

THE R&B

May 18, 1987

R E P O R T VOL. 1 NO. 6 PRICE: \$5.00

TOPSIDES

WHAT'S NEW



LUTHER NOW

By Belma Johnson

At times, the hottest record in the business isn't performed by the greatest artist. In the case of **Luther Vandross**, his records usually are the hottest and definitely he is one of the greatest.

Every lucky once in a long while, an artist is so great, so historic, that he makes you step back from the routines, the meetings, the marketing plans, and — yes — even the money. You step back to get a better view, to admire the talent.

Luther Vandross arguably is the best male vocalist of this generation. He makes you step back and admire.

Inside this issue:

- Ray Anderson explains the strategy for expanding Luther's fan base;
- Bernie Miller talks about Luther's busy production schedule;
- Danny Markus provides the management view of Luther's success;

Please see page 19.

R&B INTERNATIONAL™

This issue of The R&B Report introduces **R&B International**, a series of weekly reports on the global marketplace as it pertains to the most popular genre of music in history, R&B.

With classic and contemporary R&B reaching top slots on several charts overseas, especially in the past year, the activity of R&B in foreign lands has become increasingly important.

Each week, columnist Don Tracy will elaborate on components of the international scene, illuminating its peculiarities, clarifying its mysteries, reporting its income opportunities.

In the first installment, Tracy explains why overseas radio offers such an attractive means of breaking new talent or product.

In coming weeks, he will discuss investment options, the politics of radio, as well as important legislative changes.

Please see page 12.

NARM AND WEA JOIN ARIZONA BOYCOTT

SCOTTSDALE, Ariz. — The recording industry continues the snowballing boycott of Arizona, as NARM and WEA kill plans to convene in the state that refuses to observe the birthday of Dr. Martin Luther King, Jr.

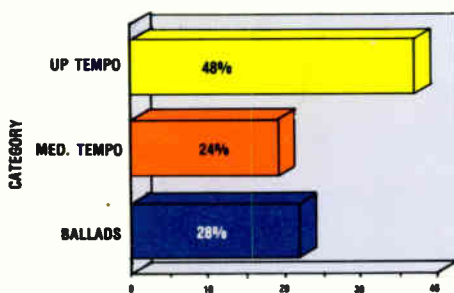
Please see page 14.

STRIPED HORSE NAMES LUSHKA

LOS ANGELES — Indie label Striped Horse names veteran Mike Lushka to VP/Marketing.

Please see page 14.

R&B TEMPO BREAKDOWN
RADIO AIRPLAY



NUMBER OF SONGS
SOURCE: THE R&B REPORT™ • THE R&B CHART, MAJOR MARKET BOWERS
& MAJOR MARKET MENTIONS (Vol. 1 No. 6)



REGINA BELLE

"SHOW ME THE WAY"

38-07080

From Her Soon-To-Be Released Solo Album

ALL BY MYSELF

40537

Produced by Nick Martinelli
Michael J. Powell

On Columbia Records & Cassettes



Columbia Records — Radio's Best Friend

World Radio History

©1987 CBS Inc.

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THE R&B

R E P O R T

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Editorial and
National Advertising Offices:
6430 Sunset Blvd., Suite 1201
Los Angeles, CA 90028
(213) 461-4773

Publishers:
Graham Armstrong — Tom Cossie

Editor-In-Chief:
Belma Johnson

Advertising:
The Christopher Company
Quiet Storm/Top 40 Director:
Darryl Lindsey
Research and Circulation Director:
Charles Peck
Retail Research Director:
Marge Calderone
R&B International Editor:
Don Tracy

Illustrator:
Scott Friedlander

Columnists:
Steven Ivory, Darlene Donloe

Design/Layout Director:
Charles Jones

Typesetting/Printing:
Baron/Printed Visuals

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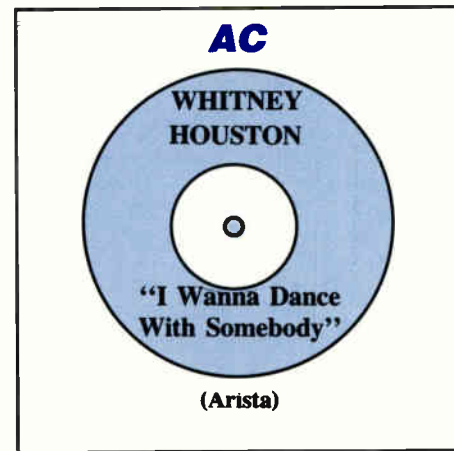
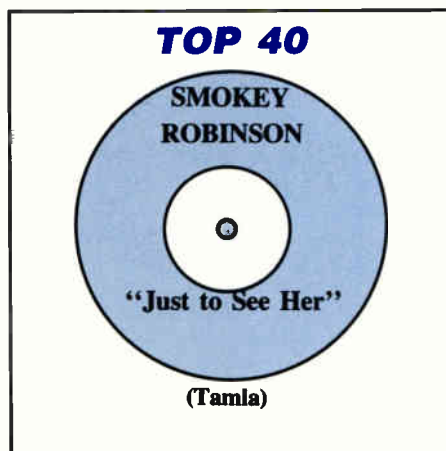
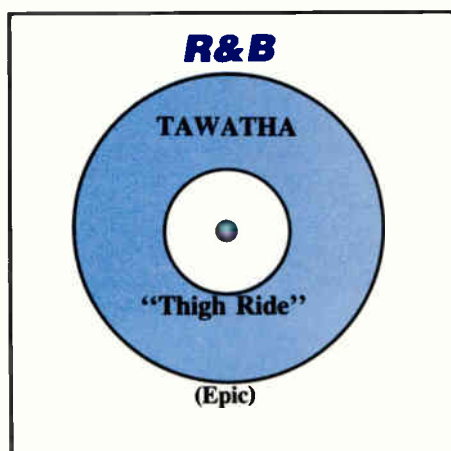
Niana Ross



THE R&B CHART SUMMARY

Artist/Title/Label	T40	R&B	A/C	
1 ATLANTIC STARR/Always/WB	88%	75%	10%	Gaining Top 40 & AC
2 LISA LISA/CULT JAM/Head To Toe/Columbia	90%	100%	7%	Heading to #1
3 SMOKEY ROBINSON/Just To See Her/Motown	72%	68%	87%	Looking Good
4 HERB ALPERT/Diamonds/A&M	77%	86%	13%	Glittering
5 JODY WATLEY/Looking For A New Love/MCA	80%	4%	0%	Looking For A Thrill
6 LIONEL RICHIE/Se La/Motown	40%	61%	100%	Strong AC
7 CAMEO/Back And Forth/Atl. Art.	17%	75%	0%	Holding
8 SURFACE/Happy/Columbia	10%	82%	0%	R&B Hit
9 FREDDIE JACKSON/Don't Want To Lose Your Love/Capitol	5%	89%	0%	Winning
10 ARETHA/GEO. MICHAEL/I Knew You Were Waiting (4 Me)/Arista	40%	4%	93%	Still Big AC
11 ANITA BAKER/Same Ole Love/Elektra	22%	36%	73%	Nice Video
12 KENNY G./Songbird/Arista	55%	21%	73%	Cross Over Appeal
13 SHIRLEY MURDOCK/Go On Without You/Elektra	2%	79%	0%	Leveling
14 WHISPERS/Rock Steady/Solar	2%	96%	0%	Solid Hit
15 MELBA MOORE/It's Been So Long/Capitol	2%	79%	0%	Peaked
16 NONA HENDRYX/Why Should I Cry/EMI	7%	96%	0%	Hit Bound
17 WHITNEY HOUSTON/I Wanna Dance With Somebody/Arista	77%	57%	47%	Smash!
18 VANDROSS/HINES/There's Nothing Better Than Lv/Epic	17%	39%	47%	Spurred Up Sales
19 FIVE STAR/Are You Man Enough?/RCA	2%	82%	0%	Strong Song
20 CLUB NOUVEAU/Why You Treat Me So Bad/WB	2%	82%	0%	4 In A Row?
21 SYSTEM/Don't Distrub This Groove/Atlantic	42%	21%	7%	Making Noise At Top 40
22 ISLEY JASPER ISLEY/Eighth Wonder of The World/CBS Associated	0%	68%	0%	Strong R&B Base
23 KLYMAXX/I'd Still Say Yes/Constellatio	20%	25%	20%	They've Reached It
24 PRINCE/Sing 'O' The Times/Paisley Park	30%	11%	0%	New Single Released
25 MIKI HOWARD/Imagination/Atlantic	0%	50%	0%	Recurrent
26 PATRIC RUSHEN/Watch Out/Arista	2%	36%	0%	Peaked
27 AL GREEN/Everything's Gonna Be All Right/A&M	0%	54%	0%	It's All Right
28 DENIECE WILLIAMS/Never Say Never/Columbia	2%	61%	0%	Building
29 HOWARD HEWETT/I Commit To Love/Elektra	2%	71%	0%	R&B Radio is Committed
30 RJ'S LATEST ARRIVAL/Rhythm Method/Atlantic	2%	68%	0%	Doing It Naturally

MOST ADDED



STETSASONIC



FAYE

B/W FOREVER MY BEAT

ST
ET

Play "FAYE,"
the brand new
single from
Stetsasonic's
debut album
ON FIRE.
Produced,
written,
arranged,
mixed, created,
and Stetsasized
by Stetsasonic.



Tommy
BOY

THE R&B CHART

RECORD OF THE WEEK

WHITNEY HOUSTON

(Arista)

(Record that gains the most points
on the R&B Chart™)



For the third consecutive week, **Atlantic Starr** ranks at the top of the chart. *Always* is rapidly posturing itself toward being a timeless copyright.

LW	TW	ARTIST	TITLE	LABEL	WOC
1	1	ATLANTIC STARR	Always	WB	7
2	2	LISAL LISA/CULT JAM	Head To Toe	Columbia	3
3	3	SMOKEY ROBINSON	Just To See Her	Motown	7
9	4	HERB ALPERT	Diamonds	A&M	3
6	5	JODY WATLEY	Looking For A New Love	MCA	8
5	6	LIONEL RICHIE	Se La	Motown	5
7	7	CAMEO	Back And Forth	Atl. Atl.	5
10	8	SURFACE	Happy	Columbia	5
12	9	FREDDIE JACKSON	I Don't Want To Lose Your Love	Capitol	5
11	10	ARETHA/GEO. MICHAEL	I Knew You Were Waiting (4 Me)	Arista	8
4	11	ANITA BAKER	Same Ole Love	Elektra	7
20	12	KENNY G	Songbird	3	
13	13	SHIRLEY MURDOCK	Go On Without You	Elektra	5
21	14	WHISPERS	Rock Steady	Solar	2
14	15	MELBA MOORE	It's Been So Long	Capitol	5
24	16	NONA HENDRYX	Why Should I Cry	EMI	2
33	17	WHITNEY HOUSTON	I Wanna Dance With Sombody	Arista	1
8	18	VANDROSS/HINES	There's Nothing Better Than Luv	Epic	7
23	19	FIVE STAR	Are You Man Enough?	RCA	2
26	20	CLUB NOUVEAU	Why You Treat Me So Bad	WB	1
22	21	SYSTEM	Don't Disturb This Groove	Atlantic	8
27	22	ISLEY JASPER ISLEY	Eighth Wonder of the World	CBS Associated	1
15	23	KLYMAXX	I'd Still Say Yes	Constellatio	7
17	24	PRINCE	Sing 'O' The Times	Paisley Park	8
18	25	MIKI HOWARD	Imagination	Atlantic	5
16	26	PATRICE RUSHEN	Watch Out	Arista	7
29	27	AL GREEN	Everything's Gonna Be All Right	A&M	2
35	28	DENIECE WILLIAMS	Never Say Never	Columbia	1
37	29	HOWARD HEWETT	I Commit To Love	Elektra	1
39	30	RJ'S LATEST ARRIVAL	Rhythm Method	Atlantic	1

There Is Only One New Music Seminar...

The Eighth New Music Seminar, July 12-15, 1987 The Marriott Marquis Hotel, New York City

The only convention that brings together virtually the entire international music business. Look at the program of this year's meeting—it describes an unbeatable opportunity to increase your knowledge and contacts internationally. The daytime program, when combined with a nighttime program of performances by over 200 groups of every kind (applications to perform are being accepted now) in venues all over the city makes the NMS the only place to assure your future in the music business.

SUNDAY — JULY 12

- 2:00 PM
DJs & MCs: The Battle For World Supremacy—Trials
- 5:30 PM
Nightclubbing Around The World
American Rock Indies: A Reality Check
Marketing Metal
Songwriters & Publishers: A Mock Negotiation
Canada: A Market Survey
- 7:30 PM
Recording Engineers
Alternative Commercial Radio
Dance Music Issues
Censorship: Still A Burning Issue

MONDAY — JULY 13

- 10:30 AM
Keynote Address
- 12:30 PM
Songwriters & Publishers: A Follow-Up Workshop
A Million Dollars Worth of Mistakes
Racism in the US Music Industry

Merchandising: The New Profit Center Pool Directors Conclave

- 2:30 PM
A & R (Arguments & Recriminations)
Publicity Workshop
Rhythm Radio: Meeting The Pop Challenge
State of the Artist's Recording Agreement
Australia: A Market Survey
Album Radio Conclave
- 5:30 PM
Managers
DJs And Remixers
Commercial Music: Is It Art?
New Technologies: The Hardware Revolution
International Publishers Debate: The European Licensing Controversy
Crossover: The New Hitmakers

TUESDAY — JULY 14

- 11:00 AM
Rock Criticism
Recording Contract: A Mock Negotiation

Talent & Booking Workshop: Getting New Bands On The Road

- Radio G.M.s: The Big Guys Talk Music & Money
Benelux: A Market Survey
College Radio Conclave (Radio Only)
- 12:45 PM
The Future of Music Video
Music For Peace
Japan: A Market Survey
Hi-NRG: Frontier or Boundary?
- 2:30 PM
Metal: Headbanging Around The World
Songwriters
Crossover: Pop Radio's New Attitude
The Record Deal: A Follow-Up Workshop
Dance & Alternative Rock Retail
Dance-Oriented Rock
- 5:30 PM
Record Producers
UK Major Labels
Big Record Retailers: Is There Room For New Music?
Contemporary Instrumental
Music Trends in the Underground

Attorney Clinic: The Whys & Wherefores of Getting a Good Lawyer

WEDNESDAY — JULY 15

- 11:00 AM
Talent & Booking
Independent Labels & Distribution:
The Big Comeback
Copyright in the Digital Age
College Radio: The Fresh(man) Format
Germany/Austria/Switzerland/
Scandinavia: A Market Survey
Accounting & Bookkeeping Workshop
- 12:45 PM
Alternative Promotion & Marketing
International Talent & Booking
Management Workshop
Rap: America Surrender To The Street
- 2:30 PM
DJs & MCs: The Battle For World Supremacy—Finals
UK Independent Labels
Small Club Booking Conclave
Music Business Insurance Clinic
- 5:30 PM
Artists

Save money, make your plans now to attend the world's best-attended, forward-looking music meeting. Join more than 6,000 of your peers in NYC in July and take advantage of the **special early registration rate of \$175.00 (good only until July 5th)**. Register by mail or use your credit card to register by telephone: tel. (212) 722-2115, telex 6971684 FUNK, fax (212) 289-3708. After July 5th rates rise to \$225.00 (\$250.00 at the door), so **ACT NOW!!!**

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R&B REP

...The Unconventional Convention

MAJOR MARKET MOVERS

Major Market Movers are the 15 titles showing the strongest movement toward the Top 30 R&B Chart™

RAY, GOODMAN & BROWN

“Celebrate Our Love”
(EMI)
Ballad

LW TW
34 33



Harry Ray, Al Goodman and Billy Brown have spent their 20-year careers in and out of the spotlight. As the original Moments, they scored huge hits in the early '70s, and quickly disappeared. As Ray, Goodman & Brown, they scored the crossover smash “Special Lady,” then retreated. They are back again, and plan to stay. The celebration is at WWIN, WBMX, WGCI, WNOV, WGPR, WKND, KKFX, WKXI, WPLZ, WMYK, WJMI, KATZ, KRIZ, KKDA, KDLZ, KJLH.

JODY WATLEY

“Still A Thrill”
(MCA)
Uptempo

LW TW
38 34



The former Shalamar singer and “Soul Train” dancer took two years to plot her solo career. Her return to the scene was marked by the dance hit, “Looking For A New Love.” Only two months after the release of the album, Jody had earned her first solo gold. Significant action is happening at KMJQ, KDAY, WTMP, WKXI, WPLZ, WENN, WTHP, WAMO, KRIZ, KKFX, WMYK, KJLH, KSOL, WWIN, WCKX, WGCI, WBMX, WCIN, KMJM, WWIN.

LAKESIDE

“Relationship”
(Solar)
Uptempo

LW TW
42 35



The Lakeside LP — designed to return this veteran group to the spotlight — has succeeded so far. With the first single still earning significant radio play, Lakeside continues on its journey toward the top. The group has a “Relationship” with: WCKX, WAMO, WGPR, WTHP, WENN, KRIZ, KSOL, KJLH, KDAY, KMJQ, KDLZ, WTMP, WKXI, WJMI, WWIN, WBMX, WGCI, WKND, KMJM, KKDA.

CLAUDJA BARRY

“Can’t You Feel My Heartbeat”
(Epic)
Uptempo

LW TW
43 36



Claudja Barry keeps climbing the chart. Since her introduction in the 70’s, she has been a gift to dancers everywhere. Once again on her current single, Claudja has worked to keep herself in the limelight. The record is happening at WGCI, WBMX, WKXI, WWIN, KMJM, WKND, WJMI, KKDA.

JONATHAN BUTLER

“Lies”
(Jive)
Mid-tempo

LW TW
49 37



Jonathan Butler already is a star in his homeland, South Africa. By age 6, he was earning a living. By 13, he was one of the biggest stars in his country. So at 25, already he’s an industry vet. “Lies” can be heard on WWIN, WHUR, WGCI, WBMX, WCIN, KKDA, WMYK, WKXI, WENN, WKND, KMJM, WNOV, KDLZ, KMJQ, KJLH, KSOL.

MAJOR MARKET MOVERS

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MONET

“My Heart Gets All The Breaks”
(Ligosa/Warlock)

Uptempo

LW TW
50 39



Led by 17-year-old Bernadette Suarez, this trio continues to pick up huge support from Top 40 and R&B. Lou Rosario sings back-up. Tom Perri sings back-up and plays keyboards. Monet is breaking hearts at WBMX, WGCI, WQHT, WPOW, WMYK, KDAY.

FIRST CIRCLE

“Working Up A Sweat”
(EMI)

Uptempo

LW TW
44 41



The roots of First Circle extend back to the mid-'70s and a Top 40 garage band called Crossbow. The group's evolution continued through the 80's with the help of Randy Muller's production skills. “Sweat” is hot at: WHUR, WILD, WQHT, WWIN.

