yourself and your department to less than you can do and only those projects that are the most important or urgent.
• The advantages of shifting from being an overachiever to a high achiever are many. It makes you more effective and allows you to get more done with less effort — and with a dramatic decrease in stress. Your assistants and suppliers will find themselves more highly challenged and motivated. You will still encounter problems, but they will result in very few emergencies and even fewer crises. Your station will prosper, and you'll enjoy your work even more.

A Final Thought

Suters offers this admonition: "This is not to suggest that it's easy to maintain this management style. As with most addicts, reformed overachievers have to be on the alert constantly to keep from backsliding."

There's a lot of useful advice for radio people in Suters's philosophy. If you implement his suggestions in 1997, your year and your department will run more smoothly.
1986 was a better year for breaking new artists than 1985, generally speaking. And although the overall picture has its cloudy aspects, there are cheering signs for '87.

For the past two years, on a rough quarterly basis, I've been tracking the number of artists hitting Breaker for the first time, format by format. Last year, the first year I tracked a full 12-month period, there were 100 new artists broken in the AC, AOR, B/U, CHR, Country, and Full-Service AC formats.

This year the number is 107, no dramatic upsurge, but a 7% increase is nothing to scoff at. I'll take it format by format, checking how each formatstacked up to last year; and also mention the artists broken in the fourth quarter of last year (the other three quarters already had their own columns). Here's the roster of new acts broken first in AC:

**AC**

Dave Adams  
Jonathan Butler  
Larry Carlton  
Double  
Hiroshima  
Keep It Dark  
Gloria Loring & Carl Anderson  
David Pack  
Simply Red  
Rosie Vela

Ten artists is an encouraging sign for the format, which managed just four in all of 1985. Even more remarkably, all ten broke before the fourth quarter, which is traditionally a bad time for new artists, thanks to stepped-up super-star competition, and resulted in a shutout in AC. (Ben E. King did break simultaneously in CHR and Top 40.)

**AOR**

Jimmy Barnes  
Robert Cray Band  
David & David  
John Eddie  
Europe  
Fabulous Thunderbirds  
Bob Geldof  
Georgia Satellites  
GTR  
Bruce Hornsby & The Range  
Don Johnson*  
KBC Rand  
Models  
Benjamin Orr  
Brian Setzer  
Smithereens  
Stabiliizers  
Robert Tepper*  
Turbandel  
Ann Wilson  
World Party  
*Broke simultaneously in CHR

Good news for a format that's taken a lot of heat for hostility to new artists. This year's figure of 21 new artists broken first in AOR is way off last year's 23, but without the fourth quarter, AOR wouldn't have even been in the ballpark. Nine of the 21 broke in the last quarter, with AOR becoming a startling exception to the overall trend of new artist第四 quarter freezeout. That was as big a quarter as any format could boast, excepting the always-hostile Black/Urban.

And while some of the new artists broken were of the "safe" variety—solos on sabbatical like Ann Wilson and Benjamin Orr, newly configured veterans (the KBC Rand Band) — acts like World Party, Georgia Satellites, and Robert Cray added a lot of spice to the AOR mix. (Name goes, of course, for earlier-breaking acts like Bruce Hornsby, the T-Birds, Timbuk 3, Smithereens, etc.).

**CHR**

Gregory Abbott  
Aleem  
Donna Allen  
Wally Badarou  
Bobby Brown  
Paul Carman  
Catalfo  
Gavin Christopher  
Club Nouveau  
L.L. Cool J  
Lionel Richie & The Pretty Vain  
Rainy Davis  
Chico DeBarge  
ET  
Shad St.  
General Kane  
Howard Hewett  
Miki Howard  
Genobia Jeter  
Oran "Juice" Jones  
Shane  
Johnny Kemp  
King Dream Chorus & Holiday Crew  
Krystal  
Levert  
Joeki Love  
Margaritaville  
Shirley Murdock  
Nu Shooz  
Regina  
Rose Bros.  
Tec-Tone  
Times Social Club  
Trinere  
Whistle  
Vesta Williams  
Precious Wilson

As happened last year, B/U eclipses the other formats in new artist-breaking volume. In 1986, it scored first in this format, almost double any other format's figure, but that's the exception to the overall trend of new artist fourth-quarter freezeout. That was as big a quarter as any format could boast, excepting the always-hostile Black/Urban.

And while some of the new artists broken were of the "safe" variety—solos on sabbatical like Ann Wilson and Benjamin Orr, newly configured veterans (the KBC Rand Band) — acts like World Party, Georgia Satellites, and Robert Cray added a lot of spice to the AOR mix. (Name goes, of course, for earlier-breaking acts like Bruce Hornsby, the T-Birds, Timbuk 3, Smithereens, etc.).

**Country**

Adam Baker  
Buck Baisley  
Rodney Crowell  
Holly Dunn  
Steve Earle  
Girls Next Door  
Lyle Lovett  
Pake McEntire  
O'Kanes  
Schuler, Knobloch & Overstreet  
Sturges  
Sweethearts Of The Rodeo  
Randy Travis  
Keith Whitley  
Wild Choir  
Tom Wopat  
Dwight Yoakum

There was a lot of talk in Country circles about new artists invigorating the format, that it was finally happening, and the totals this year bear it out. After seven new artists managed to chart in 1985, 18 did the trick this past year. Almost all of them are fresh, youthful talents, and the prognosis seems healthy.

Thirteen of the 18 emerged during the first half of the year, so there was a significant slowdown. In the fourth quarter, just two artists charted for the first time, veteran artist/songwriter Rodney Crowell and the O'Kanes, whose debut album has had substantial hits of its own.

Nonetheless, there's no reason to feel anything but highly optimistic about the continued good news for new artists in Country. If some of them start crossing over, 1987 could be a euphoric year in Nashville.

**Full-Service AC**

Randy Goodrum  
Full-Service equalled its 1985 total of one artist, but by its very nature (less intensive concentration on music) new artist breakouts are not expected. The format did follow up the music-intensive stations on a good percentage of its new artist Breakers, and has by no means proved to be the sanctuary of traditional balladeers and borderline Easy Listening artists, as some had forecast.

When the first quarter ends, we'll be able to see if the gains of 1986 have been consolidated (and the slowdowns of the fourth quarter offset). Clearly there's a stronger industry awareness and concentration on new artists, and it's likely that attitude will bear fruit this year.
FINE TUNING
KEEPING THEM TUNING IN WITH 4 OF OUR MOST ACTIVE SINGLES

STARSHIP
Nothing can stop this single from the motion picture Mannequin,
"NOTHING'S GONNA STOP US NOW"
#1 CHR BREAKERS
188/76 — 79%!!
#2 MOST ADDED
CHR CHART: 30
#1 AOR TRACKS
AOR TRACKS: 22-20

DARYL HALL
“SOMEONE LIKE YOU”
NOW ON OVER 100 CHR REPORTERS!!
INCLUDING:
WXKS PRO-FM  B96  KKRZ
WBEN 94Q  WMMS FM102
WPHD PRW997  KDWB  KPLZ
WCAU  KRBE  KWK

A C BREAKERS
AC Chart: 30 - 25

POINTER SISTERS
Hot together! As hot as ever!
“ALL I KNOW IS THE WAY I FEEL”

FIRST WEEK OUT:
WCAU  KBOS  KQIZ  99KG
KATD  KMGX  WJAD  KFMW
KTUX  194  WZYP  KBOZ
WNCS  KCAQ  Q101
KIJK  WGAN  KKLS

FIVE STAR
Smooth as silk, strong as steel,
Five Star's got add appeal.
“IF I SAY YES”

MKML 22-16
B96 37-30
Y100 16-15
WTIC 31-24
WSPK 39-36
WNOK 32-29

KBFM 20-16
KITY 16-13
WKZL deb-37
KMGX 23-18
KONYO 31-23
KYRK 9-5 (HOT)
WAZY deb-39
KZ0Z 39-36

Black/Urban: 9

RCA RECORDS
PLAY YOUR FAVORITES
YOUR LISTENERS' ONLY WAY
HEAR IT ANY OTHER WAY

© 1986 RCA Records
Special Guests: Boy George & West Point Glee Club

MONDAY, FEBRUARY 9
1964/On the Beatles’ first “Ed Sullivan” show, Davy Jones also appears as part of the cast of “Oliver.”
1969/Anita Franklin’s “Since You’ve Been Gone” released.
1994/In an era where other veterans are still performing as they reach 60, Bill Haley dies at age 56. 15 years after the industry judged him too old to be a rock artist.
1985/“50 Minutes” profiles Quincy Jones; a clip of “L.A. Is My Lady” has to be deleted because Frank Sinatra is still mad about a piece on Jimmy Fratiano. And B.J. Thomas sings the National Anthem at the NBA All-Star Game. Dave Marsh calls it “a welcome return to the tradition established by Marvin Gaye and the Temptations, a tradition sullied last year by the bombast of the West Point Glee Club.”
Born: Willie Tripplett (Ready For The World) 1966, Carole King 1942, Holly Johnston (Frankee Goes To Hollywood) 1960

TUESDAY, FEBRUARY 10
1984/In a then-unusual occurrence, Michael Jackson’s “Thriller” goes to #1 CHR, more than a year after its release as an LP cut. Alabama’s “Roll On (15 Wheels)” is #1 Country.
1986/Following the “Suicide Solution” suit against Ozzy Osbourne, Don Arden and Donny Osmond defend rock on Tom Snyder’s local L.A. program. Apparently nobody knows that Arden is suing Osbourne. He “defends” his former client by stating, “I would be doubtful if Mr. Osbourne knew the meaning of the lyrics — if there was a meaning — because his command of English is so minimal anyway.” Donny points out that, correctly heard, “Puppy Love” could be filthy.
Born: Roberta Flack 1939, Donoven 1948.

WEDNESDAY, FEBRUARY 11
1964/The first US Beatles show at the Washington Coliseum.
1986/In an unusual publisher-financed showcase, MCA Music sponsors a New York concert by ex-B.T. Express member Kashif. Within 18 months, he’s well known as the producer of Evelyn King and Melba Moore. Three years later, he becomes a solo recording artist.
1984/Don Cornelius announces his plans to look more white acts and dancers on “Soul Train” and admits that after 13 years, “Frankly, I’m a little bored.”
1986/Boy George appears on “The A Team,” where he’s mistakenly booked into a country dance hall. The morning team at WLIR/Champaign, IL, jokes that the taped-canceled show must be on its last legs. And the Chicago Bears’ “Super Bowl Shuffle” is certified gold.
Born: Sergio Mendes 1941, Garry Goffin 1939

THURSDAY, FEBRUARY 12
1967/Pati called Keith Richards’ country home but don’t arrest anybody for three months.
1970/In the fall between the Spinners’ “It’s A Shame” and “I’ll Be Around,” Motown issues “Message From A Black Man.
Born: Gil Moore (Triumph) 1951, Ray Manzarek (Doors) 1943, Moe Bandy 1944, Steve Hackett (Genesis) 1950.

FRIDAY, FEBRUARY 13
1982/Ronnie Van Zant’s 300lb marble tombstone is stolen from an Orange Park, FL, cemetery. Police find it in a riverbed two weeks later.
1983/Al Perkins, who as WJLB/Detroit PD had been part of a lengthy conflict-of-interest scandal, is shot to death at the Detroit record store he owned. His wife replaces him as One Way manager.
1984/Setting a proud tradition for Samantha Fox to follow, Tracey Ullman becomes MTV’s first guest jock.
1986/Another VJ, Rita Coolidge, plays a benefit for AIDS research at a San Diego gay club. Tito Puente and Art Bakhay play a reunion concert with CMH Huxtable’s father on “The Cosby Show.”
Born: Peter Tork 1944, Peter Gabriel 1950

SATURDAY, FEBRUARY 14
1972/Steppenwolf Day in Los Angeles.
1984/The wife feels like justice. Eileen and Renate John married. Also Eddie & Marlo Money and Brian Setzer to DeAnna Morgan, whom he met backstage at a Stray Cats show.
1986/Frank Zappa appears on “Miami Vice” as crime czar “Mr. Frankie.” Lionel Richie and Ken Kragen are reunited after nine days apart. The Miami Sound Machine attempts the world’s largest Conga line at Walt Disney World.

SUNDAY, FEBRUARY 15
1979/A Taste Of Honey wins a Grammy as best new artist. “Just The Way You Are” is best record and song. The Bee Gees get five, including best LP for “Saturday Night Fever.”
1980/Bob Dylan and Dire Straits start recording “Saved” in Muscle Shoals.
1988/Alt-Air Supply’s Russell Hitchcock marries his girlfriend of four years, stewardess Paula Fullmer, in Los Angeles. MCA Nashville holds its kickoff party for MCA Master, its jazz/classical/bluegrass/new age label.
Born: Mike Craig (Culture Club) 1960, Melissa Manchester 1951, Al Campbell (UB40) 1959, Brian Holland 1941.
corey hart can't help falling in love

Key Moves:
- WXKS 10-7
- PRO-FM 17-13
- WNVZ deb-18
- KDWB 9-5
- KKRZ 29-25
- KWSS 9-7
- WKEE 6-4
- WBBQ 25-17
- 95XIL 22-11
- WKSF 16-9
- WLRW 19-11
- Y94 16-5

AC Chart

from the album

Fields of Fire

produced by phil chapman and corey hart
New music slated for release in the next few months will find a warm reception at retail, judging by the comments of buyers at five of the nation's leading retail chains. Labels may break a significant number of developing acts; these merchandisers say, because of the shortage of new product by major names.

Nevertheless, two superstars dominate any conversation about the period: Michael Jackson and Whitney Houston. The buyers interviewed here — for the Musicland, Camelot, Record Bar, Sound Warehouse, and Record World chains, which together represent more than 1,000 stores — await firm release dates on both these projects, but March is considered possible.

In sales terms, the availability of either album (better still, both) will transform the quarter from solid to spectacular. Meanwhile, these retailers are upbeat about new product from a variety of other rock, R&B, country, and jazz acts. In addition, they agree that the arrival of the first four Beatles CDs this month (see separate report) is almost as exciting as the recent Springsteen box.

Jackson A Monster, Despite 'Thriller' Comparison

Norman Hunter, Manager/Product Development at 130-store Record Bar, says he feels "sort of sorry" for Michael Jackson, "because this album could wind up selling, say, ten million and most people will call it a still, which is bullshit." He's still with Quincy Jones, and he's demonstrated the ability to keep darts at it, and you'll probably be as accurate as I will. When he's there, it's like an extra layer of frosting on the cake, and we'll be delighted when he comes.

Henderson does admit concern over the loyalty of any superstar's audience. "The customer is more sophisticated now, and there's not as much name loyalty, if you will, as there once was. People don't automatically run out and buy something because it happens to be by a particular artist; they want it proven."

"CHR Will Have To Deal With U2"

Because the first-quarter product "isn't quite as strong as it could be," the Musicland exec says he and his buyers anticipate "the door may be open for more developing acts." Among the possible beneficiaries, Tesla, Lou Gramm, and Bruce Willis. Henderson also views the new REO Speedwagon as a good bet for top sales at the chain.

All the surveyed retailers are excited at the prospect of U2's new album, "The Joshua Tree." In March, States Tracy Donihoo, head buyer at 100-store Sound Warehouse, "I can see it being one of the top three rock records of the year. With the way their catalog sells, more and more people are finding out about them all the time. If it's an album with material like 'War,' it'll be huge at AOR, and then CHR will have to deal with it like they have with Bono Jovi and Cinderella."

Donihoo sees the next Bryan Adams, an April release, as likely to have multifORMAT strength, too. "That'll be a very big record at CHR and AOR," he says. "And I could see maybe a third single being played AC if it were a slow ballad or duet. Given the longevity of his last album, I figure Adams is just a notch below U2." Among other noteworthy releases he mentioned are the Judds ("more and more people are finding out about them"), David Sanborn ("his album with Bob James was our #1 jazz seller last year.") Gregg Allman, and George Strait.

Bruce Willis To Top Don Johnson?

Most of the buyers are bullish on the Bruce Willis project, given the "Moonlighting" star's current media exposure. "This album looks good," says Lew Garrett, VP/Purchasing for 100-store Camelot Music. "If we do it with what we did with Don Johnson, we'll be very satisfied. At this point, though, the calls for Willis seem to be greater than they were for Don."

In addition, Garrett anticipates strong sales with Bryan Adams, the Judds, plus Jackson and Houston. Among new acts, he cites Tesla and Europe.

Steve Lerner, Director/Purchasing for 70-store Record World, is upbeat about the Willis album ("based on his personality and appeal to women, it's going to sell"), but his hottest prospect is Houston. "This can be bigger than her first," he says. "I heard two songs from the new album when she played Jones Beach last summer, and they sounded sensational — similar to her other hits, but why ruin success? She is the female star of the next five years." His other releases-to-watch include U2, Tesla, Europe, Expose, and Carly Simon.

L.P. Sales Hold For '60s, '70s Artists

Norman Hunter also predicts activity for Carly, as well as label-mate Alan Parsons. "Both appeal to the older rock consumer, which makes that a challenge for us to determine how well the LP will do. With artists who established their popularity in the '60s or '70s when the LP was the dominant product, I find that customer base still tends to be more LP-oriented." On Hunter's good-prospect list are the Judds, Hank Williams Jr., Gregg Allman ("the worse he treats himself, the better he sounds"), Harker Do, Tesla, and the Dolly Parton/Linda Ronstadt/Emmylou Harris collaboration.

Overall, the five merchandisers expect better first-quarter/first-half results as compared to last year. Apart from anticipating new music by Jackson, Houston, U2, and others, they see continuing sales for holiday hits by Bon Jovi, the Beastie Boys, Genesis, the Bangles, and the Georgia Satellites. They also predict still greater growth for the compact disc, with a little help from the Fab Four.

RETAILERS EVALUATE THE NEW MUSIC

The Street-Level Forecast: Fine

FAB FOUR ON CD

Pleasing People Again
"ROCKET" ROCKS!

"LOVE LIKE A ROCKET"

(7-89309) also available as a promotional 12" (FR 998)

the new single by BOB GELDOF from the album Deep In The Heart Of Nowhere (81687)

Produced by Rupert Hine except "This Is The World Calling" and "In The Pouring Rain," produced by The Brothers Of Doom, with Special Thanks to Jimmy Iovine.

Arranged by Bob Geldof and Rupert Hine.

On Atlantic Records
When it comes to **personality**, Rockin’ America Top 30 Countdown has a personality all its own: America's most listened-to morning man, Scott Shannon. Plus — it's a programmer's countdown. Produced by one of the nation's most respected programmers, the PD of America's highest-rated radio station, WHTZ-FM/New York...you guessed it: Scott Shannon. Rockin’ America has it all: The hits. The bits. Outrageous comedy. The news. The views. Mr. Leonard. And the entire Zoo Crew. Scott Shannon's Rockin' America Top 30 Countdown gives new meaning to the phrase **personality plus**. And that's what makes it a great countdown show! Make it work for you. Contact your Westwood One representative now at (213) 204-5000 or Telex 4996015 WWONE.

**WESTWOOD ONE RADIO NETWORKS**
Hands-Off EQ Tweaking

The station manager had earned his stripes, working his way up from gofer to overnight jock to morning drive personality to PD to VP/GM. His elevated position entitled him to a whole lot of big boy toys, including a brand new luxury car with an expensive FM/AM stereo and a cellular telephone.

A stickler for quality, the GM was always concerned about his station's signal and took great interest in the settings of the audio processing chain.

Now he was in the car, listening to the radio. He was talking on the cell phone to his chief engineer, who was back at the station on a speakerphone and standing in front of the audio rack gizmos, ready to receive instructions for fine-tuning the output.

"I don't hear enough high end," said the GM.

"Okay," replied the chief. "I'm cranking up the treble. Tell me when to stop." In a few seconds, the GM said, "There! That's about right. Now give me more bass. More. A bit more. Okay, stop! That's got it! Sounds great. Lock those knobs. I'll see you when I get back to the station."

They hung up. That was it. The signal was precisely as the GM wanted it.

The chief engineer turned away from the processing rack and smiled at a friend who had been watching the whole process. The friend was very puzzled, because he knew the engineer had not touched the sound system.

"What were you doing to change the signal?" he asked the chief.

"Just what you saw," the chief replied. "I didn't do anything. He does this all the time — drives into some neighborhood where the signal has a little dropout, gets worried, calls up and wants me to twiddle the knobs, and we go through this."

"I almost never really do anything. The station is always processed very, very carefully. But there's one thing about the boss of which he's not very aware, and I protect him from it when he gives me instructions about tweaking the equalizers."

"When he was a jock, he blasted his ears out wearing cans. He's got some mid-range hearing loss and even more high-end loss. If I tuned the station to suit his impaired hearing, it'd drive everyone crazy."

US Spy Pilot Freed
MONDAY, FEBRUARY 9 — Twenty-five years ago, captured American spy pilot Francis Gary Powers was released by the Soviet Union in a prisoner exchange with the US (1962). His high-altitude U-2 had been shot down by a Soviet missile in 1960. Powers eventually got a job as a traffic helicopter pilot in Los Angeles, where he died in a chopper crash in 1977.

Early rocker Billy Haley died in 1981. The first Boeing 747 jumbo jet was test-flown in 1969. The Beatles appeared on the Ed Sullivan TV show in 1964. Jefferson Davis was elected President of the Confederacy in 1861.

Birthdays: Mia Farrow 41. Carole King 46. Roger Mudd 59. Kathryn Grayson 64.

The First Gold Record
TUESDAY, FEBRUARY 10 — The world's first gold record was presented 46 years ago to bandleader Glenn Miller, whose recording of "Chattanooga Choo-Choo" had sold a million. RCA executives came up with the idea of gold-plating the disc, which was presented to Miller on this date in 1941 during a live radio program. (The first recording artist to sell a million was opera star Enrico Caruso in 1902, long before the gold record concept.)

The chemical fire extinguisher was patented in 1863. Britain took title to Canada in 1763.


United Auto Workers' Victory
WEDNESDAY, FEBRUARY 11 — Fiftieth anniversary of the United Auto Workers' first major victory, the signing of a contract with General Motors in 1937 following a 44-day sit-down strike at GM's plant in Flint, Michigan. Over at Ford, however, management was still resisting the union and calling its members "goons."

Record-holding balloonist Ben Abruzzo died in a plane crash in 1985. The world's largest lobster, a 44-pounder, was caught in 1977. 25th anniversary of the Beatles' first album recording session (1962).


Iacocca Fired By Hodel
THURSDAY, FEBRUARY 12 — Chrysler boss Lee Iacocca was fired from his job as Chairman of the Statue of Liberty/Ellis Island Centennial Commission one year ago (1986). Interior Secretary Donald Hodel canned him after Iacocca complained the government was developing a hotel on Ellis Island through "the sale of tax shelters to the rich."

Iacocca kept his other Statue of Liberty job, raising money for the private Statue of Liberty/Ellis Island Foundation.

Actor Sal Mineo was murdered in Los Angeles in 1976. The US agreed to train the South Vietnamese Army in 1955. Recluso Alexander Selkrick, the real-life model for the fictional Robinson Crusoe, ended his five-year camping trip on an isolated island in 1709.

Abraham Lincoln's birthday is observed in most states.


Music Industry Collection Agency
FRIDAY, FEBRUARY 13 — The organization that coordinates much of the money made from music, the American Society of Composers and Publishers, was formed on this date in 1914. The music industry collection agency was started by composer Victor Herbert after he heard other people using his music without compensating him. Herbert sued, took the case all the way to the Supreme Court, and won.

Jesse James and the Cole Younger gang pulled their first bank robbery in 1866. Ice jammed the Mississippi River in New Orleans in 1784.


The music industry, and this format in particular, depends on fresh music from a variety of established and emerging artists. Here's an insider’s look at the projects the record labels will be promoting and breaking over the next three to six months in CHR.

