

## Wax Forms Steve Wax Enterprises, Lands "Roadie" Soundtrack

Stere Wax, who recently exited his position as President of Elektra/Asylum Records (RAR 9-28). has formed a new company called Steve Wax Enterprises, in association with Shep Gordon's Alive Enterprises. The first project for Wax's company is the soundtrack album for the forthcoming musicoriented LiA film "Roadie." with Wax acting as Executive Producer for the L.P. The alloum, to be issued on Warner Brox., will contain tracks by Meat Luxaf, Blondie, and Alice Comper (all of whom appear in the film), along with other selections

## Pittman Departs WNBC For

Warner Cable Programming Post


Bob Piltman
Bob Pittman resigned as PD at WNBC/New York wrapping up a meteoric ten-year radio career which took him to the nation's biggest market two years ago at age 23. Pittman will become Director/ Pay TV Programming for Warner/ Amex Satellite Entertainment Dec. 10. He will program the companie's "Movie Channel" (formerty known as the "Star Channel") and its "Qube Premium Product" operations, involving Warners' pioneering two-way cable system.

Pittman told R\&R. "I certainly have mixed emotions, although the excitement and challenge of the new frontier of cable TV with John Lack at Warners is absolutely irresistible. It's tough to leave a very satisfying radio career and the association with so many good people. I feel very lucky to have had the unique opportunity to


Mo Ostin. Steve War on "Roadie project.
by Sivy. Roy Orbison. Hank Wib liams. Jr.. and other acts yet to be named.
work with some of the very best in the industry, like Charlie Warner. Bob Mounty. Bob Sherman, and Les Elias. My association with NBC and the success in Chicago of WMAQ and WKQX have been very satisfying. The most rewarding of all has been the growth of WNBC - I think it's the most exciting AM station in the country. and the Mediatrends, the billing. and the staff all relect that. I'il miss it.'

Pittman started in radio at the age of 15 and became PD at WPEZ Pltsburgh at 19. A year later he took the PD position at WM.AQ/ Chicago, before joining WNBC. No replacement for him at the lastnamed station has been chosen.
'RESTRUCTURING FOR NEXT DECADE

## WABC Sets New Personality Lineup

WABC/New York, in a series of "modifications" of its on-air staff structure, announced a new air personality schedule with three longtime staffers exiting. Gone
from the lineup are morning man Harry Harrison (after 11 years), 6-10pm jock George Michael (as reported in K\&R $11-231$, and 10 pm 2am personality Chuck Leonard


THE BUCAS STOP HERE - The "Dash For Cash" promotion, in its countlass variatlons, has been one of radio's most successful contests over the vears. and ROR has printed manv photos testitying to the contest winners artraction to the prospect of walking off with big bucks. But the picture above mav be the ultimate example, as a WMCl Memphis winner, Simon Evvin. perfects his impression of a monev tree Acrualtr, under the terms of the Country stetion's contest Ervin had 79 seconds in a bank vault stuffed with $\$ 1$ million in small bills to carry out all the cash he could stuff into hands, feet arms, and mouth in one trip His mighty effort was rewarded with $\$ 18,175$.

Dan Ingram, afternoon drive jock at WABC since 1961, moves to the 6-10am shift. He's joined by Ron Lundy (10am-1pm). Johnny Donovan into a new $1-4 \mathrm{pm}$ shift. Bob Cruz ( $4-8 \mathrm{pm}$. from overnights). and newcomer Howard Hoffman (8-12pm), who comes to WABC from sister ABC station KAUM/ Houston. The midnight-6am shift remains open, with a new personality expected to be named shortly. Mike McKay and Bob Summers remain with the station in weekend and swing shift capa cities.
PD Al Brady commented, "We want our millions of listeners to know we are responding to their desire for entertainment and information which is important to their lifestyles. The basic premise of WABC has not changed. WABC will remain a people-oriented radio station, and will offer our audience a range of new and innovative programming changes in coming months.
Brady added. "We're updating our sound, and will continue to mirror the needs of our listeners." Included in this "updating" is a "slightly increased playlist" featuring some LP cuts; a WABC spokesman said the playlist had been already "expanded."

WABC GM Alfred Racco said. "People are the heart of the radio business, and we're tremendously grateful for the contributions made by our staff members in the past. Change is inherent in radio. and although we've made relatively few changes in our on-air personalities in the last few years. we feel the time has come to restructure WABC for the next decade.

## Radio Involved In Ransom/Kidnap Attempt

WBAM/Montgomery found itself embroiled in an unusual kidnapping ransom attempt last Tuesday (11-20) when a man called the Country-formatted station at $2: 35 \mathrm{pm}$ and asked to speak with the newsperson on duty, explaining that it was a "life and death situation." WBAM newsman Joe McKay (now at WKRG/Mobile) took the call. and was told to go to a nearby convenience store where an envelope containing further instructions would be found in a trash can outside the store.
A station employee went over to the store and picked up the envelope, which held detailed instruc-
tions for several ransom drops as well as a phone number at which First Alabama Bank Vice President and Comptroller Fred D. Sellers, or an FBI agent posing as Sellers, was awaiting further notice. Sellers's wife, Eloise, had been abducted Monday evening and her kidnapper was demanding $\$ 2$ million for her safe return.
"We thought it was a prank until we called the phone number." said WBAM News Director Lewis Fryer. After conferring with authorities, the station did as the letter directed and at 3 pm announced that "there is a man giving away money at the Hope Hull exit of

I-65." which meant that the station had received the letter.
Following this broadcast, the station contacted Sellers (or the FBI agent) and relayed the letter's instructions regarding the ransom drops. At 3:15pm, WBAM was instructed to announce "it's a beautiful day," providing Sellers understood and agreed to the ransom drops.

## Dramatic Escape

Meanwhile, unbeknownst to the kidnapper. Mrs. Sellers, having been blindfolded, bound, gagged and buried up to her neck in the woods near Interstate 65, escaped.

Once free, she made her way to the highway where she was picked up and helped to safety by a passing truckdriver.

## At 4 pm . she held a press confer-

 ence, describing her kidnapper and her 16 -hour ordeal. Knowing that the kidnapper was monitoring WBAM. Music Director Diane Brennan told R\&R that the station held off broadcasting this information in hopes that the kidnapper would be captured while attempting to pick up the ransom money. However, such was not the case, and Mrs. Sellers's kidnapper remains at large.
# anNouncing THE NEW ELTON JOHN SINGLE "JOHNNY B. GOODE" 



# OUT NOW! 



FROM THE
ALBUM
"VICTIM OF LOVE"

# Formicola Named KENR PD 

Joe Wade Formicola, PD of Pop/ Adult-formatted WFDF/Flint. MI, has been appointed PD of Country station KENR/Houston. Rick Libby, Operations Director at KENR for the past nine years, had resigned that position to join the sales staff of Lake Huron Broadcasting, owners of the station ( $R \& R 10-26$ ). He and VP/GM Robert M. Chandler reviewed a number of candidates for the position.
Chandler told R\&R, "We were flattered by the number of quality applicants for the job. Based on his proven ability enthusiasm. background, and our own gut feeling, we are happy to welcome Joe to the fastest growing city in America. As radio continues to expand its horizons, we felt a knowledgeable specialist is what we wanted in our PD."

Libby added, "Many people were brought in for interviews. Out of them all, Joe was by far the most impressive. He will be a great asset to the company."

Formicola had been with WFDF for the past seven years, handling afternoon drive as well as the PD responsibilities. He told R\&R, "WFDF has been one of the finest
stations possible to work at. In a way I'm sad at leaving, but the opportunity to go to work for Lake Huron Broadcasting and Bob

Chandler is something I am looking forward to. I can't wait to get to Houston and get the job done." Formicola joins KENR Dec. 17.

## Survey "Unclear" On <br> Home Taping's Impact

The Copyright Royalty Tribunal recently issued the results of its Home Taping Study which investigated Americans' home taping habits and what effect (if any) home taping has on the recording industry. Conducted by the William R. Hamilton research firm, the results of the 1500 -person nationwide survey were "unclear" as to home taping's impact on the total purchases of recorded music, with 40 percent of the respondents claiming to buy more prerecorded music since they began taping, and an equal number claiming to buy less.

Concern over home taping appears to be somewhat exaggerated. as 57 percent of those who own tape machines said they tape no music at all, and slightly less than

# WEA Sets New <br> Flexible Returns Policy 

## Warner/Elektra/Atlantic Corp.

 has announced a new flexible re turns policy, effective December 31, 1979, whereby accounts will be rewarded for returning lower amounts of product to WEA. Under the new system, all gross purchases by WEA customers will earn a returns credit (. 9 percent for retailers and 1.1 percent for wholesalers), with a returns charge of five percent to be deducted from the value of all credit issued for authorized returns. If an account does business as both a retailer and a wholesaler, the above percentages will apply to the amount of involvement within each area.Basically, the new WEA policy utilizes an 18 percent return rate as its break-even point. If an account's returns are lower than 18 percent of its gross purchases, the account receives credit toward future WEA product purchases. If
the returns are above 18 percent. the account is billed proportionately. This policy covers LP and tape product only (new artist releases as well as established hits), with defectives to be entered for credit along with all other returned merchandise.
half claimed to have taped no music within the past year. Furthermore, only 11 percent of those polled said they taped music as frequently as once per week.

## Heavy Taping From

Already-Owned LP's
Of those who tape, most claimed to tape from records they already owned (by far the greatest number), radio and TV, rather than from records borrowed. Among heavy tapers, 12 percent said they taped more than six hours per month from their home record collections, with an additonal 12 percent reporting that they spent slightly more than six hours per month taping from radio and TV sources. Seven percent said they spent over six hours per month taping from borrowed records. However, of those who tape less than two hours per month, 59 percent said they taped from borrowed records.
Interestingly, 26 percent of those surveyed favored a fee added to the price of blank tapes that would provide artists and record/tape companies with revenue from the sales of blank tapes. The majority of those surveyed said they spent between $\$ 5-\$ 20$ per month on prerecorded records and tapes, with 62 percent of the most frequent tapers spending over $\$ 10$ per month.

## \$2.5 MILLION SUIT

## Black Oak Charges Casablanca Breached Contract

Black Oak Arkansas Inc. has filed a $\$ 2.5$ million suit against Casablanca Record and FilmWorks charging breach of contract, fraud and negligent misrepresentation on an agreement reached between the group and label representatives. The group alleges that having ob-
tained their release from MCA Records, they signed "in good faith" a contract with Casablanca. Shortly thereafter, the suit maintains, Casablanca notified the group that they had changed their position and that the signed agreement was nullified

## LP Tracking Helping Sales

Dear R\&R:
In reply to your article of an off-air recording of albums, I certainly don't see why tracking of an album is wrong: it hasn't hurt sales in this area anyway. We've tracked LP's on Friday nights for years and since I have been here, sales increased drastically after the LP's airplay. We're still pulling in sales from classic oldie LP's. If listeners are staying up until after midnight to tape these albums. then an equal number are listening and buying anyway, because record sales are not suffering in this area at all, and the trend seems to continue in that direction. So. we will continue to track albums as we have in the past.

Dennis Pryor
MD. KJCK-FM/Junction City, KS

OPINION LINE

Make your opinions known! Communicate with our incustries through the pages of Radio \& Records. Write to R\&R or take advantage of our Opinion Line, (213) 552-3525, to record your ideas on any industry issue or concern.

BEAUTIFUL MUSIC: THE SYNDICATORS PART II Match Flow Vs. Random Select? The Place Of Personality In BM? R\&R Provides Side-By-Side Interviews With Four Of The Top Syndicators On These Topics And More.

See Page 59
A NEW VIEW ON LOTTERY PROMOTIONS - Radio Stations Can Conduct Lottery Promotions As Long As Fees Are Not Paid Directly To The Station. R\&R Legal Advisor Jason Shrinsky Explains How.

See Page 6

## this week...

## SERVING YOUR PUBLICS INTERESTS

A radio station serves two main publics - its listeners and its advertisors. Dr. Richard Lutz digs deeper and uncovers several sub-publics whose needs you can't ignore.

## WOULD BLACKS MEASURE BLACKS BETTER?

Broadcast Entorprise Notwork VP/Programming Keith Adams pro poses black interviowers as a possible solution to current black retrieval problems. Jhan Hiber woighs the means.