LA LA

“If You Love Me Just A Little”
(Arista)

Uptempo

LW TW
72 45



In a shimmering debut, La La moves from behind the scenes as a successful songwriter to the foreground as a solo artist. Her first single, a dancey jam, was produced by the fellas of Full Force. Radio is growing weekly at WHUR, WNOV, WKND, WTHP, WPLZ, KKDA, KDLZ, KDAY, KSOL, WDAS, WVEE, WYLD, WGCI, WZAK, WENN, KPRS.

TEEN DREAM

“Let's Get Busy”
(WB)

Uptempo

LW TW
61 46



In Columbus, Ohio, Lisa, Terry and Desiree have been singing and dancing together, since they were old enough to turn on the radio. Producer Chris Powell formed the group and molded the girls into an energetic, teen-oriented recording act. Teen Dream is definitely getting busy at WCKX, WGCI, WCIN, KMJM, WQHT, WENN, WTHP, WPOW, WTMP, KKDA, KJLH, WAMO, WHRK, XHRM, WKXI.

STEPHANIE MILLS

“I Feel Good All Over”
(MCA)

Ballad

LW TW
57 47



She began at age 3. By 11, she had sang at the Apollo. She won the heart of America portraying Dorothy in “The Wiz” on Broadway. She sold more than a million albums on her debut. And now she's back with a splash and a smash. Showing early action at WCIN, WWIN, KATZ, WKND, WENN, WTHP, KSOL, WMYK, WTMP, KMJQ, WJMI, KDLZ, KKDA.

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KATHY MATHIS

“Late Night Hour”

(Tabu)
Uptempo

LW TW
60 48



Kathy Mathis grew up in Battle Creek, Mich., where she studied piano and sang in the church choir. She spent time in recording studios as a girl. In fact, she laid down some tracks at 14 and promoted them herself at radio and retail. Getting rotation at KJLH, KSOL, WENN, KDKO, WGPR, KKDA, WGCI, WAMO, KATZ, KMJM, WKND, WKXI, WTHP.

4 BY FOUR

“Want You For My Girlfriend”

(Capitol)
Uptempo

LW TW
88 50



These four family members from Queens, N.Y., (Damen and Lance Heyward, Steve Gray and Jay Jackson) had been keeping busy by putting on their own shows, impressing crowds with their four-part harmonies and stage routines. Their idols were the Jackson Five, Stevie Wonder and the Temptations. After three of the four members graduate high school in June, the group will tour. Recent adds at WTMP, KDAY, WPLZ, WENN, WKND, KMJM, WCIN, WGCI, WBMX, WWIN.

TEMPTATIONS

“Someone”

(Gordy)
Mid-tempo

LW TW
54 52



The Gentlemen of Motown have been making hits longer than some of their colleagues have been alive, yet their sound remains current and hot. Their classic harmonies and ceaseless style still stand. Record is on the move at WWIN, WBMX, WGCI, WNOV, WCIN, KATZ, KMJM, WGPR, WKND, WENN, WTMP, WMYK.

REGINA BELLE

“Show Me The Way”

(Columbia)
Mid-tempo

LW TW
96 53



Born to a musical family, Regina Belle grew up singing. Her first gig was a \$25 salary she earned singing “Don’t Ask My Neighbors,” a cover of the Emotions song. She was 12. Regina also played trombone, baritone, the tuba and the steel drums in high school. Her break came when she landed back-up spot with the Manhattans. At 24, she’s ready to go solo. Regina is showing the way at WWIN, WBMX, WGCI, WCKX, KKFX, WENN, WTHP, WJMI, WPLZ, WTMP, KDLZ, KDAY, KSOL.

LOOSE ENDS

“Can’t Stop The Rain”

(MCA)
Ballad

LW TW
64 54



For Loose Ends founder Steve Nichol, it all came much too easy. He majored in music, earned his degree, put a band together, and within a year of graduation, not only had a record deal, but was sitting comfortably atop the charts. For this British trio, it only gets better. Picking up the loose ends are WYLD, KDKO, WAMO, WENN, WTHP, WVEE, KDKZ, WKXI, WTLC, WCKX, WBMX, WGIC, WNOV, WCIN, KATZ, WGPR, WILD.

MAJOR MARKET MENTIONS

Titles receiving significant national radio activity

STARPOINT "D.Y.B.O." (Elektra)

WWIN, WHUR, WCIN, WJMI, KJLH, WTMP, WKXI, KMJM, WGPR, WDAS, WVEE, WHRK, WEDR, WBMX, KDAY, KSOL, WTLC, WYLD

LABI SIFFRE "So Strong" (Chrysalis)

WHUR, WCIN, WAMO

ONE WAY "Whammy" (MCA)

KDLZ, KMJQ, WWIN, WHUR, WCKX, WNOV, KATZ, WTHP, WKXI, KKDA

VESTA WILLIAMS "Don't Blow A Good Thing" (A&M)

WCKX, WBMX, WHYT, WILD, WKND, WTHP, WPLZ, KJLH, KZZP, KSOL, WMYK, WWIN, WCIN, WHUR, KRIZ, WJMI, WKXI, KKDA, KDLZ, KJLH, KMJQ

ISLEY BROS. "Smooth Sallin' Tonight" (WB)

WWIN, WHUR, WCIN, WILD, KRIZ, WTHP, WJMI, WKXI, KKDA, KDLZ, KMJQ, KJLH, KPRS

NAJEE "Feels So Good To Me" (EMI-America)

WHUR, WQHT, KRIZ, KZZP

SUGAR BABES "We Rock The Beat" (MCA)

WCKX, KATZ, KKDA, KDLZ

NAYOBE "Second Chance" (Fever)

WCKX, WQHT

TOUCH "Without You" (Supertronic)

WWIN, WGCI, KMJM, WKND, WQHT, KDAY

SHEILA E. "Koo-Koo" (Paisley Park)

WHUR, WAMO, WTHP, WJMI, WPLZ

JANICE McCLAIN "Let's Spend The Night" (MCA)

WCKX, WNOV, WILD, WPLZ

JON BURFORD "Oughta Be A Law" (Next Plateau)

WAMO, KMJM, KKDA

JAZZY JEFF "A Touch Of Jazz" (Jlve)

WILD, KKDA, KDAY

KRYSTOL "I Might Fall In Love" (Epic)

KMJM

FAT BOYS "Falling In Love" (Tin-Pan/PG)

KDAY, WJMI

GERRY WOO "Hey There Lonely Girl" (Polydor)

WNOV, WCIN, KMJM, WGPR, WKND, WTHP, WJMI, WKXI, KMJQ, KSOL

MEL & KIM "Respectable" (Atlantic)

WGCI, WKND, WQHT, KDAY

ERIC B. "You Got Soul" (4th & Bway)

WTMP, WFXC, WZAK, WKND, KDAY

O'JAYS "Don't Take Your Love Away" (PIR)

WWIN, WHUR, WNOV, KRIZ, WENN, WKXI, WUSA, KDLZ, KSOL, WTLC, WDAS, WEDR, KATZ

COMMODORES "United In Love" (Mercury)

WHUR, WAMO, WGPR, WTMP

TIMEX SOCIAL "Mixed Up World" (Danya/Reality)

WFXC, WHUR, WCKX, WAMO, WGPR, WENN, WJMI, WTMP, KMJQ, KSOL

NU ROMANCE "Tonight" (EMI-America)

WWIN, WCIN, KATZ, KMJM, WGPR, WILD, KRIZ, WTHP, WJMI, KMJQ, KDIA, KJLH

LILLO THOMAS "I'm In Love" (Capitol)

WCIN, KATZ, KMJM, WGPR, WILD, KRIZ, WTHP, WJMI, WTMP, KMJQ

ARETHA FRANKLIN "Rock-A-Lott" (Arista)

WGPR, KATZ, WJMI, WILD, WAMO, WHUR, WYLD, WFXC

PRINCE "If I Was Your Girlfriend" (Paisley Park)

KSOL, WWIN, WCIN, WHYT, WILD, WKND, KKFX, KPLZ, WENN, WTHP, WJMI, WKXI, WPLZ, WTMP, WMYK, KDAY, KJLH

JILL JONES "Mia Bocca" (Paisley Park)

WJMI

DEBBIE DEB "I'm Searching" (Jampacked)

WGCI, WILD, WQHT, WJMI, WPOW, KKDA

DIANA ROSS "Dirty Looks" (RCA)

WBMX, WNOV, WAMO, KATZ, KMJM, WILD, WKND, KKFX, KRIZ, WJMI, WPLZ, KDLZ, KDAY, KJLH, WTLC, WGPR, WJLB, KSOL, WZAK, WGCI

SOUL CLUB "I Want Your Guy" (MCA)

WILD, WKND

PHYLLIS HYMAN "Ain't You Had Enough Love" (PIR)

WCKX, WNOV, WQHT, WTHP, WPLZ, KJLH

MARLEY MARL "He Cuts So Fresh" (MCA)

KDAY

MERGE "Let's Have Some Fun" (Nuance)

WTMP, KDAY

TAWATHA "Thigh Ride" (Epic)

WWIN, WHUR, WNOV, WCIN, KATZ, WGPR, WKXI, KKDA, KDLZ, KMJQ

LL COOL J "I'm Bad" (Def Jam)

WHUR, WGCI, KKFX, WTHP, WMYK, KDAY, WFXC, WPLZ, WXYV, KMJQ, KMJM, XHRM

"This is a great opportunity for small record companies



Don Tracy

The promise of lucrative opportunity.

Because of its worldwide appeal, R&B music offers international business opportunities. As these words are being read, an intercontinental revolution is underway in the radio and record businesses.

International deregulation is at hand.

In Japan, as many as 50 new stations could spring up imminently. In England, as many as 200 stations are waiting to be born. In West Germany, 700 new stations soon could come to be. All of these infant stations will be starving for R&B product and R&B acts, like babies wailing to be fed.

There are millions to be made.

This isn't a dream, an illusion or hyperbolic speculation. These estimates indicate the predicted effect of deregulation. National monopolies, lethargic cartels and dusty legislation have conspired against reason for decades. Circumstances have pent up enormous demand, a virgin marketplace.

When the Reagan Administration brought deregulation to the domestic radio community, the effects were widespread and longstanding. Even today, the echo sounds on.

Multiply the effect.

Imagine a deregulated world: Small record companies have dozens of outlets nearly begging for product. New acts choose their avenues for exposure. For the informed and energetic, opportunity has no borders.

Introducing Don Tracy, your guide to international radio and commerce.

After 14 years as the talent and producer of a program with a worldwide, daily audience of 200 million, as a consultant on international radio and syndication, Tracy has the expertise to explain the marketplace, its impending transformation and the ways to make money through it all.

In a weekly series of articles, Tracy will provide the fundamentals on the

international community, country by country; trends and chart action pertaining to R&B; economic opportunities for the record and radio industries.

R&B International will be your guide to lucrative opportunity.

Promise.

—Ed.

"Stand By Me" by Ben E. King, "Reete Petite" by Jackie Wilson and "When A Man Loves A Woman" by Percy Sledge — all songs from the 60's — have become hits all over again recently in Europe.

This has created a new interest in 60's R&B, in particular, and R&B music, generally. It also has created interest in the international marketplace.

For many people in our industry, the international radio market remains an enigma. This article is to explain some basic points about the market and ways to exploit it . . . Government controls on the broadcasting slowly are being lifted in places such as Great Britain, West Germany and Japan. These markets are

important to the airplay and sales of R&B music. The deregulation offers an opportunity, similar to the opportunities created in this country when the Reagan Administration deregulated domestic broadcasting.

Two fundamental questions: Why did these government controls exist in the first place, and what opportunities does de-regulation offer?

The answers vary, country by country.

Let's take England first, the largest consumer of R&B, outside of the United States. In the early days of British radio, manufacturers had to create programming to encourage radio sales. Consequently the manufacturers formed the British Broadcasting Company, the forerunner of the British Broadcasting Corporation.

The company was given a royal charter, placing it an arm's length from the government. Its purpose became to inform, educate and entertain — in *that* order. For a half century, the purpose and priority of the BBC has been the same — public broadcasting. Also, the BBC is funded by a broadcast fee, collected by the government, via the Post Office. In addition, the false belief has persisted that airwaves are scarce and, therefore, have to be carefully controlled to prevent 'mayhem' — broadcasters interfering with each other. Thus, regulation.

But with the explosion of communications technology in the cable and satellite fields, more channels for communication have been opened, setting the stage for independent radio to grow.

Recently, the British government proposed to allow a very large expansion of the independent radio marketplace. The conservative government foresees no lack of frequencies for low-power radio stations. Instead, for the past year, the government has sought ways to exploit the new technology in the private sector,

and majors, for new artists and established stars'

and a way to expand and privatize broadcasting.

Against that background, here is the current situation.

There are four national radio networks: BBC radio 1, 2, 3 and 4. All are received across the country. Radio 1 is pop music, radio 2 is MOR, radio 3 is classical and radio 4 broadcasts plays, political programming and news.

Off-network, there are 32 local BBC stations that can't afford to fill their airtime with music. These local stations, as a result, fill their time with local news and public affairs programming, which is boring at best.

Another 46 commercial radio stations program the same way — with heavy dependence on public-affairs programming — for the same reason: they can't afford to play more music.

Why can't they afford the music?

Because of the "needle-time fee."

"Needle time" is the number of hours a station can play commercial gramophone records. (Note: There are additional fees per record and copyright royalty payments to be made, besides the "needle time fee.") Phonographic Performance Ltd. is the organization administratively responsible for collecting the fee payments.

The fees make it too expensive for some stations to fill programming hours with music. For example, by law, a commercial station has the right to broadcast commercial music nine hours per day. But most can't afford the fees they would have to pay if they programmed music the full nine hours. So they broadcast public-affairs programs to fill the time.

The BBC has a special arrangement. It pays the PPL a blanket amount for its worldwide operations, including local BBC stations. However, once that "needle time" is exhausted, the local BBC stations face the same problem as commercial stations — they must fill airtime with public-affairs programming. Or canned music.

As a result of these conditions, it isn't surprising that pirate radio emerged. Pirate broadcasters are not licensed to

broadcast. They have transmitters, find a free frequency and fire away. They pay royalties to no one. They program as they please.

One pirate, off the coast of Great Britain, is "Lazer," whose on-air slogan is "Music is never more than a minute away." The station broadcasts a minimum of news, public affairs and banter by air personalities. The popularity of the station demonstrates the potential of music-oriented radio. But legal stations can't afford to match the programming format of Lazer, until the government and record companies can resolve their differences.

This presents a great opportunity for entrepreneurs in the United States.

Enterprising, small record companies are the best hope for overseas stations. By providing music, not subject to the

"needle-time fee," they allow the 32 local BBC stations and the 46 commercial radio stations to fill their air time with music. At present, they fill their airtime with non-music programming (or canned music) because that's all they can afford.

But an independent label (or a major for that matter) that's willing to provide music to these stations right away can open itself up to a brand-new crop of outlets. The profits are waiting.

For information about who to contact and how to start supplying music product to England, write Don Tracy, c/o The R&B Report, 6430 Sunset Blvd., Ste. 1201, Los Angeles, CA 90028.

In the next issue:

Tracy explains the radio market in other countries, and the ways to serve the needs of stations in these markets.

Ben E. King & 'The Jones Boys'



Pictured left to right: John Paul Jones, Ben E. King and Mick Jones

Legendary Ben E. King is pictured with two of his producers, Led Zeppelin's John Paul Jones and Foreigner's Mick Jones in London recently.

King is currently in the studio completing his debut album for Manhattan Records, which also includes tracks produced by Preston Glass (Aretha Franklin, George Benson, Kenny G.) The lp is expected out this summer.

In addition to John Paul Jones and Mick

Jones, artists featured on the album include Dire Straits' Mark Knofler, The Thompson Twins' Tom Bailey, Ruby Turner, Helen Terry and Paul Young's back-up singers. At a recent gig at London's Palladium Ben E. was joined onstage for extraordinary renditions of "Stand By Me," which topped the UK charts for three weeks, and "I Want To Know What Love Is" by Mick Jones, John Paul Jones, The Stones' Ron Wood, Simply Red's Mick Hucknall, Bad Company's Simon Kirke and Willy De Ville.

WHAT'S NEW

STRIPED HORSE NAMES FORMER MOTOWNER MARKETING VICE PRESIDENT; DEBARGE PRODUCT DUE BY MONTH'S END

(Continued from page 1)

LOS ANGELES — Striped Horse Records, a Hollywood indie, has tapped industry veteran Mike Lushka to head its marketing efforts. The label also announced that its first product will drop late this month.

Lushka, a veteran record man hailing from the Motor City, has earned his stripes over the years with Motown. He joined the company as a Regional Mgr. in his hometown in 1969, and in three years became VP/Sales.

Lushka oversaw Motown's marketing during the years when Stevie Wonder's *Song To The Key Of Life* dominated the R&B and Top 40 charts.

After Motown, Lushka consulted independent labels.

NARM, WEA CANCEL ARIZONA MEETS IN GROWING PROTEST OF GOVERNOR'S REPEAL OF MARTIN LUTHER KING DAY

(Continued from page 1)

SCOTTSDALE, ARIZ. — The boycott of Arizona by the music business broadened this week, as the National Association of Recording Merchandisers and Warner/Elektra/Atlantic Corp. cancelled meetings scheduled for the state.



President Barney Ales of Striped Horse recently named Mike Lushka VP/Marketing at the label. The men previously worked together at Motown. (L. to R. Ales, Lushka. See related story, left).

The cancellations were to protest Arizona Gov. Evan Meacham's recent revocation of Martin Luther King Day as a state holiday.

NARM will move its annual conference (to be held Oct. 26-30) to Palm Springs, Calif.

"What NARM is doing is a statement it must make," said NARM Exec. VP Mickey Granberg. "To do less would be to fail our constituency." Reportedly, a number of representatives of independent distributors, labels and one-stops indicated to NARM officials that they would not attend the convention in Arizona if the state maintained its refusal to observe King day.

WEA will follow suit by cancelling plans to confer in Scottsdale in favor of Palm Springs.

WEA could not, "in good conscience, conduct business in Arizona, a state which does not fully honor and recognize Martin Luther King Day, a proclaimed national holiday," said President Henry Droz.

The state reportedly has lost at least 12 conferences as a result of the boycott.

The governor has said through a spokesperson that he originally revoked the holiday because it was instituted without the support of the Legislature.

However, the governor reportedly also has said he has no plans to reconsider adopting the holiday.



Youthful balladeer Gerry Woo recently visited Los Angeles radio station Power 106 on a promotional tour. Gerry's cover of "Hey There Lonely Girl" is a big gainer on Quiet Storm and AC. (L. to R. Air personality Al Tavera, Gerry, PolyGram WC Promotion Mgr. Norvelyn Hunt. Photo by Arnold Turner).