**General Manager Margo Kaesz:**

“Karen Kamen, wife of producer Phil Ramone, releases her album ‘Voices.’ The first single is ‘Strange Way,’ which was a hit for Fire. Still under development in the Limited Warranty project, radio kept it alive through the holidays and the new year. We’ve signed Larry John McNally, whose single, ‘My Obsession,’ and LP, ‘Fate to Black,’ are just shipping. There will be a new album from Yes in March or April. ‘Big Generator’ is the tentative title, and it is described as being more single-oriented in addition to its natural AOR appeal. Donna Allen’s single, ‘Serious,’ is coming from Urban to CHR on the 21 label.”

**VP/Promotion Judy Libow:**

“Lou Gramm, lead vocalist and co-writer of Farcryaister, launches his first solo effort. The single, ‘Midnight Blue,’ comes from the soon-to-be-released album ‘Reality Or Not.’ We also have a new group called Blue Yonder featuring Sandy Stewart, who sings background for Stevie Nicks. ‘Wind Song,’ the single from the album, features members of the Waterboys. The New Wave album with the single ‘Diamond Girl,’ is shipping soon. Also, there is Marty Lebow with his second solo pop rock effort. The Met & Kim LP is also just coming out.

“In the way of other new names, we’ve signed Freesheet Gun from Canada and John Phillips, a singer-songwriter pop/rock from Florida. Also, look for new albums from the Manhattan Transfer, Laura Branigan, and Matt Bianco, who are doing great in Europe. In the second quarter Atlantic will ship Robert Hart in March, a single from Manhattan Transfers Janis Siegel, another No Shooz album, one by the B-52s, and a duet with Robert Plant. Another import is Silent Running from Scotland. Saga is a new signing to Atlantic, as is Rachael Cappelli (produced by Arif Mardin), and we’ve also picked up Graham Parker.”

**Capitol**

VP/Promotion & Marketing Walter Lee: “Heart will ship a new, as-yet-untitled album in late March. Around February or March, we look for Eric Martin from San Francisco to release an album called ‘Only Fooling Myself,’ the single will be ‘Everytime I Think Of You,’ Rock And Hyde from Canada is on an untitled but very strong commercial project with roots in AOR. Beatles on CD will be a big project.”

**Columbia**

Director/National Promotion Steve Resnick: “A&M is proud to release China Crisis in early February with the single ‘What Price Paradise.’ The Ward Brothers will be looking to cross from AOR in early February with ‘Cross That Bridge’ as our emphasis cut. Herb Alpert will be back on the charts in early March with a new album, ‘Hot Shots,’ featuring several cuts produced by Larry Kusik.”

“Then there is ‘Prince’s Trust,’ a collection of songs from major names such as Tom McCarten, Dire Straits, Rod Stewart, George Michael, Paul Young, Tina Turner, Level 42, Suzanne Vega, Joan Armatrading, and Eric Clapton. It’s a project to benefit an annual charity event which Prince Charities oversees.

Also in March: a solo effort from Brian Carney and the Nylons, a group known for its a cappella work, which may not be in that style. Look for a debut effort from Bryan Loren, a new album from Alan Green called ‘Soul Survivor,’ a Jimmy Iovine-produced instrumental, and a new album from Doves, former Supertramp Roger Hodgson with a solo effort titled ‘What Happened To The Empire,’ the Immaculate Fools debut album, a new one from Squeeze, and Joe Jackson near the end of March.”

**EMI America**

Sr. Director/Promotion Rick Bisciglia: “KBC Bands ‘America’ has just shipped. After her current rock record peaks Aretha Franklin does a duet with George Michael which went number one at Capitol Radio for nine weeks, called ‘I knew You Were Waiting.’ Carly Simon’s ‘Coming Around Again’ album ships in February and another single will be released as well. At the end of February we’ll present the debut Arista album by Patrick Rushen.

“Our development on Exposure – three girls from Miami who’ve had number one at Legato – will continue with more airplay from other cuts on their ‘Exposure’ LP. At the end of March the Whitney Houston album is coming. The first release looks like ‘I Want To Dance With Somebody,’ but the album title is undecided. The Right Peep out of the Carolinas and the Thompson Twins will release sometime in March, along with the Arista debut of La, who wrote ‘You Give Good Love’ for Whitney. And look for the return of Pati Smith.”

“Columbia is after the Burns Sisters Band’s ‘Listen To The Bees: Of A Heart,’ and we’re out to establish John Eddie. Matthew Sweet is a great singer/songwriter, and his release, ‘Blue Fools,’ should do well at CHR. Slated soon are a re-release of the Stabilizers’ ‘One Simple Thing,’ which got lost in the Christmas rush, a Gregory Abbott followup, ‘I Got The Feeling It’s Over,’ and another Bangers hit, ‘Walkin’ Down Your Street.’

“In soundtracks we’ve got the new one from Sylvester Stalhme’s ‘Over The Top’ featuring Sammy Hagar, Kenny Loggins, Eddie Money, and Robin Zander from Cheap Trick. From the British side, Debbie Jackson’s ‘You Send The Rain Away,’ Full Force’s ‘Old Man’s Never Die,’ a Santana/Buddy Miles combo lead the way. Also, there’s Big Audio Dynamite’s ‘Bad Rock City.’ A multi-platform band from Australia, Moond Rock, is on the way. Also, Alison Moyet, who is already top ten in the UK with ‘Love’s Been Good To Me,’ Lisa Lisa, and a new one from L. L. Cool J in March.”

VP/Promotion Dave Urso: “Shirley Murdock’s urban foundation will continue to spread this year. We’ll maintain the Benjamin Orr success with another cut from the ‘Lace’ album, ‘Too Hot To Stop,’ in February. Simply Red’s new album, ‘Men & Women,’ ships in late February and the single will be ‘The Right Thing,’ releasing the 14th. A third Howard Jones single, as yet undecided, is planned; it could be ‘Step Into These Shoes’ or ‘Give Me Strength.’ Battleship Chaise is the next release from the Georgia Sailites.

“From the UK we’ve picked up the Housemartins and will be re-releasing ‘Happy Hour,’ a top five hit on the BBC. Anita Baker is still developing at the CHR level with a third single planned, ‘Same Ole Love.’ An all-girl band called the Pandora Girls gets out in May. Dokken’s new album will feature the first rock & roll cassette, called ‘Dream Warriors,’ sometime in February, and the album of the same name will ship April 1. Motley Crue comes with ‘Girls, Girls, Girls,’ in March, and no singles have been picked as yet.”

**EMI**

VP/Promotion John Fagot: “Hip, a new band from Scotland, has a few top tens already in the UK. We also have ‘Dave Edmunds Live’ and an exciting release from Colin James Hay, former Men At Work lead singer. His album is called ‘Looking For Jack,’ all about Jack Nicholson. The Psychedelic Furs hit from ‘Pretty In Pink’ has given them awareness. Their ‘Heart Break Beats’ single is from the album ‘Midnight To Midnight.’ Another Paul Young, ‘Why Does A Little Bird Sing.’

In love with love, Patty Smyth, formerly of Scandal, will come with ‘Never Enough’ featuring the Hosters playing and singing. Come As You Are,’ and a single of the tracks on the album are shipping in early February. John Waite and Sheena Easton will both hit the streets in mid to late February. No titles for either project yet.

“In the new signing area we have Nona Hendryx, who we will cross over from Urban. All of us are excited about the Neville Brothers from New Orleans, who have a real fun pop/rock feel to their music with the single, ‘Whatever It Takes,’ from the ‘Uptown’ LP”

Continued on Page 50
BERLIN
The New Single Will Take Your Breath Away
"You Don't Know"

Produced by Bob Ezrin
with Andy Richards and
Berlin - From the Geffen
album Count Three.
And Pray - Management;
Peregrine Watts-Hill
M.R.C. Management
©1987 The David Geffen
Company
“MOTION”

noons to mornings and Rivers shifts Scooter Davis takes on station produc-
duties late-
and takes on the Saturday night to afternoons

Director O’Brien becomes Production Director duties

Glenn Davis band Three O’Clock us
formerly buk3, Latte:
A some hits will
Continued from Hot
Morning Zoo, taking over the shift “In
overnighter Alvie
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Whitesnake and Esquire
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KMZQ /Albany, giving up

Karen Wong moves from

Mark Jackson adds
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Karen Wong moves from

Mark Jackson adds
fulltime Production

...
"THAT AIN'T LOVE"

CHR BREAKER
156/52 — 65%
ONE OF THE
MOST ADDED
AOR TRACKS: 18

"THE FINAL COUNTDOWN"

CHR BREAKER:
143/32 60%
ONE OF THE
MOST ADDED
CHR CHART: DEBUT 40
AOR TRACKS: 13
Ladies and gentleman, prepare your turntables, cassette decks, and CD players for the bumper crop of new music coming our way in the next few months. Associate Editor Jim Nelson has rounded up a panel of trusty promotion pros to fill us in on the goodies in store. All release dates are estimates, of course.

**J.B. Bremer**

**A&M**

January: Sting's live "Bring On The Night," on CD only. It had previously been serviced as an import. Virgin/A&M's debut of China Crisis, "What Price Paradise"... first album by Ward Brothers, "The Madness Of It All"... What/ A&M's Idedla, with a CD single of "Is It Any Wonder?"

February: Roger Hodgson's second solo, British band Thrashing Doves, produced by Jimmy Iovine

March: Bryan Adams. 

*Futures:* Joe Jackson... "The Prince's Trust" live album from the English benefit concert with Sting, Dire Straits, Eric Clapton, Phil Collins, Big Country, and Rod Stewart. Squeeze... Simple Minds live, including some new songs... Supertramp... new SIng... Glen Burtnieck's second.

**Bruce Iglauer**

**Alligator**

February: Look for a re-release of Lonnie Mack's first album, "The Wham Of That Memphis Man"... "The New Bluesbirds" compilation album featuring the best of the young blues artists in the Chicago area.

March: Little Charlie & The Nightcats, "which sounds like The Fabulous Thunderbirds with a great sense of humor," according to Iglauer. The LP is titled "All The Way Crazy..."... a live album from blues great Koko Taylor.

**Sean Cookley**

**Arista**

*First Quarter:* Cruzdads' second, produced again by Rodney Mills (38 Special)... Thompson Twins, produced by Rupert Blye (Fixx).

On The Horizon: The return of Pati Smith, with Jimmy Iovine involved. "Believe it or not, there's a Grateful Dead record due out sometime in 1987," says Cookley... North Carolina's Right Profile, with a "rural rock feel, similar to the Band."

**Michael Prince**

**Aco**

January: Straight-ahead rock 'n' roll from Canada's Brighton Rock.

February: Pete Townshend's double album "Scopit," with previously unreleased cuts and alternate versions of songs such as "Pictures Of Lily" and "The Kids Are Alright"... Reckless's "No Frills," produced by J.J. French and Mark Mendana of Twisted Sister... Heavy metal kids Manowar... Soft rock from Karen Karmos, produced by husband Phil Ramone. First single is a cover of Firefall's "Strange Way."

*March:* Eddie & The Tide... Yes's "Generator."

**Danny Buch**

*Atlantic* 

January: "Ready Or Not" by Lou Gramm of Foreigner, produced by Pat Moraz (Robert Plant) with Nils Loofren of the E Street Band on guitar... Blue Steel featuring Sanny Stewart, former backup singer with Stevie Nicks, and appearances from the Waterboys... L.A.'s The Dig, produced by Mark Ross, Quincy Jones's assistant for many years... An album from singer Marli Lebow, who previously had an EP... Hard rockers Malice.

February: New artist John Philip from Florida... New band Frozen Ghost... Roger Daltrey's latest. 

Second quarter: Kix, which sells almost 50,000 records out of Balti-

dade, produced by Andy Johns (Cinderella)... First batch of releases from Cinema label includes Patrick Moraz of the Moody Blues... Guitar great Danu Ed- dy... New Marillion.

Kevin Sutter

*Chrysalis*

February: Vigil, from the Balti-

dmore/Washington area, have had college play via an independent college album... Australian band Ven- e-

tians' "Calling In The Lions" will be rerecorded and promoted to AOR and CHR... Colourfield's new effort, supported by their first American tour.

March: "Made In The U.S.A." soundtrack with songs from Timbuk 3 and Karl Wallinger of World Party... England's cutting-edge Crazy Hine... Virginia's Head For Tall Trees, "who leave a strong impression, the first time you hear them, like Talking Heads, Police and R.E.M.," says Sutter.

First Quarter: Paul Carrack (Ace, Squeeze, Mike & The Me-

chanes)... Go West's "Dancing On The Couch."

April: McAuley-Scheenker Group, with Michael Schenker.

**Jim McKeon**

*EMI/Parlophone*

January: New albums from Roger Waters and Alison Moyet.

**Brad Hunt**

**Elektra**


February: Dokken's single, "Dream Warriors," will be the theme from "Nightmare On Elm Street. Part 2". Elektra and the movie company will cross-promote heavily, with a strong AOR orientation. "Freddie" will appear in the video, and there'll be a "cassingle," with an LP expected within six weeks... Simply Red's "Man And Woman."


*In production: the Call... Joe Lynn Turner.*

**John Hey**

*EMI/Parlophone*


March: Peter Wolf's "Cone As You Are."... John Waite... Little Steven's "Freedom -- No Compromises," on Manhattan/EMI, which includes a reggae duet with Bruce Springsteen called "Native American."

Continued on Page 54
Lou Gramm, the voice of Foreigner, emerges from the group with 10 self-penned rock hard originals that will leave no doubt as to who the dirty white boy is. This is Lou Gramm. READY OR NOT.

Includes the single "Midnight Blue" (also available as a promotional 12" promo).

Produced by Pat Moran and Lou Gramm.

LOU GRAMM
READY OR NOT

On Atlantic Records and Cassettes
(Available soon on Compact Disc)
Coming Attractions

Continued from Page 52

Rick Winward

Enigma

Current focus is still on Smither-
eens, with the label committed to
at least four tracks, Winward says.

February: Wednesday Week, produced
by Don Dixon, is three
girls and one guy, with "harmonies
reminiscent of the Bangles, but
more bite and crunch," says Win-
ward. LP is "What We Had," first
single is "Why"... New TSOI,
who have a sales base of 35,000-
40,000 even with no AOR airplay.

Harvey Leeds

Epic

February: R.E.O.'s "Life As We
Know It," with an interview album
Gregg Allman's "I'm No
Angel," produced by Rodney Mills
... Soundtrack to "The Light Of
Day," which stars Joan Jett and
Michael J. Fox. On the title song,
written by Bruce Springsteen, Joan
sings and Michael J. plays guitar...
New artist Vicky Thomas, pro-
duced by Vinnie Poole... an Ozz-
y Osbourne/Randy Rhoades live album,
"A Tribute" dedicated to Rhoades.

Marko Babineau

Geffen

February: Esquire, co-produced
by Trevor Horn with Nikki Squire,
Chris Squire's wife, on vocals. Alan
White plays some drums, and Pat
Thirl (Pat Travers and Hughes-
Thrail Band) is on guitar... Little
America, "A Levi's 501 band," says
Babineau. "It's straight America-
na rock, in the vein of Bryan
Adams meets Dwight Twilley. Dur-
ing the President's Day weekend,
we're going to run 15-sec-
tond teasers, 30 of them a day, on
MTV for three days in a row."

March: Siouxxie & The Ban-
hess's "Through The Looking Glass,"
all cover tunes... Wetteto/Manz-
asser, with John Wetton from
Asia and Phil Mazzanera from
Roxie Music... Whitesnake, pro-
duced by Mike Stone and Keith
Olsen. Aynsley Dunbar has replac-
ed Cozy Powell on drums. "This is
the closest you'll ever get to Led
Zeppelin again," says Marko...

Tim Scott's "The High Lonesome
Sound" may cross into some Jazz
formats... Japanese heavy metal
band Eso, produced by Gene Sim-
mons. A CD EP will be a Geffen
first, claims Babineau.

In The Works: Models "Media"
Robbie Robertson (ex-Band), pro-
duced by Daniel Lanois (U2,
Peter Gabriel)... New works from
Jimmy Barnes, Aerosmith, Y&T,
Rickie Lee Jones, Sammy
Hagar (produced by Eddie Van
Halen), Lloyd Cole & The Commu-
nications, Guns & Roses, and It Bites.

Look for a specially-designed rock
logo on albums by rockers like
Whitesnake, Sammy Hagar, Aer-
smith, and Guns & Roses.

Paul Brown

I.R.S.

January: The soundtrack for
"Athena, Inside Out," a rock doc-
umentary on the Athens, GA music
scene.

February: Torch Song's "Ex-
habit A"... Intimate Strangers' "Charm"
has an "Euro-dance feel," says Brown.

Andy Allen

Island

February: A full album from
Julian Cope, who has an intro-
ducory EP out now... 71 from the
Bay Area.

March: U2, which is in the final
stages of mixing. Brian Eno and
Daniel Lanois are at the helm
again... Long Ryders.

April: Anthrax.

On The Horizon: From New York
City, We1d At A Glance... Tom
Waits' music from his play,
"Frank's Wild Years"... Nicholas
Tremulis... Robert Palmer and Bourgeois
Tagg are possible this summer.

Jaye Riggio

Manhattan

First Quarter:Urgent's "Think-
 ing Out Loud"... From Canada,
the Partland Brothers... Little
Steven... In Vitro.

Bill Bennett

MCA

Bennett promises that MCA
will be very involved with promotional
CD's in '87, starting with an R&R
mailer of the first AOR sampler
CD. "I Might Lie," a track from An-
dy Taylor (ex-Duran Duran), "is a
real rocker to combat the image
problems people might still have
with Andy's association with his
other band," says Bennett...

When The Sun Comes Down" 12" by
Red Seven, whose last album
was produced by Mike Rutherford.
Full album due in March. Re-
service on Steve Earle, along with
a CD and a video compilation, to
build awareness of Earle for new
album due in March. "We feel
Steve's going to make an album for
album radio," says Bennett. "He's
right there on the edge with the
Fabulous Thunderbirds, Stevie
Kay Vaughan, and Georgia Satel-
ties...

"Mercy" LP by Steve Jones (ex-
Sex Pistols)... Night Ranger pro-
duced by Kevin Elson (Journey)
...Oingo Boingo... Desert Rose
(Chris Hillman-Herb Pedersen)
... Andy White, in the vein of Billy
Bragg... Tom Petty & The Heart-
breakers is tentatively scheduled
for the end of March.

Promotional Prowess: For
Kinks' "Working At The Factory"
track, Midwest album rep Mike
Rose is setting up "blue collar"
promotions where he's going to in-
dustrial cities and paying people's
union dues for a year or buying
them a week's vacation... For
Kansas's "Power," Bennett is con-
sidering sending out little equali-
izers that say manufactures for
Walkmans.

Michael Lessner

Motown

Current: Bruce Willis's "The Re-
turn Of Bruno."

Carol Peters

Pasha

February: Jon Batchele has
dropped the name "Axis." His "If
Wishes Were Horses... Then
Dreamers Would Ride" album will
be released through Capitol.

March: Zuma II, "socially
significant and musically adven-
turous," says Peters.

Drew Murray

PolyGram

Zerra One's first 12," "Rescue
Me," was sent to all R&R reporters
with a bottle containing messages,
such as an album m4m or a bio.
One of the bottles had a con-
gratulatory note in it; the winner
gets to go to London to see the band
play. The album is called "The
Donouo Effect."

February: Mission UK, which in-
cludes ex-members of Sisters Of

Continued on Page 58
GREGG ALLMAN'S EPIC DEBUT!

"I'M NO ANGEL."
YOU'VE GOT THE 12"...WATCH FOR THE ALBUM!
...AND IT
GINNING....

MEMO

OVERCAST

THE SEED
(I JUST)
YOUR ARMS

Sung Feb 2

Produced by

Cutting Crew

...Bad In Your

wst...the debut

from Britain's

Crew, is Top 5

in England

and Europe.

THE ALBUM

THE OTHER ONES

WE ARE WHAT WE ARE

Produced by

Christopher Neil for Atlantic

Unisa Productions

Based in Berlin,

The Other Ones are

3 Germans and

3 Australians

in a border-crossing

collaborative.

THE ALBUM

THE OTHER ONES

WE ARE WHAT WE ARE

WE ARE WHAT WE ARE

This ballad from the

album 'Our Heads to the

Sky' has just

made a

big impact in

the UK.

THE ALBUM

THE DAY THE EARTH

STOOD STILL

LIGHT OF THE WORLD

THE GREATEST

STORY EVER TOLD

WAS GOOD
Coming Attractions

February: Cutting Crew's "Broadcast," with a limited edition buzz saw-shaped record ... Killing Joe, popular through imports, will be promoted at commercial AOR for the first time with the "Brighter Than A Thousand Suns" LP and "For Sanity Sake" single. Heavens 17's "Pleasure One," aimed at KIX and KROQ-type modern rockers.

March: Alternative acts like Spear Of Destiny, Balaam & The Angel, and David Sylvian. En Japanese veteran Sylvian has released a track on the album "Mechanical Resonance" featuring Steve Van Zandt on guitar ... Big push is the Other Ones, "chock full of good rock hits," says Naumann.

April: Aggressive push on Pete Wylie, formerly of Big Wreck, New band T-Paz, remixed by Roy Thomas Baker.

May: Guitar hero Gary Moore.

Futures: Warren Zevon, produced by Dan Penn, reportedly with R.E.M. backing up and a possible contribution from Bruce Springsteen. Virgin has signed Steve Winwood, and also expects releases from Mike Oldfield and P.J.

George Gerrity

Warner Brothers

Current: David Sanborn's "A Change Of Heart." Black Williams Jr. "Live," with Van Halen in the video ... "Warehouse: Songs And Stories" double album from Husker Du ... Los Lobos "By The Light Of The Moon."... Virgin has signed Steve Winwood and also expects releases from Mike Oldfield and P.J.

AOR

February: "Swimmer" by Scottish band Big Dish, co-produced by Glyn Johns ... Chris Isaak ... Instrumental virtuoso Mark O'Conner's "The Shoe From Which The Arch Was Made." ... Williams Brothers, with production, songwriting, and guitar from Mike Campbell of The Heartbreakers.


Rich Schmidt

Windham Hill/Open Air


March: Nyleos, accapella with a bit of percussion ... A guitar sampler of mostly new acts ... An instrumental album from Montreux, called "Montreux Band II."

SEGUES

KSPN/Aspen switches to AC ... WFTL/New Brunswick is gearing up to go on the air on AOR in the spring ... PD Larry McCaw is looking for starters in the station's stable of PDs ... WRUW/Washington, Production Director Van Edwards steps into afternoons, oversinger Bill O'Brian becomes Production Director ... By 

Jeffrey Naumann

Virgin

Distribution deals through other labels for acts signed to Virgin in Europe, such as Simple Minds, OMD, China Crisis, and Human League, will continue. As their contracts come up, they may either stay with those labels or come to Virgin domestically, says Naumann.

"Modern Day Cowboy"

From Management:

RJR January Produced DEC. 1ST: Their Forthcoming Album "LITTLE AMERICA" By Geffen Album "MECHANICAL RESONANCE" ON DEBUT TODAY: STEVE LITTLEProduced STEVE LITTLE TODAY: 30, 1987 On THOMPSON and MICHAEL BARBIERO Day GEFFEN RETAIL KSHE KZAP Q KSHE KWQQ KGB 100,000 SHIPMENT: For ENTOURAGE "Fire" ... WYDE KOME 54 Alive ... OMD, Europe, such as doing the edge, closer to the past," says Wytchmore ... Maybe somewhat more ... first "Introduce Yourself" ... a sound-... 1972 San Francisco ... "It's... Rhino is... Franklin, Whitney Gonna Stop Us Now," produced by Leppard's "Hysteria." "It...\n
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(615) 242-1931

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UPCOMING SPRING RELEASES:

PAT LAWLESS
"LAWLESS"

21 Music Square East
Nashville, Tennessee 37203
CONTACT: Dede Whiteside
(615) 242-1931
1987’s New Music, New Faces

By Tony Rice

Michael Johnson, former VP/Black Music Promotion, EMJ America; Varnell Johnson, VP/Promotion, Manhattan

Expect new product from Michael Johnson in the first half of the year. The Nona Hendryx album, produced by Jimmy Jam and Terry Lewis, is included to be released by March. Look for a new album by Evelyn King, whose first single will probably be "Super Love." Ray Goodman & Brown and Najee also have new singles. New artists include Foster Sylvers & Hy-Tech and the Randy Muller-produced Full Circle. Manhattan has Cheryl Lynn’s new LP, "Start Over." The first single, "New Dress," was released this week. Bernard Wright’s "I Can Tell" LP and the O’Jays’ "Let Me Touch You" will be shipped in March. Sony will see the label debuts of Steve Arrington and Natalie Cole.