See Page 16
PHOENIX'S TOP 40-AOR FUSION
Although noted for his attention to passives in the past, KUPD PD John Sebastian explains to John Leader why he's currently into actives and how what is hip has determined his station's sound.

See Page 20
ALBUM-ORIENTED-COUNTRY: THE PICK OF THE LETTERS
A recent column on Album Oriented Country formats spurred readers' reactions. Jim Duncan opens the saddlebags and finds additions, case histories, and further experimentation still to come.

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Washington Report What's New Gary Owens
TV News
Rip 'N' Read
Media Marketing. Ratings \& Research Street Talk.
Picture Page
Opportunities

## formats

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Dancemusic
Black Radio
AOR
Country
Pop/Adult
Beautiful Music

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## Washington Report

## BUT WHO OWNS THE MERCEDES?

## How Valuable Is Free Airplay?

Congress Grapples With Pay For Play And In The Process Learns A Little About The

## Radio Business

How a record promotion works. What a tight playlist is. How a record becomes a hit. Even the difference between NAB and NRBA. Those were some of the issues the House Courts Subcommittee learned about Tuesday (1127) during discussions of H.R. 997, proposed legislation requiring broadcasters to pay for recordings aired.

Both NRBA President Sis Kap- gressional appearance as NRBA lan (Pres. WAYS/Charlotte) and NAB Assistant General Counse Jim Popham described how free airplay benefits record sales. "In return, that artist automatically receives valuable publicity by vir tue of the fact that his or her rec ord is being brought to the attention of the entire audience. This type of publicity cannot be bought but its value is unquestioned.' Kaplan testified in her first Con

President.

## The Robin Hood Theory

While record industry representatives maintained that the money is needed to pay artists who aren't justly paid for their talents, Popham urged Subcommittee members not to be "cajoled by a Robin Hood theory." He noted an NABcommissioned Stanford study which claims the median house-

## Washington Street Talk

Presidential nominations will go to Kennedy and Reagan, according to a poll conducted by RKO General Broadcasting's Washington Bureau this week. The survey of 60 publishers of major U.S. daily newspapers found that 63 percent believed Ted Kennedy is the strongest Democratic candidate and 81 percent said Ronald Reagan is the strongest Republican.

Big Labor first opposed Rep. Lionel Van Deerlin's rewrite and now they've turned against radio deregulation. A resolution by the AFL_CIO says a vote in favor is a vote against news, public affairs, and local programs. Real concern? Broadcasters will increase automation to increase profits which would decrease jobs for announcers, producers, writers, and reporters.
hold income for AFTRA and American Federation of Musicians members is higher than the population as a whole.

He further claimed the bulk of the funds would go to artists already in the upper income brackets. "The real difficulty." Popham argued, "is an oversupply of performers.'
"It adds injury to insult when broadcasters must pay money to the very people who would be willing to pay them, a 180 degree reversal of the free marketplace concept," Kaplan said, explaining that playing a cut next to a commercial for the same artist must be logged entirely as a commercial.

## Are Radio And

## Records Divided?

Yes, said record industry spokesmen who said radio is making big bucks. No, said the broadcasters. "Owning a broadcast monopoly." said a record person. "is like having a license to print money." Broadcasters replied, "The art of making music is the art of making money."

Popham quoted a record executive as having said, "If it weren't for radio half of us in the record business would have to give up our Mercedes Benz leases." Rep. George Danielson (D-CA), author of H.R. 997, missed the reference and asked Popham to explain how radio broadcasters could afford Mercedes and not record royalties.
At a previous hearing in Los Angeles. Danielson allegedly asked broadcasters to stop pleading poverty and showing up in cashmere jackets and Gucci shoes when testifying.

## GROUPS PROTEST FOREIGN LANGUAGE LOSS

## Supreme Court Asked To Get Involved In Format Changes

The Supreme Court was asked Monday (11-26) to review a lower court's ruling requiring the FCC to regulate radio stations' formats. Prior to the lower court's mandate, the FCC had decided to let marketplace forces regulate and station management determine formats.

Joining in this week with the FCC, which has previously asked for a Supreme Court review, were NAB, NBC, RadiOhio (licensee of WBNS-AM-FM/Columbus), and WNBS TV. In their petition, these groups said the mere threat of "locking in" a format will keep broadcasters from trying a "unique" or different format.

The battle over regulation of formats has been raging since 1974 . when the courts reversed an FCC decision giving WEFM/Chicago the okay to change its classical music format and demanded the FCC "generally encourage the larger and more effective use of radio in the public interest."
Foreign Language Groups Upset
The Coalition To Save WEVD
claimed this week that foreign language programming would be lost if WEVD-AM-FM/New York is sold to Salem Media. Salem said it will continue to broadcast Yiddish programs on WEVD-FM, but pro posed a format change for WEVD AM. Dennis Rapps, attorney for the Coalition, told the Commission the format change would be devastating to WEVD's listeners, whom he characterized as primarily the Jewish elderly on fixed incomes who don't have $F M$ radios and can't afford to buy them.

## Challenge To Sale Of WHBI Refuted By Owner

Cosmopolitan Broadcasting Corp. filed a petition with the FCC last week explaining why it should be
allowed by sell WHBI/Newark NJ to Unique Radio Group. Inc. under the distress sale policy. The SUPREME COURT/ See Page 6

## CELESTIAL JUKEBOX COMES TO CAPITOL HILL

## Exec Claims Record Industry Conditions Push Need For Copyright Legislation

"Unless Congress gives the sound recording full copyright protection, onrushing technology could eliminate the only source of revenue we have . . the sale of records." That's what Stanley Gortikov, President of the Recording Industry Association of America, told Rep. Bob Kastenmeier's (D-WI) Courts Subcommittee Tuesday (11-27).
To illustrate his point, Gortikov the armchair of his Celestial Jukeasked the Congressmen to imagine* box and the tune of his choice will they owned a record company bounce down from my satellite. whose catalogue included some really big hits. "Now I come to


Rep. Bob Kastenmeier, copyright hearings Chairman.
you to buy only one copy of each of your records. I plan to deliver this music into every possible American home. With my new technological devices all the listener has to do is push a button in

Naturally I don't intend to pay you or the recording artists or the mu sicians for the use of these re cordings because I'm helping you promote them."

## Not Asking Radio For A Free Handout

The Congressmen also heard some down-to-earth testimony from Gortikov and others. Gortikov pointed out that sound recordings are the only copyrightable works which are not protected. He also claimed more than half of radio programming consists of older recordings whose sales aren't helped by airplay. He said record ing companies spend $\$ 35$ million per year advertising new releases and would receive only $\$ 16-\$ 17 \mathrm{mil}-$ lion in return from radio stations paying performance royalties. COPYRIGHT/ See Page 6

## The Week In Review

- House Subcommittee hears from both sides on performers' royalties.
- FCC orders five Minneapolis broadcasters to reduce power
- Class IV's ask for more power and higher antennas.
- Booth American, having payola problems at WJLB \& WMZK/Detroit, asks FCC for clarification of distress sale policy.
- Supreme Court asked to get involved in radio format changes.
- Appeals Court judge says he never intended to close all criminal pretrial hearings.
- Jonathan Hall


## Five Minneapolis Stations Ordered To Reduce Power

Five Minneapolis area FM stations which began broadcasting from atop the downtown IDS Building last October were ordered last Friday (11-21) to cut power in half or move back to their original tower location. Aural Facilities Branch Chief Larry Olson of the FCC Broadcast Bureau told R\&R his office received over 100 complaints from listeners who couldn't pick up other stations because one of the five came booming through. KQRS, KDWB, KEEY, WAYL, and WLOL were all broadcasting with 100,000 watts, but complied when the FCC ordered them to cut back to 50,000 .

## Opposing Stations File To

Revoke Test Authority
Three other stations filed a petition with the FCC to revoke the test authority permitting the Minneapolis five to change towers and increase power. A consulting engineer for WCCO, KSJN and KTIS told the FCC the interference from the overloaded FM receivers was, "the worst I have ever heard." Ironically, Gary Stevens, Pres. of Doubleday Broadcasting (owner of KDWB), told R\&R this was the same engineer who okayed preliminary plans for broadcasts from the IDS building.
Olson expects to hear from engineers supporting the five stations shortly. He adds if engineers can't solve the problem, the FCC may order the stations to give up broadcasting from downtown Minneapolis.

# Everybody's Talking About It. 


cq Don't Want To Talk About it"

The Sensational New Single From Rod Stewart

# Booth American Asks FCC To Clarify Distress Sale Policy 

Currently undergoing payola and plugola prehearing meetings this week at the FCC, Booth American Co., licensee for WJLB \& WMZK/Detroit, asked the Commission to drop hearing proceedings if the stations opt for a distress sale. The way the procedure is set up now, a sta-
tion must decide on a distress sale before its hearing. The Commission can grant or deny such a request. If it is denied, they will go ahead with the hearing. Booth wants to be sure that once it asks for a distress sale the FCC will drop its investigation.

Booth's attorney, Joel Levy of Washington law firm Cohn \& Marks, said if the purpose of a distress sale is to increase minority ownership, the license transfer should be as smooth as possible and not complicated by a hearing Levy is afraid the FCC may use the hearing to look at Booth's 11 other broadcast licenses.

## Need For Concern?

 Editor's Note: When the FCC gave Sonderling's WOL/Washington (which was also under investi-gation for alleged payola) the okay to sell its station at a distress sale price earlier this month, Chairman Ferris issued a statement saying the Commission's ruling was a narrow one. In addition Commissioners Jones and Fogarty issued a separate statement $a$ greeing with the decision because "there is no evidence of wrongdoing with respect to the operation of the other (Sonderling) stations. "If a multiple owner must ulti-
mately rebut every issue raised by the FCC even after a distress sale, there is substantially less incentive to avoid whatever protracted proceedings may be required to resolve such questions," Levy said. FCC attorneys look for Booth to decide by the end of December. April 15 is the date set for the hearing.

## WJLB \& WMZK Face Plugola Charge

The trouble for WJLB started in 1975 when a Detroit promoter complained that morning DJ AI Perkins was giving too much airplay to music groups he personally managed. The FCC took no action

## Midwest Class IV's Want More Power

Comments on increased more power. Here are some of the power and antenna heights for Class IV's were due yesterday (11-29), and those who filed unanimously supported

# Closed Courtrooms Stand Relaxed 

Judge Says He Never Meant To Close All Criminal Pretrial Hearings
One of the lower court judges who ruled that the press and public could be barred from pretrial hearings (Gannett decision) has now issued an opinion which opens the door to hearings on a defendant's competence to stand trial. Judge sol Watchler of the New York Appeals Court, whose majority opinion was upheld by the Supreme Court last July, conceded in his latest ruling that he never intended to close all pretrial hearings. "If the public is routinely excluded from all proceedings prior to a trial, most of the work of the criminal courts will be done behind closed doors," the judge acknowledged.

Since the Supreme Court upheld the decision, motions to close courtrooms have been filed in over 100 cases nationwide and have been granted about half the time
reasons:
Ronald Kazda, Chief Engineer, WHBY/Appleton, WI: "(Our) area is expanding at a rapid rate. The community is rapidly outgrowing our present night time signal (which) would not be degraded appreciably by interference from other Class IV stations."
Tim Ives, Pres. WJBC-WBNQ/ Bloomington, IL: "Please grant 1000 watts at night. We suffer manmade interference at night from farmers operating night lights, furnaces, refrigerators, water softeners, pumps, etc., and 250 watts is just not enough."
Ralph Bitzer, Consulting Engineer, WROZ/Evansville, IN: "WROZ is capable of covering only $32 \%$ of the land area within the city of Evansville, and with a more efficient radiation system this would increase to $52 \%$. We need more power and a higher antenna to achieve this increased radiation."
Reply comments on increased power for Class IV's are due December 14.
at that time, but in 1978 the Detroit Free Press reported that Perkins plugged certain recording groups in exchange for the group playing concerts he produced. The FCC stepped in again and Perkins resigned.
In addition to charges of payola and plugola, the FCC wants to know whether Booth lied to the Commission about Perkins's activities and whether the licensee permitted WJLB employees to further their own financial interests.

