

1517 JH

I N S I D E:

AM UNDER ASSAULT

The FCC is petitioned to eliminate AM daytimers in favor of a new FM frequency, while **Jefferson Pilot** takes **WBIQ/Greensboro** off the air owing to signal problems.

Page 16

WESTWOOD ONE/MUTUAL ONE YEAR LATER

It's been a year since **WW1** acquired **Mutual**, and **Norm Pattiz** looks back on the eventful 12 months.

Page 28

AOR'S NEW RELEASE SHOWCASES

Steve Feinstein examines shows that feature new and alternative music.

Page 46

IN THE NEWS THIS WEEK

- **Bob Kardashian** President of new MCA radio syndication unit
- **Lyndon Abell** PD at **WTIC-FM**
- **Peter May** GM at **KSTP**
- **Scott Meier** GM at **KJJO**
- **WKRC's Nancy McCormick** killed in copter crash
- **Don Daniels** PD at **WHB**
- **Scott Donahue, William Servick** expand VP duties at **Select**
- **Sugar Hill** sues **MCA**
- **Bob Jones** OM, **DeWayne Dancer** MD at **Heart & Soul**
- **Bruce Krawetz** GSM at **WLS & WYTZ**
- **Arthur Tek** VP/CFO at **SunGroup**
- **Nancy Bryant** GSM at **WMZQ-AM & FM**
- **Bill Sauer** GSM, **Karyn Green** LSM at **KIMN & KYGO**
- **Jon Gibson** GSM at **KTKS**
- **Elizabeth Yoder** GSM at **WWKX**
- **Keith James** GSM at **KHIH**
- **Nancy Dieterich** GSM, **Judy Weinberg** Retail SM at **WMRQ**

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TURKEY WINNERS FOR THANKSGIVING

The prizewinners in **R&R's** first "turkey" contest reveal their most embarrassingly fouled-up promotions, inadvertently indecent exposures, and enough faux pas to give anyone in radio pause. And, radio and record folk reminisce over their most horrendously garbled lyric interpretations.

Page 30, 31, 34

NEXT WEEK IN R&R

Adam White reports on the radio-to-records job migration syndrome.

Newsstand Price \$5.00



RIVERS TO KIIS, FERRARA TO KS103

Gannett Selects New California Programmers

Gannett's **KIIS-AM & FM/Los Angeles** has hired **KMEL/San Francisco** PD **Steve Rivers** as PD, beginning December 8. He fills a void created when **Gerry DeFrancesco** was elevated to Gannett Radio's VP/Programming in June.

In the wake of **Rivers's** arrival, **Mike Schaefer**, a five-year **KIIS** veteran who served as Asst. PD for **KIIS-FM** and PD of **KIIS (AM)**, has left the company to explore his own programming opportunities after declining the PD post at sister **CHR KSDO-FM (KS103)/San Diego**. As a result, **WBZZ (B94)/Pittsburgh** PD **Nick Ferrara** has resigned from **EZ Communications** to join **KS103** as OM/PD December 16. That post had been recently vacated by **Mike Preston**, now PD at **Nationwide CHR KWSS/San Jose**.

KIIS President/GM **Lynn Anderson-Powell** told **R&R**, "I'm real confident of my decision to bring **Steve** in. He's been



Steve Rivers

tremendously successful at every station he's programmed. **Steve's** track record and his intense desire to win make him the perfect choice to program **KIIS-AM & FM.**"

KSDO-AM & FM President/GM **Chris Conway** told **R&R**,



Nick Ferrara

"**Nick** is a tremendous programmer with a fabulous track record. **B100 (KFMB-FM)** is already a strong competitor as a **CHR** dressed up as an **AC**, for all intents and purposes. With new competition on the way

GANNETT/See Page 7

WMAQ Phases Out Country For News/Talk

By **Lon Helton**

NBC O&O and **Country** legend **WMAQ/Chicago** has officially changed to a **News/Talk** format, completing a formative evolution which began two years ago.

WMAQ PD **Bill Gamble** told **R&R**, "When we were on top of the hill as a **Country** station, we looked at how we could grow. Research, experience, and other factors convinced us we had come close to maximizing our growth. We were at a 3.5 and couldn't see a lot of growth past a four share. We wanted to win longterm, and to do that sometimes requires losing in the short term. Two years ago, we slowly began moving into **Talk** programming. Now that it's complete, we think the erosion is going to stop and the growth will begin.

"As a **Country** station, we were an island on the **AM** band. Look at the **AM** dial and see who's on top. **WGN** and **WBBM** have tremendous audiences. We think both are vulnerable,

and we think we can get a lot of their listeners. With (former **News/Talk**) **WIND** going away,

WMAQ/See Page 7

JIMENEZ VP/GM

XETRA Resets Team

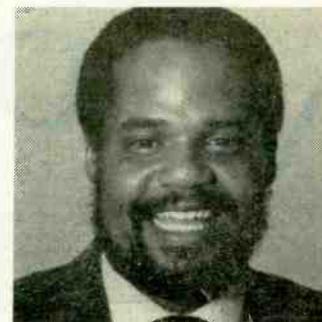


Tom Jimenez

At **Gold/AOR** combo **XETRA-AM & FM/San Diego**, co-GSM **Tom Jimenez** has been upped to **VP/GM**, co-GSM **Bill Arbenz** moved up to the corporate post of **VP-Director/Sales & Sports**, and **LSM Mike Glickenhau** was promoted to **GSM**. The manage-

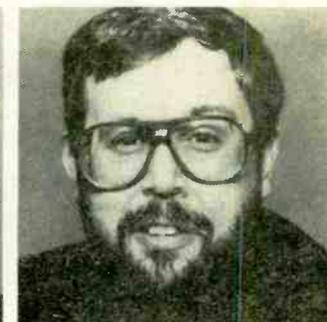
XETRA/See Page 7

PALMESE, BUSBY, BURNS MCA Restructures Executive Tier



Jheryl Busby

In departmental restructuring at **MCA Records**, Sr. VP/**Black Music** **Jheryl Busby** has



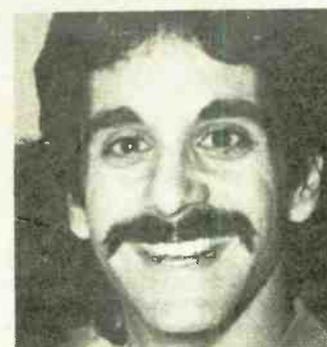
Richard Palmese

been promoted to **Exec. VP/Acquisition & Development** and **President, Black Music**. **Richard Palmese** remains **Exec. VP/Marketing & Promotion**, while Sr. VP/**MCA Distributing** **John Burns** is elevated to **Exec. VP/MCA Distributing & Manufacturing**. These three department heads report directly to **MCA Records** President **Myron Roth**.

MCA Music Entertainment Group President **Irving Azoff** remarked, "This is yet another step in **MCA Records'** continued

MCA/See Page 8

Phillips Now GM At KISW



Beau Phillips

KISW/Seattle Asst. Station Manager/PD **Beau Phillips** has been upped to **GM** at the heritage **AOR** station, recently acquired by **Nationwide Communications**. He's the outlet's second consecutive **GM** with a programming background, replacing **Steve West**, who after seven years at **KISW's** helm became **GM** at crosstown **KQKT** two week ago.

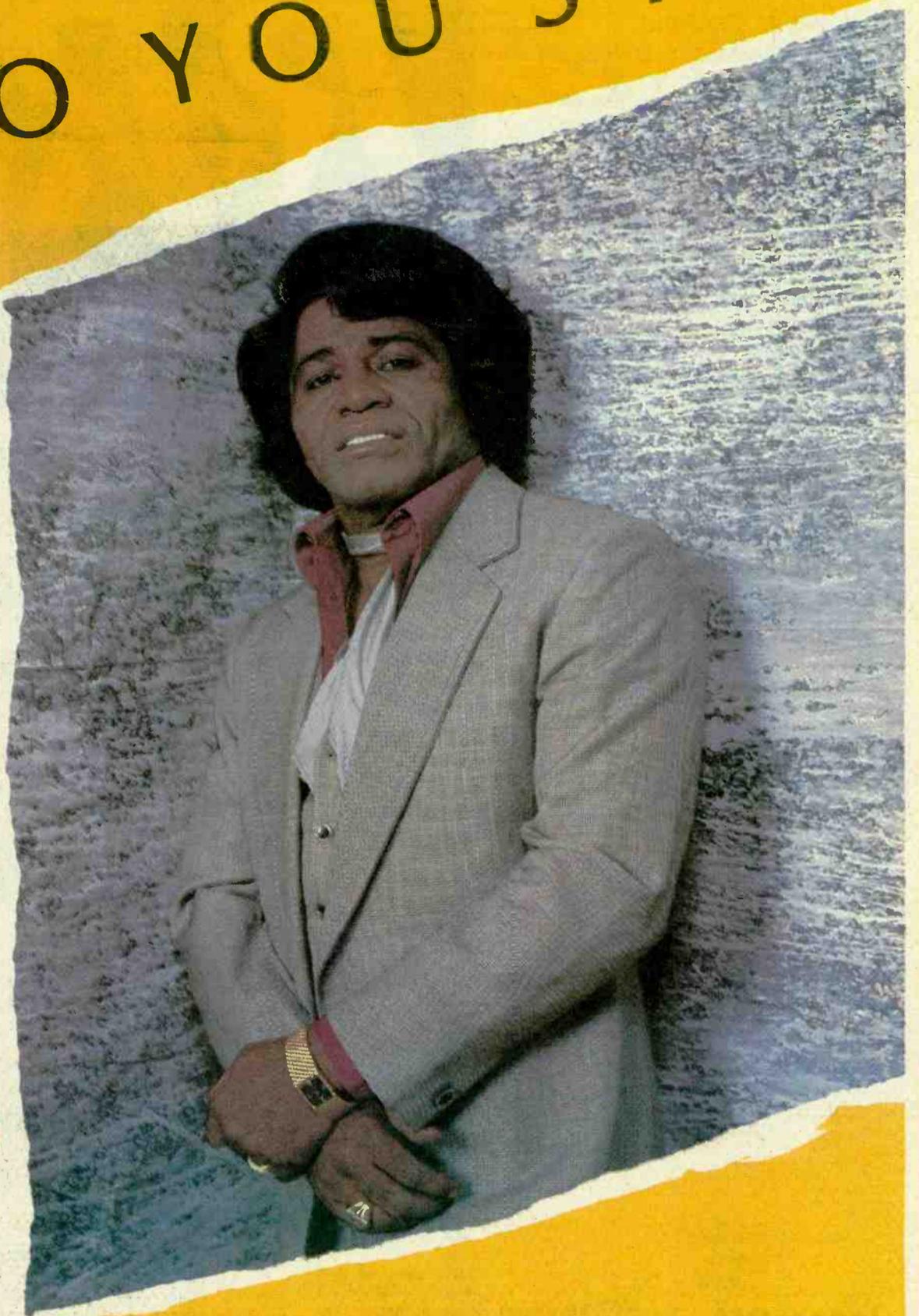
Phillips was named **Asst. Station Manager** two years ago. He's programmed the station for nine years, with the exception of a brief period in 1983-84 when he left the station's day-to-day operations for a national programming post with then-owner **Kaye-Smith**. Prior to **KISW**, he served as **MD** and air personality at **KYA-FM/San Francisco**, **KAZY/Denver**, and **KFMF/Chico**.

Phillips told **R&R**, "The response and the support of the staff has been fabulous. The salespeople are delighted; they realize the product continuity will be stable. The jocks are thrilled for me; their only concern is that, after being so used

PHILLIPS/See Page 8

HOW DO YOU STOP

The New Single From
JAMES BROWN



Destined To Be A Classic

Produced By Dan Hartman



On CBS Records, Cassettes and Compact Discs

NOVEMBER 28, 1986

ATTRACTING GET NEW BUSINESS

WSB's Todd Leiser suggests six prime places to look for new business at your radio station.

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Jones OM, Dancer MD At Heart & Soul

At SMN's "Heart & Soul" service, PM driver Bob Jones has been promoted to Operations Manager. Swing announcer DeWayne Dancer has been tapped as MD. They replace the exiting Jim White and Scott Allen, who had held those jobs, respectively, since early this year.

Jones has been with the R&B oldies format since it signed on last November. He earlier programmed WIGO/Atlanta and was a longtime air talent at KDIA/Oakland.

SMN's Robert Hall told R&R, "Bob has spent his entire life entertaining and programming the kind of music that Heart & Soul is all HEART & SOUL/See Page 4

ACQUISITIONS, NEW PROGRAMS PLANNED

Kardashian Heads New MCA Radio Syndication Unit

MCA Music Entertainment has announced the formation of MCA Radio Syndication, a new corporate division designed to acquire and/or develop programming for national radio distribution. Bob Kardashian has been named President of the new division, and is responsible for creating programming for all radio formats.

Kardashian will report directly



Bob Kardashian

to MCA Music Entertainment President Irving Azoff, who commented, "It is exciting for us to attract an executive as talented as Bob to guide our efforts in this new MCA venture."

May GM At KSTP



Peter May

Peter May has rejoined Hubbard Broadcasting, coming aboard as GM for News/Talk outlet KSTP/Minneapolis. He previously served with Hubbard at KSTP-FM from 1980-84, and spent the last three years as owner of KBXT/Duluth.

May told R&R, "It's great to be back with Hubbard. It's a marvelous company to work for, with an excellent upper-management staff. I hope to make KSTP even more of a market player than it already is."

May replaces Scott Meier, who left to manage KJJO across town (see separate story).

Select Promotes Donahue, Servick

At Select Radio Representatives, VP/New York Sales Manager Scott Donahue was promoted to VP/Eastern Regional Manager, and VP/Atlanta Office Manager William L. Servick was upped to VP/Southern Regional Manager.

Donahue has been with Select (formerly Selcom) since 1980, when he joined the New York sales staff as an AE. In January 1981 he was named VP/Manager of Selcom's Chicago office, and in 1984 returned to New York as VP/New York Sales Manager.

Servick joined Selcom in 1979 as a Chicago AE, opened the company's Philadelphia office in 1979 as VP/Manager. He was named VP/Manager of the Atlanta office in 1984.

Select President William McHale commented, "Select Radio is now in the process of building an even stronger station base. Toward that end, we are maintaining our successful regional manager structure. Scott and Bill have been a tremendous asset to our company, and they're very deserving of these promotions."

McCormick, Pilot Killed In WKRC Chopper Crash

WKRC/Cincinnati's three-year air traffic reporter Nancy McCormick, 26, was killed early Tuesday morning (11-25) when the leased helicopter she was riding in crashed in a nature preserve near Lunken Airport, approximately five miles from the station. Pilot Daniel Gould, 31, also died in the

Meier GM At KJJO

After three years with KSTP/Minneapolis, GM Scott Meier has opted for the same position at Park Broadcasting's KJJO across town.

Meier told R&R, "I was looking for a new opportunity. I wanted to be affiliated with a music station, and I wanted to stay in the Minneapolis-St. Paul area. I was also looking for a company I could expand with, and Park came along at just the right time."

Park VP/Radio Division Bill Fowler noted, "We're very happy to have Scott's market knowledge and experience working for us. KSTP didn't seem to be going in the same direction he was, and luckily we were."

Meier replaces Mike Waggoner, who left the Classic Rock outlet to pursue a career in television sales.

MCA Hit By Sugar Hill Lawsuit

MCA Records has been sued in federal court by Sugar Hill, the black music label with which it signed a distribution deal in 1983. The suit, filed in Newark Nov. 19, accuses MCA of conspiring to ruin Sugar Hill financially in order to obtain the Chess catalog at a "greatly deflated" price, and of doing so with the involvement of reputed mobster Sal Pisello.

In response, MCA issued a statement saying that it is "outraged by the news that Sugarhill (sic) is accusing it of violating the Racketeer-Influenced and Corrupt Organizations (RICO) Act." Also, the company states, "Considering that over the past several weeks, MCA Records has confronted Sugarhill with extensive evidence indicating Sugarhill's apparent massive

Kardashian told R&R that the initial growth of the division will come from both acquisition and program development. "Syndication is a field we think is open," he explained. "We feel there's room for growth, and since there is a lot of synergy between the various MCA divisions we want to tap into some of that energy. We plan on developing several new shows of our own, as well as acquiring programming or entire companies - it all depends on what comes up. We will not, however, gear up ten new shows to debut in 1987. We're going to go slowly."

Kardashian, an attorney and financial investor, formerly was co-President of R&R Entertainment and handled R&R's business matters from its inception until 1983.

accident. Although the weather was very foggy that morning, no official cause for the crash has been determined.

WKRC lost contact with McCormick after her 6:35am report, and at 7:10, the station began asking listeners for information regarding the helicopter's whereabouts. Shortly before 9am, authorities discovered the crash site. It is believed that both McCormick and Gould were killed instantly by the crash.

VP/GM John Soller told R&R, "Nancy was a real trouper, and a fun person to be around. She had a wonderful sense of humor, and wasn't just a straight-line reporter. Nancy would get caught up with the personalities, and was a part of their shows." Soller added that McCormick had served four years with WKRC, starting as a college intern. "Nancy was a pro, devoted to her work," he said. "I think she liked us all, and we certainly loved her."

Funeral services were planned for November 28-29. The McCormick family has requested that in lieu of flowers that food donations be brought sent to area IGA grocery stores, which will distribute the goods to needy families during the holidays.

fraud and material breaches in its dealings with MCA Records, it is obvious that this lawsuit is a bad faith effort to avoid facing MCA Records' claims and obscure the real issues."

Joe Robinson is the principal owner and President of Sugar Hill, which is based in Englewood, NJ. The label was co-founded in 1979 by Morris Levy, whose stake Robinson subsequently acquired, and Milton Malden.

In its suit, Sugar Hill charges MCA with a number of improprieties, including that the major billed the label for phony transactions, that it failed to collect money owed to Sugar Hill, or to pay money that was collected. The alleged outcome was a financial crisis at Robinson's SUGAR HILL/See Page 8



Lyndon Abell

Abell PD At WTIC-FM

WTYX/Jackson, MS PD Lyndon Abell will replace Garry Wall as PD of Chase Broadcasting's WTIC-FM/Hartford. Wall, who departs to program KLZZ-AM & FM/San Diego, took the market-leading CHR to new highs in the ratings.

Tom Barsanti, Chase VP and Ten Eighty Corp. Sr. VP/Programming, commented, "We're all sad to see Garry go. Lyndon has the right spark, and an exciting chemistry with me and the others here at the station. I think he'll be bringing a renewed energy to what we're trying to do here at WTIC-FM, and take us to new ratings successes."

Abell, who has programmed WTYX for almost two years, has also worked at WNBC/New York as morning show producer for Don Imus, MD, and eventually Asst. PD. He told R&R, "TIC-FM is a

ABELL/See Page 4

Daniels PD At WHB



Don Daniels

Don Daniels, who has programmed WMEX/Boston for Greater Media since 1984, has been named PD at Shamrock Broadcasting AC outlet WHB/Kansas City. He joins WHB & KUDL/Kansas City OM Jack Casey, who earlier programmed WMEX sister FM WMJX/Boston.

Casey commented that Daniels is "perhaps the best AM Oldies programmer in the country." He added, "Don is just the catalyst we need to recreate the legend of WHB. (Former PD) Jeff Roberts and I both felt that he needs to devote all his energies to the morning show, so Don became a natural choice for PD."

In the summer Arbitron, WHB improved 12+ 2.9-3.4, stepping up from 14th to 13th in the metro. Daniels commented, "Shamrock has the commitment and the resources to make working at WHB a fun and challenging venture. I can hardly wait to get started." Daniels has also programmed KRZN/Denver and WBNF/Binghamton, NY.

NEWS

Yoder GSM At WWKX

Elizabeth Yoder is the new GSM at Capitol Broadcasting Corp.'s recently acquired WWKX/Nashville. She comes to the CHR station after four years with KBPI/Denver, most recently as Sales Manager. She previously worked as an AE at WMC-FM/Memphis.

WWKX VP/GM Tom Severino told R&R, "I'm really pleased to have a quality person like Elizabeth here. We feel fortunate that she decided to make this move, and look forward to her becoming part of this growing team."

Yoder noted, "WWKX is like a brand-new radio station. Coming from Sandusky, it's very exciting

Abell

Continued from Page 3
great radio station, and Tom is a brilliant programmer, so we have so much going for ourselves already. Despite WTIC-FM being at an alltime high, both Tom and I feel there is a lot of room for growth in revenue and ratings. My concern will be concentrated on the latter." Abell begins December 15.

to be aligned with an equally aggressive and winning company like Capitol."

James GSM At KHIH

Three-year KNUS/Denver Sales Manager Keith James has been named GSM for SRO's KHIH/Englewood (Denver). His other previous experience includes sales positions at KALE & KIOK/Tri-Cities, WA and KNDV-TV in the same market.

KHIH debuted October 25 with a "Classic Hits" format, and recently increased power from 30 kw to 100 kw.

SRO Broadcast Colorado Radio Division GM Joe Heslet commented, "We are pleased to have attracted someone of Keith's caliber in a startup situation such as this. He has a solid, successful background and he is assembling a superior sales staff."

CBS/SBK Complete Sale



Shown celebrating the completion of CBS Inc.'s sale of its music publishing arm to SBK Entertainment World are (l-r) SBK's Martin Bandier and Stephen Swid, CBS/Records Group President Walter Yetnikoff, and SBK's Charles Koppelman.

Tek Set As VP/CFO For SunGroup

Arthur Tek has joined SunGroup as VP/Finance and Chief Financial Officer.

Tek, who will relocate to SunGroup's Nashville headquarters, comes to the company from his position as Chief Financial Officer/Business Manager for KMOX-TV/St. Louis. His financial background includes seven years with CBS, Inc. where he held positions in St. Louis and in the network controller's New York office.

SunGroup President Frank Woods said, "Arthur Tek's background in broadcasting will add an enhanced financial function to SunGroup's senior management. He has experience with one of the largest corporations in broadcasting, and he has directed all aspects of broadcast station financial functions."

Heart & Soul

Continued from Page 3
about. I think he has a natural feel for it. He has the support of the staff people and he's going to do an excellent job for us."

Dancer was most recently PD of B/U KNOK/Ft. Worth-Dallas (now KDLZ); he will also replace Allen as Heart & Soul's morning an-

nouncer. Jones will continue to do afternoons, and there are no other staff changes. The appointments coincide with the format's gradual refocusing on R&B gold after becoming more crossover-oriented. Current music, which had been a part of the format since its inception, has been phased out, although some recurrenents are still used.

SPEND THE WEEKEND WITH THE STARS

JOHN LANDER'S HIT MUSIC USA

6-7 Dave Clark Five
13-14 Tony Orlando & Dawn
DICK CLARK'S Rock Roll & Remember
20-21 Christmas
27-28 Bee Gees

6-7 The Four Tops
13-14 Stevie Wonder

MOTORCITY BEAT
20-21 Motor City Beat Christmas Special
27-28 Motor City Beat: Captured Live

AMERICAN MUSIC MAGAZINE

6-7 Elton John
13-14 The Cars
HOT ROCKS
A Hot Rockin' Christmas
20-21
27-28 Eddie Money

NEWS

**Bryant GSM
At WMZQ-
AM & FM**

Nancy Bryant has been promoted to GSM at WMZQ-AM & FM/Washington. An Account Executive with the Viacom Country combo since September 1984, she succeeds Paul Wilensky, who advanced to VP/GM two weeks ago.

"Nancy has been a major contributing factor to WMZQ's overwhelming success," said Wilensky. "Her strong people skills, coupled with her extensive knowledge of our business, make her the best selection for the job."

Bryant commented, "I am delighted at the confidence Paul has shown in me, and I am pleased to be with a company such as Viacom that strongly believes in promoting from within."

Bryant began her career in radio at WBOC/Salisbury, MD as a copywriter. She worked in Washington at WASH and WGAY before joining WMZQ.

WB Signs Bee Gees



Returning to the record wars, the Bee Gees have signed with Warner Bros., with an Arif Mardin-produced LP due next year. Pictured (l-r standing) are Kragen & Co.'s Gary Borman and Harriet Sternberg, Barry Gibb, WB Chairman Mo Ostin, Robin Gibb, and Ken Kragen; (l-r kneeling) Mardin and Maurice Gibb.

**WEINBERG
HANDLES RETAIL**

**Dieterich GSM
At WMRO**

Nancy Dieterich has been appointed GSM and Judy Weinberg has been named Retail Sales Manager at WMRO/Boston. Dieterich joined the station as LSM in April 1986, and had previously worked as LSM, NSM, and GSM at WBBM-FM/Chicago. Weinberg has been acting Retail Sales Manager since April, upped from an AE position.

WMRO VP/GM Robert VanDerheyden commented, "Nancy and Judy's knowledge of radio sales and the Boston market gives us all the right elements for an extremely strong sales management staff."

Dieterich and Weinberg replace Amy Kaplan, who's now Regional Sales Manager/New England for CBS Radio Reps.

SOLID GOLD COUNTRY

Special News
Country Six Pack
Christmas
Christmas Around
The Country 1986
New Years
The Willie Nelson
Anniversary Special

THE GREAT SOUNDS

ROCK WATCH
A Countdown to Ecstasy
with Oedipus

THE WEEKLY COUNTRY MUSIC COUNTRYDOWN

6-7 The Judds
13-14 T. G. Sheppard
20-21 Reba McEntire
27-28 1986 Year End Countdown

6-7 David Byrne/Talking Heads
13-14 Paul Simon
20-21 Heart
27-28 The Cars

DECEMBER 1986

New York
Washington, D.C.
Chicago
Detroit
Dallas
Los Angeles
London

U.S.P.
UNITED STATIONS PROGRAMMING NETWORK

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**EMILIO
ESTEVEZ**

**DEMI
MOORE**



LOVERS.

HEROES.

TROUBLE.

WISDOM

They're on the wrong side of the law for all the right reasons.

**OPENS
WEDNESDAY, DECEMBER 31
AT SPECIALLY SELECTED THEATRES**

GLADDEN ENTERTAINMENT PRESENTS EMILIO ESTEVEZ · DEMI MOORE "WISDOM" TOM SKERRITT
VERONICA CARTWRIGHT · EXECUTIVE PRODUCER ROBERT E. WISE · MUSIC BY DANNY ELFMAN · DIRECTOR OF PHOTOGRAPHY ADAM GREENBERG
FILM EDITOR MICHAEL KAHN, A.C.E. · PRODUCED BY BERNARD WILLIAMS · WRITTEN AND DIRECTED BY EMILIO ESTEVEZ



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NEWS

Krawetz New GSM At WLS & WYTZ

WLS & WYTZ (Z95)/Chicago Local Sales Manager Bruce Krawetz has been promoted to GSM for the Cap Cities/ABC CHR combo. Krawetz, who earlier served as National Sales Manager, takes over for Jack Johnson, who becomes GSM at KRZN & KMJI/Denver.

Commented WLS & WYTZ President/GM Jeff Trumper, "Bruce's past performance here made him an easy choice to succeed Jack. I know Bruce will do an outstanding job."

GREEN LSM

Sauer Set As GSM At KIMN & KYGO

KIMN & KYGO/Denver NSM Bill Sauer has been promoted to GSM at the station, and will also maintain his former responsibilities. He has selected station staffer Karyn Green as LSM.

Wayne Phillips, the stations' VP/GM, commented, "Bill is an exceptional young pro who is held in high regard by the Blair organizations, national agencies, and Jefferson-Pilot. Not only has Bill served as NSM for the past two years, he has also shouldered a significant amount of sales direction responsibility with our previous GSM, Jeff Clark, who recently went to KYUU in San Francisco.

"Karyn, with her nine years' service to the advertising community, is one of the most respected radio reps in Denver," he continued. "She is well-equipped to harness our sales talent and move forward to achieve greater revenue shares and develop new and innovative sales sources."

Gibson Heads Sales At KTKS

Former KUSA & KSD/St. Louis VP/Sales Jon Gibson has been appointed GSM at KTKS/Dallas. The founder of Concept Sales, his background also includes Sales Manager slots at KFKA & KFKZ/Greeley, CO.

KTKS VP/GM Al Brady Law commented, "Jon's incredible background in sales management and intimate knowledge of the Dallas market ensures his success in this highly competitive area."

Gibson added, "Our goal is to improve professionalism and service to our clients. We want to offer the most effective advertising medium."

Kendall

Continued from Page 1

Kendall joined 'NEW-FM' after three-and-a-half years as PD at co-owned WMMR/Philadelphia, where he brought morning man John DeBella on board. His background also includes programming WBCN/Boston, serving as Station Manager at WIKS/Indianapolis, and stints at KWST/Los Angeles and WMMS/Cleveland.

When he joined WNEW-FM in August of 1983, the station had a 2.1 share and was ranked third of New York's three AORs. Within a year, it became the market's sole rocker. ABC's WPLJ was already in the process of switching to CHR when Kendall arrived, and Double-day's WAPP (now Emmis-owned Urban WQHT) completed its evolution to CHR in the fall of '84.

Kendall then guided 'NEW-FM' to its highest share ever, a 4.3, in the spring of '85. The station wasn't alone in the format much longer, though, as Infinity's WKTU switched to AOR WXRK that summer and then landed controversial personality Howard Stern in the fall. The summer '86 Arbitron had WNEW-FM ahead of WXRK 3.5-3.3.

Kendall can be credited with modernizing WNEW-FM's programming. His tenure saw the introduction of callout research and music pre-programming, elements that were departures from WNEW-FM's long history as a progressive rocker where jocks programmed their own shows.

VP/GM Mike Kakoyiannis commented, "Charlie was really our first genuine Program Director. Prior to '83, we never had anybody with his level of experience. He took us through Programming 101 — he installed basic formats, set up a focus, galvanized the staff, and hired good people like (Production Director) Tom Couch. He was our first statement that we were committed to getting into the real world of business, and not being just an art form."

As to what he's looking for in his next PD, he said "It's a matter of confidence level and having exceptional instincts and exemplary people skills. There are mechanics, architects, and visionaries in this business. We're looking for a visionary."

This is the third significant change at the station this month. It follows a change in consultants — Jeff Pollack

Communications in place of Burkhart/Abrams and George Harris — and the return of 16-year station vet Dave Herman to the morning show.

WMAQ

Continued from Page 1

there was a void in the market for a Talk radio station, and we thought we could grow and fill that void.

"Right now, being an AM Country station in Chicago was just not the place to be."

With the change comes a lineup adjustment, as morning man Doug James leaves the station. Moving to mornings, where longtime morning newsman Pat Cassidy remains, is present midday host Drew Hayes. New to middays will be the team of Catherine Catalane and Bill Jurek. Remaining in afternoons is Dr. Morton Downey Jr. From 6-8pm, local TV sports anchor Chet Coppock hosts an hour of sports talk. At eight, the station joins NBC for its Talknet programming, featuring Bruce Williams from 8-10pm and Sally Jessy Raphael from 10pm-midnight. The overnight truckers' show with 11-year WMAQ vet Fred Sanders will retain its country music programming, according to Gamble.

WMAQ, the Chicago White Sox flagship station the past few years, just signed a new five-year deal with the American League baseball team. In addition, the station has signed a new agreement to carry University of Illinois football and basketball for the next three years. WMAQ also carries Chicago Bulls basketball games.

Explaining the station's direction, Gamble said, "We don't want to fall into many of the traps of Talk radio. Not to coin a trendy name, but we're going to be 'Contemporary Talk.' We'll be light, topical, and deal with issues. But we're not going to have long, boring conversations. Instead of having an expert analyzing President Reagan's latest speech, we'll have the audience rate him. There'll be a heavy emphasis on conversations with listeners."

WMAQ adopted the Country format in January of 1975. Under the leadership of Charlie Warner, Lee Sherwood, and Bob Pittman, it quickly became the nation's preeminent Country radio station. The first of the "new breed" of Country stations, it was the leader in combining a short playlist, big money promotions, and an AC-style personality presentation.

Gannett

Continued from Page 1

(KLZZ-AM & FM), we say bring 'em on, because we've got Nick and now KS103's only going to get better."

DeFrancesco said, "Steve's ability to work with and direct talent even further qualifies him to take over the programming reins of America's number one-billing radio station. Nick is a super-talented PD who is a proven winner. Their additions, in my mind, give us the best group of programmers in America."

DeFrancesco continued, "I'm really sorry to see Mike leave the company. He was offered the PD post at KS103, and for his own personal reasons declined the offer. I wish him luck and success in his future endeavors."

Rivers remarked, "KIIS is the greatest CHR station in the nation. Dedicated to nothing less than outdoing itself, KIIS will grow, overwhelm, and dominate. I'm absolutely thrilled to be a part of their team."

Rivers's programming background includes WRBQ-AM & FM/Tampa, KOPA-AM & FM/Phoenix, WAPE (AM)/Jacksonville, and WGNQ/Providence.

Ferrara, who also programmed KMEL as well as B97/New Orleans, said, "KS103 is a fine station, and I know with Chris Conway in charge we will maximize our efforts. Despite new competition rumored to be launching a frontal attack, we have the staff and resources to wage one hell of a battle with anyone."

Schaefer stated, "Being with KIIS for almost five years has been one of the greatest periods of my life. Helping to take KIIS to a 10 share in L.A. is an accomplishment to be proud of. And, having just taken the station back to number one in the summer book, I feel qualified to tackle the future with confidence."

"After carefully mulling over the San Diego offer, for which I'm grateful, I decided it would be in my best interests, as well as Gannett's, for me to pass on it. Being qualified for a career in radio and records (three years' promotion for Elektra/Asylum), there are many options available to me. I look forward to exploring them and wish everyone at KIIS the best."

XETRA

Continued from Page 1



Mike Glickenhau

ment restructuring follows VP/GM Norm Feuer's recent advancement to Exec. VP/COO of parent Noble Broadcasting.

Jimenez has been with the combo since 1979, joining as LSM and then advancing to GSM shortly thereafter. Previously, he was with crosstown KFMB-AM & FM as an AE for five years, preceded by five years in international sales with American Express.

Arbenz will be in charge of national sales for the nine-station group and also act as Executive Producer of the NFL Chargers broadcasts, which XETRA (AM) will be carrying in 1987. He's also expected to oversee future sports-related sales and broadcasting for other properties. He joined the stations in 1979 as Regional Sales Manager and was named CO-GSM in 1981. From July 1984 to December 1985, he acted as Director/National Sales for Noble when it owned KJOI/Los Angeles. Prior to joining XETRA, he was at KFMB as Assistant Sales Manager.

Glickenhau joined the combo in 1980 as an AE, became Regional Sales Manager in 1982, and then was named Local Sales Manager in 1983.

Feuer added that the company is still in the process of filling two positions: corporate VP/Operations in charge of coordinating research, programming, and promotions and a Program Director for WSSH/Boston, where Mike Colby recently advanced to Station Manager.

I'd like to wrap up a Dream for you all.

(a very Christmas radio special)

"It's irresistible. This will be a Christmas programming staple for years and years to come."
(Chuck Blore/Hollywood)

"The first time we've ever had listeners request more airplay of a feature."
(WTQR/Winston Salem)

"Premier Christmas programming. We're delighted!"
(KOST/Los Angeles)

"A great way of saying 'I Love You' to a radio audience."
(Don Richman/Hollywood)

"The minute we heard it, we knew it was right."
(WKHX/Atlanta)

"The best we've ever heard!"
(KIDO/Boise)

"We listened to it once and bought it for every one of our markets."
(Sandusky Broadcasting/Denver)

This Christmas, I'd Like To Wrap Up A Dream For You All will be heard on radio stations from Nome to New York, including WHTZ/New York, KFI, KOST-FM/Los Angeles, WJR/Detroit, WZGO/Philadelphia, WIRE/Indianapolis, WHDH/Boston, KDKB/Phoenix, WOKY/Milwaukee and nearly 100 others...so far

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Ria Lewerke



Claudia Cuseta

● **DON MILLER**, who joined **Media General Broadcast Services** in February as Sr. VP/Marketing & Sales, will become President/CEO in the first quarter of 1987. He was previously Exec. VP/International of **Saatchi & Saatchi Compton Worldwide** for four years, and earlier was Chairman of the Executive Committee of **Compton International**. He will succeed **DONALD ROBINSON**, who will reenter the broadcasting and syndication field.

● **DANIEL FLAMBERG**, RAB Sr. VP/Communications, has been elected to membership in the **National Association of Business Economists**.

● **SHERI WOLFE** has been promoted from AE to Sales Manager for **Durpetti & Associates** in Chicago. Prior to joining the company last year, she worked at **Hillier, Newmark, Wechsler & Howard**.

● **JERRY KING** has been promoted from Sales Manager to GM at **KQAM & KEYN/Wichita**. His previous experience includes positions in programming and management at **WMXJ/Miami-Ft. Lauderdale, WOHO & WWMM/Toledo, and WABB-AM & FM/Mobile**. He replaces **ROGER DODSON**, who has moved into sales consulting.

Sugar Hill

Continued from Page 3

firm, obliging it to seek Chapter XI protection and to sell its Chess catalog rights to MCA for \$1.7 million in cash and a \$1.3 million loan.

This was substantially less than Pisello originally said MCA would pay for Chess, according to the suit. Sugar Hill claims Pisello acted as an agent of MCA, which the latter denies, as it has also done in the context of other deals Pisello reputedly made on MCA's behalf.

Sugar Hill claims to have suffered \$80 million in damages through its MCA dealings, and is seeking three times that amount in judgment. It also wants the Newark court to nullify the terms of both the Chess deal and the MCA/Sugar Hill distribution agreement. MCA acquired the Chess masters (numbering approximately 30,000) in 1985, and has since embarked upon a reissue program. Sugar Hill acquired Chess via Robinson's previous label, **All Platinum Records**.

MCA's reference in its statement to "apparent massive fraud and material breaches" and "the real issues" is thought to concern a dispute between the company and Sugar Hill over foreign licensing to **Vogue Records of France**. MCA adds that it intends to "aggressively pursue its legitimate claims against Sugar Hill."

● **STEVE DENTON** has moved up from AE to Sales Manager at **WBZZ/Pittsburgh**. He previously was Sales Manager for **WWKX/Nashville**.

● **DOE PHILLIPS** has advanced to Manager/International Operations for **Arista Records**, and will be responsible for international publicity and artist development. She joined the label earlier this year as International Coordinator. Concurrently, **RICHARD SWERET** comes aboard as Manager/A&R East Coast, after spending two years as Acquisitions Director for **Rockpool** and DJ for New York's **Palladium**.

● **CHRIS COX** has been named interim PD for **WLLT/Cincinnati** following the departure of **John Roberts** for **KEGL/Dallas**. Cox has been with the AC outlet nearly three years. He previously worked at crosstown **WPLZ** doing middays and **WSKS** where he was Asst. PD/middays.

● **GERRY WESTERBERG** has assumed the newly created post of Director/Engineering for **Legacy Broadcasting**, where he will be consulting Legacy's chief engineers. He was formerly Chief Engineer for Legacy's **KHOW & KPKE/Denver**.

● **JOHN GARBO** has been promoted to GM for **WNOG & WCVU/Naples, FL**. He joined the stations in 1976 as an AE, was promoted to Sales Manager for WCVU in 1979, became GSM for both stations in 1982, and was named Station Manager for the combo in August 1983.

MCA

Continued from Page 1



John Burns emphasis on developing artists' careers.

Busby, who has been with MCA for three years, will be responsible for all A&R and artist development functions for the label as well as continuing his responsibility for all aspects of black music and jazz on MCA Records. Palmese joined MCA three years ago and maintains his marketing, advertising, and promotion functions. A 13-year company veteran, Burns will oversee manufacturing and distribution of MCA Records as well as the various labels MCA Distributing presently handles.

● **KZZP/Phoenix GSM KEVIN MASHEK** has become the new GM at **KRQQ & KNST/Tucson**. He replaces **MIKE CUTCHALL**, who resigned.

● **PAIGE ANDERSEN** has been appointed Director/Client Services for Atlanta-based talent search firm **Talentmasters**. She previously served in various PR and other media-related positions in the Philadelphia market.

● **DON RICARDO**, former MD at **KQXL/Baton Rouge**, has been rehired at the station as PD, replacing **G.L. HAYES**. Station staffer **CHRIS CLAY** was promoted to MD.

● **JANIE AUTZ** segues to **FirstCom Broadcast Services** as Southern Regional Manager. She was most recently with **Satellite Music Network**, prior to which she was **TM Companies'** Director/IDs for five years.

● **MERRY ARONSON** has come aboard at the **Gary Group** as VP/Public Relations. She was previously Director/Public Relations for **Group W Satellite Communications**, PR Coordinator for **ASCAP**, and a writer for **ABC-TV's "Good Morning America."**

Phillips

Continued from Page 1

to me, will the next guy be as receptive to giving them control to be themselves on the air as I've been?

"I have one goal — to make the company proud and keep the heritage alive. Nationwide has a tremendous amount of sensitivity to the AOR format. (VP/Broadcast Division) Steve Berger was the GM of **WDVE/Pittsburgh** for many years and (Group Manager/Radio) Mickey Franko comes from **WMMS/Cleveland**. One reason they gave me the nod is that they realize there's a special chemistry at **KISW**. As Steve put it to the staff, 'We need to keep the heartbeat of the radio station.'"

Phillips says he's looking for a PD with "the spirit of Billy Martin or Ted Turner but with the diplomacy of a Peter Ueberroth. The new PD won't be coming in to have the jocks earn his respect; he'll come in to earn the respect of the jocks."

Berger commented, "Every station reflects the personality of its PD, and it was apparent from the minute that we walked in the door that **KISW** is Beau Phillips. We had every expectation that Steve West would remain, but when he didn't, we said, 'Here's the guy that built the joint.' Beau did an excellent job at managing the programming through the transition that AOR went through."

● **CHRISTINA ALVAREZ-PERRY** has come aboard at **KTSA & KTFM/San Antonio** as Director/Retail Sales. She previously worked at **Underwood, Neuhaus and Co.** and **Merrill Lynch** as an AE.

● **GENE BRIDGES** has been named Program Director for **Great Empire's WOW-AM & FM/Omaha**, succeeding **Chris Collier**, who became PD of **KTOM/Salinas** last month. Bridges spent eight years in South Florida, the last four in a variety of positions with **Sunshine Wireless**.

● **DAVID ADAMS**, VP/Manager for **Blair Radio's** Los Angeles office, has moved over to **Select Radio** in the same capacity. His background also includes positions as VP/Western Division for **Masia Radio** and VP/Marketing & Special Features for **Drake-Chenault**.

● **MARC GROSS**, Regional Manager of **Hillier, Newmark, Wechsler & Howard's** Boston office, has been promoted to VP. A 13-year veteran of **Interop**, he left the company in 1984 for a GM post at **KVOD/Denver**. He rejoined the following year to manage **HNWH's** Boston office.

● **ROBERT GOULD** has been appointed VP/Marketing at **Media Monitors, Inc.**, publishers of radio, newspaper, and city magazine advertiser information. He previously headed his own sales and management consulting firm and has worked as VP/GM at **WMET/Chicago**.

● **NANCE KAPLAN** has come to **Atlantic Records** as Director/Video Administration. Most recently Contract Specialist/Business Affairs for New York-based **RCA/Ariola International**, Kaplan's background includes working for **Stephen J. Jassarsky, P.C.** as an Associate Attorney.

PROS ON THE LOOSE

Bill Alexander — Afternoons **KCAQ/Oxnard-Ventura (805) 983-7142**

Guy Davis — Middays **KBZT/Los Angeles (213) 479-2972**

John Larson — PD **KDKB/Phoenix (602) 951-1417**

Keith Larson — Mornings **KDKB/Phoenix (602) 986-7157**

Marilyn Mee — Mornings **WQFM/Milwaukee (414) 964-9694**

Mike Schaefer — Assistant PD **KIIS-AM & FM Los Angeles (213) 934-9288**

Andy Shane — Late Nights **WSPK/Poughkeepsie, NY (914) 838-1155 or (718) 748-5574**

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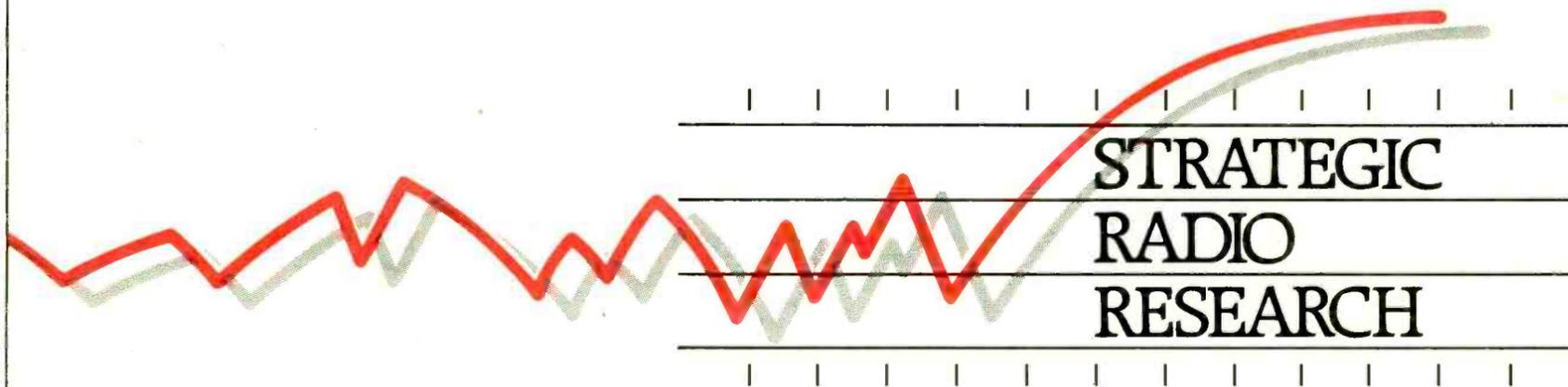
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RADIO BUSINESS

TRANSACTIONS

LIN Cashes Out In Houston, Philly For \$69 Million

KILT-AM & FM/HOUSTON

PRICE: \$36.75 million
BUYER: Legacy Broadcasting, Carl Hirsch, President. It also owns KJO/Los Angeles, WLLZ/Detroit, KDWB-AM & FM/Minneapolis, and KHOW & KPKE/Denver.

SELLER: LIN Broadcasting, Donald Pels, President. It has contracted to sell WBBF & WMJQ/Rochester, WEMP & WMYX/Milwaukee, and WIL-AM & FM/St. Louis to Heritage, and has reached agreement to sell all of its remaining stations (see following items.)

DIAL POSITION: 610 kHz; 100.3 MHz

POWER: 5 kw; 100 kw at 1920 feet.

FORMAT: Country

BROKER: Wertheim & Co.

WFIL/PHILADELPHIA

PRICE: \$4 million

BUYER: WEAZ Radio Inc., Jerry Lee, President. It also owns WEAZ/Philadelphia.

SELLER: LIN Broadcasting (see KILT item for details)

DIAL POSITION: 560 kHz

POWER: 5 kw

FORMAT: Oldies

BROKER: Wertheim & Co.

WUSL/PHILADELPHIA

PRICE: \$32 million

BUYER: TV group owner Sharad Tak
SELLER: LIN Broadcasting (see KILT item for details)

DIAL POSITION: 98.9 MHz

POWER: 18 kw at 830 feet

FORMAT: Black/Urban

BROKER: Wertheim & Co.

WTRK/PHILADELPHIA

PRICE: \$14 million (approximate)

BUYER: Malrite Communications Group, Gil Rosenwald, President. It also owns WHTZ/New York, KLAC & KZLA/Los Angeles, KNEW & KSAN/San Francisco, KSRR/Houston, WDGW & KEEY/Minneapolis, WHK & WMMS/Cleveland, and KRXY-AM & FM/Denver.

SELLER: Cox Enterprises, Walter Liss, Jr., President/Broadcasting Division. It also owns KFI & KOST/Los Angeles, WCKG/Chicago, WIOD & WAIA/Miami, WSB-AM & FM/Atlanta, WSOC-AM & FM/Charlotte, and WHIO-AM & FM/Dayton.

DIAL POSITION: 106.1 MHz

POWER: 22 kw at 740 feet

FORMAT: CHR

WHOM/MOUNT

WASHINGTON, NH

PRICE: \$7 million

BUYER: Newbarnstable Corp., Albert Kanob, President. It also owns KSSN/Little Rock, WGKX/Memphis, WSLR & WKDD/Akron, and WHLI & WKJY/Hempstead, NY.

SELLER: Newengco, Inc., Fred Godley and Mason Starring, principals.

DIAL POSITION: 94.9 MHz

POWER: 48 kw at 3300 feet

FORMAT: Easy Listening

BROKER: Americom Radio Brokers

KOCM/NEWPORT BEACH, CA

PRICE: \$2.95 million

BUYER: Financial Capital Broadcasting Corp., Sam Rosenblatt, President.

SELLER: Donrey Media Group, Donald Reynolds, President. It also owns KOLO/Reno; KBRN/Springdale, AR; KLDR/Delta, CO; KEXO/Grand Junction, CO; and has contracted to sell KORK & KYRK/Las Vegas.

DIAL POSITION: 103.1 MHz

POWER: 2 kw at 300 feet

FORMAT: AC

BROKER: Blackburn & Co., Inc.

TRANSACTIONS AT A GLANCE

Transactions So Far in 1986: \$2,816,880,000

This Week's Transactions: \$122,450,000

- KILT-AM & FM/Houston \$36.75 million
- WUSL/Philadelphia \$32 million
- WTRK/Philadelphia \$14 million
- KKCW/Portland, OR \$7.5 million
- WHOM/Mount Washington, NH \$7 million
- Adam Shelton to Holder \$5.1 million
- KORQ-AM & FM/Abilene, TX
- KLSF/Amarillo, TX
- WHKY/Hickory, NC \$4.4 million
- WFIL/Philadelphia \$4 million
- WHUT & WLHN/Anderson, IN \$3.5 million
- KOCM/Newport Beach, CA \$2.95 million
- WAWK & WBTU/Fort Wayne, IN \$1.875 million
- KGNW/Seattle \$1.825 million
- WTAD & WQCY/Quincy, IL \$1.1 million
- KZZO/Clovis, NM \$450,000

KGNW/SEATTLE

PRICE: \$1.825 million

BUYER: Park Communications, Roy Park, Sr., President. It also owns WPAT-AM & FM/New York; KEZX/Seattle; KJJO-AM & FM/Minneapolis; KWJJ-AM & FM/Portland; WTVR-AM & FM/Richmond, VA; WHEN & WRRB/Syracuse; WDEF-AM & FM/Chattanooga; WNCT-AM & FM/Greenville, NC; and WNAX/Yankton, SD.

SELLER: Salem Northwest Broadcasting, Ed Atsinger, III, principal.

DIAL POSITION: 1150 kHz

POWER: 5 kw

FORMAT: Religious (Park will convert station to KEZX (AM) and simulcast with Jazz-formatted KEZX-FM)

KKCW/PORTLAND, OR (BEAVERTON)

PRICE: \$7.5 million

BUYER: Trumper Communications, Jeff Trumper, President. He is the former GM of WLS/Chicago. The company also owns WSOY-AM & FM/Decatur, IL and WLAP-AM & FM/Lexington, KY.

SELLER: Heritage Broadcasting Ltd. of Portland, George Johns, Reg Johns, and William Yde, principals. They have contracted to sell WZPL/Indianapolis.

DIAL POSITION: 103.3 MHz

POWER: 100 kw at 1654 feet

FORMAT: AC

BROKER: Gammon & Ninowski

WAWK & WBTU/FT. WAYNE, IN (KENDALLVILLE)

PRICE: \$1.875 million

BUYER: Fort Wayne Media Ltd., Carl Lanci and Royal Barber, general partners. It also has interests in WKLH & WLNZ/St. Johns, MI.

SELLER: Empire Communications, Paul Ruse, President. It also owns WTVB & WNWN/Coldwater, MI.

DIAL POSITION: 1140; 93.3 MHz

POWER: 250 w; 50 kw at 450 feet

FORMAT: Easy Listening; Country

BROKER: Blackburn & Co.

WTAD & WQCY/QUINCY, IL

PRICE: \$1.1 million

BUYER: Eastern Broadcasting Corp., Roger Neuhoff, President. It also owns WWAZ & WWLI/Providence, RI; WRKZ/Hershey, PA; WCVS & WFMB/Springfield, IL; and WRSC & WQWK/State College, PA. It has contracted to sell WAVZ & WKCI/New Haven and is purchasing WLEV & WEST/Easton, PA.

SELLER: Lee Enterprises, Inc., Lloyd Schermer, President, and Richard Belkin, VP. It also owns nine TV stations and 18 daily newspapers.

DIAL POSITION: 930 kHz; 99.5 MHz

POWER: 5 kw days/1 kw nights; 27 kw at 750 feet

FORMAT: News/Talk; CHR

BROKER: Blackburn & Co., Inc.

WHUT & WLHN/ANDERSON, IN

PRICE: \$3.5 million

BUYER: Lamey Communications, Mark and Tim Lamey, owners.

SELLER: Patch-Dunn & Associates of Anderson, Inc., Kenneth Patch, President, Charles Dunn, Executive VP. It also owns WOCB & WJFK/Cape Cod.

DIAL POSITION: 1470 kHz; 97.9 MHz

POWER: 1 kw; 50 kw at 490 feet

FORMAT: Nostalgia; AC

WHKY/HICKORY, NC

PRICE: \$4.4 million

BUYER: Keymarket Group, Donald Alt, Kerby Confer, and Paul Rothfuss, principals. It also owns WLTJ/Detroit, KMJQ/Houston, KMJM/St. Louis, WNNK/Harrisburg, WIZD/Mobile-Pensacola, WTCB/Columbia, SC and WSKR/Atmore, AL.

SELLER: Joyner Communications, A. Thomas Joyner, President.

DIAL POSITION: 102.9 MHz

POWER: 14.8 kw at 325 feet

FORMAT: AC

BROKER: Americom Radio Brokers

Continued on Page 12

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Fuller-Jeffrey: The First Word In 'Guerrilla Radio'

By Robert O'Brien

What will they think of next? "Guerrilla radio." And you know what? It's a success. It's not some demented programmer's idea of a format for 13-year-old boys who think fatigue pants constitute a fashion statement.

No. "guerrilla radio" is the way the owners of **Fuller-Jeffrey Broadcasting Companies** describe their radio operation. According to one of the company's commandos, CEO **Robert Fuller**, 1986 has been "tremendously successful" for the group.

Five Recent Acquisitions

With 11 stations under its mantle — the last five acquired in little more than a year — it's clear Fuller has come a long way from the company's early days, when he and partner **J.J. Jeffrey** bought a Lewistown, ME station on the brink of bankruptcy and launched the first of their many come-from-nowhere, turnaround successes.

Up until this year, they specialized in stations where cash flow was kept in a cigar box in the receptionist's desk drawer.

"Initially, we went right for turnarounds, because we didn't have any

money, and the only way for us to get into ownership was to buy a dog," Fuller explained. If these guys were in auto sales, they'd be gobbling up Studebaker dealerships.

Turnarounds, he added, gave the company autonomy to follow its own course without having to forgo a piece of the company to obtain the financing to buy cashflow properties.

Fuller-Jeffrey Group

WBLM/Lewistown-Portland, ME

WOKQ/Portsmouth-Dover, NH

KMRY & KJJY/Des Moines

KRCX & KDJQ/Roseville-Sacramento

KSCO-AM & FM/Santa Cruz-San Jose

KFMF/Chico, CA

KRLT/S. Lake Tahoe

KHOP/Modesto-Stockton

"Turnarounds are how we had to start, unless we wanted to give up a big piece of the company, which we didn't want to do," Fuller said.

Pueblo, Des Moines Turnarounds

A good example of a Fuller-Jeffrey style turnaround occurred in Pueblo, CO, where 17 signals were serving 125,000 people. Fuller recalled buying **KCCY**, "just the stepchild of an AM. Had no revenue, no ratings, nothing. We even had to build the studio." Before they got out of the market, **KCCY** ran up a 23.8 share.

They ultimately sold **KCCY** — something they do about as often as they buy stations not on the federally protected list of endangered species — to concentrate on their other holdings, which are now consolidated in California and New England.

One exception to the bicoastal look is **KJJY/Des Moines**, another turnaround tale. "I have a great sense of pride in our station in Des Moines, and in the community of Des Moines," said Fuller. And Des Moines apparently likes **KJJY**, a little Class A FM that, for years, was the only stand-alone in a market where everybody else was a combo.



Robert Fuller

A loss-leader when they bought it in '81, **KJJY** has been beating the overalls off its Country competitors of late. Now it's added an AM, and figures to stick around for a while.

Meager Maine Roots

Today they operate out of a spanking new headquarters in Sacramento, but in their early days, they had all the gloss of banana republic insurgents.

Their first station operated out of a trailer parked on a mountainside 35 miles from Portland, ME. "It was so bad," Fuller recalled recently, "that in the winter, occasionally ice would collect on the tower, and when it fell off, it often went through the roof of the trailer.

"The holes from the ice were so large that water would drip into the

studio, and we had plastic below the lighting fixtures to collect the water so it wouldn't go on the console.

"The heat would go off on a daily basis in the winter, and we often lost power," Fuller reminisced. The budget wasn't thin; it was anorexic. Fuller earned exactly a dollar less than **Lee Iacocca** made his first year at Chrysler. "When I first bought the station, I wasn't married, and I was able to live on next to nothing. In fact, I didn't take any salary the first year. I was able to live off trade deals."

Jeffrey Quarterbacks Programming

Sure, it sounds like a nightmare you'd rather wake up from, but **J.J. Jeffrey** remembers it with some fondness as the last time he had a permanent address. He's the SWAT team for guerrilla radio. Every time **Bob Fuller** buys the 18th station in a 17-signal market, he volunteers **J.J.** for another field tour.

Jeffrey is the "programming genius" of the company, having spent almost ten years as a CHR air personality. "Finally, I saw all these much younger jocks coming into the stations where I was working, and I realized that, unless I got into ownership, I'd end up as a 50-year-old jock working the all-night show," Jeffrey related.

With the handwriting on the wall, Jeffrey quit a paying gig with **WLS/Chicago** to become the company's programming honcho. A favorite format is the "J.J. Country" that he installed in **WOKQ/Dover, NH**.

These days you can catch Jeffrey at **KSCO/Santa Jose**, where he admitted that, reluctantly, he's had to abandon his afternoon drive time slot because it was diverting him from other pursuits — like construction of the studio. **KSCO** is housed in Santa Cruz in a flashy, art deco building — not a style they've been using lately.

Pros At 16

The partners met 30 years ago, at a little AM daytimer in Newbury Port, MA, **WNBK**. Fuller recalled, "I signed that station on the first day it went on the air, and for a dollar an hour, did just about everything — air slots, writing copy, sweeping the floor.

"When you have a guerrilla radio group, you have a tendency to do everything yourself," Fuller noted, explaining why, in 1985, with six stations in the group, he still didn't have a secretary or a controller. Heading into '86, — the year Fuller said expansion was out of the question and then bought five stations to prove he wasn't hardnosed about it — the company broke down and hired a corporate staff.

"I now have an assistant, **Bonnie Brewer**, and a controller, **Drew Houghton**, and an Executive VP, **Bob Caron** (another **WNBK** alum), so we have a very nice management team," Fuller explained.

This year was a real departure for the company. Not only did they hire a staff, but they cut against the company's tradition and bought a station — **KHOP/Modesto-Stockton** — that wasn't facing bankruptcy.

Jeffrey concluded that he keeps his success in perspective by remembering his start in radio ownership. "The former owner said, 'I've had it, now you can take it.'"

TRANSACTIONS

GROUP SALE

3 of 5 stations

PRICE: \$5.1 million

BUYER: **Holder Communications Corp.**, **Harold Holder**, Chairman, **Michael Singleton**, President. It also owns **WLOR & WHMJ/Thomasville, GA**; **WHBB & WTUN/Selma**; **KLCL & KHLA/Lake Charles, LA**; **WIS/Key West**; and **WBZW/Knoxville, TN**. It has also completed the purchase of **KAMA & KAMZ/EI Paso** and **KEND & KLLL/Lubbock**.

SELLER: **Adam Shelton Communications**, **Keith Adam** and **Jim Shelton**, principals. It also owns **KKYN/Plainview, TX** and **KYXX/Odessa, TX**.

BROKER: **Chapman Associates**

KORQ-AM & FM/ ABILENE, TX

DIAL POSITION: 1340 kHz; 100.7 MHz
POWER: 1 kw; 100 kw at 1260 feet

FORMAT: Spanish; AC

KLSF/AMARILLO

DIAL POSITION: 96.9 MHz
POWER: 100 kw at 668 feet
FORMAT: AC

KZZO/CLOVIS, NM

PRICE: \$450,000

BUYER: **Broadcast Capital Corp.**, a subsidiary of **JLJ Capital Resources**, a Phoenix-based commercial real estate company, **J.M. Wolosonovich**, Chairman. It also owns **KKBE/Alamogordo, NM**.

SELLER: **Taber Communications Corp. of New Mexico**, **Jim Taber**, President.

DIAL POSITION: 107.5 MHz
POWER: 100 kw at 560 feet
FORMAT: AC
BROKER: **W.A. Marshall**

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BILLY JOEL

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For national sales information call United Stations Programming Network in New York at (212) 575-6100.

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DEC. 1 ON

WESTWOOD ONE PRESENTS

Line One



Kansas – a colorful past, a red-hot present, a future full of challenge and promise. Original Kansas members Steve Walsh and Phil Ehart, along with award-winning guitarist and new member Steve Morse, will join *Line One* hosts David Perry and Scott Muni to talk about it all on a special edition of the live call-in program Monday night, December 1, at 8 p.m. (PT)/11 p.m. (ET). And they'll be introducing songs like "All I Wanted" from the band's latest LP, *Power*, as well as choice Kansas classics. Kansas connects with America on *Line One*, an exclusive presentation of the Westwood One Radio Networks. Call your Station Relations representative now at (213) 204-5000 or Telex 4996015 WWONE for details.



WESTWOOD ONE RADIO NETWORKS

WASHINGTON REPORT

JEFFERSON-PILOT PULLS PLUG

Signal Problems Doom Greensboro AM

Although company officials stress their continued commitment to the AM band, Jefferson-Pilot last week (11/20) took WBIG/Greensboro, NC off the air, saying severe signal problems made it impossible for the AM to compete in the expanding radio market.

The group plans to hand the license back to the FCC, although one company official said offers to buy the now-dark outlet might be entertained if submitted "in the

next few days."

Metro Outgrows Limited Signal

"It is a victim of unsolvable

signal problems," said Jefferson-Pilot President Wallace Jorgenson, "making it impossible for WBIG to compete successfully for the area radio audience. The company has invested substantial funds to upgrade the signal. But a combination of more listening choices and higher expectations of signal quality have left us with little chance to compete for listeners and advertising revenue in a market which has grown from just Greensboro and Guilford County to include three cities and seven counties."

"It is a victim of unsolvable signal problems."

—Wallace Jorgenson,
Jefferson-Pilot President

Companion FM Needed

Jorgenson added, "We were unable to obtain a companion FM station to generate sufficient earnings

which would permit continued operation of a full community-oriented radio service."

A company official said no better antenna site could be found, and no serious effort to find a buyer was made in the belief that, given current signal restrictions, no operator could succeed with the property.

WBIG operated an AC/News/Information format on 1470 kHz with 5 kw in the day, but with only a limited directional signal at night. Sixteen employees were idled by the shutdown.

NEWS BRIEFS

Radio Marti Reporter Disciplined For Questioning Reagan

Annette Lopez-Munoz, a reporter for the Voice of America's Radio Marti service, has promised to fight a transfer ordered after she asked two questions of President Reagan at last week's press conference.

VOA officials said the questions violated a policy which bars its government-paid reporters from posing questions at presidential press conferences. Lopez-Munoz said she had never been made aware of such a policy.

After being told she was being taken off the White House beat, Lopez-Munoz initially announced she would quit Radio Marti in protest. After an offer of help from a government employees union, however, she later changed her mind and said she would fight the disciplinary action.

FCC Shoots Down Extension On FM Upgrading

FM stations facing classification upgrading under Docket 80-90 can't count on any extra time to get the job done. The FCC this week flatly rejected NAB's request for an extension of the current deadline of March 2, 1987.

The Commission said the three years already allowed is enough time

for stations to exercise the options available to them. Even if a station is downgraded to a lower classification, it noted, no outlet will be cut back enough to harm coverage of the primary audience it had chosen to cover previously.

Calling NAB's arguments for an extension "unconvincing," the Commission said its primary concern is "allowing new service in areas being encumbered by stations not built up to their full potential."

Under Docket 80-90, FMs must upgrade to minimum power and height levels for their class of station or be downgraded to a lower class. The Commission hopes ending protection for outer areas not used by stations will allow it to shoehorn more small FMs into the table of allotments.

Other Key Developments:

- The Federal Election Commission last week deadlocked, 3-3, on a vote to reconsider a ruling that free candidate spots donated by corporate-owned stations constitute illegal corporate campaign contributions.

- The first phase of NAB Radio Board balloting ended this week. Winning terms outright by getting at least 50% of the vote, thus escaping run-offs, were Jerry Lee, WEAZ/Philadelphia; Bob Pricer, WCLT/Newark, OH; Don Chaney, KTBB & KNUE/Tyler, TX; and Gary Grossman, KRKT/Albany, OR.

DAYTIMER SAYS BAND UNFIXABLE

Proposed 'FM2' Service Would Replace AM Daytimers

The owner of a New Jersey AM daytimer last week petitioned the FCC to create a new FM radio service that would replace more than 2000 daytime-only AM stations within five years. The new service would be called "FM2."

The plan was submitted by Lawrence Tighe, President/GM of WRNJ/Hackettstown, NJ. "We see it as the final solution to the AM problem," he commented. "Inferior broadcast services" like daytimers would be eliminated, he predicted, and the less-cluttered, surviving AM spectrum would be "one beautiful band."

Under Tighe's plan, daytimers would be allowed to operate the extra FM for five years, after which one station or the other would have to be shut down. The new FMs would also be made available to stations that share frequencies, fulltime AMs with inferior nighttime signals, and educational broadcasters.

The new stations would be limited to 20 kw and antenna height of

500 feet above average terrain. Tighe says the combination provides enough coverage to let the new FMs offer future coverage of "areas that are growing wildly."

The spectrum would be located in the 225-230 MHz band, above the frequency currently used by Channel 13, the highest VHF-TV channel. As a helicopter pilot for the Army Reserves, Tighe said he has often scanned through the spectrum and never heard any activity. Further investigation found fewer than a dozen non-government users of the spectrum. Tighe called the channels "completely dead."

Tighe's plan envisions that the FCC would immediately begin requiring setmakers to produce radios that receives all three bands — AM, FM, and FM2.

In the next few weeks Tighe said he'll apply for experimental operation to build an "FM2" station on 227.5 MHz. He's hoping to collaborate on the project with Harris Corp., who he said has expressed substantial interest in building new "FM2" transmitters.

Tighe added his belief that, due to inherent technical problems, the existing AM band can't be fixed. He said of the current AM rescue effort at the FCC and elsewhere, "Too much money is being spent in the wrong direction."

Other highlights of the proposed "FM2" band:

- Same technical standards as present FM band
- Primary service contour of 31.2 miles
- Greater penetration into buildings
- Lighter, less expensive antennas due to shorter wavelength
- Better FM SCA paging
- 50% reduction in number of AM stations
- Cleaner-sounding AM band

18 To 49's Have One Decade Of Music In Common THE 70's

30 and 20-year-olds tune out music from the 50's and 60's because it's unfamiliar. But all 18 to 49 year-olds lived in the 70's! And they remember that decade's forgotten hits. "LOST AND FOUND" plays those hits. Barter. 2 hours. Call Boston or Toronto for Station Clearance and National Sales Information.

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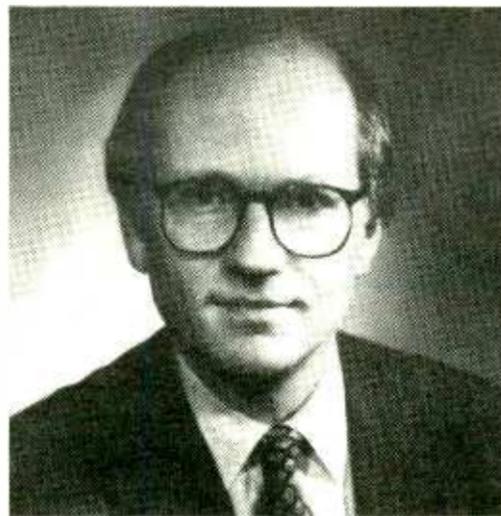


WORLD OUTLOOK — Leaders of broadcast organizations from several Third World nations joined NAB's International Committee at a meeting last week in Washington. Attendees included (left to right) committee chairman Don Smullin, TRC Communications, Corvallis, OR; Olivia Shannon, Liberia Broadcasting System; Bill Hartunian, NAB International Consultant; Henry Heintzen, Voice of America; and Saleem Gilani, Pakistan Broadcasting Corp.

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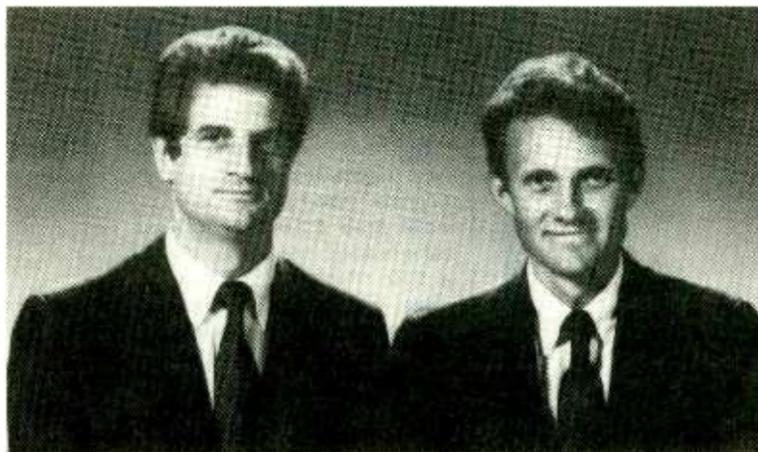
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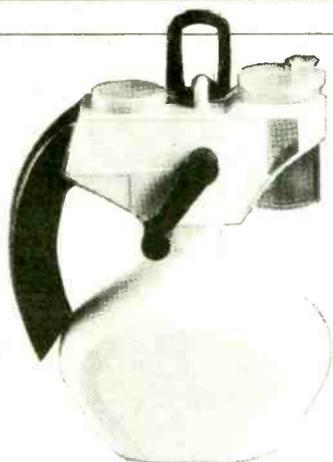
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WHAT'S NEW

Edited by Don Waller



And His Vinaigrette Was Perfect . . .