WEA INTERNATIONAL NAMES SHRIMPTON TO REPLACE LOCH IN TOP SPOT OF EUROPEAN ARM

WEA International has named Stephen Shrimpton chief of WEA Europe, promoting him from his former post as Sr. VP/Europe.

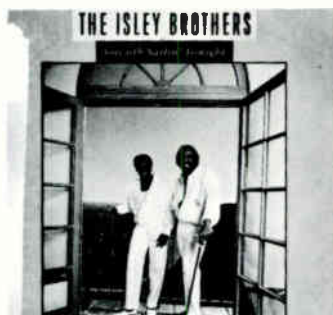
The promotion comes one month after the resignation of Siegfried Loch, after 16 years of service.

Shrimpton previously has been managing director of MPL Communications and EMI Music Australia.

His new appointment is effective July 1.

HITMAKERS

Hitmakers are picks by station programmers known for breaking new music. The most mentioned titles make the R&B Hit List™.



The R&B Hit List

1 ISLEY BROS.
Smooth Sailin' Tonight
(WB)

2 DIANA ROSS
Dirty Looks (RCA)

3 WHITNEY HOUSTON
I Wanna Dance With Somebody (Who Loves Me)
(Arista)

4 L.L. COOL J.
I'm Bad (Def Jam)

5 STEPHANIE MILLS
I Feel Good All Over
(MCA)

WRVS/Elizabeth City, NC
David Linton/PD
DIANA ROSS/Dirty Looks
(RCA)

WUFO/Buffalo
David Michaels/MD
DONNA ALLEN/
Satisfied (21)

COOL/Ft. Wayne
Louie D./PD
ARETHA FRANKLIN/
Rock-A-Lott (Arista)

WEAS/Savannah
Don Jones/PD
LA LA/(If You) Love Me
Just A Little (Arista)

WBMS/Wilmington
A.C. Costley/PD
STEPHANIE MILLS/
I Feel Good All Over
(MCA)

WDDO/Macon
Greg Willis/PD
PRINCE/
Strange Relationship
(Paisley Park)

WFXA/Augusta
Carl Conner/PD
ISLEY BROS./
Smooth Sailin' Tonight
(WB)

WZAZ/Jacksonville
Nat Jackson/MD
SHIRLEY MURDOCK/
Go On Without You
(Elektra)

WRDW-AM/Augusta
P.C. Wiley/MD
JODY WATLEY/Still A
Thrill (MCA)

KXOJ/Tulsa
Michael Hightower/PD
ARETHA FRANKLIN/
Rock-A-Lott (Arista)

KWTD/Lonake, AR
Shelley Pope/PD
BISHOP REED/Have A
Party And Dance
(Money Tree)

KOKY/Little Rock
George Frazier/PD
STEPHANIE MILLS/
Feel Good All Over (MCA)

KJCB/Lafayette
Tyrone Davis/PD
ISLEY BROS./Smooth
Sailin' Tonight (WB)

KIIZ/Killeen
Bill St. John/PD
DONNA ALLEN/
Satisfied (21)

KHRN/Hearne, TX
Sedric Walker/PD
FAT BOYS/Falling In Love
(Tin-Pan/PG)

KDKS/Shreveport
C. Erwin Daniels/PD
CLUB NOUVEAU/Why
You Treat Me So Bad (WB)

KCXL/Kansas City
Cleo Cook/PD
STEPHANIE MILLS/
I Feel Good
All Over (MCA)

KCLT/W. Helena, AR
Dell Simes/PD
ISLEY BROS./
Smooth Sailin' Tonight
(WB)

WYNN/Florence, SC
Andrew Baily/PD
JESSE JAMES/
I Can Do Bad
By Myself (T.T.E.D.)

WQDE/Albany
Jonathon Devino/PD
WHITNEY HOUSTON/
I Wanna Dance With
Somebody (Arista)

WORJ/Ozark, AL
Freddie Austin/PD
WHITNEY HOUSTON/
I Wanna Dance With
Somebody (Arista)

WCKX/Columbus
Rick Stevens/PD
SYBIL/Let Yourself Go
(Next Plateau)

WLLE/Raleigh
Cash Michaels/PD
DIANA ROSS/Dirty Looks
(RCA)

KDKO/Denver
Danny Harris/MD
PRINCE PHILLIP
MITCHELL/I Taught Her
Everything She Knows
(Ichiban)

WEBB/Baltimore
Chuck Green/PD
WHITNEY HOUSTON/
I Wanna Dance With
Somebody (Arista)

WNJR/New Jersey
Fred Mills/PD
CLUB NOUVEAU/
Why You Treat Me So Bad
(WB)

WORV/Hattiesburg
Cedric Thomas/MD
PRINCE/
If I Was Your Girlfriend
(Paisley Park)

WCRX/Chicago
Jeff Kapugi/PD
MEL & KIM/Respectable
(Atlantic)

WJTT/Chattanooga
Frank St. James/PD
JOYCE SIMS/Lifetime
Love (Sleeping Bag)

WDAO/Dayton
Michael Ecton/MD
PHYLLIS HYMAN/
Ain't You Had Enough
Love (PIR)

WQQK/Nashville
Cy Young/PD
WHITNEY HOUSTON/
I Wanna Dance With
Somebody (Arista)

WONE/Gainesville
"Wild Bill" Feinberg/PD
L.L. COOL J./I'm Bad
(Def Jam)

HITMAKERS

Hitmakers are picks by station programmers known for breaking new music. The most mentioned titles make the R&B Hit List™

WALT/Meridian

Andrae Russell/PD

ISLEY BROS./Smooth
Sailin' Tonight (WB)

WAAA/Winston-Salem

Mark Carr/PD

STARPOINT/D.Y.B.O.
(Elektra)

KPRS/Kansas City

Dell Rice/PD

WHITNEY HOUSTON/
I Wanna Dance With
Somebody (Arista)

WTMP/Tampa

Chris Turner/PD

ARETHA FRANKLIN/
Rock-A-Lott (Arista)

WJLB/Detroit

James Alexander/PD

ISLEY BROS./Smooth
Sailin' Tonight (WB)

WQMG/Greensboro

Bobby Knight/PD

ISLEY BROS./Smooth
Sailin' Tonight (WB)

XHRM/San Diego

L.D. McCollum/MD

DIANA ROSS/Dirty Looks
(RCA)

WZZT/Columbus

Tom Reynolds/PD

DIANA ROSS/Dirty Looks
(RCA)

WXYV/Baltimore

Martha Davis/MD

ISLEY BROS./Smooth
Sailin' Tonight (WB)

WRDW -FM/Augusta

Mickey Arnold/PD

DIANA ROSS/Dirty Looks
(RCA)

WANN/Annapolis

Hoppy Adams/PD

MARKUS ANTHONY/
We're Gonna Make Love
Tonight (R&R)

WBIL/Tuskegee

Costee McNair/PD

DONNA ALLEN/
Satisfield (21)

WDKS/Fayetteville

Gilbert Baez/PD

WHISPERS/Rock Steady
(Solar)

WABD-AM/Ft. Campbell

Jerry Silvers/PD

JODY WATLEY/Still A
Thrill (MCA)

WACR/Columbus, MS

Mark Drummond/MD

WHITNEY HOUSTON/
I Wanna Dance With
Somebody (Arista)

WIDO/Fayetteville

Bob Gaye/PD

JANICE BULLOCK/
Do You Really Love Me
(WRC Records)

WINA/Charlottesville, VA

Henry Truzy/MD

SWEET COOKIE/Mind
Your Business
(Checkpoint Records)

WIZS/Henderson, NC

Frank Bullock/PD

BEBE & CECE WINANS/
I.O.U. Me (Capitol)

WIZZ/Harrisburg, PA

Max Robertson/PD

LESLIE WILSON/
Wildflower 87 (First Flight)

WJJS/Lynchburg

Robert Goins/PD

GEORGIO/Tina Cherry
(Motown)

WJLD/Birmingham

Richard Lumpkin/PD

ISLEY BROS./Smooth
Sailin' Tonight (WB)

WJTB/N. Ridgeville

Ron Lucky/MD

STARPOINT/D.Y.B.O.
(Elektra)

WJYL/Louisville

Maurice Harrod/PD

JONATHAN BUTLER/
Lies (Jive)

WDAS/Philadelphia

Joe "Butterball"

Tamburro/PD

CLUB NOUVEAU/
Why You Treat Me So
Bad (WB)

WFXC/Raleigh-Durham

Doc Holliday/PD

L.L. COOL J./I'm Bad
(Def Jam)

KYOK/Houston

Russ Holland/PD

DIANA ROSS/Dirty Looks
(RCA)

WVKO/Columbus

K.C. Jones/PD

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

WBLZ/Cincinnati

Brian Castle/PD

STEPHANIE MILLS/
I Feel Good All Over
(MCA)

WLUM/Milwaukee

Gary Young/PD

ONE WAY/Whammy
(MCA)

KMJM/St. Louis

Greg Beasley/MD

DIANA ROSS/Dirty Looks
(RCA)

WZAK/Cleveland

Jeffrey Charles/MD

L.L. COOL J./I'm Bad
(Def Jam)

WCIN/Cincinnati

Steve Harris/PD

ISLEY BROS./Smooth
Sailin' Tonight (WB)

WGCI/Chicago

Barbara Prieto/Asst. PD

TAWATHA/Thigh Ride
(Epic)

WNOV/Milwaukee

Rob Hardy/PD

ISLEY BROS./Smooth
Sailin' Tonight (WB)

KRIZ/Seattle

Frank Barrow/PD

LILLO THOMAS/I'm In
Love (Capitol)

WWIN/Baltimore

Don Brooks/PD

STARPOINT/D.Y.B.O.
(Elektra)

WKXI/Jackson

Dewain Tanner/PD

TAWATHA/Thigh Ride
(Epic)

WAMO/Pittsburgh

John Anthony/MD

SHEILA E./Koo-Koo
(Paisley Park)

KDLZ/Dallas

Michelle Madison/PD

DIANA ROSS/Dirty Looks
(RCA)

WENN/Birmingham

Roe Bonner/MD

JODY WATLEY/Still A
Thrill (MCA)

WHUR/Washington, DC

Mike Archie/MD

WHISPERS/In The Mood
(Solar)

HITMAKERS

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KJLH/Los Angeles
Licia Torres/MD
DIANA ROSS/Dirty Looks
(RCA)

WGPR/Detroit
Joe Spencer/PD
DONNA ALLEN/
Satisfied (21)

WJMI/Jackson
Carl Haynes/PD
PRINCE/If I Was Your
Girlfriend (Paisley Park)

WTHP/Thomasville
Mike Sanders/MD
LILLO THOMAS/I'm In
Love (Capitol)

WPLZ/Richmond
Phil Daniels/MD
REGINA BELLE/Show
Me The Way
(Columbia)

KKDA/Dallas
Terri Avery/MD
TAWATHA/Thigh Ride
(Epic)

KKFX/Seattle
Nes Rodriguez/MD
DIANA ROSS/Dirty Looks
(RCA)

WKND/Hartford
Melonae McLean/MD
HOWARD HEWETT/
I Commit To Love (Elektra)

WBMX/Chicago
Daisy Davis/MD
VESTA WILLIAMS/
Don't Blow A Good Thing
(A&M)

KMJQ/Houston
Ron Atkins/PD
ISLEY BROS./Smooth
Sailin' Tonight (WB)

WILD/Boston
Tonya Pendleton/MD
LILLO THOMAS/I'm In
Love (Capitol)

KPOO/San Francisco
Jerome Parsons
FAT BOYS/Falling In Love
(Tin-Pan/PG)

KMYX/Ojai
Howard Thomas/PD
ISLEY BROS./Smooth
Sailin' Tonight (WB)

KDAY/Los Angeles
Greg Mack/MD
L.L. Cool J./I'm Bad (Def
Jam)

WMYK/Norfolk
Dave Allan/PD
L.L. Cool J./I'm Bad (Def
Jam)

KATZ/St. Louis
Cheryl Winston/PD
STEPHANIE MILLS/
I Feel Good All Over
(MCA)

THE R&B REPORT™ RADIO ADVISORY BOARD

Board Member	Radio Station	Market	Telephone
James Alexander	WJLB	Detroit	313-965-2000
Terri Avery	KKDA	Dallas	214-263-9911
Ray Boyd	WVEE	Atlanta	404-898-8957
Bill Garcia	KSD	St. Louis	314-997-5594
Tony Gray	WRKS	New York	212-642-4000
Jeff Harrison	KDIA	San Francisco	415-633-2548
Calvin Hicks	WDMT	Cleveland	216-388-6600
J. J. Johnson	KDAY	Los Angeles	213-665-1105
Kid Leo	WMMS	Cleveland	216-781-9667
Lee Michaels	WBMX	Chicago	312-524-3200
Steve Perun	KBEQ	Kansas City	816-531-2535
Steve Rivers	KIIS-FM	Los Angeles	213-466-8381
Pam Robinson	KACE	Los Angeles	213-564-7951
Mike Stradford	KMJM	St. Louis	314-361-1108
Pam Wells	WHRK	Memphis	901-529-4397
Sunny Joe White	WXKS	Boston	617-396-1430
Cliff Winston	KJLH	Los Angeles	213-299-5960
Chuck Woodson	WAMO	Pittsburgh	412-471-2181

BRING YOUR BODY TO THE PARTY

STARPOINT

WILL SUPPLY THE MUSIC

"D. Y. B. O."

(Dance Your Body Off)

The new single requested by radio,
from the LP,

SENSATIONAL

Produced by Lionel Job and Preston Glass, for
Lionel Job Inc. and Glasshouse Productions.



BECAUSE IT'S TIME FOR YOU TO FEEL GOOD AGAIN...
ON ELEKTRA MUSIC CASSETTES, RECORDS AND COMPACT DISCS.

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COVER STORY

(Continued from page 1)

"Luther Vandross is a consummate artist. He's the writer, producer, arranger. He's a showman. With an artist with that kind of depth, you're talking mass appeal."

—Ray Anderson, Epic Sr. Vice President/General Manager

Since his days as the prodigious darling of the music industry, as the brilliant young back-up singer, as the premier jingles vocalist, Luther Vandross has promised to be an international superstar.

Every album project of his has reached platinum proportions, broken new soil and set up its successor. Every indication is that the *Give Me The Reason* LP will be Luther's biggest yet.

With three straight No. 1 singles and a super tour going, with the album he's producing for Gregory Hines (set up by their hit duet *There's Nothing Better Than Love*), Luther is in the thick of his prime.

Jim Caparro, VP/Sales, confirmed that Luther's tremendous radio airplay and hot tour dates are selling albums.

"The sales have well exceeded 25,000 a week for several months. This will be his most successful album yet. His best-selling record before was just short of double-platinum. This go-round, we'll exceed that easily," he said.

The marketing of Luther is a unique assignment. Naturally, Epic's immediate mission is to fulfill commercial objectives. But at the same time, the company insists on maintaining its vision of Luther the legend, the Vandross whose stardom can persist, the Vandross to be remembered by the generations.

He is an artist with a highly respected musical mind, a sense of humor, and an unmatched vocal instrument. A natural star. Not every artist truly has before him the prospect of being a legend, not everyone has the chance to be an artist for the ages. Luther can live on.

Given all this, the strategy for Luther is extraordinarily important. It will long



be the subject of scrutiny and debate.

Following is a study of that strategy.

Luther has built his name upon a base of R&B listeners, yet his talent inarguably empowers him to attract a much broader group of listeners.

"We knew his strength was with Black radio. But now we had to tap into mass appeal. With that attitude, we broke down a lot of barriers," Anderson said. "We are not done. There's another release we'll handle the same way."

Epic is attempting to do the ideal: to cross over the album, without abandoning or alienating Luther's faithful base.

"Too many times, people try to make a pop record and betray their base," said Diarmuid Quinn, Product Mgr. "Luther, historically, has expanded with every record. His core audience responded to the first couple of singles. Now we are targeting a new audience for him, to make people aware of how great a talent Luther is. His tour is helping quite a bit. Most people, once they've seen him perform, are hooked forever."

That premise, too, is one of the principles of the Luther campaign: to develop fans with the tour, to let Luther sell Luther.

"He's always had style," said Danny Markus of Alive Enterprises, Luther's management company. "He puts a lot of time and effort and money into his performing. Luther always says, 'We don't want to mess with the tickets.'

"He sold out Birmingham the other night. It's only the fifth time the building's ever been sold out. And three of the other times were country acts. He can do so many things. He has his signatures. (Onstage), it's like a rhythm, a routine."

Even after selling out eight dates in England earlier this year, the demand for Luther has allowed plans for another eight dates at a larger arena. Already, by press time, he had sold-out six of the new dates, the seventh seemed certain to sell-through, and an eighth probably would be set up and sold out.

"He's an international artist," Anderson said. "Our network is, of course, one of the biggest in the world. Being the pro he is, Luther knew he had to go over there. So he went, and spent three or four weeks."

Luther uses the breaks in his tour schedule to produce Gregory's album.

"In some cases, musicians are meeting him in some city on the road. In some cases, he's (working in) certain good studios along the way. Or he's waiting for a day off to fly back to L.A. to complete the album. He's a workaholic," said Bernie Miller, VP/A&R.

Product Mgr. Quinn said the duet has been mutually beneficial for both artists. Luther benefits from working with such a popular, mainstream entertainer.

"And Gregory gets some musical credibility from working with Luther. What a great way to start a music career Q to have a No. 1 duet with Luther," Quinn said.

The excellence and success of the single have heightened anticipation of Gregory's LP, and electrified Luther's album sales.

And it isn't nearly over.

"We know we have at least two more singles," said Maurice Warfield, who handles WC promotion for Epic. "We want to keep making No. 1 records, because we believe hit singles sell albums."

WHO'S WHERE



Erik Nuri has joined RCA as VP/A&R, assuming responsibility for signing and developing new artists. Nuri will report to label President Bob Buziak. He joins RCA from CBS, where he was Dir./A&R — Black Music. Nuri attended Harvard.



Darryl Clark has been named Dir./Black Music Publicity at RCA. In his post, Clark will direct national publicity campaigns for R&B and crossover artists. He will coordinate the entire publicity department in executing the publicity plans. He joined RCA after most recently serving as National Public Relations Director for Opportunities Industrialization Centers of America.



Lydia Sarno is the new Dir./Video Operations at Virgin. Sarno had been in the Creative Marketing department at WB. Previously, she had worked for Chrysalis and A&M. **Kathy Guild** was simultaneously named Dir./Advertising and Merchandising. She also came from WB. Previously she had worked at major advertising firms. **Melanie Penny** was named Dir./Graphic Arts Production. She most recently worked in independent film

production. Previously she had been at WB. All three report to Co-Managing Dir. Jeff Ayeroff.