Patrice Rushen

Ernie Singleton, VP/Black Music Promotion, MCA

Bobby Brown’s follow-up, "The Girl Next Door," produced by Larry Blackmon, and R&B’s "Mary Go Round," are both due. George Howard hiatus the road in support of his LP "A Nice Place To Be." Robert Brooks and Janice McLain both release debut albums this year. Other MCA releases for the spring will include Klique’s "Havoc House," produced by Tyrese Brunson, produced by Muine. There will also be George Clinton’s label debut before the year’s end. New artists will include Norwood’s "I Can’t Let You Go," the Sugar Babes’ "We Rock The Beat," and Ian Foster’s "Out For The Count." In the spring, anticipate new product from Mylkea Thompson, Highland Station, and Minneapolis native Giorgia.

Maurice Watkins, Director/National Promotion, Motown

Motown will have a new album from Smokey Robinson in February: the 45 is "Just To See Her." Robinson will produce most of the LP with assistance from other contributors. Radio should also have Bunny DeBarge’s LP, "In Love." This week also, a Four Tops album, still untitled, hits the streets in February. Motown’s big project for March teams the Mary Jane Girls with new material, and for May, a new Roy Ayers album, still untitled, hits the streets in May. Promotions for new artists are scheduled before the year’s end. New artists include FGO and Shalamar. Other signings include Meli’sa Morgan and Shalamar. Other signings include Meli’sa Morgan and Shalamar. Other signings include Meli’sa Morgan and Shalamar.

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Sylvia Rhone, VP/GM Black Music, Atlantic

With Levert’s third single, "Fascination," already released, the band stars work on their new LP in March. The System return with "Don’t Disturb This Groove." Atlantic’s major project of 1986, Riki Howard, releases her follow-up, "Imagination." The entitled LP is scheduled for release in March. Look for a new album by Kashif, Narada Michael Walden, and Michael Masser. Diane Warren will be reunited with Whitney on the album. Whitney Houston will see her debut album, "Whatcha Watchin’ Out For," during the first quarter. Late 1986 will see new product from Kenny G, Jermaine Jackson, and Jermaine Stewart. Jive will deliver new product from Billy Ocean and Whodini through Arista.

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Looking For A New Love

Breaker

Black/Urban 33

Jody Watley

Produced by André Cymone and David Z.
Direction: Bennett Freed Management

MCA RECORDS
Hold Me
The New Single
From The forthcoming Album... Sheila E.

Produced By Sheila E.
In Association With David Z.

Personal Management: Carolee, Buffalo & Associates

BLACK/URBAN BREAKERS
WHOOPIIN’ IT UP — WXYY/Baltimore sponsored a Whoopi Goldberg lookalike contest preceding WXYY’s exclusive premiere of “Jumpin’ Jack Flash.” WXYY’s Roy Sampson congratulates winner Deborah Branch.

BLACK/URBAN PICTURE PAGE
MASON & COMPANY ROADSHOW — WKLB/Detroit sponsored a night at the circus to help raise funds for the “Coats For Kids” campaign. FM 97.7’s morning team Mason & Co. joined the circus for the event. Jim Mason was guest ringmaster, and traffic reporter Tune-Up Man donned clown attire for the show. At left are (l-r) circus clown and Tune-Up Man, at night are (l-r) FM 97.7’s Tune-Up Man, circus clowns, and Mason.

ACTION

The holiday season always brings out the best in folks. WJLB/Washington and a dairy store chain joined in a Thanksgiving food drive to benefit “Bread For The City,” an agency of the United Black Fund. WJOL/Cleveland joined a Salvation Army Center to serve Thanksgiving dinner. The station also hosted a reception for the play The Diary Of Black Men. How Do You Love A Black Woman? There were 100 invited guests and the cast.

Robert McPeat joins WUSB/Philadelphia for 3-5:30am from WAPE/Detroit. Carol Blackmon shifts from WBBR/Atlanta to WVEE/Atlanta middays. KJCB/Lafayette adds Tyrone “Sty” Davis, formerly of WQIS/Atlanta, to AM drive, and L.J. (aka Jamel Jack) moves to 7-midnight.

Tanya Pendleton is officially named MD at WILD/Boston. KUKQ/Phoenix’s Joe Bailey is now Promotion Coordinator.

Dee Perry leaves WZAK/Cleveland to become APD at sister station WERS/Atlanta. Bobby Rush moves from PM drive to middays, and Lady Skill, formerly of WDMT/Cleveland, now handles PM drive at WZAK. Alex Darby is new to mornings at KKFX/Seattle from weekend at KNUP-Tacoma.

WXKO/Columbus has boosted its night power to 250 watts, giving it a 24-hour signal for the first time.

Congratulations to the legendary Dave Clark of Malaco Records on his 50th year in the music industry. During the YBPC’s convention 1986, NCA was given the award for Record Company of the Year. The Timex Social Club’s “Rumors” was voted Song of the Year. Melissa Morgan was Artist of the Year.

On the radio side, Steve Hedgewood of KOKY/Little Rock and Michael Spears of KYRI/Dallas were chosen as AM and FM PD of the Year. The MD honorees were both Houstonians — Steven Talton from KYOK and Jay Michaels of WQIS. Bobby O’Jay received AM Jock of the Year, while FM honoree went to Tom Joyner. WGOK/Mobile and WQDI/Chicago were awarded AM and FM Station of the Year.

The YBPC is in the process of publishing “Who’s Who in Music 1987.” Please mail a B&W photo and bio of your artists or staff to Robert Rosenthal, Box 11243, Jackson, MS 39213.

The following stations need record service: KFRR, 481 Loop 281 East Box 792, Longview, TX 75606; (214) 663-3700. KFRL, 16 W. 9th St., Erie, PA 16501; (814) 456-7034. WJXG, 708 E. Allegan St., Otsego, MI 49078; (616) 692-6851.
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!
What does 1987 hold musically for AC? I contacted several top label executives and asked them to discuss key releases planned for the next six months. The crystal ball is allward up and ready, so let's peek and see who — and what — is out there.

**A&M: Well-Rounded Mix**

Many of you are no doubt famili- ar with British quintet China Crisis, whose current A&M single "Arizona Sky" spent 15 weeks at #1 (the group previously recorded on Warner Bros.). The cut is described as a "mix of CHIR, AC, and JAZZ" by A&M Director/Adult Contemporary Promotion Jen Kene- jian, who likes the group to Double but "bend in the wrong.

A&M newcomer David & David also has a new single, "Ain't So Easy," which is expected to break first in CHIR and then hit AC. Also look for the Human League's "Love Is All That Matters" from the "Human" album.

Two artists will have quick follow-ups early this year. Sergio Mendes will be with his "Do We Mean To Each Other," while OMD has a single called "We Love You.

The label also has releases from two veteran chart-topping artists. Herb Alpert's rhythm-based single "Keep Your Eye On Me" doubles as the title of his latest album. And the company has scheduled a March release for Richard Carpenter's first solo LP.

Studying his label's product picture, Kenejian says "a well-rounded mix of different sounds on one side and more established artists on the other. It reflects what's going on in AC right now. There's a whole smorgasbord of different things on the AC chart."

**RCA: Blending Old & New**

RCA is also slating a mix of the old and new over the next few months. Label Director/AC Promotion & Trade Relations Bonnie Goldner says RCA is looking at great things for Restless Heart, a Nashville-based ensemble, described by Bonnie as "an Eagles-type group," that has had considerable success on the Country charts and has begun to cross over to AC. Other RCA newcomer is R. T. Osline, also based in Nashville.

Two other new acts hoping to score in '87 are Pseudo Echo and the Parachute Club. The path to the AC of the New Order/Pseudo Echo would appear to be a long one; ac- cording to Goldner the label is planning to break it first in AOR, then CHIR. As John Oates is producing and performing on "Love Is Fire," a Parachute Club single, which Goldner be- lieves, "definitely has AC appeal."

Also in the works are releases from longtime Enion John associate Bernie Taupin (set for Febru- ary), the Pointer Sisters, Darby Hall, Bruce Hornsby, and Jeffers- son Starship (the latter being an anthology expected to contain some AC material). We can expect to hear ballads from Hornsby, Hall, and the Pointers.

**President's Message**

"We're getting songs from our established artists that are right up AC's alley," Goldner says. "Of all the projects we've got scheduled, the most effort will go to Restless Heart. I think we'll have good suc- cess with it."

EMI America/Manhattan:

More Serious About AC

Earlier this month two EPs of EMI/ Manhattan's artists — Gorey Hart and Glass Tiger — earned Breakers on the R&R AC chart in succes- sive weeks. Label executives are looking to continue the trend in 1987.

One new artist on the product sched- ule is Gilly, who performs a instrumental version of Anita Baker's "Sweet Love." Another act receiving attention is Ray, Goodman, & Brown with the single "Take It To The Limit." In the next few months material will come from some pretty familiar names: Paul Davis, Steven Eason, Kim Carnes, and Dan Seals.

whose upcoming releases might surprise some folks with their "softer" feel, and the Bee Gees, who have been relatively silent for several years.

**Columbia: Wide Range Of Releases**

Always active in AC, Columbia is gearing up for the year with re- leases from a wide range of artists — including traditional AC heavy-weights and some fresh blood. The year's first project involves newcomers the Burns Sisters. This five-woman band hails from Ithaca, NY, and received TV exposure last July on ABC-TV's "After The Sexual Revolution: Women in the Eighties." Their new release is "Listen To The Beat Of My Heart," which should open the door for many clever station promotions. Columbia is also issuing a follow-up, "I Got A Feeling," to Greg- ory Abbott's crossover hit "Shake You Down." Also up: Rodney Crowell, whose "Lovethese Things" are being added to playlists for "Most Interesting Title"; Billy Joel; Toto; Paul Young; and a movie-oriented release from Ken- nedy Productions.

Discussing AC's future in 1987, priority in 1987 is to establish Lath- er Vandross as a core AC artist. "Luther is a 5+ artist who ap- peals to all segments of the 5.5 demo," Anthony says. "He truly appeals to the core demo that AC stations are trying to garner. He sells albums, cassettes, and CDs, but he is not a big singles seller. 1987 is Luther's year. It's his turn!"

Perhaps even greater expecta- tions rest on Michael Jackson's al- bum, planned for release later this year. If sales even approach the "Thriller" numbers, Epic's collec- tive executive heads will start to spin. "Anticipation is the key word to Michael's album because there's something magical about him," Anthony observes.

How do you follow an act like Mi- chael Jackson? With Don Johnson, of course. Epic expects the "Miami Vice" star to put down the shades long enough to release "Voice On The Hotline." Anthony describes John as a "no lose" situation. "He has class female fans, he has the villa- no, and she says, also noting that men don't seem to like either him."

The label will also be pushing "Something Tells Me," the new LP from Gino Vannelli. Anthony de- scribes it as falling in the "blue- eyed soul" category.

**E/A: A Strong '87**

Elektra/Asylum is anticipating more great things from Ani- la Baker, Howard Jones, and Simply Red, who all hit number one on the AC chart in 1986. Not bad for per- formers who were largely unknown to AC audiences until re- cently. There's also Benjamin Orr, whose "Stay The Night" made it to number three last year. AC Nation- al Promotion Director Lisa Frank is calling for a repeat performance in '87.

The label will also be focusing on two other acts: Shirley Murdoch, who received considerable exposure in Los Angeles for her dance record "Truth Or Dare," and English group the Housemartins.

Murdoch has already released "As We Lay"; the Housemartins are readying "Flag Day," which Frank describes as "a fantastic ballad."

**Arista: Keeping A Hot Pace**

New Arista Director/AC Promosi- tion Joeanie Lawrence reports that waiting in the wings is a duet from Aretha Franklin and George Mi- chael called "I Know You Were Waiting." Although not released as a single, the song went to number one in England. It debuted there at number four.

The Alan Parsons Project will be heard from later this year with the single "Standing On Higher Ground." Also slated for '87 re- leases are Carly Simon and Whi- tney Houston. Lawrence says to ex-pect Whitney's album in late Febru- ary or early March, and to look out for her "I'm Your Girl" release by Pa- tricia Rusher.

**Atlantic: CSN Album Due**

Arriving in February will be Genesis's "Tonight, Tonight, To- night," already made familiar by Mike Goldner. AC Promotion Director Mary Conroy told us to look for an up tempo release from Bob Geldof that's "a no ballad. but a good ba}- lance record," Eric Clapton is fea- tured on the cut. John Parr will have a new single early next month called "Don't Worry About Me," which Conroy says is "definitely AC." Other upcoming material in- cludes Maxie Martin, Transfer, Laura Branigan, Stevie Nicks, and an al- 

**MCA: A Monster, And Then Some**

Sr. VP/Promotion Steve Meyer informed us Olivia Newton-John will not release any material this year. Additionally, MCA will have offer- ings from Glenn Frey, Stephanie Mills, Jets, Gladys Knight, and Michael Bolton. MCA's big news focuses on El DeBarge, with a single from the Arista Records/AC/Weber musical "Starlight Express." "This thing is really huge," beams Meyer. It's going to be a monster! It will be all over the media in a minute TV, press, a multimedia event. "In making a prediction about the release, he adds, "Top ten CHS, and number one AC."

**Motown: Big Three**

Motown's Vicki Lehen is back on the job after a lengthy absence. She's coming from her office centers around three big name acts. Smo- key Robinson will have an '87 re- lease called "Just To See Her," and the Temptations hope to score with "Somehow." Another Motown act recently signed from El DeBarge, called "I Want To Hear It From The Heart."

**Capitol, PolyGram Plans**

Capitol Records confirmed forthcoming singles by Heart (March 20) and Anne Murray (April). Look for a possible AC cut from Kris Kristofferson and a release from Level 42 on PolyGram later this year.

By Mike Kinosian
Without the Packers, the Super Bowl Sunday was probably best remembered in Milwaukee as the first birthday of Saga's "Classic Hits WKLH. In spring/summer '86, the station moved 2.4-6.8 12+, making it the highest-rated major market Gold FM.

In the fall Arbitron, WKLH was up to 7.7; longtime AOR leader WQFM, which had rebounded in the summer, sat at 5.6.

Two prime differences separate WKLH from many of its brethren. First, although national consultants still dominate AOR Gold, WKLH is one of the few successfully homegrown attempts at Classics. The other difference lies in WKLH's determination to have the roots of a living, breathing radio station.

"We spent a great deal of time and energy to make sure that wasn't a novelty station," says Saga VP/Group PD Steve Goldstein. "We've built things like a real radio station; that's something a lot of these stations haven't done. They haven't put any money behind the radio stations or developed the normal things that great stations do: morning shows, promotions, and marketing."

...Sax In The Booth

"The radio station has taken a personality unto itself over the last year," declares Operations Director Dave Luczak. "When we first started out, there was just music; now, the music is there and so are other aspects." Indeed, the energy with which Goldstein and VP/GM Tom Joerres have marketed WKLH have determined the station's character as much as its music has.

In recent months, promotions included:

- Two large Christmas parties for needy Milwaukee children. When Luczak suggested a party on-air, more than 500 groups and individuals donated goods or services.
- A Midwest Athletes Against Childhood Cancer auction that brought in over four days what

WTMJ had been raising in 20.

Among the items offered were baseball cards from every American League team with autographs from every player. A basketball autographed by Moses Malone, Magic Johnson, Julius Erving, and others raised more than $1000.

- Frequent live morning show broadcasts from billboards, listeners' homes, and other odd locales -- a bowling alley that hosted a packed "Bowling for Breakfast" promotion.

Aladdin's new radio station, one winner received a new VCR and a video made backstage with the pair. Other fall contests included CD players on John Lennon's birthday and six "Classic Trips."

No Rules

"We've found that there were no rules," says Goldstein of WKLH's many firsts. "We were making them up as we went along. Our liners were a lot more adventurous and image-oriented than a lot of other formats, e.g., for a greater variety, you'd have to be in a record store.

WKLH's chief image line at its inception was "Why didn't somebody think of this before?! That spurred the creation of the now-syndicated "Drives Me Nuts" spot and billboards declaring "Somebody had to do it." One unusual sales tool meets up a set of Cliff's Notes and contains demographic information.

The last year has seen the Classics format develop musical rules as well. As with many Gold/AOR hybrids, WKLH's music has moved considerably in a year; there's now deliberately less title depth or genre mix than on other Classics outlets. However, it's a very conservative mix for a Gold/AOR, although if you view the station the way Luczak does -- as a "high AC" -- the mix becomes far more radical. Music planning, even with a computer, takes 3-4 hours a day, twice the programming time of a conventional AOR.

WKLH's music is now considerably more AOR-imaged and, although PD Joe Krause denies this was by design, male-vocal orient-

Dave Luczak
ed (The several hours monitored had only one female vocalist. "Don't Ask Me Wrong.") "Some of the poppier early-'60s tunes -- the Raiders, Buckingham, Judys, Collins -- just didn't cut it," says Goldstein. "They were hard, but the songs weren't durable tunes.

"When the station signed on, it was the "Philadelphia Freedom" syndrome," adds Krause. "I felt it was a little too broad and maybe served females more than males. We're positioning ourselves between WQFM (and CHR) WKTQ. Since we wanted some of WQFM's audience, I said, 'Let's toughen it up a little bit.'"

Although WKLH shared more with WKTQ, by a few percentage points, through the summer it's been WQFM that seems hardest hit. One explanation is that, for many WKTQ listeners, WKLH simply replaced WQFM as the "rock button." Even before WKLH's arrival, there was a "Rocking the metal-heavy image built under Andy Bloom and Lee Arnold. Under PD Greg Ausham, WQFM is down to 30 relatively conservative currenters, fewer than it once reported in heavy rotation alone. Despite this, the "nuts" spot portrays an untrained competitor as playing "heavy metal Yin-Yang music," something frequently disavowed in WKLH's liners.

"I don't think WQFM even warants the "metal-encouter" term anymore," allows Luczak. "But their listeners perceive them as such because they did go through that four to five-year period. It was obvious to us that, whether or not they play the same music we do, we are perceived to be different in the marketplace."

"WQFM has made many direct attacks at WKLH," says Goldstein. "If I were in their shoes, I would be more concerned with protecting my core audience than chasing one that no longer belongs to them. They're trying to play our game and we're not trying to play their's. In contrast, he says WKTQ "understands its audience well. It continually markets to them and protects its own audience. They've taken the high road in dealing with us."

Point Men

Luczak joined WKLH three years ago when it was AC WMGF. He and Krause have helmed their station together since August, when PD Kelly Wallace left after four months. "When they were talking about me coming in," says Krause, "I told Dave, 'I don't want to get involved with that. You're going to be PD. Is this just a fluke?' He was very straightforward and said, 'No way.'"

"Joe is the point man," says Luczak. "He deals with all the jocks, does all the music, and basically runs the radio station. My responsibility is to take care of the morning show and also to help with the over-

Steve Goldstein's all sound. I help write and produce promos, and give the station some texture and feel. No matter how hard we work, nobody at the radio station works harder than Tom Joerres. You can't talk about any of us without discussing him."

"And being the Milwaukee native," adds Krause, "so he's someone I rely on. He knows how the things we do will go over here. It was his idea, for example, to have Eugene Hassensus, who lives nearby, co-host the morning show last month."

Perhaps Hassensus can smuggle WKLH some records. "It's so different, not talking to record people," Krause states. "This is the first station I've ever worked at where record people don't call."

"We would like to talk to people," says Luczak. "It's a bitch to have to go buy currents on a station that's dominating the market 25-49."

Hank Kashhina from various billboards throughout December to promote the station's ski programming. Listeners were able to win ski weekends, lift passes, snow tires, etc. WJMK Chicago-raised nearly $15,000 for Children's Memorial Hospital by auctioning off live guest DJ spots as well as selling individual dedications.

WRPS/Pompano Beach, FL, has gone to SWM's Heart & Soul format and the new letters WHFR. PD Jay Michaels remains on for mornings. The list of M&H core artists that WHFR's PR firm distributed contains some interesting names: Dick & DeeDee, Lee Tracy, Cliff Noble, and the Fourcasters.

KSFO pool-KYR/KYA/San Francisco have sent a "media quiz" to local buyers and journalists with such forced listening ques-

Joe Krause

IONS as: "What was the first song played after the 6pm newscast on KSFO?" Prices include trips to Mexi-

A Production Upping In '87

"All systems go" seems to be the operating slogan for many labels as they step up, revive, or launch aggressive jazz release campaigns in 1987. With CDs a priority on everyone's agenda, here's the product outlook for the first half of the year.

Antilles/New Direction
Island's newly-formed Antilles/New Direction brings the company back into the jazz fold. In its heyday Antilles issued albums from such highly respected musicians as the Heath Brothers, Anthony Braxton, Joe Lovano, and Ronald Shannon Jackson. In its present configuration, the label will concentrate on new artists under the direction of former Europa President Jean-Pierre Weiller. Weiller stresses the new-age label will release at least six new records in the next six months: "Bush Dance" by Nana Vasconcelos; "Journey To The Urge Within" by 22-year-old English sax player Courtney Pine (a 12" will accompany the release); "Games" by David Mancuso, another young sax player; and "Sonata for Piano and Violin" by composer Samuel Zyman.

Releases from the Antilles catalog include "Of Human Feelings" by Ornette Coleman, Koyaanisqatsi by Philip Glass, and Europa's "Comin' and Goin'" by Jim Pepper.

Atlantic
Atlantic's Director of Jazz Production John Snyder* says the label will primarily focus on reissuing catalog items via CDs. He hopes to issue 20 or a quarter from subsidiary label, Atco, Vortex, Embryo, and Roulette.

We can also anticipate a CD sampler of the 15-record jazz anthology released last November and more issues from the Jazzespresso series. In addition, 15 new releases are scheduled for 1987. Nancy Reed's self-titled LP and Passport's "Heavy Nights" are already out. One by David Newman will soon follow. Expect more releases by Mike Stern, Hiram Bullock, Steve Siagel, Mel Lewis, and Ahmad Jamal.

Blue Note
Blue Note producer Michael Cusack notes that along with the '87 releases, the label will continue to issue classics from its earlier catalog. But only between one and three will bow per month rather than the usual ten to 12. A large number of reissue titles will also be released as CDs, some of which have yet to appear in LP form. Also planned are CDs issued simultaneously (or as closely as possible) to the release of each new LP and cassette.

Debut albums include works by trumpeter Jack Waldath, and OTB newcomer pianist Harry Pickens and alto saxophonist Kenny Garrett. Scheduled for February is an album by guitarist James Blood Ulmer.

New follow-up titles include "The Power of Three" by Michel Petrucciani, "Romance and Revolution" by James Newton, and Stanley Turrentine produced by Héctor Lavoe. The latter omni band, Stevie Wonder tunes and features a guest appearance by the noted artist himself.

Kenny Burrell, Tony Williams, OTB, Bennie Wallace, Joe Henderson, Freddie Hubbard, Woody Shaw, Bobby McFerrin, and others are also in the offing. Look for "Other Aspects" by Eric Dolphy, it's produced by James Newton.

Columbia
Columbia Jazz Masterpieces is a series of digitally remastered original recordings of classic releases. Titles include Miles Davis's "Sketches of Spain," "Kind of Blue," "In a Silent Way," and "Bitches Brew" as well as others by Dave Brubeck, Louis Armstrong, Thelonious Monk, Duke Ellington, Count Basie, Gerry Mulligan, Billie Holiday, Erroll Garner, and Sarah Vaughan. A monthly set of seven is scheduled for release, bringing the total to over 60 by the end of the year. Each artist's work will be released on LP, cassette, and compact disc.