Face it. It takes a lot of practice — not to mention a vast number of nigh-inedible experiments — to achieve a salad dressing with just the right blend of vinegar and oil. At least it used to. Now an automatic vinaigrette mixer designed in Florence, Italy and available via the NYC-based **Hammacher Schlemmer** catalog enables you to mix

the perfect salad dressing every time. The device uses a suction pump to draw and blend the precise amounts of vinegar and oil. Storing 1.5 ounces of vinegar and 36 ounces of oil to maintain freshness, the mixer delivers the blend into a two-ounce reservoir for serving. Retail price: \$24.95.

Snowblower Helmet



Arriving just in time for winter promotions, this snowblower helmet features a dual-shield design that keeps your vision clear by collecting body heat to prevent fogging while it protects your face from blowing snow, flying stones, and other debris.

Available from the NYC-based **Hammacher Schlemmer** catalog, the helmet can be worn alone or over a winter cap, is made of 1/8-inch thick poly-nylon, and features an adjustable headband. A ten-ounce duck canvas flap in the back likewise protects the wearer from the elements. Price: \$49.95.



Beats-Per-Minute Music Guide Arrives

Most music books that cross our desk are the literary equivalent of **Beatles** lunch boxes — quickie bios designed to capitalize on a performer's 15 minutes of fame. Occasionally, however, someone comes up with an, if not novel then at least nonfictional, idea such as **Joseph Brosta IV's** "BPM: A Beats-Per-Minute Guide To Dance Music, 1980-85."

Brosta, who describes himself as a veteran club DJ and dancer, has analyzed more than 2000 songs from every musical format with regard to their exact tempo, as determined by precise metro-nomic count. Songs are categoriz-

ed alphabetically and by year, with notes on the type of music, the history of the song, and audience appeal.

Sporting several brief, albeit heavily footnoted, chapters describing Brosta's methodology, the book is designed for use by a wide variety of music industry professionals. It also provides some fertile soil for late-night bull sessions.

Priced at \$19.95 (plus \$2 for shipping and handling), the nearly 300-page volume is available from **Time Warp Publishing**, 7956 White Oak Ave., Northridge, CA 91325. Phone: (818) 344-2286.

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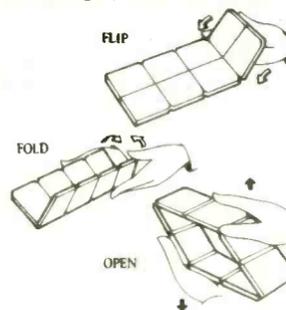
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New Twist On Rubik's Cube

The man whose eponymous cube puzzle featured more than 43 million billion combinations and made **Erno Rubik** a household name is back, with a twist. Priced at \$10, "Rubik's Magic" is a flip-pable, foldable puzzle consisting of eight hinged, flat squares with three rings printed on them.



The object of the game is to fold the puzzle until all three rings appear to be linked. That's about it for instructions (ha-ha), although a special "Rubik's Magic" hotline has been set up to prevent shattered marriages, family shootouts, and 19th nervous breakdowns.

POLLSTAR

TOP 20 CONCERT PULSE

LW	TW	ARTIST
—	1	GENESIS
1	2	NEIL DIAMOND
2	3	ELTON JOHN
4	4	BILLY JOEL
8	5	LIONEL RICHIE
5	6	BOB SEGER
8	7	JOURNEY
6	8	VAN HALEN
9	9	STEVIE WONDER
11	10	WHITNEY HOUSTON
12	11	KENNY ROGERS
13	12	AC/DC
11	13	HUEY LEWIS & THE NEWS
15	14	DAVID LEE ROTH
14	15	NEIL YOUNG & CRAZY HORSE
16	16	ALABAMA
17	17	MOODY BLUES
18	18	38 SPECIAL
—	19	STEVE WINWOOD
19	20	MONKEES

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of POLLSTAR, a publication of Promoters' On-Line Listings. (800) 344-7383, or in California, (209) 224-2631



In Memory Of
Harold Burnside

“The Boomer”

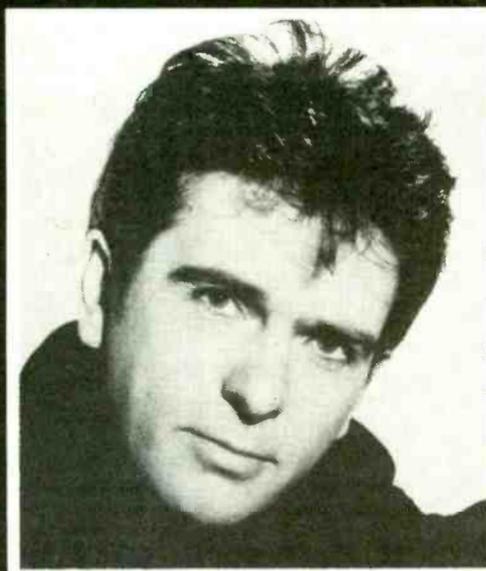
We're gonna miss you.



BIG HITS ON GEFFEN!

PETER GABRIEL

"BIG TIME"

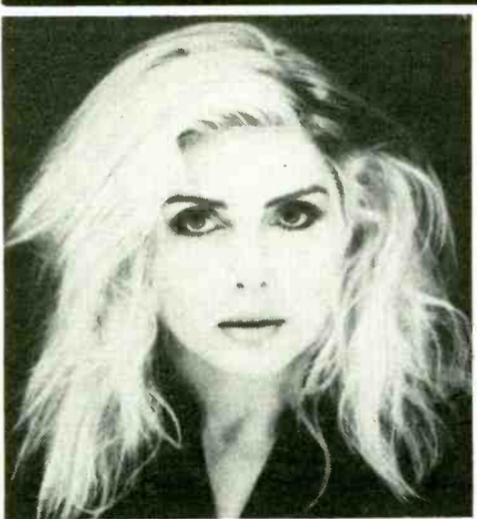


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KATD
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PRO-FM 35-28
KTKS 29
93FM on
Z95 add-38
WMMS add
99DTX on
FM102 deb-21
KWOD add
KMEL deb-31
Q100 33-27
WROQ deb-35
WAPE deb-30
KNAN 40-31
WPFM 31-26
WBWB 37-27

KEGL deb-25 (HOT)
KATD 33-25 (HOT)
KITS 25-22 (HOT)
KWNZ 27-17 (HOT)



R&R STREET TALK

Battle Of The Network Czars: As part of the **NEW YORK MARKET RADIO BROADCASTERS ASSOCIATION (NYMRAD)** Christmas raffle next week the networks got into a sort of oneupmanship: **DIR BROADCASTING** donated a \$2000 gift certificate from Rabson's Stereo Warehouse, **WESTWOOD ONE/MUTUAL** countered with a \$3500 Technics home entertainment system, while **UNITED STATIONS** topped them all with a \$5000 Bloomingdale's shopping spree. Maybe **LAURENCE TISCH** could pitch in a few shares of his stock . . .

It appears that the first syndication company targeted for acquisition by the newly-formed **MCA RADIO SYNDICATION** is Los Angeles-based **BARNETT ROBBINS**. Insiders said they couldn't confirm the story, but word is already out on the street.

Advance congrats to **CLIFF O'SULLIVAN**, who is joining **POLYGRAM** on the West Coast as part of the label's new product management team. Cliff was at **CBS**.

Congratulations to **EMMIS BROADCASTING** on being named the nation's 15th fastest-growing private company by *Inc. Magazine*. The group won the honor with a 6513% increase in sales from 1981 to 1985 — from \$291,000 to \$19,245,000. The only other radio company to make the Inc. list was **BIRCH**, ranked 362 out of 500, with a 362% sales hike over the same four years.

Kudos also to **NPR "Morning Edition"** host **BOB EDWARDS** and "Weekend Edition" Exec. Producer **JAY KERNIS** for making *Esquire's* honor roll of 72 men and women under age 40 who are changing America.

Morning mouth **J.C. CORCORAN** and **KSHE/ST. LOUIS** have called it quits . . . once and for all. Their tempestuous relationship was severed on Tuesday (11/25) when the two sides were unable to come to terms on a new contract. Corcoran's future? He may stay in St. Louis and continue doing entertainment reporting on television, but then again we could hear him on the airwaves of a major Midwest market.

WIOQ/PHILADELPHIA has suffered two defections: veteran Philly AOR personality **ED SCIAKY** has left 'IOQ nights to replace **SCRUFF CONNORS** on afternoons at crosstown Classic Rock **WYSP**. Also, **PAUL HARRIS** has left 'IOQ mornings after replacing veteran **HARVEY** only three months ago.

When **ARISTA** holds its convention next week in Palm Springs celebrating the biggest and most profitable year in the label's history, look for a possible announcement on the restructuring of the pop promotion department.

BOB WALL was back on the air at **WGCI-FM/CHICAGO** last week . . . for all of one day. That's how long it took the station to give in to listener pressure (and a 20-minute picket by **PUSH**) and yank him off again. You may recall that Wall was suspended by station management after alleged criminal sexual assault and abuse charges were filed against him and his wife by their 15-year-old babysitter.

Major shakeup at **KDKB/PHOENIX**: exiting are six-year VP/GM **TOMMY VASCOCU** after 15 years with station, PD **JOHN LARSON**, and morning team **KEITH LARSON** (no relation) and **DON DeWOLF**. No change in the Classic Rock format is expected, says **SANDUSKY** VP/Programming **JEFF SATTLER**.

After a five-year association consultant **MIKE McVAY** has resigned his client relationship with **WMJI/CLEVELAND**. Meanwhile he has picked up **KLZI/PHOENIX**, **KMAJ/TOPEKA**, **KLTY/KANSAS CITY**, and **WTMG/NASHVILLE**, and expects to add another consultant to the firm sometime in January.

Looks like **A&M** San Francisco rep **IRIS DILLION** is relocating to Los Angeles to take a National Promotion post with **VIRGIN**.

Remember **MICHAEL SERGIO**, the parachutist who sailed into Game 6 of the World Series last month in New York? Well, apparently his stunt didn't have the bite of that pulled by **CAROLYN DALEY**, who won **WXRK/NEW YORK's** "most outrageous" contest by drilling "K-ROCK" into her upper front teeth (on the air) and filling the letters with gold. She then walked 15 miles around Manhattan, smiling at everyone she saw until the station was convinced she deserved the \$25,000 grand prize.

What do you do if football games run too long? Do what **WKRC/CINCINNATI's** **DAVE LEE** did — impersonate an NFL coach, call Commissioner **PETE ROZELLE**, and gripe to your heart's content. Lee convinced Rozelle he was Green Bay Packers coach **FORREST GREGG**, grouched about last week's marathon Monday night game, and then confessed it was all a hoax. The Commissioner's response? A hearty chuckle and permission to use the tape on air. Now, if Lee had impersonated L.A. Raiders owner **AL DAVIS** . . .

After the storm comes the calm. Following the demise of "Quiet Storm" **KQIN/SEATTLE** last month with the departure of PD **LARRY SNIDER** and staff, **KGNW** is moving into the vacated 820 frequency while the 1150 spot will be taken over by **PARK BROADCASTING**, which plans a complement to its **KEZX-FM** with an AM.

Continued on Page 24

Great talent's hard to find!

. . . But it doesn't have to be.

TALENTMASTERS

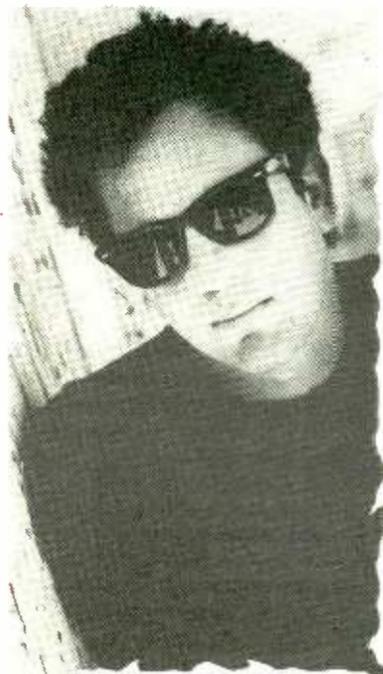
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FOURCAST

FOR YOUR FORMAT

BILLY JOEL

"This Is The Time"



AC CHART: 9

143/15 — 60%

BREAKERS



JOURNEY

"I'll Be Alright Without You"

First Week Out:

A NATIONAL MOST ADDED
AT CHR AND AC!

65 REPORTERS
OUT OF THE BOX!

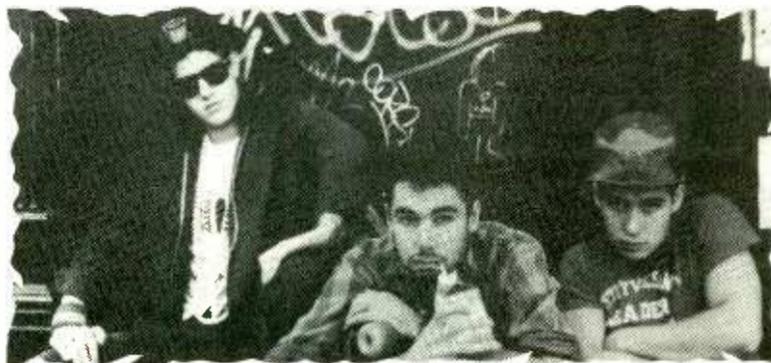


PAUL YOUNG

"Some People"

CHR: 93/16, 39%

AOR: TRACK 43



BEASTIE BOYS

"Fight For Your Right
(To Party)"

KEGL! 93FM! WROQ!
Z102!



Columbia Records

© 1986, CBS Inc.

Gene Sandbloom Breaks All

It was a hard fought battle with over 160 participants. But Gene Sandbloom, music director for KIIS-FM in Los Angeles, swept to victory in the 5th semi-annual Active Industry Research competition, his *second triumph in a row!* It's a record breaking achievement. And AIR salutes Gene on his accomplishment. Congratulations to our 29 Runners Up, too. Along with Gene, they share more than \$45,000 in prizes. Like a 40" TV and hi-fi VCR, a HandyCam, complete stereo system and a variety of other electronic marvels. They've earned them by having the best ears in the business. Now Competition #6 is in full swing. Will Gene be dethroned as champion? We'll know the answer this June, when results are announced by AIR.

- | | | |
|--|--|---|
| 2. Kirk Cliatt , Salinas, CA—40" TV, Hi Fi VCR | 6. Dennis Martin , WWPZ/ Petosky, MI—19" TV | 12. Jeff McCartney , 94Q/ Atlanta, GA—VCR |
| 3. Tony Muscola , Independent, Los Angeles, CA— HandyCam | 7. Tracy Johnson , KFRX/ Lincoln, NE—19" TV | 13. Greg Lawley , WDBR/ Springfield, IL—VCR |
| 4. Steve Brack , Chrysalis, Los Angeles, CA— Complete Stereo System | *8. Alan Orem , Columbia, Atlanta, GA— 19" TV | *14. Ron Farber , Independent, Los Angeles, CA—VCR |
| 5. Don Benson , 94Q/ Atlanta, GA— 27" monitor TV, VCR | Terry Weinacht , WKFR/ Battle Creek, MI— 19" TV | William Kennedy , CBS, Philadelphia, PA—VCR |
| | 10. Jim Martin , WOAY/ Oak Hill, WV—19" TV | 16. Rod Meyer , KFRX/ Lincoln, NE—VCR |
| | 11. Leo Davis , Q104/ Gadsden, AL—VCR | 17. Dave McKay , Independent, Kansas City, KS—VCR |
| | | 18. Steve Wyrostok , WARM/ Atlanta, GA—VCR |



Two AIR competitions, two Porsche 944's. Congratulations to Gene Sandbloom, KIIS/ Los Angeles, on his second victory in a row.

Records In Air Competition

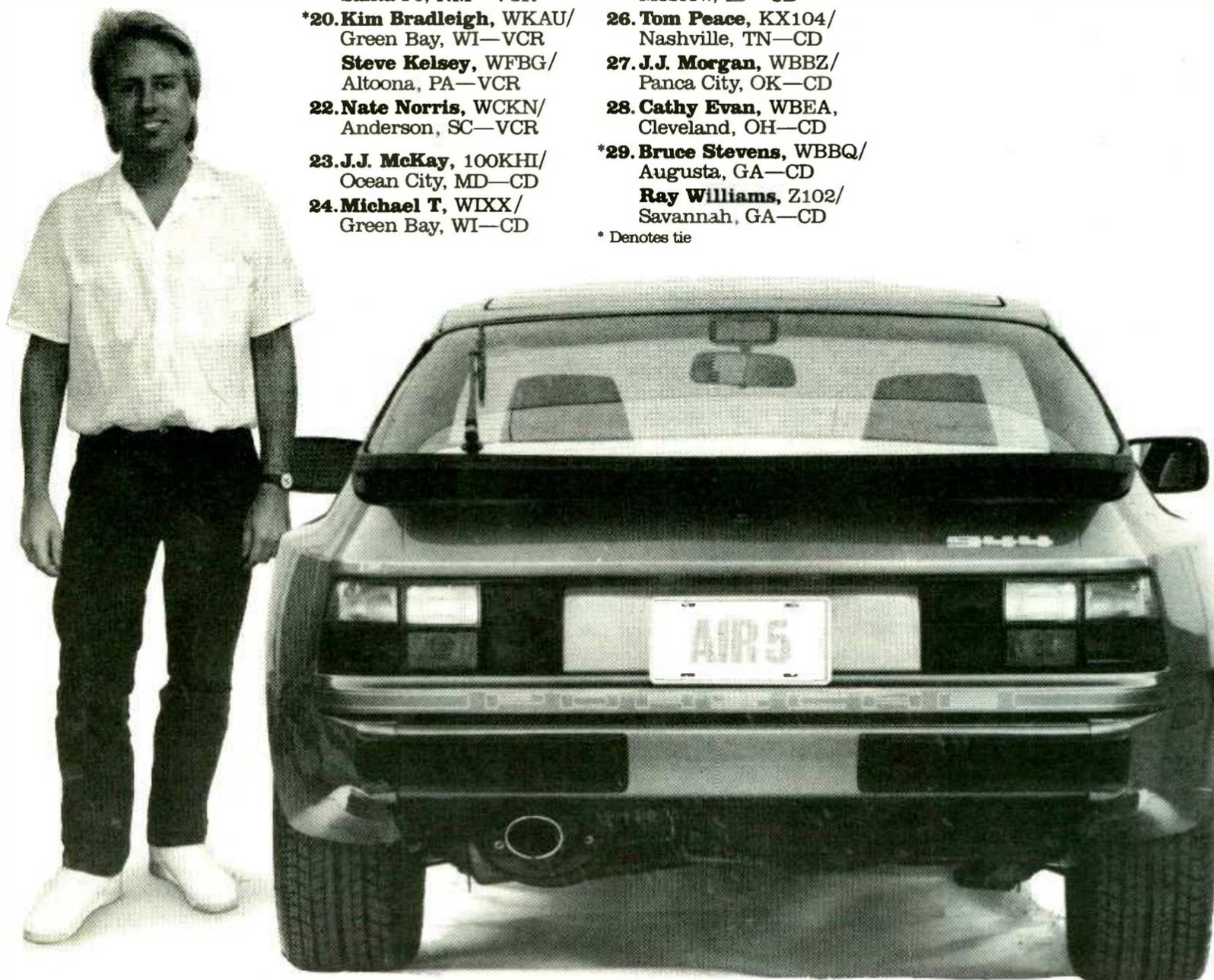
And AIR Breaks More And More Records, Nationwide

With program and music directors deluged with CHR product every week, it's hard to get radio to listen to new records. Unless you work with Active Industry Research. Because AIR's nationwide network of program and music directors gives a good, hard listen to AIR's priorities. Which means AIR can direct you the music decision makers whose influence controls the destiny of CHR product.

If you're a recording company executive, artist's manager, or independent producer, you should be talking with AIR. Call Alan Smith, President, at (301) 964-5544. You could be on your way to record breaking achievements.

- 19. **Russ Rountree**, KNMQ/
Santa Fe, NM—VCR
- *20. **Kim Bradleigh**, WKAU/
Green Bay, WI—VCR
- Steve Kelsey**, WFBG/
Altoona, PA—VCR
- 22. **Nate Norris**, WCKN/
Anderson, SC—VCR
- 23. **J.J. McKay**, 100KHI/
Ocean City, MD—CD
- 24. **Michael T.**, WIXX/
Green Bay, WI—CD
- 25. **Gary Cummings**, KZFN/
Moscow, ID—CD
- 26. **Tom Peace**, KX104/
Nashville, TN—CD
- 27. **J.J. Morgan**, WBBZ/
Panca City, OK—CD
- 28. **Cathy Evan**, WBEA,
Cleveland, OH—CD
- *29. **Bruce Stevens**, WBBQ/
Augusta, GA—CD
- Ray Williams**, Z102/
Savannah, GA—CD

* Denotes tie



ACTIVE INDUSTRY RESEARCH

P.O. Box 1136 Columbia, Maryland 21044
(301) 964-5544



*"Maybe I've a reason to believe
We all will be received in
Graceland"*
Paul Simon

PRO-FM add	WBCY 30-28	KQCR 28-22
94Q 28-26	FM100 34-31	KFRX deb 31
PWR997 32-28	WIXX add 39	KWTO deb 27
WRSR on	Z104 40-37	WSPT 29-24
FM102 add	KIYS 26-18	KDVV deb 40
WFLY add	KSND 37-33	KTRS deb 37
K104 32-24	KXYQ 35-32	KKAZ 37-32
WPST 38-33	OK100 40-31	OK95 37-32
WBBQ 40-37	WPFM 38-34	

"GRACELAND" THE NEW SINGLE AND EP FROM THE ALBUM GRACELAND

© 1986 WARNER BROS. RECORDS INC.

STREET TALK

Continued from Page 20

The end of an era: As **CARL BRAZELL** finally (and formally) assumed control of **METROMEDIA's** radio properties last week the name of the new group was officially changed to **METROPOLITAN BROADCASTING**.

As predicted last week, **HOWARD STERN** has signed to do a weekly show for **FOX TELEVISION**. Title and concept are yet unknown . . . but stay tuned.

Meanwhile, former **WNEW-FM/NEW YORK** morning cohost **MARK McEWEN** has signed on with "CBS Morning News" to do the weather on the network's new version of its troubled morning newscast.

The best to you each morning: In Battle Creek, MI, **MICHIGAN BELL** procured a cease-and-desist order against **WKFR** because its phone-in contest was blowing the phone company's circuits. Unperturbed (but not quite "cheerio"), PD **TERRY WEINACHT** said next time he conducts a contest like this he'll issue "cereal numbers" to listeners.

It's now official: **INTEREP** has been named exclusive representative with **PRICE COMMUNICATIONS'** radio stations.

Continued **UPI** woes: **MALCOLM HUGHES** has resigned as Editor In Chief of the wire service, following the appointment two weeks ago of **MILTON BENJAMIN** as President of the beleaguered company. UPI Executive Editor/Broadcast **BILL FERGUSON** has been named Managing Editor for the time being.

Advance congrats to former **KMGG/LOS ANGELES PD** (and former **R&R AC Editor**) **RON RODRIGUES** for his promotion to Sr. VP/GM at **JAMES PAUL BROWN ENTERTAINMENT** (formerly **JIM BROWN PRODUCTIONS**).

We hear **WEBR/BUFFALO GM ROBERT GOLDFARB** has exited with an eye on L.A. — possibly at a Classical station.

WCZY-AM & FM/DETROIT PD BRIAN PATRICK says, "Last week's 'Street Talk' item about **DICK PURTAN** trying an LBO of 'CZY, and, that failing, a jump to **WMJC**, is total BS." Purtan adds: "I have a contract with WCZY which has more than a year to run. Both the radio station and I are doing well being number one or two in the major demos. I don't want to change my environment either with the present exceptional management, any new management, or my own management. I have no plans to go anywhere else."

WBMX/CHICAGO morning man **DOC KILGORE** is heading down Texas-way to do mornings at **KMJQ/HOUSTON**, while current morning man **DAN SHANNON** moves to overnights.

KIXL/AUSTIN recently pulled an anti-pornography program off the air for being . . . too explicit. The show, produced by **CITIZENS AGAINST PORNOGRAPHY**, was cut while host **MARK WEAVER** and a guest discussed homosexual activity in an X-rated book shop. GM **GENE BENDER** apparently thought the information imparted was a little risqué, and the station soon developed "technical difficulties" — preventing the show from continuing.

POWER 106/LOS ANGELES morning man **JAY THOMAS** will be filming a two-part guest shot on **NBC-TV's** hit series "Cheers" later this season. Thomas plays a hockey goalie who falls for (and body-checks?) waitress **Carla Tortelli**. The two-parter is scheduled to air some time in February.

"Brat Pack, shmack pack," harrumphed **B104/BALTIMORE PD STEVE KINGSTON**, regarding his alleged membership in this programming clique. "The idea of exchanging information is essential in this business. But, I make my own decisions, and do them at my own speed and in my own time, not as part of any programming ensemble. End of story." Joining Kingston at B104 is ten-year **WCLY/WASHINGTON** midday man **DAVE FOXX**.

With **WPLJ/NEW YORK MD LISA TONACCI** exiting to program **KIXS/KILLEEN-AUSTIN**, Programming Coordinator **ANDY DEAN** has been boosted to Music Director at **POWER 95**.

It appears **91X/SAN DIEGO** will be looking for a new morning co-host as **BRYAN JONES** has exited.

Dr. **DON ROSE** has left **KFRC/SAN FRANCISCO** after 13 years of wakeup service. At present, the good Doctor working on a number of potentially interesting projects. Look for him to surface soon.

As soon as Beirut hostage **DAVID JACOBSEN** was back on American soil his sons, **ERIC** and **PAUL**, set about recording a song telling of their Dad's ordeal. The song, "When The Word Comes," is distributed by **MCA-CURB** and all proceeds are being donated to the **NATIONAL ORGANIZATION OF VICTIM ASSISTANCE**.

Finally, condolences to the family and friends of:

Former **ATLANTIC** Associate Director/Media Relations **HORACE K. BURRELL**, who died earlier this month following a long illness.

Radio and TV veteran (and former **WMNI/COLUMBUS** afternoon personality) **FREDERICK "SPOOK" BECKMAN**, who passed away November 19 of a liver ailment.

WARNER BROS. Philadelphia Regional Promotion Manager **HAROLD BURNSIDE**, who was killed in an automobile accident November 15.

JPC THE INNOVATORS

WELCOMES ABOARD

WNEW-FM . . . THE LEGEND CONTINUES

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ERIC CLAPTON



The New Album • Produced By Phil Collins • In Association With Tom Dowd

Includes "It's In The Way That You Use It" • Featured In Touchstone Pictures "The Color Of Money" • and "Tearing Us Apart"

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AUGUST





RIP RIDGEWAY

RATINGS AND RESEARCH

Cutting Insights From Coleman's Research

Dissatisfied with the available information, Coleman Research, Inc. embarked on a project that ended up costing almost three times more than anticipated . . . but it was worth it! Coleman studied diarykeepers and compared them to those who would not participate in a diary-based audience study.

The Coleman project emulated Arbitron's diary technique using a special sample, an Arbitron-type diary, and Arbitron-type procedures. It studied how, when, and where the diary was kept. It also examined many characteristics of diarykeepers and non-diarykeepers, including how the participants are affected by direct mail and other media.

Coleman gained a wealth of information about the diarykeeping process and about "non-responders." Some of this information is being made available through presentations, some is for sale, and still more will remain proprietary to Coleman Research.

Diarykeeper Listening

The interviewing process was probably more intrusive than that used by Arbitron. Coleman used a total of three interviews. The first was about two weeks prior to the actual diary week. At that time, the respondents made an estimate of their daily listening. This interview was repeated during the diary week and again after the diary was

"The Coleman study indicates that diarykeepers and non-diarykeepers do not think and act differently toward radio."

returned. In the first interview, a total of 19 quarter-hours of listening per day were reported. During the diary week, the same question got the answer of 16 quarter-hours a day — and during the post-diary period, 15 quarter-hours per day were reported.

Coleman Research President Jon Coleman offered this hypothesis: "The diarykeeping process makes respondents more aware of their listening and thereby allows them to provide listening estimates closer to reality." If this is the case, what are the implications for the Birch Radio estimates, where the listening question comes without any preparation?

Important Findings

In addition to finding that the diary was rather well kept and kept on quite a timely basis (reported here October 3), Coleman gathered information about other factors, many of which could have an influence on diarykeepers. It found the vast majority of diarykeepers did not get tired of filling out the diary. If the diarykeeping process was found to be fatiguing, one would have to question the quality of audiences reported.

The Coleman research showed there was no format bias introduced by the non-responders. This says both responders and non-responders listen to the formats in similar ways. This supports previously published research and reinforces the use of samples to measure radio audiences.

"The diarykeeping process makes respondents more aware of their listening and thereby allows them to provide listening estimates closer to reality."

—Jon Coleman

Radio diarykeepers watch only a little less television than non-diarykeepers . . . almost one quarter-hour/day. They are also more aware of billboards. The vast majority of diarykeepers do not use newspapers or other listings to help them determine call letters or frequency. This should be expected, since most newspapers no longer list radio station identification and format information.

The Coleman study indicates that diarykeepers and non-diarykeepers do not think and act differently toward radio. Diarykeepers tend to be more interested in radio, but are not that different in other qualitative aspects (such as sex, age, family size, and lifestyle). This is a very important finding because it means that as the response rate gets larger, listening levels will decrease and the demographic characteristics will remain virtually unchanged. A high response rate could lessen the value of radio audiences because it would include more people who listen to less radio, and therefore produce smaller reported audiences.

Coleman also found the diary was able to capture listening at the time it took place. Forty-three percent of the diarykeepers took the diary with them while away from home. Sixty-two percent made their listening entries at home, 18% while in the car, and 20% while at

can assume this is the proprietary information which Coleman Research will be using in its consulting.

Diary Habits

The "non-response" differences identified were remarkably similar to those previously published by Arbitron. Other findings respond to the many questions people ask about the diarykeeping process. Thanks to Coleman Research, we now know 40% of the diarykeepers do keep their diaries current, 47% complete the listening entries once a day, and 13% do so less than once a day . . . that is valuable information! Important, too, is that 27% of the diarykeepers make estimates of when the actual time listening takes place, and such estimates are off by five or more minutes.

Coleman will be making the results of the study available for "noncommercial" purposes, in the form of presentations to state broadcasting associations, rep firms, and groups. There is a chance that it will be on the program at the next NAB convention. "By noncommercial," Coleman said, "it is not for sale to the ratings services or to direct mail companies. I do not want the name of Coleman Research used by them in their advertisements and in their sales presentations."

Many of these findings can be put to immediate use by individual radio stations. They could confirm why some promotions work and why others do not. A little study of specific promotional efforts could provide the key to future successful promotions.

Response studies are difficult and expensive to conduct. The results do more to identify problems and successes than anything else. Coleman deserves all the kudos for this important and independent contribution to audience research.

"Many of these findings can be put to immediate use by individual radio stations."

work. When at home, the kitchen and the bedroom were the most popular places to make diary entries.

There were some differences in characteristics when the respondents were divided into heavy, medium, and light listeners. It is that old axiom: 20% of the audience does 80% of the listening! Actually, 20% of the listeners produce about 60-80% of the listening, depending upon the format.

Direct Mail Impact

Direct mail campaigns have an impact on diarykeepers. Diarykeepers are more likely to participate in direct mail contests than non-diarykeepers. Direct mail promotions can affect both cume and time spent listening. Diarykeepers are more aware of the types of direct mail that arrive at the household. In fact, 66% of the diarykeepers have bought from direct mail catalogs, as compared to 51% for the non-diarykeepers. Stations and consultants will be able to use this information.

Coleman indicated that direct mail did not have uniform performance or acceptance when the information was analyzed by format. Nothing more has been reported about this finding, so we

Put It In Writing

Guest contributors are encouraged to submit queries or finished articles to R&R for use in the Ratings & Research, Sales, Management, and Engineering columns. Articles should be approximately 1250 words, or five to six typed, double-spaced pages. For more information, contact Special Assignments Editor Jim Dawson, R&R, 1930 Century Park West, Los Angeles, CA 90067; (213) 553-4330.

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RATINGS

Summer Birch Results

Allentown

WZZO On Top; WQQQ
Strong Second; WLEV
Slips

	Spring '86	Su '86
WZZO (AOR)	16.1	15.2
WQQQ (CHR)	11.7	14.4
WLEV (AC)	10.9	9.3
WFMZ (B/EZ)	9.3	7.9
WAEB (AC)	3.9	6.7
WKAP (BBnd)	4.3	4.3
WAEB-FM (AC)	4.9	4.0
WMMR (AOR)	1.2	4.0
WEST (BBnd)	3.4	3.8
WYSP (AOR)	4.3	3.4
WKKW (Ctry)	3.0	1.8
WEEX (Gold)	2.8	1.5
WUSL (B/U)	1.3	1.5
WMGK (AC)	.3	1.3
WBYO (Rel)	.6	1.1
WFIL (Gold)	.2	1.1
WRNJ (AC)	1.1	1.1

Greensboro-
Winston-
Salem-
High Point

WTQR Down, Still Leads;
CHR Stations Up

	Spring '86	Su '86
WTQR (Ctry)	18.0	12.9
WKRR (AOR)	12.1	10.4
WKZL (CHR)	7.0	9.5
WKSJ (CHR)	6.7	9.4
WQMG (B/U)	6.8	7.1
WMAG (AC)	7.4	6.1
WSJS (AC)	5.8	4.9
WTHP (B/U)	2.9	4.6
WSEZ (AC)	3.5	4.2
WOJY (B/EZ)	4.9	3.2
WNAA (B/U)	.9	2.4
WHPE (Rel)	.8	1.9
WPCM (Ctry)	.6	1.9
WFDD (Clas)	1.6	1.6
WEAL (B/U)	1.4	1.5
WAAA (B/U)	.9	1.3
WKOQ (Rel)	.9	1.3
WMFR (BBnd)	1.7	1.2
WKLM (B/EZ)	1.1	1.1

Norfolk-
Virginia
Beach

WNOR-FM Maintains First;
WOWI Rises; WCMS-FM
Slides

	Spring '86	Su '86
WNOR-FM (AOR)	17.5	16.3
WOWI (B/U)	8.9	11.7
WCMS-FM (Ctry)	11.6	10.1
WNVZ (CHR)	9.8	9.2
WFOG (B/EZ)	5.4	6.7
WRSR (CHR)	6.6	5.7
WMYK (B/U)	4.4	5.5
WRAP (B/U)	4.1	4.6
WWDE (AC)	4.7	4.2
WLTY (AC)	4.3	3.4
WTAR (AC)	4.8	3.3
WNIS (Talk)	2.1	2.1
WXRI (AC)	2.5	2.1
WHRO (Jazz)	1.9	2.0
WPCE (Rel)	2.0	1.9
WNRN (B/EZ)	1.7	1.8
WYFI (Rel)	1.0	1.4
WKEZ (Ctry)	.7	1.1

Phoenix

KZZP-FM Market Leader;
KMEQ Jumps To Fourth;
KTAR Down

	Spring '86	Su '86
KZZP-FM (CHR)	15.3	15.1
KINX-FM (Ctry)	12.8	13.0
KUPD (AOR)	11.0	10.5
KMEQ-FM (B/EZ)	2.6	6.2
KTAR (N/T)	7.5	5.9
KDKB (AOR)	4.5	4.9
KOOL-FM (Gold)	4.1	4.1
KUKQ (B/U)	3.8	4.1
KAMJ-FM (AC)	1.4	3.7
KKLT (AC)	5.3	3.7
KOY-FM* (AC)	4.1	3.1
KLZI (AC)	4.0	2.7
KKFR (CHR)	1.9	2.3
KJZZ (Jazz)	1.9	2.0
KOY (AC)	3.6	1.9
KSLX (Gold)	6.2	1.2
KSTM (AOR)	1.5	1.9
KNIX (Ctry)	1.7	1.8
KFYI (N/T)	1.1	1.4
KRDS (Rel)	.6	1.3

*Formerly KQYT

Albany-
Schenectady-
Troy

WPYX Posts Gains;
WGFM, WFLY Earn
Double Digits; WGY Slides

	Spring '86	Su '86
WPYX (AOR)	15.7	16.3
WGFM (CHR)	9.6	12.6
WFLY (CHR)	9.0	10.0
WGY (AC)	11.1	9.6
WROW-FM (B/EZ)	5.8	6.8
WWOM (AC)	6.1	5.5
WQBK-FM (AOR)	3.9	5.1
WTRY (Gold)	4.8	4.5
WGNA (Ctry)	4.4	3.5
WQBK (Talk)	5.7	3.4
WPTR (Ctry)	3.0	3.2
WABY (BBnd)	2.8	2.5
WMHT (Clas)	1.7	2.0
WROW (AC)	3.0	1.9
WAMC (Misc)	1.5	1.7

Nashville

WKDF Boosts Lead;
WLAC-FM Cops Second;
WSIX-FM Increases

	Spring '86	Su '86
WKDF (AOR)	14.4	18.3
WLAC-FM (AC)	7.9	9.7
WSM-FM (Ctry)	13.1	9.4
WQOK (B/U)	10.7	8.8
WYHY (CHR)	10.8	8.6
WSIX-FM (Ctry)	3.9	7.0
WZEZ (B/EZ)	6.4	7.2
WWKX (CHR)	3.7	6.1
WSM (Ctry)	4.7	5.6
WTMG (AC)	3.4	3.1
WVOL (Gold)	2.9	3.1
WAMB (BBnd)	.7	1.9
WLAC (N/T)	3.3	1.5
WPLN (Clas)	1.9	1.3
WKDA (Gold)	1.2	1.0
WLRQ (AC)	1.6	1.0

Salt Lake City-
Ogden

KRSP-FM Retains Lead;
KCPX Drops; KISN Widens
AC Gap

	Spring '86	Su '86
KRSP-FM (AOR)	12.5	12.8
KCPX (CHR)	10.5	9.5
KISN (AC)	7.2	7.9
KKAT (Ctry)	6.2	6.8
KSFI (B/EZ)	6.3	6.4
KSL (AC)	7.1	6.2
KSOP-FM (Ctry)	4.0	5.5
KCGL (AOR)	5.6	5.2
KALL (AC)	3.3	4.7
KLCY (AC)	4.6	3.8
KBER (AOR)	1.3	3.5
KLTQ (AC)	1.9	2.5
KUTR (AC)	2.7	2.5
KTKK (Talk)	1.6	1.8
KUER (Misc)	1.5	1.7
KDAB (AC)	2.0	1.6
KLUB (AC)	1.5	1.6
KDYL (BBnd)	2.0	1.5
KFMY (CHR)	1.1	1.4
KZAN (Ctry)	2.0	1.4
KBNG* (B/EZ)	1.4	1.3
KBYU (Misc)	1.0	1.0
KMGR (AC)	1.9	1.0

*Formerly KLRZ (CHR)

Orlando

WBJW-FM Grabs First;
WHLY Steady Second;
WWKA Slips

	Spring '86	Su '86
WBJW-FM (CHR)	8.9	11.8
WHLY (CHR)	11.1	11.1
WWKA (Ctry)	11.9	10.2
WDIZ (AOR)	14.0	9.6
WSTF (AC)	9.7	8.9
WSSP (B/EZ)	7.0	8.5
WORL (B/U)	4.1	6.4
WDBO (AC)	8.1	5.3
WJYO (AC)	4.4	4.9
WORZ (AOR)	.9	3.4
WHOO (Ctry)	3.0	3.1
WKIS (N/T)	3.2	3.0
WOCL (AC)	1.3	3.0
WLOQ (Jazz)	2.4	2.6
WMFE (Clas)	2.0	1.3



It reaches beyond sight. Into the imagination. 200 million listen every week. Three and a half hours every day. On the road, at work, on the jogging path, 96% of all Americans sing its tune, hear its message. That's the power of radio. Radio advertising sells. How do we know? We've been measuring and describing radio audiences so you can turn the power of radio into money—for over 21 years. Arbitron. We know the territory.

ARBITRON RATINGS



REED BUNZEL

NETWORKS/PROGRAM SUPPLIERS

ONE YEAR LATER: PART II

Westwood One & Mutual Admiration

Westwood One Chairman Norm Pattiz obviously loves what he's doing. Maybe it's because in just 14 years he's parlayed a \$10,000 grubstake into the second largest radio network in the country. Maybe it's because at the moment he's sitting on top of \$100 million just waiting to be invested. His enthusiasm could also be due to *Forbes* magazine placing his company at number 39 on the "200 Best Small Companies" list.

Whatever the reason, Pattiz has reason to smile. Westwood One's 1986 fourth quarter net income was nearly double that of the same period in '85, and revenues were almost tripled. The company is openly positioning itself to cherry-pick select properties to acquire — either individual programs, syndication companies, or perhaps another network or two. Westwood One's slice of the radio network pie grew from about 5% last year to 16% 12 months later, primarily due — as Pattiz is the first to point out — to the 1985 acquisition of the Mutual Broadcasting System.

PROGRAMMING CONSULTANTS

"Presley Years" Debuts

The Programming Consultants (formerly TM Programming) has begun marketing of "The Presley Years."

"The Presley Years" is a 13-hour special produced to air twice in 1987: once in January to mark Elvis's birthday, and again in August to mark the 10th anniversary of his death. Narrated by Charlie Van Dyke, "Presley" chronicles the life of America's "king of rock and roll." Through rare and candid interviews and over 200 recordings (and some never-before released concert performances) the show recounts Presley's career from his boyhood days in Tupelo, MS to his death at Graceland.

"This special feature is just perfect for MOR, AC, Gold, and Country stations," says VP/Sales Bob Ardrey. "Reaction so far has been great, with advance sales way ahead of expectations."

"The Presley Years" contains an average of 10 minutes of commercial avails in each hour. It will be available on disc in mid-December.

Taking Control

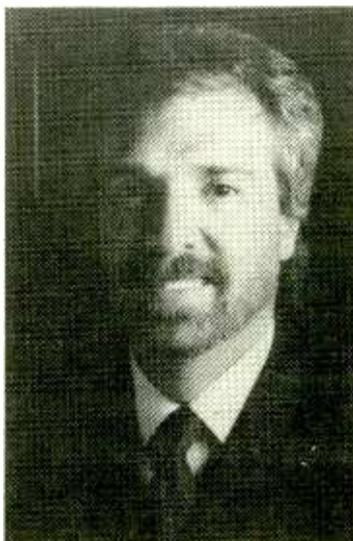
Westwood One officially took control of Mutual December 2, 1985 — at a cost close to \$30 million. Industry skeptics scoffed at the idea. At the time, Mutual was selling advertising at rock-bottom rates, its target demographic was skewed beyond Madison Avenue's taste, and its audience levels had suffered in recent RADAR reports. The price tag seemed excessive to many critics, but Pattiz recognized the turnaround possibilities and took advantage of the situation. "Everyone thought we were out of our minds to buy the network," Pattiz recalls. "But when our stock went from 30 to 60 and we split two-for-one, the value of the company doubled. People stopped thinking we were crazy."

Pattiz breaks the radio network business into three tiers, based on each company's share of the revenue pie. According to his 1985 charts ABC was (and still is) the dominant player in the network business. With 35-40% of the network pie, it's the only Tier 1 player. The Tier 2 companies — those characterized by participating in almost every spot buy and having a 5-15% share of the business — included NBC, CBS, Mutual, and RKO (now United Stations). Tier 3 companies were operations with 2-5% of the business, but still profitable and enjoying a comfortable niche. Pattiz classified WW1 as being at the top of the Tier 3 group at that time.

"Westwood One had more in common with Tier 3s than Tier 2s," he concedes. "We were more of a 'boutique operation' on the advertising side. We had a lot of acceptance on the station side, but we weren't doing that much business with a lot of national advertisers." By acquiring Mutual, however, Pattiz claims WW1 immediately moved to the top of Tier 2. "We became the largest of the Tier 2 players — only by a point or two — but by acquiring Mutual we went from about 5% to 16%."

The "Avis Syndrome"

ABC still sits at the top of the network heap, and Westwood One/Mutual would have to more than double its size (or take some of ABC's business) in order to surpass it. Is Pattiz maneuvering so his company eventually will be the



Norm Pattiz

#1 player in the industry?

"They don't call us Westwood Two," he laughs. "We are definitely positioning ourselves to grow larger in this business. We would definitely like to be a Tier 1 player, either alone or with ABC. It seems highly unlikely that ABC will divest all their radio assets, but they will have to sell some stations and that may have some effect on the network."

Size and performance in the network industry is directly proportional to the amount of inventory a company has. Pattiz tripled his inventory by purchasing Mutual, and he feels that acquiring even more inventory would be a boon not only for his company but for the industry as well. "It's very important to have another company, besides

"We want to increase our size of operation, and there are two ways to do this: through acquisition or the generation of new product."

ABC, that is a must-buy. It would be good for us as a company, it would be good for business, it would be good for the industry, it would be good for stations, and it would be good for the entertainment community. We want to increase our size of operation, and there are two ways to do this: through acquisition or the generation of new product."

Westwood One is continually generating new product, so growth-by-consumption is a given. What is not clearly understood is how that growth will occur. Pattiz believes that Tier 2 and 3 companies will experience considerable consolidation over the next two

"We produce our own programming and send it out over our own satellite system — we do it all ourselves. This gives us a tremendous leverage when it comes to acquiring a company."

years, some at the hands of Westwood One. But how will the company assess what is and is not a good buy? "We are virtually the only totally vertically-integrated company in the network industry," he says. "That means we produce our own programming and send it out over our own satellite system — we do it all ourselves. This gives us a tremendous leverage when it comes to acquiring a company, because the first thing we can do is make that company more profitable by reducing its overhead."

Accent On Acquisition

What kind of companies is Pattiz considering in this "acquisition mode?" "The most important thing is for us to continue to be perceived by the financial community as a 'pure play,'" he explains. "We trade at 50 times earnings, and if you look at the other companies that own radio networks they trade at a lot lower than that. We are viewed as a growth opportunity, a pure play, since we are only in the radio network business. We want to keep it that way."

Most radio networks view owned-and-operated stations as financial necessities, but Pattiz doesn't necessarily feel station ownership in itself would be financially prudent. "We would be interested in exploring station ownership to the extent that we could still appear as a pure play," he says. "But to go in and become a group operator — thus changing the nature of the business we're in — is something that's not likely to happen. At this point we're more interested in acquiring network assets; we would consider radio stations only to the extent that they would enhance the operation of the network."

Another option for Westwood One is to look outside its immediate realm for other opportunities. Pattiz admits he sees a dozen TV proposals a week, but says he's reluctant to change his company's focus. "We wish to remain focused in near term to what we feel is an exceptional opportunity for growth," he insists. "We are the fastest-growing company in the fastest-

growing segment of the broadcast business. We're a \$60 million piece of a \$400 million business that's a segment of a \$7 billion industry. We see that as tremendous growth potential. It's difficult, when we have all these things going for us, to take our focus away from that for anything other than a slam-dunk."

Despite the millions of voting shares of stock and the Board of Directors overseeing the company's operations, Pattiz and Westwood One are inseparably attached. Pattiz is widely recognized for turning his garage operation into a \$60 million-a-year business, and fledgling entrepreneurs view his success as a model for their own ventures. But Pattiz is the first to dissuade any notion of the "Midas touch."

"We all make mistakes," he admits. "Just look at 'Buffalo Dick's Radio Ranch.' Seriously, if you don't allow yourself the room to make mistakes, you're lost."

"Fortunately, the mistakes we make on a daily basis haven't been so critical that they've caused our growth to suffer. In the main we're a conservative operation."

"Fortunately, the mistakes we make on a daily basis haven't been so critical that they've caused our growth to suffer. In the main we're a conservative operation; we haven't done too many dumb things and we expect to not do dumb things. But as a company gets larger, the opportunity to do something dumb goes up in direct proportion — and the resultant mistakes tend to become more public."

One mistake Pattiz is not about to make is give up control of his company. He presently owns less than 20% of WW1's common stock, but prior to the second public stock offering he exchanged some of his holdings for Class B stock. "I'm not prepared to give up control of Westwood One," he concludes. "If somebody feels strongly about us and invests in us — even though they know voting control will still be with me — that's a tremendous vote of confidence."

For whatever reason, Pattiz is happy. Then again, maybe it's just because of his latest toy — a handheld mobile cellular telephone that fits snugly on any restaurant table in Los Angeles or New York.

NETWORK FEATURE FILE

NEWS & INFORMATION FEATURES

December 1 - 5

MUSIC FEATURES

The Weekend

December 6 - 7

American Eagle (DIR) Earl Thomas Conley/Nicolette Larson	National Music Survey (WO) Michael McDonald/James Ingram/Ric Ocasek
Christian Countdown America (CCA) John Fisher	On The Beat (BRE) Jemaine Stewart/Five Star
Dick Clark's Rock, Roll & Remember (USP) Dave Clark Five	On The Radio (NSBA) Cyndi Lauper
The Countdown (WO) Bobby Brown/Klymaxx	Pioneers In Music (DIR) Buffalo Springfield/Stephen Stills/ Neil Young/Graham Nash
Countdown America With Dick Clark (US) Hall & Oates	Plain Rap Countdown-CHR/AC (PRE) CHR: Huey Lewis/Bruce Hornsby/Wang Chung/Pretenders/Oran "Juice" Jones AC: Lionel Richie/Peter Cetera/Miami Sound Machine/Billy Ocean/Toto
Country Report Countdown (WRN) John Schneider/Billy Joe Royal/Eddie Rabbitt	Powercuts (GSN) Kinks/Steve Winwood
Country Today (MJJ) Alabama	Reelin' & A Rockin' (RI) Robert Palmer/Whoopi Goldberg
Dr. Demento (WO) -Winter salute & white sale	Reelin' In The Years (GSN) Temptations/Beach Boys
Entertainment Coast to Coast (CBS) Glass Tiger/Robert Desidero	Rock Chronicles (WO) Chrissie Hynde/Pretenders/Georgia Satellites/Bon Jovi
Future Hits (WO) Ric Ocasek/Ann Wilson	Rock Of The World (BRE) Pretenders/Loverboy
Great Sounds (USP) Ray Conniff	Scott Mun's Ticket To Ride (DIR) Beatle rarities
The Great Star-Ship (BRE) Tina Turner/Peter Cetera/Toto	Scott Shannon's Rockin' America Countdown (WO) Pretenders/OMD/Survivor
Highlights (DIR) Ray Charles/Mary Wilson/Don Johnson	Sinatra Special (CRS) Classic Capitol
Hot Rocks (USP) Elton John	Sittin' In (WRN) Bellamy Brothers
Hot Spots (BRE) Pretenders/OMD/Don Johnson	Solid Gold Saturday Night (US) Beatles albums
Jazz Show With David Sanborn (NBCE) Spyro Gyra	Soupy Sales Moldy Oldies (NBCE) The four seasons
King Biscuit Flower Hour (DIR) Genesis, Pt. 2	Star Beat (MJJ) Ready For The World
John Landers' Hit Music USA (USP) Bob Seger	Street Beat (BRE) Kurtis Blow/Isaac Hayes/Dazz Band
John Leader's Countdown USA (CUSA) Billy Ocean	Superstars Rock Concert (WO) Dire Straits
Live From The Apollo (WO) SOS Band/Doug E. Fresh	That's Love (WO) B.J. Thomas/Don Johnson/Madonna
Metalshop (MJJ) David Lee Roth	Top 30 USA (CBSR) British Invasion: Manfred Mann/ Hollies/Kinks/Gerry & the Pacemakers/ Chad & Jeremy
Motor City Beat (USP) Four Tops	Urban Music Magazine (SI) Luther Vandross
Musical! (WO) A look at the jazz age	Weekly Country Music Countdown (USP) Judds
Musical Starstreams (FF) Mannheim Steamroller	

The Week Of

December 8 - 12

The Concert Hour (WO) Aretha Franklin	Country Calendar (CW) Johnny Paycheck (12/8) Sylvia (12/9) Dwight Yoakam (12/10) Lynn Anderson (12/11) Forester Sisters (12/12)
Country Report (WRN) Forester Sisters/Paul Davis (12/8) Kathy Mattea/Ronnie McDowell (12/9) Holly Dunn/Forester Sisters (12/10) Larry Boone/Judy Rodman (12/11) Kathy Mattea/Marty Haggard(12/12)	Earth News (WO) Elayne Boosler: "Comedy From Here"/ Huey Lewis/Charlie Sheen & Nick Cassavetes: "The Wraith"/Talking Heads: "True Stories"/William Shatner: "Star Trek IV: The Voyage Home"
Encore With Jim Lange (WO) 1938: Benny Goodman	In Concert (WO) Joe Walsh/Outlaws
Line One (WO) Wang Chung	Live From Gilley's (WO) Charly McClain
Live From Walt Disney World (NBCE) Eddie Rabbitt (12/11)	Off The Record (WO) Huey Lewis & the News/Police/Ben Orr
Off The Record Special (WO) Kansas	Pop Concerts/Star Trak Profiles (WO) Elton John, Pt. 1
Reelin' & A Rockin' (RI) Robbie Krieger/Doors	Rock Over London (RI) Howard Jones
Rock Today (MJJ) Talking Heads	Shootin' The Breeze (WO) Luther Vandross/Manhattans/Maze
Solid Gold Country (USP) This week in 1978 (12/8) Johnny Rodriguez birthday salute (12/9) December's #1 hits (12/10) Artists who produce themselves (12/11) John Anderson birthday salute (12/12)	Solid Gold Scrapbook (US) December gold (12/8) This week in 1969 (12/9) Color my world, vol. 2 (12/10) This week in 1962 & '63 Dionne Warwick birthday salute (12/12)
Special Edition (WO) Luther Vandross	Star Trak (WO) Talking Heads/Ben E. King/Huey Lewis
Street Beat (BRE) Ric Ocasek/Howard Jones/Bangles	

GENERAL INFORMATION

The Blimp (PM) Balsa wood gliders/shyness/sex appeal & horror movies/White House humor/ new colors in car sales	Car Show Coast-To-Coast (SCGI) '87 Chevrolet Celebrity/Nissan designer Jerry Hirschberg, Pt. 2
Computer Program (PM) Portables on planes/windows/literacy/how to program	Costas Coast To Coast (CW) Jake LaMotta
Health Care (PIA) Fitness for everyone	NBC Extra (NBC) Legal briefing
Personal Finance Digest (JBP) Interest deductions/used cars/personal debt/borrowing/tax reform & credit cards/David Horowitz/auto ads/storage	Public Affairs (PIA) Looking ahead
Radio Links Entertainment Features (RL) "Star Trek IV": Leonard Nimoy/William Shatner	Reviewing Stand (PIA) "Aids: facts & fears:" Michelle Ries/Popular revolution: Bennet Reimer/Marathon bloke: Steve Poulton
Sound Advice (PM) Bias/tape speeds/tape heads/demagnetizing/ bulk erasing	Sporting News (CW) Jim Brown/John Madden/Peter Ueberroth/ Giamatti & Staub/Doug Flutie/ Larry Holmes/Mike Gottfried
Sports Explosion (PIA) Mercury Morris/Bill Foster/Jim Young/ Gary Tranquill	Sports Flashback (CW) '83 Rosebowl champs/'75 NFC playoff losers/ Cowboys pre-Superbowl '76 game/ Superbowl #5 winning field goal/ '71 Stanley Cup/'71 kickoff return/ St. Louis Blues's last Philadelphia victory
Sports Trivia (SM) Chris McCarron	Travel Holiday Magazine (CW) Destination: St. Kitts-Nevis Islands
Wireless Flash (CN) Jeff Daniels & Ray Liotta: "Something Wild"/ Alex Cox: "Sid and Nancy"/Vanity/ Screaming Blue Messiahs	

Coming Next Week: Contemporary Christian Syndication

COMEDY

Amatellin U (DD) Mail order medicine/porcelain pigs/ cancelled Czech/full tilt/you must walk upright	Bobby Jo Amberg's Bar & Grill (DD) Dancing on your back/ketchup is a vegetable/battery acid/sam buffet/ shetland pony surprise
Comedy Hour (MJJ) Live Guest: Dudley Moore/Bill Cosby/ Gilda Radner/George Carlin/Emo Phillips	Comedy Show With Dick Cavett (CW) Language: Three Stooges/George Carlin/ Howie Mandel/Carl Reiner/Mel Brooks/ Yakov Smirnoff
Daily Feed (DCA) Defensive press conference/Bush traded for hostages/the deficit interviewed by Koppel/McFarlane photos/teflon patch kit	Hiney Wine (DD) Hiney hocks/thank your lucky hiney/ hiney holiday/bend over and give thanks/ is it soup yet?
Irving Loblolly (DD) Downfield follies/over there/sports hotline/ make it short/I'll bet	Jackie The Joke Man (OHR) Mr. Tee-hee/dolly's black eyes/dental cruelty/ hit in ice hole/mountain out of molehill
Laugh Machine (PM) Robert Klein/Steven Wright/Woody Allen/ Henny Youngman/Sanford & Son/ Smothers Brothers/Paul Paulsen/ Allan Sherman/Jean Rivers/ Rodney Dangerfield	Live From The Improv (DIR) Chance Langton/Billy Ribback/Rick Ducommun/Will Shriner/Jerry Seinfeld
Mel Blanc's Blankety Blancs (ASR) Center ring/hello from Hollywood/run-in/ kamakazi pilot/Hollywood gardener	National Comedy Wireless (DD) Eric Gnezda's Thanksgiving/turkey phone/ stuff it/fowl play/dyslexia PSA
National Lampoon's True Facts (PRE) Jap clap trap/toad road/hair and there/heavy penance/they're not kidding	Party Drop-ins (ASR) How to party #24/essence of Shecky/RV-of- the-month club/gerbal life/Beirut airlines
Radio Hotline (ASR) I got through/I'm really tired/poison control center/you're only a DJ/ask Big Mike	Red Neckerson (SYN) Holiday season/Thanksgiving
Stevens & Grdnic's Comedy Drop-ins (ASR) With me here today/Columbian school of deprogramming/this word from Michael Jackson/lucky Louie's funeral home/ topless PSA	United Spots Of America (ASR) Buster Crabbe health spas/scamco star wars system/scamco waste disposal/Mulgrew mattress/presidential spatulas

The Roots of Rock 'n' Roll Against Famine

Featuring

James Brown Mary Wells Bo Diddley

Freddy Cannon, Danny & The Juniors, Joey Dee, The Crystals, Johnny Maestro, The Dovells, The Tokens, Bobby Lewis, Shirley of the Shirelles, The Del Vikings, The Teenagers, The Elegants, The Capris, The Chimes, The Chords, The Orioles, Lee Andrews of the Hearts, The Emotions, and many, many others — over 100 of the early creators of Rock 'n' Roll in the largest Rock Recording Session in history!

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100% of proceeds from writers, producers and artists will be donated to the United States Committee for Unicef to help feed the hungry children of the world.

At last . . . the feature you've been waiting for. Presented on these two pages, for your reading enjoyment (and a quick lesson or two) are our Top Turkey stories for 1986. These were solicited over the past six weeks from R&R readers, and were judged by our panel of experts to be the most outrageous and embarrassing of the lot. Several notes: two entries tied in our "Pluckiest Promo" category, so each was awarded the top prize of \$500. Also, one entrant — **Lee Garen** — had two winning submissions . . . obviously a true radio professional. At any rate, read it and enjoy . . . and we'll see you again in 1987!



97 Proof



A lot of confusion arose here in San Diego from a promotional flyer that was misinterpreted by listeners. We sent out 400,000 contest flyers with "lottery tickets" printed on them, with accompanying rules stating that if their lucky ticket number was "97.3" they would win \$1000. The problem was that each ticket was printed with the 97.3 frequency designation at the top of the ticket, not on the side as stipulated in the rules. Each ticket was also printed with individual blue lucky numbers. Still, some listeners interpreted this rule to mean that if 97.3 was printed *anywhere* on the ticket, it was a winner — which would have meant the station was out \$400 million. When these misinformed listeners called in to claim their prize, some of them refused to accept the fact that they had misread the rules. Local newspapers and television stations ultimately were notified, and our competition took us to task over the perceived blunder. Less confusion or better proofreading might have nipped this in the bud.

Sincerely,
Steve Sapp, KSONI
San Diego
Promotion Director

Remote Chance



This is one of the biggest turkeys that ever happened to me, about a year ago when I was working at an AM station in a Florida coastal market. On one side of the county is a swamp, and on the other it's the Atlantic Ocean. It's a very strange set up because there are stations 50 miles apart which are still considered part of the same market. Because of the size of the market it is not uncommon for a particular client to do a gang remote, where every station is hired at the same time so the client makes sure he is heard county-wide. On this particular day I was doing a remote at a car dealer. It was going smoothly, until all hell broke loose. My only contact with my station, about 30 miles away, was a little transistor radio. All of a sudden, at 6pm, the station was gone. We had lowered power, with a remote that was supposed to continue until midnight. I tried to contact the salesman involved . . . but you know salesmen.

It was at this point that anxiety set in. I couldn't use the telephone because this gang remote was set up in the parking lot, far from any phone. So I decided to *fake the remote*. I plugged in my little earphone, which also muted any sound coming from the transistor radio. I alerted the jock back at the station to go on as if the remote was over, and I completely faked my broadcast — including interviews and three client spots an hour.

To this day both the client and the salesman have no idea what went on . . . and never will.

Sincerely,
Name and station withheld

Southern Exposure



I was working as a talk show host at **WJNO/West Palm Beach** when I became involved in a large promotion to raise money for the Lake Clark Shores Recreation Department. I did a magic show and was the only personality (aside from the local police officers) who was to get into the dunk tank. When I arrived with all my magic equipment I did not see the steps on the far side of the portable stage that had been set up. I set my stuff up and proceeded to take a big step onto the stage and heard nothing wrong, proceeded with the slacks and, finding nothing wrong, proceeded with all eyes there were 1,000 people in the audience, with all eyes focused on stage. When I finished my show I stepped up to the microphone and announced that it was time for me to get into the tank. Underneath my slacks I was wearing a bright Bermuda style swimsuit, and I proceeded to take off my shirt — baring an extremely hairy chest (much to the delight of the females in the audience). Then I took off my pants and kicked one leg into the air and said "How do you like these?" I saw my daughter with her hands placed to her shocked face — at about the same time I felt a draft. I looked down. My swimsuit had ripped in an L-tear and was hanging open . . . talk about exposure. The audience went completely bonkers. Months afterwards people were still bringing it up on my talk show, and it took a long time for the exposure to wear off.

Sincerely,
Lee Garen, WLKF/Lakeland, FL

A Little Snatch



It was the annual radio station Christmas party, and this year the boss spared no expense. He reserved a private dining room at one of the city's finest eating establishments. All 25 staffers, wives, and husbands were told to order anything on the menu. Steak, seafood, or any of the unusual French dishes. I ordered a thick Delmonico steak, but my wife couldn't resist the king crab legs. As it turned out, the boss's wife also selected the crab dish. After a moderate waiting period, dinner arrived, hot and steaming. Everyone dug in — except my wife. She was having great difficulty getting through the tough outer shell of the king crab. But the boss's wife, sitting opposite me, was having no trouble with her meal as she expertly cracked the shell and proceeded to dine on the rich delicacy inside. A thought quickly formed in my head, and before I had a chance to think through the situation I heard myself say, in a rather loud but chivalrous tone, "Don't worry, dear . . . the next time Betty opens her legs I'll snatch her meat." The silence was deafening.

Sincerely,
Ed Doherty, WAAC/Valdosta, GA

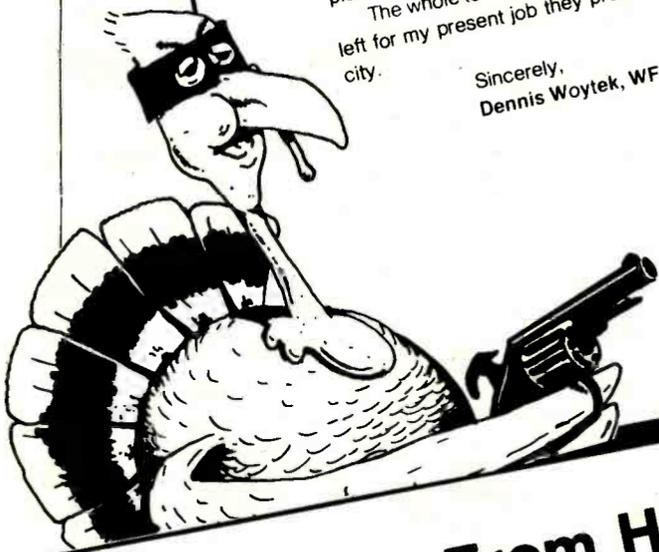
TURKEY CONTEST

To Catch A Thief



Let me tell you about the time I called a whole town out to nab a set of thieves.
I was working the morning shift at **WIDG/St. Ignace, MI**. The station had a large window overlooking the Straits of Mackinac — great view! The streets were deserted, except for two men carrying pipe wrenches. I noticed they were removing the parking meters . . . just unscrewing them from the curb and loading them into a pickup truck. I felt it was my duty to inform the audience of this robbery occurring right before my eyes. I mentioned that maybe someone from the police department might want to see this for themselves. No one responded, so I called the mayor and put her on the air live — at which time she informed me (and my listeners) that the city crews did this every fall because it makes it easier to plow the snow off the sidewalks.
The whole town got a chuckle out of that one, but when I left for my present job they presented me with the key to the city.

Sincerely,
Dennis Woytek, **WFRA & WVEN/Franklin, PA**



Tit For Tat



Several years ago when I was at **WYRL/Melbourne, FL** I was doing a live spot for **Delisle Hardware**. There were three girls in bikinis in the control room who had stopped by on their way home from the beach to fill out applications for the "Miss Melbourne" pageant. In the spot there was a line about getting a free booklet on "painting ideas" for your home . . . but it came out like this:
"And next time you're at Delisle Hardware, be sure to ask for your free booklet on painting tits in your home . . ."
Naturally, the word was supposed to be "tips" — but the damage was done. I blew almost every other word trying to get off the air. But the big problem was that a few people actually did ask for the booklet, which upset the sponsor, because he didn't even have an art department. At least he knew his ads were getting attention, even if that one was a bust.

Sincerely,
Lee Garen, **WLKF/Lakeland, FL**

Bicycles From Hell



I was brand new to radio promotion and was eager to please. Our account executive was new to the station and store which had never bought radio — spent \$600 with us, and wanted the world (naturally). They wanted us to organize a bicycle ride ending with a picnic in the park, pulling in hundreds of bike riders all having a wonderful time.
Into this dangerous combination came the cow-that-kicked-over-the-lantern-and-set-Chicago-on-fire: a consultant. He convinced the GM we needed to create more pizzazz by turning the promotion into a contest. Listeners would win the right to participate in the **KAER** bike ride.
We quickly organized a call-in contest, and within a couple days had a list of 60 listeners who won the opportunity to participate in the event. I couldn't wait. I thought, "Radio promotion is easy! This is terrific . . . the best radio promotion ever!"

Six people showed up. Of the six two were perfect representatives of the very image we were trying so hard to live down: a pair of louts in torn jeans, T-shirts, and sweat rings with bikes even Toys For Tots wouldn't touch. All they lacked was a third lout to say "Hi — I'm Larry, this is my brother Darryl, and this is my other brother Darryl . . ." One of the Darryls fainted on the bike ride, and the other's bike broke down. Meanwhile, I locked my keys in the car. All I remember now is ending the day sitting in the park next to a box of sandwiches slowly putrifying in the Sacramento sunshine, while the man from the bicycle shop said, "See? I knew radio wouldn't work."
Thanksgiving is coming. Hey! Let's get the company airplane and buy a bunch of live turkeys and . . .

Sincerely,
Joyce Krieg, **KFBK & KAER/Sacramento**



Fowl Fumbles



I was at **KSUM**, an AM station in southern Minnesota, when tragedy occurred. A local teenager had drowned while boating in one of our five city lakes. The News Director rushed into the station and told me to go on with a bulletin. My next record was already cued up, and as one song faded I went on live with the bulletin and repeated the sad news. I then hit my next record, turned off the mike, and breathed a heavy sigh. Seconds later the News Director crashed through the control room door. "Are you crazy?!" he demanded.
I had no idea what he was talking about until he pointed out the song I was playing: Neil Diamond's "Walk On Water."

Stephen Winzenburg
WRFW/River Falls, WI

We were keeping our eye on the situation in Jonestown, since Congressman **Leo Ryan** had just been killed and we wanted to do cut-in bulletins if anything further developed. I was on the air when our newsman came in with an urgent bulletin: the announcement of the **Jim Jones** mass suicide, where 900 followers decided to end their lives. I was listening in disbelief as he read the story, and had forgotten what song I had cued up next.
When the story was over I started the song . . . **Elton John** singing "I Think I'm Going To Kill Myself."

Dennis Constantine
KBCO AM & FM/Boulder

I was doing afternoons for **WBRU-FM/Providence** in the early '70s when we picked up an hourly **ABC Network** news feed which included one national spot. On the afternoon in question the network featured a story about Senator **Edward Kennedy**'s son having his leg amputated . . . then went directly into a spot for L'eggs pantyhose, which — as jingle-lovers will recall — began "Our legs fit your legs, they hug you, they hold you, they never let you go . . ."
What record would you have played after that?

