IRATE ON IRAN:

## Radio Reflects Americans Attitudes

Last week, Iranian students de manding the immediate extradition of the deposed Shah seized control of the U.S. embassy in Tehran, holding 61 Americans hostage. While the U.S State De partment attempted negotiations with the Iranians, radio's reaction to the current crisis reflected the entire spectrum of American opinion.

Probably the most direct expression of a prevalent attitude came at Yi03/Jacksonville, where station General Manager Gary Rodriguez took to the air with the Top 40 outlet's firstever editorial. portions of which appear below
"It's time for an oil change. We at Y103 are absolutely outraged by the passive attitude being taken toward American hastages being held in Iran... We feel it is absulutely necessary that the United States stop playing games and begins to show the world again that we not only stand for freedom, but stand behind our people... We feel action is necessary. If all other

Jacobs Launches New Honolulu Station


Ron Jacobs
Ron Jacobs, a key figure in radio for two decades, will return to the Hawaiian radio scene as PD and morning man of a new station. Jacobs, who moved back to his native state in 1976 to join KKUA/ Honolulu and earlier this year left the station following a contractual dispute, will be a primary shareholder in KAHU, purchased from Royal Hawaiian Broadcasting by a new company, Westwood Broadcasting, pending FCC approval. Westwood was formed by longtime radio. TV, and management notable David Joseph.
The station is set to debut its new format in January 1980, with new call letters KWAI. Jacobs told R\&R. He described the format approach as essentially Pop/Adult, aiming at the 18-49 demographic, but "intermixing the new contemporary Hawaiian music, which is nothing like the tourist stuff, with the national hits. Music is falling out of the trees here." The station is a Mutual affiliate, and Jacobs is excited about utilizing Mutual's forth
possibilities have been exhausted, it is obvious that military force may be necessary. We are not advocating war, we advocate freedom. We do not advocate violence. we advocate action, and the cost of freedom is sometimes war
Rodriguez then asked listeners for written opinions to deliver to the White House
Tuesday evening (11-13), he left for Washington carrying 25,000 letters of support sent in by Y103 listeners. According to station PD Scolt Sherwood, the station received nothing but supportive letters, including one from an Iranian student in the area
Contacting The Hostages
Other stations approached the crisis differently. Discovering that one of the hostages, Steve Lauterbach, was from Dayton, Pop/Adult-formatted WHIO decided to call the embassy and inquire as to his condition. Amazingly. the station was able to place a person-to-person call direct to the IRAN/ See Page 25


David Joseph
coming satellite facilities, citing the advantages of live programJACOBS/ See Page 25

## BOB HOPE'S WESTERN WINS

## FCC Settles 17-Year KRLA License Battle

For 17 years, the license of KRLA/Pasadena, CA has been in question. Most of that time, KRLA was run by an FCC-designated interim operator, Oak Knoll Broadcasting, which told the FCC it would function as a charitable cor poration, giving away any profits. Whether or not KRLA was actually operated in that manner is still a big question in the minds of some long-time FCC staffers.
Now, a year after five applicants proposed to merge into one company (R\&R 106-78) the Commission has given the go ahead. "But listeners won't know there's been a change." said Sid Barton, the new President of KRLA, Inc. Bar-
ton is also President of Western Broadcasting and Empire General Life Insurance Co. He told R\&R the staff will remain in place with the exception of a new GM to be named soon.
"It's a matter of due process," an attorney for Western told R\&R explaining it's taken all these year for the FCC to narrow down the applicants and the courts to handle the appeals. Various applicants wanted to locate the facility in areas other than Pasadena and it took lots of time for the FCC to review all the engineering data, accord ing to an attorney for GoodmanTodson Broadcasting.

KRLA/ See Page 25

Beville, Executive Director of the Broadcast Rating Council, to see if they were aware of the possible problem. None of those contacted knew of the situation until they heard it from $\mathbf{R \& R}$
Arbitron spokeperson Connie Anthes told R\&R that when problem households were contacted by tele phone to see if they had received the diaries, those who had not received their diaries in time for the start of the thind survey week were asked, as part of "standard procedure," to jot down any listening on a piece of paper until the arrival of the diaries. Upon receipt of the diaries, the respondents were to transpose any listening to the diaries from the paper it was originally written on. Christian. VP/GM of WNIC-WWKR/Detroit, was dis-
mayed that Arbitron had not told him of the problem - and he was unhappy with the procedure used to record listening until the diaries arrived. Christian told R\&R that the next meeting of the Radio Advisory Council, in December, will deal with how better to handle problems such as occurred in New York this time.

Mal Beville toid the R\&R that the instruction to record listening on a non-diary form was a "weak substitute." Both Beville and Christian wondered about people being able to record listening data accurately on a non-diary form. and expressed concern about the correct transposition of that data to a diary that did eventually arrive. ARBITRON/ See Page 25

## Eller Resigns From Gannett Panel

Karl Eller. President of Combined Communications. has re signed from Gannett Co.'s fivemember Office of the Chief Exe cutive, a panel established after the recent merger with Combined to aid Gannett Chairman Allen Neuharth in the administration of the company. Eller cited "serious disagreement" regarding Gannett's top management's "philosophy, policy, and style" in submitting his resignation.
Eller added that he will stay on
as head of Combined until Dec. 31 to aid in an "orderly transition." and will remain a director of Gannett because of sizable stockholdings in the company. No replacement has been named for Eller in the chief executive office.
Gannett, in a separate development, has agreed to purchase w.JYW-FM/Tampa from Rounsaville for $\$ 4$ million. The purchase, subject to FCC approval, will fill Gannett's complement of seven FM stations.

## STEVENS \& PRUETT, PLUS MILES. CROSS STREET

## KULF Signs KILT's Former <br> Hudson \& Harrigan Team

KULF/Houston, ending weeks of local speculation, announced the signing of Mark Stevens and Jim Pruett as the station's new morning team. The duo had been with KILT/Houston for five years under the famous station-owned name of Hudson \& Harrigan, during which time they dominated the morning time slot.

As reported in Street Talk last week. former KRBE/Houston morning man Kenny Miles has also signed on with KULF, taking over the afternoon drive shift. KULF staged a large-scale press conference and party at a local club to celebrate its new personality acquisitions.


Mark Stevens
Jim Pruett


## Edwards, Martindale Exit KMPC

KMPC/Los Angeles announced a number of changes this week, with veteran air personalities Geoff Edwards and Wink Martindale exiting the station in December, California Angels announcer Don Drysdale also exiting, and a new sports/talk block debuting next month as part of a new airshift structure.
Martindale, whose last day at KMPC is November 30 , declined to comment at this time, but will devote more time to his considerable television obligations. Edwards leaves December 15, and will host a new TV game show called "Play The Percentages" in January and, through his production company, Smith-Edwards, will be developing TV programming with Warner Bros. He told R\&R, "Basically, they wanted to go to a new shift setup, changing my hours from 9-12 to 10-2, which not only was an extra hour a day, but changed what I did, made me a different kind of disc jockey." Edwards cited his TV commitments and several acting offers, and concluded, "I really had to make a decision whether I would go ahead and work 10-2 or say no.
there's other things I want to do. KMPC and I sat down and came to an understanding, and I'm delighted with the way they've handled my leaving.'
Drysdale's exiting was attributed by KMPC to "contractual differences that cannot be resolved." VP/GM Ken Miller said, "The relationship enjoyed between Don Drysdale and Golden West has been a long and rewarding one, and we wish Don the greatest of happiness..." An "extensive search" for an announcer to call California Angels games along with Steve Shannon is now underway. according to Miller

The new KMPC airshift structure was labelled by PD Jim Davis as "the triple-barrelled approach." Robert W. Morgan takes the 6-10am shift, with a midday personality yet to be found from 10-2, and Gary Owens handling 2-6. Scott St. James, from KMOX/St. Louis, will host a new sports and sportsoriented talk block from $6-8 \mathrm{pm}$, followed by Hilly Rose's talk program from 8-12, Dave Hull 12-2am, and Sonny Melendrez 2-6am. KMPC has also announced the appointment of a new News Direc tor, Paul Fredericks from KFRC/ San Francisco.

## Staffers Charge MCA Black Job Bias

MCA Inc. has been charged with a variety of racial discrimination and civil rights violations in a classaction suit filed in Los Angeles Federal Court last week (11-6). Filed on behalf of Bill Williams, a Memphis-based member of MCA Records' black music promotion staff, and other plaintiffs, the suit was filed in Los Angeles
because of one of the plaintiffs Arcadia, CA residence and MCA's personnel records being kept at the firm's Southern California headquarters, according to co counsel Michael Maroko. A companion suit is pending in Cleveland as well
The suit alleges that MCA and
MCA/ See Page 25


WEBN PAYS STONES' BILLS - A hundred dollars doesn't go as far as it used to, but who knows how far you can go with a hundred dollar bill signed by Mick Jagger? These unique collectors' items, two of which are pictured above, were the brainstorm of WEBN/Cincinnati GM Frank Wood. He had an English friend get are pictured above, were the brainstorm of WEBN/Cincinnati GM Frank Wood. He had an English friend get
the bills to Jagger, who signed them with cautionary notes like "Cash Before More Inflation." Now WEBN gives the bills away to listeners for answering a variety of Rolling Stones-oriented phone in contests, glving them a new dilemma: spend the $\$ 100$ or keep an expensive memento.

## CMA Names 1980 Officers And Directors

The Country Music Association has announced the narnes of new officers for the 1980 Board of Directors. Officers were selected at a board meeting last Friday (11-9). In a move unprecedented in recent years, Tom Collins of P-Gem Music, producer of Ronnie Milsap and Barhara Mandrell, was named Chairman of the Board for the second consecutive year. In a similar move, last year's President, Ralph Peer II of Peer-Southern Publlshing, was renamed to fill that position. MCA/Nashville President Jim Fogelsong was named Executive VP for the 1980 CMA Other officers elected include in alphabetical order: Bob Austin (Record Worid), Berrie Bergman (Record Bar), Rick Blackburn (CBS/Nashville), Jimmy Bowen (Elektra/Asylum), Canadian recording artist Gary Buck, British promoter Mervyn Conn, Mary

Reeves Davis (Jim Reeves Enterprises), R\&R Country Editor Jim Duncan; manager-promoter Jim Halsey, talent manager Ken Kragen, Sam Lovullo, (Yongestreet Productions), Jim Mazza (EMI-A/UA head). Charley Pride (RCA recording artist), Don Reid of the Statler Brothers, Bob Sherwood (Phonogram-Mercury President). Glen Snoddy (Woodland

Sound Studios), Jim Schwartz (Schwartz Bros. record distributors), composer-producer Norro Wilson (WB/Nashville), and Don Zimmermann (Capitol President)
The CMA directors were elected last month in Nashville during the annual membership meeting during the October Country Music Convention. Radio representation

CMA/ See Page 25

## EMI, Thorn Reach Merger Agreement

Thorn Electrical Industries suc- name change to Thorn EMI Liceeded in its bid to acquire EMI mited. Thorn plans to invite EMI last week, sweetening its offer af ter a first attempt was turned down by the British entertainment conglomerate. The successful of fer amounted to about $\$ 360$ million, and should result in a corporate

Chairman Sir John Read to be Deputy Chairman of the new company, with Read, Chief Executive Officer L.ord Delfont, and Music Operations Chief Executive Bhaskar Menon invited to join Thorn's board of directors

BEAUTIFUL MUSIC: THE SYNDICATORS - Syndicatlon companies provide the bulk of Beautiful Music programming. R\&R interviews four of the top syndicators in a uniquely informative format.

See Page 67

NEW OPPORTUNITIES FOR BLACK RADIO OWNERSHIP - Times have never been better for black broadcast opportunities. Nate Boyer, Executlve Director of NABOB, explalns today's advantages to Bill Speed.

See Pago 37

## this week ...

## REFINING YOUR CALL-OUT SYSTEM

Call-outs are a great tool for music research - if your structure is on the money. Dr. Lutz covers all the important angles in maximizing your call-out fallout.

See Page 17

## TV OR NOT TV: RADIO'S NO. 1 PROMOTION

## QUESTION

Promoting on TV seems ta be here to stay. John Leader discusses Q107Washington's $\mathbf{\$ 2 5 0 , 0 0 0}$ TV ad campaign with PD Alan Burns and touches on some timely toplcs.

See Page 22

FROM "DISCO SUCKS" TO "DANCEMUSIC DAZZLES" KSETIEI Paso PD Chuck Kelly was an early advocate of the "disco sucks" campalgn. Now he's making Dancemusic a success. Pam Bellamy and Gall Mitchell discuss the transition in the first of a two-part interview.

See Page 3
TAKING IT TO THE TUBE
Dick WIIson \& Jay Cooper are a morning institution on KYYS/Kan sas City. Now they're taking their unique brand of AOR humor to television, with a local TV speclaL Jeff Gelb explores the potential.

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## "CRUISIN"



The poet. The artist. The original.

# Washington Report 

## LERNER CALLS NAB RADIO BOARD BACK

## Radio Broadcasters Spearhead Ambitious Independent Lobbying Effort

ABC Affiliates Say Licensees Should Be Free To Prove Public Interest
Seventeen radio broadcasters gathered in Chicago last Wednesday (11-7) to formulate a position on radio deregulation, organize an independent grass roots radio lobby, and plan for the future.

The group. composed of ABC Radio affiliates, was chaired by Dick Chapin. Pres. of Stuart Enterprises of Lincoln. NE. Chapin's new cochairmen are Dave Raven, Pres. \& GM, WSAW \& WIFC/Wausau, WI (representing Foreward Communications): David Ridgeway. VP/GM, WDOE/Dunkirk, NY, and Carl Wagner. Exec. VP/ Radio. Taft Broacasting.

Confident Basis
For Renewal Called For
Chapin's group started with the Law governing broadcasters and. working backward to radio dereg ulation, came to the following conclusions:

- The public interest standard contained in the Communications Act of 1934 is fundamental to good broadcasting.
- If broadcasters operate in the public's interest. they should expect to be renewed.
- Licensees through deregulation should best decide how to serve their communities.

The affiliates' task force said it's fair for the FCC to define public interest in terms of ascertainment, minimum program percentages, and commercial guidelines.
but that these guidelines should not be exclusive standards nor be the "only means of defining operation in the public interest."
Through radio deregulation, the group concludes, the FCC could both eliminate burdensome requirements and provide a "specific definition of public interest operation as the basis for legitimate renewal expectancies.

Next Tanget
Performer's Royalty
Chapin's tack force, which is operating on a $\$ 4000$ budget from $A B C$. will present its ideas to the heads of the four ABC Radio Networks on Dec. 6 and to the ABC affiliates convention in April. Additionally. Chapin told R\&R. the group will also begin developing a policy position on bills introduced in both houses of Congress that would require broadcasters to pay an extra copyright fee for music aired.
Also. other members of the group will begin building statewide lobby branches. They in wide looby branches. Besenver, VF/GM. WDEE \& WCZY/Detrout: Jim Bo cock. GM. WSIX/Nashville: Cart Brasell. VP/GM, KRLD/Dalles:

## The Week In Review

- Congress hears from networks and industry executives on Fairness Doctrine. Jones and Fogarty want tougher standards.
- Broadcasters get together to plot lobbying effort for radio deregulation and future government action.
- KRLA gets permanent license after 17 years. - Washburn wants special treatment for women.
- Jonathan Hall

John Chapman. VP. Taft; Joe CosLello, Pres. \& GM. WRNO/New Orleans: Bob Cilbertion, WGAN/Part land, ME; Monty Grau, KOMO/ Seatle: Dave Hammond, WFBC/ Greenville, SC; Ken Hong, GM. KUDL/Shawnee Mission, KS; Ed Lasko, VP, KCRG/Cedar Rapids: Cluve Tarletou, VP/Radio, Jeffer-son-Pilot: Bill Viands. VP/GM. WIOD-WAIA/Miami, and Art Wander, National Radio Program Director for Group One/ Akron.
In contrast to members of ABC's task force. each of whom paid his own way to Cricago last week. NAB will spend another $\$ 15,000$ to bring its 17 -mamber board into Wariengton for a one-day discuasion of radio de regulation on Dec. 12. A struilar halfday meeting. which cost NAB \$12,000, was held Oct. 16, at which time the NAB board reaffirmed its carlier call for deregulation.
R\&R has learned the reason for another special meeding is to resolve differences among directors and discuss deregulation options prepared by NAB's staff at the board's request. Polling the board by mail or phone was ruled out. according to Radio Board Chairman Araie Lerser. Chairman, WLLH/Lowell, MA, who added. "This will be the mot important decision radio board people will mike during their term.
The staff aptions, which are based on giving licensees a pre aumption of renewal, include:

- The FOC providing a defintion of substantial solid service.
- Broadcasters providing an accounting of ascertainment and good faith efforts at responsible programming.
- Licensees having to live up to a non-entertainment program percentage standard, but being allowed to do it without government control over content.
NAB's traditional winter board meeting, which is expected to cost an additional $\$ 35,000-\$ 10,000$, is scheduled for Jan. 21-25 in Palm Springs.


## Washington Street Talk

Look for NBC Radio Network Exec. VP Dick Verne to be named NAB Radio Programming Conference Chairman, replacing RKO Pres. Dwight Case. Official confirmation due when NAB Pres. Vincent Wasilewski returns from Ireland.

Behind the scenes: RAB Goals Committee - Arbitron session in Connecticut last week focused on 1) reviewing Arbitron's new training program for telephone interviewers in view of declining rate of returned diaries, 2) rethinking on how to build new Arbitron Qualidata service and 3) confirmation on March, 1980 date for new Editing Procedures Manual for Arbitron employees.

Shocked by FCC Broadcast Bureau decision to restructure so-called educational broadcasting liaison position, the National Association of Educational Broadcasters (NABB) received sympathy treatment from Commissioner Jim Quello and a welcome opportunity to explain the change to Congress this week by Chairman's office, which sees shift as upgrading the position.

Insiders who concur with Commissioner Anne Jones are saying recent KMJQ/Houston reprimand for not covering its city of license (Clear Lake City) was "much ado about nothing." and feel FCC may be surprised by new deveIopment in case - bedroom community was annexed into Houston last week. Jim Maddox. VP/GM, continues efforts to serve both Clear Lake and Houston with separate fulltime public affairs persons.

## Congress Hears Fairness Doctrine Debate

Network executives admitted Tuesday (11-13) they had no idea controversial spots were running on their radio O\&O's. While grilling the networks on their refusal to sell Kaiser Aluminum Corp. TV time, Rep. Tim Virth (D-CO) asked ABC Senior VP and General Counsel Everett Erlick what ABC would do about the radio spots. Erlick indicated O\&O's would probably yank the spots. (The House Communications Subcommittee is holding FCC oversight hearings this week, and R\&R will have full coverage of Thursday's (11-15) FCC testimony next week.) Jim Gallant. Operations Direc- prise system and asked listeners tor. WMAL/Washington, an ABC to write Congress with their opinO\&O, who told R\&R ( $10-26$ ) the spots weren't controversial, was scheduled to testify, but through a Subcommittee oversight never a Subcommituee oversight an official invitation.
Gese Mater, VP and Asst. to the President of CBS, told Virth ion.

Kaiser Plans New Ad Campaign
Kaiser Chairman of the Board Cornell Maier told R\&R the corporation's next ad campaign will be heavily oriented towards radio.

Spot Copy: Example of Kaiser spot found unacceptable by TV nets.

Announcer:


Is free enterprise an endangered species? How much government regulation is enough? Is business bad just because it's big? Or does a country like ours require a diversity of business - both big and small?

Will excessive control over big business lead to controt over all our business?

The answers are up to you.
Whatever your views, let your elected representatives know.

People, one by one, need to speak up now. You can help keep free enterprise free.

A message from Kaiser Aluminum.
One person can make a difference.
he had no idea whether CBS affiliates were rumning spots, but said he didn't think any CBS 0e0's were. WTOP/Washinton. a CBS affiliate, ran the spots.
NBC Exec. VP and General Counsel Corydon Dunham said WRC. NBC's $0: 0$ in Washington, had run the spots because its News/Talt format offers enough opposing viewpoints to Kaiser.

Marks Says Networics
Misunderstand
Faimess Doctrine
Networks cited the Fairness Doctrine in refusing to sell time to Kaiser, saying they'd have to give away time to others with opposing views. (R\&R notes the FCC held 12 California radio stations violated the Fairness Doctrine in 1976 for running ads advocating construction of muclear power plants. See also FOC: At A Glance.)
But Rep. Mare Marts (R-PA) told networt executives. "You have a greater responsibility to air controversial ads under the Fairness Doctrine than non-controversial ads. You obviously don't understand the Fairness Doctrine." The Kaiser spots expressed views on bureaucracy and govern ment regulation of the free enter-
"We got such good response from the ads, we're convinced radio is the way to reach people." he said. Kaiser is producing new spots on teenage unemployment among minorities, energy conservation. and urging the electorate to vote in the upcoming presidential election.

## Carter Suffers Same

Fate As Kaiser
President Carter was also refused networt TV time recently. He wanted a half hour in December, but the networks said it was too early to start selling campaign time. "The networt news departments have been running campaign stories for a long time. It's time for the advertising departments to get in step." snapped Rep. Alpert Gore (D-TN).
(It's speculated the FCC will face some tough questions concerning the Carter decision and Sections 315 and 312(a)7 interpretations in oversight hearings.) In related action this week Media Access Project (MAP), which also testified Tuesday, filed a Fair ness Doctrine complaint against United Way, saying the charity's $\$ 18$ million free public service campaign is controversial.

## FCC/KRLA Assignment: A Tangled Textbook Case

## But The Wheeling And Dealing Is Far From Over

KRLA/Pasadena has been assigned to Bob Hope's Western Broadcasting after 17 years of legal tangles, as reported on Page 1. What held up the merger between Western and four other applicants was a provision in last year's agreement stating that Western would buy out the others' interests in three years. Western backed down after the FCC said no to that arrangement, and agreed to an option clause.

That means if the other parties decide to sell in three years, Western will own the station. If on the other hand Western doesn't take the option under the new terms, any of the other parties can try to cut a new deal. Also resolved were several engineering questions.

## The Pay-Offs

There are still a few wrinkles to be ironed out, however. R\&R has learned that Orange Radio Inc., one of the applicants who withdrew at the time of the proposed merger, is asking for a $\$ 1$ million reimbursement. But FCC Judge Reuban Lozner, who has agreed to a little over half of that, deferred that question when granting the merger. Reason? Hearings are to be held on alledged misrepresentations made by a former Orange stockholder. Those hearings began last week. The judge also okayed a $\$ 100,000$ reimbursement for Pacific Fine Music, Inc. another drop-out, and a $\$ 150,000$ reimbursement for Charles Jobbins.

Fifteen-Year Decision
R\&R looked into the long history of KRLA's problems. Here's what happened:
1962 - FCC revoked the license of ElevenTen Broadcasting for essentially two reasons: 1) Jack Kent Cooke, the owner, was found to be a Canadian citizen and therefore forbidden to own a radio station, and KRLA
ran a phony contest asking Los Angeles listeners to find new morning man Perry Allen. The way the contest worked was that each day Allen remained undiscovered, KRLA decreased the prize by $\$ 1000$. KFWB blew the whistle when it was discovered Allen was working in Buffalo and wouldn't arrive in LA until after the prize money dwindled to almost nothing.
After that, the FCC invited new applicants for the KRLA license. They received 20 applications, and while they mulled over the question of the license assignment, they authorized Oak Knoll Broadcasting, a supposedly nonprofit corporation, to become interim operator. Over the next seven years, the FCC weeded out applicants.

1969 - An administrative law judge proposed to grant the application to Voice of Pasadena, but the Commission's Review Board favored Orange Radio, The other parties asked for review.
1973 - The FCC granted the license to yet another applicant, Western Broadcasting Corp. Other applicants appealed
1977 - US Appeals Court reversed the FCC and sent the case back for a new decision.
1978 - Commission asked the seven remaining applicants to come up with a solution. The result was the merger agreement.

## Sales Talk

Blackburn \& Co. recently negotiated the sale of WRRR/Rockford, IL for $\$ 875,000$. Buyer is Sentry Broadcasting, a subsidiary of Sentry Insurance, which owns WXYQWSPT/Stevens Point, WI; WRNJ/Racine, WI; WBIX/Eau Claire, WI; and WTAX and WDBR/Springfield, IL.

The Board of Directors of Friendly Frost turned down, not one, but two offers for WTFM/New York, both in excess of $\$ 8$ million. Five members of the board are on the radio station staff. Presumably they valued their jobs more than the money, according to their broker, Communications Capital Corp., which also reported to R\&R that the deal for the sale of WCAY/Columbia, SC by former CBS announcer Olin Tice was cancelled when prospective purchasers Midland Broadcasting failed to meet a financial deadline. Women: From Sales To Management
Clair Shaffner, GM, WAYS \& WROQ/Charlotte, shared her philosophy with other women recently on how to move from being a sales person into management. The re commendations were made at the NRBA Convention in Washington. She advised:

1) Attach yourself to the number one person in that department. Make him or her your mentor.
2) Set weekly, monthly, and yearly goals. Then set five-year goals.
3) Volunteer your help to the sales manager when particular promotions need to be sold. Put yourself in the position of his/her assistant and absorb as much knowledge as you can.
4) Work with other sales people when they're having trouble. Help train. Be a team person.
5) Ask to be included in departmental meetings.
6) Get to know the station owners, but don't make them your best friends.
7) Tell the management you want to be in their shoes. When an opening occurs, tell them again
8) Ask for raises when you feel you deserve them.
9) Read all the time.
10) Go to seminars, professional meetings, sales training programs. Pay for it yourself if your company won't send you.
11) Dress well. If you don't have the money, borrow it. It will be an investment in yourself.
12) Don't discuss a difficult home situation at work. Cry at home.

Rep News
KIDO and KIDQ/Boise have chosen Blair Radio as sales rep. KIDQ-FM went on the air Nov. 1 with an AOR format.

John Blair \& Co., which owns WHDH and WCOZ/Boston, showed third quarter earnings of $\$ 3.3$ million up $27 \%$ from the same time last year.

## People

## Washington

Carol Sommer joins WASH as Promotion Manager. She was formerly Assistant Editor of NAB's "Radio Active" publication.

Ed Dooley joins Bob Mann's Public Affairs Office as FCC Chief of Public Information Division. Dooley was chief spokesperson for the President's Council on Wage and Price Control.

Mutual's Northeast Regional Manager, Terry Hourigan, promoted to VP/Station Relations. Hourigan succeeds Frank Murphy.

## Columbus

Tom Sawyer, Exec. VP of the Ohio Broadcasters Association, welcomed a group of 12 radio and TV execs from the People's Republic of China on a visit to Ohio State University this week.

## Lake Tahoe

New board members of CBS Radio Affiliates Association are Harry Davey, GM WRNG/Atlanta; Alan Woyes, VP \& GM WSNO/Barre. VT; Frank Stisser, Pres. WEST/ Easton, PA ; and Larry Richardson, Pres. WINA/Chariottesville, VA.

## Norfolk

William H. Weller has been named President of WCMS Radio Norfolk Inc. and Com-Ent Corp., development arm of the parent corporation. Weller has been a stockholder in WCMS, a longtime Country station, since 1969 and has been Financial Manager for the companies since 1971.

## Tampa/St. Petersburg

Jack Perk has been named National Sales Manager for Southern Broadcasting's WLCY \& WRBQ-FM, while Ralph Beaver has been appointed Chief Engineer. Beaver joined Southern in 1969, at WRVQ/Richmond; Perk was most recently Sales Manager at WDAE/Tampa.

## New York

AI Pariser appointed Director, Marketing \& Research for RKO Radio Network. Pariser, a 20 -year research field veteran, was most recently VP/Research \& Planning for Arbitron, and was Director of Research for ABC Radio from 1970-77.

## FCC At A Glance

## Fairness Doctrine Supported: Fogarty <br> And Jones Want Tougher Standards

Responding to challenges from groups like Committee for Open Media (COM), National Citizens' Committee for Broadcasting (NCCB), and the National Telecommunications and Information Agency (NTLA), the FCC issued a statement last week saying. "We conclude that the public interest would best be served by continued reliance on the Fairness Doctrine structure, which leaves questions of access and specific handling of public issues to the licensee's journalistic discretion."
But Commissioners Joe Fogar- opportunity to enhance the diversty and Anne Jones suggested that ity of programming" by refusing radio licensees should list ten to classify women as a minority controversial issues annually and (R\&R 11-9). Washburn wanted an that the appropriate time to dis- application expedited on grounds cuss the proposal was during radio deregulation proceedings.

## KCCT Rewewed

Saying KCCT/Corpus Christi, TX had corrected improper logging problems, the Commission renewed the station's license for the re mainder of its term. KCCT was granted a short-term renewal and penalized with a forfeiture in June, 1978.

## Washburn Wants <br> Priority Treatment For Women

Commissioner Abbot Washburn issued a statement last week saying the Commission "muffed an
that its owners were more than $50 \%$ female, but the Commission refused, preferring instead to study how many women hold management positions.

## Superior Gets New Mississippi Station

Satisfied that Superior Broadcasting doesn't own other stations which violate the Commission's 100 -mile rule and that there is enough money for three months' operating and construction costs, FCC Administrative Law Judge Byron Harrison granted Superior's application for a new FM station in Baldwyn, MS last week.