VP/Jazz & Progressive Music Dr. George Butler intends to focus on female artists this year. "I find that many females who have previously been ignored play music with the same type of authority as males," he says. Releases include recordings by violinist Sonya Robinson, soprano saxophonist Jane Ira Bloom and 3½ octaves-ranged singer Lea Galloway.

Other projects include a progressive fusion-oriented nature album with music by Eddie Gomez, plus LPs from staples Paquito D'Rivera, Ramsey Lewis, Roy Ayers, Grover Washington Jr., Arthur Blythe, Wynton Marsalis, and Kirk Whalum.

Concord
In store at Concord Jazz during the next few months are "Poppa Gato" (Daddy Cat) by Paquito D'Rivera; "My Friend the Piano" by Dave McKenna; "Odios" by the Bob Brickle Quartet; and "The Right Time" by Scott Hamilton. Records by Ricky Cole, Bruce Forman, David Brubeck, Red Holloway, and Cedar Walton will be out as well, along with a new Joanne Brackeen (featuring Branford Marsalis, Terence Blanchard, Al Foster, and Cecill McBee.) New records by Ernestine Anderson, Jeanne and Jimmy Cheatham, Flora Purim and Airto, and Tito Puente are also scheduled.

Denon
Scheduled for a spring release are LPs by drummer Peter Erskine, a straight-ahead piece by Randy Brecker; and Ellani Elias's first solo album (Jazz by Stanley Clarke and Eddie Gomez, drums by Danny White and Al Foster, and harmomica by Toots Thielemans. CD rep Ken Yoshimura says this last record is Denon's inaugural entry into the Brazilian vein with different sets of rhythm players because "we wanted to showcase her full range of talent."

ECM
ECM will be issuing between six and ten CD-only titles on a monthly basis. These are culled from back catalog items which were previously released on LPs and cassettes by Warner Bros. As soon as WB sells its remaining stock, the titles will once again be reissued on LPs and cassettes via the ECM label. Among those already out are Pat Metheny's "Travels," "Dejavu," and "New Chas cyna," and Keith Jarrett's "Standards Vol. 1" and "Standards, Live."

In March ECM will debut what will simply be called the "New Series." These will feature new and experimental music by composers Steve Reich, John Adams, Meredith Monk, and Arvo Part, as well as a vocal (atypical of ECM) by Norma Winstone. The label's artist lineup includes the already released "Jazzes" double album by Keith Jarrett and Lester Bowie's "Avant Pop." Also of interest is a promotional disc with specific cuts chosen from the 25 on Jarrett's double LP which, says Director/Production/Promotion Kathleen King, "will help stations focus on a select few tracks."

There are also plans to test the cut "Crazy" on Bowie's LP within the Country format. That record, says King, will also be directed toward the "Quiet Storm"-type stations.

E/P/A
E/P/A, through CBS and FM Masterworks, will issue a few records, including "Another Woman in Love" by Maureen McGovern. This is a voice and piano-cabaret-type release which may interest some AC stations.

There will also be a sampler, titled "Atmospheres," with cuts by Andrea Vollenweider, Steve Kujala, Free Flight, and Oasumi Kita-jima; "Suit for Flute and Jazz Piano, Vol. 2" by Claude Bolling, and another classical release by Wynton Marsalis. These are slated for a February release says Project Manager Michelle Errante.

Fantasy
Fantasy VP/Marketing and Promotions Phil Jones reports the label and all of its subsidiaries will continue to release albums a total of 80 titles this year. This includes reissued product from the Original Jazz Classic (OJC) series.

Spring releases include Chris Connor, Mark Murphy (with Alynmuth), Hank Crawford and Jimmy McGriff, Arthur Prysock, and a new singer, Carla White. Also look for product from newly-acquired Pablo: Milt Jackson, Duke Ellington, Count Basie, and Oscar Peterson.

Gramavision
Gramavision President Jonathan Rose reports a change in the label's release policy. Instead of issuing clusters of albums simultaneously, only one record a month will be released. "This is so we may direct most of our attention on that one album," says Rose. "It will not mean a cutback on the roster, but don't expect it to be growing dramatically. It'll make it easier for us to develop our artists..."
This winter, Denon jazz is hot.

Recorded in New York as part of Denon's Jazz Project, each of these four Compact Discs contains over 60 minutes of heat. Experience the warmth of Carmen McRae in the thirteen classic cuts of "Any Old Time." McCoy Tyner's first work on the Denon label, "Double Trios" is also his first to include performances on electric keyboards. Also new to the Denon label are two first-place winners in the 51st Annual down beat Reader's Poll: the Basie Band and Phil Woods.

To keep the heat on, this music has never stepped outside of the digital domain. Each disc was digitally recorded, digitally mixed and digitally mastered on proprietary Denon equipment. But you'd expect no less from the First Name in Digital Recording.

DENON
The First Name in Digital Recording
A Production Upswing In '87

Continued from Page 66

who, for the most part, are generally unknown.

In February the once-a-month release schedule will kick off with John Scheinfeld's "Blue Matter"; Bob Moses's "The Story of Moses" (double album); and titles by John Blake, Anthony Davis, and John Carter. Gramavision will also be issuing CDs on catalog items, the first by Steven Halpern.

GRP

GRP Records President Larry Rosen says the label has expanded its roster with Stephane Grappelli and David Benoit. Their LPs should be out in February and March, respectively. Other releases scheduled through June are by label regulars Special EFX, Edie Daniels, Chick Corea, Lee Ritenour, Billy Cobham, Dave Valentin, and Kevin Eubanks. Also on hand: Diane Schuur with the Count Basie Band and Dave Grusin's film scores done with the London Symphony Orchestra.

MCA

MCA Jazz/Zebra Director Ricky Schults reports an extensive release schedule for the label and its subsidiaries (Impulse!, MCA Master Series, Zebra, Crusaders, etc.). Larry Carlton's jazz-oriented recording is already in the stores. Among the Impulse! reissue series and new product from new label Narada Records are records by Cabe Fria, John Jarvis, Edgar Meyers, Henry Butler, the Yellow Jackets, Perri's, Kojonina, David Greenspan, and Joe Sample (a quartet album that will sound like his "Carmel").

New signings with soon-to-be-released albums are Kenia, Michael Brecker, Acoustic Alchemy (a new group from England), John Klemmer (first album in three years), L.A. guitarist John Chiodina, and Neil Laver. 1987 will also mark the Crusaders' 25th anniversary. It will be celebrated with a "best of" album and a collection of all the guest vocalists who appeared on the group's albums. Cuts include songs by Bill Withers, Nancy Wilson, and Randy Crawford.

PolyGram

PolyGram will also have a busy 1987, reports VP/Director of Jazz Richard Seidel. Part of the activity revolves around the reactivation of Verve, with new recordings by Wagner Tiso, percussion group Ukstu, Antonio Carlos Jobim, Toof Eubanks, Astrud Gilberto, and Milton Nascimento. Also on Verve: the new Live At Vine Street series; the first two releases are by Marlena Shaw and Nina Simone.

PolyGram Classic Promotions Manager Donald Elman points out that in conjunction with Sony, POLYGRAM will release special compilations for cassettes only. Called the "Walkman Series," it will be directed toward the casual jazz listener. The initial release in March (from the Verve, Mercury and Polydor labels) will contain 20 titles by Ella Fitzgerald, Count Basie, Chick Corea, Stan Getz, Sarah Vaughan, Wes Montgomery, and others. PGM will also be issuing a lot of CD-only releases.

So will PolYGRAM Special Imports, according to department head Paul DeCamp. He says releases for '87 will number about 250, twice last year's total. Look for new import labels JMT, Sound Aspects, Black Saint, SoulNote, and Red to issue titles from Lee Konitz, Orange Peel, Air, John Hicks, and Max Roach to name a few.

The Novus label will be releasing new recordings from mainstream jazz (signified by a red "o" in Novus) and non-mainstream music (a blue "o"). So far there have been a total of five Novus releases: Lizz Story, Juan Martin, Night Ark, Adam Makowicz, and James Moody. RCA has also reissued product from the Bluebird line, including Bud Shank, Mike Douglas, and Duke Ellington anthologies.

In early spring expect four or five Novus releases: Alex DeGrasse, Hilton Ruiz, Henry Threadgill, and a soundtrack for Woody Allen's "Radio Days." The soundtrack will feature music by Glenn Miller, Artie Shaw, Kate Smith, and Guy Lombardo and should be out in early February. The planned four to six Bluebird LPs include work from Louis Armstrong, Dinah Washington, Paul Desmond, Johnny Hodges, and Shorty Rogers.

Seabreeze

Owner John Brecker announces new records by Fred Radix, Mark Masters, and Conrad Herwig. The label will also enter the CD field with initial product remastered from previous LPs by Marit Cattoing ("HighTech Big Band"), Sammy Nestico ("Night Flight"), and Randy Newman ("Rather Large Band").

Spindletop

Year-old Spindletop Records' heavy hitter last year was David Benoit (who's now with GRP). By summer it will have issued four more jazz LPs by saxophonist Sam Blue Davis and David Sanborn keep their shades on during an interview for the latter's NBC "Jazz Show," which featured "Tutu" Davis's recent WB release.

Pretty Shady — Miles Davis and David Sanborn keep their shades on during an interview for the latter's NBC "Jazz Show," which featured "Tutu" Davis's recent WB release.

Other new product releases include Mark O'Connor, George Benson, Quincy Jones, the Pat Metheny Group, and Hugh Masekela.

Windham Hill

Windham Hill President Ann Robinson is planning releases by Night Noise, Philip Anselmo, the Nylons (on Open Air Records), and a guitar sampler. First-time recordings include Schoenherr (Richard) and Scott (Peter), a synthesizer/piano and guitar act; the Montreux Band; and an album by the Gayule Monks, who can chant individually in chords. Grateful Dead drummer Mickey Hart produced this LP by Tibetan monks; it's slated for a February release.

Watch for "Seastead Tin Soldier" (narrated by Jeramie Frawns with music by Mark Isham) and "The Elephant Child" (narrated by Jack Nicholson with vocals by Bobby McFerrin) on the Rabbit Ears subsidiary. And Living Music will issue work by Oscar Castro Neves, Paul Sullivan, Susan Osborne, Paul Winter, and a "Collection '87" LP.

Lastly, Robinson reveals, "In 1987 you will see a definitive statement from Windham Hill in a new configuration of a straight-on jazz label." She states that this will legitimately allow folks to consider the label jazz (though in only part).
The next few months will bring exciting projects to your desk from established artists as well as an abundance of product by new artists – all fighting for a place on your radio station. Here are the comments of major-label execs on some of their releases for the next six months.

Capitol/EMI America

VP/A&R Lynn Shults: Lisa Angelle – We’ll have some product on her in the spring. We think we’ve gotten a focus on what she really is musically. The new stuff will be pulling on her Louisiana and Cajun-style roots. It will be very contemporary. She’s a sensual vocalist; there are some records that I think should prove to be very interesting to radio.

Suey Bogguss – Her first single, which is just out, is a ‘90s tune call ed “I Don’t Want To Set the World on Fire.” It’s all a different style of music than what she’s done in the past. We’ve out put it in a long time. She’s a great stylist with a superclub sound.

Jay Booker – We found this young man when he was a student here at Belmont College. He tells us he’s unique. His is a fun, upbeat, up-scale, tap-your-feet-type of music. The first single is “Hot Red Wine”; due out in mid-March.

T. Graham Brown – “Don’t Go To Strangers” is the final single from his album. We’ll release his next LP in early spring. We think we’ve defined the musical marketplace for T. Graham Brown and we’re going straight ahead with more of the same. The new album may be a little slower and freer than the last one. It’s fun music, combined with some great country/blues-oriented singing.

Barbara Fairchild – Her single, “Too Much Money,” will be out in late February. We believe she’s one of the more distinctive vocalists who’ve ever been on the radio. She deserves a chance to be heard because of that sound.

Dodie Gray – Product on him will be out this winter. We think the “baby-boomers” or “yuppies” make up a great deal of the country audience today. And Dodie is viable with that audience.

Barbara Mandrell – We’ll be going into the studio soon with long-time producer Tom Collins. The album should be out in late spring.

We’re obviously very excited about Barbara, because she’s one of the top-three personalities in America. She can sing any type of song. The key is to find great songs like she had in the past.

Don McLean – The oldie “She’s Got You” will be released the latter part of February. The album, due out in late spring, is a compilation of six of Don’s hits – most of which he wrote. The United Artists – along with four new songs.

Dana McVicker – Dana is a young lady who’s been singing in local clubs and on demo sessions for the last three years. She’s an energetic, powerful, contemporary vocalist. Produced by SHO producer James Strand, the single will be “I’d Rather Be Crazy” and is expected at the beginning of February.

Anne Murray – Due in the spring, her new album won’t be “high-tech.” We’re back to basics – great songs, great melodies, great vocals. It’s contemporary production, but that’s normal for Anne. We think it will be very palatable to radio. The album contains the best songs she could find, many from Nashville writers.

New Grass Revival – The next single will be from their new album and should be out in late spring. The last album received critical acclaim, and we scored with sales to bluegrass music fans. This was despite a lack of airplay success. This time out we hope to get something going on the radio.

Dan Seals – The next single from his current album is “I Will Be There” and will be out in a couple of weeks. He’ll have a new album in September.

Tom Wopat – We’re just finishing recording an album on Tom, and think he can go a long way. It’s taken some time for people to believe he’s a serious singer, but the “Rock and Roll Of Love” single seems to be proving that. It’s taken a couple of records to get people’s attention. We think he’s one record away from exploding.

Other Capitol/EMI America singles and albums to be released in the next six months: Marie Osmond, late summer; the Osmond Brothers, late spring; and Mel McDaniel’s first greatest hits album, featuring two or three new tracks which will be singles, in mid-May.

Also due out is Tanya Tucker with a single in March and an LP in May. Sawyer Brown has an album set for late summer with a single in the spring.

Shults also wanted to clear the air regarding Don Williams’ rumor-filled retirement. Said Shults, “He’s decided to take some time off. He’ll let us know he’s ready. Once he gets back, and his creative juices get flowing, I’ll be back in the studio. We expect an album to be out next January.”

CBS: Columbia and Epic

CBS/Nashville VP Rick Blackburn outlined his label’s release schedule:

Asleep At The Wheel – This group hasn’t had a hit record in some years. It’s maintained an extensive touring schedule and has regrouped in the studio. Their single ships this week and the album the first week in March. The expected campaign is titled “Western Swing Ain’t Dead . . . It’s Asleep At The Wheel.”

CBS/Nashville Rick Black-burn outlined his label’s release schedule:

The single “All Come Out At Night” brought in more adds than we thought it might in the first two weeks. It just seems to be the kind of thing that radio is looking for, right now for balance.

Sweetharts Of The Rodeo – The single now is the third cut from the album. We’ve had good chart success, but the best thing is that the album is selling. We don’t know yet what the next single will be, but it will come from the current album. We have no reservations about going four deep, because the music is there. We’re looking at the fall for their second album.

Union mines – Also out of Muscle Shoals, we have an as-yet-untitled band that comes from a production deal we have with Walt Aldridge and Rick Hall. I think they’re going to call them Union Station. They have seven cuts done, and we’ll have a single in June or July. They’ll be pulling our records, and they’re very excited about it. We’re looking for people’s desks now, is called “Can’t Stop Your Heart.”

Tennessean Flake – This lady has been around for many years; she’s a singer and a real character. She’s not chromed-out and pretty, she’s very, very pure – almost eclectic. She’s Nashville-based and is a hit in Europe with a wonderful following.

We had to talk to her about being on a label. She says she does quite well without us and wanted to know why she should be part of all this. She’s being produced by Buddy Blackman and Pat Mcauslan, who did a lot of the Exile stuff. A single should be out in the next 30 days.

Roxanne Cash – We expect to have product on her this summer. She’s still talking to prospective producers. Roxanne took some extra time to do some writing. She also wanted to record some songs outside of songs.

Shooting Star – We’re very excited about this group from Alabama, all out of the Muscle Shoals area. People compare their sound to The Eagles.

The centerpiece of this group, and the one who put it together, is Walt Aldridge. He wrote “There’s No Getting Over Me” for Bonnie Milsap and “Holding Her and Loving You” for Earl Thomas Conley, plus he produces Lacy J. Dalton for us. They’re in the process of doing an album and it should be out in the summer.

The single “They All Come Out At Night” brought in more adds than we thought it might in the first two weeks. It just seems to be the kind of thing that radio is looking for, right now for balance.

Bruce Hinton

MCA

MCA/Nashville Sr. VP Bruce Hinton: We’re not going to sign a lot of new people; we’ll maximize the effort on the people we have. There’s a whole different album sales plateau we want to reach with our established artists.

Here’s his release outline for the next six months:

Glen Campbell – We anticipate signing Glen very soon, and hope to have a new album in June. This reunites Glen with MCA/Nashville President/Producer Jimmy Bowen. A little trivia: when Boeing produced “Strangers In The Night” for Frank Sinatra, Glen played lead guitar.

Desert Rose Band – This group features Chris Hillman and Herb Pederson, is produced by Paul Woot- ley, and an LP will be out in April or May. Chris and Herb have eclectic backgrounds. Both are steeped in bluegrass tradition. Chris was a founding member of The Byrds. Herb has been a stalwart of the L.A. studio/session scene. The only way to describe the sound is to say it’s unique.

Steve Earle – The final single

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Coming Soon To A Desk Near You

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from the current J.P. "Goodbye's All I Can See," is just 40 days old. His new album is due in late May. He will easily meet the promise of his first album.

Lee Greenlee — At this time, we don't anticipate a single from the current album. In late May we will have a new LP produced by Jimmy Bowen. We'll be coming with something of a new sound. He is a singer's singer. Bowen has proven time and time again what he can do with someone like that, and we're expecting something very special from those sessions.

Nanci Griffith — She has a tremendous following from the folk circuit she's worked for years and from the "Austin City Limits" PBS TV series. Her next album, "Lost Star Of Mind," and have shipped her first album. There's no decision yet on the next single. Polymark. Her first album is just out. The followup single to "Wicked Ways" will be "I Did." You can't remember it was released once before, but at that time we weren't ready for an album. So we're going to pull it back about ten days and wait until we had an album to back it up. 1987.

"Goddess," has now been shipped. The next album won't be until fall. Reba McEntire — Late spring will see the release of a "Greatest Hits" album. It'll feature one new cut that'll be out as a single. I can't talk about it yet, but it promises to be something special.

Bill Monroe — Coming in March or April will be a digitally recorded and released LP by Emory Gordy Jr. This is very special. Bill, of course, is the father of bluegrass music and truly a legend. Being able to capture him in a digital mode will be very important down the line. We haven't decided whether or not we'll release singles from this album. "Near The Sky" — Their new digitally recorded album will be out in mid-February, their first with new producer Jimmy Bowen. The first single, "It Takes A Little Rain To Love Grow," was sent out last week.

Riders In The Sky — Emory Gordy Jr. will be producing an LP on Dot, due in late May. Until the music is done, it's hard to tell whether or not there will be a single released to radio.

John Schneider — The new LP on Dot Aug juat out in April, and will feature a new, high-energy sound. Also, John's stepping up his touring schedule this year, which will include a number of dates with Alabama. Radney Foster — Just out is a "Greatest Hits" package. It includes his single hits of the past and "Mississippi Squirrel." His new album will be out in a couple of weeks called "Can He Love You Half as Much As I Can Do." Don't be too serious the title fool you — it's hilarious.

George Strait — "Ocean Front Property" is one of George's fastest-breaking singles. The album, which was just released, is expected to top 400,000 sales out of the gate.

Conway Twitty — In early March we'll release what may be one of the finest albums of Conway's career. It features an updated, today kind of sound. The first single is "Julia" and will be out in two or three weeks. Jimmy Bowen produced this as well.

Steve Wariner — The first single from the new album is "Small Town Girl." The LP will be out in mid-February.

Joe Pisolor

Mercury-Smash-Compleat/PolyGram

Director/Country Marketing Joe Pisolor describes the release highlights:

Johnny Paycheck — The title is "Modern Times," planned for late March. "Old Violin" did very well and went a long way towards bringing Paycheck back as having the strongest voice in country music, or certainly one of the strongest. We're preparing to release a single called "Come To Me," a song we feel may be one of the biggest country hits of the year.

Kris Kristofferson — We just shipped a brand new album called "Repossessed," Kris' first solo album in six years. The first single out of it will be "They Killed Him," which should be in the stores now. We feel it's an across-the-board hit album that will be representative with strong support at college and AOR, as well as Country. It's a very appropriate album for the times and a personal statement of Kris's about the way he looks at life. It was produced by Chips Moman.

Johnny Cash — His album, still untitled, is tentatively scheduled for late March but we have not decided on a single yet.

Kathy Mattea — She is on the verge of exploding. We're just shipping out her single "You're The Power." We expect a very strong entry with this. There's a great, very positive response from radio. No negatives anywhere, and the album is starting to do very well at the retail level. We're looking to do a lot of things to increase her visibility over the coming months.

The Everly Brothers — They are getting ready to record another album. They are signed to PolyGram International, and a lot of their product has worked on a number of formats.

David Lynn Jones — He wrote "Living In The Promisedland" for Willie. David's a charismatic artist who has a good personality and good stage presence. His music is straight-ahead country, yet very contemporary in terms of what radio says they want and what the public is responding to. He's in the studio cutting material with four or five sides finished. We're looking at several possible songs to be released in February.

Larry Brown — He's just been with the group six months and we're getting ready to cut some more material. We've had limited success with Larry — enough to make us believe and know we're right about his tremendous potential. We've simply got to find the right material and take our time. His music is straight, pure country. I don't have any plans to do anything with a title on it. We're looking at releasing one the latter part of February.

We are going to do an awful lot of reissues this year with 80-100 albums. It'll run the gamut of Tempe Jones to Hank Williams Jr, and Sr., Mel Tillet, etc. PolyGram has made a strong commitment to working with our catalog. It's a very vital part of our sales.

Marty Haggard — We have a single coming out in the next couple of weeks called "Weekend Cowboy." It's a much stronger single. We'll have an album out on him in the next six to eight months.

SKO — Thom Schuyer and Fred Koenekamp are in London on tunes now. The followup to "Baby's Got A New Baby" will be from the current LP, which should be out by mid-February.

(Ed. Note: Paul Overstreet has left the group for good — if there will be one — has yet to be named. The group's name will remain SKO.)

Bernard added, "The next LPs out on Holly, Judy, and the Girls Next Door, all due in the next six to eight months, will be the first time we'll have music out on them that's brand new material. The music is tailor-made to hit the market they've found with their style. The first albums out on them were combinations of new songs and ones that were recorded a couple of years ago, product we acquired when we first went into business."

RCA

VG/DM/Nashville Joe Galane: Bal Willie — The Boys is this group is produced by Kyle Lehn and Paul Davis, and has a fresh and exciting sound; their harmonies are unique. Lead vocalist Kathy Bal is a fine singer, and they have all accomplished players. The first single is called "Oh Heart," and will be out in early spring.

Foster and Lloyd — Radney Foster and Bill Lloyd both write for MTV (they did Sweethearts Of The Rodeo's "Since I Found You"). Radney refers to the group as a "country garage band. It's great music; it has an edge to it, and the lyrics are very accessible to our format. They're young, bright and bubbling with energy. The first music from them should appear in late spring-early summer.

Vince Gill — The reason for Vince's absence in the marketplace was because he was spending his time learning and getting ready to cut some material. He's been working on his own and with Randy Goodman, Mark Germaine, Don Schlitz, Guy Clark, and Rhonda Fleming. Richard Landis, who produces Eddie Rabbitt and Juice Newton for us, produced this LP. It has some great moments on it.