Marc Kirkeby
CBS Records Group

New Business Development: A Plan That Can Work

By Todd Leiser

There are some radio salespeople out there among the thousands of commercial radio stations who spell new business development "L-U-C-K." If it's their day on the call-in list and the station gets an inquiry, that's their new business lead for the week.

Fortunately, many of these folks have weeded themselves out. And most salespeople today want to develop additional billing. They recognize that there's a great deal of opportunity outside the radio station's doors — and that all they need is a plan and some support from management.

Everyone on your sales staff must recognize that there is a lot of new business out there. You can show them this by simply picking up a Chamber of Commerce newsletter. It will give you a healthy list of new businesses and incorporations in your market. The specific type of business is immaterial; the point is that new businesses are being created every day.

An incentive for getting new station business should be created. Anything that has never been on the air will qualify. Add one percent to the commission structure. Pay a monthly or quarterly bonus. There is no one way to do it, so do whatever works best in your operation. You can't lose, because whatever revenue you derive is revenue you didn't have before and may not have gotten without this program.

Now we have identified the objective: "get new business." We've agreed that there is new business out there, and we've put an incentive on going after it. The next priority is determining where to find it . . . besides on the other end of a call-in.

Prospects fall into one of six categories: new business, new-to-radio clients, potentials from other markets, programming-related prospects, longterm non-radio-using accounts, and future trends.

1. New Business

New business can be found in six different places: local business publications; suburban newspapers; Chamber of Commerce publications; construction permits (some newspapers print these); real estate transfers and lease announcements; and want ads (primarily in your market's Sunday newspaper).

Assign one of these categories to each salesperson. Let him keep what he finds (if it's not already claimed). Rotate the sources so no one complains that he has the least effective source. At the same time, reinforce the usual monitoring of TV, newspaper, and outdoor for new business that somehow has slipped through your dragnet.

2. New-To-Radio Clients

Just as attrition works against you, every year some existing businesses finally "come around" and begin radio advertising. I'm talking about the grocery store manager, the car dealer, or the insurance agent who comes back from a convention or other meeting where one

of his peers shared a good experience with radio in his market and urged his audience to try radio on their own turfs. Or the advertiser who has finally read enough radio success stories in one of his industry's trade magazines and decides to take the plunge. Or the advertiser who has just received the annual rate increase from the newspaper and decides to dump or cut back print and try electronic media.

Also in this category is the business that has come to the same realization we have: that we must go out and develop new customers. An advertiser who has been using the same form of media for years may eventually burn out that source and need to find a way to develop new business. Your prodding will help him realize that radio is a place where he can reach a whole new prospect base. The overall marketing and awareness of your station and its sales operation will help lead this new customer to you. It's hoped your salespeople haven't given up and are calling on him, anyway.

3. Raid The Next Geographical Market

This category is a bit cannibalistic and can be assigned to one of your newer salespeople. If you're within 50-100 miles of

another retail area, spend some time there and approach proven radio and multimedia advertisers. If their product is unique or their offer will sound unique, discuss the advantages of taking some of their print, TV, Yellow Pages, or outdoor budget and advertising to your market along with their own. They'll open up a whole new customer base. This could be an automotive account, recreational vehicle dealer, or specialty business. Your format may help dictate which businesses are appropriate.

This isn't a quick sale; patience and smart selling are a necessity. At worst, you may discover a business that's planning to expand and move into your market in the near future. This is happening more and more as businesses try to widen their opportunities. You will then have the jump on all competing media by having laid the groundwork well before the new business opens in your market.

4. The Programming-Related Prospect

This is that unorthodox radio advertiser who may be interested in special programming your station carries. If you have the appropriate format and can carry special major golf or tennis tournament reports over a weekend, for example, you can attract brokerage houses and sporting goods retailers who normally wouldn't be on your air. Or Mercedes or other luxury car dealers who could benefit from being associated with

events such as the U.S. Open or the Masters.

Stations that do this usually find a friend of the station who is planning to attend the event and can follow, review, and relate happenings and information over the phone. They then compensate him for making the calls.

5. Longterm New Business Development

Each salesperson should target two or three good-sized non-radio-using accounts in his market by April 1 every year. Then the account executive should spend five to ten hours per month working on various management people in those organizations to push them toward budgeting radio for the following year.

One of the strongest influences may simply come from a meeting (arranged by the salesperson) between the prospect and another businessman that prospect respects. For example, the three-some can get together over lunch, during which time the businessman can talk specifically about his success on radio. This task has no immediate payoff, and many salespeople can't see this far into the future. It's tedious and unrewarding, but it's like mining. If you come up empty, you've lost a little time. But if things "pan out," you can strike it rich.

6. Follow The Trends

Keeping up on trends in the changing world around us is a mindset that superstar salespeople



Todd Leiser is Sales Manager at WSB-AM & FM/Atlanta. Prior to moving to Atlanta last year, he spent eight years with WUBE & WDJO/Cincinnati, where he started as an announcer, moved into sales, and later became Sales Manager. He is a Certified Radio Marketing Consultant.

have. They see trends developing and corresponding new business opportunities and jump on them. Reading national publications is one way to get a broad view. USA Today is a perfect way to stay in touch. Even if its presentation doesn't suit everyone, it is a quick and concise review of life in America. Every weekday it provides information that may not be immediately applicable to your market, but successful ideas eventually expand. If you have vision, you can and will benefit by being in touch.

Keep in mind that many businesses are continuing to expand. As they do, they will enter new markets. If it's a regional business, your local sales staff will have the opportunity to sell it. If it's a nationwide organization whose advertising comes nationally, use its entry into the market as an opportunity to develop a new radio advertiser out of an existing business that will be facing new competition and a potential loss of business.

There are lots of people out there with money to spend on your radio station, and more of them are developing every day. With the right attitude, planning, and follow-through, new business development will mean substantial profit to you and your salespeople.

MASLA STUDIES

Radio Revenue Realities

A Masla Radio analysis of 1986 second quarter and second half national radio revenue points out both dangers and opportunities for stations. While the study revealed that too many national dollars come from too few categories, it also uncovered emerging growth categories which can be nurtured to expand the industry's base.

The "National Radio Revenue Study — Part II" follows an earlier review comparing first quarter 1985 and 1986 revenues. Both are part of an ongoing research series which Masla will be continuing indefinitely. Although the new study shows national revenue for the second quarter was up slightly over 1985, the first half year-to-date was slightly down. The report says 62% of radio's national revenue comes from five product categories: automotive, beer and wine, consumer services (banks, credit cards, insurance, and public utilities), food products, and travel and shipping.

Further, the report shows that the two biggest categories, food products and travel, made up

nearly a third of the revenue pie. And these two product groups were nearly as large as the "all other" segment — which encompassed 32 categories of businesses.

The top ten growth categories for the first half of 1986 include: retail stores; government; education; pet products; professional employment and recruiting; publishing and media; drugs; communication, health care; and computers and office products. The study also pinpoints changes in specific areas, such as the fact that increased spending by state lotteries has more than compensated for a 25% decrease in Armed Forces spending within the government category.

The top ten declining categories include: paper products; associations and unions; real estate; consumer household products; records/tapes; cigars/tobacco; jewelers; cosmetics and toiletries; building, hardware, and paint; and household furnishings and appliances.

The report also mentions that a national task force guided by the Station Representatives Association and RAB is attempting to implement a plan for spot radio, but its progress is slow. It concludes with the admonishment, "We all need to not only write business but work on those accounts which seem to be 'fading' from our logs. We need to re-sell radio before it becomes a new business presentation to a former radio user."

For more information on the study's findings or a copy of the analysis, contact Executive VP Peter Moore, Masla Radio, 41 East 42 St., New York, NY 10017.

Put It In Writing

Guest contributors are encouraged to submit queries or finished articles to R&R for use in the Ratings & Research, Sales, Management, and Engineering columns. Articles should be approximately 1250 words, or five to six typed, double-spaced pages. For more information, contact Special Assignments Editor Jim Dawson, R&R, 1930 Century Park West, Los Angeles, CA 90067; (213) 553-4330.



HARVEY MEDNICK

IMAGE & MARKETING

WISE WORDS FROM GARY PRANZO

Making More On Madison Avenue

If we all agree that radio does not get its full share of the ad dollars available on Madison Avenue, then the following interview with Gary Pranzo, Sr. VP/Director of Young and Rubicam's local broadcast group, is vital to our future success.

Like a political leader who has the respect of both partisans and opponents, Pranzo has earned the same enviable reputation within the advertising community. He is a 30-year veteran of the Madison Avenue wars, with over a quarter-century spent at Y&R — where he supervised such prestigious accounts as General Electric, Procter & Gamble, Frito-Lay, and Gannett. In his present position he is responsible for all spot radio, network radio, and spot TV buying activities for Y&R accounts.

At a recent New York Market Radio Broadcasters Association (NYMRAD) Marketing Breakfast Seminar, Pranzo told a SRO gathering of more than 100 sales and station executives what radio can do to market itself more effectively to both agencies and advertisers. Jodi Goalstone of NYMRAD met with Pranzo after the breakfast meeting and, at our request, asked him to expand on his presentation.

R&R: What must the radio industry do to market itself more effectively to advertising agencies?

GP: Stop reacting. Start causing action. Get people to start thinking radio. In agencies today, you're dealing mostly with a generation of young people who grew up on "the tube." Although they may listen to a radio headset on their way to work, they tend to forget about radio when they come through the door. They think in terms of the glamour, the fascination, and the numbers of television. Your marketing approach should be threefold: talk about the medium first, then your market, and, finally, your station and its audience. Organizations such as RAB and NYMRAD already are doing a good job in creating this awareness. We need to continue and build upon that effort.

R&R: Who should radio people deal with at advertising agencies?

GP: We see salespeople after the calls for avails. But that's way after the fact. The decision to use ra-

dio isn't made by buyers; they only execute. You have to begin with the people who are responsible for developing the media plan. In some agencies — not Y&R — the account group makes those decisions. If you don't see these people, you're missing the boat. See the planners, and the clients if you can, because their education makes it easier for us (the buying group). Then see the buyers.

R&R: Speaking of educating advertisers, has their understanding of radio as a marketing/positioning medium increased, or has there been little change?

GP: There are some who do understand and some who don't. The ones who don't outnumber the ones who do. As long as I've been in this business, clients have been asking, "Is radio as effective as television? It may cost less, but is it as — or more — effective?" They're looking for some sort of cost equation. But, so far, no one has been able to come up with one. The other argument you hear most often from clients is that radio is a background medium. But, for years, that's how you marketed yourselves. More and more clients, thank goodness, are becoming aware of other media marketing strategies aside from television. For too long, TV had the allure of the greasepaint, so to speak, going for it.

R&R: In your remarks at the NYMRAD seminar you mentioned 15 reasons why media planners should consider using radio. They are, in effect, a manifesto on radio's attributes. What are they?

- GP:** 1. Radio provides for audience segmentation.
2. Radio is cost-efficient.
3. Radio can be used to increase frequency.
4. Radio can be a reach medium.
5. Radio involves the listener.
6. Radio is a reminder medium.
7. Radio has great audience loyalty.
8. Radio provides scheduling

flexibility.

9. Radio provides the opportunity for unintentional listening.

10. Radio's production costs are lower than TV's.

11. Radio offers merchandising opportunities.

12. Radio engages the listener's imagination.

13. Radio has less clutter than television.

14. Radio enables advertisers to achieve dominance without a large dollar expenditure.

15. Radio has a short lead time.

R&R: Of these points, which do you feel are the most significant?

GP: Because I come from a planning discipline, one of radio's most appealing advantages is its ability to increase frequency. This is nothing surprising or new, but the nature of advertising is repetition. As long as you accept that fact — and it's kind of like believing in motherhood — you have to look at radio as a way to get added frequency at very little cost. In an age where companies are looking for the most efficient, least costly ways of working and marketing, no other medium except outdoor is as cost-effective as radio in reaching a target audience.

Flexibility is also one of radio's great strengths. Back in the mid-'60s, we at Y&R developed a "donut" format for a major airline's radio commercials. We had a generic selling message, followed by a live 30-second insert from the station about a destination important to that market, then another generic selling message. It worked for us because we could change the copy very quickly. New copy could be on the air the next day — and we were in 50 markets!

Today, we're seeing that quick-change, "retail" mindset from all of our clients. Whether you are talking about an airline, a bank, or any other business, no one is using the same marketing message 52 weeks a year. Everything is happening at the last minute. Things are changing daily, and we and the media must be able to react to that need.

R&R: Do you see this as a short-lived or long-term phenomenon?

GP: I see it continuing.

R&R: In your list of radio's advantages, you mention merchandising. A lot of radio people feel uneasy about this. What exactly do you mean by the term, and how do you feel about it?

GP: If there is some uneasiness about this, radio has brought it on itself. There are stations out there that will offer anything in order to get the business. To me, that's not advertising. Evaluating a station on the basis of a promotional idea isn't my bag — but many clients demand it. There are clients who say they don't care about a station's audience, they just want a promotion or contest built around their product. To me, it seems far more reasonable to choose a station because of its audience than because of its merchandising opportunities.

R&R: But don't other media do the same?

GP: Yes, but radio's doing it more flagrantly.

R&R: How often does this happen with clients?

GP: Maybe 20-25% of the time.

R&R: What should the radio industry be talking about in terms of marketing and positioning? Do you still get a lot of competitive information, such as "We're better than station Y?"

GP: Yes, there's still a lot of that. But, frankly, I don't care for negative selling of any kind. Radio, unfortunately, still faces a lot of what I call "missionary" work. Early on, a station must clearly present its attributes. It has to push the audience segmentation factor by saying, "We know who listens to our station, we're programming for them, and you have the product they want." Now, that's a marketing match made in heaven!

R&R: What's your biggest problem with the radio industry?

GP: If you have a youth product and you buy time on a radio station that is #1 or #2 in youth, you are charged a certain rate. But when you talk to that same station about another product geared to an older demographic, their rate goes down by half. I am bothered by that. It doesn't happen with television or

magazines. (Ed. note: This is an increasingly popular practice which capitalizes on a station's strength and prices it accordingly. I foresee this as increasing; it is a viable selling practice. For more information, see "The Demographic Rate Card," R&R, 10/31/86.)

R&R: Since you are involved with network and spot radio buys, could you describe how you use — and view — them?

GP: If there is one good message to be communicated to a good number of markets, it is that network is best. When you have different commercials for different cities, or a message geared to a more limited number of markets, use spot.

R&R: How about unwired networks? Do you use them?

GP: Yes, to some extent, when we have a large buy to make. But they're much more expensive. Basically, they're just an easier way to buy spot.

R&R: What do you see in the future for spot and network radio?

GP: As far as network radio is concerned, as soon as they all agree on what type of research they want to use — RADAR, Arbitron, or Bruskin — it's ripe; it's ready. If we are going to see a boom in radio, it will be in network. Spot radio, I believe, lends itself best to my point about advertisers' current "retail" mindset and desire for flexibility, and therefore has a great long-term future if some good missionary work is done. Finally, the problems that TV is experiencing with zipping and zapping between stations and cable systems I don't think should affect radio. Because we're in an age of rapid change and a need for rapid response, I feel radio will grow in use and effectiveness — after all, that flexibility and speed of change is what radio has to offer.

A Lot To Think About

Pranzo has sure given us a lot to think about. There's a real need to rethink some of the preconceived notions we have relative to marketing and promotion at the agency/client level. Thanks to Gary, NYMRAD, and Jodi for this valuable interview.



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(WCAU-FM/Scott Walker)



KEN BARNES

ON THE RECORDS

EARLY NOMINATIONS

Radio's Garbled Lyrics Hall Of Fame

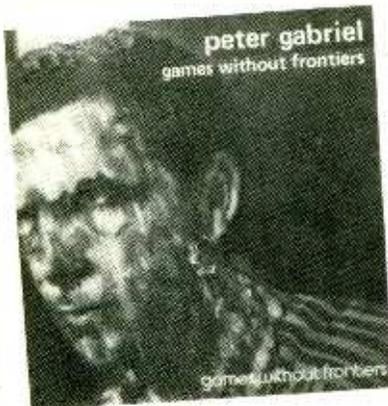
Since this is R&R's Thanksgiving Turkey Issue, I figured what better place to run the impressive collection of garbled song lyrics I've been collecting for a few weeks from radio and other industryites. If one of the secret weapons of rock & roll is its ambiguity, then judging from the number of mangled lyrics here, it's certainly doing a good job of it.

Deciphering ambiguous or just plain muddled lyrics has always been part of the fun of listening; from Little Richard songs in the '50s to slowing down "Louie Louie" to 33rpm, from trying to figure out John Fogerty's deliberately slurred diction to determining whether Prince is really saying "funk" or otherwise on "Erotic City."

Everybody misinterprets song words. R&R's Joann Woodworth recalls the story of Bob Dylan's meeting the Beatles and incorrectly assuming they were familiar with marijuana. Dylan had heard "I Want To Hold Your Hand" and thought they were singing "I get high" when the line actually was "I can't hide."

Anyway, radio certainly is no exception to the rule. I received some animated letters on horribly mangled lyrics, including this impassioned missive from Blair Radio's Tom Dobrez:

"Unquestionably the most mistaken lyric in popular music comes from Peter Gabriel's minor hit



Peter Gabriel suffered in the translation 'Games Without Frontiers.' It still bugs me when people sing 'She's so popular' when Peter is saying 'Juex sans frontier,' which translated from French is the title of the song."

KEYQ/Eagle, CO MD Penny Mitchell writes, "A roommate in college thought Rupert Holmes's hit was called 'Escape (The Green Enchilada Song).' And I, horrible as it is to admit it, thought George Harrison was singing 'Although she's a girl' instead of 'All those years ago.' I had a friend in high school who had no idea where Alina was, but thought Steve Miller's 'Jet Airliner' said 'Big hotel in Alina.'"

MANFRED MANN'S EARTH BAND
BLINDED BY THE LIGHT
 WBS 8252

Manfred Mann's Earth Band
 Lyrics by Manfred Mann
 Music by Manfred Mann

Manfred Mann's Earth Band
 Lyrics by Manfred Mann
 Music by Manfred Mann

Manfred Mann's Earth Band
 Lyrics by Manfred Mann
 Music by Manfred Mann

So many people thought Manfred was singing "douche" that the label had to print the lyrics on the sleeve. It still sounds like "douche."

Manfred Mann's Douche Coup

Kevin McCloud from WIXN-AM & FM/Dixon, IL submitted an example that I certainly remember getting wrong:

"I went back into my memory bank to access some notable 'misconstrued' titles and lyrics. Tops on my list . . . how many thought that Manfred Mann's 'Blinded By The Light' contained the rather offensive lyrics 'wrapped up like a douche'?"

"Of course the request line was often the source of some of the funnier song titles. Countless times, the teeming millions called in to request the J. Geils Band's smash hit 'Grease Plane,' or how about the Go-Go's singing 'We Want Your Meat.'"

In a similar vein, WPTF/Raleigh Asst. VP/GM Bryan McIntyre relates:

"There was a time in the mid-1970s at WCOL/Columbus when at least 20 of these goodies were stapled to the wall in the studio, written on yellowed wire copy from two or three years worth of request line goofs. Three that I remember are 'Tomboy' ('Convoy'), 'Hot And Bloody' ('Hot Blooded' - Foreigner), and 'You Make Love And Fun' ('You Make Lovin' Fun' - Fleetwood Mac).

"Mike Perkins (now at WBBY/Columbus) told me about 'That's The Way Goddammit' ('That's The Way God Planned It' - Billy Preston) and Jim Wood with Malrite told me about 'Billy Don't Be A Negro.' When I was GM at WDJX

in Dayton, we had 'Indiana Nights' ('In The Air Tonight' - Phil Collins)."

Bryan recommends Perkins and Wood as sources for more, so I'd welcome input from either gentleman in preparation for the inevitable follow-up article. Bryan's concentration on request line gaffes also leads me to speculate that there's a rich vein of material at almost any station. I mean, "Billy Don't Be A Negro"????!!

Who Sparked The Bat Craze?

Pop culture authority Gene Sculatti, author of "The Catalog Of Cool," used to have trouble (as did a number of people, apparently) with the Rolling Stones. The opening line of "Doo Doo Doo Doo (Heartbreaker)" (forgive me if I dropped a "Doo" somewhere along the line), which goes "PO-lice in New York City," sounded to Gene like "Napoleon in New York City."

Even more bizarrely, he recalls hearing the "Aftermath" LP track "Think" just after the "Batman" TV series had become a smash hit. Tying these two media events together, he misconstrued the line "Tell me whose fault was that, babe" as "Tell me who sparked the Bat craze."

Barb Michele, MD at WBOB/Galax, VA, offers, "When Foreigner came out with 'Urgent,' I thought for the longest time the title of the song was 'Virgin' (and this was pre-Madonna days). Also, a lyric in Kenny Rogers's 'Tomb Of The Unknown Love' had us stumped. We thought it was 'Laid her on the radio' when in fact the line was 'Laid her letter on the radio.' Can you tell where our minds love to drift?"

WISM/Madison PD Monica Mae sent two short notes full of items like these:

"For years I swore the Beatles were singing 'Take the back right turn' ('Paperback Writer'). 'Heard It In A Love Song' by Marshall Tucker sure does sound like a 'Purty L'il Love Song.' But my favorite is 'More Than A Woman' by the Bee Gees. Listen again . . . they're really saying 'Bald-Headed Woman.'"

R&R's Reed Bunzel says his brother (notice how many people swear it was their brother or roommate or best friend who garbled lyrics. Yeah . . . that's the ticket) used to go around singing that big Huey Lewis hit "I Want A New Truck." This same brother resided in New Canaan, CT, so when the Eagles' "New Kid In Town" came



Stones lyrics undergo a metamorphosis every time you hear them

out, he thought it was titled "New Canaan Town." (A pardonable mistake.)

I remember a lot of people thinking Herman's Hermits' "She's A Must To Avoid" was actually "She's A Muscular Boy." And I really managed to twist a Smokey Robinson lyric from "Going To A Go-Go." There's a couplet which goes, "It don't matter if you go stag-oh/It don't matter if you go drag-oh," but I thought the second line was meant to reassure the me-

time in the song: 'Woman's feet (moments fleet) taste sweet within the rapture, when precious flesh is greedily consumed.' Pretty kinky, eh?"

I'll say. Bill also enclosed a copy of a September 1985 *New York Daily News* piece on this very same topic which had one example that just killed me. The author, David Hinckley, told a friend he'd just heard a new Rolling Stones single called "19 Thermos Breakdown."

Bill concluded, "You might even note that music videos may spell the end to such misinterpretations and malapropisms . . . unless, in a spirit of playfulness, a producer of, say, a video of 'Bad Moon Rising' closes with a shot of a bathroom on the right. Fade to black . . ."

Postscript

Thanks to everyone who contributed embarrassing examples (even if it was your "brother" who committed it). This was a whole lot of fun to write and I hope it'll be enjoyed in a similar spirit.

But I don't think the subject has been exhausted. As the Declaration of Independence put it, all men are creating sequels, and I'm no exception: the phone and letter lines will be open for "Son Of Mangled Lyrics," coming soon to a column near



A classic Fab Four hit: "Take The Back Right Turn"

diocre dancers in the crowd: "It don't matter if you're no Jagger" (conveniently ignoring the extreme unlikelihood of Smokey holding Jagger up as a great dancer; the Temptations, maybe . . .)

Woman's Feet Taste Sweet

I wanted to close (in fact, I am closing) with a letter from WMGQ/New Brunswick, NJ morning man Bill Jerome, who after a paragraph of irrelevant but highly appreciated compliments for this column came up with some truly tangled manglings:

"I guess it all started in grammar school. I couldn't figure out what 'Jingle Bells' had to do with a 'one-horse soap in sleigh.'"

(That reminds me of all those jokes about kids in Sunday school singing songs about "Gladly the cross-eyed bear," but pardon the interruption . . .)

"A few more recent examples: from Firefall's 'Just Remember I Love You': 'When it feels like Zorro (sorrow) is your only friend.'"

"From Dan Fogelberg's 'Make Love Stay,' especially the second



You remember Foreigner's smash "Virgin"

me. All entries will be judged by our expert arbiter, winner of the Miss Interpretation crown six years running, Greta Garble. Let's put the confusion back into rock & roll.



DAN O'DAY

AIR PERSONALITIES

FROM THE MAILBAG . . .

Nice Guys Finish First

My articles dealing with the response (or lack of same) from PDs to job applicants have generated an amazing amount of feedback from radio folks, including jocks, PDs, newsmen, and station managers. In fact, I've received more mail on this subject than on any other about which I've written. This week I'd like to share just a few of those letters.

From Bob Dale of KKJQ & KBUF/Garden City: "I would like to comment on the letter from the PD who talked about 'jerks' applying for jobs. Granted, there are a lot of them, but I would like to offer some suggestions.

"I was appointed Asst. PD to handle many of the things our very busy PD couldn't take care of personally. (I did this for no raise in pay, just for some good experience.) The PD and I thought a lot alike, trusted each other, and worked well together. One of my responsibilities was reviewing and replying to all applicants. Sure, it took time. But I spread them out as time allowed. Our system worked well, and here it is:

"PDs: Find someone in your organization with whom you work well and who has good judgment. Ask him to review airchecks for you. (Many jocks would be flattered to have such responsibility. I was.)

"Next, create a form letter saying something to the effect, 'Thank you for your application. The position has been filled, but . . . ' Leave an open space for personal comments. I don't know about other people, but I always take notes for future reference as I listen to a tape. With a mountain of tapes it gets confusing as to who did what. As soon as you have listened to the tape, jot the applicant's name on the top of the form letter.

"Now here comes the part that really makes the jock you've picked as your assistant feel good. (Since) that person should understand the station philosophy and sound, he can save the PD a lot of time by 'weeding out' the undesirables and taking the cream of the crop to the PD for further consideration.

"As an option, the PD can then ask his assistant to sit in on his reviewing and help make the final decision . . . or the PD may do it alone. The PD makes the choice, and the PD's assistant stuffs the rest of the form letters in envelopes, addresses them, and off they go.

"What jocks really want to know is, 'Did he listen to my tape? Did he even give me a chance?'

"This system alleviates pressure on the PD, makes at least one of your jocks feel he has some input as to the way things are done, and

makes everyone who responded to your open position feel like, 'At least I was considered but was not the person for the job. And here are some hints to help me improve. Next time maybe it will be me!'

"And just in case you're thinking this guy from a podunk station in Kansas has nothing better to do with his time, let me tell you this: we have six on-air jocks spread over two stations. Only five of us do production for 14 salespeople. And our billing numbers continue to go up. But anytime I think I can give a hand to someone else in the 'biz,' I feel like I'm helping radio in general."

Editor's comment: *The system you describe is a great idea. It's so obvious and so simple that I don't know why more people (myself included) haven't thought of it before.*

Even Biggies Get The Blues

I also heard from a well-known, major market jock who wishes to remain anonymous:

"I just read your column and wanted to thank you for the insightful words. After six months off

"I find it most amazing when people will talk to you when it suits their needs and then suddenly refuse your calls when they're no longer interested. Sometimes I want to send a strip-o-gram to get their attention." —Anon.

the air, I have found the truly respectful people holding the job of PD really shine through.

"I find it most amazing when people will talk to you when it suits their needs and then suddenly refuse your calls when they're no longer interested. Sometimes I want to send a strip-o-gram or something equally exotic to get their attention, but I usually end up sending a Federal Express letter . . . and even that doesn't work.

"You were right in saying that even an honest form letter is better than nothing at all. Thank you for articulating the many frustrations that go along with unemployment."

(I'm pleased to report that since he wrote the preceding letter, this jock has found steady employment once again.)

PD Invests In His Own Future

Here's a view from Dave Anthony, Program Manager of KDWB/St. Paul:

"In response to the programmer whose letter you printed in the October 10 issue, it's definitely up to each individual program manager to handle job applicants as he or she sees fit. Personally, I take time to respond to each person who takes the time to include KDWB on his mailing list. I remember only too clearly the many stations that never sent any acknowledgement back to me when I was going the on-air route. Even a form letter is fine, although currently I'm sending handwritten letters to everyone. Time-consuming? Yes. Worth it? You bet. It's a cheap investment in my own future ability to attract top quality air talent to KDWB and Legacy Broadcasting.

"The only thing I don't have time for, though, is critiquing airchecks that are sent to me. However, I always maintain a list of small or medium market personalities I work closely with on airchecks."

One Out Of 50

From Perry West of WCHL/Chapel Hill: "I've just finished reading the letter from the PD who 'doesn't have time' to write response letters to jocks looking for work (although he found time to write a long letter to Dan O'Day; how the hell do you rate, Dan?). This fellow obviously has forgotten what it's like to send tapes into oblivion, to PDs who are always 'in a meeting' once the secretary finds out it's you calling.

"He says that each letter will take at least 15 minutes. Come on! If it takes you that long, stop typing with your nose and use your fingers. Get a personal computer, get a big tax deduction, and put a letter on disc. Fill in the names for each letter, and they're printed out in seconds. Or photocopy some form letters. You think they're worse than no reply? Call 50 jocks at random and ask them. Oops, sorry . . . you don't have time.

"I remember when I was in Pennsylvania some years ago, looking for work. I sent out 50 resumes, tapes, and personalized cover letters. (My tape sucked, but that's not the point.) Out of 50 mailings, how many replies did I get? One. One out of 50. Not a form letter, either. A nice, personalized letter, explaining that I needed more experience, but to hang in there

and keep trying. He even returned my tape — talk about unheard of!

"Forty-nine professionals and one unprofessional slob, right? One guy who obviously didn't know that 'radio, and the business world in general, never replies to resumes.' Who was this clown, so ignorant of professional practice? He was Sandy Beach, PD of WKBW/Buffalo — #1 in the market at the time.

"It's been my sad experience in ten years of radio that, for every Sandy Beach, there are 200 PDs who think 'being a professional' is synonymous with 'having license to trample on people's feelings and act like an arrogant schmuck.' Funny . . . although I have never met Sandy Beach and probably never will, I still think warmly of him — because of a rejection letter! Maybe Sandy didn't know how a simple letter can spread so much

"There are PDs who think 'being a professional' is synonymous with 'having license to trample on people's feelings and act like an arrogant schmuck.'" —Perry West
WCHL/Chapel Hill

goodwill, but I think he did. As for what I think of PDs like the one whose letter you printed . . . well, he's made it clear that he doesn't give a damn what I feel."

Even Managers Get The Blues

Perhaps the most unexpected response came not from a jock or a PD, but from a GM. I'm sharing it with you because it helps remind us how we all can feel discouraged at times. The correspondent has been in radio station management for 18 years.

"I've been on the beach for many months, looking for my next general management opportunity and challenge. You wouldn't believe the unprofessional and tacky treatment I've received from owners, presidents, and vice presidents of broadcast organizations. So it isn't just at the level of jocks and newsmen looking to PDs and NDs for positions; it's all the way up the radio ladder. You don't even hear back from companies that are advertising positions to be filled via the radio trades.

"To make things tougher on the job applicant, you can be called by a higher-up and asked for a resume and references so you can be considered for a position. You can send all that off (sometimes via Federal

Express) and never hear back. So you call to find out what's happening and you get 'he's out of the office,' or 'he's on the other line,' or 'leave your number and I'll have him return your call.' You leave your number, but you never get the return call.

"It comes down to a total lack of professionalism on the part of those broadcasters. I guess they've never been out of work, never looked for a better position, never been in the position I am in. Otherwise, why would they treat people this way? Why do I put up with it? What choice do I have?"

"Out there somewhere is an executive or two who eventually will respond to me, return my calls, be candid and honest (that's all I really ask) and, I hope, hire me to run one of his company's radio stations. I know he's out there, and I'll keep plugging away until I find him. But what concerns me beyond finding my next position in radio is how people like me are currently being treated. You must love the radio business to cope with the majority of executives in radio today. It wasn't like this ten or 20 years ago."

Cheap Tape Tip

From Phil Beckman: "I've been out of work for three months due to a station sale, and I've been amazed by the attitudes of some of the people with whom I've dealt. I was a PD recently, and I like to think I took the time to respond to those who called and wrote or sent tapes. Out-of-work periods like this really make me wish I could be on the receiving end of a phone call from one of those PDs who never had time to talk to me or demanded that I Fed-X something to him, then never acknowledged its receipt. (And you know that's not cheap!)

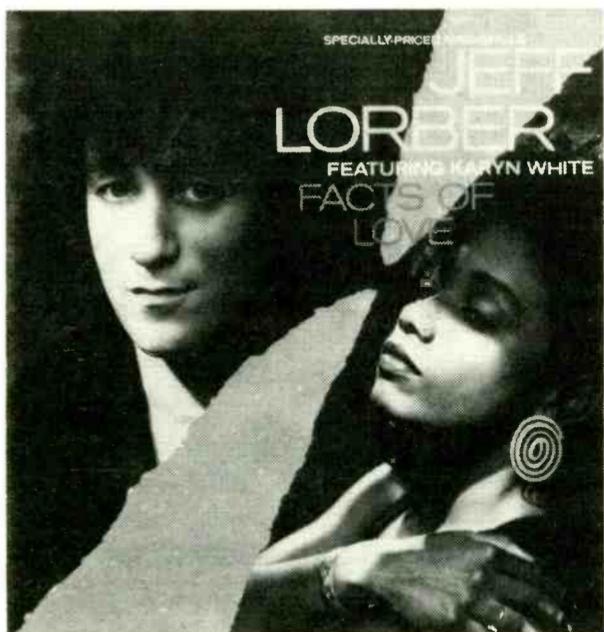
"I'd also like to pass on a tip for other job seekers in need of good quality cassettes. Check the cutout bins at your nearby K mart or record store. The stiff cassettes available for under a dollar each are of good or better quality and cheaper than Radio Shack's 30-minute tapes. The printed-on labels usually come off with denatured alcohol.

"Well, maybe the gig of my dreams will happen this week. I know I can do a good job; I just need the chance."

Coming Attractions

These are just a few of the many letters I've received on this subject. In a future column, I'll share some of the interesting and inventive form letters jocks and PDs have sent me. Perhaps you'll find something you can use . . .

"FACTS OF LOVE"



JEFF LORBER

*The sizzling hit single
Featuring Karyn White
Produced by Evan Rogers,
Carl Sturken and Jeff Lorber
From the new album
PRIVATE PASSION*

FACTS OF AIRPLAY ACTION:

Y100 deb-35	KYRK add
KKRZ 40-36	KXYQ 28-25
KMEL 22-16	100KHI add
WCKN add	WKSF add
KBFM 40-32	99KG add
KF95 22-13	KOZE 30-22
KIYS add	KTMT 34-28
KSND 27-20	

BLACK/URBAN **10**



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DATEBOOK

SEAN ROSS

Pigs In Space Fight VD

MONDAY, DECEMBER 1

1954/Hank Williams's music publisher, **Fred Rose**, dies of a heart attack in Nashville at age 57.
1957/One **Ed Sullivan** show contains the national TV debuts of three acts, **Buddy Holly**, **Sam Cooke**, and the **Silhouettes**.
1982/**Michael Jackson's** "Thriller" LP released.
1985/"American Bandstand" airs its "33 1/3" anniversary special on ABC.
Birthdays: **Bette Midler** 1944, **Lou Rawls** 1935, **Billy Paul** 1934, **Gilbert O'Sullivan** 1946, **Woody Allen** 1935.

TUESDAY, DECEMBER 2

1970/**Eric Burdon** announces his new "curb the clap" campaign to raise cash for LA's Free Clinic. Burdon's manager volunteers that Eric has had VD four or five times and is thus determined to wipe out what he terms "the number one sickness in the record business today."
1979/**Stevie Wonder** performs a three-hour show at New York's Metropolitan Opera House. The **National Afro-American Philharmonic Orchestra** joins him for selections from "The Secret Life Of Plants."
1985/**Pete Townshend** on "Rockline" while **Roger Daltrey** plays his first American solo show. A caller says that Daltrey forgot the words to "Summertime Blues" on stage.
1985/High Concept: **NBC** airs "John & Yoko: A Love Story." *TV Guide's* profile reads, "There were good times, but there were also bad times: a drug bust, two miscarriages, government surveillance, threats of deportation . . . and a painful separation."
Birthdays: **Rick Savage (Def Leppard)** 1960, **Pops Staples (Staples Singers/"True Stories")** 1915.

WEDNESDAY, DECEMBER 3

1976/Anarchy in The UK, Pts I & II: The 40-foot-long inflatable pig from the cover of **Pink Floyd's** "Animals" breaks its moorings. The Hindenpig cruises at 18,000 feet before landing in Kent. And the **Sex Pistols'** first tour date, at Norwich U., is cancelled because **Glen Matlock** had sworn on **BBC-TV** two days earlier.
1976/**Bob & Rita Marley**, along with their manager and a houseguest, are shot by intruders. Marley still manages to play a "Smile Jamaica" concert two days later, then leaves the country for several years.
1979/Even **Who** fans are asphyxiated to death entering Cincinnati's Riverfront Coliseum. In "Are The Kids All Right?", **John Fuller** tries to present the Who disaster as part of an unconscious suicide ethic among rock fans caused by certain rhythmic patterns in the music.
1985/**Barry Manilow** makes his acting debut in the TV-movie version of "Copacabana."
Birthdays: **Ozzy Osbourne** 1948, **Mickey Thomas (Starship)** 1949, **Steve Forbert** 1954, **Don Barnes (38 Special)** 1952.



Freddy Cannon, Little Richard, Steve Forbert, Chris Hillman

THURSDAY, DECEMBER 4

1971/**Traffic's** "The Low Spark Of High Heeled Boys" is released. Its 12-minute long title track is one of the few Traffic songs **Steve Winwood** has done on tour this year.
1975/"Kiss Alive" is certified gold.
1979/Rockabilly star **Ray Smith** dies.
1980/The surviving members of **Led Zeppelin** officially disband in the wake of **John Bonham's** death. Also, **WRCK/Chicago** becomes **WLS-FM** again . . . for five years.
1981/**KTTI/Yuma's** format change from Easy Listening to Country is featured on "NBC Magazine"
Birthdays: **Gary Rossington** 1951, **Chris Hillman** 1942, **Southside Johnny Lyons** 1948, **Freddy Cannon** 1940. **Dennis Wilson** would be 42.

FRIDAY, DECEMBER 5

1968/Five months late, the **Rolling Stones'** "Beggars Banquet" is released in a plain white jacket.
1975/"**Fleetwood Mac**" is certified gold. On the same day, "Sometimes" by **Bill Anderson & Mary Lou Turner** debuts on the Country chart. A year later, it will chart R&B by the **Millie Jackson-produced Facts Of Life**.
1979/**Elektra/Asylum** complains when the **Pickwick** chain ships the "No Nukes" LP to its stores with a sticker reading "MUSE receives royalties from this album." The company explains that buyers who can't compute the LP's politics from its title shouldn't contribute to MUSE unknowingly. Also, **M's** "Pop Muzik" goes gold.
1980/**Jan Beahm**, also known as **Darby Crash**, lead singer of early L.A. punk outfit the **Germes**, ODS on heroin at 22.
Birthdays: **Little Richard** 1932, **Jim Messina** 1947.

SATURDAY, DECEMBER 6

1969/**Meredith Hunter** is killed by Hells Angels at Altamont. A year later, the film "Gimme Shelter" premieres.
1976/The Sex Pistols finally get to play a tour date at Leeds with the **Damned**, **Clash**, and **Johnny Thunders & the Heartbreakers** opening. Only five of the band's next 15 shows actually happen.
1983/"Asia in Asia" broadcast live from the Tokyo Budokan.
1985/**MCA** announces that "Miami Vice" has become the first double platinum TV soundtrack. Also, producer/ex-Timster **Terry Lewis** and background singer **Gwen Taylor** are married in Maui. **Jimmy Jam** is the best man. And **John Cougar Mellencamp's** sound system malfunctions at Madison Square Garden so he offers the house a refund, which about half the audience takes, then plays another two hours.
Birthdays: **Peter Buck (R.E.M.)** 1956, **Eugene Wilde** 1961, **Ben Watt (Everything But The Girl)** 1962, **Dave Brubeck** 1920.

SUNDAY, DECEMBER 7

1964/**Brian & Marilyn Wilson** are married. The bride is lead singer of girl group the **Honeys**.
1968/**Eric Burdon** announces that the **Animals** will break up later that month.
1979/Changing face of Disco: **Cliff Richard's** "We Don't Talk Anymore" debuts on the **Dancemusic** chart. Also, the trade ad for **Cher's** new "Prisoner" LP shows her naked, chained against a stone pillar.
Birthdays: **Harry Chapin** 1942, **Gary Morris** 1948.



ADAM WHITE

RECORDS

IT'S NEVIL TOO LATE

Manhattan's Long Wait

It's not unusual for new artist projects to take a long time to reach fruition. At major labels, the number of different elements involved (to say nothing of investment costs) means spending as much time and attention as possible to ensure the best chance of success.

That said, nobody at Manhattan Records expected two years to pass before the release of the debut album by their first artist. Robbie Nevil was Manhattan's premiere signing, a deal done in summer 1984 before the label even had a name or permanent office space, according to Sr. VP/Marketing & Administration Stephen Reed.

Mutual Support Group

He also confided that, during the two years, everyone involved with the project seriously doubted whether it would ever come together — or whether it would be worth the wait. Including label President Bruce Lundvall, A&R VPs Bruce Garfield and Gerry Griffith, and himself in that group, Reed explained, "All of us at one time or another lost faith in the plan because it was taking so long. It was up to the other guys to support each of us back into it." The same applied to Nevil,



Stephen Reed

who sometimes lost faith in it, too, according to Reed.

Nevil was originally recommended to the Manhattan principals by Bobby Colomby, then with Capitol. "Robbie was a writer for MCA Music, doing song demos," recalled Reed. "We met and heard a lot of material, and each song was better than the one

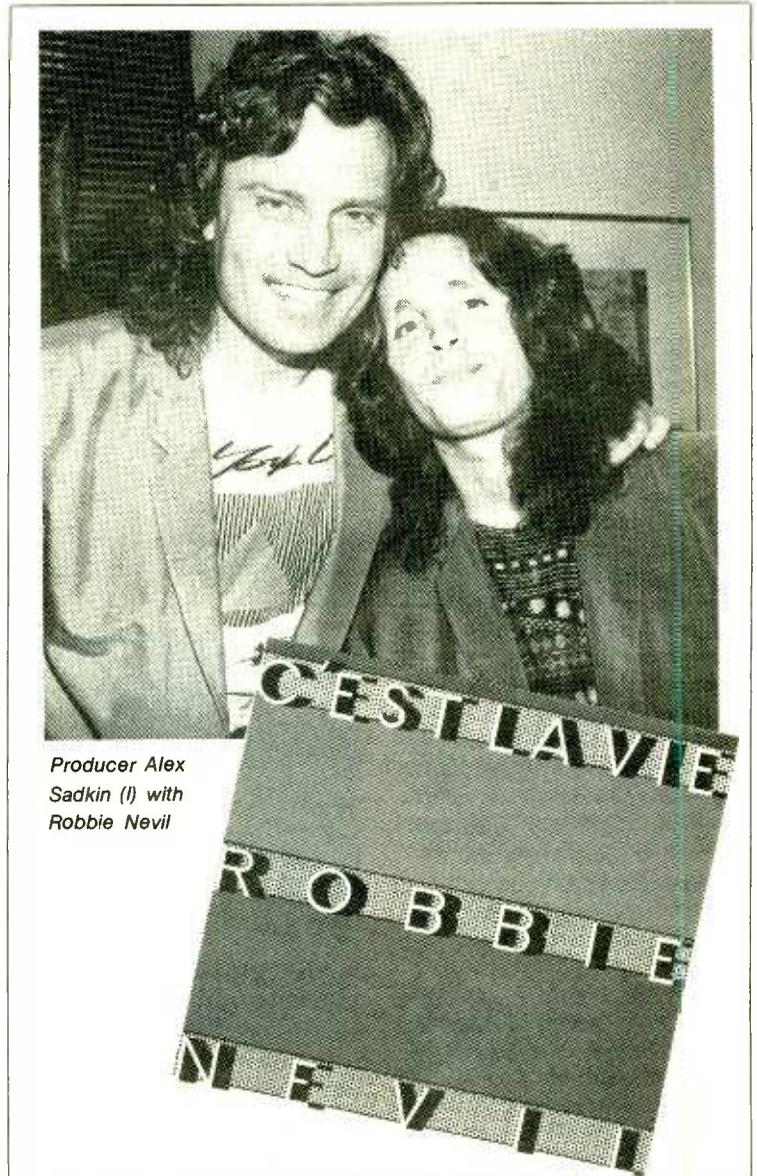
before. Bruce and I knew we had to sign him."

They did that, while Nevil connected with Ron Weisner of Nu Visions Entertainment for management. "We started working with him and talking about producers," continued Reed. "We focused on Alex Sadkin, because we thought his talents would complement Robbie's." Sadkin, whose credits include Duran Duran, Foreigner, the Thompson Twins, Grace Jones, and Arcadia, was interested. The problem was other commitments.

"Alex was involved with a couple of projects, and there were a number of delays," said Reed. "He continued to be very enthusiastic about doing Robbie, but we had to wait quite some time to get those two in the studio."

How Long Now?

"Quite some time" turned out to be more than 12 months after Nevil's arrival at Manhattan, and it wasn't until December 1985 that preproduction on the album began in London. "Alex is highly in demand and rather expensive," commented Reed, "so we had to have total belief in Robbie



Producer Alex Sadkin (l) with Robbie Nevil

Battle Of The "Bands"

IRS and Columbia are currently slugging it out with remakes of Freda Payne's "Band Of Gold," by Belinda Carlisle and Bonnie Tyler respectively. Both are third singles from the singers' most recent albums: "Belinda," released this past May, and "Secret Dreams And Forbidden Fire," issued in April.

For her "Band," Carlisle recruited Payne herself to help out on vocals, a variation on Ronnie Spector's recent "guest appearance" with Eddie Money. John Luongo was responsible, according to IRS Director/National Dance Club Promotion Stacy Banet. Banet said the mixmaster has known Carlisle's managers (Danny Goldberg, Ron Stone) for some time, and is himself managed by the firm which represents Payne, AMI.

Imported "Gold"

"John put Belinda and Freda Payne together, and went into the studio with them to recut the vocals," explained Banet. The session took place at Los Angeles' Larrabee Sound in late October, with Luongo receiving the appropriate label credits alongside original producer Michael Lloyd.

IRS is initially working the record in the clubs, and the first



20,000 copies of the commercial 12-inch (scheduled for Dec. 1 release) are in gold vinyl. A 7-inch for radio will likely follow.

What about the competition? Said Banet, "We knew that Bonnie had done the song on her album, which came out around the same time as Belinda's." Tyler's version was also circulating as an import, she noted, and was picked up by club DJ service Disconet for one of its albums. "It became a cult record, and then some of the people who were playing that began to play Belinda's version. We started to get requests to put it on 12-inch, so that's what we did."



Bye Bye Blackwood

Columbia's A&R department reportedly earmarked Tyler's "Band" for future single release when the album was delivered, but didn't expect to get into a contest. Nor did IRS, said Banet. "We thought we had an angle with Freda Payne, but now people are talking about the battle of the 'Bands'."

A footnote: CBS would have received income from both remakes but for recent events. "Band Of Gold" is published by Gold Forever Music and administered by Blackwood Music. Part of the CBS Songs package acquired for \$125 million by Charles Koppelman and partners just a few weeks ago was . . . Blackwood Music.

to wait that long and to go to that expense. But when we set the plan up, it wasn't supposed to be two years — more like six months or perhaps 12 months."

For Ron Weisner, the dilemma was similar. "The option was, 'Well, do we wait?' Everyone was telling us that we shouldn't, but the feeling between Robbie and myself was that the world wasn't knocking down our doors to buy his product because they didn't even know who he was. We felt so strongly about Alex that we agreed to wait."

To the manager, Sadkin was important because of his success and his productions' multi-format appeal. "There were times when the record company said, 'Maybe we should look at the options, maybe there's another producer.' But it was a question of quality over quantity. We don't believe in deadlines. It's finished when it's right."

Weisner conceded that Nevil was frustrated. "That always happens when you want to get going with something, but he was continually songwriting." Among the results: the title track of the Pointer Sisters' "Contact" album and the current El DeBarge single, "Someone." Nevil also contributed to Melissa Manchester's MCA debut album.

Recording and mixing the Nevil project was completed by June this year, but there was still more to be done. "We wanted to make sure we had the right video, the right dance mixes, and things of that nature," said Reed, "so

there went another couple of months."

Satter's Prepromotion

For his part, Manhattan VP/Promotion Jack Satter drew up a plan which included several weeks of prepromotion, with advance tapes and personal visits to stations. "While this was happening, we were breaking Glass Tiger," remembered Reed. "That was the major focus, but Jack used it to talk up the next project; i.e., Robbie. So by the time we released the record, most of radio already knew about it. We did the same with MTV, and they were very supportive."

The executive also cited Weisner for management cooperation and understanding. "The situation between the label, Ron, and Robbie is extremely comfortable and productive. Even when we had different points of view, it was all very positive." Weisner concurred: "The record company involvement has been a totally committed one. Everything's growing well, and I think this is the beginning of a very successful career."

In conclusion, Reed recalled how jazzman Stanley Jordan was the first artist signed to sister label Blue Note at the same time Nevil became Manhattan's first. Jordan's debut album was released in February 1985 — 20 months ahead of Nevil's. "With Stanley, everything worked beautifully," he said. "With Robbie, the only part that didn't work was the timing!"



JOEL DENVER

CONTEMPORARY HIT RADIO

THE FUTURE'S SO BRIGHT . . .

Programmers' Think Tank: The Trends Ahead

I've gathered a brain trust of some of America's talented PDs for part one of another two-part "Programmers' Think Tank." This time the group touches on future trends, including image, personality positioning, currents, urban backlash, and music sweeps.

Talking about why they were successful in the summer book and how they've positioned their stations for continued success are B96/Chicago's Buddy Scott; Power 99.7/Atlanta's Steve Davis; former KS103/San Diego and now KWSS/San Jose PD Mike Preston; and BJ105/Orlando's Brian Thomas.

Attributes Of Success

R&R: What were the main reasons for your summer increases?

Scott: B96 is in a repositioning period. We've hired a new morning man, Ed Volkman from KITS/San Francisco. Additionally, we toned down our jocks a bit and took a more open-minded approach to urban crossover. Historically in Chicago, urban material hasn't been exposed to the CHR audience



Buddy Scott

to any great degree. So far the response has been very positive.

Davis: We're a rock-oriented CHR and take a pretty aggressive



approach to music. We're fairly music-intensive. We have personable people on the air, but we don't have any "personalities" who do a lot of yuck-yuck stuff or bits. Mornings are information- and, to some degree, humor-oriented, but within the framework of ten to 11 songs an hour. We get in and out quickly.

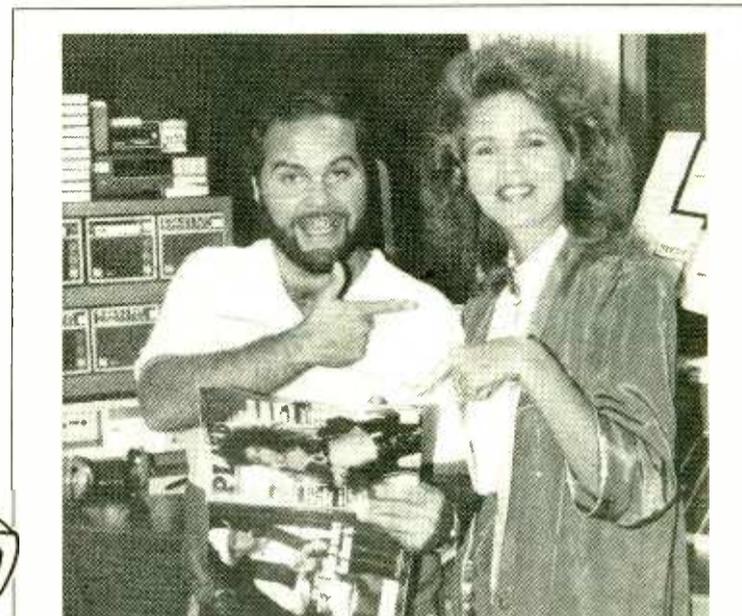
We're probably one of the most active stations on the streets of Atlanta in terms of visibility. With trips to New York for Liberty weekend and a pair of listeners being sent to the Goodwill Games in Moscow, we looked pretty upscale.

Personality & Music

R&R: Mike, you've just had the biggest book in KS103's history.

Preston: Yes, 6.5 is the highest we've ever been, and it was done with a 1930-watt signal covering roughly 60% of the market. Hiring Randy Miller, one of the most outrageous morning guys in America, from ZZ99/Kansas City was a big factor. He really injected some life into the mornings by being funny, not just making an attempt at it. We saw our 18-34 morning numbers go up about 200%.

KS103 also became a bit more music-intensive with our 11-in-a-row concept. It's tough to beat us if you're still stopping four or more times an hour. The stop sets are



CENTERFOLD STUDY — Playboy's Miss November, Donna Edmondson, stopped by her hometown to visit WKZL/Greensboro's morning show. She points out her picture to Asst. PD/morning host "Hutch in the Morning."



Steve Davis

town Y106 and then hired Debbie Summers from I94/Honolulu. We got Tracy Young from KOFM/Oklahoma City and John Summers, who used to be Alfred E. Newman at B94/Pittsburgh.

Our biggest problem was image. We had sent out some wrong messages before I got here, trying to be an AC station when we had a CHR heritage. So we began calling around asking what station people listened to. If they replied "BJ105, The Number One Hit Music Station," they won \$1000. Since April we've given away \$140,000. That, combined with an aggressive music policy and less gold, redefined our image as a CHR station.

Current Records

R&R: Why do you believe that current records are important to the format's success?

Thomas: When you look at the top five requests at our station and you have records like Bon Jovi and Cameo on the same radio station, that's what CHR is all about. These are the hits people want to hear whenever they punch you up instead of something they can easily pass up.

R&R: Both of those records you mentioned have a wider demographic appeal than they might have had in the past.

Thomas: They're two good examples of records that might not have gotten played in the recent past. Certainly they wouldn't be on an AC station. If you don't jump out

in front, you'll just be playing everything that's being played on your competition. You begin to sound tired, burned out. You have to get in there and establish those records for your station.

Scott: We're still pretty current-intensive, about 75%. I also believe current music is the reason people turn to CHR. They don't tune in to hear oldies; they want to know what's happening in today's music. It's important that a station maintain a current music profile if it just wants to stay in the format.

R&R: Buddy, with Chicago being such a rock-oriented town, why wouldn't Bon Jovi fit your station?

Scott: We play Bon Jovi, but daypart it carefully. You can hear it everywhere in town, so we were late on it in an effort to sound unique. Rock isn't dead in the format, it's just not a priority for us. Steve is doing the opposite. It's just a matter of positioning.

Hybrids

R&R: Steve, you've established Power 99.7 as a hybrid CHR. Would you play a record like Cameo?

Davis: No. When we put Power 99.7 on the air in March, there were two very established CHRs in the market already: 94Q and Z93. Both leaned Urban and almost sounded AC in certain dayparts. We felt the hole for us was to be CHR with a rock edge. So we stay away from any real urban music.

Continued on Page 42

PART II

Summer Book Wrap-Up

If you read last week's column, you know the future of this format looks very bright. Here are more markets worthy of your study. Each market is either engaged in a close-scoring, heated battle or involved in an exceptional demographic story.

	Miami				
Y100	7.3	5.1	5.7	5.3	4.1
95INZ	5.2	3.5	3.5	2.7	3.1
WPOW	2.0	1.5	2.3	2.5	

It's been years since Y100 posted numbers this low, but then again the whole market has been topsyturvy in recent months. The "Y" gained Rick Stacy but lost longtime vet and VP/Programming Robert W. Walker to Bill Tanner's Power 96(WPOW). Rick hopes to use Y100's heritage to catapult it back to success with strong promotions and a well balanced playlist. Tanner is back on the air at WPOW and is focusing on the market's ethnicity for rating points. Together, Walker and Tanner will try to recreate the excitement necessary to launch their station into a dominant position. Gabe Baptiste at 95INZ has gone the other way. His station is a rock/pop CHR outlet offering relief for listeners burned out on too many beats per minute.

	Norfolk				
WNVZ	7.3	6.7	5.6	7.4	7.2
WRSR	3.6	5.6	3.7	5.2	5.3

The Tidewater rocks with these two CHRs doing battle. Z104 (WNVZ) has just changed hands to Capitol. PD Chris Bailey remains in place with his aggressive brand of programming and wide variety of music. But across the bay, 97-Star(WRSR) programmer Sheldon Borgelt has moved the station into a more rock-oriented direction — with which sister station Power 99.7/Atlanta has found success.

Tampa

	WRBQ-AM & FM				
	12.4	12.2	12.5	14.8	16.7

Simply put, WRBQ owns this market, with 15.9 on the FM and .8 on the AM. No one in town even comes close in the contemporary arena. Tops in adults 18-34, 18-49, 25-49, and 25-54, Q105 also has bet-

Continued from Page 42



Brian Thomas

long. But when you're covering 45 minutes of solid music, that's very difficult to combat. Our TSL shot way up.

Thomas: It was a combination of a lot of things for us. We've rebuilt the jock staff, starting with mornings. We got Bill Cross from cross-



Mike Preston

REBELION = In The = YEARS

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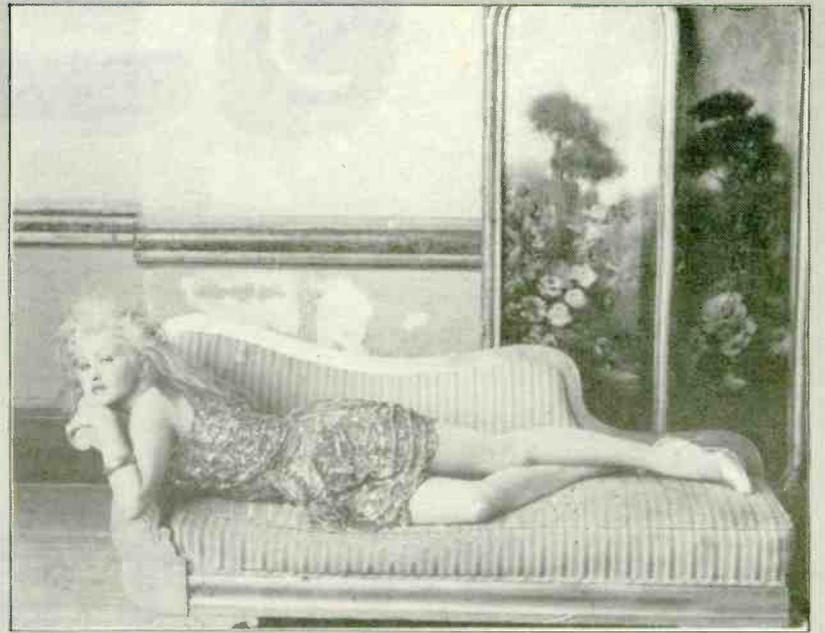
Rachel Perkoff

BPA's Year-End Specials

**"CHANGE
OF
HEART"** **CYNDI
LAUPER**

#1 **CHR BREAKERS**

162/68 - 68%
One Of The
Most Added



Portrait

**"FALLING
IN
LOVE
(UH-OH)"** **MIAMI
SOUND
MACHINE**

#2 **CHR BREAKERS**

160/29 - 67%

DEBUT ▶ 37

One Of The
Most Added

AC Chart: 5



Epic

"IT'S ONLY LOVE"
The New Single From
CHEAP TRICK!

On Your Desks This Week!

**"STOP
TO
LOVE"**

LUTHER VANDROSS

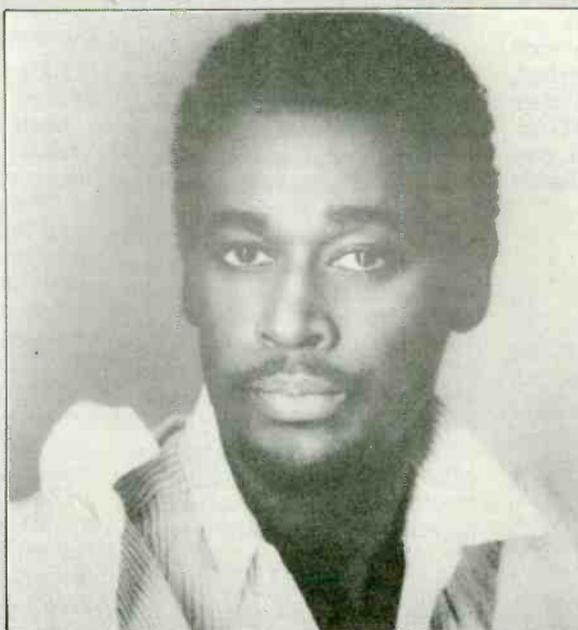
CHR NEW & ACTIVE

84/20 - 35%

B104 20-17	92X deb-34
WBEN add-37	WCZY 33-29
WKSE deb-36	KBEQ add
WAVA deb-30	KHTR 30-26
94Q 25-21	FM102 add-35
B96 30-27	KMEL 26-23
WMMS add	KWSS add

... And Many More!

Black/Urban Chart: **12** - **7**



**"HEARTACHE
AWAY"**

DON JOHNSON

Produced by Chas Sanford

87 CHR Reporters!
Including:

WKSE	Y100	KWK
WPHD	Q102	KPKE
WCAU	WMMS	KIIS
PRO-FM	WNCI	KKRZ
94Q	99DTX	KWOD
KRBE	KHTR	

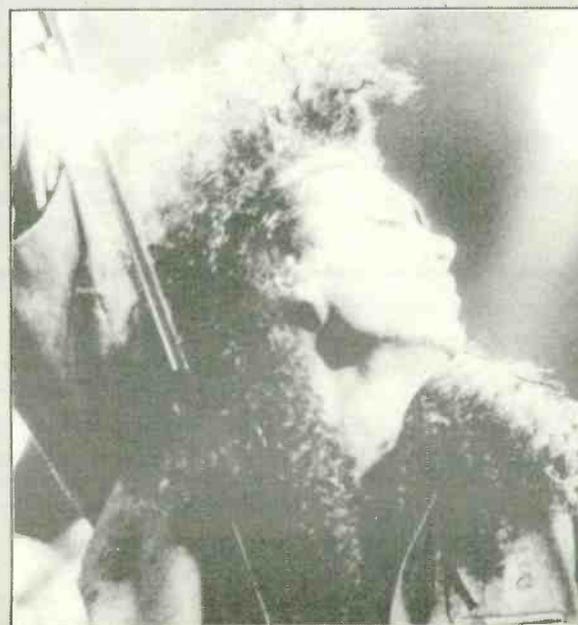
... And Many More!



**"BRAND
NEW
LOVER"**

DEAD OR ALIVE

Y100 on	KIYS 31-26
WMMS on	KYRK on
KATD 34-31	KDON add
Q100 27-20	KITS 27-24
WNNK on	WFXX on
WKRZ add	KSMB deb-34
WPOW 16-14	KBIM add
KITY 15-10	



CONTEMPORARY HIT RADIO

Summer Book Wrap-Up

Continued from Page 38
 ter than a 50-share in teens. Solid and sincere community involvement is one of the station's cornerstones, and Q105 has a wide playlist. Carefully researched, Q105 enjoys success with pure CHR, Urban, AOR, and even Country crossovers. Much credit goes to OM Mason Dixon, PD Randy Kabrich, and the staff.

Chicago

WKQX	3.6	3.2	3.3	3.3	3.4
B96	3.8	3.7	3.3	3.2	3.3
WLS	4.2	4.1	2.7	2.4	2.6
Z95	2.5	2.0	2.2	2.0	2.5

AM WLS can't seem to get out of the twos. Using a variety of programming strategies, including some talk, OM John Gehron is hanging tough, although there is a decreased emphasis on music. FM sister Z95 is getting a fresh injection from new PD Ric Lippincott, who's already presenting the market's most aggressive CHR list. B96 PD Buddy Scott plans to continue his upward growth with a more urban-edged music presentation. WKQX PD Tommy Edwards is using a substantial amount of gold to give his station a more broadbased sound — almost a CHR/AC hybrid.

Cleveland

WMMS	12.2	14.5	13.9	13.2	13.5
WNCX	7.1	4.9	4.4	5.4	5.1

Emotions are running high in Cleveland. WMMS continues to dominate every adult demo except 35-64 and edges out WNCX (formerly WGCL) in teens for a number one across the board. OM Kid Leo is still searching for a PD following John Gorman's departure to WNCX (he also took a number of folks from the Buzzard with him). Both stations are super-aggressive in music and promotions. Many stories are circulating about battles between these two powerful adversaries for exclusivity in concerts and events.

Columbus

92X	9.2	11.1	10.5	8.0	7.9
WNCI	6.1	4.9	5.3	9.4	8.7

Even though both CHRs dipped just a bit this summer, the competition remains close. Adam Cook's 92X still is more aggressive record for record. But WNCI, under the control of Bill Richards, is broadening its music perspective to include some of the hits it would have labeled as too teen or too hard in the past. Ratings this close between two radio pros should make this fall's race a hot one.

Detroit

WCZY-AM & FM	5.4	5.2	5.8	5.8	5.1
WHYT	4.5	5.4	4.4	5.0	4.0
99DTX				2.8	3.1

The Motor City is cranking up for a neck-and-neck race. Leader WCZY is simulcasting as PD Brian Patrick keeps his stations active in promotions and music. Former WHYT PD Gary Berkowitz transferred to sister WJR; successor Rick Gillette hopes to turn the station around with the same programming magic he used at FM102. One question remains: will WHYT stay as musically tight as it's been of late? Jim Harper has renegade 99DTX on the move. Since its debut, the station has done an incredible amount of promotion, piquing audience curiosity and keeping them tuned in to the most aggressive playlist in the market.

Kansas City

KBEQ	7.1	7.0	9.0	7.5	9.6
KCPW				3.5	4.9

Steve Perun is proud of the accomplishments at KBEQ and, despite fresh competition from Dene Hallam at Gannett's newly purchased KCPW, aims to keep Q104 on top. Leaning a bit to the urban side, both CHRs have distinct differences in presentation. The money is flowing this fall at Q104 so it can stay ahead and keep its super adult numbers in place. KCPW, meanwhile, is still adjusting and fine-tuning the music — gearing up for a future assault on the city.

Minneapolis

WLOL	9.4	8.6	7.3	7.8	7.2
KDWB-FM	7.0	5.5	5.9	6.2	7.2

Scoring high on the emotional battle meter are WLOL and KDWB-FM. Deadlocked at a 7.2, this race is a jump ball. Formerly a bit more gold-oriented, Dave Anthony's KDWB is slightly more aggressive in its music picks than Greg Swedberg's WLOL on some weeks. On other weeks the opposite holds true. But what's unique about both playlists is the amount of Urban crossovers they both air. No one ever exposed this type of music on CHR before in the Twin Cities. Why? Lack of ethnic population. It's nice to see the color barrier dropped in what's surely going to be a knock down fall contest.

More To Come

Next week we'll finalize this overview of winning CHRs in the summer sweep with a look at Denver, Los Angeles, Phoenix, Portland, Albany, Harrisburg, and Baton Rouge.

Programmer's Think Tank: The Trends Ahead

Continued from Page 38

R&R: Do you even play Lionel Richie?

Davis: We did at first. But in the evolution of the radio station, we're not playing the new one now. About as Urban as we get right this minute is Tina Turner, Human League, and some things like that. We didn't play Cameo or Janet Jackson. We played the first two recent Madonna hits, but we're not playing "True Blue" yet.

R&R: Will your audience accept not hearing those cuts, or will you play them as you become more mass appeal?

Davis: This is an individual market situation. Z93 and 94Q have reacted to us, and they've made changes in their presentations since we've been on the air. I'm going to be as consistent as possible and will reevaluate as time goes by.

"If you don't jump out in front, you'll just be playing everything that's being played on your competition. You begin to sound tired, burned out."

— Brian Thomas

R&R: Mike, you play a wide selection of crossovers.

Preston: When we switched from AC to CHR in late '83 we saw everyone's position, especially the long dominant (AOR) KGB. While it has respectable female demos, it's top heavy in males. We felt it counterproductive to try to play too much rock, so we went the other way. We concentrated on the pop hits and the Lisa-Lisas and Cameos of the world, adding in more of the modern sounds like the Bangles and Howard Jones which KGB might not touch. We've recently added Bon Jovi, but the question of airing harder records, for us, depends on the timing of when to play them.

R&R: Brian, you were in an interesting battle with Y106 and recently flipped positions.

Thomas: If anybody slips it could go either way. We try to be as bread-and-butter as possible. We play the Run DMCs and the Midnight Stars and stuff like that. And on Saturdays from 9pm-3am we do "Saturday Night Hot Hits." It fea-

"Current music is the reason people turn to CHR. They don't tune in to hear oldies; they want to know what's happening in today's music."

— Buddy Scott

tures all 12-inchers, foreign hits, and some dance product mixed together in half-hour segments; the response is incredible.

Urban Backlash?

R&R: Do any of you feel a backlash is building against the constant dance beats?

Thomas: When I was in Miami recently, I noticed that when you punch between WPOW (Power 96), Y100 and Hot 105 (WHQT), then go to 95-INZ, a kind of rock hits format, it's a breath of fresh air. I think this could begin to happen in some markets.

R&R: Much the same as what Steve's taking advantage of in Atlanta?

Thomas: Yes. I think there's room for an alternative-type CHR such as his in many markets.

R&R: And will we continue to see a lot of stations loading five or six units in a row in order to run long sweeps?

