## Jay Cook Named VP/Nat'l

## Program Manager For Combined

Jay Cook, PD at WFIL/Philadelphia for 13 years, has been appointed Vice President/National Program Manager for Combined Communications' radio stations. based in San Diego. John Bayliss, President of Combined's Radio Division, told R\&R, "I am genuinely thrilled. We considered a dozen of the most qualified people in the industry, and Jay was our choice: we obviously think he's the best. There are a number of qualified specialists in a specific format, but it's rare to find someone qualified to head so many diversified formats.'
Cook told R\&R, "I've been at WFIL 13 years, and I feel it's the best PD job in the country. The only thing that could make me leave would be a job like this. It's newlycreated and very challenging. I'm more excited than I've ever been. and can't wait to begin.'
Bayliss added. "In his new posi-
tion. Jay will supervise the pro-

gramming of all our radio operations. That covers people, formats, research, and a few other areas." Combined's radio properties include Beautiful Music outlets WCZY-AM-FM/Detroit, WDOKFM/Cleveland, and KEZL-FM/San Diego; Pop/Adult Kils/Los Angeles, WGCLFM/Chicago, and WWWE /Cleveland; News stations KSDO/ San Diego and KTAR/Phoenix: and KBBC-FM/Phoenix (AOR), KIISFM/Los Angeles (Disco), and WVON/Chicago (Black).

## Dean Tyler Resigns From WNEW PD Position

Dean Tyler, one of Pop/Adult radio's leading programmers for over a decade, has resigned the PD position at WNEW/New York. Tyler had been with WNEW owners Metromedia Broadcasting for over 10 years, achieving considerable success at WIP/Philadelphia and joining WNEW in 1977.
Tyler told R\&R that recently appointed VP/GM Jack Thayer and he "came to a mutual understanding that it would be best for them to move on and for me to move on. I'm not at all unhappy with what we've áccomplished here. I think we've built a solid station. I've been very happy with this company. WNEW is a great radio station and there's only a handful of people in my lifetime who'll have the privilege of working here. and I was one of them. But it's time.' Tyler will announce his plans at a later date.
Thayer extended best wishes to Tyler, commenting. "First of all, I'm a great admirer of Dean Tyler. I've been with Metromedia in the past and I know of the terrific job he did at WIP. which still stands as one of the outstanding radio stations in the country. WNEW is a great station, with a great image in the industry, and I want to capitalize on those things In conversations with Dean con-
cerning his ideas and plans, we concluded he could not fulfill his plans at WNEW. We've been talking for about 60 days about what direction he wanted to take his career. We felt it was time to move on, because he had made his contributions to the success of WNEW. All of us, his many friends, and we are still all his friends. want to wish him the best of luck in his future career.'

# Arbitron Mishandling Of Daytimers Spreads 

When is a daytime station not a daytime station, and when are daytime stations signing off during Arbitron sweeps? It appears that the ratings firm is having trouble properly answering these questions, since R\&R has discovered problems affecting 120 daytime stations in 40\% of the books received to date. The errors in the 33 markets (so far) are of two types - stations which are on the air 24 hours are shown in the front of the books as being daytimers (no nighttime power shown) but full-time estimates are shown throughout the entire report; or daytime stations are shown as signing off at various times during the sweep, thus giv-

## 

ing some stations more on-air time and showing audience figures when their competitors are shown as being off the air (when in reality all signed off at the same time in the same metro)
In the first instance, the markets affected are Jacksonville, Springfield, MA, and Lakeland, FL. In each of the markets stations are shown on the "facilities page" as being daytimers, but estimates are shown throughout the book from 5 am to 1 am . The stations respectively are WPDQ, WIXY, and WGTO. all of whom broadcast 24 hours daily. In the case of WGTO, the station is shown in the hour-byhour section as signing on between

KLENFNER DRAFTED FOR FRONT LNE DUTV - Michael Klenfner has KLENFNER DRA FED FOH FRON LNE DEnt as Exacuttve VP, and will joined irving Azoft's front Line Management as Execel 'With aur conhead the firm's expansion to Now York. Azoff stated, "With our continued growth in movies, records, and management, became obvious that we needed a Now York office, and Klenfner is the best qualified to run it." Klenfner, most recently a VP at Atlentic Records, com mented, "I've always admired Azoff's operation, and the way he han. dles his acts. It's a pleasure to be in business with him." The firm will also launch a new joint venture management/record production opera. tion based in New York, to be headed by Klenfner. Above, Klenfner (right) and Azoff are pictured.

## FIVE CONTENDERS SUBMIT TEST RESULTS

## FCC Nearing AM Stereo Decision

While there seems to be considerable disagreement about which AM stereo system is the best. as the FCC nears the end of its extended inquiry into AM stereo broadcasting, everyone does agree that a decision is long overdue. Even the FCC itself expressed a desire to conclude the proceedings quickly when it denied a motion on June 15 brought by Belar Laboratory. Inc. that the FCC Offices of Science and Technology conduct the tests on the five systems under consideration in the Commission's proposed new rules for establishing standards for AM stereo transmissions.
"It is our view that this expeditious conclusion may be best ac-
complished if the proponents conduct the various tests and furnish the requested information rather than encumber the FCC's Laboratory with this additional workload," the Commission said. The NAB and radio stations across the country have urged the Commission towands this "expeditious conclusion." ABC notes that AM stereo has been under study for two decades.
Five systems are before the commission for consideration: Harris, Belar. Magnavox, Motorola and Kahn-Hazeltine. Each system was tested in over-the air experiments. the results were submitted to the FCC August 3.
Kahn-Hazeltine, which charges
stations approximately $\$ 10,000$ to test its system, claims it's the most thoroughly tested. The system was tested for 30,000 on air hours on 11 radio stations, including WABC/New York, WFIL/ Philadelphia, KHJ/Los Angeles, and XETRA/Tijuana. KahnHazeltine got good marks from WFIL, which urges the FCC to approve AM stereo as soon as possible and says. "We have found no major reasons why the KahnHazeltine system should not be approved." Meredith Corp.. which tested Kahn-Hazeltine at wow/ Omaha, and КСМО/Kansas Clity. agreed, saying, "It is the only stereo system capable of long disAM STEREO/ Continued on Page 24

5-6am and being on the air the rest of the survey day. However. WGTO General Manager Dick Bennick told R\&R that his station "went 24 hours at the end of March" and that Arbitron was notified of that fact. When R\&R contacted Arbitron to learn their side of the story, the company had not prepared an official response.

The more widespread situation deals with a problem first brought to the industry's attention in $\mathbf{R \& R}$ two weeks ago in a story dealing with an error in the handling of daytimers in the Washington, D.C. market. In that case, as in the markets listed below, daytime stations were not treated the same with regard to their sign off times during the $\mathrm{A} / \mathrm{M}$ "79 survey. Some stations are shown as signing off earlier than others, giving other stations an apparent advantage in audience when they should have all been shown as signing off at the same time. The root of the problem is that Arbitron originally asked stations to submit sign-offs based on May. Later. it was decided that this was in error and that the April sign-off would be used to calculate estimates for this sweep. In the resulting confusion some stations did not supply the revised time to Arbitron, thus resulting in different treatment for stations in the same boat. Arbitron instituted no double-checks to prevent confusion in the books.
When R\&R asked Arbitron spokesperson Connie Anthes whether Arbitron was going to check to see how many markets and stations were affected by this situation, she stated that the radio department had no time to check into this case. Neither does Arbitron plan to reissue any of the affected books or release a statement explaining what caused the confusion. R\&R has researched the magnitude of the problem and determined that the following market reports are in error regarding inconsistent sign-off times for daytimers: Atlanta, Canton, Chicago, Charlotte, Davenport, Dallas-Ft Worth TAR, Fresno, Indianapolis. Jacksonville, Lakeland, Louisville. Memphis, Milwaukee, MinneapolisSL. Paul, Nashville, New York, Oklahoma City, Omaha, Philadelphia, Phoenix, Pitsburgh, Porthand, OR. Providence. Rochester, NY. St. Louis, Salt Iake City, San Antonio, San Francisco, Springfield, MA. Syracuse, Sarasota, Toledo and Washington, D.C. Daytime stations in these markets may want to check the hour-by-hour section of their books to see how this problem affected their stations.

## CFTHEKNACK

Plotinum in 7 Weeks.

\#1 Album.
\#1 Single -"My Sharona':

## RICH REJONS B100. BROWN UPPED AT KCBQ

## San Diego Programmer Changes

Bobby Rich, who created B100/ San Diego's rock-oriented Top 40 format in 1975 , has returned to the station as programming consultant. Present PD C.C. MeCartney has resigned, and Glen Martih (known as Glen McCartney on the air) has been named Operations Manager at the station. At the same time, John Fox resigned as PD at KCBQ in favor of a new career in real estate, with Charlie Brown (of morning team Charlie \& Harrington) named as new PD. KFMB-AM-FM VP/GM Paul Palmer explained the changes to R\&R: "Bobby will be moving to San Diego on a consulting basis effective August 6 , working with Glen, who has been with the station four years on the air and as Production Manager. In the initial stages of Bobby's return, he will assume all programming and operational decisions, and will have an ongoing involvement with all the format direction and music selection.'

Rich told R\&R. "My position at B100 is that of a consulting programmer on a provisional basis. I have no immediate plans to become a full-time consultant Since I left B100 a year and a half ago (to program 99X/New York), the San Diego market has changed radically. This is not a betweengigs vacation for me. I've accepted this position for the true challenge that it represents in an age of frag-
mentation and competition. I'll be doing all I can to enhance B100's position as the leading rocker in the market, while continuing to explore additional opportunities to fulfill my personal career goals."

## Radio To Real Estate

At KCBQ. John Fox. PD since January, resigned to enter the field of commercial real estate in Dayton, entering into hotel transactions. VP/GM Mike Stafford told R\&R. "I hate to see John go. We are very close friends, and he and I have shared a lot in the last few months. It was a very difficult decision for him because radio is his first love, but he had the opportunity of a lifetime to start a new career. It'd have to be good if he's leaving San Diego. He's a very cerebral guy, not your typical programmer if there still is such a thing, but a real good guy to have on your ballclub, and I appreciate him to death."
Stafford continued. "But Charlie Brown and I are also very close friends. He's a neighbor of mine and I have all the respect in the world for him. He's done great things in all the markets he's worked in, and I think we're really blessed, if we have to lose a guy like John, to have somebody like Charlie to pick it up." Brown will continue his Charlie \& Harrigan morning shift in addition to his programming duties.
Lohman \& Barkley Celebrate
Sweet Sixteen Together


Roger Barkley (left), Al Lohman, and anniversary gift. (See page 24)
Al Lohman \& Roger Barkley, foot. What does this mean? Sure KFI/Los Angeles morning team and an area institution (much like nearby Camarillo Mental Hospital), celebrated 16 years together on the air last week. Asked to retrace the details of their teaming. Barkley told R\&R that "it's the world's dullest story." After that promising beginning, he cited a few variations on the legendary meeting which he and Lohman had employed to flavor the tale. "Since we grew up a few miles apart, we used to claim that Lohman was a flaming child molester and I was a flaming child," Barkley said. "I once said I was a skydiver and he was a farmer out plowing his field, and I happened to land on his tractor. The truth is not all that exciting."
Barkley continued, "I was programming KLAC/Los Angeles, and Al was the morning guy. Metromedia bought KLAC. and one morning in my programming office letters started arriving addressed to Jim Lightfoot, Pro _gram Director. I thought, wait a minute, my name isn't Jim Light-
foot. What does this mean? Sure
enough, the day the Commission approved the sale, in walked this pleasant gentleman by the name of Jim Lightfoot, and he starting sitting at my desk. So it did appear LOHmAN-bARKLEY/ See Page 24

## Crowds, Crime Cause

## Cleveland Concert Changes

A series of violent incidents which took place outside the fourth annual World Series of Rock concerts held Saturday (7-28) at Cleveland Lakefront Stadium has forced the event's promoters (WMMS/ Cleveland and Belkin Brothers) to reschedule the second day's program. Originally set for August 19 at Lakefront Stadium, the concert will now take place on two nights (August 18-19) at the Coliseum. a smaller venue.

When contacted by R\&R. WMMS General Manager Walt Tiburski said. "While there were problems. many of them were sensationalized by our fellow broadcasters and journalists. The people causing
the real violent crimes were the inner city ghetto dwellers who descended upon the incoming concertgoers: all incidents happened $3 /$ of a mile away from the concert. These kids, who were unaware of the streets, were seen as fair game and easy prey by the neighborhood gangs. What happened this year that was different from last year is that the kids fought back. The city of Cleveland as well as the police conveniently ignored this and made it out to look like the problems were caused by the concertgoers fighting among themselves.

According to Tiburski. the cityINSIDE R\&R:WASHINGTON REPORT4
WHAT'S NEW ..... 6
GARY OWENS ..... 10
MEDIA MARKETING ..... 13
RIP 'N' READ ..... 14
RATINGS \& RESEARCH. ..... 17
STREET TALK. ..... 18
TOP 40 SECTION ..... 20
DISCO SECTION. ..... 36
PICTURE PAGES ..... 40
BLACK SECTION ..... 43
AOR SECTION ..... 46
COUNTRY SECTION ..... 62
POP/ADULT SECTION ..... 67
OPPORTUNITIES ..... 70
Advance Arbitron Results
This dem is copyrighted by Arbitron. Nor subs
not raprotht or use ints informa ton in any form. April/May 1979 Arbitron.

Advance figures were supplied by subseribing stations and verified by Arbitrom.
A.AOR B-Block B8-Band, BM-Beoutitul Music, C-Country, CL. Classical, D-Disco, Jlert N.News, O-Oldies, PA-Pop/Adutt R.Rock, RL-Religious, S-Spanish, T-Talk.

Tampa-St. Petersburg
Older Skew In Poputation Helps Keep BM, P/A
Stations Strong. With WWRA-F Stations Strong. With WWBA-F 1 Leading Market Poor 18-24 Diary Return May Explain WQYK Surges Pasi WSUN To l.ead Country Stations Good Book For Disco, Black Stations WDAE (PA) WFLA (PA)
WFLLA.FM (BM) WFLA.FM (BM)
WGUL (BM/T)
WJYW (BM) WJYW (BM) WLCY/Rr WOKF (D)
WPLP (N/T) WPLP (N/T)
WQXM (A) WQXM (A)
WQYK (C)
WRBQ (R) WRBQ(R)
WSUN IC)
WTAN (PAI
WTMPIBI
WTMP (B)
WWBA (BM)
WWBA (BM)
WWBAFM (BM)
WYNF (A)
WQSR (A)

## Salt Lake City

BM Stations KLUB, KSFI Edge Closer Together: KSL Down Over Two Shares From Last Fall.

But Same Number As Last A/M; Big Loser Top 40 KRSP.FM, Which Drops Two Shares To Worst Book In Years

## KALL (PA) <br> KALLFM(PA

$\mathrm{KCPX}(R)$
KCPX
RM
$\mathrm{KCPX} \cdot \mathrm{FM}(A)$
$\mathrm{KDAB}(\mathrm{PA})$
KDAB (PA)
KISN (BM)
KLO (R)
KLUB (BM)
KPRQ(PA)
KRGO (C)
KRGO (C)
KRSP (PA)
KRSP.FM (R)
KSFI (BM)
KSL (PA)
KSOP (C)
KSOP.FM (C)
KSXX (N/T)
KWHOFM (D)
KWHO-FM (D)
KWMS (N)

## Norfolk

WFOG Drops More Than Three Shares,
P/A WTAR Jumps To \#I In Market;
WMYK Sees AOR Format Improve Over Two Shares
While WNOR-FM Drops Two;
WCMS-AM-FM Garmer Good C
Country WCMS AM-FM Garner Good Gains. While Disco Does Well On WRAP WBCI (PA)
WCMS IC)
WCMSFM
WCMS.FM (C)
WFOG-FM (BM)
WFOG FM
WGH (R).
WGH-RM (CL)
WGH-FM
WKEZ (BM)
WMYK (AI)
WNOR (R)
WNOR (R)
WNOR-FM (A)
WNOR.FM
WOWI
W)
WPCE (RL)
WQRK (R)
WRAP (D)
WTAR (PA
WVAB (O)
WWDE FM (PA)
WYVA IC)

# WASHINGTON REPORT 

## Update

By Jonathan Ilall

## Van Deerlin Revives FCC Attack

The rewrite (H.R. 3333) would have done away with the FCC. Now, even though it's dead, its primary author, Rep. Lionel Van Deerlin (D-CA), says he'll conduct hearings this fall on the way the FCC does business.

Van Deerlin was unhappy with a report issued last week (R\&R 8-3) by the Government Accounting Office (GAO) criticizing the FCC for lack of planning and low morale. "The FCC is in trouble" Van Deerlin told members of the House Communications Subcommittee this week, adding, "the FCC should spend less time on paperwork and more time on planning."

## No Competition Lack In Small Markets, NRBA Says

Radio stations in single and two-station markets don't suffer from lack of competition. according to a study conducted by the National Radio Broadcasters Association, which re cently polled 350 AM, FM and AM/FM combo stations.

93 percent of these stations compete with an average of 12 signals for listeners and ad revenues: $96 \%$ also have competition from a daily or weekly newspaper; and additiona competition from cable and billboard for advertising dollars, NRBA said.

The report was prepared to refute several federal government accusations that radio stations in small markets exist as monopolies and therefore need regulation. NRBA, which announced its intention to seek a radio-only bill after the death of the rewrite, has made several recommendations to House Communications Subcommittee Chairman Rep. Lionel Van Deerlin (D-CA) including: 1) extending radio licenses to seven years, 2) locking in nonentertainment processing guidelines at a maximum of $8 \%$ for AM and $6 \%$ for FM . the Commission's current standard, 3) upping ownership to 10 AM's and 10 FM's, 4) ceasing AM/FM cross-ownership restrictions, and 5) establishing standards for petitions to deny and penalties for abuses


Pictured above is NRBA Exec. VP Abe Voron (right) reviewing the report with Rick Neustadt, Assistant Director of the White House Domestic Policy Staff.

## NAB'S FINANCIAL FINDINGS

## 1978 Radio's Best Year Yet

Financially, 1978 shaped up as radio's best year ever, according to a National Association of Broadcasters report based upon financial returns from over 1730 radio stations representing almost 2200 AM and FM operations. Nationwide, the typical station's time sales and net revenues increased 19.9 percent and 19.4 percent. respectively, topping 1976's record levels. In addition radio's growth in national/regional sales exceeded gains in local advertising for the third consecutive year.

Although operating expenses also rose ( 17.8 percent), the greater rise in revenues gave the typical radio station its highest-ever pre-tax profit ( $\$ 26,000$ ), a 40.4 percent increase over 1977 . The resulting pre-tax profit margin of 8.2 percent has been exceeded only by 1968 's margin of 8.7 percent.

## FM Gains

Fulfilling last year's predictions, the typical 1978 dollar profits of FM stations lead the industry for the first time, as 404 responding FM stations reported a 53.8 percent growth in nation$\mathrm{al} /$ regional sales and a 43.2 percent climb in local advertising for an overall gain of 44.3 percent in total time sales.

Despite operating expenses increasing 33.4 percent, the FM outlets' 36.7 percent net revenue growth produced a typical pre-tax profit of $\$ 31,000$, up 78.2 percent from 1977. This amounts to a pre-tax profit margin of 9.5 percent for the FM's as opposed to the abovementioned 8.2 percent for the radio industry as a whole.

While 66 percent of the responding stations reported profits, up from 62.2 percent in 1977. 28 percent of the stations surveyed chalked up losses for 1978.

## Sales Talk

Have you got that record I heard on the Radio?
"Have You Got That Record I Heard On The Ra dio?" is the title of a four-page brochure available from the Radio Advertising Bureau in New York. Designed as a tie-in with the National Association of Recording Merchandisers, which is sponsoring 22 regional meetings beginning August 13. the brochure stresses that $91 \%$ of heavy record buyers spend time listening to radio but only $55 \%$ read a daily newspaper. The attention-getting brochure, however, does not describe how record retailers should use radio. To get that, radio and record people will have to attend a NARM conference

Former President Gerald Ford and former US Ambassador to Belgium Leonard Firestone have bought KIUP \& KRSJ/Durango, CO. Competitor KDGO is owned by Ron Ford, no relation to the former President.

## WDAS Sale Finalized

In a closed meeting last week, the FCC finally agreed to the "distress sale" of two Philadelphia stations - Black-formatted WDAS and WDAS-FM, from 65 -year-old Max Leon to Gene Jackson and Sydney Small's Unity Broadcasting, for $\$ 6.2$ million.

This policy allows a licensee whose renewal application has been designated for hearing to sell a station to a minority at a reduced price. This decision is significant because it gives an indication of how the FCC will treat future distress sales.

## Price Important

The price had been controversial since the distress price was the same in this case as Leon's original sale price, but the FCC was persuaded by Leon's and Unity's attorneys that the "fair market value" of WDAS-AM-FM is significantly higher now than the $\$ 6.2$ million and therefore it really is a distress price.

Before giving the green light on the sale, the FCC first had to renew the stations' licenses. A petition to deny had been filed, but based on a Broadcast Bureau recommendation it was denied.

## First Tax Certificate For Black To Black Sale

The FCC is now granting a tax break to owners of stations selling to minorities as a means of fostering the growth of minorities as broadcast licensees, with a motivation similar to that behind the distress sale idea.

The Commission granted two tax certificates at its last meeting prior to a month's recess last week. Unanimous consent was given to two minorities: John Lamar to sell KJLH/Compton, CA to Taxi Productions and Jack Barry to sell KFOX/Redondo Beach. CA to KFOX Radio, Inc.

## People

## St. Louis

Kenny Rogers locked in as banquet performing Sept. 11 at NAB Programming Conference.

## Las Vegas

Radio/TV News Directors Association will host a panel discussion Sept. 7 on the future of radio news with: Bob Benson (ABC), Jay Bowels (AP Radio), Jo Interrante (RKO Network), Gene Jackson (NBN Pres.), Frank Mankiewicz (NPR Pres.), Jo Moring (NBC), Tim O'Brien (Mutual), Frank Sciortino (UPI), and Emerson Stone


Warren G. Merrin
tion of Director of Programming and Promotion for all Group W Radio facilities.

## Washington

Dwight Ellis named NAB Director of Minority and Special Services to coordinate activities in minority ownership and maintain relationships with minority groups.
Bill Krammer and Dick Pfizenmayer join Washington law office of Squire. Sanders \& Dempsey.
Tom O'Brien, Bill Lockett and Karen Kershner join Mutual Broadcasting. O'Brien. formerly head of Radio News at ABC, will be VP. News and Special Programs. Lockett has been named Director of Personnel and Kershner, who left NPR to join Mutua


Karen Kershner


Kenny Rogers
(CBS). Panel will be part of a three-day RTNDA convention at Caesar's Palace.

## Birmingham

Ben McKinnon, Station Manager of WSGN for 24 years, has been promoted to President of the station, while Warren G. Merrin GSM since 1970, becomes GM, according to an announcement from Southern Broadcasting President L.G. Jones and HarteHanks Communications (owner of Southern) President Robert G. Marbut.

## Chicago

Mike Flaherty, named VP \& GM, WIND David Graves, formerly WIND Program Manager, takes over newly-created posi-


Dwight Ellis
will be Director of Advertising and Promo tion.

## New York

Henry Kavett promoted to Manager. Information and Public Relations at ABC Ra dio, reporting to Sr. VP Mike Hauptman. Herb Brotz takes over NBC Radio Net work's Business Affairs Department, while Bob Ferro will head same post for FM Division

## Indianapolis

Dan Clayton. GM of WBBF/Rochester. appointed GM at WNDE, replacing John Piccarillo.


## SHAUN CASSIDY'S LATEST HIT.

## W/HAT'S NEW/

## BMC's Broadcast/Marketing Guidebook

The Broadeast Marketing Company, a San Francisco-based broadcast advertising research organization, has recently published " $A$ Marketıng Approach To Building Store Traftic With Broadcast Advertising," a 430-page guidebook edited by BMC President/lounder William McGee. Incorporating the expertise of 68 contributing writers, the book's 16 chaplers cover such subjects as evaluating your local media options, writing and producing eflective low-cost commercials, retail marketing research and analysis and broadcast tume buying to reach your target customers as well as a 48 -page appendix

While the book is designed so that it may either be used as a relerence work or a textbook, its primary uselulness is for marketing, sales, promotion and advertising executives, merchandise managers and store buyers. Those who are advertising agency executives, radio and television marketing and field sales executives will find the book useful as well. Packed with fascinating statistical data, the book is perhaps moet uselul on a problem-to-chapter basis Available from Broadcast Marketing Company, 415 Merchant Street San Francisco, CA 94111 (415) 434.4401

## WDOS/Oneonta, NY <br> Wins 3 Awards

WDOSIOneonta was the first radio station to win three "best" honors at the Now York State Broadcasters Association's 18th annual executive conference. WDOS won for its public service announcement campargn, public affars series and editorial series

Other radıo stations receiving awards were: best commercial: WPLJ/ New York. WRBW/Butfalo and WDOE/Dunkirk: best station promo WQXR/New York. WROC/Rochester and WEOR/Poughkeepsie; public service announcements WABC/New York: and public affairs series WNBC/ New York and WGR/Buttalo. Additional radıo winners were single public altars program W ABC/New York, WROW/Albany and WGHQ/Kingston: and editorial senes WRFM/New York and WGSM/Long Island.

## San Juan's 4th Quarter, Year-End Up

San Juan Racing posted higher earnings for both the fourth quarte and year. ending April 30 Year-end operating prolits for the firm soared 58 percent to $\$ 41$ million up from $\$ 26$ million for the previous fiscal year while revenues rose 135 percent to $\$ 428$ millıon from $\$ 37.7$ million

The furm's fourth quarter operating earnings more than doubled to $\$ 12$ million, up from $\$ 584,960$ for the corresponding period last year Fourth quarter sales climbed 225 percent to $\$ 111$ million from $\$ 9$ million


## Revved Up Rock From Musical Mufflers

Living proof of the ancient show business axiom, "Ya gotta have a gimmick," are Don and Doug Collins (pictured, 1-s), two brothers hailing from Cedar Rapids, IA. The duo are really into heavy metal and have revved up their four-piece group the New Relations with the aid of electric "mufttars" (quitars they built from Midas mufflers)

Performing with the mufftars must be an exhausting experience, as Doug's glass-pak axe (bult from a '69 T-Bird) checks in at 30 pounds with Don's (built from a ' 72 Bulck) weighing in at 45 pounds Nevertheless, the group commands up to $\$ 500$ for a might's performance nowadays, after installing the gimmick two years ago at the suggestion of their father (who owned a Midas muffler shop) Since then. Poppa has divested himself of the store in order to concentrate on managing the group full-time Midas well 10 em

## Gannett Posts 2nd Quarter, Half Gains

The Gernott Co. posted higher second quarter and first hall re sults for the period ending July I Operating earnings for the firm during the second quarter in creased 19 percent to $\$ 36.6$ mil lion, up from $\$ 30.7$ million in the corresponding period last year Revenues for the second quarter rose nine percent to $\$ 270.8 \mathrm{mil}$ lion from $\$ 248.1$ million in 1978 Gannett's first half operating profits climbed 21 percent to $\$ 60.4$ million from $\$ 50$ million in 1978 while first half sales were up 11 percent to $\$ 507.9$ milition from $\$ 458.3$ million lor the year previous period


## Video Camera <br> Combines

Color \& Sound
The "Chromavue" color video sound camera from Magnavox provides you with everything you need to become a movie mogul. The unit weighs eight pounds, operates in low-light situa tions, and features a high-sensitivity omnidirectional condenser micro phone within its handle
Additional features include three LED indicator lamps and an ımage scale (contained within the camera's optical viewtinder), a lixed focus $25 \mathrm{~mm}, \mathrm{f} 1.8$ lens, and a shoulder rest Options available an adjust ble tripod and an 85 -toot extension cable.

## Chrysler

Campaigns To
Dominate
Airwaves
With a combined total of 200 60 -second spots running on tive radio networks, 400 spots in 50 select markets and an additional 20.25 markets covered by five un wired networks, the Chrysler Corp, has undertaken "the most complete saturation of the me dium." according to CBS Radio Network President Sam Digges. Based around the theme "Let's make a deal" and supplemented by dealer and dealer associations. Chrysler hopes to dominate the radio medium (something which can't be done, because of prohıbi tive costs and reach problems. in either print or television ad vertising) in an effort to comba their competitors


Orban Intros Equalizer Accessory
San Francisco-based Orban Associates Inc. has developed a trans mitter equalizer accessory designed for use with their "OPTIMOD.AM" Compressor/Limiter/Equalizer system. The company claims this equalizer "substantially improves" the average modulation and loudness capabilities of transmitters using older modulation techniques as well as newer transmitters which may have overshooting problems due to unfavorable antenna loads

The new equalizer is designed to compensate for low frequency thl inherent in many transmitters and to compensate for transmitter-antenna system overshoot and ringing. Available as an accessory kit so that it may be litted into existing units, the equalizer is being included on all OPTTMOD units currently in production

The unit features two separate, remotely switchable equalizer sections which permit independent adjustment of day/night transmitters or day' hight power levels. Furthermore, each section has three controls one for low-frenquency tilt and two for high-frequency compensation

## Audio Stimulation Hooks Up <br> With Charlie Tuna

Audio Stimulation, a.radio syndication firm, has announced the signing Charlie Tuna, former air personality fòr KHT/Los Angeles. WMEX/Boston KCBQISan Diego and TEN-Q/Los Angeles, for their upcoming syndicated weekend personality" show. Participating stations will receive weekly stereo segments broken down into two three-hour shows suggested for weekend air play

The show is customized for each station so that Tuna is perceived as live th localized request intros, liners and closers fealured The shows will also ontain custom local commercials by Tuna to complete the live feel

## Radlo\&Records

| Dich Kriman. Vice Prestident Solus \& Markering | DIO \& RECORDS is pub |
| :---: | :---: |
| Mark Shlpper. Senion Editor | hisheci everv Fnday oy Radio |
| Richard Zumwalt. An Director | \& Records inc 1930 Cen |
| Steve Uslan, Divector. Creallue Seruces | tury Park Wess LA CA |
| Editorial | 90067 (213) 55344330 Sub |
| NEWS | smpuons \$140 per wear or |
| Ken Barnet News Editor | 545 per quarter All reason |
| Don Waller. Associate Editon | le care taken but mo re |
| FORMATS | nubliry assumed for un |
| John Leader. Top 40 Ednor | moteral RikR re |
| Jim Duncan. Country Editor | cs all nghts in materal |
| Biff Collie. Nashuilie Edilor | cepted for publication All |
| Jeff Gelb, AOR Editor | Hers addressed to R\&R or |
| Mike Kasabo. Pop 'Adull Editor | Fdnors ull be assumed |
| Bill Speed. Black Radio Ediror | insended for pubiration and |
| Pam Bellamy/Gall Mitchell, Disco Edrors | reprodurtoon and mas there |
| Than Hiber. Ratings \& Research Edtior | fore be used for this purpose |
| Richard Lutz. Medio Marketing | Nothing may be reproduced |
| Bobby Ocean. Cartoons | whok or in part without |
| Associate Editora | Unen permasion from the |
| Christina Anthony, Ellen Barnes, Nancy Hoff. | , blaher "Breakers' is a |
| Lindu Moshontz, Sylvio Salazar, Lee Wade | regtered trodemart of Ra |
| Warhington Burear | dio \& Reconds Appication |
| 1101 Connecticut Ave. NW. Sulte 1004 | by Radio \& Records inc for |
| Washington. D C 20036 (202) 466.4960 | regutered trodernarks pend |
| Jonathan Hell. Bureau Chief | ing The Back Page AOR |
| Uwian Funni, Offlce Manager | Hot Tracks. Mediascope. |
| Production | Mosi Added. National At |
| Marllyn Frandsen. Assoctate Arl Direcion |  |
| Roger Zumwalt. Photography | Records. Street Tolk Printed |
| Leslie Halpern. Production Manager | in USA Moukd fmit class to |
| Sandrs Guttertez. Assistant | the United Stoles Canodo |
| Richard Agata. Asustant | Englond. Aumata. New Zeo |
| Kent Thomar. Assastont | land and Japan ' 1979 |
| eplay Advertiofeg Circulation Repearch | RADIO \& RECORDS INC |
| Ken Rove Kricann Aglio Jack Toothman | A duyson of Hane Hanks |

## Presenting "Voulez-Vous", Abba's 2nd hit single. From the album, "Voulez-Vous." <br> 

On Atlantic Records. [8]

Produced by Benny Andersson \& Björn Ulvaeus

# W/HAT'S NEW/ 

## The Power Of Attorneys

While coming as no surprise to members of the radio and ecord industries an article published in Los Angeles maga. zine by Richard I. Plotschmana reported that attorneys are playing a larger role than ever in the record induntry. Reasons given lor the lawyers' rise to power include the practice of representing several superstar clients (giving them leverage in negotiating on behalf of lesser-known acto), the increasing complexity of today's contracts, and the practice of taking percentages (rather than fees) for the deals they negotiate.

Elektra/Asylum President Joe Smith, deacribed as the "one label chiel secure enough to allow his name to be used," traced the lawyers' source of power to the record-company heads "being desperate to make deals.

The top seven music business altorneys, as named in the article, are Rbe Somers, who represents R\&M Recorde. Chrysalis Records. Richard Porry and Planet Records. Allve Enterprises and Shep Gordon, and Helen Reddy and Jelf Wald: David Braun, who's clients include Bob Dylan. Neil Diamond, George Harrison, The Band. and who recent Iy put together the Rnack-Capitol Recorde deal; Jay Cooper. who handles Kansas, Leo Sayer and The Captain and Tennille among others; Michael Rowenfeld representing Irv Azoff and Frontline Management, Carole King, the Eagles, Steely Dan. Boz Scaggs. Styx, Jimmy Buffett and RFC Records: Lee Phillips, who's clients include Elektra/ Asylum Records RSO Records. Barbra Streisand. Jackson Browne. Jonl Mitchell. Nail Young and Linda Ronstadt: John Mason, who represents Olivia Newion-John, Cryatal Gayle. Kenny Rogers, Ronnle Laws and the Little River Band: and Mickey Shapiro, who's clients include Fleetwood Mac. Chinnichap (Michael Chapman's production company), Suzi Quatro. Exile, Bob Welch, Alan Parsons and the Kinks.