## Supreme Court

## Continued from Page 4

proposed sale was challenged by Ethnic Broadcasting Corp. (EBC), a group producing foreign language programs at WHBI, on the grounds that Unique would drop foreign language programming. EBC also alleged that Pablo Raul Alarcon, one of Unique's principals, was unfit to be a licensee because in 1968 he was indicted on payola charges while working at WBNX/New York.
In urging the FCC to okay the sale, Cosmopolitan asserted that Unique has pledged to continue foreign language programming and pointed out that Alarcon was acquitted on the payola charge.

GM Can't Speak Spanish
The Commission also charged that a WMZK Spanish language talk show host plugged dances he promoted and played records by the bands which played at the dances. Since the WMZK GM admitted he didn't speak Spanish, the Commission argued Booth had negligently delegated too much authority to its employees.

## Copyright

Continued from Page 4
"We are not asking for a free handout from radio," Gortikov concluded.


#### Abstract

Unions Back Performers' Royalties Both AFL-CIO representative Jack Golodner and AFTRA's Executive Secretary Sanford Wolff supported performers' royalties. saying broadcasters could well afford the fee. Golodner said the bill for blanket royalties would amount to about $1 \%$ of net advertising revenues (gross minus agency discount) and quoted former NRBA Pres. Jim Gabbert as saying he could not back up broadcasters who claim they can't afford the price.


## FCC At A Glance

## Weather Plays Part In Clear Channel Proceedings

WBT/Charlotte, NC told the FCC that clears are indispensible during weather emergencies like Hurricane David. All of Savannah, GA's radio stations were
knocked off the air by last September's storm, but WBT served Savannah and similar communities with local information. WBT urged the Commission to "preserve skywave service which in times of disaster . . . provides invaluable assistance to millions of Americans."

## Lotteries Revisited

Exactly what constitutes a lottery is still a prime concern for radio stations. The elements of prize, chance, and consideration still apply, but in the following article R\&R legal advisor Jason Shrinsky clears up some of the gray areas surrounding consideration. As a result stations may find they can run contests they previously classified as lotteries. Information for your consideration, starting below

In December of 1973, the FCC issued a
decision which has virtually revolutionized decision which has virtually revolu
the traditional concept of lotteries.
The 1973 FCC ruling resulted from a station promotion whereby listeners were invited to visit a participating merchant's place of business and obtain a "golf classic scorecard." The participant then was required to play 18 holes of golf and mail his or her scorecard to the station. While participants were required to pay a green fee to play the round of golf, they furnished no consideration to the station promoting the contest, but rather the fee (consideration) was paid to the golf course or country club. Winners were chosen using a random draw-
ing from the scorecards submitted to the station, with the score playing absolutely no part in determining the winner. The FCC not to the station.'

[^0]awarded), the element of consideration was lacking in that the green fee (consideration) did not flow directly or indirectly from the participant (golfer) to the promoter (station). Therefore, the three essential elements of a lottery - prize, chance and consideration were not all present.
Many stations have shied away from tying a promotion into a county fair because there is an admission charge. The fact that
"On many occasions, stations are invited to participate in walkathons, bikeathons, etc., Can a station tie into such a promotion without running afoul of the lottery laws? The answer is yes, provided that the consideration paid - the entry fee - goes directly to the charity and
there is an admission charge to anyone attending the fair will not constitute consideration as far as the station's promotion is concerned,
inasmuch as the fee paid for admission (consideration) does not directly or indirectly go to the station. Thus, while prize and chance are involved, there is no consideration present and therefore no lottery
On many occasions, stations are invited to participate in walkathons, bikeathons, etc., to aid specific charities. An entrance fee is charged by the charity to anyone wishing to participate, with a random drawing to be held at the end of the promotion and prizes awarded to one or more lucky participants.
Can a station tie into such a promotion without running afoul of the lottery laws? The answer is yes, provided that the consideration paid - the entry fee - goes directly to the charity and not to the station. By following such a procedure the station is able to accommodate the charity and participate in a significant fundraising activity without colliding with the lottery laws as construed by both the FCC and the Post Office Department. However, it is always wise to clear all contests and promotions with counsel.

# EACLES THE LONG RUN 

# FIRST THE ALBUM NOW THE SINCLE. 

THE LONG RUN
PRODLLED BY BILL SZYMCZYK
FOR PANDORA PRODUKTIONS LTD.
ON ASYLUM RECORDS AND TAPES.

ANNOUNCING. . . A very special Iwo-part INNERVIEW' of the Eagles . . . in celebration of their Long
AN. Run ... Iim Ladd hosis Don lienley and Glenn Frey during the weeks of November 26th ond December Run ... Jim Ladd hosts Don Henley and Glenn Frey during the weeks of November 26th and December Produced by Bill Levey.

## W/HAT'S NEW/

## 93 5undudy 4unales

## Radio Comedy

## Series Upcoming

"The Sunday Funnies," a weekly comedy series for radio, will be available in January from Barrett-Gorin. The one-hour program features short routines from comedians such as Rlchard Pryor, Steve Martin. Blll Coaby. Groucho Marx, Carl Reiner and Mel Brooks, and the Monty Python troupe, as well as upcoming comic talent taped live at various clubs across the country. Additional features include a segment devoted to topical humor (subjects range from TV to drugs) and exclusive interviews with top comics.

Former NBC Radio regional manager Steve Goldstein, along with Harry Weinger, creator of special programming for NBC Radio, Columbla, Atlantlc and Arista Records, will produce the series. For further information contact Barrett-Gorin at 600 Third Ave., New York, NY 10016, (212) 661.4800 .

## SPARS Elects Officers

The Soclety of Protessional Audio Recording Studios (SPARS) held its first national convention recently.

## National Enquirer <br> Comes To Radio

The "Lively Wire" consists of tive complete news broadcasts per week prepared from material written and researched by the staff of the Nation al Enquirer, which has a circulation of more than five million per issue. This radio news service is currently being offered to one AM and one FM station in each city. For further information contact the Communica. tions Capltal Corp. at the Time-Life Bldg., New York, NY 10020, (212) 245-2870.
electing officers and a Board of Di. rectors, as well as adopting bylaws. SPARS was created in June of 1979 to bring competitive recording studios logether in an effort to collectively upgrade the quality of the recording industry.
SPARS new oflicers are: Sigma Sound Studios' Joseph Tarsia (President), and Atlantic Studios David Teig (Secretary/Treasurer), with Regent Sound Studios Robert Litin. Criteria Studios Mack Emerman. Universal Recording Corp.'s Murray Allen, and Record Plant's Christo pher Stone serving as Regional Vice Presidents for the East, South, Midwest and West, respectively. Liftin, Emerman. Allen and Stone were all named to the SPARS Board of Direc. tors as well.


## On-Air Aphex Available

The "Aphex Aural Exciter Model 602," modified apecifically loz in-line broadcaating ie now available for une by radio atations. Currently being teeted on-air by EWST/Los Angelen. WLUP/Chicago, and WZAM/Norfolk, the radio-modified Aphex is available by lease ( $\$ 3000$ for a five-year period) at the conclusion of which, the unit may be purchased for $\$ 500$. Service is free the firat year and $\$ 100$ per year for the next four years.

Having previously been tested at broadcant facilities in Australia, Europe, and Alrica, the Aphex Aural Exciter Model 602 reportedly enhances the station's signal, providing greatez intelligibility, presence, and detail, while maintaining the music's natural qualities. Furthermore, once the Aphex unit is installed, no additional equipment is necessary either to transmit or receive the Aphex-enhanced signal. Marvin Casar. President of Aphox Systems Lid., notes that commercials as well as spoken-word formats can also benefit from the use of the device.

## CKLW Purtan Campaign Cops Ad Age Honors

The multimedia promotion sur-
rounding the arrival of Dick Purtan rounding the arrival of Dick Purtan as CSLW/Detrolt's morning man was selected as Best Regiona/Local Mar-
keting Campaign by Advertiaing keting Campaign by Advertising
Age magazine in the trade publica. Age magazine in the trade publica-
tion's fourth annual competition. The campaign was handled by the Detroitbased ad firm of Barkley \& Evergreen, with only seven winners choeen from 150 nationwide.
In announcing the winners, Ad Age judge and consultant Lealie R. Wolff said, "The campaign for CKLW radio was considered by the judges to be an excellent example of sound mar-
keting and strong creative implementation.

## New Year's Dance Party <br> Spans 30's Through 70's

"New Year's Dance Party," a pre-programmed five-hour radio apecial, is currently available from Bonneville Broadcast Consultanta. Designed to air in quarter-hour sweeps, the special should ideally be run from 9pm New Year's Eve 'til 2am New Year's Day

The program incorporates popular songs from the 30 's through the 70 's including big band favorites, with Guy Lombardo's "Auld Lang Syne" set to air at midnight. "New Year's Dance Party" is being oflered on a first-refusal basis. For further information contact Bonneville Broadcast Consultants at 274 County Road, Tenafly, NJ 07670, (201) 567-8800.

## Most Firms Holding 7\% Wage Guideline

Most companies are taking President Carter's seven percent wage price guidelines seriously, according to a 414 -employer survey by Chicagobased Hewitt hesciates. Only five percent of the firms surveyed said they were ignoring the guidelines with an additional 19 percent claiming to take "liberal" exceptions when business needs dictate.
30 percent of the firms regard the seven percent guidelire as an absolute and the remaining 46 percent view the gudeline as a target, only to be exceeded "in good faith" (and upon the advice of legal counsel). Al-

## Storer <br> Stockholders <br> Approve

## 2-For-1 Split

Storer Broadcasting stockholders approved a two-for-one stock split, eifective November 19. Storer stock. holders also approved an increase in authorized common shares to 25 million from eight million shares to permil the split.
In addition, Storer raised the dividend 11 percent to 18 cents per share on the post-split shares from the $321 / 2$ cents currently paid on pre-split shares. This increased dividend is payable December 14
most half ( 48 percent) of the companies contacted reported they would give smaller raises in response to the strict standard.
However, while only 16 percent of those surveyed said that they would


#### Abstract

change their attitude in the guide line's second year, 45 percent claimed increased turnover and employee dissatisfaction as a result of their complicance with the government's policy.


## Menthol.

## Flavored Beer

The Joeoph Schlitz Browing Co. completed limited teating of its menthol-flavored beer, "Kuhl. brau," in Phoenix recently. How. ever, the company in not saying as to whether the experi-mint was a success


## Racing Up The Charts



## With



## W/HAT'S NEW

## U S. Agencies Eye <br> Chinese Market

Three of the leading U.S. advertiting agenetes, McCann Ericken Worldwide. N.W. Ayw ABH, and Ogll ry a Math ar, have initiated interest in the potentially lucrative Chinee market McCann Erikeon claims it is the firrt U.S.baned agency to meot and do businees with the Shazghat Adverthelng Corp.。 the government arm reaponsible for import and export advertialng

Simultaneoualy, N.W. Ayor announced it would be han dling the National Exhibition of China, a threececty show slated to arrive in the U.S. in Iall, 1980; and Ogilvy \& Mather reported it would be handling all consumer products from the Cantonees region, which will include carpots, brandy and "Temple of Heaven Eecontial Balm." Ogilvy \& Mather aleo claims to be the first agency to place ads in China since 1949, running apots on Chinees TV for Japanese based Rado Watch Ca. Mercedes Benz trucla, and Grundig electronics.

Other major U.S. industries waiting for Chinese clients to run somothing up their flagpoles are Young Rubleam J. Waltor Thompeon. Compion Advartlaing, and Doyle Dane Bornbach.

## Presley Port

## Is Liquid Gold

"Always Elvia/Blanc D'Oro" (white gold), a white wine dedicated to the memory of the late Elvis Presley, will be produced and marketed by Boxcar Enterprises Inc., Factors Etc. Inc. and the Frontenac Wine Co. Factors Elc. is the exclusive merchandising agent lor Boxcar and the Elvis Presley estate

Initial production lor the commemorative vino is set at 1000 cases per day with Internatlonal WIne \& Liquor Co. to handle distribution exclusively. Plans are for the wine to debut in 25 U.S. markels by the end of November.
"Always Elvis/Blanc D'Oro" is described as a dry, but sems-sweet wine imported from the Frontenac Vineyards in Northern Italy and will retail Irom $\$ 3.89$ to $\$ 4.59$ per bottle, depending upon state laws.