Davis: We've been doing that in Atlanta from jump, but then again I had the advantage of coming in and setting up the framework to only run eight units an hour. We'll run four and four, and I'll hold it to three and three at certain times of the day. We recently cleared out 55 hours and played nonstop music from Friday afternoon to midnight

BITS

• **Hot/Cool Giveaway** — B106/Washington is giving nine listeners a choice between a hot or cool vacation this winter. Cool vacationers will be flown to the ski resort of Providence De Quebec. They'll stay in a hotel suite and enjoy other amenities during five days and four nights: lift tickets, ski lessons, breakfast/dinner, and transportation to and from the airport and slopes. Hot vacation winners will be flown to Key Biscayne for five days and four nights, where they'll scuba dive, water ski, and relax in the sun.

Sunday. It was a big benefit to us.

Preston: I was late getting into that down here. KGB was doing ten in a row. I've got two Country stations, one that does 11 and another that does 12, and an Urban station that does ten in a row. Modern music 91X does 45-minute blocks. So when you compare us to our most direct competition, B100, it's like night and day. It's stopping three, sometimes four times an hour, while we're sweeping right on through.

Looking Ahead

In part two next week the programmers tackle contesting, defending a winning position, using jingles and sweepers, and the importance of variety and entertainment in the format.

MOTION

Fi:head is named Assistant MD, and Carolyn Moyer and Larry Morgan are co-anchoring the music department at FM102/Sacramento... WAVA/Washington Assistant PD/MD Gene Baxter moves from late-nights to early evening as Flash Phillips exits. His shift is filled by Ken Martin, who advances from parttime; Tom Kent leaves the station. Rusty Ford has joined as Production Director from 195/Birmingham... Morning Zoo producer John Nolan moves to swing and Assistant Promotion Director Frank "Doherty" Murphy becomes Morning Zoo Director/Producer, leaving Kathi Kolodin needing an Assistant quickly... Afternoon co-host M.J. Keill is upped to Production Director at 97-Star WRSR/Norfolk... Y94/Fargo welcomes Al Casey from KMGK/Grand Forks to do middays... Eric Young exits middays at Z103/Tallahassee creating an immediate opening... Roger Carey leaves mornings at 95INZ/Miami and is replaced by Jeff Gonzer.

At WPST/Trenton, Greg Hunter, formerly at OK100/Ithaca, takes over overnights from David Cooper who moves to mornings at WWFX/Bangor... Scoot Fitzgerald leaves WRZQ/Greensburg, IN for overnights at WBWB/Bloomington replacing Chris Newton who moves to evenings... Van Mann exits from WRFX/Charlotte to do mornings at WVBS/Wilmington... Some changes due to new ownership at KLIK/Davenport give OM/PD Jim O'Hara the new post of GM, MD Ginny O'Hara becomes PD, and evening personality Steve Ketelaar takes on Asst. PD duties. On the AM side, Bob Shomper joins as PD.



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KKDA-FM

WGGZ-FM

KDON-FM

WZZU-FM

WZYQ-FM

KKRZ-FM

KDWB-FM

WTIC-FM

WAVA-FM

KKBQ-FM

WCAU-FM



BRAD MESSER

CALENDAR

Voting Was A Landslide

One of my most pleasant experiences in recent memory was handling phone calls from R&R subscribers voicing their opinions about making a change in the "Calendar" section. After talking with people from the smallest burgs to the biggest cities, I'm here to tell you there will definitely be a change.

In case you missed the action, we solicited calls to determine whether readers would prefer pushing the "Calendar" dates ahead one week. The voting turned out to be overwhelmingly in favor of the idea. In fact, it was a landslide. Starting with the first issue of the new year I'll begin working a week in advance, so you'll have your today-in-history material in plenty of time for show prep. Sean Ross

will do the same for you in the "Datebook" column.

I had said I would have an answering machine set up to handle the voting, but it was tempting to pick up the phone for live conversation. I got hooked on the live calls right away, to the point that the machine didn't rack up much mileage. You folks are some of the friendliest, brightest people in the country. You gave me invaluable

feedback about how the information in this column gets used, which will aid me in tailoring it to be more useful to more of you.

But no, the format still cannot be altered to cover Saturdays and Sundays. The space limitation still holds — despite the helpful suggestion from one fellow who said, "Haven't you guys ever thought of using smaller type? Most of us have copying machines that could blow it up to where we could read it. Myself, if I had to, I'd even use a magnifying glass. I mean, Messer, how long has it been since you pulled a Sunday morning shift and were desperate for something to talk about?"

First Gas Station

MONDAY, DECEMBER 1 — The first drive-in gas station opened 73 years ago in Pittsburgh (1913). Car owners were used to buying gasoline at garages and livery stables, and the idea of a stand-alone gas station didn't catch on right away. On its first day, the first gas station sold only 30 gallons.

Rosa Parks, a black woman, inadvertently touched off the American civil rights movement in 1955 when she was arrested for refusing to surrender her seat to a white man on a city bus in Montgomery, Alabama (See Dec. 5). Boys Town orphanage was founded near Omaha, Nebraska in 1917.

On the old Roman calendar, December was the tenth month: the name comes from the Latin word for ten, decem, as in decimal.

Birthdays: Charlene Tilton 28. Bette Midler 42. Richard Pryor 46. Lou Rawls and Woody Allen 51. Mary Martin 73.

Most Successful American Car

TUESDAY, DECEMBER 2 — The most successful American automobile ever, the Ford Model A, was introduced 59 years ago in 1927. It had four-wheel brakes and a three-speed transmission. If you could find a decent stretch of road, a Model A would cruise all day at 60mph. It got 22 miles per gallon.

Barney Clark was implanted with the world's first permanent artificial heart in 1982, and it kept him alive for about four months.

The first atomic chain reaction was created in 1942.

"Spring tides" (the highest possible tides) occur this morning, created because the new moon is at its closest orbital point to Earth.

Birthdays: Tracy Austin 24. Bob Pettit 54. Julie Harris 61. Alexander Haig Jr. 62.

Poison Gas Killed 2000+

WEDNESDAY, DECEMBER 3 — What has been called "the world's worst industrial accident" occurred two years ago in Bhopal, India, when poison gas escaped from a Union Carbide plant, killing more than 2000 people and injuring 200,000 (1984).

The American Medical Association passed a resolution in 1984 calling for an end to boxing, both professional and amateur, because of health hazards. Eleven people were crushed to death at a **Who** concert in Cincinnati in 1979.

The first human heart transplant, which kept the patient alive for only 18 days, was accomplished in 1967.

The first neon light was displayed in 1910. Illinois became the 21st state in 1818.

Birthdays: Track star **Albert Jautoreno** 35. **Ozzy Osbourne** 38. Racer **Bobby Allison** 49. **Andy Williams** and director **Jean-Luc Godard** 56.

Plane Aloft Two Months

THURSDAY, DECEMBER 4 — The world's longest nonstop airplane flight began at Las Vegas in 1958. The single engine Cessna 172 (flown by **John Cook** and **Bob Timm**) had been kept in the air 64 days and 22 hours — slightly longer than two months — when it finally landed on February 7, 1959.

In 1979 the United Nations Security Council demanded that Iran immediately release 50 American hostages, but Iran kept them another month and a half. The brightest fireball ever photographed streaked across the sky over Czechoslovakia in 1974. The **Hawaiian Pineapple Co.**, which became **Dole**, was formed in 1901. Manila paper was patented in 1843.

Birthdays: **Jeff Bridges** 37. **Beach Boy Dennis Wilson** would have been 42.

Liquor Legalized, America Partied

FRIDAY, DECEMBER 5 — Hard liquor became legal again in 1933, ending the American national experiment with Prohibition which, after nearly 14 years, was judged to have been a miserable failure. With bootleg liquor a thing of the past, prices for drinks dropped by half, and millions of Americans treated themselves to parties of historic proportions.

The black boycott of buses began in Montgomery, Alabama, in 1955 (see Dec. 1). The USA's first national nudist association was formed in 1929. University of Pittsburgh players wore the first football uniforms with numbers in 1908.

Today is a holiday in Haiti, commemorating the arrival of **Christopher Columbus** in 1492.

Birthdays: **Jim Messina** 39. **Little Richard** 54. **Walt Disney** would have been 85.

EVERY BEAT OF MY HEART

BIG HEART.

BIG VOICE.

BIG SONG.

NEW & ACTIVE

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WPHD
CKOI
WCAU
PRO-FM
KBRE
KATD
Q100
K104
WERZ
93Q
WPST
WRCK
WKRZ
K98
WROQ
WNOK
WKSJ
WANS
WCKN
KTUX
WNCX
KF95
KIYS
KIKX
KSND
KBOS
KMGX
KCAQ
KXYQ
KDON
KCPX
95XXX
WKPE
OK100
95XIL

"EVERY BEAT OF MY HEART."

THE NEW SINGLE.

KIHK
WOMP
KQIZ
WKSF
WJAD
WJMX
WZYP
Q101
KNAN
WPFM
WVBS
KYYY
WBNQ
KKLS
99KG
WDBR
KGOT
KKAZ
KBIM
KZOZ

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Sneak Preview Mar
And Blossoms Dec
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LITTLE SHOP OF HORRORS

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HEAR ME!

The Album Now To A Who

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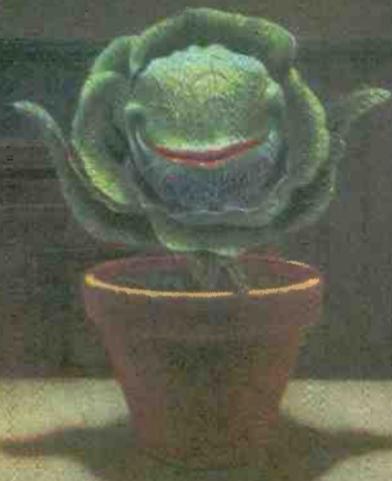
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MORANIS

ELLEN
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VINCENT
GARDENIA

With A Special Appearance By
STEVE
MARTIN

THE GEFFEN COMPANY Presents A FRANK OZ Film "LITTLE SHOP OF HORRORS" RICK MORANIS ELLEN GREENE VINCENT GARDENIA STEVE MARTIN JAMES BELUSHI JOHN CANDY
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Massive National
Television And Print
Advertising Campaign
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STEVE FEINSTEIN

AOR

FRESH AIR

New Release & Alternative Music Shows

"Virgin Vinyl" . . . "Fresh Tracks" . . . "The Vinyl Frontier" . . . "Consumer's Guide To New Music" . . . "What's New?" These are just a few of the catchy handles rock radio has coined for weekly shows with a singular purpose — spotlighting the best releases of recent vintage.

Once plentiful on AOR radio, these shows are no longer standard operating procedure, it seems. For instance, some big-league consultants contacted for this article were hard-pressed to come up with many clients who have shows of this nature.

Raisons D'Être

However, a significant number of stations continue to run new music shows for these reasons:

- They score valuable points with active listeners and help maintain AOR's image as the place to hear new music first.

- They can provide a preliminary, albeit unscientific, gauge of audience reaction.

- For programmers with a musical conscience, they provide at least token exposure for exciting new music that may not receive regular rotation.

- They give programmers an opportunity to appreciate that sometimes critical difference between how a new record sounds on the radio as opposed to on an office or home turntable. Don't underestimate this; surely there've been records you "couldn't hear" until you experienced them over the airwaves, either your own or a competitor's.

WDHA/Dover

WDHA/Dover NJ now calls its five-year-old "Virgin Vinyl" (Monday, 11pm-midnight) the "Original Virgin Vinyl" after WXRK/New York unwittingly copped the name for its own program, according to VP/GM Bob Linder. "It's a focal point for new music, and allows us to go even deeper into new music than we might normally," he says. "We try to cover all the bases, from metal to new wave," adds PD Mike Boyle.

To pique listeners' curiosity, throughout the day promos for the show mention which artists will be featured. Rather than present a watered-down show that merely rehashes songs the station has already put into regular rotation over the course of the past few weeks, 'DHA usually plays only genuinely new music — songs that have come out since the previous week's show.

A local record store that sponsors the show gets a copy of the show's playlist each week so it can stock the titles. (Nice thought. Reminds me of the days when your fave-rave Top 40 station would have its playlist available at record stores each week. Do stations still

do this anymore?) During the program, 'DHA actively solicits listeners to write in with their opinions of the music played. Every week, one respondent is chosen randomly to get 10 free albums supplied by the store.

Alternative Music Shows

Besides traditional new release shows, other new music shows are geared to playing new releases of the modern rock variety.

CHOM/Montreal has both types of shows. MD Benoit DuFresne has hosted the "CHOM New Music Foundation" (Sunday, 9pm-midnight) for three years. It features the latest in imports, local acts, and cutting-edge sounds. A more mainstream new release show,



Kevin Stapleford

91X
LISTEN
TO THIS
Sunday
Nights

"What's New In Music" (Thursday, 11pm-midnight) is hosted by the station's late-night jock and spotlights three-four new releases that may or may not go into regular rotation.

DuFresne sends a weekly chart to listeners to help them when they go looking in record stores for the new releases he plays. He also



swaps tapes and indy label releases by local bands with WBCN/Boston, and would like to do more networking with other stations in North America. Call him at (514) 935-2425.

KZEW's New Music Maven

KZEW/Dallas Asst. PD Cindy Bailen describes George Gimarc as "sort of a young Dr. Demento." Gimarc, the 'ZEW's Assistant MD during the week, has been holding forth with adventurous rock, imports, "obscure psychedelia and wacked-out rockabilly" on his "Rock & Roll Alternative" (Sunday, 10pm-1am) for six years, after a three-year run on a local college station.

There was a brief interruption a few years back, though, when a wise consultant advised KZEW management it could do without the show. But justice prevailed when 600 letters from indignant fans poured in; management apologized to Gimarc and he was back on the air after missing only six weeks.

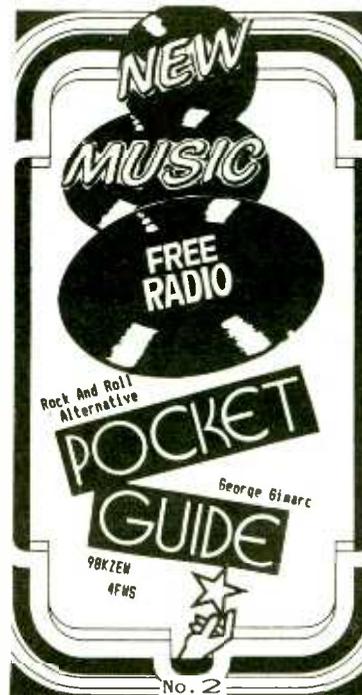
The consummate new wave aficionado and archivist, Gimarc is

applying his encyclopedic knowledge of modern rock to a definitive history book of the genre. He's befriended many bands early in their careers, driving them to-and-from concerts and having them over to his house for a welcome home-cooked meal. Now he's become a reliable safe haven for road-weary rockers.

"They say, 'There's old George, still in Dallas.' It's not like when they roll into Laurence, KS. It's a whole new set of faces at the college station everytime," he explains. The last time the Alarm were in town, for example, they came over to his house and he made the visit into a show, recording the band picking some of their favorite records from his collection.



George Gimarc



A recent innovation is his "Planet Dallas" sessions, in which he interviews artists at a local recording studio, where the environment is more comfortable for a musician than a radio station. Acts such as Mojo Nixon, Smitherens, Bodeans, and the Rainmakers sit with guitars in their laps and punctuate the conversation with acoustic renditions of their material.



Oedipus

It makes for great radio. While the Bodeans were telling him of their early days playing cover songs in bars, they spontaneously broke into some of the old chestnuts.

Gimarc's show is international. Via a "Four Freedoms World Services" network out of Plano, TX, he's heard on a dozen pirate stations in the British Isles and on an outlet in New Zealand. "I imagine people there are rattling their sabers to the Cocteau Twins," he laughs.

He counts XTC, Elvis Costello, Style Council, and Echo & The Bunnymen as his personal favorites.

Listen To This

91X/San Diego Asst. Production Director/Copywriter Kevin Stapleford has been doing "Listen To This" (Sunday, 9pm-1am) for the last year-and-a-half. Why does a new music station that bills itself as "on the cutting edge of rock" need a new music show? "When you consider what's out there overall — hardcore punk, industrial German noise — we're not truly on the cutting edge. I play stuff most people are not going to hear anywhere else, including 91X's regular format."

His show debuts bands such as Love & Rockets, Chameleons, Gene Loves Jezebel, and Dead Milkmen, who often end up becoming 91X staples. He gets direct service from British labels such as Beggar's Banquet and 4 A.D. Besides sprinkling his show with tunes by 91X core artists such as the Smiths and the Cure that 91X doesn't play, he'll also toss in off-the-wall songs by Johnny Cash, Frank Sinatra, and Frank Zappa because "they're fun." "I can't play four hours of music that nobody's ever heard, and I want to have a show where people will never know what they're going to hear next," he says. Most shows usually have a focus, whether it's featuring cuts from a new album or interviews and live tapes from bands such as New Order.

AOR

Nocturnal Emissions

WBCN/Boston PD Oedipus came to 'BCN out of college radio and Boston's fertile new music scene. He continues to host "Nocturnal Emissions" (Sunday, 7pm-10pm), where he acts as an impassioned advocate for the local artists and cutting-edge sounds that often graduate onto 'BCN's regular playlist. He's followed, incidentally, by VP/GM Tony Berardini's "Heavy Metal From Hell," two hours of metal guaranteed not to cross over to CHR.

Rodney On The 'ROQ

L.A. trendmaster Rodney Bingham has been doing his Saturday and Sunday night "Rodney On The 'ROQ" shows on KROQ for a decade. His shows are a mix of imports, local bands, indie label releases, and '60s nuggets. The range of celebrity guests includes people such as Sky Saxon of the Seeds, actress Molly Ringwald, the Bangles, and members of the Monkees, whom Rodney championed long before the current revival craze.

Muni's Things From England

WNEW-FM/New York OM Scott Muni has been playing "Things From England" every Friday afternoon for over 20 years, dating back to his days on WOR-FM and WABC. He counts down the latest tunes on the charts of British music newspapers such as "Melody Maker" and "New Musical Express," as well as playing classics by British artists.

The show's emphasis on chart activity gives him the latitude to play even pop acts like Bananarama and Wham! The show has been so successful that an import record store that started up five years ago in New York named itself "Things From England."

Hampers's New Music Hamper

WLAV/Grand Rapids MD Aris Hampers doesn't just play new music on "Hamp's New Music Hamper" (Sunday, 6pm-7pm), he also reviews it. Musical opinion is also part of the "Steve Aldridge Clam Bake" from midnight-2am that same night, when the focus on what PD Dave Lange calls "campus music" enables the station to play bands like the Smiths or Cure and see what happens.

Lange himself is a faithful listener to Hampers's show. "I tune in to catch up to what Aris is into. It also gives us a chance to take new artists and put them on the radio and try them out there.

"Also, the shows give the music aficionado out there the feeling that we're keeping up with current music. Not everybody 25+ thinks there hasn't been a good song written since 1970; they may be just as happy listening to R.E.M. as they are to 'Layla.' We've all got our oldies shows; here's a chance to balance them."

WXRT's "New Release Wednesdays"

WXRT/Chicago goes a step further than virtually any other station — it sets aside an entire day each week to spotlight new records. On other weekdays 'XRT has featured artists throughout the day, but on "New Release Wednesdays" those same slots go to new records. It varies by daypart — 1-2 in mornings, 3-4 in middays and PM drive, and 4-5 in evenings. Jocks generally surround the new elements with more established music.

It's been a tradition since 1973, and PD Norm Winer says "we've researched it to death" and found that it's one of the features most strongly associated with 'XRT. He says it creates tune-in, rather than tune out, and even draws listeners from other stations as well as 'XRT

loyalists. "People come to us on Wednesdays looking for their weekly dose of music information," says Winer.

Most of the music featured has already been added to 'XRT's liberal playlist in the last few weeks, but is still perceived as new. Jocks are encouraged to speak at length

about the records and provide more biographical info on artists than usual. Also, the station will occasionally have fun with blindfold tests, seeing if listeners can identify a tune by an unlikely 'XRT artist like Abba or Three Dog Night, and then asking for opinions on the record.

The station also has a "Big Beat" alternative music show (Friday, 11pm-midnight). Lately the show has been expanded for monthly two-hour specials wherein host Johnny Mars spins records live from a club following an 'XRT Budget Show with a band such as Timbuk 3.



GO VAN GOGH — On their way back to Riverside, the Beat Farmers stopped at KBCO/Denver. From left, PD John Bradley, MCA's Sharon White, the group's Rolle and Country Dick Montana, and MD Doug Clifton.



SEGER'S SAVANNAH STORM — Backstage with Bob Seger (third from left) are WIXV intern Andy Summerell, MD Virgil Thompson, OM Bill Weston, Capitol's Sandy O'Connor, and morning guy John Garber.

SEGUES

KNOX-FM/Grand Forks goes AOR with PD Michael Right at (701) 775-4611.

WQBK-FM/Albany hires Bob Welch, ex-MD at rival WPYX, as MD/nights... KSJO/San Jose names Dave Numme interim MD.

Ted "Thrasher" Prichard takes on KNAC/Long Beach-L.A. mornings... Terry Jacobs returns to WZZQ/Terre Haute for mornings... KMBY/Monterey overnights go to Scott Charlton from KSPI/Palm Springs... Marilyn Mee has exited WQFM/Milwaukee morning news.

WXRK/New York intern John "Guldo" Casano becomes Programming & Music Assistant, while weekender Jim Harlan leaves to become Production Director at crosstown WNEW (AM).

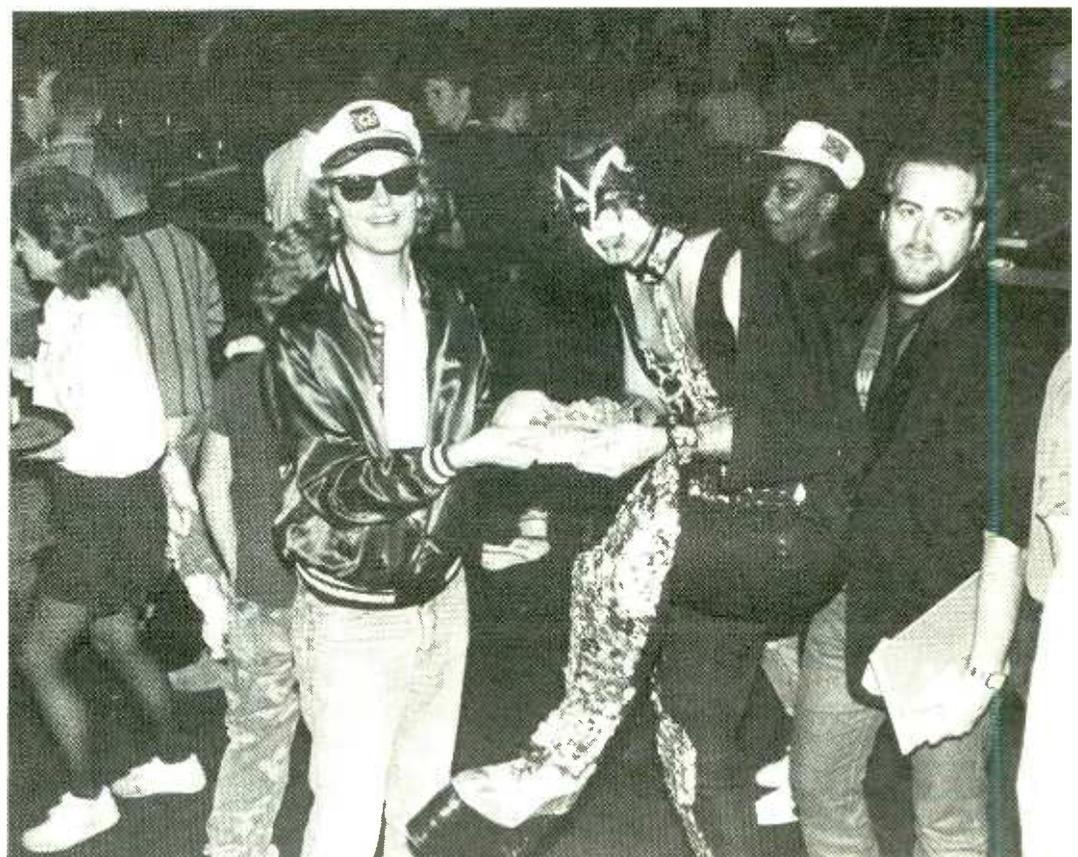
Coming Next Week:
Questions to ask before taking a new programming job.



CAUGHT IN THE CROSSFIRE OF TWO 38s — WCMF/Rochester Promotion Director/afternoon Duane Doherty (middle) pals around with 38 Special's Jeff Carlisi (left) and Larry Junstrom.



WHERE'D THAT GLASS SLIPPER DISAPPEAR TO? — Searching for a shoe fetishist after Cinderella's Los Angeles show are (l-r) PolyGram's Jean Johnson, bandmembers Jeff LaBar and Tom Keifer, KNAC/Long Beach PD Jimmy Christopher, Cinderella's Eric Brittingham, the label's Kyle Hetherington, and the group's Fred Coury.



SIMMONS BEAUTY FEST — WXQR/Jacksonville, NC PD Kris Kelly (left) hands over \$1005 to "Gene Simmons," the first place winner of 'XQR's Eighth Annual Rock & Roll Animal Halloween Costume Party. Assistant PD Dave Priest (far right) wonders when he can go home and hit the hay.



LON HELTON

COUNTRY

PART II

A Closer Look Behind The Summer Numbers

Here's a further look at what went on during the summer Arbitron sweep. (Note: An * indicates markets which had summer books for the first time. Ratings in bold symbolize stations that were number one 12+ in their markets. A "T" signifies a tie.)

Cincinnati*

	12+	25-54	(Rank)	
	Sp '86	Su '86	Sp '86	Su '86
WUBE	9.2	6.4	1	4

When asked what happened, WUBE PD Mike Chapman responded, "Nothing. And that's why we were off." He explained that the station suffered a loss in come as a result of no outside summer promotion. WUBE did a major direct mail campaign in the spring called "The All-American Giveaway." Chapman added that a similar campaign, dubbed "The All-American Lottery," is now in full swing.

While not offering it as an excuse, Chapman did say he also felt the station was adversely affected by the new Arbitron daypart diaries. "They're a farce," he said. "Arbitron is going to have to do something about them."

Another factor affecting the fall book is the entry of WBVR into the format. There's widespread market speculation that "The Beaver" is only in the format for a short while, marking time until its sale is final.

The reasoning goes like this: Republic, owner of AC WLW and AOR WSKS, merges with Jacor, owner of AOR WEBN. The decision is made to spin off WSKS, keeping the more highly rated AOR WEBN. The theory goes that Jacor wouldn't want to keep 'SKS AOR, because it would be competing with its own (after the sale is final) WEBN during the fall book. So change the format. But to what?

Well, since Jacor's AM is WLW, which competes directly against WUBE in the 25-54 arena, why not take 'SKS Country with hopes of damaging 'UBE, at least a tad, thus improving WLW's position? Exactly how far out this scenario is may not be known until the new company takes over WBVR after January 1.

On the Beave's behalf, it should be noted that an entire airstaff has been hired, including WUBE nighttime talent (and former 'UBE morning man) Larry B., who is now doing mornings at 'BVR.

Kansas City*

	12+	25-54	(Rank)	
	Sp '86	Su '86	Sp '86	Su '86
WDAF	8.5	10.3	2	1
KFKF	7.9	5.6	1	3

It looks like the same person who forgot to tell WBAP/Dallas PD Bill Mayne that AM was dead also failed to mention it to the WDAF staff and PD Don Crawley. There were an awful lot of folks sounding 'DAF's death knell after the spring book was released and KFKF took away the adults 25-54 crown.

Things were different this summer, though. Not only did WDAF regain the 25-54 crown, it placed number one adults 18+, 35-64, and tied for first 25-49.

Discussing the results, WDAF PD Don Crawley said, "As we all know, we're not battling for listeners, we're battling for unaided recall. To win, you have to win the battle for top-of-mind awareness. You win that by having your calls and logos in front of your friends and neighbors as much as possible. And, through the efforts of Program Coordinator Melissa Edris, we did a better job of that this summer than we have in a long time."

Knoxville*

	12+	25-54	(Rank)	
	Sp '86	Su '86	Sp '86	Su '86
WIVK	3.6	4.1	1	1
WIVK-FM	26.7	27.7	6	6
WNOX	2.4	1.8	T9	8

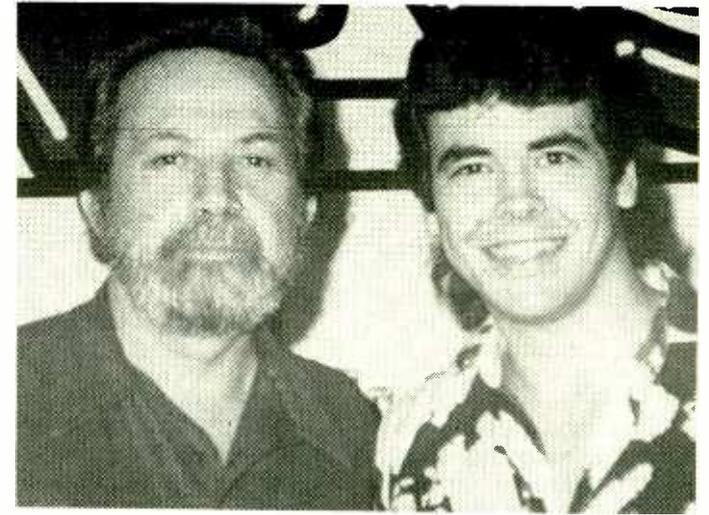
The amazing WIVK story rolls on, up a share after two consecutive 26.7s. Even more incredible is that WIVK-AM & FM lead its nearest adults 25-54 competitor by 27 shares.

Louisville*

	12+	25-54	(Rank)	
	Sp '86	Su '86	Sp '86	Su '86
WCII	2.4	3.6	10	10
WAMZ	15.7	15.7	2	1

The good news is that WAMZ is number one 12+ in Louisville. The better news is we don't have to listen to PD Coyote Calhoun moan anymore about getting a 15.7 (last book) and coming in second to sister station WHAS.

Seriously, congrats to the entire staff and CC. It should be interesting to see how high 'AMZ's share can go following WCII's format change in October.



NEW KID IN TOWN — PD Clay Daniels (l) welcomes Avista recording artist Adam Baker to the KXXY/Oklahoma City booth at the Oklahoma State Fair.

Miami*

	12+	25-54	(Rank)	
	Sp '86	Su '86	Sp '86	Su '86
WKQS	3.3	3.6	9	7
WQAM	.9	1.0	26	27

Amazingly, this is only the first summer book for Miami, the nation's 11th largest market. Equally amazing in this summer of down Country books is that WKQS's 3.6 is its second highest 12+ showing since turning Country in early '81. (The only higher share was a 3.7, winter '85.)

More significant, perhaps, is that while WKQS has consistently ranged in the mid-threes for over a year, its 25-54 shares have steadily been growing. For example, its 3.1 12+ in spring '85 was good for 13th place 25-54; its 3.4 in fall '85 placed it ninth in that demo. And its 3.3 in spring '86 was also good for ninth.

WQAM & WKQS OM Bob McKay plays a much more AC brand of

Country on the FM, as dictated by the heavily AC-oriented Miami market. A large percentage of the oldies are soft AC artists, with a heavy dose of rock gold.

San Diego

	12+	25-54	(Rank)	
	Sp '86	Su '86	Sp '86	Su '86
KCBQ	1.6	1.0	18	20
KCBQ-FM	2.8	2.4	13	14
KSON	1.3	1.2	21	24
KSON-FM	3.9	2.9	7	13

As the Country share slowly sinks into the Pacific, you wonder how long four Country stations can keep going head-to-head here. Granted, it is the summer book — and the share is up from last summer's 6.6 — but it's not as if the involved parties haven't been trying. Since June 27, KCBQ has given away 40,000 tickets to three free country concerts at a combined ticket cost of more than \$800,000.

KSON was also aggressive, with a summerlong promotion featuring cash giveaways and other prizes. The AM is skewing its music older, featuring a noon-1pm oldies show with music that's just this side of 78s.

The sales battle here is combo, of course, and KCBQ — which is now simulcasting 24 hours a day — is leading in the adults 25-54 race.

By the way, the final chapter in the sale of Q from Infinity to Eric/Chandler is yet to be written. It'll almost be anti-climactic. The takeover was originally expected to take place in early summer, but has been delayed by filings from another radio station regarding signal overlapping. Best guesstimates at this point set the change for early December.

Seattle

	12+	25-54	(Rank)	
	Sp '86	Su '86	Sp '86	Su '86
KMPS	1.9	1.2	18	26
KMPS-FM	5.1	3.9	2	6
KRPM	—	.3	—	29
KRPM-FM	2.9	2.1	13	13

Here's another market in which the summer 12+ numbers are not only significantly down from the spring book (a 9.9 Country share vs. 7.5) but down dramatically from last summer (10.5 vs. 7.5.)



JUNE DAY — June Forester turned one year older while she and her Forester Sisters were in Los Angeles for a concert appearance with the Oak Ridge Boys and the Nitty Gritty Dirt Band. KZLA threw a surprise party for the girls (l-r) Kathy, Christy, birthday gal June, and Kim; they're flanking middayer Tom Storey (seated) and Asst. PD/MD R.J. Curtis.

COUNTRY

This was the first book in which KRPM-FM had an AM ally, but it's a tough book to gauge any KRPM-AM impact.

Tampa-St. Petersburg*

	12+	25-54 (Rank)	
	Sp '86	Su '86	Sp '86 Su '86
WSUN	3.6	3.6	8 9
WQYK	8.5	6.6	2 2

WQYK is an interesting story. Though the station fell almost two 12+ shares and two and a half 25-54 shares, it maintained its second place rank among adults 25-54. While most of the cells fluctuated only a point or so, its biggest drop was over five shares in the 35-64 demo. This is a perfect example of why 12+ numbers are just so much window-dressing when trying to determine how a station is really performing.

WSUN, meanwhile, continues its aggressive promotional stance with innovative and interesting ideas, such as inviting listeners to have their pictures taken with Bartles & Jaymes, the wine cooler hucksters. True, the B&J boys turned out to be life-size cutouts, but everybody had a lot of fun.

Washington, DC

	12+	25-54 (Rank)	
	Sp '86	Su '86	Sp '86 Su '86
WMZQ	.3	DNS	28 DNS
WMZQ-FM	6.8	4.4	2 4

The 4.4 12+ had to be a shock for WMZQ-FM, a station which enjoyed 12+ numbers in the mid-fours while still engaged in an in-

tense battle with WPKX-AM & FM. I'm sure it felt that range was long gone following 'PKX's format change last January.

The combined spring 12+ of 7.1 was in the range of what all four stations used to get. Comparatively, last summer's Country share was a 7.3. Viacom National VP/Programming Bill Figenshu is very convinced that the Arbitron daypart diary had a lot to do with WMZQ's soft book. His detailed examination of this and other markets revealed dramatic drops in listening during the daypart transition hours. He theorizes that stations and formats which depend on long adult listening spans are hurt the most.

More on that at a later date.

Other Market Matchups

	12+	25-54 (Rank)	
	Sp '86	Su '86	Sp '86 Su '86

Baltimore*

WCAO	3.3	2.4	12 13
WPOC	6.6	5.8	2 2

Denver*

KBRQ	.6	.8	25 26
KBRQ-FM	1.0	.6	21 25
KLZ	2.7	2.9	15 12
KYGO	4.6	4.5	4 5

Detroit

WCXI	1.0	1.4	24 24
WWWW	3.5	3.5	8 5

Houston

KIKK	1.0	.6	16 29
KIKK-FM	7.4	6.8	2 1
KILT	1.4	.9	15 17
KILT-FM	5.7	5.7	3 3

Los Angeles

KLAC	1.2	1.4	27 25
KZLA	2.5	1.6	10 13

Oklahoma City*

KEBC	8.1	4.8	6 5
KXXY	1.0	.9	16 15
KXXY-FM	12.1	11.8	1 1
WKY	5.4	4.6	8 9

Phoenix*

KNIX	1.0	1.3	20 18
KNIX-FM	9.7	9.6	1 1

St. Louis

KUSA	3.3	2.9	8 10
WIL	.5	.5	24 24
WIL-FM	4.8	3.6	T5 7
WKKX	1.8	1.6	14 16

San Francisco

KNEW	2.0	1.8	16 18
KSAN	2.8	2.2	7 7

Tulsa*

KTFX	5.5	6.1	7 5
KVOO	11.0	8.0	4 6
KWEN	11.8	8.8	1 1



HEARTBEAT IN DECATUR — Central Illinois Country giant WDZQ/Decatur presented Don Williams with a personalized "Heartbeat In The Darkness" jersey. Doing the honors are morning man Griz England (l) and GM David Webb (r).



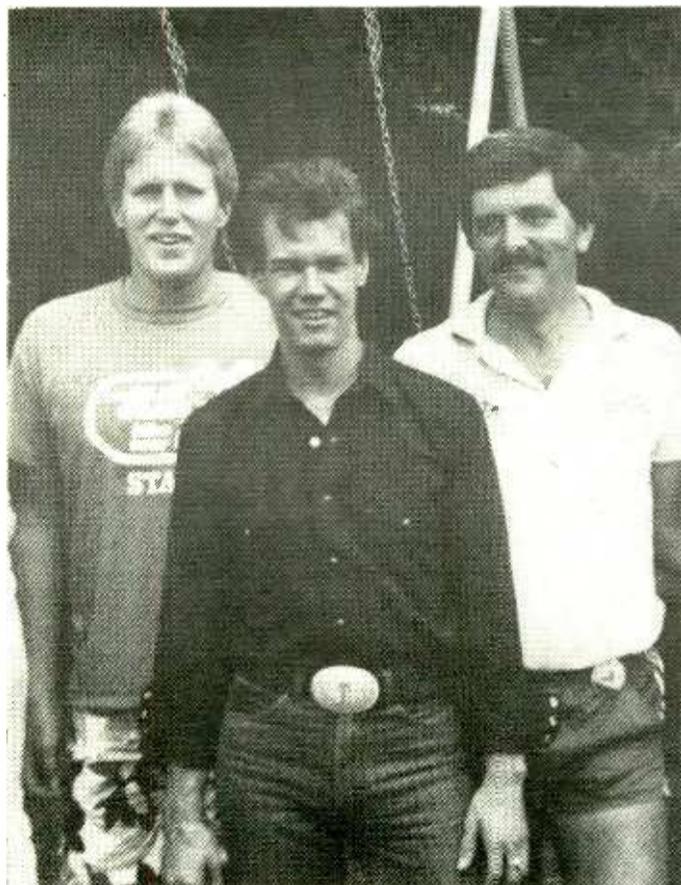
SYNDICATION FIRST — Nashville-based Musicworks, Inc. recently became the first RAB associated member to earn the coveted Certified Radio Marketing Consultant designation. Musicworks Sales Manager Skeeter Dodd (l) accepts his certificate from company President Bill Robinson.



JANIE COME HOME — Hoosier native Janie Frickie returned to Indiana for a benefit concert with the Future Farmers of America. Pictured with Janie are WFMS/Indianapolis personalities and event cohosts J.D. Cannon (l) and Charlie Morgan (r).



STRAIT SHOOTERS — KJYY/Des Moines personalities Chuck Denver (l) and Sue Gentry give a Northern welcome to George Strait.



SUMMER MEMORIES — It's "WAX Family Picnic" time at WAXX/Eau Claire with (l-r) MD Tim Classan, Randy Travis, and PD Tim Wilson.



HEY-REBA — WCRJ/Jacksonville staged a fundraising event for the Fraternal Order of Police with special guests Reba McEntire and Gary Morris. Pictured (l-r) are PD Bill Jones, McEntire, and midday announcer John Richards.



CORNERED AGAIN — A Record Bar in-store with Gary Morris had WCRJ/Jacksonville listeners begging to get in the doors. Shown during the calm before the autograph session storm are (l-r) Record Bar owner Bobby Keyser, station salesperson Carol Bolton, Morris, and GM Linda Eyrd.

IT'S ON!

RODNEY CROWELL

"WHEN I'M FREE AGAIN"

(38-06415)



R&R DEBUT **49** BB **48**

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WYOU	KYKX	KFGO	KKCS
WQBE	WAMZ	WDAF	KFRE
WXXK	WOKK	WTSO	KRWQ
WPOR	WLWI	KXXY	KQIL
WIXY	WSIX	WOW	KFMS
WWVA	WSM	WXCL	KCCY
KEAN	WCMS	WKCQ	KALF
KRRV	KYXX	KTTS	KOLO
KASE	WPAP	WTHI	KTOM
WEZL	KKYX	WTCM	KSOP
WUSY	KRMD	KVOO	KMPS
WGTO	KJNE	KFDI	KIGO
WTVY	WTQR	KRKT	
KKIX	WMNI	KIK-FM	
WDXE	KSO	KVOC	

PRODUCED BY: RODNEY CROWELL AND BOOKER T. JONES



ON COLUMBIA RECORDS



SHARON ALLEN

NASHVILLE THIS WEEK

CMA Elects New Board

A total of 16 new officers were elected to serve one-year terms by the Country Music Association's Board of Directors at a November 14 meeting.

Capitol/EMI-America Nashville President Jim Foglesong was elected Chairman of the Board, a position he also held in 1976. Elected President was Al Greenfield, a veteran broadcaster and President of Phoenix-based consulting firm the Greenfield Group. They will work with the CMA Board of Directors to establish policies and projects for the 29-year-old trade association during 1987.

Others elected include: Executive VP Jack Walz from BDA-BBDO, Inc.; Senior VP Jim Ed Norman, Warner Bros.; VPs David Conrad, Almo-Irving Music; Steve Popovich, PolyGram; Tony Conway, Buddy Lee Attractions; Janice Wendell, Eric Ericson & Assoc.; Roger Sovine, BMI; Dick Gary, the Gary Group; Jerry Bradley, Opryland Music Group; Sam Marmaduke, Western Merchandisers; and Brenda Lee.

Rounding out the officer slate are Secretary Alice Prager, SESAC; Assistant Secretary Tim Wiperman, Warner Bros. Music; Treasurer Lon Helton, Radio & Records; and Assistant Treasurer Merlin Littlefield, ASCAP.

The new board's first meeting will be held January 21-22 in Key West, FL.

Showdown Televised Live

The True Value Country Showdown finals will be televised live



(L-r) Jim Foglesong and Al Greenfield

December 3 as a special edition of TNN's 90-minute "Nashville Now" show. Ralph Emery will host and last year's winners Sweethearts of the Rodeo will crown the winner. A headline act, however, has not been confirmed.

This year's finalists include Smokin' Okie, a five-member group sponsored by KKCC/Clinton, OK; Monterey, sponsored by KBKC/Painesville, OH; Tennessee's own five-member Millwee Hollow Band, sponsored by WDOD/Chattanooga; the Randy Anderson Band, a four-member group sponsored by KRAM/Las Vegas; the four-member Overland Express Band, sponsored by WOW/Omaha; and the five-member group Runner, sponsored by WFMA/Rocky Mount, NC.

NASHVILLE IN MOTION

By Katy Bee

Veteran record producer Huey Meaux aims to put Texas music back on the map. Modern Music Ventures, Inc. has purchased Meaux's Sugar Hill Studios and Music Enterprises and will revitalize the facility. The investors — lawyer Berry D. Bowen, Meaux, investment banker David R. Lummis, and Rice University music professor Dr. Arthur Gottschalk plan to update the 24-track studio, develop new talent, start a Spanish language label, record commercial jingles, acquire new publishing catalogs, and expand into radio and television. Meaux, "the Crazy Cajun," stays on as colleague and consultant at the Houston location.

Music City is making room for another recording studio, Sixteenth Avenue Sound. Partners in the complex, Byron Hill and Mike Poston, welcome engineer Steve Clark and administrator Angela Therber to the company, located at 1217 16th Avenue So.; (615) 327-8787. Rick Hanson purchases Rick Hanson Music from Ric Rac, Inc. and signs Bridgwood Music Company for a co-publishing agreement. Advantage



(L-r) Berry Bowen, Huey Meaux, and David Lummis

Records GM Mick Lloyd announces a US/Canadian distribution pact with Charles Fach of Compleat Records and PolyGram, Inc. Debut artists slated for Advantage releases are Donna Hopkins and Ride The River. EMI/America's New Grass Revival plugs publicity firm Total Media into its team of players. Opry star Jeanne Pruett signs with MSR Records and Blue Chip Management in Nashville. Former VH-1 VJ Rita Coolidge joins Buddy Lee Attractions. Atlantic/America group Jeff Stevens & The Bullets goes to Entertainment Artists for bookings. And publicity firm Cathy Gurley & Associates has moved to 48 Music Square East, Nashville 37203; (615) 255-2412.

These six finalists edged out more than 100,000 contestants in local, state, and regional contests sponsored by radio stations throughout the U.S. The contest's grand prize winner will receive \$50,000, a recording contract with CBS Records, and a booking agency contract.

The Country Showdown, previously sponsored by Wrangler, is in its fifth year.

BITS & PIECES

• EMI-America recording artist Tom Wopat is starring in the Broadway production "Olympus On My Mind" at New York's Lamb's Theatre. Wopat plays Jupiter, the Greek god who descends to earth disguised as the Theban General Amphitryon for the purposes of seduction. Costar Susan Powell, Miss America 1981, is Alcmena, the object of Jupiter's desire.

• Lorna Greenwood and Kathy Shepard, known about town as Mon Reve', have organized a special concert, "Dreamship," to benefit mentally retarded citizens. The show, scheduled for December 1 at the Tennessee Performing Arts Center/Nashville, will include performances by Lorrie Morgan, Larry Henley, and Holly Dunn as well as production numbers by local actors, musicians, and local broadcast personalities.

• The Jim Owens Companies won a gold medal for its "Mandrell Sisters & Family" special at the International Film & TV Festival of New York.

• Did you know? The Statler Brothers employ senior citizen organizations to label and ready their mailings to fans six times a year. The group has one of the largest private mailing lists in the biz. They mail newsletters containing tour info and tidbits five times a year and Christmas cards in December. The senior citizen organizations use the money earned to finance sightseeing trips, dinner theater performances, and other recreational events throughout the year.

• Are there any future plans for the Bellamy Brothers and the Forester Sisters? Well, yes. As a matter of fact, David and Kim are currently writing together, and an '87 Brothers and Sisters tour is being planned. Speaking of the Foresters, be sure to look for June and Christy to appear in McCalls' magazine's sweater layout early next year.

• Congratulations to Eddie Rabbitt and wife Janine on the birth of Thomas Edward Rabbitt. The little tyke weighed in at seven pounds, ten ounces. And while we're talking about family additions, Louise Mandrell and husband R.C. Bannon have adopted a beautiful two-year-old girl named Nicole.

ADULT CONTEMPORARY

TWO CONTRASTING STYLES

Testing New Music

By Stephen Meade

As much as ever, AC listeners appreciate new music when presented in the correct mix. However, it's arriving at that proper rotation that's difficult. How you face this challenge means the difference between continued, improved employment and a quick review of long-term goals, professional alternatives, and the lease on your apartment.

No Exact Science

There is no standardization of testing or researching music. Each station must devise a method for introducing music to its audience, using something that's comfortable with the station's management and programming philosophy. Since PDs are, of course, accountable for the decisions they make on adding music, it's important to be familiar with different ways of evaluating new product. This week examines two approaches.

The Clinical System

Testing is the bread and butter for WLTF/Cleveland. Music/Research Director Sue Wilson says, "We test everything." WLTF has made a sizeable investment in research with a department of nine people working seven days a week.

"All of our testing is done with callout. We assemble a list of people with the right demographic mix and play them a hook tape." The tape includes 5-7 second cuts assembled from songs that appear right for the station, either from action in the trades or from airplay by the competition.

Does a song require airplay in the market in order for it to test well? "For our testing," says Sue, "it's nice when people have some awareness of a record. Our competition, (CHR) WMMS and (AC leader) WMJI, have a history of going early on records. Both stations are adding twice as many records as we are each week. We watch those stations, and others in the marketplace to gather a feel for what Cleveland wants. We want to be bright and stay responsive to our audience."

Regarding songs that aren't receiving a lot of local airplay or chart action, Sue continues, "'Par Avion' by Mike & The Mechanics is one album cut that performed very well for us. We played every other single released off the album, and the record sold well in Cleveland. Same with 'In Too Deep' from Genesis. We're still playing 'Throwing It All Away,' but they recently announced the group was coming to town and awareness of them is high."

Sue says, "We test a song the entire time it's on the air to deter-

"All of our testing is done with callout."

—Sue Wilson

mine the level of acceptance and longevity. It doesn't hurt us if we're not playing a song that's on the competition if it tests negatively for us. The same goes for trade information. I know it's maddening for record companies if a record is 15 with a bullet and we won't add it. Often a record is over on the charts and just starting on WLTF."

Is there ever the temptation to put a record on the air and let the audience judge how it sounds? "No, never," insists Sue. "The make-it-or-break-it tests popular with CHR stations in our market do not work for us. Tests such as this mark the difference between WLTF and our CHR competition. We are much more calculating in our approach to music. There needs to be a good deal of familiarity in the market for a record to work for us."

Drawbacks do exist, admits Sue. "No matter when you get the information, it's old. We're constantly devising quicker methods of retrieving information. No matter when we get what we're looking for, it's worth it."

The Artistic System

Testing at KOST/Los Angeles is a much less structured and calculating method than Sue's at WLTF. "I don't believe in callout research," flatly states Jhani Kaye, KFI & KOST Station Manager and KOST PD. "There are too many flukes in it. Unless a programmer is aware of the dangers in the results, the wrong conclusions can be drawn. There is too much room for error."

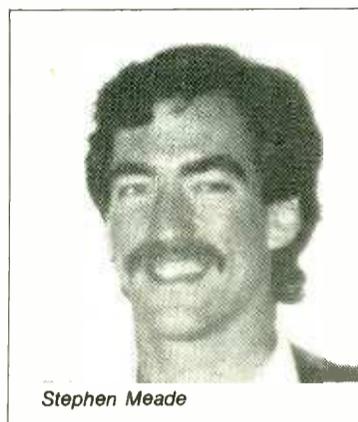
According to Jhani, the inaccuracies of callout are not limited to interpretation. "The listener is bombarded with inquiries on the telephone. The average person is not amenable to answering ques-



Sue Wilson

tions about music with someone they don't know. Calls at random that penetrate the home are an invasion of privacy. The method simply does not yield information useful in programming a radio station."

Now that we know who not to expect a call from, what does it take



Stephen Meade

Stephen Meade has been Program Director at AC formatted KMGQ/Santa Barbara for the past five years, and previously served several years as PD at KCHO/Chico, CA.

to hear a record on KOST? Jhani replies, "Trades are important for reference, but the bottom line is how the record sounds. Is it right for KOST? My problem with science and how it applies to music comes when results are something like 'one plus one makes two except when . . .'. Besides, what better science is there than gut?"

Jhani does cite sources he confides in when choosing music. "I have several people who I trust very much and are familiar with what we're doing at KOST. It's a consensus opinion but not quite a democracy; I retain final say."

"I don't believe in callout research. There are too many flukes in it."

—Jhani Kaye

Documentation does exist at KOST, with great attention paid to requests on the "KOST Lines." All calls are monitored and reviewed, particularly those for the evening "Love Songs" program. "The Love Songs listeners are very honest and quick to tell us what's going on," says Jhani. "Listening during Love Songs is more focused. It's nighttime, and since most listening is done at home, attention spans run a little longer."

With such a captive audience, is there room on KOST for a test rotation? "On rare occasions we'll put a record on the air in the evening if it's a love song and gauge the reaction. For instance, Don Johnson's 'Can't Take Your Memory' — a B-side — came in strong on the phones, so we gave it a shot. Acceptance of that record has been very good during Love Songs."

Adding a record because of support from other formats is a widely accepted practice for AC singles successful on the Black, CHR, and AOR charts. Getting the competition to break a record in the market can be an easy way to build familiarity for a 25+ audience. How important is format support for a station like KOST in a market with 85 signals? Says Jhani, "We pay

close attention to what is happening locally, but it doesn't work for all records. For example, Sergio



Jhani Kaye

Mendes's 'Take This Love' is not being played anywhere in the market, yet the sound is perfect for KOST. Our direct competition, K-Lite (Transtar Format 41-KIQQ) and KNX-FM (mellow rock), probably won't add it. But that doesn't affect the sound of the record or how it will perform for us."

Different Strokes

Both KOST and WLTF have been very successful with their different methodologies. Both stations are music-intensive. KOST is a softer type of AC, while WLTF leans a bit more toward CHR. Their target audiences have a similar demographic makeup, and both stations thrive in competitive marketplaces. But this is not meant to be a comparison of stations, merely a look at a couple of winning systems that have been executed well.

Of course, this is not the last word on AC music research. Many reading this are probably asking about focus groups, auditorium testing, retail reports, etc. (How much time do you think we have here?) If you add to that all the variables of competition, the psychographic makeup of a market, and our science of AC programming, we could go on for a long time. It's a good thing that figuring the right approach to testing music is not a simple matter. Otherwise we'd have a lot more people doing it, and who needs the competition?

ACCELERATION

As WEBC/Duluth's Dick Diamond starts his consultancy, the station acquires Dann Collum as PD from WMT-FM/Cedar Rapids . . . WCVN/Middlebury goes live AC with Jim Knight as PD and Ed Johnson as MD.

KEFM/Omaha promotes Sherry Kennedy to MD, as Steve Lundy goes to KKRD/Wichita . . . WSTU/Stuart gives MD duties to morning man Greg Archer . . . KQ99/Evansville promotes six-year station vet Greg Gager to Asst. PD/MD.

Ted Morro joins WOJY/High Point

for mornings . . . WCIL/Carbondale gets FM sister evening jock Mike Chylawski to do mornings . . . WFFX/Tuscaloosa hires Ron Michaels from Q94/Carrollton, AL for middays and moves Dave Nelson to mornings.

Dan Richards goes to middays at KTWO/Casper from afternoons at Crosstown KVOC . . . KQSW/Rock Springs moves John Galenaur to evenings from weekends and Larry Thomas to middays . . . WSFL/New Bern hires Lloyd Maxwell for nights . . . KEFM/Omaha hires Matt Effken

for nights from KFMQ/Lincoln.

WMGK/Philadelphia elevates Debra Graves to morning news anchor . . . WCHS/Charleston, WV hires Kerry J. Smith for basketball play-by-play.

Burkhart/Abrams/Douglas/Elliott & Associates, Inc. signs up WLEQ/Ft. Meyers and KFME/Chico . . . WSJS/Winston-Salem picks up "The Sounds Of Sinatra."

Milestones: Don Bernier celebrates 30 years at KWWW/Wenatchee, WA. He started by playing Montovani at night and now does the morning shift.



WALT LOVE

BLACK/URBAN

Security Is A Year-'Round Job

Most of us in this industry don't think much about our own security until we are confronted with some bizarre incident or are involved with a concert. Every format has experienced its share of trauma and grief when a tragedy has occurred at a station.

In June 1984, KOA/Denver's Alan Berg was gunned down in front of his home. In 1970 on New York's Eve WLIB-AM & FM/New York VP/GM Jack Walker was fatally stabbed while in his office by a disturbed employee he had recently terminated.

And on December 26, 1985, WZAK/Cleveland PD/MD Lynn Tolliver was shot three times by an unknown masked gunman. Tolliver survived and is now back on the air. Asked to recount the incident, he said, "After my airshift I was leaving the radio station on my way to attend a station promotion. I walked out of our offices into the hallway and headed to the elevator. I saw a man in a ski mask at the end of the hall. He pointed a gun at me and began shooting. I fell into the elevator and pushed the ground floor button, because he was headed my way to get off another shot. The door closed, and I went down to the ground floor. Somehow I managed to push the button again that would take me back up to our floor, in the hope that he had taken off via the stairs. When I got back to the fourth floor I made my way back to the office for help. It's hard to remember how I did the necessary things."

Hindsight Advice

He then described some of his station's security problems. "Other businesses in this building have also had problems with security. Some of the employees at one of the companies on the first floor have been harassed by strangers who come into the building off the streets. This building is located in downtown Cleveland and is next to the *Cleveland Plain Dealer* newspaper, which has ongoing activity 24 hours a day."

"The only security we had at the building before my incident — and since — is a locked door on the first floor. The building garage door is not secured and never has been. One can gain access to the garage from the street. This means you can get into the building unsupervised."

Not A Bad Area Of Town

"We haven't had much violence in this area," he continued. "Our parking lot is well-lit and is very wide open; you get a clear view of the lot when coming out of the building." I asked him what, if anything, was being done to deal



Lynn Tolliver

with personal and building security. "Lee Zapis (WZAK OM at the time of the shooting) and other building tenants have written a letter to the building management asking for more building security. Nothing, to my knowledge, has taken place. Immediately following the shooting our organization went out and hired a security company guard. That person was walking all employees to their cars after business hours." The guard service is no longer being used.

Armed Guard Service Or Not?

On the subject of whether an armed guard service should be part of normal security at radio stations, Tolliver commented, "It just depends on the situation. If your facility is located in a bad area, it might make sense. If not, I'm sure there are other measures that could be taken to ensure employee safety. Having a security guard does give you a sense of being safe. I've always advocated that if women are working at night someone should be there with them, and when they're leaving the building a male employee should walk them out to make sure they are safe. We should all be careful and alert when coming and going anywhere. Security is something we should all consider before bad situations happen."

"An ounce of prevention is worth a pound of cure" is a true statement. I think all owners ought to give serious thought to the safety of their employees as well as office security."

Zapis Looks Back

Zapis, now VP/GM at WEKS-AM & FM/Atlanta, recalled the night of the shooting as "an absolute nightmare. I was at my parents' home waiting for some friends, and we were all about to go out for the evening. As we were preparing to leave I received a phone call from the guy who does our station maintenance telling me Lynn had been shot. My father and I immediately drove to the hospital where he was being taken. You hear of this sort of thing happening



Lee Zapis

in our business, but you never think about it happening to someone in your organization or at any of the stations you operate. It was frightening."

If You Don't Own The Building, You Can't Do Anything

Zapis then discussed building security. "Because we didn't have the authority to do things the way we might have liked to have done them, we had to live with what the building offered. When Tolliver got shot, the building ownership had changed. There had been some problems, among them being a building loading dock at our facility in Cleveland that stayed open most of the time. This should not have been that way."

"At the time, a number of tenants in the building were moving out. We're the building's major tenant now, and were then. We continue to try getting the owners to secure the building better. We've added a bulletproof and shatterproof window to the office door, and we've also installed electric buzz-in locks on the front door, plus hallway mirrors that allow a person to look down the hallway before opening the door to leave our offices."

Counseling May Have Helped Fellow Employees Cope

He also mentioned another element of the shooting: how WZAK's employees handled their feelings after the shooting incident. "In retrospect, I wish we had gotten a sociologist to come in and talk with all of us about this terrible thing. Everyone at the station became very paranoid, and rightfully so. All this happened approximately four days before I moved to Atlanta. The entire thing really did make the staff uneasy. Nobody wanted to face the reality of this tragedy happening at our station."

"With Tolliver out and all of the apprehension throughout the radio station, we didn't function properly at all. It was the first time that WDMT went ahead of us in the ratings. That was the winter book.



Joe Spencer

When Tolliver got back, things got back on track. This goes to show what a key role he played and continues to play at our Cleveland facility. We've even considered buying a key-man insurance policy for all of our key people. That incident really taught us a few things the hard way.

"And when it comes to live promotions, I think security should be provided for your station personnel. If you don't do this they're out there by themselves with no one to help them if things get out of hand."

Security Is First And Foremost

So, what's taking place at Zapis's Atlanta station? "We're currently preparing ourselves to move to a new building. The area we were looking at, located in downtown Atlanta, is going through a transition. So we decided to spend the extra money to acquire office space in another location, because we want our people to be as safe as possible. We also don't want to have to worry about the physical plant itself."

I asked him if there was anything he would like to pass on to other owners and managers. "The most important thing I can say is to take the time to deal with making your business safe and secure before something tragic takes place. We have a security consultant working with us on our new office space. We hope our security needs will be met."

The WGPR/Detroit Security Setup

Joe Spencer, PD/MD at WGPR/Detroit, has the awesome job of trying to protect two facilities. One is the FM radio property, and the other is WGPR-TV. Both facilities are located in inner-city Detroit close to downtown. "We've been very fortunate not to have had any recent security problems," he said. "Because we have so much expensive equipment on the TV side, we do employ an armed security guard company on a daily basis."

One Way In And One Way Out

"We've managed to stop a lot of

problems by having one main entrance. Other than the fire exits, which are secured in the proper manner per the Detroit Fire Department, we make sure people only use one entrance and exit.

"Our armed guard starts to work at 5pm during weekdays. The security people are here during all non-business operating hours. The guard is located inside the building in our reception area, which is also secured by security doors separating the outside area from the business offices and studios. The doors are always locked, and the guard can push a button to allow you to enter the building after looking at you through a security window. If he clears you to come in, you can only then speak with him in the reception area to see how he can help you."

TV Camera Monitors Help

"During business hours we don't have the armed guard, but we do have our TV monitoring cameras in operation at all times. The cameras are located throughout the building and outside, so we can monitor our parking facilities also."

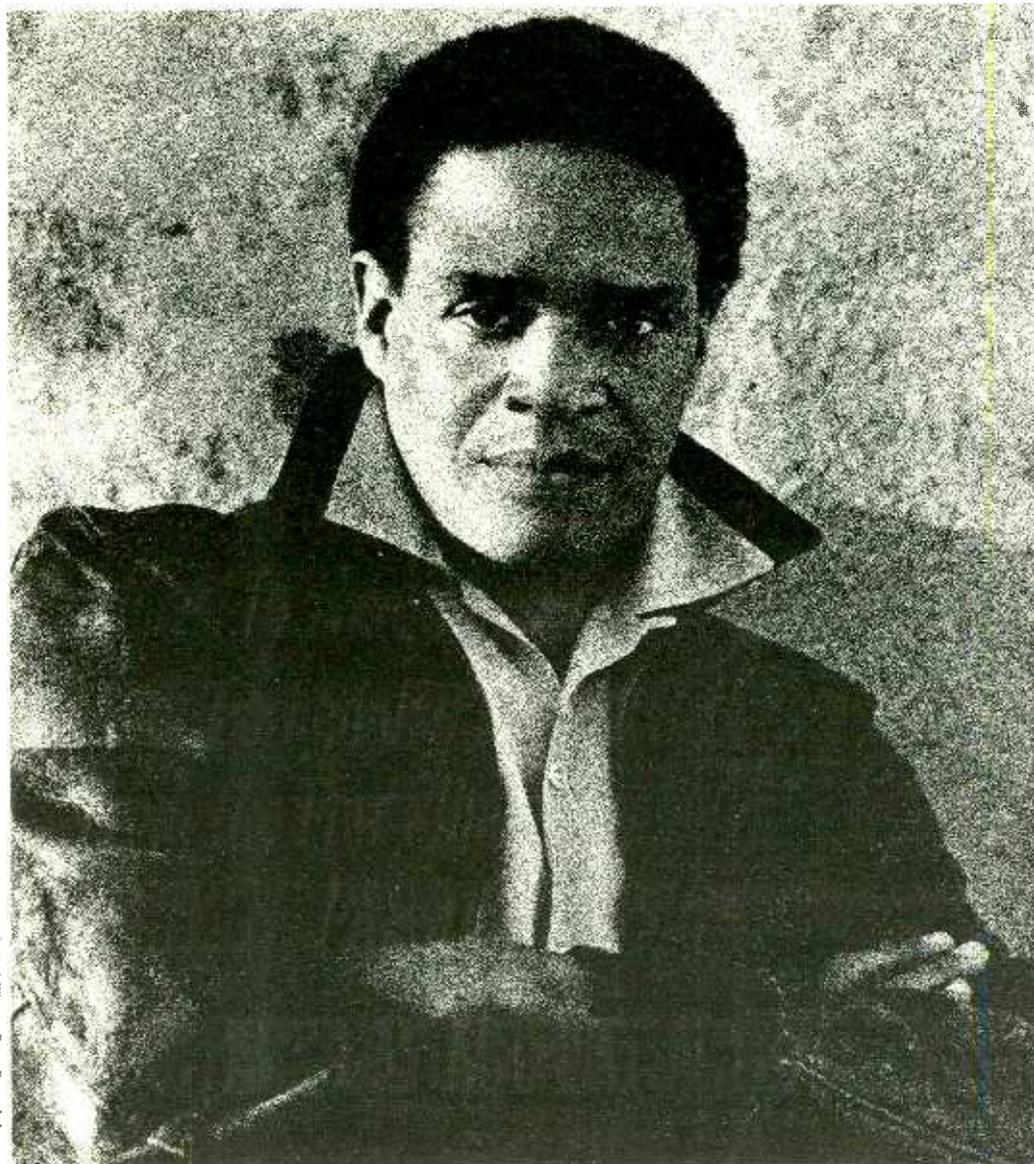
He also mentioned the station's policy concerning guests. "When a guest or client comes to our facilities there is a procedure we demand that our employees adhere to. All guests are met at the front desk and escorted by the person they are visiting for the remainder of their visit. They must also sign in and out at the front desk. This way we always know who's in the building or who's not. This system has been working quite well for us over the years. We also like it because no outsiders are ever roaming our hallways unescorted."

Keep An Eye On The Parking Lot

Occasional auto theft continues to be a problem. "During the day we now have a person who walks through the parking lot on a regular basis. We continue to tell our employees not to leave valuable things exposed in their cars. We've had people from time to time break into some of the cars in our lot."

Like Zapis, Spencer also mentioned security at personal appearances. "When we send our personalities out to do personal appearances, we believe they should have some kind of organized security to help keep the crowd under control. On Saturdays we do a live TV dance show in our building. Most of the time we have between 100-125 youngsters on the premises. We always have our guards present during those tapings because we wouldn't want anything to go wrong and someone get hurt or injured by accident."

The Man With The Voice — And The *Breaker*.



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If you love production, then do I have a job for you. Oversee night FM automation. Produce great spots & do a daily one-hour airshift on our AC/AM. T&R: Rick DeFranco, WSLB/WPAC, Box 239, Ogdensburg, NY 13669 EOE (11/21)

Q105/Delmarva seeking to fill future openings. No beginners, minorities encouraged. AC leader. T&R: Ken Medek, PD, Box U, Salisbury, MD 21801 EOE (11/21)

WLTN is seeking mature air talent with informative, conversational delivery for afternoon drive position. T&R: WLTN, Box 346, Littleton, NH 03561 EOE (11/21)

Seeking uptempo, personable parttimer for weekends & fill-in. Suburban NY adult CHR. T&R: Bruce Owens, WVIP-FM, Radio Circle, Mt. Kisco, NY 10549 EOE (11/21)

WFIL/Philadelphia seeks news anchor who is conversational, sounds human & writes tightly. T&R: Wayne Cabot, WFIL, 440 Domino Lane, Philadelphia, PA 19128 EOE (11/28)

Community-minded New England AC has evening opening. Must have creative production skills. T&R: Bob Flint, WCFR, Box 800, Springfield, VT 05156 EOE (11/28)

OJ-103/Carthage/Watertown, NY is seeking AC afternoon & midday personalities. Northern NY's fastest growing market. T&R: Joe Brosk, OJ-103, 199 Wealtha Avenue, Watertown, NY 13601 EOE (11/28)

WBAZ/Southold seeks production manager to effectively develop an inexperienced staff. Joe Sullivan & Associates, 340 West 57th Street, New York, NY 10019 EOE (11/28)

WRSC State college seeks AM PD/OD with good pipes for immediate opening. T&R: Sid Levine, WRSC, 160 Clearview, State College, PA 16803 EOE (11/28)



Do you have the right attitude to work with sales, clients and programming? Cape Cod's Radio Station seeks creative Production Director. T&R: Rick Joyce, 105 Stevens St. Hyannis, MA 02601. EOE

NEWS CHALLENGE

Objective: to take an already-dominant radio news operation to the next level of success! We're an aggressive, growth-oriented company looking for a hard-news News Director. If you're professionally mature and can function as a team player and leader of an experienced staff of reporters, this challenge is yours! Apply if you can sustain and improve upon the longterm success of a middle market, Northeast premier news operation. Salary rane \$25-26,000. Send tape/resume to: Radio & Records, 1930 Century Park West, Box 535, Los Angeles, CA 90067 EOE

FULL SERVICE LEADER

Southern New England's full service leader is looking for an Afternoon Drive entertainer. Should have great one-on-one communications skills, able to work the phones, and interact with full service elements. Strong people and production skills are necessary. If you want to join one of the finest broadcast groups in the country send T&R to Radio & Records, 1930 Century Park West, #540, Los Angeles, CA 90067. EOE

NEWS ANCHOR

News and information is our business. So, if you report the news with vigor and determination and have strong anchor abilities, you may be the person we're looking for. Only professional, experienced, radio newspeople should send tape/resume for this Northeast opportunity. Salary range \$17-18,000. Send tape/resume to: Radio & Records, 1930 Century Park West, Box 536, Los Angeles, CA 90067. EOE

TOP 10 TRAILBLAZER

WANTED: Warm, creative, reliable ADULT communicator with America's most solid knowledge of music for grownups . . . from oldies to new era, bring your talent, imagination and enthusiasm to our top 10 market trailblazer. Rush your T&R to Radio & Records, 1930 Century Park West, #546, Los Angeles, CA 90046. EOE

#1 MORNING NEWSBLOCK

Southern New England's number one morning newscast needs personable Host/Anchor/Reporter with strong delivery, astute news sense, excellent writing and reporting skills, along with a good attitude. If you want to join one of the finest broadcast groups in the country send T&R and at least 4 references to Radio & Records, 1930 Century Park West, #538, Los Angeles, CA 90067. EOE

ANCHOR/REPORTERS . . . PRODUCERS/Writers . . .

Southern New England's finest broadcast group needs Anchor/Reporters and Producers/Writers for positions about to become available. Strong writing, editing, and delivery are essential. Only team players need apply. Send T&R and at least four references to Radio & Records, 1930 Century Park West, #539, Los Angeles, CA 90067. EOE

LET'S HEAR FROM YOU!!!