## MCA Moves To Selective $\$ 5.98$ List

In the first move of its kind by a major record operation, the MCA Distributing Corporation has announced that it will institute a $\$ 598$ pnce structure for certain albums on both MCA and Infinity Records. effective this week. Two types of alburns will be affected under the new system.

The first, termed "Rising Star," is designed primarily for the new and developing artist with a first album release. Once an album has reached a predetermined sales level, it will be then listed at \$798 The second, called "Platinum Plus," will involve a select number of catalog sellers in the $\$ 5.98$ plan. These will be recent product releases by already established artists. MCA Dist Corp President Al Bergamo, who announced the novel price structure, said the purpose of the pricing change would be to allow new artists to compete with more established acts as well as to stımulate catalog sales on these established acts

## "Superman," I Love New York \& Suntory Beer Honored

Warner Brothers the Now York State Chamber of Commerce, and Suntory LImited wore the 1979 winners of the Marketiag CommunicaHone Executives International Marketing Excellence Awards. The trio received the awards for the "Superman" film, the "I Love New York" and the "festival label" beer campaigns, respectively.
The Warner Brothers campaign was the largest, most comprehensive in movie history with a $\$ 10$ million pricetag. In addition to the extensive publicity campaign, which net ted docens of magazine covers, and widespread radio, television and prees coverage of the tilm's principals. the overall effort included a multimilion dollar radio, TV and print campaign; the licensing of over 140 companies to market over 1000 pro ducts in over 1000 retail stores; the Warner Books division's publication of eight Superman books; the sound-

tris release on Wareer Brother Records; and more.
Through research, Broadway shows were lound to be New York City's chiel attraction. Therefore, television was utilized as the primary media of the "I Love New York" cam paign because of its ability to drama. tize the shows. In support of the 60 .
second TV spot, which ran in 12 north eastorn markets, the state's Departmont of Commerce uned toll-tree numbers, ads and reeponse cards in newspapers, in-flight magazinee and travol trade magazines; direct mail to selected travel agents, postors, buttons and "take-one" boses with nyers.
Suntory, a Japanees browery with eeven percent of Japan's beer market, pushed seles 125.150 percent over last year's levels in eight major citica as a result of their efforts. Selling only lentival-label beer (the campaign was simultaneous with the fertival season in Japan), the company held apecial beer festivals using local celebrities; made sure their leatival beer deaigns were prominently dis played on festival floats and in newepapers; ran ads on radio, tranal vehicles, television, and in news papers; and printed and distributed p-o-p inserte as well.

## Macho Music's Message <br> Big In Japan

"There's something I want to say before you become my bride. Hear out my true feelings. Don't sleep belore I do Don't get up after me. Cook nothing but good meals and always look pretty. Keep quiet and follow behind me. I probably won't cheat on you, but stupid jealousies are out.

So begins "Yout Lord And Master Proclaims," currently a Top Ten record in Japh. Written and performed by Masashi Sada. the ditty goed on to detail the virtues of womanly obedience and subservience in a manner strongly reminiscent of Prince Buster's "Ten Commandments" a classically chauvinistic Jamaican "bluebeat" (pre-reggae) tune released on Phillies in the U.S., and a minor hit in 1967

While the sex roles favored in "Your Lord And Master Proclaims" are deeply rooted in Japan's feudal age (indeed, the male chauvinist's song appears to be a futile attempt to reinstate these values), Japanese women are protesting the manly music's message, leeling that the tune represents a throwback to the days when a Japanese woman was expected to be a slave first to her father, then to her husband, and finally to her son.

Although Noriyasu Anzai. Sada's representative, admits that he and Sada have received hundreds of calls and letters from angry women, he mainfains that the majority of women responding have said, "Thank you for telling it like it should be

## \$10 MILLION IN DEBT Media Corp.'s Financial Collapse

Media Corporation of America President Albert Shopard recently announced that the media buying service's debts total almost $\$ 10$ million. Broadcasters alone are owed nearly $\$ 1.2$ million, while Metromedia (in a variety of spheres) is the single largest creditor with nearly $\$ 1.6$ million outstanding from their account.

Two joint venture investments were primarily responsible for the company's liscal collapse - the largest in the history of advertising - Shepard claimed. The adverse financial condition came to light with Lorillard, manufacturer of Kent, True, Newport and Golden Lights cigarettes, stopped payment on a $\$ 2$ million check made out to Media Corp. of America for payment of July media, having been warned of Media Corp.'s plight by Shepard.
-

## Browning Named National Singles

## Promo Director At Ariola

Chuck Browning has been er Brow. Records previousnamed National Singles Pro- Iy
motion Director at Ariola In his new position. BrownRexsords. Browning most re- ing will be responsible for cently served in national and the promotion of all singles West Const singles promoxion lor the label and will oxordinpositions for Capricorn Rec- ate the duties of Ariola's field ords, having worked in re. staff. He will be hased at the gional promotion for Warn- label's home offices in Beverly Hills.

## Bogash Named Director Of Press At Infinity

Thert lhogash haw been named Director of Preas and Prublicity at Infinity Recorils. Bogash, most recently West Crast Director of Publicity for the lalvel, will rehecate in the firm's New York headquarters.
P'rior to joining Intinity, Bogash headed hix own PR firm. served as National Pullicity Director at MCA Records, and held editorships at Roploy, Cash Box and Billimoard.

## Hinte Upped To Director Of Press For Fantasy

Terri Hinte has been appointed Director of Pres and Public Information for Fantany/Prestige/Milestone/Stax Records. A six-year veteran of the firm Hinte most recently served as Associate Publicity Dir ector for the label.

## Cox Broadcasting Promotes Six

Alan Chunka has been promoted to Vice President/Treasurer, John Boycte and Robert Gartin to Assistant 'Treasurers, John Rouse Jr. to Assistan Treasurer/Broadcast Divisin Conuroder. Lynda Stewart to Assistant Secretary/Director of Communications, and Elaine Boryk to Controller for Cox Bruad casting.
Chumka, a 13 -ypar veteran of the firm, comes to his new position frons his post as Controller and Assistant Treasurer. Boyette brings his 11 years of service to the firm from his previons position as Assiatant Controller with Gartin, a five-year veteran of Cox, noving up from Manager of Internal Audit.
Rouse, in addition to his current post as Broadcast Division Controller, will assume the duties of Assistant

Controller. Similarly. Stewart will add to her current responsibilities as Director of Communications in her new post as Assistant Secretary. Boryk comes to her new position from her previous puest as Assistant Con troller

## Dileo Named Associate Director National Promotion For CBS

Frank Itileo has been named Associate Director of National Promotion for CBS Asmociated Labels. Dies has worked in national promotion positions for both RCA and Monument Records and has held sales, Io cal and regional promotion posts at CBS Records.

## Kerrinckx Promoted To Director Of Publicity For Mushroom

Nancy Kerrinckx has been promoted to Director of Publicity at Mushroom Reconds. Prior to her promotion, she served as I'romotion Coordinator for the label. Before joining Mushroom, Kerrinckur held positions at Far Oht Management, United Artist: Record and 20 hh Century-Fox Records.

## "STILLSANE"



Well. Gosharconies, seasonal fans . . . summer's here and with summer comes additional risks to you and your family. The Gary (Owens Foundation has devised another award-losing test to check your stability to survive these warm months when we're all out there where the dangers lie. Ready?

## Question One:

If you are swimming in the ocean and the inner tube you are hanging on to leaks and you can't swim and there's a power boat heading for you at 50) miles per hour and you feel the stinging sensation of the jellyfish you've run into . . . how should you respond to the shark which is circling you?
a. Hemain calm and try to imagine hou Norman Vincent Prale would find cause for optimism in the same situation.
b. Anempe to make your way to shove uhile contempleting your lnusuit againse the county supervisors.

Tease the shark, knowing that your last strike at work forced a contract that provides for 100 percent med. ical coverage.

Question Two: SUMMER SAFETY TEST
You are trying out your new back. yard therapy pool when a loved one hands you an electric toaster oven. your old woordburning set from when yous were a kid, and a ? ? ()-volt microwave aven with a fraved cord.
You should:
A. Use Right Guard to mask the burning hair fragrance coming from your body.
b. Volunteer yourself as a six-month-
guaranteed battery for a golf cart.
c. Attrempe to find the cause of the loved one 's testiness.

Question Three: Sl/MMER SAFETY TEST
Cout are sthufling around in the forwhen a ratlesnake hitres sou betwern we me... Yom would firat
a. Cut down on reading Radio * Recoris.
b. Find out if the snake is insured.
c. If alone, try to suck the poison out yourself.

Question Four:
You are enjoying a mummer's evening camplire when all of a sudden you are atlacked by Bigfoot. You should
a. Tell it electrolysis is doing wonders these days.
b. Persuade it to turn itself in to the William Morris office . . . using E.rneat Borgnine as an example.
c. Promise to talk to Thom McAnn about making a size 36 F in a wedgie.
and summer safety test
Question Number Five
You are driving along on vacation in Death Valley. It is 150 , degrees in the shade and your car breaks down 12.: nuiles from the nearest paved road or water. You should
a. Use the last drops of water in your thermos to shave . . . on that you will look nice on the odd chance of a rescue.
b. Try to atract the attention of a Polish Il.2 by misspelling the word


Try bo work out a meaningiul relationship with a horned toad.

## 0 <br> YEARS AGO TODAY

3
ABC BUYS FAMOUS MUSIC - Paramount,
Dot labels included in deal

3
BOB DYLAN DEPARTS ASYLUM TO REJOIN COLUMBIA

RICH ROBBINS RESIGNS FROM KCBO PD POSITION

NUMBER ONE FIVE YEARS ACO - "The Night Chicago Died" - Paper Lace (Mercury)
T0 v


## TV Profits, Revenues Up 17\% In 1978

1978 was a very good year for TV proprietors, as the highly profitable entertainment medium registered subatantial gains in both revenues and profits. FCC figures show $T V$ revenues up $17.4 \%$ over 1977 . up to $\$ 6.9$ billion; while pretax profits reached $\$ 1.65$ bilition, an increase of $17.6 \%$. Network revenues were up to fust under $\$ 3$ billion (up 14.6\% over he previous year), but profite were down $8 \%$ to $\$ 374$ million. Network O8O's, on the other hand, showed a $16.1 \%$ revenue climb (to $\$ 565$ million) and a $24.6 \%$ profit increase ( $\$ 186$ million). Those figures represent $51 \%$ of TV 's tolal revenues and $34 \%$ of profits

708 VHF and UHF network aftillates and independenis accounted for the remainder, with VHF aftilates' revenues up $20.4 \%$ to $\$ 2.5$ bllion and profits up almost $30 \%$ to $\$ 891$ million. Independent VHF stations upped their revenues $\mathbf{9 \%}$ to $\$ 375$ million, with profits reaching $\$ 102$ million, up $\mathbf{1 7 . 5 \%}$. UHF aftillates saw revenues increase $\mathbf{2 6 . 6 \%}$ to $\$ 254$ milition. while profits were up $54 \%$ to $\$ 42$ million. UHF independents, meanwhile, showed a $29 \%$ jump in revenues (to $\$ 257$ million) and a 19.1 \% increase in profits ( $\$ 52$ million); all evidence that television la not going down the tube juat yet.

MUSIC ON TV - Eddle Rabbitt has his first special on NBC this fall, with more details later . . Teddy Pendergrass is among the artists chosen for PBS-TV's "Summer Fest '79." an in-concert series which will feature the anger's Greek Theatre appearance in L.A. . . Rex Smith has already attained the honor of playing himself in an episode of the new CBS series "Californla Fever

## ABC Edges Back Into First

After a series of close-call CBS victories in the Nielsen ratings competition over the past fow weeks, ABC regained the weekly title with a 14.9 average rating for the week ending July 29. CBS was a very close second at 14.6, while NBC sustained its usual third place position with a 12.3 . ABC and CBS split the top ten places, with ABC's "Three's Company" beating the streaking "WKRP in Cincinnat" (CBS) for the top spot. Following were 3) "MASH" (CBS) 4) "Taxi" (ABC) 5) "Lou Grant" (CBS) 6) "The Jeftersons" (CBS) 7) "Alice" (CBS) 8) "Mork \& Mindy" (ABC) 9) "Laveme \& Shirley" (ABC). and 10) "Vegas" (ABC). NBC's long-delayed, rather unusual "Echoes Of The 60's" music/documentary, featuring among others the Searchers, Gerry : The Pacemakers, the Association, Mery Travers, the Four Tops, and Twiggy (not to mention John Ritter and Suzanne Somers). finished 36th for the week, making it NBC's seventh highestrated program.

ABC fought off strong CBS competition in New York and Chicago in Arbitron's ratings for the week ending July 27, but came back to its old triumphant tricks in Los Angeles sweeping the top ten. In New York. "Three's Company" led the TV toppers. followed by 2) "Mork \& Mindy" 3) a tie between "Laverne \& Shirley," "Taxi," and "Charlie's Angels" 6) "Alice" tied with ABC's "America 2100" pllot, and 10) a three-way tie between "The Jeffersons," "WKRP," and "Lou Grant."

Los Angeles showed "Three's Company" on top. followed by 2) "Laverne \& Shirley" 3) "Fantasy Island" 4) "America 2100" tied with "Love Boat" 6) "Mork 8 Mindy." "Taxi," and "Vegas" tied, and 10) a tie between "Carter Country" and "Charlie's Angels." in Chicago. "Lou Grant" was number one, followed by 2) "WKRP" and "Three's Company" tied 4) "MASH" and "Taxi" tied 6) "Alice." "America 2100," and a news show each for WBBM and WLS-TV all tied, and 10) a tie between ABC's "Fantasy Island." " 13 Queens Blvd.," and "Second Time Around "

## TOD过DSDOPN:

This new column is designed to keep R\&R readers abreast of the latest home video products and programs avallable
Countering Inroads made by Toshiba last year when the dapanese firm announced, "Goodbye home movies, hello home tapies," and began offering portable videotape cameras that did not require 110 volt access to shoot outside. Bell \& Howell/Mamiya Company recently Introduced a black \& white "Telestar" videotape camera retaliling at $\$ 500$. Bell \& Howell is also attempting to carve out a niche in the super 8 home movie market with lis upcoming "Soundstar" super 8 color video camera (models retail at $\$ 300$ and $\$ 380$ ). Trade ads for both units come with a free "film to video" transferral service - through the end of this year, any buyer of a BaH movle camera can get home movies transferred to videocassettes free through 1981. The consumer must supply the tape cartridges. Idea is that "owners of B8H cameras can get the versatility and quality of film with the convenience and flexibility of videotape

## ERR WAVES



BY BOBBY OCEAN



The First Single From The First Album By...


THET STY'S THE LIMITI!
The Dürocs are ROn Nagle and Scott Mathews


A Proud Pork Production by Elliot Mazer, Scott Mathews 8 Ron Nagle Arranged by Scott Mathews and Ron Nagle

## Conducting A Mail Survey

Last week I discussed the design of a telephone survey, which is the most rapidly growing type of survey research design in the U.S. today. Nevertheless, there are many survey situations that are not amendable to telephone research; in such cases, the use of a mail survey is often desirable. For a fairly localized market area such as that served by the typical radio station, mail surveys do not offer one of their primary advantages - i.e., that of wide geographic coverage - but they prove useful anyway due to their low cost and their ability to get more information from each respondent than is generally possible over the phone.

T

## Self-Selection Bias

 he major drawback of mail surveys is a serious one - the lack of a high response rate. The typical mail survey has a response rate of $20-30 \%$, meaning that only one out of every 4 or 5 questionnaires mailed out is completed and sent back. In anticipation of this low response rate, many surveys are conducted by simply quadrupling the initial mailing, i.e., if you want to end up with a sample size of 500 , you mail out 2000 questionnaires. The problem, however, is not sample size; it is sample representativeness that is at issue. There is considerable evidence that the $25 \%$ who respond are different from the $75 \%$ who do not. Thus, there are certain characteristics of the potential survey respondents which cause them to "select" themselves into or out of the final sample. This "selfselection" bias can cause a very strong distortion of the results obtained.0ne way to check for the degree of selfselection bias is to compare the reported socio-economic profile (i.e., age, sex, race, income, occupation, etc.) of the survey respondents to the overall profile for the market being surveyed. (The overall statistics should be available from U.S. census data.) By matching the two profiles, a rough idea of sample bias can be obtained. Unfortunately, socio-economic descriptors do not tell the whole story; the selfselected respondents may differ from non-respondents in other more subtle ways - e.g., lifestyle, attitudes, opinions. These differences are virtually impossible to detect, and remain a serious potential source of bias in any mail survey with a low response rate

## Up Your Response Rate

Recent developments in mail survey research have led to rather dramatically increased response rates for a well-designed and professionally executed survey. The major breakthrough is particularly significant for radio research: pre-notification of respondents by telephone. Under this procedure, potential sample members are contacted by telephone to secure their cooperation in advance. Typically, a very high percentage agree to return the questionnaire (anywhere from $75 \%$ to $95 \%$ ). Of these, anywhere from $80 \%$ to $100 \%$ actually complete the questionnaire and return it. Thus, the effective response rate ranges from about $60 \%$ to
$95 \%$ of those originally contacted, a dramatic improvement which ensures better sample representativeness.

$T$- he construction of the questionnaire itself can also have a major impact on response rate and the overall success of the survey. The main questionnaire has to "sell itself" to the respondent; therefore, the appearance and content of the questionnaire and cover letter must encourage the respondent to start, and then complete, the entire questionnaire there is no interviewer present to prod the respondent along. Some simple rules to keep in mind:

1. The cover letter should have the appearance of an individually typed business letter. It should be personalized to the respondent and should stress the importance of his/her cooperation and the potential benefits to the respondent (e.g., this will permit $W Z Z Z$ to serve you better). The letter should also point out that the questionnaire is short and easy to fill out and that a selfaddressed stamped envelope is enclosed for the respondent's convenience. Complete anonymity of responses must be assured (and adhered to!), and, most importantly, the respondent should be encouraged to "take a few minutes right now" and fill out the questionnaire. Many well-intentioned respondents never quite get around to filling it out - in fact, $95 \%$ of the questionnaires you will get back at all are received within two weeks of the mail-out date.
2. The "short and easy" look helps the response rate. In general, the fewer the pages in the questionnaire, the higher the response rate. Use photo reduction if necessary, but not to the extent that the type is difficult to read
3. A professional appearance to the survey is critical. The questionnaire should be printed, on both sides of the white or off-white paper (to avoid the appearance of an advertising piece) If multiple pages are required, the questionnaire should be in the form of a booklet, and not corner-stapled. The layout must not be overcrowded, and should make it easy to read and complete the questions.
4. "Answerable" questions are a must. Respondents must be both willing and able to complete the questionnaire. Make sure the questions apply to the respondent by pre-screening if necessary. The loyal Beautiful Music listener probably doesn't have too much interest in filling out a questionnaire on punk rock and its socio-political implications! "Branching" questions are another way of having respondents answer only those questions which apply to them. For example
5. Do you ever listen to rock music? Yes $\square$ Please go to Question 14
No Please skip to Question 22.
Such branching questions should be used sparingly because they increase the appearance of questionnaire length (even though any given respondent does not fill out the whole thing), and because respondents may not follow directions carefully.
6. Avoidance of bias in the wording of the questions is critical. The question

## Stages in the Market Research Process

| Problem Definition |
| :---: |
| Decision To Be Made |
| Value Of Information |
| Budget Decision |
| Research Design 2Y |
| Sample Design |
| Data Collection |
| Data Analysis |
| Interpretation |
| Decision |
| Dre |

Which station do you listen to for public service announcements? (Check one)

## KRAP $\square$

KLAP $\square$
KRAZ $\square$
KRUDD
pre-supposes that respondents listen for public service announcements at all, and second, that they prefer only one station for such announcements. In fact, they may not care about PSA's, but the question is biased in such a way that they cannot express their true opinions.
6. Clear, precise questions with clear, precise answers are vital to a mail survey - there is no one there to explain a vaguely worded question to the respondent. A difficult-to-understand questionnaire will soon be filed "where the sun don't shine." In general, the use of close-ended questions with response categories to be checked by the respondent is the best way to ensure that the questionnaire is well constructed and meaningful.
7. The first question is especially important, as discussed last week under telephone surveys. The first question must be clearly relevant to the stated purpose of the research, short, interesting, easy to answer, applicable to all sample members, and completely neutral (i.e., not an emotionally charged opinion question).

## Pretesting

Just as with telephone surveys, pretesting of the questionnaire is an important step in mail surveys. The proposed questionnaire should be checked with both the users of the research results (to make sure all the relevant information is being obtained) and potential respondents. Typically, 10 to 15 respondents are given the questionnaire to complete on their own, after which they are "de-briefed" by the researcher to find out what problems they had with filling it out. The pretest phase can save considerable embarrassment by making sure everything is really ready to go to the field there is nothing worse than a mail survey with a 5\% response ratel

Next Week: Personal interview surveys.



## RadiodRecords



- MEW EASY-TOUSE COMPACT SIZE
- ARB MARKET-BYGMARKET BREAKDOWNE ANO SUMMARIES OF WHAT HAPPENED AND WHY
- INTERVIEWS AND TIPS ON GETTING THE MOST FROM YOUR RATINGE
- Format comparisone
- MUCH MUCN MORE

A FREE BONUS TO ALL SuBScribers:
Advertising Deadline Radio: Sepfember 6 Records: September 13


Brad Messer's

## Rip 'N' Read

## New Cars Or New Stars? The Book Decides

A swirl of thoughts in my mind as I begin writing this week's column . . Elvis, Woodstock. Marilyn Monnoe ratings . . . and whether anyone is gonna give me Phone in my guerrilla one-shot campaign to up my stock here at R\&R

Last week I was in a whimsical mood, impulsively deciding to quietly try to generate some "spontaneons" reader reaction by blatantly asking you to call here Friday the lOth to "say something really complimentary or even highly critical about me.

Youknow radio people like to get Ink, and here in the Ink Biz, the equivatent is Phone. I thought if I suddenly got a lot of Phone something wonderful might then happen to me. But stupidly. I didn't think that idea all the way through, becaus there are two sides to that: the one I'm ohsessed with today is what il NO one calls?

Itell you, these promotions can blow right up in your face, can't they! It's kinda like waiting for the Book to come in. intensely speculating whether the station will soon have new cars or new stars.

Newspeople have some degree of immunity from bad books. We're about fifth in line to be canned. I think . . on a GM priority list that begins with 11 Anybody but Me 21 The Consultant 31 The PD. We come somewhere above the Engineers. Mostly because we Newspeople are, on average, roughly interchangeable . . . in the sense that we've been led to believe we should all iry to sound similar to Max Robinson or Walter Cronkite or Connie Chung. So few of us are encourazed to develop our own individual style! That's fine on one hand because we're non-controversial and fit in a station kinda like furniture. so when the canning season arrives we're in no real danger. On the other hand. we don't get the fat raises like the jocks because our heads aren't really on the line.

Only those Newspeople who stand out from the rest really get noticed, thus are considered more than furniture. thus have their heads on the line. thus get either fat raises or - if the Book produced full-blown hysteria and anguish - we at least might get in on a group discount at U-Haul, joining the jocks as they move on to become the new stars in the new town. But unless we try something different, fresh. innovative. maybe even a bit cheeky . . we might as well be furniture. I don't want to be that. Better for me to take a chance and see whether anything interesting happens as a result. rather than taking no chances, and knowing nothing (positive or negativel will happen. Only the head-on-the-line gets Phone, you might say, so whether it's phone, ink. raises or reaction... I say risk being different and Go For It !

That number in L.A.. folks. is $12131553-4331$.

## Monday August 13: Coin Telephone Is 90

The owin telephone was patented 90 years ago today ( 1889 ) and Alfred Hitchorck was born 80 years ago. in the summer of 1899 when Stanley Steamers and Riker Electrics were in the new car showroms.

Fidel Castro turns 52. He was born in the year of Lindhergh's solo Atlantic flight and the first talking movie, llat:

## Tuesday August 14: "Western Bop"

That's what Charles Hardin "Buddy" Holly called what he sang . . . Western Bop . . . and 22 years ago this week "That'll Be The Day" made the charts $195 \%$. Holly would have been 4.3 next month. He had only a half-dozen major hits before dying in that 19.59 plane crash, but established a legend that still lives because of the influence he had on other musicians who blended "western bop" into the overall mix that became known as Rock ' $n$ ' Roll.

David Crosby is 38 today.
V.J Day. In 1945 World War II officially ended with the surrender by Japan. a week and a day after the atomic bomb hit Hiroshima. The initials stand for Victory over Japan

## Wednesday August 15: Woodstock

No one had reason to suspect the "Aquarian Exposition" would be a monster. There were a lot of good groups lined up. but other concerts that weekend in $1 \mathbf{W}^{(9)}$ had major artists too. The little handbills and advertising mosters for the pxposition that began ten years ago today said simply. "Wordstock Music $\&$ Art Fair presents An Aquarian Exposition in Wallkill. N.Y. 3 Days of PEACE 8 MUSIC. " I hear a lot of people went

Public TV French Chef Julia Child is $6 \overline{0}$. She is two vears older than the Panama Canal. which formally opened fis years ago today in 1914. The Dog Days end today and the hay lever season begins.

## Thursday August 16: Elvis

Two years ago today Elvis Prealey died at Graceland mansion in Memphis at age 42. two davs following the 19th anniversary of his mother's fatal heart attack.

The Klondike Gold Rush began 83 years ago (18\%). Frank Gifford and Robert Culp are 49, Eydie Gorme is 4 : Julie Newmar reaches 44

## Friday August 17: The Other King

In the song. Davy Crockett was called "king of the wild frontier." and today would be his l94th birthdas had he not cashed 'em in at the Alamo at age 50). 'way back in 18.36

John "Boog" Powell becomes 38 and Maureen O'Hara .8 todav
If vou're looking over date-related stuff and come across something about Robert Fulton's steamboat "Clermont" making its first Hudson River run on this date in 1807. be advised it ain't quite so. Tom Burnam's Dictionary Or Misinformation notes Fulton did not invent the steambrat (somone else did 30 vears priort and the name of his was not Clermont:" it was registered as "North River Steam Boat," Burman writes. "Its first hailing porr was the town called Clermont. But the boat itself was never so referred to by anyone until a biography by one Cadwallader D. Colden. 'The Life of Robert Fulton. was published in 1817. two years after Fulton's death. Nobody knows why Colden chose to call the boat by a name it never had. But he did. and from then on the error was fixed. to be eternallv repeated in texthooks. reference works. and encyclopediss, including the Encyclopedia Britannica."

By the way. the sailing of the "North River" was on Crocketi's 2 Ist birthday
Part of the reason for the good-guy reputation of Joe DiMaggio is his laithfulness in sending fresh roses each week to the grave of ex-wife Marilyn Monnoe, who died under somewhat controversial circumstances. The Las Angeles County Coroner's report on her August 5th death. was issued 17 years ago today on 8 - 17 -62. saving it was "probable suicide. Norman Mailer publicly wondered whether that was so. noting "it is extremely rare for a woman to commit suicide in the nude.

Twenty-one years ago today America's first attempt at sending a space vehicle around the moon ended, when the Able-I launcher became unable 77 seconds after blastoff. creating a spectacular fireball over the Atlantic as technicians at Cape Canaveral watched in disappointment.


## but...

## ${ }^{\text {'TPON'T STOP }}$ ENOUGHי

## 1979 IS MICHAEL JACKSON'S YEAR

## WOAM add WTIX 32-21 WSGA 15-7

WBBQ add KROY add WFOM 27-24

WGLF 34-32
KTLK add

KYGO add
Disco-96 20-11

JERRY ROGERS, WSGA--"THE RECORD HAS DEFINITELY CROSSED, IT'S AN ABSOLUTE SMASH, NUMBER 1 PHONES, NUMBER 1 SINGLE SALES."


# atings \& ${ }_{2}$ esearch 

"It may be difficult for you to believe that a Disco station or an AOR could be nibbling into your Top 40 numbers bur try to examine the results with some detachment."

## How To Find Out "Where Has Our Audience Gone?"

Ever since the finst radio station suffered a decline in the numbers, station management and programmers have been trying to find "where did the audience go?" Answering this question has heen especially difficult when your major competitor does not appear to show an increase comparable to the decline in your numbers. Let's examine a recently released Arbitron report to show how you might be able to track the elusive audience that seems to have disappeared during rating time.

## Three Possibilities

It seems that there are three key reasons a station's reported audience could decline (other than the fact that your engineer was running some exotic tests on-air for several weeks):

1. Horizontal diffusion
(diffusion within your format)
2. Vertical diffusion
(diffusion within your target demos)
3. Fluke sample return

The market selected for this examination is Seattle-Tacoma where, as John Leader noted in his column last week. KING lost ground to Top 40 rival KJR. In the Spring ' 79 Arbitron KJR had an overall share of 7.0 , same as its number in the Fall extended measurement effort there. However, competitor KING dropped from a 6.1 in the Fall to a 3.3 overall in the Spring book. Some nbservers have asked what happened, since KJR didn't rise while KING was declining almost $50 \%$. Using the first two of the possible explanations noted above, let's dig into the situation.

## Horizontal Diffusion

Webster defines diffusion as "to spread freely, or scatter." What I term "horizontal diffusion" means that this spreading or scattering of the audience is taking place across the stations that have the same format, in this case Top 40. In the recent Seattle Arbitron, the six major Top 40 stations saw quite a shift in terms of their share rank among adults 18-34. KING, which led the pack in the Fall 78 book. dropped $40 \%$ of its $18-34$ audience, and now ranks behind KJR. KJR, which had been second in 18-34 shares during the overall week in the Fall, gained and is now \#1, leading KING by a substantial margin. KTAC moved up in the standings by posting a gain of almost $40 \%$ in its share of $18-34$ total week audience. Other Top 40 stations such as KYYX, KPLZ (formerly KVI-FM) and KNBQ all lost ground this book (compared to the Fall ${ }^{-78}$ ) in terms of their shares of 18 34 adults. However, even given all this flux among Top 40 rockers, it doesn't yet fully explain, what happened. One reason I say that is because when you add the shares of the above six stations, they comprise $32 \%$ of the $18-34$ listening during an average week, where in the Fall ' 78 measurement the same stations accounted for more than $38 \%$ of the 18-34
average audience. Where did the difference go, and could that difference explain what happened to stations that appeal to young adults?

## Vertical Diffusion

When I coin the term "vertical diffusion," by that I mean various stations, perhaps with different formats, are attracting and splitting the same demos. With different formats wooing the $18-34$ demo cell, for example, a Top 40 station could find that perhaps some of its audience is now sampling the sound of an AOR station, causing average quarter hour decline for one station, but a buildup for the AOR. This may indeed have happened in Seattle.

A quantitative analysis of the 18-34 shares shows that in the Fall only one AOR station was in the top five in terms of appeal to the $18-34$ demos, and that station, KZAM, trailed four Top 40 stations. However, now the picture has changed dramatically. In terms of overall $18-34$ shares, an AOR, KZOK is now \#1, with KZAM now fourth in appeal to this key demo. KING fell from first to fifth in the rankings for 18-34, while KJR stayed a steady second in both books. With KZOK almost doubling its Fall 78 numbers in the 18-34 demo, and with the improvement of KZAM also. it appears that some 18.34 listeners in the Seattle area are scattering themselves among more stations now, rather than confining themselves to the Top 40 sound. Perhaps the sound at KJR was better able to hold on to $18-34$ listeners; thus the station did well, while KING declined owing to some of its audience spreading to other stations with the similar demographic (18-34) appeal.

## Fluke Return Problems

While the explanation of where the numbers in Seattle went appears to be encompassed in the idea of vertical diffusion, we must not forget that in certain cases poor diary returns can cause a station to take a drastic jump or suffer a bad decline. If horizontal or vertical diffusion doesn't appear to be the answer to your question of what happened to the audience, look at page three of the Arbitron report to see if diary return was atypical in your target demos. If normally Arbitron has not had too much problem getting a good "unweighted" return in your target cells, and this time they go down the tubes, look out! An example from last A/M 78 can illustrate.

Last Spring, a station in a onebook-per-vear Florida market called me at Arbitron. The station had traditionally been the Top 40 leader with good numbers 18-24. especially in men. However, in this particular book, the local Country station had zoomed to the top of the young men demos, with the Top 40 station in the dust. The caller wondered what happened. I noticed that the page three figures for his

## Week In Review

Arbitron Delists Two Stations For "Rating Distortion"

Pittshurgh: Station WNUF does not appear in A/M '79 Arbitron local market report due to Ar. bitron's feeling that "Green Sheet" newspaper ads constitute potential rating distortion. Ads asked readers who may have been diarykeepers to
list us along with your other favorite stations." Arbitron feels that wording implies that diarykeepers may interpret ads so that they would add WNUF to their diary entries, "regardless of of whether the respondent actually listened to WNUF at any time during the survey."

Springfield, IL: WFMB does not appear in A/M - 79 Condensed Market report due to Arbitron's feeling that the station's "Payroll" contest constituted potential rating distortion. WFMB "Time Sheets" which contestants were supposed to fill out could be distortive, Arbitron felt, because ". . . (it) could lead them (respondents) to report in their diaries, as well as their Time Sheets, more listening than they actually did ... Contest-rewarded participants on basis of listening they recorded without requiring that they actually listen to WFMB." H.J. Hoskins, General Manager of the station told R\&R that his company is "planning legal action" against Arbitron.
metro showed that the unweighted in-tab for men 18-24 was very poor compared to the estimated percentage of the local population. Looking further, I found that only four diaries had come back from men 18-24 in the metro, and that three of the four had listened heavily to the Country station. Just one of the flukes that can plague the Arbitron system, but at least it was reassuring to the Top 40 station to know that the poor book was not due totally to a poor effort by the staff. Remember. when you get your Arbitron, look at the diary return data on page three - if it looks funny, it may be the cause of an unusually good or bad book for you.

## Look Objectively

When you go to answer the question of what happened to your audience, remember that although it may be difficult, try to be objective as you analyze the situation. It may be difficult for you to believe that a Disco station or an AOR could be nibbling into your Top 40 numbers, or whatever the case. but try to examine the results with some detachment. If you look at the problem in terms of horizontal diffusion, vertical diffusion, or the sample fluke possibility, chances are you'll be able to realistically answer the query about what happened to your audience in the last book.