## AMP Powers Into

## College Disc Promotion

Aan Weston Publishing, publishers of Ampersand, a monthly magazine that reaches 1.5 million students on 57 campuses, has created a subeidiary company called Adver tising. Marketlag Promotlon (AMP). The purpose of the new firm will be to aid in the on-campus marketing of records and tilms. AMP has already belped market the "Animal House" and "Breaking Away" bilms as well as the "More American Graffiti" soundtrack album and currently employs 75 on-campus marketing representatives.

Bob Frymire, former National College Promotion Direc. tor for R\&M Recorda, has been appointed Director of Record Marketing for AMP. For further information contact AMP at 1680 N. Vine St., Hollywood, CA, (213) 462-7175.

## When \& Whether They Like It

The "Voxbox," a TV ratings system that tracks channel changes during programs and commercials plus enables viewers to record their spontaneous response to the material, has been successiully tested in Seattle. Developed by R.D. Percy \& Co., the Voxbox is planned for additional testing in either Oakland or Atlanta shortly.

Through the Voxbox, the viewer turns on the TV set, selects the station and fine tunes the picture. The unit also has a button for each member of the household as well as a button for visitors marked "other." Prior to watching, each viewer is supposed to punch their respec. tive buttons.

The most innovative feature of the Voxbox is the 10 keys upon which the viewer can rate the program or commercial being watched. The rating scale ranges from excellent to informative, credible, funny, boring, unbelievaivie, dumb and zap. When the zap button is depressed, sight and sound are shut off.

What excites agencies about the Voxbox is that the unit can record precisely what viewers are watching 24 hours per day, seven days a week, and provide qualitative data as
an alternative to Nielen's numbers.

## FTC GIVING FIRM HEADACHES

## Anacin To Stop Advertising?

Il it loses its current battle with the FTC. Americom Home Products reported it might stop advertising regular "Anacin" entirely, rather than run corrective advertising. Instead, the company would place all its ad dollars behind "Maximum Strength Anacin," reasoning that corrective advertising would be, in the words of one former high-ranking AHP exec, "ruinous" in today's hotly competitive market.

David McLaln. former Vice President of Marketing for AHP's Whitohall Laboratories, told Advertising Age. "It we go out there and tell people what we told them belore was not true and that there was no substantiation or prool that we are any more effective than aspirin, I think we are going to raise further questions... (and) many consumers might agree that we are not as effective as aspirin." AHP's propoes action awaits the full FTC commisaion's decision regarding $\$ 24$ million of corrective advertising assigned by an FTC administrative law judge in 1978.

## Consumer Ad Complaints

 Decline in '79Consumer complainte against fabe or misleading adver tising are down. In fact, they're at the lowest point they've been at this decade. According to the lateet poll conducted by Oplation Research Corp. Ior the Councll of Better Bushnees Burecrus. eight percent of thoee consumers claiming to have been "cheated or deceived" blamed advertising as the culprit in 1979, compared to 14 percent in 1973 and 17 percent in 1970

On the other hand, while complaints against advertising declined, apparently to has craftemanship, as gripes concerning defective products and servicee rove to 34 percent of the total registered. In contrast, the 1976 poll showed 22 percent of the consumers were unhappy with defective prod ucte

As might be expected, the most frequently named target of consumers' wrath was the peronnial leader - auto parte and repair - with 22 percent of thoee polled reported feeling gouged when they drove away trom their dealer or mechanic.

Fisher To Head Newly-Formed Lomar Associates
Loring Fisher has been named President of Lomar Associates, a newly-formed division of Gwenith Gwyn Inc. Fisher most recently served as Executive Vice President of Bonneville Broadcant Consultants.
"I look forward to sharing my knowledge and expertise for the atrengthening of radio broadcast activity as well as pursuing other related endeavors," commented Fisher. He added, "As the technology advances and operating expenses continue to creep upward, radio stations as well as their clients have to consider alternatives to present ways of doing business. This is where I can and will be of help."
Lomar Associates will provide marketing services for communications and information systems, as well as offering consulting servicen to the broadcast industry. Lomar A moociates may be contacted at P.O. Box 124. Montvale. NJ 07624, 12011 604-3637.

## Caldwell Named VP/Black

 Music Mktg. At WEAHenry Caldwell has been appointed Vice Preaident of Black Music Marketing for the Warner/ Elekira/Atlantic Corp. A 17 -year veleran of the record industry. Caldwell most reecently served as National Director of Marketing for Special Markets at Atlantic Records. He will be located at WEA's Burbank oflices.
In making the announcement. WEA President Henry Droz said. "Hank Caldwell's extensive background in all phaseen of record marketing and retailings. plus his proven administrative abilities will provide WEA the decisive and creative leaderahip which is easential to our Black Music Marketing game plan for the $80^{\circ} \mathrm{a}$."

## Pollei Named Dir. Of

Sales \& Mktg. For Bonneville David Pollei has been named Director of Salea
and Marketing for Bonneville Broadcaet Consultants. Pollei joins Bonneville from his post as Vice President/Network for Torbet Radio, having previously held posts at WCLR-FM/Chicago, KMBR-FM/Kansas City, KMBZ/Kanaes City and KSL/Salt Lake City.

## Killeen Named VP/Creative Operations At CBS Int'l

Dennis Killeen has been appointed Vice President of Creative Operations, West Coest for CBS Records Intermational. Mout recently West Coast Director of Creative Operations for the firm. Killeen previously served as Director of Marketing for CBS Disques, France, having joined the label in 1974. In his new post. Killeen will be responuible for product management, publicity, promotion, AAR and direct liaison with the label's New York-based creative operations staff on behalf of West Coest artiets and managements.


THE SINGLE
FROM THE ALBUM "I STILL HAVE DREAMS" RICHIE FURAY

Z93 22-18 9404-2 KNOW 2-1 WTIX deb 38 Y103 add 95SGF add

32 KZ93 add
WBBQ $9-9$ WHBQ 21-19 WTSN add WAAY add KQWB-FM add 37 WRBR add CKLW on KBEQ on KIMN on alob on WHYN on 298 deb 36 WSGN 27-28 WSKZ 28

WRJZ 29 WNOX deb 27 WKIX on WAYS on wVIC on KRKE-FM $30-28$ WHHY $29-25$ WERC 25-23 WFOX 27-24

WCGQ 30-27
WSEZ 36-33 WANSFM 28-21 WSPT 25-21 KSLY 24
KYSN on KDZA $30-26$

RICHIE FURAY ISTILL HAVE DREAMS


PRODUCED BY VAL GARAY ON ASYLUM RECORDS

Students from some 50 colleges attended the 4 th annual IBS West Coast Convention in Los Angeles last week . . . and they were foolish enough to have me as the keynote speaker.

KLA of UCLA was the host broadcast station, under the marvelous guidance of Greg Barbacovi . . and I'd like to reprint part of his greeting to the hundreds of future broadcasters nurgling at the Biltmore Hotel.

## Therewith:

"We are facing a difficult time in the music and entertainment industry. May of us will soon be trying to enter a job market that has been forced to tighten its belt. You have reason to be optimistic about your chances however. By your attendance here you are demonstrating the enthusiasm needed to break down some of the closed doors you will face. Listen to the info being discussed at the seminars. don't be afraid to ask people questions. mingle with people from other radio stations, try to learn something from everything you do this weekend. and you will return to your college station a better broadcaster! Isn't that what it's all about?" Well put. Greg. I know I learned several things
A) That college broadcasters are a lot brighter than we were at the same time several eons ago. B। The girls in broadcasting are much more talented and prettier than in the days of silent radio. CI I also learned not to park at the lot across the
street from the Biltmore Hotel - it cost me 75 cents for every 20 minutes - however. I did have an opportunity to witness the Wino Festival in Pershing Square . . . plus watching the old codgers harfing and feeding the pigeons lif you looked closely. you would notice they were feeding the winos to the pigeons! l.

The convention program included discussions on news and wire services. management. principles of programming, internships being the best way to get your foot in the door of a professional radio or TV station. women in broadcasting, trade papers and how valuable are they. and the art of radio production and promotion which included a panel of Bobby Ocean of R\&R and KHJ, Carl Dameron (KCPK), and Ernie Anderson, the promo voice of ABC-TV. (Ernie is rumored to have made over $\$ 800.0000$ last year just doing announcements for the network. 1

I missed the panels on how to change your socks during a 15 second jingle . . . the session on the size of your amplifier is not important. and the significance of euthanasia to certain salespeople.
Special kudos to Manny "The Bean" Pacheco. K LA's General Manager. for letting me eat my boutiniere at the keynote luncheon.


## Movies Good Moves As CBS Wins Week, ABC Third

Propelled by a blockbuster movie attraction each, CBS and NBC shot past season leader ABC in the Nielsen race for the week ending Nov. 25. CBS, whose telecast of "Oh God" was second for the week, won over all with a 19.8 average rating. NBC, with lis "Smokey \& The Bandit" presentation edging the Burns and Denver flick 31.8 to 31.7 in the ratings, escaped the cellar and gave CBS a good race, ending up in second with a 19.3. ABC, with good series strength (eight regular shows in the top 20), had no hit special programming and finished with 17.8

The two hit movies were followed closely by " 60 Minutes" (CBS), which had a 31.6 ratings, just missing the top. Next were 4) "Three's Company" (ABC) 5) "Angie" (ABC) 6) "Dukes Of Hazzard" (CBS) 7) "Happy Days" (ABC) 8) "Dallas" (CBS) tied with a CBS "Charlie Brown" Thanksgiving special, and 10) "Real People" (NBC), in its strongest showing and debut top ten appearance. Bob Hope proved his collegiate appeal is still strong by 13) "Litte House On The Prairie" (NBC) 14) "M $\mathrm{M}^{\circ} \mathrm{A}^{\circ} \mathrm{S}^{*} \mathrm{H}^{\prime \prime}$ Campus" (NBC) in a dead heat with ABC's "Taxi." Following were 13) "Litte House On The Prairie (NBC) "Charlie's Angels"
(CBS) 15) "Turning Point" (CBS) 16) "Vega\$" (ABC) 17) a tie between "Archie's Place" (CBS) and "Che (ABC) 19) "Eight is Enough" (ABC), and 20) "Love Boat" (ABC)
"Archie's Place" beat "Mork $\&$ Mindy" once again, but that battle hasn't long to go. ABC announced several midseason schedule shufflings, with "Mork" returning to its orginal Thursday 8pm time slot. "Lavern \& Shirley," which held down that time period this season after dominating Tuesdays at $8: 30$ for years, will now move to Mondays, a weak night for ABC. Another significant move has "Angie," which moved to Tuesday this season and has performed strongly (No. 5 this week), shifting to Saturday. More changes are expected.

## SODIO SOOMPR

ARBITRON TO PRODUCE HOME VIDEO STUDY: The Arbitron Co.'s TV division and Video Probe Index, a cable TV research firm, have announced plans to produce a joint survey of the "new electronic media;" i.e., any use of the TV set beyond conventional TV broadcasting. The survey will poll 9000 cable, pay cable and non-cable subscribers in the top 25 markets with viewing data, consumer data, and various individual breakouts to be released in Spring 1980 . . . VIDEO "WISH BOOK" DEBUTS: Warner Cable Corp. and its new partner the American Express Co. will unvell a new marketing concept called the "Video Catalogue Channel" in Columbus, OH and Reston, VA in time for the ' 79 holiday season. Described as the "first time that a separate cable TV channel has been reserved solely for the purpose of merchandising," It will display seven groups of products from the American Express Christmas catalog in five-minute intervals so that current Warner Cable subscribers will be able to shop from the convenience of their own homes... TOP TEN VIDEO PROGRAMS FOR NOVEMBER '79: According to Videography magazine, the ten best-selling video programs for November were 1) "M*A*S* $H^{\prime \prime}$ (20th Century. Fox/Magnetic Video), 2) "Butch Cassidy" (20th/Mag Vid), 3) "The Story Of O" (Allied Artists/Allied Artists Video). 4) "Patton"' (20th/Mag Vid), 5) "The African Queen" (Viacom In. ternational/Mag Vid), "Flesh Gordon'" (Vanguard Productions/Media Home Entertainment), 7) "Deep Throat" (Plymouth Distributors/Int'I Home Video Club), 8) "The Sound Of Music" (20th/Mag Vid), 9) "Debbie Does Dallas" (Gale EnterprisesNCX), and 10) "Carnal Knowledge" (Avco Embassy/Mag Vid). VHS wins the format battle again with 72 percent to Beta's 28 percent .