George Lakes has been named VP/Promotions and Marketing at Tabu. Lakes was West Coast Operations Officer for AMI Management. Lakes will be responsible for coordinating the artist development of the label's artists, such as Alexander O'Neal, Cherrelle, James Robinson, Kathy Mathis, the Secret and the S.O.S. Band.



Linda Brandon has been named counsel for BMG Music, where she will be responsible for drafting and negotiating artist contracts, as well as providing legal counsel on other matters.



Gwen Franklin has joined Capitol as Dir./Marketing — Black Music Division. She had worked at A&M six years, most recently based in New York as National Promotion Dir. **Tim Carr** was promoted to Dir./A&R — E.C. He had been A&R Mgr.



Dave Wheeler has been named VP/Sales at RCA. Wheeler will oversee all RCA product lines, including R&B, jazz, Top 40 and country. Wheeler joined RCA in 1969 as a regional manager. **Teri Meunch** has been named Dir./A&R — West Coast at the label. In her new post, Meunch will coordinate recording projects, as well as participate in talent acquisition.



Joyce Castagnola has joined Virgin as WC Regional Sales Mgr. She had been Dir./Product Marketing at Warehouse Entertainment. **Michael Rosenberg** was named EC Regional Sales Mgr. He joins Virgin from I.R.S. He also has worked in sales at MCA and PolyGram.

Roger Klein has been named Assoc. Dir./A&R — WC at E/P/A. Klein had been Mgr./A&R — WC for Arista since 1985. **Bill Frohlich** has been named Sales Mgr./Mid-Atlantic Branch at CBS. He will be responsible for the Baltimore/Washington, D.C., and Philadelphia markets. **Tom Gibson** has been named Assoc. Dir./Product Management — WC at Columbia.

Barry Korkin, the current coordinator for the classics CD project at A&M has left to pursue other interests. He can be reached at 818/980-0430.

CLARIFICATION
Gemma Corfield is Dir./A&R/Admin. at Virgin, contrary to an earlier report.



“I don’t know where that came from, but everything here is full steam ahead.”

STEVEN IVORY
Ivory’s Notes

It never fails. Anytime a successful act is in transition, the rumors start. The whispers usually contend that the group has reached the end of its rope, that its hit-making days, for whatever reason, are over. In **New Edition’s** case, the rumor mill has been working overtime. Stories have been in the air for months. Among the more dramatic ones were whispers that the group’s lead singer, **Ralph Tresvant**, will pursue solo interests very soon. Bolder stories even insist that Tresvant already has recorded a debut solo album.

Other rumors had the group’s remaining members, in anticipation of Tresvant’s departure, talking with ex-member **Bobby Brown**, who went solo last year, about re-joining the fold. And then there was the story of NE member **Ronnie DeVoe’s** plans to start his own record company (!).

Most of the rumors were the by-product of the group’s split from the New York-based AMI firm, which managed **New Edition** until several months ago. Since then, many of the group’s affairs were handled by NE’s **Michael Bivins** and group choreographer **Brooke Payne**. Reportedly, the group — in search of high-powered management able to take them to what they deemed the “next phase,” including TV and film projects — discussed the possibilities with virtually every major manager in the business and even some well-connected concert promoters.

The group recently ended its search by signing with the New York-based **Guardian Management**, headed by **Steve Rifkin**, whose family runs the **Spring** label. According to Rifkin, whose clients have included **Flip Wilson**, **James Brown** and **Isaac Hayes**, the talk about an impending NE split is just that. “I don’t know where that came from, but everything is full steam ahead.” As to why the group settled on **Guardian**, after interviewing other managers with high profiles, Rifkin offers, “It’s like a

marriage. Who knows how two parties get together; they just do. It just clicks and you take it from there” . . .

MEANWHILE BACK AT THE RANCH: Bill Dern of the AMI firm reports the company’s reorganization. In the past, Dern and partners **Steve Machat** and **Rick Smith** collectively managed **New Edition**, **Ready for the World** and **Col. Abrams**, among others. The three have since divided the acts among themselves, with Smith continuing to work with **Ready**, **Machat** handling **Abrams** and the **System** and Dern taking on **MCA** acts, **Sugar Babes**, the **Body Sisters** and the 14-year-old vocal prodigy **Shanice Wilson**, who is wrapping production on her debut **A&M** LP that features producers **Bryan Loren**, **New Edition’s Ralph Tresvant** and **Ricky Bell**, **Teena Marie**, **Freddie Perren**, the team of **Jerry Knight** and **Aaron Zigman** and **Richard Rudolph**.

The affairs of **Bobby Brown**, once AMI-managed, now are handled by his mother . . .

Rumor has it that a certain soft-drink company is so frustrated with the superstar it paid millions to promote its product, that it is considering pulling out of the agreement — even if it means paying the superstar off . . .

Private Conversation is the new single from **Rick James** protégé **Val Young**, now recording for the indie label, **Amherst**. An LP, due this month, was co-produced by **Stone City** stalwart **Levi Ruffin** and **Young**. The project’s movement is worth watching. **Amherst’s** biggest splash, thus far, has been the best-selling albums of “**Tonight Show**” band leader **Doc Severinson** . . . There’s talk of an **Earth, Wind & Fire** reunion tour in October, featuring most of the former members. At least one major L.A.-based concert promoter’s named has been attached to the idea . . . Look for the multi-talented **MCA** act **Robert Brookins** to produce several tracks for

vocalist **Dale Bozzio’s Paisley Park** debut . . . **André Cymone** has written and produced, with **Julian Jackson**, two tracks for the upcoming **Beverly Hills Cop II** soundtrack. One track will be performed by **James Ingram** . . . **Richard “Dimples” Fields**, after a stint with **RCA**, now is recording for **CBS**, with a rendition of the **Aaron Neville** classic, *Tell It Like It Is*, due soon. **Dimples’** move to **CBS** reunites him with **Ruben Rodriguez**, who helped **Dimples** find success with the hit, *She’s Got Papers on Me* when both were at the **Boardwalk** label . . . **Ready For the World**, whose second **MCA** LP, *Long Time Comin’*, reportedly has sold about 900,000 units, just wrapped production on a video for the title track, with **Peter Israelson** directing and **John Small** producing for **Picture Vision** in **New York** . . . Singer/songwriter **Garry Glenn** (he co-wrote **Anita Baker’s Rapture**) is at **L.A.’s** **Sound Castle**, cutting his debut **Motown** LP, with sessioneer **Wayne Linsey** handling the synth action . . . Is **Motown** also interested in the L.A.-based **R&B** band **Jack Mack and the Heart Attack?** . . . Vocalist **Kar-reem**, of “**Star Search**” fame, just finished leads on a remake of *Shotgun*, performed by saxophonist **David Koz** and produced by **Jeff Lorber** for the **Karl Lorimar** film, “**Action Jackson**,” starring **Carl Weathers** and **Vanity** . . . After years of trying to establish his group, **The Skool Boyz**, **Stan Sheppard** has decided that producing is steadier work. His current projects include tracks for the **EMI** LPs of **Evelyn King**, **Michael Henderson** and **Focus** — actually ex-**Barkay** members **James Alexander** and **Mark Bynum** — **Bert Robinson’s** **Capitol** LP and **Anita Pointer’s** first **RCA** solo single, *Overnight Success*, due in July. In addition, **Sheppard** has put together the group **Scenario** for a multi-album **Island** package . . .

Is **MCA** about to cut its 40-plus **Black** artist roster?



Lillo Thomas (Capitol)

Born: Brooklyn, New York
 Current Single: "I'm In Love"
 Current Album: *Lillo*

Background: Thomas first broke on the scene in 1983 with "You're A Good Girl." The next year, his follow-up LP, *All Of You*, was released and Lillo was looking to re-capture his space at the top of the charts. Lillo's first two LP's set the stage for him to star in one of the most watched daytime soap operas in Brazil. Who would have believed that his main interest in life as a teenager wasn't music, but sports? Lillo set a world record in the 200-meter dash, which qualified him for the 1984 U.S. Olympic team, but an untimely auto accident cancelled his plans for the Summer Games. While attending Parsons School of Design in New York, Lillo visited friends at a recording session. From there, he ventured into a singing career. He began doing sessions with George Benson, James Ingram, Howard Johnson, Melba Moore, and Evelyn King. But it wasn't until he met producer/writer Paul Laurence that he decided it was time to try being a solo artist. With the album just released, this may become his biggest project to date.

On Multiple Careers: "I used to sing all of the time, whenever I could find a chance. Even when I was going to school at Parsons, studying illustrating. Since I was enjoying the arts, and I was running track, I didn't consider music as a career. But here I am, with my third album and, if I may say, it's one of the more intense projects to this date."

—Reported by Darryl Lindsey

R&B NOTES

CROSSOVER KENNY:

Arista is perky about the crossover pattern that's coming into view. Top 40 is jumping all over **Kenny G.**'s latest single, helping to push album sales through the roof. How did Top 40 catch on to Kenny? A little "Songbird" told them what R&B radio has known for a while: Kenny's latest single fits a number of formats, even though it's an instrumental. The song has been receiving plenty of Quiet Storm play from R&B radio. "But it's proving itself to be working in all day parts," said **Tony Anderson**, VP/R&B Promotion. "The activity at Top 40 has been tremendous for an instrumental." Talk about hitting every day part: Traci Jordan, Dir./R&B

Diana Ross, shown here in red-hot company, was in New York recently to celebrate her new LP Red Hot Rhythm & Blues. (L. to R. RCA President Bob Buziak; BMG Co-Chairman Michael Dornemann; President and CEO Elliot Goldman of RCA/Ariola; Diana; BMG Co-Chairman Monty Leuftner; and Exec. VP Rick Dobbis.)



Publicity says NBC 'News at Sunrise' used the song for a while during its wee-hour telecast. As for album sales: explosive. "Sixty-eight thousand last week alone," said **Lauren Moran**, National Sales Dir. "This whole thing happened because of all the exposure on Black radio. It's been a steady Top 10 to 20 album on the Black charts, almost from the beginning. Finally, pop picked up on it. It's been a six to eight week building period. And it's exploded the last couple of weeks — 20 to 25 thousand a week." Anderson explains: "It's not the record company making this work. It's the record that's working. It's the music itself." It's admirable to be humble . . .

JACKIE WILSON GETS HIS DUE:

We extend our commendations for the industry support of the mausoleum to be built in honor of **Jackie Wilson**. The triumphant fund-raiser orchestrated by **Jack "The Rapper" Gibson** has made it possible to construct a memorial worthy of that great entertainer. Justice and generosity live. . . .

CREDIT AL CAMPANIS:

Discrimination in both the record business and the baseball business: how's that for a double play? When former Los Angeles Dodger executive **Al Campanis** said on national television that he doubted that Blacks have the "necessities" to manage a baseball team, he probably didn't know he would start a

revolution. Besides sparking a national debate (and losing his job), Campanis got a lot of people thinking and talking. Consequently, a Radioscope special report ought to get a lot of attention next week. "Special Report: Discrimination in the Recording Industry and in Major League Baseball" is scheduled for May 23 and 24. Radioscope, a **Lee Bailey Production**, is heard on 80 stations nationwide . . .

COMMODORES SIGN MANAGEMENT PACT:

The Commodores are the first act to sign with **Jo-Ann Geffen & Associates** under its new management division.



ALEXANDER O'NEAL



HEARSAY

The New Album by Alexander O'Neal

Following the success of his album last year, ALEXANDER O'NEAL has returned with a new LP, *Hearsay*, led by the smoking single, "Fake."

The first LP, Alexander's self-titled debut, contained three Top 15 singles on R&R's R&B chart. Alexander also experienced tremendous exposure on the hit crossover duet with Cherelle, "Saturday Love."

Alexander is just entering the Spring of his career. He began singing at age 9, and has worked the cover-band circuit, toured Las Vegas, Los Angeles, and even founded and led a rock-n-roll band called "Alexander."

As one of the original members of Flyte Tyme, Alexander spent two years developing his abilities.

He left the group after it changed its name to The Time and began working with Prince. He never recorded with the group.

However, on his self-titled album, he collaborated with former Time members: Jimmy Jam and Terry Lewis produced the project, while Monte Moir wrote and produced three tracks on it.

Producers of the Year Jimmy and Terry have worked with Alexander on *Hearsay*, just as they did on the first project.

The new single is scheduled to be released this week.

In addition to the hot single "Fake," other tracks on the album include "Hearsay," "Criticize," "Crying Over Time" and the encore duet with Cherelle, "Never Knew Love Like This."

The outfit has handled publicity, endorsements and the band's licensing for years . . .

NIGHT TRACKS MAKING NOISE:

World premiere fever has hit **Night Tracks**, the video program by **Lynch/Biller Productions** in Hollywood. Only a couple of weeks ago, the outlet debuted **Jody Watley's** "Still A Thrill" clip. And this week, Night Tracks gave the first view of **Lionel Richie's** live "Se La" video, shot in Holland. Impressive. Looks like the WTBS video unit is to be reckoned with . . .

SIZZZZLING:

How hot is **Jody Watley**? She's soooo



*Celebrating his gold debut LP **The Return of Bruno**, **Bruce Willis** is joined by **Motown National Dir./R&B Promotion Maurice Watkins** and **VP/Marketing Miller London**. (L. to R. **Watkins**, **Bruce**, **London**)*

hot that her album went gold almost entirely on the strength of the first single, "Looking For A New Love." The new single, "Still A Thrill," has caught on big at R&B, but "Looking" is still going strong at Top 40. The record's support on Top 40 radio, in fact, has kept "Looking" near the top of The R&B Chart. Meanwhile, R&B radio has been hurriedly moving "Still" toward the chart . . .

BUT HAVE YOU HEARD THIS?

By now you may have heard about "store taping," the service offered by a company called **Personics**. A little over a week ago, the company announced that

three years and \$3 million of development had been spent to develop a computer system that allows customers to personalize cassettes in record stores. The idea is to discourage home taping. Customers can pick songs from a "catalog" and assemble them on a dream tape. Any songs, any order. Well . . . not any songs, considering CBS announced this week that the company will not supply product to any service of the kind. The company said such services are not in the "long-term interest" of customers or record companies . . .

BIRTHDAYS OF THE MUSIC INDUSTRY'S RICH AND FAMOUS

Birthday Monitorette **Marge Calderone** is getting swamped with requests to send

along happy b-days to artists. This week, send your well-wishes to: **George Johnson** (May 17), **Grace Jones** (May 19), **Fred Alexander Jr.** of Lakeside (May 19), **Micki Free** (May 20), **Ronald Isley** (May 21). And — yes it's true — **Cortez Harris** of *One Way* (May 21) and **Dave Robertson**, also of *One Way* (May 22).

If you want your artist, friend, self or boss feted, send the name and birthdate to:

Marge Calderone,
The R&B Report
6430 Sunset Blvd., Ste. 1201
Los Angeles, CA 90028



Najee (EMI-America)

Born: New York, New York
Current Single: "Betcha' Don't Know"
Current Album: *Najee's Theme*

Background: Because he grew up in the Queens area of New York, one might assume Najee's sound would be hip-hop street music. But it isn't. He's definitely a musician's musician, with mellow sounds that soothe the soul. On his current EMI debut, Najee applies his special touch to proven hits, "Can't Hide Love" and "Sweet Love." After studying at the New England Conservatory of Music, he ventured into the New York sessions circuit, providing services for Kashif, Chaka Khan and Melia's Morgan. Soon, after the word was out and Hush Productions brought him underwing, he landed a deal with EMI. After embarking on his first national tour, opening for Freddie Jackson and Ray, Goodman & Brown, critics raved, as they compared his talents to those of greats such as Grover Washington Jr. and Ronnie Laws.

On Jazz: "My mother played a very important part in giving support. She bought me my first saxophone at age 14. I lived in a very musical neighborhood during my high school years, so that pushed me to want to be the best. I believe I know what people like to hear and hopefully I can touch their hearts and souls along the way. One thing that I would like to bring back is instrumentals, and from what I hear, a lot of folks miss them."

—Reported by **Darryl Lindsey**

Who's New

"I vowed ten years ago to David Townsend that one day it was going to happen for us."



Surface, the new Columbia group, may be the best sleeper group on the R&B and Top 40 charts.

Happy, the first single of the group's debut album (also tagged **Surface**, and recorded at Tito Jackson's Ponderosa Studios) has quietly crept up the charts.

The mid-tempo ballad has hit the Top 10 on Billboard's R&B chart, and has broken into the Top 40 on its dance chart.

According to a recent survey, among 84 stations incorporating *Happy* into their playlists, 71 were playing the song in heavy rotation, 12 medium and only one light.

Those numbers add up to a successful first effort by the trio of David Townsend, Dave Conley and Bernard Jackson.

The song's success was no surprise to the group, nor to Columbia Executives.

"I vowed ten years ago to David Townsend that one day it was going to happen for us," Conley said.

Even without a group promotional tour to introduce them to radio and retail representatives, **Surface** has had little trouble getting airplay.

Jackson, 27, the lead singer, is the sole member currently on a national promotional tour. Townsend, 31, and Conley, 33, are finishing work on Rebbie Jackson's next album.

The group's members consider themselves writers first, then recording artists.

Through Conley, the trio became staff writers for Screen Gems Music, writing

songs for Sister Sledge, New Edition (*Let's Be Friends*), High Tension and Gwen Guthrie (Conley co-produced her smash single *Ain't Nothing Going On But The Rent*.)

Even though their outside activities keep them busy most of the time, the members are not complaining.

"Nothing is hard or difficult when you're doing what you want to do," Jackson said.

"Things are finally coming above the surface for us," Conley said. "Our



songs are sensual, sultry, rhythmically and melodically strong."

Cecil Holmes, Columbia's VP/A&R - Black Music, said the group's "unique sound" is the key to its success.

"For them to incorporate all those ingredients into a song and appeal to the masses is wonderful," Holmes said. "It's just what a record company wants to happen. This group couldn't help but cross over."

According to Conley, the group does not put emphasis on crossing over, at least not on music charts.

"What is important is that we cross over from the radio to the people," Conley said. "We're not gearing our music toward any one group of people. It's music for everyone," said Townsend, who is the son of producer/songwriter Ed Townsend, the co-writer of Marvin Gaye's milestone LP, *Let's Get It On*.

Jackson, who says he's been in 17 different groups throughout his life, believes it's time for this group to click.

"We've worked hard for this," said Jackson, who knew by age 6 he wanted to be a professional singer. "We've done our work and now we have the sound of the 90s. We realize the music industry is fickle. One minute you're up, then you're down. We're just going to go with the flow. We are not trying to pattern or mimic ourselves after anyone. We're just down-to-earth guys who want to make good music."

Apparently Jackson's wishes have come true.

The group not only is making good music, and achieving great chart numbers (with little promotion) — the threesome certainly will be one of the hottest groups to come out of 1987.