With the energy situation being what it is, we've received queries to the effect of "Is there any way to determine the impact of the gas crunch on drive-time radio estimates?"

Given Arbitron's current diary setup, it's difficult. Currently, the diary does not separate away-from-home listening that occurs in the office from that listening that might take place in a vehicle, whether moving or waiting in a gas line. Thus, looking at the away-from-home data in the books might give a clue, but I doubt it could be a definitive one, as to any gas crunch impact. Arbitron is testing, however, a new diary that has a column for vehicle listening as well as other away from home (such as an office) tune in. It will be interesting to see which becomes a reality first - an end to the gas crunch, or the revised diary.

> Jhan Hiber, R\&R's Research Fditor (and former Manager of Arbitron Radio), welcumes your questions about ratings and research. Call Jhan at 213-553-4330 during business hours. California time. If you care to leave your mensage or quetion anonymously, or need to call during non-bus. iness hours in California, call and leave your mexage on our 24 -hour line, 213-552. 3525. Jhan will get back to vou ASAP.



| WOKY | WFLI | WCIR | WRKR |
| :--- | :--- | :--- | :--- |
| 94Q | KXX106 | WAAY | KSLY |
| WAYS | BJ105 | WHHY | KCBN |
| WAPE | KEYN-FM | WRFC | KDZA |
| WIRK | KROY | WSEZ | KBDF |
| WBBQ | KRKE | WFOM | KQDI |
| WLAC | WJBQ | CK101 | KBOZ |
| Z98 | 13FEA | KILE | KBIM |
|  | WEEO | KKLS |  |
|  |  |  |  |



Manufactured and Distributed by
nen
Whoever made up the rumor that KHJ and KEARTH would trade staffy, with KEARTH going "live" and KHJ becoming the antomated one, definitely got his wires crossed. There is some talk that KEARTH may go live in certain day-parts (specifically AM drive) but as far as the total RKO-shift in Los Angeles, forget it!

We did pick up from a very good source that M.G. Kelly will return to L.A. radio very soon and it will be back at KHJ. He recently left TEN-Q/Los Angeles to devote all his time to his acting career. Prior to TEN-Q. M.G. had been the afternoon man at KHJ under PI) Charlie Van Dyke, when the station was L.A.'s top rocker.

Clive Davis will remain on as President of Arista Records after the finalization of the sale to Ariola-Eurodisc. Since Clive held a $20 \%$ interest in Arista, he should do very well after all the papers are signed. Our congratulations!

KFMK/Houston is on the air. Houston's newest Top 40) station currently features all segued music with no jocks, but that will change soon as PD Lee Logan puts the finishing touches on the staff. He is still looking for just the right morning person, and it sounds like a "ground floor" opportunity for the proper personality. Contact Lee at KFMK. 1713) 790-8936.

Tom Kay, former PD of WJON/St. Cloud before its recent format shift, has joined Doug Lee's Midwest Promotion team. The independent promotion organization working out of Minneapolis serves radio all over the upper Midwest.

Over $1(k)$ present and past employees of KSTT/Davenport showed up in that fair city for the KSTT reunion last weekend. Old airchecks were modestly played, a few former KSTT jocks went back on the air, and a great time was had by all. One thing that distinguished this reunion from all others we've heard of is that all former employees were invited, not just the jocks. Salesmen, engineers and even the station's former owner made it quite a party!

When Beaumont, Texas was hit by a tropical storm last week, only KZOM/Beaumont MD Mark McLaren and part-timer Larry King were able to make it in to the station. The two traded airshifts for over 50 hours till the storm let up and the rest of the troops could relieve them.

Congratulations to Don Geronimo and his wife Dawn on the recent birth of their first child, Amy Elizabeth. WNDE/Indianapolis's MD is now a proud father.

WMC/Memphis is offering free to all stations voicers about Memphis happenings surrounding the 2nd anniversary of Elvis Presley's death (August 16th). Stations desiring some tape on the fan events that will be filling the city should call the WMC news department between 8am-6pm (Memphis time) at (901) 726-1)477. Thanks to PD Les Acree for the helping hand.

Will Dean Tyler be returning to Philadelphia to program? After all, there is a vacancy now with Jay Cook's exit.

From our "Conspicuous Consumption Department" comes this high-priced item: It was happy 26th birthday for His Royal Highness Prince Mashour Ben Saud of (you guessed it) Saudi Arabia this past weekend here in L.A. The party was a large one and had to be held in a rented hall: The Berwin Entertainment Complex, which is the former home of the University of Judaism(!). But, det's not get sidetracked... the entertainment that the Prince requested was War, which is his favorite rock group. In order for War to play a "private party" the Prince willingly guaranteed the group $\$ 50 .(1)(1)$ in cash!


CAN WE MOVE ON TO OTHER THINGS NOW, PLEASES - Yes, friends, you read about the rumored return of Skylab here first. Street Talk told vou that Skylab would be coming down even before NASA was sure (we have great sources). But little did' we know what this innocuous rumor would unleash. Now it's time to put an end to this nonsense for once and for all. Shown in the photo is WAKY/Louisville News Director Bob Moody, apparently ready for... hasn't he heard? It's down. Les Garland bought it! Gosh, it was in all the papers
and everything.

THE ELECTRIC WEENIE, RADIO'S \#1 GAG SOURCE, GETS LETTERS
JOEL CASH, WINX
material 2) Sheer orionaility of material YOUVE EVERYONE BEAT because il Sheer volumo of YOU ARE HITTING INNOVATIVE PERSONALITIES WITH EXACTLY WMAT TMEY NEED
Honolulu P. Box $25-866$ haw material.

Jocks... write today for free samples.

## INFINITY RECORDS



ALL WE ASK YOU TO DO IS LISTEN.


## John Leader

## Surf's Up For The New Wave

Being connected telephonically to over 200 radio stations on a weekly basis, I begin to draw vague consensus opinions from all the far-flung bits of input. Like a few days ago, someone on the phone said to me, "Boy, 'new wave' music has really invaded Top 40 radio. hasn't it?" Considering the question for about three milliseconds. I agreed that it had but has it really? I've seen some "new wave" (quote-unquote) artists on playlists, but l'm not ready to admit that "new wave" has invaded anybody, least of all Top 40 radio. In fact. the question reminded me of a similar one I was asked six months ago about Disco music on Top 40.

Let's talk definitions for a minute. "New wave." as I understand it, has a lot to do with the sound of the music as well as the physical appearance of those who perform it. I mean. Blondie is "new wave," right? But wait a minute, isn't "Heart Of Glass" kind of a disco sound? Joe Jackson is considered "new wave," but his song "Is She Really Going Out With Him" is just plain rock ' $n$ ' roll when I listen to it.

## Labels, A Liability

Of course, I'm getting into another of those famous semantic arguments here, which will not clarify anything. What needs to be remembered, especially by all of us who program radio stations for mass audiences. is that the public (our listeners) has no real conception of music type or category beyond the "I like it" or "I don't like it" black/white (hold the gray) evaluative technique. They don't necessarily know that Joe Jackson wears funny shoes, thin ties and bizarre sport-coats (looks real "new wave" right?) or that the members
'The cop-outs of 'he's too new wave' or 'she's too disco' are as invalid today as 'it's too R\&B' was five vears ago.'
of Blondie look like they could use a few Big Macs (is she really hanging out with them?). But the listeners do hear their music and a few of the better listeners may even hear an artist name associated with that music. What they don't know is that Blondie may not look like White House dinner party material, but what the listeners do know is that they like that song "Heart Of Glass

We. on the other hand, do know what all these artists look like. "We see 'em in trade ads. We get photos and bios from the record companies and in about nine out of ten cases we have them "labeled" before we ever drop a needle into the grooves! And if you think that labeling process doesn't affect your judgment of a song (even a little) then you're being less honest with yourself than you should be. Why should we presuppose anything about a song until we've listened to it? We shouldn't.

## Listen Before You Leap

The phrase "either it's in the grooves or it isn't" ought to be branded into the desk top of every Music Director in the country. because that is still the number one criteria for music on Top 40 radio. No matter what your demographic target or competitive situation the cop-outs of "he's too 'new wave" " or "she's too 'disco" "are as invalid today as "it's too 'R\&B' " was five years ago. If it's a hit. the audience will tell you: if they're exposed to it. And I'm not suggesting for a moment that you play every new piece of product that arrives at your station, but I am strongly advising you not to prejudge an act's possible audience acceptance level by looking at their picture or remembering past performances. 1 ,isten to the song and if it sounds great. well, gee, maybe it is great!

In the last 12 months or so a lot of "new wave" artists have had sizable national hits. Names are showing up on the Back Page that have never been there before. Artists like Patti Smith, Niek Gilder, Blondie, Nick Lowe, Sniff ' $N$ ' The' Tears, Cars and Knack have

> "The phrase 'either it's in the grooves or it isn't' ought to be branded into the desk top of every Music Director in the Country. .."

[^0]

IS THIS ANOTHER CHEAP SHOT? - No way. Cheap Trick's Rick Neilson stopped by WLS/ Chicego to visit on the air with night personality John Records Landecker. Following the in terview and a fow fan-phone-ins, Rick presented John with his own personalized Cheap Trick Tour Jacket and the obligatory bow tie.

## Top 40 Mailbag

Dear John:
Your June 29 "Top 40 Mailbag"' hit home on a number of points.
I will not comment on Nancy Plum's TEN-Q letter as it would take a ream of paper. She speaks for all of us in her letter. I am sure we all have many "horrr "stories along those same lines.

As for Steven Alan Mackelvie/KRI.C, he brings up a serious problem we all share. Just like any other group of people, radio people tend to "hang out" with radio people. This puts us out of touch with the real everyday world. As a result, while we are fluffing up our egos (by getting our names in $\mathbf{R \& R}$. for example) the everyday concerns, likes, dislikes, problems, etc. of our customers (listeners) pass us by.

I have an approach to the problem that helps to keep me on an even keel with the outside world... it also nets me about 35 extra bucks a week...for five hours a day, three days a week I work in a supermarket. The best part of that is I am dealing with all kinds of people, in all demographics, with all kinds of lifestyles. and I'm not dealing with them as a radio person. That means that when I talk to these people I am not the radio announcer researching them but I am the supermarket clerk seeing them much differently than I would if they were call-outs or demographic break-outs of a book. In short, it's person-to-person. The gas lines, price of cherries this week, the Red Sox, weather, condition of Main Street . . . I hear it all.

One of the things I am finding out is the way the average person perceives radio in general and my radio station in particular. It is enlightening and I wish I had the room to go into it. Every radio programmer should get out of the station and forget he or she is a "radio person" and just meet the customers.

Thanks for your time.
Mark Williams
Music Director, WSAR/Fall River, MA.

## Motion

Chris Collins has joined the airstaff of KMJC/San Diego doing 7pm-12mid from KOHL/ Omaha. PD Jeff Salgo is still looking to replace himself on the air in pm drive at KMJC, but so far, no luck. Contact Jeff at the station ... KQIT-FM/Amarillo has a new MD, Steve Stucker, their current 7-12mid jock assumes new duties . . . At KTFX/Tulsa Dwayne Allan is now Program \& Research Consultant with Lees "Boogie Man" Michaels from KOFM/ Oklahoma City as the new KTFX PD. Also moving from KOFM to KTFX as MD is John St. John. Bobby Davis remains at KTFX as Assistant Program Director ... Robert K. Norton, Program Director of KRNA/Iowa City, has been re-elected as an officer of the corporation that owns the station (a position not often open to programmers). Our congratulations! Also at KRNA, new staffers include James T. Keany in afternoon drive, coming from WAQA/ Grasonville, MD; Elizabeth Clancy has moved from mornings to afternoon news, trading shifts with Gary Brown . . . Steve McCoy has been promoted to Assistant PD at 92Q/Nashville . . . Tom Evans has resigned as PD of KIPRQ/Salt Lake (ity and can be reached at (801) 2620835 Up at KGW/Portland, Janis Wojniak is the new Music Director and Janine Wolf (pictured) has joined the KGW airstaff, doing weekends.


## "Heaven Must Have Sent You"

Bonnie Pointer's totally outrageous new single is now available on her debut Motown album "Bonnie Pointer."

This exciting new version of "Heaven Must Have Sent You" is the first 3M 32-track digital commercial record ever to meet with radio, chart and sales success!

The vocal talent of Bonnie Pointer.
The high technology of digital recording.
Making history. On Motown Records \& Tapes.


Produced by Jeffrey Bowen
LP:M7-911R1 / 12" Disco Single: M-00020D1 / Single: M-1459F
(C) 1979 Motown Record Corporation


IT'S THE GREATEST T-SHIRT - Sister Sledge recently played Toronto, minus sister Debbie who just had a baby Backstage, CHUM's Mike Holland (left) presented an infant-sized station T.shirt to Joni, Kathie, and Kim Sladge.


WSGA MEETS MEATBALL WINNERS - WSGA/Savannah tied in with the ocal premiere of "Meattalls" by staging a meathall arating contest at which winner ate 39 of the delectable delicacies in 14 minutes. Pictured stand ing above it all are WSGA MD Jim Lewis (left) and PD Jerry Rogers.

 Slade (left) presented Epic promotion rep Jim Stewart the first WAYS Gold en Turntable Award for "dedication and professional service to his record company and our radio station." Slade added, "To do both at the same Fox and Southern Record Promotion threw him a party, Pictured (back row l.r) are: 20 th Century's Phil Rauls and Ariola's John Parker: (middle row, (r) Southern Record Promotion's Tim Riley Infinity's Bob Osbarne Guthrie Epic's Craig Brashear, and FM100 GM Don Mevers; (front, I.ri Assistant GM David Gingold, Infinity's Charles Ross, Columbla's Tommy Chaltas, and FM100 Assistant Sales Manager Clarence Johnsom

frampton where he should be at krla - Krlallos Angeles's Laura Gross interviewed agm's Peter Frampton recently. The two are pictured at the station

hotel alabama - MCA's hotel visited WSGN/Birmingham recently. Pic. tured in front of an exploding station logo are (left) WSGN PD Jay Mi. chaels and Hotel's Marc Phillips.

# Watch <br> Beantiful Girls <br> Go All <br> The Way. 

# "Beautiful Cirls" IS THE NEW SINGLE FROM 

# VAN <br> HALEN 

ON WARNER BROS. RECORDS

## AM Stereo

Continued from Page 1 tance skywave reception, good fringe area stereo image, insensitivity to co-channel and adjacent channel interference and perfect compatibility with present AM mono receivers "
Magnavox, which filed a twoinch thick report to the FCC. said of itself. "We have conducted our investigations as much as possible on actual hardware in the real world. " Takeo Yamamoto, Managing Director for Pioneer, says, "The Magnavox system is the best qualified for AM stereophonic broadcasting since it is the most well-balanced with a minimum number of shortcomings." But those "minimum number of shortcomings" seem to be just enough to bother Donald B. Coulter. staff engineer for WGAR/Cleveland. who says. "I feel the Magnavox AM stereo system has too many unanswered questions and problems to be approved as a Standard. "
Harris claims to be the only system "which can exist within present and future allocation frameworks and provide high quality. high fidelity sound." Listener response to the Harris system on WG:N/Chicago was generally good. An assistant professor at the University of Wisconsin told the FCC he was delighted with the Harris system he heard on WGN. Other listeners. however. complained of interference from a Spanish language station

Belar boasted of having a distinct advantage over the other systems in the recovered signal-tonoise ratio. But listener response to a station using the Belar system was mixed. Comments ranged from "my car stereo never sounded better" and "loud and clear." to "voices fade" and "too much overtone.

Motorola said. "There is no system which can completely transmit the left-right signal content of an existing signal without some compromise of the transmission characteristics. We provide the best compromise of non-essential signal characteristics. which should provide the best overall signal for the transmission of AM stereo." Without claiming to be the best. Motorola left it up to the FCC in numerous pages of technical documents to decide.

## Lohman/Barkley <br> \section*{Continued from Page 3}

that Roger was out on the street." The Lohman empire seemed about to decline and fall as well. Barkley relates, "Lo and behold (a two-man team in Cincinnati). Al got the word that they were looking for a team from the East to take over his show. We thought. what if we became the two-man team? Jim Lightfoot helped nurture us. He saw us through the first touchy days."

The union proved quite work. able, although Barkley originally saw it as a temporary teaming. "We did it of necessity, in order to feed our families. I imagine we felt we'd used it as a way to bide our time until I found a place to go program direct and he found a moring show. As it turned out. I still have not found a program director position, and Al couldn't get a job either.
Barkley expressed appreciation for the efforts of listeners to remind them of the anniversary, but added. "We're going to ignore it from now on. We're getting tired of anniversaries. We're going to hold off until the 25 th."

As pictured on Page 3. Lohman and Barkley, even after 16 years together, are still forced to put up with irritating intrusions such as the visit of Playboy's Miss April. Missy Cleveland


JAN \& DEAN RAILROAD REDDING - Surf legends Jan \& Dean recently played a concert in Redding, CA, promoted by KRDG. Pictured at the show $(l-f)$ are KRDG Operations Manager John Martineau, air personality Dave Suino, Dean Torrance, DJ's Randy "Rabbit" Craig and Lurch Martin (MD), Jan Berry, and jock Bob Koroluck. Kneeling in front are News Director Marc Soares (left)and air personality Buck Charles.


DIXON HOUSE BUILOS SEATTLE FOUNDATION - Infinity's Dixon House Bend visited Seattle for a performance attended by label personnel and local radio notables Pictured (1-r) after the show are Infinity VP/GM Bud O'Shea, Infinitv's Michael Atkinson and Grea Feldman, Edward Dixon House, O'Shea, Infinity s Michael Atkinson and Greg Feldman, Ecward Dixon Hous
KJR PD Tracy Mitchell, and Infinity's Joel Newman and Bert Bogash.

## Cleveland

Continued from Page 3 asked that the concert be moved from Sunday afternoon to Satur day evening. However, the promo ters felt that with the concert end ing at four in the morning. the danger of violence to concerthoers would not be lessened. While con sidering the idea. Tiburski claimed the station was besieged with "hundreds of phone calls" from parents who expressed fear over the potential danger in an all-night con cert

The promoters do not appear out of the woods yet however, as the mayor of the township where the Coliseum is located has gone on the air saying that if the con certs were to be held there, he would call out the National Guard to preserve peace and order. Tiburski downplayed the potential danger, noting that "in reality there would be two shows, 18,500 in each, and that they have those kind of shows all the time" without incident. He characterized the mayor's statements as resulting from the ad verse publicity surrounding the earlier event


TUBULAR BELLES AT 92X - 92X/Columbus, OH (WXGT.FM) sponsored a "92X Night" at a local disco. Air personality Chris Shebel (pictured left) with a contest winner hosted the event, which included a tube top com petition and dence contests. 92X gave away albums, T-shirts, and bumper stickers during the festivities.


HEART OF HOUSTON ON POCO - Representatives from three Houston Top 40 stations, KILT.FM, KRBE, and KULF, met with MCA's Poco recently while the group was in town. Pictured (standing, l-r) are: Poco's Charlie Harrison, KILT's Larry West, group's Rusty Young, KRBE's Roger W. W. Garrett, Poco's Paul Cotton, and KULF's Mike Mann; (seated) MCA's Brad Hunt (left) and Roger Ramsoy.


SHOLIN WINGS IT IN LONDON - RKO National Music Director Dave Sholin journeyed to London reçently $t o$ conduct a rare American radio intervlew with Wings, granted for an RKO radio spaclal. Pictured (lirl are Linda McCartney, Sholin, and Paul Mc Cartney.


Karback Earth. Wind af Fire

SOUTH



MIDWEST
WEST

| MIDWEST | Patalerwo |  |  | matemempea | comma | conse | mixamem |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \％ |  |  |  | \％ata |  |  |
|  |  |  |  |  |  |  |  |
|  |  | \％a |  | Nu．aty | \％ |  |  |
|  | \％extitums | mm |  |  | ermme | mem |  |
|  | \％ |  | \％enmen min |  | 边 | come |  |
| 为 | $\xrightarrow{\text { com }}$ |  |  |  |  |  |  |
|  | joil |  |  |  | Par |  |  |
|  |  | ${ }_{\text {mom }}$ |  |  | crammutue |  | ， |
| comen |  |  |  |  |  | 星 |  |
|  | \％ |  |  |  |  |  |  |
|  |  |  | come | ｜West |  |  |  |
|  |  |  |  |  |  | ，knumbem |  |
| \％ | \％ |  |  | comecm |  | tites |  |
|  |  |  |  |  |  |  |  |
|  | \％emizem |  | \％om |  | come | ， |  |
| 20 |  |  | y， |  | cumait | Steramem | \％ms |
|  | \％ |  |  |  | \％ |  | mackimbin |
|  |  |  |  |  |  | 䢕 | \％ |
| cismmemmen | \％maty |  |  |  |  |  |  |
|  | ce9 |  |  |  | mammand |  |  |
|  |  | mma |  | \％ |  | pirest mire |  |
|  | \％axturum |  |  | 込 |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  | yma |  | ，mimitam | ， |  |
| \％ex |  |  |  | mame | Kumpuma | manmm | ciximitic |
| yeckicuma | \％mic | mank |  |  | cosmen | ， | come |
|  | ymanm |  | $x_{i x}^{2}$ |  |  |  | \％axty |
|  |  |  | max mix mixam |  | 5 |  |  |
|  |  |  |  | xamamem | cinems | 込 |  |
| masmes |  | mmmmemat |  |  |  |  | matmo |
|  | marrome |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| nas |  |  |  |  |  |  |  |
|  | ymorneem | emm |  |  | 䢕 |  | mas |
|  |  |  |  |  |  |  | ¢， |
|  |  | 2f |  | mome |  | \％eme |  |
|  |  |  |  | \％ |  |  | 品 |
|  |  | Suntimu |  |  |  | （ram |  |
|  |  | mmame |  |  |  |  |  |
| 5ics |  |  |  |  |  |  |  |
|  |  |  |  | Namemat |  |  |  |
|  |  | －1， |  |  |  |  |  |
|  |  |  |  | 20， |  |  |  |

## PARAIIE ONE PLAYISTS



## Fourplay That Brings Immediate Response:

# NICK LOWE 

 "Cruel To Be Kind" <br> \section*{Number 1 <br> \section*{Number 1 <br> NEN \& ACTME <br> NICK LOWE"Cruel TO Be NOWN Adds 37. Including $99 X$}

## BB63 * CB57 \& RW60 *

From the Columbia album "Labour Of Lust" Produced by Nick Lowe

## JOURNEY

## ‘Lovin', Touchin’,

 Squeezin"'WKBW deb 23
z93 deb 30 wLCY add 0105 add CKLW add KDWB add 26
KSLO 23-18 WZZP add KBEO on KHJ on KFI add KEARTH add KFRC 21-20
K104 36-33

KJR 25-22
KING deb 23 KUPD 23-20 KOPA add WHYN add 940 add 30 WIRK add WRVO add WBBO on Z98 36-34 KNOW 18-14 KXX106 10-6 WERC 29-22

WSGN add WNCI 16-9 92×21-15 KZ93 add WISM 27-25 WVIC 23-16 WMEE On KJRB on KTAC on KCPX 25-22 KRUX RUX add KROY 19-12 KODI on KENO 26-26 KRLC 22-15

WGUY add
WFBG add 14WK deb 40 WHHY add wCGO add WTMA add WSPT deb 29 Y94 add KSLY 19-14 KLUC 19-13 KCBN 38-32 KBDF on $+$ From the Columbia album "Evolution Produced by Roy Thomas Baker for RTB Productions

## PATRICK HERNANDEZ "Born To Be Alive"

CKLW deb 24
woky add
WGCL 27-16
WZZP 26-22
KHJ 14-9
KFI 18-14
KEARTH 5-3
KFRC 23-21
KIMN 26-23
KOPA 28-25
WRKO 10
CKGM 7
KVIL on
Y100 15 130 on

PRO-FM deb 23
JB105 14-12
WOLF deb 19 WKEE add 140 24-20 WHYN 34-29 WAYS 27-23 WOAM 24-18 WTIX 24-23
WSGA 31-28 WLAC add KTSA add 14 WFMF 30-26 KINT 4-2 WJDX deb 24

KSTT add WNDE 30-21 WVIC add WHOT deb 24 KJRB 20-16 KRO 35-29 KERN deb 30 KFXM 24-20 KENO 1-3 WLBZ 18-12 WFBG 31-28 WSEZ 28-20 WTMA 19-12
KCBN 22-16 KRLC deb 25

Produced by Jean Van Loo for A-Tom-mik Productions



Parallel f: Selected stetions in major markets that are format dominant ${ }^{*}$ and/or exerta significant nationalinfluence.

Parallel in: Salected stations in secondary markets that are formet dominant* end/or exert e significant local or regional inficence. This perallel mey also contain some major market stations that do not qualify for perallef one stans.
Parallol in: Selected stations in smavier markets that are format dominant ${ }^{2}$ endlor axert a significent locel influence. This perallel may contion some secondery market stations that do not qualify for perallo/ ivostatus.

Note: /'FFommet dominence is based on the Monday-Sunday, GARA 12Midnight robel persons 12 phes shares as pubushed by Arbltron. All present and possible future reporting ste tions ere eveluated and updeted twice anmually. Thase evahuetions take plece in Jemuary and July.






Page 32



| MARSHALL TUCKER BAND Last Of The Singing... WB) LP. Running Like The Wind |  |  |
| :---: | :---: | :---: |
|  | 30\% |  |
|  | N\&A |  |
| ${ }^{\text {PI }}$ | ${ }_{4 T}{ }^{2}$ |  |
| were $13-12$ |  | 边 |
|  | comm |  |
| 6:22 |  | comm |
|  |  | matin |
| citand |  |  |
|  | - |  |
|  |  | $m_{\text {maxa }}^{\text {max }}$ |
|  |  | comem |
|  |  | mosm |
|  |  |  |
| MAUREEN MCGOVERN Different Worlds (WB) |  |  |
|  | 65/5 | 39\% |
|  | N\&A |  |
|  | ${ }_{\text {ar }} \mathrm{P}^{2}$ | ${ }_{40}{ }^{\text {P3 }}$ |
|  |  | cime |
|  |  |  |
|  | ${ }^{\text {a }}$ |  |
|  | \%mate | comm |
|  | mum |  |
|  |  | (tan |
|  |  | mamer ${ }_{\text {cose }}$ |
|  | mox |  |
|  | axy |  |
|  |  | mers |
|  |  | Ment |
|  |  |  |
|  | That ${ }^{\text {and }}$ |  |


| ght contio |  |  |
| :---: | :---: | :---: |
|  | NIGHTINGA <br> On IWindsong On <br> 50/1 |  |
|  |  |  |


|  |  |  |
| :---: | :---: | :---: |
| BONNIE POINTER Heeven Must... (Motown) LP: Bonnie Pointer |  |  |
| 74/29 |  |  |
|  | $\mathrm{N} \& \mathrm{~A}$ | Netiondi  <br> Summary  <br> UP $\mathbf{3 4}$ <br> SME 11 <br> DONN 0 <br> nDDS 29 |
| Per ${ }^{\text {P1 }}$ | ${ }_{\text {wer }}{ }^{\text {P2 }}$ | ${ }_{\text {cer }}{ }^{\text {P3 }}$ |
| 99X-PM a WPIL 3 wako $9-5$ WPCC $0-30$ | 130 on xC101 -29 PRO-FM 23-10 Jelo5 10-6 WOLF |  |
| sourn |  | soum |
| $\begin{aligned} & \text { kVIL on } \\ & \text { y100 } \\ & 3 s-31 \end{aligned}$ |  |  |
| mowest |  | $\operatorname{mTMA}_{\text {HILE }}^{28-22}$ |
| woky $20-25$ w 22 P 27 $27-23$ |  | mowns |
| WHJ 15-10 |  |  krac on w๓кя on |
| WHJ 15-10 <br> MFI 30-29 <br> KEARTM 10- <br> KFRC on <br> MNG $a$ MOPA on |  | wer |
|  | (e) | (ent |
|  | mowest |  |
|  | KRAV a <br> WWCI $3-24$ <br> WHB - -24 <br> met |  |
|  | KRSP d-24 <br> KCPX a <br> KGW * <br> KMJC a-30 KERN <br> KROY 3 <br> $\begin{array}{ll}\text { KFXM } & 14-8 \\ \text { KENO } & 24-22\end{array}$ |  |






| ${ }_{\text {net }} \mathrm{Pl}_{1}$ | $P_{2}$ | ${ }_{\text {Wer }}{ }^{\text {P3}}$ |
| :---: | :---: | :---: |
| wabe $177-14$ |  | w.300 11 |
|  |  | wcut $17-11$ |
| wико 8 -7 | 38105 5-9 | whiee 6-9 |




The first single from the album "Chuck Mangione Live At The Hollywood Bowl""s, A Chuck Mangione Classic...On A\&M Records \& Tapes


## Others Getting Significant Action

BONNIE BOYER "Got To Give In To Love" (Columbla) 1912 Noves: Up 10. Same
d.29. PRO.FM 2419

Down 0, Adds 2 WIF, KFI, WFL d 29 . WRKO on, KHJ 2825 , KEARTH
HERMAN BROOD "Saturdaynight" (Ariola) $19 / 2$
Moves: Up 10, Sams 7. Down 0, Adds
WTIX $36-31$ WFU 23.17. WRKR 21-18.
HOT CHOCOLATE "Going Through The Motions" (Infinity) 19/0
Moves: Up 10. Same 8. Down 1. Adds 0 . WTIX $39-36$. WISM $30-28, ~ K 104$ 22.18. WCIR 23.11 WGLF $36-34$.
MARY MACGREGOR "Good Friend" (RSO) 18/5
Moves: Up 5. Same 8. Down 0, Adds 5. Z98. WKIX. 14WK, WXIL, KBOZ. WFIL on. KSTP on
DDPISI PRO
ADDRISI BROTHERS "Ghoet Dancerr' (Scott Brothers) 17/5
STEPHANIE MIL S "What Cha Gonna Do Whth My Lovin" "(20th) 15/9
TTEPHA 5 Sal
WTSN, WYRE, $99 X$.FM 17.14. WRKO d-30
HOTEL "You've Got Another Thing Coming" (MCA) 1410
Moves: Up 7. Same 7, Down 0. Adds 0, WBBF 38-37. WAPE 28-23, WRJZ 3429, WHHY $25-21$
CUMAX BLUES BAND "Children Of The Nightime" (Sire) 1211
Moves: Up 6. Same 5. Down 0. Adds 1, 13FEA. Y103 36-34, KNOW 30-28. KRKE 2520
WANS $28-22$ KOWB $22 \cdot 19$.
REX SMITH "Simply Jessio" (Cohumbia) 120
Moves: Up 11. Same O. Down 1. Adds 0, KSTP d-30, KC101 27-25, WVIC 18-13, KERN $28-21$
WANS 3322 . KENI 27-21

IAN HUNTER "Just Another Night" (Chryselis) 1011
Moves: Up 2 Same 7. Down O. Adds 1. WANS, WKBW on. WGCI 23-20, KUPD 7.7, KOPA Moves
d .30 .