## ERR WAVES

BY BOBBY OCEAN



WIFI add $29329-25$ 940 9-8 KBEQ 39-38 WGCL on WOKY add KEARTH add KFRC on KJR deb 26 KIMN on KOPA deb 30 WBLI add WICC add 0106 add WHYN on WKEE deb 32 KNOW 15-12 WFMF add 298 30-24 WAPE add 27 B.J105 on


WSGA 16-15
95SGF 5 -3 WBBQ 20-13 WHBQ on 920 add WSKZ 15-14 WRJZ deb 34 WNOX 1412 WAYS deb 34 WRVQ add WAKY 30-26 KOFM add KZ93 on WMEE add WOW add 92X on

KERN add Y94 19-11 KING on KJRB deb 28 KTAC add KRUX deb 40 KORL on WLBZ on K104 32-24 WEEO add 14WK deb 40 WCIR 28-26 WAAY 42 WHHY add G100 add KX104 30-28

WFOX 16-13
WCGQ 16-11
WSEZ 40-34
WANS-FM 18-15
WROV deb 27
CK101 deb 33
WKXY 23-17
KOWB-FM 20-18
KKXL deb 26
WAKX add
WSPT 27-22
WRBR on
KENI add
KSLY add
KCBN on KBDF deb 29
KBOZ 30-27
KOOK on
KFXD 26-20
KRLC 12-9

# TOM JOHNSTON "Savannah Nights" 

## JUDIE TZUKE

"STAY WITH ME TILL DAWN" A CLASSIC!


| 92Q HB-29 | WGAD 26-21 |
| :--- | :--- |
| WRJZ 32-28 | G105 26-23 |
| WSM-FM HB-27 | WVLD 38-33 |
| WALG 35-31 | WLEQ 44-38 |
| WAUG HB-28 | KTOQ 24-20 |
| WGSV 30-25 | KCPI 29-19 |


|  | ALSO ON |  |  |
| :--- | :--- | :--- | :--- |
| KOBO | WQTC | KJAS | KLEE |
| KSKG | WDUZ | WANS | KOKK |
| KGMO | KVOX | WGNI | KCLD |
| WDBQ | KKXL | KWEB | WLOL |
| WRIG | KFIV | WEBC | WILS |
| WIFC | KBDF | KSTT | WKWK |

## FROM THE ALBUM "STAY WITH ME TILL DAWN"



PRODUCED BY JOHN PUNTER
-MCA RECOROS
O1979 MCA Records. Inc.


## Defining Your Markets

0ne of the first steps in any successful marketing program is a careful specifi cation of the people or organizations to whom you are directing your marketing efforts. For radio, the basic marketing problem is a bit more complicated than that faced by the typical marketer of consumer goods and services. This is be cause radio has two distinct customer groups listeners and advertisers. Furthermore, these two groups are not unrelated to one another; your success in marketing to the latter group will de pend, in large part. on your success in marketing to the former Most marketers have only one basic customer group (ie., end consumers of their products) to which they must cater So media marketing presents a relatively unique marketing problem which requires a sophisticated approach in order to ensure market success

## The Concept Of Publics

While your immediate customer markets are of most importance in guiding your marketing effort, there are also other groups of people which you care about, even though you don't "sell" anything to them directly The exist ence of these related groups has given rise to the notion of "publics" to which the marketer should be responsible the most important publics to any marketer are the customer publics, as men foned above The two customer publics for radio are always made up of at least two subgroups - (1) current listeners and potential listeners, and (2) current advertisers and potential advertisers There are also other possible "subpublics" or segments within the customer publics, and we'll take a look at these in more detal later

## The Record Industry Public

What are some of the other relevant publics for a radio station? There are probably more than you realize One obvious one right now is the record industry Music-oriented radio is obviously heavily dependent upon the recording industry which supplies the basic music product. The record companies. on the other hand, rely on radio airplay to help generate de mand for their products


## The Local Community

Rdio, as a local medium, forms an integral part of the community within which it broadcasts While (it's hoped) many local people will actually be listeners and/or advertisers, many others will not. Yet radio, as a local business enterprise, is ultimately responsible to these nonlisteners and non-advertisers this is generally known as the need for "corporate social pesponsibility " The station must be percetved as a "good citizen" by individual and organizations like any business. a good public image is part and parcel to a radio station's long run survival and profitability Cenerally, radio seems quite active on this dimension, participating in local charity drives and the like Occasionally, however. there are examples of how not to build good public relations - for example. last summer's radio-sponsored disco debacle at Comiskey Park in Chicago (Another example where good public relations may be important is in maintaining a good working relationship with those record stores that provide you with sales information)

## Regulators

 he notion of public responsibility is in many ways formalized by the FCC, FIC and other regulatory bodies Obviously, radio is a powerful medium, and due to its inherent relationship to one of our basic Constitutional rights free speech - many interest groups and individuals have strong feelings about how radio should be operated. Thus, it is imperative that> "Radio has two distinct customer groups - listeners and advertisers. Most marketers have only one basic customer group to which they must cater. So, media marketing presents a relatively unique marketing problem which requires a sophisticated approach in order to ensure market success."

But there is currently a rather acrimonious relationship between the radio and rec ord industries, even though they are mutually dependent on one another. Some record industry people place part of the blame for the recent sales slump in prerecorded music on radio sta tions which play uninterrupted albums. While this would appear to be only one factor, and possibly not a very important one, in the general sales decline, it nevertheless indicates a need for the radio industry to "market" itself to its so called "sister industry." By so doing, the synergistic relationship between the two will not be further damaged. If the record industry were suddenly to come to regard the radio industry as a competitor rather than a working partner, the consequences for radio and for records could be disastrous. Thus, the record industry constitutes a crucial public for radio
radio do a good job of representing itself before the regulatory public - consisting of various agencies and legislative bodies - in order that rules and regulations not reflect inaccurate views of the industry. Here, industry trade associations are perhaps the most efficient means of marketing to this public. although individual stations can also be very effective. I was quite impressed by the radio people who gave testimony before Representative Lionel Van Deerlin's Subcommittee during consideration of the rewrite of the Communications Act. Let's face it - regulation is a fact of modern marketing life (many top corporate officials estimate that $50-75 \%$ of their time is spent in dealing with laws and regula tions), so the prudent media marketer accepts that constraint and attempts to be sure that the inevitable regulations are as meaningful and beneficial to the public as possible

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## Station Personnel

ne important public that many marketers overlook is their own staff. People are what make an organization work, and can be viewed as the "supplier" of the necessary human resources. Therefore, you must do a good job of "marketing" to this "internal" public in order to ensure a successful effort in reaching your "external" publics. This means a good two-way flow of communication between management and subordinates

Derhaps most critical is the need for a symbiotic relationship between sales and programming - we're all in this together, gang! Also critical is the acceptance of station goals and objectives by your air personalities. In many respects, the air personalities represent the station's personality as far as the listening public is concerned. If you have an unhappy jock on your hands, you have a problem. Those of you who saw "WKRP" a few weeks ago will recognize the problem immediately - in that episode. Dr Johnny fever advocated that listeners dump their garbage on the City Hall steps in order to vent their frustration over an ongoing garbage strike. Obviously, this idea was not exactly the sort of thing that appealed to station management The problem was eventually worked out, I imagine I'm not sure, because at the height of the crisis, Loni Anderson entered the scene, and my mind went blank

The key point is that a successful marketing effort relies on a true team effort up and down the organizational ladder, and you must do your best to "market" the marketing concept to everyone involved in serving your other publics

## The Radio Industry

he remainder of the radio industry con stitutes another public of which the station must be cognizant. Obviously, the local radio industry is in some sense a "competing" public, but it also is a complementary group Your station's talent has to come from somewhere and that often means other stations Thus, to the extent that your station has a relatively high degree of stature in the industry, ether locally or nationally, you can expect to attract better talent. Major market stations have a natural advantage on this dimension, but some major market stations have better "images" in the industry than others. It is not wasted effort to market your station to the industry - most people would prefer to work for a station that is perceived as progressive, dynamic, successful, etc. So, creating industry awareness of your station, what it stands for, its successful ventures, etc is important. That perhaps explains, at least in part, why there is a waiting list to become an $R \& R$ reporting station Nothing like a little national visibility to boost a station's stature and morale

## Summary

This was a brief look at some important publics for any radio station. There may be others which I didn't consider here. And within each of the ones I did mention, there are likely to be subpublics. It is up to you to ascertain those for your own market. Next week, I'll deal with the specification of sub-publics or segments within the two key customer publics - listeners and advertisers

"I would tend to think that the personal placement and pickup of diaries would be best. with blacks doing the place ment and retrieval."

## Interview With Keith Adams Of BENI

One of the most imfluential radio programmers in the country is Keith Adams, VP of Programming Ior Ragan llenry's Broadcast Enterprises Network, Inc. Adams is in charge of the programming efforts of the BENI stations in markets such as Tampa, Allanta, Cincinnati, Charlotte, and Jacksonville. With BENI being one of the largest, if not the largest Black-owned group, $\mathbf{R} \& \mathbf{R}$ thought readers might be interested in the thoughts of Keith Adams regarding the state of radio research these days.

## Telephone Retrieval

R\&R: How do you feel about the way Arbitron currently measures black listening with the Telephone Retrieval method?

ADAMS: I've always been against TR for fwo reasons - first, Arbitron came up with the Telophone Retrieval technique after research that was conducted in the late 60's. This was a turbulent proriod in the relationship between blacks and whites, and I clon't think that in the 70's you have the same attitudes and pereeptions that were operational in the $60^{\circ} \mathrm{s}$. As a result, I don't think the results of the TR research is valid in the 70 s . Second, I don't think you can mix apples and oranges.

R\&R: Mixed methodologies, diaries, and Telephone Retrieval?

ADAMS: Exactly. I think that when you have a white female calling a black household and talking to everv member of that family you may be getting what the family wants you to know, not necessarily what the truth may be

R\&R: Would you feel that TR might be more uorkable if the interviews were at least conducted by black personnel?

ADAMS: That might help, but it isn't the wholeanswer
$\mathbf{R \& R}$ : What is?
ADAMS: That's the problem. I'm not sure what the solution is

R\&R: In the interview I did with Rick Aurichio for the Ratings Report, Rick mentioned a differential survey technique, the augmented diary. Could this be an improvement over the current TR method?

ADAMS: TThe only difference between that and the current method is that with the "augmented diary" the respondent would have a diary and would be walked through the diary several times a week with a phone call from Arbitron. I don't see any difference between that and TR, because you still have the same built-in bias in terms of the people (non-ethnic) who are calling the blacks. Now, if you have a black voice calling with the augmented diary system you might have a little better response rate

R\&R: Is there another aspect to the problem of getting good data on black listening habits?

ADAMS: It is my opinion that blacks are especially sensitive about their privacy. That's one reason why there is a tigher percentage of unlisted numbers among blacks. They don't want to be hassled, and to be "found" usually means something bad.

R\&R: What does that bode for the spread of Arhitron's Expanded Sample Frame technique (whereby unlisted numbers are sampled) around the country?

ADAMS: At least as far as blacks go, I would imagine it means the privacy factor will cause them to not want to cooperate with a firm that has found them when they have an unlisted number. This could mean, I suppose, a problem in properly sampling black listening in the 80's
$\mathbf{R} \& \mathbf{R}$ : As we look to the 80's, what do you think might be the best way to properly sample black listening inputs?

ADAMS: I would tend to think that the personal placement and pickup of diaries would be best, with blacks doing the placement and retrieval. I would hope that Arbitron will at least look into this possibility

## Arbitron's Main Problem

R\&R: What would you say is Arbitron's main prohlem in dealing with Black radio?