"They're very hot," Holmes said. "We're actively pushing the record for more airplay now. We're also buying ads in the trade magazines for more exposure. We have big plans for the group. They've already shown what they can do. So it won't be hard to promote them. The group has proven themselves. They're going to the top."

So let it be written. So let it be done!

Until later!

THE R & B

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R&B QUOTES



John McClain
on the
**Janet Jackson/
Time Movie**

We turned down the first screen play. It just wasn't up to par. When you're trying to do something ambitious, it takes time. I think it's very important that we have a big black grossing film. We have to start having movies that are generating \$100 - \$200 million. That's what we're interested in.



**Atlantic Starr's
Barbara
Weathers**
(on intra-group
relationships)

When you tell everybody that you're involved, there's so many more people trying to get into your relationship. Trying to discourage you, or distract you and trying to get involved in something that's none of their business.



Jesse Johnson

We all have new stuff that we've written for the new Time album. I'll grab one of those old suits that I used to wear in The Time and go in my studio with it 'cause I'll get a vibe from it. When I write for The Time, I write for Morris. There's a lot of stuff he can pull off that I couldn't. He's a totally different character.



Rene Moore:
(On break up
of Rene &
Angela)

There was a dispute at rehearsal between Angela and myself. It was nothing really serious, just a difference of opinion. Ronald Isley was there, strangely enough. Ronald got involved and sided with Angela. It got pretty verbal. Nothing really heavy. She got upset, and she left with Ronald Isley that day.



Jay King

Situation #9 was strong enough to dispel all the rumours by all the jealous folks that we were not good writers and were a one-hit production team. If we had came out right away with *Lean On Me* after *Jealousy* the first thing folks would have said was 'they can't write.' We had to prove them wrong.



Cameo

Everything we do is going to be funky because we're black, but Cameo is a black rock and roll band. I'm not going to allow a record company to accept this group as lesser than any other act that's in the top ten. People call you a "funk group" and automatically its "you can't have this, you can't have that."



Little Richard

When I said, "wop-bop-a-loo-bop-a-lop-bam-boom" nobody else had never did that before. When I started singing "tuffi frutti good booty, if it don't fit, don't force it, you can grease it and make it easy" they said "oh, by God, we got to clean this up!" It's not dirty anyway, it's just telling the truth. If you grease it, it does make it easy.



**Robert
"Kool" Bell**

We try to do songs that are very melodic, catchy. At the same time we try to add a little groove to it like *Get Down On It*. Back in the 70's we were into a lot of experimentation, blending jazz horn riffs with dance beats. It's all been an evolution of trying to stay fresh with new ideas. It's not easy to try to come back and do another "Celebration."

QUIET STORM CHART

The Quiet Storm Chart reflects the nation's most reported titles for the week.

For the second consecutive week, Stephanie Mills is overpowering the Quiet Storm chart. Her ballad, *I Feel Good All Over*, is appearing on playlists all over. The early enthusiasm for this record indicates smash potential.



LW	TW	ARTIST	TITLE	LABEL	WOC
1	1	ATLANTIC STARR	Always	WB	9
4	2	STEPHANIE MILLS	I Feel Good . . .	MCA	3
2	3	SHIRLEY MURDOCK	Go On Without You	Capitol	9
3	4	FREDDIE JACKSON	I Don't Want To Lose . . .	Capitol	9
6	5	HERB ALPERT	Making Love In The Rain	A&M	8
5	6	VANDROSS/HINES	There's Nothing' Better . . .	Epic	9
7	7	MIKI HOWARD	Imagination	Atlantic	9
12	8	LUTHER VANDROSS	So Amazing	Epic	7
10	9	KENNY G.	Songbird	Arista	9
8	10	KLYMAXX	I'd Still Say Yes	Constellation	9
9	11	DAVID SANBORN	Chicago Song	WB	9
11	12	ANITA BAKER	Same Ole Love	Elektra	9
17	13	SURFACE	Happy	Columbia	6
13	14	BABYFACE	Lovers	Solar	7
14	15	PRINCE	Adore	Paisley Park	6
20	16	LILLO THOMAS	Wanna Make Love . . .	Capitol	3
15	17	HOWARD HEWETT	I Commit To Love	Elektra	3
19	18	PATRICE RUSHEN	All My Love . . .	Arista	6
22	19	ISLEY BROS.	Smooth Sailin' Tonight	WB	3
24	20	GERRY WOO	Hey There Lonely Girl	Polydor	3
23	21	ROBERT BROOKINS	Come To Me	MCA	3
—	22	WHISPERS	In The Mood	Solar	1
25	23	SMOKEY ROBINSON	Just To See Her	Motown	3
15	24	LOOSE ENDS	You Can't Stop . . .	MCA	4
18	25	JANICE McCLAIN	Let's Spend The . . .	MCA	6
—	26	*ATLANTIC STARR	All In The Name	WB	1
26	27	PATTI LABELLE	Last Unbroken Heart	MCA	3
—	28	LAKESIDE	Bullseye	Solar	1
27	29	RAY, GOODMAN & BROWN	Celebrate Our Love	EMI	7
—	30	MELBA MOORE	It's Been So Long	Capitol	1

*Re-entry

QUIET STORM PROGRAMS

Quiet Storm Programs list the five most important titles of the week.

WZAK

Cleveland

"Pillow Talk/For Lovers Only"
Su 8p - 12 a/M-F 8p - 1a

1. **PRINCE/Adore** (Paisley Park)
2. **WHISPERS/In The Mood** (Solar)
3. **CAT MILLER/Fool In Love** (Solar)
4. **MIKI HOWARD/Imagination** (Atlantic)
5. **LILLO THOMAS/Wanna Make Love** (Capitol)

WJLB

Detroit

"Night Moods"
Su 9p-2a/M-Th 11p-3a

1. **RON BANKS/Closer I Get To You** (Futura)
2. **HERB ALPERT/Pillow** (A&M)
3. **KENNY G./Songbird** (Arista)
4. **WINDSONG/Love Me Baby** (Windsong Prod.)
5. **NAJEE/Betcha' Don't Know** (EMI)

WBMX

Chicago

"Love Corner"
M-Th 10p -12a

1. **GERRY WOOD/Lonely Girl** (Polydor)
2. **WINDSONG/Love Me Baby** (Windsong Prod.)
3. **WHISPERS/In The Mood** (Solar)
4. **JOHNNIE TAYLOR/Don't Make Me Late** (Malaco)
5. **ROSIE GAINES/Crazy** (Epic)

KDLZ

Dallas

"Quiet Storm"
Su-Sa 7p - 4a

1. **ATLANTIC STARR/Always** (WB)
2. **SURFACE/Happy** (Columbia)
3. **ISLEY BROS./Smooth Sailin'** (WB)
4. **BABYFACE/Lovers** (Solar)
5. **VANDROSS/HINES/Nothing Better** (Epic)

KATZ

St. Louis

"Mellow Moods"
Su-Th 9p - 1a

1. **ATLANTIC STARR/Always** (WB)
2. **VANDROSS/HINES/Nothing Better** (Epic)
3. **SHIRLEY MURDOCK/Go On** (Elektra)
4. **MIKI HOWARD/Imagination** (Atlantic)
5. **STEPHANIE MILLS/I Feel Good** (MCA)

WBLZ

Cincinnati

"Softones"
Su 9a - 2p

1. **ATLANTIC STARR/Always** (WB)
2. **SHIRLEY MURDOCK/Go On** (Elektra)
3. **FREDDIE JACKSON/Don't Wanna Lose** (Capitol)
4. **MELBA MOORE/Been So Long** (Capitol)
5. **SURFACE/Happy** (Columbia)

WBLS

New York

"Quiet Storm"
M-Th 10p - 2a/F 12 Mid - 3a

1. **ISLEY BROS./Smooth Sailin'** (WB)
2. **KLYMAXX/Still Say Yes** (Constellation)
3. **WHISPERS/Give It To Me** (Solar)
4. **TOMORROW'S EDITION/Million** (Mellow)
5. **BABYFACE/Lovers** (Solar)

WHUR

Washington, DC

"Quiet Storm/Softones"
Su-Sa 7p - 12a

1. **HERB ALPERT/Making Love** (A&M)
2. **WINDSONG/Love Me Baby** (Windsong Prod.)
3. **WHISPERS/In The Mood** (Solar)
4. **ISLEY BROS./Smooth Sailin'** (WB)
5. **ISLEY, JASPER, ISLEY/Brother** (CBS Assoc.)

WLUM

Milwaukee

"Quiet Storm"
M-F 10p - 2a

1. **LILLO THOMAS/Wanna Make Love** (Capitol)
2. **SHIRLEY MURDOCK/Go On** (Elektra)
3. **ISLEY BROS./Smooth Sailin'** (WB)
4. **LUTHER VANDROSS/So Amazing** (Epic)
5. **ATLANTIC STARR/Always** (WB)

KKLT

Phoenix

"Pillow Talk"
Su-F 9p - 12a

1. **STEVE WINWOOD/Finer Things** (Island)
2. **ATLANTIC STARR/Always** (WB)
3. **KENNY G./Songbird** (Arista)
4. **HOUSTON/JACKSON/If You Say** (Arista)
5. **LABELLE/CHAMPLIN/Unbroken Heart** (MCA)

WENN

Birmingham

"Quiet Storm"
Su 1:30p - 4p

1. **ATLANTIC STARR/Always** (WB)
2. **VANDROSS/HINES/Nothing Better** (Epic)
3. **STEPHANIE MILLS/I Feel Good** (MCA)
4. **SURFACE/Happy** (Columbia)
5. **SHIRLEY MURDOCK/Go On** (Elektra)

WMYK

Norfolk

"Sunday Night Slow Jam"

1. **ATLANTIC STARR/Always** (WB)
2. **SURFACE/Happy** (Columbia)
3. **SHIRLEY MURDOCK/Go On** (Elektra)
4. **KENNY G./Songbird** (Arista)
5. **HERB ALPERT/Makin' Love** (A&M)

WNOV

Milwaukee

"Afternoon Lovetrain"
M-F 1p - 2p

1. **JANICE McCLAIN/Spend The Night** (MCA)
2. **ATLANTIC STARR/Always** (WB)
3. **ISLEY BROS./Smooth Sailin'** (WB)
4. **PHYLLIS HYMAN/Enough Love** (PIR)
5. **GERRY WOOD/Lonely Girl** (Polydor)

WFXC

Raleigh

"Mellow Madness"
Su 9p - 12a/M-Th 11p - 1a

1. **SHIRLEY MURDOCK/Go On** (Elektra)
2. **SURFACE/Happy** (Columbia)
3. **SMOKEY ROBINSON/Love Brought** (Tamlia)
4. **STEPHANIE MILLS/I Feel Good** (MCA)
5. **COMMODORES/United** (PolyGram)

KYOK

Houston

"Love Set/Passion Zone"
M-F 1p - 2p/Su-Th 10p - 1a

1. **ATLANTIC STARR/Always** (WB)
2. **SHIRLEY MURDOCK/Go On** (Elektra)
3. **FREDDIE JACKSON/I Don't Wanna Lose** (Capitol)
4. **SURFACE/Happy** (Columbia)
5. **MIKI HOWARD/Imagination** (Atlantic)

QUIET STORM PROGRAMS

Quiet Storm Programs list the five most important titles of the week.

WOAS

Philadelphia

"Soft Touch"
M-F 11p - 12a

1. ATLANTIC STARR/Always (WB)
2. SHIRLEY MURDOCK/Go On (Elektra)
3. MIKI HOWARD/Imagination (Atlantic)
4. ROBERT BROOKINS/Come To Me (MCA)
5. STEPHANIE MILLS/I Feel Good (MCA)

WHRK

Memphis

"Quiet Storm"
M-Th 11p - 3a

1. DAVID SANBORN/Chicago Song (WB)
2. PHYLLIS HYMAN/All Alone (PIR)
3. MIKI HOWARD/Imagination (Atlantic)
4. DENIECE WILLIAMS/Never (Columbia)
5. KENNY G./Songbird (Arista)

WPEG

Charlotte

"Quiet Storm"
Su 7p - 12a

1. ANITA BAKER/Same Ole Love (Elektra)
2. ATLANTIC STARR/Always (WB)
3. VANDROSS/HINES/Nothing Better (Epic)
4. SHIRLEY MURDOCK/Go On (Elektra)
5. DAVID SANBORN/Chicago Song (WB)

WJMI

Jackson

"Mellow Morning Magic"
M-F 1a - 5a

1. SHIRLEY MURDOCK/Go On (Elektra)
2. RAY, GOODMAN & BROWN/ Celebrate (EMI)
3. ISLEY BROS./Smooth Sailing (WB)
4. ATLANTIC STARR/Always (WB)
5. KLYMAXX/Still Say Yes (Constellation)

WPLZ

Richmond

"Night Flight"
Su 7p - 3a/M-Th 10p - 3a

1. ROBERT BROOKINS/Come To Me (MCA)
2. NU ROMANCE CREW/Tonight (EMI)
3. NANCY WILSON/Forbidden Lover (Columbia)
4. MILLIE JACKSON/Imitation Of Love (Jive)
5. STEPHANIE MILLS/I Feel Good (MCA)

WGPR

Detroit

*slow hours (not a title)
Daily - 1 Hour
9a/12n/6p/10p

1. AL GREEN/Be Alright (A&M)
2. FREDDIE JACKSON/ Don't Wanna Lose (Capitol)
3. JAMES WILLIAMS/Oh How (Columbia)
4. SMOKEY ROBINSON/Just To See Her (Tamla)
5. BABYFACE/Lovers (Solar)

WPDQ

Jacksonville

"Quiet Storm"
M-Th 10p-2a

1. JIMMY CASTOR/Never (Creative Fun)
2. JANICE McCLAIN/Spend The Night (MCA)
3. MIKI HOWARD/Come Back (Atlantic)
4. ANITA BAKER/Been So Long (Elektra)
5. JAMES WILLIAMS/Oh How (Columbia)

WTHP

Greensboro

"Quiet Storm/Love Lites"
Su 9p - 12a/M-Th 12a - 2a

1. STEPHANIE MILLS/I Feel Good (MCA)
2. ATLANTIC STARR/Always (WB)
3. REGINA BELLE/Show Me (Columbia)
4. FREDDIE JACKSON/Don't Wanna Lose(Capitol)
5. VANDROSS/HINES/Nothing Better (Epic)

WILD

Boston

"A Little Tenderness"
Su 9p-12a/M-Th 12a-2a

1. PRINCE/Adore (Paisley Park)
2. JANICE McCLAIN/Spend The Night (MCA)
3. STEPHANIE MILLS/I Feel Good (MCA)
4. LOOSE ENDS/Can't Stop The Rain (MCA)
5. ATLANTIC STARR/Always (WB)

WZTZ

Columbus

"Foreplay"
Su-F 9p - 12a

1. SMOKEY ROBINSON/Just To See Her (Tamla)
2. SURFACE/Happy (Columbia)
3. ATLANTIC STARR/Always (WB)
4. MELBA MOORE/Been So Long (Capitol)
5. VANDROSS/HINES/Nothing Better (Epic)

WXYV

Baltimore

"Slow Jam"
M-Th 11p - 2a

1. LUTHER VANDROSS/So Amazing (Epic)
2. BABYFACE/Lovers (Solar)
3. FREDDIE JACKSON/Don't Wanna Lose (Capitol)
4. STEPHANIE MILLS/I Feel Good (MCA)
5. RAY, GOODMAN & BROWN/Celebrate (EMI)

WAMO

Pittsburgh

"Night Flight"
Su 9p - 12a

1. PRINCE/Adore (Paisley Park)
2. LUTHER VANDROSS/Anyone (Epic)
3. LILLO THOMAS/Wanna Make Love (Capitol)
4. LUTHER VANDROSS/So Amazing (Epic)
5. JAMES WILLIAMS/Ice Melts (Columbia)

WOWI

Norfolk

"Quiet Storm"
Su-Th 10p - 1a

1. BABYFACE/Lovers (Solar)
2. SHIRLEY MURDOCK/Go On (Elektra)
3. ATLANTIC STARR/Always (WB)
4. JANICE McCLAIN/Spend The Night (MCA)
5. MIKI HOWARD/Imagination (Atlantic)

WLNR

Chicago

"The Soft Touch"
24 Hours

1. HERB ALPERT/Making Love (A&M)
2. ASTRUD GILBERTO/Listen To Your Heart (Elektra)
3. ATLANTIC STARR/Always (WB)
4. VANDROSS/HINES/Nothing Better (Epic)
5. SHIRLEY MURDOCK/Go On (Elektra)

WVEE

Atlanta

"Quiet Storm"
Su 7p-12a/M-Th 9p-1a

1. ATLANTIC STARR/All In The Name (WB)
2. RAY, GOODMAN, & BROWN/Celebrate (EMI)
3. FREDDIE JACKSON/Still Waiting (Capitol)
4. JANICE McCLAIN/Spend The Night (MCA)
5. BABYFACE/Lovers (Solar)

QUIET STORM PROGRAMS

Quiet Storm Programs list the five most important titles of the week.