## R\&R Top-40 Radio Reporters

| PARALIEL ONE | PARALLEL TWO |  | Parallel three |  |
| :---: | :---: | :---: | :---: | :---: |
| EAST | EAST | MIDWEST | EAST | MIDWEST |
| maccinow York NY | Fies MVBFVBostion Ma |  | muma/Portiand, ME | nowararge ND KKXLIGrend Forks ND |
| Sex mon mxionvow rark ny | 130 Wr Taptirsiourg. PA | KSTIIDevencort lA WWYORHename Ciry. OK | WGUYBangor, ME | KPMEsimerct $N D$ |
| wnocNow roct NY |  | кuivinuse or on | Wrseldove, NH | krocrsiour folk So |
| Wri/priedutatio PA | Hormenty wavz | Mrarcoumbus OH | Whesportamouth NH |  |
| werero/borion MA | Pnorw wpro fmyProvidomce. | EX WXGTMCohmbus OH | Prea wralmenchesto. NH | wescrouth MAN |
| wrocweshington $O C$ | P105 WP P Jiyprovidance AT | WMOE Mndianepois. in | Wric/almome PA | Werarraine w |
| WCAOME/timore MD | FRochest | nces Wrawiperie. 11 | WEEOWarnesbora PA | WEACEOU Ceire. $w$ |
| EKX MXKXVPTreburgh PA |  | Wownmehe NE | Wray Amsoots, MD | woskumput |
| Crewreutido NY | 110 Mrraminorcester, MA | Wameramed Repots, MI | werersectior, $m$ | wheamivansat. w |
| CxMmioronto. CAN. | Wrivespring fiete MA | Wricteer Lensing MI | wxal Portorsbury ur | WTHU/Muazegon. M |
|  | wncc/andgopar cr | Worrapdo OH |  | Wrimeroungstown OH |
| SOUTH |  | Kraw wes Mainas iA | SOUTH | wnowimockrod, il |
| D7luriz Anyfort worth IX | Wrbomtertishurg. PA | KEY IKEVN FWIMICTITES | weavituntsvito AL | KFWATopeta KS |
|  | SOUTH | mrotroungstown, OH | OTE NWKAG FMMMADV: AL |  |
| rimmienif $A$ | ( |  | magcuathens. $\mathrm{ga}^{\text {a }}$ | VEST |
| ZOWFGCYADtanta GA | mo maxtrmyationeog | VEST | mixciathenx Ga |  |
| OIES WRBCOTOMPA A | KLFFDomas TX |  | wremprion Samen NC wrammarieris GA | KEnA/ARCAORage AK <br> Delikfyeviresno CA |
| MIDWEST | MAXY/R Landerdete $R$ <br>  Heallocksornive R | NTACTTACOme. WA NRSPRSer Lete CAN, uT <br>  | mcearcokmbut ©A CWTOH MUCKSyCocco Bach $A$ wourtebrassoe. $A$ | MSCY/Sen luis Obispo. CA muchas veges. NV KCBMRENO NV |
| meachiogo 11 | mavimiome $R$ ? | $\begin{aligned} & \text { KCPXSert Loke Cin } \\ & \text { Moux/Phomix iz } \end{aligned}$ | mose/Asharite NC | RTSN/COtarsoo Sporings CO |
| Cri W/Docroit Mi | wrax West Pum Beoch $\boldsymbol{A}$ |  | WFILATerertovile NC wrmelacherlaston SC | KOZAPude CO |
| KSTMminneopaisis MN | WTMWNow Ortaens LA | NGW/Portiond OR | WAVG/Anderson SC | NOONGIEer fals. MT |
| RSlast lovis MO | wwoencow ormons La | Kmucrsen Orego. CA | Karchaoumont $7 \times$ | NOONBillings MT |
| нокY/мamoutce wr |  | KERMBenerstord CA | anefanvesion $7 x$ | * *avesoremen MT |
| Wevilmuroute m | woselisevenioti GA | Knworfresmo. CA | MeEABChmond. VA | KRICRawtion. 10 |
|  | Wivampicimond. VA | nrxmerson bemardimo CA | KCuY/Jrto Rock, AR | Kameliaw el AM |
| KREQ/Konses Cor. MO | wheorAuguta an wrea;mampasis it | KENOKLes Voges. NV KRKE/A |  |  |
| WEST | muacmashite in |  |  |  |
|  |  |  |  |  |
| NOUR os Angures CA KPMas Angetes CA | nMOW/A.aton $7 x$ |  |  |  |
| KENTH IKATHMCO Angates CA | Wrulenammeoge in |  |  |  |
|  | KEFLSALPvppore La |  |  |  |
| Kenuseorte WA |  |  |  |  |
| Kmawiomve co | wencrearmingraom Al |  |  |  |
| KUPormbenil AZ | HocikRming NC |  |  |  |
| kopalmoent at |  |  |  |  |

## AOR HOTTRACKS

These tracks are by artists who have recelved concentrated airplay and positiva reaction on AOR radio over an extended period of time. Tracks which have been tracke are listed in order of their level of airplay and acceotance
ATLANTA RHYTHM SÉCTION: "SDOoky" "DO It Or Die" BAD COMPANY: "Rock ' $n$ ' Roll Fantasy" " "Cone, Gone, Gone BLACKFOOT: "Highway" "Train Train"
blue ovster cult: "Dr. Music"
CARS: "Let's GO"* "Dangerous Type" "All I Can DO"
CHARLIE DANIELS: "Devil Went Down To Ceorgia""
DIRE STRAITS: "Lady Writer" "single-Handed Sallor
ELO: "Don't Bring Me Down" "Confusion
PETER FRAMPTON: "I Can't stand it No More". "Where I Should
Be"
JOE JACKSON: ". . . Going Out With Him?" " "Sunday Papers
RICKIE LEE JONES: "Danny'S All-Star Joint" "Chuck E.'S..
KANSAS: "People of the Southwind" "On The other side
KINKS: "Gallon of Cas" "Catch Me Now im Falling"
CREC KIHN: "Rendezvous" "Roadrunner"
KNACK: "MY Sharona". "Selfish" "Frustrated
LITTLE RIVER BAND: "Lonesome Loser""
NILS LOFGREN: "No Mercy" "Baltimore
NICK LOWE: "Cruel"* "Susan"
ROBERT PALMER: "Bad Case of loving you"• "Jealous"
OUEEN: "We Will Rock You/Champlons
GERRY RAFFERTY: "...Next TIme" "Days Cone Down"•
RECORDS: "Starr JEVES"
SNIFF 'N' THE TEARS: "Driver'S Seat"
SOUTHSIDE JOHNNY: "Anxious"
JOHN STEWART: "Cold"
SUPERTRAMP: "Stranger"
BRAM TCHAIKOVSKY: "Cirl Of MY Dreams". "USA"
BILLY THORPE: "Children of The SUn"."
PAT TRAVERS: "BOOM BOOm"
VAN HALEN: "Dance The Night Away"• "Beautiful Ciris
DAVIO WERNER: "What's Right" "Imagine
WHO: "Won't Get Fooled Again"
WINCS: "Getting Closer". "Arrow" "Old Siam, sir"
NEIL YOUNG: ". . Hey Hev"

BREAKERS
Breakers are those newer records that have the greatest level of station activity on any given week.

## HERB ALPERT <br> Rise (A\&M)

$64 \%$ of our reporters on it, 8 adds WMAK, WDRQ, WMJX, KIIS-FM, WOKV, KITT-FM, KHFI, KXTC. Key moves: 22-16 WCAU, 23-14 KLAV, 15-11 WDON, hot rotation WGCI, WKYS, WKTU, medium airplay WMAS, debut 29 KRLY, on KTLK, WDAI. Charts at Number 25 on Airplay/30.

FRANCE JOLI
Come To Me (Prelude)
$57 \%$ reporting action, 7 new adds, WBOS, KATT, WDRQ, KITT-FM, KRLY, WDAI, KTLK. Key moves: Medium airplay WKTU, debut 27 WOKV, debut 30 WDON, on WKYS, WEZB, KFMX, KXTC, WMAS and WKGN. Charts at Number 29 on Airplay/30.

## AL HUDSON \& THE PARTNERS <br> You Can Do It (MCA)

54 \% reporting activity, 2 adds, WMJX, KFMX (ra). Key Moves: 12-9 KRLY, 25-18 WCAU, 15-13 KITT-FM, hot rotation WKTU, KXTC, medium airplay WDAI, debut 21 WBOS, debut 18 KIIS-FM, debut 23 WDRQ, on WDON, WK GN, WKYS. Moves from 30-26 on Disco Airplay/30.

## NEW \& ACTIVE

All other new and recent releases getting substantial airplay. These are llsted in order by their activity levels at our reporiling stations.
DAN HARTMAN "Hands Down" (Blue Sky - 12") 50\% of our reporters on it added at WMAS, WKGN, WOKV and WIKS. Debut 30 at KLAV. On the following stations WKTK, WCAU, WDON, WKTU, KATT, WMAK, KSET, KRLY, KXTC.
RUTH WATERS "Never Gonna Be The Same" (Millennium - 12") $46 \%$ reporting action, added at KITT-FM. Key moves: 28-24 WDON, 30-24 WKTK, 26-22 WOKV, medium airplay WMAS, KSET, WMAK, WIKS, debut 30 KRLY, on WEZB, WKGN, KHYS Station activity charts it at Number 30 on Alrplay/30.
MASS PRODUCTION "Firecracker" (Cotillion - 12") 43\% reporting airplay, 4 new adds, WCAU, KATT, KRLY, WMAK. Key moves: $8-3$ WMJX, $40-21$ KHYS, 2.2 WDON, 13.11 KTLK, 2-2 WBLX, 5.4 WEZB, hot rotation WKYS, WGCI. Station activity charts it at Number 27 on Airplay/30.
GRACE JONES "On Your Knees" (Island - 12"') 43\% of our reporters are on it, 6 new adds. WMAS, WCAU, KSET, KLAV, WEZB, KHFI and on at WKTU, KATT, WDAI, KRLY, WIKS.
DEBBIE JACOBS "Don't You Want My Love" (MCA - LP) 39\% reporting activity. Key moves: $22-17$ WMJX, 19.15 WOKV, 25-22 WEZB, $15-14$ WCAU, 9-9 KIIS-FM medium airpiay WMAS, WKYS, debut 18 WKGN, on WDRQ.
EARTH, WIND \& FIRE "After The Love Has Gone" (ARC/Col. - LP) 39\% reporting action, added at WKTK and WKYS Key moves: 28-20 WBLX, 19-12 WEZB, 25-22 KHYS, 20-17 KTLK, hot rotation WMAK, medium airplay WIKS, WGCI, on WKGN and WDRQ. ROZALIN WOODS "Whatcha Gonna Do About It" (A\&M - 12") 39\% of our reporters on it. Added at WDRQ. Key moves: 26-22 WKTK, 28-24 WOKV, 26-25 WBOS medium airplay WMAK, on WMAS, KXTC and KIIS.FM
GEORGE McCRAE "Don't You Feel My Love" (Sunshine/TK - 12") 39\% of our reporters on it, added at WBOS, WCAU and KIIS-FM. Key moves: 9-6 WMJX, 29-26 WOKV, On WMAS, WEZB, KSET, WKTU, WKYS, WKGN.
FERN KINNEY "Groovė Me" (TK - 12') 36\% reporting action, added at WMAK WIKS, WBOS Key moves: 20-17 WCAU, 30-26 WEZB, 25-22 WDON, medium airplay

## DISCO BEAI

 Pam Bellamy \& Gail Mitchell
## WKTK: Disco Success In Baltimore

Under the guidance of PD/MD Lou Kreiger, WKTKIBaltimore enjoyed ratings success in the recent April/May Arbltron. The station went from a 2.8 to a 4.4 (Monday-Sunday, 6 am12 mid , average shares 12 -plus). This week we thought we would talk to Lou, as a successful Disco programmer, and explore his views on programming

R\&R: Why do you think people are attracted to your station?
KREIGER: Baltimore has a large black base, and I think what really helped disco come about and what helped people to listen to it more is the state of rock and roll right now. The Eagles haven't had an album out in almost three years, it's been a good while between Fleetwood Mac and a lot of other groups that are superstars. From the research that we do, the majority of the rock stuft that is selling in the market right now is mainly catalog product. Disco is something new. It's different, and maybe it's time for a
change. Disco is more vibrant, it keeps you up and gives you some energy. We did not have to do a whole lot of research because V103 (WXYV, a Plough station) was already on the air and pulling healthy shares. So we figured if they were going to be the only act in town, then we were going to go after them
full force full force.

R\&R: Do you think that Disco as a format is declining?

KREIGER: Not in this market, In other markets it hasn't done well, but I think that's due to the stations themselves and the programming concepts they use. We have WKYS in

## 10

D.C., which was one of the ploneer station in Disco. They are consulted by Burkhart Abrams and they are into a lot of on-air mixing, which we are not into, and they are also against playing ballads. I think it's a problem with each individual station as to just how the Disco format is presented to the audlence whether it will work or not. I know a lot of sta tions were in trouble before they went Disco They expected it to be their savior since WKTU got their numbers and it's just not working that way for a lot of them.
R\&R: Have you done any research on your own to find out what your listeners want to hear? KREIGER: Certainly, we are always doing in-store surveys with retail sales, we do nightclub surveys where we approach people in clubs. We have people who go out there and handle these surveys. We out handie these surveys. We thoroughly re search all the oldies we have on the air, to we even break those down demographically. we even break those down demographically.
We try to do as much music research to tailor We try to do as much music research
this format to this market as possible
this format to this market as possible.
We have forms that we mail out to people that win in contests, we have forms that we
give out on remotes, in record stores and
disco clubs. I have one research person and disco clubs. I have one research person and
that's all he does is tally up these research that's all he
forms we do.
orms we do.
R\&R: Does your audience desire a blend of music?
KREIGER: We have been experimenting with adding some different categories and stealing some of the AOR properties. We have been using some of the old format things that this station used to use in AOR and we found that over the last couple of months in the Mediatrend we have even stretched out The Mediar hours a lo more sust by out our quarter hours a lot more, just by playing a lot of extra music. Basically, the way we find most of that is either hearing an album and irying to pick out a secondary cut if there is one, or picking up on some album cuts that may be played in the major discos in town We rely heavily on what these disco DJ's tell us, in certain discos.
R\&R: How often do you do your call-out in-store, and club research?
KREIGER: Continuously. It goes on every

# SUMMER'S HERE <br> ISRIGHT FOR... <br> 3 unseasonably hot singles from Warners: 



## Ashford \& Simpson "Found A Cure"

(12" disco DWBS 8874, 7" WBS 8870)
Their midsummer masterpiece, featured
on the new LP Stay Free
(HS 3357).

Produced and written by Nickolas Ashford \& Valerie Simpson for Hopsack \& Silk Productions, Inc.

## Freddie James "Get Up And Boogie"

 At 15, he may be too young to get into most discos, but few discos will have trouble getting into Freddie James' "Get Up And Boogie," from the debut LP of the same name (BSK 3356).Produced by Tony Green

## COHXP



## Love De-Luxe With Hawkshaw's Discophonia "Here Comes That Sound Again"

(12" WBSD 8827). Furo-disco at its best, from Sophisticated Euro-disco at Love De-Luxe album the spanking That Sound
(BSK 3342)
Produced by Alan Hawkshaw.

Radio\&Records
ADDS \& HOTS


## WKTK

Continued from Page 36
R\&R: Does your audience welcome a lot news, public affairs, weather, etc.? to more We have increased our public a fairs program we are in the process of cre ating a news department We don cre ating a news departmen. We don' have a get by with one person and we're an ABC FM affiliate so we carry their news. But we are in the process of putting together our own local news department. We have complete weather, also "Metro Traffic." Yhis is
put together by an organization in Baltimore with one base station, six cars and two mo torcycles out on the road each morning with two-way communication. We run those in morning drive and afternoon drive, along with national news.
In our research we do ask the people how they feel about the news and traffic coverage that is presented on the air and what they would like to see change. Most of the people seem to be satisfied with what they have. The biggest thing that we have gotten back is that they wish we would expand our loca news coverage which we are working
right now. We hope to have at least three news persons here so we can provide ample

R\&R: What do you feel are the strong KOints in your programming?
KREIGER: Basically, instead of trying to make it a nightclub and present it as that type of sound, we are just a radio station playing disco music and varlous other rhythmic types of songs that fit in well with out type of song: We are not agail play a slow songs. We like to let them establish them selves and that way we can pick and choose.

We keep in real close touch with our lis
teners. When ever l'm at a disco, I constantly teners. When ever I'm at a disco, I constantly the station if they are listening to anothe Disco station, I like to find out what's wrong with our station that turns them off If you are going to be successful, you have to go after answers to questions like that
R\&R: Do you feel that you are doing any hing wrong in your programming?
KREIGER: Possibly. As the months go by we will continue to experiment and do dif erent things that worked years ago in radio

# "YOU CAN DO IT" HAS JUST DONE IT! 

## BREAKERS

## AL HUDSON \& THE PARTNERS You Can Do It (MCA)

$54 \%$ reporting activity, 2 adds, WMJX, KFMX (ra). Key Moves: 12-9 KRLY, 25-18 WCAU, 15-13 KITT-FM, hot rotation WKTU, KXTC, medium airplay WDAI, debut 21 WBOS, debut 18 KIIS-FM, debut 23 WDRQ, on WDON, WKGN, WKYS. Moves from 30-26 on Disco Airplay/30.


## "YOU CAN DO IT" <br> Al Hudson \& The Soul Partners

# THE PICTURE PAGES 

Cory Daye Cruises High C's


RCA/New York International Records recently celebrated the release of NY Int'. recording artist Cory Daye's debut disc "Corv And Me" when they hosted a gala fete aboard a 380 foot sailboat. Seen while sea crulsing are (I-r) New York International President Tommy Mortola, RCA Records Division VP Bob Fead, New York International GMNP Randy Hoffman, Ms. Dave, and the album's producer, Sandy Linzer.

EW\&F's Platinum Passport


ARC/Columbia recording group Earth, Wind \& Fire were recently presented with CBS Records International platinum passport awards in recognition of the group's achievements in touring, promotion and sales in the world marketplace. Pictured at the presentation are from left: ARC co-Chairman Bob Cavallo, CBS Records Int'l Pres. ident Dick Asher, ARC President and producerlleader of EW\&F Maurice White, ARC's Monty White and CBS Records IntI VP Dennis Killeon.

During the ninth annual "Hal Jackson's Talented Teens Contest," held in Los Angeles recently, Atlantic Rec ords held a company reps could address the 35 young women finalists in attendance regarding the music business. Photo'd at the fete are, from left: Inner City Broadcasting Sr. VP/GM Hal Jack son. Atlantic VP/GM Bob Greenberg, and Atlantic's Hasani and Marty Mack.

## WB Gets Metheny Group Down Pat



Warner Bros. Records recently staged a party for Par Methenv. Shown (l-r) are WB's Ricky Schultz, WB VP Lou Dennis, WB President Mo Ostin, Methenv, group member Lyle Mays, WB's Charlie Lourrie, WB Senior VP


Pictured during the Epic/Portrait/Associated Labets mid vear A \&RIPromo tion/Marketing meetings in Los Angeles recently are from AcR/Prom VP/GM Don Dempsey, Epic recording artist Angelle Trosclair, Epic staff producer Tom Werman, and Angelle's co-manager Richard Kimball. Ms Trosclair's latest album, "Tuff Enuff, "will be released in August

## Bryson's Belles



After his recent performance at Los Angales's Greek Theatgr, Capitol's Peabo Bryson (center) proved himself quite the ladies' man and accepted congratulations from original Supremes member Mary Wilson (left) and la belmate Gloria Jones.

# STEPHANIE MILLS <br> <br> "What Cha Gonna Do <br> <br> "What Cha Gonna Do With My Lovin'?' 

 With My Lovin'?'}


## ALBUM WILL BE GOLD THIS WEEK!

 sINGLE OVER 550,000 IN SALES!
# THE PICTURE PAGES 

Blondie's Boss-Town Sound


When Chrysalis recording group Blondie recently performed at the Orpheum in Boston, they were met backstage by sundry labal and radio reps. Pictured posing are (back row, l.r) group members Frank Infante, Jimmy Destri, Nigel Harrison, Clem Burke, Chris Stein and Debbie Harry, and Malverne Distributors' Dick Masters; (front row, I.r) WFEA/Manchester, NH PD Rick Ryder, WVBF/Baston's Tom Donnelly, Chrysalis's Linda Steiner, WXKS/ Boston air personality Vinnie Peruzzi, and Chrysalis's Al Twanmo.


The Santa Monica Civic Auditorium played host to EMI-America/United Artist's recording artist Earl Klugh. Pictured backstage after the show are ( $1-r$ ) Capitol Sales' Ron Fischer and Micheel White, EMI-AmericalUA's Dale White, Klugh, EMI-America/UA VP Don Grierson and EMI-America/UA's Bill Burks.

## Money's Universal Appeal



Columbia's Eddie Money recently performed at the Universal Amphitheater in Los Angeles. Pictured backstage after the performance are (l.r) Eddie's manager Bill Graham, Columbia VP Ron Oberman. Eddie Money. Columbia staff producer Bruce Botnick, and Columbia's George Chaltas, Ken Sasano, and Debbie Newman.

Atlantic Discusses Links With Miss Piggy


Snapped at an exclusive New York City restaurent while discussing the lebel's release of the soundtrack to "The Muppet Movie" are Atlantic Rec ords President Jerry Greenberg (left) and the epitome of porcine put chritude - Miss Piggy.

## Congratulating Buffett



MCA Records' Jimmy Buffett celebrated with some Coke after his der formance at the Universal Amphitheater. Shown (1.r) Sue Siner, MCA Pres ident Bob Siner, Buffett, and MCA VP's Denny Rosencrantz and Stan Lay

## Capitol Keys On Motels



Following their recent performances at the Whisky in Los Angeles, Capitol recording group the Morels ware feted and greeted backstage by various label execs. Caught amidst the kudos and superlatives are (standing, I-r) Motels manager Ken Fritz, Capitol VP's Rupert Perry. Dennis White and Mir Olin Capitol's B John Carter (producer of the Motels), group's attorney (seated, (-r) Motals members "Frets" Frita Managementr's Dennis Turner cock, Martin Jerrari, Martha Davis, Brian Glas

## Black Rarlin



## Bill Speed

## Jazz Radio: The Challenge And The Promise

One of the building blocks of pop/rhythms is the historic black sound of jazz. In recent years, jazz, always a diverse form of music. has branched out even further. with new experiments in "fusion" and jazz-rock and new directions in the ayant-garde.

Jazz radio must be able to take this diverse music form and program it to gain audince acceptance. That takes a sophisticated sort of radio and music knowledge, of the kind shown by WJZZ/Detroit Music Director Dorian Paster. WJZZ has been successful in holding over a 3.0 share in the competitive Detroit market over the last two ratings books: Paster explains their methods in the following interview:

R\&R: What kind of future do you think contemporary Jazz-formatted radio has?
PASTER: I think its future is expanding in American society currently. With the advent of disco music as a mass appeal music and dancing becoming a popular activity. rhythmic music in general will see an upsurge for the simple reason that, once people begin to hear the music on a regular basis they look for more complex forms of it. more ex-
> "With Jazz radio, it's the same story; if it's well done and it appeals to a majority of people who can relate to it, then they wind up listening to the station."

pansion that will carry them to new cultural heights, so to speak. Because diversity is nice, variety is nice. I also think there is an interesting trend of Jazz radio occurring on the college level. Whereas progressive rock was, for a number of years, the experimental form, the artistic form that people got involved in the late Sixties and early Seventies. Jazz, once again, has become that experimental artistic form. You see more jazz on the college front than you've seen for many years.

R\&R: What do you think about jazz as an art form? What's going to happen with it? Do you think all these various music forms are going to infiltrate it?

PASTER: Jazz is experimental, and the musicians involved have tried to evolve it for themselves. Certainly, those people are also interested in making the move into other commercial forms of jazz that are more widely acceptable and understandable by most people. But, by the same token, I think you'll find that just as rock began to creep into jazz in the early Seventies in fusion rock so will other aspects creep into jazz. There are still a lot of avant-garde jazz musicians who play free-form music that are still playing free-form


IN TWE ARTE E IN TWEIR HEARTS - Plctured ot the socond annual "Communicators With A Conscience" awards dinner following the evening's awards ceremony are, from left: Song. wifters Resource Center's Colse Paladino lwho accepted the award for the late Helen Kingl; the event's aponsor Rod McGrow; Arlole recording artist Linde Evens, ector/alnger Cart Anderson; and Songwitters Resource Center's Lots Arkin. Proceeds from the fund-ralser, which ehis veer honored women in the erts for their humanitarian efforts on and off stage. benefit colloge sadernte in the communications field.
"If you'try to play what you think your taste is or what anyone else thinks is the best of music, you'll end up with a situation where it will be rejected. Never tell people what they like. Whenever you try to expose an audience to a diversity of things, a lot of that material will be absorbed and will be accepted.
music, and some of the musicians have stopped playing free-form music and are more commercial in their appeal now. Don Cherry is a good example. But they still are capable of playing the more artistic, the more improvisatory form if they want to.

R\&R: Is a Jazz format viable in terms of sales - can you sell it?
PASTER: Our listeners are rather loyal so you have a good situation as a result. Obviously, it is good for selling music of a jazz nature or to people who are interested in music. But aside from that you can end up with all kinds of other accounts, such as stereos, national accounts, shoe stores, etc. If you get some kind of decent numbers in your market you have got to induce audience response. And that's not hard to do. With Jazz radio, it's the same story: if it's well done and it appeals to a majority of people who can relate to it, then they wind up listening to the station.

R\&R: What about the mechanics on the air? What do you do to keep people listening?
PASTER: Try to play a large diversity of music. As I told you before, there are different forms that enter into jazz - it's a wide definition from Dixieland to progressive cerebral material with a lot of things in between. So the best way one can hold an audience of people is to play a fairly large variety. We pretty much cut off at the swing era. We don't play much swing music from the big band days though we do play some big band or con-temporary-sounding things. Then we play things all the way up through what I essentially say is a fusion jazz form, but not heavy metal. We stay away from the heavy screaming guitar aspect of it. That'way we find we don't offend too many people. One aspect that is quite relatable to most people is that jazz uses popular tunes. So you hear a lot of Stevie Wonder material done by jazz musicians, you hear a lot of standards, the Muzak things you hear as you ride on the elevator to your doctor's office. And people can find a niche that is viable for them so that you can make money and get and hold a large audience

R\&R: Do you think people listen to jazz more now?
PASTER: Oh, yeah. Because of the reinforcement of rhythmic music in society in gen eral, i.e., disco music. and because it fits into their lifestyle more than it did before. I think that what has happened is that a lot of jazz musicians who perhaps were involved in the more experimental aspects have found that if they come up with a commercially relatable tune that people can grasp then it will become popular. And as it becomes popular the other aspects of jazz will become more popular because people themselves will grow.

R\&R: Any closing words?
PASTER: Only that Jazz radio has a real future and will probably be the next number one mass listening format - if it is done correctly. If you try to play what you think your taste is or what anyone else thinks is the best of music, you'll end up with a situation where it will be rejected. Never tell people what they like. Whenever you try to expose an audience to a diversity of things, a lot of that material will be absorbed and will be accepted.

## People

Maynard Grossman is the new General Sales Manager of WVON-WGCI/Chicago. He was formerly General Manager of WSID-WL.PL/Baltimore . . . Lee Michaels, air personality at KKSS/St. Louis, has formed Concept One, a tape service . . Don Chambers, most recently an air personality at KILT/Houston, has been doing guest DJ appearances at WKXI/Jackson, MS . . Also in Houston, KMJQ is on the lookout for air, news and sports personalities. Inquiries as well as tapes and resumes should be directed to KMJQ. 3100 Richmond Avenue. Houston, TX 77006 . . . Sam Weaver has transferred from WDIA/ Memphis to KDIA/Oakland . . Please be sure to send me all of your station's news. photos, promotional materials, etc. Remember, you don't have to be a reporter to participate. Address to: Bill Speed, Radio \& Records, 1930 Century Park West. Los Angeles. CA 90067

## Places

TENNIS ANYONE?: W.JLB/Detroit in association with American Airlines sponsored a "Super Tennis Night With The Stars" on August 4. The Franklin Racquet Club was the appointed location and during the tournament welcomed such celebrity tennis "bums" as the Spinners, Kaydio and Marlena Shaw

## Things

KHJJTV/Los Angeles is set to air Hal Jackson's Talented Teens International Contest August 12 at $11: 30 \mathrm{pm}$ EDUCATIONAL RAIDIO: KADX/I)enver held a radiothon July 3 and 4 to benefit the United Negro College Fund (UNCF). It was centered at Denver's East High School with the Jazz-formatted station broadcasting live beginning 6am on July 3 and culminating at 10 pm on July 4. In conjunction with the radiothon, a free jazz estival was presented at the school featuring 15 local groups. The entire affair attracted between 5000 and 6000 people and netted $\$ 140,000$ for UNCF . . RADIO FOR JORS: KKTT/Los Angeles touched upon a vital problem in the local community when it held its first annual "Job-A-Thon" on August 7. In association with Project Resocialization, the job-a-thon was scheduled from 6am until midnight with job soekers vying for 2000 full. parttime and job training positions throughout the city

## Pap/Rhythms

## HOTTEST <br> Following are listed in order of thelr airplay activity.

## CHIC

"Good Times" (Attantic) TEDDY PENDERGRASS '"Turn Off The Lights" 1 Phil. Inti.) MICHAEL JACKSON
"Don't Stop 'TII You Get Enough"' (Epic) DONNA SUMMER "Bad Girls" (Casablanca) EARTH, WIND \& FIRE
"After The Love Has Gone" (ARC/Columbia) MASS PRODUCTION
"Flrecracker" (Cotillion) CAMEO
"I Just Want To Be" (Chocolatè City) ASHFORD \& SIMPSON "Found A Cure" (WB) STEPHANIE MILLS
"What Cha Gonna Do With My Lovin' " (20th) DIONNE WARWICK
"I'll Never Love This Way Again" (Arista)
CLIMBERS

O'JAYS "Sing A Happy Song" (Philadelphia International) 25\% of our reporters are on it. In the South, the record is new at WPDO. WTMP and WVOL, in heavy rotation at WYLD and Top 5 at WAOK. Added in the East at WAMO. Added in the Midwest at WJLB and hot at WCIN.
TEENA MARIE "I'm A Sucker For Your Love" (Gordy) 25\% of our reporters are on it. Number 1 in the South at WKXI and otherwise Top 10 at WJJS, KMJQ and WATV in the region. In the Midwest it is Top 10 at WJLB and in heavy rotation at KPRS. Top 10 in the West at KSOL and KDKO.
MINNIE RIPERTON "Memory Lane" (Capitol) 25\% of our reporters are on it South dominates with chart activity: already Number 2 at KMJQ and Top 10 at WJJS, WATV, WEDR and WEAS. Top 5 in the East at WWIN and Top 5 in the Midwest at WKWM. DRAMATICS "That's My Favorite Song" (MCAI 22\% of our reporters are on it. Debuting in the West at KDAY. Top 10 in the South at WEDR. WPDO. WKXI and WAOK. Added at WJMO and in heavy rotation at WDAO in the Midwest.
GQ "I Do Love You" (Arista) 22\% of our reporters are on it. Already Number 1 in the West at KDAY and debuting at KSOL. Receiving heavy rotation in the Midwest at WCIN and WTLC. Heavy airplay at WWIN in the East while the South reflects strong positions at WYLD and WAOK.
LTD "Dance ' $N$ ' Sing ' $N$ ' " (A\&M) 22\% of our reporters are on it. Top 10 in the Midwest at WJLB. WLOU and WVKO. The South reflects Top 10 positions at WTMP and WVOL with hot airplay at WGIV and WEAS.
DIANA ROSS "The Boss" (Motown) 19\% of our reporters are on it Top 10 in the South at WATV. In the East it is Top 10 at WDAS and receiving heavy airplay at WWRL. The Midwest shows Top 5 at WJMO and Top 10 at WLOU Climbing in the West at KLIP. GENE CHANDLER "When You're \# 1" (20th) $19 \%$ of our reporters are on it. Added in the South at WAOK, WGIV and WEDR Debuts in the East at WWRL. Climbing at WLOU in the Midwest and Number 2 at KLIP in the West
HERB ALPERT "Rise" (A\&M) 19\% of our reporters are on it New in the Midwest at

## Album Airplay

Following are listed in order of thoir airplay activity.

EARTH, WIND 8 FIRE "I Am" (ARCICommbia) "After The Love Has Gone"e Boogie Wonderland":
TEDDY PENDERGRASS "Teddy" (PhiL Intl.) "Turn Off The Lights": "Come Go With Me
DONNA SUMMER "Bad GIrts" (Casablanca) "Bad Girls"" "Hot Stuff"* "Sunset People"
THE JONES GIRLS "The Jones Gifs" (Phil. Int'l) "You Gonna Make Me Love
Somebody Else".
ISLEY BROTHERS 'Winner Takes Ar' (T-Neckl "I Wanna Be With You"e "Winner Takes All".
RAYDIO "Rock On" (Arista) "You Cen't Change That"• "'Hot Stuff"' "Rock On CON FUNK SHUN "Candy" (Mercury) "Chase Me""

WVON and WDAO. Heavy airplay in the West at KDAY and new at KYAC. New at WAMO and in hot airplay at WWIN in the East.
CON FUNK SHUN "Chase Me" (Mercury) 19\% of our reporters are on it. Top 10 in the South at WJJS. WANT. WATV and WEDR and in heavy airplay at WVLD. Just added at WVON in the Midwest
SWITCH "Best Beat In Town" (Gordy) 19\% of our reporters are on it Top 10 in the West at KDKO. Top 10 in the South at WATV. Top 5 in the East at WDAS. It is already Number 2 at WJLB and in heavy rotation at KPRS and WTLC in the Midwest.
GAP BAND "Open Your Mind" (Mercury) 19\% of our reporters are on it Top 5 in the South at WJJS. Top 10 in the East at WAMO and WDAS with heavy rotation at WWIN. In hot rotation in the Midwest at KPRS and WTLC
AL HUDSON AND THE PARTNERS "You Can Do It" (MCA) $16 \%$ of our reporters are on it. Receiving hot alrplay at WVON in the Midwest. Top 5 at WDAS, just added at WWIN, and hot airplay at WWRL in the East. Debuting in the West at KDAY
ROY AYERS "Love Will Bring Us Back Together" (Polydor) 16\% of our reporters are on it Top 5 at WLOU and in heavy rotation at WDAO and WTLC in the Midwest. A significant climber in the South at KMJQ and WEAS
ISLEY BROTHERS "Winner Takes All" (T-Neck) 13\% of our reporters are on it Number 1 in the South at WAOK and in hot rotation at WGIV. In heavy rotation at KDAY in the West and in heavy rotation at WDAO in the Midwest

## NEW \& ACTIVE

DAVID RUFFIN "Break My Heart" (WB) 34\% of our reporters are on it. Hot new record. South leads with activity; new at WAOK, WATV, WPDQ and WYLD. Debuting in the Midwest at KPRS, WJLB and WVON while added in the East at WDAS and WWIN. On in the West at KDAY and KYAC.
COMMODORES "Sail On" (Motown) 31\% of our reporters are on it Breaking fastest in the West added at KDAY, KDKO, KYAC and KLIP. Debuting in the South at WPDQ. WVOL and WKXI. New in the Midwest at WVKO and WVON. Added at WDAS in the East. RICK JAMES "Fool On The Street" (Gordy) 19\% of our reporters are on it The Midwest reflects Top 10 at WJMO and hot airplay at KPRS and WDAO. In the South. it's Top 10 at WVOL and WEDR with a strong climbing position at WJJS
NEW BIRTH "I Do Love You" (Ariola) 16\% of our reporters are on it Debuting in the Midwest at KPRS and WJLB. Added in the West at KDAY. New in the South at WTMP and debuting in the East at WAMO.
MICHAEL HENDERSON "Do It All" (Arista) 16\% of our reporters are on it. Debuting in the Midwest at WCIN and WJMO. New in the South at WKXI while Top 10 at WAOK Already TOp 5 at KLIP in the West. HOTTEST

CRUSADERS.
Street Life (MCA) "Street Lifo"
BOBBYHUTCHERSON
Highway One (Columbia)
Various Cuts
FREDDIE HUBBARD
Love Connection (Columbia) Various Cuts
TOM BROWNE . Browne Sugar (Arista) HEATH BROTHERS . .... Various Cuts
 .......... Various Cuts Various Cuts
. . . I Wanna Play For You (Nemperor) RON CARTER . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . Various Cuts

NEW \& ACTIVE
MARLENA SHAW
Take A Blte (Columbia
Various Cuts
NEIL LARSEN . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . High Gear (Horizon) Various Cuts
EAST: WRVRNNow York, NY HerschellProscott WHURNashington, D.C., Jesse FexC WEAABaltimore, MD, Chauncey Lewis. SOUTH: WCLK/Atlanta, GA, Requaya Ward. MIDWEST: WBEY/Cohumbus, OH, P. Norman Grant WJZZDetroit, MI, Dorian Pastar. WEST: KADXIDenver, CO, Chuck Edwerds; KRE/Berkeley, CA, Hal Jackson: KKGOILos Angeles, CA, Monics Riorden; KJLM/Los Angeles, CA, Lewrence Tenter

August 10, 1979 Regimmalized Adds Er Hats
Stations are listed by region. Hots are listed in order of their aliplay

EAST

L. Micteon
ADDED
Not A valle

Horrest
CNic
Comeo
Cameo
Dilonne Warvich
Micheol Jackion
Enchentm
Switich
Oromedee
Tedoty Pondergrese
Teane Mario
Monh

## 



| WANT mectroind VA Ben Mance | warv <br> Chetorm SC Corb Tumer |
| :---: | :---: |
| AOOED | noded |
| Archie Bell 6 The Dralle | Gone Crionder |
| Jlmmy Briscoe \& The Beavers | Nucheel Henderson isummerme |
| Gane Chendier | Pockete |
| Sieter Stedoe | Commedora |
| Mutiny | Rence Alten Chontel Curta |
| HOTTEST | Tamiko Jonee |
| Batry Wright | Trome Davts |
| cric | famkinney |
| Cameo |  |
| Enchanument | morrest |
| Sun Actord Simpion | litory broe |
| Asthord 8 Simpion | Michael Jeckion |
| Micheel Jockson | Achtord tr Simpaon |
| Con Funk Shun | Edwln Start |
|  |  |
| wpoo | ${ }_{\text {che }}^{\text {che King }}$ |
| Nat Jection | Mullio Jeckson |
|  | Todoy Pendergrem $1 \mathbf{C o m}$ |
| A0060 |  |
| ${ }^{\text {O M }}$ Micheor Jeckzon | Meord $a$ |
| Micheer Jeckzon | fory Puetmo |
| Dave Crawtord |  |
| Rance Allan | ADDED |
| Dovid Rutfin | Archie Ball ${ }^{\text {e The }}$ Trellis |
| Commodores | Michaol Jeckton |
| Variotions |  |
|  | Frst Choice |
| Hottest | 7 tr Wonder |
| Mass Production | Copt Sky |
| ${ }_{\text {KCG Sunshine Band }}^{\text {Keddy Pondergras: }}$ | Ruth Watars |
| Chic |  |
| Anita Werd | HOTIEST |
| Danne Summer | Masz Production |
| Stophenie Mills | McFaddan \& Whitehead (0) |
| Jones Birls | Jomen Brown. |
| Dramatice <br> Peeches 6 Hert | Anita Ward |
|  | Drometics |
| waok | Con Furk Shun |
| Aderta an | EWGF wlemotions |
| Doug Herts | Minnio Riperton Shotgun |
| adodo |  |
| GO(1) ${ }^{\text {a }}$ | wJJs |
| Olonno Werwickl (0asio) | Lymatrurg, VA |
| Oevid Ruttin ${ }^{\text {Cha }}$ | Rabert Goire |
| Chocolate Mille | ADDED |
| Gone Allion | Comeo |
| Prince Philitp Mitchall | Wordell Piper |
| Carrio Lucas | Michaol Jackson |
|  | Etron John |
| Temiko Jones | Ashford © Simpzon |
| HOTTEST | HOTTE8T |
| later Broe | Chic |
| Chic | Toddy Pondergros: |
| Mlchaol Jockzon Hot Chocolato | Con Funk Stiun |
| - Juvi | Anite word |
| Pasches \& Herb | Jones Giris |
| Mase Production | Staphanio Mills |
| Barry White ${ }^{\text {M }}$ Michaol Henderson | Tento Mant |
| B.B. King | Minnie Ripertan |
|  | wrio |
| Wrxi me | Now Ormene. 4 |
| Jactison, ms J.0. Blech | Withe Jay Jotreon ADDEO |
| ADDED | Manhertans |
| Commodores | Dalton ${ }^{\text {b D D barrr }}$ |
| ADC Band | 7th Wonder |
| Chic (LP) | David Ruttin |
| Fiva Spacial Jimmy Castor | Fint Choice |
| HOTHESt | AL WIISOET |
| Teono Mario | Chic |
| Chic | Donne Summar |
| Donne Summor | Mase Production |
| Crowd Plessars | Minnio Riparton |
| Gloria Gaynor | Freedom |
| Oramatice | Dionne Warwick |
| EWeFlatior) | Micheol Jackeon |
| Máss Production Brick | EWGF(Atter) |




## Spencer And Owens: The Dallas AOR Cheerleaders

One of the most exciting aspects of being AOR Editor of R\&R is the opportunity it affords to watch radio people sprout and blossom into exceptional programmers with innovations that will help usher the AOR form into the Eighties. All over the country the Spring Arbitron results are pointing fingers at this new line-up of tomorrow's programming superstars. One of these markets of excitement is Dallas, where two relatively new programmers are about to lock horns for what will certainly be a most interesting creative battle.