Vince has always been very picturesque, but the writing and emotion came together better this time than ever before. We haven't decided on the first single, but it will be out around March.

Bruce Hornsby & The Range — We're working the "Mandolin Rain" single. To a large degree it was comments from radio that helped us make our decision to work this with Bruce in the Country. We had many stations saying this act fits the format and could be played. In some cases people had been playing cuts from the LP with great success.

Hornsby's from Virginia. The music is tailored to fit the music of everything Country is trying to do as a format.

Joe Galante

A big help will be that Restless Heart is opening a number of Hornsby dates.

Louise Mandrell — For a different twist, Louise is being produced by Harrold Shedd and Mark Wright. In the past, Louise has got the airplay and many people have become major fans of hers. The problem we've had we'd have never hit the right tunes. Harold and Mark have delivered some excellent songs. The first single, due in March, was written by Richard Leigh (who composed "Don't Make My Brown Eyes Blue") and is called "Why Do I Have To Say Goodbye."

Kris McDonald — He's in the studio with Kyle Lehn and Rob Galbraith. The question to the answer is "Yes, there's an oldie on it." It's " Ain't Too Proud To Beg" and he's a fool that sucker.

There will also be a lot of "newies" written by a number of different people. There are some neat surprises on this album; it's Ronnie's best in a while. There's a great emotion. He ranges from the bluegrass Country feel that sent him to the top to music that is AC based and to it. It's a great blend and balance. The three producers in the studio (including Ronnie) have come up with some great ideas.

Juice Newton — She's in the studio now with Richard Landis. They're working in the same direction, a contemporary Country sound. We pulled six singles from the last LP, all of which went top five, top ten, or number one. K.T. Oslin — K.T. is produced by Harrold Shedd. The whole basis for the signing is that her lyrics are such "today" lyrics, as opposed to reflecting the role in which the woman has always been depicted. She plays on her words differently than anybody I've heard. K.T. has that attitude we heard that consumers in our focus groups want — that "speak to us in our terms of today" attitude. She wrote eight of the nine songs on the album. Anita Pointer heard one of the tunes. "Eighties Ladies," and is on the next Pointer Sisters TV special.

Following "Wall Of Tears" will be one of her compositions, "I'll Always Come Back."

Sylvia — We've got a greatest hits album coming that includes a couple of new cuts that'll be singles. "Never My Love," produced by

Continued on Page 72
1987's Hottest Record...

...From The Hottest New Group

HIGHWAY 101
Featuring Paulette Carlson

"The Bed You Made For Me"

From The Hottest New Group

HIGHWAY 101

PAULETTE CARLSON - Lead Vocal, Guitar
JACK DANIELS - Lead Guitar, Vocal
CURTIS STONE - Bass Guitar, Vocal
"CACTUS" MOSER - Drums, Vocal

Produced by: PAUL WORLEY
Management: "LUCKY" CHUCK MORRIS Entertainment Co.

Ten Years In The Making...

...But It's Well Worth The Wait!

"To Know Him Is To Love Him"

DOLLY
LINDA
EMMYLOU

PARTON,
RONSTADT,
HARRIS

From The Album "THE TRIO"

...Coming In March
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Coming Soon To A Desk Near You

Emmylou Harris, Linda Ronstadt, and Dolly Parton — The album is called "Trico," and has just been shipped. The first single is "To Know Him Is To Love Him," which will be supported with a video. The ladies will determine what the singles will be, but there are some excellent cuts to choose from. This is basically an acoustic album, featuring the sound people heard on the CMA show when the three sang "Dear Companion." If you really want to give it a label, I guess you'd have to call it "country-folk."

Emmylou is in the studio now with her new producer, Emory Gordy. She'll have an album out toward the latter part of this year. I understand it is to be a very basic, acoustic, country album.

K.D. Lang & The Reclines — "Angel With A Lariat" is the title of her album. On Sire records and produced by Dave Edmunds. The first single, which will be out in a couple days, is a remake of "Rose Garden" that is just wonderful.

Warner Bros.
Warner Bros. VP/Promotion Nick Hunter prefaced his remarks by saying, "Before we release an album on an unknown artist, we feel there has to be a 'need' for that album. In most cases, our deals start off strictly as singles deals, with a album if called for."
Jeff Dahan — He's a new kid we signed from Louisiana. He's straight-ahead country. His first single will be out in late March.
Rosie Flores — We'll be releasing our second single on her in March. "Lovin' In Vain," on Reprise.
Crystal Gayle & Gary Morris — "Plain Brown Wrapper" is the next Morris single, it'll be out in the next week. In May we'll have a "Best Of Gary Morris" album. At this point, I don't believe there will be anything new on it.
We'll also release a Crystal and Gary duet album. The first single from it will be out in early April.
Highway 101 — Based on the demand for their current single, we'll have an album from them in July or August.

J.J.J. MEETS MARMARIE — Marie Osmond visited the New York State Fair, WRB-Syracuse, and a local hospital for the Children's Miracle Network. FM 108 afternoon personality J.J. Jenners makes sure she remembers Syracuse and her album, "Rose Garden," on Reprise.

Send That Bird — Almost Brothers Mike Rogogna (I) and Steve Mosto (c) pretend to have a good time while being tormented by WDAF-Kansas City MD Dave Bryan's pet flamingo "Pink.

PARTY TIME — WDAF-Kansas City afternoon anime PM Young (II) kicks off the weekend with TG Sheppard's "Party Time" each Friday at 5pm. TG jogged the weekend celebration in person during a stopover in KC.
NASHVILLE THIS WEEK

SHARON ALLEN

ON THE SCREEN AT LAST

Willie's Red Headed Stranger

The premiere of Willie Nelson's film version of "Red Headed Stranger" will be a benefit for PBS affiliate KLRU (the home of "Austin City Limits") February 19 in Austin. Tables of 10 are $2500, and individual seats are $250. Tickets are good for admission to the champagne party, the movie premiere, a sit-down dinner with cast attending, and Willie's concert afterward. (A no-frills, movie-only ticket sells for $125.)

Proceeds will be matched with National Endowment For The Humanities funds to purchase new cameras and audio equipment for KLRU. Willie has always been supportive of the Austin community, and has appeared a number of times on PBS specials there.

The premiere takes place at the Arbor 4 Theatre in Austin, and the party and concert will be held at the Stouffer-Austin Hotel. The after-party is sponsored by Wrangler Jeans, Tammel-Crow, and the Arboretum.

The Movie

"Red Headed Stranger" was Nelson's CBS debut album 12 years ago. The concept of doing the record came up while Willie and wife Connie were driving home to Texas from a ski trip in Colorado, but Willie had been fascinated by the story of the preacher from Blue Rock, Montana for years. He had even recited it to his children at bedtime. While he was writing the album he thought it would be a great idea for a movie, and he's pursued that dream ever since.

Willie had several shots at making it, but held off until he was assured of total control of the production. The movie was kept aloof by Nelson's own funds and, at the final hour, those of an anonymous investor from Boston. Nelson and longtime friend and screenwriter Bill Whitfield produced the film, which was Whitfield's directing debut. The cast includes Morgan Fairchild, Katharine Ross, R.G. Armstrong, and Royal Dano. Willie's daughter Lana and 15-year-old granddaughter Brynn also have roles in the movie. "Red Headed Stranger" was shot on location at the Austin community.

Willie's own Western set near Austin in the spring of 1985.

The Austin public will have the chance to see the movie February 27. On February 21 it will open in Atlanta, Albuquerque, San Antonio, Phoenix, Dallas, Houston, Denver, Orlando, Tampa, Tucson, Seattle, and Greensboro. Alive Films of Los Angeles says it will premiere Willie's picture in ten other cities (including Nashville) on March 6.

- By Katy Bee

NASHVILLE IN MOTION

New Producers Move In

By Katy Bee

CBS VP-A&R Larry Hamby reports that Epic's Exile will switch from original producer Buddy Killen to team up with Bruce Hornsby's hot pop producer Elliott Scheiner for their next album. Another producer switch. Billy Sherrill takes over the controls for Gene Watson.

The Bellamy Brothers are officially on Curb Records. This puts them directly to the MCA label, where they are currently working on new material due out in May. RCA has added a few new names to its roster: famed Cajun performer Jo-El Sonnier (Sonny & Cher); singer/songwriter Gary Chapman, and a new songwriting duo from MTM Music, Rodney Foster and Bill Lloyd.

CMTV has added three people to its staff: Seth Davis as GM, Nan Olsen as Director/Per Inquiry Advertising, and Melissa Stephens as Controller.

Go West Presents is a new concert promotion company in Nashville specializing in local shows with a 3000-4000 seating capacity. Founder Steve West says they can be reached at (615) 256-6151. P.O. Box 24545, Nashville, TN 37202... Jingle outfit Hummingbird Productions has opened an additional office in Chicago headed by founder Bob Farnsworth.

They went thataway, though still located in the Warner Bros. building (1815 Division Street, 3rd floor), the Nashville Entertainment Association has a new mailing address: P.O. Box 121948, Nashville, TN 37212... Independent record promoter Beau James has relocated his office from Hendersonville to Music Row. Catch him at 1 Music Circle South, Nashville, TN 37203. (615) 256-6947.

GATHER 'ROUND — Complet Records has expanded its roster with three acts. Gathered 'round the big table after a reception in their honor are (back, l-r) members of the six-man country rock band Razorback (from Arkansas, of course): Roland Stephens, Larry Batdett, George Hughan, Bill White, Lacy Schaffner, and Tom Waite, in front (l-r) are label President Charles Fack, country/pop singer Robb Corless from Los Angeles, South Carolina's traditionalist Ernie Cash, and Charlie Ammerman of Manners Management.

WHO'S NEW

Revving Up With Highway 101

West Coast-based Highway 101 has been gathering speed. The four members of the group bring years of experience to the Warner Bros. band, and Nashville producer Paul Worley has spent months in the studio honing their talents.

Lead vocalist Paulette Carlson has logged years of playing in country bands and fronting her own act. She has three previous singles released on RCA in the early '80s, and placed songs with Tammy Wynette and Gail Davies as a staff writer for Silverline-Goldline Music.

Cactus Moser sits behind the drum set, and has played in bands for most of his life, including gigs with Johnny Rivers, Chris Hillman, and Bernie Leadon.

Bassist Curtis Stone is the son of "Hometown Jamboree" host Cliffie Stone. He remembers sitting around with the likes of Tennessee Ernie Ford and Dorsey Burnett as a child.

As a staff writer at MCA Music, he had material cut by Crystal Gayle and Juice Newton.

Guitarist and vocalist Jack Daniels has played on many L.A. sessions. He played with Burton Cummings of Guess Who and has, like some of the others, developed a film career; he's made appearances in "The Jazz Singer" and "One From the Heart." Cac- tus and Jack can be seen in the recent Rodney Dangerfield movie "Back To School."

"The Bed You Made For Me" is the group's second single, following the debut, "Some Find Love," from late last year. Highway 101 is managed by Chuck Morris.

Who's New is a recurring Nash- ville This Week feature spotlight- ing artists making their debut in R&R's Country New & Active section.

January 30, 1987 R&R  73
An Industry Parable: After years of growth, there always comes a time when clothes no longer must be bought two sizes too large and attention can finally be given to privacy, grooming, and overall appearance.

While optimistic by nature, A&R and marketing directors went out of their way in recent phone conversations to extol the need for urgency in the belief that 1987 is the year of "precision tailoring." With a few notable exceptions, label executives center around follow-up projects from Contemporary Christian veterans, rather than "never-heard-before" first timers. The expressed hope is that the rapid artistic growth felt over the past few years is slowing enough to give more attention to content, in the sense of artistic identity and musical integrity, with less emphasis placed on the always evolving and often consuming experiments with technical form.

Word Releases

From its L.A. and Nashville offices and Waco headquarters, the word from Word is that '82 will be an exciting year. The Myrrh label is finally moments away from releasing Dave Perkin's self-produced LP "The Innocence." The album's completion was slowed as Perkins rapidly established his production credentials. Reissues from Randy Stonehill, Rick Cua, and the current Steve Taylor project.

In the next few months, Myrrh has planned releases from three of its most prominent male vocalist/Rock Taff, David Mevor, and Tyron LeFevre. Production on Taff's third album begins this month. The released tracks being cut in L.A. and vocals and overdubs planned in London. The trio of Jack Joseph, Lynn Nielson, and Taff will handle production, and release is slated for late spring. David Meevor's second album is currently wrapping up work on his eighth album for an April release. Five of ten tunes are being produced by Gene Van nievel. Veteran rocke Myron LeFevre's new album, as of yet untitled, is also slated for spring.

Leslie Phillips' fourth album - Myrrh is currently being mixed and is scheduled for a mid-spring release. The project, reported to be Phillips' most honest and heartfelt, is being produced by rock/folk legend T-Bone Burnett. Come fall, watch for new Myrrh releases from Sheila Walsh, Kim Boyce, and Greg Velt. Heavy emphasis is still being given to the late 1986 projects from Randy Stonehill, the Choir, and the Imperials.

New Signings

Word's Nashville DaySpring label reports no new signings, but plenty of new music. Houston's Wayne County Band completed tracks on his fourth album, "WaterColor Ponies," slated for an April release. DaySpring rockers, Kenny Mark's is currently in the studio with producer Bobby Smith, working on his fourth album. Something different, DaySpring plans to step into a totally new release. A collection of most popular radio material, titled "The Singles," available only as a cassette and CD release on the Card project. In March Sparrow plans to release new albums from quartets Tarry Telbot and Scott & Wesley Brown. The aforementioned Stevie Taylor project is his fourth album due in the second quarter. Look for new fall releases from heavyweights Steven Green, White Heart, and Deniece Williams.

Coming Up on Benison

In February the Benison Company releases the debut album of Ps John Compens. Reported to be be AC inspired style, the LP has elicited strong label expectations. Benson's most anticipated spring release comes from Lamb & Low's Debby Boone. The March release, with the working title "Friends For Life," is being co-produced by Michael Osborn and Dan Posthumus.

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"Welcome Back Home," is reported to be a return to the trio's musical roots. Francisco is slated for April, and McClendon's first album, slated for March. "Count It All Joy," will be shaping the release of all female band the Heartbeats, with their debut "Only A Heartbeat Away."

The group's first single, "Expressing Love," is being thoughtfully released on Valentine's Day. Another new signing is the African group Friends First. The "We See A New Africa" LP is reported to be African in musical tone and texture, and lyrically centered on celebration in Christ and reconciliation in Africa. On the calendar for April is Twila Paris's "Same Girl" LP. For another project is Jonathan David Brown. Come late summer and fall, Star Song plans to release new projects from Petra, the Farrells, and Morgan Cryar.

Reunion Plans

Reunion Records has recently announced the signing of two new artists, Renee Garrison and Michael Peace Garcia, who has toured extensively as a backup vocalist for Amy Grant, is scheduled for a June release. The project is reportedly taking an upbeat pop approach. Peace's May album is titled "Rock It Right!" and will be targeted toward a younger audience with its hip message. In February highly-rated writer Rich Mullins will release his second album, "Pictures In The Sky." In early summer look for "Praim Yelow," the second LP from the Prism duo. A double live album is planned for Michael W. Smith in July, and in the fall keep an eye out for new LPs from Billy Sprague and Elim Hall, and a "Best Of" Kathy Troccoli package.

Frontline, Home Sweet Home, Light, Live Oak, Maranatha!

Frontline Records' Southern California offices are buzzing about the debut of Mad At The World. The band's self-titled album is said to have a rock-dance orientation with straight-ahead lyrics. Al
MARKETPLACE

AIRCHECKS

Audio And Video Airchecks!

Current issue #62 features WAVY-Dan Gervino & Mike O'Harra, WSB/Brett & O'Brine, Cleveland's new CHR, WHZK/Denny Sanders, Louisville CHRs WPDX/WPDH, WKRC/Kathy Thomas & KFI/Gary Owens, 10-mm. cassette, $1.50.
Current issue #61 features WNBC/Dimen. Inc., LA's new classic rock KLSX, WZWB/Casey Cooper, KBLX/Chuck Tuna, Sacramento CHRs KROJ/Mark Riley, KSFH/102 Zoo, KWOD/Mcpherson & Johnson, Boston CHRs WXWZ/Don Hooters, WZWL/Gus & Chris, plus Speaker's CHR gain K272ZU, 10-mm. cassette, $1.50.
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Q105

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97.9 THE LEADER

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97.9 THE LEADER

NOW HIRING

Assistant to the President

NETA Radio Network has exciting opening. Experience in broadcast and/or entertainment field. Good salary, benefits, opportunities. Rush resume & salary history to: NETA, 498 Sunridge St., Playa del Rey, CA 90291.

WFBQ-FM

Telephone Talk

Major market station wants personality with provocative, humorous, imaginative telephone finesse. Send tape and resume to: Radio & Records, 1930 Century Park West, #506, Los Angeles, CA 90067.

ASSISTANT TO THE PRESIDENT

NEBA Radio Network has exciting opening. Experience in broadcast and/or entertainment field. Good salary, benefits, opportunities. Rush resume & salary history to: NEBA, 498 Sunridge St., Playa del Rey, CA 90291.

WFBQ-FM

E-HART 101 FM

K-EARTH 101 FM, the most listened to classic Rock and Roll station in Southern California, seeks midday personality. Must have great voice, excellent on-air presence and be a great team player. Send resume and salary requirements to: Phil Hall, Program Director, K-EARTH 101, 1915 Virginia Blvd., Las Angeles 90034.

KQXY

 Advertising Sales. Sell and promote local television advertising on ESPN, MTV, CNN, USA in Albuquerque, Colorado, concerts and events. Michael Herman, Ad Sales Manager, M. Media Cable TV 14 (621) 632-9272. EOE

WFBQ-FM

Program Director

WFBQ-FM (97.9) needs to hire a Program Director with a strong background in classic Rock and Roll. Must be able to work independently and supervise staff. Send resume and salary requirements to: Codec, 3630 17th St. S.E., Prince George’s County, MD 20716. Confidentiality assured.

WFBQ-FM

Program Director

K-EARTH 101 FM, the most listened to classic Rock and Roll station in Southern California, seeks midday personality. Must have great voice, excellent on-air presence and be a great team player. Send resume and salary requirements to: Phil Hall, Program Director, K-EARTH 101, 1915 Virginia Blvd., Las Angeles 90034.
**Attention PDs, OMs, NDs, GMs**

**Searching for Talent? CALL NATIONAL!**

It's Quick. Easy and your only cost is a call . . . 202-622-9144. National represents hundreds of professional broadcasters for all sizes and formats. Announcers, news, sports, production. We can schedule a complete presentation within 24 hours of your call. Now—202-622-9144.

**KAFF/KFXR/KULC/KULT** Eight-year major market AG/CHR pro seeks market manager to improve market with a deep track record. SCOTT SHOEMAKER 936-1337.

**Assist Prom/Manager** Seeks Term or PD. Top 50 market only. Promotion/Marketing, sales, relieving PD. Will prove value. Experienced. Scott 701-686-5816.

**Assist Program/Manager** Seeks Term or PD. Top 50 markets only. Promotion/Marketing, sales, relieving PD. Will prove value. Experienced. Scott 701-686-5816.

**Attention Jock/Jock** Eight-year major market AG/CHR pro seeks market manager to improve market with a deep track record. SCOTT SHOEMAKER 936-1337.

**Attorney/Lawyer** for FM CHR/AM stations in western climate. STEVEN T. HINES, Travis County, P.O. Box 14307, Austin, TX 78761. 512-471-1892.

**Best sports voice east of the Mississippi** Talent match for PD reporting and sports tasks. Available soon. BILL: (214) 251-9142.

**Seattle周末 hits** Sunday/wednesday hits. Top markets. Pittsburgh, Detroit, Chicago, Dallas, LA, NY. DOUG SHAW 613-238-9286.

**Network experience, 16 months' experience is small market.** Conversational delivery. DOVs: (414) 744-5024.

**Want an "informed" audience? Allow me to produce and host your news information show. 15-year pro, four with talk shows. Talk shows: "Spill the Oil". THOMAS WILSON (503) 655-6337.

**Assistant PD/Manager** Seeks Term or PD. Top 50 markets only. Promotion/Marketing, sales, relieving PD. Will prove value. Experienced. Scott 701-686-5816.

**Experienced talk host seeks talk program with aggressive news/talk talk station. JOHN: (518) 473-4108.**

**Three years' experience and ready to take a step in the right direction. L. W. 613-3446.**

**National Broadcast Talent Coordinators**

**Department: R & P** 205 Mason St. Dallas, TX 75215. 202-622-9144.

**KRVN/KRNK/KULT/KEIS** Eight-year major market AG/CHR pro seeks market manager to improve market with 9-track studio. BRUCE MITCHELL 193-943-9332.

**Spring forward! Don't fall back in the next rising book. After two months of vacation, I'll need a challenge. This winter 7-787-6672.**

**12-year veteran** Main Co and ARTS seeks position with program director. Excellent people skills. Strong new market development. BERNIE MURPHY, Bristol, CT 06010. 212-697-7230.

**RISILIN HOT JOCK LOOKING FOR A NEW GIG! Send inquiries to Radio & Records, 1930 Century Park West, Box 111, Los Angeles, CA 90067. Confidently appreciated!**

**TOM "Rock & Roll" RUSH, Top AM/BL mix nights in Clayton and Portland, ME. With major market experience seeks top 100 CHR or Adult... (207) 797-4267.**

**Seven-years pro, solid production, team player seeks medium market position with stable, winning company. AC or Country-Contemporary. PLANNING. 520-242-8006.**

**I'm not interested in big bucks, just a place toprogram. Medium market jock seeks position with a stable, winning company. AC or Country-Contemporary. PLANNING. 520-242-8006.**

**Experienced: dedicated. Looking to move up. Seeking news, sports position with main CA/CHR (MIKE) 908-5590-8814 (PFL).**

**Attention: All market PDs!** Awesome opportunity to dominate your competitive domain. T&G upon request. (212) 828-0172.