WGCI

Chicago

"Quiet Storm"
Su-Th 10p-2a

1. ATLANTIC STARR/All In The Name (WB)
2. RODNEY FRANKLIN/Broken Wings (Columbia)
3. LILLO THOMAS/I'm In Love (Capitol)
4. GERRY WOOD/Lonely Girl (Polydor)
5. KENNY G./Songbird (Arista)

KJLH

Los Angeles

"LA After Dark"
M-Th 11p-1a

1. PRINCE/Adore (Paisley Park)
2. GERRY WOOD/Lonely Girl (Polydor)
3. HERB ALPERT/Pillow (A&M)
4. WHISPERS/In The Mood (Solar)
5. NU ROMANCE CREW/Tonight (EMI)

KKDA

Dallas

"Cool Out"
Su-Th 10p-2a

1. STEPHANIE MILLS/I Feel Good (MCA)
2. PRINCE/Your Girlfriend (Paisley Park)
3. STANLEY TURNTINE/CREEPIN (Blue Note)
4. CLUB NOUVEAU/All In My Mind (WB)
5. SHIRLEY MURDOCK/Go On (Elektra)

WWIN

Baltimore

"Mellow Moments"
Su 8p-12a/M-F 9p-12a

1. HERB ALPERT/Making Love (A&M)
2. CURTIS HAIRSTON/Shining Star (Atlantic)
3. LABELLE/CHAMPLIN/Last Unbroken Heart (MCA)
4. STARPOINT/The More We Love (Elektra)
5. CHUCK STANLEY/My All In All (Def Jam)

WOIA

Memphis

"Memphis After Midnight"
Su 12a-3a

1. ATLANTIC STARR/Always (WB)
2. VANDROSS/HINES/Nothing Better (Epic)
3. SURFACE/Happy (Columbia)
4. MIKI HOWARD/Imagination (Atlantic)
5. HEAVY TRAFFIC/The Fire Is Gone (Atlantic)

WIXI

Jackson

"Testify Time"
M-Th 8p-9p

1. LESLIE WILSON/Wildfire (Unknown)
2. JOHNNIE TAYLOR/Don't Make Me Late (Malaco)
3. MILLIE JACKSON/Imitation Of Love (Jive)
4. CLUB NOUVEAU/Let Me Go (WB)
5. BABYFACE/Lover (Solar)

WCIN

Cincinnati

"Quiet Storm"
Su 12n-4a/M-Th 11p-4a

1. LISA LISA/Someone To Love (Columbia)
2. HERB ALPERT/Making Love (A&M)
3. RAMSEY LEWIS/Falling In Love (Columbia)
4. DAVID SANDBORN/Chicago Song (WB)
5. NAJEE/Feels So Good (EMI)

KMJM

St. Louis

"Quiet Storm"
Su 7p-12a/M-Th 10p-2a

1. SIMPLY RED/Maybe Someday (Elektra)
2. PRINCE/Adore (Paisley Park)
3. KRISTOL/I Might Fall In Love (Epic)
4. HOWARD HEWETT/Commit (Elektra)
5. STEPHANIE MILLS/I Feel Good (MCA)

WCKX

Columbus

"Love Zone"
M-F 10p-11p

"Quiet Fire"
M-Th 2a-5a/F-Sa 3a-5a

1. DENIECE WILLIAMS/Not By Chance (Columbia)
2. LAKESIDE/Bullseye (Solar)
3. LUTHER VANDROSS/So Amazing (Epic)
4. PROCESS/THE DOO RAGS/Forever (Columbia)
5. THE TEMPTATIONS/Someone (Gordy)

KMJQ

Houston

"Quiet Storm"
Su 7p-12a/M-Th 10p-2a

1. LOOSE ENOS/Can't Stop The Rain (MCA)
2. HERB ALPERT/Making Love (A&M)
3. BABYFACE/Lovers (Solar)
4. VANDROSS/HINES/Nothing Better (Epic)
5. SMOKEY ROBINSON/Just To See Her (Tamla)

KMOJ

Minneapolis

"Late Night Love"
M-Th 2a-6a

1. PRINCE/Adore (Paisley Park)
2. HERB ALPERT/Making Love (A&M)
3. SMOKEY ROBINSON/Just To See Her (Tamla)
4. SYSTEM/Don't Disturb (Atlantic)
5. SURFACE/Happy (Columbia)

WTMP

Tampa

"Quiet Storm"
Su 7p-12a/M-Th 12a-5a

1. HERB ALPERT/Making Love (A&M)
2. LUTHER VANDROSS/So Amazing (Epic)
3. PRINCE/Adore (Paisley Park)
4. DAVID SANDBORN/Chicago Song (WB)
5. KENNY G./Songbird (Arista)

WKNO

Hartford

"Quiet Side"
M-F 6p-7p

1. SURFACE/Happy (Columbia)
2. ATLANTIC STARR/Always (WB)
3. MIKI HOWARD/Imagination (Atlantic)
4. STEPHANIE MILLS/I Feel Good (MCA)
5. MELBA MOORE /Been So Long (Capitol)

WHQT

Miami

"Quiet Storm"
Su 10p-2a/M-Th 11p-2a

1. KLYMAXX/Still Say Yes (Constellation)
2. ANITA BAKER/Same Ole Love (Elektra)
3. VANDROSS/HINES/Nothing Better (Epic)
4. HOWARD HEWETT/I Commit (Elektra)
5. NAJEE/Sweet Love (EMI)

WRKS

New York

"NY After Dark"
M-Th 10p - 2a

1. PRINCE/Adore (Paisley Park)
2. ATLANTIC STARR/Don't Take Me (WB)
3. KLYMAXX/Come Back (Constellation)
4. MILLIE SCOTT/Love Me Right (Island)
5. ISLEY, JASPER, ISLEY/Giving Back (CBS Assoc.)



THE R&B REPORT

MARCH 22, 1987

PRICE: \$3.95

TOPSIDES

Aretha Franklin
Michael
George
Prince
The Temptations
Gregory A
Luther V
bott
dross
Anita Baker
Club Nouveau

WHAT'S NEW

R&B SALES
Anita Baker

BLANKET LICENSING

BMI

SHANDWICK ACQUIRES R&C

Rogers & Cowan

NEW BET PROGRAM

Softnotes

Alvin Jones
Jeff Newman

PRO-RADIO ADS

Radio Advertising Bureau

R&B REPORT GRAPH

CLUB NOUVEAU: Fast and 'Lean' in the Fast Lane



PRINCE: DOUBLE LP, DOUBLE PLATINUM?



In This Issue:

Prince's new double LP, 'The Love Symbol Album', is a double LP of funk, soul, and R&B. It's a double LP of funk, soul, and R&B. It's a double LP of funk, soul, and R&B.

THE R&B PLAYLISTS

Hots and Ads

WWIN/Baltimore
301/366-1400
Don Brooks/PD
Natalie Stewart/MD

H ATLANTIC STARR
H LISA LISA/CULT JAM
H SMOKEY ROBINSON
H CAMEO
H SURFACE
A ARETHA FRANKLIN
A STARPOINT
A DONNA ALLEN
A MILLIE JACKSON
A ONE WAY
A SCOTT & RAVEN
A TAWATHA AGEE
A PRINCE
A 4 BY FOUR
A NU ROMANCE CREW
A CLUB NOUVEAU

WHUR/ Washington
202/232-6000
Bobby Bennett/PD
Mike Archie/MD

H LISA LISA/CULT JAM
H HERB ALPERT
H ATLANTIC STARR
H CLUB NOUVEAU
A TAWATHA AGEE
A LL COOL J
A REDD
A NOTES FROM THE UNDERGROUN
A JESSE JAMES
A SHEILA E.
A HOWARD HEWETT

WCKX/Columbus
614-464-0020

A VESTA WILLIAMS
A LESLIE WILSON
A LOOSE ENDS
A DARRYL DUNCAN
A DONNA ALLEN
A TEMPTATIONS
A SHERRIE PAYNE
A NAYOBE
A MOSELEY & JOHNSON

WBMX/Oak Park
312-524-3200
Jerry Boulding/PD
Daisy Davis/MD

H SURFACE
H CAMEO
H FREDDIE JACKSON
H LISA LISA/CULT JAM
AP VESTA WILLIAMS
A MILLIE JACKSON
A LOOSE ENDS
A DIANA ROSS

WGCI/Chicago
312-983-1470
Sonny Taylor/PD
Barbara Prieto/MD

H CAMEO
H SHIRLEY MURDOCK
H SMOKEY ROBINSON
H LISA LISA/CULT JAM
A MILLIE JACKSON

WNOV/Milwaukee
414-449-9668
Rob Hardy/PD
Rob Hardy/MD

H ATLANTIC STARR
H VANDROSS/HINES
H SHIRLEY MURDOCK
H FREDDIE JACKSON
H MELBA MOORE
A LUTHER INGRAM
A MARVIN SEASE
A JOYCE SIMMS
A LALA
A WHITNEY HOUSTON
A BEASTIE BOYS
A REGINA BELLE
A TAWATHA AGEE
A DIANA ROSS

WCIN/Cincinnati
513/281-7180
Steve Harris/PD
Steve Harris/MD

H ATLANTIC STARR
H LIONEL RICHIE
H CLUB NOUVEAU
H FREDDIE JACKSON
H LISA LISA/CULT JAM
AP ISLEY BROS.
A ARETHA FRANKLIN
A TEEN DREAM
A DONNA ALLEN
A TAWATHA AGEE

WAMO/Pittsburgh
412/2471-2181
Chuck wookson/PD
John Anthony/MD

H SMOKEY ROBINSON
H LIONEL RICHIE
H CAMEO
H SYSTEM
H ATLANTIC STARR
AP SHEILA E.
A KOPPER
A KAJMMIN
A EGYPTIAN LOVER
A PRINCE
A DIANA ROSS
A JANET JACKSON
A JOHN BURFORD

KATZ/St. Louis
314/214-6000
Cheryl Winston/PD
Cheryl Winston/MD

H ATLANTIC STARR
H LISA LISA/CULT JAM
H FREDDIE JACKSON
H PATRICE RUSHEN
H CAMEO
H VANDROSS/HINES
A JANET JACKSON
A ONE WAY
A DONNA ALLEN
A F.L.O.S.
A BREAKFAST CLUB
A DIANA ROSS
A TAWATHA AGEE
A KATHY MATHIS
A HERB ALPERT
A LILLO THOMAS

KMJM/St. Louis
314/361-1108
Mike Stradford/PD
Mike Stradford/MD

H DAVID SANBORN
H SHIRLEY MURDOCK
H FREDDIE JACKSON
H SURFACE
H LISA LISA/CULT JAM
A FAT BOYS
A TOUCH
A GEORGIO
A LILLO THOMAS
A WHITNEY HOUSTON

WGPR/Detroit
313/259-8862
Joe Spencer/PD
Joe Spencer/MD

H SURFACE
H KLYMAXX
H AL GREEN
H BABYFACE
H MELBA MOORE
AP DONNA ALLEN
A TAWATHA AGEE
A DENIECE WILLIAMS
A L.J. REYNOLDS
A STARPOINT
A COMMODORES
A LILLO THOMAS
A BEBE & CECE WINANS

WILD/Boston
617/427-2222
Eroy Smith/PD
Tonya Pendleton/MD

H NONA HENDRIX
H SURFACE
H CLUB NOUVEAU
H WHISPERS
H LISA LISA/CULT JAMM
AP LILLO THOMAS
A PRINCE
A DIANA ROSS
A DONNA ALLEN
A M.C. SPICE

WKND/Windsor
203/688-6221
Eddie Jordan/PD
Melonae McLean/MD

AP HOWARD HEWETT
A GERRY WOO
A LA LA
A TEMPTATIONS
A KATHY MATHIS
A ARETHA FRANKLIN
A JESSE JOHNSON
A ANGELINA CHAPLIN

KKFX/Seattle
206/728-1250
Bob Wikstrom/PD
Nes Rodriguez/MD

H ANITA BAKER
H SURFACE
H CAMEO
H LISA LISA/CULT JAM
H ATLANTIC STARR
AP DIANA ROSS

A LL COOL J
A KING SUN D. MOET
A REGINA BELLE
A PRINCE
A EXPOSE

KRIZ/Renton
206/251-5151
Frank P. Barrow/PD

H CAMEO
H JESSE JOHNSON
H CLUB NOUVEAU
H SURFACE
H WHISPERS
AP LILLO THOMAS

WENN/Birmingham
205/324-3356
Dave Donnell/PD
Roe Bonner/MD

HP JOOY WATLEY
H HERB ALPERT
H ATLANTIC STARR
H FIVE STAR
H LAKESIDE
H VANDROSS/HINES
A MOSELEY & JOHNSON
A ARETHA FRANKLIN
A GEORGIO
A RAINY DAVIS
A O'JAYS
A TEEN DREAM
A CAT MILLER
A TIMEX SOCIAL CLUB
A JONHNNIE TAYLOR

WAAA/Winston Salem
919/767-0430
Mark Carr/PD
Tina Carson/MD

A SYSTEM

WTHP/High Point
919/887-0983
Buddy Poole/PD

H MELBA MOORE
H FREDDIE JACKSON
H WHISPERS
H CLUB NOUVEAU
A SHEILA E.
A DONNA ALLEN
A BEBE & CECE WINANS
A LUTHER INGRAM
A LL COOL J
A JANICE BULLOCK
A LAVERNE NEAL

WJMI/Jackson
601/948-1515
Carl Haynes/PO
Carl Haynes/MD

H SMOKEY ROBINSON
H SHIRLEY MURDOCK
H CLUB NOUVEAU
H WHISTLE
H ISLEY JASPER ISLEY
AP PRINCE
A DIANA ROSS
A TIMEX SOCIAL CLUB
A BEASTIE BOYS
A LILLO THOMAS

THE R&B PLAYLISTS

Hots and Ads

A STEPHANIE MILLS
 A SHEILA E.
 A GEORGIO
 A DEBBIE DEB
 A MILLIE SCOTT
 A O'BRYAN

WKXI/Jackson
 601-957-1300
 Dwain "DDT" Tanner/PD
 Dwain "DDT" Tannerr/MD

H VANDROSS/HINES
 H ATLANTIC STARR
 H SMOKEY ROBINSON
 H CAMEO
 AP TAWATHA AGEE
 A GEORGIO
 A J. BLACKFOOT
 A O'JAYS
 A ISLEY BROS.
 A STARPOINT
 A ONEE WAY
 A MILLIE SCOTT
 A BEN E. KING/CASANOVA
 A ANGELINA CHAPLIN
 A FAT BOYS
 A JOHNNIE TAYLOR

WPLZ/Petersburg
 804/733-4567
 Steve Crumbley/PD
 Phil Daniels/MD

H ATLANTIC STARR
 H LISA LISA/CULT JAM
 H SMOKEY ROBINSON
 H MELBA MOORE
 H SURFACE
 AP REGINA BELLE
 A O'JAYS
 A MILLIE JACKSON
 A ARETHA FRANKLIN
 A DIANA ROSS
 A SWEET COOKIE
 A SHEILA E.

WTMP/Tampa
 813/626-4108
 Chris Turner/PD
 Chris Turner/MD

H JESSE JOHNSON
 H FIVE STAR
 H CAMEO
 H SURFACE
 H SHIRLEY MURDOCK
 AP ARETHA FRANKLIN
 A TEEN DREAM
 A JOHNNIE TAYLOR
 A BABYFACE
 A LOOSE ENDS

KKDA/Grand Prairie
 214/263-9911
 Michael Spears/PD
 Terri Avery/MD

H BABYFACE
 H SHIRLEY MURDOCK
 H CAMEO
 H CLUB NOUVEAU
 H SURFACE
 AP TAWATHA AGEE
 A FAMILY DREAM
 A ALEXANDER O'NEAL
 A WHITNEY HOUSTON

KDLZ/Ft. Worth
 817/831-1278
 Michelle Madison/PD
 Michelle Madison/MD

H ATLANTIC STARR
 H LISA LISA/CULT JAMM
 H SHIRLEY MURDOCK
 H SURFACE
 H ANITA BAKER
 A O'JAYS
 A ONE WAY
 A ISLEY BROS.
 A TAWATHA AGEE
 A RAINY DAVIS
 A JOHNNIE TAYLOR

KMJQ/Houston
 713/623-0102
 Ron Atkins/PD
 Jay Michaels/MD

H VANDROSS/HINES
 H CAMEO
 H SMOKEY ROBINSON
 H CLUB NOUVEAU
 A WHITNEY HOUSTON
 A RAINY DAVIS
 A RAMSEY LEWIS
 A LILLO THOMAS
 A TIMEX SOCIAL CLUB
 A RAPPIN' REVEREND
 A FAMILY DREAM
 A ONE WAY
 A FAT BOYS
 A TAWATHA AGEE

KDAY/Los Angeles
 213/656-1105
 Jack Patterson/PD
 Greg Mack/MD

H ATLANTIC STARR
 H CLUB NOUVEAU
 H LISA LISA/CULT JAM
 H TODDY TEE
 H CAMEO
 A ROSE BROTHERS
 A KING SUN D. MOET
 A REGINA BELLE
 A GEORGIO
 A MONET
 A PRINCE
 A M.C. SHAN
 A REDD
 A DIANA ROSS
 A NU ROMANCE CREW

KJLH/Los Angeles
 213/299-5960
 Cliff Winston/PD
 Licia Torres/MD

H CAMEO
 H SHIRLEY MURDOCK
 H ATLANTIC STARR
 H CLUB NOUVEAU
 H WHISPERS
 A KAJAMMIN
 A DONNA ALLEN
 A NU ROMANCE CREW
 A KENNY G
 A JANET JACKSON
 A ISLEY BROS.

KSOL/San Mateo
 415/341-8777
 Marvin Robinson/PD
 Marvin Robinson/MD

H SURFACE
 H KLYMAXX
 H SMOKEY ROBINSON
 H MELBA MOOREE
 H ATLANTIC STARR
 A LL COOL J
 A ARETHA FRANKLIN

A DONNA ALLEN
 A TIMES SOCIAL CLUB
 A BLAKKE & HINES
 A JANET JACKSON
 A RFTW
 A REGINA BELLE
 A GERRY WOO
 A SANDY TORANO
 A VEESTA WILLIAMS
 A LA LA
 A LUTHER INGRAM
 A DELANEY



DONNA ALLEN

R&B AT TOP 40

WAVA/Arlington
703/534-0320
Mark St. John/PD Gene Baxter/MD
6 3 ATLANTIC STARR
8 6 LISA LISA/CULT JAM
10 7 HERB ALPERT
7 11 JODY WATLEY
9 14 ARETHA/GEO. MICHAEL
22 18 AL JARREAU
23 22 CAMEO
29 23 EXPOSE
28 24 KENNY G
31 26 WHITNEY HOUSTON
30 27 SYSTEM
17 28 MADONNA
21 30 PRINCE
— Add SMOKEY ROBINSON
— Add KLYMAXX

WBSB/Baltimore
301/466-9272
Steve Kingston/PD/MD
— 2 JODY WATLEY
— 7 MADONNA
— 10 ATLANTIC STARR
— 11 PRINCE
— 15 LISA LISA/CULT JAM
— 17 ARETHA/GEO. MICHAEL
— 19 HERB ALPERT
— 23 WHITNEY HOUSTON
— 27 DONNA ALLEN
— 28 BREAKFAST CLUB
— 29 EXPOSE
— Add SMOKEY ROBINSON

WBZZ/Pittsburgh
412/381-8100
Jim Richards/PD Lori Campbell/MD
— 4 ATLANTIC STARR
— 6 LISA LISA/CULT JAM
— 10 HERB ALPERT
— 11 JODY WATLEY
— 12 SYSTEM
— 18 WHITNEY HOUSTON
— 20 COMPANY B
— 23 PRINCE
— 26 MADONNA
— 30 JANET JACKSON

WRQX/Washington
202/686-3076
Chuck Morgan/PD Pam Trickett/MD
6 5 JODY WATLEY
8 8 EXPOSE
14 13 ATLANTIC STARR
16 15 LISA LISA/CULT JAM
5 22 MADONNA
24 23 HERB ALPERT
26 24 BREAKFAST CLUB
27 25 COMPANY B
30 26 WHITNEY HOUSTON
— 30 SMOKEY ROBINSON

KBEQ/Kansas City
816/531-2535
Steve Penun/PD Karen Barber/MD
3 1 ATLANTIC STARR
2 3 JODY WATLEY
21 15 LISA LISA/CULT JAM
13 16 ARETHA/GEO. MICHAEL
19 17 HERB ALPERT
20 18 AL JARREAU
16 20 MADONNA