## The Second Time Around

Tim Spencer has worked for KTXQ/Dallas (formerly KFWD) for $5^{1 / 2}$ years, and his current PD post there is actually the second time he has programmed the station. The first came some $41 / 2$ years ago when the station initiated its AOR format under the supervision of consultant lee Abrams. In between his first and second appointments as PD, Dave lan Dyke and Steve Sutton had both spent time as PD's attempting to unseat KZEW, then the dominant area AOR. It was Spencer who, in the past two ARB's, has finally achieved that goal. KTXQ jumped two shares this book to a 6.8, compared to KZEW's drop to a 2.8. Spencer's reflections on how he brought the listeners and ratings around to KTXQ provide interesting insights into a talented PD's programming philosophies.

## Consistent Inconsistency

KTXQ had been Dallas's perennial underdog AOR. and Spencer's job was to change that long-standing reputation. "One of the station's main problems." he recalled, "was that instead of setting a target like KZEW and knocking them off and going on from there, it seemed like we were just trying to pick numbers off everyone. We were even playing some Waylon Jennings and Willie Nelson in an attempt to pick up Country station listeners, and that tactic just wasn't working. When I became PD the station made a rock ' $n$ ' roll commitment: no disco, always rocking, uptempo, always moving."

Yet, the only consistency in KTXQ's musical form is its inconsistency. "The musical format here probably changes every couple of months. It depends on what's there to use. Instead of keeping the same clock in there, the same song sequence sheet or whatever,

## "The musical format here probably changes every couple of months."

## - Tim Spencer, PD, KTXQ

we can change the format every week depending on what's available to us." Spencer explained the genesis of this programming philosophy: "This past spring there were no major AOR artists in release. If my heavy rotation was to be all superstars I'd have to be playing the same artists I was for the fall ratings period, which, of course, would have had a tremendous burnout factor. So we loosened up the format such that our current album rotation came around less often, and also so that our jocks had more freedom to pick cuts themselves occasionally. They know what I want so they won't make off-the-wall choices, but they will pick cuts that keep the station sounding fresh and exciting.'

KTXQ's music reflects album releases and Spencer's music research, which relies heavily on phone response. "There's a very large active audience here, so we pay special attention to the request lines. In fact. I've installed cassette recorders to pick up incoming calls, and these are transcribed so I can keep track of what's being requested. The request phones are balanced by calling some 30 retail outlets a week, plus some other forms of research, topped off by my own instincts. based on the time I've spent in this market.

## The Benefits Of Benefits

Promotions play a major role in Spencer's programming philosophies. "It seems much more valuable to me to do a promotion wherein people can get personally involved than to do something where they have a slight chance of winning something like a car." For

## "When people say they want variety in music they're not necessarily talking quantity of music but a qualitative variety.'

\author{

- Tom Owens, PD, KZEW
}

KTXQ that philosophy has been realized in a stream of benefit concerts for both the Ft . Worth and Dallas communities (KTXQ is licensed to Ft. Worth but has its studios in Dallas). Two benefit concerts just prior to the Spring ARB ratings period gathered over 50,000 listeners in total, who contributed truckloads of canned goods for community human resources departments. "Image-wise these benefits are very effective. and image is half the game in radio.


CURRY ADDS SPICE TO CHEZ-FM - A\&M recording artist Tim Curry was interviewed by CHEZ.FMIOttawa recently. Pictured (I-r) are A\&M's James Monaco, CHEZ.FM MD Cheryl Nicholson, Curry, manager Clodagh Wallace, station's Shellev Hartman.

Aside from the benefit shows, KTXQ was the host station for the Texxas Jam outdoor rock festival, providing concert information, interviews, and broadcasts of portions of the show. They bought TV spots prior to the book, used billboards and did numerous in-store jock appearances.

## Restocking The Zoo

Spencer admits that beyond the ever-changing musical blend and the constant on-thestreet promotions, a factor which helped KTXQ climb was the lack of direction across town on the air at KZEW. "The Zoo" had undergone a succession of PD changes over the past two years which included stints by Mark Christopher and Ken Rundle, who programmed the station during the last ratings period. He was replaced in early June by Tom Owens, who left the PD post at USAI-FM to join KZEW. His going-away gift to WSAI-FM was the station's best book in its history, and perhaps even more significantly, perennial Cincinnati AOR leaders WEBN had been bested by Owens's programming at WSAI-FM.
"KZEW had been living off its image for too long," said Owens of his initial impressions of the station. "There'd been no consistency of airsound; they got into a phase where they were playing a lot of marginal product and even some disco. none of which helped the station's image. And while KZEW wasn't doing the sort of things which had first made the station so famous. KTXQ came on as a viable alternative which made an immediate impression on the marketplace. We're in the process of realigning the situation.'

## Let's Do It Again

It's always tough to come into a radio station which has once been king of the mountain and now regards the upper peak from the lower slopes. At his first KZEW jock meeting Owens handled the touchy situation with humor: "I told them. "Well. if you missed it the first time we're gonna do it again ." He quickly established staff confidence by reassuring them their jobs were intact. "A lot of times it's easier to clean house and start afresh with a new staff. But I perceived us as being in a situation where, given the right programming input, it would work to the station's benefit to retain the staff."

## Which Comes First: Quantity Or Quality?

Since Owens's arrival, he set in motion a research effort worked with the airstaff on their shows, and put in a totally new music system. "We've substantially tightened up musically. We're going with the philosophy of artists with viability, personality with brevity, musical familiarity with variety. When people say they want variety in music they're not necessarily talking quantity of music but a qualitative variety. They don't necessarily want 2000 records instead of 1000; they just want those 1000 records to be a good mix."

## Spending Money Makes Money

How would you spend an annual promotion budget in excess of half a million dollars? KZEW's promotion budget would make most Top 40 station PD's jealous, let alone the usu-ally-undernourished AOR promotion departments, and Owens intends to use that money in some unusual ways. "KZEW is known for its nontraditional, off-the-wall promotions, and we've gotten away from those. I intend to get back to them. There are a lot of things we'll be doing to reinvolve people in our programming; to let them know we care what they think, not that we've been here forever and think we know it all and can't learn anything from them."

Other than that. Owens remains open to future input from the market itself. "I want to be flexible. If you come into a marketplace with an open mind and, as objectively as possible, analyze weaknesses of your competition and exploit them to the max, you'll be far better off than if you try to clone yourself.

Owens and Spencer - two examples of a new generation of AOR PD's who have already begun to make their mark on the medium.


## Jeff Gelb

## Evolution

WYTK/Washington, PA is a new AOR station with its sights set on tackling nearby Pittsburgh AOR's . . Johnny Velchoff has exited as PD at WGRQ/Buffalo. and will announce future plans shortly... Lots of changes at WCAS/Camhridge: PD and longtime air personality Don Cohen is exiting the station, citing philosophical differences with management. Also leaving are air personalities Greg Larson, who moves to WCOZ/Boston, and Mark Dudgeon . . The big news from Pittsburgh this week is that WDVE has named former WILS-FM/Lansing PD Dave Lange as John McGhan's PD successor for the Pittsburgh AOR ... Michael Picorzi has exited as PD at WHCN/Hartford for mornings on WMMR/Philadelphla . . Larry Schuster has assumed the dual responsibilities of PD/MD at WIBZ/Parkersburg. . . Roger Hyman has exited WKDF/Nashville to become PD at WBIR/Knoxville, a new 100,000 watt AOR . . . David Perry has been named Asst. PD and MD at KSAN/ San Franciseo, where he will also do an airshift. Also hired for an airshlft is Jesse Rhoades . . WRCN/Riverhead MD Chuck Mackin has exited, and Paul Harris has been named his successor. Malcom Gray has been named the station's Production Director ... Murray "The J" Ritland has joined WYXE/Madison for an airshift WLAV/Grand Rapid's new engineer is Jeff Good . . Jeff Wleker is new to WBCY/ Chariotte mornings from AM sister station WBT . . Pam Merley has joined WNEW. FM/New York for weekends from WLIR/Long Island .. Former KZEW/Dallas MD Bob Shannon has joined Dallas-based Century 21's programming staff Baxter \& Hawkins have migrated from mornings at KAZY/Denver to the same shift at competing KBPI. as the Denver AOR battle heats up...J.T. Austin has joined KZAP/Sacramento from WQDR/Raleigh for evenings... Tom Spock has been named MD at WZLD/Columbia . . . Jim Kerr has exited mornings at WPIX/New York for the same shift at competing WPLJ . . Nancy Morris has been upped to Promotions Director at KGOT/Anchorage . . . Bob Griffith has been named General Sales Manager for KMET/Los Angeles. He was formerly with RKO Radio Sales Larry Yurdin has been named Creative Director for Golden Egg syndicators. for whom he'll be developing several AOR projects.

## Update

The current hot AOR promotion involves arranging for listeners to take expenses-paid trips to Great Britain for Led Zeppelin's upcoming concert appearance there. Among the stations calling this week to announce such promotions were WMMR/Philadelphia, KMEL/ San Francisco, and CFOX/Vancouver . . WBCN/Boston listeners donated over 350 pints of blood in the station's annual blood drive. The station's Tracey Roach hosted an AOR radio network for a Herman Brond broadcast

QFM96/Columhus was apparently not put off by the LOOP/Chicago's experiences with disco destructions, because the station ran a similar "bring your disco albums for reduced admission to a sports match and we'll destroy "em" promotion. The station put the collected albums into a trash compactor in a disco demonstration which MD Steve Runner called "very peaceful" . . . KDKB/Phoenix sponsored the opening of a new outdoor performing center which was a benefit for the American Heart Association. Featured performer John Stewart and guests Stevie Nicks and Lindsey Buckingham brought in $\$ 40,000$ worth of contributions . . WNEW-FM/New York cosponsored a free outdoor concert that gathered over 150,000 to see James Taylor . . Q102) Dallas's benefit concert with the Dixon House Band for the Children's Arts and Ideas Foundation was a near sellout . ..WXRT/Chicago has set August 19 as the date for its fourth annual Frisbee Day, which will tie in a disc-golf tournament to benefit the maintenance of the city's golf course ... KROQ-FM/Pasadena will issue a "No Disco Album" of homegrown talent singing anti-disco anthems . . . KNAC/Long Beach is tying in its tenth anni-


KRST CELEBRA TES EIGHTH AOR ANNIVERSARY - KRST/AIbuquerque imported Infinity re cording artists the Dixon House Bend for a llve concert appearance to help celebrate their anniversary. Also on hand were various representatives of the record industry. Pictured (l-r) are PD Bob Shulman, Ariola's Denise St. Louis, Anti.Muscolo's Album Promotion represente tive Fred Moore, UA/EMI's Sharon White, and Infinity's Wayne McManners.


KREM'S CAR DRAWS CROWDS - KREM.FMISpokane's second annual food band benefit volleyball tournament attracted some six hundred volleyballers in 50 teams for the tournament, as well as thirty. flve hundred others who dropped by for free food and music. Proceeds from the benefit totalled $\$ 4000$ and went to the Spokane Food Bank.
versary with that of the original Woodstock fest. The all-day special will feature the music of the artists who appeared at Woodstock, and in addition will offer hourly informational segments recounting what was going on elsewhere in the world that weekend ...WMMR/ Philadelphia has released its "Breakout" album of Philly talent, with all profits benefitting a "Keith Moon Scholarship" at an area music school . . . Congrats to KEZY/Anaheim jock Shana, who gave birth to her first baby Steven. Shana's last airshift was the evening before she gave birth . . WMJQ/Rochester and Dieg Pepsi joined forces for a 10,000 meter run that gathered over 1500 participants . . WABX/Detroit gave away a 750 Triumph in conjunction with RCA Records and the Triumph band . . KEZO/Omaha needs jazz service for their special jazz programming. Contact MD Joe Blood at KEZO, 11128 John Galt Blvd., Omaha, NE 68137.

## Color

THE "I NEVER WON A CONTEST IN MY IIFE" CONTEST: KWST/Los Angeles wants to make someone happy who's never been lucky at winning contests, so the station is asking listeners to seni in postcards with their guesses of how many postcard entries the contest will receive. Winner gets a complete home stereo system plus $\$ 1006$ spending money.

KGOT PLAYS HOUSE WITH LISTENERS: KGOT/Anchorage bought all seats to a playhouse for a night and sold half for $\$ 1.01$ each while giving away the other half over the air Introduced between acts that night was the station's mascot, the "KG Canine." Among the bemused spectators was the Alaskan governor.

BREAKFAST IN MUSCATINE: KFMII/Muscatine has awarded over $\$ 10,000$ in prizes for displaying the station's window decal. Meantime, to celebrate its affiliation with the King Biscuit Flower Hour, the station is buying listeners breakfasts consisting of ham. eggs. jelly, and big biscuits.

MORE FOOD FOR THOUGHT: WEBN/Cincinnati tied in with Polydor Records and the Bram Tchaikovsky album to offer fifty promotion-winners to join airstaffers for a free breakfast of "Bram and eggs."

## Concerts \& Conversations

PRESENTATIONS: KSAN/San Francisco presented Elvin Bishop for free . PRESENTATIONS: KSAN/San Francisco presented Elvin Bishop for free ... KAWY/
Casper presented Point Blank for $\$ 1.94 \ldots$ WXLM/Savannah presented Dixon House for 97 cents . WMMS/Cleveland presented Bill Bruford, Wet Willie for $\$ 1.01$ each.

RADIO CONCERTS: Arlo Guthrie, Grateful Dead on.WLIR/Long Island RADIO CONCERTS: Arlo Guthrie, Grateful Dead on.WLIR/Long Island . . . Rachel
Sweet, John Hiatt, Wet Willie on WNEW-FM/New York .... Henry Paul, Missouri, Dixon
House on WORJ/Orlando. House on WORJ/Orlando.

GUEST DJ'S: Blackfoot on WJAX/Jacksonville . . . Molly Hatchet on WQUT/Johnson City Kansas on KSHE/St. Louis Aerosmith on WMMS/Cleveland Johnson
He-man Brood on WBRU/Providence.

CONVERSATIONS: Stanley Clarke on KWST/Los Angeles, KROQFM/Pasadena, KZLA/ Los Angeles

Mick Ronson, lan Hunter on WIOQ/Philadelphia Lorber, Chris DeBurgh, Allman Bros. on KATT-FM/Oklahoma City . . . Southside Johnny, Roadmaster, Journey on KSHE/St. Louis . . . Ted Nugent. Wet Willie, Journey, Thin Lizzy Walter Egan on WMMS/Cleveland ... Moon Martin on KSFM/Sacramento .... Cars on WXRT/Chicago .... Herman Brood, Rachel Sweet, Kiss on WBCN/Boston . . . Roger McGuinn on WMET/Chicago . . Annie Haslam (Renaissance) on I-95/Bridgeport Ian Hunter, Mick Ronson, Marshall Tucker, Cheap Trick, Rumour, Peter Frampton on WMMR/Philadelphia . . . Blackjack, Climax Blues Band on WQBK/Albany . . . Marshall Tucker Band on KDKB/Phoenix ...Night on WAPL/Appleton ...Charlie Daniels on WLIR/Long Island . . Pousette-Dart on WCAS/Cambridge . . . Rachel Sweet, John Hiatt on WBRU/Providence . . . Night on WLAV/Grand Rapids on WBCY/Charlotte . . . Robeit Fripp on KTIM/San Rafael. Austin ...Bram Tchaikovsky, Charlie Daniels on KZEL/Eugene Climax Blues Band Austin . . . Bram Tchaikovsky, Charlie Daniels on KZEL/Eugene Neil Larsen on KLBJ/ Rockford . . . Blackfoot, Henry Paul, Dixon House, Missouri on WORJ/Orlando.

COMING NEXT WEEK: In recent issues we have spoken with PD's from several highly competitive AOR markets in response to their Spring ARB results. Next week we'll step back a bit to look at the bigger picture: the top 50 ARB markets are all in now and we'll take a look at the shape of AOR 1979; its successes and failures, and a look at things
to come.

SAMMY
HAGAR


STREET MACHINE, the 1979 deluxe Hagar model, peels out smokin' like burnt vinyl on cuts like "Trans Am" and the single "Plain Jane."


DŪROCS is rural rock ' $n$ ' oink music that puts pigmania on a platter! The porkly duo, Ron Nagle and Scott Mathews, canter from the opening squeal of "Hog Wild" to the single "It Hurts To Be In Love."

## THE SHIRTS STREET LIGHT SHINE <br> 

Plug into the electrifying sound of the Shirts. Their second album is an illuminating trip through the streamlined rock sound of "Laugh And Walk Away" and the single "Can't Cry No More."

MICHAEL


A hit-songwriter for Waylon Jennings and Jerry Lee Lewis; Clark himself takes the spotlight in the rock ' $n$ ' roll arena with his "Fire At First Sight" and the single "Love Is On The Line."

A young and ambitious band in search of rock ' $n$ ' roll hearts, Private Eye seduce with the melodic "Changes" and then move right in for the kill with "Your Place Or Mine."

| August 10,1979 |  |  |  |
| :---: | :---: | :---: | :---: |
| $\begin{array}{\|c} 780 \\ 1 \end{array}$ | $\begin{array}{cc} 107 \\ 1 & 1 \end{array}$ | ${ }^{810}$ | CARS . . . . . . . . . . . . |
| 4 | 22 | 2 | KNACK |
| 8 | 96 | 3 | ROBERT PALMER |
| 2 | 33 | 4 | WINGS |
| 3 | 44 | 5 | E. LIGHT ORCHESTRA |
| 21 | 89 | 6 | KINKS |
| 17 | 1010 | 7 | NEIL YOUNG |
| 6 | 65 | 8 | DIRE STRAITS |
| 5 | 58 | 9 | SUPERTRAMP |
| 5 | 7 | 10 | KANSAS. |
| 19 | 1814 | 11 | NICK LOWE |
| 15 | 1413 | 12 | BLUE OYSTER CULT |
|  | - 21 | 13 | LITTLE RIVER BAND |
| 13 | 1112 | 14 | BRAM TCHAIKOVSKY. |
| 14 | 1211 | 15 | CHARLIE DANIELS |
| 33 | 2518 | 16 | PAT TRAVERS BAND |
| 27 | 2417 | 17 | SNIFF 'N' THE TEARS |
|  | 16 | 18 | REO SPEEDWAGON |
| 22 | 2023 | 19 | NILS LOFGREN |
| 11 | 1515 | 20 | WHO |
| 10 | 1619 | 21 | VAN HALEN |
| 38 | 2627 | 22 | GREG KIHN BAND |
| 16 | 1720 | 23 | A. RHYTHM SECTION |
| 39 | 3326 | 24 | BILLY THORPE |
| - |  | 25 | RECORDS |
| - | - 33 | 26 | SOUTHSIDE JOHN |
| 9 | 1322 | 27 | PETER FRAMPTON |
| - | - 30 | 28 | DAVID WERNER |
| 23 | 2129 | 29 | BAD COMPANY |
| 12 | 1925 | 30 | GERRY RAFFERTY |
| 20 | 2231 | 31 | JOHN STEWART |
| 18 | 2324 | 32 | JOE JACKSON. |
|  |  | 33 | CHARLIE... |
| 26 | 2728 | 34 | OUEEN... |
|  | 3736 | 35 | DAVE EDMUNDS |
| 32 | 3234 | 36 | BLACKFOOT. |
|  |  | 37 | AC/DC... |
| 25 | 2932 | 38 | RICKIE LeE JONES |
| 31 | 2835 | 39 | FLASH \& THE PAN |
|  | $\rightarrow$ | 40 | IAN GOMM. |

Album Airplay/ 40
150 REPORTERS
Candy O (Elektra)
Get The Knack (Capitol)
Secrets (Island)
Back To The Egg (Columbia)
Discovery (Jet)
Low Budget (Arista)
Rust Never Sleeps (WB/Reprise)
Communiqué (WB).
Breakfast In America (A\&M).
Monolith (Kirshner)
Labour Of Lust (Columbia)
Mirrors (Columbia)
First Under The Wire (Capitol). Strange Man, Changed... (Polydor)
Million Mile Reflections (Epic) Go For What You Know (Polydor).
Fickle Heart (Atlantic)
Nine Lives (Epic)
Nils (A\&M)
The Kids Are Alright (MCA)
Van Halen II (WB)
With The Naked Eye (Beserkley).
Underdog (Polydor)
Children Of The Sun (Capricorn)
The Records (Virgin).
The Jukes (Mercury)
Where I Should Be (A\&M)
David Werner (Epic)
Desolation Angels (Swan Song) Night OwI (UA)
Bombs Away Dream Babies (RSO)
Look Sharp! (A\&M)
Fight Dirty (Arista)
Live Killers (Elektra)
Repeat When... (Swan Song) Strikes (Atco).
Highway To Hell (Atlantic) Rickie Lee Jones (WB)
Flash \& The Pan (Epic)
Gomm With The Wind (Stiff/Epic)

Album cuts are listed in order of airplay prefarence.
"Go" "Type" "Do" T/t/e
"Sharona" "Selfish" "Frustrated"
"Casa" "Jealous"" "Friends" "Love
"Rockestra" "Chaser" "Siam"
"Down" "Confusion" "Train"
"Gas" Titte "Falling" "Superman"
"Hey" "Mothers" "My" "Sail"
"Writer" "Sailor" "West" Title
"Stranger" "Logical" "Way" Title
"Southwind" "Side" "Trouble"
"Cruel" "Susan"" "Dose"
"Dr." "Thee" Title "Jester"
"Loser" "Wonder" "Man" "Rumor"
"Dreams" "USA" "Believer"
"Dovir" "Lane" "Reflections" "Star"
"Boom Boom" NEW ENTRY
"Heavy" "Again" "Money" "Me"
"Steal" "Mercy" "Shine"
"Fooled" "Rock" "Baba"
"Dance" "Girls" "Dr." "Bottoms"
"Rendervous" "Roadrunner"
"Spooky" "Die" "Stoned" "Music"
Tide
"Eyes" "Girls" "Teenarama" "Up"
"Anxious" "Vertigo" "World"
"Stand" Title "Feet" "Reply"
"Right" "Imagine" "Eye" "Love"
"Gone" "Fantasy" "Circles" "Wind"
"Right" "Days" "Money"
"Gold" "Wind" "Sun" "Line
"Going Out?" "Papers"
"Killer" Titte "California"" "Runaway"
"Champions" "Rock" "Queen"
"Girts" "Wreckage" "Bad" "Lisa"
"Highway" "Train" "Wishing Well"
Title "Girls" "Beating" "Shot"
"Blood" "Danny's" "Chuck E."
"St Pater" "Killer" "Rain"
Hold" "Service" "Hooked" "On"

The week's AOR eam pling kept CARS on top. followed very closely by KNACK (seo National Hot. test chart for relative rote tion strengtha). PALMER jumped Into third place whth increased hots. KINKs had a good week, as did YOUNG, LOWE, BOC, and LRB. TRAVERS moved up while 8NIFF held rock steady. NILS gained alrplay strength as did KIHN and THORPE. REC ORDS was this week's high est debuting album with good numbers in all roto tions. SOUTHSIDE con tinued his upward climb as did WERNER. BAD CO. and STEWART maintained. CHARLE debuted with strong adds. GOMM de buted while LOUISE GOF RN, LAN HUNYER JOUR NEY and MOON MARTIN all came close to charting this week

The Album Airplay/41 chart re presents activity based on a com. bination of add. medlum and hot
reports. Artists' chart numbers are displayed over a four-werk period. The artists in italics regislered the most rapid gains in airplay for the week. Alhum cuts
that are also current singles are


|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 KINKS |  |  |  | 720 | $7 / 13$ |
|  | Low Budget (Arista) | ${ }_{4.3}$ | ${ }_{\text {A8 }} 113 / 54$ | 116/40 | 89725 | A |
|  | * "Gas" | AGd | H. 51 | H 4 s | H23 | H. |
|  | NILS LOFGREN | 8655 | 74/54 | 83/48 | 81/42 | 57123 |
|  | Nils (AGM) |  | A 4 | A. 11 | A. 11 | A. 2 |
|  | 2. BLUE OYSTER Cult | $\begin{aligned} & 1+27 \\ & 9852 \end{aligned}$ | $\begin{aligned} & \text { H.16 } \\ & 9 / 51 \end{aligned}$ | $\begin{gathered} H 24 \\ 91 / 52 \end{gathered}$ | H.22 | H 12 $68 / 80$ |
|  | rrors IColumbia) | A. 5 |  |  | OTE | ${ }_{\text {A. } 11} 6$ |
| 3 | Dr. Music ${ }^{\circ}$ | 45 | 40 | H. 35 | 27 | 410 |
|  | NICK LOWE | $99 / 50$ | 93147 | 86/52 | 90/50 | 68/39 |
|  | io Labour Of Lust(Columbia) | 45 | ${ }^{4} 8$ | ${ }_{4} 5$ | Q. 14 | A. 17 |
|  | "Cruel" <br> SNIFF 'N' THE TEARS | 445/50 | 4. 38 | H.29 | H. 28 | H. 15 |
|  | Fickio Heart (A dentic) | 85/50 |  | $75 / 52$ | 64/49 | 24 |
| 4 | Seat |  | A2 | N. 13 |  | A 28 |
|  | neil young | 114148 | 103/48 | 105/22 | 94/38 |  |
|  | Rust Nover.... $\mathbf{W}$ W/Reprise) | A. 2 | Q. 5 | A. 15 | A. 24 | A |
| 5 | ev. Black" | 4 H | 5 | - 3 | 30 | 4-9 |
|  | ROBERT PALMER | 122147 | 12454 | 111/59 | 106/56 | $90 /$ |
|  | Secrois (island) | A.0 | 4. 3 |  | 4.20 | A. 51 |
|  | "Case" | 4.74 | 187 | H/4 | H 30 | H. 14 |
|  | DIAE STRAITS <br> Communiqué (wB) | 114/45 | 123/39 | $122 / 4$ | 119/3 | 11242 |
| 7 | "Lady Writer" |  |  |  |  |  |
|  | BRAM TCHAKKOVSKY | 85/43 | 94147 | 4/50 | 92/52 | 72147 |
|  | Strange Man..... (Polydor) | 0 | 43 | A 2 | $A_{5}$ | 43 |
| 8 | 'Dreams' | 442 |  | ${ }^{4} 4$ |  |  |
|  | GREG KIHN BAND | 65/40 | $57 / 33$ | 62334 | 4682 | 39/13 |
|  | With The Nated. (Beserkley) | A. 10 | A. ${ }^{\text {P }}$ | A 14 | 4.14 | A. 2 |
|  | "Rendervous" |  |  |  |  |  |
|  | Pat travers | 84138 | 7745 | 67141 | $56 / 28$ | 41/8 |
|  | Got For Whet You (Potydar) | 46 | A 8 | AB | - 19 | , |
|  | "Boom Boom" |  | H24 | +21 |  |  |
|  | 0 REO SPEEDWAGON | $81 / 37$ | 97718 | 480 | 010 | 10 |
|  | e Llues (Eplc) | 10 | A 4 | 4.3 |  |  |
|  | "Heavy" | H ${ }^{\text {c }}$ | His | H 1 |  |  |
|  | 1 DAvid WERNER | 63/32 | 7820 | 533 | 60 | 10 |
|  | David Werner (Epic) | 19 | A 53 | A.50 | A ${ }^{\circ}$ | Q. 10 |
| 12 | "What's Right" | W 12 | H5 |  |  |  |
|  | 2 LITTLE RIVER BAND | 93/30 | 101/79 | $13 / 2$ | 20 | 010 |
|  | First Under The... (Capitol) | A 15 | A. 14 | ${ }^{4} 9$ | 42 | $A_{2}$ |
| 13 | "Loser" | H48 |  |  |  |  |
|  | 3 Peter frampton | 5078 | 6628 | 85/37 | 8834 | $100 / 31$ |
|  | Wheral Should Be(AGM) | 42 | 41 | $)^{1}$ | ${ }^{6} 1$ |  |
|  | "Stand" | H20 | H. 37 | 4 | H6J | , 1 |
| The Medium reports of charting artists are displayed over a liveweek period. They are listed in order of total reports within the specific rotation for the week. Two numbers follou each album title. The first represents total number of our reporting stations playing the album this week. The second is the number of those stations that reported it in medium rotation this week. Below these numbers are breakdowns of the album's reports in other rotations for the week. The album's preferred airplay cut is listed |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |



## BORN AGAIN

## RANDYNEWMAN



AERBREAKERS
Breakers are those newer records that have the greatest level of station activity on any given week.

No reconds qualified for breaker status this week.