**Hello Ancona! Former MD joining the rest but all skills. JIM: (617) 873-2500.**

**Attention! **Call Now . . . 205-822-9144. To appear in the week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

**R&R Opportunities**

**Free Advertising**

**Radio & Records provides free (24 words or less) buttons to radio stations and record companies for job opportunities.**

**Free listings of the same length are also available to individuals seeking jobs utilizing their positions sought. All other advertising must run display.**

**Deadline**

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067.
**NATIONAL MUSIC FORMATS**

Added This Week

<table>
<thead>
<tr>
<th>Bonneville Broadcasting</th>
<th>Kevin McCarty (800) 431-1805</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alpha</td>
<td>STARSHIP: &quot;Nothing's Gonna Stop Us Now&quot;</td>
</tr>
<tr>
<td>Glass Tiger: &quot;Somewhere&quot;</td>
<td>MADONNA: &quot;Open Your Heart&quot;</td>
</tr>
</tbody>
</table>
| Toto: "Without Your Love"| KENNY ROGERS: "Country Roads"
| REO O'Kanes: "Can't Stop Me"| BRUCE HORSBYS & THE RANGE: "Mandolin Rain"

**Broadcast Programming**

John Stemberger: Allegro (810) 265-9582

**Adult Contemporary**

- MADONNA: "Open Your Heart"
- DARYL HALL: "Someone Like You"
- PAUL McCARTNEY: "Only Love Remains"
- DON WILLIAMS: "Senorita"
- MEL McDANIEL: "Oh What A Night"
- T. GRAHAM BROWN: "Don't Go To Strangers"
- O'Kanes: "Can't Stop Me"
- REBA McEntire: "Can't Stop My Heart From Lovin' You"
- The Ultimate AC: "Nothing's Gonna Stop Us Now"

**Super-Country**

- DON WILLIAMS: "Senorita"
- KATHY MATTEA: "You're The Power"
- TOM WOPAT: "The Rock And Roll Of Love"
- REBA McEntire: "Let The Music Lift You Up"
- BILLY VERA & THE BEATERS: "At This Moment"
- M.M. MURPHEY & H. DUNN: "A Face In The Crowd"
- OKANES: "Can't Stop My Heart From Lovin' You"
- MICHAEL JOHNSON: "The Moon Is Still Over Her Shoulder"

**Century 21**

- Greg Sheperd: (417) 295-2101

**The AC Format**

- Kool & The Gang: "Stone Love"
- MIK HOWARD: "Come Share My Love"
- STARSHIP: "Nothing's Gonna Stop Us Now"

**Concept Productions**

- Evan Cwynara (919) 170-1754

**CHR**

- DARYL HALL: "Someone Like You"
- GENESIS: "Tonight, Tonight, Tonight"
- TINA TURNER: "What You Get Is What You See"

**Country**

- JUDYS: "Don't Be Cruel"
- DON WILLIAMS: "Senorita"
- MEL McDANIEL: "Oh What A Night"
- GIRLS NEXT DOOR: "Wake Me In The Rain"
- O'KANES: "Can't Stop My Heart From Lovin' You"
- M.M. MURPHEY & H. DUNN: "A Face In The Crowd"

**Kool & The Gang**

- DION JOHNSON: "Interview"
- CROWDED HOUSE: "Don't Dream It's Over"
- BURNS SISTERS BAND: "Listen To The Beat Of A Heart"

**Drake-Chenault**

- Bob Ingram (214) 528-4000

**XT-40**

- PETER GABRIEL: "Big Time"
- BRUCE SPIRINSTEEN: "Fire"
- CINDERELLA: "Nobody's Fool"
- DEAD OR ALIVE: "Brand New Lover"
- RED SPEEDWAGON: "That Ain't Love"
- STARSHIP: "Nothing's Gonna Stop Us Now"

**Contempo 300**

- Kool & The Gang: "Stone Love"
- STARSHIP: "Nothing's Gonna Stop Us Now"
- POINTER SISTERS: "All I Know Is The Way I Feel"

**Great American**

- WAYLON JENNINGS: "Rose In Paradise"
- HIGHWAY 101: "The Bed You Made For Me"

**Media General Broadcast Services**

- Bob Ingram (214) 528-4000

**AClion**

- LONE JUSTICE: "Shelter"
- HOWARD JONES: "I'm All Right"
- Kool & The Gang: "Stone Love"
- AIR SUPPLY: "Stars In Your Eyes"
- MIK HOWARD: "Come Share My Love"

**Your Country**

- K.T. OSLIN: "Walk Of Tears"
- RICKY VAN SHELTON: "Wid Eyed Dream"
- T. GRAHAM BROWN: "Don't Go To Strangers"

**Media General Continued**

- MICHAEL JOHNSON: "The Moon Is Still Over Her Shoulder"
- WANG CHUNG: "Let's Go"
- BILLY IDOL: "Don't Need A Gun"
- CROWDED HOUSE: "Don't Dream It's Over"
- STARSHIP: "Nothing's Gonna Stop Us Now"

**Peters Productions, Inc.**

- General James (800) 170-8511

**Country Lovin'**

- JUDYS: "Don't Be Cruel"
- REBA McEntire: "Let The Music Lift You Up"
- OKANES: "Can't Stop My Heart From Lovin' You"
- The Ultimate AC: "Nothing's Gonna Stop Us Now"

**The Programming Consultants**

- David Elmore (920) 642-9507

**Stereof Rock**

- EXPOSE: "Come Go With Me"
- BRUCE SPIRINSTEEN: "Fire"
- DURAN DURAN: "Rio"
- LOU GRAMM: "Midnight Blue"
- PETER CETERA: "Big Mistake"
- RED SPEEDWAGON: "That Ain't Love"
- STARSHIP: "Nothing's Gonna Stop Us Now"
- AC: "MADONNA: Open Your Heart"
- LUTHER VANDROSS: "Stop To Love"
- JACOB JACKSON: "Let's Wait Awhile"

**Country**

- LACY J. DALTON: "This Old Town"
- WAYLON JENNINGS: "Rose In Paradise"
- HIGHWAY 101: "The Bed You Made For Me"
- MICHAEL JOHNSON: "The Moon Is Still Over Her Shoulder"

**Radio Arts**

- John Nevin (214) 841-0225

**Country's Best**

- REBA McEntire: "Let The Music Lift You Up"
- M.M. MURPHEY & H. DUNN: "A Face In The Crowd"
- MICHAEL JOHNSON: "The Moon Is Still Over Her Shoulder"

**Soft Contemporary**

- GLASS TIGER: "Downday"
- KANSAS: "All I Wanted"
- ARETHA FRANKLIN: "Baby Face"

**Sound 10**

- KOOL & THE GANG: "Stone Love"
- STARSHIP: "Nothing's Gonna Stop Us Now"
- POINTER SISTERS: "All I Know Is The Way I Feel"

**Satellite Music Network**

- Pat Clarke (214) 528-4000

**The Starstation**

- JETS: "You Got It All"
- BRUCE HORSBYS & THE RANGE: "Mandolin Rain"

**Country Coast-To-Coast**

- ED BRUCE: "Quietly Crazy"
- GEORGE JONES: "The Right Left Hand"
- WAYLON JENNINGS: "Rose In Paradise"
- T. G. BROWN: "Don't Go To Strangers"
- BELLAMY BROTHERS: "Kids Of The Baby Boom"

**Rock 'N Hits**

- OMD: "We Love You"
- BRUCE SPIRINSTEEN: "Fire"
- LOU GRAMM: "Midnight Blue"
- PETER CETERA: "Big Mistake"
- WORLD PARTY: "Ship Of Fools"
- TIL TUESDAY: "Come Up Close"
- JULIAN COPE: "World Shut Your Mouth"
- GENESIS: "Tonight, Tonight, Tonight"
- STARSHIP: "Nothing's Gonna Stop Us Now"
- CROWDED HOUSE: "Don't Dream It's Over"

**Transstar**

- Adult Contemporary
- Max Tannen (272) 450-2083
- TOTO: "Without Your Love"
- MADONNA: "Open Your Heart"
- L. RONSTADT & J. INGRAM: "Somewhere Out There"

“FACTS OF LOVE”

The sizzling hit single Featuring Karyn White Produced by Evan Rogers, Carl Sturken and Jeff Lorber

From the new album

PRIVATE PASSION

Jeff Lorber

OMD "We Love You"

Bruce Springsteen "Fire"

LOU GRAMM "Midnight Blue"

PETER CETERA "Big Mistake"

World Party "Ship Of Fools"

Til Tuesday "Come Up Close"

Julian Cope "World Shut Your Mouth"

Genesis "Tonight, Tonight, Tonight"

Starship "Nothing's Gonna Stop Us Now"

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

**CHR BREAKERS**

38-33
**RADIO & RECORDS NATIONAL AIRPLAY**

**COUNTRY**

**TOP 50**

<table>
<thead>
<tr>
<th>Peak Positions</th>
<th>Date</th>
<th>Breaker Artist/Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>164/1</td>
<td>1987</td>
<td>Jan 30</td>
</tr>
<tr>
<td>162/2</td>
<td>1987</td>
<td>Jan 30</td>
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<tr>
<td>160/0</td>
<td>1987</td>
<td>Jan 30</td>
</tr>
<tr>
<td>153/7</td>
<td>1987</td>
<td>Jan 30</td>
</tr>
<tr>
<td>154/0</td>
<td>1987</td>
<td>Jan 30</td>
</tr>
</tbody>
</table>

**Most Added**

**Michael M. Murphy & Holly Dunn**

**Don Williams**

**Sawyer Brown**

**Nashville, Tennessee**

**Be Seen and Heard at the 1987 Country Radio Seminar**

To Provide the Seminar with a Cross Section of Country Radio's Marketing Efforts, WE NEED YOUR INPUT. Send the following:

- **Video Spots**
  - Send 12" video clips, labeled with caller-city-state and name of campaign. Rush to Ms. Erica Farber, The Interrep Companies, 100 Park Ave., New York, NY 10017

- **Airchecks**
  - Send 90 second aircheck, plus 60 second produced promo; or 2 minute aircheck, plus 30 second produced promo. Tapes should begin with legal ID. Rush on red and read at 7/12 speed to: Barry Martin, WWW-RM, 7930 E. Jefferson Ave., Detroit, MI 48207

- **Printed Matter/Promotional Materials**
  - Send to: Frank Mull, Multi-Tape Promotions, 50 Music Square West, #604, Nashville, TN 37203

**Waylon Jennings**

Roses in Paradise (MCA)

On 75% of reporting stations. Rotations: Heavy 2, Medium 43, Light 0, Total Adds 33 including WCAO, WPOD, WRBS, WCTC, WQYR, WYAY, WTVI, WEXX, WESL, WONE, KCJB, WLR, KXJ, WM, KXAY, KXAL, KFMS, KQUS, KSPD, MOVES: 28-31 on the Country chart.
<table>
<thead>
<tr>
<th>WEEK 12 OF 1987</th>
<th>COUNTRY AIRPLAY</th>
<th>AIRPLAY CHARTS</th>
<th>AIRPLAY TRACKS</th>
<th>ARTIST/SONG TITLE (LABEL)</th>
<th>Album Title</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NEW &amp; ACTIVE</strong></td>
<td></td>
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</tr>
<tr>
<td>Michael Martin Murphy &amp; Holly Dunn “A Face In The Crowd” (WSB) 97/59</td>
<td>Rotations: Henry 1, Watson 16, Light 25, Total Adds 56 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
<td></td>
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<tr>
<td>KATHY Mattea ‘You’re The Power’ (Mercury-PolyGram) 67/54</td>
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<tr>
<td>Don Williams “Sentimental” (Capitol) 61/44</td>
<td>Rotations: Henry 9, Watson 19, Medium 1, Total Adds 6 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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<tr>
<td>LYNN Anderson “Didn’t We Shine” (Mercury-PolyGram) 58/8</td>
<td>Rotations: Henry 1, Watson 5, Medium 5, Total Adds 5 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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<tr>
<td>SHOOTER’S “They Only Come Out At Night” (Epix) 57/3</td>
<td>Rotations: Henry 1, Watson 19, Medium 5, Total Adds 5 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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<tr>
<td><strong>SIGNIFICANT ACTION</strong></td>
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</tr>
<tr>
<td>O’Kanes “Can’t Stop My Heart From Loving You” (Columbia) 47/34</td>
<td>Rotations: Henry 5, Watson 16, Light 48, Total Adds 11 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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<tr>
<td>Billy Vera &amp; The Beaters “At This Moment” (Rhino) 43/16</td>
<td>Rotations: Henry 1, Watson 11, Light 31, Total Adds 16 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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<tr>
<td>Girls Next Door “Walk Me In The Rain” (MTM) 39/33</td>
<td>Rotations: Henry 3, Watson 19, Medium 1, Total Adds 5 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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</tr>
<tr>
<td>Judy’s “Don’t Be Cruel” (RCA Corps) 37/37</td>
<td>Rotations: Henry 1, Watson 5, Medium 5, Total Adds 5 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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</tr>
<tr>
<td>Jimmy &amp; Greg “Parade’67’” (Capitol) 24/10</td>
<td>Rotations: Henry 1, Watson 15, Medium 5, Total Adds 5 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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</tr>
<tr>
<td>Billy Joe Royal “Old Bridges Burn Slow” (Atlantic America) 22/18</td>
<td>Rotations: Henry 5, Watson 11, Medium 5, Total Adds 5 including WCBD, WMUK, WKMG, WFXR, WFXI, WTVY, WKRC, KJYX, KKST. Total adds 55 on the Country chart.</td>
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</tr>
</tbody>
</table>
### COUNTRY ADDS & HOTS

**Most Added East**
- Reba McEntire (MCA)
- Crystal Gayle (WB)
- M.M. Murphy & H. Dunn (WB)
- Ronnie Milsap (RCA)
- Randy Travis (WB)

**Most Added South**
- Reba McEntire (MCA)
- E.T. Conley (RCA)
- M.M. Murphy & H. Dunn (WB)
- Ronnie Milsap (RCA)
- Randy Travis (WB)

**Most Added Midwest**
- M.M. Murphy & H. Dunn (WB)
- Crystal Gayle (WB)
- E.T. Conley (RCA)

**West**
- M.M. Murphy & H. Dunn (WB)
- E.T. Conley (RCA)
- O'Kane (Columbia)
- Crystal Gayle (WB)

---

### EAST

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Format</th>
<th>Owner/Label</th>
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<tr>
<td>WDCM-FM</td>
<td>Madison, WI</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WSUX-FM</td>
<td>Raleigh, NC</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WWAY-FM</td>
<td>Aiken, SC</td>
<td>Country</td>
<td>MCA</td>
</tr>
<tr>
<td>WUAG-FM</td>
<td>Augusta, GA</td>
<td>Country</td>
<td>MCA</td>
</tr>
<tr>
<td>WQAM-FM</td>
<td>Savannah, GA</td>
<td>Country</td>
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<td>WORC-AM</td>
<td>Norfolk, VA</td>
<td>Country</td>
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<tr>
<td>WUKW-FM</td>
<td>Winston-Salem, NC</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WZAY-FM</td>
<td>Kansas City, MO</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WHTT-FM</td>
<td>Greensboro, NC</td>
<td>Country</td>
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### SOUTH

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<td>WRCX-FM</td>
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<td>WTKK-FM</td>
<td>Augusta, GA</td>
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<td>WQMT-FM</td>
<td>Columbia, SC</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WJBC-FM</td>
<td>Greensboro, NC</td>
<td>Country</td>
<td>MCA</td>
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<td>WLLW-FM</td>
<td>Charlotte, NC</td>
<td>Country</td>
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<td>Raleigh, NC</td>
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<td>WHTH-FM</td>
<td>Greensboro, NC</td>
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<td>WZZR-FM</td>
<td>South Burlington, NC</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WZAY-FM</td>
<td>Kansas City, MO</td>
<td>Country</td>
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### MIDWEST

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<td>WQAM-FM</td>
<td>Chicago, IL</td>
<td>Country</td>
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<tr>
<td>KUPT-FM</td>
<td>Kansas City, MO</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WSNW-FM</td>
<td>St. Louis, MO</td>
<td>Country</td>
<td>MCA</td>
</tr>
<tr>
<td>WJMR-FM</td>
<td>Minneapolis, MN</td>
<td>Country</td>
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<tr>
<td>WQNL-FM</td>
<td>Madison, WI</td>
<td>Country</td>
<td>MCA</td>
</tr>
<tr>
<td>WJSH-FM</td>
<td>Des Moines, IA</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WZRY-FM</td>
<td>Kansas City, MO</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WHTH-FM</td>
<td>Des Moines, IA</td>
<td>Country</td>
<td>MCA</td>
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<tr>
<td>WZZR-FM</td>
<td>South Burlington, NC</td>
<td>Country</td>
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### WEST

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<tr>
<th>Station</th>
<th>City</th>
<th>Format</th>
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<tr>
<td>KMHC-FM</td>
<td>Los Angeles, CA</td>
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<tr>
<td>KQFM-FM</td>
<td>Seattle, WA</td>
<td>Country</td>
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<tr>
<td>KMNL-FM</td>
<td>Minneapolis, MN</td>
<td>Country</td>
<td>MCA</td>
</tr>
<tr>
<td>WJRC-FM</td>
<td>Kansas City, MO</td>
<td>Country</td>
<td>MCA</td>
</tr>
<tr>
<td>WZZR-FM</td>
<td>South Burlington, NC</td>
<td>Country</td>
<td>MCA</td>
</tr>
</tbody>
</table>

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164 Reporters 154 Current Reports

The following station reported no change in their rotation this week:

- WLW-FM/Montgomery

The following stations failed to report this week & their rotations were frozen:

- KSCS/Dallas-Ft. Worth
- KWN/Tulsa
- KYKK/Longview
- WFM/Fort Wayne
- WKK-AM/Knoxville
- WMC/Memphis
- WZOM/Omaha
- WSIX/Nashville
- WSM/Nashville
- WTQR-FM/Winston-Salem
RADIO & RECORDS NATIONAL AIRPLAY

JAZZ

TOP 30

JANUARY 30, 1987

1. DEXTER Gordon/ "Other Side Of Round Midnight" (Blue Note)
2. STANLEY Jordan "Sorrento Volume #1" (Blue Note)
3. SHERRY WINSTON/M "It For Love" (Paisa)
4. AHMAD JAMAL/ Live At The Montreal Jazz Festival (Atlantic)
5. MCCOY TYNER/ "Gloves / Ties" (Columbia)
6. GEORGE HOWARD 11 "Nice Place To Be" (MCA)
7. CRUSADERS/ "The Good & Bad Times" (MCA)
8. WISHFUL THINKING/ "Think Again" (Paisa)
9. VITAL INFORMATION/ "Good Bet" (Columbia)
10. CANZONE/ "Past & Present" (Passport)
11. TANIA MARIA/Lady From Brazil (Manhattan)
12. ART BLAKEY & THE JAZZ MESSENGERS/ "Free" (Deles)
13. LAUREN MASSE/Easy Living (Vestal)
14. PHIL WOODS/ "Greeting" (Passport)
15. RIPPPINGSTON/Moonlighting (Passport Jazz)
16. LARRY CARLTON/ "Last Night" (MCA)
17. JAMES MOODY/ "Something Special" (Nivos)
18. CHARLIE WATTS ORCHESTRA/ "Live At Faneuil Hall" (Columbia)
19. CARMEN McRAE/ "Any Old Time" (Demon)
20. HENRY JOHNSON/ "No One" (MCA Imprints)
21. DENNIS COFFEE/ "City Magic" (VFR)
22. BOB MYERS/ "Windward" (Golden Boy Jazz/Imagination)
23. TIMELESS ALSTARS/ "Essence" (Deles)
24. CARMEN LUNA/ "Good Morning Kids" (Blackhawk)
25. ADAM MAKOWICZ/ "Mocca" (Novus)
26. UNCLE FESTIVE/ "Nice Or Not" (Passport)
27. BRADFORD MARSHALL/ "Royal Garden Blues" (Columbia)
28. ALPHONSE MOLINZ/ "True Fantasy" (MFQ/Organization)
29. BOB LAMB/ "Obsession" (WB)
30. MULGREW MILLER/ "Move!" (Landmark)

NEW & ACTIVE

ARTFULLY BEATLES "25th Anniversary Sabote" (Artful Balance/JC) 1/5
Rotations: Heavy 1.0, Medium 7.0, Light 5.0, Extra Adds 0, Total Adds 5, WBGO, WJCT, WUWM, KCTJ, WAVE, WBNF, heavy: WBFO, WCLL, WLSW, WLAV, WISE, WYBC.

NAJEE "Najee's Theme" (EMI America) 1/5
Rotations: Heavy 3.0, Medium 7.0, Light 5.1, Extra Adds 0, Total Adds 1, WBGO, WJCT, WUWM, WBGO, WISE, medium: WBNF, WLAV, WLAM, WAVE.

POCKET CHANGE "Random Acts" (Passport Jazz) 1/1
Rotations: Heavy 3.0, Medium 6.0, Light 3.0, Extra Adds 0, Total Adds 0, WBGO, WJCT, WUWM, WBGO, WISE, medium: WBNF, WLAV, WLAM, WAVE.

BRIAN BRONDBERG "A New Day" (Blackhawk) 13/6
Rotations: Heavy 3.0, Medium 4.0, Light 2.0, Extra Adds 0, Total Adds 0, WBGO, WJCT, WUWM, WBGO, WISE, medium: WBNF, WLAV, WLAM, WAVE.

CEDAR WALTON "The Trio - 1!" (Red/PS) 1/10
Rotations: Heavy 3.0, Medium 4.0, Light 3.0, Extra Adds 0, Total Adds 0, WBGO, WJCT, WUWM, WBGO, WISE, medium: WBNF, WLAV, WLAM, WAVE.

DAVID BECKER TRIBUNE "Long Peter Madison" (MCA) 12/2
Rotations: Heavy 1.0, Medium 5.0, Extra Adds 0, Total Adds 0, WBGO, WJCT, WUWM, WBGO, WISE, medium: WBNF, WLAV, WLAM, WAVE.

LESTER BOWIE "Avent Pop" (ECM) 9/0
Rotations: Heavy 3.0, Medium 2.0, Light 4.0, Extra Adds 0, Total Adds 0, heavy: WERA, WJCT, WUWM, medium: WBGO, WLAV.

REGIONALIZED ADDS & HOTS

EAST

SOUTH

SOUTH

MIDWEST

WEST

HOTTEST

LARRY CARLTON (15)
CARLTON LUNODY (13)
DAVID NEWMAN (9)
CHICK COREA (6)
LAUREN MASSE (6)
DAVID SANBORN (8)
BRANDY BROMBERG (6)
CANZONE (6)

MOST ADDITED

LARRY CARLTON
CARLTON LUNODY
DAVID NEWMAN
CHICK COREA
LAUREN MASSE
DAVID SANBORN
BRANDY BROMBERG
CANZONE

JAZZ FEATURE PICK

WAYNE SHORTER

THE NEW ALBUM BY

JAZZ FEATUE PICK

WAYNE SHORTER

THE NEW ALBUM BY

JUST RELEASED AND
ALREADY ON:

KKGO WHRO
WXKI WKMU
WBFO KTCJ
KXPR WFSS
WNOP KADX
WUWM KLSS

48 Reporting Stations
45 Current Reports

RECENT RELEASES

CHICK COREA "Three Times Live In Europe" (ECM) 8/8
Rotations: heavy 3.0, Medium 7.0, Light 2.0, Extra Adds 2, Total Adds 8, WBGO, WJCT, WUWM, WKB, KJAZ, WBFO.

DAVID SANBORN "A Change Of Heart" (WB) 8/8
Rotations: Heavy 2.2, Medium 7.0, Light 3.9, Extra Adds 1, Total Adds 9, WBGO, WJCT, WUWM, WKB, KJAZ, WBFO.

NANCY REED "Nancy Reed" (Atlantic) 6/0
Rotations: Heavy 3.0, Medium 4.0, Light 2.0, Extra Adds 0, Total Adds 1, Medium: WBGO, WJCT, WUWM.

BARRY MILES "Feel Like" (TCS) 7/2
Rotations: Heavy 2.6, Medium 1.7, Light 1.0, Extra Adds 20, Total Adds 3, WBGO, WJCT, WUWM.

RAY MANITTA SPACE STATION "Synergy" (Red/PS) 9/1
Rotations: Heavy 3.5, Medium 5.0, Light 2.1, Extra Adds 0, Total Adds 1, WBGO, WJCT, WUWM.

DICK BAUER GROUP "D'cit Bauer Group" (MCA) 7/1
Rotations: Heavy 1.0, Medium 3.0, Light 1.0, Extra Adds 2, WBGO, WJCT, WUWM.

JERZY MARCELINO & NAVARRO "Third Heaven" (Konyov) 5/2
Rotations: Heavy 2.0, Medium 3.0, Light 0.0, Extra Adds 0, Total Adds 1, WBGO, WJCT, WUWM.

JOHN STUMBEFIELD "Bushman Song" (Enja) 5/2
Rotations: Heavy 2.0, Medium 2.0, Light 2.1, Extra Adds 0, Total Adds 2, WJCT, WUWM, WKB.

LIZ STORY "Part Of Fortune" (Novus) 5/1
Rotations: Heavy 1.0, Medium 2.0, Light 2.1, Extra Adds 0, Total Adds 1, WBGO, WJCT, WUWM.

Regional stations contributing to Jazz: KUJO/Lafayette, WOKC/Atlanta, WJZ/Washington, D.C. - Spanish: WQMT/Cleveland, Dean-Dean Rules.

January 30, 1987 R&R 83.

KERA/Dallas, WCLL/Atlanta, and WOHR/Boston failed to report this week; their playlists were frozen.
KDKS. Medium: KMJQ, WJLB, WNHC, KQXL, WENN, WKXI, WZAZ, KIIZ, WJYL, WLOU, WALT, KHYS, WPLZ.