# ‘Lucky’ Strikes Top-40 Radio 



Produced by Foghat \& Tony Outeda


# W/HAT'S NEW 

## Contracts Made E-Z

Gelting What You Baxgained For: A Broadcartor's Guide To Contracts And Leases, Vol. I is a 150 -page handluobk designed to provide broadcasters with enough legal background to competently discuss employment contracts with their attorneys. The author, Joseph Smith, is currently a student at the UCL.A School of Law and has clerked in the NAB legal department under the tutelage of NAB Sr. VP/General Counsel Erwin Eras now.
As pointed out In the book's intro. duction, the volume is not designed to replace an attorney's advice but rather to demonstrate how broadcasters in different sized markets appreach similar problems. Furthermore, contract laws vary widely from state-to-
state, so if the need arises, read the book lirst, then consult with your at. torney
The book divides into three sections. First, a quick introduction to contract law, detailing basic philosophies behind contracts and answer. ing questions like, "Should a contract be detailed or simple?" and "How can I determine if a contract has been breached?"
The second takes actual clauses from valid contracts and explains them in plain English. Among the many clauses examined are: noncompetition clauses, conflict of interest, payola and right of first refusal
The third consists of more than 20 sample contracts (the kind where you simply fill in the blanks) spanning the
entire range of talent employed at a broadcast facility. A sample employee handbook, sample AFTRA agree ment, and Sections 317 and 508 of the Communications Act of 1934 are included as well
The book does not deal with the FCC regulations, nor does it cover the sale of assets or stock transfers, all of which are unique or beyond the scope of the text. Nor will the book tell you how to run your facility better. However, the book can save you a great deal of time and headaches by simply giving you a better understanding of standard procedure in the realm of employment contracts. For further information contact the NAB at 1771 N. Street NW, Washing. ton, DC 20036.

## Benefits Booming

Fringe benefits, at least in the form of non-cash compensation, are booming. According to a survey of 500 employers conducted by the Phil-adelphia-based Hay/Huggins consulting firm, non-cash compensation rose from mid-1978 to mid-1979 by nine percent to 18 percent, depending upon the executives' salary level, while cash compensation rose from between six percent to 16 percent. The average $\$ 20,000$-per-year salaried worker obtained fringes equal to 38 percent of his annual salary, up from 35.8 percent in the year previous.


## Wireless

## Headphones

You'll never trip over the cord which connects your headphones to their musical source again with hese wireless headphones from Sennheiser. All you have to do is stay within sight of the small black box that transmits signals 30 Hz to 20 kHz via infrared light waves Available from Sennheiser at 10 West 37th Street, New York, NY


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## Westwood One

Debuts Four


Ace Young
Beginning in lanuary, Los $A_{n}$ geles-based radio syndication firm Westwood One will debut fous shows, two of which are aimed at Pop/Adult formats, one for Black formatted stations, and one targeted for AOR's. The latter, "Ace And Friends," consists of 10 week ly two-and-a-half minute news stories and interviews with participants in unusual news events, and will be hosted by EMET/Los Angeles News and Public Affairs Director Ace Young.
The two programs designed for Pop/Adult stations are "On Vacation," a two-and-a-half-minute weekly series of 10 leisure time activities features; and "On-The Move," a two-and-one-hall-minute weekly series on women in the news. "On-The-Move" will be hosted by KRTH/Los Angeles's lean Cress.
The fourth show, entitled "Special Edition," is a weekly one-hour special for Black radio which will be hosted by Sid McCoy of television's "Soul Train." Michelob beer has already signed on as a national sponsor for "Special Edition."
The four shows will be available nationally to ARB-rated stations tree-of-charge on a barter basis from the syndicator, according to Westwood One President Norman Patiz.

Capital Cities 3rd Qtr.,

## 9-Month Up

Capital Citios Communications Inc. posted increased net earnings and revenues for the third quarter and first nine months of 1979. During the quarter ended September 30, net earnings for the firm rose 20 percent to $\$ 14.8$ million, up from $\$ 12.3$ million in the year-previous period, while third quarter revenues climbed 12 percent to $\$ 101.5$ million, up from $\$ 90.5$ million for the corresponding period of 1978.

Nine-month net swelled 15 percent to $\$ 45.1$ million, up from 1978's $\$ 39.2$ million, while nine-month revenues rose 13 precent to $\$ 299.8$ million, compared to $\$ 266$ million during the year-previous period.

## O'Connor's Seven Specials

"Superstars '79.'80," a series of six, two-hour syndicated radio specials, is now available from OConnor Creative Services. Artists profiled in words and music are: Donna Summer, Fleetwood Mac, the Who, the Eagles, the Bee Gees, and Paul McCartney and Winga. Produced by Rro. the only voices heard on the programs are those of the artists themselves and your local personality who hosts each program

Additionally, the firm is offering "The Rod Stewart Story," a two-hour, RKO-produced air special which combines Stewart's top hits with commentary from the artist himself For further information regarding any of these seven programs contact O'Connor at (800) 423-2694; California and outside the continental U.S., call collect (213) 769.3500

## "Opus 79" Expands

"Opus 79," the annual top 100 record and interview program, has been expanded to 12 hours this year to allow coverage of the top music of the preceeding decade. Producer Dick Starr adds that the show will feature interviews with many of the major recording stars of the Seventies, including a number of interesting interviews taped long before the artists achieved their present degree of success. Demos and further information may be obtained by contacting Toby Arnold \& Associates Inc. at 4255 LBJ Freeway, Dallas, TX 75234, (214) 661-8201

## Cox Chalks Up Higher

## 3rd Qtr., 9-Month Results

Cox Broadcasting Corp. reported higher revenues and earnings for the third quarter and initial nine months ended September 30, 1979. Third quar ter net income increased 20 percent to $\$ 10.4$ million, up from $\$ 8.7$ million during the corresponding period of 1978, with third quarter revenues rising 17 percent to $\$ 68$ million, up from $\$ 58$ million in 1978 .

Cox's nine-month net jumped 27 percent to $\$ 29.7$ million, up from $\$ 23.5$ million for the year-previous period, while nine-month revenues increased 19 percent to $\$ 193.1$ million, up from $\$ 162.9$ million in the corresponding poriod of 1978.


## W/HAT'S NEW/

A NEW WAVE "SATURDAY NIGHT FEVER'

## Stigwood's Flick

Set For Summer

Hoping to do for Now Wave music what "Saturday Night Fever" did for Disco, the Robert Stigwood production "Times Square" is set for release during the summer of 1980. While Stigwood is currently negotiating for a distributor for the film, Trini Alvarado, Robin Johnson and Tim Curry have al. ready been signed to star in the New York City-based drama The plot concerns two teenaged runaways who are betriended by an all-night DJ who later turns them into minor media celebrities. It will be directed by Allan Moyle on a $\$ 6$ million budget.

Noted record producer Jimmy lovine will coordinate musical material for the film which will feature new songs from the Cars. Suxi Quatro and several tunes from the Nicky Chinn-Mike Chapman songwriting team. RSO Records will release the two-album soundtrack and has already committed $\$ 500,000$ for its promotion.
"ABRAHAM, MARTIN $\mathcal{G}$ JOHN" TO "YOU'VE MADE ME SO VERY HAPPY"

## 361 Tunes Make BMI's

## Million-Performance Mark

Between 1940 and 1978, 361 songs licensed by Broadcast Music Inc. (BMI) have reached the coveted millionperformance mark, representing over 50,000 hours of U.S. broadcast airtime. Among those listed in this inner circle of pop perennials are: "All I Have To Do Is Dream," "All Shook Up," "Almost Persuaded," "Blue Suede Shoes," "Both Sides Now,." "Fever," "Earth Angel," "Do You Wanna Dance," "Hard Day's Night," "Higher And Higher," "House Of The Rising Sun," "Good Vibrations," "Love Is Strange," "On Broadway," "My Way," "Night Train," "Sixteen Tons," "To Know Him Is To Love Him," and "Your Cheatin' Heart."

## Kraco Campaign To

## Cover 40 Markets

Based upon the theme, "Sounds expensive, but it's not Kraco. a manufacturer of car stereos, car speakers, and auto sound accessories, has scheduled a tall campaign which will utilize radio stations in 40 major markets across the U.S. Spots will be 30 and 60 seconds in length and will be aided by print, and local and network television.


## No More Heroes

Americans are losing their faith in heroes, claims Penn State University Prof. Daniel Walden. A specialist in American studies, Walden opts that the post-World War II technological growth - particularly in the mass media - has led to the creation of more celebrities, but fewer real heroes. He says, "For many young people today, celebrities are transformed into instant heroes through television and magazines, very often for commercial reasons. The word hero itself has lost a certain amount of credibility

## OUR BIOLOGICAL CLOCK

## Sixteen

## Brainstorms A Day

Every 90 minutes a storm of neuronal activity erupts within the brain. Extremely fast brain waves are produced, lasting about 30 minutes, then the brain resumes its normal activity for the next hour. This cycle, which scientists have known about for several years, repeats throughout the night. Recently, scientists have discovered that the same activity occurs while we are awake, resulting in a peak of mental activity every 45 minutes, followed by a valley 45 minutes later. These "brainstorms" may explain such commonplace phenomena as mental blocks during air shifts. Very often jocks are unable to remember artists' names when back. announcing, or stumble over the pronunciation while reading live copy, only to remember the name or correct pronunciation at the start of the next record or the end of the spot. Similar

90 -minute cycles have been detected in peaks of hunger, increased unnatural eye movements, and even in the swelling of the penis!

Studies conducted by Daniel Rripke, a researcher at the Veterans Administration Medical Center in San Diego, suggest that people are more imaginative every 90 minutes or so. Obviously, people in creative endeavors (such as radio) would find it useful to know when their peaks occur. By the same token, people whose jobs require great degrees of concentration could benefit by knowing when they are most likely to be susceptible to daydreaming.

At present, scientists are still uncertain as to what makes these 90 -minute cycles occur, or even why they appear to last an average of 90 minutes. Nor do they know if the same neurons which cause the brainstorms while sleeping are the same which affect us while awake. However, further examination of our inner biological clocks may allow us to harness the resources within ourselves so that we may take full advantage of our predictable increases in our mental and physical powers.


Fields Named VP/Special Markets At E/A

Oscar Fields has been named to the newly-created position of Vice President of Special Markets at Elektra/Asylum Records. Most recently WEA Vice President of Black Music for the past two and a half years. Fields served as Director of Product Management for RCA Records prior to his joining WEA. Fields has also served as Vice President of Marketing for the General Recording Corporation. having previously spent eight years at Bell Records, where he became Vice President of Sales and Promotion.
In his new puss. Fields will be responsible for Elektra/Asylum's expansion into the areas of black music. dancemusic. jazz and lusion. He will be based in the label's Lan Angeles headquarters and will be involved in $A \& R$ decisions with all current $E / A$ fusion music marketing coordinators reporting to him.
Elektra/Asylum Records Chairman Joe Smith. in making the announcement, commented. "In Owar Fields we have associated ourselves with an execu-
tive who has complete familiarity with our distribu tion system and total knowledge of the marketplace. We expect 1981) to be the year when Elektra/Asylum breaks loose in all the areas under his direction.

## Burton Upped To <br> Sr. VP for A\&M

Jolene Burton has been appointed Senior Vice President for A\&M Records. Prior to her appointment. Ms. Burton had served as Vice President of Financial Aflairs for the lathel since 1975, having joined A\&M as its first employer in 1963. rising to the post of Comptroller in $1 \%$.
In making the announcement. AsM Records Chairman Jerry Moss commented. "I am real pleased to make this appointment. A8M has conie a long way in our seventen-year history. I am sure that this journey through time and space might not have taken place with as much reward or as much fun had it not theen for Jolene Burton's strong contribution. She is the only truly indispensable part of our organization. That classification, by the way, includes Herb, IAI-
pert) and myself. All of our people join me in looking forward to Jolene's new role in our future. As usual the porssibilities are limitless.

## Giuliano, Korman Named To <br> Pop Promo Posts At Ovation

Frank Giuliano has been named National Pop Promotion Director at Ovation Records. Prior to joining Ovation. Giuliano served in various local and regional promotion positions at Columbia Records. Capricorn Records, plus MS and Summit Distri butors for 11 years. In his new post, Giuliano will coordinate all national trade charts. distributor promotion staffs and independent promotion people as well as working with radio on a national hasis. Giuliano will report to label National Marketing Director David Webb.
In a related development. Lauren Korman has been named National Secondary Pop Promotion Coordinator for the label. Ma. Korman previousty seried several years in local and regional promotion with PIKS Distributors in Cleveland. She will report to Giuliano and will be responsible for secondary promotion to AOR. Top *) and Pop/Adult radio.

## "Half The Way" <br> Goes All The Way:

## Crystal Gayle



Taken from the LP "MISS THE MISSISSIPPI"

Produced by Allen Reynolds
on Columbia Records


## Gary Owens

First . . . a big welcome to a group of white mice who were in L.A. attending a medical convention. A lot of happenings in the media world this week in records: I just met a short girl with an unusual memory
but usually I prefer unusual girls with short memories.

IN RADIO: Gary (Owens Special Quiz Time:

What do Michael O'Shea the effervescent National Program Director of Golden West Broadcasters, and Bobly Rich, the ebullient PI) for KHTZ/Los Angeles, have in common?
A. They both believe micrboes are slipcovers for microphones.
B. Both enjoy slipping wheat germ into teletypes.
C. Both believe the easiest way to get along on four hours sleep is twice a day.
D. Both were relatives of Cole Younger's younger borther. Younger Younger
E. Both starred on a twoman rock show "In The Evening" in Toledo.
BLOOP! Times up . . . all right contest players . . . if you wrote down E . . . you are correct . . . go over to Janice, our paying teller. and collect your prize the KIIS record library).
The show was the "Jungle Jim and Bobby Show" on WOHO in Toledo . . . and the year was 1967 .
Michael was Jungle Jim and Bobby was Bobby. (He also was an actual bobby . . . but being a British policeman was not in vogue in the late 60 's. He furtively put the cuffs on Michael for trying to open a safe, a Jimmy! Then Michael grabbed Rich’s Billy club and hit Bobby with a Billy and back his Jimmy.I Aren't you glad S.J. Perelman is no longer around to witness this pala-

I can almost hear K-Tel Records rummaging for old tapes of the "Jungle Jim \& Bobby Show" now . . . trying des. perately to figure out which is the straight man.

Speaking of funny radio teams, those morning rascals, Hal and Charley on KHOW/ Denver brighten up the Rocky Mountain mornings with the dread Hyne Phenutt Orchestra, the Matinee Lady, J. Anderson McCauley with the weather, the Lone Ranger (and his orthopedic mask?), and fabled news reporter Darrell D. Dillard. Incidentally, a sorority at the University of Denver recently voted Hal and Charley as the guys they would most like to receive an obscene phone call from

Mike Hammer of V-100 in Topeka sez they are celebrating their birthday! Plans are reportedly still underway to top the soiree by having a nude salesman jump into a cake!

A story is floating around that some years ago Paul McCartney paid nearly $\$ 200$ to have a taxicab drive his pet chickens from London to his other home in Scotland. Linda and the kids were with him in Scotland and Paul realized that there was no one home in London to feed the chickens. He then hired a cab at the cost of over 110 pounds to deliver the cacklers (fortunately, the taxi driver was on his chicken-shift!)

# $\square$ E - <br>  

## ABC Wins Another Important Sweeps Week

ABC emerged triumphant in the Nielsen battle for the week ending Nov. 11, as the November ratings sweeps continue. The margin of victory for ABC was narrower than last week, but the season's leader managed to beat CBS 20.5 to 18.8 in average rating despite the latter's locking up seven of the top nine positions. Meanwhile, NBC improved over last week to an 18.0 average rating, coming quite close to CBS despite having only two programs in the top 20, movies at 17 and 18. NBC's serles strength is nol exactly overwhelming; however, the network has avoided the rash of very low-rated series which has particularly plagued CBS this season. So far, CBS has established exceptionally strong series lineups along with a significant number of shaky entries; ABC has maintained strong series, but some of its steady staples have begun to slip; and NBC's strength is still mostly in movies and other special events.

The week's top show was " 60 Minutes" (CBS) by a wide margin, followed by 2) "Eight is Enough" (ABC) 3) "MASH" (CBS) 4) "Alice" (CBS) 5) "One Day At A Time" (CBS) 8) "Archie's Place" (CBS), which clobbered its competition, "Mork \& Mindy." as "Mork" failed to place inside the lop 20 7) "The Jeffersons" (CBS) 8) "Three's Company" (ABC) 9) "White Shadow" (CBS) in an exceptionally strong showing, and 10) "Happy Days" (ABC).
"WKRP In Cincinnali" led the 11-20 contingent for CBS, followed by 12) a tie between ABC's "Taxi" and "Angie" 14) "Dallas" (CBS) 15) "Love Boat" (ABC) 16) "Charlie's Angels" (ABC) 17) "Heroes" (NBC Monday movie) 18) a tie between ABC's "Benson" and "Dog Day Afternoon" (NBC Sunday movie), and 20) a tie between ABC "Barney Miller" and "Dukes Of Hazzard" (CBS)

MUSIC ON TV - Kenny Rogers adds another honor to his lengthy list, as he will host the 22nd annual Grammy Awards ceremonies Feb. 27 on CBS . . . Anne Murray makes several TV appearances, starling with "Merv Griffin" on Nov. 22, "Mike Douglas" Dec. 6 (a cohost role) another Dec. 6 spot on the "Johnny Cash Chrisimas Show" (CBS). another Christmas special guest role on Perry Como's special Dec. 15 (ABC), and a number of lapings for later appearances ... Mellssa Manchester joins her father, former Metropolitan Opera bassoon player David Manchester, or an edition of the PBS series "Over Easy" Nov. 29 . Little River Band appears on "Hot Hero Sandwich," a new NBC teen-oriented Safurday morning show, Nov. 17 ...Blly Preston is on "Rock Concert" Nov. 17... Crystal Gayle guests on "Mike Douglas" Nov. 28 . . Brenda Russell's first U.S. TV shot is on "Midnight Special" Nov 16

## SEDNOSODPR:

ELECTRONIC PLAYMATES: Playboy Enterprises, having long eyed the possibilities of an "electronic Playboy," has begun taping features for future videocassette programming. Among projects underway are the taping of the magazine's jazz festival, the festivities surrounding a "Playmate Reunion," and, reportedly, "tastefuily" taping a Playmate photo session. Plans are for the latter to be aired initially via pay television, then marketed on videocassettes . . . VIDEOCASSETTES AVAILABLE AS YOU EXIT: The day when you're able to see a film at your local cinema, then purchase a videocassette copy to play at home is drawing ever closer. PCA Industries, a cassette marketing firm, plans to inaugurate this novel service when it releases the "Mysteries Of The Gods' film later this year. It's hoped this service will have expanded in time to accommodate the next Stanley Kubrick venture . . . LASER BRIGHTENS CABLE ACCESS PICTURE: Trans-American Video Inc. claimed a television first when it replaced hard cable with a laser beam to broadcast sight and sound Information to a closed circuit television audience from the Larry Holmes-Ernie Shaver heavyweight champlonship boxing match in Las Vegas recently .

## ERR WAVES <br> BY BOBBY OCEAN



## THE BUGGLES <br> "Video Killed The Radio Star"



Manufactured and Distributed by Warner Bros. Records
"Until Arbitron finds an effective means of prohibiting such questionable practices (hypoing), your reports hold no credibility.'

## Hypoing And Rating Distortion Arbitron's Role

In last week's column, we began to examine the lively issue of contests or promotions which are either hypoing or rating distortion. We looked at the Special Notices page, page five, of your local marhet report and what it had to say about hypoing and rating distortion. We also tried to show the key difference between hypoing and rating distortion and why they are not the same. In this week's column we'll conclude by detailing the history of the rating distortion policy used by Arbitron, we'll take a look at a practice that many think is either hypoing or rating distortion - commercial-free broadcasting during sweeps - and we'll examine Arbitron's role as policeman of this important area of survey of activities.

## History Of Rating Distortion Policy

In the A/M '77 survey it became apparent that
a number of stations around the country were attempting to undermine seriously the quality of the Arbitron surveys. I remember specifically that a number of stations ran so-called "checkbonk" promotions, which, if run today would probably lead to delisting. These checkbook promotions usually stated "take amything and make it your W/K _ _ _ checkbook." While we stickered these stations it was obvious that a more potent penalty was needed to counter a spread of this tupe of activity which we at Arbitron felt was designed to boost diary entries, not necessarily actual listening to the respective stations. Soon after the survey a policy was announced regard ing rating distortion (the salient points are listed on page five of your report). Several stations have been delisted (removed from the book) for rating distortion activities.

## Commercial-Free Broadcasting A Hypoing Attempt?

During my tenure at Arbitron, and more recently with regard to San Diego, the issue of whether or not stations running commercial-free during a sweep is hypoing has come up. In the recent San Diego case, Dex Allen complained to Arbitron about the fact that two FM stations were running commercial-free during the recent sweep and were heavily promoting this on TV. Rick Aurichio wrote to Allen, implying that as long as the stations did not run commercial-free only during the Arbitron sweep there was nothing the ratings firin could do about it. Evidently, Arbitron backs up this policy by saying that in effect the station's com-mercial-free policy is part of their regular broadeast activity. If however, a station has never run commer-cial-free before a particular survey and then does so) for a sweep period, and promotes the commercialfree idea during the sweep, then a broadcaster complaint might lead to Arbitron "stickering" the station. Big deal! Stickering rates right up there with the President's anti-inflation guidelines in terms of effectiveness.

Interestingly, while many broadeasters have felt that commercial-free activity is hypoing, agencies are now beginning to make their voices heard on this issue. A major advertising director in San Diego recently sent to Arbitron a letter cancelling her sulscription to the San Diego ratings books. The letter read in part "Until Arbitron finds an effective means of prohibiting such questionable practices (hypoing), your reports hold no credibility."

## Arbitron As Policeman

Assuming that Arbitron is concerned about protecting the quality of the material they supply the industry, what can the firm do to stem the tide of hypoing and rating distortion? Actually, given the drastic step of removing an offending station from the report for an action deemed to be rating distortion, this problem seems to be under contiol, a least for the time being. But what about hypoing?

It seems logical to assume that since Arbitron has demonstrated its concern with ratings integrity through its delisting stance for rating distortion, it should extend its concern to the area of hypoing. Rather than quote the FTC guidelines to stations and refer them to the government for possible action Arbitron might want to take a firmer stance against hypoing. With stations and agency people getting upset about practices such as commercial-free broadcasting, it's only a matter of time before the credibility of the reports suffers if Arbitron is unable to stem these activities.

I know Arbitron does not want to be a policeman for the industry. Indeed, it's a shame that stations engage in questionable practices during the sweeps. However, acting to police activities which dilute the quality of the estimates is a cost of doing business for a ratings firm. Whether it involves delisting or some other action against offending stations, let's hope that Arbitron will soon assume this cost - before the quality of the leading radio ratings reports is lowered to a level harmful to the radio industry as a whole.

## Q\&A

As the $\mathrm{O} / \mathrm{N}{ }^{`} 79$ sweep was coming to a close we received this query - "When might we find out the date for the mailing of our Fall ratings book?"

According to Arbitron, the mailing schedule which lists when the books are expected to mail will probably be out in early December. The reports themselves will probably begin to reach the top markets just before the holidays, with the bulk of you getting your ratings in January.

## Week In Review

Postal Problems Plague O/N'79 New York Sweep

R\&R has exclusively uncovered a serious problem with the $0 / \mathrm{N}{ }^{7} 79$ Arbitron sweep in the Big Apple. Jhan Hiber details the situation and its implications on Page 1. Read how as many as 240 diaries may be tainted due to late delivery of the documents.

Arbitron Announces New Fall, Winter Survey Markets

Several markets were measured for the O/N‘79 sweep which did not have Fall books last year. The markets inctude Allentown, Colorado Spring, Daytona Beach, Knoxville, Little Rock, Peoria, Salinas-Monterey, and Youngstown. In addition, San Diego broadcasters are supporting the measurement of their market for the first time in a $J / F$ sweep, effective with the upcoming Winter book which begins January 17.

## Arbitron VP Aurichio Set To Meet Atlanta Broadcasters

Rick Aurichio, VP/GM of Arbitron Radio, is in Atlanta for annual Cox Broadcasting management meeting. Aurichio is also supposed to meet with Atlanta area broadcasters on November 14 to discuss unrest over several issues. Foremost on broadcaster minds are the delivery dates of the Atlanta reports (toolate, the radio people feel), having Expanded Sample Frame "forced" on them, and the issue of on-air survey announcements.

## Greensboro-Winston Salem-High Point A/M

 '79 Report ReissuedOwing to error in handling slogan edit in this market's report processing, Arbitron has sent out a revised report for the Greensboro area. Stations affected are WGLD (which picks up some $12+$ average audience). WRQK (which picks up some $12+$ cume audience), and WMFR.

Missing 18-34 Figures Added To Condensed Market Reports

24 of the $50 \mathrm{~A} / \mathrm{M} 79$ Condensed Radio Market Reports, for smaller and intermediate size markets, were sent out with no $18-34$ population estimates or in-tab figures. Clients in these markets should have received the information by now, but if you want to know if your market is affected or what the figures are, please contact your Arbitron rep.
than Hiber, R\&R's Research Fditor dand former Manager of Artitron Radio), welcomes your questions about ratings and research. Call Jhan at 213-553-4330 during business hours, California time.

11/14 Le Plateau Montreal Canada

11/15
Toads Place New Haven, CT

11/16 J.B. Scotts Albany, N Y

11/17
Towsen Center, Towsen, MD

11/18
Olympic Arena, Lake Placid, N Y

11/20, 21
The Palladium, New York, N Y

11/23
Capital Theatre,
Passaic, N J
11/25
The Agora,
Youngstown, OH
11/26
The Agora,
Cleveland, OH
11/27
Stanley Theatre, Pittsburgh, PA

11/29
Veteran's Memorial Aud Columbus, OH

11/30
Royal Oak Theatre
Detroit, MI

## 0 NTOUR

Rory Gallagher. The wizard of the guitar.
Flery and magnetic.
Blasting out hard rock and driving blues. His album has all of the magic of his live performances

And his live performances are
filled with passion.
Whether on vinyl or tour.
we've marked Rory Gallagher "Top Priority."
So should you.


Chyysalis
Record and lapes
The album CHR 1235

# Rip N Read 

## Ayatollah You Guys, Come Up With SOMETHING!!

Hardin Heavy was walking a circle in his office carpet, frowning downward and talking fast as his meven regional promotion permons ahot each other sidelong glances and - when they were mure Heavy wasn't losoking - rolling their eyen. As long as he'd husted and promoted. Hardin Heavy had never been in a slump like today. The deal on the BrownRonstadt single down the tubes, being outbid for rights to the Blues Sisters Transvestite Revue, bad ink on the tour of Puke Eater and the Liver Kickers berause cowboys kept ahowing up at the halls expecting momething besiden punk rock. Worst of all, no product.
Not a single flat piece of vinyl worth hitting the streets, and almont too late to get anything happening.
"When the going gets tough, the tough get going!" he mumbled las he thought how mon the Mercedes would go backl. Heavy's promo people might have snickered at that line but they were drifting to other, more private thoughts. like how won their BMW's might go back if HH didn't hit on something great real fast.

## So Bad That Only One Person Could Save The Day

Heavy stopped. A sudden stop. His face brightened, he began to smile. "By God, that's IT! We'll get the Duke!" "He"s under contract already. HH. and anyway he's dead." said a voice from the leamed divan. but Heavy wasn"t slowing down for some insignificant red-tape stupid obstacle now that his head was hot
"We'll fake him! Wp'll get Kasem! We'll get anyone! Hell, I'll cut it myself if I have to!" They were all mtanding now, getting excited, calching Heavy's electric enthusiasm, thinking about all the spins and all the BMW's not beeing repossessed. The company was gonna kill! Thev werp gonna have something bon!

Hardin Heavy turned slowly, looking them right in the eyps, his heart pounding. muspless tense, the hair on the back of his neck giving him the sensation a lion might have as he pounces on prey

It'll be a disco-flavored western rock ballad, maybe "The Flight (I The Last Forty-Four." and it ll be about the majestic. patriotic, righteous dream of a young U.S. Marine, who envisions the IJuke coming from the Great Beyond for
One More Batte! He'll One More Battle! He'll make a hit on Khoumeini! By Goll. it 'll be a monster?"

The promo people could hardly stand it, they were so fired up. jumping around the big office waving their arms imagining how soon they "d each have a Mercedes and HH would have a Rolls-Hoyce for each direction.

## All Night Long In Studio B And What Do You Get

Once the idea was firm, there wasn't much to actually cutting the tracks. Finding something to rhyme with Khoumeini made 'em a bit zany but they did it. Got the proper flow and feel. a good mix. clean stuff ready to prens, a great sumel that put goose bumps on them.

It was a quarter before six when they wrapped it up and headed out the studio door into pre-dawn darkness of Los Angeles, with time for a quick breakfast before the East Coast stations opened and the first calls could be made. In front of the restaurant, the morning newspapers were being loaded into the racks . . . with the big headline about what had happen-
ed with the hostages in Tehran. ed with the hostages in Tehran.

Hardin Heavy's exploitation songs - topical novelties, he always called them - had never been restricted much by good taste, but he knew instantly his last opportunity for a monster hit was gone with that headline.
"Johnson." he said to his righthand man. "I've got two things for you to do this morning. First. call my finance company and say I'm out of town for a couple of weeks. Then call Governor Brown again and hell him on how great his singing voice is. I'Il be at the beach parked in front of Ronstadt's house. I know we can make this work?

MONDAY NOV. 19: Abraham Lincoln gave the short speech that became known as the Geltysburg Address 116 years ago 118631 . Two years ago President Sadat flew from Egypt on his unprecedented peace mission to Israel. Dick Cavett hits 43. Conrad and Bean walked on the moon ten years ago today $11 \% 69$, 2nd moon landingl.
New moon tonight.

TUESDAY NOV. 20: Jor Walsh is 32. Comedian Dick Smothers turns 41. Actreas Estelle Parsons is 52. Robert Kennedy would have been 54 Idied 1968 I. TV narrator and journalist Alistair Cooke is 71 . Fashion designe Emilio Pucci is 65.

This is the time of year the Pilgrims reached the shore of North America 359 years ago 11620). The "Mayflower" reached Cape Cod. M.A on the 19th, and while still aboard ship a baby was born on the 20th.