## JAZZ ON ANR

## Stanley Clarke . . . . I Wanna Pley... INempe:or)

NEIL LARSEN .................................... Together
"Night Letter: ..... . High Gear (Horizon) Tile "Night Lerter" "Demonette" "Plo Ear . . . . . . . . . . . "Dry Cleasner" "Mar RA. . . . . . . . . . . Morning Dance (Infinity)
CRUSADERS . . . . . . . . . . . . . . . . . . Streat Lhe (MCA) Titlo "Carnival" BOB JAMES. . . . . . . . Lucky Seven (Tappan ZeelCol) B.B. KING . . . . . . . . .Friends" "Rush Hr." "Blue Lich . . Verious Cuts
 STEVE KHAN . . . . . . . . . . . . . . . . . Arrows (Calumbia) EARL KLUGH . . . . . . . . . . . . . . . . . . . Heart String (UA) "Sp. Night" T/te "Kayna"
 on the Album Alrpleyleo lising This chart reprecents acturty beeed on e com

## ReGIONAL aer Activity








Long Island $516-485 \cdot 9200$ sounsiay
$\qquad$
woroontrovis
 $\qquad$
$\qquad$


# THE BLISS BAND 

Featuring
"STAGEFRIGHT"
"DOCTOR"
"CHICAGO"

| anct |  |
| :---: | :---: |
| WRCN | $\begin{gathered} \text { Long Island } \\ 510.721 .1670 \end{gathered}$ |
| 5－ | \％os． |
|  | \％ |
|  |  |
| \％ |  |
|  | \％ |
| － | \％ |
| mim | －20 |


| $\mathrm{Wd}^{1059} \mathrm{l}^{101}$ | North Jersey 201,128 100s |
| :---: | :---: |
|  | Einum |
| \％outu |  |
|  | \％isinn |
| ㅍunnumin | 3ix mitum |
| 2uilew |  |
|  |  |
| 边 | \％inem |
|  | Pan |


| WOMN | New Haven 203777．8617 |
| :---: | :---: |
|  | mitum |
| ane |  |
| 边 | 3um |
| －madem |  |
| －i． | amen |
| Nom | 为 |
| 边 | 2itic |


|  | Philadelphla 218．833．0100 |
| :---: | :---: |
|  | \％ |
| \％er |  |
| \％ |  |
| \％user | 5int |
|  | \％ate |
| Hrem |  |
|  |  |
|  |  |
|  | ，mill |


| WPLR | New Haven |
| :---: | :---: |
|  | 边 |




PINBALL WIZARDS－Mercury recording artist Southside Johnny was pre
sented with a specially－designed pinbell machine to commemorate the re－ lease of his debut Mercury album．Pictured at his listening party are（l．r） Mercury President Bob Sherwood，WNEW．FM PD Scort Muni，Southside Johnny．
 Johnny



RadiofRecords

## Album Airplay/ 40




THANK YOU RADIO FOR YOUR CONTINUED SUPPORT Epic/Portrait/Associafed Labels




| KY99 |
| :---: |
|  |
| － |
| Finderew |
| \％ |
|  |


| Rorock | $\underset{\substack{\text { Allanta } \\ \text { O0，320．080 }}}{ }$ |
| :---: | :---: |
|  |  |
| Eisemem | N：avas |
| Mzexe | $\cdots$ |
|  | \％ |
| 118J |  |





|  | Loulsville <br> 502．585．6176 <br>  <br>  <br>  <br>  <br> andsas cilipinat <br>  <br>  <br>  <br> Iland 19 <br> fam mirtim icm reallol <br> dett Mill <br> Ilnall |
| :---: | :---: |
|  | Memphis <br> 901．726．0080 |
| hileven Astas <br>  <br>  | ＊its cocture ines） Nominumera necme |
|  | －tmen |
| 边 |  |
|  | whay mit |
|  | （t） |
|  |  |
|  | $\cdots$ |
|  |  |


| ACIDC |  |
| :---: | :---: |
| Highway To Moll（At） | 15／16 |
| CHARLJE |  |
| Fight Dirty（Arista） | 15／14 |
| BUCKEYE |  |
| Buckeve（Polydor） | 9／9 |
| PMISM |  |
| Armageddon（Ariole） | 13／9 |
| SOUTHSIDE JOHNNY |  |
| The Jukes（Morcury） | $20 / 9$ |
| Two numbere follow eech hat tiret representes total number －titions playting the eum it cooond in the number of thoee odded 15 Hiv weet． |  |


| K1OL | Houston |
| :--- | :--- |
| 713．626．4591 |  |



Jacksonville
Munt


## Nome

ond

## K9

## 䢒




| － | Nashuille 615－244．8832 |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
| 为 | 边 |
|  |  |
|  | ＂10．A1000 |
|  | Hivimpuru |








The Records' debut album.
The Ist release of cooperation.
the Virgin/Atlantic cil single, "Starry Eyes". va 67000
With a sensational


110 WAVS T0 BREAK RECORDS.

1st Week $130^{*} /$ Cashbox Flashmaker/Record World \#2 Most Added/Cashbox

| WNEW | KZEW | WFBQ |
| :---: | :---: | :---: |
| WLIR | KTXQ | WGRQ |
| WPIX | KLAQ | WBUF |
| WRNW | KILT-FM | WCMF |
| WBAB | катT | WOUR |
| WRCN | KMOD | WAAL |
| WHFS | KXXY | WAQX |
| WWDC | KSMB | WIQB |
| WIYY | WHSY | WWCK |
| WNOR | WXRT | WLAV |
| WGOE | WMET | WILS |
| WWWV | WLUP | WIOG |
| WYSP | WJKL | kLOS |
| WMMR | WTAO | KNAC |
| W100 | WQFM | KEZY |
| WZ20 | WLPX | KXFM |
| WCOZ | WIBA | KBPI |
| WBCN | WYXE | KAZY |
| WAAF | KQRS | KRST |
| WBrU | KFMH | KAWY |
| WLOB | KLYX | KBLO |
| WRAS | KBLE | KDKB |
| WAVD | KEzO | KSAN |
| WSHE | KYY | KSJO |
| WORJ | KFMQ | KOME |
| WQSR | KICT | KZAP |
| WGVL | KKKX | KSFM |
| WQXM | KGGO | KTIM |
| WOR | WMMS | K11m |
| WKVE | WLVQ | K20 |
| WDBS | WLYT | KZAM |
| WXOR | WYOD | KISW |
| WKDF | WSRD | KZEL |
| W2XR | WOMP | KZEL |
| WKQB | WSAI | KPAS |
| WOOR | WXKE | KYTX |




## The Beat Goes On

With the current popularity of disco music came the use of Beats Per Minute (BPM), printed on promotional copies of the records. Well, the use of BPM's is not a new idea or concept for KEAN-AMFM/Abilene Program Director Bobby Gambill.
"In the past the station was running into problems with disagreements at our weekly music council over the exact tempos of certain records," Gambill told R\&R in a recent interview. "That is when I decided the best way to solve that problem was by the use of a metronome. We're using the metronome to tempo each of our records, currents and oldies. It is relatively inexpensive and sure has solved the problems in our meetings. And the sta-


PD Bobby Gambill (left) is shown with music assistant "Weird" Wayne Hall. midday air personality, looking over a current issue of R\&R. The star of the show KEAN's metronome. is between the two.

Gambill went on to say. "I define 'tempo' as a unit of music, normally related to and adapting the characteristics of beat or rhythm: it need not be on the drumbeat, but carries as much drive or energy as percussion. Tempo varies according to music composition, rhythm and vocals
"At KEAN, we have six classifications of records: A. B. C. H. M. I, A. B. and C are classes of oldies, while H stands for "hard country." M for "modern," and I for an "intermediate" sound
"There are four classes of tempo: 40-80 per minute, 'hard down;' 80-112 per minute, 'medium down:' 112-144 per minute, 'medium up:' and 144 \& over per minute, 'hard up.' On our labels we use a system of arrows to show each tempo." The arrow system is shown below
 'hard down' tempo records in a row." Gambill continued

To give you a better idea of what a typical label would include on each record, Gambill sent in some examples, which have been included here

$$
\begin{aligned}
& \begin{array}{l}
\mathbf{S} \\
\mathbf{T} \\
\mathbf{I} \\
\mathbf{N} \\
\mathbf{G}
\end{array} \\
& \text { G }
\end{aligned}
$$

The information includes intro time, record classification (as mentioned above), tempo arrows. and the record's ending.

R\&R would like to thank KEAN and PD Bobby Gambill for sharing their interesting system with our readers. If you have any thoughts or ideas you would like to see send them to us for consideration: R\&R Country. 1930 Century Park West. Los Angeles, 90067

## News Notes

As predicted here a couple weeks ago, with the announcement of Verl Wheeler and Chris Collier joining KYTE and KLLB-FM/Portland, KYTE will change formats on September 4 to Country. The presently-Country F'M station will change to AOR and be known as KB-101. Wheeler is GM of both stations and Collier will oversee the Country AM operation. He told it\&R they are looking for some air people: 2040 South West First Ave.. Portland, OR 97201, (503) 222-1841 Ron Tatar, one of the CMA's Disc Jockey of the Year finalists, has been let go as PD and air talent at KVOC/Capser, WY. Tatar told us, "I'm still not sure why I was let go. After 13 months the GM just decided he and I didn't click. He's bringing back his old PD, Dick Grogg." Grogg has been PD at KTCK/Ashland, KY for the past year. Tatar can be reached at (307) 235-3446 ..."Double Country" will be no more in Pittsburgh. WWSW will be changing formats to Soft Rock/ Mellow Disco as of September 1, after about seven months formatted Country. Jim Durham has been upped to PD as Terry Wood exits. Wood takes over the PD job at WSAI/Cincinnati. replacing Jonathan Fricke. who has not announced any plans at this report. Dale Turner will continue as MD for WSAI . . . Bill Black, morning drive personality for the station, has been named PD for WNVY/ Pensacula, FL. Gary O'Brien has been upped to MD . . Nothing new on the three key PD job openings: WIL/St. Louis; WBAP/Fort Worth, and KLZ/Denver Stay tuned .... Mike O'Brien has left the PD/Station Manager job at WJVA/South Bend, IN. He is off to WWWE/Cleveland. At WJVA morning man Buddy King takes on the PD job, while Dan Allen remains MD . . KXLR/Little Rock now has new owners, Shamrock Broadcasting (formerly Starr) ... WMZQ-FM/ Washington, D.C. has begun using traffic reports several times during the morning and afternoon drive anchored by Bob Marburg . . Tim Williams, formerly with Inergi Records and Cash Box, has returned to radio via WFAI/Fayetteville. NC. Williams will be doing the afternoon air shift and the music for the station Tom Riley has been appointed PD of WVAM/Altoona. PA. Stan Davis, formerly with WKYG/Parkershurg. WV. has joined the station as afternoon drive and MD

Just in case I forgot to say it: WXCI has been added as our Detroit reporting station replacing the defunct WDEE. R\&R welcomes GM John Risher, PD Bill Ford. and MD R.T. Griffin ... By the way, registration information for the Nashville DJ Convention outlined a couple of weeks ago here. should be obtained through the Grand Ole Opry, 2800 Opryland Drive, Nashville 37214 . . . My thanks to Bill Anderson and KFTN/Provo PD Chris McGuire for the invite to their second anniversary listener appreciation bash last weekend. I had ticket in hand and was ready to go when my doctor grounded me because a virus had caused an abnormal count in my white blood cells. Everything is O.K. now, but I'm sorry to have missed getting a chance to visit Salt Lake City and Provo, Utah .. So how's YOUR w.b.c. count?

## Music City Song Festival: Radio, Records Judge New Talent

The Music City Song Festival. an international competition open to amateur country-oriented songwriters, lyricists; and vocalists debuts late October in Nashville. The first-time event fuses various sectors of the music industry with judges from radio, records, and publishing. Radio is further involved through a national advertising campaign and ads are planned for leading country music publications. Festival Directors Scott Spinka and Mick Lloyd are awarding $\$ 37,000$ in prize money to the winners. A separate gospel competition is also included

Stressing the growth of country music worldwide, Lloyd states that extensive promotional campaigns are in progress in England, Holland, Japan, France, Sweden. Australia and New Zealand. Lloyd notes that he receives almost daily entries from overseas

The grand prize winner in the songwriting competition wins $\$ 10.060$, the lyricist walks away with $\$ 7500$, and the vocal competitor receives $\$ 1500$. All three are guaranteed a national recond release plus distribution through Litle Giant Records. Judges for the final competition include R\&R Country Editor Jim Duncan: plus radio representatives Ramblin' Lou Shriver, WXRL/Lancaster, NY; Marty Sullivan, KNEW/Oakland, CA; Bob Cole. KOKE/Austin; Jerry Adams, KFDI/ Wichita; KING Edward Smith, WSLC/Roanoke; Dale Turner, WSAI/Cincinnati; Max Gardner, KKYX/San Antonio; Searcy Hall, WHOS/Decatur, AL; Tiny Hughes. WROZ/Evansville, IN: and Mike Burger/FICAP.

In addition to the above FICAP members (Federation of International Country Air Personalities) the following members of the music industry are also judges in the final competition: Georgia Chellman/Executive Director, FICAP: Vincent Candilora/Director of Writer Affiliations, SESAC. New York: Merlin Littlefield/ Assistant Director, ASCAP, Nashville: Maggie Cavender/Director, Maggie Cavender Enterprises; Jerry Seabolt/Director of Operations, UA Reconds, Nashville; Brian Fisher/VP/GM. Ovation; Tommy West/VP. Lifesong, New York; Ron Chancey/VP/A\&R, MCA/Nashville: Paul Tannen/VP, Screen Gems/EMI; and Jim Sharp, Cash Box.

Entries will be accepted through October 1st. Information can be obtained at the MCSF's executive offices, 1014 16th Avenue, South, Nashville, TN. The festival final will be Oct. 26 \& 27 at the Airport Hilton Hotel. Nashville.


## BREAKERS

## JIM ED BROWN \& HELEN CORNELIUS Fools (RCA)

$65 \%$ of our reporters on it Adds this week include KLAC WHK, WMAQ, WMZQ-FM, WUBE, WONE, WSLR, WFMS FM, KRZY, KOKE, KCKN, WKSJ, WTHI. Charts: 3427 WKDA debut 28 WLWI-FM, debut 25 WMC, $30-24$ WEEP, debut 29 KWKH, 30-22 KRGO. R\&R Chart Debut 30.

## KENNY DALE

Only Love Can Break A Heart (Capitol) On 62\% of our reporting stations. Charts: 26-20 WMAQ, 38 28 KSO, 30-24 WUNI, debut 25 WLWI-FM, 28-19 WUBE, 27-21 KWKH, 29-20 KHAK. Adds: KSON, KNIX, WONE, WDGY, WDEN, WQQT, WYVA, KLAC. R\&R Chart Debut 34.

MICKEY GILLEY

## My Silver Lining (Epic/Playboy)

On $61 \%$ of our reporting stations. Adds include KNEW WINN, KOKE, WPOR, WKCQ, KRGO, WNVY. Charts: 6-4 WUNI, $30-28$ KMPS, debut 28 WSLR, $45-27$ KSOP, debut 29 WDAF, 37-29 KXLR, 33-26 KNIX, 36-24 WIRK-FM, 34-26 KRMD. R\&R Chart 40-32.

## VERN GOSDIN

All I Want And Need Forever (Elektra) $60 \%$ of our reporters on this record. Chart action this week 32-23 KSO, 14-11 KSOP, $19-14$ WCXI, 29-21 KRAM, 23-19 WOKQ, $13-8$ KRGO. Adds include KSON, WHK, KBOX, WBAP, WPOR, WYTL, KMAK, WMUS. R\&R Chart 39-33.

JENNIFER WARNES

## I Know A Heartache When I See One (Arista)

On 57\% of our reporting stations. Adds: KCKC, WSLR WDGY, KCKN, WSUN, WMZQ-FM, WYVA, KCUB. Charts: 33-28 WMAQ, debut 30 WJJJ, $26-18$ WEEP, $30-25$ KEED, 29 23 KLAK, 27-23 WXCL, 27-23 KEEN, 36-29 KSO, 10-7 WSAI. R\&R Chart Debut 35.

## NEW \& ACTIVE

The this wook You'll notice two numbers immedistaly follow oach song tisted betow order of activity the number of thoze sutioner of our reporting sestions piaying ese record is weak. The sacand MEL McDANIEL "Play Her Back To Ye
WMUS. Charts $33-27$ WONE. 3527 WBAMA 26-22 WeCL 34.30 KECN 25 (Capitol) 75/3, wIL wwso 3428 KCUB, 2419 KUZZ. 3526 K2IP. debut 27 WSM REA Che KEEN. 2514 KLAK, debut 29 KAZY JOHN CONLEE "Before My Time" (MCA) 72131 Obt 37
WUBE, WIWI.FM, KLVI. WOOT KWKH KLAC KEEN, KRAM. KRZY, KIKX. WIL, WJJD. WSAP KIT KCU WUBE. WLWI.FM, KLVI, WOOT KWKH, WBAP KLZ, KCUB, WKSJY, KWMT, WNRS, WCXI, KVET, JERRY LEE LEWIS "Who Will The Next 22 WMZa.FM, debut 27 KGFX. RGR Chart Oebut 39 WODO WONE KBOX WNYA Charts' $15-12 \mathrm{KCKC}$ Next Fool Be" (Elektra) 68/6, KSON, KLAC WM 25.20 WSAI, 37.29 KAMO Charts 15.12 KCKC, 3529 WFMS FMM debut 29 WSLR. 30.30 WMZQ JACKY WARD \& REBA MCENTRE "The 33.19 KLV
WMAO. KRAM. KHAK. Charts 2620 KSO 31.26 WXCL. 35.30 WSAI. 31.20 KSOP (Merry) $68 / 3$, 25.20 KMPS . 18.12 KZIP , debut 27 KLAK . 31.26 WXCL. 35.30 WSAI. 31.20 KSOP. 23.19 WDEN. REX ALLEN JR. "If I Fell In Lo
WUBE KCKN. WONE. WIRE, WSLR. KLAK KCh YOu" (WB) 61/20, WMZO.FM. WCOSFM WDEN. WKOA WTMI. WKCQ WEAT Charta O, KCUB. KIZ, KFTN. WKXA WGTO, KVOO. WFNC T.G. SHEPPARD "Last Cheater's Waltz" (WB/Curb) $60 / 14$ KHAK debut 30 WOKQ WUBE, KLZ, KCUB KFTN KWMT WVI. WMUS, KVOO WLAS, WYII Charts 3828 WCXI, $25-20$
WUNI, 20.14 KCKC SAMMI SMITH
SAMMI SMITH "'The Letter" (Cyclone) 61/8, KEEN, KSO, WONE, WMZO.FM, WNYA
WTH1. WKCO. KMAK. Charts: 22.10 WUNI. 158 WWOK. $38.24 \mathrm{KZIP}, 3829$ KUZZ. 21.15 KRGO
1913 KGFX .
EARL SCRUGGS REVUE 'I Could Sure Use The Feeling" (Columbia) 56/6,
 2012 WOEN, 2924 KUZZ, 3628 KZIP
BARBARA MANDRELL "Fooled BY A Feeling" (MCA) 54/19, KMPS WIL WIRE KSO WSLR. WSAI WOOT, KRGO, KMAK KCEY, KBET, WOEN. WKSJ, KTYN, WYTL KGFX EIVIS PRESLEY ""T 26 WUNI, debut 29 WBAM debut 24 WSM debut 29 WJJO. 3526 KCKC ELVIS PRESLEY "There's A Honky Tonk Angel" (RCA) 52/16, KRMO, KSO KLVI Charts : 1813 KCKC. 27.21 WJJO. debut 24 WMC. debut 27 WEEP KVOO. KVET, KNOE (both) 30 WSUN. 3.26 WCXI.
STELLA PARTON "The Room At The Top Of The Stairs" (Elektra) 52/10 KMPS, KLAK, KSO. WIRE WUNI. WNYR, KGFX. KHAK, WITL KION. Charts Oebut 27 KRGO 40 .
26 KSOP 3025 KUGR 6 KSOP. 3025 KUGR
BILLY "Crash" CRADDOCK "Robinhood" (Capitol) 48/14, WUNI, WDEN KOKE KEBC, WYTL WNRS, WKMF, WIRE, KCEY, KSSS, KCUE, KTOM, KNOE, debut WUNI, WDEN, KOKE ZELLA LEHR "Once In A Blue Moon" (RCA) 48/5, KCKN WSM. KBOX WFNC

## Others Getting Significant Action

BILL ANDERSON \& THE PO' FOLKS "The Dream Never Dies" (MCA) 44/9 KLZ. KCKN WCOS FM, WYVA, KNOE, WOKK. WFNC. WTHEA, KGFX Cher Dies" (MCA) 44/9, 35 KRAM, debut 30 WIRK FM, $2721 \mathrm{KFTN}, 3225 \mathrm{KSOP}, 3023$ WLWI. FM, $3527 \mathrm{KLVI}, 2420 \mathrm{KFGO}$
EDDY ARNOLD "'Goodbyo EDDY ARNOLD "Goodbye" (RCA) 42110, KSO WIRE. WNRS. WITL KHAK KNOE

## Radlo\&Records <br> NATIONALEARPLAY/4O

Three Two Last
Wreks Weeks Week
Wreks Weeks Week

## August 10, 1979

| 8 | 5 | 2 | 0 |
| :---: | :---: | :---: | :---: |
| 2 | 1 | 1 | 2 |
| 26 | 15 | 8 | 3 |
| 6 | 3 | 3 | 4 |
| 14 | 9 | 6 | 0 |
| 29 | 18 | 11 | 0 |
| 11 | 6 | 5 | 7 |
| 17 | 10 | 7 | 8 |
| 24 | 17 | 14 | 0 |
| 31 | 21 | 16 | (1) |
| 28 | 19 | 15 | (1) |
| 19 | 11 | 9 | 12 |
| 5 | 4 | 4 | 13 |
| 30 | 25 | 21 | (1) |
| 16 | 12 | 12 | 15 |
| 4 | 7 | 10 | 16 |
| 1 | 2 | 13 | 17 |
| 27 | 23 | 18 | 18 |
| 32 | 28 | 23 | (1) |
| 37 | 31 | 20 | 20 |
| 36 | 29 | 17 | 21 |
| 33 | 27 | 22 | 22 |
| - | 33 | 26 | (3) |
| - | 34 | 29 | (2) |
| - | 38 | 31 | (2) |
| 3 | 8 | 24 | 26 |
| 7 | 13 | 19 | 27 |
| - | - | 36 | (2) |
| - | - | 35 | (2) |
| - | - |  | 0 |
| 40 | 37 | 33 | 31 |
| - | - | 40 | (2) |
| - | - | 39 | © |
| - | - |  | 0 |
| - | - |  | 0 |
| - | 39 | 37 | 36 |
| - | - |  | 37 |
| 35 | 30 | 28 | 38 |
| - | - |  | 39 |
| 38 | 36 | 34 | 40 |

MEL TILLIS/Coca Cola Cowboy (MCA)

DOLLY PARTON/You're The Only One (RCA) CHARLIE DANIELS BAND/The Devil Went Down To Georgia (Epic) EDDIE RABBITT/Suspicions (Elektra) HANK WILLIAMS JR./Family Tradition (Elektra) WILLIE NELSON \& LEON RUSSELUHeartbreak Hotel(Columbia) TAMMY WYNETTE/No One Else In The World (Epic) GENE WATSON/Pick The Wildwood Flower (Capitol) DAVE \& SUGAR/Stey With Me (RCA) KENNY ROGERS \& DOTTIE WESTITTIII I Make II On My Own (UA) JIM REEVES/Don't Let Me Crossover (RCA) MOE BANDY/Barstool Mountain (Columbia) EMMYLOU HARRIS/Save The Last Dance For Me (WB) CONWAY TWITTY/I May Never Get To Heaven (MCA) JOHN WESLEY RYLES/Liberated Woman (MCA) JOHNNY CASH//Ghost) Riders In The Sky (Columbia) ANNE MURRAY/Shadows In The Moonlight (Capitol) MARTY ROBBINS/All Around Cowboy (Columbia) CHARLEY PRIDE/You're My Jamaice (RCA) LYNN ANDERSON/I Love How You Love Me (Columbia) RAY PRICEIThat's The Only Way To Say Good Morning (Monument) STATLER BROTHERS/Here We Are Again (Mercurv) CRYSTAL GAYLE/Your Kisses Will (UA) MOE \& JOE/Good OI' Boys (Columbia) DOTTSYISlip Away (RCA) WAYLON JENNINGS/Amanda (RCA) hort Axton/Della And The Dealer (Jeremiah) DON WILLIAMS/IT Must Be Love (MCA) DONNA FARGOIDaddy (WB) JIM ED BROWN \& HELEN CORNELIUS/Fools (RCA) GEORGE JONES/Someday MY Day Will Come (Epic) MICKEY GILLEY/My Silver Lining (Epic/Playboy) VERN GOSDIN/All I Want And Need Forever (Elek tra) KENNY OALE/Only Love Can Break A Heart (Capitol) JENNIFER WARNESII Know A Heartache When I See One (Arista) JOHNNNY RODRIGUEZ/Fools For Each Other (Epic) MEL MCDANIEUPlay Her Back To Yesterday (Capitol) CLIFF COCHRAN/Love Me Like A Stranger (RCA) JOHN CONLEE/Before My Time (MCA) FREDDY FENDER/Yours (Starflite)

## WEAT. WTVA KCUB, KION. 31.24 KCKC

KWKN ANDERSON "Low DOg Blues" (WB) 41/8, WXCL WSAI, KXLR WURE Charts 22.16 KSO 33 24
OLIVIA NEWTON-JOHN " "Dancin "RO. 30.25 WSUN, $33-25$ WIRK-FM
KNIX, WXCL. WSAI KCKN WEAT, KOKE, KSSS. KSOP. KBET KWMT KGI 39/16, KEEN KNOE, WDEN. debut 28 WUNI, 2418 KCKC K KSS. KSOP, K日ET, KWMT KGFX WITL KVE BILLIE JO SPEARS "'
 OAK RIDGE BOYS "Dream On" (MCA) $36 / 36$.
 KRGO. KWKH, WINN. WAAM, WSM WMC. KKYP. WIWSJ. WFMS.FM, WNAS, WXCL WKMF BECKY HOBBS "I Can'r Say Goodbye To You" (Mercury) 34/5, KLAK KXLP RONNIE MILSAP .
 KEEN, KMPS KENDALL
Added" songs this waek tDo Like That No More" (Ovation) 30/30. One of the "Mos
 play at KMPS, WEEP, WBAM. RANDY BARLOW
WGTO, KXLA WBAM KE日C Kvoor Wasy Lovin' Night" (Republic) 30/11, WNAS wII PORTER WAGONER, KVOO WAXX, KSSS, KUZZ KBET
FM, KZIP KVOo WCAW KBET KIISX KTOM I've Always Wanted" (RCA) 2977, wirK MARY K. MILLER "Guess Who Loves YOU" 3429 KFGO
KHAC WHBE, KROR dobut 29 KRGO
DICKEY LEE ' 1 'm Just A Ho WYI. KTVN KWMT WHEF KROR KAM . 41.28 KSOP
RAZV BAIEY "I Ain't Got No Business D KNIX, KEED, KUZZ. KIKX. KTOM. WXCL. WAXX WUBE BFGS KHES Today" (RCA) 25/15 KWKH. WYII. 3429 KCKC JEANNE PRUETT '"Please Sing Satin Sheets For Me" (IBC) 24/10, wCX BELLAMY BROTHERS "YOU Ain't JUST Whist. 26.17 KC
KNEW, KMPS WSAI, WXCL WKPAF. KVOO KRMD WKDA WI DIXie" (WB/Curb) $20 / 20$ KZIP, KFOI, KHAK, KUQR, KFTN, KEEO. KROR. KUZZ, debut 29 WUNI
WILLIE NELSON "Crazy Arms" (RCA) 11/9, KNEW K
BOBBY BRADDLAS
KVOB KZIP KUZZ KFTN KUGR "I Did The Right Thing" (Elektra) 11/7. KRMO KTYN

## Most Requested

CHARLIE OANIELS (EDPC) IAGH WO MEL TILLIS IMCA) MOE E JOE (Columbios) CONWAY TWITTYIMCAI EODIE RABEITT (Eloktra) OOLLY PARTON (RCA) CRYSTAL GAYLE (UA) JM REEVES (RCA)

## Active Re-Currents

min har hate draphod oll mast furrn
The Desler IJaremia
JOHNNYCASH
CON HUNLEY (Columbia)
incel Fell For You (wi
waylon jennings
Amanda (RCA)
JONES G PAYCHECK
Con Hova Har (Epic!
LORETTA LYNn
LOAETTA LYMN
MNORELL EB BANNON
KENNY ROGERS
T.G. SHEPPARO
GOOd All Over (WB/Curb)
OENE WATSO
Gene watson

## 哈 <br> Biff Collie Inside Nashville

WHUT'S WHAT: Owen Bradley, generally credited with having given birth to the "Nashville Sound." and a member of the Country Music Hall Of Fame, was honored with the unveiling of a bronze plaque at Owen Bradley Park, across the street from the Hall Of Fame. Owen is RCA's Jerry Bradley's Dad and super-picker Harold Bradley's brother . . Capitol Records' Music City office is cooking here again, welcoming back VP Lynn Shults and National Promo Head Ed Keely from a West Coast Sojourn . . Slim Whitman's son Byron sessions here next week. Slim says Byron sings much ligher but nothing like his dad. Whitman made a rare personal appearance for KFDI/ Wichita, and "it was just like England," Slim said (He's won the "International Male Vocalist" award in Great Britain for two straight years) .... Marty's "All-Around Cowboy" hit was inspired by the career of six-time World Champion Rodeo Cowboy Larry Ma han. Marty was voted into the Cowboy Hall Of Fame in Oklahoma City this spring Kitty Wells's new album's release will coincide with her 60th birthday August 30. Label, Ruboca, is named for Kitty and Johnny's three kids (Ruby, Bobby and Carol). Carol is wife of Tree Music's John Sturdivant . . . Tammy \& George (Richey) selling their Franklin Road man sion and moving to Arizona??? (He worked as a DJ there before moving to Nashville) . . Hank Williams Jr.'s next album will likely include "The Conversation." written and recorded by Hank \& Waylon Cledus "White Knight" Maggard starred in Neil Si mon's "California Suite" at the Village Dinner Theater in Charlotte ... Billy "Crash" Craddock models "Urban Cowboy" haberdashery in the August issue of Penthouse (no centerfold?) . . Wonder if the Cates Bros. will ever produce a TV show starring the Cates Sisters? (They will produce that "Country Explosion" TV special at the Ford Theater in Washington, D.C on October 2, to be telecast October 16th.)

Cosgrave ha tol Country Marketing Director Vince Cosgrave has exited the company to work along with Universal Films on the marketing of Ioretta Lynn's "Coal Miner's Daughter" movie "Elvis Remembered," a three hour syndicated radio special, is set to air on more than 100 stations between August 16, the second anniversary of Presley's death. and Labor Day. The show was written by Richard Oliver and produced under the direction of Darwin Lamm, head of Creative Radio Shows, in conjunction with RCA Records . . Bill Boyd. West Coast promoter, has been named the Academy of Country Music's President. The ACM is based in Hollywood . . . RCA's Charley Pride is "teed off," so to speak, at the Dallas Royal Oaks Country Club for rejecting his application for membership in the club. Pride said, "They gave no reason, but the only one I can think is that I'm black." Pride's membership would have broken the club's all-white color line. (Somebody ought to tell those folks this is 1979 and not 1879! )

HAPPY BIRTHDAY Webb Pierce (did you know he once had 27 consecutive "1 hits in a row?) Mel Tillis (he buying another radio station to match his newly-purchased KIXZ/Amarillo? )

Dean (his sausage business is "cooking" again) Buck Owens (now produced by Brian Ahern. Emmylou's husband) ... Connie Smith (she's not recording secular music anymore, just gospel?) . . Bobby Helms (one of the first Country artists ever to have a "crossover" Pop/Country hit "My Special Angel")

Rose Maddox ("the only boy that was a girl" member of the "Most Colorful Hillbilly Band in America" in the 40 's and the 50 's, The Maddox Bros. \& Rose) . . Porter Wagoner (he's been on RCA for 26 years!) . . . and Bud Wendell (WSM, Inc., President)
and a heap of happy living!!!


Pianist Floyd Cramer is shown here with the pewter culpture trophy he won for commanding the winning foursome at the recent Gerald Ford Invitational Goli Tournament in Vail. CO

JIM REEVES died 15 years ago Tuesday when his mall plane crasired and burned in nearby Brentwood during a thunder storm. He was 39. According to Mary Reeves Davis, Jim's widow, he's sold nearly 80 million records, most since he died. He recorded for ten years before he died. Jim was one of the first 'selling' artists to record in multiple track stereo, making it possible to change the sounds on his old masters completely, except for his voice. Mary says people still think he's alive, and it gets worse. "They write in every day, bookers wanting to book him for shows, songwriters sending him songs. We've got a rubber stamp of his signature and we stamp his pictures before we mail them." At Fan Fair every year. Mary says she has a Jim Reeves Enterprises booth and scores of people always want to know if Jim is coming down to sign autographs. Mary tells them, "No, Jim's not going to be here this year. He's out of town."

TV FILE: Roy Clark hosts the "Tonight" show Monday (13th) ... The Oak Ridge Boys will appear on a "Dukes of Hazzard" episode this fall ... "Nashville on the Road" 's Wendy Holcombe taped six "Nashville Swings" shows in Toronto . . . Jeannie C. Riley really made her fourth appearance on the "PTL Club" in Charlotte ... Dale McBride guested on

WFAA-TV's "People" and "Community Capsule" in Dallas, aired on cable TV in six states . . John Conlee debuted on "Dinah" . . Ray Sawyer of Dr. Hook (they live in Nashville) is "running" for the "Tonight" show Johnny Carson replacement job when Carson stops "running" . . . Hank Williams Jr. did "That Nashville Music." Merle Kilgore and Hank's Bama Band were there too . . Marty Robbins (pictured) rumored to be set for guesting on a top-rated network series this fall


Will Ernest Tubb be the subject of one of those Dean Martin Roasts this season? Tubb is nominated in three or four categories for CMA awards. He should get at least the "Album of the Year" for his "Legend \& Legacy" LP

WHATEVER HAPPENED TO: That Crystal GayleJose Feliciano duet they cut here last winter for UA?

Ronnie Sessions, one of the "new breed" of Coun-try-Rock acts hatched in the early '70's??? He got married, has a $1 / 2$ year old daughter named Shaun and a new cookin' new East Tennessee rock ' $n$ ' rolle band with an Austin fiddle player . . Hank Mizell the preacher-mover whose Chicago garage session of the 50 's "Jungle Rock" was discovered by a Lon don record collector/disc jockey and became the rockin hearthrob of 1976 in Europe??? He's just cut another ecord, has been booked in Europe again, and just left his moving and storage company job here to be a star one more time ... at $55!!$... T. Tommy Cutrer who became Country DJ \#1 for years while all-nighting on WSM. announcer on Johnny Cash's ABC-TV series of the early '70's, and announcer on Allen Funt's "Candid Camera??"Last winter he defeated the Dean of the Tennessee State Senate and is now represent ing the state's five-county 15th District at the Capitol in Nashville

FESTIVALS \& FAIRS: Kenny Rogers's record crowd at Cheyenne's Frontier Days Rodeo, all 11,000 screaming, clapping fans, stuck around while Kenny did his full show in a cloudburst, equipped with a cowboy hat and yellow slicker . . Kitty Wells and Tom T. Hall perform for the Hunter Mountain Festival in White Mountains of New York: Kitty. Friday (3) Tom T. Saturday (4) ... Promoters say, with only two weeks to showtime. Glen Campbell's Northern States Fair Show has sold a reported 500 tickets. (Farmers afraid to get too far from home?) .. . Ruby Falls dazzled the audience at Nashville Fairgrounds: said she put a little "color" into the show . . Willie Nelson doing fairs all August: Arizona, Maryland, New Jersey, West Virginia, North Carolina, South Dakota, Oklahoma, New York, Colorado and Texas. CLOSER: Ask Rose Maddox how she's doing, she'll say: "I'm happy every day I live!! (It's these Nights that are Killin' Me!