Major NYC full service AM is looking for a bright, talented programmer to join one of America's premier outlets in the newly created position of assistant program director.

If you are . . .
 *An organized self-starter
 *Able to work as a team member
 *A creative contributor with show-biz instincts
 *An idea person with follow-through skills
 *Strong in the area of on-air production
 *Anxious to be "Hands-On" involved with key promotional activities
 *A "Pro" able to relate to and motivate seasoned air personalities
 Let's hear from you. Please send a resume and any other materials that help to tell your story to Radio & Records, 1930 Century Park West, #545, Los Angeles, CA 90067. EOE

SOUTH

AC seeking talent for future openings. A Liggett Broadcast Group FM. T&R: Joe Landon, WMKG, Box 3495, Battle Creek, MI 49016 EOE (11/21)

CHR KG95 & Classic Gold 14K seeking T&Rs for future openings. T&R: Pat Paxton, Box 1737, Sioux City, IA 51102 EOE (11/21)

Seeking reporter/anchor at America's most powerful FM. Experience necessary. Must have comfortable delivery. T&R: Mike Keyworth, WJFM, 280 Ann St., NW Grand Rapids, MI 49504 EOE (11/21)

Regional FS MOR seeks warm conversational morning personality. Good production. T&R: Dave Murdock, PD, KGNO, Box 1398, Dodge City, KS 67801 EOE (11/21)

Tower 98/Toledo seeks AC PD/drive talent T&R: Bruce Randolph, WTWR, Box 98, Monroe, MI 48145-0098. EOE (11/21)

An experienced 32 share CHR in Ozarks seeking morning person. Have talent? T&R: KWTO, Box 4568, Springfield, MO 65808 EOE (11/21)

Top AC in Asheville has rare opening for middays and evenings. Spots will go quickly. T&R or call: CHRIS JAMES (704) 253-4451 or P.O. Box 2956, Asheville, NC 28802. EOE (11/28)

Gainesville, FL Country FM seeks entertaining, upbeat morning personality. T&R: Dave Terry, GC-101, Box 5069, Gainesville, FL 32602-5069 EOE (11/28)

FL P3 CHR seeks highly motivated midday talent/production director. Good pipes & will to win a must. T&R: Z103, Box 13549, Tallahassee, FL 32317 EOE (11/28)

Seeking air talent for Southeastern NC CHR. T&R: Bill Sellers, 1901 Riverside Blvd., Lumberton, NC 28358 EOE (11/28)

WLCC/WRAA seeks all around broadcaster capable of great air work & production & interest in sales. T&R: Box 387, Luray, VA 22835 EOE (11/28)

WCOS is accepting T&Rs for future openings. Upbeat, experienced, team player. T&R: Doug Enlow, PD, WCOS, Box 748, Columbia, SC 29202 EOE (11/28)

OPPORTUNITIES

OPENINGS

KAYD/Beaumont seeking ND. T&R: O.G. King, KAYD, Box 870, Beaumont, TX 77704 EOE (11/28)

If you've got it, I need it. Adult CHR communicator. Five years' experience needed. T&R: Steve Sutton, WLGA, Box 1001, West Gordon, Valdosta, GA 31601 EOE (11/28)

Seeking Production Director. Must be great organizer, copywriter & have good production skills. Voices a definite plus. T&R: Steve Sutton, WLGA, 1001 West Gordon Street, Valdosta, GA 31601 EOE (11/28)

OPENINGS



MORNING PERSONALITY
100,000 Watt #1 CHR
Looking for humor and relatability
T&R Bob Lima PO Box 4606
Biloxi, MS 39503 EOE M/F

OPENINGS

MORNINGS, MORNINGS, MORNINGS

We want the best morning man to absolutely kill our Southern, growing, Top 70 market. Country format. We mean business! Need to be funny, spontaneous, and creative as well as warm and relating. No wimps, no pretenders. Send a proven track record, cassette, and anything else you need to convince us why you deserve the bucks we're willing to spend. Send to Radio & Records, 1930 Century Park West, #549, Los Angeles, CA 90067. EOE

OPENINGS

North IA's premier AC seeks motivated, cheerful jock for 7pm-midnight. Females encouraged. PETE: (515) 423-8634 EOE (11/28)

Contemporary Country FM seeks energetic air personality. Team player & production a must. T&R: Connie Mattingly, WYTE, Box 956, Stevens Point, WI 54481 EOE (11/28)

Immediate opening for organized, creative copy director to work with a dynamic sales team. T&R: Connie Mattingly, WYTE, Box 956, Stevens Point, WI 54481 EOE (11/28)

Seeking ND for one-person shop. Tight writing & good delivery. T&R/references: WJTW, 2455 Glenwood, Joliet, IL 60435 EOE (11/28)

KWLO seeking adult communicator for FSA PM drive. T&R: Dave McCormick, Box 1330, Waterloo, IA 50704 EOE (11/28)

No wienies or bozos. If you're tough & love news in a small market, send T&R: WTRE, 1011 Park Road, Greenburg, IN 47240 EOE (11/28)

\$500 REWARD!!!

NATIONWIDE TALENT SEARCH

Lead us to the our next morning show talent and collect! Maybe it's you! The Top 20 market is Tampa Bay, Florida! And the station is the 100,000 Watt, bright AC, WNLT-FM. We've just climbed on our new tower and we're ready to roar! But we need a "glant killer" morning show that attracts 25-40 year olds! If you're a proven winner and ready to move to one of the country's most desirable areas, rush tapes and resumes in strictest confidence to either: **Jon Pinch or Al Casey, WNLT, 51 S. Main Avenue, Clearwater, Florida 33575.**



A Metroplex Communications Station

COUNTRY MORNINGS

Top 100 southwest Country 100kw on the move and looking for a creative, wild, crazy team player for mornings. Stable market, great town, beautiful area to live. Promotion oriented, strongly committed ownership and management. Winners only rush T&R, salary history, and anything else that'll tell us your right to: Radio & Records, 1930 Century Park West, #543, Los Angeles, CA 90067. EOE



Contemporary Country morning personality. Humorous "personality," warm, witty, and "locally topical." T&R to Randy Bush, PD, P.O. Box 1247, Savannah, GA 31402. EOE M/F

TOP 100 CHR

Middays or nights on #1 Top 100 CHR. Market leader with national reputation. Smooth, experienced and gifted with production talent? Rush tape to Radio & Records, 1930 Century Park West, #544, Los Angeles, CA 90067. EOE

MAJOR LEAGUE TALENT

Needed at a major full service radio station. If you know how to inform, entertain and relate to an audience within a "format", we'd like to hear from you. Excellent growth company, salary, benefits and stability. Send tape, resume, salary history to Radio & Records, 1930 Century Park West, #529, Los Angeles, CA 90067. EOE

MORNING SHOW

Top 50 market Southeast Contemporary seeks dynamic morning talent. Must have proven track record. Great pay, benefits, for right talent. Send tape, resume, and salary history to Radio & Records, 1930 Century Park West, #541, Los Angeles, CA 90067. EOE M/F

GOLDEN OPPORTUNITY

Be on the ground floor of the start up of a brand new radio station. Need entire air staff. Husband and wife morning team preferred. Also need someone with great production, and someone with music expertise. Rush T&R to Radio & Records, 1930 Century Park West, #548, Los Angeles, CA 90067. EOE

MIDWEST

Country small market located in SW Oklahoma, seeks full-time announcer with production skills & engineering experience. T&R: KRPT, 115 W Broadway, Anadarko, OK 73005 EOE (11/28)

WFBO seeking morning person for news/airshift. Able to work with maniacs. T&R: Marty Bender, 6161 Fall Creek, Indianapolis, IN 46220 EOE (11/28)

TELEPHONE TALK

Major market station wants personality with provocative, humorous, imaginative telephone finesse. Send tape and resume to Radio & Records, 1930 Century Park West, #508, Los Angeles, CA 90067. EOE

MARKETING SERVICE DIRECTOR

FM 99.5 WGAR needs a creative person to integrate and coordinate client services and promotions. Resumes to Bill Weller, General Manager, WGAR, 9446 Broadview Road, Cleveland, OH 44147. EOE



WGAR / 1220

A Nationwide Communications Inc. Station

FUTURE OPENINGS

Up-tempo CHR in competitive, small to medium size market needs experienced, one-to-one entertainers to fill anticipated openings in several dayparts. Solid Production is a MUST! Send tape and resume to Radio & Records, 1930 Century Park West, #534, Los Angeles, CA 90067. EOE

KFMZ-98/Columbia, MO

Immediate opening for experienced PD. Good production, research, promotion and air skills required. Great facility, #1 rated AOR/CHR. Great college town. Exceptional opportunity for advancement with group. T&R to Contemporary Broadcasting, Box 459, St. Charles, MO 63302. EOE

MORNING DRIVE & NIGHTS

HOT CHR in medium/Small market seeks entertaining, relatable Adult Morning Personality. Also looking for aggressive Young Adult Entertainer for 7pm to 12midnite. Solid company! Great bucks!! Send air-check, production samples and resume to Radio & Records, 1930 Century Park West, #533, Los Angeles, CA 90067. EOE

MORNING DRIVE ENTERTAINER

#1 FM AC in top 30 midwest market is looking for an accomplished morning pro. Must have wit, creativity and a positive attitude — no head cases, phoneys, zookeepers or macho men. The right compensation for the right person. Beautiful city, great working conditions. Rush T&R to Radio & Records, 1930 Century Park West, #547, Los Angeles, CA 90067. EOE

1590

WAKR AM STEREO

Rare midday opening for experienced, talented air personality. Communication skills and community involvement required. Creative and hard working? We've got a place for you. Immediate T&R to: Bill Hart, WAKR, Box 1590, Akron, OH 44309. EOE



"I'LL TELL YOU WHO IMPRESSES ME: WZYP/HUNTSVILLE"

—Scott Shannon
Radio & Records 8/9/85

HERE'S YOUR CHANCE TO DO MORNINGS AT ONE OF AMERICA'S GREAT RADIO STATIONS AND IMPRESS INDUSTRY LEADERS. JOIN A YOUNG, DETERMINED TEAM DEDICATED TO THE DEVELOPMENT OF AIR TALENT. TAPE, RESUME AND PHOTO.

CHRIS ANDREW, WZYP
4530-B N.W. BONNELL DRIVE
HUNTSVILLE, ALABAMA 35816

EOE

—other positions also available

OPPORTUNITIES

OPENINGS

WEST

News/Talk KNZS/Monterey seeking T&Rs for future news openings. T&R: Ron Soergel, KNZS, 7600 Old Dominion Ct., Aptos, CA 95003 EOE (11/21)

AC KLTQ seeking T&Rs for future fulltime openings & Production Director. Females encouraged. MIKE McKAY: Box 1229, Salt Lake City, UT 84110 EOE (11/21)

40 share Northern CA has the right money to spend for air talent/production wizard. T&R: Jim Nelly, KXGO, Box 1131, Arcata, CA 95521 EOE (11/21)

Seeking PM drive talent ASAP for uptempo CHR. Want to polish your act? T&R: KRFD, Box 631, Marysville, CA 95901 EOE (11/21)

KSCO/Santa Cruz seeking programmer/jock. FSA with heavy news/info emphasis. Live in beautiful Monterey Bay & work with Fuller/Jeffrey Broadcasting. T&R/philosophy: Bill Cloutier, 2300 Portola Drive, Santa Cruz, CA 95062 EOE (11/21)

KBOZ/Bozeman seeking midday personality. Must have good production skills & mature, experienced sound. T&R: Paul Vann Ehls, KBOZ, Box 20, Bozeman, MT 59715 EOE (11/21)

Seeking parttime operator/newsperson for weekends & perhaps afternoons at KVVQ/Victorville. Good entry-level position for naturally talented person. T&R: ND, KVVQ, 11920 Hesperia Rd., Hesperia, CA 92345 EOE (11/21)

Southern Oregon's KFMJ is seeking a fulltime ND. Must have good writing skills & on-air delivery. T&R: Jerry Allen, KFMJ 97, 1215 NE 7th, Suite F, Grants Pass, OR 97526 EOE (11/28)

AC Christian group has full & parttime openings. T&R: Gem O'Brian, Interstate Satellite Network, 1748 W. Katella, Orange, CA 92667 EOE (11/28)

News department can be yours at small/medium market MOR. Great opportunity. T&R: Lance Todd, KRXV, Box 1668, Barstow, CA 92311 EOE (11/28)

NW Classic Rock FM is seeking a parttimer. Must be creative, motivated & dependable. T&R: Sky Walker, KQSP, Box 8436, Spokane, WA 99203 EOE (11/28)

Central CA AM/Fresno seeks reporter/anchor for PM drive & other responsibilities. T&R: KNKS, Box 49, Hanford, CA 93232 EOE (11/28)

P3 "lite" AC seeks AC communicator for middays/production. Minimum two years' experience. Females encouraged. No calls. T&R: Paul Carpenter, KQSW, Box 2128, Rock Springs, WY 82901 EOE (11/28)

KRLT/Lake Tahoe is expanding. Seek community-involved ND & AC personalities for future openings. T&R: Dave Stone, Box 5310, Stateline, NV 89449 EOE (11/28)

Top-rated Country station still seeks the right 7pm-midnight person. T&R: Randy Hood, 1555 E. Flamingo, Suite 435, Las Vegas, NV 89119 EOE (11/28)

TOP MORNING TALENT

If you're funny, topical and have a burning desire to be the best, we want to talk to you. Contemporary FM in the Rocky Mountains is looking for major market talent. Good bucks, great opportunity! Tapes & resumes to Radio & Records, 1930 Century Park West, #542, Los Angeles, CA 90067. EOE

Rare West Coast Morning Show Opening

Northern California major market AOR is offering a tremendous opportunity for the right morning show. We're looking for a highly visible team or solo talent with an entertaining relatable style intergrating topical humor and creative production. Tape and resume to Radio & Records, 1930 Century Park West, Box 524, Los Angeles, CA 90067. EOE

POSITIONS SOUGHT

(DANCIN') DANNY WRIGHT

"America's fastest thinker" NBC-TV
"One of USA's Hottest!" Electronic Media Mag.
"Best Major Market Personality" Billboard Mag.

I'm looking for America's best Morning Show opening . . . will consider PM drive. Plan for Spring/Summer. Available Mar. 1, 1987 at latest.
CHR/AOR/AC or Talk.
(216) 656-3114

POSITIONS SOUGHT

Uptempo personality PM driver seeks medium/large market in NE. Prep/bits/phones/ad-lib. CHR/BU/AOR/AC. JIM: (802) 254-8453. (11/28)

Sports, news, & other views. One call gets it all. Reporting, interviewing, PBP & phone talk. BILL: (216) 255-8143. (11/28)

Energetic air personality/copywriter, team player with two years' experience CHR/AC formats seeks home in medium/major market. Will relocate. NORRIS: (602) 838-4099. (11/28)

20 years' in radio, three in agriculture. Seeking position in farm radio. Will relocate. LEONARD: (801) 528-7956. (11/28)

Five-year morning drive pro seeking medium market position with winning company. Prefer NE, but will consider all. GARY: (716) 741-2414. (11/28)

Currently employed, top five market ND available now. AL: (615) 885-5614. (11/28)

CHUCK JEFFRIES

Currently mornings on Top 50 Classic Rocker, wants to move up. CHR or personality AOR. Prefer PM Drive, will consider any shift. Production pro. 919-288-5557 after 12 noon ET.

CHR/AOR personality. Comedy, phones, hot production. Top 24 market experience. Proven ratings, team player. Serious inquiries from top 100 markets only. BRUCE: (312) 872-4846. (11/28)

More than just an accent. You'll see KYUU morning zoo. A real winner. STEPH CRISTEN: (707) 829-1865. (11/28)

Serious newswoman with broadcast journalism degree. Four years' experience. If you seek an enthusiastic team player, let's talk. STEPHANIE: (801) 586-4410. (11/28)

Dedicated, creative & fun-loving. Former PD seeks on-air position in small/medium AOR. Promotionally minded, Listener-oriented. Also, broke! D.L.: (314) 265-5275. (11/28)

16-year pro with major market experience. Denver, Atlanta, Charlotte, Palm Beach seeking programming job at CHR/AC. STEVE: (912) 244-8642. (11/28)

Eight-year major market pro seeks position as AOR talent and/or promotions. JOE: (602) 829-1157. (11/28)

Jovial announcer seeks morning drive in medium market. Novelty production & character voices a specialty. DENNIS STAPLES: (419) 255-5665 or 255-1221. (11/28)

Two-year pro, character voices, phone bits & other timely humor. Currently employed, seeks move up. PD as reference. JIM: (419) 797-2202. (11/28)

Sports nut! I love snow. PBP experienced, seek upper-Midwest slot with hockey PBP, airshift. Would take PD, MD with sports. RAY: (505) 624-0177. (11/28)

TELL IT LIKE IT IS?

Let me, "my cast", and my acid tongue sharpen the edge on your winning morning team's show. Bible belt markets need not bother. Top 50 CHR . . . **806-358-7490** (after noon, CST).

Experienced man, eight years' experience seeks position in programming and/or announcing. Excellent programming & announcing skills. (509) 453-8406. (11/28)

Fast, funny, friendly 2 1/2 year pro (mostly drivetime) seeks uptempo AC or CHR in the East. A ratings winner. ED: (914) 794-0215. (11/28)

Major market jock & production person seeking Urban FM to program. New fresh ideas in sales & promotion. References & results. (704) 536-0062. (11/28)

Basketball season begins soon. Don't get caught without a top-notch PBP announcer. They don't get any more exciting than BILL: (216) 255-8143. (11/28)

All I want for Christmas is a job. Female DJ/continuity/production with character voices. Six years' in CHR/BU. Medium/majors. TERRI: (703) 344-1590. (11/28)

Ten years' experience in CHR/AC/Oldies. Great production & music knowledge. Former PD/MD with character voices seeks on-air/MD/Production Director in Southern CA. BILL ALEXANDER: (805) 983-7142. (11/28)

Help me! I am seeking work in Southern CA. Any shift. Please give me a chance. You won't be sorry. MARK REED: (714) 971-1616. (11/28)

Sports coverage that puts you in the lead. College & high school PBP, sportstalk, & interviewing. Can combine news & announcing. BILL: (216) 255-8143. (11/28)

Clone casualty. Five years' on-air. Uptempo & laid-back Country/AC. Good production. Strong female numbers. West Coast. LARRY MARTIN: (702) 878-2474. (11/28)

Experienced OM/MD/announcer/production seeks English speaking overseas gigs. Europe/Australia/Pacific or anywhere. SCOTT: (809) 776-1556. (11/28)

POSITIONS SOUGHT

Qualified MD/Asst. PD seeks employment with your station. Pro attitude, hardworking, dependable, excellent human relations skills. Extensive knowledge in country music. MICHAEL: (615) 729-3844. (11/28)

Personality jock AC or Country. Out of radio for two years & seeking re-entry position. Put over 20 years' experience to work for you. JOHN: (817) 382-7374. (11/28)

MIKE TAYLOR (205) 941-1653

Relatable, locally involved. Straight man for morning team, middays, PM drive. Major/medium market . . . experienced . . . DC, SF, Miami.

Creative, energetic personality with CHR/AC experience. Dependable, good bits, personable. MIKE: (614) 837-6666. (11/28)

Announcer/producer/MD/PD with six years' experience in AC/Gold & Country seeking position. Has degree & no pets. Prefer NW. DAVE: (509) 747-8377. (11/28)

Young, energetic, talented, hardworker with major market experience seeks programming position at small/medium market in SW. DON: (817) 795-3936. (11/28)

Experienced DJ currently employed in FL seeks new position in medium/large FL market. News & production experience. LISA: (305) 743-0471. (11/28)

Seeking promotions/programming position by experienced MD/DJ. AOR/CHR/AC. Excellent writing ability. Bachelors degree, versatile & creative. Superior human relation skills. GARY: (301) 759-3264. (11/28)

Undiscovered talent, vast knowledge of fifties & sixties. Will relocate. Your Oldies station will grow. Sincere, honest, loyal. WES: (213) 393-0973. (11/28)

15 years programming AM drive. Adaptable to any format. Extremely versatile entertainer. Large markets out West only. JIM: (602) 299-2525. (11/28)

Bay Area former major market jock seeks weekend gig. Money not important. Just fun! PAUL: (415) 828-2957. (11/28)

**WINNING
MUSIC DIRECTOR**

RATINGS TRIPLED IN 9 MONTHS!!! Yes, it's true . . . and I could do the same for you. (#2 in market in U.S.) 818-888-6584.

Female broadcaster with hand/brain in gear seeks West Coast position. Great pipes & production skills. D. WRIGHT: (206) 479-6929. (11/28)

PD seeking small/medium market Country station. 10 years' experience. Top stations in top 25 markets. PAUL: (602) 483-0347. (11/28)

Seasoned, warm & creative communicator. Experienced in talk/interview/DJ/production. Seeking small/medium market excellent people skills. Prefer Classical/Jazz/EZ. JIM: (714) 839-5105. (11/28)

13-year veteran seeks AC/CHR/Oldies in MI or FL. Stable or dependable. Serious inquiries only. VIC: (505) 722-3489. (11/28)

15-year major market AC/CHR veteran seeks PD or airwork in medium market AC in S/SW. MIKE: (415) 457-4298. (11/28)

Female CHR pro, most recently Y100/Miami for three years' seeks position doing afternoons in South/East. Call immediately. CATHY: (305) 921-1419. (11/28)

TOP ENGINEER/PRODUCER/ VOICE TALENT

Will be leaving my private clients to join a radio station that is dedicated to great production! Present client list includes . . . Bozell & Jacobs, Kenyon & Eckhardt's Chrysler Corp., Backer & Spielvogel's Miller Lite, and Gary Goltz & Jansses Chevy "Heartbeat of America."

414-461-TALK

Ready to relocate immediately. Programming & production experience in small & medium markets. Willing to work any shift. (601) 335-8767. (11/28)

16-year pro with major market experience. Denver, Atlanta, Charlotte, Palm Beach seeks programming position at CHR/AC. STEVE: (912) 244-8642. (11/28)

Air talent, engineering assistant seeks any airshift. Enthusiastic, dependable broadcast school graduate with five months work experience & degree in electronics. (305) 996-1297. (11/28)

POSITIONS SOUGHT

Four-year professional with announcing/programming experience seeks fulltime career in radio. Willing to relocate. Currently at WBT/Charlotte. MARK: (704) 553-8921. (11/28)

Do you seek a warm, friendly one to one communicator at your medium/large MW adult station? ART: (618) 398-2521. (11/28)

ZIPPO IN THE MORNING!

Major market air personality of the year nominee — 1986! (KISS 106 FM DALLAS-ABC/GANNETT) Compared by major programmers to Dees & Lander! 10 years winning CHR ARB numbers! Top references. Major PD/MD background, too! Available 12-1-86!

**JIM ZIPPO
(214) 394-6415**

Production/copy pro. Hardworking, 10 years' experience, great voice. Spots that sell. MW/SE only. BRAD: (815) 436-5081. (11/28)

Seeking an air personality? Phones, production, proven numbers. Major market experience, disciplined, creative team player. CHR/AOR/Classic. BRUCE: (312) 872-4846. (11/28)

Black announcer, 15 years' experience would love to program or work for your Urban/CHR/AC/AOR. (801) 972-5319. (11/28)

Experienced jock, 12 years' experience seeks new position. Reasonable pay & stable situation a must. Prefer East TX or West LA but will relocate. JOHN SIMS: (214) 586-2644. (11/28)

CHR/AC pro seeking new challenge. 10 years' experience, team player, winning attitude & good production. PD/MD positions. SHAWN: (505) 722-9025. (11/28)

Important Notice: When replying to R&R Blind Boxes, please keep the size of your packages limited to a 9" x 12" envelope.

R&R Opportunities Display Advertising

Display: \$40 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$50 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

Payable In Advance!

Display & Blind Box advertising orders must be typewritten or printed and accompanied by check mailed to our office in advance.

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.

R&R Opportunities Free Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under 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. For opportunities you must place your free listings by mail only. Address all 24-word ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

RADIO & RECORDS NATIONAL AIRPLAY

COUNTRY

TOP 50

NOVEMBER 28, 1986

Three Weeks Last
Weeks Weeks Week

Three Weeks	Two Weeks	Last Week	Rank	Artist/Song (Label)
9	7	3	1	MICHAEL JOHNSON/Give Me Wings (RCA)
8	5	2	2	HANK WILLIAMS JR./Mind Your Own Business (WB/Curb)
10	8	4	3	JUDDS/Cry Myself To Sleep (RCA/Curb)
12	11	6	4	REBA McENTIRE/What Am I Gonna Do About You (MCA)
14	13	7	5	DON WILLIAMS/Then It's Love (Capitol)
13	12	8	6	RICKY SKAGGS/Love's Gonna Get You Someday (Epic)
6	2	1	7	T. GRAHAM BROWN/Hell And High Water (Capitol)
3	1	5	8	BELLAMY BROTHERS with FORESTER SISTERS/Too Much Is Not Enough (MCA/Curb)
18	15	12	9	CONWAY TWITTY/Fallin' For You For Years (WB)
15	14	11	10	WAYLON JENNINGS/What You'll Do When I'm Gone (MCA)
25	19	14	11	DAN SEALS/You Still Move Me (EMI America)
20	18	15	12	MEL McDANIEL/Stand On It (Capitol)
23	21	19	13	T.G. SHEPPARD/Half Past Forever (Columbia)
32	23	21	14	LIONEL RICHIE & ALABAMA/Deep River Woman (Motown)
22	20	18	15	PAKE McENTIRE/Bad Love (RCA)
1	3	10	16	GEORGE STRAIT/It Ain't Cool To Be Crazy About... (MCA)
24	22	20	17	JUDY RODMAN/She Thinks That She'll Marry (MTM)
35	28	25	18	GARY MORRIS/Leave Me Lonely (WB)
29	26	24	19	O'KANES/Oh Darlin' (Columbia)
33	29	26	20	JOHN CONLEE/The Carpenter (Columbia)
27	25	23	21	KATHY MATTEA/Walk The Way The Wind Blows (Mercury/PG)
36	31	28	22	EDDIE RABBITT/Gotta Have You (RCA)
2	4	9	23	ALABAMA/Touch Me When We're Dancin' (RCA)
41	35	31	24	TANYA TUCKER/I'll Come Back As Another... (Capitol)
34	30	27	25	MERLE HAGGARD/Out Among The Stars (Epic)
—	40	36	26	RONNIE MILSAP/How Do I Turn You On (RCA)
37	32	29	27	LYLE LOVETT/Cowboy Man (MCA/Curb)
—	43	39	28	CRYSTAL GAYLE/Straight To The Heart (WB)
43	37	34	29	NITTY GRITTY DIRT BAND/Fire In The Sky (WB)
39	34	32	30	GIRLS NEXT DOOR/Baby I Want It (MTM)
40	36	33	31	STEVE EARLE/Someday (MCA)
44	38	35	32	KEITH WHITLEY/Homecoming '63 (RCA)
11	10	13	33	HOLLY DUNN/Daddy's Hands (MTM)
—	41	38	34	EDDY RAVEN/Right Hand Man (RCA)
19	17	17	35	GEORGE JONES/Wine Colored Roses (Epic)
4	6	22	36	GATLIN BROTHERS/She Used To Be Somebody's Baby (Columbia)
BREAKER	37	37	37	LEE GREENWOOD/Mornin' Ride (MCA)
BREAKER	38	38	38	JANIE FRICKIE/When A Woman Cries (Columbia)
48	45	42	39	OWIGHT YOAKAM/It Won't Hurt (Reprise/WB)
BREAKER	40	40	40	EARL THOMAS CONLEY/I Can't Win For Losin' You (RCA)
17	16	16	41	SAWYER BROWN/Out Goin' Cattin' (Capitol/Curb)
—	—	48	42	SWEETHEARTS OF THE RODEO/Midnight Girl/Sunset Town (Columbia)
—	49	45	43	WHITES/It Should Have Been Easy (MCA/Curb)
5	9	30	44	JOHN SCHNEIDER/At The Sound Of The Tone (MCA)
7	24	43	45	MARIE OSMONO & PAUL DAVIS/You're Still New To Me (Capitol/Curb)
45	42	40	46	WILD CHOIR/Heart To Heart (RCA)
DEBUT	47	47	47	DONNA FARGO/Me & You (Mercury/PG)
DEBUT	48	48	48	SKO/Baby's Got A New Baby (MTM)
DEBUT	49	49	49	RODNEY CROWELL/When I'm Free Again (Columbia)
21	27	37	50	BILLY JOE ROYAL/I Miss You Already (Atlantic America)

Total Reports/Adds	Heavy	Medium	Light
156/0	131	22	3
153/1	132	15	6
157/0	126	28	3
154/0	123	28	3
156/0	114	40	2
150/1	107	37	6
143/0	109	24	10
141/0	93	32	16
155/1	79	69	7
146/0	85	56	5
154/2	58	86	10
137/2	65	60	12
149/2	54	86	9
138/6	55	64	19
144/1	47	80	17
110/0	68	25	17
137/1	46	73	18
147/4	14	109	24
136/5	31	79	26
133/5	18	97	18
122/3	42	62	18
137/9	11	98	28
100/1	49	32	19
139/14	7	85	47
124/3	15	85	24
143/21	2	77	64
129/6	11	83	35
136/22	3	75	58
134/8	4	82	48
124/9	4	90	30
114/6	4	69	41
120/6	4	69	47
91/0	34	42	15
124/15	3	61	60
92/0	40	36	16
73/0	30	23	20
110/37	3	35	72
103/9	2	58	43
99/6	5	52	42
103/34	0	31	72
68/1	24	27	17
90/26	1	28	61
80/8	3	35	42
50/0	11	20	19
43/0	11	21	11
56/1	1	33	22
69/13	4	25	40
65/47	0	9	56
61/16	3	14	44
35/0	9	18	8

MOST ADDED

- SKO (45)
- RANDY TRAVIS (45)
- LEE GREENWOOD (37)
- EARL THOMAS CONLEY (34)
- ED BRUCE (26)
- SWEETHEARTS OF THE RODEO (26)
- WILLIE NELSON (23)
- SOUTHERN PACIFIC (22)
- CRYSTAL GAYLE (22)
- STATLER BROTHERS (21)

HOTTEST

- HANK WILLIAMS JR. (86)
- MICHAEL JOHNSON (70)
- JUDDS (65)
- T. GRAHAM BROWN (60)
- BELLAMY BROS. w/FORESTER ... (46)
- REBA McENTIRE (45)
- DON WILLIAMS (35)
- RICKY SKAGGS (33)
- GEORGE STRAIT (31)
- LIONEL RICHIE & ALABAMA (28)

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

LEE GREENWOOD Mornin' Ride (MCA)

On 70% of reporting stations. Rotations: Heavy 3, Medium 35, Light 72, total adds 37 including WQBE, WOKQ, WAJR, KEAN, KRRV, KYKR, WXBQ, WEZL, KISS-FM, WGAR-FM, KJJY, KSO, WKKQ, WYNG, KWMT KRKT, KIK-FM, KKAL, KGHL, KRWQ. Moves 44-37 on the Country chart.

JANIE FRICKIE

When A Woman Cries (Columbia)

On 66% of reporting stations. Rotations: Heavy 2, Medium 58, Light 43, Total Adds 9, WBOS, WXTU, WYNK, KKIX, WKSJ, KBMR, KJJY, KRST, KGA. Moves 41-38 on the Country chart.

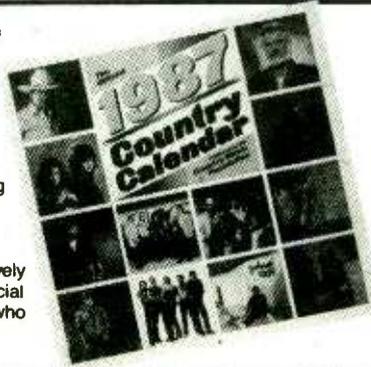
EARL THOMAS CONLEY

I Can't Win For Losin' You (RCA)

On 66% of reporting stations. Rotations: Heavy 0, Medium 31, Light 72, Total Adds 34 including WXXK, WXTU, WCVR, KLLL, WOKK, WLWI, WCMS, WWKA, WYNG, KWMT, KCJB, WKCQ, KIOV, KTTS, WTHI, KKAL, KFMS, KWJJ, KIGO, KIIM. Moves 47-40 on the Country chart.

The Official 1987 Country Calendar

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RADIO & RECORDS NATIONAL AIRPLAY

COUNTRY

NEW & ACTIVE

SWEETHEARTS OF THE RODEO "Midnight Girl/Sunset Town" (Columbia) 90/26

Rotations: Heavy 1, Medium 28, Light 61, Total Adds 26 including WQBE, WTCR, WDSY, KEAN, WVMI, KHEY, KIKK, WAMZ, WSIX, KKYX, WUBE, WONE, KSO, WYNG, WKCO, KYGO, KFMS, KMPS, KGA, KIIM. Moves 48-42 on the Country chart.

WHITES "It Should Have Been Easy" (MCA/Curb) 80/8

Rotations: Heavy 3, Medium 35, Light 42, Total Adds 8, WVAM, WCVR, KKIX, WFMS, KTPK, KKAL, KGHL, KLZ. Heavy: WOKK, KBMR, KSOP. Medium: WPOR, WSM, WQYK, KJNE, WBCS, WOW, KTOM. Moves 49-45-43 on the Country chart.

DONNA FARGO "Me & You" (Mercury/PolyGram) 69/13

Rotations: Heavy 4, Medium 25, Light 40, Total Adds 13, WPOR, WEZL, KHEY, WCMS, WWKA, KRMD, WTQR, WUSN, WWJO, KKAL, KLZ, KWJJ, KGA. Heavy: WTSV, KBMR, WTCM, KSOP. Debuts at number 47 on the Country chart.

SKO "Baby's Got A New Baby" (MTM) 65/47

Rotations: Heavy 0, Medium 9, Light 56, Total Adds 47 including WQBE, WDSY, WNYR, KEAN, KRRV, WYNG, KPLX, WSM, WCMS, WWKA, KBMR, WUBE, WMNI, WYNG, KFKF, KTTS, KVOO, KLZ, KUGN, KOLO. Debuts at number 48 on the Country chart.

RODNEY CROWELL "When I'm Free Again" (Columbia) 61/16

Rotations: Heavy 3, Medium 14, Light 44, Total Adds 16, WQBE, WXXK, WPOR, KEAN, WDXE, KSSN, KYXX, KJNE, WMNI, WTSO, WXCL, KTTS, WTHI, KVOO, KFMS, KSOP. Heavy: KYXX, WAMZ, WOKK. Debuts at number 49 on the Country chart.

MOE BANDY "One Man Band" (MCA/Curb) 61/8

Rotations: Heavy 2, Medium 24, Light 35, Total Adds 8, WVAM, KHEY, WDXE, KSSN, WCMS, WKCO, WTHI, KOLO. Heavy: KBMR, KRKT. Medium: WYOU, WXXK, WOKK, WLWI, KTPK, WTCM, KVOO, KTOM, KSOP.

JOHNNY PAYCHECK "Don't Bury Me Till I'm Ready" (Mercury/PolyGram) 61/5

Rotations: Heavy 1, Medium 20, Light 40, Total Adds 5, WTCR, KEAN, KCJB, KKAL, KFMS. Heavy: WTSV. Medium: WAJR, WCVR, KRRV, KYKR, WUSY, WGTQ, WTVY, WPAP, WONE, KFGO, KTTS, KFDI, KRKT, KOLO.

RANDY TRAVIS "No Place Like Home" (WB) 48/45

Rotations: Heavy 1, Medium 10, Light 37, Total Adds 45 including WCAO, WQBE, KASE, WYNG, WSOC, WUSY, KKIX, WIVK, WAMZ, WKSJ, WSM, WWKA, KRMD, WDAF, WBCS, KIK-FM, KYGO, KQIL, KNIX, KCKC, KSON, KRPM, KIIM.

SIGNIFICANT ACTION

KEITH STEGALL "Ole Rock & Roller..." (Columbia) 45/5

Rotations: Heavy 1, Medium 10, Light 34, Total Adds 5, WAJR, KRRV, KSSN, WQYK, WUBE. Heavy: WOKK. Medium: WTVY, KYXX, KKYX, KRMD, WTSO, KTTS, KRKT, KKCS, KALF, KSOP.

ALMOST BROTHERS "I Don't Love Her Anymore" (MTM) 44/8

Rotations: Heavy 0, Medium 6, Light 38, Total Adds 8, WXXK, WQYK, KJNE, KSO, KTTS, KFDI, KKAL, KKCS. Medium: WQNA, KRRV, WTCM, KRKT, KSOP, KIGO.

WILLIE NELSON "Partners After All" (Columbia) 39/23

Rotations: Heavy 0, Medium 7, Light 32, Total Adds 23, WYOU, WQBE, WXXK, WIXY, WEZL, WLWI, WCMS, KKYX, WAXX, WYNG, KFGO, KWMT, WDAF, KTTS, WWJO, WTHI, KRKT, KUUY, KLZ, KFRE, KWJJ, KOLO, KMPS.

BUTCH BAKER "Your Loving Side" (Mercury/PolyGram) 39/5

Rotations: Heavy 0, Medium 10, Light 29, Total Adds 5, WCAO, WMNI, KTPK, KRKT, KALF. Medium: WCVR, KRRV, KIKK, WLWI, WPAP, KKYX, KTTS, KFDI, KTOM.

KENDALLS "Little Doll" (MCA/Curb) 33/12

Rotations: Heavy 1, Medium 5, Light 27, Total Adds 12, WIXY, KIKK, WOKK, KKYX, KSO, WDAF, KTTS, WTHI, KFDI, KRKT, KSOP, KGA.

PATTY LOVELESS "Wicked Ways" (MCA) 33/10

Rotations: Heavy 0, Medium 4, Light 29, Total Adds 10, WQBE, KEAN, WEZL, WLWI, WMNI, KFGO, KWMT, KRWQ, KSOP, KIGO.

SOUTHERN PACIFIC "Kilbilly Hill" (WB) 32/22

Rotations: Heavy 0, Medium 3, Light 29, Total Adds 22, WXXK, WPOR, WVMI, KLLI, WCMS, WPAP, KKYX, WUBE, KFGO, KCJB, WOW, WWJO, KVOO, KRST, KIK-FM, KVOO, KUUY, KKCS, KCCY, KALF, KOLO, KSOP.

MARTY STUART "Do You Really Want My Lovin'" (Columbia) 32/8

Rotations: Heavy 0, Medium 9, Light 23, Total Adds 8, WCVR, KASE, KKIX, KFGO, WKCO, KFDI, KGHL, KALF.

LEON EVERETTE "Still In The Picture" (Orlando) 32/4

Rotations: Heavy 0, Medium 7, Light 25, Total Adds 4, WCMS, WMNI, WKCO, KSOP. Medium: KRRV, WTVY, KIKK, KKYX, KTTS, KRKT, KIGO.

JOHN ANDERSON "Countrified" (WB) 29/15

Rotations: Heavy 0, Medium 4, Light 25, Total Adds 15, WAJR, WIXY, KRRV, WLWI, WPAP, KKYX, KFGO, KTTS, KVOO, KRKT, KVOO, KUUY, KRWQ, KOLO, KCKC.

ED BRUCE "Quietly Crazy" (RCA) 28/26

Rotations: Heavy 0, Medium 1, Light 27, Total Adds 26 including WNYR, KRRV, WEZL, KHEY, KFKF, WBCS, KVOO, KRKT, KQIL, KCCY, KOLO, KSOP.

ORLEANS "You're Mine" (MCA) 26/2

Rotations: Heavy 1, Medium 6, Light 19, Total Adds 2, KEAN, WTVY. Heavy: KRKT. Medium: WQNA, WOKQ, WKSJ, KVOO, KCCY, KOLO.

STATLER BROTHERS "Forever" (Mercury/PolyGram) 21/21

Rotations: Heavy 0, Medium 0, Light 21, Total Adds 21, WYOU, WCVR, WUSY, WGTQ, WIVK, WDXE, WOKK, WLWI, WWKA, KWMT, WTSO, KCJB, WTCM, KVOO, KUZZ, KUUY, KRWQ, KQIL, KWJJ, KTOM, KCKC.

LACY J. DALTON "This Ol' Town" (Columbia) 20/11

Rotations: Heavy 0, Medium 1, Light 19, Total Adds 11, WBOS, WOKQ, WIXY, WGTQ, WTVY, WOKK, WLWI, WPAP, KKYX, WTCM, KRKT.

CHARLIE McCLAIN & WAYNE MASSEY "When Love Is Right" (Epic) 20/4

Rotations: Heavy 0, Medium 4, Light 16, Total Adds 4, WOKQ, KEAN, KRRV, WOW. Medium: KKYX, KTTS, KRKT, KIGO.

DOBBIE GRAY "From Where I Stand" (Capitol) 20/0

Rotations: Heavy 0, Medium 5, Light 15, Total Adds 0, Medium: WPAP, WQYK, KTTS, WTCM, KQIL. Light: WIXY, WWVA, KEAN, KASE, KSSN, KKYX, KUZZ.

TOM T. HALL "Down At The Mall" (Mercury/PolyGram) 19/3

Rotations: Heavy 0, Medium 3, Light 16, Total Adds 3, WAJR, KFGO, KVOO. Medium: KFDI, KRKT, KIGO. Light: WYII, WGTQ, WTVY, KKYX, WOW, KTPK, WTCM.

TIM MALCHAK w/DWIGHT RUCKER "Easy Does It" (Alpine) 19/3

Rotations: Heavy 0, Medium 4, Light 15, Total Adds 3, WCMS, KJNE, WTCM. Medium: WTVY, WXCL, KRKT, KALF. Light: WCAO, WLWI, KFGO, WWJO, KVOO, KIGO.

BETH WILLIAMS "These Eyes" (BGM) 15/5

Rotations: Heavy 0, Medium 3, Light 12, Total Adds 5, WCAO, WYOU, KSO, KRWQ, KTOM. Medium: WOKK, KJNE, KRKT. Light: WLWI, KKYX, WOW, WTCM.

JERRY NAYLOR "For Old Time's Sake" (West) 13/1

Rotations: Heavy 0, Medium 3, Light 10, Total Adds 1, KMPS. Medium: WOKK, KRKT, KSOP. Light: KKYX, KFGO, KFDI, KIK-FM, KRWQ.

NIELSEN WHITE BAND "Somethin' You Got" (Vision) 11/3

Rotations: Heavy 0, Medium 1, Light 10, Total Adds 3, WYOU, WAXX, KTTS. Medium: WWJO. Light: KRRV, KYXX, WOKK, WCMS, KJNE, K102, KVOO.

LYNN ANDERSON "Didn't We Shine" (Mercury/PolyGram) 10/10

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 10, WYOU, WTSV, WXXK, KYKR, WTVY, KFGO, WWJO, KVOO, KRWQ, KIGO.

JEFF STEVENS & THE BULLETS "Darlington County" (Atlantic America) 10/7

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 7, WVAM, WYOU, WAJR, WIXL, WCMS, WTSO, KVOO. Light: WXXK, WYII, WGTQ.

RICKY VAN SHELTON "Wild-Eyed Dream" (Columbia) 8/7

Rotations: Heavy 2, Medium 0, Light 6, Total Adds 7, WYOU, KYKR, WDAF, WOW, WTCM, KRST, KKCS. Light: WYII.

ALBUM TRACKS

ARTIST/Song Title (Label)

Album Title

LIONEL RICHIE & ALABAMA/Deep River Woman (Motown)	<i>Dancing On... The Touch</i>
ALABAMA/Let's Hear It For The Girl (RCA)	<i>Just Can't Sit Down</i>
MEL McDANIEL/Just Can't Sit Down Music (Capitol)	<i>What Am I Going To Do</i>
REBA McENTIRE/Why Not Tonight (MCA)	<i>Storms Of Life</i>
RANDY TRAVIS/Messin' With My Mind (WB)	<i>Plain Brown Wrapper</i>
GARY MORRIS/I'm So Lonesome I Could Cry (WB)	<i>Montana Cafe</i>
HANK WILLIAMS JR./Montana Cafe (WB/Curb)	<i>#7</i>
GEORGE STRAIT/Rhythm Of The Road (MCA)	<i>Storms Of Life</i>
RANDY TRAVIS/My Heart Cracked (WB)	<i>Out On The Front Line</i>
DAN SEALS/Three Time Loser (EMI America)	<i>Just Can't Sit Down</i>
MEL McDANIEL/57 Chevy & You (Capitol)	<i>Partners, Brothers, & Friends</i>
GATLIN BROTHERS/Talkin' To The Moon (Columbia)	<i>Out Goin' Cattin'</i>
SAWYER BROWN/The House Won't Rock (Capitol/Curb)	<i>#7</i>
GEORGE STRAIT/Deep Water (MCA)	<i>Wine Colored Roses</i>
GEORGE JONES/These Old Eyes Have Seen It All (Epic)	<i>The Touch</i>
ALABAMA/Vacation (RCA)	



How do you follow up a smash single?
With another . . . of course!

JANIE FRICKIE
"When A Woman Cries"
The follow up to "Always Have Always Will"

BREAKERS

R&R
38

BB
41

GAVIN
40

Produced by Norro Wilson

ON COLUMBIA RECORDS



RADIO & RECORDS NATIONAL AIRPLAY

BLACK/URBAN

BREAKERS.

AL JARREAU

Tell Me What I Gotta Do (WB)

70% of our reporting stations on it. Rotations: Heavy 2/0, Medium 33/5, Light 27/11, Total Adds 16 including WXYV, WILD, WDAS, WDJY, WGCI, WJLB, KSOL, WKXI, WTLC, KDKO. Debuts at number 35 on the Black/Urban chart.

MELBA MOORE

Falling (Capitol)

67% of our reporting stations on it. Rotations: Heavy 0/0, Medium 18/0, Light 42/20, Total Adds 20 including WWIN-FM, WGCI, WZAK, WJLB, WNHC, WEKS, WFXA, Z93, WZEN. Debuts at number 39 on the Black/Urban chart.

GAP BAND

Big Fun (Total Experience/RCA)

62% of our reporting stations on it. Rotations: Heavy 7/0, Medium 20/1, Light 28/7, Total Adds 8, WWIN-FM, KDAY, WENN, WPEG, WFXC, WKGN, KHYS, WVOI. Debuts at number 37 on the Black/Urban chart.

NEW & ACTIVE

SHIRLEY MURDOCK "As We Lay" (Elektra) 51/2

Rotations: Heavy 22/1, Medium 24/0, Light 5/1, Total Adds 2, KJLH, WZEN. Heavy: WWINFM, WDJY, K104, WYLDFM, WBLZ, WZAK, WDKX, WXOK, WPAL, KDLZ, WHYZ, WQFX, KIIZ, WKGN, WJYL, WLOU, WBLX, WPLZ, WWDW, WANM, Z103. Moves 30-28 on the Black/Urban chart.

RAY GOODMAN & BROWN "Take It To The Limit" (EMI America) 49/14

Rotations: Heavy 0/0, Medium 12/0, Light 37/14, Total Adds 14, WWINFM, WILD, KMJQ, WDKX, WEKS, Z93, WPEG, WQMG, WJLB, WJYL, WLOU, WALT, WQPR, KDKO. Medium: K104, WGCI, WZAK, WLUM, WTKL, WENN, KJCB, KOKY, KAPE, KDKS, WWWW, WVOI.

ROBBIE NEVIL "C'est La Vie" (Manhattan) 49/12

Rotations: Heavy 4/0, Medium 25/4, Light 20/8, Total Adds 12, KMJQ, KJLH, WTKL, WENN, Z93, WQMG, WJMI, WKGN, WBLX, WANM, WKWM, KUKQ. Heavy: WAMO, WLUM, WHYZ, KIIZ. Mediums include: WILD, WVEE, WBLZ, WDMT, KMJM, XHRM. Debuts at number 38 on the Black/Urban chart.

O'BRYAN "Tenderoni" (Capitol) 49/10

Rotations: Heavy 1/0, Medium 19/1, Light 29/9, Total Adds 10, WEDR, WJIZ, WEKS, WFXA, KQXL, WJMI, KJCB, KHYS, KAPE, KMYX. Heavy: K104. Mediums include: WHUR, WBLZ, WZAK, KMJM, WDKX, WPAL, WPEG, WFXC, WWDW, WTLC.

MAZE "When You Love Someone" (Capitol) 49/3

Rotations: Heavy 8/0, Medium 31/0, Light 10/3, Total Adds 3, WVKO, KJCB, WORL. Heavy: WDJY, WVEE, K104, WGCI, WATV, KIIZ, WPLZ, WWDW. Mediums include: WHUR, WZAK, WYLDFM, WTMP, WBMX, WZAK, WDKX. Moves 34-34 on the Black/Urban chart.

FORCE MD'S "I Wanna Know Your Name" (Tommy Boy/WB) 46/8

Rotations: Heavy 0/0, Medium 15/1, Light 31/7, Total Adds 8, WVEE, KDAY, XHRM, WDKX, WJIZ, WQIM, WZEN, KUKQ. Medium: WXYV, WDAS, WYLDFM, WZAK, WATV, WPEG, WQMG, WQFX, WPDQ, WBLX, KHYS, WWDW, Z103, KDKO.

DONNA ALLEN "Serious" (21/Atco) 45/13

Rotations: Heavy 3/0, Medium 19/3, Light 23/10, Total Adds 13, WDMT, WNHC, KQXL, Z93, WQMG, WPDQ, KJCB, WJYL, WALT, WBLX, KDKS, WZEN, KDKO. Heavy: WEKS, WZAK, WQOK. Mediums include: WWINFM, K104, WEDR, WTMP, WBMX, WGCI.

ORAN "JUICE" JONES "Curiosity" (Def Jam/Columbia) 40/8

Rotations: Heavy 1/0, Medium 15/2, Light 24/6, Total Adds 8, WDAS, WYLDFM, WDKX, WQMG, WALT, KDKS, WANM, WZEN. Heavy: WHYZ. Medium: WWINFM, WXYV, WZAK, KMJM, KDAY, XHRM, KSOL, WPEG, WFXC, WWDW, WWWW, KDKO.

BOBBY WOMACK "(I Wanna) Make Love To You" (MCA) 39/11

Rotations: Heavy 0/0, Medium 18/0, Light 21/11, Total Adds 11, WTMP, WGCI, WNHC, WTKL, WPEG, KIIZ, Z16, WORL, KHYS, Z103, KBUZ. Medium: WZAK, KSOL, WJIZ, WFXA, WXOK, WPAL, WFXC, WZAK, KJCB, KOKY, KAPE, KDKS, WANM, WQPR, WJLB, WWWW, WVOI.

JENNY BURTON "Do You Want It Bad Enough" (Atlantic) 39/5

Rotations: Heavy 0/0, Medium 8/0, Light 31/5, Total Adds 5, WVEE, K104, WDMT, KJCB, KHYS. Medium: WZAK, WTMP, WFXA, WENN, WQIM, WQIS, KHYS, WPLZ, KAPE. Medium: WAMO, K94, WTMP, WBLZ, WZAK, XHRM, WJIZ, WPAL, WQFX, Z103, WWWW, WVOI.

TINA TURNER "Two People" (Capitol) 38/15

Rotations: Heavy 0/0, Medium 14/2, Light 24/13, Total Adds 15, WBMX, WDKX, WFXA, KQXL, Z93, WPEG, WFXC, WHYZ, WJMI, WZAK, WKGN, WQIS, KHYS, WPLZ, KAPE. Medium: WAMO, K94, WTMP, WBLZ, WZAK, XHRM, WJIZ, WPAL, WQFX, Z103, WWWW, WVOI.

J. BLACKFOOT "U Turn" (Edge) 38/12

Rotations: Heavy 0/0, Medium 8/0, Light 30/12, Total Adds 12, WXYV, WJLB, KMJM, WEKS, WENN, WPAL, JET94, WFXC, WQMG, WJYL, WPLZ, WVOI. Medium: WAMO, WTKL, WZAK, KOKY, KAPE, KDKS, WQPR, KDKO.

ROSE ROYCE "Doesn't Have To Be This Way" (Omni/Atlantic) 35/16

Rotations: Heavy 0/0, Medium 8/1, Light 27/15, Total Adds 16, WXYV, WDMT, KJLH, WJIZ, KQXL, Z93, WFXC, WHYZ, WKGN, Z16, KOKY, WJJS, WPLZ, Z103, WTKL, KDKO. Medium: WZAK, WXOK, WZAZ, WALT, WBLX, WWWW, KBUZ.

LUTHER INGRAM "Baby Don't Go Too Far" (Profile) 35/12

Rotations: Heavy 0/0, Medium 2/0, Light 33/12, Total Adds 12, WWINFM, KJLH, KSOL, WXOK, WPAL, Z16, KOKY, WALT, WPLZ, WWDW, WTLC, WWWW. Medium: WTMP, WZAK.

TEMPTATIONS "To Be Continued" (Gordy/Motown) 33/15

Rotations: Heavy 0/0, Medium 6/1, Light 27/14, Total Adds 15, WAMO, WHUR, WTMP, WLUM, KMJM, WNHC, WENN, Z93, KIIZ, WKGN, WJLB, WTKL, WZEN, KBUZ, KMYX. Medium: WFXA, WFXC, KAPE, WANM, Z103.

JANICE CHRISTIE "Heat Stroke" (Supertronic) 33/9

Rotations: Heavy 3/0, Medium 11/0, Light 19/9, Total Adds 9, WTMP, WJIZ, WEKS, WFXA, WENN, WFXC, WLOU, KHYS, KDKO. Heavy: KDAY, WZAK, WWDW. Medium: WWINFM, WXYV, WAMO, WHUR, KJLH, WPAL, Z93, WPEG, WQMG, WBLX, WTLC.

NOCERA "Summertime, Summertime" (Sleeping Bag) 33/2

Rotations: Heavy 2/0, Medium 16/0, Light 15/2, Total Adds 2, WQIM, Z103. Heavy: WILD, XHRM. Medium: WXYV, WRKS, WDAS, WZAK, WEDR, WQIM, WTMP, WJLB, KSOL, WDKX, WFXA, WATV, Z93, WQFX, KHYS, KMYX.

CAMEO "Candy" (Atlanta Artists/PG) 32/4

Rotations: Heavy 8/0, Medium 16/2, Light 8/2, Total Adds 4, WJIZ, KQXL, WALT, WZEN. Heavy: K104, WBLZ, WJLB, WLUM, WHYZ, WQOK, KAPE, WWDW. Medium: WILD, WAMO, WVEE, WYLDFM, WZAK, KDAY, WNHC, WFXA, WXOK, WJYL, WLOU, WBLX, WPLZ, WTKL, KMYX. Debuts at number 40 on the Black/Urban chart.

BEASTIE BOYS "It's The New Style" (Def Jam/Columbia) 30/3

Rotations: Heavy 4/0, Medium 15/0, Light 11/3, Total Adds 3, WQFX, KJCB, Z103. Heavy: KMJQ, WFXC, WHYZ, WWDW. Medium: K104, WZAK, WHRK, WEDR, WTMP, WJLB, WJIZ, WATV, WENN, WPEG, WQMG, WKXI, KIIZ, WKGN, KHYS.

JETS "You Got It All" (MCA) 29/7

Rotations: Heavy 1/0, Medium 6/0, Light 22/7, Total Adds 7, K104, KDLZ, WQMG, WALT, WPLZ, KAPE, WZEN. Heavy: WAMO. Medium: WDAS, KDAY, KSOL, WFXA, WJYL, WWWW.

RJ'S LATEST ARRIVAL "Hold On" (Manhattan) 27/8

Rotations: Heavy 0/0, Medium 8/0, Light 19/8, Total Adds 8, WGCI, WEKS, WXOK, WENN, WHYZ, WJYL, WQOK, WZEN. Medium: WDJY, K104, WZAK, WFXA, WJMI, WWDW, WTLC, KDKO.

GEORGE DUKE "Good Friends" (Elektra) 27/6

Rotations: Heavy 1/0, Medium 13/1, Light 13/5, Total Adds 6, KMJQ, WPEG, WQFX, WJYL, KHYS, WZEN. Heavy: WUSL. Medium: WILD, WHUR, WYLDFM, KMJM, OC104, WJIZ, WFXA, WENN, WPAL, WFXC, WANM, WTLC.

CAPTAIN SKY "You Bring Me Up" (Triple T) 26/3

Rotations: Heavy 0/0, Medium 10/1, Light 16/2, Total Adds 3, WQOK, WZEN, KBUZ. Medium: WWINFM, WDJY, WZAK, WYLDFM, KSOL, WALT, WBLX, KHYS, WQPR.

LOOSE ENDS "Slow Down" (MCA) 25/7

Rotations: Heavy 1/0, Medium 10/0, Light 14/7, Total Adds 7, OC104, WJIZ, Z93, WJYL, KAPE, WWDW, WZEN. Heavy: WJMI. Medium: WILD, WRKS, WDAS, K104, WKND, WNHC, WDKX, WEKS, WLOU, KDKS.

SIGNIFICANT ACTION

TEASE "I Wish You Were Here" (Epic) 24/6

Rotations: Heavy 1/0, Medium 9/0, Light 14/6, Total Adds 6, WEDR, WZAK, KQXL, WXOK, WJYL, Z103. Heavy: WAMO. Medium: WZAK, WTKL, JET94, KDLZ, WQFX, WKXI, KOKY, KDKS.

JAMES INGRAM "Never Felt So Good" (Qwest/WB) 23/7

Rotations: Heavy 1/0, Medium 8/1, Light 14/6, Total Adds 7, WYLDFM, OC104, KQXL, WQFX, WWDW, WZEN, WVOI. Heavy: WJMI. Medium: WVEE, WTMP, WJIZ, WENN, WPAL, WPLZ, WWWW.

MOST ADDED

LIONEL RICHIE (22)
MELBA MOORE (20)
FIVE STAR (18)
AL JARREAU (16)
ROSE ROYCE (16)
GEORGE BENSON (15)
TEMPTATIONS (15)
TINA TURNER (15)
RAY GOODMAN & BROWN (14)
HOWARD HEWETT (14)
DONNA ALLEN (13)

HOTTEST

COMMODORES (54)
JESSE JOHNSON (46)
READY FOR THE WORLD (44)
LIONEL RICHIE (26)
BOBBY BROWN (24)
KOOL & THE GANG (24)
ANITA BAKER (23)
FREDDIE JACKSON (22)
JANET JACKSON (21)
CHICO DeBARGE (19)
SHIRLEY MURDOCK (18)

LIONEL RICHIE "Ballerina Girl" (Motown) 22/22

Rotations: Heavy 0/0, Medium 5/5, Light 17/17, Total Adds 22, WXYV, WAMO, WTMP, WGCI, WDMT, WZAK, WJLB, KMJM, WDKX, WJIZ, WFXA, KQXL, WTKL, WXOK, WQFX, WJMI, WZAZ, KHYS, WPLZ, KAPE, WANM, Z103.

LYN ROMAN "Don't Look Back" (Ichiban) 22/2

Rotations: Heavy 1/0, Medium 12/0, Light 9/2, Total Adds 2, WFXC, WWWW. Heavy: WZAZ. Medium: WQIM, WTKL, WENN, WPAL, WQMG, WKXI, WPDQ, KOKY, WBLX, WTKL, KDKO.

SOURCE featuring CANDI STATON "You Got The Love" (Source) 22/0

Rotations: Heavy 0/0, Medium 4/0, Light 18/0, Total Adds 0. Medium: WZAK, WZAZ, WZAK, KAPE.

HOWARD HEWETT "Stay" (Elektra) 21/14

Rotations: Heavy 0/0, Medium 5/1, Light 16/13, Total Adds 14, WHUR, WBMX, KJLH, KSOL, OC104, KDLZ, WKXI, KIIZ, WBLX, WPLZ, KAPE, KDKS, WTKL, WZEN. Medium: K104, KMJM, WJMI, Z103.

JANICE McCLAIN "Passion & Pain" (MCA) 21/4

Rotations: Heavy 0/0, Medium 6/1, Light 15/3, Total Adds 4, WZAK, Z93, WHYZ, WWWW. Medium: WDAS, WGCI, KSOL, WNHC, WZAK.

TRINERE "I Know You Love Me" (Jampacked) 21/3

Rotations: Heavy 1/0, Medium 5/0, Light 15/3, Total Adds 3, WXYV, WQIM, KHYS. Heavy: WTKL. Medium: WTMP, WFXC, WQIS, WJYL, KUKQ.

KENNY G "Don't Make Me Wait For Love" (Arista) 20/5

Rotations: Heavy 0/0, Medium 5/1, Light 15/4, Total Adds 5, WBMX, KQXL, Z93, WQFX, WALT. Medium: WXYV, WDAS, WWDW, WANM.

PRIVATE POSSESSION "This Time" (4th & Broadway/Island) 20/5

Rotations: Heavy 0/0, Medium 5/0, Light 15/5, Total Adds 5, WEDR, WJLB, KQXL, WTKL, Z103. Medium: WQMG, WQPR, WKWM, WZAK, WVOI.

FIVE STAR "If I Say Yes" (RCA) 19/18

Rotations: Heavy 0/0, Medium 2/1, Light 17/17, Total Adds 18, KMJQ, WYLDFM, WBMX, WGCI, WDMT, WZAK, WNHC, WEKS, WJMI, KIIZ, WPLZ, Z103, WKWM, WTKL, WWWW, WZEN, KDKO, KMYX. Medium: WDKX.

DARYL HALL "Foolish Pride" (RCA) 19/7

Rotations: Heavy 0/0, Medium 7/2, Light 12/5, Total Adds 7, WDAS, WAMO, WEDR, WYLDFM, WTKL, WANM, WZEN. Medium: WTMP, WFXC, KAPE, KDKS, KMYX.

GIVENS FAMILY "Someway Somehow" (P.J.) 19/5

Rotations: Heavy 0/0, Medium 5/0, Light 14/5, Total Adds 5, WTMP, WENN, WKXI, KHYS, WWDW. Medium: WZAK, WQMG, WQFX, WALT, WTLC.

KEITH PATRICK "Night To Remember" (Omni/Atlantic) 19/3

Rotations: Heavy 0/0, Medium 9/1, Light 10/2, Total Adds 3, WVEE, WGCI, KMJM. Medium: WNHC, KQXL, Z93, WPEG, WALT, WQOK, WANM, KBUZ.

SYLVESTER "Someone Like You" (WB) 18/4

Rotations: Heavy 0/0, Medium 7/0, Light 11/4, Total Adds 4, WYLDFM, WPAL, KIIZ, WZEN. Medium: WWINFM, KMJM, KSOL, WEKS, WFXA, Z93, WPEG.

EGYPTIAN LOVER "The Lover" (Egyptian Empire) 17/6

Rotations: Heavy 1/0, Medium 3/0, Light 13/6, Total Adds 6, WXYV, WVEE, KDAY, WQMG, WKXI, Z103. Heavy: WJMI. Medium: WDJY, WATV, WBLX.

HEAVY TRAFFIC STARRING "V" "Jealousy" (Atlantic) 17/1

Rotations: Heavy 0/0, Medium 8/0, Light 9/1, Total Adds 1, WWWW. Medium: WDAS, WJIZ, WPEG, WFXC, WQMG, WZAK, WBLX, WZAK.

PRINCE PHILLIP MITCHELL "You're Gonna Come Back To Love" (Ichiban) 16/7

Rotations: Heavy 0/0, Medium 2/0, Light 14/7, Total Adds 7, WHUR, WENN, WQMG, WPDQ, KOKY, WBLX, WTKL. Medium: WZAK, WLOU.

NAYOBE "Good Things Come To Those Who Wait" (The Fever/Sutra) 16/4

Rotations: Heavy 0/0, Medium 3/0, Light 13/4, Total Adds 4, WZAK, WEDR, KOKY, WBLX. Medium: WDAS, WTMP, WWWW.

CLAUDJA BARRY "Down & Counting" (Epic) 16/3

Rotations: Heavy 0/0, Medium 7/0, Light 9/3, Total Adds 3, WPDQ, KOKY, WWDW. Medium: WEDR, WQIM, XHRM, WPAL, WKXI, KHYS, WWWW.

HEAVY D. & THE BOYZ "Mr. Big Stuff" (MCA) 16/3

Rotations: Heavy 1/0, Medium 3/0, Light 12/3, Total Adds 3, WJIZ, WFXA, WKGN. Heavy: KDAY. Medium: KMJQ, WATV, WWWW.

OCTAVIA "2 The Limit" (Pow Wow) 16/2

Rotations: Heavy 2/0, Medium 7/0, Light 7/2, Total Adds 2, WDJY, WHUR. Heavy: WWINFM, WQMG. Medium: WXYV, WDAS, WUSL, WEKS, WFXA, WPAL, WBLX.

PHIL FEARON "I Can Prove It" (Cool Tempo/Chrysalis) 16/2

Rotations: Heavy 0/0, Medium 3/0, Light 13/2, Total Adds 2, WDJY, WQOK. Medium: WAMO, WGCI, WPDQ.

CARL ANDERSON "Can't Stop This Feeling" (Epic) 15/5

Rotations: Heavy 0/0, Medium 4/1, Light 11/4, Total Adds 5, KQXL, KJCB, KOKY, WLOU, WORL. Medium: WZAK, WZAK, WJJS.

B. FATS "Wopit" (Posse) 15/2

Rotations: Heavy 1/0, Medium 7/0, Light 7/2, Total Adds 2, WILD, Z103. Heavy: WZAK. Medium: WRKS, KMJQ, WHRK, WZAK, KHYS, WANM, WTLC.

NEW KIDS ON THE BLOCK "Stop It Girl" (Columbia) 14/4

Rotations: Heavy 0/0, Medium 2/0, Light 12/4, Total Adds 4, WEDR, KQXL, WLOU, WWWW. Medium: WQMG, WBLX.

TASHAN "Chasin' A Dream" (Def Jam/Columbia) 14/4

Rotations: Heavy 0/0, Medium 1/1, Light 13/3, Total Adds 4, WEDR, WZAK, WBLX, WANM.

WILLIE CLAYTON "Show And Tell" (Kirstie) 14/0

Rotations: Heavy 0/0, Medium 7/0, Light 7/0, Total Adds 0. Medium: WTMP, WJIZ, WENN, WPDQ, WZAK, KOKY, WBLX.

CURTIS HAIRSTON "Chillin' Out" (Atlantic) 13/2

Rotations: Heavy 0/0, Medium 4/0, Light 9/2, Total Adds 2, WTMP, WLOU. Medium: WNHC, WQMG, KIIZ, WBLX.

BEASTIE BOYS "Paul Revere" (Def Jam/Columbia) 12/3

Rotations: Heavy 4/0, Medium 3/1, Light 5/2, Total Adds 3, WDKX, KOKY, WWWW. Heavy: WDAS, WUSL, WZAK, KDAY. Medium: WHRK, WANM.

JOESKI LOVE "My Girl" (Vintertainment/Elektra) 12/0

Rotations: Heavy 1/0, Medium 7/0, Light 4/0, Total Adds 0. Heavy: KOKY. Medium: K104, KMJQ, WZAK, KDAY, WFXC, WQIS, WWDW.

CLUB NOUVEAU "Situation #9" (WB) 11/5

Rotations: Heavy 0/0, Medium 3/0, Light 8/5, Total Adds 5, KMJQ, KMJM, WKGN, WQIS, WZEN. Medium: K104, WJMI, WPLZ.

BILLY PRESTON "Since I Held You Close" (Motown) 11/4

Rotations: Heavy 0/0, Medium 1/0, Light 10/4, Total Adds 4, WEDR, WYLDFM, OC104, WTLC. Medium: KDKS.

BABYFACE "You Make Me Feel Brand New" (Solar/Capitol) 11/1

Rotations: Heavy 1/0, Medium 4/0, Light 6/1, Total Adds 1, WVEE. Heavy: WDJY. Medium: WZAK, WTKL, KJCB, WTKL.

JEFFREY OSBORNE "In Your Eyes" (A&M) 10/5

Rotations: Heavy 1/0, Medium 1/0, Light 8/5, Total Adds 5, WGCI, WFXA, JET94, WKWM, WVOI. Heavy: WJMI. Medium: WVEE.

SCHERRIE PAYNE/PHILIP INGRAM "On & On" (Superstar Int'l) 10/2

Rotations: Heavy 0/0, Medium 3/0, Light 7/2, Total Adds 2, WTKL, KJCB. Medium: WHRK, WENN, KHYS.

Last week, due to typographical error, LUTHER INGRAM's name was omitted from the most added section. LUTHER INGRAM's "Baby Don't Go Too Far" was the second most added single November 21. We regret any inconvenience this may have caused.

CY-1018. THE COUNT BASIE ORCHESTRA,
"LONG LIVE THE CHIEF," DDD



CY-1128. McCOY TYNER, "DOUBLE TRIOS," DDD



CY-1216. CARMEN McRAE, "ANY OLD TIME," DDD

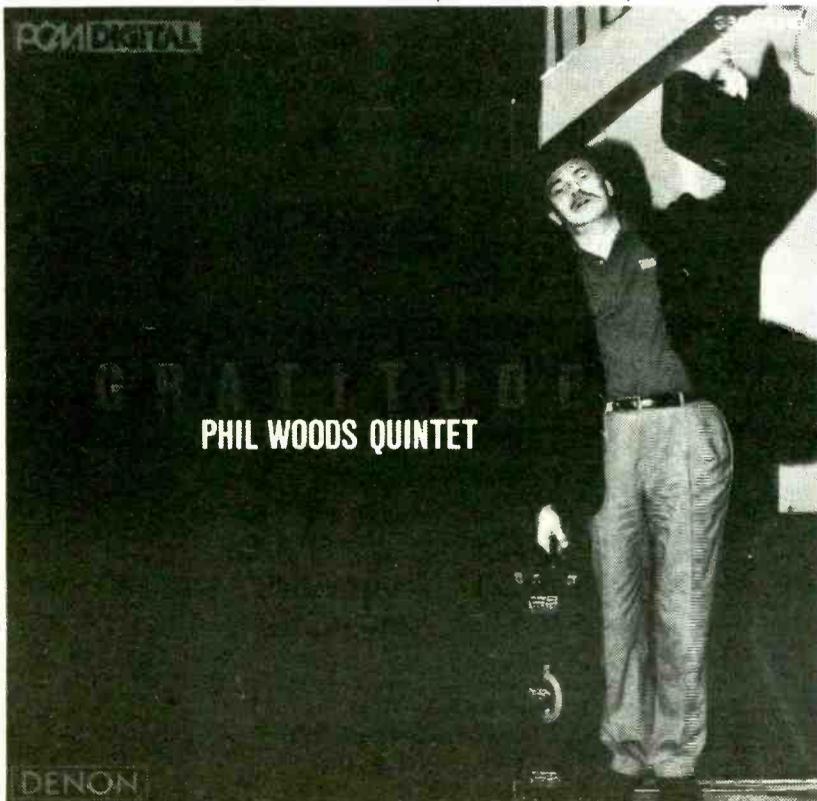


***This winter,
Denon jazz
is hot.***

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.