WEDNESDAY NOV. 21: Lonnie Jordan of War is 31. actress Goldie Hawn becomes 34. Marlo Thomas is 36 .
The event that made most of our jobs possible, the invention of

> Y100 add 31
> WNOE deb 40
> WJDX $21-12$
> WFLB deb 34

Produced by Prince
留
on Warner Bros. Records 1877. Thomas Edison was a school dropout and former railroad telegraph operator who became a partner in an electrical consulting firm. all this before turning 30, which is how old he was when he got his phonograph working 102 years ago. He died in 1931.

Nixon's $181 / 2$-minute gap in the White House tapes was disclosed six years ago today.

THURSDAY NOV. 22, Thanksgiving: The Pilgrims didn't have much to do with getting Thanksgiving started on a regular basis, nor did I'resident George Washington, who proclaimed one Thankspiving in 1789. The real pusher was Mrs. Sarah Buell Halr, who worked for 30 years to promote the idea of an annual day of national gratitude. Finally in 1863 she got President Abraham Lincoln to prorlaim the last Thursday in November Thanksgiving Day. a national holiday that continued for 7.5 years until l'resident Franklin I). Roosevelt deciderd to move it a week parlier . . . in businessmen would have a longer shopping/Selling season before Christmas. Finally Congress ruled that, as of 1941 , the
fourth Thursday would be it. And that's the way it is.

President John Kennedy was asmassinated while riding in a I allas motorcade If ypars agoll(m,3).

FRIDAY NOV. 23: Susan Anspach in 3 . The first jukebon was installeol at san Francisco in $18 \% 0$. at the l'alais


## Refining Your Call-Out System

Many of you are already using call-out research as input to your playlist decisions. As I pointed out last week, a good callout system based upon a truly representative sample of the market is the single best way to get a picture of your audience's music preferences at any point in time. Results of call-out research may also be very useful in ascertaining the utility of call-in requests, local sales data and national tip sheets as indicators of music preferences.

Thus, a well-oiled call-out research machine can be invaluable to you in predicting audience preferences, as well as in monitoring how well your playlist matches those preferences. Yet, there are many pitfalls in the design and use of a call-out system, and I have received quite a number of questions related to call-out research over the past several months. So, I thought that it would be useful to address a few of those questions here in the form of possible refinements you might make in your own call-out system.

## Open-End Screeners

0ne of the very first questions in call-out research should be some form of screener question which ascertains the potential respondent's listening pattern in terms of the stations listened to. Ideally, this question should be open-end (i.e., of the form, "In a typical day. which radio stations do you listen to?", with no response choices read to the respondent). All the stations in the market should be listed by call letter and band frequency for the interviewer to check of $f$ if the respondent mentions them

If the respondent fails to list at least one station of your particular format, then you may wish to terminate the interview at that point, or re-ask the question in close-end form (e.g., "Which of the following other stations do you listen to in a typical day?') with a list including all stations of your format read to the respondent. The latter procedure will no doubt result in a higher proportion of contacted respondents appearing in the final sample, but you should be aware that the group which enters as a result of the close-end question is probably a much less avid audience of your format. Too many of these folks in your final sample may lead to distorted results, so be careful if you start picking up a lot of respondents with the close-end screener; you may be defeating your own purpose

0nce you have screened respondents into your sample, you may wish to ask them why they listen to more than one station, if they do, or why they don't, if they listen to only one. This is also an open-end question, which would be useful primarily as an exploratory device to see what makes people switch stations. It may be the desire for musical variety, an obnoxious jock, an ad they've heard once too often, or any number of other factors. The point is that this question can serve as a "feeler" for what is going on out there in the audience. Nothing may show up at all; on the other hand, some interesting rdeas may pop out.

## Music Preferences

With the preliminaries out of the way, you move into the bulk of the call-out survey, the assessment of music preferences. Here, too, I would suggest beginning with two openend questions:

1. "Which songs do you really enjoy hearing on the radio right now?"'
2. "Which songs are you really tired of hearing on the radio right now?"

The advantage of asking these questions prior to launching into the rating of specific songs is that you can pick up really strong positives and strong negatives. Because of the "unaided" nature of these questions, you can feel fairly confident that responses to them represent fairly firmly-held opinions. Perhaps most importantly, these questions from time to time may reveal songs as positive or negative that were not included in the list of tunes to be rated. It's hoped this would not be the case very often, but these questions will provide a useful check-and-balance procedure to guard against omissions.

## Record Ratings

The typical call-out system relies on some form of down-the-line procedure to identify the song to the respondent. The down-theline procedure is highly recommended, as many respondents may not recognize a song just from its title or artist. Thus, playing a brief excerpt of the song helps to ensure that all respondents are really rating the same song.

How should the rating actually proceed? Some stations use the following scale to rate each song:

with an additional category of "Unfamiliar with the song." Other stations use a two-part rating system. After playing the excerpt to the respondent, the first question is:
"Are you familiar or unfamiliar with the song?"
Following this question, regardless of stated familiarity, respondents are asked:

## "How would you r

(READ CHOICES)
$\square$ Like it very much
$\square$ Like it somewhat
$\square$ Neutral on it
$\square$ Dislike it somewhat
$\square$ Dislike it very much
The advantage of the two-question approach over the one-question approach is that the song is rated even by those who claim unfamiliarity. Under the one-question approach, those who are unfamiliar do not provide a rating of the song with respect to how much they like or dislike it While in some instances it may be difficult for an unfamiliar respondent to rate the song from only the short excerpt played down-the-line, nevertheless such ratings may be important for newer songs which are relatively unfamiliar to a larger proportion of respondents. We shall see below how this additional information can be used in playlist decisions

## Data Handling

Using the two-question approach shown above, two "ratings" emerge for each song: (1) a familiarity rating and (2) an attitude (i.e., like-dislike) rating. How can these two pieces of information be employed in playlist determination? First, I would recommend tracking total familiarity with a record over time. Depending upon how quickly you enter a song into your call-out system, it should start out with low-to-moderate familiarity and move upward toward $100 \%$ familiarity over time. Once a song has achieved $90-95 \%$ familiarity, we can think of it as having reached market saturation - i.e. virtually everyone in the market is aware of the tune.

From years of experience with products we know that saturation is closely followed by decline. Therefore, when a song peaks in familiarity, it instantly bears close scrutiny as a candidate for moving down in the rotation. As was pointed out in John Leader's column a few weeks ago, most PD's would rather cut back on a song a little early than a little late. The familiarity figure may be an excellent "early warning signal" that permits you to stay ahead of the market

With respect to the attitude ratings, some stations elect to combine the positive responses to a record and divide them by the combined negative and neutral responses, as shown in the formula:

## Total Positive Responses

## Total Negative and Neutral Responses

Using the results of this ratio formula, all the songs tested are then ranked from most positive to least positive. Under the onequestion approach, these rankings are based only on those respondents who are familiar with the song. The same ranking could be constructed using the two-question approach by simply excluding the respondents who said they were unfamiliar However, a second ranking can be constructed which includes the attitudinal ratings of the "unfamiliar" respondents. By comparing the two rankings, you may gain some insights into where the market is headed.

For instance, if a song ranks higher for the total sample than for just the "familiars," then that would suggest that those listeners who haven't yet heard it would like to hear it more often. In other words, it may be a song "on the move" in an upward direction. If, on the other hand, the total sample is more negative than the "familiars" alone, the song may not have enough appeal to carry it to the top of the playlist

0f course, you must exercise caution in these interpretations since only an excerpt of the song has been played down-the-line. The "unfamiliar" responses to the entire song may be quite different. Nevertheless, the comparison of the two rankings may provide useful clues as to which songs to move up or down the rotation

[^0]
## A 3-WAY



9200 Sunsel Bird PH 15 Produced by Ouincy Jones
9200 Sunsel Bivd PH 15 for Ouncy Jones Productoons

\section*{ <br> <br> MACKSEL <br> <br> MACKSEL "Rock With You" "Rock With You" <br> | Added This Week At: |  |
| :--- | :--- |
|  |  |
| WRKO | KLIF |
| CKGM | WTIX |
| KBEQ | WJDDX |
| WGCL | Y95 |
| KFRC | WAPE |
| KJR | 95SGF |
| WTRY | WLAC |
| WKBO | WNOX |
| WKEE | WKIX | <br> | WAYS | WKXY |
| :--- | :--- |
| WAKY | KSEL |
| KOFM | KPUR |
| WMEE | KKXL |
| WOW | WGBF |
| WNCI | KDVV |
| KING | KSLY |
| KTAC | KYSN |
| KENO | KRLC | <br> See New \& Active <br> Rockin' To The Top!}




WKBW $25-22$
WGCL deb 30 PRO-FM on JB105 on WCIR 19-16 WRKR on BJ105 on WLOF on

WICC on
WOLF on
WIGY on 13FEA on 3WD on 70 on V97 on WEAM on

WANS on WFOX on WGNI on WCIL on
WIFC 33
KLWW on
KCRG on

## Play It, Baby!

## JUST RELEASED AND ON YOUR

MOLLY HATCHET'sIt's All Over Now ${ }^{\text {ss }}$ THE CHARLIE DANIELS BAND "Behind Your Eyes"

IAN GOMMrIHooked On Love"


When Joan finished recording these songs, we had to get them out.

So here they are $\ldots$. Four new songs on a specially-priced 12 -inch record called

HOW CRUEL
HOW CRUEL... A pleasure from JOAN ARMATRADING. ON A\&M RECORDS \& TAPES ${ }^{\circ}$ 。
Produced by Henry Lewy and Joan Armatrading.
01979 A\&M Records. Inc. All Righis Reserved.


## STREET TALK

MCA Records shut down its Artist Development Department last week, with Russ Shaw, Larry White and Jan Shepard leaving the company. Artist development will now return to the publicity departnent, where former Artist Development staffer Susan Koontz was transferred.

Another movie soundtrack first goes to Walt Disney Studios. Disney was the first to record a soundtrack in stereo when it released "Fantasia," and now Disney's upcoming film "The Black Hole" will be the first movie soundtrack to be recorded digitally. The movie's soundtrack will be available on the studio's Buena Vista record label in December.

Free Flight, RCA's Nashville-based "pop" label, has been officially closed. Again, economics were cited for the label's closure.

West Coast Street Talk is very strong that on January l KHJ/Los Angeles will move strongly away from Top 41 and directly toward Pop/Adult both in music and presentation.

Rumors continue about more top level changes within CBS Records. Jack Purcell is being mentioned as the man who will eventually take control.

A healthy step-up this week for WFLB/ Fayetteville moming man and MD Mike Munday, as he joins the staff at WSB/Atlanta, reportedly to do afternoons!

Tony Mitchell Stone is out as PD of Pat O'Day's KYYX/Seattle. Pat himself will handle the programming reins for the present.

Buy Two, We've Got You Covered
Radio and records got together in a rare but very fruitful promotion initiated by KTXQ/Dallas last week. Station GM Bud Striker came up with the idea of offering a free K'TXQ T-shirt to every Sound Warehouse customer that bought two LP's. PD Tim Spencer told Street Talk, "We'd been talking about the record business slump and wanted to do something besides just throw a party for the record people . every store was packed . . . I think we'll do it again."

Final tally was 5000 T-shirts given away. which translated to a one-day sale of 10.0 M$)$ lp's. The station was happy. The client (Sound Warehouse) was very happy. and business was never better, thanks to a great idea.
Steve Kingston has been promoted to $\mathrm{Op}_{\mathrm{p}}$ erations Manager at WYRE/Annapolis, and with his promotion he immediately took himself off the air.

Although this item was not confirmed by any Richter scale readings, we heard that Casablanca VP Bruce Bird was spotted actually belly dancing at his recent surprise birthday party in Hollywood.

A couple of people being mentioned as possible new PD's for WDRQ/Detroit are both Motor City alumni. We've heard the names Bill Bailey and Bill Garcia linked with the Charter Broadcasting programming opening.

## The End Of Infinity?

More rumors regarding the demise of Infinity Records surfaced this week, but apparently this time the rumors are coning true. MCA reportedly will close Infinity, absorbing most artists into the MCA roster.

At press time there had been no official announcement and Street Talk was unsuccessful in repeated attempts at reaching key Infinity execs for comment.

Tony Richland recently celebrated his 15th year in West Coast Independent Promotion with a plush catered soiree at his chic Hollywood and Vine decorator offices. Since Tony's staff consists of Tony only, we presume he enjoyed the stimulating conversations about Tetragrammaton, Blue Thumb, Swan, and other past glories.

Bullet Aimed West?
Rumors have been shooting all over, even in print, that Jesse Bullet will exit as PD of WLUP/Chicago for a management position at his former home, KPRI/ San Diego. What's really happening is that Bullet has been offered the job but is still negotiating with current KPRI GM Dex Allen. He is also still talking with WLUP's owners, Heftel. Nothing has been signed yet.

Meanwhile, we've learned that a prominent Metromedia AOR PD has been offered Bullet's WLUP position (should Bullet fly West) but has declined the offer!
WBBG/Cleveland has converted from "all talk" to "all hits." Eric Stevens, VP of Programming for Embrescia, is currently overseeing the development of the new format and is seeking qualified staffers. Interested parties should give Eric a call at the station.

Effective November 26th Brian McIntyre will become the General Manager for WKPA \& WYDD/Pittsburgh. The long-time WCOL programmer wil be in charge of the P/A AM and AOR FM.

## Gast Exits KWST GM Position

KWST/Los Angeles General Manager Monte Gast resigned his position Friday (11-16) to accept a "longstanding offer" to become Executive Director of J.A.M. Advertising. Gast told R\&R, "There's a good chance I'll still be doing some work for Century Broadcasting lowners of KWSTI via the agency. So we're leaving on extremely good terms."
Responding to reports of a format change away from KWST's present AOR stance. Gast said. "It has never ever been indicated to me by higher management that the station is going to change format. As of this moment. there's no truth to those rumors. In fact, early ad plans for next year all revolve around the station maintaining its AOR format.

## ELO S GREATESTT HITS



ED

## TOP-40



## Q107 Takes To The Tube

## The Washington Blitz

Three weeks ago in Jonathan Hall's "Washington Street Talk" (R\&R 10-26), an item caught my eye and piqued my curiosity. Jon reported that the broadcasters in our nation's capital were spending a reported halfmillion dollars on TV spots for the fall sweep. Further, ABC's FM Q107(WRQX) would account for about half that total figure by itself.

I could only think back to those programming days in my past when I was trying to stretch (what I thought at the time was) a massive $\$ 8000$ TV budget as far as it would go. The figure of $\$ 250,000$ in TV time for a single rating period needed some further explanation.


Alan Burns, Program Director
Q107/Washington, DC

## ABC Double Teams First Media

First a little background on the market. Washington, unlike most other cities, has no billboards, so stations seeking an outside promotional vehicle select from cab-tops, newspaper, bus-sides, and TV.
$A B C$ owns two stations in Washington. In addition to the relatively new Top 40 -formatted Q107, ABC also operates WMAL, the longtime market-leading traditional P/A station. Under the guidance of new PD Scott Shannon, First Media's WPGC-AM-FM overtook WMAL (in total persons 12+) for the first time last spring, although the race was still close. Both WPGC's market standing and the fact that Q107 has positioned itself as a direct competitor to WPGC could partially account for the Q107 TV barrage.

## The Spot Hits The Spot

Naturally, if you're planning to spend an inordinate amuunt of money in TV advertising, the commercial you use should be a good one. Q107 tapped the creative genius of Chuck Blore in Los Angeles. Chuck created three different versions of his famous "talking lips" commercial for the station.

For those of you who have not seen this particular spot, a brief description is in order. On the screen you see only the luscious lips of an obviously attractive female. As the audio begins, the lips come to life, perfectly forming every syllable of a composite aircheck of the station complete with song fragments, jock talk and jingles. She never misses a beat. Her mouth moves to form every word and sound heard on the audio track. As the station aircheck ends the camera pulls back to reveal her entire face, confirming the initial assumption that those lips could only belong to a beautiful woman. An off-camera announcer says, "You have a remarkable mouth!" She replies, "We have a remarkable radio station," as the station logo comes up and out.

If my description doesn't give you a clear enough picture of what the spot tries to accomplish, perhaps what Alan Burns, Program Director of Q107, says about it will. "It does the two things that most TV spots for radio do not accomplish, and they are the two most critical things: first, it gets your attention and second, it allows you to sample the radio station."

## She's Everywhere, She's Everywhere

The $\$ 250,000$ estimate for Q107's fall TV campaign is accurate, and for a very good reason, as Alan explained, "Our agency has done a remarkable job of placement. In many cases, as you know, it's the placement that's even more important than the volume of
dollars spent. We've run in the World Series, dollars spent. We've run in the World Series, football games, 'Mork \& Mindy, ' $\mathrm{M}^{*} \mathrm{~A}^{*} \mathrm{~S}^{*} \mathrm{H}$,' 'Saturday Night Live' . . . we've literally put our spot into every TV show that people really watch. And that beats the hell out of buying fringe time of UHF."
"Our agency has done a remarkable job of placement. In many cases, as you know, it's the placement that's even more important than the volume of dollars
spent."

Let's not forget that there is another quarter-million dollars worth of radio-on-TV spots floating around on Washington's TV stations this fall. R\&R's Washington Bureau reports TV activity for the following stations: WMAL, WTOP, WKYS, WGAY, WMZQ. OK100, WASH and WPGC.

WPGC's Scott Shannon told me, "You can't watch TV even for 15 minutes without seeing two radio station commercials. And, of course, Q107 is the most visible by a long shot. We're spending about $\$ 10,000$ on TV this fall but it really doesn't amount to much when you compare it to Q107's massive buy.'

The Blitz Decision
I asked Alan Burns how the TV campaign came about and he explained, "I think the ABC Radio Division wanted to try an all-out TV blitz just to see what kind of affect it might have on this property specifically, because we had just changed formats."


Alan came to Q107 in mid-September from WLS/Chicago, where he had been Music \& Research Director for the ABC AM giant. While in Chicago, Alan saw the "talking lips" commercial in action as part of a competitor's campaign. "We had done some research in Chicago after WLUP had been running the same commercial last spring. WLS and WLUP were both spending a pretty good buck on TV and we decided to check out recall of the spots to see who had achieved the most impact. WLS and WLUP wound up way ahead of the rest of the stations on recall but the WLUP spot was recalled by more people than the WLS spot.
"I sent the research to Marty Greenberg (former GM of WLS, now President of ABC Radio) and I sent a copy to WRIF/Detroit, one of ABC's AOR stations. I figured the WLUP 'talking lips' commercials were a natural for WRIF. Marty agreed, but also wanted to try them here in Washington for Q107. Both stations are running the spots now."

## A Promotable Product

The $\$ 250,000$ expenditure for TV advertising is an impressive figure, but don't let the big money confuse you. Q107 didn't just decide to spend a quarter of a million dollars promoting their radio station on a whim.

Two very important things come together in a project of this type. First, if you plan to advertise your radio station in another medium, your product better be good. Q107 felt that the sound of their station was ready for an all-out assault on the potential audience. The question of how to contact that potential audience was answered through the use of TV. And the second important thing is this usage of TV is where the dollars went. It's easy to look at a figure of $\$ 250,000$ dollars and assume the coverage of the market will be total. But Q107 handpicked which particular shows they wanted their spot to appear in, and those shows were selected based on the audience profile they wanted to achieve for their radio station. As Alan Burns said, "It's the placement that's even more important than then volume of dollars spent."

The spot itself is a good one, but it is not magic, and no one commercial, no matter how exciting it may be, will make people keep listening to a radio station that is not a good radio station. The Chuck Blore commercial has been used successfully in several markets and it has been used in others without great success. But the spot is only a vehicle to carry your radio station's message to your potential listeners.

I am not trying to sell commercials for Mr. Blore, but there are basic ways to use TV that should be clear. Your product must be right. Your station must be fine-tuned to the point where you are ready to have new people sample it. And in purchasing TV advertising time, you must be ready to spend the kind of money it will take to put your spot where it will do you the most good. You don't want to advertise your Top 40 station on the "Lawrence Welk Show," just as you wouldn't want a station billboard stuck in an unused alley. The time you buy on TV to promote your station should be well researched so that you are reaching large numbers of your potential audience.

Q107 has covered the basics. The station has created a product (station sound) that it's proud of, and it's put a large amount of money in well-placed TV advertising to lure possible new audience to that product.

With nearly all the Washington broadcasters running "diary announcements," TV spots and contests during the just completed fall book, the results may even be more interesting than usual. The one-two punch of WMAL and Q107 has obviously been aimed squarely at market-leading WPGC. If the expensive and well-planned TV blitz of Q107 translates to "round one," then Washington has a real radio fight on its hands.

## Motion

Mike McCarthy, late of KOMA/Oklahoma City and KAKC/Tulsa, is on the loose and available. He's quite a morning personality and can be reached at (405) 329-1291 Speaking of KOMA, Jim McCloud has joined the airstaff there, coming from KOFM/ Oklahoma City ... Kathy Aunan joins B100/San Diego as lam-6am jock . . John Lyle is the latest addition to the WRVQ/Richmond air line-up. John will do 6-10pm for PD Bill Thomas, coming from his last stop at WFLB/Fayette ville ... WRJZ/Knoxville says "hello" to some new voices and welcomes back a familiar one. Mark McCain has taken over the $2-6 \mathrm{pm}$ time slot from his former spot at WAYS/Charlotte. Fred Story comes from WJSO/Johnson City, TN for the 10pm-2am shift, replacing Adele, who has been promoted to middays. Former 10pm-2am personality Rick Kirk has joined the WRJZ sales department. J.J. Scott, Production Director, has returned to WRJZ from KULF/Houston

Rick Gilbert has moved from WOHO/Toledo to KSEL/Lubbock for afternoon drive
Kelly Fox has been promoted to Programming Assistant at KWWL/Waterloo, IA


Gary Travers from WRKO/Boston joins WAPE/Jack-
sonville as creative producer sonville as creative producer, promo voice. and utility air personality . . Two new air staff members at KRUX/Phoenix are Buddy Baker from WWWO/Panama City, FL and Kris Kelly (Bill Kuffel), who moved over from KKKQ/Phoenix . . . Former KBDF/Eugene PD Bill Jackson is the new weekend announcer at KGW/Portland... Arlene Slavin is the new MD at FM96 (CJFM)/Montreal . . . Marilyn Tallman (pictured) has been named Music Director at FM100(KIQQ)/ Los Angeles. Before joining FM100. Marilyn spent several years with Drake-Chenault as Programming Customer Service Manager.


## TOM JOHNSTON "Savannah Nights"

|  |  |  |  |
| :--- | :--- | :--- | :--- |
| WGCL add | Z98 deb 40 | KORL add | KQWB-FM 27-23 |
| KFRC add | KXX106 24-22 | K104 39-37 | KKXL add |
| KJR on | BJ105 add | WCIR add | WSPT deb 30 |
| KOPA add | WSGA 19-17 | WAAY 9-6 | KBDF on |
| Z93 on | 95SGF 10-6 | KX104 add | KBOZ on |
| 94Q 12-11 | WBBQ 25-23 | WCGQ 26-21 | KOOK on |
| KBEQ on | WSKZ 18-16 | WANS-FM 33-25 | KFXD 30-29 |
| WICC on | WNOX 22-18 | WROV on | KRLC 17-15 |
| WKEE on | KZ93 add | WKXY deb 29 |  |
| KNOW 35-24 | Y94 deb 27 |  |  |



KILT SCARFS THE TORPEDOES - To prevent the new Tom Petty LP from being sandwiched in between other new releases, MCA Houston promotion rep Roger Ramsey (right) brought a torpedo sandwich along with the "Damn The Torpedoes" LP when he visited KILT. The station's Larr West is pictured devouring the submarine at left.


MESSINA VISITS KIMN - Columbia's Jimmy Messine, on the road for
his first solo tour, visited KIMNIDenver. He's pictured at left with KIMN


RITA'S COOL EDGE IN MONTGOMERY - AGM's Rite Coolidge visited WHHY and V102/Montgomery during e promotional tour. Pictured during the stopover are (l.r. seated) Jahn Chapman lof no designated industry position) WHHY MD Rich Thomas, and AGM's Jahnny Shuler; (standing, I.r) V102 MD Phll Horton, WHHV PD Larry Stavens, Coolidge, and Y102 PD Kris O'Kelly.


KOURNEY MEN VISIT RFRC - Columbia's Journey, in the midst of San Franc/sco recording sessions, visited KFRC. Pictured (1-r) are Journev's Steve Smith and Steve Perry, road manager Pat Morrow, KFRC PD Les
Garland, and promotion/publicity rep Sandy Einstein.

MD Doug Erickson.


WAKY'S WINNING DISPOSITION - WAK Y/Louisville motivated its staff with the winning spirit by printing up the pictured T.shirts at a pre-ratings party. Pictured (l.r, front) Bill Bailev and Bill Purdom; (row 2, l.r) Joe Wright, Harry Lyles. Adele, Chary Southmayd. Howard Modell, and Bobby Hatfield; (row 3, lir) Darrell Douglas, GM George Francis, Bob Moody, John Ashton, PD Mike Mc Vay, Charlie Blue, and Mike Mills,


A WARD TURNS JOCK'S LAPS INTO A KOMA CREDIT - KOMAIOK/O. homa City PD Bill Burkett (right, pictured with a Muscular Dystrophy rep) ran in a celebrity race during the annual "Sun Fun Run" in Musteng, OK,
which ralsed funds for MD which ralsed funds for MD. He's pictured receiving a plaque for his par.
ticipation.

## VLUP Shows Who Concert On Closed Circuit

WLUP/Chicago has found a sel solution to the problem of rge demand and inadequate sup$y$ in hot-ticket rock concerts. As le outlet for Chicago's Dec. 8 Who ite, the station realized that a lot people who wanted to see the and wouldn't be able to score ticks. So WLUP has arranged for osed-circuit live showings of the incert at nine area theatres. Six umeras and a TV crew will cap-

## ran

Continued from Page 1
nbassy on Wednesday morning 1-7).
WHIO PD Bob Davis told R\&R e project necessitated several Llow-up calls, aggravated by the ability of the station staff to comunicate in Persian. Eventually, HIO located an Iranian student om the University of Dayton to erve as an interpeter
Through this student, who wish $i$ to remain anonymous, WHIO as able to ascertain that all the sstages, including Lauterbach.

## Arbitron

## Continued from Page 1

## Arbitron Options

According to Aurichio, no action is originally taken to alert broadsters or the trade press because bitron did not at first think the oblem significant enough. Hower, since R\&R brought the story (the surface, Aurichio has stated lat the ratings company will be ing the following checks as the lird-week diaries come back f)m the New York metro

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In making the announcement, David Horowitz of WCI's Office of the President stated, "The WCI record group opposes the depiction of violence against women or men on album covers and in related promotional material. This policy expresses the WCI record group's opposition to the exploitation of violence, sexual or otherwise, in any form." However, while Horo witz noted that the policy was subject to prior contractual restrictions, which give control over LP gra phics to the artists, the announcement constitutes a formalization of

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Furthermore, the plaintiffs claim MCA has violated their civil rights as expressed, in part, by the Civil Rights Act of 1964 , and seek to establish a permanent injunction against the firm prohibiting the allegedly discriminatory practices as well as demanding a court-ordered payment of all wages, pensions, Social Security payments, and other benefits. When contacted by R\&R, MCA spokespersons, acting upon the advice of their legal department, refused comment.

Meanwhile, according to industry sources, former MCA Records National R\&B Marketing Director Wendell Bates has filed suit in Las Angeles Superior Court against the label, VP of A\&R Denny Rosencrantz, Comptroller Lou Cook, and former National VP of Promotion Stan Bly, charging he was illegally terminated following a six-month leave of absence. Bates claims he had asked the defendants for and was granted the time off so that he might have surgery performed on a pinched nerve in his neck. Shortly after his release from the hospital he was terminated. Bates is seeking $\$ 1.5$ million in damages. MCA spokespersons declined to comment.

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## CMA

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| MIDMEST | Music Key: IDPI indicanas the song is gerting play dhering certain perts of the dey and/or nighe IRAL indicates the song was dropped from the pleytist then readded. | W |  |
| :---: | :---: | :---: | :---: |
| Most Added Hottest |  | Most Added | Hottest |
| Tom Perty Styx |  | Kenny Rogars | Rupart Holmes $\begin{gathered}\text { Styx }\end{gathered}$ |
| Kenny Rogers Barbra \& Donna <br> Foreigner  <br> Michael Jackson Rupert Holmes |  | Micheal Jeckson | Supartramp |

## MIDWEST

WEST


## TOP-40



KILT SCARFS THE TORPEDOES - To prevent the new Tom Petty LP from being sandwiched in berween other new releases, MCA Houston promo tion rep Roger Ramsey (right) brought a torpedo sandwich along with the "Damn The Torpedoes" LP when he visited KILT. The station's Larn West is pictured devouring the submarine at left.


MESSINA VISITS KIMN - Columbia's Jimmy Messina, on the roed for his first solo tour, visited KIMNIDenver. He's pictured at left with KIMN MD Doug Erickson


RITA'S COOL EDGE IN MONTGOMERY - A\&M's Rita Coolldge visited WHHV and V102/Montgomery during e promotional tour. Pictured during the stopover are (l.r, seated) John Chapmen lof no designated industry position), WHHV MD Rich Thomas, and A\&M's Johnny Shuler; (standing, l-rl V102 MD Phil Horton, WHHV PD Larry Stevens, Coolldge, and V102 PD Kris OKelly.



WAKY'S WINNING DISPOSITION - WAKY/Louisville motivared its staff with the winning spirit by printing up the pictured T-shirts at a pre-ratings party. Pictured (I-r, front) Bill Bailey and Bill Purdom; (row 2, l.r) Joe Wright Harry Lyies, Adele, Chary Southmayd, Howard Modell, and Bobby Hatfield; (row 3, l-r) Darrell Douglas, GM George Francis, Bob Moody, John Ashton, PD Mike McVay, Charlle Blue, and Mlke Mills.


AWARD TURNS JOCKS LAPS INTO A KOMA CREDIT - KOMAIOK/A ran in a celebrity race during the pictured with a Muscular Dystrophy rep) which ralsed funds for MD. He's annual "Sun Fun Run" in Musteng, OK. ticipation.