## Mike Kasabo

## Pop/Adult Building An FM Future

One of the brightest new lights on the P/A horizon just recently returned to the RKO old in the Windy City from a short but successful stint at Boston powerhouse WBZ. He is an ggressive competitor, and just as importantly. a radio professional convinced that a Full-Service" approach can win just as big on FM as it has historically on AM. Dave Iartin, now holding the programming reins of WFYR, revealed some interesting and ertainly informative ideas as to how he perceives the future of Pop/Adult radio. "Here's he concept. Up until now FM radio has been one specific thing to the audience - now. I von't talk sales and I won't talk programming; I'll talk audience. Audiences realized that 'M radio meant music - strictly music - that most of your FM stations were only conerned with music. Beautiful Music stations for a long time dominated the FM dial. Then ve saw album radio (AOR), when music kind of went through a very big change during the 57 and '68 period. We saw at that time FM become an outiet for those (young) people - we ised to call them 'underground' stations. Well, it would seem that today's young people, n the 18-24 and 18-34 groups, and your teenagers in every market across the country are howing a proclivity towards one kind of radio - and that's FM radio. You don't find AM :adio stations in markets across the nation that are catering to teenagers any more. They iust aren't! It seems that every AM wants to be a $25+$ radio station today: everybody wants to do a P/A thing. Nobody seems to care about the kid who's 17 years old and wants to hear his high school's basketball or football score or the songs he wants to hear. So AM forced him to go to the FM side - and the way peer pressure relationships work at that age the

Asked to compress his thoughts on what adults are lacking on FM. Martin stat ed knowingly. "Let's take that evolution one more step. Why do adults leave FM?' He continued. "The reason they leave is for news and information. They use FM for music; they think it's a music medium - they have been educated to think that that's all it really is, nothing but a music medium. Until now, no group of programmers has come along and said. 'Hey, why can't we take an FM station and make it a full-service radio station with a first-class news operation to include meteorologists. traffic reports. big on sports and make it a WGN on FM.

R\&R (Shifting smoothly into interview form): But these things take time to establish
MARTIN: Yes, but here's what happens
if I'm in high school. I listen to the teen FM's. When I'm in college. I listen to an album station. When I reach the age of acquisi tion as an adult - you know, married and buying the first home and washer and dryer well, I'll be looking for a station that gives me the music I play, and gives me the news and information I need. Just as WGN or WBZ weren't born yesterday. it will take time They depended upon people growing into them and learning they could depend upor them. That. in short, is what we are going to do at WFYR

R\&R: So that is, in part. the grand design?
MARTIN: Right, Don Kelly (new Program Director of 99X/New York) and I were trying to do the same programming things: I in Wisconsin and he in California. We dio focus panels with people and we said. "What is your favorite radio station?" "Well. it's KMET." Then we'd continue and ask. "Why did you tune out?" "I need traffic (information) in the morning and really like the weather information, but I can't depend on then for that kind of information." FM stations have never done a good job with news and information compared with high-powered AM stations. Plus FM radio really hasn't pioneered personality, certainly adult-oriented like a WBZ or WKDH. Eventually. when ful FM radio penetration in cars gets there. look out! And we'll be ready with the kind of full service station to win big

R\&R: Your opinion must certainly be based upon a substantial amount of research?
MARTIN: Mike, we've uncovered that in 1982 there is going to be a demographic shift. I've studied Department of Commerce and other demographic data when I was a con sultant. and I've known for some time that in 1982 the $25-34$ year olds will represent the biggest group in America. and that's exactly what WFYR is targeted to today because that's the largest group of people in the city of Chicago. The $25-34$ group has all the money: they're controlling everything. This is the demo that the advertisers are going after. Kelly and I came up with what we think is the proper one-line description, and its what we use to advertise WFYR: THE MUSIC YOU WANT - THE NEWS AND INFORMATION YOU NEED!

Anyone can be a music station, but we're going to be a full-service operation. My feeling is that it's time FM provided a complete picture for the adult listener who supports it with potential dollars

## Update

POTTER HONORED: The United States Jaycees recently named WTVN/Columbus Program Director (pictured) John E. Potter as one of the nation's most outstanding young men. The award is for professional achieve ment and community service.

MORE TALK FOR PHILLY P/A: WPEN/Philadel phia is now doing some specialized Talk programming from 7-10pm Sunday through Friday nights with all shows being of the call-in variety. A consumer expert, a sex therapist, a plant expert, a psychic, and a sports specialist are included in the nightly line-up, which reflects a grow ing trend for Pop/Adults to offer a non-music segment for their adult listeners during the TV dominated evening time period . . WGAR/Cleveland is airing "Cleveland Perspective" (N Cleveland jokes pleasel that features legalmen ,John Striker and Andrew Shapiry' authors of
"Power Plays" and "Superthreats") who suggest ways to: 1) halt sexual harassment at the office ( no doubt based on a recent visit to $\mathbf{R \& R}$ ) : 2) make a car dealer refund your money on a lemon: 3) make neighborhood vandals pay for their damage; 4) force a home contractor to repair slipshod work on your house - in other words, commonplace things and occurrences in Ohio's major city.

KAKE FOR BREAKFAST: The P/A biggie in Wichita hosted a continental breakfast for the Intercollegiate Athletic staff of Wichita State University to kick around ideas to help promote the football and basketball teams this year . . . Speaking of sports. KMBZ Kansas City's Curt "Mother" Merz will be doing the color portion of the Kansas City Chiefs' football preseason exhibition games on TV: Mother used to play right guard for the Chiefs, and was lucky enough to have participated in Super Bowl I when Vince Lom bardi's Green Bay Packers routed the Kansas City team . . Also at KMBZ, afternoon personality Ray Dunaway is planning his first annual 10,000 millimeter marathon (that's about 30 feet) to be held sometime in September . . KRNT/Des Moines sponsored the biggest woman's golf tournament in Iowa to benefit the Cystic Fibrosis Foundation: a field of more than 200 entered the event Johnny Holliday moves from parttime to full-time as WMAL/Washington's personality/talk host in the 8-12mid slot.

## Transition

Howard Liberman has been named News Director of Pittsburgh powerhouse KDKA by VP/GM Tony Hirsh, who announced, "Howard is a welcome addition to the KDKA news team. His solid experience in every facet of radio news is valuable to us as we continue to offer complete news and information services to Pittsburgh."

Marc Kuhn has resigned his Program Directorship of WMAL/Washington and has been replaced on a temporary basis by Operations Manager Jim Gallant, who, in turn, will be assisted in those activities by Music Director Jane Reino . . . Cliff Albert has joined KFMB/San Diego as News Director, coming from WROK/Rockford, where he served in the same capacity . . . WNEU/Wheeling has a new Program Director, Barry Chase, who comes to West Virginia from an air shift at FM100/ Memphis. He supplants Bobby Hatfield, who, originally scheduled to program the station, changed his mind and remains at WNAP/Indianapolis . . . Three changes at WGBB/Merrick, NY: Marc Kaye has been named Station Manager after six years with the parent organization, Susquehanna Broadcasting, as an Account Executive and Local Sales Manager, at the relatively young age of 27; Vince Lipari has been appointed to the position of News Director from the radio desk of UPI; and finally, Naomi Farley joins the air staff from WGLI/Babylon, Long Island . . . New K59 Honolulu all-night personality is Bob Roberts, who comes from across the pineapple grove from KULA

## Color

SUMMER PARTY FOR GRAND ISLAND: KRGI/Grand Island, NE is offering lis teners to pick up $\$ 1000$ from now until September 1st simply by displaying this visual and by attending their "Sticker Parties." Each Wednesday and Saturday the parties will be held at a participating sponsor's business and will include a remote broadcast of the party. Drawings will be held at various times during the remainder of summer with each lucky drawee receiving the one thousand bucks.


FI,YING HIGII IN PIIILLY: As a side note to last week's mention of WII'/Philadelphia's "Hidden Picnic," assistant Program Director lBoh liusso fell into TV network interest when a CBS newman got wind of the fact that WIP was to give out 2000 "collapsible" frisbees, which are called, unaccountably. Flippy Flyers, at the event. Anyway the newsman sent out a film crew to the park where thousands of kids were flying their new-styled flyers, and it wound up being a feature on the CBS network news.

SATURDAY'S IN THE PARKS: WGY/Schenectady, in keeping with a desire to keep high profile with area listeners, will remote from various East-Central New York State parks during the remainder of summer, and will provide festivities and merriment for the attendees.

THE WEATHER WORD: WNEW/New York is holding its "Weather Word" contest. which allows morning listeners to take note of various descriptive words like sultry, hot breezy, sticky. When a listener has heard five (out of 16) different ones he or she sends in a postcard with those words written on it. Drawings will then be held later and those who experience the luck of the draw will win air conditioners.

THE FUNKY DUNK: Tom Piant, PD of KBiFF/Red Biuff, CA reports a recent con test called the "Gerber Barbecue and Carnival." The community event featured a dunk tank (you know, the kind where you throw a baseball at a bullseye and some bimbo winds up in the tank of water) - well. Tom wound up as the plant in the seat of honor at the dunk tank and unfortunately managed to break his foot, as he fell into the pool and crashed to the bottom. The cast-ridden programmer is back to work and has virtually no chance of receiving this month's Mark Spitz award

## BREAKERS

Breakers" are those newer records that have the greatest level of station activity on any given week.

No records qualify for breaker status this week.

## NEW \& ACTIVE <br> You'll notice two numbers immediately follow each song tifle below

 (example 30/5). The first represents total number of our reporting stations pleving the record this week. The second is the number of those stations that added it this week.TONY ORLANDO "Sweets For MY Sweet" (Casablanca) $50 / 5$ KOY, wLw. WBOW. WISN, WIS Kor moves: 1410 WATR. 19.14 WHAG. 2011 WTA
WNEU, 30.27 KRKO. 28.24 WBT, 2318 KXLY. Increased 30.25 on PIA chant GEORGE BENSON "Unchained Melody" (WB) 4812 add WIS, WSLI Key moves: 31.27 WBT. 3025 KXLY. $32 \cdot 19$ WLNH. 2522 WBOW. 29.25 KU
30 WRIE. Heavy rotation WDEF. Incresed 29.26 on PIA chart

REX SMITH "Simply Jessie" (Columbia) 45/6 edd WET, WISN, KRNT, WCER, WSBA. WLVA. KOY MOVES: 21.11 KUKI, 12.10 KAKO. 2621 WRIE. 31.28 WHAG. 37.27 WSGW. 3627 KBLF, WIVA. Key moves: 21.11 KUKI. 12.10 KAK. 28 WNEU. Heavy MICHAEL JOHNSON "This Night Won't Last Forever" (EMI America) 47112 adds include KSL. WIP. KOY, WGR. KVI, WBAL. WBT KUGN. WPRO, WPTF Kev moves: 2413 KOLO, 18.13 WDIF, 27.22 WLNH. $38-30$ WSGW debur 27 WBOW debur 29 WNEU Increased 37.31 on PiAchart
MARY MACGREGOR "Good Friend" (RSO) $37 / 16$ adds include WNEW. KEX. WSE, KOY, WTAR, WPRO, KOGO KOLO KVI. WBAL. WTM, WDIF KeY moves: 21.17 WSM. 39.29 PEACHES \& HERB "We've Got Love" (Polydor) 33/4 add KFMB, KROD whok. PEACHES KOY moves : 11.8 WCHV. 1411 KBLF. 31.24 WBOW. 37.29 WHAG. 2623 WNEU. 3018 WHI2 KMRJ Kor moves 11.8 WCHN, 3411 kBL.
PAUL ANKA "As Long As We Keep Believing" (RCA) 35/1 add wisn Kar moves: 2617 WHAG. 32.26 WSGW Increased 3836 on P/A chart
TOBY BEAU "Then You Can Tell Me Gocdbye" (RCA) 28/15 adds include wip WRIE WATR. KEX. KRNT, WRIE KDWN, WDIF KRMG. WDEF Debuts 30 at WNEU. Heaw rotation WNEW. Debuts at No 37 on P/A chart
FRANNIE GOLDE "Here I Go (Falling In Love Again)" (Portrait) 2711 add kMRJ Moves: 22.15 KRKO. 4828 WHIZ. 32.26 KBLF Incteased 3938 on P/A chart
WILLIE NELSON \& LEON RUSSELL "Heartbreak Hotel" (Columbia) $25 / 2$ add WNEW lra). KXLY Moves 7.6 KAMG Heavy rotation: KSL Increased 40.39 on P/A chart. OLIVIA NEWTON-JOHN "Totally Hot" (MCA) 25/8 add WQUD. KEX. WS日, WOWO.

Others Getting Significant Action

DAN PEEK "All Things Are Possible" (Lamb \& Lion) $32 / 6$ add WPTF. WBal WSGW. WIOD WDEF. WAIE 158 WHAG. debut 19 KDWN

## Pop/Adult Album Airplay Tracks

The following album tracks, alphababically listed by artist are gerting significant airplay on many of our Pop/Achut stations).
ABBA /Adentcel "Chiquitita"."I Have A Dream
ABBA /Adentcel "Chiquitita"."I Have A Dream

JOMN OENVERIRCA " It SO GOOd' "YOU SO SO Beaitlut
ELO Moe COMIUsion
ART GARFUNKFL /Cohombiv "On How Hadoy"
RICKIE LEE JONES WBB "OAnY'S All SIar Joint" Niaht Train
NCOLETTE LARSON WB) YOU SEAN MO
ANNE MURRA YCsopital "YOU've Gor What It Takes
OLIVIA NEWTON JOHN IMCA) "Talk TO Ma"
GERAY RAFFERTV IUA) "Tourist"
otana ross imotown) "No One Gers The Prize

JAMES TA YLOR ICommoted Dar Tripoer....Rainy Dar Man "...Company Man
RANDY VANWARMER IB aarsvidel "Losing OuI On Love"





PINK Lady
Kas in tho dank lemaracura)



## - MIDWEST



## Openings

W88C/8umtor, 8C, looking for $\mathbf{7 . 1 2 \mathrm { mld } \text { jock who ie }}$ Ont their way up, With good production. Tapee and rea-
umes to Willam B Sandora, GM, WSSC, Box 1468 , Sumtar, SC 29150 or cell (BO3) 773.7369 (8) 31

KDON/Belines, CA, futures, 1 et phone. Send tapes and resumse to Johnny Morgen, Box 1480, Selines, CA 93902 or call (408) 422-3385 EOE M/F (8-3)
WNAM/Appleton-Oshkoen'e No. 1 Etetion neede tal ented nlaht jock with production akille. Must hove prior WNAM, Box 707, Neensh, WI 54858 EOE (8-3)
KMEN increasing nows statt, seeking newsperson With controveratal delvery and good streer sense Muat be able 10 gather end wnte own copy. Contect Ken Duke.
Box 1290, San Bernerdino, CA 92402 or call (714) 889 . 2651 EOE ( (8.3) WOHOTTOACdo needs middioy personathy with producBroadcast House, Toledo, OH 43616 or call (419) 255 - -1470 (83) 1470 (8-3)

WCAS/Boston has immediete opening for PD. Jazzl Pop/Adult. AOR. Send tapes and recumes to Generel
Manager, WCAS, 380 Green St., Cembridge, MA 02139 EOE (8 3)
KBCQRoswoll, NM has Immediate opening for experienced morning DJ. Pop/Adult format. Excellent
opportunty for future development et this 50,000 wart stetion. Must have 1at phone. Tapes this 50.000 wat Merle Tucker, GM, Box 870 . Roswell, NM 88201 or call 15051622 -6450 EOE (8-3)
91 X -FM/Ban Diego now has openings for weekend people and couriers Send tepes and resumes to Doc hogers, 1250 6th Avenue, San Diego. CA 92101. No

Accepting tapes, resumes and salary requirements tor afternoon dnve at our Pop/Adult station. Send to Kuri
Scholle. WFVR, 1884 Plan Avanue, Aurore, 60505 Scholle. WFVR. 1884 Plan Avenue, Aurora, IL 60505
No calls please. EOE (8-3)

Famale news personalty for mornings and middoys needed vesterday. If you're polished and quick we heve en excring future for you et a 100,000 wert Pop/Adult stetion Contect Jerry Sheeder or Michael Libbie, Box
578 , Fi Dodge. (A 50501 or cell (515) 578 -7333 (8-3)

KLOK/Tulare, CA looking for future eir talent for PoplAduli starion Looking for entertanar, not ume end temp Tapes end resumes to Ken Paige, 717 N . Mooney Elvd Tulare. CA 73274 (R.3
WHHY is accepting tapes and resumes for future 2 -Gam Eyr personality for Montgomery's number one station. Experience and e third class license ere required. Excellent opportunity and selary for the right person. Tapes and
resumes to Larry Stevens, WHHY 3435 Normanbridge Rd. Montgomery, AL 36105. No calls pleese. EOE MIF (83)

## Openings

Wrignt B Assoc. Inc., would like to recelve tapee. inge nationwide. Our clienta hmmednate and future open sonalites, new. and production people Send to Bor 36296, Tucson, AZ B6740 (8-3)

KBFW/Bellingham, WA looking for moming man and - Newe Director. The morning men ehould be pereon elity orrented and we prefer a Pop/Adulr or Country ap
proach. Nows Director with writing, reponing, public offeirs experience and strong on-air delivery. Solary for both depende on expenence. Tepee and reeumes ro Stove 734.8656 EOE (8-3)

W8GASavannah has morning drive opening. Send rapes and reaumes to Jerry Rogere, WSGA. Box 8247 Savennah, GA 31412 EOE M/F (8-3)
If you are ready to become an integral part of one of America's bast morning shows as a humen, natur Enic Taylo newaperson, rush tepes end resumes io Ron 33140 (8-3)
Our moming peraonality may tranafor to enother ata tion within company. Strong on*eir and production for contemporery Country. No. 1 redio sterion in markert Send topes and resumes to Betty Messick
3B45, Jackson, TN 38301 EOE MIF (8-3)
WILS-AM, stable, adur-contemporary for ovel 30 vears in Top 75 market seaking solid mature Progrem Send tepes end resumes to Deave Lenge 600 W Cav anough, Lansing. MI 48910. No cells please EOE M/F (8-3)
KCMO/Columbia, MO, looking for a great night time DJ. Must be able to hendle engineering duries. Come to J Jey Stone, Box 459. Columbie, MO 65201 or call (314)474.7630 EOE (8-3)

Openings for production director and copy and pro duction person at WAXX and WAYY/Eau Clarre. Exper-$832-1530(8-3)$ )

Opening for evening Top 40 jock. Tapes to Jaft Frank. WAEB. Box 2727. Lehigh Valley, PA 18001 (B-3)
WANTED: Experienced nowsperson to do morning shift on top reted Floride Pop/Adult CBS affiliate. Must for $\%$ hour weekly affers program. Tapes . Reiponsible
 No calls please. EOE (R-z)
96Fever IWOKFI/Tampe-St. Petersburg is looking for e 7.12 midnight personelity who knows and un-
derstends Disco. 17 h largest market umes to Roshon, Box 1109 , Clear Water, FL 33517 umes to Roshon, Box 109, Cle3r
or call (813) 481 -9696 EOE MIF (8-3)

Openings
rojohlaramie, Wy is reedy to pey good bweke to qualined Country parsonainties. We onty went to hear vou heve experience and would like the oppontuntry io giow with ue, eend

Looking for AOR-FM PD and Nowe Director. Contac Mark Renser, KKXL, Box 997, Grand Forks, NO 88201 (8.3)

W8AI-FM/Cincinnatl has opening for afll time air personally for this iop rated AOR elation. Send tepea and resumbes to Connn Beldesearno, PO, Matson Plece
Cincimati, OH 45204. No celle please EOE M/F (Q-3)

Two hour board shift, and the rest of the time an owerd
wronng news tearn member. Pop/Adut KGGF neede wo people. Nows-jock. and Muatc Direcror-Jock. If you're right for us, we'll do you right. Tapes and resumes to
Bill Miller, KGGF. Coflowille, KS 67337 . (8-3)

Looking for a mornino man who's funny and con do charecter voices es well as firat clasa licensed engneer.
Needed yesterday. Send tapes and resumes to Wayne Needed yesterday. Send tepes and resurnes to Wayne
Cane, PD. WHNY, Drawer E, McComb MS 39649 684.8140. EOE MiF (8-3)

CKGMIMontreal has an opening for a dynemic an getic communicator. Thws is a rere opportunity to come lent high paying employment if you can measure up 10 our standerds. Contect Rober G. Hall, PD, Box 98 , Westmount, Quebec. Conada H3z2B5. EOE M/F (8-3)
Looking for News Olrector with professional delivery so hard working dependability. Tapes and resumbs
to Jack Hansen, KCLD, Box 1458. Highway 152, St Cloud. MN 58301 EOE M/F (8-3)
WHUE-AM-FM/Boaton's nowest and Beautiful Mu sic stations are looking for announcers for possible fuwriting. Tapes end resumes to Bill Heizer, PD-WHUE
whing GCC Communications of Boston, Inc., John Hancock Tower, 200 Clerendon St., Boston. MA 02116 EOE M/F (8-3)
kvwol10,000 watt Country, Cheyenne. WV is atill searching for good aggressive telent. Many tapes but no Winners yel. Good monev for good people. Looking
for air staff and news people Experience a must Con act air staft end news people Experience a must Con
tact John Remsey (307) 632 -0551 or 8 ox 926 . Cheyenne WY 82001 . EOE MIF (8-3)
k99/Great Falls, MT is arill looking for knowledgeathle AOR personalittes who can communicate one to one
If you'd tike to work for the only tive FM rack station If vou'd tike to work for the only live FM rock station
in Niurtiria, please rush rapes end resumes to trock Jenoff, K99, 2307 10th Avenue S.. Great Falls, MT 59405 EOE M/F (8-3)
Son Antonio's new KONO is looking for top talent. Must have killer instıct. Send tapes to Jojo Kincard, Box
2338. San Antonio. TX 78298 EOE MIF (8-3)

## Openings

Production wizerd? What ore your goale? The mon 48 th market Cultural ares in the Southeant awelts yo duction tepes, Ehort elrchecke and detalled resume to Production Wizerd, Box 11727. Winmton Salem, NC 27108. (18-3)

KODI/Great Falls. MT, looking for arr tetente for opennne now and in the future. Tapes and reeumes io Sco
Greeley. PD. KODI, Box 8760 , Great Fetie. MT 59403 (8.3) ${ }^{\text {Grever. PD, KODI, Box 6760, Great Felle. MT } 59403 .}$

Chief engineer needed for Anchorage': two power houses; FM AOR and AM Couniry. Must know nutomstion and audio well. We're look ing for a self motivator.
Resumes and selery requirements to Marty Hametra Prime Time of Alacke, Inc., 2800 E . Dowing Rd Anchor soo, AK 89507, No cello please. EOE M/F (B-3)
KARN/Litte Rock, AR hes opening for air pro. Nown experience and/or pleaeant personality epproach to : good music format a plus. Tapes, rasumes, reference Little Rock, AR 72214. EOE (8-3)

Aere opportunity: News reporter needed for work he finest fecility in the Pacific Northwest. Need exper lence and ine eblity to present the lacts on a "people"
level with credibity. Tapes and resumes to Gregg He aholt, KYTE/KLLE, 2040 SW 18r, Portlend, OR 9720 个 EOE (8-3)

WK BW/Butfalo, NY is looking for 12 mid -Bam air per sonality. Tapes and remurres ro Sondy Beach, 695 Dof-

KFODIAnchorage. AK is looking for two nowsperKFOD/Anchorege, AK ls looking for two newsper went people who can gather as well as deliver on the air with personality. No stufted shits or lazy types need
apply. Tapes, and resumes to Roy Robinson. KFQD 9200 Lakp Otis Parkwayea to Roy Robinsan, KFQD. 200 Lake Otis Parkway. Anchorege. AK 99507 o 9071 344.9622 (8-3)

Looking for voung, energetic Sports Director/Por sonality with good play-by-play and wide open oppor 14nities. Tapes and resumes to Jack Hensen, KCLD, Box
1458. Highway 152, Se. Cloud, MN 56301 EOE M/F IB A take-charge PD needed et top rated Blech FM in an East Coast major marker. Reack- ormatred cent ar checks to Cal Casey, National Progumes and re sulzant, Drake-Cheneult, 8399 Topange Canyon Blval Canoge Park, CA 91304. No calls please. EOE MIF (E-3)
Network Newacasters: Creative, dedicated, productive newspeople needea to write, produce and deliver 18-49 demographically oriented nowscests and feature pro-
orams for RKO Radio Nerwork. Conversetional, Profes orsme for RKO Radio Nerwork. Conversational, Proles-
sional denvery. obility in creative wrung and production techniques; major merker experience end a prover track record. Top dollars. Tepes end resumes to RKO Radio Network, clo News Director, 1440 Broectway, New York
NY 10018. No cells please. EOE M/FNeta (8-3)

## Radio

JAY JOHNSON promoted to Operations Manager at KODI/Great Falls, MT SCOTT GREELEY promoted to PD at KQDI/Great Falls. MT.
CLINT JONES formerly with KUIK/Hillsboro, OR joins KMJK/Portland, OR. CLINT JONES formerly with KUIK/Hillsboro, OR
CHRIS LANCE joins WCHA/Chambersburg, PA
CHRIS LANCE joins WCHA/Chambersburg, PA.
KEVIN BAUER promoted to Manager of WBEC-FM/Pittsfield, MA.
DAVID GOLDSMITH appointed Account Executive at WQLR/Kalamazoo, MI.
MORRIS DAVENPORT appointed Account Executive at WQLR/Kalamazoo, M
"ANIMAL" promoted to MD at WOBX/Christiansburg, VA.
J.J. WARNER promoted to PD at WOBX/Christiansburg, VA

REGGIE NEEL promoted to Station Manager at WOBX/Christiansburg, VA
DAVE WILMONT appointed PD of KLAV/Las Vegas, NV formerty with Magic 91/San Diego, CA.
HERB HUNT appointed Operations Director at WEAM/Washington, D.C.
JIM ZIPPO appointed PD/MD at WEAM/Washington, D.C
STAN DAVIS appointed MD at WVAM/Altoona, PA formerly with WADC/Parkers STAN DA
burg, WV
LARRY WA YNE promoted to General Manager at KGOT/Anchorage, AK
MARK CHERNOFF named PD ai WDHA/Dover, NJ
BO JAGGER appointed PD at KPAS/EIPaso, TX formerly with KCFM/St, Louis, MO DONALD "LEADER" ORR appointed Production Director at KPAS/EI Paso, TX, formerly with WSBI/Brunswick, GA.
TOM SPOCK promoted to MD at WZLD/Columbia, SC.
DEBLE KAHN promoted to MD at WCAS/Cambridge, MA
"RED BEARD" appointed MD at WZXR/Memphis, TN
BOB TONGE joins WJKL/EIgin, IL.
BOBBY GALE formerly with CHOM-FM/Montreal, Canada joins Q107/Toronto, Canada. DANIELLE formerly with WLUP/Chicago, IL joins WABX/Detroit, MI.
TONY KILBERT formerly with KSAN/San Francisco, CA joins KCBS-FM/San Fran-
cisco, CA.
LYNNE DAVIS joins KGOT/Anchorage, AK
TIM WILLIAMS joins WFAI/Fayetteville, NC as MD and afternoon drive jersonality.

## Station Line-Ups

WDDD/Marion, IL LINE-UP: Gam-9am Bruce Welker (PD), 9am-1 pm Jay Pearce, 1pm-3:15pm Rod Sievers, 3:15pm-5pm Roger Swan, $5 p m-7: 15 p m$ Ralph Emery. 7:15pm-12mid Country Gold, $12 \mathrm{mı}$-6am Bill Brandstatter

WBLM/Lewiston-Portland, LINE-UP: Gam-9am R.J. Hanson, 9am-1pm Jose Diaz (MD), $1 \mathrm{pm}-4 \mathrm{pm}$ Carla Raswick, 4pm-8pm Mike Bushey (PD), 8pm-12mid David Bordelais, allnight Mark Persky
WILS/Lansing, MI LINE-UP: Gam-10am Marshal McAlvey \& Dan Bayer, 10am-3pm Jim Pemberton. 3pm-7pm Brad Curtis, 7pm-12mid Frank "Sonic" Smith, allnight Jim Pemberton. 3pm-7pm Brad Curtis, 7pm-12mid Frank "Sonic" Smith,
Shawn Hendricks. Weekends: Mark Adams, Larry Allen, and,Carl Coffin.
KZ93/Peoria, IL LINE-UP: 6am-10am Tom Wood, 10am-2pm Keith Edwards, 2 pm 6pm Charlie Quinn, 6pm-10pm Steve Rodio, 10pm-2am Jerry Jennings, 2am-6am Maria Gilmore. Weekends: Ray Price \& P.J. McKay.
KUKI/Ukiah, CA LINE-UP: 5:30am-1 Oam Craig Haworth, 10am-2pm Kate Moore (PD), 2pm-6pm Rick Baca (MD), 6pm-12mid Brent Farris. Weekends: Tom Gabehart, DeAnn Vau, \& Jeff Hart.
WEAM/Washington, D.C. LINE-UP: 6-10am Jim Zippo, 10am-3pm Doug Carter, 3pm 7pm Herb "The Weird Beard" Hunt, 7pm-12mid Glen "Boogie Monster" Michaels.

## Records

MARTHA SHARP named assistant to Jimmy Bowen, Vice President/General Man- C ager of Elektra/Asylum's Nashville operations.
BRUCE SMITH appointed to the position of Director of Marketing for GRT of Canada SHERYL DOYLE named Manager, Administration/West Coast, at Infinity Records. DAVE MACKAY named Midwest Regional Representative at Infinity Records.
TINA OTIS appointed Director Administration, CBS Songs International.
NANCY BRENNAN appointed Associate Director, Music Publisher Relations, CBS Songs International.
RANDY LAVIGNE appointed Director of Operations for Cachet Records.
PATRICIA PAUL appointed Assistant to the General Manager in Los Angeles for Cacher Records.
SCOTT STEPHENS appointed Field Salesman, Baltimore/Washington, D.C. branch for MCA Distributing Corporation.
CHERYL McENANEY appointed to International Promotion for AGM Records.
JORDAN HARRIS appointed Director of AGP/Product Management for AEM Records. SUZANNE OLSON promoted to Administrative Assistant for the International Department of Elektra/Asylum Records.
CAROLYN GILMER named AGR Coordinator for Elektra/Asylum Records in Nashville. JOHN DENIGRIS appointed Branch Manager, Atlanta, CBS Records

## Industry Changes

J. DENNIS WEIDLER appointed National Sales Manager of Kalamusic. WILLIAM RIZ named Vice-President of Barnett Enterprises.