CY-1316. PHIL WOODS QUINTET, "GRATITUDE," DDD



DENON
The First Name in Digital Recording

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Denon Canada, Inc., 17 Denison Street, Markham Ont. L3R 1B5 Canada

RADIO & RECORDS NATIONAL AIRPLAY

FULL-SERVICE AC

TOP 20

Three Weeks	Two Weeks	Last Week	Rank	Artist/Title (Label)
1	1	1	1	LIONEL RICHIE/Love Will Conquer All (Motown)
4	3	2	2	BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)
10	8	5	3	BILLY OCEAN/Love Is Forever (Jive/Arista)
2	2	3	4	PETER CETERA w/ AMY GRANT/Next Time I Fall (Full Moon/WB)
8	6	6	5	HUMAN LEAGUE/Human (Virgin/A&M)
6	4	4	6	KENNY ROGERS/They Don't Make Them Like They Used To (RCA)
20	11	9	7	MIAMI SOUND MACHINE/Falling In Love (Uh-Oh) (Epic)
7	7	7	8	MADONNA/True Blue (Sire/WB)
—	—	15	9	BILLY JOEL/This Is The Time (Columbia)
—	19	14	10	LINDA RONSTADT & JAMES INGRAM/Somewhere Out There (MCA)
—	17	13	11	SERGIO MENDES BRASIL '86/Take This Love (A&M)
19	13	12	12	RIC OCASEK/Emotion In Motion (Geffen)
3	5	8	13	TOTO/I'll Be Over You (Columbia)
—	20	16	14	BEN E. KING/Stand By Me (Atlantic)
5	9	10	15	CARLY SIMON/Coming Around Again (Arista)
13	12	11	16	CHRIS DeBURGH/The Lady In Red (A&M)
BREAKER	—	—	17	BENJAMIN ORR/Stay The Night (Elektra)
—	—	19	18	AMY GRANT/Stay For A While (A&M)
DEBUT	—	—	19	GREGORY ABBOTT/Shake You Down (Columbia)
BREAKER	—	—	20	CHICAGO/Will You Still Love Me? (WB)

NOVEMBER 28, 1986

Total Reports/Adds	Heavy	Medium	Light
42/0	34	6	2
41/0	36	5	0
42/1	34	8	0
37/0	23	9	5
36/0	27	9	0
35/0	28	3	4
38/4	21	14	3
32/0	16	12	4
36/7	10	19	7
35/6	10	19	6
30/2	11	17	2
25/1	13	12	0
31/0	11	15	5
26/2	7	15	4
24/1	11	10	3
26/0	10	11	5
24/4	8	10	6
28/3	1	21	6
22/4	7	12	3
25/6	0	17	8

MOST ADDED

- LIONEL RICHIE (12)
- BILLY JOEL (7)
- ANITA BAKER (6)
- CHICAGO (6)
- EL DeBARGE (6)
- LINDA RONSTADT & JAMES INGRAM (6)

HOTTEST

- BRUCE HORNSBY & THE RANGE (33)
- LIONEL RICHIE (26)
- BILLY OCEAN (25)
- HUMAN LEAGUE (17)
- PETER CETERA w/AMY GRANT (15)
- KENNY ROGERS (15)

BREAKERS

CHICAGO

Will You Still Love Me? (WB)

56% of our reporters on it. Rotations: Heavy 0, Medium 17, Light 8, Total Adds 6, WPRO, WISN, KOY, WELI, KUGN, WASK. Debuts at number 20 on the Full-Service chart.

BENJAMIN ORR

Stay The Night (Elektra)

53% of our reporters on it. Rotations: Heavy 8, Medium 10, Light 6, Total Adds 4, WPRO, KHOW, WROK, WJBC. Moves 20-17 on the Full-Service chart.

ANITA BAKER

Caught Up In The Rapture (Elektra)

51% of our reporters on it. Rotations: Heavy 2, Medium 12, Light 9, Total Adds 6, WCCO, KFMB, WCHS, WHBY, WIBA, WROK.

NEW & ACTIVE

GREGORY ABBOTT "Shake You Down" (Columbia) 22/4

Rotations: Heavy 7/0, Medium 12/2, Light 3/2, Total Adds 4, KHOW, KOY, WBT, WGOW. Heavy: WELI, KUGN, WNNR, WPOE, WMTR, WSTU, WCIL. Medium including KFMB, KJR, WICC, WCHS, WHBY, WROK, KBOI, WTKO, WJBC, KTWO.

TINA TURNER "Two People" (Capitol) 18/5

Rotations: Heavy 0, Medium 9/2, Light 9/3, Total Adds 5, WFBR, WROK, WSPD, WTKO, WJBC. Medium including WCCO, WTIC, WGY, KUGN, KSL, WPOE, KTWO. Light including WICC, WHBC, WNNR, WMTR, WSTU, WCIL.

EL DeBARGE "Someone" (Gordy/Motown) 15/6

Rotations: Heavy 0, Medium 7/4, Light 8/2, Total Adds 6, WJDX, WIBC, WIBA, WROK, WSPD, WPOE. Medium including WFBR, WHBY, KUGN. Light including WCCO, WTKO, WMTR, WGBR, WJBC, KTWO.

JEFFREY OSBORNE "In Your Eyes" (A&M) 15/4

Rotations: Heavy 1/0, Medium 5/0, Light 9/4, Total Adds 4, WCHS, WIBC, WNNR, KFQD. Heavy: WCCO. Medium: WJDX, KUGN, KSL, WPOE, KVEC. Light including WHBY, WTKO, WMTR, WGBR, KTWO.

MICHAEL McDONALD "Our Love" (WB) 14/2

Rotations: Heavy 1/0, Medium 8/0, Light 5/2, Total Adds 2, WHBY, KFQD. Heavy: WCCO. Medium: KFMB, WSPD, KUGN, KSL, WPOE, WGBR, WJBC, KTWO. Light including WIBA, WNNR, WTKO.

OMD "(Forever) Live And Die" (Virgin/A&M) 14/2

Rotations: Heavy 1/0, Medium 10/1, Light 3/1, Total Adds 2, WCHS, KUGN. Heavy: KTWO. Medium including WCCO, WGOW, WHBY, WNNR, WTKO, WMTR, WSTU, WCIL, KVEC. Light including WICC, WGBR.

AIR SUPPLY "One More Chance" (Arista) 14/0

Rotations: Heavy 0, Medium 11/0, Light 3/0, Total Adds 0, Medium: WFBR, WISN, WHBC, WIBA, WSPD, KUGN, WNNR, WPOE, WGBR, KTWO, KVEC. Light: WDBO, WROK, WMTR.

PAUL SIMON "Graceland" (WB) 13/3

Rotations: Heavy 2/0, Medium 7/1, Light 4/2, Total Adds 3, WCHS, KFQD, KVEC. Heavy: WCCO, WTKO. Medium including WFBR, WGOW, WSPD, KUGN, WJBC, KTWO. Light including WHBC, WNNR.

LIONEL RICHIE "Ballarina Girl" (Motown) 12/12

Rotations: Heavy 0, Medium 4/4, Light 8/8, Total Adds 12, WFBR, WCCO, WELI, WGY, WHBY, WIBC, KBOI, WPOE, WTKO, WMTR, WGBR, WSTU.

L. RONSTADT & N. RIDDLE ORCHESTRA "When You Wish Upon A Star" (Elektra) 11/5

Rotations: Heavy 0, Medium 6/0, Light 5/5, Total Adds 5, WHBY, WIBA, WROK, KUGN, WJBC. Medium: WFBR, WCCO, WBT, WIBC, KSL, KVEC.

GLASS TIGER "Someday" (Manhattan) 10/1

Rotations: Heavy 0, Medium 3/1, Light 7/0, Total Adds 1, KVEC. Medium including WFBR, KUGN. Light: WCCO, WHBC, WNNR, WTKO, WMTR, WGBR, WSTU.

BOSTON "Amanda" (MCA) 10/0

Rotations: Heavy 4/0, Medium 5/0, Light 1/0, Total Adds 0, Heavy: WICC, WNNR, WMTR, WSTU. Medium: 55KRC, KFMB, WHAS, WPOE, KTWO. Light: WTKO.

BILLY VERA & THE BEATERS "At This Moment" (Rhino) 8/4

Rotations: Heavy 1/0, Medium 2/0, Light 5/4, Total Adds 4, WHBY, WTKO, WMTR, WGBR. Heavy: WCIL. Medium: WELI, WJBC. Light including WICC.

PRETENDERS "Don't Get Me Wrong" (Sire/WB) 8/1

Rotations: Heavy 1/0, Medium 3/0, Light 4/1, Total Adds 1, WSTU. Heavy: KTWO. Medium: WSPD, WMTR, KVEC. Light including WHBC, WNNR, WTKO.

DARYL HALL "Foolish Pride" (RCA) 8/1

Rotations: Heavy 1/0, Medium 6/1, Light 1/0, Total Adds 1, WPOE. Heavy: WNNR. Medium including KFMB, KBOI, WTKO, WMTR, WSTU. Light: KJR.

SIGNIFICANT ACTION

LIONEL RICHIE "Deep River Woman" (Motown) 7/4

Rotations: Heavy 0, Medium 3/0, Light 4/4, Total Adds 4, KUGN, WTKO, WCIL, KFQD. Medium: WROK, KSL, KVEC.

BOB SEGER & THE SILVER BULLET BAND "Miami" (Capitol) 7/1

Rotations: Heavy 0, Medium 4/0, Light 3/1, Total Adds 1, WNNR. Medium: WSPD, KUGN, WPOE, KTWO. Light including WGBR, WSTU.

PHYLLIS HYMAN "Old Friend" (PIR/Manhattan) 7/0

Rotations: Heavy 0, Medium 2/0, Light 5/0, Total Adds 0, Medium: WFBR, WHBY. Light: WCCO, WHBC, WPOE, WTKO, WGBR.

COREY HART "I Can't Help Falling In Love" (EMI America) 6/4

Rotations: Heavy 0, Medium 1/1, Light 5/3, Total Adds 4, WFBR, WCCO, KBOI, WMTR. Light including WTKO, WGBR.

JENNIFER WARNES "Ain't No Cure For Love" (Cypress/PolyGram) 6/3

Rotations: Heavy 0, Medium 4/1, Light 2/2, Total Adds 3, WSPD, WTKO, WJBC. Medium including WCCO, KTWO, KVEC.

MATT BIANCO "More Than I Can Bear" (Atlantic) 6/1

Rotations: Heavy 0, Medium 4/0, Light 2/1, Total Adds 1, WJBC. Medium: WCCO, WSPD, WTKO, KVEC. Light including WHBY.

AL JARREAU "Tell Me What I Gotta Do" (WB) 5/0

Rotations: Heavy 0, Medium 3/0, Light 2/0, Total Adds 0, Medium: WCCO, WSPD, KSL. Light: WHBY, WJBC.

POINTER SISTERS "Goldmine" (RCA) 5/0

Rotations: Heavy 0, Medium 2/0, Light 3/0, Total Adds 0, Medium: WICC, WPOE. Light: WNNR, WTKO, WSTU.

ARETHA FRANKLIN "Jimmy Lee" (Arista) 4/2

Rotations: Heavy 0, Medium 0, Light 4/2, Total Adds 2, KUGN, WSTU. Light including WGBR, KTWO.

KANSAS "All I Wanted" (MCA) 4/1

Rotations: Heavy 0, Medium 0, Light 4/1, Total Adds 1, WTKO. Light including WPOE, WMTR, WSTU.

DAN SEALS "You Still Move Me" (EMI America) 4/0

Rotations: Heavy 0, Medium 1/0, Light 3/0, Total Adds 0, Medium: WHBY. Light: WTKO, WGBR, WCIL.

JOURNEY "I'll Be Alright Without You" (Columbia) 3/3

Rotations: Heavy 0, Medium 1/1, Light 2/2, Total Adds 3, KBOI, WPOE, WMTR.

JETS "You Got It All" (MCA) 3/2

Rotations: Heavy 0, Medium 2/1, Light 1/1, Total Adds 2, WGBR, WASK. Medium including WHBY.

MICHAEL JOHNSON "Give Me Wings" (RCA) 3/1

Rotations: Heavy 0, Medium 2/0, Light 1/1, Total Adds 1, WTKO. Medium: WCCO, WHBY.

KOOL & THE GANG "Victory" (Mercury/PolyGram) 3/1

Rotations: Heavy 0, Medium 3/1, Light 0, Total Adds 1, WICC. Medium including WNNR, WSTU.

MATTHEW SWEET "Save Time For Me" (Columbia) 3/1

Rotations: Heavy 0, Medium 0, Light 3/1, Total Adds 1, WTKO. Light including WPOE, KTWO.

BOBBY VINTON "Blue Velvet" (Epic) 3/0

Rotations: Heavy 0, Medium 0, Light 3/0, Total Adds 0, Light: WCCO, WPOE, WTKO.

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BREAKERS

ARETHA FRANKLIN
Jimmy Lee (Arista)

56% of our reporters on it. Rotations: Heavy 0, Medium 20, Light 35, Total Adds 28 including WSB-FM, KVIL, WSNY, KIFM, WKYE, WKGW, KQ99, KDUK, KWAU, KWFN. Debuts at number 28 on the AC chart.

POINTER SISTERS
Goldmine (RCA)

55% of our reporters on it. Rotations: Heavy 3, Medium 37, Light 14, Total Adds 6, WSNY, KVIL, K101, KEZR, KWAU, WBOW. Debuts at number 26 on the AC chart.

L. RONSTADT & N. RIDDLE ORCHESTRA
When You Wish Upon A Star (Elektra)

54% of our reporters on it. Rotations: Heavy 1, Medium 26, Light 26, Total Adds 8, LOVE94, WAEB, WLAC-FM, WING, WLHT, WFMK, WHNN, KRNO. Debuts at number 30 on the AC chart.

NEW & ACTIVE

TINA TURNER "Two People" (Capitol) 49/11

Rotations: Heavy 3/0, Medium 30/5, Light 16/6, Total Adds 11, KVIL, WKYE, WXTX, WIVY, U102, WGLL, WCHV, WAEB, KFSB, KYJC, KRNO. Heavy: KOST, WPPA, KALE. Medium including WPIX, WHTX, 2WD, WMMJ, WSKI, WQHQ.

JETS "You Got It All" (MCA) 46/9

Rotations: Heavy 0, Medium 26/3, Light 20/6, Total Adds 9, KOST, WKYE, WXTX, KQ99, WTRX, KDUK, WAHR, KRLB, KRNO. Medium including KHLY, WKGW, WTFM, WNAM, WKNE, WSKI, WQHQ, WTNV, WCHV, WGSV, WAGE.

KOOL & THE GANG "Victory" (Mercury/PolyGram) 46/5

Rotations: Heavy 4/0, Medium 21/1, Light 21/4, Total Adds 5, WSNY, KEY103, WHNN, KWFN, WKYX. Heavy: WRKA, WPPA, WCHV, WORG. Medium including KVIL, WAEB, WKYE, WLACFM, KIOA, KMZQ, WGLL, WSKI, WSKY, WAGE.

HUEY LEWIS & THE NEWS "Hip To Be Square" (Chrysalis) 42/3

Rotations: Heavy 16/0, Medium 24/2, Light 2/1, Total Adds 3, WMYX, KKUA, WCHV. Heavy: WSNY, 2WD, B100, WKYE, U102, WRKA, WIZD, WNAM, WGLL, WSKI, WPPA, WCKQ, KRLB, WAEB, WFFX, K99.

JEFFREY OSBORNE "In Your Eyes" (A&M) 41/18

Rotations: Heavy 0, Medium 14/3, Light 27/15, Total Adds 18 including WARM98, WMMJ, WMYX, KEY103, WSKI, WTNV, WGSV, KTYL, WMTFM, KFSB. Medium including KOST, WTFM, KMZQ, WKNE, WSKY, WCKQ, WCHV, WORG, WAEB, WBGM, KALE.

EL DeBARGE "Someone" (Gordy/Motown) 41/18

Rotations: Heavy 0, Medium 18/5, Light 23/13, Total Adds 18 including WOMC, KS94, KYKY, KIFM, KELT, WSTF, WMMJ, WSKI, WCHV, WKYX. Medium including KOST, KMZQ, WEIM, WKNE, WPPA, WCKQ, WORG, WBGM, WJON, KALE.

DOON JOHNSON "Heartache Away" (Epic) 37/8

Rotations: Heavy 11/1, Light 26/7, Total Adds 8, WIZD, KIOA, KQ99, WTRX, WCHV, KRLB, WMTFM, KWBE. Medium including WKYE, KRAV, WGLL, WSKI, WSKY, KTYL, WJON, WBOW, KKL, KALE.

LIONEL RICHIE "Ballerina Girl" (Motown) 35/35

Rotations: Heavy 1/1, Medium 10/10, Light 24/24, Total Adds 35 including WLTS, WOMC, KYKY, KOST, WKYE, WXTX, WTFM, WRKA, KIOA, WTRX, KRAV, WMMJ, WQHQ, WPPA, WCKQ, WGSV, KRLB, WORG, WBGM, WZLQ, KFSB.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 BILLY OCEAN	99/0	86	13	0
2 BRUCE HORNSBY & THE RANGE	91/0	81	8	2
3 BENJAMIN ORR	99/2	75	22	2
4 RIC OCASEK	94/2	68	25	1
5 MIAMI SOUND MACHINE	95/1	59	33	3
6 LIONEL RICHIE	82/0	57	19	6
7 GREGORY ABBOTT	90/5	54	31	5
8 HUMAN LEAGUE	80/0	47	28	5
9 BILLY JOEL	97/4	36	53	8
10 BOSTON	72/1	47	22	3
11 PETER CETERA with AMY GRANT	67/0	32	23	12
12 SERGIO MENDES BRASIL '86	83/3	42	33	8
13 DARYL HALL	78/1	39	34	5
14 MADONNA	72/0	28	38	6
15 ANITA BAKER	87/7	18	55	14
16 LINDA RONSTADT & JAMES INGRAM	79/5	31	39	9
17 BEN E. KING	71/8	16	47	8
18 CHICAGO	79/16	10	51	18
19 OMD	70/6	21	40	9
20 AMY GRANT	68/8	12	44	12
21 TOTO	47/0	10	27	10
22 HOWARD HEWETT	61/0	12	39	10
23 KENNY ROGERS	46/0	21	18	7
24 HUEY LEWIS & THE NEWS	42/3	16	24	2
25 CARLY SIMON	39/1	2	25	12
26 POINTER SISTERS	54/6	3	37	14
27 TINA TURNER	49/11	3	30	16
28 ARETHA FRANKLIN	55/28	0	20	35
29 AIR SUPPLY	50/0	4	30	16
30 L. RONSTADT & N. RIDDLE ORCHESTRA	53/8	1	26	26

MOST ADDED

- LIONEL RICHIE (35)
- ARETHA FRANKLIN (28)
- EL DeBARGE (18)
- JEFFREY OSBORNE (18)
- CHICAGO (16)
- JOURNEY (16)
- COREY HART (15)
- JERMAINE JACKSON (15)
- KANSAS (15)
- BILLY VERA & THE BEATERS (12)

HOTTEST

- BRUCE HORNSBY & THE RANGE (77)
- BILLY OCEAN (62)
- BENJAMIN ORR (40)
- RIC OCASEK (39)
- LIONEL RICHIE (29)
- MIAMI SOUND MACHINE (27)
- GREGORY ABBOTT (26)
- HUMAN LEAGUE (26)
- BOSTON (25)
- LINDA RONSTADT & JAMES INGRAM (18)

PAUL SIMON "Graceland" (WB) 35/3

Rotations: Heavy 7/0, Medium 19/1, Light 9/2, Total Adds 3, KVIL, WAEB, WCHV. Heavy: WSFL, KDUK, KWAU, WEIM, WSKY, WJON, KALE. Medium including KGW, KHLY, KIFM, KEY103, WMMJ, WSKI, WTNV, WAHR, WAEB, WBGM.

GLASS TIGER "Someday" (Manhattan) 34/6

Rotations: Heavy 2/0, Medium 19/3, Light 13/3, Total Adds 6, KVIL, WMYX, WAEB, WZLQ, WFFX, WXSU. Heavy: WCKQ, KALE. Medium including WHTX, K101, WKYE, WTFM, WSKI, WQHQ, WTNV, WCHV, WBGM, WMTFM, KKL, K99.

EURYTHMICS "Thorn In My Side" (RCA) 34/0

Rotations: Heavy 3/0, Medium 14/0, Light 17/0, Total Adds 0. Heavy: WKYE, WQSW, KALE. Medium: KIFM, WAEB, WTFM, WSFL, WEIM, WGLL, WSKI, WQHQ, WSKY, WCKQ, WAEB, KTYL, WJON, KKL, Light including KEY103, WNAM, WING.

KANSAS "All I Wanted" (MCA) 32/15

Rotations: Heavy 0, Medium 16/5, Light 16/10, Total Adds 15 including KVIL, B100, K101, WAEB, WEIM, WSKI, WQHQ, WPPA, WJON, WBOW, KKL, Medium including 2WD, WMMJ, WKYE, WCKQ, WAGE, WBGM, KYJC, KQSW, KALE.

EVERYTHING BUT THE GIRL "Don't Leave Me Behind" (Sire/WB) 31/0

Rotations: Heavy 1/0, Medium 19/0, Light 11/0, Total Adds 0. Heavy: KQSW, KIFM, WIZD, WNAM, WEIM, WSKI, WQHQ, WTNV, WPPA, WSKY, WCHV, WGSV, WORG, WBGM, WJON, WBOW, KKL, KYJC, KMGQ, KALE.

PRETENDERS "Don't Get Me Wrong" (Sire/WB) 28/4

Rotations: Heavy 9/0, Medium 10/1, Light 9/3, Total Adds 4, WSNY, KEY103, KRLB, KTYL. Heavy: KVIL, 2WD, K101, KDUK, WSKI, WSKY, WFFX, KQSW, KALE. Medium including B100, KIFM, WKYE, WCKQ, WORG, WZLQ.

ICEHOUSE "Paradise" (Chrysalis) 28/1

Rotations: Heavy 0, Medium 7/0, Light 21/1, Total Adds 1, WBGM. Medium: KIFM, WEIM, WTNV, WSKY, WAGE, KTYL, KALE. Light including WAEB, WSFL, WNAM, WTRX, WCKQ, WGSV, KRLB, WORG, WZLQ, KFSB, WJON, WBOW.

SIGNIFICANT ACTION

DEEVEE "Who's On The Line" (Chrysalis) 24/10

Rotations: Heavy 0, Medium 3/1, Light 21/9, Total Adds 10, WTFM, KIOA, WGLL, WSKI, WCHV, WORG, WAEB, KKL, KYJC, KQSW. Medium including KIFM, KALE. Light including WAEB, WNAM, WEIM, WAGE, WKYX, WBGM, WJON, WBOW.

JOURNEY "I'll Be Alright Without You" (Columbia) 19/16

Rotations: Heavy 0, Medium 3/3, Light 16/13, Total Adds 16, WMMJ, KIFM, WAEB, KEY103, KRAV, WQHQ, WSKY, WCKQ, WCHV, WKYX, WBGM, WZLQ, WFFX, KTYL, KKL, KQSW. Light including WAEB, WBOW, KALE.

COREY HART "I Can't Help Falling In Love" (EMI America) 16/15

Rotations: Heavy 0, Medium 3/3, Light 13/12, Total Adds 15, 2WD, WMMJ, WEIM, WGLL, WSKI, WQHQ, WCHV, WGSV, WAEB, WBGM, KTYL, WJON, KKL, KYJC, KALE. Light including WCKQ.

BILLY VERA & THE BEATERS "At This Moment" (Rhino) 16/12

Rotations: Heavy 0, Medium 7/4, Light 9/8, Total Adds 12, WHTX, 2WD, WMYX, WIVY, WTRX, WEIM, WKNE, WSKI, WPPA, WSKY, WAEB, KYJC. Medium including B100, WBGM, WMTFM. Light including KMGQ.

ROBERT PALMER "Riptide/Get It Through Your Heart (Medley)" (Island) 16/5

Rotations: Heavy 0, Medium 4/0, Light 12/5, Total Adds 5, WCHV, WORG, WAEB, WJON, WBOW. Medium: WEIM, WSKY, WBGM, KALE. Light including WAEB, WTFM, WQHQ, WCKQ, WAGE, WZLQ, KQSW.

MATTHEW SWEET "Save Time For Me" (Columbia) 16/1

Rotations: Heavy 0, Medium 2/0, Light 14/1, Total Adds 1, WBGM. Medium: WNAM, KALE. Light including WTFM, KIOA, WTRX, WCHV, WGSV, WORG, WAEB, KTYL, KFSB, WJON, WBOW, KYJC, KQSW.

JERMAINE JACKSON "Words Into Action" (Arista) 15/15

Rotations: Heavy 0, Medium 0, Light 15/15, Total Adds 15, WAEB, WNAM, WEIM, WSKI, WPPA, WCKQ, WAGE, WORG, WAEB, WBGM, WZLQ, WFFX, KTYL, WJON, KKL.

PHYLLIS HYMAN "Old Friend" (PIR/Manhattan) 13/0

Rotations: Heavy 1/0, Medium 5/0, Light 7/0, Total Adds 0. Heavy: KOST. Medium: WEIM, WSKY, WBGM, WJON, KQSW. Light: KKL, WNAM, WSKI, WQHQ, WCHV, KKL, KMGQ.

WANG CHUNG "Everybody Have Fun Tonight" (Geffen) 12/4

Rotations: Heavy 3/0, Medium 5/1, Light 4/3, Total Adds 4, U102, WING, KIOA, WQHQ. Heavy: B100, KRLB, K99. Medium including WIVY, WRKA, KRAV, WFFX. Light including KALE.

SURVIVOR "Is This Love" (Scotti Bros./CBS) 12/3

Rotations: Heavy 0, Medium 7/1, Light 5/2, Total Adds 3, 2WD, WXTX, WENS. Medium including WLLT, WMMJ, K101, WIVY, WRKA, K99. Light including WHTX, B100, WZLQ.

GLORIA LORING "Don't Let Me Change The Way You Are" (Atlantic) 11/3

Rotations: Heavy 1/0, Medium 3/0, Light 7/3, Total Adds 3, WMYX, WKYE, KQSW. Heavy: WEIM. Medium: KGW, WBGM, WBOW. Light including KIOA, WKNE, WQHQ, WAEB.

LIONEL RICHIE "Deep River Woman" (Motown) 11/2

Rotations: Heavy 1/0, Medium 9/2, Light 1/0, Total Adds 2, WPIX, 2WD. Heavy: WMMJ. Medium including WLTF, U102, WEZS, 3WM, KMZQ, KWFN, WAHR. Light: KS94.

MADONNA "Open Your Heart" (Sire/WB) 10/10

Rotations: Heavy 0, Medium 1/1, Light 9/9, Total Adds 10, WAEB, WKYE, WIVY, WRKA, WSTF, WEIM, WPPA, WCKQ, KRLB, K99.

BOB SEGER & THE SILVER BULLET BAND "Miami" (Capitol) 10/3

Rotations: Heavy 0, Medium 5/2, Light 5/1, Total Adds 3, LOVE94, WCHV, WAHR. Medium including WBGM, KQSW, KALE. Light including WMMJ, WQHQ, WZLQ, KTYL.

MICHAEL JOHNSON "Give Me Wings" (RCA) 10/1

Rotations: Heavy 1/0, Medium 2/0, Light 7/1, Total Adds 1, WAEB. Heavy: WAHR. Medium: WEIM, WBGM. Light including WSKI, KRLB, WZLQ, WMTFM, WJON, KYJC.

VANGELIS "Hymne" (Polydor/PolyGram) 10/0

Rotations: Heavy 1/0, Medium 4/0, Light 5/0, Total Adds 0. Heavy: WCHV. Medium: WNIC, WQHQ, WBGM, WBOW. Light: WSKI, WCKQ, WAGE, WKYX, WMTFM.

ROD STEWART "Every Beat Of My Heart" (WB) 9/5

Rotations: Heavy 0, Medium 2/1, Light 7/4, Total Adds 5, WQHQ, WSKY, WORG, KYJC, KALE. Medium including WEIM. Light including WKYX, WBGM, K99.

STEVE MILLER BAND "I Want To Make The World Turn Around" (Capitol) 8/1

Rotations: Heavy 2/0, Medium 5/0, Light 1/1, Total Adds 1, WKYE. Heavy: WSKY, KQSW. Medium: WMMJ, KIFM, KDUK, WCHV, KALE.

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 8-24 stations. Records with substantial heavy and medium rotation airplay 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.

RADIO & RECORDS NATIONAL AIRPLAY

AOR ALBUMS

Three Weeks Two Weeks 1st Week

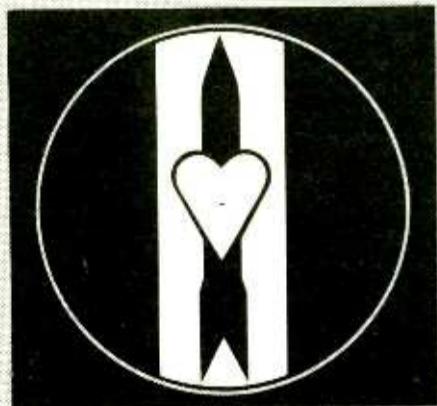
172 REPORTS

NOVEMBER 28, 1986

Total Reports/Adds Power Heavy Medium

Three Weeks	Two Weeks	1st Week	Rank	Artist/Album (Label)	Tracks	Total Reports/Adds	Power	Heavy	Medium
—	1	1	1	1 BRUCE SPRINGSTEEN & THE E... /Live/1975-85 (Col.)	"War" (142) "Fire" (120) "Because" (81)	163+/2	53-	138+	24+
1	2	2	2	2 BOSTON /Third Stage (MCA)	"Ready" (140) "Cool" (135) "Can'tcha" (38)	152-/0	66+	141+	9-
2	3	3	3	3 PRETENDERS /Get Close (Sire/WB)	"My Baby" (135) "Don't" (92) "Room" (73)	165+/2	37-	135-	28+
7	6	5	4	4 STEVE MILLER BAND /Living In The 20th Century (Capitol)	"I Want" (164) "Nobody" (31) "I Wanna" (20)	166=/1	56+	144+	20-
—	—	—	5	5 ERIC CLAPTON /August (Duck/WB)	"It's In The Way" (145) "Tearing" (83) "Miss" (27)	157+/26	29+	98+	58+
3	4	6	6	6 BILLY IDOL /Whiplash Smile (Chrysalis)	"Gun" (109) "Lover" (84) "Soul" (22)	145-/3	26-	83-	56+
8	10	7	7	7 BRUCE HORNSBY & THE RANGE /The Way It Is (RCA)	"Western" (118) "The Way" (58) "Down" (10)	151+/17	19-	79-	66+
15	13	8	8	8 GEORGIA SATELLITES /Georgia Satellites (Elektra)	"Keep" (151) "Railroad" (3) "The Myth" (2)	154-/1	36+	118+	35-
17	15	10	9	9 BENJAMIN ORR /The Lace (Elektra)	"Stay" (143) "Too Hot" (11) "In Circles" (4)	153-/1	29+	109+	42-
5	5	4	10	10 COLOR OF MONEY /Soundtrack (MCA)	"Who Owns" (155) "Standing" (2)	157-/0	30-	110+	46-
12	14	13	11	11 BON JOVI /Slippery When Wet (Mercury/PG)	"Wanted" (120) "Livin'" (30) "You Give Love" (20)	135+/3	16+	68-	63+
11	12	12	12	12 STEVE WINWOOD /Back In The High Life (Island/WB)	"Back" (126) "Freedom" (24) "Finer Things" (6)	140-/3	11+	65-	72=
22	20	17	13	13 KANSAS /Power (MCA)	"All I Wanted" (128) "Power" (34) "Silhouettes" (3)	140+/3	19+	84+	51-
16	16	14	14	14 DAVID & DAVID /Boomtown (A&M)	"Swallowed" (135) "Welcome" (15) "Alone" (3)	140-/2	8=	66+	71-
10	8	9	15	15 KBC BAND /KBC Band (Arista)	"It's Not You" (90) "America" (64) "Hold Me" (7)	133-/1	15-	66-	56+
9	9	11	16	16 RIC OCASEK /This Side Of Paradise (Geffen)	"True To You" (132) "Emotion" (11) "Laughing" (9)	146-/4	9=	69-	73-
20	21	20	17	17 PETER GABRIEL /So (Geffen)	"Big Time" (113) "That Voice" (26) "Don't Give" (3)	126+/18	7+	48+	69+
—	25	21	18	18 STEVIE RAY VAUGHAN & DOUBLE TROUBLE /Live Alive (Epic)	"Superstition" (135) "Willie" (5) "Pride" (3)	139+/4	3+	43+	89-
18	18	18	19	19 EDDIE MONEY /Can't Hold Back (Columbia)	"We Should" (100) "I Wanna" (20) "Endless" (14)	117-/3	13-	42-	71-
4	11	16	20	20 HUEY LEWIS & THE NEWS /Fore! (Chrysalis)	"Jacob's" (58) "Whole Lotta" (46) "I Know" (21)	105-/4	6-	53-	45=
29	26	25	21	21 LONE JUSTICE /Shelter (Geffen)	"Shelter" (126) "I Found" (10) "The Gift" (1)	128-/1	4=	39+	78-
25	24	22	22	22 R.E.M. /Lifes Rich Pageant (IRS/MCA)	"Superman" (113) "Cuyahoga" (2) "Fall" (1)	113-/1	2-	39-	65-
—	—	—	23	23 KINKS /Think Visual (MCA)	"Rock" (95) "Working" (25) "Lost" (12)	121 /37	1	14	96
6	7	15	24	24 JOHN FOGERTY /Eye Of The Zombie (WB)	"Change" (69) "Headlines" (23) "Knockin'" (19)	89-/1	6-	42-	41+
13	17	19	25	25 TALKING HEADS /True Stories (Sire/WB)	"Puzzlin'" (58) "Love" (25) "Wild" (17)	80-/4	5-	37-	38-
—	35	30	26	26 ROBERT CRAY BAND /Strong Persuader (Mercury/PG)	"Smoking Gun" (128) "I Guess" (3) "Right" (2)	130+/17	1=	13+	99+
—	—	—	27	27 BOB GELDOF /Deep In The Heart Of Nowhere (Atlantic)	"This" (119) "Rock" (3) "Pouring" (2)	121 /12	2	21	85
27	27	26	28	28 SURVIVOR /When Seconds Count (Scotti Bros/CBS)	"Is This Love" (99) "How Much" (1) "Keep" (1)	100-/0	11-	51+	45-
28	28	27	29	29 PAUL SIMON /Graceland (WB)	"Graceland" (91) "Can Call" (6) "Diamonds" (6)	96-/3	4=	29+	57-
—	36	31	30	30 JASON & THE SCORCHERS /Still Standing (EMI America)	"Golden Ball" (116) "19th Nervous" (1)	117+/8	1+	12+	85+
26	23	23	31	31 STABILIZERS /Tyranny (Columbia)	"One Simple Thing" (100) "Underground" (2)	101-/2	6+	27-	68-
19	19	24	32	32 GENESIS /Invisible Touch (Atlantic)	"Confusion" (59) "Tonight" (10) "Deep" (8)	69-/2	12-	44-	20-
32	32	29	33	33 BILLY SQUIER /Enough Is Enough (Capitol)	"Shot" (99) "Hero" (4) "Silence" (3)	104-/4	0-	18+	75-
35	34	33	34	34 SMITHEREENS /Especially For You (Enigma)	"Behind" (86) "Blood" (12) "Strangers" (3)	98+/8	1=	12=	67+
—	—	35	35	35 BILLY JOEL /The Bridge (Columbia)	"Time" (68) "Running" (4) "Trust" (3)	73+/14	9+	31+	39+
—	—	36	36	36 PAUL YOUNG /Between Two Fires (Columbia)	"Some People" (83) "Long Run" (3) "Between" (3)	89+/9	1-	13+	61+
24	29	28	37	37 TRIUMPH /The Sport Of Kings (MCA)	"Tears" (73) "Night" (2) "Don't Love" (2)	76-/2	5=	23=	46-
30	30	32	38	38 BAD COMPANY /Fame And Fortune (Atlantic)	"Fame" (64) "This Love" (8) "Valerie" (1)	72-/4	2+	21+	44-
33	—	37	39	39 TIMBUK3 /Greetings From Timbuk3 (IRS/MCA)	"Life Is" (53) "The Future's" (22) "Hairstyles" (1)	70+/17	3=	13-	46+
—	—	—	40	40 WORLD PARTY /Private Revolution (Chrysalis)	"Ship" (79) "Private" (8) "True" (3)	86+/16	0=	6+	56+

LOVE AND ROCKETS



"All In My Mind"

R&R New Artists Album #6

#1 CMJ and GAVIN Alternative (4 Weeks!)

And Taking Off At ...
**WBRU, WBCN, WFNX, WQBK, WHFS,
 WLIR, KBAT, KWIC, KROQ, 91X,
 KFOG, KOME, KAZY, KZEL**

And Many More!

On Tour Through Christmas **RCA**

BREAKERS.

ERIC CLAPTON

August (Duck/WB)

91% of our reporters on it.

BOB GELDOF

Deep In The Heart Of Nowhere (Atlantic)

70% of our reporters on it.

KINKS

Think Visual (MCA)

70% of our reporters on it.

NEW & ACTIVE

JOHN PARR "Running The Endless Mile" (Atlantic) 67/2 (68/7)

Adds: KLOS, KISS, Heavy 9: KSHE, WPYX, WPLR, WCMF, WEZX, KRIX, KRNA, KQWB, KRQU, Medium 47 including WBAB, WNEW, WXRK, WHJY, WSHE, WLVO, KYYS, KQRS, KZAP, KOME.

EUROPE "The Final Countdown" (Epic) 59/15 (45/10)

Adds including WBAB, WQVE, WNOR, KSHE, WOUR, WYV, WAPL, KILO, KKDJ, WWWV, Heavy 1: KRQU, Medium 34 including WXRK, WSHE, WQFM, KGB, KOME, WPYX, KNCN, KJOT, KNAC, KDJK.

ZEBRA "3.V" (Atlantic) 51/4 (49/5)

Adds: WNOR, WQFM, WEZX, WKQZ, Powers 1, Heavy 3: WBAB, WCCC, WHMD, Medium 32 including WNEW, KGB, KOME, WPYX, WPDH, KNCN, WKDF, KISS, WAPL, WKKE.

IGGY POP "Blah, Blah, Blah" (A&M) 49/13 (44/4)

Adds including WNEW, WHJY, KMET, WHTF, WLNZ, WKQZ, WQBK, WRKI, WWWV, Powers 1, Heavy 7: WBCN, WXRK, KROQ, 91X, WHFS, KTCL, KRQU, Medium 29 including WBAB, WXRT, WLVO, WQFM, KFOG, KLB, WLAV, KILO, KLPX, KTYD.

VAN HALEN "5150" (WB) 39/5 (39/18)

Adds: WTUE, KOZZ, KQWB, WWUV, WWTR, Heavy 3: KBPI, KISW, WAQY, Medium 26 including WBAB, WQVE, WRIF, KSHE, WAPL, KATT, KJOT, KLPX, WRKI, WGIR.

RAINMAKERS "The Rainmakers" (Mercury/PolyGram) 35/8 (34/3)

Adds including WLLZ, WLAV, WEGR, WEZX, KATP, Heavy 0, Medium 24 including KYYS, KBCO, KUPD, WHFS, WAPL, KQDS, KEZO, KZEL, KQWB.

JOURNEY "Raised On Radio" (Columbia) 33/25 (9/3)

Adds including KWIC, WRUF, WYMG, KSQY, WKQZ, KPOI, KZOO, Powers 1, Heavy 4: KTXQ, KGB, WPLR, WHMD, Medium 20 including WQVE, WYNF, WKLC, WCCC, WKRR, WKDF, WWTR.

Continued on Page 71

NEW ARTISTS

Albums

Reports/Adds

- 1 **WORLD PARTY**/Private Revolution (Chrysalis) **86/16**
- 2 **EUROPE**/The Final Countdown (Epic) **59/15**
- 3 **RAINMAKERS**/Rainmakers (Mercury/Pg) **35/8**
- 4 **DON DIXON**/Most Of The Girls Like... (Enigma) **28/3**
- 5 **BRIAN SPENCE**/Brothers (Polydor/Pg) **27/4**
- 6 **LOVE & ROCKETS**/Express (Big Time/RCA) **23/5**
- 7 **PRICE-SULTON**/Lights On (CBS Associated) **27/7**
- 8 **WOODENTOPS**/Giants (Columbia) **15/2**
- 9 **STRYPER**/To Hell With The Devil (Enigma) **13/4**
- 10 **BLACK 'N' BLUE**/Nasty Nasty (Geffen) **12/2**

Tracks

- 1 **SMITHEREENS**/Behind The Wall... (Enigma)* **86/10**
- 2 **WORLD PARTY**/Ship Of Fools (Chrysalis) **79/17**
- 3 **KBC BAND**/America (Arista)* **64/25**
- 4 **EUROPE**/The Final Countdown (Epic) **54/16**
- 5 **TIMBUK3**/Life Is Hard (IRS/MCA)* **53/19**
- 6 **IGGY POP**/Real Wild Child (A&M)* **38/20**
- 7 **RAINMAKERS**/Downstream (Mercury/Pg) **31/7**
- 8 **BRIAN SPENCE**/Hear It From The... (Mercury/Pg) **27/4**
- 9 **DON DIXON**/Praying Mantis (Enigma) **26/3**
- 10 **TESLA**/Modern Day Cowboy (Geffen) **22/12**

New Artists are those who have never had an AOR Breaker. Asterisks (*) indicate additional tracks from albums which have already been Breakers and thus no longer appear among the albums listed.

RADIO & RECORDS NATIONAL AIRPLAY

AOR TRACKS

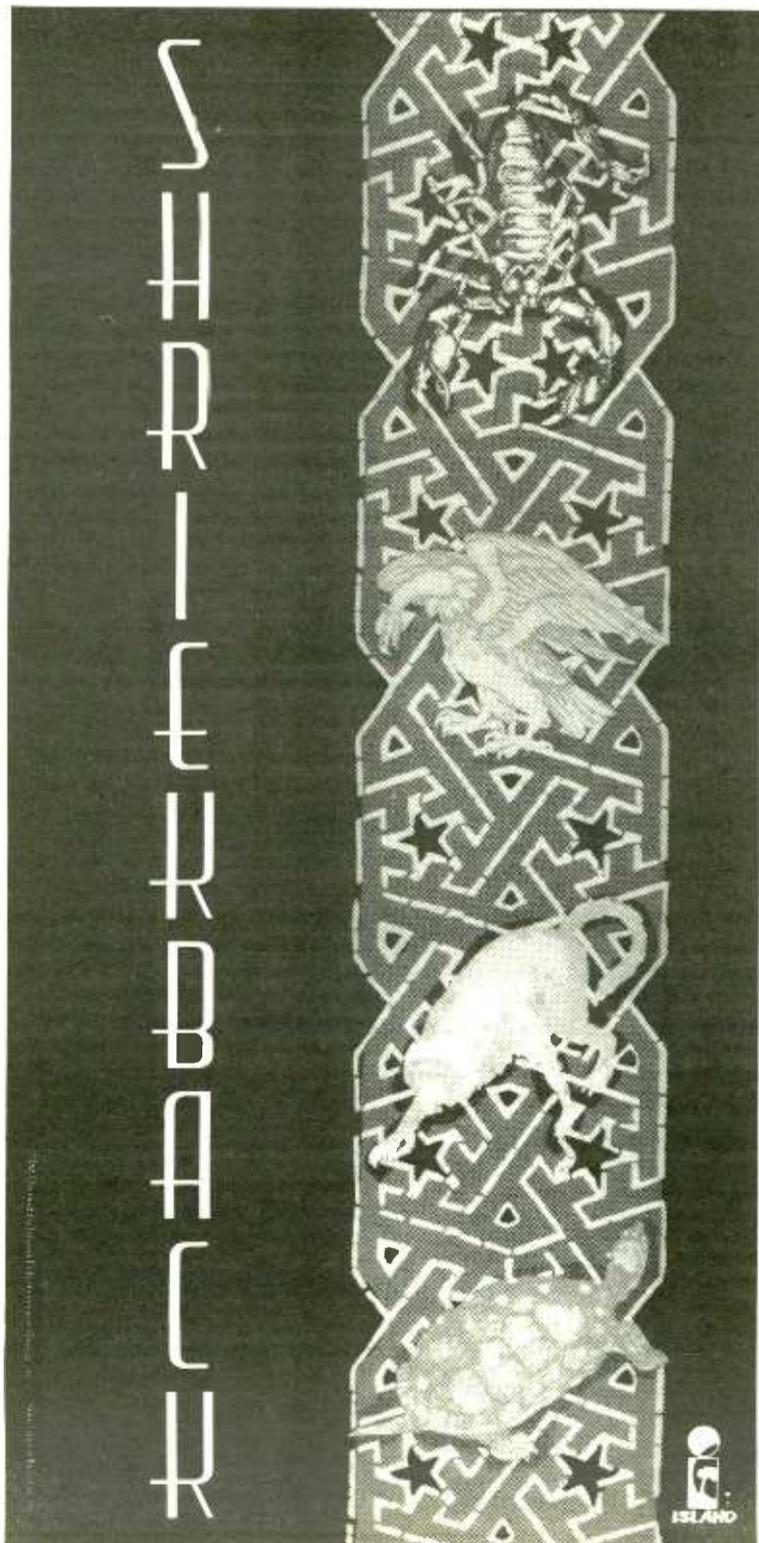
172 REPORTS

Three Weeks	Two Weeks	Last Week		Reports/Adds	Power	Heavy	Medium
4	1	1	1 STEVE MILLER BAND/I Want To Make... (Capitol)	164-/1	56+	144+	17-
5	4	3	2 BOSTON/We're Ready (MCA)	140-/1	52+	130+	10-
9	6	4	3 GEORGIA SATELLITES/Keep Your Hands To Yourself (Elektra)	151-/1	36+	117+	34-
-	8	2	4 BRUCE SPRINGSTEEN & THE E STREET BAND/War (Columbia)	142-/6	50-	123-	18+
8	5	5	5 DON HENLEY/Who Owns This Place? (Geffen; MCA)	155=/1	30+	108+	46-
11	10	7	6 BENJAMIN ORR/Stay The Night (Elektra)	143-/1	29+	106+	35-
27	14	9	7 ERIC CLAPTON/It's In The Way You Use It (Duck/WB)	145 /15	29	95	50
16	15	11	8 PRETENDERS/My Baby (Sire/WB)	135-/6	9+	81+	51-
18	16	14	9 BOSTON/Cool The Engines (MCA)	135+/12	15+	74+	56+
24	18	15	10 KANSAS/All I Wanted (MCA)	128+/4	19+	82+	43-
14	13	13	11 DAVID & DAVID/Swallowed By The Cracks (A&M)	135-/3	8+	61+	70-
12	12	12	12 RIC OCASEK/True To You (Geffen)	132-/8	8=	64+	65-
-	29	20	13 BRUCE SPRINGSTEEN & THE E STREET BAND/Fire (Columbia)	120+/14	11+	66+	49+
32	20	18	14 STEVIE RAY VAUGHAN & DOUBLE TROUBLE/Superstition (Epic)	135+/3	3+	42+	86-
40	30	21	15 STEVE WINWOOD/Back In The High Life Again (Island/WB)	126+/9	6+	56+	68-
31	25	17	16 BON JOVI/Wanted Dead Or Alive (Mercury/Pg)	120+/6	11+	56+	61-
1	2	6	17 PRETENDERS/Don't Get Me Wrong (Sire/WB)	92-/0	26-	79-	8-
-	-	38	18 BRUCE HORNSBY & THE RANGE/On The Western Skyline (RCA)	118+/37	3+	40+	72+
30	27	25	19 LONE JUSTICE/Shelter (Geffen)	126-/0	4=	39+	77-
-	54	31	20 PETER GABRIEL/Big Time (Geffen)	113+/20	6+	40+	66+
22	21	19	21 R.E.M./Superman (IRS/MCA)	113-/1	2-	39-	64-
2	3	8	22 BILLY IDOL/To Be A Lover (Chrysalis)	84-/1	24-	66-	15-
7	7	10	23 KBC BAND/It's Not You, It's Not Me (Arista)	90-/1	13-	55-	28-
35	33	30	24 BILLY IDOL/Don't Need A Gun (Chrysalis)	109+/14	2+	32+	72+
52	39	33	25 ROBERT CRAY BAND/Smoking Gun (Mercury/Pg)	128+/17	1=	13+	97+
29	26	26	26 SURVIVOR/Is This Love (Scotti Bros./CBS)	99-/0	11-	50+	46-
38	31	28	27 BOB GELDOF/This Is The World Calling (Atlantic)	119+/10	2-	21+	84=
26	23	23	28 EDDIE MONEY/We Should Be Sleeping (Columbia)	100-/4	8-	35-	62-
20	19	22	29 STABILIZERS/One Simple Thing (Columbia)	100-/2	6+	27-	67-
-	42	36	30 JASON & THE SCORCHERS/Golden Ball And Chain (EMI America)	116+/9	1+	12+	85+
-	48	37	31 BRUCE SPRINGSTEEN & THE E STREET BAND/Because... (Col.)	81+/22	4=	39+	39+
-	-	47	32 ANN WILSON/The Best Man In The World (Capitol)	107+/42	3+	18+	77+
6	11	24	33 BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)	58-/1	16-	50-	5-
43	36	35	34 BILLY SQUIER/Shot O' Love (Capitol)	99+/6	0=	15+	73-
34	32	32	35 PAUL SIMON/Graceland (WB)	91-/3	3=	23-	58-
-	-	40	36 KINKS/Rock 'N' Roll Cities (MCA)	95+/18	1=	11+	75+
3	9	16	37 JOHN FOGERTY/Change In The Weather (WB)	69-/0	5-	36-	27-
DEBUT	DEBUT	DEBUT	38 ERIC CLAPTON/Tearing Us Apart (Duck/WB)	83 /81	0	19	57
53	53	42	39 PRETENDERS/Room Full Of Mirrors (Sire/WB)	73+/18	2+	24+	45+
13	17	27	40 GENESIS/Land Of Confusion (Atlantic)	59-/2	10-	40-	15-
28	28	29	41 TRIUMPH/Tears In The Rain (MCA)	73-/2	5=	21-	45-
-	58	46	42 BRUCE SPRINGSTEEN & THE E STREET.../Raise Your Hand (Col.)	58+/9	3+	26+	31+
59	51	43	43 PAUL YOUNG/Some People (Columbia)	83+/7	1-	12+	58+
-	-	50	44 BILLY JOEL/This Is The Time (Columbia)	68+/13	8+	29+	35+
58	52	48	45 SMITHEREENS/Behind The Wall Of Sleep (Enigma)	86+/10	0=	9+	60+
19	22	34	46 TALKING HEADS/Puzzlin' Evidence (Sire/WB)	58-/1	3=	22-	33-
47	38	39	47 BAD COMPANY/Fame And Fortune (Atlantic)	64-/4	1+	16+	42-
39	44	44	48 HUEY LEWIS & THE NEWS/Jacob's Ladder (Chrysalis)	58+/9	2=	28+	26=
DEBUT	DEBUT	DEBUT	49 KBC BAND/America (Arista)	64+/25	0=	18+	35+
-	-	58	50 WORLD PARTY/Ship Of Fools (Chrysalis)	79+/17	0=	6+	49+
60	56	51	51 JOHN PARR/Blame It On The Radio (Atlantic)	64-/1	0=	9+	45-
45	45	45	52 CINDERELLA/Nobody's Fool (Mercury/Pg)	64-/1	2=	10+	44-
54	50	49	53 BOB SEGER & THE SILVER BULLET BAND/Miami (Capitol)	62-/5	0=	6+	48-
46	46	52	54 HUEY LEWIS & THE NEWS/Whole Lotta Lovin' (Chrysalis)	46-/1	1-	19-	25-
-	-	60	55 BRUCE SPRINGSTEEN & THE E STREET BAND/Seeds (Columbia)	39+/6	1=	16=	20+
44	47	55	56 HOWARD JONES/You Know I Love You . . . Don't You? (Elektra)	37-/0	4=	19-	17-
DEBUT	DEBUT	DEBUT	57 TIMBUK3/Life Is Hard (IRS/MCA)	53+/19	0=	5+	38+
DEBUT	DEBUT	DEBUT	58 VAN HALEN/Rock & Roll (WB)	48+/9	1+	5-	34+
50	55	56	59 BOSTON/Can'tcha Say/Still In Love (MCA)	38-/4	1-	12-	23=
DEBUT	DEBUT	DEBUT	60 EUROPE/The Final Countdown (Epic)	54+/16	0=	1+	32+

BREAKERS

BRUCE HORNSBY & THE RANGE
On The Western Skyline (RCA)
69% of our reporters on it.
PETER GABRIEL
Big Time (Geffen)
66% of our reporters on it.

BILLY IDOL
Don't Need A Gun (Chrysalis)
63% of our reporters on it.
ANN WILSON
The Best Man In The World (Capitol)
62% of our reporters on it.



RADIO & RECORDS NATIONAL AIRPLAY

AOR TRACKS

MOST ADDED

- ERIC CLAPTON/Apart (81)
- ANN WILSON/Best (42)
- BRUCE HORNSBY & THE RANGE/Skyline (37)
- ERIC CLAPTON/Miss (27)
- JOURNEY/Alright (25)
- KBC BAND/America (25)
- KINKS/Working (22)
- BRUCE SPRINGSTEEN & E ST./Night (22)
- PETER GABRIEL/Time (20)
- IGGY POP/Child (20)
- TIL TUESDAY/Coming (20)

HOTTEST

- STEVE MILLER BAND/Want (56)
- BOSTON/Ready (52)
- BRUCE SPRINGSTEEN & THE E ST./War (50)
- GEORGIA SATELLITES/Hands (36)
- DON HENLEY/Owns (30)
- BENJAMIN ORR/Stay (29)
- ERIC CLAPTON/Way (29)
- PRETENDERS/Don't (26)
- BILLY IDOL/Lover (24)
- KANSAS/Wanted (19)

CHART CLIMBERS

- BILLY SQUIER "Shot O' Love" (Capitol) 99/6 (98/12)**
 Adds: WSHE, WNOR, WKLC, WTKX, WRQK, KRAL. Heavy 15 including WXRK, KGB, KOME, KISS, KNAC, KQWB, KFMO. Medium 73 including WBAB, WNEW, WHJY, KTXQ, WRIF, KSHE, KBPI, KZAP, KRQR. Moves 35-34.
- KINKS "Rock 'N' Roll Cities" (MCA) 95/18 (77/77)**
 Adds including WBYP, KBPI, KGB, CFOX, WHEB, WEZX, WGIR. Heavy 11 including WBCN, WXRK, KRQR, WTPA, WPLR, WPDH, WMRY, WMGM, WXRK, KWHL. Medium 75 including WIYY, WBAB, WNEW, WMMR, WOVE, WHJY, WNOR, WRIF, KYYS, WQFM. Moves 40-36.
- SMITHEREENS "Behind The Wall Of Sleep" (Enigma) 86/10 (77/16)**
 Adds: KTXQ, WSHE, WNOR, KROQ, KOME, KISW, WTPA, WTUE, WIOT, KFMO. Heavy 9: WBCN, WXRK, WQFM, KQRS, 91X, WHFS, KBAT, KQWB, KTYD. Medium 60 including WNEW, WHJY, KYYS, KGB, KRQR, WCCC, WOUR, KNAC, KMJX, KQDS. Moves 48-45.
- ERIC CLAPTON "Tearing Us Apart" (Duck/WB) 83/81 (1/1)**
 Adds including KLOS, WCMF, WEZX, WOUR, WRQK, WTUE, KATT, KEZO, KZEL, WRKI. Heavy 19 including WNEW, WXRK, WOVE, KZAP, KRQR, KOME, WAPL, KILQ, WWWW. Medium 57 including WIYY, WKLS, KTXQ, WEBN, WLVO, KGON, WPKY, WZZO, WEGR, KICT. Debuts at #38.
- PAUL YOUNG "Some People" (Columbia) 83/7 (78/12)**
 Adds including KBCO, KRQR, WPLR, WZYZ, KRSP, KRIX. Heavy 12 including CHOM, WXRT, 91X, WTPA, WLIR, WWCT, KRNA, KQWB. Medium 58 including WNEW, WMMR, WKLS, WSHE, WNOR, WLVO, KFOG, WCCC, WPDH, WEZX. Remains at #43.
- BRUCE SPRINGSTEEN & THE E STREET BAND "Because The Night" (Columbia) 81/22 (70/25)**
 Adds including WBYP, WNEW, KYYS, KBPI, KDJQ, KSJO, WPDH, WOUR, WTUE, KOZZ. Heavy 39 including WXRK, WMMR, WOVE, WHJY, KZAP, KFOG, KRQR, KOME, WAPL, KILQ, WWWW. Medium 39 including WBAB, KTXQ, WNOR, WRIF, 91X, WZZO, KNAC, WKDF, KATT, KEZO. Moves 37-31.
- WORLD PARTY "Ship Of Fools" (Chrysalis) 79/17 (64/9)**
 Adds including KTXQ, WNOR, KBPI, KGON, WZZO, WKRR, KMJX, KATT, KEZO, KKDJ. Heavy 6: WBCN, WPLR, KLB, WFNX, KRNA, KTCL. Medium 49 including WNEW, WXRT, KYYS, KROQ, KRQR, WPKY, WEZX, KNAC, WTUE, KILQ. Moves 58-50.
- PRETENDERS "Room Full Of Mirrors" (Sire/WB) 73/18 (57/16)**
 Adds including WBCN, WCCC, WAQX, KWIC, KMJX, WTUE, KQDS, WWCT, KLPX, KFMF. Heavy 24 including WXRK, WMMR, WHJY, KTXQ, WXRT, WLVO, KFOG, KRQR, KOME, WAPL, KISS, KKDJ. Medium 45 including WIYY, WNEW, WNOR, KYYS, KZAP, 91X, KGB, WEZX, KNAC, WRXL. Moves 42-39.
- BILLY JOEL "This Is The Time" (Columbia) 68/13 (56/17)**
 Adds including WHEB, WEZX, KMJX, WKDF, KBAT, WORZ, WKGR, KGGO, KLPX. Heavy 29 including WBAB, WKLS, KTXQ, KINK, WCCC, WPDH, WKRR, WKQO, WFBQ. Medium 35 including WIYY, WOVE, WOUR, WRXL, WLAV, KJOT, WWWW, KFMZ. Moves 50-44.
- KBC BAND "America" (Arista) 64/25 (40/12)**
 Adds including WMMR, WOVE, WHJY, WNOR, WLUP, WCCC, WPDH, KZEL, KQWB, KOZZ. Heavy 18 including WLLZ, KBCO, KFOG, KRQR, KOME, KSJO, WTPA, KLB, WAPL, WWWW. Medium 35 including WBAB, KGON, KZAP, WPKY, WEZX, KNAC, WTUE, KATT, KILQ, KFMF. Debuts at #49.
- HUEY LEWIS & THE NEWS "Jacob's Ladder" (Chrysalis) 58/9 (54/5)**
 Adds: WPLR, WRQK, WFBQ, WQBK, WFXR, WXRK, KRQR, KFMZ, KSPN, KRFO. Heavy 28 including WOVE, KFOG, KISW, WPKY, WOUR, WKRR, KISS, KQDS, KILQ, KKDJ. Medium 26 including WIYY, WBAB, WMMR, WLVO, WRIF, KOME, WCMF, WKDF, KGGO, KJOT. Moves 44-48.
- BRUCE SPRINGSTEEN & THE E STREET BAND "Raise Your Hand" (Columbia) 58/9 (50/20)**
 Adds: WNEW, KYYS, KBPI, KSJO, WAQX, WOUR, KSTM, KRIX, WYMG. Heavy 26 including WXRK, WMMR, WOVE, KGB, KFOG, KOME, WPDH, WRQK, KILQ, KFMQ. Medium 31 including WBAB, KTXQ, WEBN, WRIF, WQFM, KQRS, 91X, WZZO, WKDF, WTUE. Moves 46-42.
- EUROPE "The Final Countdown" (Epic) 54/16 (39/8)**
 Adds including WBAB, WOVE, WNOR, KSHE, WOUR, WYV, WAPL, KILQ, KKDJ, WWWW. Heavy 1: KRQU. Medium 32 including WXRK, WSHE, WQFM, KGB, KOME, WPKY, KNAC, KJOT, KDJK, WGIR. Debuts at #60.
- TIMBUK3 "Life Is Hard" (IRS/MCA) 53/19 (35/20)**
 Adds including WOVE, WNOR, KMET, KZAP, WKLC, WDMA, KWIC, WTUE, WWWW, KQWB. Heavy 5: WXRT, WQFM, KLB, KILQ, KAZY. Medium 38 including KTXQ, 91X, KFOG, WRQK, KEZO, KJOT, KZEL, KLPX, WRKI, KOZZ. Debuts at #57.
- VAN HALEN "Rock & Roll" (WB) 48/9 (43/22)**
 Adds: WNOR, WEZX, KWIC, WTKX, KKDJ, KMBY, WBLM, WWWW, WZEW. Heavy 5: WBCN, WDMA, KISS, KNAC, KRIX. Medium 34 including WBAB, WNEW, WXRK, WHJY, KTXQ, WRIF, KSHE, KGB, KOME, WPKY. Debuts at #58.
- BRUCE SPRINGSTEEN & THE E STREET BAND "Seeds" (Columbia) 39/6 (34/11)**
 Adds: KYYS, KBPI, WAQX, WKRR, KSTM, WYMG. Heavy 16 including WNEW, WMMR, WOVE, KZAP, KGB, KFOG, KRQR, KILQ, KTYD. Medium 20 including WBAB, KTXQ, WNOR, WEBN, KMET, 91X, WZZO, WEZX, KNAC, KEZO. Moves 60-55.

NEW & ACTIVE

- ZEBRA "Can't Live Without" (Atlantic) 50/4 (48/5)**
 Adds: WNOR, WQFM, WEZX, WKQZ. Powers 1. Heavy 2: WCCC, WHMD. Medium 32 including WBAB, WNEW, KGB, KOME, WPKY, WPDH, KNAC, WKDF, KISS, WAPL.
- IGGY POP "Real Wild Child" (A&M) 38/20 (21/13)**
 Adds including WNEW, WHJY, KLB, KLPX, WRKI, WWWW, KTYD. Powers 1. Heavy 5: WXRK, KROQ, 91X, WHFS, KRQU. Medium 22 including WBAB, WBRU, WLLZ, KBCO, KDJK, KFOG, WDMA, WLAV, KILQ.
- VAN HALEN "Best Of Both Worlds" (WB) 35/5 (32/22)**
 Adds: WTUE, WWTR, WWWW, KQWB, KOZZ. Heavy 3: KBPI, KISW, WAQY. Medium 23 including WBAB, Q107, KZEW, WYFN, KSHE, WAPL, KJOT, KLPX, WRKI, WGIR.
- KANSAS "Power" (MCA) 34/5 (30/5)**
 Adds including WLLZ, WEGR, WONE, WZEW. Heavy 6: KISS, WAPL, KMOD, KRIX, KFMO, KWHL. Medium 24 including KQRS, KRQR, KLB, WTUE, KGGO, KQDS, KJOT, KZEL, KFMZ.
- TINA TURNER "Overnight Sensation" (Capitol) 34/1 (36/6)**
 Adds: WEZX. Heavy 5: WXRT, WPLR, KPOI, KSTM, KQWB. Medium 27 including WNEW, KTXQ, WNOR, KZAP, WCCC, WOUR, WKQO, KEZO, KILQ.
- TIL TUESDAY "Coming Up Close" (Epic) 33/20 (12/6)**
 Adds including WBCN, WNEW, WMMR, WHJY, WKDF, WRKI, WWWW, KRNA. Powers 2. Heavy 3 including KINK, KESI. Medium 22 including WBRU, KZEW, KBCO, WPLR, WONE, KAZY, KSTM, WBLM.
- RAINMAKERS "Downstream" (Mercury/PolyGram) 31/7 (31/3)**
 Adds: WLLZ, WKLC, WTPA, WEZX, KMJX, WEGR, WLAV. Heavy 0. Medium 19 including KYYS, KBCO, WHFS, WHEB, WOVE, KBAT, WAPL, KQDS, KEZO.
- STEVE MILLER BAND "Nobody But You Baby" (Capitol) 31/3 (28/11)**
 Adds: KLB, WKDF, KOZZ. Heavy 10 including KZEW, WQFM, KBCO, KRQR, WAPL, KMOD, WXRK, WWWW, KWHL. Medium 21 including KTXQ, KQRS, KLOS, KGON, KNAC, KATT, KZEL, WGIR, KFMO, KFMF.
- BON JOVI "Livin' On A Prayer" (Mercury/PolyGram) 30/15 (15/2)**
 Adds including WOVE, Q107, KQRS, KDJK, CFOX, WOUR, WAPL, WFBQ, KTYD. Powers 3. Heavy 12 including WBAB, WNEW, WXRK, KBPI, KISS, KILQ, WRKI. Medium 14 including WYFN, WEBN, WDMA, WAQX, KNAC, WQFM, WPKY.
- JOURNEY "I'll Be Alright Without You" (Columbia) 29/25 (4/3)**
 Adds including KWIC, WKQZ, KPOI, WRUF, KRIX, KSQY, WYMG. Heavy 2: WPLR, WHMD. Medium 18 including WOVE, WKLC, WCCC, WKDF, WFBQ, KJOT, KKDJ, KDJK, KLPX, WWTR.