## WLUP Shows Who Concert On Closed Circuit

WLUP/Chicago has found a novel solution to the problem of lange demand and inadequate supply in hot-ticket rock concerts. As sole outlet for Chicago's Dec. 8 Who date, the station realized that a lot of people who wanted to see the band wouldn't be able to score tickets. So WLUP has arranged for closed-circuit live showings of the concert at nine area theatres. Six cameras and a TV crew will cap-

## Iran

Continued from Page 1
embassy on Wednesday morning (11-7).
WHIO PD Bob Davis told R\&R the project necessitated several follow-up calls, aggravated by the inability of the station staff to communicate in Persian. Eventually, WHIO located an Iranian student from the University of Dayton to serve as an interpeter.

Through this student, who wished to remain anonymous, WHIO was able to ascertain that all the hostages. including Lauterbach.

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Continued from Page 1

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| :--- |
| Most Added |
| $\begin{array}{l}\text { Tom Purty } \\ \text { Konny Rogers } \\ \text { Foohnt }\end{array}$ |
| EAST |}

SOUTH Most Added Hottest
Tom Potty Kom Petty
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Rupart Holmes

## SOUTH




## PARAIIEL ONE PLAYISIS




Page 30
PARALLELs
Parallal 1: Selected stations in mejor mankets that are format domi. mant and/or exerta significant nationalinfluance.

Parallal II: Selected stations in secondery mankets thet are format dominant" andlor exert a significant local or regional influence. This parallel may also contain some major market stations that do not quality forparallalone starus.

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Note: l-IFormat dominance is based on the Monday.Sundey, 6AM 12Midnight, total persons 12 plus shares as published by Arbitron. All present and possibla furure reporting stations are evaluated and and Jutry

88 REPORTS

| $\begin{aligned} & \text { JOHN DOE } \\ & \text { "Hit Song" (Anylabel) } \end{aligned}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| LP: Hit Song |  |  |  |  |
| Regional Roach | 100/25 | 65\% | Natio |  |
| E $33 \%$ |  |  |  |  |
| $\begin{array}{cl}\text { M } & 21 \% \\ \text { S } & 56 \%\end{array}$ |  |  | Same |  |
| W ${ }_{\text {S }}$ |  |  | Down |  |


| 3KAMPLE |  |  |
| :---: | :---: | :---: |
| 100/25-100 RGR reporting stations on it this week. 25 of those 100 added it this weok. <br> 65\% - Percentage of this week's re porting stations playing it <br> Regional <br> Reach - Percentages of this week's reporting stations playing the song within the four tracking regions. |  |  |
| National Summary <br> Up 51 - Number of stations moving it UP on their charts. <br> Same 24 - Number of stations hold ing it STATIONARY on their charts fon to on. add to on, 31-31, etc.), <br> Down 0 - Number of stations mov ing it DOWN on their charts. <br> Adds 25 - Again, number of stations ADOING if this week. |  |  |
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## ELO Contusion (Jet)

LP: Olscovery
$87 / 3$$\quad 46 \%$


0


©
$33 \%$


| FOGHAT |
| :--- | :--- |
| Third Time... (Bearsville/WB) |

LP: Boogie Motel










$T$
CHRIS THOMPSON \& NIGHT If You Remember Me (Plenet)


62\%



## Others Getting Significant Action

DIONNE WARWICK "Doja Vu" (Arlsta) $27 / 8$
, RITA COOLIDGE "I'd Rather Leave While I'm In Love" (AEM) 24/8 Moves: Up 10, Same 8, Down 0. Adda 8, WICC, WHYN. WKEE, WFLE, WANSFM, KBOZ (Arola) 2212
Moves: Up 9, Same 11. Down 0, Adds 2 WIFI, WFBR, Y100 5-4. WTIX 22-17. WAXY $25-22$ KWEN 1311, WKXY 2924 .
MONNA SUMMER "On The Radio" (Casablanca) 21/3 Y100 28-25. KEARTH 27-21, WAEB $30-25$.
SUGAR HILL GANG "'Rapper's Delight"' (Sugar Hill) 2018
Moves: Up B. Same 4. Down 0. Adds 8. WTIC-FM, WNOE, Y95, WBBa, WLAC. WANS-FM
ENGLAND DAN \& JOHN FORD COLEY "What Cen I Do Whth This Broken Heart" (Big Tree) 20/2, Moves: Up 8. Same 8. Down 2 Adds 2 Yi03, KBIM. JB105
TERI DESARIO "Yes I'm Ready" (Casablanca) 19/11
Moves. Up . Whi
ABBA "Chiquittes" (Adentic) 19/8
Moves: Up 6. Same , W, Adde 8. KRLA, WFBR, WBEN-FM, WICC, KORL. WXIL
LED ZEPPELIN "Fool In The Reln"" (Swan Song) $19 / 1$
Moves: Up 7. Same 10, Down 1, Adds 1, B100, 96 KX 98, 797 5-4, Y100 32-26, KRO 32-24,
RAINBOW "Since You've Been Gone" (Polydor) 17I7
Moves: Up 5. Same 4, Down 1, Adds 7, WIFI, KDWB, KIMN, KOP
MAXINE NIGHTINGALE "The Gir In Me" (Windsong) 18/5
KHJ 23-21, WXIL $26-22$.
POLCE "Message in A Bottle" (A\&M) 18/3
KRLC 23-19.
TRIUMPH "Lay tt On The Line" (RCA) 18/0
Q108 1413, K 1043833.
IAN LLOYD "SHip Awey" (Scott Bros.) $15 / 0$
Moves: Up 10. Same 4. Down 1, Adde WiF1 26-24, WRKO 30-27, JB105 34-31, KENO $25-22$ NATURE'S DIVINE "I Just Can'\& Control Mysef'" (Infinity) 14/3
Move日: Up 6, Same 5, Down 0. Adde 3, WLAC KWEN, KSLY, WNOE 39-36, WVIC 28.25
PONNIE RATT"
BONNH RAIT 'You're Gonna Get What's Comin' "' (WB) 13/5
PAGES "I Do Believe In You"' (Epic) 13/2
EARTH, WIND \& FIRE "In The Stone" (ARC/Columbia) 13/1
KENO Y100 19-16. WSGN 21-19, K104 5.1. CK101 1513 SUZI QUATRO "She's In Love With You" (RSO) $11 / 5$

MARC RATNER "Don't Go Looking" (RSO) 11/3
Moves: Up 6 Same 1 Down 1, Adds 3. WFLB, KEWI, KCBN, WEAO 14.12. WSPT 13.9 KBOZ 25-23. KRLC 28 23.
VILLAGE PEOPLE "Ready For The $60^{\prime} s^{\prime \prime}$ (Casablanca) 11/3
Moves: Up 2 Same 6. Down 0. Adde 3. 293. 96SGF, WFLE, WGCL 29-27, WCIR d-22
SANTANA "You Know That I Love You" (Columbia) 107 KCBN, 940 d .30 .
STEVE FORBERT ''Romeo's Tune"' (Nemperor) $10 \Pi$
, Wown 0, Adds 7, KRBE, KIMN, WBEN.FM, 298, WBBQ. WIGY, KXIO K KWB-FM 32-25
FLEETWOOD MAC "Think About Me"' (WB) 10/2
Moves: Up 2 Same 6. Down 0, Adds 2. KRKE-FM, KBDF, WABC on, KDWB 25-22. KWK 3.3
R\&R Top-40 Radio Reporters


## BREAKERS

## DONNA SUMMER

## On The Radio (Casablanca)

$59 \%$ of our reporters on It, 3 new adds KHYS, KITT-FM, WXAP. Key moves: 19-14 WCAU, 38-29 WMAS, 11-5 WMJX, 24-16 KHYT, 8-6 WDON 23-19 KRLY, 34-30 WZZD, 16-7 WXKS, hot rotation WWOM, WDAI, WDMT, medlum alrplay WKTU, KSET, KSFX, debut 8 KIIS-FM, debut 25 WBOS, on WOKF. Charts at Number 20 on Alrplayl30

EARTH, WIND \& FIRE
In The Stone (ARC/Columbia)
$51 \%$ reporting alrplay, added at KLAV, KSFX. Key moves: 33-27 WKTK 26-18 KHYS, 13-8 KJLA, 30-27 KTLK, 24-14 WMAS, 15-7 WMJX, 22-20 KITT-FM, hot rotation KFMX, KCBS-FM, medium airplay WMAK, WDMT KSET, debut 26 WPPEG, on WXAP. Charts at number 28 on Airplay/30.

## SHALAMAR

## Second Time Around (Solar/RCA)

$51 \%$ reporting activity, 3 new adds WPEG, WMAS, KHYS. Key moves 30-11 WXKS, 14-9 WBLX, 36-32 KTLK, 29-24 WBOS, 9-7 WCAU, hot rotation KCBS-FM, medium airplay WWOM, WGCI, WKTU, debut 18 KITTFM, debut 23 WZZD, debut 39 KJLA, debut 27 KLAV, on WDAI, KIIS-FM Charts at number 30 on Airplay/30.

## NEW \& ACTIVE

All other new and recent reteases getting substantial airplay. These are listed in order by heir acivil levels at our reporting stations.
SYLVESTER "Can't Stop Dancing" (Fantasy) 49\% reporting activity, 6 new adds WSOQ WKGN. WOKV, WMJX, WZZD WRAP Key moves: 31-28 WMAS hot rotation WWOM, medium airplay KCBS-FM. WKTU, KSET debut 26 WDON, on KLAV, WDAI, KRLY
KXTC. WXKS. KSFX.
SWITCH "I Call Your Name" (Gordy) $46 \%$ reporting airplay, added at WXAP and KRLY Key moves 23.20 KTLK, 12.9 WRMZ, $26-24$ WDON, $7-5$ WBLX, $35-24$ KJLA, $4-2$ KKCS, hot rotation KFMX, WDMT, on WPEG. KLAV, KXTC WMJX and KCBS-FM
PABLO CRUISE "I Want You Tonight"' (A\&M) $43 \%$ of our reporters are on it, 4 new adds WXAP WKGN, KKCS, KSET. Key moves: 28.21 WKTK, $32-21$ KJLA, $35-28$
KTLK 18.9 WMAS 36.33 WSOQ KTLK 18-9 WMAS, $36-33$ WSOQ, hot rotation KFMX, KCBS-FM, medium airplay WKTU
KSFX, debut 27 WOKV. on WWOM WBL $X$ KSFX, debut 27 WOKV, on WWOM, WBLX
PHYLLIS HYMAN "You Know How To Love Me" (Arista) $43 \%$ reporting ac 10 WCAU, hot rotation WWOM, KDAI, WZZD. Key moves: $40-35$ WMAS, 29.27 WBLX, 15 WOKV. WXKS and KXTC
KC \& THE SUNSHINE BAND "Please Don't Go" (Sunshine/TK) $41 \%$ report ing airplay. Key moves: 10-6 WMAS, 24-14 WBLX, 6-4 KJLA, $18-5$ KIIS-FM, 6-3 WKTK, $5-3$ KHYS, 4-3 WOKV, 6-2 KTLK, medium airplay KSFX, debut 26 WCAU, debut 21 WXAP, on
KLAV.
RUFU
3 new adds WXKS, WDMT and KIIS-FM Key WMAS, 5.4 WBLX, 29.21 WZZD, 9-7 WDON hot rotation KCBS.FM, WH KHY, $6-3$ WMAS, 5-4 WBLX, 29-21 WZZD
WWOM, debut 27 KRLY, on KKCS
NATURE'S DIVINE "I Just Can't Control Myself" (Infinity) $41 \%$ reporting airplay, added at WXKS. Key moves: $13-8$ WDON, 14-11 KHYS, 25-23 KJLA, 28-26 WZZD 25-24 KRLY, 10-9 WCAU, hot rotation KCBS.FM, WDMT, WWOM, medium airplay WMAK, debut 29 KHYT, on KXTC
DON ARMANDO "Deputy Of Love" (ZE) $41 \%$ reporting action, 4 new adds WBOS, WPEG, KKCS and WZZD. Key moves: $28-23$ WMAS, $17-7$ KITT.FM, medium airplay WKTU, WDAI, KXTC, WWOM, KCBS-FM, on WMJX, KSFX, WXKS, KRLY
FEVER "Pump it Up" (Fantasy) $38 \%$ of our reporters are on it. Key moves

## THE BEAT

Pam Bellamy \& Gail Mitchell

## Surviving The Odds In El Paso

## If you're good, you'll survive." That's the work motto employed

Kelly, Operations Manager of KSET-AM-FMIEI Paso KSET's power in halt and stiff com has guided the stations (Dancemusic since August 1978 ) and AOR stations in town. Chuck especially notable since (Dancemusic since August 1978) to successful ratings. And this is especially notable since, admittedly. Chuck was an early advocate of the "disco sucks" crusade. Unlike others though, he tried it and liked it, as seen below in the following interview

R\&R: You are not a major market radio staIon. Do you have to do anything difterent in elation to this formpt, espectally since you are not in a New York, Los Angeles, etc? How do you present disco in El Paso?
CK: I don't have much trouble here. We are $60 \%$ Hispanic and most of the research has shown that where you've got an ethnic base, the disco is stronger. That's why New York is pretty strong, there is a black and Puerto Rican base in Miami it should do well
because of the Cubans there. Really what the word "disco" in El Paso means to most is "record" in Spanish. So 1 really don't have to worry about an image problem.
R\&R: What do you think of the labels being used today - i.e., Dancemusic, Disco-Orlented Rock, etc?
CK: I think the objection to disco is the dance connotation to it You've got two kinds of crowds. You've got the AOR people who tend to be cerebral. They want to sit and
lay back, smoke a joint and get into "head music." Then you've got the active people They want to go out and forget about the troubles of the world. They don't want to hear any protest lyrics. They want to go out and "dance their ass off." And for some reason one segment of the population objected to the physical aspect of it and then "disco sucks" $T$-shirts cropped up. To call it dancemusic is going back to putting a disco on the radio. You've got to think in terms of radio you are a radio station. It just so happens that $95 \%$ of my music is disco. I've got to pick disco songs that you can sit back and listen o as well as dance to. My primary concern is not whether they can dance to it
R\&R: Do you think radio has hurt disco? CK: I think everyone had a great deal to do with that. The thing is, disco is not dead by all means. You can look at the latest Mediastats that came out and WKTU went back and beat WBLS. KUTE and KIIS are both doing fine in Los Angeles. WDAI in Chicago
has had some trouble but now it is in the TOD 10. And we led last time with our comined numbers and we're number one glish-speaking. So 1 think disco is far from being dead. You can go back to its roots in the Motown sound. It didn't really get the label until ' 74 or ' 75 with George McCrse and the Hues Corporation. It was always there Top 40 was playing the music but they weren't calling it disco. It wasn't until "Satur day Night Fever" exploded that it was "disco this and disco that, "WKTU is an overnight success. Really, radio overreacted to it They overkilled it . . Now they've done the opposite. Rather than going back to what they were doing in '74 or '75, now they are avoiding it like the plague, which I think is foolish also. There's always going to be room for a specialty format. I really believe with the changes we've made that we're rapidly. at least in this town, becoming a very good mass appeal station.
Chuck Kelly Intervien

# ADDS \& HOTS 




They Got The Platinum, They Got The Gold


The Charlie Daniels Band was recently presented with platinum records for their lest two Epic LP's, and a gold record for their hit single. 'The Devil Went Down To Georgie." Pictured are (sitting, lirl E/P/A Sr. VP/GM
Don Dempsey, Sound Seventy Corp Chairmen of Don Dempsey, Sound Seventy Corp. Chairman of the Board Joe Sullivan, Charlie Danials, and Sound Seventy
 and Jim Marshall, CBS Records Group Deputy Presided Edward, producer John Boylan, CDB's Tommy Crain

## EJ Stops Off In NY



MCA's Elton John and percussionist Ray Cooper recently performed at the Palladium in New York City buyer Ben Bernstain, MCA's Tax Weinar, Elton John Dennis Bernstein, and MCA's Harold Fein, Korvettes' head

## Columbia Fetes, Meets The Beat



[^1] Brad and greated backstage by various label execs. Picturad meating the Beat are lback row, l-rl Columbia's Columbia VP's Michael Dillbeck and Dennis Killean, William Morris Agency's Pater Shials and Cararry Pompilli, Bill Graham Productions' Mick Brigden: (front row, l-rl Beat members Larry Whitments and Carol Sidlow, and and Paul Collins, and Columbia's Debble Newman. I-rl Beat members Larry Whitman, Mike Ruiz, Steve Huff

Capitol Annexes Amy Holland


Capitol Records recently signed Amy Holland to a recording contract with her debut album to be released early next year. Pictured at the pacting are (l-r) co-producer (and Doobie Bros. star) Michael McDonald, Holland, and co-producer Patrick Handerson; (standing, l-r) Capitol/IEMIIUA Pres/dent Don Zimmermann, Capitol VP Rupert Perry, and Capitol's Bruce Gar

## Ian At Home With Laraine



Satan rapt in discussion during the recent taping of a "Robert Klain Show" NBC.TV's "Saturdey Night Levp Jathro Tull's lan Anderson (left), Klein and NBC.TV's "Saturdey Night Live" star Laraine Newmen (right).

Abba's Windy City Welcome

tre in Checording group Abbe recentlv performed at the Auditorium Thae execs. Among, after which the group was met beckstege by sundry label Pat Benson and Rick Cohen, A tlantic's Chuck Leckner Abbe's Bennv An dersson WEA's Fred Tohon, Allantic's Chuck Lackner, Abba's Benny An dersson, WEA's Fred Toedtman, and Abba's Bjorn Ulvaeus.


## Opportunities In Black Broadcasting: NABOB's Boyer Explains

Recent times have been promising ones for black broadcasters. Various government and private programs to encourage black ownership of radio and TV stations have opened up a lot of new opportunities, chiefly in radio. This week I spoke with Nate Boyer, Executive Director of the National Association of Black-Owned Broadcasters (NABOB), to discuss the organization's role in encouraging black broadcast ownership and outline the present situation

R\&R: In recent years the number of black-owned broadcasters seems to have skyrocketed.

NB: It's primarly due to three reasons. One reason, I would venture to say, is the availability of adequate financing for broadcast property. There's a lot more financial assistance available to potential and existing black station owners than available, say, five or ten years ago. I'd say that's probably the number one reason, the umbrella reason for some other reasons. The number two reason is the federal government's assistance in the area of acquisition. By that. I'm specifically talking about the Federal Communications Policy of 1) the distress sale, 2) the tax certificate, and 3) their expedition of application for construction.

R\&R: Can you explain for the benefit of our readers the aforementioned policies?
NB: The distress sale is that when a station is due for license renewal and has been in trouble with the FCC in terms of violation of code regulations or violation of some kind of policy, then it is subject to a hearing. If the station decides before it goes to the hearing it would like to sell the station - meaning they know that they are in trouble and they know if they take it to court they are going to get caught in some kind of wrongdoing the owners can sell to a minority and the charges or the hearing will be dropped, and supposedly none of the hearing's contents will be released to the public. In other words, it clears the person of all wrongdoing. The distress price is supposed to go to a minority group, with substantial minority ownership. Substantial is again supposed to be $51 \%$ or more black-owned, or Hispanic, Indian-owned, or whatever. The Commission has gone below that on several occasions.

R\&R: How does the tax certificate work?
NB: The tax certificate program . . . for example, if a person wants to sell his station to someone, normally there would be a capital gains tax on that particular sale. If I owned a station and I sell it to you, I have to pay the government X amount of dollars tax on my sale of the station. If you sell to a minority you are waived that amount, you no longer have to pay that sales tax. The capital gains tax is basically the same as a sales tax.

If you sell to a minority and reinvest the money that you have gained in another broadcast property within three years, then you can forego that capital gains sales tax. An example would be if you sell a million dollar station somewhere and the capital gains tax would be $\$ 300,000$, you do not have to pay that $\$ 300,000$ if 1) you sold to a minority and 2) if you have reinvested your money in another broadcast operation, not neccessarily a property but a communications company. So if you reinvested into stocks or another company if it were communications then you would be waived on having to pay that tax.

## Buying Stations: No Easy Project

R\&R: How tough is it really to buy a radio station?
NB: It's real tough because you have to have a substantial amount of money, and when I say substantial . . . you have to have more than you would to buy a home. I guess a home used to be a $20 \%$ down payment and up, but it's even substantially more than that. Stations are going now anywhere from a half a million to a million dollars, and that's for a regular AM station. When you get into the FM category, you get into even more expensive amounts of money. Now again, there are exceptions to both those rules, so there are probably some that are much less. It depends on what market you're buying in, and who you're buying from, and what are the conditions you are buying under.

R\&R: Do you think these trends are going to perpetuate a better industry as it re. lates to blacks?

NB: Oh, yes, for two reasons: 1) it's going to increase the number of black employees in the broadcasting industry, the day-to-day management of the station, people in sales, managing, DJ's, the whole thing, right across the beard, is going to give increased opportunity for blacks to participate in the broadcasting industry; 2) for the industry in general. it's going to increase the diversification of programming; at least in theory, that's what we'd like to see, and that's what the broadcasting industry in general would like to see We feel by increasing the number of black-owned stations, we will proportionally increase the amount of black programming.

## $9 \mathbf{k H z}$ : More Stations For Minorities

R\&R: What are some of the things $N A B O B$ has been involved in?
NB: One of the things we try to do is to develop a unified voice for black broadcasters. We most recently filed some reply comments with the FCC on the matter of 9 kHz channel space for ANi broadcasting. I'd like to give you a brief summary of the comments we made. 1) NABOB and its membership accepts the concept of 9 kHz channel spacing for AM broadcasting, 2) NABOB agrees with the previous proposal to set up a joint government/industry advisory committee and recommends that a substantial amount of minority

## Rarinu

broadcasters be included on any committee designed to study the 9 kHz issue, 3) NABOB would like to see any government/industry advisory group have as a major objective an economic impact study on new stations and the consequences it would have on existing minority broadcast stations owners, 4) because of present minority under-representation in broadcasting ownership, any allocations of new channels should include at least $40 \%$ set aside for potential and existing minority broadcast station owners, 5) if a $9 \mathbf{k H z}$ proposal is passed and new channels are increased, NABOB feels where it is feasible, minority daytime-only broadcasters should be given first priority and/or consideration for full time broadcast service. Basically those five areas are included in the comments.

R\&R: Explain the 9 kHz channel proposal.
NB: Basically, it increases the number of channels that are available for broadcasting. Estimates differ on the number that will be made available. In other words, different technical organizations have come up with different numbers, but the moderate estimate is about 250 new channels will be created. Now this is not just for minorities; the whole concept of the 9 kHz issue is that by reducing the spacing you will increase the number of channels available to the general public. Now we agree with that kind of concept so long as it does not interfere with the technical aspect of existing stations and so long as it does affect the markets of of existing minority broadcasters.

In closing, I'd like to say NABOB has three primary objectives as an association: 1) we are here to positively influence both federal agencies and organizations to encourage minority ownerships, 2) we are trying to organize black broadcasters so that they will have more power in the decision-making process in legislation, and 3) we just want to be able to let black broadcasters know what's going on with other black broadcasters.


AN A-CHOIR-ED TASTE - ARC/Columbia recording artist D.J. Rogers returned to his gospel roots recently when he staged the first record industry "Bus-In" at Studio 54 East in Pasadena, CA recently. The 80 -member choir, pictured with D.J., was bused from St. Mathews Baptist Church in downtown Los Angeles. The choir will also be featured as background vocalists on D.J.'s upcoming alburn.

## People

Larry Depte is the new President of Philadelphia International Records. Larry was most recently Vice President of Finance for the label Curtis Anderson, WWIN/Baltimore's singing air personality, emceed the Jacksons-LTD show when the two acts performed there recently . . Meanwhile, WEAA/Baltimore Program Director Kweisi Mfume was elected to a seat on the city council. Now that's what we call community involvement!

Jeff McNeal has joined KUTE/Los Angeles as their 8pm-midnight jock... Hazel Spears, who has been filling in as swing announcer at KDAY/Los Angeles for the past year, has joined the station on a full-time basis . . . Birthday Best to WBMX/Chicago's Karen Jones, WJMI/Jackson's Bob K., KAPE/San Antonio's Rudy Greene, and Atlantic Records' Simo Doe and Marsha Green. Marsha, incidentally, shares the same birthdate as myself. . L Louis Harper has exited his Western Regional Promotion position at Cotillion with no plans announced as yet . . Condolences to the family of Jo Jo Samuels. Samuels passed away in Atlanta recently. He was most recently doing independent promotion in the area, having formerly worked for Atlantic Records in the same region... 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

Vernon Park is the place that WKND/Hartford recently held a "Roller Disco Party" with prizes of $\$ 100$ awarded to the best skating couples .. The 2nd Story (a club) is the place a recent birthday party was held for WDAS/Philadelphia's Dr. Perry Johnson

Houston is where the next meeting of the Young Black Programmers Coalition will be held. Topics to be discussed include plans for several upcoming regional seminars

## Things

KOKY/Little Rock is holding a radiothon on behalf of the United Negro College Fund The station requests all celebrities to contact KOKY at (501) 661-9853 for information on how they can contribute toward this worthy cause . . . The NAB has changed what was formerly its Community Affairs Office to the Minority and Special Services Office ... WYBC/ New Haven recently co-sponsored a concert by the Jeff Lorber Fusion in their city WYLD/New Orleans is the latest station to join others around the country in participating in the Stevie Wonder-Bahamas concert promotion . . WWRL/New York is doing an "I Call Your Name" contest whereby winning contestants will be given the opportunity to vacation in a warmer climate

# Pup/Rhythms 

## HOTTEST <br> Following are listed in order of their alrplay activity.

# RUFUS \& CHAKA <br> "Do You Love What You Feel" (MCA) BAR-KAYS 

"Move Your Boogie Body" (Mercury) PRINCE
"I Wanna Be Your Lover" (WB) PLEASURE
"Glide" (Fantesy) KOOL \& THE GANG 'Ladies' Night' (De-Lite) STEVIE WONDER
"Send One Your Love" (Tamla)
MICHAEL JACKSON
"Rock With You" (Epic)
SMOKEY ROBINSON
"Cruisin" " (Tamla)
NATURE'S DIVINE
"I Just Can't Control Myself" (Infinity)

## SWITCH

"I Call Your Name" (Gordy)

# CLIMBERS <br> Following are listed in order of their airplay activity. 

SUGAR HILL GANG "'Rapper's Delight" (Sugar Hill) 48\% reporting airplay. Hot in the East at WAMO. WDAS and WILD and climbing at WWIN. In the South it is in medium rotation at KOKY, WAOK, WJJS, and WJMI; hot at WYLD, WENN, KAPE and WANT. The Midwest reflects it hot at WCIN, WJMO, KPRS and WKWM; climbing at KATZ. Hot at KDIA
ISAAC HAYES "Don't Let Go" (Polydor) 48\% reporting action. Decline in activity due to new release. Hot in the West at KSOL. Medium airplay in the Midwest at WCIN, KKSS, and WJMO; hot at WBMX, WJLB and KATZ. Hot in the South at WHRK, WVEE, WAOK and KMJQ; medium airplay at WENN and WJMI. The East reflects hot rotation at WXYV, WAMO and WKND; medium at WWIN, WILD and WWRL
FUNKADELIC "Knee Deep" (WB) 45\% of our reporters are on it. Hot in the East at the following stations: WXYV. WAMO, WILD, WKND. In the South it is hot also at WGIV. WVEE, WHRK, KMJQ, WKXI, WJJS, WENN and KAPE with a medium at WJMI. Hot in the Midwest at KKSS, WJMO, KPRS and WKWM. Hot in the West at KDIA.
MARVIN GAYE "Ego Tripping Out" (Tamla) 43\% reporting airplay. Hot in the East at WXYV and WDAS. Medium airplay in the South at WKXI and WYLD with hots at WANT KAPE, WJMI, WENN. WHRK and WVEE. Medium airplay at WDAO, WJMO, KPRS with a hot at WCIN and KATZ in the Midwest. The West shows medium airplay at KSOL and KDIA. RICK JAMES "Love Gun" (Gordy) 43\% reporting activity. The Midwest reflects hot rotation at WCIN and WBMX: medium at WTLC, WDAO, WJMO, WKWM and KATZ The South shows it hot at WVEE and WHRK; climbing at WKXI. WJMI and KAPE. The East show it hot at WXYV and WAMO while climbing at WWIN and WDAS.
NATALIE COLE \& PEABO BRYSON "Gimme Some Time" (Capitol) 40\% reporting action. Added in the East at WXYV. WWIN. WILD and WKND. Medium in the South at KMJQ while new at KOKY, WHRK, WVEE and WJMI. Added in the Midwest at WCIN, WTLC, WDAO, KPRS, KAEZ and KATZ. New in the West at KDKO.
SHALAMAR "Second Time Around" (Solar/RCA) 38\% reporting activity. Hot in the East at WDAS and WILD; medium at WAMO, WWRL and WKND. Medium in the South at WKXI and KAPE while in heavy rotation at WGIV and KOKY. Hot in the Midwest at WTLC with climbers at KPRS and WCIN. The West reflects it hot at KDIA and KDAY while climbing at KSOL.

## Album Airplay

Following are listed in order of their airplay activity.