ADAMS: They have no sensitivity to black audiences, thus they have no feel for how to measure the medium
$\mathbf{R} \& \mathbf{R}$ : How can Arbitron best obtain a feel for the black listener?

ADAMS: I guess the best way would be through black broadcasters, although we may not know sometimes we're too close to the forest to see the trees.

R\&R: Does the telephone's intrusiveness you alluded to earlier also apply to your thoughts about the new Burke service?

ADAMS: If Burke goes to the extent of hiring and using black interviewers, then OK. If not, they also have the built-in bias and need to look at hiring black staff in order to improve respondent cooperation among blacks.

## Qualitative Research Needs

R\&R: How do you feel about the state of qualitative research as it applies to black audiences?

ADAMS: There is a great void in black audience qualitative research. This is largely because the ad agencies do not recognize the significance of black buying power in this country.

## Q\&A

R\&R has received a flood of favorable comments and requests for more copies of our first comprehensive Ratings Report. Many are asking "Will there be another R\&R Ratings keport in the near future, and if so, when will it be out?"

Yes, there will be another Ratings Report. $\mathbf{R} \& \mathbf{R}$ will compile another volume after the results of the O/N 79 sweep are available, and our report on all 90 sundicated markets will be out to you before the start of the Spring "80 survey. Extra copies of our first Ratings Report are available from $\mathbf{R \&} \mathbf{R}$ for $\$ 12.50$ per copy

## Week In Review

Extended Measurement Decision Due In Top Three Markets

By the end of this week, broadeasters in New York. L.A. and Chicago must decide whether to approve the use of extended measurement survevs in their markets. If a majority of Arbitron subscribers approve the longer sweeps, the markets would be measured continuousty beginning February 28. 1980. If one of the top three markets should not go for the continuous sweeps. Philadelphia and/or San Francisen will be given the opportunity to approve the longer surveys, with the same February 80 implementation date.

## RAM Reorganizes. John Patton VP/GM

RAM Ressarch will soon officially amounce that Johin Patton, formerly VP of Marketing, is being elevated to take charge of all day-today operations of the San Diego-hased ratings firm. Jack McCov will now be concentrating on new product development for the company. Patton told R\&R that he was going to see that "our people know how vital it is that everything be absolutely properly done." Patton stated that RAM finances "just aren't a problem." and that he intended to see that RAM became "very aggressive in client service.
$\mathbf{R} \& \mathbf{R}$ : What are the most important areas of qualitative research as applied to Black radio and black audiences?

ADAMS: Most vital to us is perceptual re search which measures the feeling of black audi ences for the way Black stations sound. Are we running the right features, the right music, the correct sound from our personalities? The second key area deals with product usage from the black audience point of view. There is no research on black consumerism

## Music Research Efforts

IR\&R: What tupe of music research does your group use to measure black listening preferences?

ADAMS: Currently we use store sales and gut feelings to judge music movement. However, in Charlotte next year we will be starting to use passive research done in a twolold manner. We hope to sample 110 respondents per week by mailing them a list of songs about which we will ask their preferences. Later, when we call these people we'll play songs down the line to clarify any tunes they may not be familiar with. If this technique proves useful in Charlotte we'll exprand our efforts to other markets.

## Into The 80's

R\&R: As we head into the next decade, are there any special concerns you have with regard to Black radio?

ADAMS: Two major concerns. First, that Black radio may be pre-empted bv general music radio. Second, that the threat of computerization will kill our sales efforts. If it gets down to ratings only, as opposed to the "response" pitches we now use, Black radio may not be able to survive

Jhan Hiber formerly a management emplovee at Arbitron, werver as R\&R Resareh Fiditor. Call Jhan with ams quer tions vou mas haver rions wou mas have rewarding rarlio rewearch and ratiogs.


## EPIC HEATS UP WINTER AIRWAVES



PAGES
"I Do Believe In You"
All These Stations Believe It:

| WIFI on | WCIR on | WCIL on | KMKF on |
| :--- | :--- | :--- | :--- |
| KBEQ 39 | WRKR 39-36 | KYGO on | WIFC on |
| KFI on | WGBF add | KJOY on | KUHL on |
| KNOW on | KSLY 18-16 | KPISZ on | KCAP on |
| WNOE add | KYSN on | WEAM on | KRPL on |
| WISM 18 | KDZA deb 30 | WCSC on | KYLT on |
| WOW add | KQDI on | KJAS on | KALE on |
| KHJ 21 | KFXD 29-23 | KJMO on | KYYA on |
| KERN on | KPAM on | KLZR on | KBBK on |
| KRUX on | KEWI on | WSKG on | WEFM on |
| KRQ deb 39 | KASH on | KJCK on |  |



## REO SPEEDWAGON

"Only The Strong Survive" Showing Strength At These Stations:

96K $\times 26$-24
Z97 add 26
KRBE add
KWK 7
WGCL on
KUPD 7.6
WBBQ on
KX104 on


## IAN GOMM <br> "Hooked On Love" <br> These Stations Are Hooked:

KNOW on
KTAC on
WCIR on
FM99 on
KQWB-FM on
WRKR on
KFXD add
WEAM add

## SHIPPING DECEMBER 4th

DAN FOGELBERG "Longer'"
MOLLY HATCHET "Flirtin' With Disaster" FABULOUS POODLES "Man With Money'"


## "Thirar Time Luck ${ }^{\prime \prime}$ foghat <br> 

## TITETETME: BREAKERS

FOGHAT
Third Time Lucky (Bearsville/WB)
67\% of our reporters on it. Moves: Up 62, Seme 28, Down 0 Adds 33, Including WXLO, CKGM, WGCL, KEARTH, KJR WTRY, JB105, WSGN, WLAC, KWEN, KRSP. See Porallels cherts of number 30.

## Producod by Foghat \& Toay Outoda



## On Boarsille Rocords <br> Manafacturod and Distribated by Warner Bros. Roeords



## STREET TALK.

At MCA Records Denny Romenerantz has assumed new responsibilities but not a new title. Denny remains as VP of A\&R with the additional duties of overseeing promotion, which is still headed by VP of Promotion I,arry King. Now instead of reporting to Stan I ayton, the promotion department of MCA reports to Rosencrantz.

After a glowing review from KPRC/Houston's PI) Jack London in last week's News/ Talk section (R\&R, 11-23), Anita Martini has moved across the street to KULF/Houston. Anita is the first woman Sports Director in a major market, and will now be the first woman Sports Director to nove from a News/Talk station to a music station in a major market.


Where Are They Now Department

With Bob Pittman officially leaving WNBC/New York this week Isee Page 11 we thought it would be nice to track down his former WNBC GM Charlie Warner. Where is Charlie now? He's teaching Communications at Southern Illinois University.

Teddy Pendergrass has announced his final concert dates for 1979, and he will play six of the most prestigious musical theatres in the East, Midwest and West. The theatres are "far more intimate than concert halls." but that presents another kind of problem for the sexy singer. To deal with the special kind of security problems these shows might cause. Teddy will hire security personnel on a city-by-city basis. "We are looking for beautiful women who are also black belt karate experts," said Pendergrass. "My regular security men are great, but they're not much to look at!" Instead of women rushing the stage at the Pendergrass shows, now the men might get their chance, but we warn them to do so advisedly.

Is Howard Rosen, formerly of Casablanca, about to sign on as VP/GM of Bearsville Records?

Two new appointments at WQXI-AM-FM/ Atlanta this week as the stations prepare for the loss of Don Benson. WQXI-AM has tapped Fleetwood Gruver as PD. He has been with Quixie since 1976, joining the station from WKLO/Louisville. On the FM side, Jim Morrison, formerly of WFOX/Gainesville, has been promoted to PD for 94 Q . Jim had been Don's Assistant PD on the FM since June of 1978. Both programming appointments take effect on December 7th.

Look for the FBI to get into even more action as they crack down on record bootleggers. Reportedly the feds have tracked some counterfeiting and piracy direct to "organized crime" and are now ready to mount major raids.

If you heard that Motown was about to sell its lucrative Jobete Publishing company, you heard wrong. A spokesman for Motown denied that Jobete was "for sale," but admitted that they had been contacted by some who were interested in buying the firm. With catalogue items by Stevie Wonder, Marvin Gaye, Commodores, and Supremes, we can understand the interest.

## New Prince Takes Over Nation.

WRKO add WPGC add Y100 28-25 KSLQ add 33 KEARTH add KOPA add KTSA deb 21 WTIX 40-33 WNOE 34-24 KEEL add Y103 add WSGA add 29 WBBQ add 29 FM100 add


92Q add
WNOX deb 28
WKIX on WVIC add WYRE deb 24 WAAY add WHHY add KX104 add WSEZ deb 39 WISE add WFLB 22-20 WANS-FM deb 31 FM99 add

## PRINCE "I WANNA BE YOUR LOVER"

## TOP-40



## Top 40 Evolution, Encore

In the last two weeks we've explained the evolution of Top 40 radio and taken a closer look at what one particular station is doing - WBBG/ Cleveland and its $25-49$ approach to the new Top 40. This week we examine the other side of the evolutionary spectrum.

If you scan the Parallel One playlists each week in R\&R, you probably have noticed that KUPD/Phoenix and a few other stations have moved their music toward AOR. In fact, several record company representatives have mentioned to me that these stations more properly belong in Jeff Gelb's section than they do in Top 40. I talked with PD John Sebastian to get his views on the direction his station is taking and why.

## The New Breed

John told me, "When I left KHJ/Los Angeles in January of this year. I made the state ment that without drastic change AM radio for the $12-24$ audience in L.A. was dead. I would now say the same statement about AM radio everywhere! The statement I made has been upheld in my opinion by the fact that KHJ's ratings have continued to decline. I believe that a couple of years ago a dying AM radio station could have made some drastic changes and competed with FM. Now I think it's much more realistic for AM Top 40 to go after the $25-49$ demographic. But getting back to what's going on here at KUPD, I would call it the new breed of Top 40.
"When I came to Phoenix I gave myself a whole new education. I said to myself, OK, I've just left L.A., and for a lot of reasons I wasn't as successful as I wanted to be. But I want to be extremely successful again. So, I went out and opened myself up to people around 19 years of age . . . college students, high schoolers. I went to concerts where I maybe didn't like the music because it was way too loud. I went to see what the lifestyle of the people that wanted to be there was like. Surprisingly enough, these people were very open to tell me exactly what they thought - what they liked and what they hated. They almost drew the format up for me and it became very obvious what needed to be done."

## A Look At The Winners

Is that how you came up with the Top 40/AOR sound for KUPD?
"Partially, but let's backtrack a minute. When you look at the 41 Parallel One stations as tracked in R\&R, only seven of those stations beat their AOR competition in total
"I'm doing the same things as far as research of the music goes now as I did at KDWB and KHJ, but I'm now testing a whole new group of people.'
shares $12+$. That told me something right there. I think there is a need for Top 40 to take a stiffer stance against AOR and to be more open to what the positives of AOR radio are. In my opinion Top 40 radio has generally taken a defeatist attitude and limited its competitive sights. Some Top $40^{\prime}$ 's no longer compete with all stations in their markets, they only compete with the other Top 40's.
"What I've done here is open myself up to the possibility of beating KDKB (Phoenix's highly rated AOR). I'm competing to be number one, not just the number one Top 40 station. And that's how the format concept came together."

Are you still using call-out research for the music?
"A lot of people have come to Phoenix, listened to the station, and walked away with the impression that I'm not doing call-outs anymore. I'm doing the same things as far as research of the music goes now as I did at KDWB and KHJ, but I'm now testing a whole new group of people. I am as committed to call-out research now as I ever was.
"We've taken a look at a whole new type of person to test, not only in age, but in psychographic as well. The people we test now are the people that made KMET/Los Angeles the biggest thing in rock radio. They're basically the $15-24$ group, leaning slightly male. They're the type of people that go to concerts, buy record albums, and are the first to discover new acts. They're the very vocal trendsetters who often act as the best kind of outside advertising for your station. They influence the people around them. They make it hip to listen to your station, and they put peer pressure on their friends to listen, too. I think the station that serves the needs of this core audience best stands the best chance for success."