- ERIC CLAPTON "Miss You" (Duck/WB) 27/27 (0/0)**
 Adds including WLLZ, WAQX, WRDU, KICT, KFMO, KEZE, WFNX, WXRK. Heavy 9: WOVE, WXRT, KQRS, KFOG, KRQR, KOME, WPDH, KLB, WMRY. Medium 17 including KISW, WTPA, WCMF, KISS, WLAV, KEZO, KOZZ.
- BRIAN SPENCE "Hear It From The Heart" (Polydor/PolyGram) 27/4 (27/5)**
 Adds: WOVE, WWCK, KJOT, KRQU. Heavy 0. Medium 19 including WLLZ, KSHE, KUPD, KOME, WEZX, KDJK, WWWW.
- DON DIXON "Praying Mantis" (Enigma) 26/3 (24/3)**
 Adds: WOVE, KMET, WQBK. Heavy 0. Medium 15 including WBRU, WHEB, WZYC, WRDU, WONE, WTUE, WMRY, KATP, KTYD.
- ROBIN TROWER "No Time" (GNP Crescendo) 26/3 (23/7)**
 Adds: WOUR, KFMF, KTCL. Heavy 0. Medium 18 including WBAB, KSHE, KDJK, KNAC, WKDF, WRQK, WTUE, KZEL.
- KINKS "Working At The Factory" (MCA) 25/22 (3/3)**
 Adds including WBYP, KZEW, 91X, KFOG, WPKY, WKRR, WRKI, KTYD. Heavy 2: WXRT, KRQR. Medium 21 including WMMR, WOVE, WKLS, KTXQ, WQFM, KQRS, KLB, KISS.
- TALKING HEADS "Love For Sale" (Sire/WB) 25/9 (18/1)**
 Adds including WBRU, WHTF, KKDJ, WMGM, KHQU, KZOO, KOZZ. Powers 1. Heavy 11 including WMMR, KTXQ, WNOR, KROQ, KFOG, WPDH, WWWW, KTYD. Medium 11 including DC101, 91X, WTPA, WEZX, KQDS, KZEL.
- JOAN JETT & THE BLACKHEARTS "Roadrunner" (Blackheart/CBS) 25/8 (19/7)**
 Adds: WBAB, WNOR, KMET, KROQ, WPDH, KATP, KQWB, KWHL. Heavy 5: WBCN, WXRK, WLIR, WAAF, KRIX. Medium 13 including WNEW, WMMR, KZEW, KGB, WHFS, WDMA, WHEB, WMGM, KRQU.
- OUTLAWS "One Last Ride" (Pasha/CBS) 25/7 (18/8)**
 Adds: WDMA, KWIC, WKQZ, WWWW, KRIX, KRNA, KZOO. Heavy 1: WYFN. Medium 14 including WNEW, KNAC, WYV, WTUE, KILQ, KZEL, KLPX.
- TESLA "Modern Day Cowboy" (Geffen) 22/12 (10/10)**
 Adds including WLLZ, KGB, WAQX, KMJX, KJOT, KILQ, KDJK. Heavy 0. Medium 11 including WBAB, KDJK, KISS, KNAC, KATP, WXRK.
- WANG CHUNG "Eyes Of The Girl" (Geffen) 21/9 (12/6)**
 Adds: WHJY, WKLS, WNOR, WDMA, WDIZ, KQDS, KICT, KILQ, KDJK, WKFM, WKL, KSQY. Powers 1. Heavy 1: WLVO. Medium 13 including WHCN, KEZO, KILQ, KZEL, WBLM, KATP, KSQY.
- LOVE & ROCKETS "All In My Mind" (Big Time/RCA) 21/6 (15/4)**
 Adds including WBRU, WIOQ, WHTF, KATT, KICT, KILQ, KDJK, WKFM, WKL, KSQY. Powers 1. Heavy 3: WHFS, WLIR, KTCL. Medium 12 including KROQ, 91X, KAZY, KKYC, WQBK, WFNX, KATP, KRQU.
- EDDIE MONEY "I Wanna Go Back" (Columbia) 20/15 (5/4)**
 Adds including WBYP, WIOQ, WHTF, KATT, KICT, KILQ, KDJK, WKFM, WKL, KSQY. Powers 1. Heavy 3: WLVO, KKDJ, KRNA. Medium 16 including WKLS, WEBN, KBPI, WZZO, WLAV, KRAL, KTYD.
- PRICE-SULTON "Shotgun Shy" (CBS Associated) 20/6 (14/6)**
 Adds: 91X, WDIZ, WMRY, KJOT, WMGM, KRQU. Heavy 0. Medium 12 including WLLZ, KROQ, WHTF, KNAC, KEZE, KATP, KRIX.
- STEVE MILLER BAND "I Wanna Be Loved (But By Only You)" (Capitol) 20/2 (19/7)**
 Adds: WBYP, WYV. Heavy 4 including KFOG, KRQR, WLAV. Medium 16 including WEBN, KZAP, KOME, WHCN, WRQK, KILQ, KKDJ, WIXV.
- BOSTON "Hollyann" (MCA) 20/2 (18/1)**
 Adds: Q107, KISW. Powers 1. Heavy 11 including KLQ, WYV, WKQO, KQDS, WLAV, WLNZ, KPOI. Medium 9 including WBYP, WKLS, WHCN, WAAF, WKDF, WRQK, KICT, WWTR.
- JOHN FOGERTY "Knockin' On Your Door" (WB) 19/8 (12/3)**
 Adds: WDMA, WHTF, WKQO, WKFM, WRUF, WKLT, WYMG, KRQU. Powers 1. Heavy 7 including KFOG, KRQR, KISW, KMOD, KZEL. Medium 12 including WYFN, WTPA, WHCN, WPLR, WEZX, KSPN.
- ERIC CLAPTON "Run" (Duck/WB) 18/18 (0/0)**
 Adds including KLOS, KMET, WHEB, WOUR, WRKI, KSQY. Heavy 6: WLUP, KSHE, KRQR, KOME, WKQO, WWWW. Medium 6: WNEW, WTPA, WCCC, WIOQ, WZYC, KATT.
- RATT "Body Talk" (Atlantic) 18/8 (10/6)**
 Adds including KWIC, KZOO. Powers 1. Heavy 2: KISS, KNAC. Medium 10: WBAB, WHTF, KNAC, WLNZ, KFMO, KILQ, KKDJ, KDJK, KRIX, WZZO.
- KATE BUSH "Experiment IV" (EMI America) 16/15 (2/2)**
 Adds including WXRT, KBCO, 91X, WONE, KSPN. Powers 1. Heavy 4: WLIR, CFNY, WFNX, KRQU. Medium 7: WBRU, KTCZ, CHEZ, KILQ, KKYC, WMGM, KTCL.
- BRUCE SPRINGSTEEN & THE E STREET BAND "The River" (Columbia) 15/3 (17/7)**
 Adds: KFOG, WOUR, KSPN. Heavy 7 including KTCZ, WKLC, WYV, WXL, WWCK. Medium 7 including KUPD, WEZ, KDJK, KEZE, WWTR, WKL.

AOR ALBUMS

MOST ADDED

- KINKS (37)
- ERIC CLAPTON (26)
- JOURNEY (25)
- PETER GABRIEL (18)
- TIMBUK3 (17)
- BRUCE HORNSBY & THE RANGE (17)
- ROBERT CRAY BAND (17)
- WORLD PARTY (16)
- EUROPE (15)
- BILLY JOEL (14)

HOTTEST

- BOSTON (66)
- STEVE MILLER BAND (56)
- BRUCE SPRINGSTEEN & THE E ST. (53)
- PRETENDERS (37)
- GEORGIA SATELLITES (36)
- COLOR OF MONEY (30)
- ERIC CLAPTON (29)
- BENJAMIN ORR (29)
- BILLY IDOL (26)
- KANSAS (19)
- BRUCE HORNSBY & THE RANGE (19)

NEW & ACTIVE

Continued from Page 69

- ROBIN TROWER "Passion" (GNP Crescendo) 29/4 (25/5)**
 Adds: WOUR, KGR, KFMF, KTCL. Powers 1. Heavy 2: WMRY, KZEL. Medium 18 including WBAB, KSHE, KDJK, WDMA, WHTF, KNAC, WKDF, WRQK, WTUE.
- DON DIXON "Most Of The Girls Like To Dance..." (Enigma) 28/3 (25/3)**
 Adds: WOVE, KMET, WQBK. Heavy 0. Medium 17 including WBRU, WXRT, WHEB, WZYC, WRDU, WONE, WTUE, WMRY, KTYD.
- BRIAN SPENCE "Brothers" (Polydor/PolyGram) 27/4 (27/5)**
 Adds including WOVE, WWCK, KJOT, KRQU. Heavy 0. Medium 19 including WLLZ, KSHE, KUPD, KOME, WTPA, WEZX, KDJK, WWWW.
- JOAN JETT & THE BLACKHEARTS "Good Music" (Blackheart/CBS) 25/7 (20/3)**
 Adds: WNOR, KMET, KRQR, WPDH, KATP, KQWB, KWHL. Heavy 5: WBCN, WXRK, WLIR, WAAF, KRIX. Medium 13 including WBAB, WNEW, WMMR, KZEW, KGB, WHFS, WDMA, WHEB.
- LOVE & ROCKETS "Express" (Big Time/RCA) 23/5 (18/3)**
 Adds: WBRU, KFOG, KOME, KBAT, KTYD. Powers 1. Heavy 3: WHFS, WLIR, KTCL. Medium 14 including WXRT, KROQ, 91X, CFNY, KAZY, KKYC, WQBK.
- PRICE-SULTON "Lights On" (CBS Associated) 21/7 (14/6)**
 Adds: 91X, WDIZ, WONE, WMRY, KJOT, WMGM, KRQU. Heavy 0. Medium 13 including WLLZ, KROQ, WHTF, KNAC, KEZE, KATP, KRIX.
- DOKKEN "Under Lock And Key" (Elektra) 21/1 (23/5)**
 Adds: WQFM. Heavy 2: WOVE, KRIX. Medium 11 including KBPI, KDJK, KGB, KOME, KWIC, WRQK, KFMO, KILQ, KEZE.
- JOHNNY WINTER "3rd Degree" (Alligator) 19/3 (17/1)**
 Adds including KZAP, WYMG. Heavy 4: KDJK, WMRY, KZEL, KTCL. Medium 5: WXRT, WHFS, WTPA, KICT, KILQ.
- CHEAP TRICK "The Doctor" (Epic) 15/8 (7/3)**
 Adds: WDMA, KWIC, KLAQ, KLPX, WWTR, KRIX, KSQY, KWHL. Heavy 0. Medium 7 including WLLZ, WQFM, WTPA, WEZX.
- WOODENTOPS "Giant" (Columbia) 15/2 (17/3)**
 Adds: KBAT, KZEL. Heavy 1: KTCZ. Medium 11 including WXRT, KBCO, KROQ, WHFS, WLIR, CHEZ, WMRY, KSTM, WFNX, KZOO.

REGIONAL ACTIVITY

PLAYLISTS — An artist's name is listed once per playlist in the highest rotation that any of an album's 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 +

Parallel Two: 200,000 - 1,000,000

Parallel Three: under 200,000.

Stations at a significant ratings disadvantage to their in-format competitor(s) are assigned a lower parallel.

EAST

PARALLEL ONE

WYTY/Baltimore (301) 889-0088

PD: TOM EVANS
MD: CHRIS SMYR

WYTY/Baltimore (301) 889-0088

PD: TOM EVANS
MD: CHRIS SMYR

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MD: CHRIS SMYR

WYTY/Baltimore (301) 889-0088

PD: TOM EVANS
MD: CHRIS SMYR

WYTY/Baltimore (301) 889-0088

PD: TOM EVANS
MD: CHRIS SMYR

PARALLEL TWO

WYTY/Baltimore (301) 889-0088

PD: TOM EVANS
MD: CHRIS SMYR

WYTY/Baltimore (301) 889-0088

PD: TOM EVANS
MD: CHRIS SMYR

WYTY/Baltimore (301) 889-0088

PD: TOM EVANS
MD: CHRIS SMYR

WYTY/Baltimore (301) 889-0088

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MD: CHRIS SMYR

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PD: TOM EVANS
MD: CHRIS SMYR

WBAJ/Long Island (516) 587-1023

VP/PD: BOB BUCHMANN
MD: RALPH TORTORA

WBAJ/Long Island (516) 587-1023

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WNEW/FM/New York (212) 986-7000

PD: CHARLIE KENDALL
MD: MARK CHERNOFF

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WNEW/FM/New York (212) 986-7000

PD: CHARLIE KENDALL
MD: MARK CHERNOFF

Q107/Toronto (416) 967-3445

VP/GM: GARY SLAUGHT
MD: ANDY PROST

Q107/Toronto (416) 967-3445

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MD: ANDY PROST

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Q107/Toronto (416) 967-3445

VP/GM: GARY SLAUGHT
MD: ANDY PROST

Q107/Toronto (41

REGIONAL AIR ACTIVITY

MIDWEST

SOUTH (Continued)

WHEM/Miami (305) 581-1880

Heavy BILLY IDOL POLICE GENESIS BRUCE HORSBY GEORGIA SATELLITES BILLY SQUIER (M) BOSTON BRUCE SPRINGSTEEN COLOR OF MONEY KANSAS BENJAMIN ORR KBC BAND PRETENDERS RIC OCASEK DAVID & DAVID STEVE MILLER BAND

WYFF/Tampa (813) 226-0000

Heavy BRUCE SPRINGSTEEN BRUCE HORSBY BAD COMPANY KBC BAND STEVE MILLER BAND GEORGIA SATELLITES BOSTON PRETENDERS OUTLAWS COLOR OF MONEY (M) SURVIVOR DAVID LEE ROTH

PARALLEL TWO

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

Heavy BOSTON ERIC CLAPTON STEVE MILLER BAND EDDIE MONY GEORGIA SATELLITES STABILIZERS BAD COMPANY BOB JOVI BOB GELDOF COLOR OF MONEY BRUCE HORSBY BILLY IDOL KBC BAND RIC OCASEK BENJAMIN ORR PRETENDERS (L) BRUCE SPRINGSTEEN TIMBUK3 TRIUMPH STEVE RAY VAUGHAN WORLD PARTY

WRFX/Charlotte (704) 833-1121

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR STEVE MILLER BAND BAD COMPANY (M) Medium Light

KWIC/Beaumont (409) 842-2210

PD: TED GARLAND MD: TIM KELLEY Heavy CINDERELLA BENJAMIN ORR BON JOVI (L) BRUCE SPRINGSTEEN GEORGIA SATELLITES STEVE MILLER BAND (M) BOSTON BAD COMPANY KANSAS (M) PAUL SIMON JASON & THE SCORCH SURVIVOR GENESIS LONE JUSTICE COLOR OF MONEY PRETENDERS (L) BILLY SQUIER RIC OCASEK ERIC CLAPTON STEVE RAY VAUGHAN BLACK & BLUE BRUCE HORSBY

WOWS/Chattanooga (615) 267-1050

Heavy BRUCE HORSBY KBC BAND (L) LOWE JUSTICE BRUCE SPRINGSTEEN BOSTON (M) RIC OCASEK STEVE MILLER BAND (M) BENJAMIN ORR ROBERT CRAY BAND STEVE RAY VAUGHAN OUTLAWS GEORGIA SATELLITES DOKKEN BLACK & BLUE KANSAS TOBY REDD

KNCN/Corpus Christi (512) 288-1000

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

KLQEI/Fee (915) 444-8884

Heavy PRETENDERS BRUCE SPRINGSTEEN BILLY IDOL TRIUMPH BRUCE HORSBY BOSTON SURVIVOR STEVE WINWOOD BENJAMIN ORR GEORGIA SATELLITES KANSAS LONE JUSTICE KBC BAND Medium RIC OCASEK Cheap TRICK TESLA

WFLW/Greensboro (919) 274-8042

Heavy BRUCE SPRINGSTEEN (L) PRETENDERS BRUCE HORSBY (L) STEVE WINWOOD GEORGIA SATELLITES SURVIVOR COLOR OF MONEY ERIC CLAPTON HUEY LEWIS BENJAMIN ORR KANSAS SURVIVOR KBC BAND BILLY JOEL Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

WFVY/Jacksonville (904) 842-1055

Heavy BRUCE SPRINGSTEEN PRETENDERS BILLY IDOL BOSTON BRUCE HORSBY (L) STEVE WINWOOD GEORGIA SATELLITES SURVIVOR COLOR OF MONEY ERIC CLAPTON HUEY LEWIS BENJAMIN ORR KANSAS SURVIVOR KBC BAND BILLY JOEL Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

WOMF/Louisville (502) 588-4400

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR GEORGIA SATELLITES KANSAS

WMLZ-FM/Knoxville (615) 825-8000

Heavy BRUCE HORSBY BENJAMIN ORR CHICAGO SMITH STAND BY ME BOSTON (M) SURVIVOR GENESIS WANG CHUNG KANSAS (M) PAUL SIMON JASON & THE SCORCH LONE JUSTICE COLOR OF MONEY PRETENDERS (L) BILLY SQUIER RIC OCASEK ERIC CLAPTON STEVE RAY VAUGHAN BLACK & BLUE BRUCE HORSBY

WKQO/Lexington (808) 252-8834

Heavy COLOR OF MONEY ERIC CLAPTON SURVIVOR BOB GELDOF STEVE HORSBY BOSTON BILLY JOEL PRETENDERS (M) STEVE MILLER BAND DAVID & DAVID GOLDEN CHILD ERIC CLAPTON BOB JOVI STABILIZERS BENJAMIN ORR KANSAS JOHN FOGERTY PETER GABRIEL KIRKS

KNJX/Little Rock (501) 470-0088

Heavy BOSTON GEORGIA SATELLITES STEVE MILLER BAND DAVID & DAVID BENJAMIN ORR BILLY IDOL (M) PRETENDERS (M) KBC BAND BRUCE HORSBY BRUCE SPRINGSTEEN (M) KANSAS (L) ROBERT CRAY BAND BILLY JOEL World Party TESLA RAINMAKERS

WEGW/Memphis (901) 578-1103

Heavy BRUCE SPRINGSTEEN PRETENDERS (L) RIC OCASEK BOSTON BENJAMIN ORR KANSAS (L) STEVE MILLER BAND COLOR OF MONEY GEORGIA SATELLITES PETER GABRIEL Medium RAINMAKERS EUROPE Light TIL TUESDAY

WKDF/Nashville (615) 244-9632

Heavy BRUCE HORSBY WANG CHUNG BOB JOVI (M) COLOR OF MONEY BOSTON (M) HOWARD JONES GEORGIA SATELLITES STEVE MILLER BAND (M) SURVIVOR BENJAMIN ORR KANSAS (M) PRETENDERS (M) BILLY JOEL Light JOURNEY PETER GABRIEL GOLDEN CHILD GLASS TIGER BILLY JOEL BOB SEGER World Party BRUCE HORSBY

KBAT/Okeechobee (815) 563-2121

Heavy PRETENDERS (M) DAVID & DAVID KBC BAND GLASS TIGER BILLY JOEL BOB SEGER STEVE MILLER BAND BRUCE SPRINGSTEEN GEORGIA SATELLITES KANSAS (M) BENJAMIN ORR SMITHSRENS ERIC CLAPTON (M) Medium WOODSTOCKS EURYTHMICS GOLDEN CHILD LOVE & ROCKETS BILLY JOEL

WDZ/Orlando (305) 645-1802

Heavy BOSTON COLOR OF MONEY KANSAS STEVE RAY VAUGHAN ERIC CLAPTON (M) KBC BAND BENJAMIN ORR HUEY LEWIS SURVIVOR BOB JOVI BILLY IDOL (M) PRETENDERS (M) TRIUMPH Light JOURNEY WANG CHUNG TIL TUESDAY PRICE-SULTON

WORZ/Orlando (305) 788-1400

Heavy STEVE MILLER BAND (L) BRUCE SPRINGSTEEN (M) GEORGIA SATELLITES DAVID & DAVID COLOR OF MONEY ERIC CLAPTON (M) BENJAMIN ORR STABILIZERS KANSAS (M) LONE JUSTICE PRETENDERS (M) TRUMPH EDDIE MONY STEVE RAY VAUGHAN (M) BOB JOVI (M) JASON & THE SCORCH PAUL SIMON BOB GELDOF ROBERT CRAY BAND BILLY SQUIER RIC OCASEK

WTX/Pensacola (904) 438-7543

Heavy BRUCE SPRINGSTEEN (L) STEVE MILLER BAND BOB JOVI (L) BOSTON (M) COLOR OF MONEY R.E.M. BENJAMIN ORR RIC OCASEK BRUCE HORSBY STEVE RAY VAUGHAN ERIC CLAPTON KIRKS Light PETER GABRIEL JOAN JETT (L) JOURNEY RAINMAKERS ROGER DALTRY Light

WRDQ/Raleigh (919) 782-1061

Heavy JOHN FOGERTY PRETENDERS (M) KANSAS GENESIS STEVE MILLER BAND (M) GEORGIA SATELLITES R.E.M. BRUCE SPRINGSTEEN BRUCE HORSBY COLOR OF MONEY BENJAMIN ORR GOLDEN CHILD TIL TUESDAY

WRXL/Richmond (804) 282-9731

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

Heavy BOSTON ERIC CLAPTON STEVE MILLER BAND EDDIE MONY GEORGIA SATELLITES STABILIZERS BAD COMPANY BOB JOVI BOB GELDOF COLOR OF MONEY BRUCE HORSBY BILLY IDOL KBC BAND RIC OCASEK BENJAMIN ORR PRETENDERS (L) BRUCE SPRINGSTEEN TIMBUK3 TRIUMPH STEVE RAY VAUGHAN WORLD PARTY

WRFX/Charlotte (704) 833-1121

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR GEORGIA SATELLITES KANSAS

KATP/Amarillo (806) 374-1637

Heavy STEVE MILLER BAND (M) BOSTON BRUCE SPRINGSTEEN (M) GEORGIA SATELLITES DAVID & DAVID COLOR OF MONEY ERIC CLAPTON (M) BENJAMIN ORR STABILIZERS KANSAS (M) LONE JUSTICE PRETENDERS (M) TRUMPH EDDIE MONY STEVE RAY VAUGHAN (M) BOB JOVI (M) JASON & THE SCORCH PAUL SIMON BOB GELDOF ROBERT CRAY BAND BILLY SQUIER RIC OCASEK

WTX/Pensacola (904) 438-7543

Heavy BRUCE SPRINGSTEEN (L) STEVE MILLER BAND BOB JOVI (L) BOSTON (M) COLOR OF MONEY R.E.M. BENJAMIN ORR RIC OCASEK BRUCE HORSBY STEVE RAY VAUGHAN ERIC CLAPTON KIRKS Light PETER GABRIEL JOAN JETT (L) JOURNEY RAINMAKERS ROGER DALTRY Light

WRDQ/Raleigh (919) 782-1061

Heavy JOHN FOGERTY PRETENDERS (M) KANSAS GENESIS STEVE MILLER BAND (M) GEORGIA SATELLITES R.E.M. BRUCE SPRINGSTEEN BRUCE HORSBY COLOR OF MONEY BENJAMIN ORR GOLDEN CHILD TIL TUESDAY

WRXL/Richmond (804) 282-9731

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

Heavy BOSTON ERIC CLAPTON STEVE MILLER BAND EDDIE MONY GEORGIA SATELLITES STABILIZERS BAD COMPANY BOB JOVI BOB GELDOF COLOR OF MONEY BRUCE HORSBY BILLY IDOL KBC BAND RIC OCASEK BENJAMIN ORR PRETENDERS (L) BRUCE SPRINGSTEEN TIMBUK3 TRIUMPH STEVE RAY VAUGHAN WORLD PARTY

WRFX/Charlotte (704) 833-1121

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR GEORGIA SATELLITES KANSAS

KATP/Amarillo (806) 374-1637

Heavy STEVE MILLER BAND (M) BOSTON BRUCE SPRINGSTEEN (M) GEORGIA SATELLITES DAVID & DAVID COLOR OF MONEY ERIC CLAPTON (M) BENJAMIN ORR STABILIZERS KANSAS (M) LONE JUSTICE PRETENDERS (M) TRUMPH EDDIE MONY STEVE RAY VAUGHAN (M) BOB JOVI (M) JASON & THE SCORCH PAUL SIMON BOB GELDOF ROBERT CRAY BAND BILLY SQUIER RIC OCASEK

WTX/Pensacola (904) 438-7543

Heavy BRUCE SPRINGSTEEN (L) STEVE MILLER BAND BOB JOVI (L) BOSTON (M) COLOR OF MONEY R.E.M. BENJAMIN ORR RIC OCASEK BRUCE HORSBY STEVE RAY VAUGHAN ERIC CLAPTON KIRKS Light PETER GABRIEL JOAN JETT (L) JOURNEY RAINMAKERS ROGER DALTRY Light

WRDQ/Raleigh (919) 782-1061

Heavy JOHN FOGERTY PRETENDERS (M) KANSAS GENESIS STEVE MILLER BAND (M) GEORGIA SATELLITES R.E.M. BRUCE SPRINGSTEEN BRUCE HORSBY COLOR OF MONEY BENJAMIN ORR GOLDEN CHILD TIL TUESDAY

WRXL/Richmond (804) 282-9731

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

Heavy BOSTON ERIC CLAPTON STEVE MILLER BAND EDDIE MONY GEORGIA SATELLITES STABILIZERS BAD COMPANY BOB JOVI BOB GELDOF COLOR OF MONEY BRUCE HORSBY BILLY IDOL KBC BAND RIC OCASEK BENJAMIN ORR PRETENDERS (L) BRUCE SPRINGSTEEN TIMBUK3 TRIUMPH STEVE RAY VAUGHAN WORLD PARTY

WRFX/Charlotte (704) 833-1121

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR GEORGIA SATELLITES KANSAS

KFMX/Lubbock (806) 747-1224

Heavy BILLY IDOL (M) GEORGIA SATELLITES ERIC CLAPTON BENJAMIN ORR COLOR OF MONEY PRETENDERS (M) STEVE MILLER BAND BOSTON CINDERELLA R.E.M. STEVE RAY VAUGHAN KANSAS RIC OCASEK JOHN FOGERTY EDDIE MONY KBC BAND DAVID & DAVID BOB JOVI BRUCE SPRINGSTEEN (M) GOLDEN CHILD BILLY JOEL KIRKS

WTX/Pensacola (904) 438-7543

Heavy BRUCE SPRINGSTEEN (L) STEVE MILLER BAND BOB JOVI (L) BOSTON (M) COLOR OF MONEY R.E.M. BENJAMIN ORR RIC OCASEK BRUCE HORSBY STEVE RAY VAUGHAN ERIC CLAPTON KIRKS Light PETER GABRIEL JOAN JETT (L) JOURNEY RAINMAKERS ROGER DALTRY Light

WRDQ/Raleigh (919) 782-1061

Heavy JOHN FOGERTY PRETENDERS (M) KANSAS GENESIS STEVE MILLER BAND (M) GEORGIA SATELLITES R.E.M. BRUCE SPRINGSTEEN BRUCE HORSBY COLOR OF MONEY BENJAMIN ORR GOLDEN CHILD TIL TUESDAY

WRXL/Richmond (804) 282-9731

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

Heavy BOSTON ERIC CLAPTON STEVE MILLER BAND EDDIE MONY GEORGIA SATELLITES STABILIZERS BAD COMPANY BOB JOVI BOB GELDOF COLOR OF MONEY BRUCE HORSBY BILLY IDOL KBC BAND RIC OCASEK BENJAMIN ORR PRETENDERS (L) BRUCE SPRINGSTEEN TIMBUK3 TRIUMPH STEVE RAY VAUGHAN WORLD PARTY

WRFX/Charlotte (704) 833-1121

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR GEORGIA SATELLITES KANSAS

KTCZ/Minneapolis (612) 339-0000

Heavy BILLY JOEL (M) BRIAN AUGER BRUCE HORSBY (M) ERIC CLAPTON (M) JOHN FOGERTY JOHN LENNON KTY LARRY JOHN MCNALLY LONE JUSTICE MARK GERRARD OMD (M) OUTLAWS (M) PAUL SIMON (M) RIC OCASEK SHRIKRACK STAN MEISNER STEVE MILLER BAND (M) WOODSTOCKS

WTX/Pensacola (904) 438-7543

Heavy BRUCE SPRINGSTEEN STEVE WINWOOD BOSTON PRETENDERS WANG CHUNG BRUCE HORSBY PETER GABRIEL BENJAMIN ORR ERIC CLAPTON LONE JUSTICE MARK GERRARD OMD (M) OUTLAWS (M) PAUL SIMON (M) RIC OCASEK SHRIKRACK STAN MEISNER STEVE MILLER BAND (M) WOODSTOCKS

WRDQ/Raleigh (919) 782-1061

Heavy JOHN FOGERTY PRETENDERS (M) KANSAS GENESIS STEVE MILLER BAND (M) GEORGIA SATELLITES R.E.M. BRUCE SPRINGSTEEN BRUCE HORSBY COLOR OF MONEY BENJAMIN ORR GOLDEN CHILD TIL TUESDAY

WRXL/Richmond (804) 282-9731

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

Heavy BOSTON ERIC CLAPTON STEVE MILLER BAND EDDIE MONY GEORGIA SATELLITES STABILIZERS BAD COMPANY BOB JOVI BOB GELDOF COLOR OF MONEY BRUCE HORSBY BILLY IDOL KBC BAND RIC OCASEK BENJAMIN ORR PRETENDERS (L) BRUCE SPRINGSTEEN TIMBUK3 TRIUMPH STEVE RAY VAUGHAN WORLD PARTY

WRFX/Charlotte (704) 833-1121

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR GEORGIA SATELLITES KANSAS

WVQC/Columbus (614) 224-1271

Heavy BRUCE SPRINGSTEEN STEVE WINWOOD BOSTON PRETENDERS WANG CHUNG BRUCE HORSBY PETER GABRIEL BENJAMIN ORR ERIC CLAPTON LONE JUSTICE MARK GERRARD OMD (M) OUTLAWS (M) PAUL SIMON (M) RIC OCASEK SHRIKRACK STAN MEISNER STEVE MILLER BAND (M) WOODSTOCKS

WTX/Pensacola (904) 438-7543

Heavy BRUCE SPRINGSTEEN STEVE WINWOOD BOSTON PRETENDERS WANG CHUNG BRUCE HORSBY PETER GABRIEL BENJAMIN ORR ERIC CLAPTON LONE JUSTICE MARK GERRARD OMD (M) OUTLAWS (M) PAUL SIMON (M) RIC OCASEK SHRIKRACK STAN MEISNER STEVE MILLER BAND (M) WOODSTOCKS

WRDQ/Raleigh (919) 782-1061

Heavy JOHN FOGERTY PRETENDERS (M) KANSAS GENESIS STEVE MILLER BAND (M) GEORGIA SATELLITES R.E.M. BRUCE SPRINGSTEEN BRUCE HORSBY COLOR OF MONEY BENJAMIN ORR GOLDEN CHILD TIL TUESDAY

WRXL/Richmond (804) 282-9731

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

Heavy BOSTON ERIC CLAPTON STEVE MILLER BAND EDDIE MONY GEORGIA SATELLITES STABILIZERS BAD COMPANY BOB JOVI BOB GELDOF COLOR OF MONEY BRUCE HORSBY BILLY IDOL KBC BAND RIC OCASEK BENJAMIN ORR PRETENDERS (L) BRUCE SPRINGSTEEN TIMBUK3 TRIUMPH STEVE RAY VAUGHAN WORLD PARTY

WRFX/Charlotte (704) 833-1121

Heavy BOSTON (M) STEVE WINWOOD (M) EDDIE MONY GENESIS HUEY LEWIS DAVID & DAVID (M) STEVE MILLER BAND (M) BAD COMPANY BENJAMIN ORR GEORGIA SATELLITES KANSAS

WAPL/Appleton-Green Bay (414) 734-6226

Heavy BRUCE SPRINGSTEEN BOSTON COLOR OF MONEY STEVE MILLER BAND GEORGIA SATELLITES BOB JOVI KANSAS SURVIVOR BRUCE SPRINGSTEEN COLOR OF MONEY STEVE RAY VAUGHAN ERIC CLAPTON LONE JUSTICE PRETENDERS BILLY IDOL KBC BAND DAVID & DAVID

WTX/Pensacola (904) 438-7543

Heavy BRUCE SPRINGSTEEN STEVE WINWOOD BOSTON PRETENDERS WANG CHUNG BRUCE HORSBY PETER GABRIEL BENJAMIN ORR ERIC CLAPTON LONE JUSTICE MARK GERRARD OMD (M) OUTLAWS (M) PAUL SIMON (M) RIC OCASEK SHRIKRACK STAN MEISNER STEVE MILLER BAND (M) WOODSTOCKS

WRDQ/Raleigh (919) 782-1061

Heavy JOHN FOGERTY PRETENDERS (M) KANSAS GENESIS STEVE MILLER BAND (M) GEORGIA SATELLITES R.E.M. BRUCE SPRINGSTEEN BRUCE HORSBY COLOR OF MONEY BENJAMIN ORR GOLDEN CHILD TIL TUESDAY

WRXL/Richmond (804) 282-9731

Heavy BRUCE SPRINGSTEEN (M) BOSTON (M) PRETENDERS (M) GEORGIA SATELLITES BENJAMIN ORR ERIC CLAPTON STEVE RAY VAUGHAN TRIUMPH BILLY IDOL STABILIZERS HUEY LEWIS DAVID & DAVID BILLY SQUIER EDDIE MONY RATT BOB SEGER LONE JUSTICE ROBERT CRAY BAND WANG CHUNG JASON & THE SCORCH BRIAN SPENCE STEVE RAY VAUGHAN BLACK & BLUE TALKING HEADS BILLY IDOL CINDERELLA BOB GELDOF KANSAS RIC OCASEK JOHN FOGERTY

WZCZ/Atlantic Beach, NC (919) 728-2019

Heavy STEVE MILLER BAND BRUCE SPRINGSTEEN (M) BOSTON GEORGIA SATELLITES COLOR OF MONEY BENJAMIN ORR ERIC CLAPTON (M) PRETENDERS DAVID & DAVID KANSAS STEVE WINWOOD RIC OCASEK HONARD JONES SURVIVOR KBC BAND (L) Medium PETER GABRIEL PAUL YOUNG Light GOLDEN CHILD

KLJL-FM/Austin (512) 474-8643

CHR PARALLEL ON PLAYLISTS

EAST

BIO4 WBSB
Baltimore
PD: Steve Kingston
MD: Amy Kronthal

- 1 BOSTON/Ananda
 - 2 HUMAN LEAGUE/Human
 - 3 SON JUVI/You Give Love A Bad N
 - 4 WANG CHANG/Everybody Have Fun To
 - 5 ROBERT PALMER/Di Don't Mean To Turn
 - 6 PETER CETERA/Next Time I Fall
 - 7 CAMEO/Word Up
 - 8 BEN E KING/Stand By Me
 - 9 EDDIE MONEY/Take Me Home Tonight
 - 10 BRUCE HORNBSBY/The Way It Is
 - 11 BILLY JOEL/This Is The Time
 - 12 HUEY LEWIS & THE NEW POWER GENERATION
 - 13 WANG CHANG/Everybody Have Fun To
 - 14 RUN D M C /You Be Lilin'
 - 15 LUTHER VANDROSS/Save Your Tears
 - 16 GREGORY ABBOTT/Shake You Down
 - 17 TALKING HEADS/You Gotta Move
 - 18 MADONNA/True Blue
 - 19 SURVIVOR/It's This Love
 - 20 DMP/Forever Live And Die
 - 21 JAMES JACOBSON/Control
 - 22 DANNY HALL/Foolish Pride
 - 23 GREGORY ABBOTT/Shake You Down
 - 24 PETER CETERA/Next Time I Fall
 - 25 HUMAN LEAGUE/Human
 - 26 BRUCE HORNBSBY/The Way It Is
 - 27 HUEY LEWIS & THE NEW POWER GENERATION
 - 28 READY FOR THE ROCK/You Don't Stop Me Now
 - 29 CINDY LAUPER/Change Of Heart
 - 30 JET/You Got It All
- ADDS: FREDDIE JACKSON/Tasty Love
MADONNA/Don't You Forget About Me
COREY HART/Can't Help Falling
ON: GLASS TIGER/Boonway

Philadelphia

98.1 WCAU-FM
the hits
PD: Scott Walker
MD: Glenn Kalina

- 1 BRUCE HORNBSBY/The Way It Is
 - 2 WANG CHANG/Everybody Have Fun To
 - 3 BOSTON/Ananda
 - 4 BILLY JOEL/This Is The Time
 - 5 PETER CETERA/Next Time I Fall
 - 6 ROBERT PALMER/Di Don't Mean To Turn
 - 7 HUEY LEWIS & THE NEW POWER GENERATION
 - 8 CAMEO/Word Up
 - 9 BEN E KING/Stand By Me
 - 10 EDDIE MONEY/Take Me Home Tonight
 - 11 BRUCE HORNBSBY/The Way It Is
 - 12 BILLY JOEL/This Is The Time
 - 13 HUEY LEWIS & THE NEW POWER GENERATION
 - 14 WANG CHANG/Everybody Have Fun To
 - 15 RUN D M C /You Be Lilin'
 - 16 LUTHER VANDROSS/Save Your Tears
 - 17 GREGORY ABBOTT/Shake You Down
 - 18 TALKING HEADS/You Gotta Move
 - 19 MADONNA/True Blue
 - 20 SURVIVOR/It's This Love
 - 21 DMP/Forever Live And Die
 - 22 JAMES JACOBSON/Control
 - 23 DANNY HALL/Foolish Pride
 - 24 GREGORY ABBOTT/Shake You Down
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: FREDDIE JACKSON/Tasty Love
MADONNA/Don't You Forget About Me
COREY HART/Can't Help Falling
ON: GLASS TIGER/Boonway

Buffalo

103 WPHD
Ops. Director: John Hager
MD: Mindy Michaels

- 1 BRUCE HORNBSBY/The Way It Is
 - 2 PETER CETERA/Next Time I Fall
 - 3 WANG CHANG/Everybody Have Fun To
 - 4 HUEY LEWIS & THE NEW POWER GENERATION
 - 5 BRUCE HORNBSBY/The Way It Is
 - 6 BILLY JOEL/This Is The Time
 - 7 GREGORY ABBOTT/Shake You Down
 - 8 PRETENDERS/Don't Get Me Wrong
 - 9 BANGLES/Well Live An Egyptian
 - 10 HUMAN LEAGUE/Human
 - 11 LIONEL RICHIE/Love Will Conquer All
 - 12 TALKING HEADS/You Gotta Move
 - 13 GENE SIMONE/You Know I Love You
 - 14 BENJAMIN DRIP/Beat Me This Moment
 - 15 BOSTON/Ananda
 - 16 TALKING HEADS/You Gotta Move
 - 17 HUMAN LEAGUE/Human
 - 18 GREGORY ABBOTT/Shake You Down
 - 19 MADONNA/True Blue
 - 20 SURVIVOR/It's This Love
 - 21 DMP/Forever Live And Die
 - 22 JAMES JACOBSON/Control
 - 23 DANNY HALL/Foolish Pride
 - 24 GREGORY ABBOTT/Shake You Down
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: FREDDIE JACKSON/Tasty Love
MADONNA/Don't You Forget About Me
COREY HART/Can't Help Falling
ON: GLASS TIGER/Boonway

Montreal

ckoi 97
PD: Bob Beauchamp
MD: Guy Brouillard

- 1 MADONNA/True Blue
 - 2 BOSTON/Ananda
 - 3 CLASS TIGER/Boonway
 - 4 CHRIS DEBUSH/The Last In Me
 - 5 CAMEO/Word Up
 - 6 HUMAN LEAGUE/Human
 - 7 BILLY JOEL/This Is The Time
 - 8 WANG CHANG/Everybody Have Fun To
 - 9 COREY HART/Can't Help Falling
 - 10 HUEY LEWIS & THE NEW POWER GENERATION
 - 11 LIONEL RICHIE/Love Will Conquer All
 - 12 TALKING HEADS/You Gotta Move
 - 13 GENE SIMONE/You Know I Love You
 - 14 BENJAMIN DRIP/Beat Me This Moment
 - 15 BOSTON/Ananda
 - 16 TALKING HEADS/You Gotta Move
 - 17 HUMAN LEAGUE/Human
 - 18 GREGORY ABBOTT/Shake You Down
 - 19 MADONNA/True Blue
 - 20 SURVIVOR/It's This Love
 - 21 DMP/Forever Live And Die
 - 22 JAMES JACOBSON/Control
 - 23 DANNY HALL/Foolish Pride
 - 24 GREGORY ABBOTT/Shake You Down
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: FREDDIE JACKSON/Tasty Love
MADONNA/Don't You Forget About Me
COREY HART/Can't Help Falling
ON: GLASS TIGER/Boonway

Long Island

WBLI 106 FM
PD: Bill Terry
MD: Ruth Tolson

- 1 HUMAN LEAGUE/Human
 - 2 MADONNA/True Blue
 - 3 GREGORY ABBOTT/Shake You Down
 - 4 BOSTON/Ananda
 - 5 SON JUVI/You Give Love A Bad N
 - 6 CAMEO/Word Up
 - 7 ROBERT PALMER/Di Don't Mean To Turn
 - 8 HUMAN LEAGUE/Human
 - 9 BEN E KING/Stand By Me
 - 10 EDDIE MONEY/Take Me Home Tonight
 - 11 DRAN JUICE JONES/The Rain
 - 12 LIONEL RICHIE/Love Will Conquer All
 - 13 HUEY LEWIS & THE NEW POWER GENERATION
 - 14 BRUCE HORNBSBY/The Way It Is
 - 15 TALKING HEADS/You Gotta Move
 - 16 TINA TURNER/Typical Male
 - 17 NANCY MARTINEZ/For Tonight
 - 18 MADONNA/True Blue
 - 19 WANG CHANG/Everybody Have Fun To
 - 20 ANDERSON & LORNING/Princess And Love
 - 21 DURAN DURAN/Notorious
 - 22 KOD & THE GANG/Victory
 - 23 CARLY SIMON/Coming Around Again
 - 24 JAMES JACOBSON/Control
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

SOUTH

WRSR
Norfolk
PLAYS MORE HITS!
PD: Sheldon Borgelt
MD: Doc Michaels

- 1 BRUCE HORNBSBY/The Way It Is
 - 2 SON JUVI/You Give Love A Bad N
 - 3 WANG CHANG/Everybody Have Fun To
 - 4 BANGLES/Well Live An Egyptian
 - 5 BILLY JOEL/This Is The Time
 - 6 PRETENDERS/Don't Get Me Wrong
 - 7 HUEY LEWIS & THE NEW POWER GENERATION
 - 8 GREGORY ABBOTT/Shake You Down
 - 9 HUMAN LEAGUE/Human
 - 10 LIONEL RICHIE/Love Will Conquer All
 - 11 STEVE WINWOOD/Free Bird
 - 12 SURVIVOR/It's This Love
 - 13 TALKING HEADS/You Gotta Move
 - 14 BOSTON/Ananda
 - 15 GLASS TIGER/Boonway
 - 16 DMP/Forever Live And Die
 - 17 DURAN DURAN/Notorious
 - 18 KOD & THE GANG/Victory
 - 19 CARLY SIMON/Coming Around Again
 - 20 JAMES JACOBSON/Control
 - 21 PETER CETERA/Next Time I Fall
 - 22 HUMAN LEAGUE/Human
 - 23 BRUCE HORNBSBY/The Way It Is
 - 24 HUEY LEWIS & THE NEW POWER GENERATION
 - 25 READY FOR THE ROCK/You Don't Stop Me Now
 - 26 CINDY LAUPER/Change Of Heart
 - 27 JET/You Got It All
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Buffalo

ROCK 102 WBSB
Baltimore
PD: Hank Nevins
MD: Roger Christian

- 1 BRUCE HORNBSBY/The Way It Is
 - 2 PETER CETERA/Next Time I Fall
 - 3 WANG CHANG/Everybody Have Fun To
 - 4 HUEY LEWIS & THE NEW POWER GENERATION
 - 5 BEN E KING/Stand By Me
 - 6 MADONNA/True Blue
 - 7 GREGORY ABBOTT/Shake You Down
 - 8 HUMAN LEAGUE/Human
 - 9 LIONEL RICHIE/Love Will Conquer All
 - 10 HUMAN LEAGUE/Human
 - 11 STEVE WINWOOD/Free Bird
 - 12 TALKING HEADS/You Gotta Move
 - 13 PRETENDERS/Don't Get Me Wrong
 - 14 BRUCE HORNBSBY/The Way It Is
 - 15 TALKING HEADS/You Gotta Move
 - 16 TINA TURNER/Typical Male
 - 17 NANCY MARTINEZ/For Tonight
 - 18 MADONNA/True Blue
 - 19 WANG CHANG/Everybody Have Fun To
 - 20 ANDERSON & LORNING/Princess And Love
 - 21 DURAN DURAN/Notorious
 - 22 KOD & THE GANG/Victory
 - 23 CARLY SIMON/Coming Around Again
 - 24 JAMES JACOBSON/Control
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: FREDDIE JACKSON/Tasty Love
MADONNA/Don't You Forget About Me
COREY HART/Can't Help Falling
ON: GLASS TIGER/Boonway

Buffalo

Kiss 98.1 WKSE-FM
All Hit WKSE-FM
PD: Scott Robbins
MD: Dave Gillen

- 1 HUEY LEWIS & THE NEW POWER GENERATION
 - 2 PETER CETERA/Next Time I Fall
 - 3 WANG CHANG/Everybody Have Fun To
 - 4 BRUCE HORNBSBY/The Way It Is
 - 5 BANGLES/Well Live An Egyptian
 - 6 HUMAN LEAGUE/Human
 - 7 HUMAN LEAGUE/Human
 - 8 HUMAN LEAGUE/Human
 - 9 HUMAN LEAGUE/Human
 - 10 HUMAN LEAGUE/Human
 - 11 HUMAN LEAGUE/Human
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 - 25 HUMAN LEAGUE/Human
 - 26 HUMAN LEAGUE/Human
 - 27 HUMAN LEAGUE/Human
 - 28 HUMAN LEAGUE/Human
 - 29 HUMAN LEAGUE/Human
 - 30 HUMAN LEAGUE/Human
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Providence

92 PRO-FM
Providence
Ops. Manager: Tom Cuddy
MD: Vic Edwards

- 1 HUEY LEWIS & THE NEW POWER GENERATION
 - 2 BRUCE HORNBSBY/The Way It Is
 - 3 SON JUVI/You Give Love A Bad N
 - 4 BILLY JOEL/This Is The Time
 - 5 WANG CHANG/Everybody Have Fun To
 - 6 HUMAN LEAGUE/Human
 - 7 HUMAN LEAGUE/Human
 - 8 HUMAN LEAGUE/Human
 - 9 HUMAN LEAGUE/Human
 - 10 HUMAN LEAGUE/Human
 - 11 HUMAN LEAGUE/Human
 - 12 HUMAN LEAGUE/Human
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 - 25 HUMAN LEAGUE/Human
 - 26 HUMAN LEAGUE/Human
 - 27 HUMAN LEAGUE/Human
 - 28 HUMAN LEAGUE/Human
 - 29 HUMAN LEAGUE/Human
 - 30 HUMAN LEAGUE/Human
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Toronto

CFTR 680 AM
Toronto
VP/Programming: Sandy Sanderson
MD: Bob Saint

- 1 CHRIS DEBUSH/The Last In Me
 - 2 STACEY Q/Tw Of Hearts
 - 3 MADONNA/True Blue
 - 4 PRETENDERS/Don't Get Me Wrong
 - 5 BOSTON/Ananda
 - 6 SON JUVI/You Give Love A Bad N
 - 7 HUMAN LEAGUE/Human
 - 8 DRAN JUICE JONES/The Rain
 - 9 LIONEL RICHIE/Love Will Conquer All
 - 10 HUEY LEWIS & THE NEW POWER GENERATION
 - 11 BRUCE HORNBSBY/The Way It Is
 - 12 CAMEO/Word Up
 - 13 PAUL SIMON/You Can Call Me A Liar
 - 14 HUMAN LEAGUE/Human
 - 15 SON JUVI/You Give Love A Bad N
 - 16 BRUCE HORNBSBY/The Way It Is
 - 17 HUEY LEWIS & THE NEW POWER GENERATION
 - 18 LIONEL RICHIE/Love Will Conquer All
 - 19 TALKING HEADS/You Gotta Move
 - 20 ANDERSON & LORNING/Princess And Love
 - 21 DURAN DURAN/Notorious
 - 22 KOD & THE GANG/Victory
 - 23 CARLY SIMON/Coming Around Again
 - 24 JAMES JACOBSON/Control
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

New York

POWER 95 WPLJ-FM RADIO
PD: Larry Berger

- 1 HUMAN LEAGUE/Human
 - 2 MADONNA/True Blue
 - 3 GREGORY ABBOTT/Shake You Down
 - 4 BOSTON/Ananda
 - 5 SON JUVI/You Give Love A Bad N
 - 6 CAMEO/Word Up
 - 7 ROBERT PALMER/Di Don't Mean To Turn
 - 8 HUMAN LEAGUE/Human
 - 9 BEN E KING/Stand By Me
 - 10 EDDIE MONEY/Take Me Home Tonight
 - 11 DRAN JUICE JONES/The Rain
 - 12 LIONEL RICHIE/Love Will Conquer All
 - 13 HUEY LEWIS & THE NEW POWER GENERATION
 - 14 BRUCE HORNBSBY/The Way It Is
 - 15 TALKING HEADS/You Gotta Move
 - 16 TINA TURNER/Typical Male
 - 17 NANCY MARTINEZ/For Tonight
 - 18 MADONNA/True Blue
 - 19 WANG CHANG/Everybody Have Fun To
 - 20 ANDERSON & LORNING/Princess And Love
 - 21 DURAN DURAN/Notorious
 - 22 KOD & THE GANG/Victory
 - 23 CARLY SIMON/Coming Around Again
 - 24 JAMES JACOBSON/Control
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Dallas

all hit 97.1 KEGL
This Eagle
PD: John Roberts

- 1 BRUCE HORNBSBY/The Way It Is
 - 2 PETER CETERA/Next Time I Fall
 - 3 BEN E KING/Stand By Me
 - 4 WANG CHANG/Everybody Have Fun To
 - 5 DUFFIE/Everybody's Got A Crush
 - 6 BOSTON/Ananda
 - 7 HUEY LEWIS & THE NEW POWER GENERATION
 - 8 SURVIVOR/It's This Love
 - 9 TALKING HEADS/You Gotta Move
 - 10 TOTO/It's So Over You
 - 11 HUMAN LEAGUE/Human
 - 12 LIONEL RICHIE/Love Will Conquer All
 - 13 MADONNA/True Blue
 - 14 SON JUVI/You Give Love A Bad N
 - 15 EDDIE MONEY/Take Me Home Tonight
 - 16 BEN E KING/Stand By Me
 - 17 TALKING HEADS/You Gotta Move
 - 18 GREGORY ABBOTT/Shake You Down
 - 19 HUMAN LEAGUE/Human
 - 20 LIONEL RICHIE/Love Will Conquer All
 - 21 HUEY LEWIS & THE NEW POWER GENERATION
 - 22 BRUCE HORNBSBY/The Way It Is
 - 23 TALKING HEADS/You Gotta Move
 - 24 TINA TURNER/Typical Male
 - 25 NANCY MARTINEZ/For Tonight
 - 26 MADONNA/True Blue
 - 27 WANG CHANG/Everybody Have Fun To
 - 28 ANDERSON & LORNING/Princess And Love
 - 29 DURAN DURAN/Notorious
 - 30 KOD & THE GANG/Victory
 - 31 CARLY SIMON/Coming Around Again
 - 32 JAMES JACOBSON/Control
 - 33 PETER CETERA/Next Time I Fall
 - 34 HUMAN LEAGUE/Human
 - 35 BRUCE HORNBSBY/The Way It Is
 - 36 HUEY LEWIS & THE NEW POWER GENERATION
 - 37 READY FOR THE ROCK/You Don't Stop Me Now
 - 38 CINDY LAUPER/Change Of Heart
 - 39 JET/You Got It All
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Washington D.C.

WASH 102.7
PD: Chuck Morgan
MD: Pam Trickett

- 1 BILLY JOEL/Mister Of Trust
 - 2 EDDIE MONEY/Take Me Home Tonight
 - 3 SON JUVI/You Give Love A Bad N
 - 4 PETER CETERA/Next Time I Fall
 - 5 WANG CHANG/Everybody Have Fun To
 - 6 HUMAN LEAGUE/Human
 - 7 HUMAN LEAGUE/Human
 - 8 HUMAN LEAGUE/Human
 - 9 HUMAN LEAGUE/Human
 - 10 HUMAN LEAGUE/Human
 - 11 HUMAN LEAGUE/Human
 - 12 HUMAN LEAGUE/Human
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 - 25 HUMAN LEAGUE/Human
 - 26 HUMAN LEAGUE/Human
 - 27 HUMAN LEAGUE/Human
 - 28 HUMAN LEAGUE/Human
 - 29 HUMAN LEAGUE/Human
 - 30 HUMAN LEAGUE/Human
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

New York

WOL 102.7
PD: Scott Shannon
MD: Frankie Blue

- 1 GREGORY ABBOTT/Shake You Down
 - 2 HUMAN LEAGUE/Human
 - 3 BOSTON/Ananda
 - 4 MADONNA/True Blue
 - 5 SON JUVI/You Give Love A Bad N
 - 6 WANG CHANG/Everybody Have Fun To
 - 7 PETER CETERA/Next Time I Fall
 - 8 BEN E KING/Stand By Me
 - 9 CAMEO/Word Up
 - 10 BRUCE HORNBSBY/The Way It Is
 - 11 HUMAN LEAGUE/Human
 - 12 HUMAN LEAGUE/Human
 - 13 HUMAN LEAGUE/Human
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 - 26 HUMAN LEAGUE/Human
 - 27 HUMAN LEAGUE/Human
 - 28 HUMAN LEAGUE/Human
 - 29 HUMAN LEAGUE/Human
 - 30 HUMAN LEAGUE/Human
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Washington

WAAA 102.7
PD: Mark St. John
MD: Gene Baxter

- 1 SON JUVI/You Give Love A Bad N
 - 2 MADONNA/True Blue
 - 3 BRUCE HORNBSBY/The Way It Is
 - 4 HUEY LEWIS & THE NEW POWER GENERATION
 - 5 TALKING HEADS/You Gotta Move
 - 6 BANGLES/Well Live An Egyptian
 - 7 HUMAN LEAGUE/Human
 - 8 DRAN JUICE JONES/The Rain
 - 9 LIONEL RICHIE/Love Will Conquer All
 - 10 HUEY LEWIS & THE NEW POWER GENERATION
 - 11 BRUCE HORNBSBY/The Way It Is
 - 12 CAMEO/Word Up
 - 13 PAUL SIMON/You Can Call Me A Liar
 - 14 HUMAN LEAGUE/Human
 - 15 SON JUVI/You Give Love A Bad N
 - 16 BRUCE HORNBSBY/The Way It Is
 - 17 HUEY LEWIS & THE NEW POWER GENERATION
 - 18 LIONEL RICHIE/Love Will Conquer All
 - 19 TALKING HEADS/You Gotta Move
 - 20 ANDERSON & LORNING/Princess And Love
 - 21 DURAN DURAN/Notorious
 - 22 KOD & THE GANG/Victory
 - 23 CARLY SIMON/Coming Around Again
 - 24 JAMES JACOBSON/Control
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Boston

WPKS-FM
108 FM
PD: Sunny Joe White
MD: Susan O'Connell

- 1 WANG CHANG/Everybody Have Fun To
 - 2 PRETENDERS/Don't Get Me Wrong
 - 3 BRUCE HORNBSBY/The Way It Is
 - 4 HUEY LEWIS & THE NEW POWER GENERATION
 - 5 TALKING HEADS/You Gotta Move
 - 6 BANGLES/Well Live An Egyptian
 - 7 HUMAN LEAGUE/Human
 - 8 DRAN JUICE JONES/The Rain
 - 9 LIONEL RICHIE/Love Will Conquer All
 - 10 HUEY LEWIS & THE NEW POWER GENERATION
 - 11 BRUCE HORNBSBY/The Way It Is
 - 12 CAMEO/Word Up
 - 13 PAUL SIMON/You Can Call Me A Liar
 - 14 HUMAN LEAGUE/Human
 - 15 SON JUVI/You Give Love A Bad N
 - 16 BRUCE HORNBSBY/The Way It Is
 - 17 HUEY LEWIS & THE NEW POWER GENERATION
 - 18 LIONEL RICHIE/Love Will Conquer All
 - 19 TALKING HEADS/You Gotta Move
 - 20 ANDERSON & LORNING/Princess And Love
 - 21 DURAN DURAN/Notorious
 - 22 KOD & THE GANG/Victory
 - 23 CARLY SIMON/Coming Around Again
 - 24 JAMES JACOBSON/Control
 - 25 PETER CETERA/Next Time I Fall
 - 26 HUMAN LEAGUE/Human
 - 27 BRUCE HORNBSBY/The Way It Is
 - 28 HUEY LEWIS & THE NEW POWER GENERATION
 - 29 READY FOR THE ROCK/You Don't Stop Me Now
 - 30 CINDY LAUPER/Change Of Heart
 - 31 JET/You Got It All
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Pittsburgh

Power Hits B-94 FM
PD: Nick Ferrara
MD: Lori Campbell

- 1 SON JUVI/You Give Love A Bad N
 - 2 PETER CETERA/Next Time I Fall
 - 3 EDDIE MONEY/Take Me Home Tonight
 - 4 BEN E KING/Stand By Me
 - 5 GREGORY ABBOTT/Shake You Down
 - 6 HUMAN LEAGUE/Human
 - 7 BRUCE HORNBSBY/The Way It Is
 - 8 HUMAN LEAGUE/Human
 - 9 HUMAN LEAGUE/Human
 - 10 HUMAN LEAGUE/Human
 - 11 HUMAN LEAGUE/Human
 - 12 HUMAN LEAGUE/Human
 - 13 HUMAN LEAGUE/Human
 - 14 HUMAN LEAGUE/Human
 - 15 HUMAN LEAGUE/Human
 - 16 HUMAN LEAGUE/Human
 - 17 HUMAN LEAGUE/Human
 - 18 HUMAN LEAGUE/Human
 - 19 HUMAN LEAGUE/Human
 - 20 HUMAN LEAGUE/Human
 - 21 HUMAN LEAGUE/Human
 - 22 HUMAN LEAGUE/Human
 - 23 HUMAN LEAGUE/Human
 - 24 HUMAN LEAGUE/Human
 - 25 HUMAN LEAGUE/Human
 - 26 HUMAN LEAGUE/Human
 - 27 HUMAN LEAGUE/Human
 - 28 HUMAN LEAGUE/Human
 - 29 HUMAN LEAGUE/Human
 - 30 HUMAN LEAGUE/Human
- ADDS: NONE
ON: GENE SIMONE/You Know I Love You
BRUCE SPRINGSTEEN/Maracas
BILLY JOEL/This Is The Time

Houston

POWER 104
PD: Paul Christy
MD: Helene Pina

- 1 BOOK OF LOVE/You Make Me Feel
- 2 PETER CETERA/Next Time I Fall
- 3 SON JUVI/You Give Love A Bad N
- 4 CAMEO/Word Up
- 5 WANG CHANG/Everybody Have Fun To
- 6 TALKING HEADS/You Gotta Move
- 7 BRUCE HORNBSBY/The Way It Is
- 8 HUMAN LEAGUE/Human
- 9 HUMAN LEAGUE/Human
- 10 HUMAN LEAGUE/Human

MOST ADDED EAST BREAKOUTS
Madonna
Boston
Lionel Richie
Journey
Cyndi Lauper

CHINA DSDS & HOTS

MOST ADDED SOUTH BREAKOUTS
Ready For World
Corey Hart
Jesse Johnson
Bob Geldof
Anita Baker
Jones

EAST PARALLEL TWO

WFLY/Albany, NY
Christian O'Brien
SAMANTHA FOX
BOSTON
MADONNA
HUMAN LEAGUE
CINDERELLA
GEORGIA SATELLITE
JOURNEY
DEBBIE HARRY
PAUL SIMON
Hottest:
WANG CHUNG 9-5
BILLY IDOL 11-10
BANGLES 19-11
DURAN DURAN 21-18
GREGORY ABBOTT 26-22
Q100/Allentown, PA
Bryan Geronimo
BILLY VERA & BEAT
CYNDI LAUPER
ANN WILSON
HUMAN LEAGUE
BOSTON
BANANARAMA
ANITA BAKER (dp)
LIONEL RICHIE (dp)
VERSTA WILLIAMS
JOURNEY
MADONNA
Hottest:
WANG CHUNG 4-1
BANGLES 5-2
BRUCE HORNSBY 6-3
DURAN DURAN 16-7
HOWARD JONES 20-9
WYSR/Charleston, WV
Spence/Ross
BOSTON
CYNDI LAUPER
HUMAN LEAGUE
MADONNA
MIAMI SOUND MACHI
POINTER SISTERS
Hottest:
HUEY LEWIS & THE 2-1
WANG CHUNG 5-2
BRUCE HORNSBY 7-4
BILLY IDOL 11-8
BANGLES 14-11
K104/Erie, PA
Bill Sherman
BOSTON
LIONEL RICHIE
MADONNA
Hottest:
HUEY LEWIS & THE 2-1
BRUCE HORNSBY 3-2
PETER CETERA 5-3
ELTON JOHN 8-4
KANSAS 15-10
WERZ/Exeter, NH
Falconi/Brady
CYNDI LAUPER
CARLY SIMON
BOSTON
JOURNEY
MADONNA
BILLY SQUIER
CINDERELLA
BILLY VERA & BEAT
HUMAN LEAGUE
COREY HART
Hottest:
PETER CETERA 3-1
WANG CHUNG 8-4
PRETENDERS 10-5
BANGLES 13-7
HOWARD JONES 12-9
WNNK/Harrisburg, PA
Bruce Bond
none
Hottest:
BOSTON 1-1
KOOL & THE GANG 8-8
GREGORY ABBOTT 12-12
POINTER SISTERS 18-18
WTC/Hartford, CT
Wall/West
TINA TURNER
BILLY JOEL
MADONNA
Hottest:
BANGLES 6-2
GREGORY ABBOTT 11-6
JANET JACKSON 12-7
DURAN DURAN 17-10
LUTHER VANDROSS 22-16
WAMX/Huntington, WV
Robinson/Collins
BOSTON
JOURNEY
BILLY JOEL
Hottest:
BRUCE HORNSBY 3-1
HUEY LEWIS & THE 4-3
SURVIVOR 6-5
WANG CHUNG 7-6
GENESIS 15-9
WKEE/Huntington, WV
Miller/Swann
MADONNA
LUTHER VANDROSS
GEORGIA SATELLITE
SAMANTHA FOX
GLASS TIGER
Hottest:
BON JOVI 2-1
BILLY VERA & BEAT 3-2
BANGLES 8-4
GREGORY ABBOTT 19-8
DURAN DURAN 14-12
WLAN/Lancaster, PA
Marino/Miles
BEN E. KING
GEORGIA SATELLITE
ROMESTAD & THORAN
Hottest:
BRUCE HORNSBY 5-1
BON JOVI 6-3
CAMEO 9-5
GREGORY ABBOTT 22-13
DURAN DURAN 35-14
KC101/New Haven, CT
Stef Rybak
BILLY VERA & BEAT
MADONNA
LIONEL RICHIE
TINA TURNER
BOSTON
Hottest:
BON JOVI 3-1
BANGLES 14-5
DURAN DURAN 19-12
BEN E. KING 21-16
BILLY VERA & BEAT D-20
WSPK/Poughkeepsie, NY
Dayton/Well
BILLY VERA & BEAT
PETER GABRIEL
ANITA BAKER
MADONNA
BOSTON
Hottest:
BRUCE HORNSBY 3-1
SAMANTHA FOX 9-3
GREGORY ABBOTT 17-9
BRUCE SPRINGSTEEN 22-10
BANGLES 21-13
RI-104/Providence, RI
Jonathan Monk
SURVIVOR
JANET JACKSON
GLASS TIGER
Hottest:
PETER CETERA 2-1
HUEY LEWIS & THE 4-2
WANG CHUNG 10-6
BON JOVI 8-7
95XXX/Burlington, VT
Speck/Yeager
CHICAGO
MADONNA
CYNDI LAUPER
GRACE JONES
GEORGIA SATELLITE
ANN WILSON
Hottest:
BANGLES 2-1
HUEY LEWIS & THE 4-2
WANG CHUNG 8-5
GENESIS 12-8
DURAN DURAN 21-14
WKPE/Cape Cod, MA
Randall/McVie
DAVID LEE ROTH
BOSTON
MADONNA
JOURNEY
BILLY VERA & BEAT
JETS
LUTHER VANDROSS
TIMBUK3
Hottest:
HUEY LEWIS & THE 7-4
WANG CHUNG 12-6
BANGLES 16-7
PRETENDERS 14-10
BRUCE SPRINGSTEEN D-26
WIKZ/Chambersburg, PA
Rick Alexander
TINA TURNER
MIAMI SOUND MACHI
CYNDI LAUPER
GEORGIA SATELLITE (dp)
COREY HART (dp)
LIONEL RICHIE
MADONNA
BOSTON
Hottest:
HUEY LEWIS & THE 5-1
PETER CETERA 3-2
BRUCE HORNSBY 9-3
BILLY IDOL 15-7
DURAN DURAN 19-11
WPST/Trenton, NJ
Taylor/Cunningham
BOSTON
JOURNEY
JETS
MADONNA
LIONEL RICHIE
LUTHER VANDROSS
ANN WILSON
Hottest:
HUEY LEWIS & THE 7-1
BILLY IDOL 3-2
BRUCE HORNSBY 6-4
BANGLES 8-5
TIMBUK3 28-22
WNYZ/Utica, NY
Mac/Andrews
BILLY VERA & BEAT
LIONEL RICHIE
PETER GABRIEL
CYNDI LAUPER
JOURNEY
ARETHA FRANKLIN
MADONNA
RIC OCASEK
Hottest:
BANGLES 8-2
BEN E. KING 12-6
DURAN DURAN 16-9
GREGORY ABBOTT 14-10
GENESIS 22-17
WRCK/Utica, NY
Reitz/Williams
MADONNA
BOSTON
PETER GABRIEL
ROD STEWART
LUTHER VANDROSS
PAUL YOUNG
PET SHOP BOYS
EURYTHMICS
Hottest:
HUEY LEWIS & THE 4-1
BANGLES 5-2
WANG CHUNG 9-7
DURAN DURAN 13-8
BRUCE SPRINGSTEEN 33-23
WKRZ/Wilkes-Barre, PA
Jim Reing
COREY HART
MADONNA
DEAD OR ALIVE
BILLY SQUIER
LIONEL RICHIE
BOSTON
EURYTHMICS
Hottest:
HUEY LEWIS & THE 3-1
OMD 8-5
BILLY IDOL 9-8
WANG CHUNG 12-10
BRUCE SPRINGSTEEN 15-13
Q106/York, PA
Crocket/Quinn
BOSTON
MIAMI SOUND MACHI
Hottest:
PETER CETERA 2-1
LIONEL RICHIE 3-2
BRUCE HORNSBY 5-3
ELTON JOHN 8-4
HOWARD JONES 9-5
WGAN/Portland, ME
Todd Martin
MADONNA
BOSTON
JOURNEY
CHICAGO
MIAMI SOUND MACHI
SAMANTHA FOX (dp)
RIC OCASEK
Hottest:
BANGLES 7-3
DURAN DURAN 11-7
GENESIS 16-11
BRUCE SPRINGSTEEN 21-13
KOOL & THE GANG 20-15
WOMP/Wheeling, WV
Forster/Stewart
JOURNEY
MADONNA
JESSE JOHNSON
CARLY SIMON
HUMAN LEAGUE
TINA TURNER
ROD STEWART
Hottest:
BILLY OCEAN 8-6
SURVIVOR 20-11
TALKING HEADS 23-14
KOOL & THE GANG 29-20
BRUCE SPRINGSTEEN 32-21
WFXW/Williamsport, PA
Minier/Stratton
MADONNA
CYNDI LAUPER
JOURNEY
BENJAMIN ORR
Hottest:
HUEY LEWIS & THE 5-1
PETER CETERA 4-2
BRUCE HORNSBY 7-4
WANG CHUNG 9-5
BANGLES 10-6
GEORGIA SATELLITE D-30

SOUTH PARALLEL TWO

WIGY/Bath, ME
Bolvin/Lief
MADONNA
CYNDI LAUPER
BOSTON
JOURNEY
RIC OCASEK
BILLY VERA & BEAT
Hottest:
HUMAN LEAGUE 8-3
BRUCE HORNSBY 12-6
MADONNA 13-7
TIMBUK3 34-21
BILLY IDOL 30-24
95XXX/Burlington, VT
Speck/Yeager
CHICAGO
MADONNA
CYNDI LAUPER
GRACE JONES
GEORGIA SATELLITE
ANN WILSON
Hottest:
BANGLES 2-1
HUEY LEWIS & THE 4-2
WANG CHUNG 8-5
GENESIS 12-8
DURAN DURAN 21-14
WKPE/Cape Cod, MA
Randall/McVie
DAVID LEE ROTH
BOSTON
MADONNA
JOURNEY
BILLY VERA & BEAT
JETS
LUTHER VANDROSS
TIMBUK3
Hottest:
HUEY LEWIS & THE 7-4
WANG CHUNG 12-6
BANGLES 16-7
PRETENDERS 14-10
BRUCE SPRINGSTEEN D-26
WIKZ/Chambersburg, PA
Rick Alexander
TINA TURNER
MIAMI SOUND MACHI
CYNDI LAUPER
GEORGIA SATELLITE (dp)
COREY HART (dp)
LIONEL RICHIE
MADONNA
BOSTON
Hottest:
HUEY LEWIS & THE 5-1
PETER CETERA 3-2
BRUCE HORNSBY 9-3
BILLY IDOL 15-7
DURAN DURAN 19-11
WPST/Trenton, NJ
Taylor/Cunningham
BOSTON
JOURNEY
JETS
MADONNA
LIONEL RICHIE
LUTHER VANDROSS
ANN WILSON
Hottest:
HUEY LEWIS & THE 7-1
BILLY IDOL 3-2
BRUCE HORNSBY 6-4
BANGLES 8-5
TIMBUK3 28-22
WNYZ/Utica, NY
Mac/Andrews
BILLY VERA & BEAT
LIONEL RICHIE
PETER GABRIEL
CYNDI LAUPER
JOURNEY
ARETHA FRANKLIN
MADONNA
RIC OCASEK
Hottest:
BANGLES 8-2
BEN E. KING 12-6
DURAN DURAN 16-9
GREGORY ABBOTT 14-10
GENESIS 22-17
WRCK/Utica, NY
Reitz/Williams
MADONNA
BOSTON
PETER GABRIEL
ROD STEWART
LUTHER VANDROSS
PAUL YOUNG
PET SHOP BOYS
EURYTHMICS
Hottest:
HUEY LEWIS & THE 4-1
BANGLES 5-2
WANG CHUNG 9-7
DURAN DURAN 13-8
BRUCE SPRINGSTEEN 33-23
WKRZ/Wilkes-Barre, PA
Jim Reing
COREY HART
MADONNA
DEAD OR ALIVE
BILLY SQUIER
LIONEL RICHIE
BOSTON
EURYTHMICS
Hottest:
HUEY LEWIS & THE 3-1
OMD 8-5
BILLY IDOL 9-8
WANG CHUNG 12-10
BRUCE SPRINGSTEEN 15-13
Q106/York, PA
Crocket/Quinn
BOSTON
MIAMI SOUND MACHI
Hottest:
PETER CETERA 2-1
LIONEL RICHIE 3-2
BRUCE HORNSBY 5-3
ELTON JOHN 8-4
HOWARD JONES 9-5
WGAN/Portland, ME
Todd Martin
MADONNA
BOSTON
JOURNEY
CHICAGO
MIAMI SOUND MACHI
SAMANTHA FOX (dp)
RIC OCASEK
Hottest:
BANGLES 7-3
DURAN DURAN 11-7
GENESIS 16-11
BRUCE SPRINGSTEEN 21-13
KOOL & THE GANG 20-15
WOMP/Wheeling, WV
Forster/Stewart
JOURNEY
MADONNA
JESSE JOHNSON
CARLY SIMON
HUMAN LEAGUE
TINA TURNER
ROD STEWART
Hottest:
BILLY OCEAN 8-6
SURVIVOR 20-11
TALKING HEADS 23-14
KOOL & THE GANG 29-20
BRUCE SPRINGSTEEN 32-21
WFXW/Williamsport, PA
Minier/Stratton
MADONNA
CYNDI LAUPER
JOURNEY
BENJAMIN ORR
Hottest:
HUEY LEWIS & THE 5-1
PETER CETERA 4-2
BRUCE HORNSBY 7-4
WANG CHUNG 9-5
BANGLES 10-6
GEORGIA SATELLITE D-30