MICHAEL JACKSON "Off The Wall" (Epic) "Rock With You"* "Don't Stop 'Til You Get Enough'*
KOOL \& THE GANG "Ladies' Might' (De-Lite) "Ladies' Night"e
COMMODORES "Midnight Magic" (Motown) "Still"" "Sail On"."
ASHFORD \& SIMPSON "Stay Free" (WB) "Nobody Knows". "Crazy" "Stay
Free" "Found A Cure"*
FUNKADELIC "Uncle Jam Wants You" (WB) "Knee Deep"
O'JAYS "Identify Yourself"" (Phil. Intlo) "Forever Mine"e "I Want You Here With
Me"e "Sing A Happy Song"*" Mo". "Sing A Happy Song"."
CHIC "Risque" (Attantic) "My Feet Keep Dancing"* "Forbidden Lover"* "Good
LTD "Devotion" (A\&M) "Stranger"* "Share"*

PHYLLIS HYMAN "You Know How To Love Me" (Arista) 38\% reporting air play. Debuting in the West at KDAY and KDIA. Now in the MIdwest at WVON, whlle in medium airplay at WBMX and WTLC with a hot at WDAO. In the South it is now at WANT. WJJS and WAOK; medium et KMJQ and KOKY. Now in the East at WKND while climbing at WAMO, WDAS and WWRL.
CAMEO "Sparkle" (Chocolate City) $35 \%$ reporting action. Medium in the East at WWRL. In the South it is new at WENN; medium at WJJS, KAPE and WJMI and hot at KMJO. The Midwest reflects it new at WJLB; medium at WKWM, WJMO and WTLC with hot rotation at KKSS, KPRS and KAEZ. Medium in the West at KDIA.
EARTH, WIND \& FIRE "In The Stone" (ARC/Col) 33\% of our reporters are on it. Showing medium rotation in the East at WAMO and WXYV. The South reflects climbing activity at WAOK, WJJS and WYLD; hot et WVEE and WHRK. In the MIdwest it is hot at WCIN, medium at WLOU, WJMO and KPRS. The West reflects medium airplay at KDIA and KSOL.
WHISPERS "A Song For Donny" (Solar/RCA) 30\% reporting airplay. Climbing in the Eest at WKND, WILD and WWIN; hot at WWRL. Added in the South at WYLD and WANT; hot at KOKY. The Midwest shows it climbing at WBMX, WJMO end WJLB. Hot In the West at KDAY; climbing at KSOL.
SLAVE "Just A Touch Of Love" (Cotillion) 30\% reporting activity. New in the Mid west at KKSS; climbing at WCIN and WTLC with hot rotation at WDAO. Added in the South at KMJQ, climbing at KOKY, WGIV. WKXI and WANT and hot at WJMI. Medium in the Eas at WAMO and WKND.
LENNY WHITE "Peanut Butter" (Elektra) 30\% reporting activity. Added in the East at WWIN. In the South it is hot at KMJQ while climbing at WENN and WAOK. The Midwest reflects new adds at WVON and WJMO, climbing at WKWM, and hot at KAEZ, WBMX WLOU and WTLC. New in the West at KDKO.
LTD "Stranger" (A\&M) 28\% reporting action. Hot in the West at KDAY. Hot In the Midwest at WDAO. WJLB, KAEZ and KATZ whila climbing at WJMO. The South reflects it hot at KOKY; climbing at WGIV and WYLD. Climbing also in the East at WWRL and WDAS. FATBACK BAND "King Tim III" (Spring/Polydor) 28\% reporting action. Hot in the East at WKND. Climbing in the South at WAOK, WJJS. WENN while hot at WKXI, WJMI and KAPE. Medium in the Midwest at WCIN with hots at WLOU and WDAO.

## NEW \& ACTIVE

STREISAND/SUMMER "No More Tears" (Columbia/Casablanca) 25\% of our reporting stations are on it. Climbing in the East at WXYV and WILD while hot at WAMO and WDAS. Climbing in the South at WHRK. WVEE and WYLD while hot at WJJS. New in the Midwest at WDAO and in medium rotation at WTLC.
O'JAYS "Forever Mine" (Philadelphia International) 25\% of our reporters are on it This was an LP favorite that's taking off as a single. Climbing in the East at WXYV and WWRL while hot at WWIN. In medium rotation in the South at WHRK, WVEE and KAPE, with hots at WAOK and WENN. New in the Midwest at WDAO while climbing at WCIN.
PARLIAMENT "Party People" (Casablanca) 25\% of our reporters are on it Climbing in the East at WXYV. New in the South at KOKY and WJJS while climbing at KAPE, WVEE and WHRK. Debuting in the Midwest at WLOU, WKWM and WDAO while climbing at WJMO. PEACHES \& HERB "Roller Skatin" Mate" (Polydor) 23\% of our reporters are on it. Climbing in the East at WAMO and WILD, while hot at WWRL. New in the South at WENN. Added in the Midwest at WDAO with medium rotations at WLOU and WJMO and a hot at KATZ. New in the West at KSOL.


HOTTEST


## NEW \& ACTIVE

## No records qualified for NEA this week.

EAST: WRVR/New York, NY Herschel/Prescott WHUR/Washington, D.C., Jasse Fax WEAABattimore, MD, Chauncey Lewis. SOUTH: WCLK/Adanta, GA, Requaya Ward. MIDWEST: WBBY/Columbus, OH, P. Norman Grant WJZZJDetroit, MI, Dorian Paster, WEST: KADX/Denver, CO, Chuck Edwards; KRE/Berkeloy, CA, Hal Jackson; KKGO/Los Angeles, CA, Monice Riordan; KJLH/Los Angeles, CA, Lawrence Tanter.

| EAST | SOUTH | MIDWEST | WEST |
| :---: | :---: | :---: | :---: |
| Prince <br> Kool \& The Gang <br> Commodores <br> Funkedellc <br> Rutue \& Chaks | Prince <br> Kool \& The Gang Funkedelic Commodores Rutus 8 Chaka | Kool \& The Gang Smokey Robinsion Rutus \& Chaka | Prince <br> Kool \& The Gang <br> Commodores <br> Shelamar <br> Switch |

EAST

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Stedsend Summer
Micheol Jeckson "Ro
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Rutua E Chake
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David Auffin
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Rurtuse Craka
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LTD "Stranger
LTD Sorange
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Kool 6 The Geng
Commotorese
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Page 39


Live (On Tape) . . . From Kansas City -


## It's Dick And Jay

Two of AOR radio's best-known air personalities are Dick Wilson and Jay Cooper, the morning team at KY102/Kansas City. For years these two have proved that strong personalities can enhance the sound of AOR radio. Now they are out to prove themselves in a new medium, television. The two have just completed their first half-hour TV special, appropriately titled "Dick and Jay." for airing later this month.

Dick explained the genesis of the show: "We had long been toying with the idea of doing something with a TV show, not necessarily a direct play off the radio show, but a new field to move into. We looked at several different companies and backers, but weren't satisfied with what we could get for our money.
"Coincidentally, UHF Channel 41 in town had been looking into ways to capture more 18-34 year-olds, and happened to approach us with the idea of doing a live show with an audience. This was back in the early part of this year. By the time the show was completed last month, the entire concept had changed."

Jay explained how the show had changed from its original conception: "When people think of video comedy shows for young adults they usually think of 'Saturday Night Live.' with a number of skits done on soundstages. Dick and I wanted to take that video equipment out into the Kansas City community and see what we could come up with in natural settings. Basically, they gave us the chance to do that."

The resultant half-hour special, which I had the opportunity to view last week, is a very clever combination of homespun humor and musical entertainment. Dick and Jay co-wrote the show's skits, which include a very funny takeoff on the disaster film genre wherein Dick and Jay rescue a number of people who are "stranded" on a broken escalator. Another segment satirizes the PBS TV series "Sneak Previews," in which two newspaper film critics review upcoming film releases. In Dick and Jay's version, those two review home movies sent in by the audience. There's also a man-on-the-street interview segment. with an unusual question: "What do you think of man-on-the-street interviews?".

The show also spotlights famous area residents. Oletta Adams explains why she enjoys singing and plays a few tunes. Kansas City football pro Jack Rudnay is asked to explain how to fish for bass in a fountain. It's as zany and fun as it sounds.

While the show spotlights Dick and Jay, their connection to KYYS is only mentioned in the closing credit sequence. There's also an effort to broaden the show's appeal beyond AOR audiences by steering clear of record company rock ' $n$ ' roll videotape, at least in the opening segment.

The Channel 41 representatives have already expressed interest in having Dick and Jay continue the show as a series, with discussions taking place to determine how often the show will run.

Obviously the two KYYS air personalities are excited about the show's potential. 'If
people react to it the way we think they will," said Jay, "we'll feel really good about it." The show's success could also spark a new trend in localized TV shows starring prominent area radio personalities, as AOR radio furthers Its reach into the communities it serves.

## Reporters Respond

In recent weeks, our AOR reporters have taken the time to respond to various articles in R\&R, in partlcular our discussions of the growing alliance of Sports and AOR radio as well as the continuing controversy over full-album airplay.

## More Sports Snorts

Todd Cipolla, PD at KSPN/Aspen, called with details of a sports network being formed by Recreation Broadcasting, which owns KSPN. Aside from a continuing series of two-minute sports tips programs, the network will be sending KSPN Sports Director Dlane Tegmeyer to the 1980 Olympics for live coverage. For more information on the network's offerings, contact Bert Rudman at (303) 925-6385.

Also commenting on sports was KPRI/San Diego GM Dex Allien, who mentioned that his station carries four 90-second sports commentaries daily, hosted by Sports Director Tom Nettles. Nettles, once a professional athlete himself, offers sports coverage from the athlete's perspective.

Just announced by WMET/Chicago is word that Gary Fencik, Safety for the Chicago Bears, has joined the station for weekly comments on the Bears games.

## A Solution To Album Airplay Shows?

WDVE/Pittsburgh PD Dave Lange offered coments and his idea for a solution on the continuing controversy over stations that program albums in their entirety, possibly to the detriment of those albums' sales.
"It's obvious that radio isn't going to stop album features, even if record companies are hurt by the practice," said Lange. "That would be like taking Big Macs away from McDonald's, and besides, record companies enjoy the exposure it gives new artists.
"As I see it. the artists who may be hurt most by album features are the superstars. My suggestion to improve this situation is to ask the record companies to begin producing self-packaged radio specials where the artist himself would introduce his new album. He would play it in its entirety, but every two or three songs he would break for an explanation of the songs, or whatever. In that way you'd have a show that would be very attractive to listeners yet at the same time make it more difficult to tape an album in its entirety since it'd be broken up several times. Plus it gives an artist the unique opportunity to explain his new work to his audience."

Dave feels the solution to the album feature problem rests, finally, in the hands of the artists themselves: "If the artists are willing to put their time into such specials to support their record companies and themselves, this might be the answer."

Your comments on articles appearing in R\&R are always welcome, either by phone to our Opinion Line (213-552-3525), to the AOR department directly, or by mail, at 1930 Century Park West, Los Angeles, CA 90067.

## Detroit Shuffle: Urbiel Exits,

## Ferguson Flies South

Detroit AOR radio is in an uproar this week as two out of three stations search for new PD's.

Joe Urbiel is the latest to announce he is leaving his PD post at WWWW, which has been on top of the city's AOR ratings list for the past three ARB's. Urbiel's successor as PD at W4 has not yet been chosen. Urbiel said. "I'm leaving the PD position for personal reasons and by my own choice. It's not for another radio job, and it does not reflect on the situation here at the station, which will keep on rocking. I really feel the need at this point just to step back a little bit, take some time off, and re-evaluate things. The first thing on my mind, though. is getting some rest."


Urbiel reflected on his four-year W4 stay: 'I'm very proud of what we've accomplished here. We've reached a position of dominance in the market that I'm confident will continue."

Meanwhile across town at WABX, the search continues for a new PD following Ted Ferguson's departure last week. Bob Burch, National PD for WABX owners Century Broadcasting, said that an Assistant PD has been chosen and will be named later this week. Burch is still accepting resumes from applicants for the PD post through Century's Los Angeles office.

R\&R has learned that former WABX PD Ted Ferguson has flown south to Miami, where he has joined the staff of WMJX, working with new PD Mark Driscoll on research for the station.


# America's Best <br> Rock \& Roll Band <br> Is Back! 

## Jeff Gell

## Evolution

KEJO/Corvallis is switching from live AOR to live-assist TM programming of a soft AOR format. PD Jonah Cummings has already exited... Joe DiDonato has been named PD at WOMP-FM/Wheeling... Barry Grant has exited WYDD/ Pittsburgh to join WMAD/Madison as PD. WMAD's new News Director is Linda Goldfarb from KZOK/Seattle . . . WSYR-FM/Syracuse is a 100,000 watt autonated soft AOR which is switching to live AOR programming January ist as an Abrams Superstars affiliate. The station seeks talent and requests tapes be sent to station manager Hugh Bart, 1030 James Street, Syracuse, New York 13202 . . . With Eric Stevens now devoting all energies to programming WBBG/Cleveland, sister FM station M105 is without an AOR PD and is searching. Contact Stevens if interested at (216) $391-1260$. . . Doug ClIfion has exited as MD at KILO/Colorado Springs for an airshift at 91X/San Diego . . . Tom McKay is exiting mornings at KWST/Los Angeles and will announce new plans shortly . . . KKBC-FM/Reno is a new live 52,000 watt AOR. Welcome aboard . . Bud Becker has been appointed director of recording artist promotions for WLPLFM/Baltimore . . . John Evans has exited news at KNX-FM/Los Angeles . . . Shake-up in Orlando where three WORJ staffers have exited in recent days: Mike Cooper, Jeff Davis and Debbie Calton... Jay Brandon is new to overnights at KKXX/Bakersfield following Sue Delaney's departure to KKOJ/Fresno . . . Former RCA National Album Promotion Director Josh Blardo has resurfaced as VP Director of Album Promotion/Marketing for Sire Records . . . Pending FCC approval, WLOM/Cape Cod will be sold to Springfield Broadcasters Inc. from Seashore Broadcasting for $\$ 1 / 4$ million... WYDD/Pittsburgh's new GM is Bryan McIntyre who was formerly with 92X/Columbus.


COUGAR STALKS BURLINGTON - Rive recording artist John Cougar (center) visited the studios of WBWB/Burlington, where he was caught for an interview with air personallities Gene Olson (left) and Bill Flint (right).

AOR REPORTERS PLEASE NOTE: Radio \& Records will be closed in observance of Thanksgiving next Thursday, November 22nd. Next week's AOR reports will be taken on Tuesday Nov. 20, and Wednesday Nov. 21, from 10am-5pm both days. Please call in next week's reports on those two days only.


NESMITH GOES CRUISIN'IN HOUSTON - Pacific Arts recording artist Mike Nesmith (center) is pictured on tour in Houston where KLOL PD Paul Riann (left) and News Director Brian
Hill (right) spoke with him aftar a concert eppeasenter Hill (right) spoke with him aftar a concert appearance.


KBCO HOSTS BOULDER MUSIC WEEKEND - KBCO/Boulder wrapped up the station. sponsored Boulder music weskend, which spotllghted mus/c and performances by eree mu slcians, by awarding a Martin gultar to local songwriter Michael Woody. Pictured (ll-r) at the presentation are KBCO PD Dennis Constantine, winner Woody and guitar, and celebrity contest judge Richle Furey.

## Update

KWST/Los Angeles finished up its celebrity auction for the LA Children's Hospital re search wing with a check for over $\$ 15,000$. The hottest item auctioned was Peter Frampton's guitar, which went for over $\$ 3000$ !

The normally reclusive Leon Russell was a recent interview guest on KMOD/Tulsa for a 90-minute segment . . Garland Jeffreys was a special guest at WIOQ/Philadelphia's Halloween party . . . KTXQ/Dallas will reward the first 5000 who purchase two albums at a local record store with a free station T-shirt . . . WMMS/ Cleveland is running a weekend-long tribute to Bruce Springsteen that will include an hour of unreleased Springsteen material. Some of the musical goodies: Springsteen's versions of "Rendezvous" (which he gave to Greg Kihn) and "Because the Night" (a donation to Patti Smith's repertoire) . . KAZY/Denver logged over 25,000 calls in two days of polling listener choices in continuous rock artist battles on the air . . . WIOT/Toledo morning team Pat Still and Jane Perry did their show one recent morning perched atop one of the station's billboards located adjacent to a busy thoroughfare . . . WRKI/Bridgeport just held its second annual Connecticut-New York Radio \& Records promotional party. An award to the top promotional person of the year went to Columbia's Jay Miggins . . . KZEW/ Dallas gave listeners the chance to "Fly the Zoo" by asking them to register for free rides in a hot air balloon during a balloon race the station is co-sponsoring...Q107/ Toronto awarded a listener with a free trip to New York City for Fleetwood Mac's concert appearance there, by giving out one digit a day of a secret phone number which listeners called whenever they heard a Fleetwood Mac song played on Q107. From those who called the number to become eligible, one was picked for the trip . . . WWCT/Peoria has moved. The new address is 414 Hamilton Blvd., Peoria, IL 61602.

## Concerts $\mathcal{\&}$ Conversations

PRESENTATIONS: WZAM-WMYK/Norfolk presented Steve Forbert for $\$ 2.94$.
RADIO CONCERTS: Joe Jackson on KLOS/Los Angeles . . . Brian Auger on WCMF/ Rochester . . Joe Jackson on CFOX/Vancouver . . . Hank Williams Jr. on WKDF/Nash-
ville ville ... John David Souther on WMMS/Cleveland . . . Sinceros on WAER/Syracuse Romantics on WILS/Lansing . . Hall \& Oates on KLOS/Los Angeles.
CONVERSATIONS: Rainbow on KSJO/San Jose . . . Grateful Dead on Island . . . Rupert Holmes, Shoes on WDHA/North Jersey Grateful Dead on WBAB/Long Island . . . Rupert Holmes, Shoes on WDHA/North Jersey . . Sonny Rollins, Flora Pur-
im, Jean-Luc Ponty, Heath Bros, Spyro Gyra im, Jean-Luc Ponty, Heath Bros., Spyro Gyra on WRVR/New York . . . Rick Derringer, im, Jean-Luc Ponty, Heath Bros., Spyro Gyra on WRVR/New York . . . Rick Derringer,
City Boy, Charlie, Foreigner on WCMF/Rochester . . . Harry Chapin on WSRZ/Tampa Robben Ford, Robert Palmer on KTYD/Santa Barbara . . . Police on KLBJ/Austin Jan Hammer, Steve Forbert, Bob Weir, Talking Heads, Garland Jeffreys on WIOQ/ Philadelphia . . Karla Bonoff on WKDF/Nashville . . John Prine, Ian Anderson, Charlie Daniels Band, Knack on WZXR/Memphis . . . Jan Hammer on WIQB/Ann Arbor John David Souther on WPLR/New Haven . . . . Foreigner on WZZQ/Jackson Foreigner on WMMS/Cleveland . . . Karla Bonoff on LOVE-94/Miami . . Sinceros, Shoes on WAER/Syracuse . . . Rick Roberts on KTCL/Fort Collins . . . John Cougar on KOME/ San Jose . . . Jerry Garcia on WMMR/Philadelphia . . Romantics, John Cougar on WILS/ Lansing . . . Tubes, the Beat, the Motels, Mik Kaminski (ELO violinist) on KCPK/Pomona, CA.

COMING NEXT WEEK: Some people call him the Tony Clifton of AOR radio. He's Duane Glasscock, as unlikely a disc jockey as has ever come out of AOR radio. He works weekends at WBCN/Boston, which also served as campaign headquarters for his shortlived mayoral bid this month. Is Glasscock really just WBCN air personality Charles Laquidara's alter ego, or is he . . . something else? Next week we'll interview both WBCN jocks about the Glasscock phenomenon, in what promises to be one of the more unusual AOR interviews of the year


Millions catch her weekly, on Saturday Night Live, under her aliases Roseanne Roseannadanna, nerdy Lisa Loopner, punk-rocking Candy Slice and more. Now Gilda's going on record!

## Gilda Radner. Live From New York.

Produced by Jerry Wexler, Paul Shaffer and Howard Shore
Executive Producer: Lorne Michaels
On Warner Bros. Records and Tapes. (HS 3320)


161 REPORTERS
The Long Run (Asylum)
In Through The Out... (Swan Song)
Cornerstone (A\&M)
Head Games (Atlantic).
Damn The... (Backstreet/MCA)
Dream Police (Epic)
FIIrtin' With Disaster (Epic)
I'm The Man (A\&M).
Reggatta de Blanc (A\&M).
Marathon (Columbia)
Stormwatch (Chrysalis).
The Glow (WB)
Hydra (Columbia)
Keep The Fire (Columbia)
" Mect Heat Of The... (Chrysalis)
Present Tense (Elektra)
Eve (Arista).
Slow Train Coming (Columbia)
Fine Art Of Surfacing (Columbia)
Restless Nights (Columbia)
Deguello(WB)
Headboys (RSO)
Volcano (MCA) ..
Candy-O (Elek tra)
Rockin' Into The Night (A\&M).
The Nick Of Time (WB)
Fear Of Music (Sire)
A Different Kind... (A\&M).
Get The Knack (Capitol)

Album cuts are listed in order ot airpley prefarence.
"Hoartache" "King" "Cafe" Title
"Sara" Thide "Moon" "Angel"
"All" "Fool" "Evaning" "Saurez"
"Babe" "Lights" "Never" "Time"
Thte "Women" "Boy" "Telephone"
"Refuges" "My Girl""Do Ma" "Tall"
"Voices" "Hell" Thte "RockIn"
"Dreaming" "Unlon" "Shayla" "Dle"
Titte "Boogle" "Whiskey" "Pleasure"
"Different" Title "Radio" "Friday"
"Botte" "Deathwish" "Alright"
Title "Sleepin' " "Lucky" "Nervous"
"Aqua" "Wanted" "Lady" "Times
"Move" "Oil" "Home" "Dun"
"Coming" "Thank" "Boy" "Thing
"Blueswater" "Miracle" "Home"
"Boys" "Sister" Title "St George"
This" Title "Night" "Age"
"Haartbreaker" "Lover"
"Romeo's" "Goodby日" "Real" "Oil"
"Night" "Too Late" "Hangin""
"Damned" "Man" "Won't" "Lucifer"
"To Rock" "Ladies Man" "Hello"
"Sorva" "Train" "Angel"
Titde "Rhythm" "Touch"
"Mondays" "Night" "Looking"
"Water" "Walk" "Midnight" "Love" "Trouble" "Baby" "Walk" Title "Sunglasses" "Thank" "Stockings"
"Intravino" "Bebop" "Wait"
"Shape" "Stone" "Kickin

| "Fins" Title | New |
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| "Do" "Go" Title | Entry |

"Neod" "Think" $\longrightarrow$
Title "Believer" "Captain" "Hood"
"Go" Title "Arms" "Rio"
"Tonight" Title 'Tell" "Town" "lifo"
"Specialty" "Fe日lin' "' "Secret"
"Girds" "Selfish"

## Summary

EABLES dug their claws Into the top spot again. besting all compotition with thls weak's reporting stations. MAC held staady In reports and airpley posi. tion, while ZEP and 8 TYX continued their battle for third place. In a very close race Zep edged out Styx this woek, wth both bands showing new hot report growth this week. FOREIGNER hald rock staady while PETTY Inched up. TRICK retained an impres. stve number of hots. BLON DAE resurged as JACKSON hit top ton. POLICE mointelned while FOGHAT re surged. RATTT hold her own end OUTLAWS showed strength. TOTO was this weok's most added elbum and highest debut, with excellent re ports for all airpley rota. tons. BENATAR inched up as FORBERT, SHOES and WINE all climbed. ACIDC held steady while RATS debuted and INMATES moved up. TOP spun onto the chart with an excellent early accumulation of adds. HEADBOYS held their own as 38 debuted. CRULSE maintained, EAST debuted, and QUADROPHENLA and SPORTS came closest to charting this weok

The Allum Airplay/40 chart re bresents activity based on a com reports. Artists' chart numbers are displayed over a four-weet period. The artists in italics regis tered the most rapid gains in air-
play for the week. play for the week. Album cuts
that are also current singles are



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

| тото <br> Hydra (Columbia) "Boys" "Sister" Titho "St George." 76\% of our re portors on it Total album reporta: 123. A-98, M-15, H-10. Debuted this weak at number 17. | $\begin{aligned} & 70 t a \\ & \text { 4ydxa } \end{aligned}$ <br> Whete Sister of Lortminelmante All Us Boys |
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| Z2 TOP <br> MUDESI RNMK YOU/CHEAP UNGLASE <br> MM BAD IM NNIOTWME /DUKI MW EOOOM <br> DEGUELIO | 27 TOP <br> Deguello (WB) <br> "Sunglasses" "Thank You"" "Stockings" "I'm Bed." $57 \%$ of our reporers on It Total elbum re ports: 91. A-91, M-0, H-O. Debuted this woek at number 29. |

## REGIONAL AER ACTIVITY



Bob James and Earl Klugh share smiles and success after going "One on One" with a hit single, "Kari""

Two top talents play on each others' songs for an album that's remarkable. Bob James and Earl Klugh make a music team that takes the best of both of them and works it into wonderful new ways. Well matched, they've made "Kari" and "One on One" a winner.


## "Shaw Biz/Suddenly It's How I Like to Feel!" That's show biz talk for a hot single from Mariena.

The lady says "music is a feast," and what she's serving here is a satisfying hot album with the spicy single, "Shaw Biz/Suddenly It's How I Like to Feel." When Marlena Shaw entertains, you don't need dessert. It's all in her album, called "Take a Bite."

## Billy Cobham wants to know: "What is your Fantasy"? Hmmm?

Choose one, and let him play it out with you. From the funky single "What Is Your Fantasy" to the joytul jazz of "Mendocino," playing Billy's new album, " B . C." is more fun than just thinking about it.





| POLICE <br> MEDIUM <br> Reggatta de Blanc（A\＆M）31／22 <br> BONNIE RAITT <br> The Glow（WB）29／20 <br> DARYL HALL \＆JOHN OATES <br> $X$－Static（RCA）$\quad 21 / 20$ <br> JETHRO TULL <br> Stormwatch（Chrysalis）28／18 <br> STEVE FORBERT <br> ＂Jackrabbit．．＂（Nemperor）26／18 <br> Two numbers follow each album tite．The first represents total number of Southern stations playing the album this week．The second is the number of those stations who reported it in medium rotation this week． |
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| THE HOTTEST |  |
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| The Long Run（Asylum） LED ZEPPELIN | $41 / 40$ |
| In Through．．．（Swan Song） sTyX | 40／39 |
| Cornerstone（AEM） | 41／38 |
| FLEETWOOD MAC |  |
| Tusk（WB） | 42／38 |
| FOREIGNER |  |
| Head Games（Atlantic） | 35／32 |
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Jorma Kaukonen, former lead guitarist for the original Jefferson Airplane. Catalyst and co-founder of Hot Tuna. Now, as a self-contained one man unit, he weaves unique vocal and string patterns into a sophisticated new musical form of the highest caliber. Hear his acoustic sensationalism on "Jorma," the solo album debut from Jorma Kaukonen.

Produced by Jorma Kaukonen \& David Kahne
REת 0 Management: Bill Thompson





freshsqumened


## Pain and agony decend upon the breakfast table in

 ROGER YOUNG'S new single on Dessa . . .

## News Notes

I'm looking forward to another productive year with the Country Music As sociation. Tuesday I was informed of being selected for a fourth term of office with the CMA's officers and directors on that prestigious board. Working with the readers) of the directions of this helped keep me informed (and. I hope, you as readers) of the directions of this complex business. Insights into Country radio, records, publishing, marketing, promotion, manufacturing, as well as international growth, among others, have proved to be an unforgettable experience and education. The names of those who have been selected to serve the industries on the board are featured on Page 3 of this week's R\&R. Check the names of the many representatives. Your ideas and input for ways the CMA can help you or your company would be appreciated by anyone on the list. (And you know where I am.) The CMA Board meets four times a year... In other news: a rare opening ing into news and traffic for the station. PD Bob Ynighter Deanna Crowe is goresumes, Box 910, Oakland CA 94604 . PD Bob Young is accepting tapes and resumes, Box 910, Oakland, CA 94604 ... KLVI/Beaumont, TX now has a 100,000 watt FM station, KYKR. PD Mickey Ashworth, reports to H\&R, "I will be Program and Music Director for both stations. The FM, like the AM, will be programed Country, with live personalities"...KWKH/Shreveport will have some openings according to PD Tom Williams. No drifters please. (How about the Four Tops?) (318) 222.8711 . . . Dave Donahue called from WWOK/Miami, said the weather is great! He is looking for an all-night air personality. Tapes and Women encouraged. (Good line, Donahue!) PD, Mike Ryan, from KCCR, also in Pierre. . KGFX/Pierre, ND reports a new PD, Mike Ryan, from KCCR, also in Pierre; and a new MD, Lonnie Glass, from KNOX/Grand Forks... Tom Miller has returned to WWVA/Wheeling as Operations Manager. He exited in July to join the Wheeling Police Department and had a change of mind since then. (Must have been the low-flying bullets.) He will
return to the 10 am to noon air shift return to the 10am to noon air shift . . . Bobby Kraig, PD of WTHI/Terre Haute, tells us Steve Hall has been promoted to MD. Dave Olsen, who had been MD for 5 years, has exited the station. Hall does an air shift from noon to three Johanna Solima is leaving CKLW-FM/Windsor-Detroit. She had been Music Di jector as Ms. Solima heads to Foster, who is Assistant PD, will take over the MD job, as Ms. Solima heads to Dallas to become the future Mrs. Wayne Edwards, as reported here a few weeks back . . Don Claunch has been named MD at KVOC/ Casper. WY. He has been with the station for more than two years ... "Country" Charley White returns as MD of WVOJ/Jacksonville, FL. Charlie Marcus, the af-
ternoon drive man, has been named PD ... KLAC/Los Angeles PD Don fernoon drive man, has been named PD . . KLAC/Los Angeles PD Don Langford is working on a special project for Country radio stations, involving a live show starring Johnny Duncan and Lacy J. Dalton. It's on behalf of the West Coast-based Academy of Country Music. More details later on this one. Sounds like a great idea... KSOP/Salt Lake City PD "Country Joe" Flint is working on putting together a TV program called "Country Joe And Friends." No air date has been announced . . Congrats to KSSS/Colorado Springs morning man and PD Boby May and his wife Maureen on the Halloween-night birth of a son, Eric Andrews ... Enjoyed visiting with WB's fabulous "First Lady of Country Pro-

## Chart Summary

Every now and then, an explanation of the R\&R Country Airplay 40 chart is deemed neccessary, based on interesting moves by certain records.
So here goes. .