NEW & ACTIVE

KDOO & THE GANG “Stone Love” (Mercury/PQ) 53/21
RROCKS: Heavy 1/0, Medium 25/0, Light 21/15, Total Adds 71, WENN, WJLB, WNHC, WENN, WKXI, WZAZ, KIIZ, WJYL, WJIZ, KHYS, WPLZ.

MKM “Show Out (Get Fresh At The Weekend)” (Atlantic) 33/4
RROCKS: Heavy 0/0, Medium 18/0, Total Adds 0, WMJQ, WWOB, WJLB, WNHC, WENN, WKXI, WZAZ, KIIZ, WJYL, WJIZ, KHYS, WPLZ.

EXPOSE “Come Go With Me” (Arista) 52/7
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

STARPOINT “He Wants My Body” (Eletra) 47/29
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

MEL & KIM “Show Out (Get Fresh At The Weekend)” (Atlantic) 33/4
RROCKS: Heavy 0/0, Medium 18/0, Total Adds 0, WMJQ, WWOB, WJLB, WNHC, WENN, WKXI, WZAZ, KIIZ, WJYL, WJIZ, KHYS, WPLZ.

ONE WAY “You Better Get Outta It” (Atlantic) 46/10
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

COMMODORES “Take It From Me” (Polydor/PQ) 46/6
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

MAHOUSSE “S” (Polydor/PQ) 33/14
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

GEMMA JETER “Together” (Atlantic) 38/21
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

LEVERT “Fascination” (Atlantic) 38/21
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

HERB ALPERT “Keep Your Eyes On Me” (A&M) 37/56
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

DOUG E. FRESH “Leavin’ Every Minute Of It” (Reality-Fantasy) 32/6
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

PATI LeBELLE “Something Special (is gonna Happen...)” (MCA) 34/7
RROCKS: Heavy 0/0, Medium 12/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

BILLY VERA “Margarita” (Epitome/Intersound) 34/8
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

MELIA JORDAN “Deeper Love” (Cassette) 54/8
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

DANA DANE “Doleney Street” (Prophet) 31/6
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

NAJE “Love Story” (Epic/A&M) 33/4
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

VESTA WILLIAMS “Something About You” (A&M) 27/13
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

MUST ADDS

HECTOR ALBERT (26)
STARRPOINT (29)
ISAAC HAYES (25)
MILLIE SCOTT (24)
FULL FORCE (23)
GENETRA JETER EUGLENN JONES (21)
KUOL & THE KANJANS (17)
SHEILA E (20)
LEVIET (21)
EXPLORE (19)

SINGNIFICANT ACTION

FULL FORCE “Old Flames Never Die” (Columbia) 24/23
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

HEAVY A & THE BOYZ “Mr. Big Stuff” (MCA) 19/2
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

BEASTIE BOYS “Paul Revere” (Island/Jamaica) 18/2
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

CLUB NOUVEAU “Lean On Me” (Tommy Boy/WB) 17/4
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

JEWEL “Eyes On My Pillow” (MCA) 32/8
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

MAIN INGREDIENT “2 You Were My Woman” (Epic) 12/1
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

MELISSA AND THE ROADRUNNERS “Climbing The Wall” (Epic/Virgin) 13/3
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

OLIVER CHEATHAME “Celebrate (Our Love)” (Cristo) 27/0
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

SHIRLEY JONES “She Knew About Me” (Pir/Manchester) 23/5
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.

GEORGE HOWARD “Do No” (MCA) 10/4
RROCKS: Heavy 0/0, Medium 5/0, Total Adds 0, WJLY, WALT, WOOK, KAPE, WKWM, WWWS.
1986 B/U Programmers Voted Columbia Records
The #1 Label - Breaking New Artists . . .
We Continue That Trend With These Two New Artists

rainy davis
"LOWDOWN SO & SO"
From The Forthcoming Album SWEETHEART

Black Urban Breakers

CHART: DEBUT 35
59/13 - 66%
BILLBOARD - DEBUT 82*

surface "HAPPY"
From The Album SURFACE

Just Released And Already On:
  WJMI KMYX
  KOKY KACE
  WANM WEKS (Hot and Heavy)
  WXLA WQMG
  WDUR WRDW
  WZAK KWTD
  WKXI WOFX - TEST
  WNHC WPEG
  KDXL WLON
COMMODORES & POLYGRAM RECORDS mean DOUBLE TROUBLE as we team up to bring you another hit . . . "TAKE IT FROM ME"
### TOP-20

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist/Song Details</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Lionel Richie/Ballin' Girl (Motown)</td>
</tr>
<tr>
<td>2</td>
<td>Billy Vera &amp; The Beaters/&quot;This Moment (Rhinestone)&quot;</td>
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<tr>
<td>3</td>
<td>Chicago/&quot;Lookin' for a Good Time (MB)&quot;</td>
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<tr>
<td>4</td>
<td>Daryl Hall/&quot;The World (Atlantic)&quot;</td>
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<tr>
<td>5</td>
<td>Linda Ronstadt &amp; James Ingram/Somewhere Out There (MCA)</td>
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<td>6</td>
<td>Jeffrey Osborne/&quot;Hey You Guys (A&amp;M)&quot;</td>
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<tr>
<td>7</td>
<td>Gregory Abbott/Shake You Down (Columbia)</td>
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<td>8</td>
<td>Anita Baker/Caught Up In The Reptile (Motown)</td>
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<td>9</td>
<td>El DeBarge/&quot;Someone (Sunny Motown)&quot;</td>
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<td>10</td>
<td>Benjamin Orr/&quot;Stay (Capitol)&quot;</td>
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<td>11</td>
<td>Miami Sound Machine/&quot;Falling In Love (Uh-Oh)&quot; (Epic)</td>
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<tr>
<td>12</td>
<td>Toto/Without Your Love (Columbia)</td>
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<td>13</td>
<td>Kenny Rogers/Twenty Years Ago (RCA)</td>
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<td>14</td>
<td>Billy Ocean/&quot;Love Is (Love Is)(Warner Bros)&quot;</td>
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<td>15</td>
<td>JETS/&quot;You Got It All (MCA)&quot;</td>
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<td>16</td>
<td>Glass Tiger/&quot;Somewhere (Mercury)&quot;</td>
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<tr>
<td>17</td>
<td>Tina Turner/&quot;Two Peoples (Capitol)&quot;</td>
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<td>18</td>
<td>Carpenters/Kzoek; City Lights (A&amp;M)</td>
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<tr>
<td>19</td>
<td>Bruce Hornsby &amp; The Range/Mandolin Rain (RCA)</td>
</tr>
<tr>
<td>20</td>
<td>Journey/&quot;You're Alright Without You (Columbia)&quot;</td>
</tr>
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### BREAKERS

**JANET JACKSON**

*Let's Wait Awhile (A&M)*

52% of our reporters on it. Rotations: Heavy 2, Medium 8, Light 12, Total Adds 4, WICC, WGOW, WDBO, WSTU.

**PAUL McCARTNEY**

*Only Love Remains (Capitol)*

52% of our reporters on it. Rotations: Heavy 0, Medium 13, Light 9, Total Adds 3, WROK, WSTU, WCIL.

### NEW & ACTIVE

**LUTHER VANDROSS** "Step To Love" (Epic) 1/9

Rotations: Heavy 0, Medium 11/1, Light 0/3, Total Adds 0, KFYW, WCCB, WDIV, WBBM, WBDO, Medium including KNOW, KUJW, KUWW, WXRT, WCSR, WDCW, Light including WSGW, KSKY, KQFX

**JOURNEY** "I'll Be Alright Without You" (Columbia) 1/9

Rotations: Heavy 0, Medium 6/0, Light 2/0, Total Adds 0, KBCT, WBBM, WXMB, WBZ, WBBW, WPBQ, Medium including KALQ, WNAV, WXMI, WTVI, WBBWI, Light including WSGW, KSKY, KQFX

**ARETHA FRANKLIN** "Jimmy Lee" (Arista) 1/9

Rotations: Heavy 0, Medium 1/0, Light 0/3, Total Adds 0, Heavy 0, WBBM, KUWW, KUJW, Medium: KNOW, KFYW, WCCB, WDIV, WBBM, WBDO, WBEM, WQCB, WBBW, WQCB, KQFX, KQFX, WSGW, KSKY, KQFX

**ANNE MURRAY** "Do And Do" (Capitol) 1/5

Rotations: Heavy 0, Medium 0/0, Light 0/0, Total Adds 0, Heavy 0, WBBM, KUWW, KUJW, Medium: KNOW, KFYW, WCCB, WDIV, WBEM, WQCB, WBBW, WQCB, KQFX, KQFX, WSGW, KSKY, KQFX

**AIR SUPPLY** "Stars In Your Eyes" (Arista) 1/2

Rotations: Heavy 0, Medium 0/0, Light 0/0, Total Adds 0, WBBM, KUWW, KUJW, Medium: KNOW, KFYW, WCCB, WDIV, WBEM, WQCB, KQFX, WSGW, KSKY, KQFX

**DARYL HALL** "Somebody Like You" (RCA) 9/2

Rotations: Heavy 0, Medium 0/0, Light 0/0, Total Adds 0, WSOC, WBBM, WQCB, Medium: WCCB, WBDO, WQCB, KQFX, Light including KQFX

**MADONNA** "Open Your Heart" (Sire/WB) 9/1

Rotations: Heavy 0, Medium 0/0, Light 0/0, Total Adds 0, WSOC, WBBM, WQCB, Medium: WCCB, WBDO, WQCB, KQFX

### KANSAS "All I Wanted" (MCA) 5/0

Rotations: Heavy 0, Medium 2/0, Light 5/0, Total Adds 0, WSBT, WHTC, Medium: WGOH, WSPD, WLYR, WPOE, WSTU, KTVG, Light including WDRF, WBBW

**CHINA CRISIS "Arizona Sky" (A&M) 5/5

Rotations: Heavy 0, Medium 3/0, Light 5/0, Total Adds 0, WBBM, WLYR, WPOE, WHTC, WBBW, Medium including WCCO, WTLY, Light including WSGW, KSKY, WBBW

**SHEILA "How Me" (WB) 8/1

Rotations: Heavy 0, Medium 6/1, Light 2/0, Total Adds 1, WASK, Medium including WCDO, WCHS, WLKW, KTVG, KQFX, Light: KUWW, KQFX

### MOST ADDED

**BRUCE HORNOSY & THE RANGE (7)**

- Luther Vandross (6)
- China Crisis (5)
- Janet Jackson (4)
- Pointer Sisters (4)
- Starship (4)

### HOTTEST

- Lionel Richie (30)
- Chicago (24)
- Billy Vera & The Beaters (22)
- Billy Joel (15)
- Linda Ronstadt & James Ingram (12)
- Gregory Abbott (11)

### SIGNIFICANT ACTION

**STARRHIP** "Nothing's Gonna Stop Us Now" (Giant/RCA) 7/4

Rotations: Heavy 0, Medium 1/0, Light 5/2, Total Adds 0, WBGO, WLYR, WPOE, WHTC, Medium: WGOH, WSPD, WLYR, WPOE, WLYR, WTLY, WBBW, Light including WDRF, WBBW

**MELBA MOORE** "Falling" (Capitol) 7/3

Rotations: Heavy 0, Medium 2/1, Light 5/2, Total Adds 0, WBGO, WLYR, WLYR, KQFX, Medium including WCCO, WTLY, WBBW, Light including WBBW, WLYR, WBBW

**POINTER SISTERS** "All I Know Is The Way I Feel" (RCA) 6/4

Rotations: Heavy 0, Medium 1/2, Total Adds 0, WBGO, WLYR, WLYR, Medium including WCCO, WTLY, WBBW, WLYR, Light including KQFX, WBBW, WLYR

**MAUREEN McCOVERY** "I Could Have Been A Soldier" (Columbia) 6/2

Rotations: Heavy 0, Medium 2/0, Light 4/2, Total Adds 2, WSFO, Medium: WCCO, KSL, Light including WBBW, WLYR

**MIKE HOWARD** "Come Share My Love" (Atlantic) 6/2

Rotations: Heavy 0, Medium 1/0, Light 5/2, Total Adds 2, WBGO, WLYR, WLYR, Medium including WBBW, WLYR, WTLY, WBBW

**BRUCE WILLIS** "Respect Yourself" (Motown) 6/1

Rotations: Heavy 0, Medium 4/1, Light 2/0, Total Adds 0, WBBW, WLYR, Medium including WBBW, WLYR, WTLY, WBBW

**BURNS SISTERS** "Listen To The Beat Of A Heart" (Columbia) 5/3

Rotations: Heavy 0, Medium 2/1, Light 3/2, Total Adds 0, WBGO, WLYR, WLYR, Medium including WCCO, WLYR, WTLY, WBBW

**READY FOR THE WORLD** "Love You Down" (MCA) 4/2

Rotations: Heavy 0, Medium 0, Light 4/2, Total Adds 0, WSTU, WBBW, Light including WLYR, WPOE

**PETE CETERA** "Big Mistake" (Full Moon/WB) 4/1

Rotations: Heavy 0, Medium 1/1, Total Adds 0, WTLY, WBBW, Light including WLYR, WBBW

**DOWNES & PRICE** "My Imagination" (Atlantic) 4/1

Rotations: Heavy 0, Medium 1/0, Light 2/1, Total Adds 0, WBBW, Medium: KSL, KQFX, Light including WBBW, WLYR

**TIL TUESDAY** "Coming Up Close" (Epic) 4/1

Rotations: Heavy 0, Medium 0, Light 1/1, Total Adds 1, WSFC, Medium: WASK, WTLY, WLYR

**BONNIE RAITT** "Crime Of Passion" (Warner Bros) 3/1

Rotations: Heavy 0, Medium 3/1, Light 1/1, Total Adds 0, WBGO, Medium: WLYR, WLYR

**RESTLESS HEART** "I'll Still Be Loving You" (RCA) 3/1

Rotations: Heavy 0, Medium 1/0, Light 2/1, Total Adds 1, WTLY, Medium: WLYR, WLYR

---

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## Breakers

### Adult Contemporary

#### Daryl Hall

**Someone Like You** (RCA)

- 64% of our reporters on it. Rotations: Heavy 3, Medium 34, Light 26.
- Total Adds 16 including WSNY, KMJ, KEZT, WXTC, WIVY, WSFL, WSTF. Moves 30-25 on the AC chart.

#### Kenny Rogers

**Twenty Years Ago** (RCA)

- 56% of our reporters on it. Rotations: Heavy 6, Medium 37, Light 12.
- Total Adds 10, W101, WMYX, KGW, WKGW, WLAC-FM, WEVS, 3WM, KMZQ, WCHV, WXUS. Debuts at number 28 on the AC chart.

#### Paul McCartney

**Only Love Remains** (Capitol)

- 53% of our reporters on it. Rotations: Heavy 1, Medium 35, Light 16.
- Total Adds 10, WPXIL, WLTS, WOMC, WLAC-FM, KMZQ, KAVW, WKXK, WXUS, WJON. Debuts at number 30 on the AC chart.

#### MIKI Howard

**Come Share My Love** (Atlantic)

- 50% of our reporters on it. Rotations: Heavy 0, Medium 20, Light 29.
- Total Adds 15 including WOMC, KEY103, WIVY, WIZD, WLHT, WFMK, KJU, KWFU, WPWA.

### Rotation Breakouts

<table>
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<tr>
<th>Total Reports Added</th>
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<th>Light</th>
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<tr>
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<td>86/4</td>
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<td>7</td>
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<td>93/11</td>
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<tr>
<td>29</td>
<td>52/10</td>
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### Significant Action

**TUE, 10TH** "Coming Up Close" (Epic) 22/15

- Total Adds 23 including WSNY, WMEN, WMK, WDR, KFRA, WOHO, KUJO, KYJC, KMGO. Heavy including WSNY, WMEN, WOHO, KUJO, KYJC, KMGO. Medium: WBGM, KYJC, KUJO, KFRA. Light including WSNY, WMEN, KUJO, KYJC, KMGO.

**SHEILA E "Hold Me" (War)** 18/10

- Total Adds 10, WSNY, WMEN, WMK, KUJO, KYJC, KMGO. Medium including WSNY, WMEN, WMK, KUJO, KYJC, KMGO. Light including WSNY, WMEN, KUJO, KYJC, KMGO.

**MELBA MOORE "Falling" (Capital)** 12/8

- Total Adds 6, WSNY, WMEN, WMK, WOHO, KUJO, KYJC, KMGO. Medium: WSNY, WMEN, WMK, KUJO, KYJC, KMGO. Light including WSNY, WMEN, WMK, KUJO, KYJC, KMGO.

**EDDIE MONEY "I Wanna Be Bad" (Columbia)** 11/4

- Total Adds 6, WSNY, WMEN, WMK, KUJO, KYJC, KMGO. Medium including WSNY, WMEN, WMK, KUJO, KYJC, KMGO. Light including WSNY, WMEN, WMK, KUJO, KYJC, KMGO.

**BONNIE RAFT "Crime Of Passion" (War)** 8/3

- Total Adds 6, WSNY, WMEN, WMK, KUJO, KYJC, KMGO. Medium including WSNY, WMEN, WMK, KUJO, KYJC, KMGO. Light including WSNY, WMEN, WMK, KUJO, KYJC, KMGO.

**Most Added**

- **JANET JACKSON**
- **Kool & The Gang**
- **STARSHIP**
- **PILOT SISTERS**
- **CHINA CRISIS**
- **DARYL HALL**
- **RESTLESS HEART**
- **BURNS SISTERS**
- **MIKI HOWARD**
- **TIL TUESDAY**

**Hottest**

- **CHICAGO**
- **JOURNEY**
- **LIONEL RICHIE**
- **BILLY VEGA & THE BEATERS**
- **LINDA RONSTADT & JAMES INGRAM**
- **GLASS TIGER**
- **JETS**
- **TOTO**
- **MAX**
- **ARMINA FRANKLIN**

**New & Active**

- **Kool & The Gang "Stone Love" (Mercury/PolyGram)** 44/23
- **Lionel Richie "Deep River Woman" (Motown)** 21/1
- **Restless Heart "I'll Still Be Loving You" (RCA)** 28/18
- **Miki Howard "Come Share My Love" (CypressPolyGram)** 20/2
- **Jennifer Warnes " Ain't No Cure For Love" (CypressPolyGram)** 29/3

**Significant Action**

- Breakers are those records that have achieved concurrent airplay at 50% of our reporting stations. New & Active records are receiving airplay at 25 or more stations. Records in Significant Action are receiving airplay from 6-24 stations. Records with substantial heavy and medium rotation activity do not have to achieve Breaker status to enter the A/C chart. Records which have achieved Breaker status must also have sufficient heavy and medium rotation airplay to enter the chart.
### EAST

**PARALLEL ONE**

<table>
<thead>
<tr>
<th>Call Letter</th>
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<tr>
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<td>98.3</td>
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<tr>
<td>WOLD</td>
<td>94.9</td>
<td>Rock</td>
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**PARALLEL TWO**

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<td>Top 40</td>
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<td>WXXM</td>
<td>101.9</td>
<td>Classic Rock</td>
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**PARALLEL THREE**

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### SOUTH

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<td>WQMX</td>
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**PARALLEL TWO**

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<tr>
<td>W2XQ</td>
<td>99.9</td>
<td>Modern Rock</td>
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**PARALLEL THREE**

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<td>W2KQ</td>
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### FULL-SERVICE AC

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**SOUTH**

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**MIDWEST**

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**WEST**

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<td>K2KQ</td>
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### Commentary

69 Stations were subject to an in-depth analysis of their playlists. The focus was on identifying any notable changes or trends. 

**Number of Stations**: 69

**Key Findings**:

- Six stations did not report a playlist this week, so their ratings were not included.
- Eight stations reported changes in their playlists due to scheduled events or significant updates.

### Appendices

**Additional Notes**:

- Nine stations did not provide their playlists due to technical issues or non-reporting.
- Four stations reported significant changes in their programming due to holidays.

*Note: The above information is a summary of the data presented in the document.*
CHINA CRUISE "Arizona Sky" (Virgin/A&M) 23/8 (15/8)  
ADD: MICH, KZOK, WRG, WILD, KLCS, KHH, WIZQ, WMRT, KZQ, W97. KZQ, W47. KZQ. KZK, W47. KZQ. KZK.  
TRIUMPH "Just One Night" (MCA) 22/9 (14/8)  
ADD: KZQ, KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
PAUL SIMON "The Boy in the Bubble" (War) 22/8 (14/1)  
ADD: KZQ, W97. KZQ, KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
BRIGHTON ROCK "Love Like A Rocket" (Atlantic) 20/5 (16/0)  
ADD: KZQ, W97. KZQ, KHH, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ. W47. KZQ.  
MENDIT "Strange In A Strange Land" (Capitol) 18/1 (16/4)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
R.E.M. "I Believe" (IRS/MCA) 18/1 (19/2)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
SHRIEKING "Burning For The Budshark" (Island) 16/1 (17/4)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
HOWARD JONES "I Just Want" (Elektra) 14/1 (14/4)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
NEW & ACTIVE  
Continued from Page 94  
HIPSWAY "Hipsway" (Columbia) 17/3 (14/3)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
LADIUS "Eat and Smile" (WB) 16/2 (17/3)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
HOUSEMARTENS "London Hall 4" (Elektra) 15/4 (11/2)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
BILLY JOEL "Sweet Siberian" (Crazy 2) 14/1 (12/3)  
ADD: KZQ, W97. KHH, KZOK, WRG, WILD, KLCS, KZQ, W97. KZQ, W47. KZQ, W47. KZQ. W47. KZQ. W47. KZQ.  
WORLD PARTY (27)  
PETER GABRIEL (26)  
BOSTON (25)  
STEVE MILLER (23)  

CHART CLIMBERS — Charted tracks that are building in airplay but have yet to become Breakers. Numbers indicate total report/adds, e.g., 80/40 means 80 total reports and 40 adds. (Figures in parentheses are last week’s data.)  
NEW & ACTIVE — Records building in airplay and coming closest to charting. Numbers indicate total report/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week’s data.)  
CHARTS — Records showing significant upward momentum are bulleted. Heavy rotation figure is the sum of a record’s power and heavy reports. A record’s amount of light reports can be determined by subtracting its heavy and medium reports from its total reports. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are bolded, and the number of stations playing each of an album’s most recent charting single is listed in parentheses.  
BREAKERS — A record is a Breaker the first week it’s reported by at least 60% of our AOR reporters.  
MOST ADDS — This week’s most added records.  
HOTTEST — This week’s records receiving the most power reports.
The Big Dish

HAS A BIG SONG

Slide

THE NEW SINGLE

PRODUCED BY IAN RITCHIE

FROM THE FORTHCOMING ALBUM

Swimmer

© 1986 VIRGIN RECORDS LTD
New forces to be reckoned with!