## OPPORTUNITIES

## Openings

## our 3 to I ream leoderahip end orriaci iB.34, vovire our person Send tapess and resumen to $A$ Risung, WAO our person Send tapes and resumes to $A$ Rinng, WAOY 45 Fisher Avenue, E Longmendow. MA OIO28 EOE $18-3$

Talk to real people like the reel person vou are Full corval etmion with winwing rreck record needs a pry fessional warm communicator for middaye Top pro ities if you car hendie inem II vou've put in vour sim to earn toveron KFGO. Firgo. ND 58108 or call 1701 237-6346 EOE MIF (8-3)

```
WEBC/Duluth. MN hes two Immodiate opening
M,
1001 E OinSt. Ouluth. MN55805 EOE (B 3)
T95. KICTMMchtte. superstars FM and KFRM. Countr
AM nuede full tme ofl aif produclion pro with Creormats
Tapes ond reeumes to Bob Lowrence. 14700 W Kellogo
KFOOIAnchorage, AK is arill eoeking a PO vo do mic
KFODiAnchorage. AK is atilleoking a PO to do mid
Meresid and serious send tapes and reaumes to Rov
AK }99507\mathrm{ or cell (907) 344 9622 (8 3)
FRANK N MAGID TALENT SEARCH'MInORIVES O
encournged to be considered for news position ot mi
tionol akille in creative parsonalired writing A great op-
coov resumes and arr ctrecks to Dovid Winfield, Sure
```

| Mepor Caiforma contemporen stetion seeks bnght mormational and tun personatity Tapes and resumes to Blll Moves. The Research Group. 1422 Monterey Faza San Lus ObIspo CA 93401 EOE MFi831 |
| :---: |


| It you can communicate woll on a one to one besss with peopte and relme to ash rock format. WMGK in Prwecietrinis has an opening for you in our announcing staH Teoses and resumes to Bob Crang PD. WMGK FM One Bata Cyrund Plaza Bets Cynurd PA 19004 EOE |
| :---: |
|  |  |
|  |  |
|  |  |

Top 40 and Counver programmers and an ment needed

market
Frocken
ei-31
WMIOIAtiantic City is now accepting tapes and res
leading contemporan music news and information sta
Q101 WOALMeridien. MS. the second largest c
In the suate has an opening ior tull rime newsoerson to
Nur exponding nows sat9 Send rapes and resurnes io
Erock Boulerte Box 5314 Mendhen MS 38301 EOE 1727
KERN/Bakerafield noede morning orive communi
cator Excetient production a must Send tapas and res
umes to Pete Shannon. PD KERN Radio. Box 2700
Bakerstield. CA 93303 EOE M F No colls please 17271
Engineer needed now Good pay for good work Ex
tres. PD KOIZ Radio Amerilo. TX 79109 (7 27)
tion in Las Vegas 102 prm shif heavy production, 5
Converserional delivery essentis) II voi're looking for e
short stav in this stot. forget it Good moner and bene
tits to
Moneger KLMS. Box 81804 . Lincoin NE 68501 EOE
KING/Searte hooking for entertainer personality Tapes
and resumes to Rob Conrad. KING Radio, 320 Aurora
Ave N Seatle. WA 98109 EOE MIF 17 27)
WGUY/Bangor, ME looking for air personality with
better than average production Join a winning team
Contact Mark Laurence. 7 Main St Bangor ME O4401
Moming man needed ar KFYR/Bismarck, NO Tapes
and resumes to Dan_Brannan. KFYR. Box 1738. Brs
menck NO 58501 EOE M F17 271
record in programmung is essentual Tapes. resumes and
cotionis, 1422 Momterey Plazs, Sen Lus Obspo. CA 9340
EOE MiF (7-27)

Stereo Y93/Biemarck, NO looking for AM drive per sonality. Tepes and resumes to Bob Derver. Y93 Bo
1738, Esmarck, NO 58501 EOE MIF (7.27)
Full time AM station needs experienced continuity Gary. IN (219) 886-9171 17 27)
Nowe and public affairs director and air personalities noeded tor KENO AM Bnd FM Send tapes and res -gas, NV 89108 EOE No calis please (7.27)

Goods \& Services

## 

The Aircheck Guide
If vour station has an opening or are now preparing lo
the ARB - listen to the Aurchecks of the thlent evauleble One call and grab the competitive edge toder All for-
mats Major market locks and telent of all market size: avalable Your call contacts instant archecks Save
weaks of searching 1207782.0947 MonFn Sam Gom

## The Aircheck Guide Openings

##  <br>  <br> resume to The Airctiock Guide 25 puts vour Archeck at the instemt listoning of radio stetions nationwide Be <br> Pur vourself in much with the new openings The Air

More Weakly Than Ever
 'Lola's Lunch
OROP YOUR PANTS. GRAB YOUR SOCKS, here comm the lofis. here corme the vocke Complimentary meck
'Radio's Premiere
Comedy Service


Openings
Search has begun for copy/production director tor one of Mrchigen's top rock sravions Onty expervencent
pros considered Inctude copy production samples and pros considered Inctude copy production samples and
brret arr check 10 Dave Brewer. WHNN Box 96 Sagnow MI 48606 No celle please ( 727 )
Top dollars offered for morning men or ieam with a oynamic sense of humor KINT-9e willing tg pey good
bucks for creetive morning personelity Rush tepes and bucks for creative moming personality Rush tapes and
resumes to Jhen Kave. KINT 99.559 Gotewor West Sute 120. EI Paso, TX 79925 EOE MIF 17.271
Looking for en experienced newaperson to work in the Houston mexro market Expervenced in all aspects of news gatharing Excellent sollary and firge benefits
with a major broadcating corboratuon Send tapes and resures to Nowe Director, KIKK, 6006 Gultion, Houspon.
TX 77081 EOE 17 27)

Chuck White Consultancy lookng tor one AM drue bs nana head for a two-man leam Also, need a nught tume
cooker a newsperson, strong in dalivery, and FM beau Itful music announcer Send tapes and ressumes to Chuck
White, Bos 1230 . Temple. TX $76501 \quad 17.271$ WCZY is expending egein. Need smooth, relaxed vonces for Deproit's top beevitulu music team Werm, natural de
livery and absiliy to communicate humanly are essential Fabulous growth opportunity If you're expenenced in any adult format and looking for the best compary in
radio. send tapes. resumes and anvthing else vou think I need to know to 800 Gaskins. 15401 W Ten Mil

## RC, Oak Park, MES M

KOZZ/Reno is looking for a full time AOR announcer
Femoles and minorites encouraged Rush tapes and 89509172
Program Director needed for modem Counery station in Portiend, ME, metro Must be stable, mature and ef persencad Topes and resumes io Bob Papper. WKXA
AM FM. Box 900. Brunswick. ME 04011 or call 1207 AM FM, Box 900 . Brunsw
$725-5507$ EOE M/F $17-271$

Positions Sought


WAGNER 190113625293 anvtime but loeds of desure Wirng to felocare and anxnows to pel
$\qquad$
$\qquad$ old pro with 3 yrs full time expenence Top 50 markets
only Call (919) 3230925 belore 100 pm EST or (919) 864-2818 after 1 00pm EST (83)
Bleck communicator. $2 \%$ wrs expenence. KSUL. KLON KPCC seeking a Pop Adult. Top 40, Jazz, Disco or Black Rock format position Averibibe now bich CA 90813 (2131 436-8429 Aftirmative action emplovee (8.3)
Looking for production or air shift. 2 vrs good ex
pervence in Southern Californis sres Copuwriting and
production exceltent Thmod endorsed Cal BRIAN JAMES
ar 12131 24774209 for tane and resump
I am tired of the major market hasales TOM SULLI
VAN M 105 is looking for a nice medium market to settie
Good production and plenty
4928161
Midwast jock. PD $4 \%$ yrs full time lookng for med
umn'large or large market wir relochte Nike schur
(313) 5617839 nights 183$)$
Help! I need job in redio. No experience, but I have

## (chet Cell J ALEXANDER atter 7pm (2131933-4512 (8 3)

Succeasful communicetor soeking 500.000 -plus mor kat job with an aggressive Country station Experience
as PD/MD. 13 vr pro. farmuly man. 1 st Preter mornings
but
(8.3)
Dependable. dedicated hard worker presentivem
ploved as MDimiddeys at reputable Southern rocker
but looking Prolessional with over 3 Yrs experience
Tight thoard and production abilltes Looking af Top 100
arkets and good bucks. Cat MIKE at (919) 488-4259

Positions Sought


## Oynamle vorce over personality for nationally distribu

6 ras previous madio experience including $m$ a
Secondary market PD of vear - DAN STEELE niv of KTSA WKBO WPGC. now Bvallable Will co EXPERIENCEO MUSIC DIRECTORIANNOUNCER warts to sertie in medaum marker west of the Mississipet
Vest knowledge of music in virually any formet AOR io op Adult 1 your
ve reached the top hare and am willing to start el
your bormom Presently momung drive/MD looking for air
 130913437588 a

Ther don't call me "Gusto" for nothing 2 yrs e Strong pioduction and looking for an AOR break 3rd
phone endorsed Innovative and crealive Cell NIC GUEST (505) 6463505 devs 150515223099 atternoons
G evernings 1727 )
$\qquad$ major market programming position I have prior major
market experience bui will consider all Call BIG RON
(304) $4245120(727)$ Teke vour pick - young, dediceted pro reedy to move bell, basketball haspball 2 yrs major market talk expe rence
(803) 22
BILL SEBASTIAN ANDRUS Producion Mansge
$\qquad$ 98Rock Tampe Q FMiHonolulu looking for a good place
work Call (305) 7636407 anyume 727 )
$\qquad$ slot or medium PD position 8 vrs experience and know
ledge of morning psychotogy Call (918) 62739241727 Production wizard. news blimp's STEVE CROWLE ng for challenge with mejor AOR Call (914) $939-5777$
$\qquad$
$\qquad$
$\qquad$
$\qquad$ ormat Productron a plus and 3rd endorsed Call JERRY
(914) $941-3035$ days and 121217881328 everuigs

## Miscellaneous

$\qquad$
$\qquad$ tons to represent a freelence vace telent member AFTRA in vour market yr convact. Serious inquiries onlv. September 1 deadine Resume Arbor. M1 48104 (18-3)

## Herarise BREAKERS

"Back Page Breakers" are those newer records that have the greatest level of station activity on any glven week.

## SNIFF 'N' THE TEARS Driver's Seat (Atlantic)

70\% of our reporters on it. Moves: Up 76, Same 19, Down 0, Adds 22, including WIFI, WKBW, CKGM, KDWB, WZZP, KEARTH, WOLF, KLIF, WAYS, WNCI, WNAP, WHOT, KTAC KMJC, KERN, WYRE, CK101. See Parallets, charts at number 24.

## NEW \& ACTIVE

Recent releases with alrplay reported by at least 50 of our reporting sta tions are listed in order of their activity. The two numbers following the artist / titie /label designation lexample: $100 / 25$ ) indicate how many of our reporters are on the record this week $(100)$ and of those 100 how many added it this week (25). "Moves" are broken down for each record and Indicate now many stations moved the song Up on their charts, held it the same fon to on, add to on, 31-31, etc.), moved It Down on thelr charts, or added it this week. Complete alrplay activity on all songs Ilsted in New \& Active can be found in the parallels

NICK LOWE "Cruel To Be Kind" (Columbia) 91/37
Moves: Up 36, Same 18. Down 0, Adds 37, Including 99X.FM, WPGC, 96 KX 293. WZZP, KING, WOLF, WAPE, WHBQ, WNDE, KRKE.

GQ "I Do Love You" (Arista) 89/18
Moves: Up 61, Same 9, Down 1. Adds 18 including WPEZ, KIMN, Y103 KINT, KZ93, KRSP, WANS, KKRC, KYSN. Charts at number 26
COMMODORES "Sall On" (Motown) 87/56
Moves: Up 22. Same 9, Down 0, Adds 56, including WPGC, WKBW, WLCY Q105. WZZP, KBEQ, KFI, KJR, WHYN, 92Q, WJDX, WISM, KRSP SPYRO GYRA "Morning Dance" (Infinity) 86/9
Moves: Up 59, Same 14, Down 4, Adds 9, KFI, WAEB, WQAM, WAKY, KSTT, WOHO, WLBZ, WEEO, KKLS. Charts at number 27.
M ''Pop Muzik'' (Sire) 85/37
Moves: Up 39, Same 9, Down 0, Adds 37, including 99X.FM, WLCY, WZZP KBEQ, KHJ, KJR, KOPA. WKBO, WFMF, 92X, KJRB.
BONNIE POINTER "Heaven Must Have Sent You" (Motown) 74/29, Moves: Up 34, Same 11, Down 0, Adds 29 , including 99X. FM, WFIL KING, KC101, WKEE, KLIF, KEEL, KRAV, WHB, KERN
ROCKETS "Oh Well" (RSO) 73/13
Moves: Up 38, Same 22, Down 0, Adds 13, including WIFI, KSLQ, KFRC WHBQ, KOFM, WMEE, KRSP, KFXM, 14WK.
RICKIE LEE JONES "Young Blood" (WB) 71/15
Moves: Up 45, Same 11. Down 0, Adds 15, including WGCL, 13Q, 92X WEEO, WCIR WEBC Y94.
BLACKFOOT "Highway Song" (Atco) 68/8
Moves: Up 40, Same 19, Down 1, Adds 8, WIFI, WCAO, KDWB, WHYN KSTT, WJBQ. KSEL, KFYR, WPEZ 27.24, WKBW d.29, 293 24.22, WGCL $32-30$ MAUFEEN McGOVERN "Different Works" (WB) $65 / 5$
Moves: Up 48, Same 11, Down 1, Adds 5, WPST, KRAV, KTAC, KFYR, KCBN, WFIL 25-22. WK BW 28-20, CKLW 23-20, KSTP 21-18, WGCL $28-26$ MARSHALL TUCKER BAND "Last Of The Singing Cowboys" (WB) 60/2, Moves: Up 41, Same 12. Down 5, Adds 2. WCIR, WGLF WPEZ 35-32, KSTP 26-24, KIMN ON, KOPA 20-16, WBBF 25-21, KNOW $36-31$ GERRY RAFFERTY "Get It Right Next Time" (UA) 59/34 Moves: Up 15. Same 10, Down 0, Adds 34 , including KSLQ. WOKY, KING 94Q. WHBQ. WKY, KGW, KENO, WLBZ, WCGQ. KKRC
CHEAP TRICK "Ain't That A Shame" (Epic) 55/18
Moves: Up 27, Same 10, Down 0, Adds 18, Including WKBW, KSLQ, PRO FM, WFLI, KSTT, WHOT, KRQ, WSEZ, KQWB, KBDF.
JOURNEY "Lovin", Touchin', Squeezin' " (Columbia) 54/21 Moves: Up 24, Same 9, Down 0, Adds 21. Including WLCY, Q105, CKLW KDWB, WZZP, KFI, KEARTH, KOPA, WHYN, WSGN, KZ93
DOOBIE BROTHERS "Dependin' On You" (WB) 53/28
Moves: Up 15. Same 10, Down 0. Adds 28, including WPEZ, WOLF, WBBF WAPE, WRJZ, WNDE, KJRB, WLEZ, WAGQ, WAKX
BRAM TCHAJKOVSKY "Gir Of My Dreams" (Potydor/Rader) 53/6, Moves: Up 33. Same 13, Down 1. Adds 6, WLAC. WNAP, KFXM KYSN, KDZA, KBIM. WRKO 16-14, WPEZ 36-29, WKBW d-27. KBEO $32-29$

## Others Getting Significant Action

DIRE STRAITS "Lady Writer" (WB) 4977
Moves: Up 23, Same 19, Down 0, Adds 7, WKEE, WFLI, KOFM, 92X, KMJC Y94, KBDF, B100 14-12. WIRK 34-29, KNOW 35-24, KEYN-FM 21-17.
LOBO "Where Were You When I Was Falling In Love" (MCA) 47/12, Moves: Up 25, Same 10, Down 0, Adds 12, including KHJ, WKBO 92Q. WFBG, WSEZ. WKAU, WFIL ON, KSTP 28-26, KEARTH 22.18.
PATRICK HERNANDEZ "Born To Be Alive" (Columbia) 45/6 Moves: Up 33, Same 3, Down 3. Adds 6, WOKY. WKEE, WLAC, KTSA KSTT. WVIC, WGCL 27.16, WZZP 26-22. KHJ 14.9, KFI 18-14, KEARTH 5-3, KFRC 23-21, KIMN 26-23, KOPA 28-25.
ATLANTA RHYTHM SECTION "Spooky" (Polydor/BGO) 44/35
Moves: Up 6, Same 3. Down 0, Adds 35, including WPEZ, $96 \mathrm{KX}, 293,0105$ KSLQ. KFI, JB105, 94Q WHBQ. WMEE, KRUX.

$$
\begin{array}{llll}
\end{array}
$$

This chart is based solety on airplay statistics complled weekly from our Top 40 reporting stations.
Black circled numbers indicate significant upward movement from at least $60 \%$ of our reporrers.

## MOST ADDED <br> COMMODORES "Sail On" (Motown)

NICK LOWE "Cruel To Be Kind" (Columbia) M "Pop Muzik" (Sire)
ATLANTA RHYTHM SECTION "Spooky" (Polydor/BGO)
GERRY RAFFERTY "Gei It Right Next Time"' (UA)
Complares Regionalized Station Lis óngs on page 26 and 27.

## HOTTEST <br> KNACK "MY Sharona" (Capitol)

ROBERT JOHN "Sad EYes" (EMIIAmerica) BARBRA STREISAND "The Main EventFight" (Coll EARTH, WIND \& FIRE "After The Love..." (ARC/Col) charlie daniels band "The Devil Went..." (Epic)

## TRIUMPH "Hold On" (RCA) 44/6

Moves: Up 18, Same 19, Down 1. Adds 6, WZZP, WKBO, KEEL, 92X, KFYR, KLUC, WIFI 11-9, WPEZ 28-21, WGCL 21-18, 940 24-20
HERB ALPERT "Riss" (A\&M) 41/20
Moves: Up 16, Same 5, Down 0, Adds 20, Including WCAO, KHJ, KFI, KEARTH, KJR, KING, WBBQ, WHB WTSN WTMA, 99X-FM 28-23, CKLW 30-14

## PEACHES \& HERB "We've Got Love" (Polydor) 39/0

Moves: Up 25, Same 12, Down 2, Adds 0. WZZP 30.32. WAEB 21-19. KLIF 32-29, WRVQ 13-10, WJDX 20.15, KRQ 33 28. K 104 19-11.

JENNIFER WARNES "I Know A Heartache When I See One" (Arista) 35/8
Moves: Up 24, Same 3, Down 0. Adds 8, KEARTH, 13Q, WKEE, KTSA, WERC, WRJZ, WFBG, WAAY, WFIL on 96 KX 30.25 , KSTP $18-15$.
F.C.C. "Baby I Want You" (Free Flight) 34/6

Moves: Up 20, Same 8, Down 0, Adds 6, WOKY, WBBQ, WEEO, WAAY, KBDF, KBOZ, WAPE $26-22$, WFLI 6-2 KRKE 32-27, WHHY 29.25.
DIANA ROSS "The Boss" (Motown) $31 / 7$
Moves: Up 17. Same 7, Down 0, Adds 7, 99X.FM, WKBW, 293, KOPA. WLAC. KINT, WHHY, WPGC 3028 WGCL 31-24, WZZP 32-27, KHJ d-29, KEARTH $26-21$.

## BAD COMPANY "Gone, Gone, Gone" (Swan Song) 25/6

Moves: Up 11, Same 7. Down 1, Adds 6. 13Q. JB105, 14Q. KROY, KENI, KOOK, WIFI d.27, WLAC 39-34, KXX106 22.16.
BILLY THORPE "Children Of The Sun" (Capricorn) 23/7
Moves: Up 9, Same 6, Down 1. Adds 7, WPEZ. KDWB. WBBQ, WRJZ, WVIC, KIOA. WTMA, KSLQ 24-21, KUPD on,
130 28-21, WAPE 32-25.
JONES GIRLS "You Gonna Make Me Love Somebody Else" (Philadefphia Intemational) $22 / 3$
Moves: Up 12. Same 4, Down 3. Adds 3. 13Q, Z98, BJ105, WRKO 19-16, KVIL on, Y100 25-17, WGCL 15-7, WZZP 21-16.
OAK "This Is Love" (Sky's The Limit/Mercury) 21/6
Moves: Up 8, Same 5, Down 3, Adds 5, WBBF, WKBO, KFXM, WSEZ, WTMA, WRKO 29.26, PRO-FM 3-1, WHYN 28-22. WFLI 24-19.
BECKMEIER BROTHERS "Rock 8 Roll Dancin' " (Casablanca) 21/5
Moves: Up 7. Same 9, Down 0. Adds 5. WIFI, WJBQ, 13FEA, WCIR, WSEZ, WGCL on, KBEQ d-40, WBBQ $29-25$, WFLI 25-20.

## OLIVIA NEWTON-JOHN "Totally Hot" (MCA) $21 / 4$

Moves: Up 12. Seme 5, Down 0, Adds 4, BJ105. WJDX, WROK, Y94, KSTP d-29. KJRB 23-20, K 1043530 , KCBN 39.36 TOBY BEAU "Then You Can Tell Me Goodbye" (RCA) 21/3
Moves: Up 9, Same 9, Down 0, Adds 3, KSTP, KRKE, WANS, WPEZ 33.30, 96K $\times 32$-27, WKBW on, K 10433.29.
MOON MARTIN "Rolene" (Capitol) 20/16
Moves: Up 1, Same 3. Down 0, Adds 16, including WRKO. Z93, KJR, JB105. WHBQ. 92Q, WRJZ, CK101, KCBN,
KHJ on, KFRC on
MICHAEL JOHNSON "This Night Won't Last Forever" (EMI/America) 20/6
Moves: Up 11. Same 3. Down 0, Adds 6. WGCL. 13Q. KMJC, CK 101, WSPT, KEWI, KSTP 30-27, KSLQ 31-27, WHEB 39-31. WRKR $20-14$

# TIREMPIG: BREAKERS 

"Back Page Breakers" are those newer records that have the oreatest level of station activity on any elven week.

## SNIFF 'N' THE TEARS <br> Driver's Seat (Atlantic)

70\% of our reporters on it. Moves: Up 76, Same 19, Down 0 , Adds 22, including WIFI, WKBW, CKGM, KDWB, WZZP, KEARTH, WOLF, KLIF, WAYS, WNCI, WNAP, WHOT, KTAC, KMJCC, KERN, WYRE, CK101. See Pavallols, charts at number 24.


Recent releases with alrpiay reported by at least 50 of our reporting statlons are listed in order of their activity. The two numbers following the artist / title /label designation (example: 100/25) Indicate how many of our reporters are on the record thls week (100) and of those 100 how many added It this week (25). "Moves" are broken down for each record and Indicate how many stations moved the song up on their charts, neld it the same con to on, add to on, 31-31, etc.), moved It Down on their charts, or added it this week. Complete alrplay actlyity on all songs Ilsted in New 8 Active can be found in the parallets.

NICK LOWE "Cruel To Be Kind" (Columbia) 91/37
Moves: Up 36, Same 18, Down O. Adds 37, including 99X-FM, WPGC, 98 KX 293, WZZP, KING, WOLF, WAPE, WHBQ, WNDE, KRKE.
GQ "I Do Love You" (Arista) 89/18
Moves: Up 61, Same 9, Down 1, Adds 18, including WPEZ. KIMN, Y103, KINT. KZ93, KRSP, WANS, KKRC, KYSN. Charts at number 26.
COMMODORES "Sall On" (Motown) 87/56
Moves: Up 22, Same 9, Down 0, Adds 56, including WPGC, WKBW, WLCY Q105, WZZP, KBEQ, KFI, KJR, WHYN, 92Q, WJDX, WISM, KRSP.
SPYRO GYRA "Morning Dance" (Infinity) 86/9
Moves: Up 59, Same 14, Down 4, Adds 9, KFI, WAEB, WQAM, WAKY. KSTT, WOHO, WLBZ, WEEO, KKLS. Charts at number 27.
M "Pop Muzik" (Sire) 85/37
Moves: Up 39, Same 9, Down 0, Adds 37, including 99X-FM. WLCY, WZZP KBEQ, KHJ, KJR, KOPA, WKBO, WFMF, 92X, KJRB.
BONNIE POINTER "Heaven Must Have Sent You" (Motown) 74/29, Moves: Up 34, Same 11, Down 0, Adds 29, including 99X-FM, WFIL, KING, KC101, WKEE, KLIF, KEEL, KRAV, WHB, KERN.
ROCKETS "Oh Well" (RSO) 73/13
Moves: Up 38, Same 22, Down 0, Adds 13, including WIFI, KSLQ, KFRC. WHBQ, KOFM, WMEE, KRSP, KFXM. 14WK.
RICKIE LEE JONES "Young Blood" (NB) 71/15
Moves: Up 45, Same 11. Down 0. Adds 15, including WGCL, 13Q, 92X, WEEO, WCIR, WEBC, Y94.
BLACKFOOT "Highway Song" (Atco) 68/8
Moves: Up 40, Same 19, Down 1, Adds 8, WIFI, WCAO, KDWB, WHYN. KSTT. WJBQ, KSEL, KFYR, WPEZ 27-24, WKBW d-29, 293 24-22, WGCL $32-30$. MAUFEEN McGOVERN "Different Worlds" MMB) 65/5
Moves: Up 48, Same 11. Down 1, Adds 5, WPST, KRAV, KTAC, KFYR. KCBN, WFIL 25-22, WKBW 28-20. CKLW 23-20, KSTP 21-18, WGCL 28-26. MARSHALL TUCKER BAND "Last Of Tho Singing Cowboys" (WB) 60/2, Moves: Up 41, Same 12, Down 5, Adds 2, WCIR, WGLF WPEZ 35-32, KSTP 26-24, KIMN on, KOPA 20-16, WBBF 25-21, KNOW 36-31. GERRY RAFFERTY "Get It Right Next Time" (UA) 59/34 Moves: Up 15, Same 10, Down O, Adds 34, including KSLQ. WOKY, KING 94Q, WHBQ. WKY, KGW, KENO. WLBZ, WCGQ, KKRC.
CHEAP TRICK "Ain't That A Shame" (Epic) 55/18
Moves: Up 27, Same 10, Down 0, Adds 18, including WKBW, KSLQ, PRO. FM, WFLI, KSTT. WHOT, KRQ, WSEZ, KQWB, KBDF.
JOURNEY "Lovin", Touchin', Squeezin' " (Columbia) 54/21 Moves: Up 24, Same 9, Down 0, Adds 21, including WLCY, Q105, CKLW KDWB, WZZP, KFI, KEARTH, KOPA, WHYN, WSGN, KZ93.
DOOBIE BROTHERS "Dependin' On You" (WB) $53 / 28$
Moves: Up 15, Same 10, Down 0, Adds 28, including WPEZ, WOLF, WBBF, WAPE, WRJZ, WNDE, KJRB, WLBZ, WAGQ, WAKX.
BRAM TCHAJKOVSKY "Gid Of My Draams" (Polydor/Radar) 53/6, Moves: Up 33, Same 13, Down 1. Adds 6, WLAC, WNAP, KFXM. KYSN, KDZA, KBIM, WRKO 16-14, WPEZ 36-29, WKBW d-27, KBEQ 32-29.

## Others Getting Significant Action

DIRE STRAITS "Lady Writer" (WB) 49/7
Moves: Up 23, Same 19, Down 0, Adds 7. WKEE, WFLI, KOFM, 92X, KMJC Y94, KBDF, B100 14-12, WIRK 34-29, KNOW 35-24, KEYN-FM 21.17.
LOBO "Where Were You When I Was Faming In Love" (MCA)
47/12, Moves: Up 25, Same 10, Down 0, Adds 12, including KHJ, WKBO, 92Q. WFBG, WSEZ, WKAU, WFIL On, KSTP 28-26, KEARTH 22-18.
PATRICK HERNANDEZ "Born To Be Alive" (Columbia) 45/6 Moves: Up 33, Same 3, Down 3. Adds 6, WOKY, WKEE, WLAC, KTSA, KSTT, WVIC. WGCL 27-16, WZ2P 26-22. KHJ 14-9, KFI 18-14, KEARTH 5-3. KFRC 23-21. KIMN 26-23, KOPA 28-25.
ATLANTA RHYTHM SECTION "Spooky" (Polydor/BGO) 44/35 Moves: Up 6, Same 3, Down 0. Adds 35, including WPEZ, 96KX, 293, Q105, KSLQ, KFI, JB105, 94Q. WHBQ, WMEE, KRUX.

## RadtosRecords <br> NATIONAEAIRPLAY/30

| THAEE WEERS WEEKS A. 0 | $\begin{aligned} & \text { rwo } \\ & \text { WEEK } \\ & \text { AcO } \end{aligned}$ | WEEK |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 11 | 2 | 1 | 1 | KNACK/My Sharona (Capitol) |
| 6 | 1 | 2 | 2 | BARBRA STREISAND/The Main Event/Fight (Columbia) |
| 14 | 9 | 4 | 3 | MAXINE NIGHTINGALE/Lead Me On (Windsong) |
| 12 | 8 | 3 | 4 | CHIC/Good Times (Atlantic) |
| 22 | 14 | 8 | 5 | EARTH, WIND \& FIRE/After The Love Has Gone (ARC/Col) |
| 27 | 19 | 10 | 6 | ROBERT JOHN/Sad Eyes (EMI/America) |
| 30 | 20 | 14 | 7 | SUPERTRAMP/Goodbye Stranger (A\&M) |
| 23 | 16 | 12 | 8 | CAR8/Let's Go (Elektra) |
| 9 | 7 | 5 | 9 | RAYDIO/You Can't Change That (Arista) |
| 28 | 24 | 15 | 10 | LITTLE RIVER BAND/Lonesome Loser (Capitol) |
| 17 | 11 | 9 | 11 | CHARLIE DANIELS BAND/The Devil Went Down... (Epic) |
| - | 28 | 16 | 12 | ELO/Don't Bring Me Down (Jet) |
| 2 | 3 | 6 | 13 | DONNA SUMMER/Bad Girls (Casablanca) |
| 4 | 6 | 7 | 14 | ELTON JOHN/Mama Can't Buy You Love (MCA) |
| 1 | 4 | 11 | 15 | JOHN STEWART/Gold (RSO) |
| 3 | 5 | 13 | 16 | DR. HOOK/When You're In Love (Capitol) |
| - | 30 | 23 | 11 | DIONNE WARWICKII'll Never Love This Way Again (Arista) |
| 18 | 17 | 17 | 18 | JOE JACKSON/ls She Really Going Out With Him (A\&M) |
| - | - | 27 | 11 | ROBERT PALMER/Bad Case Of Loving You (lsland) |
| 16 | 12 | 19 | 20 | KISS/I Was Made For Loving You (Casablanca) |
| - | 29 | 22 | (2) | EDDIE RABBITT/Suspicions (Elektra) |
| - | - | 29 | (2) | NIGHT/Hot Summer Nights (Planet) |
| 8 | 10 | 18 | 23 | ATLANTA RHYTHM SECTION/Do It Or Die (Polydor/BGO) |
| - | - | - | 24 | SNIFF 'N' THE TEARS/Driver's Seat (Atlantic) |
| 5 | 15 | 20 | 25 | ANITA WARD/Ring My Bell (Juana/TK) ' |
| - |  |  | (20) | GQ/l Do Love You (Arista) |
| - |  |  | (27) | SPYRO GYRA/Morning Dance (Infinity) |
| 24 | 25 | 26 | 28 | CHEAP TRICK/I Want You To Want Me (Epic) |
| 10 | 13 | 21 | 29 | WINGS/Getting Closer (Columbia) |
| 21 | 23 | 28 | 30 | ABBA/Does Your Mother Know (Atlantic) |

Black circled nambersindicate significant stapwardics compiled weekly from our Top 40 reporting stations
Black circled numbers indicate significant upward movement from at least $60 \%$ of our reporrers.

| WOS ADDED |  |
| :---: | :---: |
| COMMODORES "Sail On" (Motown) |  |
| NICK LOWE "Cruel To Be Kind " (Columbia) | ROBERT JOHN "Sad Eyes" (EMI/America) |
| M ''Pop Muzik" (Sire) | BARBRA STREISAND "The Main Event/Fight" (Col) |
| ATLANTA RHYTHM SECTION "Spooky" (Polydor/BGO) | EARTH, WND \& FRRE "After The Love..." (ARC/Col) |
| GERRY RAFFERTY "Get it Right Next Time" (UA) <br> Complete Regionalired Stetton Listings on page 26 and 27. | CHARLIE DANIELS BAND "The Devil Went..." (Epic) |

TRIUMPH "Hold On" (RCA) 44/6
Moves: Up 18, Same 19, Down 1, Adds 6, WZZP. WKBO, KEEL, 92X, KFYR, KLUC, WIFI 11-9, WPEZ 28-21, WGCL 21-18, 940 24-20.
HERB ALPERT "Rise" (A\&M) 41/20
Moves: Up 16, Same 5, Down 0, Adds 20, including WCAO, KHJ, KFI, KEARTH, KJR, KING, WBBQ, WHB, WTSN WTMA, 99X-FM 28-23. CKLW 30-14.
PEACHES \& HERB "We've Got Love" (Polydor) $39 / 0$
Moves: Up 25, Same 12. Down 2, Adds 0, WZZP 30-32, WAEB 21-19, KLIF 32-29, WRVQ 13-10, WJDX 20-15, KRQ 33. 28, K104 19-11
JENNIFER WARNES "I Know A Heartache When I See One" (Arista) 35/8
Moves: Up 24, Same 3, Down 0. Adds 8, KEARTH, 13Q, WKEE, KTSA, WERC. WRJZ, WFBG, WAAY, WFIL on $96 \mathrm{KX} 30-25$, KSTP 18-15.
F.C.C. "Baby I Want You" (Free Flight) 34/6

Moves: Up 20, Same 8, Down 0, Adds 6, WOKY, WBBQ, WEEO, WAAY, KBDF, KBOZ, WAPE 26-22, WFLI 6-2. KRKE 32-27, WHHY 29-25.
DIANA ROSS "The Boss" (Motown) 31/7
Moves: Up 17, Same 7. Down 0, Adds 7, 99X-FM, WKBW, 293, KOPA, WLAC, KINT, WHHY, WPGC $30-28$, WGCL 31-24, WZZP 32-27, KHJ d-29, KEARTH 26-21.
BAD COMPANY "Gone, Gone, Gone" (Swan Song) 25/6
Moves: Up 11, Same 7, Down 1, Adds 6, 13Q. JB105, 14Q, KROY, KENI, KOOK. WIFI d-27, WLAC 39-34, KXX106 22-16.
BILLY THORPE "Children Of The Sun" (Cepricom) 23/7
Moves: Up 9, Same 6, Down 1, Adds 7, WPEZ, KDWB, WBBQ, WRJZ, WVIC, KIOA, WTMA, KSLQ 24-21, KUPD on,
130 28-21, WAPE 32-25. 13Q 28-21. WAPE 32-25
JONES GIRLS "You Gonna Make Me Love Somebody Else" (Philadelphia Intemational) $22 / 3$
Moves: Up 12, Same 4, Down 3, Adds 3, 13Q, 298, BJ105. WRKO 19-16, KVIL on, Y100 25-17. WGCL 15-7, WZZP 21-16. OAK "This Is Love" (Sky's The LimitMercury) 21/5
Moves: Up 8, Same 5, Down 3, Adds 5, WBBF. WKBO, KFXM, WSEZ, WTMA, WRKO 29-26, PRO-FM 3-1, WHYN 28-22. WFLI 24-19.
BECKMEIER BROTHERS "Rock \& Roll Dancin" " (Casablanca) 21/6
Moves: Up 7, Same 9, Down 0, Adds 5, WIFI, WJBQ. 13FEA, WCIR, WSEZ, WGCL on, KBEQ d-40, WBBQ 29-25,
WFLI 25-20. WFLI 25-20.

## OLIVIA NEWTON JOHN "Totally Hot" (MCA) $21 / 4$

Moves: Up 12. Same 5, Down 0, Adds 4, BJ105, WJDX, WROK, Y94, KSTP d-29, KJRB 23-20, K 104 36-30, KCBN $39-36$ TOBY BEAU "Then You Can Tell Me Goodbye" (RCA) 21/3
Moves: Up 9, Same 9. Down O, Adds 3, KSTP̈, KRKE, WANS, WPEZ 33-30, 96KX 32-27, WKBW on, K104 33-29
MOON MARTIN "Rolene" (Capitol) 20/16
Moves: Up 1, Same 3, Down 0, Adds 16, including WRKO, 293, KJR, JB105, WHBQ, 92Q, WRJZ, CK101, KCBN, KHJ on, KFRC on.
MICHAEL JOHNSON "This Night Won't Last Forever" (EMI/Americal 20/8
Moves: Up 11, Same 3, Down 0, Adds 6, WGCL, 13Q, KMJC. CK101, WSPT, KEWI, KSTP 30-27, KSLQ 31-27, WHEB
39-31, WRKR 20-14.
Continued on Page 35


[^0]:    "broken through" with strong songs. But, take a listen back to the tunes they've "broken through" with and you'll hear hit records. Be really objective (play 'em for your next-door neighbor the insurance salesman) and you'll see there's really nothing "new wave" about them - they're just good old hit records, which is what Top 40 radio has always been about.

    So, when somebody in radio says to me, "Boy. 'new wave' music has really invaded Top 40 radio, hasn't it?" I cringe a little. I don't ever remember hearing a radio listener complain that his or her favorite station was playing too much "new wave" music. The listeners don't put the songs in categories and neither should we. It's not "new wave" - it's only rock ' $n$ ' roll. Sometimes it's got a good beat. Sometimes you can dance to it. And when it sounds good, people like it.
    (10