Waylon Jennings's single on RCA, "Come With Me," registered a drop on last week's chart. Heavy traffic at the top of the chart was the cause Records by Kenny Rogers, Crystal Gayle, Anne Murray, and others caused a jam of sorts. Caught in the middle, Jennings came up with a lower chart position last week according to the R\&R numerical tabulation. This week, the single resurged on the airplay charts and moved from 5 to 3 nation-
ally. ally.

This week's chart also listed some interesting "sleeper" records. but still are worth noting now as they begin to make some big moves across but still are worth noting now as they begin to make some big moves across the country. The singles include Hoyt Axton (29-22), Stephanie Winslow (32-23), Charlie Daniels Band (33-25) and Lacy J. Dalton (debut 35). The Breakers of the week are Willie Nelson and Jim Reeves, with across the board acceptance by our reporting stations.

You will also note a large number of debuts on the chart. From our research, we have found many stations, especially during the ratings, clean out their lists and make bigger than usual moves on many of the records they are playing. When this happens, our national chart also reflects a "cleaning-out" process, with some songs making large jumps after relative slow starts. Just thought you'd like to know.
motion," Anne Tant, on her visit to the R\&R offices last week. Anne came in from her home base in Atlanta for some meetings. What makes her trip to R\&R interesting is what she had to go through to get here. The day we had lunch was the day of the messy Iranian demonstrations on Santa Monica Blvd. here in Los Angeles. Unaware of what was going on, Anne headed toward our Century City offices off Santa Monica. Before she knew it, she was in the middle of the demon-
stration. So if by chance you saw a familiar face in the coverage of stration. So if by chance you saw a familiar face in the coverage of the demonstrations out here, it was probably the very scared Anne Tant. (Some people will go through anything to promote a record!)


CLEANING UP THEIR ACT - KIDO/Boise, ID reports very good response to the KIDO/Coors River Clean.Up promotion. The station and Coors Beer gave away prizes to the groups who produced the most refuse. The first annual event netted over 1500 pounds of recycleable aluminum cans and at least a couple tons of trash.

## Concerts \& Conversations

KALF/Ukiah, CA recently scooped the Mendocino County audience with the airing of a special Merle Haggard show. The hour-long show featured Haggard music and an exclusive interview obtained by KALF's Promotions Director, Paul Dobbs. The station is also going to air a similar program with the Bellamy Bro-
thers . . KERE/Denver is bringig Dat thers...KERE/Denver is bringing Danny Davis and the Nashville Brass to the Symphony . . KMPS/Seattle did a live Symphony Orchestra as a benefit for and Joe Stampley concert ... KLAC/Los Angeles just taped Moe \& Moe Bandy ture broadcast of their recent Friday night angelearance just taped Moe \& Joe for a fuNorth Hollywood ... KICD/Spencer night appearance at the Palomino Club in North Hollywood . . KICD/Spencer, IA did interviews with Barbara Mandrell, Clay County Fair .... WCXI/Detroit has just begun a one-hour Friday night Bluegrass music show. The program is hosted by Carl and Brenda Vanover area country music authorities... WMUS/Muskegon hosted Charley Pride, Cliff Cochran, and David Wills in a recent concert

Dave \& Sugar, John Conlee, Brenda Lee, Foxfire, and the Bill Black Combo were featured performers at the WMC/Memphis free listener appreciation concert. The station reports having to turn away several thousand, as it filled the 4500 -seat stadium ... KIDN/Pueblo just had Waylon Jennings in town for a show .. "Jamboree In The Hills," which originated in 1977 as one of the most successful outdoor country music festivals, has been set for July 19 and 20, 1980. More than 39,000 persons filled the 150acre Brush Acre Park this year. The show is broadcast live over WWVA/Wheeling . . . More than 30,000 fans took part in the third annual WUBE/Cincinnati "Free Day In The Country." Performers included the Bellamy Brothers, Bobby Borchers, Razzy Bailey, Jim Chestnut and six area bands ... WINN/Louisville
just had Kenny Rogers and Dottie West in lin was there on Sunday (11-4). West in for a concert appearance. Larry Gat. nis Weaver recently visited the WgQT/Savannah, GA studios for an ingerv, Denairing of his new album. PD Scott Seiden did the interview on his show interview and Drake, PD of WYII/Williamsport, MD just did a phone on his show Stacey
Conway Twitty on the afternoon program. It was part of the promotion of Conway's show
coming to the area coming to the area ... So what's new with you?

Imagine this setting... 18 miles of creek with the clearest water you've ever seen running through

## Hosted By: EDDIE RABBITT

## Already sold to WMAQ, WMZQ WEET and more

 a mythical valley, surrounded by solid oak trees and bathed in prairie sun . . . Right in the middle of this fantastic setting, a multiple of stages with all of the excitement of country music at its best . . . Imaginary? Yeah! But so real you'll swear you're there, and your station will be broadcasting this event exclusively in your market.This is the original country music festival for radio and it's ready now, featuring over 50 of the greatest country artists, including Crystal Gayle, Lamy Gatlin, Dolly Parton, Willie Nelson, Emmylou Harris, Charley Pride, Waylon Jennings, Tanya Tucker, Kenny Rogers, Mel Tillis, Charlie Daniels, Jerry Reed, Mickey Gilley... plus backstage interviews with many of the people who helped structure the foundation of the country music we enjoy today . . . Roy Acuff, Minnie Pearl, Chet Atkins, Willie Melson, Waylon Jennings, Snuff Garrett, Tompall, Merle Haggard and more . . 24 non-stop hours . . you won't turn this one off!! Already sold to many major market stations, including WMAQ/ Chicago, WMZQ/ Washington D.C., WEET/ Richmond and many more . . . Call TM Special Projects' Ron Nickell or Jack Alix collect at (214) 6348511.

# $\square \square$ 

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BREAKERS
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BREAKERS
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## WILLIE NELSON <br> Help Me Make It Through The Night (Columbia) <br> On 69\% of reporting stations, this is a "Most Added" for the

 third week in a row. New stations include KLAC, WDAF WFMS-FM, KOKE, WPOR, WYVA, KSON. Charts: Debut 25 WUNI, 33-28 WNRS, $34-28$ WRCP, 17-13 KLZ, 41-20 CKLWFM, 37.30 WOOT, 31-28 WEEP, 35-27 WDGY. RER Chart Debut 28.
## JIM REEVES <br> Oh How I Miss You Tonight (RCA)

60\% of our reporters on it Charts: 41-27 WKDA, 35-28 WCXI, 32-27 KRZY, 33-25 KNIX, 29-20 KEED, 23-13 KCKC. Now adds inchude KLAC, WUBE, WTHI, KHAK, WYDE, WPOR, WNOW. RER Chart Debut 29 .

## NEW \& ACTIVE




LACY J. DALTON "Crazy Blue Eyes" (Columbia) 71/8, pleking up momentum
 7.4 WCXI, 7.6 KRGO, 32.24 WINN, 23.14 WEAT, 34.28 WSAI, RGR Chart Dobut 35 . FM, 13.9 KRMD JOHN WESLEY RYLES "You Are Always On My Mind" WVOJ, WYVA. Chart: 36.30 KRAK. 21.14 KRMD. 1310 WYDE. 20.15 KWKHCA) 71/3, KKAL CKLW.FM. 8.6 WUNI, 3930 WSLR, 27.17 KZIP, 36.27 WHEF, 3429 KSO. RGR Chort Dobut 38 ETC BAND "Stranded On A Dead End Sireet" (WB) 71/2, WCXI, KIDN. Chars
 KENNY DALE 'ShVOJ. 37.30 KFTN, 12.9 WOKQ. RGR Chart Dobut 37
WNVY. WSUN. WSAI, WUBE, WTHI, WHEF, WTSO, KVOC, KCUB Chart 22.18 CKIW. WVO WOOT, 32.22 KZIP, $35-24$ KEED, debui 29 KMPS. RANDY BARLOW "Lay Back In Th
WSAI, WUBE, KNEW, KWMT, WTSO, WKDA. WNYR, WPOR, WMZO.FM Chere (Republic) 70/9, CKLW_FM, 39.27 KRMD, debut 23 KOKE. 28.23 KHAK, 2823 KRGO, debut 25 WIXY, 33.28 KFTN. 3628 KEED.
MOE \& JOE "Holding The Bag" (Columbia) 63/19, WMZO.FM, KTOM, WDDO

billie JO
WNRS WFMS FP WKKN 'Rainy Days And Stormy Nights" (UA) 60/11, KEEN 29.22 KRZY, 3624 KRMD, 3328 KFGO 3824 KWKM, KHAK. WINN. WKDA, WRCP. WCOS.FM. Cherte CONWAY TWITTY \& LORETTA 24 KWKH, 3429 WDGY, debut 29 KVOC .
KLAC, WCXI, WINN, KRZY LORETTA LYNN 'You Know Just What.." (MCA) 59/14 Charts: 3820 WTHI, 3828 WKDA. $30-24$ WDGY, dobut 29 WHOO
KENDALLS "You'd Mate An Ang Win
the "Most Added" for the socond an Angel Wenna Cheat" (Ovation) 58/23, one of WVOJ, KTOM, KCEY, KKAL KLAK KIKX KWM, Now at KSOP, KCUB. KRGO. WINN, WHOO, WEAM, KHEY, WPOR, debut 23 WUNI, $36-21$ KCKC. debut 30 WJJJ
this woek. Some now "Coward Of The Countr" (UA) 53/46, the "Most Added" song KSOP, KRGO, WUBE, WCXI, KSO, WFMSEFM, WNRS, WXCL CKIW-FM, WOGY, KRAK, KLAC, KRMD, KMPS, KOKE, WOOT, WIRK.FM, WYDE, WWVA. WEEP. WOKO. Charts: 24.12 KIZ, 27.21 WHOV. $26-20$ WSUN, 27.19 WMAQ. $18-12$ WJJD. 3020 WSEN.
SYLVIA "You Don't Miss A Thing" (RCA) 53/6, add at WSAI, KEEN, WSM. WIRK.FM KFEQ KWMT. Charted: 17.11 KHAK, 32.27 KUZZ . 38.28 KRMD. 36.30 CKL W.FM, debu: 30 WNVY
Debut 30 KMAK .

## Others Cetting Significant Action

CON HUNLEY "I Don't Want To Lose You" (INB) 49/12. WXCL WSLR, KNOE KWMT, WHEF, KFGO, KSSS, WNYR, WVOJ, WINN, KLVI, WNVY Cherte: 149 WUNI, 36.27 JIM ED BROWN "YOU're 28 WFMS FM, dobut 30 WYII, 3428 WUBE. JIM ED BROWN "You're The Part Of Me" (RCA) $47{ }^{2}$ W. JENNINGS EM, WYVA. Charts: $32.27 \mathrm{KNIX}, 14.10 \mathrm{KRGO}$
W. JENNINGS \& J. CASH "I Wish I Was Crazy Again" (Columbia) WUNI, KNOE, WINN. KAMD, KLVI, WHOO, KHEY, WWVA. WCXI, KFDI, KWMT. KTOM, KSSS JOHN AND
JOHN ANDERSON "Your Lying Blue Eyes" (WB) 46/10, WJJJ, KHAK, WSAI
KSSS, WNVY, WSLR. WOOT, KHEY, WSUN, WTSO. Cherts: 2918 WIRK.FM, 29.18 WKDA, 17.8
KVOC, 4029 KRMD.
JANIE FRICKE "But Love Me" (Columbia) 44/13, WSEN, WUNI, WDEN, WHBF WOAT, KWKH, WCOS FM, KVET, WMUS.FM, KKAL WKMF, WKCO Charts: 37.28 KHAK 38.30 WFMS FM
VERN GOSDIN "Sarah's Eves" (Elek tra) 43/7, odde include WNYR. KNOE, WOOT WHBF, KHAK, KTVN. WTHI. Charts: 33.28 WOGY. 29.16 KVOC
MICKEY GILLEY "A Little Getting Used To" (Epic/Playboy) 41/12, KIKX DOTTSY 'When I'm Gone" (RCA) 39/8 KNEW, KHAK, KYDE
WWVA Chorts: 3429 KFGO Gone" (RCA) 39/8, KNEW, KHAK, KUGA, KFTN, KBET, KOKE
CONWAY TWITTY 10RET
WPOR, KOKE, WGTO, WHBF, KSSS Charts: 27.19 WSEN, 3628 WKDA It All" (MCA) 39/5, dobut 22 WOKk, 34.24 WFMS.FM. Charts: 27.19 WSEN. 3628 WKDA. 42.30 KFEO. 38.28 WTHI GAIL DAVIES "Blue Hear

WOKQ, KVOO KZIP WFI, KHAK, KRMD, KOKE, WIRK-FM, WWJO, KRAK, KUZZ, KTYN, WCX JIM WEATHERIY ''S, KVOC. KRAK ond others. Charts: debut 27 WUNI, debut 28 KRGO WMZO. WKKN, KSO, WMUS.FM, KVOC debur 30 KLAK BILLY "CRASH" CRADDOCK "TIII I Sio
KHAK, WKDA. WKXA. KUZZ, KBMR, WINN, WYII KMAK WKMF KEApitol) 35/14, KRAK TOMMY OVERSTREET "Fadin' Rene WAXX WKMF, KFEO KYOC, KUZZ KHEY, Wonugade (Elektra) 24/10, кWMT, KTYN JUICE NEWTON "Until TOnight' ICapitol) 24/6, WINN. WKDA WNRS, KHA
KHAK. KFTN, KRAK, dobut 24 WSEN. CHARILIE RICH ' YOU' 24 WSEN.
KCEY, WKMF, WDGY, KRDR, KRZY, KEEN KSOP KFTNelf in The Morning" (UA) 22/13 3-18KRGO WOGY, KRDR, KRZY, KEEN, KSOP, KFTN, KUZZ WSM, WBAM WYNA KKYX
DONNA FARGO "Preacher Berry" (WB) 22/6, kUZZ. WAXX, WLAS, KNOE, WYI WKMF, 27.16 WUNI.
JOHNNY RODRIGUEZ "What'Il I Tell Virginia" (Epic) 20/19, kNEW, kso, kKYX KBMMR, KIKX. KRAK, KUZZ. WIX, WAXX, WKMF, KWKH, WYII. WMZO. WOKQ. WBAM, KFEQ. KMPS
EDDY ARNOLD "If I Ever Had To Soy Goodbye To You" (RCA) 20/11, KRAK
KSSS, KTYN. WAXX, WKMF, KVOO. WHOO, KZIP, KWKH, WRCP MWA RAY PRICE "M Misty Mornin Whoi. KIIP. KWKH. WRCP. WWVA debut 28 KROO RAY PRICE "Mis ty Morning Rain" (Monument) 19/11, KSOP. KEEN, WCXI, WLAS CAROL CHASE KITP, KNIX, KCEY, KTOM. $30-20$ KCK
KARYOL CHASE "This Must Be My Ship" (Casablanca West) 17/4, кRMD JEANNE PRUETT "Back TO
WIRK.FM, KAAK. KUZZ. KRDR, KFGO WXCL KWKK KEEQ 16, WLAS. KVOO, WAXX. KRMD FREDDY WELLER "Go FO TH NiWh' (CO. KWE
KBMR, KRAK, KEED, KROR, KRMO. WNYR On KMPS. KHAK KIAK) 12/9, KCKC, KFDI, WSLP
HELEN CORNE
KNOE, WBAM, KHEY, KNIX, KEED, KMAK.
GLEN CAMPBELL "My Prayer" (Capitol) 12/6, wwva, wsm, kso, keed, kvoo
J.D.
mojor ato tione: WHN. WMAQ WEEP, KIKK, WDAF, CKIWbia) 9/6. Gaining occo

## Most Requested

HANK WILLIAMS JR. IEloktra) KENNY ROGERS (UA) ("UH!") CONWAY TWITTYIMCAK"H WAYLON JENNINGS (RCA) ANNE MURRAY (Capltoll MEL TILLIS (Eloktra) GENE WATSON (Capltoi) EDDIE RABBITT (Elektra)
HOTT AXTON (seremiah)

## Active Re-Currents

Singles that have dropperd off mosi current
chars, nul shll showing sorve artwoty through
sues and

# THE VINYL RESULTS ARE IN: 

SYLVIA "You Don't Miss A Thing"

$\mathrm{BB}^{*} 38 \mathrm{CB}^{*} 46 \mathrm{RW}{ }^{*} 42$


## STEVE

"Forget Me Not"
BB*63 CB*64 RW*66

# "If I Ever Had To Say Goodbye" <br> , 

BB*65 CB*60 RW*67
(ALL WINNERS)


Poge 62


IIEADLINES: Barbara Mandrell gets a "Rockford Files" dramatic role. (She plays a character called Rayette.) Barbara is shown here reminding us all that winter is coming on strong . . George Hamliton IV opened Ted Kennedy's show in Nashville at Vanderbilt University when Kennedy made one of his first official campaign speeches. Hamilton did that for Ted's brother Bobby in his 1968 presidential campaign swing through Nashville .. Glen Camphell played a cameo role in the Claude Akins "Sheriff Lobo" twopart TV special last Tuesday night... The new Governor-elect in Kentucky is John Y. Brown. He made millions in chickens. His claim to national fame is his wife, former Miss America Phyllis George, who
 played harmonica when Barbara Mandrell Willie Nelson came to town a couple weeks ago in Louisville . . Criminal Appeals Court Judge Allen R. Cornelius denied motions for a new trial for the man convicted of killing Opry-"Hee Haw" star David "Stringbean" Akeman and his wife Estelle on November 10, 1973 . . Elton John made it in Nashville with a two-man show that had 'em standing in the aisles much of the way through.

MINNIE PEARL's done it! For three years she's been quietly, systematically recording an order on the designs of her life. Now, with her partner and friend Joan Dew, she's finished cataloging 66 years of living and over 40 years of making people laugh. Minnie's not sure what she will call her autobiography just yet, but while Simon \& Schuster is preparing for a full 1980 publication date, the girl from Centerville, Tennessee will try to label her life for the book cover. If the pages of that publication hold a fraction of the warmth, charm and love for the human race and life packaged beneath that funny hat and the familiar greeting, the world will love it, just like it does one of my favorite cousins. Minnie, over the past 30 years, has shared some facts of "our" family tree. reasoning that we in fact are cousins. Her ancestors the Colleys came from North Carolina; my ancestors the Collies came from North Carolina. Minnie ex plained to me that they were once the same clan, but a family feud inspired a change of spelling on one fightin' side of the family, hence the "Collies."

AIRLINES QUOTEBOARD: Roger Miller: "I know something you don't know. I just finished." (He walked off stage) . . Johnny Russell: "If anybody wants to get into my hair, they'd better hurry!" Don Schlitz, accepting his CMA award for "Song of The Year": "This is very encouraging!" . . . Sarah McKenzie: "Three networks are fighting over me

The loser gets me!" . . Vern Gosdin: "I swear I once worked with the Sack Sisters, Gunny \& Potato." PERSONALITIES: Charley Pride is set to ap pear on the "Dinah!" television show. He and ex-Dallas Cowboy quarterback Don Meredith made an unsuccessful attempt to sing Pride's special edition single on RCA. "Dallas Cowboy." Instead the two will sing "Rack In The Country". .. Ioretta Lynn makes her first 1980 appearance at the Aladdin Hotel in Las Vegas for two weeks, January 1-16...Charly McClain, Tommy Overstreet, Red Steagall, the Kendalls, Faron Young and the Osborne Brothers are on tour of eleven West German cities during the Marlboro Concert Festival ...Roy Clark was the best man for "Hee Haw" star and banjo picket Buck Trent's recent wedding in Vegas. The wedding took place between shows at the Frontier Hotel, where Roy and Buck were appearing ... Little David Wilkins, I hear, is recording a song called "Little Lord Fauntleroy." Little David weighs 323. It that little enough? . Jimmy C. Newman recording a cajun sequel to Litule David's "Little Lord Fauntleroy" titled "Litile】 oy Fontenot?". .. RCA talking about a Danny Da \& \& the Nashville Brass/Willie Nelson album. It $\quad \mathrm{d}$ be Willie Nelson masters from his RCA days. Merle Haggard has a feature role in Clint Eastwood's "Bronco Billy." Ronnie Milsap sang the title song and "Cowboys \& Clowns" for the soundtrack ... In West Plains, MO, there is a Porter Wagoner Blvd. and a Jan Howard Expressway. (It's their hometown.) ...Charlie Rich being paged to do a movie where he would play the part of a piano bar entertainer? (He did that for real for 20 years.)

Now Charlie Daniels, I understand, will do snuff commercials. (Might as well get paid for what he's doing anyway.) . . . Last week we reported Con Hunley sang the American national anthem before 89,000 neighbors and friends during the WBA heavyweight

championship fight between fellow Knoxvillian John Tate and Gerrie Coetzee in Pretoria, South Afica Hunley and friend Tate are shown here upon their


ROGERS'S RACKET - Steve Glbb, writer of Kenny Rogers's hif, "She Believes in Me," is pictured with Kenny. Steve presented Kenny with a handcarved wooden tennis racket in appreciatlon for his recording of Gibb's song. This was the first time the two had e chance to met.

STATION BREAKS: Daver Broman shoring up for a Twin Falls, ID winter . . . Bill Jenkins has his own Daytona race (ratings) going on at WELE-FM

Truman Conley at WWSA-WCHY/Savannah whipping his new Country automation operation into winning form ... Paul Dobbs's KALF radio is one of Northern California's hottest sounds on Highway 101

Mel Coleman says KSAR/Salem, AK "covers the better part of two states. He sits near the ArkansasMissouri border ... Gene Williams, in nearby Horse hoe Bend, AK honored by Country America for his "communications contributions to the Country" Paul Keel at WKLM/Wilmington, NC wins recogni tion as "Eastern States Country Ambassador" Bohnny "Dallas" Young back at his desk at KBIS/ Chip Acton and Doc Holiday with bone problems FL Chip Acton and Doc Holiday at WZST/Leesburg, FL say their upcoming holiday season promotion will be their best ever . . . Charlie Douglas to Hollywood this week for story conferences with production staff in preparation of filming the movie "Teddy Bear" based on Red Sovine's classic CB story.

UPDATE: Chet Atkins back from his 20-day European tour, with stand-up compliments in such spots as London, Paris, Berlin, Oslo and Bern . . . Early Williams, longtime promo pro formerly at Tree In ternational for years, now honking the promo horn for Royce Clark at Dessa Records . . . Hit songwriter Bobby Braddock got married to writer Sparky Lawrence ... Carlene Carter does it on the "Midnight Special" Friday night (23)... The Oak Ridge Boys guest on "Dukes Of Hazzard" the same night (23rd). They'll also sing on Dick Clark's "Rockin' New Year's Eve" on TV special on ABC December 31st . . . Willie Nelson and Glen Campbell guest on that Bee Gees special Wednesday night, Tanya Tucker on the "Bob Hope On Campus" special Monday night (21st)



## Country Abums

MOE BANDY - One Of A Kind - (Columbial "In The Middle Of Losing You "Sweot Kentucky Wormen" "Tell Her It's Over
GLEN CAMPBELL - Highwayman - (Caphton) "Cajun Caper"
JOHN CONLEE - Forever - (MCA "No Relief In Sigh
DONNA FARGO - Just For You - (WB) 'Walk On By
LARRY GATUN - Straight Ahoed - (Cotumbtal "Mibinght Chow" "Taktng Some body With Me" "Way I Did Before
CRYSTAL GAYLE - Mise The Misslasippl - (Columbial "Miss The Mississippi" "Denger Zone" "Don't Go My Love" "The Other Side Of Me" "A Little Bit Of The Rain
TOM T. HALL - OV T's In Town - (RCA) "The Lest Country Song" "Jesus On The Radio
WAYLON JENNINGS - What Goes Around Comes Around - (RCA) What Goos Aroconf" "Old Love, New Eves" "I Aln't Living Long Lke Thts" "Another Men's Foor" "Ourt Among The Stars" if Got The Traln Strtin' Wettin"

GEORGE JONES - My Very Special Guests - (Epic) "Night Life" "Mere We Are"

## "Gotta Get Drunk

BARBARA MANDRELL - Just For The Record - (MCAN "Selfish" "Is It Love
Yet" "Years" "Darlin
MOE \& JOE - Just Good OI' Boys - (Columbla) "Thank Goodness It's Friday" "When it Comes To Cowgifts" "Only The Names Have Been Changed" "Tell OHo I Ain't Here
ANNE MURRAY - I'II Always Lowe You - ICepitoil "Wintry Feeling" "Deycheam
Bofiever
WILL
KENNY ROGERS - Kenny - (UA) "You Turn The Light On"" "Tulsa Turnaround" "Santiago Moonlight Mystery
MEL TILLS - Me And Pepper - (Elektra) "Lying Time Agein"
GENE WATSON - Should I Come Home - (Capitol "Circto Drivenary" "Dorsey's
Bar" "Nothing Sure Looks Good On You"- "After The Party
DON WILLAMS - Portrakt - IMCA "Wo've Nover Tried It Whth Each Other"
"Love Me Over Again" "Clicte Drtvoway" "Good Ole Boys Like Me" "Steal My
Hoart Away" "We're All The Way
HANK WILLIAMS JR. - Whiekey Bent \& Hell Bound - (Elektra) The Conversadon" "Outlaw Women" "Come And Go Blues



## Mike Kasabo

## Have Your KAKE And Keep It Too

In one of the more positive corporate switches in radio, Wichitans S.O. "Bud" Beren and Allen Staub recently announced the purchase of the assets of KAKE/Wichita by a newly formed corporation, Misco Broadcasting Inc. The new structure will include Beren as Board Chairman, Staub as President, and Frank Gunn (who has been VP/GM of KAKE) as Executive Vice President. Also involved in this transaction is the Kansas Information Network (KIN), which has successfully provided the state with news, sports, public af fairs. and entertainment on a 46 -station network. Gunn stated, "The station will continue to go in the direction it has been - with me remaining on as VP/GM of KAKE - plus the additional involvement with KIN. It's important to point out in this day of. uncertainty that we anticipate absolutely no changes.

Commenting on the apparently happy transition, Gunn said, "The station and the network have been successful, so why should you change it? The principal owner of Misco has been a stockholder and on the board for the past 25 years - so we anticipate nothing but stability with the change."

A change in radio like this is quite rare - a change in which a station remains pretty much family. Couple that with the latest ratings being the highest in the history of the station, and you have a strong base for continued success.

## Northwest P/A Station Captures Olympic Bid

The much anticipated Winter Olympics sizzle is creating loads of excitement for the staff and management of KPNW/Eugene, OR. Known as the "Official Winter Olympic Radio Station." KPNW AM (Pop/Adult) and FM (Beautiful Music) outbid area stations in a highly competitive battle. Vice President and General Manager Dave Woodward said "We, along with the others, had to submit a proposal in regard to what the station was willing to do in the area of soliciting funds."

Asked what other criteria were used by the Olympic Cornmittee, he answered, "The fact that we have a commanding audience on both AM and FM was certainly a heavy consideration - plus the fact that both stations have a solid adult profile in the area."

Woodward informed us that the stations' initial fund-raising involvement includes a major promotional effort that will provide two lucky listeners a chance to attend the entire Games schedule, with all costs picked up by the station.

## Update

HELLO I'M BARRY ... SURE ... CLICK: WHNY/New York (and especially a lady employee) got a surprise during its "Manilow On Monday" promotion last week. The idea was to feature four Manilow cuts per hour that went along with a quickie contest that gave away a copy of his greatest hits to callers. Well, unbeknownst to the station, he slipped into town the previous Friday and heard the promos and decided to call and play the contest (I guess he wore his copy out). He called that Monday and when he identified himself, the phone lady figured him for a bimbo and hung up. A subsequent call found a more persuadable ear, and Barry then consented to go on the air with one of the station personalities ... THE CAPSULE-IZED 70's: WIP/Philadelphia, like most other stations, has been trying to come up with some form of a saiute to the outgoing decade. Their approach is quite unique, as they plan to chronicle the 70 's with an in-house production called the WIP Seventies Time Capsule." This massive project consists of putting together a representative sampling of events and plysical objects that relate to Philly and the Delaware Valley. The station is asking listeners for suggestions of memorabilia that they would like to see included in the time capsule. The time capsule is now being constructed for which the iterns collected will be placed inside New Year's Eve. Examples of items so far marked for inclusion are: the baton from recently retired Philadelphia Symphony Orches tra leader Eugene Ormandy, a hockey puck from the Stanley Cup champion Flyers, a set of WIP jingles. and other relative paraphernalia. All items will be vaulted at a local museum and will not be unsealed for 100 years

## Transition

Johnny Holliday has been named sportscaster at WMAL/Washington, with re sponsibility for sportscasts, play-by-play for University of Maryland football and basketball, plus he will serve as host of the Washington Redskins pre-game shows, "The Stadium Show". Lloyd Roach leaves his General Manager position at WEFM/Chicago to become GM and Station Manager of WCMB/Harrisburg . . . Ron
Edwards has been named to Edwards has been named to the WGAR/Cleveland news team - he comes from
across town on WABQ where he was News Director and across town on WABQ where he was News Director, and he had been a contributor to the Mutual Black Network . . Mike Beard has exited his Music Director position at WSTV/Steubenville, OH, and is replaced as MD by Greg McCullough. who also
takes over Beard's air shift. The station has hired takes over Beard's air shift. The station has hired Bob Henabery as consultant, with Gene SLavile taking over as in-house Program Director ... Pat Cote goes across the
street to WJON/St. Cloud as 2 -fam personality from street to WJON/St. Cloud as 2 -6am personality from a part time gig at KCLD . Pam Foultz is the latest addition to the news staff of WHOK/Lancaster, OH, coming
from WRFD/Columbus. sher from WRFD/Columbus; she replaces Gary Morgan who goes to WCNW/Fairfield, OH... Brent Farris is leaving KUKI/Ukiah. CA to become Program Director of KBLC/Lakeport. CA, with no replacement named at press time ... Michael Moore is the new Music Director of KPPL/Denver and Roger White joins the air staff in
the midday slot...