Julian Cope  Shriekback  C.S. Angels  Peter Himmelman

Island...about to explode!
January 30, 1987

"Tearing" (135) "Misa" (92) "Way" (31)
162 =/0 40 – 137 = 24-
"Livin'" (135) "Wanted" (39) "Let" (13)
147 =/1 62 – 130 = 10-
"Can'tcha" (121) "Engines" (50) "Hollyann" (33)
138 =/2 25 – 98 = 38-
"Mandolin" (136) "Western" (60) "Every" (9)
151 =/2 28 – 112 = 36-
"Smoking Gun" (145) "Guess" (11) "Right" (8)
150 =/3 36 – 110 = 40-
"Nobody" (132) "Loved" (26) "Make" (19)
147 =/3 23 – 85 = 62-
"Wanna" (36) "Endless" (6) "Should" (6)
139 =/4 47 – 112 = 26-
"Baby" (96) "Room" (50) "Hymn" (10)
123 =/2 22 – 85 = 34-
"Fools" (141) "Private" (10) "All" (7)
149 =/3 27 – 96 = 44-
"Battleship" (130) "Keep" (33) "Railroad" (27)
146 =/1 11 – 56 = 88-
"Standing" (153) "Late" (11) "Money" (7)
157 =/6 15 – 67 = 87-
"America" (128) "When" (3) "Hold" (3)
134 =/2 16 – 79 = 48-
"Gun" (104) "Sixteen" (14) "Soul" (7)
110 =/3 18 – 73 = 33-
"Tonight" (122) "Land" (14) "Deep" (3)
129 =/5 17 – 60 = 63-
"Bad Attitude" (118) "Call" (45) "Unwritten" (4)
137 =/3 4 – 37 = 85-
"Shakin'" (145) "Set Me Free" (6) "One Time" (2)
148 =/1 5 – 34 = 97-
"Big Time" (104) "Eyes" (3) "Don't Give Up" (2)
107 =/1 26 – 80 = 18-
"Ain't So" (127) "Swallowed" (5) "Welcome" (2)
132 =/8 4 – 42 = 82-
"Final" (130) "Rock" (3) "Ning" (2)
131 =/5 11 – 54 = 69-
"Jacob's" (87) "Whole" (17) "I Know" (12)
104 =/1 14 – 70 = 28-
"Working" (71) "Lost" (40) "Rock" (3)
100 =/3 3 – 44 = 48-
"Coming" (102) "What About" (1) "Sunday" (1)
104 =/4 9 – 38 = 64-
"Too Hot!" (91) "Stay" (14) "Skyline" (2)
105 =/3 3 – 27 = 69-
"Finer Things" (88) "Back" (14) "Take It" (6)
98 =/30 6 – 25 = 71-
"Nobody" (100) "Lookin'" (3) "Somebody" (3)
91 =/9 13 – 45 = 38-
"Fire" (49) "Seeds" (21) "Because" (20)
70 =/5 6 – 29 = 32-
"The Best Man" (81)
81 =/0 19 – 55 = 22-
"Power" (95) "All I Wanted" (16) "Silhouettes" (1)
103 =/8 3 – 22 = 73-
"I'll Be Alive" (61) "Positive" (3) "Happy" (1)
84 =/0 15 – 51 = 29-
"Child" (98) "Shades" (1) "Isolation" (1)
98 =/1 14 – 17 = 64-
"No Time" (95) "Caroline" (3) "Passion" (3)
102 =/3 13 – 11 = 79-
"World Shut Your Mouth" (100)
100 =/2 12 – 73 = 73-
"Make It Mean" (104) "Heloien" (1) (1)
105 =/1 10 – 11 = 73-
"Willie" (94) "Superstition" (5) "Pride" (3)
96 =/1 16 – 10 = 72-
"The Wanderer" (74) "I Hear" (8) "Slipping" (2)
82 =/9 1 – 7 = 61-
"Hole Mei" (71) "Looking" (5) "Can I Hold" (2)
75 =/6 2 9 52-
"Laughing" (64) "True" (9) "Emotion" (2)
72 =/9 0 10 – 52 = 55-
"Behind" (60) "Blood" (2) "Swing" (1)
64 =/1 2 – 15 = 41-
"Don't Dream" (65) "World" (2) "Mean" (1)
68 =/13 3 – 12 = 45-
"Cowboy" (69) "EZ Come" (1) "Cumin" (1)
69 =/7 2 8 – 46 = 46-

**BREAKERS**

ROBIN TROWER

Passion (GNP/Crescendo)
60% of our reporters on it.

**NEW & ACTIVE**

**DON DIXON**

"Most Of The Girls Like To Dance..." (Enigma) 61/3 (60/12)

Aces: KZME, KOC, KZOD. Power: 1. Heavy: WHOL, WQRT, WSKY, WRLD, KIMI, KQWZ. Medium: 45 including: WACO, WKTZ, KUZO, WHEZ, WKEF, KNME, WERB, WKEF, WOG, WZS.

**LONE JUSTICE**

"Shelter" (Geffen) 50/7 (52/5)

Aces: KTQZ, WSHF, WJFF, KBZQ, WQUQ, WAFF, WAJQ, KUZM, Heavy: 10. WSHF, WACO, WKTZ, KUZO, KHQZ, WACO, WKEF, KQWZ, Heavy: 6. WSHF, WACO, WKEF, KQWZ.

**VINEGAR INVATION**

"Invasion" (Chrysalis) 34/21 (18/4)

Aces: KUZZ, WMMS, KQWZ, WACO, KZME, KOC, WQRT, KQWZ, KZOD, KZME, WKEF, KGNC, WACO, WKEF, WQS, KZME, KOC, WQRT, WACO, WKLW, WKEF, KGNC.

**STRANGLERS**

"Dreamtime" (Epic) 34/21 (23/6)

Aces: WKVE, WACO, KQWZ, WKEF, WACO, WMMS, WTMS, WQRT, WSHF, WACO.

**BRIGHTON ROCK**

"Young, Wild And Free" (Atlantic) 21/4 (17/3)

Aces: WMEG, WMMS, WACO, WKYQ, WKYQ, WSHF, WACO, WMMS.

**IRON MAIDEN**

"Somewhere In Time" (Capitol) 18/1 (10/3)

Aces: KWRL, KUZO, Heavy: 1. KUZO, Medium: 11 including: WACO, WKEF, KQWZ, KDCO, WACO, KHQZ, WQRT.

---

**CONCRETE BLONDE**

"Concrete Blonde" (RCA/MCA) 50/22 (39/14)

Aces: WKBW, WSHF, WKRO, WHLO, WJFF, WQRT, WQWQ, WAFF, WAJQ, KUZM, Heavy: 3. WWKQ, KZOD, Medium: 21 including: KTQZ, WACO, KQWZ, KZOD, WKEF, KQWZ, WACO, WKEF, KZOD.

---

**WABC**

"The Good Life" (Geffen) 50/7 (32/5)

Aces: KUZZ, WMMS, KQWZ, WACO, KZME, KOC, WQRT, WACO, WKEF, KGNC, WACO, WKEF, WQS, KZME, KOC, WQRT, WACO, WKLW, WKEF, KGNC.

---

**KLOS**

"The World" (Capitol) 50/1 (39/3)

Aces: KUZZ, WMMS, WACO, KQWZ, WKEF, KGNC, WACO, WKEF, KGNC, WACO, WKEF, KGNC.

---

**WBBM**

"I Can't Hear Myself Think" (Capitol) 50/7 (32/5)

Aces: KUZZ, WMMS, WACO, KQWZ, WKEF, KGNC, WACO, WKEF, KGNC, WACO, WKEF, KGNC.
THE SOLDIER SASH
from the lp "Broken Homes"

"I MIGHT LIE"
from the lp "Rave On Andy White"

"TRUE"
from the l.p.s. lp "Concrete Blonde"

"WHEN THE SUN GOES DOWN"
from the lp "When The Sun Goes Down"

"ALONE AGAIN OR"
from the lp "Anything"

MCA RECORDS
(C)1987 MCA Records, Inc
PLAYLISTS — An artist’s name is listed once per playlist in the highest rotation that any of his or her tracks are reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy. Records being played in power are included in a station’s heavy rotation.

For all stations, light rotation is condensed to include only those records added to the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner.

Symbols:
- "A" — Record is newly reported or additional tracks have been added.
- "M" (L) — Other tracks from that album are in those rotations (medium or light).

An artist’s name with no abbreviations means all airplay is in the listed rotation.

A "frozen" list indicates that a current report was not received, and last week’s rotations are included in the data base.

PARALLELS — Stations arranged by market size, according to Arbitron’s MSA population figures.

Parallel One: 1,000,000 – 1,500,000
Parallel Two: 200,000 – 1,000,000
Parallel Three: under 200,000
Stations at a significant ratings disadvantage to their in-market competitor(s) are assigned a lower parallel.
### MIDWEST

**KIMM-Des Moines**
- (515) 271-4550
- PD: SPENCER
- APD: TONY
- JIM LESTER
- KING CONDO
- NICOLE
- R & R: RON
- KERROLO
- 5104
- M:
- 602-252-0880
- RD: TONY
- DAY
- DENVER
- 1987
- BAND
- 741
- 1987
- CIAPTON
- 605
- OIL
- 415
- JULES
- 207
- 202
- 303
- 602
- RD: BUCK
- 203
- 202
- 207
- 303
- 602
- 207
- 202
- 303
- 602
- PARALLEL

### WEST

**KQED-San Francisco**
- (415) 864-9000
- PD: JUDY
- APD: JAY
- JIM LESTER
- KING CONDO
- NICOLE
- R & R: RON
- KERROLO
- 5104
- M:
- 602-252-0880
- RD: TONY
- DAY
- DENVER
- 1987
- BAND
- 741
- 1987
- CIAPTON
- 605
- OIL
- 415
- JULES
- 207
- 202
- 303
- 602
- PARALLEL

### PARALLEL THREE

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### PARALLEL ONE

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### EAST

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### REGIONAL AOR ACTIVITY

**Regional Reporter**

- **WNOR-FM/Norfolk**
- **WRXL/Richmond**
- **WWTR/Ocean City**
- **WWV/Charlottesville**

Three stations failed to report. Their rotations were frozen. KRSF-FM/Salt Lake City WCCC/Hartford WFTY/Jacksonville, FL.

**KPSP/Ashpen** is no longer an AOR reporter.

**Four stations reported a frozen list:**
- **WNOR-FM/Norfolk**
- **WRXL/Richmond**
- **WWTR/Ocean City**
- **WWV/Charlottesville**

169 Reporters
162 Current Playlists
## CHR PARALLEL ONE PLAYLISTS

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Format</th>
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<th>Assistant PD</th>
<th>MD</th>
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<td>Z93-FM</td>
<td>Atlanta</td>
<td>CHR</td>
<td>Bob Case</td>
<td>Lindsay Burdette</td>
<td>PD/MO/OM</td>
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<td>Z100-FM</td>
<td>Miami</td>
<td>CHR</td>
<td>Ron Rich</td>
<td>Mason Dixon</td>
<td>PD/MO/OM</td>
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<tr>
<td>94-Q</td>
<td>Atlanta</td>
<td>CHR</td>
<td>Jim Morrison</td>
<td>Jeff McCaffrey</td>
<td>PD/MO/OM</td>
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<td>KBBQ-FM</td>
<td>Minneapolis</td>
<td>CHR</td>
<td>John Lander</td>
<td>Rick Parker</td>
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<td>Santa Fe</td>
<td>CHR</td>
<td>Kevin Metheny</td>
<td>Marcia Guckian</td>
<td>PD/MO/OM</td>
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<td>93.3 FM</td>
<td>Houston</td>
<td>CHR</td>
<td>Steve Davis</td>
<td>Steve Wristick</td>
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<td>97.1 FM</td>
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<td>CHR</td>
<td>Bill Richards</td>
<td>Mary Ann Raymond</td>
<td>PD/MO/OM</td>
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*Note: The above table represents a partial list of CHR parallel one playlists.*
WANTED: Your station’s best promotion of 1986!

Whether it’s a giveaway, a community service, an event, a stunt — you’ll want to enter it in NAB Radio’s Best of the Best Promotion Contest

Yours could be one of three stations to win industry-wide recognition at NAB’s 65th Annual Convention and $500 cash!

Call NAB Radio, (202) 429-5420 for more information
### PARALLELS

<table>
<thead>
<tr>
<th>JOURNEY</th>
<th>(I'll Be Alright Without You) (Columbia)</th>
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<tr>
<td></td>
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<td>21045 23%</td>
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<th>HUEY LEWIS &amp; THE NEWS</th>
<th>Juke's Ladder (Crysalis)</th>
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<tr>
<td></td>
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<td>22046 38%</td>
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<tr>
<td></td>
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<td>National 22</td>
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<td>Summary</td>
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<tr>
<th>MADONNA</th>
<th>Open Your Heart (Sire/MB)</th>
<th>Regional 4</th>
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<tr>
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<th>LONE JUSTICE</th>
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<td>17046 32%</td>
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<td>Summary</td>
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<th>RED SPEEDWAGON</th>
<th>That Ain't Love (Vee Jay)</th>
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<td></td>
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<td>22047 27%</td>
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<td>National 52</td>
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<td>Summary</td>
</tr>
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**January 30, 1967 R&R**
### Lionel Richie
- *Stardust (Motown)*
- LP: *Dancing On The Ceiling*

### Bruce Springsteen & The E Street Band
- *Blowout* (Columbia)
- LP: *Springsteen Live 1975-1985*

### Status Quo
- *Reachin' in All Directions*

### Tina Turner
- *What You Get Is What You See* (Capitol)

### Wang Chung
- *Let's Go* (Cherry)
- LP: *Mi Mi Mi*

### Luther Vandross
- *Stop To Love* (Epic)
- LP: *Give Me the Reason*

### Bruce Willis
- *Respect Yourself* (Motown)
- LP: *The Return Of Bruce*
BEST OF '87

TOP 100

1. Michael Jackson
2. Whitney Houston
3. Madonna
4. Bruce Springsteen
5. Janet Jackson
6. Whitney Houston
7. Haddaway
8. Shahram
9. Seal
10. Careless

HOTTEST

8. "Kiss (When It's Dangerous)" (Polygram/Polystar)
9. "Til Tuesday "Coming on Too Strong" (Epic)
10. "Shirley Murdock "At War With You" (Epic)

Most Active

1. Don Vaughan
2. Chicago
3. Madonna
4. Samantha Fox
5. Huey Lewis

Best of 1987

1. Spin City
2. Who
3. BB Kings
4. The Rolling Stones
5. The Eagles

Most Active

1. Michael Jackson
2. Whitney Houston
3. Madonna
4. Bruce Springsteen
5. Janet Jackson

New & Active

EXPOSE "Come Go With Me" (Arista 134-01497)
110 Moves: Up 16, Debuts 89, Same 26, Down 0, Adds 52 including Q107, KZPP, KJKR, KQMT, XHOT, KBLS, KQMT.

STEPPIN UP "Midnight Blue" (Albatross ASTRALIA/Polystar 69-167)
65 Moves: Up 20, Debuts 39, Same 44, Down 0, Adds 44 including WGAU, WDCQ, WHYY, WMIR, WYCW.

LOU BARRAM "Midnight Blue" (Albatross 123-036)
65 Moves: Up 6, Debuts 25, Same 34, Down 0, Adds 31 including WJEX, WJZT, WCLL, WCSR.

BRUCE SPRINGSTEEN "Fire" (CBS/REPRISE 198-357)
65 Moves: Up 21, Debuts 33, Same 34, Down 0, Adds 31 including WQXK, WCDM, WQKI.

DRACO HALL "Somebody Like You" (RCA 89-131)
60 Moves: Up 1, Debuts 21, Same 59, Down 0, Adds 21 including WWJZ, WQBI, WQTM, WQYX.

CAMEO "Candy" (Atlantic Records/Astral 67-1617)
57 Moves: Up 10, Debuts 27, Same 54, Down 0, Adds 21 including WJZT, WKHH, WQYX.

GLORIA GAYNOR "We Will Rock You" (Atlantic 71-1111)
56 Moves: Up 7, Debuts 43, Same 16, Down 0, Adds 43 including WDCQ, WSHA, WJZT, WQXI, WQYX.

ZWILLOM "Dance" (Astral NEW YORK/Polystar 69-1642)
56 Moves: Up 17, Debuts 26, Same 40, Down 0, Adds 26 including WJZT, WKHH, WQYX, WQSI.

LIONEL RICHIE "Deep River Woman" (Motown 59-184)
56 Moves: Up 3, Debuts 25, Same 45, Down 0, Adds 25 including WJZT, WKHH, WQYX.

KISS "Love Gun" (Casablanca 60-197)
54 Moves: Up 21, Debuts 23, Same 1, Down 0, Adds 23 including WJZT, WKHH, WQYX.

BON JOVI "Livin' on a Prayer" (Atlantic 61-1868)
54 Moves: Up 2, Debuts 19, Same 38, Down 0, Adds 19 including WJZT, WKHH, WQYX.

SANDY AHMED "What It's Like" (Atlantic 62-1885)
54 Moves: Up 1, Debuts 21, Same 36, Down 0, Adds 21 including WJZT, WKHH, WQYX, WQSI.

BRIAN MAPLES "Dancing on the Downstairs Landing" (Not On Label 63-1888)
51 Moves: Up 4, Debuts 26, Same 22, Down 0, Adds 26 including WJZT, WKHH, WQYX.

HOUSTON "You Give Love a Bad Name" (Atlantic 64-1889)
51 Moves: Up 3, Debuts 25, Same 26, Down 0, Adds 25 including WJZT, WKHH, WQYX.

BOB SEGER "Ride Away with Me" (Lone Star Records 65-1906)
51 Moves: Up 2, Debuts 21, Same 4, Down 0, Adds 21 including WJZT, WKHH, WQYX.

GARY WILLIAMS "Can't Help Falling in Love" (Epic 66-1915)
50 Moves: Up 1, Debuts 20, Same 41, Down 0, Adds 20 including WJZT, WKHH, WQYX.

TIMBRE "You're My World" (With 107-2104)
50 Moves: Up 1, Debuts 20, Same 26, Down 0, Adds 20 including WJZT, WKHH, WQYX.

OLIVIA NEWTON-JOHN "Heartache Tonight" (Atlantic 67-1919)
50 Moves: Up 1, Debuts 20, Same 27, Down 0, Adds 20 including WJZT, WKHH, WQYX.

THE BEE GEES "How Can You Mend a Broken Heart" (Atco 68-1925)
50 Moves: Up 1, Debuts 20, Same 27, Down 0, Adds 20 including WJZT, WKHH, WQYX.

DOUGY "In the Mood Tonight" (Atlantic 69-1925)
50 Moves: Up 1, Debuts 20, Same 28, Down 0, Adds 20 including WJZT, WKHH, WQYX.

OLIVIA NEWTON-JOHN "The Way We Were" (Atlantic 70-1931)
50 Moves: Up 1, Debuts 20, Same 28, Down 0, Adds 20 including WJZT, WKHH, WQYX.

LOU BARRAM "Midnight Blue" (Albatross 123-035)
50 Moves: Up 6, Debuts 25, Same 34, Down 0, Adds 31 including WJEX, WJZT, WCLL, WCSR.

CUMMINS "Don't Leave Me This Way" (Atlantic 71-1821)
46 Moves: Up 1, Debuts 33, Same 37, Down 0, Adds 33 including WQBI, WQTM, WQYX.

CARLOS "One Love One People" (Atlantic 72-1849)
46 Moves: Up 1, Debuts 33, Same 37, Down 0, Adds 33 including WQBI, WQTM, WQYX.

FINITO "I'm Not in Love No More" (Atlantic 73-1850)
46 Moves: Up 1, Debuts 33, Same 37, Down 0, Adds 33 including WQBI, WQTM, WQYX.
KEEP YOUR EYE ON ME

ALPERT

SINGLE AND 12 INCH OUT NOW! ALBUM, MARCH 2.

PRODUCED BY JAMES HARRIS III AND TERRY LEWIS FOR FLYTE TYME PRODUCTIONS, INC.
EXECUTIVE PRODUCER: JOHN McCLAIN

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### CONTEMPORARY HIT RADIO

| 1 | MADONNA/Open Your Heart (Sire/WB) |
| 2 | BON JOVI/Livin' On A Prayer (Mercury/PG) |
| 3 | ROBERT CRAY BAND/Smokin' Gun (Mercury/PG) |
| 4 | EDDIE MONEY/I Wanna Go Back (Columbia) |
| 5 | ERIC CLAPTON/Tearing Us Apart (Duck/WS) |
| 6 | WORLD PARTY/Ship Of Fools (Chrysalis) |
| 7 | LOU GARRAM/Midnight Blue (Atlantic) |
| 8 | BRUCE HORNSBY & THE RANGE/Mandolin Rain (Columbia) |
| 9 | ALAN PARSONS PROJECT/Starting On Higher Ground (Arista) |
| 10 | STEVE MILLER BAND/Nothing But You Baby (Capitol) |
| 11 | KBC BAND/America (Arista) |
| 12 | LOS LOBOS/Shakin' Shakin' (Saw/WS) |
| 13 | EUROPE/The Final Countdown (Epic) |
| 14 | PETER GABRIEL/Big Time (Elektra) |
| 15 | PRETENDERS/My Baby (Sire/WS) |
| 16 | GENESIS/Tonight, Tonight, Tonight (Atlantic) |
| 17 | BILLY IDOL/Don't Need A Gun (Chrysalis) |
| 18 |CRET PROUD/In Love (Portrait/ID) |
| 19 | ARETHA FRANKLIN/Who's Got The Right (Columbia) |
| 20 | JANET JACKSON/Let's Talk About Love (Columbia) |
| 21 | TWO LAUGHERS/Meet Me In Love (EMI America) |
| 22 | KELLY PRICE/Go On (Gammazoo/EMI) |
| 23 | PHILIPS/Sea Of Blue (Boston) |
| 24 | JERMAINE JACKSON/Words Into Action (Arista) |
| 25 | CAREY HART/Can't Help Falling In Love (EMI America) |
| 26 | ARETHA FRANKLIN/Jimmy Lee (Arista) |
| 27 | JANET JACKSON/Let's Talk About Love (Columbia) |
| 28 | ROBBIE NEVIL/C'est La Vie (Manhattan) |
| 29 | EDDIE MONEY/I Wanna Go Back (Columbia) |
| 30 | CINDERELLA/Nobody's Fool (Mercury/PG) |
| 31 | BRUCE WILLY/Respect Yourself (Motown) |
| 32 | SHANIKA/What's That Noise (Relativity) |
| 33 | JANET JACKSON/Let's Talk About Love (Columbia) |
| 34 | WANG CHUNG/It's Go (Elektra) |
| 35 | STEVE MILLER BAND/Nothing But You Baby (Capitol) |
| 36 | GENESIS/Love's interventions (Atlantic) |
| 37 | BILLY JOEL/This Is The Time (Columbia) |

### BREAKER

- BREAKER [Jeff Lorber](Lorber) - KARYN WHITE/Facts Of Love (EB)
- BREAKER [Corey Hart](Hart) - Can't Help Falling In Love (EMI America)
- BREAKER [Aretha Franklin](Franklin) - Jimmy Lee (Arista)
- BREAKER [Janet Jackson](Jackson) - Let's Talk About Love (Columbia)
- BREAKER [Europe](Europe) - The Final Countdown (Epic)

### BLACK/Urban

- MELBA MOORE/Falling (Capitol)
- FREDDIE JACKSON/Have You Ever Loved Somebody (Capitol)
- CAMEO/Candy (Atlantic Artists) (Capitol)
- LIONEL RICHIE/Ballerson Girl (Motown)
- CLUB NOUVEAU/Situation #9 (Tommy Boy/WB)
- SHIRLEY MURDOCK/As We Lay (EMI America)
- GAB BAND/Big Fun (Total Experience/Capitol)
- DONNA ALLEN/Serious (Capitol)
- ROSE ROYCE/Don't Have To Be This Way (DMC/Atlantic)
- LOU GARRAM/I Got It All (RCA)
- RAY GOODMAN & BROWN/It's The Limit (EMI America)
- HOWARD HUE/Time (Elektra)
- GLADYS KNIGHT & PIPS/It's Me (Motown)
- ROY ROYCE/Don't Have To Be This Way (DMC/Atlantic)
- JETS/You Stop (Scotti Bros/CBS)
- JANET JACKSON/Let's Talk About Love (Columbia)
- ARETHA FRANKLIN/Jimmy Lee (Arista)
- LUTHER VANDROSS/Goop To Love (Epic)
- GREGORY ABBOTT/How Sweet It Is (Motown)
-内幕[Jeffrey Osborne](Osborne) - In Your Eyes (A&M)
- JEFFREY OSBORN/In Your Eyes (A&M)
- JANET JACKSON/Let's Talk About Love (Columbia)
- JEFFREY OSBORN/In Your Eyes (A&M)
- JANET JACKSON/Let's Talk About Love (Columbia)
- CHICAGO/Will You Still Love Me (WB)
- LIONEL RICHIE/Ballerson Girl (Motown)
- ROBBIE NEVIL/C'est La Vie (Manhattan)