John Sebastian
Program Director, KUPD/Phoenix

Your playlist leans heavily toward AOR, and yet you continue to de-
fine the station as new breed Top 40. What have you brought from each of the two formats to create the KUPD sound?
"I think the best part of AOR is their presentation. They don't scream at people, they talk with them. They don't jump on intros and outros and they don't have prohibitively high commercial loads. Top 40 radio at its best is aggressive, it promotes itself well, and it is willing to promote its clients. Plus. Top 40 rotates the hits faster than AOR.
"Musically, Top 40 is more consistent than AOR in that listeners come to rely on a Top 40, knowing that whenever they tune in, they're going to hear their favorite songs. We've kept that positive part of Top 40 on KUPD and the other things I mentioned like promotional stance and outside advertising. And from AOR we've taken the presentation. Our jocks don't interfere with the listeners' enjoyment of the music."

But aren't you playing mostly AOR music, as opposed to Top 40 music?
"If you're within the target $12-24$ audience, whenever you tune in to KUPD you're going to hear one of your favorite songs, guaranteed! With an AOR station, you might hear a lot of songs that you've never heard before, songs that they play for image more than anything else.
"Every song that we play as a current is either a single or becomes one later on... so, we're not that far out in our musical selection of currents. Maybe we're a little earlier on rock product than all the other Top 40's out there, but remember who the target audience

## "I think that because some Top 40's restricted them-

 selves from playing the hit songs that $A O R$ radio was being so successful playing, those Top 40's really lost a lot of ground.'is and then the music selection makes perfect sense. The core audience is hip. They buy lots of music and they know the new sounds first. so to keep up with them, we give 'em what they want."

## What Is Hip?

Let's get specific about music for a second. There seem to be lots of very successful artists that KUPD does not play. Is that because they aren't hip?
"That's it. Music selection depends on what is hip and hip is what people in our core audience want to hear. Hip is what the core actives have always determined - they decide who or what is hip.
"Go back to 1972 when Helen Reddy released "I Am Woman." She was hip, having just had some radio exposure with a song from "Jesus Christ, Superstar," and "I Am Woman" became a sort of anthem for the equality movement. Then, through a combination of overexposure and some not so strong releases, she became unhip and Top 40 radio pretty much stopped playing Helen Reddy. Now, I'm not saying that Helen Reddy isn't a fine artist, but she does not have strong appeal in the lower demos anymore. She's just not hip anymore.
"That's just one example of what's happening at KUPD today when we don't play artists like Barry Manilow or Anne Murray or any other artists that are no longer hip with our core audience. Manilow and Murray are fine for the $25+$ audience, particularly women, but for us, they just don't have the appeal for the 12-24's.
"We're not just interested in hit singles. We're interested in hit songs. In my opinion that's what Top 40 radio was always all about - hit songs. I think that because some Top 40 's restricted themselves from playing the hit songs that AOR radio was being so successful playing, those Top 40 's really lost a lot of ground. All I'm really doing now is incorporating those songs into my format.'

## Being "Righter"

Then what keeps KUPD from being just another AOR station? Your music relys heavily on what is happening in AOR within the market, right?
"We are aware of what music is being programmed on both the Top 40's and AOR radio in Phoenix, and I suppose we pay a bit more attention to KDKB than KOPA. But
"Hip is what the core actives have always determined

- they decide who or what is hip."
the difference between KUPD and a typical AOR is the underlying difference between all Top 40 and AOR stations: we're much tighter. We're much 'righter' record to record.
"I have never before been able to get to the point where we are now with KUPD. I have never been able to make the statement before that every single song that we play, whether it's a current or an older song, has been tested and meets the requirements of the target core $100 \%$. Today I can say just that.
"If you listened to the station for one hour and wrote down every song that we played, you'd see that we're 'righter' for the target audience than KDKB. And the difference is the research. AOR doesn't traditionally research the cuts from albums they play the way I always have, and to me, that makes our music that much better."


## Too Hip For The Room

What about the critics who would say the 25-49 audience, since it is the population group most in demand by advertisers, is a better target to go after?
"In the current state of radio there are so many different stations going after that $25+$ audience that it leaves a hole for the 12-24's. You and I both know that there are national and local buys for every demographic cell, not just the $25+$ group. So, we are targeting for the $12-24$ audience with a new breed of Top 40 . I have always felt that the true base of any Top 40 station's numbers has to be 12-24. I want to have strength in that area in fact dominate it, and then expand the demos later on.


The hit single from America's album sales leaders of 1979.


## John Leader

(Continued from page 20)
"I think we need to have the two types of Top 40 radio you wrote about two weeks ago. The AM stations generally are being forced to go after the $25+$ audience because the 12-24's just aren't listening to AM in great numbers anymore. So, they can nicely fit into the 25-49 Top 40 sound that might tend to be a little softer, more adult in music selection, presentation and promotion
"On the other hand you have stations like KUPD, KWK/St. Louis, KDWB/Minneapolis and $96 K X /$ Pittsburgh. These are the FM's that have seen the market shares of AOR and adjusted their sounds accordingly. We'll still have all the good things that made Top 40 successful through the years, but we'll be more aggressive and musically more correct than the AOR's . . . we'll be tighter and brighter.
"I really believe that if FM Top 40 doesn't go in this direction, then tight-AOR stations will become the new Top 40's of tomorrow. And by Top 40 I'm talking about 'young people's radio.' If we don't compete with AOR, if we all just say, 'they can't be beat,' and lay down and die, then AOR will become the new Top 40. I don't want that to happen and in this market we're working to see that it doesn't."

John Sebastian has taken a little from Top 40 and a lot from AOR and blended the two formats together. His music list may look quite AOR, but his point about most currents either being singles now or becoming singles eventually is a good one. I have always felt that the listeners don't perceive the size of the record you are playing as much as they perceive it as a song they like or dislike.

KUPD is musically much more like a Top 40 than an AOR station when it comes to amount of product exposed but much more like an AOR than Top 40 when it comes to type of product exposed. The biggest surprise of all may be that John is now more interested in testing the actives than the passives.

He has defined his core audience, tested their musical preferences, and is presenting a format he feels they will prefer to AOR or traditional Top 40 . As I said two weeks ago, in the evolution of Top 40 radio the winners will be easy to spot, just pick up a ratings book. The just-concluded October-November sweep will be the first real test of John's evolutionary format, and you can expect a follow-up report when the results are known.

We have seen both sides of the Top 40 evolution and only time will tell what other directions the general format description of Top 40 will take. There will be those of us who agree with one philosophy or another, but I hope none of us will be naive enough to believe that any new format direction can apply universally. As always, the market must dictate your successful direction.


EWF, WHBQ AID UNICEF - WHBQ/Memphis conducted an interview with Earth, Wind \& Fire's Maurice White as part of a UNICEF promotion recently. Pictured (l.r) are WHBQ air personality Paul Mavar, Columbia's Tom Chaltas, Whlte, and WHBQ PD John Lang.


## Motion

Chuck Lakefield exits wOKY/Milwaukee for the 7pm-12midnight shift at KMJC/San Diego. Another new staffer for Magic 91 (KMJC) is weekend personality Neal Cannon from KFMB/San Diego . . . Chris Bryan is leaving G100/Mobile, where he had been doing afternoon drive, for air work at FM97(WEZB)/New Orleans . . . PD Pat Martin has lost another member of his "Wisconsin Farm Team" at WSPT/Stevens Point. Dallas Cole segues from WSPT to WOKY/Milwaukee . . . Z97/Ft. Worth announces two new staffers: Mike Shannon is now Z97's Production Director, coming from KNUS/Dallas; and Scott Anthony is the new $6-10 \mathrm{pm}$ jock from WRK0/Boston . . WHBQ/Memphis has solidified

its morning team with the four members shown in the photo. (1-r) WHBQ's Sports Director Kevin Card, Gallagher \& The Mayer, and morning news anchor Greg Jarrett now complete the WHBQ morning sound which has really been in transition since Rick Dees exited for KHJ/Los Angeles last April . . . As outlined in last week's Street Talk (R\&R 11-23). WZAT/Savannah has gone live, dropping its automated Top 40 sound. WZAT is WSGA/Savannah's sister-FM, and General Manager Jerry Rogers has announced a number of personnel changes in conjunction with the new live Top 40 sound of WZAT. Brady McGraw is now PD for both WSGA and WZAT. Dennis Reid and Jim Lewis assume the responsibilities of Åssistant PD and Music Director, respectively, also for both stations.


PD TAKES HEIR TO AIR SHOW - 14QWorcester was the official voice of the city's "Air Show 79," which featured the Blue Angels and other aerial spectaculars. Pictured (1.r) at the show are PD Cliff Blake and his daughter Christy, air personality Gary Nolan, Promotions Director Jim Schakenbach, and MD Steve York.


OAK COAXES RADIO TO DEBUT PARTY - Marcury/Sky's The Limit's Oak held a listening party for radio to unveil the group's first LP. Pictured (llr, rear)are Bill Dowd, unidentified, Oak's George Borden, Mercury's Peul Power, Oak's Rick Pinette and Denny Caron, WBLM/Lewiston, ME's Jose Diaz, and WLKN/Lincoln, ME's Frank Delle; (1-r, front) Sky's The Limit President Carl Strube, WMGXIPortlend, ME's Dave Dean, Oek's Scort Weathersnoon, Polvgram's Paul Wennik, Oak's David Stone, WGUV/Bangor, ME's Mark Lawrence, WPRO-FM/Providence's Jack O'Brien, and AI Perry Promotions' Al Parry.


WKRP STAFFERS INVADE K-BEST - K-BEST/SAn Dlego was visited by wo of the regulars of the "WKRP in Cincinnati" staft recently. Pictured (l.r) are K-BEST PD Dene Hallam, Jan Smithers (Bailev Quarters of WKRP), air per. somality Dana Lauren. Tim "Venus Fiytrap" Reid, and air personality Gary Hamilton.


KING VISITS MESSINA - Columbia's Jimmv Messine was visited backstage bv KING/Seartle staffers after a local performance. Pictured (I-r) are CBS's Lartv Revmenn. Messina, and KING's Bruce Murdock. Tom McKav. and PD Rob Conrad

KRBE GETS FORBERT VIA RABBIT TRANSIT - Delivering Steve Forbert's "Jackrabbit Slim" LP to KRBE/Houston, E/P/A's Hershell Orr came to the station bedecked in an elaborate rabbit costume. The hareraising experi. ence was apparenth disconcerting to PD Clay Gish (left), who seems to think the rabbit might be rabid and is pictured taking appropriate precau tions.
 tons.


FMOA GOES LIVE - KRKE-FMIAIbuquerque has shifted its format from automation to live effective immediatelv. Rick Bradv, formerly of KTLK/ Denver, has been named the station's new Program Director and will work the 3-7pm airshift as well. Debbie Hughes, KRKE-AM's Music Direc tor, will handle music for both stations now and handle a weekend air shift on the FM Pictured "working over" the automation equipment are FMg staffers (from top to bortom) Patrick Hawkins, Debbie Hughes, Bill St. John and PD Rick Bradv.


THE WONDER OF CKLW - Stevie Wonder taped a wo hour special at CKLW/Detroit recent/y, his first lengthy interview in some time. Pictured at the station (l-r) are CKLW Production Manager Bob Lusk. Wonder, PD Bill Gable, and air personality Johnny Williams.



## PARAIIEL ONE PLAYLSTS



parallels
Parmblel f: Selected stations in mator manteas that ere formet domi. nente and/or exert a significant netionalinfluence.
Pwavill II: Selected stations in secondery menkets that are format dominant and/or exart a significant local or regional influence. This perallol may elso contain some major market stetions that do not qualify forperallalone status.

Parnilel III: Selocted statlons in amatier merkete that are format dominent" andlor exerta significantlocal influence. This perallelmay contain some secondery market stetions thei do not qualify for paralle/ iwostatus.