SOUTH PARALLEL TWO

WBBQ/Augusta, GA
Bruce Stevens
MADONNA
LIONEL RICHIE
BOSTON
ANN WILSON
NANCY MARTINEZ
Hottest:
BRUCE HORNSBY 2-1
WANG CHUNG 6-2
HUEY LEWIS & THE 8-3
BANGLES 17-8
BEN E. KING 13-12
KHF/Austin, TX
Keye/Edwards
SAMANTHA FOX
GEORGIA SATELLITE
PAUL YOUNG
CYNDI LAUPER
BILLY VERA & BEAT
Hottest:
BRUCE HORNSBY 3-3
HUEY LEWIS & THE 9-5
WANG CHUNG 10-7
DURAN DURAN 17-12
TIMBUK3 19-15
WFMF/Baton Rouge, LA
Rice/Ahlyson
BEN E. KING
CYNDI LAUPER
MIAMI SOUND MACHI
Hottest:
HUEY LEWIS & THE 3-1
PETER CETERA 5-2
WANG CHUNG 9-7
BANGLES 13-8
CAMEO 18-12
WGGZ/Baton Rouge, LA
Michael Adams
JANET JACKSON
TALKING HEADS
Hottest:
HUEY LEWIS & THE 3-1
CAMEO 8-4
COMO BOYS
BOSTON (dp)
JOURNEY
JETS
NANCY MARTINEZ
Hottest:
BON JOVI 1-1
BANGLES 8-2
WANG CHUNG 7-4
GREGORY ABBOTT 17-12
BILLY VERA & BEAT 38-21
WZYQ/Fredrick, MD
Bare/Armstrong
BOSTON
KOOL & THE GANG
MADONNA
LIONEL RICHIE
BONNIE TYLER
Hottest:
HUEY LEWIS & THE 6-2
BRUCE HORNSBY 9-6
BANGLES 12-8
WANG CHUNG 14-9
BRUCE SPRINGSTEEN 16-13
WQCM/Hagerstown, MD
Chase/Kaufman
MADONNA
MADONNA
LIONEL RICHIE
CYNDI LAUPER
JOURNEY
Hottest:
PETER CETERA 1-1
BANGLES 5-2
HUEY LEWIS & THE 4-3
BRUCE HORNSBY 8-5
CHICAGO 14-3
OK100/Ithaca, NY
Neville/Wilkins
BOSTON
EURYTHMICS
LIONEL RICHIE
MADONNA
Hottest:
TOTO 1-1
HUMAN LEAGUE 2-2
LIONEL RICHIE 7-3
BRUCE HORNSBY 9-4
PETER CETERA 10-5
100KH/Oak City, MD
J.J. "Hitman" McKay
BOSTON
BENJAMIN ORR
MADONNA
JETS
HUMAN LEAGUE
JEFF LORBER
Hottest:
BILLY OCEAN 15-6
TIMBUK3 17-10
ROBBIE NEVIL 12-8
BILLY IDOL 13-10
TALKING HEADS 18-14
95XIL/Parkersburg, WV
Paul DeMille
BOSTON
LIONEL RICHIE
EURYTHMICS
MADONNA
JOURNEY
Hottest:
PETER CETERA 2-1
LIONEL RICHIE 3-2
BRUCE HORNSBY 5-3
ELTON JOHN 8-4
HOWARD JONES 9-5
WGAN/Portland, ME
Todd Martin
MADONNA
BOSTON
JOURNEY
CHICAGO
MIAMI SOUND MACHI
SAMANTHA FOX (dp)
RIC OCASEK
Hottest:
BANGLES 7-3
DURAN DURAN 11-7
GENESIS 16-11
BRUCE SPRINGSTEEN 21-13
KOOL & THE GANG 20-15
WOMP/Wheeling, WV
Forster/Stewart
JOURNEY
MADONNA
JESSE JOHNSON
CARLY SIMON
HUMAN LEAGUE
TINA TURNER
ROD STEWART
Hottest:
BILLY OCEAN 8-6
SURVIVOR 20-11
TALKING HEADS 23-14
KOOL & THE GANG 29-20
BRUCE SPRINGSTEEN 32-21
WFXW/Williamsport, PA
Minier/Stratton
MADONNA
CYNDI LAUPER
JOURNEY
BENJAMIN ORR
Hottest:
HUEY LEWIS & THE 5-1
PETER CETERA 4-2
BRUCE HORNSBY 7-4
WANG CHUNG 9-5
BANGLES 10-6
GEORGIA SATELLITE D-30

SOUTH PARALLEL TWO

KZOU/Little Rock, AR
Lousteeu/Allen
MADONNA
BOSTON
PAUL YOUNG
BILLY VERA & BEAT
Hottest:
RUB D.M.C. 2-1
BRUCE HORNSBY 6-3
WANG CHUNG 21-10
SAMANTHA FOX 17-11
CHICAGO 36-27
WDJX/Louisville, KY
Kenney/Meyer
MADONNA
CHICO DEBARGE
SAMANTHA FOX
READY FOR THE WOR
HUMAN LEAGUE
GRACE JONES
Hottest:
PETER CETERA 3-1
BILLY IDOL 9-7
LIONEL RICHIE 21-17
BEN E. KING 27-20
GEORGIA SATELLITE D-31
Q106/Durham-Raleigh, NC
Edwards/Wright
JETS
CARLY SIMON
LUTHER VANDROSS
BOSTON
MADONNA
CYNDI LAUPER
Hottest:
BRUCE HORNSBY 2-1
LIONEL RICHIE 4-2
BANGLES 13-9
BILLY OCEAN 14-10
WANG CHUNG 15-12
KAMZ/El Paso, TX
Kees/Byers
STACEY Q
BOBBY BROWN
LIONEL RICHIE
HUMAN LEAGUE
Hottest:
DURAN DURAN 22-19
BILLY VERA & BEAT 25-21
READY FOR THE WOR 29-24
BON JOVI D-29
KEZBIE/El Paso, TX
Hansen/Byers
LIONEL RICHIE
NANCY MARTINEZ
PAUL YOUNG
JETS
Hottest:
PETER CETERA 7-1
WANG CHUNG 9-2
BEN E. KING 8-3
CAMEO 2-5
PETER CETERA 9-5
WINK/Ft. Myers, FL
Stone/Barger
MADONNA
LIONEL RICHIE
PETER GABRIEL
PET SHOP BOYS
BOSTON (dp)
JOURNEY
Hottest:
HUEY LEWIS & THE 3-2
WANG CHUNG 5-3
BRUCE HORNSBY 8-4
GREGORY ABBOTT D-31
WKSJ/Greensboro, NC
Kelly/Denver
MADONNA
JESSE JOHNSON (dp)
READY FOR THE WOR (dp)
CINDERELLA (dp)
WANG CHUNG 11-8
BILLY IDOL 12-9
KXX106/Birmingham, AL
Kris O'Kelly
MADONNA
LIONEL RICHIE (dp)
NANCY MARTINEZ
LUTHER VANDROSS
Hottest:
SAMANTHA FOX 3-2
BRUCE HORNSBY 8-3
GREGORY ABBOTT 5-5
RUB D.M.C. 16-10
SWEET SENSATION 20-13
WBBQ/Charleston, SC
Phillips/Allen
LUTHER VANDROSS
ANITA BAKER
READY FOR THE WOR
BON JOVI (dp)
COREY HART
MADONNA
BILLY JOEL
Hottest:
PETER CETERA 2-1
SAMANTHA FOX 9-4
BRUCE HORNSBY 10-8
JANET JACKSON 13-10
UPTOWN 22-19
WBCY/Charlotte, NC
Jack Daniel
JANET JACKSON
MADONNA
JOURNEY
SAMANTHA FOX
Hottest:
BRUCE HORNSBY 1-1
PETER CETERA 3-2
LIONEL RICHIE 4-3
GREGORY ABBOTT 9-6
KANSAS 21-12
WROQ/Charlotte, NC
Blackwell/Williams
READY FOR THE WOR
BEN HALEN
TINA TURNER
LONE JUSTICE
CYNDI LAUPER
JOURNEY
CARLY SIMON
Hottest:
PETER CETERA 4-2
BANGLES 13-8
KOOL & THE GANG 29-24
JANET JACKSON 34-29
WOKI/Knoxville, TN
Harper/Beach
BOSTON
TINA TURNER
GEORGIA SATELLITE
CYNDI LAUPER
Hottest:
BRUCE HORNSBY 3-1
HUEY LEWIS & THE 7-2
PETER CETERA 8-3
WANG CHUNG 10-6
BILLY IDOL 12-8
WFMJ/Lexington, KY
Fou/Indy
MADONNA
BOSTON
JOURNEY
HUMAN LEAGUE
DURAN DURAN 23-13
KOOL & THE GANG 26-16

SOUTH PARALLEL TWO

94Z/Releigh, NC
Delloro/Ross
CYNDI LAUPER
BOSTON
CHICO DEBARGE
EURYTHMICS
KBC BAND
NANCY MARTINEZ (dp)
ARETHA FRANKLIN (dp)
Hottest:
BANGLES 20-12
GREGORY ABBOTT 21-14
SURVIVOR 30-23
GENESIS 33-26
WJMX/Florence, SC
Green/Bowwell
DON JOHNSON
MADONNA
GEORGIA SATELLITE (dp)
BOSTON
JOURNEY
Hottest:
WANG CHUNG 3-2
BILLY IDOL 8-4
DURAN DURAN 13-7
GENESIS 17-10
BEN E. KING 18-13
K18R/Ft. Smith, AR
Baker/Bryant
MADONNA
LIONEL RICHIE
BOSTON
ANN WILSON
Hottest:
BON JOVI 1-1
HUEY LEWIS & THE 4-3
WANG CHUNG 7-4
BILLY IDOL 13-7
SAMANTHA FOX 25-14
88R/Ft. Smith, AR
O'Dea/Kane
LUTHER VANDROSS
JETS
BENJAMIN ORR
TIMBUK3
Hottest:
LISA LISA 2-1
DURAN DURAN 3-2
BON JOVI 4-3
WANG CHUNG 8-4
SAMANTHA FOX 25-18
BANGLES 19-17
KITV/San Antonio, TX
White/Giles
GLASS TIGER
MADONNA
MEL & KIM
CYNDI LAUPER
ARETHA FRANKLIN
DEBBIE HARRY (dp)
DCN JOHNSON
Hottest:
WANG CHUNG 3-1
JANET JACKSON 11-6
BON JOVI 10-7
GREGORY ABBOTT 12-8
DEAD OR ALIVE 15-10
KTUX/Sheepsport, LA
Steel/Weber
HUEY LEWIS & THE
BILLY IDOL
MADONNA
LIONEL RICHIE
COREY HART
ARETHA FRANKLIN
BILLY VERA & BEAT
BOB GELDOF (dp)
Hottest:
NANCY MARTINEZ (dp)
PETER CETERA 2-1
BANGLES 4-2
BRUCE HORNSBY 9-3
GENESIS 16-10
ROBBIE NEVIL 17-11
EDDIE MONEY 6-2
BRUCE HORNSBY 3-3
BEN E. KING 17-13
GENESIS 25-20
JANET JACKSON 30-25
WBAM/Montgomery, AL
Owens/Jackson
BOSTON
BILLY VERA & BEAT
CARLY SIMON
COREY HART (dp)
WANG CHUNG 10-7
BON JOVI 3-1
PETER CETERA 5-2
BRUCE HORNSBY 6-3
HUEY LEWIS & THE 9-4
DURAN DURAN 12-10
WHYY/Montgomery, AL
Brown/Collins
ROBBIE NEVIL
TINA TURNER
CYNDI LAUPER
FREDDIE JACKSON
MADONNA
TIMECODE
Hottest:
WANG CHUNG 4-1
LIONEL RICHIE 3-2
HUEY LEWIS & THE 7-3
BANGLES 8-4
RUB D.M.C. 23-19
KBFM/McAllen-Brownsville, Cruz/McAllen, TX
NU SHOZ
LIONEL RICHIE
SURVIVOR
BENJAMIN ORR
JOURNEY
HUMAN LEAGUE 3-1
BRUCE HORNSBY 4-2
MIAMI SOUND MACHI 8-5
JANET JACKSON 15-9
MADONNA 17-11
W107/Nashville, TN
Chase/Whitaker
BOSTON
KANSAS
RUB D.M.C. (dp)
CYNDI LAUPER
MADONNA
Hottest:
PETER CETERA 1-1
HUEY LEWIS & THE 3-2
WANG CHUNG 6-3
BANGLES 8-4
BRUCE HORNSBY 9-5
KWES/Odessa-Midland, TX
Jim Scott
CHICAGO
BOSTON
JOURNEY
CYNDI LAUPER
DEBBIE HARRY
Hottest:
BON JOVI 2-1
BANGLES 12-7
SURVIVOR 22-15
GREGORY ABBOTT 29-22
GLASS TIGER 33-25
BJ106/Orlando, FL
Thomas/Wright
CYNDI LAUPER
DON JOHNSON
LIONEL RICHIE
Hottest:
WANG CHUNG 6-2
HUMAN LEAGUE 5-3
BANGLES 7-5
HUEY LEWIS & THE 11-7
BRUCE HORNSBY 21-11
Y106/Orlando, FL
McKay/Hayes
MADONNA
READY FOR THE WOR
JETS
TINA TURNER
JESSE JOHNSON
MIAMI SOUND MACHI (dp)
COMODORES
BILLY VERA & BEAT (dp)
Hottest:
BANGLES 5-1
PETER CETERA 9-4
JANET JACKSON 20-11
GREGORY ABBOTT 22-12
CINDERELLA 38-28
WCGO/Columbia, GA
McCard/Daniel
PAUL YOUNG
JOURNEY
MADONNA
BILLY VERA & BEAT
MIAMI SOUND MACHI
GEORGIA SATELLITE
Hottest:
HUEY LEWIS & THE 3-1
PETER CETERA 5-2
BRUCE HORNSBY 9-4
WANG CHUNG 8-5
COMODORES 18-11

PARALLEL THREE

239 Reporters
234 Current Reports
The following station reported a frozen playlist this week:
WBLI/Long Island
The following stations failed to report this week, therefore their playlists were frozen:
WPLJ/New York
B94/Pittsburgh
WNNK/Harrisburgh
WQD/Bloxi

Music Key: (DP) indicates the song is getting play during certain parts of the day and/or night. (RA) indicates the song was dropped from the playlist then readded.

PARALLELS

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

239 Reports

JOHN DOE "Hit Song" (Anylabel) LP: Hit Song

100/25 44%

Regional Summary table with columns for Reach, Debut, Same, Down, Add, and National Summary.

EXAMPLE

100/25 - 100 CHR reporting stations on this week including 25 new adds. 44% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 51 - Number of stations moving it up on the charts.

Debut 20 - Number of stations debuting the song this week.

Same 4 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 25 - Total number of stations adding it this week.

GREGORY ABBOTT "Shake You Down" (Columbia) LP: Gregory Abbott

2017 84%

Regional Summary table for Gregory Abbott.

100/25 84%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 84% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 152 - Number of stations moving it up on the charts.

Debut 23 - Number of stations debuting the song this week.

Same 18 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 7 - Number of stations moving it down on their charts.

Adds 7 - Total number of stations adding it this week.

WILLIAMS "Will You Still Love Me?" (WB) LP: Chicago 18

102/13 43%

Regional Summary table for Williams.

100/25 43%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 43% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 50 - Number of stations moving it up on the charts.

Debut 21 - Number of stations debuting the song this week.

Same 18 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 13 - Total number of stations adding it this week.

B BANGLES "Walk Like An Egyptian" (Columbia) LP: Different Light

224/1 84%

Regional Summary table for Bangles.

100/25 84%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 84% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 90 - Number of stations moving it up on the charts.

Debut 5 - Number of stations debuting the song this week.

Same 20 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 1 - Number of stations moving it down on their charts.

Adds 8 - Total number of stations adding it this week.

Chicago Continued CINDERELLA "Nobody's Fool" (Mercury/PolyGram) LP: Night Songs

89/11 28%

Regional Summary table for Cinderella.

100/25 28%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 28% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 25 - Number of stations moving it up on the charts.

Debut 12 - Number of stations debuting the song this week.

Same 21 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 11 - Total number of stations adding it this week.

DURAN DURAN "Notorious" (Capitol) LP: Notorious

224/2 84%

Regional Summary table for Duran Duran.

100/25 84%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 84% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 209 - Number of stations moving it up on the charts.

Debut 2 - Number of stations debuting the song this week.

Same 10 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 1 - Number of stations moving it down on their charts.

Adds 2 - Total number of stations adding it this week.

Samantha Fox Continued SAMANTHA FOX "Touch Me (I Want Your Body)" (Jive/RCA)

78/15 33%

Regional Summary table for Samantha Fox.

100/25 33%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 33% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 9 - Number of stations moving it up on the charts.

Debut 3 - Number of stations debuting the song this week.

Same 16 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 15 - Total number of stations adding it this week.

BOSTON "We're Ready" (MCA) LP: Third Stage

128/122 64%

Regional Summary table for Boston.

100/25 64%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 64% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 152 - Number of stations moving it up on the charts.

Debut 3 - Number of stations debuting the song this week.

Same 18 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 7 - Total number of stations adding it this week.

DAVID & DAVID "Welcome To The Boomtown" (A&M) LP: Boomtown

74/2 31%

Regional Summary table for David & David.

100/25 31%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 31% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 40 - Number of stations moving it up on the charts.

Debut 5 - Number of stations debuting the song this week.

Same 18 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 9 - Number of stations moving it down on their charts.

Adds 2 - Total number of stations adding it this week.

EURYTHMICS "Thorn In My Side" (RCA) LP: Revenge

75/9 31%

Regional Summary table for Eurythmics.

100/25 31%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 31% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 22 - Number of stations moving it up on the charts.

Debut 4 - Number of stations debuting the song this week.

Same 40 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 9 - Number of stations moving it down on their charts.

Adds 9 - Total number of stations adding it this week.

CHICO DEBARGE "Talk To Me" (Motown) LP: Chico DeBarge

88/16 28%

Regional Summary table for Chico DeBarge.

100/25 28%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 28% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 18 - Number of stations moving it up on the charts.

Debut 8 - Number of stations debuting the song this week.

Same 26 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 16 - Total number of stations adding it this week.

SAMANTHA FOX "Touch Me (I Want Your Body)" (Jive/RCA)

78/15 33%

Regional Summary table for Samantha Fox.

100/25 33%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 33% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 9 - Number of stations moving it up on the charts.

Debut 3 - Number of stations debuting the song this week.

Same 16 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 15 - Total number of stations adding it this week.

GEORGIA SATELLITES "Keep Your Hands To Yourself" (Elektra)

106/32 44%

Regional Summary table for Georgia Satellites.

100/25 44%

100/25 - 100 CHR reporting stations on this week including 25 new adds. 44% - Percentage of this week's reporters playing it.

Regional Reach - Percentage of reporters playing the song within each region.

National Summary

Up 18 - Number of stations moving it up on the charts.

Debut 29 - Number of stations debuting the song this week.

Same 27 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31, etc.)

Down 0 - Number of stations moving it down on their charts.

Adds 32 - Total number of stations adding it this week.

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PARALLELS

K

KANSAS All I Wanted (MCA) LP Power. Regional Reach E 75% S 73% M 64% W 67%. National Summary UP 113 DEBITS 23 SAME 24 DOWN 0 ADDS 7.

BEN E. KING

Stand By Me (Atlantic) LP: "Stand By Me" Soundtrack. Regional Reach E 69% S 81% M 64% W 63%. National Summary UP 124 DEBITS 9 SAME 17 DOWN 13 ADDS 5.

L

CYNDI LAUPER Change Of Heart (Portrait/CBS) LP: True Colors. Regional Reach E 65% S 69% M 62% W 75%. National Summary UP 8 DEBITS 46 SAME 46 DOWN 0 ADDS 68.

NANCY MARTINEZ

For Tonight (Atlantic). Regional Reach E 35% S 30% M 17% W 31%. National Summary UP 25 DEBITS 11 SAME 18 DOWN 3 ADDS 17.

MIAMI SOUND MACHINE

Falling In Love (Uh-Oh) (Epic) LP: Primitive Love. Regional Reach E 71% S 65% M 57% W 76%. National Summary UP 73 DEBITS 29 SAME 29 DOWN 0 ADDS 29.

KBC BAND It's Not You, It's Not Me (Anstia) LP: KBC Band. Regional Reach E 15% S 21% M 22% W 29%. National Summary UP 3 DEBITS 6 SAME 39 DOWN 0 ADDS 4.

KOOL & THE GANG Victory (Mercury/PolyGram) LP: Forever. Regional Reach E 88% S 78% M 74% W 73%. National Summary UP 143 DEBITS 18 SAME 18 DOWN 1 ADDS 7.

MADONNA Open Your Heart (Sire/WB) LP: True Blue. Regional Reach E 75% S 52% M 52% W 80%. National Summary UP 3 DEBITS 3 SAME 1 DOWN 0 ADDS 151.

PAUL MCCARTNEY Stranglehold (Capitol) LP: Press To Play. Regional Reach E 33% S 14% M 17% W 37%. National Summary UP 23 DEBITS 2 SAME 30 DOWN 1 ADDS 1.

ROBBIE NEVIL C'est La Vie (Manhattan) LP: Robbie Nevil. Regional Reach E 81% S 85% M 90% W 98%. National Summary UP 184 DEBITS 9 SAME 27 DOWN 0 ADDS 6.

PARALLELS

O P R S

BILLY OCEAN
Love Is Forever (Jive/Arista)
LP: Love Zone
Regional Summary: UP 164, SAME 12, DOWN 0, ADDS 2

POINTER SISTERS
Goldmine (RCA)
LP: Hot Together
Regional Summary: UP 106, SAME 39, DOWN 0, ADDS 6

LIONEL RICHIE
Ballerina Girl (Motown)
LP: Dancing On The Ceiling
Regional Summary: UP 0, SAME 0, DOWN 0, ADDS 64

BOB SEGER & THE SILVER BULLET BAND
Miami (Capitol)
LP: Like A Rock
Regional Summary: UP 16, SAME 35, DOWN 1, ADDS 1

BRUCE SPRINGSTEEN & THE E STREET BAND
War (Columbia)
LP: Bruce Springsteen Live/1975-85
Regional Summary: UP 164, SAME 18, DOWN 0, ADDS 1

BENJAMIN ORR
Stay The Night (Elektra)
LP: The Lace
Regional Summary: UP 44, SAME 30, DOWN 1, ADDS 15

PRETENDERS
Don't Get Me Wrong (Sire/WB)
LP: Get Close
Regional Summary: UP 184, SAME 17, DOWN 0, ADDS 1

RUN-D.M.C.
You Be 'lilin' (Profile)
LP: Raising Hell
Regional Summary: UP 36, SAME 17, DOWN 7, ADDS 10

CARLY SIMON
Coming Around Again (Arista)
LP: Heartsun Soundtrack
Regional Summary: UP 55, SAME 37, DOWN 0, ADDS 23

ROD STEWART
Every Beat Of My Heart (WB)
LP: Rod Stewart
Regional Summary: UP 7, SAME 39, DOWN 0, ADDS 7

PARALLELS

SURVIVOR Is This Love (Scotti Bros./CBS) LP: When Seconds Count

216/4 90% National Summary UP 41 DEBITS 8 SAME 12 DOWN 2 ADDS 4

Table with columns for Regional Reach (E 928, S 928, M 888, W 888), National Summary (UP 41, DEBITS 8, SAME 12, DOWN 2, ADDS 4), and station call letters (e.g., WABC, WABC, WABC).

TALKING HEADS Wild Wild Life (Sire/WB) LP: True Stories

178/2 74% National Summary UP 136 DEBITS 6 SAME 23 DOWN 11 ADDS 2

Table with columns for Regional Reach (E 751, S 748, M 778, W 788), National Summary (UP 136, DEBITS 6, SAME 23, DOWN 11, ADDS 2), and station call letters (e.g., WABC, WABC, WABC).

TINA TURNER Two People (Capitol) LP: Break Every Rule

160/22 67% National Summary UP 47 DEBITS 44 SAME 10 DOWN 0 ADDS 22

Table with columns for Regional Reach (E 718, S 698, M 608, W 678), National Summary (UP 47, DEBITS 44, SAME 10, DOWN 0, ADDS 22), and station call letters (e.g., WABC, WABC, WABC).

BILLY VERA & THE BEATERS At This Moment (Rhino) LP: The Best Of Billy & The Beaters

132/49 56% National Summary UP 41 DEBITS 31 SAME 10 DOWN 1 ADDS 49

Table with columns for Regional Reach (E 568, S 608, M 611, W 611), National Summary (UP 41, DEBITS 31, SAME 10, DOWN 1, ADDS 49), and station call letters (e.g., WABC, WABC, WABC).

ANN WILSON The Best Man In The World (Capitol) LP: "The Golden Child" Soundtrack

60/22 26% National Summary UP 1 DEBITS 33 SAME 0 DOWN 0 ADDS 22

Table with columns for Regional Reach (E 258, S 228, M 228, W 338), National Summary (UP 1, DEBITS 33, SAME 0, DOWN 0, ADDS 22), and station call letters (e.g., WABC, WABC, WABC).

Advertisement for R&R Radio & Records featuring the text 'Picture Yourself In R&R' and 'If something's happening at your station or company - send R&R the photo and we'll put it on the Picture Page.' Includes the R&R logo and address: 1930 Century Park W., Los Angeles, CA 90067, (213) 553-4330.

TIMBUK 3 The Future's So Bright... (IRS/MCA) LP:Greetings From Timbuk 3

172/4 72% National Summary UP 127 DEBITS 19 SAME 57 DOWN 2 ADDS 4

Table with columns for Regional Reach (E 638, S 608, M 728, W 848), National Summary (UP 127, DEBITS 19, SAME 57, DOWN 2, ADDS 4), and station call letters (e.g., WABC, WABC, WABC).

LUTHER VANDROSS Stop To Love (Epic) LP: Give Me The Reason

84/20 35% National Summary UP 23 DEBITS 7 SAME 34 DOWN 0 ADDS 20

Table with columns for Regional Reach (E 298, S 428, M 158, W 498), National Summary (UP 23, DEBITS 7, SAME 34, DOWN 0, ADDS 20), and station call letters (e.g., WABC, WABC, WABC).

WANG CHUNG Everybody Have Fun Tonight (Geffen) LP: Mosaic

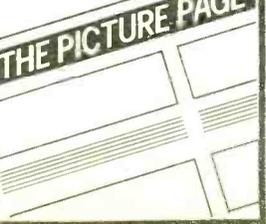
238/1 99% National Summary UP 211 DEBITS 1 SAME 20 DOWN 3 ADDS 16

Table with columns for Regional Reach (E 998, S 998, M 988, W 1008), National Summary (UP 211, DEBITS 1, SAME 20, DOWN 3, ADDS 16), and station call letters (e.g., WABC, WABC, WABC).

PAUL YOUNG Some People (Columbia) LP: Between Two Fires

93/16 39% National Summary UP 18 DEBITS 12 SAME 47 DOWN 0 ADDS 16

Table with columns for Regional Reach (E 468, S 358, M 338, W 458), National Summary (UP 18, DEBITS 12, SAME 47, DOWN 0, ADDS 16), and station call letters (e.g., WABC, WABC, WABC).



PARALLELS

SIGNIFICANT ACTION

B

ANITA BAKER
Caught Up In The Rapture (Elektra)
LP: Rapture

P1 EAST WKKS 19-15	P2 EAST Q100 a WFTC 31-28 WSPM a WFRZ on	P3 EAST WFBG a-40
P1 SOUTH 940 a	P2 SOUTH KZZB 40-34 WQOB on WSEK a WNOK on KSOU d-40 WJDX 40-32 KRFN 37-35 WJXL a	P3 SOUTH WJAD a WQOB d-35 Q104 d-36 KNAM a WPPM a
P1 MIDWEST 936 32-25 99DTX a WCZY 38-32	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on WQOB on Q101 a
P1 WEST Y108 a	P2 WEST WJAD on WQOB on WQOB on Q101 a	P3 WEST WJAD on WQOB on WQOB on Q101 a
P2 EAST KATD a	P2 WEST WJAD on WQOB on WQOB on Q101 a	P3 WEST WJAD on WQOB on WQOB on Q101 a

BANANARAMA
A Trick Of The Night (London/PolyGram)
LP: True Confessions

P1 EAST WNR997 on	P2 EAST Q100 a WFTC on	P3 EAST WQOB on
P1 SOUTH MIDWEST	P2 SOUTH WJAD on WQOB on Q101 a	P3 SOUTH WJAD on WQOB on Q101 a
P1 WEST KHEL a	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

BURNS SISTERS BAND
I Wonder Who's Out Tonight
LP: Burns Sisters Band (Columbia)

P1 EAST CKOI on	P2 EAST KQOB on KCPX 38-36 KZZU 30-19 KNO 21-19	P3 EAST WQOB on
P1 SOUTH MIDWEST	P2 SOUTH WJAD on WQOB on Q101 a	P3 SOUTH WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

C

COMMODORES
Gain' To The Bank
(Polydor/PolyGram)

P1 EAST WKKS 27-22	P2 EAST Q100 on WSEK on fr WNRK 21 fr WFTC 24-22 WRCX on	P3 EAST KMGX 39-33 194 20-16 KLUK a KRYK on KRO on
P1 SOUTH Y100 27-21	P2 SOUTH WQOB on KAMZ on WAPF 19-16 KRFN 32-30 Y106 a	P3 SOUTH WJAD on WQOB on
P1 MIDWEST 896 25-23 KDNB 31-30	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP on KHEL 23-28	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

D

DEAD OR ALIVE
Brand New Lover (Epic)
LP: Mad, Bad And Dangerous To Know

P1 EAST Y100 on	P2 EAST Q100 27-20 WNRK on fr WREZ a	P3 EAST WFXK on
P1 SOUTH Y100 on	P2 SOUTH WQOB on KAMZ on WAPF 19-16 KRFN 32-30 Y106 a	P3 SOUTH WJAD on WQOB on
P1 MIDWEST WQMS on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KATD 34-31	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

F

ARETHA FRANKLIN
Jimmy Lee (Arista)
LP: Aretha

P1 EAST WKKS a	P2 EAST Q100 on WFTC on WFTC a	P3 EAST WFBG a-40
P1 SOUTH 940 on 293 d-36 KTRK on	P2 SOUTH KQOB on KCPX 38-36 KZZU 30-19 KNO 21-19	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST 896 a-39 WCEY on WLOL a-35	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST PH102 d-25 KS103 on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

G

BOB GELDOLF
This Is The World Calling (Atlantic)
LP: Deep In The Heart Of Nowhere

P1 EAST PRO-FM a	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH 940 a	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on KWK a-27	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

H

COREY HART
Can't Help Falling In Love (EMI America)
LP: Fields Of Fire

P1 EAST B104 a WKKS a WPHD a CKOI a PRO-FM a CPFR a B106 a Q107 a-23 WAVA a	P2 EAST WREZ a WKRZ a	P3 EAST 103CIR a WIKZ a WQOB d-38
P1 SOUTH 940 a	P2 SOUTH WSEK a WZYP a Q101 a WVBS a	P3 SOUTH WJAD on WQOB on
P1 MIDWEST KDNB a	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KNSG a	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

J

FREDDIE JACKSON
Tasty Love (Capitol)
LP: Just Like The First

P1 EAST B104 a WKKS d-31 WREZ d-37 WPLJ 20 fr PRO-FM 25-18	P2 EAST WREZ a WKRZ a	P3 EAST 103CIR a WIKZ a WQOB d-38
P1 SOUTH KREB on Y100 34-24	P2 SOUTH WSEK a WZYP a Q101 a WVBS a	P3 SOUTH WJAD on WQOB on
P1 MIDWEST WQMS on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KATD 34-31	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

JESSE JOHNSON w/SLY STONE
Crazy (A&M)
LP: Shockadelica

P1 EAST WKKS 19-15	P2 EAST Q100 on WFTC on WFTC a	P3 EAST WFBG a-40
P1 SOUTH KRBE d-36 Y100 a	P2 SOUTH KQOB on KCPX 38-36 KZZU 30-19 KNO 21-19	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WKTI a KDNB 37-36	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST PH102 19-12 KS103 on KHEL 14-11	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

GRACE JONES
I'm Not Perfect (But I'm Perfect...)
LP: Inside Story (Manhattan)

P1 EAST WKKS d-33	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH KRBE on	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST 896 34-31	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST PH102 33-30 KHEL a KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

L

LABAN
Love In Siberia (Critique)

P1 EAST WKKS 23-19 PRO-FM on	P2 EAST Q100 on WFTC on fr WNRK on fr WKRZ 38-35	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH 940 a	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on KWK a-27	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

JEFF LORBER / KARYN WHITE
Facts Of Love (WB)
LP: Private Passion

P1 EAST WKKS 40 fr	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH Y100 d-35	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

N

NU SHOOZ
Don't Let Me Be The One (Atlantic)
LP: Poolside

P1 EAST Y100 a	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH Y100 on	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KATD 34-31	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

O

RIC OCASEK
True To You (Geffen)
This Side Of Paradise

P1 EAST WPHD a CKOI a PRO-FM a	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH 940 34-32 93PM on 9518Z on	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM a	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KATD a	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

P

JOHN PARR
Blame It On The Radio (Atlantic)
LP: Running The Endless Mile

P1 EAST WNR997 on	P2 EAST Q100 on WFTC on	P3 EAST WQOB on
P1 SOUTH MIDWEST	P2 SOUTH WJAD on WQOB on Q101 a	P3 SOUTH WJAD on WQOB on Q101 a
P1 WEST KHEL a	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

PET SHOP BOYS
Suburbia (EMI America)
LP: Please

P1 EAST WKKS on	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH WQMS on	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST KWK on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

R

READY FOR THE WORLD
Love You Down (MCA)
LP: Long Time Coming

P1 EAST B104 d-28 WAVA d-27	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH KRBE a Y100 a B97 a	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM a	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST 896 a WSTP 27-23 KBEQ a	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

R.E.M.
Superman (IRSMCA)
LP: Lifes Rich Pageant

P1 EAST WPHD on PRO-FM on	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH KREB d-24 WRSR on	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM a	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on KWK on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

DAVID LEE ROTH
That's Life (WB)
LP: Eat 'Em And Smile

P1 EAST WKKS on WPHD 31-25 WCAU 32-28	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH 940 34-32 93PM on 9518Z on	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM a	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

SECRET TIES
Dancin' In My Sleep (Night Waves)
LP: None

P1 EAST WNR997 on	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH MIDWEST	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 WEST KHEL a	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

PAUL SIMON
Graceland (WB)
LP: Graceland

P1 EAST PRO-FM a	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P3 EAST 103CIR a OK100 on 95X11 d-39 WOMP on
P1 SOUTH 940 28-26 WNR997 32-28 WRSR on	P2 SOUTH KZZB a WJAD a WQOB on KTRK on KNAM a WPPM on	P3 SOUTH WJAD on WQOB on Q101 a
P1 MIDWEST WQMS on	P2 MIDWEST WJAD on WQOB on WQOB on Q101 a	P3 MIDWEST WJAD on WQOB on Q101 a
P1 WEST KZZP 16-16 KATD on	P2 WEST WJAD on WQOB on Q101 a	P3 WEST WJAD on WQOB on Q101 a

BILLY SQUIER
Shot O' Love (Capitol)
LP: Enough Is Enough

P1 EAST WNR997 on	P2 EAST Q100 on K104 d-36 WFTC 36-31 WKRZ on	P
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RADIO & RECORDS NATIONAL AIRPLAY

CONTEMPORARY HIT RADIO

BREAKERS

CYNDI LAUPER

Change Of Heart (Portrait/CBS)

68% of our reporters playing it. Moves: Up 8, Debuts 40, Same 46, Down 68 including WXKS, B106, KEGL, WRSR, Z95, KPKE, KS103. Complete airplay in Parallels.

TINA TURNER

Two People (Capitol)

67% of our reporters playing it. Moves: Up 47, Debuts 47, Same 44, Down 0, Adds 22 including WXKS, KEGL, 93FM, WRSR, Y108, KMEL, WROQ. See Parallels, debuts at number 40 on the CHR chart.

CARLY SIMON

Coming Around Again (Arista)

63% of our reporters playing it. Moves: Up 55, Debuts 36, Same 37, Down 0, Adds 23 including PWR997, Y100, KWK, KUBE, WGFM, G105, KRQ. See Parallels, debuts at number 38 on the CHR chart.

MIAMI SOUND MACHINE

Falling In Love (Uh-Oh) (Epic)

67% of our reporters playing it. Moves: Up 73, Debuts 29, Same 29, Down 0, Adds 29 including WCAU, KEGL, B97, KHTR, FM102, KWOD. See Parallels, moves 39-37 on the CHR chart.

MADONNA

Open Your Heart (Sire/WB)

66% of our reporters playing it. Moves: Up 3, Debuts 3, Same 1, Down 0, Adds 151 including Z100, WAVA, Z93, B96, WMMS, WLOL, KIIS. Complete airplay in Parallels.

BILLY JOEL

This Is The Time (Columbia)

60% of our reporters playing it. Moves: Up 65, Debuts 26, Same 37, Down 0, Adds 15 including WXKS, Q107, WAVA, KTKS, Y100, WLS, WKTI. See Parallels, debuts at number 39 on the CHR chart.

NEW & ACTIVE

- BILLY VERA & THE BEATERS "At This Moment" (Rhino) 132/49**
Moves: Up 41, Debuts 31, Same 10, Down 1, Adds 49 including WKSE, Q107, KTKS, 93FM, KRBE, Q102, 92X, B104 18-11, B106 28-18, Z93 28-13, B96 31-20, WMMS 37-20, KIIS 30-20, KATD 3-2, WKEE 3-2. See Parallels, debuts at number 36 on the CHR chart.
- BOSTON "We're Ready" (MCA) 128/122**
Moves: Up 3, Debuts 2, Same 1, Down 0, Adds 122 including WPHD, WCAU, B106, 94Q, PWR997, Z93, KEGL, KRBE, B97, WMMS, WCZY, KWK, KPKE, KMJK, FM102.
- JETS "You Got It All" (MCA) 107/20**
Moves: Up 21, Debuts 27, Same 39, Down 0, Adds 20 including WCAU, WPST, G105, KEZB, Y106, KDON, B98, KFRX, B104 d-30, KRBE 35-25, WLOL 31-26, FM102 23-19, WKQB 37-28, WNOK 40-30, 194 13-4.
- GEORGIA SATELLITES "Keep Your Hands To Yourself" (Elektra) 106/32**
Moves: Up 18, Debuts 29, Same 27, Down 0, Adds 32 including WCZY, WFLY, WLAN, K98, WOKI, WDLX, K11K, KNMQ, KDON, 95XXX, 94Q 22-18, PWR997 9-6, Z93 38-30, Y100 35-25, KWK 30-24.
- BENJAMIN ORR "Stay The Night" (Elektra) 104/15**
Moves: Up 44, Debuts 14, Same 30, Down 1, Adds 15 including WBN, KWOD, KBFM, WKAU, Z104, KJ103, KNMQ, KFIV, B98, KHTZ, WCAU 33-29, PWR997 19-15, Q100 31-26, WKDD 5-3, KIYS 36-29.
- CHICAGO "Will You Still Love Me?" (WB) 102/13**
Moves: Up 50, Debuts 21, Same 18, Down 0, Adds 13 including 94Q, WNCI, KWES, WXLK, Z104, WHOT, 95XXX, KXKL, WXKS 32-28, PRO-FM 32-25, WERZ 37-30, WAMX 20-16, WKSJ 24-18, KSND 40-34, WQCM 14-9.
- PAUL YOUNG "Some People" (Columbia) 93/16**
Moves: Up 18, Debuts 12, Same 47, Down 0, Adds 16 including PRO-FM, WRCK, K98, KEZB, K11K, KIYS, KZZU, KCMQ, WPHD 38-35, PWR997 24-19, WRSR 32-29, WMMS 36-30, Q100 40-32, WPST 37-34, OK95 31-24.
- DON JOHNSON "Heartache Away" (Epic) 87/18**
Moves: Up 14, Debuts 13, Same 42, Down 0, Adds 18 including WKSE, WCAU, PRO-FM, KRBE, 99DTX, KPKE, BJ105, WJMX, WPHD 24-21, Q102 35-32, WKRZ 36-31, WKDD 30-26, KISR 38-31, KTMT 29-24, OK95 30-25.
- LUTHER VANDROSS "Stop To Love" (Epic) 84/20**
Moves: Up 23, Debuts 7, Same 34, Down 0, Adds 20 including WBN, WMMS, KBEQ, FM102, KWSS, WKEE, KXX106, G105, WAPE, B104 20-17, 94Q 25-21, B96 30-27, KHTR 30-26, KMEL 26-23, WTIC 22-16.
- RUN D.M.C. "You Be Illin'" (Profile) 84/10**
Moves: Up 36, Debuts 14, Same 17, Down 7, Adds 10, Q107, KTKS, Q105, KKRZ, KZZB, Y107, WRVQ, WRQN, KKRD, KDVV, B104 21-16, WAVA 12-10, KATD 7-5, WROQ 20-10, KZOU 2-1.
- SAMANTHA FOX "Touch Me (I Want Your Body)" (Jive/RCA) 78/15**
Moves: Up 38, Debuts 9, Same 16, Down 0, Adds 15 including KKRZ, KATD, WFLY, WKEE, K98, WDJX, KZFN, WCAU 39-30, KRBE 31-15, KMEL 17-12, WSPK 9-3, WRCK 30-24, WKQB 3-2, WSSX 9-4, KZOU 17-11.
- EURHYTHMICS "Thorn In My Side" (RCA) 75/9**
Moves: Up 22, Debuts 4, Same 40, Down 0, Adds 9, WRCK, WKRZ, 94Z, K11X, KCAQ, KCPX, OK100, 95XIL, KZOU, WXKS 35-29, WPHD 32-29, PWR997 33-29, Q100 37-30, KIYS 35-27, KSND 23-18.
- NANCY MARTINEZ "For Tonight" (Atlantic) 74/17**
Moves: Up 25, Debuts 11, Same 18, Down 3, Adds 17 including B106, Z95, WHYT, KS103, WBBQ, KXX106, 94Z, WIKZ, 34-25, B96 33-28, KIIS 29-25, KMEL 2-1, KAMZ 4-2, WPOW 1-1, KYNO 11-7.
- DAVID & DAVID "Welcome To The Boomtown" (A&M) 74/2**
Moves: Up 40, Debuts 5, Same 18, Down 9, Adds 2, CHED, WKFR, WKSE 40-34, KDWB 16-10, KWK 10-6, WLOL 10-6, Y108 28-25, WSPK 36-30, WNYZ 33-30, WSKZ 20-16, WNOK 31-27, WGRD 30-24, Z104 35-32, Q104 21-14, KZFN 34-30.
- PETER GABRIEL "Big Time" (Geffen) 71/20**
Moves: Up 10, Debuts 6, Same 35, Down 0, Adds 20 including WXKS, WKSE, KTKS, Y108, KWSS, WSPK, WNYZ, 94TYX, KWES, KZ93, KITS, WPHD 37-32, PWR997 35-30, KMEL 33-27, KRQ 28-21.
- CINDERELLA "Nobody's Fool" (Mercury/PolyGram) 69/11**
Moves: Up 25, Debuts 12, Same 21, Down 0, Adds 11, Q107, Y100, WFLY, WERZ, WAPI, WKSJ, WKDD, KCAQ, Q104, KKRC, KZOU, WRSR 33-30, Q100 18-14, KWES 23-18, Y106 38-28.
- CHICO DEBARGE "Talk To Me" (Motown) 68/16**
Moves: Up 18, Debuts 8, Same 26, Down 0, Adds 16 including WCAU, 92X, WHYT, KKRZ, KATD, KUBE, WCKN, WDJX, Y100 11-5, KIIS 23-18, KMEL 8-7, WKQB 30-26, KMGX 21-13, KLUC 34-29, WCIL 22-17.
- JOURNEY "It'll Be Alright Without You" (Columbia) 65/63**
Moves: Up 6, Debuts 2, Same 0, Down 0, Adds 63 including WPHD, 94Q, KRBE, WMMS, Y108, KMJK, WERZ, 93Q, WNYZ, WROQ, WSKZ, K11X, 95XIL, WLRW, KKAZ.
- LIONEL RICHIE "Ballarina Girl" (Motown) 64/64**
Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 64 including WKSE, WCAU, Z93, Y100, B97, KIIS, KKRZ, KMJK, KS103, KPLZ, KUBE, 93Q, WRQN, 103CIR, KNIN.

MOST ADDED

- MADONNA (151)
- BOSTON (122)
- CYNDI LAUPER (68)
- LIONEL RICHIE (64)
- JOURNEY (63)
- BILLY VERA . . . (49)
- GEORGIA SATELLITES (32)
- HUMAN LEAGUE (30)
- COREY HART (29)
- MIAMI SOUND MACHINE (29)

MOST ACTIVE

- BILLY VERA & BEATERS (71)
- CHICAGO (71)
- BENJAMIN ORR (57)
- JETS (48)
- GEORGIA SATELLITES (47)
- SAMANTHA FOX (47)
- RUN D. M. C. (43)
- CINDERELLA (37)
- DAVID & DAVID (36)
- NANCY MARTINEZ (33)

HOTTEST

- BANGLES (143)
- BRUCE HORNSBY . . . (142)
- WANG CHUNG (112)
- HUEY LEWIS . . . (99)
- PETER CETERA . . . (93)
- DURAN DURAN (53)
- GREGORY ABBOTT (48)
- BON JOVI (48)
- BEN E. KING (35)
- BILLY IDOL (34)

Most Active = Ups + Debuts - Downs

- ANN WILSON "The Best Man In The World" (Capitol) 60/22**
Moves: Up 1, Debuts 4, Same 39, Down 0, Adds 22 including CKOI, PWR997, KPLZ, KUBE, WPST, WBBQ, Z104, KF95, KSND, 95XXX, Y94, Y97, WRSR 39-36, WROQ d-36, KZZU d-37.
- HUMAN LEAGUE "I Need Your Loving" (A&M) 59/30**
Moves: Up 2, Debuts 4, Same 23, Down 0, Adds 30 including CKOI, 99DTX, WCZY, KDWB, KWK, WLOL, KZZP, KMJK, WFMI, KBOS, WOMP, WVBS, KTMT, Y100 d-34, 98PX d-39.
- BOB SEGER & THE SILVER BULLET BAND "Miami" (Capitol) 59/1**
Moves: Up 16, Debuts 6, Same 35, Down 1, Adds 1, WHYT, WPHD 34-26, WCAU 29-25, WRSR 35-34, WCZY 37-34, KWK 32-29, Q100 36-29, K104 36-28, WPST 40-35, KZZB d-38, FM100 26-23, WHHY 25-21, 95XIL 34-28, WFXK 40-33, Q101 40-36.
- ROD STEWART "Every Beat Of My Heart" (WB) 57/7**
Moves: Up 7, Debuts 4, Same 39, Down 0, Adds 7, CKOI, WRCK, KF95, WOMP, WPFM, WBNQ, KZOU, WCAU 37-34, WERZ 40-33, WKRZ 37-33, WNOK d-35, KIYS 39-36, OK100 d-39, WZYP 38-32, KNAN d-40.
- PAUL McCARTNEY "Stranglehold" (Capitol) 57/1**
Moves: Up 23, Debuts 2, Same 30, Down 1, Adds 1, KYRK, WBN 35-32, WCAU 40-37, WERZ 33-29, K11K 30-28, KKRD 33-29, KDON 36-33, KZZU 33-30, WIKZ 39-37, WZYP 39-34, KYYY 39-37, 99KG 36-33, KGOT 25-22, KKAZ d-38, OK95 39-36.
- DEBBIE HARRY "French Kissin'" (Geffen) 55/16**
Moves: Up 11, Debuts 8, Same 20, Down 0, Adds 16 including WPHD, Z95, WMMS, KWOD, 94Z, KITY, KMGX, KCAQ, KHTZ, KZOU, PRO-FM 35-28, FM102 d-21, KATD 33-25, Q100 33-27, KNAN 40-31.
- KBC BAND "It's Not You, It's Not Me" (Arista) 52/4**
Moves: Up 3, Debuts 6, Same 39, Down 0, Adds 4, 94Z, WIXX, WZYP, Y97, WPHD d-33, Z95 40-37, KWK 25-22, KPKE on, KKRZ on-dp, K104 d-38, WAMX d-25, KJ103 d-40, KYYY d-40, WBWB d-40, Y94 40-35.

SIGNIFICANT ACTION

- GRACE JONES "I'm Not Perfect (But I'm Perfect For You)" (Manhattan) 48/12**
Moves: Up 4, Debuts 3, Same 29, Down 0, Adds 12, KMEL, WCKN, WDJX, WBAM, WNCX, KITS, 95XXX, WJAD, Q101, KNAN, KYYY, KZOU, B96 34-31, FM102 33-30, WKRZ 38-35.
- PAUL SIMON "Graceland" (WB) 47/4**
Moves: Up 18, Debuts 4, Same 21, Down 0, Adds 4, PRO-FM, FM102, WFLY, WIXX, PWR997 32-28, K104 32-24, WPST 38-33, WBBQ 40-37, FM100 34-31, Z104 40-37, KIYS 26-18, OK100 40-31, WPFM 38-34, KKAZ 37-32, OK95 37-32.
- READY FOR THE WORLD "Love You Down" (MCA) 42/17**
Moves: Up 13, Debuts 8, Same 4, Down 0, Adds 17 including KRBE, Y100, B97, B96, KBEQ, WSSX, WROQ, WKSJ, WAVA d-27, WHYT 27-23, KIIS 40-36, KS103 35-26, KMEL 18-14, KATD d-29, KWSS 27-22.
- ARETHA FRANKLIN "Jimmy Lee" (Arista) 42/15**
Moves: Up 2, Debuts 4, Same 21, Down 0, Adds 15 including WXKS, B96, WLOL, WNYZ, FM100, 94Z, KITY, KTUX, WNCX, Z93 d-36, FM102 d-25, KF95 35-30, 194 d-29, WJMX 35-34, Q104 d-37.
- DAVID LEE ROTH "That's Life" (WB) 42/2**
Moves: Up 10, Debuts 3, Same 27, Down 0, Adds 2, KZZU, WKPE, WPHD 31-25, WCAU 32-28, 94Q 34-32, WMMS 31-26, Q100 39-33, WSPK d-40, WNCX 36-34, 100KH 35-33, WCIL d-34, WLRW 31-29, WAZY d-40, 99KG 35-32, OK95 40-37.
- FREDDIE JACKSON "Tasty Love" (Capitol) 40/3**
Moves: Up 17, Debuts 6, Same 14, Down 0, Adds 3, B104, WANS, WAPE, WXKS d-31, WKSE d-37, PRO-FM 25-18, Y100 34-24, WCZY 17-13, WHYT 19-13, KZZB 31-25, WROQ 28-20, KEZB 28-27, WCKN 19-14, KBFM 24-22, Y106 29-25.
- COREY HART "Can't Help Falling In Love" (EMI America) 31/29**
Moves: Up 0, Debuts 2, Same 0, Down 0, Adds 29 including B104, WXKS, WPHD, CKOI, PRO-FM, CFTR, B106, Q107, WAVA, KDWB, KWSS, WERZ, WKRZ, WLRW, KTUX.
- JOHN PARR "Blame It On The Radio" (Atlantic) 29/3**
Moves: Up 7, Debuts 3, Same 16, Down 0, Adds 3, K11K, WVBS, KBIM, WGMF d-37, WINK 37-35, WZYO 40-37, WOMP 34-24, KQCR 33-27, Y94 32-27, 99KG d-31, KFMW 30-25, KKAZ 31-29, OK95 d-38.
- ANITA BAKER "Caught Up In The Rapture" (Elektra) 28/14**
Moves: Up 6, Debuts 5, Same 3, Down 0, Adds 14 including 94Q, 99DTX, Y108, Q100, WSPK, WSSX, WKZL, KNAN, WPFM, KQCR, B96 32-25, WCZY 38-32, WTIC 31-28, KZZB 40-34, KBFM 37-35.
- JESSE JOHNSON featuring SLY STONE "Crazy" (A&M) 28/10**
Moves: Up 11, Debuts 3, Same 4, Down 0, Adds 10 including Y100, WKTI, KZZP, WKQB, WXKS 19-15, KRBE d-36, KDWB 37-36, FM102 19-12, KMEL 14-11, KWSS 20-19, WSSX 17-15, KMGX 12-11, KYNO 36-32, 95XXX 34-29, WCGQ 15-14.
- COMMODORES "Goin' To The Bank" (Polydor/PolyGram) 27/2**
Moves: Up 13, Debuts 0, Same 11, Down 1, Adds 2, Y106, KLUC, WXKS 27-22, Y100 27-21, B96 25-23, KDWB 31-30, WTIC 24-22, WAPE 19-16, KBFM 32-30, WNCX 20-13, KMGX 39-33, 194 20-16, WCGQ 18-11, KHTZ 24-21, Y97 39-38.
- VAN HALEN "Best Of Both Worlds" (WB) 27/1**
Moves: Up 6, Debuts 2, Same 18, Down 0, Adds 1, WROQ, WPHD on, PRO-FM on, KEGL d-24, WRSR on-dp, WMMS on, KWK on, KKRZ 31-28, KMJK on-dp, KPLZ on-dp, WKDD 33-30, KIYS 40-37, KXYQ 18-14, KFMW 40-36, OK95 34-29.
- JEFF LORBER featuring KARYN WHITE "Facts Of Love" (WB) 26/6**
Moves: Up 8, Debuts 1, Same 11, Down 0, Adds 6, WCKN, KIYS, KYRK, 100KH, WKSF, 99KG, Y100 d-35, KKRZ 40-36, KMEL 22-16, KBFM 40-32, KF95 22-13, KSND 27-20, KXYQ 28-25, KOZE 30-22, KTMT 34-28.
- BOB GELDOF "This Is The World Calling" (Atlantic) 25/10**
Moves: Up 4, Debuts 2, Same 9, Down 0, Adds 10, PRO-FM, 94Q, KZZB, WLRW, KTUX, KITS, 103CIR, WJAD, KNAN, 99KG, KWK 27-20, K104 d-36, WPST 36-31, WGRD 38-37, KOZE 27-23.
- PET SHOP BOYS "Suburbia" (EMI America) 25/3**
Moves: Up 4, Debuts 3, Same 15, Down 0, Adds 3, WRCK, WINK, WVBS, WXKS on, KWK on, KIIS 31-24, KS103 d-35, KATD 30-24, WSPK on, KITS: 24-21, KZZU d-34, KOZE d-35, KHTZ 30-25.
- RIC OCASEK "True To You" (Geffen) 18/18**
Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 18 including WPHD, CKOI, PRO-FM, PWR997, WRSR, KATD, WNYZ, WNCX, WEAG, WIGY, WGAN, WJAD, KNIN, KQCR, WAZY.
- BILLY SQUIER "Shot O'Love" (Capitol) 17/5**
Moves: Up 0, Debuts 1, Same 11, Down 0, Adds 5, WERZ, WKRZ, WGAN, KQIZ, Y94, WFLY on, K104 on, WAMX on, KTUX on, K11X on-dp, OK100 on, 95XIL on, OK95 d-39.
- DEAD OR ALIVE "Brand New Lover" (Epic) 15/3**
Moves: Up 2, Debuts 1, Same 5, Down 0, Adds 3, WKRZ, KDON, KBIM, Y100 on, WMMS on, KATD 34-31, Q100 27-20, WNNK on, WPOW 16-14, KITY 15-10, KIYS 31-26, KITS 27-24, KSMB d-34.
- NU SHOZ "Don't Let Me Be The One" (Atlantic) 15/3**
Moves: Up 3, Debuts 3, Same 6, Down 0, Adds 3, Y100, KBFM, WAZY, KKRZ 24-21, KMEL on, WKQB 34-30, KWES on-dp, KITY on-dp, WNCX on, KSND 16-12, KXYQ d-35, KZZU d-33, KTMT d-37.
- LABAN "Love In Siberia" (Columbia) 15/1**
Moves: Up 7, Debuts 0, Same 7, Down 0, Adds 1, WPOW, WXKS 23-19, PRO-FM on, WERZ 21-18, WNNK on, KDON on, 95XXX 14-11, WZYP on, Q101 34-29, WPFM on, WVBS 32-26, 99KG 37-34, KBIM 38-36.
- BANANARAMA "A Trick Of The Night" (London/PolyGram) 12/5**
Moves: Up 0, Debuts 0, Same 7, Down 0, Adds 5, KMEL, Q100, KYRK, Q101, Y97, PWR997 on, WPST on, WBBQ on, WQCM on, WJAD on, WCGQ on, KOZE on.
- R.E.M. "Superman" (IRS/MCA) 11/4**
Moves: Up 2, Debuts 0, Same 5, Down 0, Adds 4, K11X, KITS, WJAD, KTMT, WPHD on, Z95 39-36, KWK 34-31, WERZ on, KNAN on, WVBS on-dp, WDBR on-dp.
- SECRET TIES "Dancin' In My Sleep" (Night Wave) 11/1**
Moves: Up 6, Debuts 0, Same 3, Down 1, Adds 1, 194, FM102 15-7, KATD 16-13, KAMZ 21-20, KEZB 20-14, KMGX 22-21, KDON on, WKSF on-dp, KHTZ 27-24.
- BURNS SISTERS BAND "I Wonder Who's Out Tonight" (Columbia) 11/0**
Moves: Up 4, Debuts 1, Same 6, Down 0, Adds 0, CKOI on, KATD on, KMGX d-38, KLUC 32-31, KYRK on, KCAQ on, KXYQ on-dp, KCPX 38-36, KZZU 30-19, KRQ 21-19.

GLADYS KNIGHT & THE PIPS

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FEATURING NEW MUSIC BY

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CONTEMPORARY HIT RADIO

Three Weeks	Two Weeks	Last Week	
8	6	3	1 BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)
6	5	1	2 HUEY LEWIS & THE NEWS/Hip To Be Square (Chrysalis)
13	8	7	3 WANG CHUNG/Everybody Have Fun Tonight (Geffen)
17	12	10	4 BANGLES/Walk Like An Egyptian (Columbia)
18	13	11	5 BILLY IDOL/To Be A Lover (Chrysalis)
1	1	5	6 BOSTON/Amanda (MCA)
28	19	13	7 DURAN DURAN/Notorious (Capitol)
4	4	2	8 PETER CETERA with AMY GRANT/Next Time I Fall (Full Moon/WB)
7	7	8	9 BON JOVI/You Give Love A Bad Name (Mercury/PG)
23	18	14	10 HOWARD JONES/You Know I Love You... Don't You? (Elektra)
24	20	15	11 PRETENDERS/Don't Get Me Wrong (Sire/WB)
11	9	9	12 LIONEL RICHIE/Love Will Conquer All (Motown)
32	24	18	13 SURVIVOR/Is This Love (Scotti Bros./CBS)
2	2	4	14 HUMAN LEAGUE/Human (Virgin/A&M)
3	3	6	15 MADONNA/True Blue (Sire/WB)
31	27	20	16 ROBBIE NEVIL/C'est La Vie (Manhattan)
36	30	24	17 GREGORY ABBOTT/Shake You Down (Columbia)
34	29	21	18 GENESIS/Land Of Confusion (Atlantic)
30	26	22	19 BEN E. KING/Stand By Me (Atlantic)
10	10	12	20 CAMEO/Word Up (Atlanta Artist/PG)
40	33	27	21 JANET JACKSON/Control (A&M)
29	25	23	22 TALKING HEADS/Wild Wild Life (Sire/WB)
25	21	19	23 OMD/ (Forever) Live And Die (Virgin/A&M)
—	—	30	24 BRUCE SPRINGSTEEN/War (Columbia)
37	32	28	25 BILLY OCEAN/Love Is Forever (Jive/Arista)
5	11	16	26 EDDIE MONEY/Take Me Home Tonight (Columbia)
—	36	31	27 GLASS TIGER/Someday (Manhattan)
—	39	32	28 KOOL & THE GANG/Victory (Mercury/PG)
35	31	29	29 DARYL HALL/Foolish Pride (RCA)
—	40	35	30 TIMBUK3/The Future's So Bright... (IRS/MCA)
9	14	25	31 TOTO/I'll Be Over You (Columbia)
—	—	37	32 KANSAS/All I Wanted (MCA)
19	16	17	33 STEVE WINWOOD/Freedom Overspill (Island/WB)
14	15	26	34 ORAN "JUICE" JONES/The Rain (Def Jam/Columbia)
—	—	38	35 POINTER SISTERS/Goldmine (RCA)
DEBUT	DEBUT	DEBUT	36 BILLY VERA & THE BEATERS/At This Moment (Rhino)
BREAKER	BREAKER	BREAKER	37 MIAMI SOUND MACHINE/Falling In Love (Uh-Oh) (Epic)
BREAKER	BREAKER	BREAKER	38 CARLY SIMON/Coming Around Again (Arista)
BREAKER	BREAKER	BREAKER	39 BILLY JOEL/This Is The Time (Columbia)
BREAKER	BREAKER	BREAKER	40 TINA TURNER/Two People (Capitol)

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ADULT CONTEMPORARY

6	5	2	1 BILLY OCEAN/Love Is Forever (Jive/Arista)
3	1	1	2 BRUCE HORNSBY & THE RANGE/The Way It Is (RCA)
11	8	6	3 BENJAMIN ORR/Stay The Night (Elektra)
9	7	5	4 RIC OCASEK/Emotion In Motion (Geffen)
13	9	8	5 MIAMI SOUND MACHINE/Falling In Love (Uh-Oh) (Epic)
1	2	3	6 LIONEL RICHIE/Love Will Conquer All (Motown)
21	13	10	7 GREGORY ABBOTT/Shake You Down (Columbia)
2	3	4	8 HUMAN LEAGUE/Human (Virgin/A&M)
—	21	12	9 BILLY JOEL/This Is The Time (Columbia)
14	12	11	10 BOSTON/Amanda (MCA)
4	6	9	11 PETER CETERA with AMY GRANT/Next Time I Fall (Full Moon/WB)
19	15	14	12 SERGIO MENDES BRASIL '86/Take This Love (A&M)
18	14	13	13 DARYL HALL/Foolish Pride (RCA)
5	4	7	14 MADONNA/True Blue (Sire/WB)
—	23	18	15 ANITA BAKER/Caught Up In The Rapture (Elektra)
25	19	17	16 LINDA RONSTADT & JAMES INGRAM/Somewhere Out There (MCA)
30	22	19	17 BEN E. KING/Stand By Me (Atlantic)
—	—	25	18 CHICAGO/Will You Still Love Me? (WB)
27	24	21	19 OMD/ (Forever) Live And Die (Virgin/A&M)
—	30	24	20 AMY GRANT/Stay For A While (A&M)
8	11	16	21 TOTO/I'll Be Over You (Columbia)
24	20	20	22 HOWARD HEWETT/I'm For Real (Elektra)
10	10	15	23 KENNY ROGERS/They Don't Make Them Like They Used To (RCA)
—	27	26	24 HUEY LEWIS & THE NEWS/Hip To Be Square (Chrysalis)
12	17	22	25 CARLY SIMON/Coming Around Again (Arista)
BREAKER	BREAKER	BREAKER	26 POINTER SISTERS/Goldmine (RCA)
DEBUT	DEBUT	DEBUT	27 TINA TURNER/Two People (Capitol)
BREAKER	BREAKER	BREAKER	28 ARETHA FRANKLIN/Jimmy Lee (Arista)
—	—	30	29 AIR SUPPLY/One More Chance (Arista)
BREAKER	BREAKER	BREAKER	30 L. RONSTADT & N. RIDDLE.../When You Wish Upon A Star (Elektra)

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AOR TRACKS

Three Weeks	Two Weeks	Last Week	
4	1	1	1 STEVE MILLER BAND/I Want To Make... (Capitol)
5	4	3	2 BOSTON/We're Ready (MCA)
9	6	4	3 GEORGIA SATELLITES/Keep Your Hands To Yourself (Elektra)
—	8	2	4 BRUCE SPRINGSTEEN & THE E STREET BAND/War (Columbia)
8	5	5	5 DON HENLEY/Who Owns This Place? (Geffen; MCA)
11	10	7	6 BENJAMIN ORR/Stay The Night (Elektra)
27	14	9	7 ERIC CLAPTON/It's In The Way You Use It (Duck/WB)
16	15	11	8 PRETENDERS/My Baby (Sire/WB)
18	16	14	9 BOSTON/Cool The Engines (MCA)
24	18	15	10 KANSAS/All I Wanted (MCA)
14	13	13	11 DAVID & DAVID/Swallowed By The Cracks (A&M)
12	12	12	12 RIC OCASEK/True To You (Geffen)
—	29	20	13 BRUCE SPRINGSTEEN & THE E STREET BAND/Fire (Columbia)
32	20	18	14 STEVIE RAY VAUGHAN & DOUBLE TROUBLE/Superstition (Epic)
40	30	21	15 STEVE WINWOOD/Back In The High Life Again (Island/WB)
31	25	17	16 BON JOVI/Wanted Dead Or Alive (Mercury/PG)
1	2	6	17 PRETENDERS/Don't Get Me Wrong (Sire/WB)
BREAKER	BREAKER	BREAKER	18 BRUCE HORNSBY & THE RANGE/On The Western Skyline (RCA)
30	27	25	19 LONE JUSTICE/Shelter (Geffen)
BREAKER	BREAKER	BREAKER	20 PETER GABRIEL/Big Time (Geffen)
22	21	19	21 R.E.M./Superman (IRS/MCA)
2	3	8	22 BILLY IDOL/To Be A Lover (Chrysalis)
7	7	10	23 KBC BAND/It's Not You, It's Not Me (Arista)
BREAKER	BREAKER	BREAKER	24 BILLY IDOL/Don't Need A Gun (Chrysalis)
52	39	33	25 ROBERT CRAY BAND/Smoking Gun (Mercury/PG)
29	26	26	26 SURVIVOR/Is This Love (Scotti Bros./CBS)
38	31	28	27 BOB GELDOF/This Is The World Calling (Atlantic)
26	23	23	28 EDDIE MONEY/We Should Be Sleeping (Columbia)
20	19	22	29 STABILIZERS/One Simple Thing (Columbia)
—	42	36	30 JASON & THE SCORCHERS/Golden Ball And Chain (EMI America)

Complete Tracks Chart Begins on Page 70

BLACK/URBAN

9	6	5	1 COMMODORES/Goin' To The Bank (Polydor/PG)
7	5	4	2 READY FOR THE WORLD/Love You Down (MCA)
15	10	6	3 BOBBY BROWN/Girlfriend (MCA)
14	9	7	4 KOOL & THE GANG/Victory (Mercury/PG)
2	2	2	5 JESSE JOHNSON featuring SLY STONE/Crazay (A&M)
28	16	11	6 JANET JACKSON/Control (A&M)
26	20	12	7 LUTHER VANDROSS/Stop To Love (Epic)
12	8	8	8 ANITA BAKER/Caught Up In The Rapture (Elektra)
3	3	1	9 LIONEL RICHIE/Love Will Conquer All (Motown)
19	15	14	10 JEFF LORBER featuring KARYN WHITE/Facts Of Love (WB)
1	1	3	11 FREDDIE JACKSON/Tasty Love (Capitol)
16	14	13	12 LEVERT/Let's Go Out Tonight (Atlantic)
20	18	16	13 VESTA WILLIAMS/Once Bitten Twice Shy (A&M)
21	19	18	14 NEW EDITION/Once In A Lifetime Groove (MCA)
8	7	10	15 CHICO DEBARGE/Talk To Me (Motown)
23	21	19	16 ISAAC HAYES/Ike's Rap/Hey Girl (Columbia)
32	24	21	17 KLYMAXX/Sexy (Constellation/MCA)
34	27	22	18 MIKI HOWARD/Come Share My Love (Atlantic)
25	22	20	19 BILLY OCEAN/Love Is Forever (Jive/Arista)
4	4	9	20 ONE WAY/Don't Think About It (MCA)
31	26	24	21 CHAKA KHAN/Tight Fit (WB)
—	37	29	22 JAMES "D TRAIN" WILLIAMS/Misunderstanding (Columbia)
35	30	26	23 GRACE JONES/I'm Not Perfect (But I'm Perfect Enough) (Manhattan)
38	31	27	24 EL DeBARGE/Someone (Gordy/Motown)
36	28	25	25 RUN D.M.C./You Be Ill'in (Profile)
39	32	28	26 POINTER SISTERS/Goldmine (RCA)
—	—	31	27 ARETHA FRANKLIN/Jimmy Lee (Arista)
—	34	30	28 SHIRLEY MURDOCK/As We Lay (Elektra)
17	17	17	29 FULL FORCE/Unfaithful So Much (Columbia)
—	—	37	30 GEORGE BENSON/Shiver (WB)
40	36	32	31 KRYSTOL/Precious, Precious (Epic)
—	38	35	32 MANHATTANS/Where Did We Go Wrong (Columbia)
24	23	23	33 S.O.S. BAND/Even When You Sleep (Tabu/CBS)
—	39	34	34 MAZE/When You Love Someone (Capitol)
BREAKER	BREAKER	BREAKER	35 AL JARREAU/Tell Me What I Gotta Do (WB)
11	11	15	36 PATTI LABELLE/Kiss Away The Pain (MCA)
BREAKER	BREAKER	BREAKER	37 GAP BAND/Big Fun (Total Experience/RCA)
DEBUT	DEBUT	DEBUT	38 ROBBIE NEVIL/C'est La Vie (Manhattan)
BREAKER	BREAKER	BREAKER	39 MELBA MOORE/Falling (Capitol)
DEBUT	DEBUT	DEBUT	40 CAMEO/Candy (Atlanta Artists/PG)

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