29 22 WHITNEY HOUSTON
26 24 KENNY G
24 26 CLUB NOUVEAU
— 28 SMOKEY ROBINSON
— 30 EXPOSE
— Add SYSTEM

KCPW/Fairway
913/677-9595
Dene Hallam/PD Kim Welsh/MD
1 2 JODY WATLEY
2 3 ARETHA/GEO. MICHAEL
7 4 ATLANTIC STARR
8 8 FREDDIE JACKSON
11 11 MADONNA
21 17 VANDROSS/HINES
25 20 LISA LISA/CULT JAM
27 24 HERB ALPERT
29 26 AL JARREAU
— 28 SMOKEY ROBINSON
— 30 BREAKFAST CLUB
— Add EXPOSE
— Add KLYMAXX

KHTR/St Louis
314/444-1823
Dave Robbins/PD Mark Todd/MD
6 4 ATLANTIC STARR
7 6 MADONNA
8 7 BREAKFAST CLUB
3 8 JODY WATLEY
23 13 LISA LISA/CULT JAM
18 16 HERB ALPERT
19 17 KENNY G
12 18 ARETHA/GEO. MICHAEL
14 20 PRINCE
30 21 WHITNEY HOUSTON
26 22 LIONEL RICHIE
— 29 SYSTEM

WCZY/Detroit
313/967-3750
Brian Patrick/PD Kathy Means/MD
— 2 JODY WATLEY
7 3 ATLANTIC STARR
5 5 ANITA BAKER
9 7 LIONEL RICHIE
11 8 VANDROSS/HINES
14 11 SMOKEY ROBINSON
24 15 LISA LISA/CULT JAM
20 17 HERB ALPERT
22 19 KOOL & THE GANG
8 22 SIMPLY RED
3 23 MADONNA
28 25 BREAKFAST CLUB
30 26 KLYMAXX
31 29 WHITNEY HOUSTON
— 30 CAMEO

WHYT/Detroit
313/871-3030
Rick Gillette/PD Mark Jackson/MD
— 1 JODY WATLEY
— 3 LIONEL RICHIE
— 5 ATLANTIC STARR
— 6 MADONNA
— 7 HERB ALPERT
— 9 LISA LISA/CULT JAM
— 10 ANITA BAKER
— 11 SMOKEY ROBINSON
— 12 PRINCE
— 12 PRINCE
— 15 COVER GIRLS

— 16 CYNDI LAUPER
— 19 SYSTEM
— 20 KLYMAXX
— 21 DONNA ALLEN
— 22 WHITNEY HOUSTON
— 23 EXPOSE
— 24 BREAKFAST CLUB
— 25 KENNY G
— Add PRINCE

WLWL/Minneapolis
612/340-9565
Gregg Swedberg/PD Karen Wong/MD
— 4 MADONNA
— 10 HERB ALPERT
— 13 BREAKFAST CLUB
— 14 JODY WATLEY
— 15 ATLANTIC STARR
— 17 LISA LISA/CULT JAM
— 19 WHITNEY HOUSTON
— 21 SIMPLY RED

WLS/Chicago
312/984-0890
John Gertron/PD Rich McMillan/MD
— 2 ARETHA/GEO. MICHAEL
— 13 SMOKEY ROBINSON
— 14 MADONNA
— 15 ATLANTIC STARR
— 16 ANITA BAKER
— 18 WHITNEY HOUSTON
— 20 LIONEL RICHIE
— 24 KOOL & THE GANG
— 25 DAVID SANBORN
— Add TINA TURNER

WMMS/Cleveland
216/781-9667
Brian Phillips/PD Kid Leo/MD
— 6 JODY WATLEY
— 12 KENNY G
— 14 BREAKFAST CLUB
— 16 SIMPLY RED
— 18 MADONNA
— 19 LIONEL RICHIE
— 26 WHITNEY HOUSTON
— 29 LISA LISA/CULT JAM

WNCI/Columbus
614/224-7355
Bill Richards/PD Tom Kelly/MD
— 4 ATLANTIC STARR
— 5 JODY WATLEY
— 8 DONNA ALLEN
— 9 MADONNA
— 15 HERB ALPERT
— 18 BREAKFAST CLUB
— 19 LISA LISA/CULT JAM
— 24 WHITNEY HOUSTON
— 25 SMOKEY ROBINSON
— 26 COMPANY B

WYTY/Chicago
312/984-0890
Ric Lippincott/PD Brian Kelley/MD
— 2 JODY WATLEY
— 6 ATLANTIC STARR
— 8 MADONNA
— 10 LISA LISA/CULT JAM
— 17 COMPANY B
— 18 ARETHA/GEO. MICHAEL

— 22 SMOKEY ROBINSON
— 25 CLUB NOUVEAU
— 28 HERB ALPERT
— 30 KENNY G
— Add EXPOSE

WZPL/Indianapolis
317/637-8000
Gary Hoffman/PD Steve Stiles/MD
4 3 JODY WATLEY
6 17 MADONNA
25 19 LISA LISA/CULT JAM
30 22 SIMPLY RED
27 26 BREAKFAST CLUB
31 27 WHITNEY HOUSTON
— Add ATLANTIC STARR

WPLJ/New York
212/887-6226
Larry Berger/PD Andy Dean/MD
1 1 MADONNA
5 3 ATLANTIC STARR
3 5 JODY WATLEY
8 6 LISA LISA/CULT JAM
10 12 PRINCE
11 13 ARETHA/GEO. MICHAEL
24 15 SMOKEY ROBINSON
— 19 BREAKFAST CLUB
23 20 HERB ALPERT
16 22 CLUB NOUVEAU
26 24 WHITNEY HOUSTON
17 25 JANET JACKSON
19 26 COMPANY B
21 28 SYSTEM

WQHT/Astoria
718/706-7690
Joel Saikowitz/PD Steve Ellis/MD
3 1 LISA LISA/CULT JAM
1 2 MADONNA
7 3 ATLANTIC STARR
4 4 DEBBIE GIBSON
2 5 JODY WATLEY
8 6 BREAKFAST CLUB
5 7 NANCY MARTINEZ
12 8 SANDEE
6 9 PRINCE
10 10 TINA B
20 11 WHITNEY HOUSTON
16 12 HERB ALPERT
11 13 CYRE
13 14 MONET
21 15 SYSTEM
19 16 NAYOBE
14 18 COMPANY B
22 19 CAMEO
17 20 ARETHA/GEO. MICHAEL
24 21 STACEY Q
18 22 VOICE IN FASHION
27 23 WILD MARY
29 24 PEPSI & SHIRLEY
25 25 FIRST CIRCLE
23 26 AMORETTO
31 27 JUDY TORRES
— 28 MEL & KIM
— 29 TOUCH
— 30 EXPOSE
— Add SMOKEY ROBINSON
— Add JANET JACKSON

R&B AT TOP 40

WTIC/Hartford
203/522-1080

Lydon Abel/PD Mike West/MD
— Add SMOKEY ROBINSON
— Add NONA HENDRYX

KPLZ/Seattle
206/223-5700

Casey Keating/PD Mark Allen/MD
1 1 JODY WATLEY
2 7 MADONNA
22 16 LISA LISA/CULT JAM
19 18 KENNY G
20 19 HERB ALPERT
21 20 ATLANTIC STARR
30 27 WHITNEY HOUSTON
— Add SYSTEM
— Add PRINCE

WAPE/Jacksonville
904/356-5554

Bill Cahill/PD Kandy Klutch/MD
— 1 ATLANTIC STARR
— 6 BREAKFAST CLUB
— 7 COMPANY B
— 8 LISA LISA/CULT JAM
— 14 KENNY G
— 16 SYSTEM
— 20 HERB ALPERT
— 21 WHITNEY HOUSTON
— 22 EXPOSE
— 24 MADONNA
— 26 VANDROSS/HINES
— Add JANET JACKSON
— Add SMOKEY ROBINSON

WDCC/Durham
919/683-2055

Mike Edwards/PD Cindy Wright/MD
— 2 JODY WATLEY
8 4 ATLANTIC STARR
3 6 MADONNA
10 10 DONNA ALLEN
23 18 LISA LISA/CULT JAM
13 20 PRINCE
26 23 BREAKFAST CLUB
28 24 WHITNEY HOUSTON
16 25 ARETHA/GEO. MICHAEL
— 27 HERB ALPERT
— 28 KENNY G
— 30 SYSTEM
— Add COMPANY B

WEZB/New Orleans
504/581-7002

Shadow P. Stevens/PD Shadow P. Stevens/MD
— LISA LISA/CULT JAM
— 2 ATLANTIC STARR
— 3 LISA LISA/CULT JAM
— 4 JODY WATLEY
— 7 BREAKFAST CLUB
— 9 COMPANY B
— 11 ANITA BAKER
— 13 HERB ALPERT
— 14 KENNY G
— 15 MADONNA
— 19 LIONEL RICHIE
— 21 EXPOSE
— 25 SYSTEM
— 27 SMOKEY ROBINSON

WHY/Hollywood
305/925-7117

Rick Stacy/PD Frank Amadeo/MD
6 2 LISA LISA/CULT JAM
3 3 ATLANTIC STARR
10 8 HERB ALPERT
12 10 ANITA BAKER
2 12 JODY WATLEY
20 15 KENNY G
27 18 SMOKEY ROBINSON
23 19 SIMPLY RED
22 21 CAMEO
31 22 WHITNEY HOUSTON
— 26 SYSTEM
13 27 CYNDI LAUPER
— Add JANET JACKSON

WKSJ/Greensboro
919/275-9895

Steve Kelly/PD Dave Denver/MD
2 1 ATLANTIC STARR
6 6 MADONNA
12 9 LISA LISA/CULT JAM
4 11 JODY WATLEY
14 18 ARETHA/GEO. MICHAEL
26 20 WHITNEY HOUSTON
27 22 SMOKEY ROBINSON
24 23 LIONEL RICHIE
22 24 DONNA ALLEN
25 25 VANDROSS/HINES
30 26 BREAKFAST CLUB
29 27 SIMPLY RED
— Add EXPOSE

WKZL/Winston/Sale
919/725-0556

Don Joseph/MD
1 1 ATLANTIC STARR
5 3 JODY WATLEY
6 6 MADONNA
17 10 LISA LISA/CULT JAM
20 16 LIONEL RICHIE
21 18 BREAKFAST CLUB
31 21 WHITNEY HOUSTON
9 22 PRINCE
16 24 DONNA ALLEN
22 26 CYNDI LAUPER
— 28 HERB ALPERT
18 29 KOOL & THE GANG
— Add JANET JACKSON

WMC/Memphis
901/726-0555

Robert John/PD Steve Conley/MD
5 4 JODY WATLEY
2 5 MADONNA
10 7 BREAKFAST CLUB
23 13 ATLANTIC STARR
15 15 LIONEL RICHIE
25 18 LISA LISA/CULT JAM
13 20 PRINCE
29 22 KENNY G
31 27 WHITNEY HOUSTON
31 28 HERB ALPERT
— 30 TINA TURNER
— Add SIMPLY RED

WPOW/Miami
305/653-6796

Bill Tanner/PD Colleen Cassidy/MD
— 1 DEBBIE GIBSON
— 2 KLYMAXX
— 6 LISA LISA/CULT JAM

— 7 ATLANTIC STARR
— 10 ARETHA/GEO. MICHAEL
— 15 MADONNA
— 16 DEBBIE DEB
— 17 TINA B
— 18 KENNY G
— 20 CYNDI LAUPER
— 21 WHITNEY HOUSTON
— 23 SMOKEY ROBINSON
— 24 TRINERE
— 26 MONET

WRBQ/Tampa
813/879-1420

Randy Kabrich/PD Bobby Rich/MD
— 3 JODY WATLEY
— 6 MADONNA
— 8 KENNY G
— 9 ARETHA/GEO. MICHAEL
— 15 ATLANTIC STARR
— 18 SMOKEY ROBINSON
— 20 WHITNEY HOUSTON
— 22 LISA LISA/CULT JAM
— 28 HERB ALPERT
— 30 BREAKFAST CLUB

WRVQ/Richmond
804/649-9151

Jim Payne/PD Jim Payne/MD
2 1 JODY WATLEY
8 6 MADONNA
10 9 ATLANTIC STARR
18 17 HERB ALPERT
23 20 LISA LISA/CULT JAM
31 23 WHITNEY HOUSTON
25 24 BREAKFAST CLUB
27 25 KENNY G
— Add JANET JACKSON
— Add SYSTEM

WTYX/Jackson
601/957-1300

Bill Crews/PD Bill Crews/MD
— 4 ATLANTIC STARR
— 7 HERB ALPERT
— 10 BREAKFAST CLUB
— 16 LISA LISA/CULT JAM
— 19 JODY WATLEY
— 23 WHITNEY HOUSTON
— 24 SMOKEY ROBINSON
— 28 COMPANY B

WZZU/Raleigh
919/782-4709

Tom Kent/PD Randy Ross/MD
— 2 ATLANTIC STARR
— 7 JODY WATLEY
— 8 LISA LISA/CULT JAM
— 15 LIONEL RICHIE
— 16 BREAKFAST CLUB
— 17 HERB ALPERT
— 18 MADONNA
— 23 SYSTEM
— 25 WHITNEY HOUSTON
— 26 KENNY G
— 28 SMOKEY ROBINSON
— 30 SIMPLY RED
— Add COMPANY B

WMYK/Va. Beach
804/473-1194

Dave Allen/PD Dee Shannon/MD
1 1 ATLANTIC STARR
3 2 SURFACE
6 3 CAMEO
7 4 LISA LISA/CULT JAM
8 5 SHIRLEY MURDOCK
2 6 VANDROSS/HINES
10 7 HERB ALPERT
5 8 PATRICE RUSHEN
4 9 KLYMAXX
12 10 FREDDIE JACKSON
17 11 CLUB NOUVEAU
21 12 WHISPERS
9 13 GREGORY ABBOTT
14 14 ANITA BAKER
15 15 CYNDI LAUPER
16 16 SMOKEY ROBINSON
22 17 NONA HENDRYX
19 18 LIONEL RICHIE
20 19 MELBA MOORE
18 20 MADONNA
23 21 JESSE JOHNSON
28 22 HOWARD HEWETT
30 23 DENICE WILLIAMS
26 24 FIVE STAR
25 25 MONET
27 26 RJ'S LATEST ARRIVAL
29 27 JONATHAN BUTLER
11 28 BREAKFAST CLUB
— 29 JODY WATLEY
31 30 WHITNEY HOUSTON
— Add PRINCE
— Add VESTA WILLIAMS
— Add STEPHANIE MILLS
— Add TEMPTATIONS
— Add RAY, GOODMAN & BROWN
— Add LL COOL J
— Add RAINY DAVIS

WQXI/Atlanta
404/261-2970

Jim Morrison/PD Jeff McCartney/MD
5 2 KENNY G
10 6 LIONEL RICHIE
6 7 ARETHA/GEO. MICHAEL
16 12 MADONNA
18 14 SMOKEY ROBINSON
12 17 BREAKFAST CLUB
21 19 ATLANTIC STARR
11 24 SIMPLY RED
25 25 CYNDI LAUPER
— 30 VANDROSS/HINES

KKHT/Houston
713/790-0965

Andy Beaubien/PD Warren Williams/MD
6 3 LIONEL RICHIE
3 4 MADONNA
8 7 SMOKEY ROBINSON
9 8 ANITA BAKER
30 12 ARETHA/GEO. MICHAEL
31 13 WHITNEY HOUSTON
20 17 KENNY G
— Add ATLANTIC STARR

KTKS/Dallas
214/891-3451

Kevin Metheny/PD Marcie Guckian/MD
4 4 JODY WATLEY
3 6 MADONNA
17 12 ATLANTIC STARR

(Continued)

R&B AT TOP 40

9 13 ARETHA/GEO. MICHAEL
 14 14 DONNA ALLEN
 19 18 HERB ALPERT
 25 19 LISA LISA/CULT JAM
 26 23 VANDROSS/HINES
 30 26 SMOKEY ROBINSON
 27 27 LIONEL RICHIE
 31 28 WHITNEY HOUSTON
 — Add EXPOSE

— 29 SURFACE

 KITS/San Francisco
 415/626-1053
 Richard Sands/PD Steve Masters/MD
 4 4 SIMPLY RED
 — 7 BREAKFAST CLUB
 9 8 COMPANY B
 8 11 PRINCE
 26 15 EXPOSE

13 9 KLYMAXX
 6 11 ANITA BAKER
 3 12 COMPANY B
 18 13 CAMEO
 17 14 MONET
 11 18 BREAKFAST CLUB
 14 22 JODY WATLEY
 31 23 NONA HENDRYX
 31 29 SURFACE
 — 30 EXPOSE
 — Add JANET JACKSON

24 18 CAMEO
 23 19 SIMPLY RED
 27 21 SMOKEY ROBINSON
 31 22 WHITNEY HOUSTON
 31 23 EXPOSE

KIIS/Los Angeles
 213/466-8381
 Steve Rivers/PD Gene Sandbloom/MD
 7 6 HERB ALPERT
 3 7 JODY WATLEY
 9 8 LISA LISA/CULT JAM
 15 12 BREAKFAST CLUB
 11 14 CYNDI LAUPER
 17 15 LIONEL RICHIE
 23 16 KENNY G
 29 23 SMOKEY ROBINSON
 — 26 COMPANY B
 — 28 KLYMAXX

KMEL/San Francisco
 415/391-9400
 Lee Michaels/PD Keith Naftaly/MD
 2 2 LISA LISA/CULT JAM
 4 3 SYSTEM
 8 4 SMOKEY ROBINSON
 9 5 KENNY G
 7 6 ATLANTIC STARR
 10 7 TRINERE
 12 8 HERB ALPERT

KSDO/San Diego
 619/283-7121
 Nick Ferrara/PD Greg Rolling/MD
 2 4 JODY WATLEY
 6 5 COMPANY B
 8 6 LISA LISA/CULT JAM
 9 7 BREAKFAST CLUB
 16 11 HERB ALPERT
 15 12 ANITA BAKER
 25 13 KENNY G
 19 15 LIONEL RICHIE
 28 17 SYSTEM

KZZP/Mesa
 602/964-4000
 Guy Zapoleon/PD Kevin Weatherly/MD
 — 4 ATLANTIC STARR
 — 5 JODY WATLEY
 — 9 MADONNA
 — 12 BREAKFAST CLUB
 — 13 COMPANY B
 — 14 AL JARREAU
 — 15 LISA LISA/CULT JAM
 — 16 STACEY Q
 — 17 COVER GIRLS
 — 23 KENNY G
 — 25 SYSTEM
 — 26 HERB ALPERT
 — Add SURFACE
 — Add SMOKEY ROBINSON