WBEN/Buffalo Program Director Bob Wood sends along this seasonal visual accurately dar
picting the Western New York winter.

## Color

DOUBLE YOUR PLEASURE: WJBO/Baton Rouge's morning team, Truelove \& Russell, aided by a backdrop of a giant dollar bill posted on an outdoor billboard, enabled listeners to win "double dollars" in a recent promotion. As the morning duo remoted from the site, listeners were asked to note the amount of minutes when the clock started to count until it stopped. The correct numbered caller was then asked to give the total of minutes the clock ran - and was given double the minutes in dollars. By the way, the giant dollar bill had the picture of the morning team on its center.

BIG BUCKS IN PITTSBURGH: WTAE has been running its " $\$ 100,000$ Prize Pyramid Magic Ticket" promotion. Listeners are asked to pick up numbered coupons at a local market in hopes of hearing their number broadcast by one of the station's personalities If the ticket is called, they have a limited time to get to the station for validation. So far they've given away in excess of $\$ 40,000$ in cash, three automobiles, also trips, cruises furs, and jewlery plus tickets to the Moscow Summer Games. In all. $\$ 100,000$ is expected
to be given away.

BUSSING IN MILWAUKEE: WISN, in conjunction with the Milwaukee Transit Co., is helping the public to save gas and energy by outlining ways to do holiday shopping by bus The two-week promotion will have midday personality Mike Murphy riding various routes all day long dressed as old St. Nick. If a listener recognizes him while on the bus, he or she will receive a gift from Santa's bag of gifts. Once he is recognized, everyone else on that bus will also receive a prize.

BAY AREA BONANAZA: KYUU-FM/San Francisco is challenging listeners to win a pound of gold (at $\$ 380$ an ounce that comes to more than $\$ 6000$ ) in the "Most Outrageous Contest Ever Aired." Outrageous suggestions are being taken by the staff. So far it's been suggested that a couple be married in a diving pool with full scuba gear; another calls for
someone to disguise someone to disguise himself as a large sheep and walk through the Financial District Beach bar dressed in men's clothing one that I threw in - for a guy to go to the North the best five entrants being rething. One hundred will be selected for the semifinals, with the best five entrants being required to act out their suggestions. The prizes are substan-
tial: 1 st ) the one tial: 1st) the one pound of gold; 2nd) a round trip for two to New York (which is outrageous
itself) with holel itself), with hotel accommodations at the Essex House and tickets to "Saturday Night
Live"; 3rd) a trip to Hawaii for eight days and seven nights at a posh hotel Live"; 3rd) a trip to Hawaii for eight days and seven nights at a posh hotel.

LET IT SNOW: WHBC/Canton's "First Measurable Snowfall" contest is underway, as listeners are asked to guess the correct day of this winter's first fallen flake. Cards are accepted predicting a snowfall of at least $1 / 10$ of an inch at the airport. The winner will receive his or her own snow-blower machine.

WCWA WILL SAVE YOUR - GAS: During the fall book. WCWA/Toledo ran a "We Sell Gas For Less" promotion that was a smash hit with listeners. The clever contest had an appealing audio approach called "anti-inflation bulletins" that tipped off listeners where the station's discounted gas was being sold, the number of hours it would be pumped, and the price. To qualify for the petrol, the driver would have to have a station bumper sticker on the car and then quote the correct price of gas that hour. The pricing started
at 79 cents and eventually dropped to free during the last week of the contest.

## BREAKERS

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

## CLIFF RICHARD

## We Don't Talk Anymore (EMI America)

 64\% of our reporters ave on It Adds this week inctude WSGW, WFDF, WOWO, WQUA, WLVA, WBT, WCER, WATR, WNEU, WHOK. Key moves: 20-13 KOLO, 23-16 WCHV, 17-10 WDIF, 20-15 WSN, 27-17 WCWA, 28-17 WQUD, 24-20 KEX, 30-23 WRIE, 26-23 WLW, 19-15 KRMG, 27-22 KBLF, 36-25 WHIZ, 28-23 WPRO, debut 18 WGR, debut 20 WFYR, debut 25 WBOW, debut 28 KSTP. Heavy rotation: WASH, WSIX. Jumpe 31-22 on PIA chart
## STEVIE WONDER

## Send One Your Love (Tamla/Motown)

 62\% of our stations are on It. Also captures this week's Most Added honors - inctuding WCCO, KVI, KMPC, KROD, WBZ, WELI, WGIR, WJBO, KHOW, WDBO, WPRO, KOLO, WHIZ, WFYR, WFDF, WHDH, WQUA, KDWN. Key moves: 15-10 WATR, 23-20 WBT, 35-28 WCHV, 30-28 WCWA, 23-19 WISN, 22-20 WOWO, 29-26 WQUD, debut 28 WLOW, debut 27 WLNH. This week's major market adds, phus instant listener reaction at PIA level makes this an obvious top ten candidate. Jumps 38-26 on P/A chart
## NEW \& ACTIVE

You'll notice two numbers immediately follow each song inle below (example 3055). The first represents total number of our reporting stations the todded it this woek.
KC E THE SUNSHINE BAND "Please Don't Go" (TK) 4712 add wBt, wJon. Ker mover: 12 WFYR. 108 WOIF, 122 WMAZ 148 WOWO, 1565 WOUD, 28.25 WPRO, 38.27 KBLF, $36-22$ WSOW, 22.17 KROD, dobut 20 WB2. debut 20 WIVA In Love" (A\&M) 4716 RITA COOLDGE "I'd Rather Leave WhHe I'm In Love" (A\&M) $47 / 16$ cdde inchude WSB. WHIO. WDEF. WGIR. KSTP, KUKI, WIS, WAIE, WBOW, WGA 20 WLOW, debui 23 KEX, debut 23 WJBO. Increased $36-31$ on PiA chart.
Musssa MANCHESTER "Pretty Girls" (Aristal) $30 / 3$ add WNEU, KMRA. WCWA Koy moves: 19.18 WLOW, $20-25$ KOLO, $2 \pi-22$ WATR. $24-20$ KSTP. $30-28$ WLNH. 30.28 WWWE. 29.25 WMAZ debut 2 WB WOW. debut it WFDF. Increased $35-33$ on PiA chert.
SUPERTRAMP "Take The Long Way Home" (AGM) $32 / 2$ add KROD. WTVN. Koy moves: 108 WLOW, 12.10 WLW, 18.16 WOWO, $26-20$ KOLO, 2925 WCHV, $33-29$ KBLF. $19-16$ WFYR. 21.17 WMAZ. debur 17 WGR. debut 28 WBOW. Increesed 37.35 on P/A chert
KENY LOcGins "This is It" (Columbia) 2816 add WQuD, WCWA WSIX Mew, WLW, WBOW. Key moves: 37-19 KUKI, 1912 KDWN, 27.24 KOLO, 23.23 WCHV. 28.24 WOIF, 27.24 WaT, debur 23 KVI , debut 2 21 WSM.FM. Increesed 40-38 on P/A chert.
EAGLE ${ }^{\prime \prime}$ "Heartache Tonight" (Asylum) $29 / 2$ add WHAG. KROD. Kov mover 7.1 KUKI. 31 WLW, 2.1 WFYR. 64 WBZ 97 WLOW. Heovy rotetion: WASH. Note: thie does well where pleyed, as noted, but not eble enough netional spreed ro score blg at a P/A level. Increesed 38.37
DANN ROGERS "Looks Like Love Again" (International Artists) 33/3 edd WORG, WBOW, WIVA Koy moves: 21.16 WATR, 28.23 WISN, $34-27$ WSGW, $30-28$ WIBW, $27-25$ WHAG, debut 26 WJBO. Heevy rotetion: KUGN. WHIO. Debuts it No. 38 on PIA chert
ABBA "Chiquitita" (Atlantic) 29/12 add WFDF ldpl. KRMG, KVI, WBT, WELI, wCco. KBLF, WOY, WHAG, WORG, WNEU, WHIZ. Debuts 20 WLNH, debute 24 WRIE. Debute at No. 33 on P/A chart
KENNY ROGERS "Coward Of The County" (UA) $23 / 13$ edd wcco, waua kstp, WSB, WCBM, WBAL KMBZ KRMG, KOLO, KHOW, WJBO, WDIF, WFYR. Koy moves: 22-17
Others Getting Significant Action
ELO "Confusion" (Jet) $28 / 2$ add WLW, WBOW. Moves $26-21$ WNEU, $20-23$ WCWA, 20 FMM97. $24-21$ WMAZ.


## POP/ADUULT'AITRPLAY/40

Three Two Last Weoks Weeks Weok

## November 16, 1979

(1) ANNE MURRAY/Broken Hearted M

CRYSTAL GAYLE/Half The Woy IColumbia)
KENNY ROGERS/You Decorated My Life (UA)
COMMODORES/STIH (MOTOWN)
BARBRA STREISAND/DONNA SUMMERNo More Tears (Enough...) (Col/Cas)
J.D. SOUTHERYOU're Only Lonely (Columbia)

STYX/Babe (A\&M)
LAUREN WOOD/Please Don't Leave (WB)
DR. HOOK/Better Love Next Time (Capitol)
CAPTAIN \& TENNILLE/Do That To Me One More Time (Caseblanca)
DIONNE WARWICKIDaja Vu (Arista)
HERB ALPERT/Rise (A\&M)
RUPERT HOLMESJEscape (The Pina Colada Song) (Infinity)
BRENDA RU8SELLSO Good, So Right (A\&M/Horizon)
MICHAEL JOHNSON/This Night Won't Last Forever (EMI America)
IAN GOMM/Hold On (Stiff/Epic)
LITTLE RIVER BAND/Cool Change (Capitol)
ENGLAND DAN \& J.F. COLEYNhat Can I Do With This Broken... (Big Tree)
FRANK MILLS/Poter Piper (Polydor)
VUONNE ELLLMAN/Love Pains (RSO)
CLIFF RICHARDNO Don't Talk Anymore (EMI America)
ORLEANS/Forever (Infinity)
KC \& THE SUNSHINE BAND/Please Don't Go (TKI COMMODORES/Sail On (Motown)
STEVIE WONDER/Send One Your Love (Tamla/Motown)
RITA COOLDGE/One Fine Day (A\&M) LEIF GARRETT/When I Think Of You (Scotti Bros.) DONNA SUMMERJDim All The Lights (Casablanca) LOBO/Where Were You When I Was Falling in Love (MCA/Curb) RITA COOLDCEI'd Rather Leave While I'm In Love (A\&M) JMMMY BUFFETTIFins (MCA)
MELSSA MANCHESTER/Pretty Girls (Arista)
BARBARA MANDRELLFooled By A Feeling (MCA)
sUPERTRAMP/Take The Long Way Home (A\&M)
KENNY LOGGINSTHis is is (Columbia)
EAGLES/Heartache Tonight (Asylum)
DANN ROGERS/Looks Like Love Again (International Artists) ABBACChiquitita (Atiantic)
KENNY ROGERSICoward Of The County (UA)
This chert is besed soleti on airplay statistics complied weathy from oui reporting stations. Now Entry
Bick chrcted numbers indicate significant upwed movement from at heast cos of our reporters.

ROBERT JOHN "Only Time" (EMI America) 21/4 edd WIBW, KVI. WLOW. WDef.

 WHDH, WHAG. WNEU, Moves 33.30 FMg, Moves 2521 WIBW.
HERB ALPERT "Rotation" (AGM) 17112 add WMAZ WLNH. WORG, WRVA. KVI. KMBZ WHIO. WLW, KRMG. WET, KUGN. WSGW. Dobutr 30 WSM. FM.
CARLENE CARTER "Do it In A Heartbeat"' (WB) 1714 ndd KOWN. WMAZ. WEL. KUKI. Movee 22.22 WCHV, 2720 WSM. FM. 3027 WLVA debun 35 WYMC.
BOB DYLAN "Gotta Serve Somebody" (Columbia) 1710. Moves 84 wrmc, 29.23 WHIZ
HELEN REDDY "Lot Me Be Your Woman" (Capitoll) $16 / 2$ add KMRJ, WEL.
DAN HILL "Hold On The Night" (20th) 15/1 edd KBLF. Moves $23-17$ WHAC, 29-27 WrMc. 32 -za kuki.
JIM WEATHERLY "Smooth Sailin" "e (Elektra) $14 / 6$ edd WHIo, KRKk, KBLF, WHAG. WATR, KANT.
WOTR. KANT. MATHIS "No One But The One You Love" IColumbia) $14 / 0$. Moves 19.12 WHAG.
MOON MARTIN "No Chance" (Capitol) $13 / 8$ add wBt. wsow. wmaz. wava WGY, WJBO. KFME. KAFM, Moves 27. 25 WDIF.
SMOKEY ROBINSON "Cruisin" " (Motown) $13 / 6$ edd WGIR. WNEU. WPRO, WIP. WLva WMAZ.
FRANCE JOL "Come TO Me" (Prelude) 13/1 add WEL. Moves 84 WHIZ 3 3-27 WHAG. debul 18 WBZ
MICHAEL JACKSON "Rock With You" (Epic) 11/4 add wLow, WYMc. WNEU. WHIO. Moves 23.20 WATR. 27.24 WLNH. debur 27 WPRO. debut 30 WRIE.
DAVID LOGGINS "The Fool In Me" (Epic) $11 / 2$ add WDEF, KPPL Moves 30.27
wsm.rm.
PABLO CRUISE "I Want You Tonight" (A\&M) $11 / 2$ ada wmaz KAKK. Moves 20.16
WLOW, 35.20 WYMC. $23.19 \mathrm{WLW}, 21.17$ WOIF, 21.19 WPRO.
MAUREEN McGOVERN "Can't Take My Eyes Off Of You" (wB/Curb) 10/10 WEAL WHIZ WCCO, WHIO. WSB. KUGN. WSOW, KOWN. WRVA. WHAG. CRUSADERS "Street Life" (MCA) 10/1 add WYMC. Movee B7 WT
DANA VALERY "I Don't Want To Be Lonoly" (Scoti Bros.) 9/5 add wlow.
DANA VALERY WHIZ KMAJ, WDEE, WLH.
JONES GIRLS 'Wo'ro A Melody' (Philadelphia International) 9/3 add KGNR.
KMBZ WMAZ.
KMBZ WMAZ. WDEF, KEX, wCCO.



# In Transition: A Syndicators' Q © $\boldsymbol{A}$ 

Programming syndicators play an important role in the Beautiful Music format. Thanks to the general scarcity of suitable Beautiful Music product from domestic record companies, syndicators are virutally the only source for the volume of product necessary for a radio station. As Mark Shipper put it in R\&R's inaugural Beautiful Music section (11-2), "Not every Beautiful Music station can afford to hire an Italian orchestra at $\$ 2000$ per song, so the majority are forced to rely on the syndicated Beautiful Music services." Syndicators also provide sophisticated, custom-tailored blends of Beautiful Music for a variety of moods and atmospheres, and stand quite squarely in the forefront when it comes to the issues facing the format. These include the balance
between contemporary and traditional artists, whether to encourage a personality approach in announcers and on-air contests, and the future direction of the format.

R\&R interviewed four of the leading syndicators: Jim Schulke, President of Schulke Radio Productions; Marlin Taylor, President of Bonneville Broadcast Consultants; Dave Verdery, Director of Beautiful Music, TM Programming; and Tom Churchill, President of Churchill Productions. Providing a unique forum for their opinions, we covered precisely the same topics with each subject, so that you may easily compare and contrast the approaches and attitudes of each syndicator.

Q: Please briefly outline the history and background of your company...


Jim Schulke
President Schulke Radio Productions

A: Schulke Radio Productions Ltd. was formerly a division of a rep firm that I owned called Quality Media Incorporated, which represented only FM stations. It was a successful rep firm but we thought that we could increase the shares of our stations by combining a music service, and our purpose was to increase the shares rather than to make money on our syndication business. That was in 1968, and it was mostly an experiment. In 1970, the rep firm was bought $\because$ by Kaiser Broadcasting, who had no interest in the music division, which was, as I say, experimental, and losing money. So, I bought the music assets, in effect, for myself before selling Quality Media to Kaiser Broadcasting, and formed Stereo Radio Productions, which became known as SRP, and later had its name changed to Schulke Radio Productions in 1976. We started with eight clients, and very moderate billing. Our financlal picture improved dramatically. and our third year, 1972, was probably one of the most important years in the history of radio, and certainly a very important year in the history of SRP. The April/May Arbitron sweep of 1972 was the first sweep showing FM stations all over the country in the top four AM or FM. There were 29, of which 28 were Beautiful Music, and approximately 25 of those were SRP clients. Now the important thing about that milestone is that it was the true beginning of the change in the whole radio spectrum. At that time, the only format strong enough to draw people to the FM dial was Beautiful Music. Now, of course, all formats can be done on FM, and it's a question of what do you do with an AM radio station.


Marlin Taylor
President
Bonneville Broadcast Consultants
A: In the year 1971 I had been General Manager of WRFM/ New York, and we made a corporate decision that I would devote my time to programming and establish this division which would first of all support the other Bonneville-owned FM stations, and then offer our services to outside clients. This we have done continuously and successfully since 1971. Loring Fisher, Executive VP of the division, joined me in June of 1971, and we have been growing since that time. We have a staff of 17 persons at this time; it's the best group of people that I have ever worked with. We have in excess of 90 Beautiful Music clients.


Dave Verdery
Director of Beautiful Music TM Programming

A:

- The concept of TM's Beautiful Music programming began via contacts our production company had with major market programmers all over the country in the late 60's when they came in to cut jingles. The phenomenal growth that Beautiful Music seemed to be having in major markets was discussed, but it also came up that the format seemed to be having problems being sold to advertisers. One of the major complaints was that the music was so much in the background that the advertisers' messages could not have impact.
mpac
So we began research to develop quality Beautiful Music programming that would not be "background," but would entertain on a foreground level so that advertisers could have their message heard. We concentrated on an element of flexbibity and developed an effective, truly Random Select service which we can blend and customize to the needs of Individual markets, Instead of playing the same music in different cities with varying compettive situations. As a result, we have a base of $80-90$ radio stations using our Beautiful Music programming.



## Tom Churchill

President
Churchill Productions
A. Our company began operations in 1977, two years ago, and at that time we were programming just KQYT here in Phoenix - a Beautiful Music station. We decided to offer the same programming to other stations around the country and set up shop if you will, and in the two-year period since then, we've grown to eight stations in a variety of markets, the largest being Detroit, and probably the smallest is Denton Harbor, Michigan.


# Q: What do you foresee for the near future in Beantiful Music? Will it continue its growth pattern, or will it level offy 



A: It really hasn't grown in share of average quarter hour listen ing for quite some time now I don't know that it can grow too much more beyond whal it is becouse wa have a national average of something like 17 \% of all radio lis tening is to a Beautiful Music station That's a pretty good share for one tight format, but I expect the strength to remain proulding or ganizations the ourselves and individual stations and prograrnmers keeping up and maintaining our louch as far as relating to audience tastes Of course, Beaulliful Music sound evolves as sort of a follower, along behind the pop music trends

## A

 - Beautiful Music PD asks him self. It's hard to say, since there have been significant improvements in many markets. But overall I see results that Beautiful Music may be slip. ping very alightly nationwide, although I don't call it couve for alarm I think one thing that has contribuled to Beautiful Munk's slight ero sion is the conception of some PD's of what ic play for the 25-34 age group The solter rock stations are taking away patt of that audience, I think, accounting for most of the erosion But as the mean age of the American population continues to increase. I'll be satistied to take the $35+$ audience, and Beauliful Music is more solld than ever there
## A:

 sic for 17 years and that it has never been stronger and I don't really see it declining As a matter of fact, I think it's golng to conilnue to grow in forcefulness as the Wortd War Il baby boom bables come into our age group That bing bubble of population to now in Its early 30's, and very soon will come into our primary demographici of 35-54, and when we combine that with the new things that are being done in Beaullul Muscic, I think we're gotng to have a lormal that will continue lo attroct a very wide following for the foreseable future
## Q: Detractors refer to Beautiful Music as "elevator music." How do you feel about that and how do you advise your clients to handle that objection?

One way, of course, is the re newal rates from local adverit sers; another is, of course, the outstanding success story of many of those local advertisers. Because Beautiful Music is somewhat different in its approach to the audience, depending more on muslc rather than service, it is more difficult for some people to sell since they're disarmed - they can't say. "Did you hear what my morning man sald this morning?" or "I have these news adjacencles. etc.
I think one of the best stories 1 can tell you about this is one of the GM's of an SRP subscribing station has a routine of taking a local advertiser to lunch, picking him up in a car, takjng him to lunch, having lunch, driving him back to his office, finishing off their dis cussion, and saying. "By the way, what did you think of the radio station I had on?" Usually the local advertiser will say, "Well, I know your radio station, so why did you mention that?" And he says, "Well, that was not my radio station; that's that rock loreground radio station that you keep telling me is a better sales vehicle than mine

A: There are many answers. People will believe what they want to believe. This is one of those conceptual things we deal with. We work to create Beautiful Music programming that does stand out and come alive and not fade into the background. There is not a lot of bona fide research on the subject, but if you ask a Beau. itful Music station, especially our clients, and find out about their success stories, and the results they get for their advertisers, you'll find that there's really no question there whether people listen to the station and are alert to what happens. It's very simple; If music fades away in the background, the people are not going to hear the commercials, and if they don't hear them, they can't respond to them.

A: 1 think that exposure of the product has made it more popular. I say, please play it in elevators and restaurants and places of business. The more exposure, the bether the results. It is elevator music. and all that helps il gain acceptance.

Beautiful Music establishes a mood - that's what It's all about. There is a lot of thought given to the mood structure of a tape, and a wide emotional range from melancholy to happy.
Now when you describe it as bland or vanilla, that does describe some types, but there are as many services that aren't bland or vanilla I think when you're selling a product it behooves you to use any competitive advantage you can think of. So just as a Beautiful Music sales person might say to an advertiser. "You don't want to buy a station with screaming jucks," somebody else might say. "You don't want to be on an elevator music station." I think it all boils down to if you have a good commercial message presented properly. It will attract the buying public's attention.

A: Radio is a companion media, and that's true whether you're in rock or country, or news, or any formal - certainly Beautful Music, is no exception. I think that there is a good bit of listening that takes place to Beautiful Music that is, in fact, in the office or what have you, but I think if you go into any KInd of service establishment, you're going to find some kind of music on, and generally H 's' a radio slation programming the taste of the Individual that happens to be in control of the set. I think our music is as Involving as any music that there is. Thar's one of the real func. tions of If - to keep the listener involved and to cause an emotional response on the part of the listener. It certainly is designed to do that and would not be as successful as it is if it was unable to do that - Hit was, in lact, mu zak. The ratings wouldn't be there and I think anybody that really knows the prolession knows that. Now what your compettion soys about you is another problem, and I'm sure that the Beautfiul Musk statons talk about very shor-term listening to the news stations and other things. It's lust the compentive nature of our business that will always find a reason why our particular format is better than the nexi

Q: You contract for custom and exclusive recordings for your clients. What sort of arrangements have you made and why have you done so?
$\boldsymbol{A}$ - In 1973, we came to the con clusion that we wanted to sepa rate ourselves from a moderate number of people coming into the Beautiful Music syndication business, and as a resull, did our own special recording with a 35 -plece orchestra in London, and did over approximately 100 cuts of music, not for soles purposes, but to see it we could differentlate our product and improve it. The net result was a moderate improvement tin our average quarter hour and a very large improvement in our cume ratings, which dild give us that diffierenHiation. At that time, there was no real product shortage as we would look at t today.

That gave us an opportunity when the BBC deal came along in June of 1975, to know that that vast amount of exclusive custom record. Ing could provide us with a huge advantage. We were the only people that could afford the package at that time.
Product shortage has become acute and it is our opinion that those who do their own custom recording will contemponize and maintain Beautiful Music with the developing changes in musical taste, and those who do not will probably suffer a decline in ratings, since they will age by using older cuts, and because commercially available cuts are harder. At this point, we're the only people wth a dedicated budget for substantial custom recording, having over 1100 cuts of exclusive material at our disposal.

A:Simply because there is not enough music available otherwise that's suited to the format. We are concerned about familiarity but we still need to stay within a certain realm of musical sound. So, in order to fulfull those needs, we must go to custom music. The American record companies produce very little. I can't think of probably more than a dozen albums that have come from an Amentcan record company in the past year, that is, other than the lew things by original artists that suit our programming. I'm thinking in terms of instrumentals, I guess, is the best way to say it. We look towards Europe, Japan. Australia and most anywhere else where we might find sultable material already recorded, and still in order to fill out our musical sound, we have to turn to doing our own so that we have all the newer Httes that are appropriate as far as their melody line and the sound of them, In proper arrangement for our format.

A: We were one of the first to enter into a deal for customized music, with Good Music Co. We thought several years ago that vocal content would be a concern you fust didn't tind any suitable vocalists recording. So we entered into a deal to use their instrumental racks which they recorded for budget verslons of popular hits, and we'd use the TM Singers to have group vacals available. We have distinct advantages in that we are also a production house - we have the equip. ment, the studios, the technicians, the singers, the musicians - so when we need something. we'll get it. At this point we've successfully drawn upon European recordings; while the U.S. industry has laded in producing Beautiful Music records, we're getting a lot of records from Australia, Japan, England, and Europe to provide cover versions of contemporary songs. Should we feel a closing up of those sources, we will record the components our selves.
At times it almost seems like a contest between syndicators to spend the most money in acquiring custom recordings. The exclusivity angle is highty overrated in my opinion. If someone has an exclusive new orchestrated version of "Shadow Of Your Smile." I have 25 different versions of it already
$\boldsymbol{A}$ : Primarily, you don't go out and do this kind of thing unless you really feel it's important, because it is very expensive. We just didn't feel we had the material to work with, and it certainly isn't being produced here in this country. So, therefore, we felt it necessary to go out and fill in some of the holes we had in terms of both modern and standard material, and this is done with a full orchestra and certainly improves the well roundedness of the format; it makes it more complete and it also gives our stations something which is distinctive to them

THE FORUM CONTINUES: in R\&R's November 30 issue. Par 11 of our four way intervew commences, as our par tictponts discuss the Match Flow us. Ran dom Select issue. the role of personalities in Beoutiful Music. and their views on the Beautiful Music of the future. Don't miss is.

## OPPORTUUNIIES

## Openings

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## Openings

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## Radio

BIG JIM McCLOUD formerty 9am-12noon KOFMIOklahoma City, OK, joins KOMA Oklehome City. OK
JODY PHELAN promoted to Account Executive for Mutual/WCFL Chicego, IL. ERIC THURMAN joins MutuelwCFL. Chicego, IL as Broadcast Operations Sup Prvisor. WLVALynchburg, VA as enchor/reporte
MARC GRAVE promoted to PD at KKOS-FMISen Diego, CA
RICK ROOME promoted to MD at KKOS-FM/Sen Diego, CA
DOUGLAS DROESE, former PDIMD of KSJOISen Jose, CA nemed PD at KFATI Gilroy-San Joee, CA
JEFF TAYLOR, from KSON/Sen Diego, CA has been appointed PO of KHAK/ Cedar Repids, IW.
OR. JERRY CARROLL, New York television and radio personality has joined WHN/ New York, NY to do weekends.

## Industry Changes

JEROME GASPER appointed Director of Progressive AGR Epic Records. CAROL McEVOY named Associate and Operations Manager of KTNT Production Sudio City. CA

CHARUE CLARK joins WIRK-FMWWest Paim Beach, FL, from WSHEFFt Lauderdale.

## Station Line-Ups

KFGO/Fargo. ND LINE-UP: Garn-gem Be Hotverson (POI, Dom-12noon Tom Wrme, 12 noon- 3om Guat Kofer, 3pm-lpm Lerr Hormun. apm-1Cpm KZELEugene, OR LINE-UP: Gem-10om Pou MoC
KLAQ/EI Paso, TX LINE-UP: Gem-10wn Doug Soreneen. 10 mm 30 m Tim Peoe.