WHISPERS

R&B AT AC

WSNI/Bala Cynwyd
215/668-0750
Paul MI Tyler/PD
Stephanie Barsamian/MD

2 1 MADONNA
5 3 ATLANTIC STARR
6 4 PATTI LABELLE
10 10 VANDROSS/HINES
7 13 LIONEL RICHIE
— 16 WHITNEY HOUSTON
18 18 KENNY G
23 21 ARETHA/GEO.MICHAEL
26 24 ANITA BAKER

KYKY/St. Louis
314/725-9814
Kris D'Kelly/PD David Blair/MD

5 1 LIONEL RICHIE
1 2 SMOKEY ROBINSON
4 3 MADONNA
6 5 ATLANTIC STARR
3 7 ANITA BAKER
11 13 EL DEBARGE
12 16 GREGORY ABBOTT
22 20 VANDROSS/HINES
18 21 ARETHA/GEO.MICHAEL
23 22 WHITNEY HOUSTON
— 23 KENNY G
— 24 KLYMAXX
21 25 KOOL & THE GANG

WCLR/Skokie
312/677-5900
Dave Ervin/PD Lilli Keller/MD
— 2 ARETHA/GEO.MICHAEL
— 3 SMOKEY ROBINSON
— 4 MADONNA
— 5 JANET JACKSON
— 8 LIONEL RICHIE
— 11 JETS
— Add ATLANTIC STARR

WLLT/Cincinnati
513/241-9500
John Roberts/PD Cory Scott/MD
2 2 ARETHA/GEO. MICHAEL
5 5 MADONNA
10 8 SMOKEY ROBINSON
13 11 ANITA BAKER
16 14 LIONEL RICHIE
— Add ATLANTIC STARR

WMJJ/Birmingham
205/942-4110
Smokey Rivers/PD Smokey Rivers/MD
1 1 LIONEL RICHIE
6 4 SMOKEY ROBINSON
8 6 MADONNA
11 7 KENNY G
13 8 ANITA BAKER
17 13 ATLANTIC STARR
7 14 ARETHA/GEO. MICHAEL
20 18 HERB ALBERT
18 19 JANET JACKSON
16 20 KOOL & THE GANG
21 23 CYNDI LAUPER
29 26 WHITNEY HOUSTON

WRVA/Richmond
804/643-6633
Gary King/PD Gary King/MD
1 1 ANITA BAKER
2 2 ARETHA/GEO. MICHAEL
12 3 KENNY G
5 5 MADONNA
7 7 SMOKEY ROBINSON
10 10 ATLANTIC STARR
11 12 KOOL & THE GANG
15 16 LIONEL RICHIE

WSB/Atlanta
404/897-7000
Phil LoCascio/PD Phil LoCascio/MD
6 3 ATLANTIC STARR
4 4 LIONEL RICHIE
5 6 MADONNA
2 8 ANITA BAKER
7 9 SMOKEY ROBINSON
13 14 KENNY G
15 16 VANDROSS/HINES
16 17 ARETHA/GEO. MICHAEL
— Add WHITNEY HOUSTON

WUSA/Tampa
813/876-0455
Bob DeCarlo/PD JohnnyWilliams/MD
5 3 KENNY G
6 4 ATLANTIC STARR
4 6 ARETHA/GEO.MICHAEL
7 8 SHIRLEY MURDOCK
12 12 SMOKEY ROBINSON
17 14 VANDROSS/HINES
15 16 JANET JACKSON
20 18 KLYMAXX
16 19 LIONEL RICHIE

WWDE/Hampton
804/838-4295
Bill Campbell/PD Chuck Allen/MD
14 5 KENNY G
7 7 ARETHA/GEO. MICHAEL
11 9 SMOKEY ROBINSON
12 11 MADONNA
9 12 ATLANTIC STARR
9 12 ATLANTIC STARR
— 15 ANITA BAKER
21 19 JETS
22 20 LIONEL RICHIE

KFMK/Houston
713/978-7328
Bob Edwards/PD Bob Edwards/MD
1 1 ARETHA/GEO. MICHAEL
4 5 LIONEL RICHIE
8 9 MADONNA
— Add ATLANTIC STARR

WRRM/Cincinnati
513/241-9898
Tracy West/PD Lisa Kozak/MD
— 2 LIONEL RICHIE
— 9 ARETHA/GEO. MICHAEL
— 10 SMOKEY ROBINSON
— 11 MADONNA
— 12 KENNY G
— 14 ANITA BAKER
— 17 PATTI LABELLE
— 21 WHITNEY HOUSTON
— 22 KOOL & THE GANG
— 24 ATLANTIC STARR

KFMB/San Diego
619/292-7600
Bobby Rich/PD Gene Knight/MD
2 2 KENNY G
4 3 MADONNA
— 4 JANET JACKSON
5 5 SMOKEY ROBINSON
3 11 ARETHA/GEO. MICHAEL
15 12 ATLANTIC STARR
11 16 LIONEL RICHIE
22 18 LISA LISA/CULT JAM
25 20 ANITA BAKER
23 21 VANDROSS/HINES
27 23 HERB ALBERT
31 24 BREAKFAST CLUB
31 27 WHITNEY HOUSTON
— Add EXPOSE
— Add SYSTEM

KIDI/San Francisco
415/956-5101
Russ Morley/PD Jack Kulp/MD
2 2 KOOL & THE GANG
3 3 CYNDI LAUPER
5 5 MADONNA
7 7 LIONEL RICHIE
8 8 ATLANTIC STARR
11 11 ARETHA/GEO. MICHAEL
16 16 SMOKEY ROBINSON
17 17 SIMPLY RED
19 19 ANITA BAKER
20 20 KENNY G
24 24 VANDROSS/HINES

KKLT/Phoenix
602/274-6200
Sam Church/PD Roger Thomas/MD
— 2 SMOKEY ROBINSON
— 3 ATLANTIC STARR
— 6 KENNY G
— 8 MADONNA
— 13 ANITA BAKER
— 14 ARETHA/GEO. MICHAEL
— 17 LIONEL RICHIE
— 18 VANDROSS/HINES
— 23 WHITNEY HOUSTON
— 24 KLYMAXX

KMJJ/Englewood
303/754-5654
Chris Elliott/PD Lynne Murray/MD
— 4 LIONEL RICHIE
— 5 SMOKEY ROBINSON
— 11 MADONNA
— 15 ATLANTIC STARR



PHYLLIS HYMAN



LOOK FOR
"BETCHA' DON'T KNOW"
najee

The next single from the #1 album "NAJEE'S THEME"
on Billboard's Top Contemporary Jazz Chart.

The reunion of the year... the original

RAY,
GOODMAN
& BROWN

(formerly The Moments) with their hit single
"CELEBRATE OUR LOVE"
from the album "Take It To The Limit"



Still Building At The Black/Urban Level

Management: Hush Productions

We've Got the Flair!



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World Radio History

SINGLE REVIEWS



WHITNEY HOUSTON

I Wanna Dance With Somebody (Arista)

The petite lady with the big voice is back with a hit. Coupled with a brilliant marketing strategy, nearly every station with an antenna is on this one "out-of-box". It's definitely a summertime record that sounds good on the radio. Whitney's dance card should be filled for quite sometime with this smash.

WRITER: Merrill/Republican
 PRODUCER: Narada Michael Walden
 PUBLISHER: Irving Music Inc., BMI/Boy Meets Girl Music, BMI ASI-9598

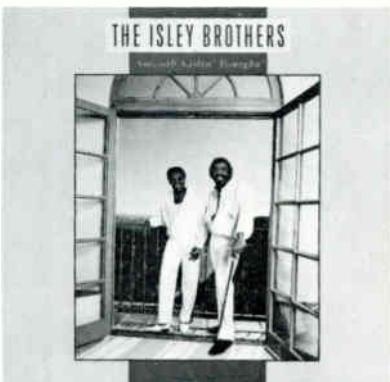


ARETHA FRANKLIN

Rock-A-Lott (Arista)

Lady Soul, The Queen of Rock & Roll, Aretha Franklin will rock you steady with her new single. Driving beat that will fill up any dance floor, as well as improve your TSL and cumes. Multiformatted, why wait?

WRITER: Walden/Johnson/Glass
 PRODUCER: Walden/Johnson/Glass
 PUBLISHER: Gratitude Sky Music, ASCAP/Glasshouse Music, BMI/Irving Music Inc., BMI ASI-9574



ISLEY BROTHERS

Smooth Sailin' Tonight (CBS)

Let's face it: Ronnie Isley is a premier rhythm & blues balladeer. He just gets better with time. *Smooth Sailin' Tonight* is in the groove with the style that the Isley's have made famous over the years. Sharp production skills in the studio have filled any possible vocal hole with perfectly blended overdubs. Already hot at R&B radio. If you liked *Groove With You* you'll love this one.

WRITER: Angela L. Winbush
 PRODUCER: Ronald Isley/Rudolph Isley/Angela Winbush
 PUBLISHER: Angel Notes Music/USA Exotic Music, ASCAP 7-28385



ALEXANDER O'NEAL

Taboo (Tabu)

Jam & Lewis strike again with this new single from Alexander O'Neal (an original member of the band Flyte Tyme). *Fake* is fun, funky and will motivate you to the dance floor to do *the wop* (latest dance craze). Multi-format potential. Expect R&B radio to jump all over this one. You can "Fake" the funk.

WRITER: James Harris III/Terry Lewis
 PRODUCER: Jimmy Jam/Terry Lewis
 PUBLISHER: Flyte Tyme Tunes, ASCAP/Avant Garde Music, ASCAP ZS407100

Major New Released (Singles)

Label: Columbia
 Artist: Isaac Hayes
 Title: *If You Want My Lovin', Do Me Right*
 Writer: B. Jackson/D. Conley/D. Townsend
 Producer: B. Jackson/D. Conley/D. Townsend
 Publisher: ASCA
 Catalog: 44-06789

Label: RCA
 Artist: Diana Ross
 Title: *Dirty Looks*
 Writer: Scher/Gurden
 Producer: Tom Dowd
 Publisher: Black Lion Music/R.C. Songs/Matak Music, ASCAP
 Catalog: 5172-7-R

Label: Motown
 Artist: Family Dream
 Title: *Rescue Me*
 Writer: R. Pardee/M. Perison/V. Brooks
 Producer: Dream Team Productions
 Publisher: Bublica Music (ASCAP)
 Catalog: 1894-MF

Label: Tommy Boy
 Artist: Stetsasonic
 Title: *Faye*
 Writer: Stetsasonic
 Producer: Stetsasonic
 Publisher: Tee Girl Music (BMI)
 Catalog: TB 897

Major New Releases (Albums)

Label: EMI America
 Artist: Nu Romance Crew
 Title: *Tonight*
 Catalog: ST-17271

Label: JIVE
 Artist: Jonathan Butler
 Title: *Jonathan Butler*
 Catalog: 1032-J

Label: Atlantic
 Artist: Mel & Kim
 Title: *FLM*
 Catalog: 81739-1

Please send all configurations of product for review to: **Graham Armstrong, Publisher**

The R&B Report™
 6430 Sunset Blvd., Suite 1201
 Los Angeles, California 90028
 (213) 461-4773

ALBUM REVIEWS

Diana Ross

RED HOT RHYTHM & BLUES (RCA)

6388-1-R

Something old, something new, something borrowed, something blue. I believe that's how it goes. Anyway, you can find it all in the new Diana Ross LP, *Red Hot Rhythm & Blues* (Diana, thanks for the plug for R&B.) In this LP, Diana has donned her ruby slippers and is headed "home," back to her roots. Maybe not all the way back to the Brewster Projects of Detroit, but certainly back to the sound that helped to make her name a household word — the uptown sound of Motown. No it was not produced by the famed Holland-Dozier-Holland production team, but she did manage to give an up-start producer from New York a chance to write and produce what I feel is the best cut on the LP, a tune entitled, "It's Hard For Me To Say." Oh yeah: the 'kid' she gave a chance is named Luther Vandross. Other supremely sounding cuts include the current "Dirty Looks" and a "Heatwave Revisited" tune called "Shockwaves." It's funky and in the pocket. Ms. Ross, also, does a "Berry-good" job on two R&B classics, Jackie Ross' "Selfish One" and the Drifters' "There Goes My Baby." Other strong songs include "Stranger in Paradise," "Summertime," "Tell Me Again," and "Cross My Heart." Overall it's a good LP and warrants immediate attention at R&B, AC, Top 40 & Quiet Storm formatted stations. She's still the Boss, Ms. Ross. It's good to have her back.

—Graham Armstrong



Lisa Lisa and Cult Jam

SPANISH FLY (Columbia)

FC-40477

Spanish Fly, the second album from Lisa Lisa and Cult Jam on Columbia, marks a new maturity in both sound and talent for this group. Don't get me wrong, they still have the same distinctive musical traits we've all recognized since "I Wonder If I Take You Home" but this time around, again with the able assistance of Full Force, they're showing a grown-up quality, combined with their usual youthful exuberance. There's enough single potential on this album to make selecting the next one very difficult. For me, it's a toss-up among the highly danceable "I Promise You," the very hot-blooded "A Fool Is Born Every Day" and the charming "Someone To Love Me For Me," whose message is stated in its title. Meanwhile, "Head To Toe" is still bustin' out at both R&B and Top 40 radio. You definitely should give *Spanish Fly* a listen and try to choose the next release for yourself. I guarantee: You're in for a very tough decision!

—Charles Peck



THE R&B VIDEO CHART

The R&B Video Chart reflects national popularity of videos as reported by The R&B Video panel.

THE R&B VIDEO PANEL

The Beam (214) 263-9911	MTV (212) 713-6481
Black Entertainment Television (703) 461-0344	Music Video Connection (202) 364-3900
Friday Night Videos (212) 399-1400	Night Tracks (213) 469-7166
Hit City (303) 488-3400	VH - 1 (212) 713-6481
Hot Tracks (212) 887-3049	Hit Video USA (713) 650-0055



Happy, the irrepresible single by Surface, has spun an irresistible video that was the fourth most popular clip this week. Radio listeners and now video viewers find it easy to like *Happy*.

LW	TW	ARTIST	TITLE	LABEL	WOC
1	1	ATLANTIC STARR	Always	WB	8
10	2	ANITA BAKER	Same Ole Love	Elektra	6
2	3	THE SYSTEM	Don't Disturb This Groove	Atlantic	9
22	4	SURFACE	Happy	Columbia	4
20	5	PATRICE RUSHEN	Watch Out	Arista	8
—	6	FREEDIE JACKSON	I Don't Wanna Lose . . .	Capitol	1
6	7	JODY WATLEY	Looking For A New Love	MCA	9
11	8	BREAKFAST CLUB	Right On Track	MCA	9
3	9	SMOKEY ROBINSON	Just To See Her	Motown	7
27	10	BOBBY BROWN	Girl Next Door	MCA	8
8	11	LUTHER VANDROSS	Stop To Love	Epic	9
—	12	MIKI HOWARD	Imagination	Atlantic	1
23	13	KIM WILDE	You Keep Me Hanging On	MCA	3
—	14	CAMEO	Back And Forth	Atlanta Artists	1
4	15	CYNDI LAUPER	What's Going On	Portrait	4
7	16	SUGAR BABES	We Rock The Best	MCA	3
12	17	LISA LISA/CULT JAM	Head To Toe	Columbia	4
1	18	JANET JACKSON	Let's Wait Awhile	A&M	9
—	19	TEEN DREAM	Get Busy	WB	1
25	20	DENIECE WILLIAMS	Never Say Never	Columbia	3
9	21	LIONEL RICHIE	Se La	Motown	5
—	22	BABYFACE	Lovers	Solar	1
—	24	EXPOSE	Come Go With Me	Arista	9
—	25	KENNY G.	Songbird	Arista	1
13	26	GREGORY ABBOTT	I Got The Feelin' (It's Over)	Columbia	5
14	27	4 BY FOUR	Want You For My Girlfriend	Capitol	3
—	28	JOCYLYN BROWN	Ego Maniac	Jellybean	1
—	29	JODY WATLEY	Still A Thrill	MCA	1
26	30	DONNA ALLEN	Serious	21	4

THE R&B ALBUM CHART

Luther Vandross' album is showing a strong second wind, carried by the strength of the hot single, *There's Nothing Better Than Love*. Fighting through tough competition at the top of the chart, *Give Me The Reason* stands at the threshold of No. 1



LW	TW	ARTIST	TITLE	LABEL	WOC
1	1	ATLANTIC STARR	All In The Name Of Love	WB CD	4
6	2	LUTHER VANDROSS	Give Me The Reason	Epic CD	9
8	3	CLUB NOUVEAU	Life, Love & Pain	WB	9
2	4	PRINCE	Sing 'O' The Times	Paisley Park CD	6
5	5	FREDDIE JACKSON	Just Like The First Time	Capitol CD	9
3	6	ANITA BAKER	Rapture	Elektra CD	9
9	7	CAMEO	Word Up	PolyGram CD	9
4	8	SHIRLEY MURDOCK	Shirley Murdock!	Elektra CD	9
11	9	THE SYSTEM	Don't Disturb This Groove	Atlantic	9
7	10	JODY WATLEY	Jody Watley	MCA CD	7
13	11	JANET JACKSON	Control	A&M CD	9
10	12	BEASTIE BOYS	Licensed To Ill	Def Jam CD	9
12	13	HERB ALPERT	Keep Your Eye One Me	A&M	7
18	14	MIKI HOWARD	Come Share My Love	Atlantic	9
19	15	NAJEE	Najee's Theme	EMI CD	9
22	16	KENNY G.	Duotones	Arista CD	4
15	17	PATRICE RUSHEN	Watch Out!	Arista	3
14	18	2 LIVE CREW	2 Live Crew Is What We Are	Luke Skywalker	6
17	19	SURFACE	Surface	Columbia	4
28	20	MILLIE JACKSON	An Imitation Of Love	Jive	6
27	21	KOOL & THE GANG	Forever	Mercury CD	6
25	22	MELBA MOORE	A Lot Of Love	Capitol CD	9
23	23	LOOSE ENDS	The Zagora	MCA CD	9
26	24	PHYLLIS HYMAN	Living All Alone	PIR CD	9
21	25	GREGORY ABBOTT	Shake You Down	Columbia CD	9
30	26	SMOKEY ROBINSON	One Heartbeat	Motown	3
—	27	MARVIN SEASE	Marvin Sease	London	1
29	28	KOOL MOE DEE	Kool Moe Dee	Jive	6
24	29	LILLO THOMAS	Lillo	Capitol	4
—	30	ARETHA FRANKLIN	Aretha	Arista CD	1

*"The rhythms
of the joyful
spirit are
rising ones."*

• LANGSTON HUGHES

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Janice Dempsey
Jennifer Holliday
Jesse's Gang*

*Ray Parker, Jr.
Donna Summer
Vaneese Thomas
John White*

BRACE YOURSELF...IT BEGINS MAY 27





If

I

Was

PRINCE

Your

Girlfriend



The New Single From The Double Album *Sign "O" The Times* Produced, Arranged, Composed and Performed By Prince



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