KSTT/Davenport, IA LINE-UP. 2 Tent Diggen Woul
 10pr-2am Michath Cotamen. DC LINE-UP: Gem-10mm Max Kictal. $100 \mathrm{~m}-2 \mathrm{pm}$ Joff Leonerd. 2pm-6om WVOJ/Jacksonville, FL LINE-UP: Eem-10am Tom Alon. $100 \mathrm{~m}-3 \mathrm{pm}$ Jutf king. 3pm-7pm Cherte


# OPPORTUNIIIES 

## Openings

Top rated mass apphal contamporary in majoi air personality who is enturtaining, informative. topical and locat with a good senne of humor A winning radio station in a beautiful exciting city willing to pay top bucks for top inlent. Ste dia ancure operatlon looking for long term assoRecords, 1930 Century Park West, Box 187,
Lon Angelles, CA 90067. EOE

KSCB/Liberal, KS newaing middey jock. Experience Armstrong, wox K . Liberal, KS 67901 or cell (316) 624
3891 (11 9) 3891 (11-9)
WJBOPPortend Looking for a telentad TOD 40 jock tion. Good money to the right person. Tapes and re surnes only to Andy Carey, PD, WJBO, 583 Warren
Ave., Porland ME 04103 EOE (11.9)

KSEE/Santa Marta, CA wants youl if programming high energy rock end roll is your torte send vour tape
tind resurne to Tim Scott. KSEE, 117 S Broadway. Suite E. Santa Merie, CA 93454 No colls. EOE (11.16)

Looking for expertencad AOR announcer with beckSend rapes and resumes to Drake-Chenault, clo Mike Russell, 8399 Topange Canyon Blvd, Canoga Park, CA
91304 (11-9)

WACO/Weco looking for Country jock. Good in production, salary is open Send repes end resumes to Jim
Mitler. Box 7912 Weco $T \times 78710$ EOE

KZOK-AM-FM/Bentte seeking qualified cenaldetes or position as Chief Engineer. Should have experience mointenance, and all phases of FM ransition. Computer beckground highly desirable. Excellent salary and Sth Ave., Sentrle. WA 98101. (206) 223-3900. EOE M/F

AOR FORMATTED/KOZZ/Reno
lime jock. Rush tepe end resume to Deniel Cook. Box (1)

WAYZWoynebboro, PA is in desparate need of and work hard, then you ere the person we ere looking send tepe, resume, and selary requirements to Steve
Siener. PD, WAYZ, 33 E . Main St. Waynesborp. PA Siener. PO, WAYZ, 33 E. Main St. Waynesborp, PA
17268 . No phone calls EOE $(11-9)$ KEEP in the Intermountain weat hes on opening kills to take over middays. Send tepes with aircheck newsreading and production to Terry Tario, PD, KEEP,

Several openings now ovallable at major marke Midwest AM/FM sleeper seeking top flight news pros. ere commitment to excellence aweir quelified candidates seeking real news, top bucks and a chance to
have fun again Tape and resume to Mark Warkins, Nows Direcror, WNOE, 6161 Fall Creek Road, Indiene
polls. IN 4622 (317) $257-6397$ Reterences history first letter. EOE (11-9) . Reterences and salan

Opening for News Director. Send tapes and resurnes and recent photo. Also looking for tepes for future jock
opening. Send to Jern Rogers, WSGA, Fox 8249 ,

KLMS/Lincoin is looking for a mature communice lons pro to join our morning teem. Beautiful city, good
pay end benefits. Let's talk. Cell Gary Claus, (402) 489 CREATIVE PRODUCTION PERSON NEEDED IM medietiey. Some copywriting experience helpful. Contect T.J. Byers, WiOU/Kokomo, IN 46901 . (317)
$453-1212$. EOE M/F (11-9) KUZZ/KKXX/Bakeratiod
KUZZ/KKXX/Bakerafield, CA needs exparienced nows per son immediately Good writing skills, ability Mark Howell (805) 3931500 . Send tepas end resumes Io KUZZKKKXX 1209 N Chestar, Bekersfield. CA 93308 .

WXQR/Jacksonville, NC Superatara AOR, lookin for eir/production telent. Great plece to start in Super and resumes to Kris Kelly, WXOR, Box 760, Jeckson
ville, NC 28540 EOE M/F (11-9) Now accooting oirchacks for future openings. Adult WIOU, Box 2208, Kokomo. IN 46901 No calls please EOE M/F(119)

WAYZ/Waynesbero, PA is in the process of building a really great radio stetion. We offer good fecilities,
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telent this may be the position for you. Thie merker is tement this may be the position for you. This merket is
compertive end the bucke ere decent. Send rape, resurne, and selary requirements to Steve Siener, PD,
WAYZ, 33 E . Main St., Wernesboro, PA 17268 . Ab-
solutely no phone cells. EOE(11-9)

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## AIRCHECK GUIDE

 Maximum Exposure If your tape and resume isn't making in in time to sto-thon openings then TAG up with radio's AIRCHECK All All formaro and positio
All response is confidential. You are auromatically Forwerd rour vour market (unlese otherwise requested) touch bese with new openings nationwide. THE AIR-
CHECK GUIDE, B Constance Ave Lewiston. ME OA240 CHECK GUIDE, \& Constance Ave, Lewiston, ME 04240 .

## Comedy Material

Original D.J humor from top Hollywood comedy writer, For freebee write HYPE INK, Box 69581, Los Angeles
CA 90069

## Broadcast Calendar

for free sample, write ro: RROADCAST CALENDAR

## Lola's Lunch

OROP YOUR PANTS, grep your socks, here comes the lats, here comes the yocks. Complimenterry snack
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Sericel O'LINERS. 1448-R West Sen Bruno. Fresno Senicol O LINERS. 1448- A West Sen Bruno, Fresno

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hoadlines ara tree. Conioct RER Classified De. partment, Mon-Fri ar (2131) $553-4330$, or write us
at 1930 Century Park West, L.A., CA 90067

## Openings

57 WKYx is still carafully saerching for the right
morning parsonelity who can eiso dalluer creative 'ective production. Send tapess and resumes ion Brian
J. Miller. WKYX. Box 2397 , Paducah. KY 42001 or call (502) 442-6311. EOE M/F (11-9)
 drive news person. Looking for an experienced protes-
sional to work er the number one station in town. Tepes end resumes to tos Acree, PD, 1960 Union Ave
Memphis, TN 38104.119$)$ On-air personallity needed for medium marker Poo Adult station in the Pecific Nornwwest. Good produc-
tion skills e must, experience in research helptul, 35 Yrs experience in medium merket absolurtly neceas on, no beginners. Tapos, resumes and pictures to Welly
Sole, PD, KSLM, Box 631, Solem, OR 97308 (11-9) Aore opportunity to work afternoons in the grea Norhwest. KTACTMacome looking oro exporiancead
contemporany jock. Send tapes and resumes to Ric contemporary jock. Send rapas and resumes to Ric
Hensen 2000 Tecome Mall Office Bldg.. Tecome, WA 98411 . No cells ploese EOE (11-9)
KUKI nestled in the heern of Mendocino County looking tor cepebile News Director. Corporate owned with profit sharing poss,bilities. Coll (707) 48247711 or
send tepes and resumes to Kate Moore, Box 638 . send tapes and resumes to Kate
Ukiah, CA 954B2. EOE MIF (11) 9 )
Announcer/Programmer for contemporary auto matad FM. Must be experlienced in promuction, promo-
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son, W15370 or coll (608) 2742720 EOE (11

## Positions Sought

Donit lat this onn got nwayl 8 yrn air experience Adult Contimporary/Top 40/Suparstire AOR and ase full time mudium or metor murket pobition 23 , meture, team ployer nvnilabla immedintely, Coll RICH PRONOVOST (213) 7624701 (11-18)
Sundey night jock et KBRO/Santa Rosa, CA seak full time work in major or medium marker. Also posenses
ofice akills. Cull FRANK BUTERA at (415) 2231634 (11-16)

WES SMITH looking for full time position in Gospe or Chriatian radio. 3 yrs experience, 2 yrn in Gospel,
1 yr ns PD at Couniry atation. Also experience in other 1 yr he PD at Couniry htetion. Also experience in other
administrative duties. Preter Georgie or mid to Northern administrative duties, Prefer Georgie or mid to Norther
Fioride aren. Call 90417447029 or write 7031 Camelo Rd., Jecksonville, FL 32211 (11-16)
l'va got h . Can you use h? 10 yr pro, contamporar Top 40 jock looking for madium to major market station
to program. Woutd like FM'er to make No. 1 (with me to program. Would like. FM'er to make No. 1 (with me
egement behind mal). I'm menngement oriented and been called a genius by gome of the beat. I can be had but I'm not easy. MIKE WEINER (301)693-2597. (11-16)

GREG SANDS, young, eager San Diogo lock looking MOR N. Y pro, 2 yre college, experienced in AOR MOR, News, some management. Prefer Wast but to 2045 or leave message at ( 714 ) $745-2573$ (714) 744 PST. (11-16)
Oude looking for move by Christmes. I want to grow with en action pecked fun aration that"s image con-
scious. AOR. Adult Contemporany. Pop/Adult fine Super beckground. Donit misa this. CHRIS LANCE (717) 284-71232-8pm (11-16)

Black Rock \& Roll communicator seeking medium major rnarker Top 40 pig. Formerly WCOL end currently
doing 12.3 pm at WMEE-FM. "SHOTGUN" LENNY doing 12 -3pm at WMEE-FM. "SHOTGUN" LENNY
HARRISON (419) 229-3711. Availeble November 15th. (11-16)

Celifornia MD seeks now chollenge. Past experience includes 2 yrs in top 30 merket. Eapecieliy interested in

Looking for young sounding air personaity? Look Looking for voung sounding air personality?
no further. Cell CHARLIE at (617) $527.1765 .(11-16)$

WILLIAM HARGREAVES, 9 yr Loe Angelos, seake Nows-production-selee-coprwriter-DJ. Call (213) 277 -
7769 , (213) $553-4972$ (213) 622-3444 ker'soffice). (11-16)

Former PM drive on Top 40 station, now doing mom ings on sarne stetion but with new edult Rock format. avallable. 4 rrs experience, the last 14 mosths in med ium marker radio. Good production, personable, corn municator, mostly intereated in the Northeest but together. Cell STEVE (717) 243-9886 deily etter 3pm
tile (11-16)
Femble onnouncar with 10 yrs experience, just 9 worker you'll find. Excellent production, netural delivent love music and run a tight boord. Currently involved in community affairs with Adult Contemporary forma ternale you'll hear. Cell CATHY at (304) 523-1688. (11-16)

A hot remale communicator will roct you into big numbers. Frort Y103/Jacksonville. Cell SABRINA (904)
725 -4890. $(11-18)$

PAUL TREMBLEY formarly of WHYN, WTIC, WEL
seeks major marker production/swing or medium Pipes. 9,llboard Air Personality Finalist with heavy 4 track production experience. Tapes and resumes on
request, 36 Mr . Vemon Dr., Apt D., Vernon, CT 06086.

PHIL MURPHY, 15 yrs experiance contemporary edio, looking for mroning moming or ettemoon drive position prefereb
$344.1213 .(11-16)$

LINDA FOX, WCOL, KIMN, KCBO, currently efter noon drive \& PD KKFM/Colorado Springs. Looking to MOR. Music research and progremming. Cell (303)
$596-5536$ efter 7 pm cell (303) 3906063 . (11-16)

If you're in the Northasst and you want an exper
lenced PD to meke your Pop/Adult stetion a winner send deteils of your station and lill send my info. Pro 77080 or call (713) 684.4045 . (11-9)

Vacancy with clean sheets, the Hotel T.S. cen be yours. now. Room for AOR, Pop/Adult, eny chack out
time. Make reservations with T.S. at (315) 635-7311 or (315)673-1442. Heve towsits T.S. ot (315) 636-7311 o 54.5 wat my lotest ARB. After $2 \%$ years DWAYNE BONOS hes resigned es, PD of WCIA/Beckley, WV. For merly with WKWK, WOMP. WAPE, etc Contact at
(304) $683-9761$ or (304) 252-6452 Anverme (11-9) Contemporary couple, one-to one communicators Creative production. Highly requested for stage appeer-
ences. 11 yrs combined experienced. Two year AM drive team. Looking for climate of sunshine, conta Small market radio News Director wents to move up Young. but experienced down in position for step up. Young, but experienced. Willing to relocate. Availeble
Jenuary 1at. Cell (614) 3737792 atter 5pm. (11-9)

## Positions Sought

PD position is what I want. Im a family man lookim 2277 all 15071825 2277 and Ank for JOMN ( 11 -9)
Are these ade livo been purting in here thei past sen megozine? Still hoven't found the riaht fob, Really the not that bed end I have good ciadentiale. Seoking med lum market with decent poy in the Northeost or Midmy laut ed) (11-9)

Award winning Sporte Director with colloge edu Excion looking for a move to medium or major markat ing l'm play-by-play all sports, sports talk, good wht asme atetion for on abr progrem director. I've been at and prefer a ponition that includes looking to move up pro team. Will relocote. Call DAN PALMER ot ( 814 ) 373-2180. 111-8)
Good contomporary PD with now ideas will bo look ing for move up around the end of the vr. Currantly
compating in o mejor marker whemall focility and comparing in o mejor market whth small fecility and Siable, reterences. Coll fRANK (714) 758-4890. (11-9)

PAT CHRISTIE, oir personality for Dlaco 100/3: Lo Polaking ror MDlar posivion with coniempore toward image, continulty How, and demographic appeal. Can guarentee excellent music control. 1221 Aenwlick, St. Louis, MO 83128. (314) 849-2929. (119)

Deatitutel five yra expenence in Popladult, Top 40 hours Lounry. Available in Southern Celifornie within 2 Proven PD with good numbers would like to get back
home to Michigan. Country or Poop/Adutt format, Qualiry production and air work. After 5 pm cell (1601) $378-2738$.
$(11-9)$

DR. DAVE currently ass't PD/MD is looking. 12 yr on 30 share in lest ARE Call (612) 854.7434 or (612) 333-2383 atrer 5pm CDT (11-9)
WNEW style, reol Pop/Adult communicator. Cleve,
experlenced, committed. Cell MARV ot (315) 342-2503 experlenced, committed. Cell MARV ot (315) 342-2503
$(11-9)$

Looking for a progrommer with sales axpertence Announcing, Music and managernent beckground
Contact BILL KiMBLE ar (914) 331.1632 bam-2pm or
evenings. $(19-9)$

Vateron broadcaster wants programming and/or production. Grear vaice, ablifies and know how TOOD (815) 398-6060. (11-9)
Announcer 15 vre experisnce, good voice, first to dor. Have worked Country, Pop/Adult formats. Cen floride or ion and a good newecest. Prefer ro siay in Floride or will go to enother state in the Southeas
Gulf Coist. BILL SMITHSON (305) 448.1260. (11-9)

San Dlago, L. A., Sacramento, San Franclaco, Fros55 market. Family men. L.A is home. Call BOB (918) 583 4916. (11-9)
Talk Redio is boringl Iq doesn't have to be. I offer "high energy talk" end l've got the numbers to prove "
works. 15 yeer veteran with 5 in top 10 Southeest marker. Went to return North end settle into a mejor or medium market. If you enticipete a need for a unique
telephone talk parsonality write: Talk host, c/o 323 Franklin, No. 804/T 83. Chicego, IL 60606. (11-9)

Looking for Top 40, Adult Contemporary slot in
medium plus Western city. Call BOBBY atter 3.30 in medium plus Western city. Call BOBBY ather $3: 30$ at
1602 ) 9948072 or laave messege at (602) 2682377 (11-2)
municive, croative, enthusiasticl A veraetile co
hierusl License, degree and plenty of expenence. In terested in any form3t, any merket Call ROB
( 816 ) $753-1620$ for meny heppy returns) (11-2)

## Miscellaneous

WTAZ/Peorie, IL. Pop/Adult sterion needs aervice from
all tabels. Send io Weyne Miller WTAZ Box 501 Mor all labels. Send io We
ton, IL $6055 \mathrm{C} .(11-16)$

Attentions for morning show. Please Tucson, AZ 85702. Any help would be grearly 3088 ciered. (11-16)
KYAK/Anchorage, AK has awitched from syndicated frotrat to live Modern Country end neess LP's and
singles from all libees Send to 2800 Eest Dowling Ad.

New eddress for ACA Records/Dallas is 4232 Soring Vallay Roed, Dalles, iX 75234 , phone (214) 861 -3739
Effective November 19, 1979 (11.16)

KWPM-AM/Corone. CA needs improved Country ser-
vice trom all lebels. Pleess help! Send to Box 10 C .

## A First Raitt Top-40 Smash!



BONNIE RAITT "YOUR GONNA GET WHAT'S COMING"<br>94Q add<br>WTIC-FM 25-22<br>WICC on<br>14Q add 34<br>KNOW on<br>Z98 on<br>WNOX add<br>KWEN on<br>KCPX on<br>WIGY 21 -12<br>WANS-FM add<br>KCBN add<br>KRLC on

## HITIUKPIG: BREAKERS

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

## CAPTAIN \& TENNILLE

Do That To Me One More... (Casablanca) 69\% of our reporters on It Moves: Up 88, Same 17, Down 0 , Adds 25, including WABC, WCAO, WPGC, CKOM, KIMN, WFBR, Q108, KLIF, KINT. KSTT, KZ93, KTAC. See Parallels, charts at number 25.

## FOREIGNER

## Head Games (Atlantic)

69\% of our reporters on he Moves: Up 71, Same 28, Down 1, Adds 29, including 96KX, B100, WKBO, WTIX, Z98, Y95, WAXY, WNOX, WNCI, WHOT, Y94, KING, KTAC, KLUC, KRQ. See Parallels, charts at number 26.

## CRYSTAL GAYLE Half The Way (Columbia)

61\% of our reporters on it. Moves: Up 76, Same 11, Down 13, Adds 15, including WLCY, CKLW, Q102, WBBF, WTRY, KZ93, 92X, KROY, KING, KORL, KKRC. Se日 Parallels, charts

## DR. HOOK

## Better Love Next Time (Capitol)

61\% of our reporters on it Moves: Up 78, Same 18, Down 1, Adds 17, including WXLO, WRKO, KFI, WBLI, KELP, WFMF, WHBQ, KST, KRAV, KRSP, KTKT, G100. See Parallels, charts at number 30 .

 indicate now many of our reporters are on the record this week 11001 and texample: 100/25) many added it thls week (25). "Moves" are broken down for each record and Indicate now
many stations moved the sone many stations moved the song up on their charts, held it the same fon to on, add to on, $31 \cdot 31$
etc.) moved it Down on their etc.) moved it Down on their charts, or Added it this week. Complete aliotay activity on
all songs listed in New i Active can be found in the保

KENNY LOGGINS "This Is It" (Columbia) $110 / 22$
Moves: Up 67. Same 19, Down 2, Adds 22, Including WPEZ, WGCL, WilC.FM, KC101, Q106, WTIX, WJOX, WBBQ. WLAC, KZ93, WOW, KRSP,
G100. G100.
KENNY ROGERS "Coward Of The County" (UA) 108/48
Moves: Up 43, Same 16, Down 0. Adds 49, including WRKO, Z93, Q105, CKLW, KBEQ, WOKY, B100, KJR, KOPA, WBLI, WNOE, KXX106, WRVQ,
WISM, KERN, KCPX, KRQ. CISM, KERN, KCPX, KRQ
CHEAP TRICK "Dream Police" (Epic) 98/2
Moves: Up 65. Same 20, Down 11, Adds 2, V100, KQWB-FM, WKBW 16-13, 297 21-14, WLS 15-11, WGCL 15-13, Q102 30.25.
MICHAEL JACKSON "Rock With You' (Epic) 95/38
KBEQ. WGCL, KFRC, KJR, WKEE K. Adds 38, including WRKO, CKGM, KBEQ, WGCL, KFRC, KJR, WKEE, KLIF, WTIX, WJDX, Y95, WAPE, WLAC.
WKIX, KOFM, KING, KRUX. WKIX, KOFM, KING, KRUX.
TOM PETTY "Don't Do Me Like That" (Backstreet/MCA) 93/56
Moves: Up 17. Same 20, Down 0. Adds 56, including WRKO, Q105, KDWB, KEARTH, B100, KIMN, WBEN-FM, WPST, WAEB, WFMF, WSGN, Y103, KJRB
Moves: Up 49 Same 12 "Ladies' Night" (De-Lite) 91/29
Moves: Up 49, Same 12, Down 1, Adds 29, including F105, KVIL. 293, WLCY. WLS, WGCL, WKEE, KINT, Z98. FM100, KSTT, KORL.
ELO "Confusion" (Jet) $87 / 3$
Moves: Up 56, Same 20. Down 8, Adds 3, WKIX, KSTT, WHOT, WKBW MOMEY ROBIRE 18-12, 293 20.14, 94Q 24-22.
Moves: Up 54, Same 11 'Cruisin" "' (Tamla) 86/20
Moves: Up 54. Same 11. Down 1, Adds 20, including WFIL, WRKO. KFI B100, WTIC-FM, WJDX, 95SGF, KOFM, KERN, KRUX.
ALAN PARSONS "Damned If I Do" (Arista) 84/9
Moves: Up 53. Same 21, Down 1. Adds 9, KFI, WBBQ, WOW, KERN,
KRUX, KPUR. KKLS, KSLY, KOOK.
JOHN COUGAR "I Need A Lover" (Riva) $78 / 8$ Moves: Up 45, Seme 24, Down 3. Adds 6, PRO-FM, JB105, KRQ WTSN, WISE.
KOOK, WPEZ 23-17, WRKO 15-12, Y100 33-30 KOPA 19-16. KOOK, WPEZ 23-17. WRKO 15-12, Y100 33-30, KOPA 19-16. CARS 'It's All I Can Do" (Eloktra) 65/6
Moves: Up 34, Same 18, Down 7. Adds 6, Z97, WKBO, KZ93, G100, WISE, KBOZ. F105 21-18, CKGM 16-10, 14Q 13-9.
FOGHAT "Third Time Lucky" (Bearsville/WB) 62/34
Moves: Up 11. Same 17. Down 0, Adds 34, including 293, Q105, KBEQ WOKY, KFI, KIMN, KOPA, WPST, PRO-FM, 95SGF, WRJZ, KLEO, 92X.
KRUX, KRKE.FM. KRUX, KRKE-FM
BLACKFOOT "Train, Train" (Atco) 54/14
Moves: Up 23. Same 17. Down 0, Adds 14, including WKBW WIFI Q105, KFI, KIMN, WBEN-FM WSGN, WHBQ. WRVQ.
HALL \& OATES "Wait For Me" (RCA) 50/6
Moves: Up 27. Same 17, Down 0, Adds 6, WICC, PRO-FM. WZZP, WLBZ
WROV, KYSN, WIFI 18-13, WRKO 29-26, 94Q d-29, WPST 22-19.

## , <br> NATIONALAIRPLAY/30

| $\begin{gathered} \text { THAEE } \\ \text { WHEK } \\ \text { ACOO } \end{gathered}$ | $\begin{aligned} & \text { Wot } \\ & \text { WEKS } \\ & \text { act } \end{aligned}$ | Last |  |
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| 1 | 1 | 1 | 2 |
| 4 | 3 | 3 | 3 |
| 15 | 7 | 4 | 0 |
| 13 | 9 | 7 | 5 |
| - | 27 | 15 | C |
| 11 | 8 | 8 | 7 |
| 25 | 15 | 11 | 8 |
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| 29 | 26 | 17 | (12) |
| - | 29 | 22 | 13 |
| 21 | 17 | 14 | (1) |
| 5 | 6 | 10 | 15 |
| 10 | 11 | 12 | 18 |
| 6 | 10 | 19 | 17 |
| 26 | 22 | 18 | (1) |
| - | - | 28 | (1) |
| - | 30 | 23 | (2) |
| - | - | 27 | (2) |
| - | - | 29 | 2 2 |
| 24 | 21 | 20 | 23 |
| 12 | 14 | 21 | 24 |
| - | - |  | 23 |
| - | - |  | (21) |
| - | - |  | (1) |
| 23 | 20 | 19 | 28 |
| 8 | 12 | 16 | 29 |
| - |  |  | (3) |

## November 16, 1979

STYX/Babe (A\&M)
EAGLES/Heartache Tonight (Asylum)
COMMODORES/Still (Motown)
STREISAND/SUMMER/No More Tears... (Columbia/Casablanca)
BARRY MANILOW/Ships (Arista)
RUPERT HOLMES/Escape (Infinity)
KC \& THE SUNSHINE BAND/Please Don't Go (TK)
SUPERTRAMP/Take The Long Way Home (A\&M)
JOHN DAVID SOUTHER/You're Only Lonely (Columbia)
FLEETWOOD MAC/Tusk (WB)
KENNY ROGERS/You Decorated My Life (UA)
LITTLE RIVER BAND/Cool Change (Capitol)
CLIFF RICHARD/We Don't Talk Anymore (EMI)
ANNE MURRAY/Broken Hearted Me (Capitol)
HERB ALPERT/Rise (A\&M)
LED ZEPPELIN/All My Love (Swan Song)
DONNA SUMMER/Dim All The Lights (Casablanca) BLONDIE/Dreaming (Chrysalis)
STEVIE WONDER/Send One Your Love (Tamla)
CHRIS THOMPSON \& NIGHT/If You Remember Me (Planet)
JEFFERSON STARSHIP/Jane (RCA/Grunt)
PABLO CRUISE/I Want You Tonight (A\&M)
LAUREN WOOD/Please Don't Leave (WB)
KNACK/Good Girls Don't (Capitol)
CAPTAIN \& TENNILLE/Do That To Me One... (Casablanca) FOREIGNER/Head Games (Atlantic)
CRYSTAL GAYLE/Half The Way (Columbia)
MICHAEL JOHNSON/This Night Won't... (EMI)
MICHAEL JACKSON/Don't Stop 'Til You Get Enough (Epic) DR. HOOK/Better Love Next Time (Capitol)
This chart is based solely on airplay statistics compiled weekly from our Top 40 reporting stations
Black circled numbers indicatesignificant upward movement

## MOST ADDED

TOM PETTY "Don't Do Me Like..." (Backstreet/MCA) KENNY ROGERS "Coward Of The County" (UA) MICHAEL JACKSON "Rock With You" (Epic) FOGHAT "Third Time Lucky" (Bearsville/WB)
KOOL \& THE GANG "Ladies' Night" (De-Lite) Complefe Reglonallied Ste *on Listings on pages 2t and 27 .

## HOTTEST

## STYX "Eabe" (A\&M)

BARBRA \& DONNA "No More Tears... (Col/Cas) RUPERT HOLMES "Escape" (Infinity) COMMODORES "Still" (Motown) EAGLES "Heartache Tonight" (Asylum)

## Others Getting Significant Action <br> MELISSA MANCHESTER "Pretty Girls" (Arista) 49/3

Moves: Up 28, Same 14, Down 4, Adds 3, WAXY. KKXL, KEWI. 293 24-19, 940 25-21, CKLW 15-13, KJR $21-17$
WXIL-18-9, WROV 6-3.
RONNIE MILSAP "'Get It Up" (RCA) 46/1
KRAV 17-10, KCPX 22-18. Down 5. Adds 1, KJRB, B100 30-28, KJR 23-20, WSGN 11-6, 92Q 21-12. WRJZ 24.14 MOO 1. KCPX 22-18
MOON MARTIN "No Chance" (Capitol) 41/11
KODI, KOOK.
ISAAC HAYES "Don't Let Go" (Polydor) $40 / 14$
KERN, KCPX, Z93 2 , Down 1. Adds 14, including WPGC. WLCY, KEARTH, WSGN Y103, WLAC EAGLES 'OT,
EAGLES "The Long Run'" (Asylum) 39/9
Moves: Up 15, Same 15, Down 0. Adds 9, Z93, KFI wICC KMUC, K
96KX 17-12, 297 d-15, KWK 11-9, KUPD 41.
TOM JOHN
Moves: Up 19, Same 9 Savnnah Nights" (WB) $37 / 8$
35-24, 95SGF 10-6, WNOX 22 -18.
BUGGLES "'Video Killed The Radio Star" (Island) 38/10
Moves: Up 18, Same 8. Down 0, Adds 10, WPGC, WTRY. WICC. WRVQ, WVIC, KZ93, KROY, WAAY KBDF
ACIDC יHighway
ACIDC 'Highway To Hell' (Attantic) 35/1
Moves: Up 18, Same 14, Down 2, Adds 1, KWK, KRBE 159, KBEQ 40-33, WTIX 23-18, WNOX 20-15, WISE $28-17$
WFLB $30-27$.
RICHIE FURAY "I Still Have Dreams" (Elektra) 34/6
Moves: Up 13. Same 15, Down 0. Adds 6, WHYN, WAYS, KLEO, WHHY, WSEZ, WTMA. 94054 . KNOW 14.7
WBBQ 1914 , WFLB 35-31
WBBQ 19 14, WFLB $35-31$.

## YVONNE ELLIMAN "Llove Pains" (RSO) 32/5

Moves: Up 14, Same 12, Down 1, Adds 5, WOKY, WKBO. WERC, KX104, KYSN, F105 32-30, Y100 34.32, WSEZ
39-31.
FRANK MILLS 'Peter Piper' (Polydor) $30 / 2$
Moves: Up 14, Same 14, Down 0. Adds 2. WTSN, WTMA. WOKY 28-26, WAYS 21-15. KWEN 37-33, KLEO $30-24$
WHHY 13-8.
WHHY $13-8$.
FLEETWOOD MAC "Angel" (WB) 29/5
Koves: Up 9, Same 14, Down 1. Adds 5. KJRB, KTAC, WISE, WKXY. WRKR, KDWB 13-10, Y103 35-30, WSGA $26-23$
KKLS 25-20.
KERMIT THE FROG "Rainbow Connection" (Atlantic) 28/1
Moves: Up 17. Same 7. Down 3, Adds 1, CKGM, KVIL d-30, WKBO 6-4, 14Q 29-21, WKIX 17-11, WNCI 16-12.
KORL 25-18.


[^0]:    Dr. Richard J. Lutz is Assoclate Professor of Marketing at UCLA's Graduate School of Management, and an acknow ledned reseurch and mark lin ledged research and markeling exper. To direct questions to Dr. Lutz, call rark at (213) S534330 or write to Radio \& Rec ords, 1930 Century Park West, Los Angeles, CA 90067.

[^1]:    fated and greated backstage by various label axacs. in Los Angelas, Columbia recording group the Beat were

[^2]:    THE HOTTEST

    1 EAGLEs
    The Long Run (Asylum)
    The Long Ru
    "Heortoche"
    2 FLEETWOOD MAC
    Tusk (WB)
    "Sera"
    in Through .. IS
    "Al" My Lave"
    
    "Bobs"
    5 FOREIGNER Head Games (Atlantic) CHEAP TRICK Dream Police (Eple) Voices'"
    TOM PETYY... Demn... 18ackst
    "Retugeo" MOLLY HATCHET Flirtin' With Disaster (Eplc) BLONDE
    Eat To The...
    JOEAming"
    JOE JACKSON Im Tha Man (AGM)
    "Oifferent For Gifs POUTEE
    Reggatto do Blanc (AGM)
    Massoge in A Bort FOGHAT
    Boogie... (BearsvilleWB) Title
    SANTANA Marathon (Columbla) 14 KENNY LOGGINB Keep The Fire IColumbial 6 JETHRO TULL Stormwatch ich , The Hotest reports ot charung artists are im. 69 M. 62 /m. 60 for the week. Two numbers follow of total reports wisthin the specific rotation total number of our reporting stations playing tite album first represents the ond is the qumber of those statlons that reported it in hot rotation seris.
    week. Below these numbers are break rotations for the week. The album's prdowns of the album's reports in other rotations for the week. The album's preferred airplay cut listed.