Nose: (")Format dominence is based on the Monday-Sundey, 6AM. 12Midnight total persons 12 plus shares as published by Arbitron. All present and possible future reporting stettons are evalueted and updared twice annuall. Thesa evaluations take place in January andJuty.
JOHN DOE

| "Hit Song" (Anylabel) |  |  |  |
| :---: | :---: | :---: | :---: |
| LP: Hit | Song |  |  |
|  | $100 / 25$ | 85\% | Noto |
|  |  |  | $\mathrm{Un}_{5}{ }^{51}$ |
|  |  |  | Some |

## EXAMPLE

| on it this weok, 25 of those 100 added it this weok. |
| :---: |
| 65\% - Percentage of this week's re. porting stations playing it. <br> Regional <br> Reach - Percentages of this woek's reporting stations playing the song within the four tracking regions. <br> 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 ton to on. add to on. 31-31, etc.). <br> Down 0 - Number of stations moving it DOWN on thei charts. <br> Adds 25 - Again, number of stations ADDING it this week. |
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181 REPORTS




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FOREIGNER
Hoad Games (A thantic)


149/7 82\%

ER/Friday, November 30, 1979










KENNY ROGERS


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| KVIL | 38105 32-25 | WFBG 8-39 |
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| west | KEEL 31-20 | WFOX 10-7 |
| KEARTH 25-1 <br> MFI $25-20$ KFRC <br> -100 29-16 <br> KJA on <br> $\begin{array}{lll}\text { KIMN } & \\ \text { KOPA } & 30-22\end{array}$ | WFMP 20.18 | wcco 27-1s |
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|  | $\begin{array}{ll}\text { KENO } & 1-4 \\ \text { KRUX } & 1-1 \\ \text { RRO } & 1-1\end{array}$ |  |
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|  | RORL $2-4$ |  |

## SUPERTRAMP

Take The Long Woy．．．（A\＆M） LP：Breakfast In Americe


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|  | K2EL $21-16$ | 7\％99 18－11 |
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|  | Y103 $10-8$ | KPUR 7.9 |
|  |  | mewer |
|  | 95SGP $10-9$ |  |
|  | W1AC 17－17 |  |
|  |  | krya $13-16$ |
|  | \＃5k2 3－3 | ккас $\mathrm{e}-9$ |
|  |  | kkLs 10－6 |
|  | ＊$\times 1 \times 1 \times 27$ | AAKx $7-5$ |
|  | wars 17－16 | WRKA 12.11 |
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|  | KRAV $28-18$ |  |


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| DIONNE WARWICK <br> Dojo Vu（Arista） <br> LP：Dionne <br> Reqlanal <br> 63／23 35\％ |  |
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## Others Getting Significant Action

（Continued from Beck Page）

POLICE＂Measage in A Borde＂（A\＆M）21／6
Moves：Up 6，Same 9，Down 1，Adde 5，Q105，KJR，WPST，KCBN．KDZA，CHUM 7．3，KWI 16－11．WANS $30-27$
SUZ QUATRO＂ghe＂s In Love With You＂（R80）20／6
Movea：Up 8，Seme 7，Down 0，Adds 6，WAEB，KRKE．FM．WGUY，WIGY，WHHY，Y 100
PAGE8＂I DO Bellove In You＂（Epic）19／3
Moves：Up 7，Some 8，Down 1，Adde 3，WNOE，WOW，WGBF，WIFI on，K8EQ 40－39， PAT BENATAR＂Heartbreaker＂（Chryeslla）18／2
PAT BENATAR＂Heartbreaker＂（Chrsealla）18／2
Moves：Up 7，Some 10，Down 0，Adds 2．KTSA，KZ93，KWK on，KUPD 28－12，WKXY 30－26． DIRT BAND＂American Dream＂＇（UA） $18 / 10$
Moves：Up 2 Seme 6，Down 0，Adde 10，940．KBEQ．WKEE，WAPE，WSKZ．14WK，WCIR
O’JAY8＂Forever Mine＂（Philadelphia International）18／6
Movee：Up 11，Same 1，Down 0．Adds 6．WABC．KRLA．WBLI，WHBQ 92a．WX 26－23． LED ZEPPELIN＂Fool in The Rein＂（8wen Songl 18 R
Moves：Up 4，Same 9，Down 3．Adds 2 KRBE，KBDF，KFRC on，B100 on，KLUC 27.26 FM 146
NITEFLYTE＂H You Went it＂（Ariola） 170
Moves：Up 7，Seme 10，Down 0，Adds 0，Y100 3－3，WFBR 30－28．WAXY 22－18，WAYS $33-29$ FM99 20－18．WKXY 17－13．
TRIUMPH＂Lay It On The Line＂（RCA）14／0
Moves：Up 9，Same 4，Down 1，Adds 0，96KX 6－3．WPEZ 13－9， 297 15－8，KRBE 30－27，KWK FLEETWOOD MAC＂Angel＂（NB）14／0
Mover：Up 8，Same 6，Down 0，Adds 0，KDWB 10－9，Y103 26－19，KJAB 29－14，KTAC 22．18， KRQ 18－11．WSPT 30－24．
HERB ALPERT＂Rotation＂（A\＆M） $12 / 2$
Moves：Up 5，Same 5，Down D，Adde 2 WFBR，Y94，WXLO on 940 on，KRLA 28－24，KWEN MAXINE NIGHTINGALE＇The Gir In Mo＂（Windsong）12／1
Movee．Up 3，Same e．Down 0，Adds 1，WKEE，KORL z6－21，WXIL 17－13，KSLY $30-27$
INMATES＂Dirty Water＂（Polydor）11／6
Moves：Up 1，Same 5．Down 0，Adds 5，KBEQ，WTIC－FM，FM100，WLAC，WSPT，KNOW
JIMMY BUFFETT＇Volceno＂（MCA）11／3
Movea：Up 6，Same 2．Down 0，Adds 3，940．WRJZ，KSLY，Q105 d－26，WRVQ d－16，CK101






# BREAKERS 

## PHYLLIS HYMAN

## You Know How To Love Me (Arista)

$54 \%$ of our reporters on $\mathrm{It}, 3$ new adds KHYS , KKCS, WOKF. Key moves 23-16 WMAS, $6-3$ WCAU, $24-21$ WBLX, $32-19$ WZZD, $30-27$ WSOQ, ho rotation KFMX, medium alrplay KSET, WWOM, WKYS, WKTU, debut 26 WBOS, on KXTC, WDON, WDAI, KITT-FM. Charts at number 22 on Airplay 130 .

## JANICE McCLAIN

## Smack Dab In The Middle (RFC/WB)

$64 \%$ of our reporters on It, 5 new adds WZZD, WPEG, WRMZ, WSOO, WKYS. Key moves: 35-27 WMAS, 27-21 WBOS, medlum airplay WKTU, WDON, debut 21 WCAU, on WXAP, WWOM, WDAI, KXTC, KKCS. Charts at number 23 on Alrplay $/ 30$.

PABLO CRUISE
I Want You Tonight (A\&M)
$57 \%$ of our reporters on it, added at KIIS-FM, KHYS. Key moves: 8-4 WMAS, 18-11 KJLA, 19-17 WKTK, medium airplay WWOM, KFMX, KSET, WKTU, on KLAV, WXAP, WDAI, WOKF. Charts at number 27 on
Airplay/30.

## RUFUS \& CHAKA

Do You Love What You Feel (MCA)
$54 \%$ of our reporters on it, 3 new adds WDAI, WXAP, WSOQ. Key moves: 12-8 WZZD, 22-16 KRLY, 3-2 WBLX, 11-8 WCAU, 13-12 KHYS hot rotation WWOM, WKTU, WKYS, debut 19 KIIS-FM, debut 35 KJLA on WPEG. Charts at number 29 on Airplay/30.

## PLEASURE <br> Glide (Fantasy)

$54 \%$ of our reporters on it, 3 new adds KJLA, WXAP, KHYS. Key moves: 18-13 WPEG, 19-17 WCAU, 30-26 WMAS, 19-18 KLAV, hot rotation WKYS, medium airplay WDAI, on KXTC, WSOQ, WWOM. Charts at
number 30 on Alrplay/ 30 .

## NEW \& ACTIVE <br> All other new ard recent releases getting substantial airplay. These are listed in order by

 , activity levels at our reporting stations.ASHFORD \& SIMPSON "Nobody Knows" (WB) 49\% reporting airplay, added at WXAP. WPEG Key moves: 43.25 KHYS 39.34 KJLA, 27.23 WKTK, 25.23 KRLY, 32.29 WMAS, 25-24 WZZD, hot rotation KFMX, WDON WKYS, on WDAI, KLAV, WRMZ.
BAR-KAYS "Move Your Boogie Body" (Mercury) $46 \%$ reporting action, added at KIIS.FM, WBOS Key moves: $28-21$ WZZD $20-14$ KHYS, $40-25$ KJLA, 29.22 KRLY 29. SERGIO MENDES "Ill T, WKYS, medium airplay WRAP, debut 15 KKCS, on KXTC SERGIO MENDES "I'll Tell You" (Elektra) $46 \%$ of our reporters on it, added at WRAP Key moves: 17.13 WCAU, 16-6 KITT.FM, 19-15 WMAS, hot rotation WKYS KXTC WDON medium airplay WWOM, debut 20 WBOS debut 26 KRLY, on KKCS, WDAI, WOKF NATURE'S DIVINE "I Just Can't Control Myself" (MCA) $46 \%$ reporting action Key moves: $24-17$ KHYT, $17-12$ KRLY, $29-22$ WSOQ. $21-20$ KJLA, hot rotation WDON
medium airdlay WKYS. WKTU. on WPEG, KXTC. KSET DIANA ROSS "•It's MKTU, on WPEG, KXTC. KSET
DIANA ROSS "It's My House" (Motown) $46 \%$ of our reporters on it, 3 new adds WXAP, KRLY, WOKF Key moves: 37-23 WSOQ. 24-20 WRMZ, 26-17 WMAS 24-18 WBOS hot rotation KFMX, medium airplay WKTU, WKYS debut 38 KHYT, on WPEG VILLAGE PEOPLE "Ready For The 80's" (Casablanca) $46 \%$ reporting alrplay Key moves: $49-37$ WSOQ. $24-20$ WMAS, $23-22$ WZZD, medium airplay KXTC, KSET

## THE BEAT

Pam Bellamy \& Gail Mitchell

## Promotions In Motion


#### Abstract

With the end of the Oct/Nov ARB we would like to highlight some special promotions contests held by our Dancemusic stations WKTU/New York has been giving awa hundreds of "box straps" (denim-colored straps, using the station's logo, which can be used for carrying radios, skates, cam . eras, etc.) in an on-air call-in promotion With the 1980 Olympics on the way, WPEG Charlotte, NC has been named the "OHf cial Winter Olympic Radio Station" for its market by the Lake Placid Olympic Organizing Committee ... WKYS/Washington, DC is


involved in another type of Olympics, the "Special Olympics." They had invited such celebrities as Peaches \& Herb, Sugar Ray Leonard, and Washington Redskins Pete Wysocki and Kenny Houston to be co-disc jockeys in support of the D.C. Chapter. Lis. teners called in pledges and bid on personal items provided by the celebrities The $\$ 75.000$ "Bunny Open" Disco Dance Champlonships were held $10-29$ at the Holly. wood Palladium with such prizes as his and hers TR7's. \$10.000 in cash, a contract to dance at all Playboy clubs, and a $\$ 1000$and includeart Association. Celebrities on Jr., Jeff Kud Hugh Heiner, Lou Gossett Jr., Jeff Kutash, Raydlo, and The Village
People ... Kils-FM/Los Angeles People . . KIIS-FM/Los Angeles celebrated
its first anniversary its first anniversary (11-15) as a Dancemusic station by broadcasting live from three major clubs in the area ... It's a matter of opinion whether your mail moves faster with a zip code, but 96Fever (WOKF)/Tampa offered its audience a chance to win in the "Zip Code Fever" contest. Listeners were asked to send in entry forms complete with their name. address, and zip code. If they heard their name and zip code on the air they had nine minutes and six seconds to call in and claim one of the many prizes such as cash, mo peds, two trips to Atlanta, 10 speed bikes, a stereo system and clock radios ... KLAVI

Las Vegas's Susan Korngold, AKA "Lady Disco," and PD Dave Wilmont, spent their rating period in the streets - passing out one hundred dollar blils to listeners who produced the station call letters or logo written on anything they happened to be carrying According to Dave, "Everyone we approached came up with Disco 1-2-3. I feel it was a total success"...Winning fever rather than disco fever was the case recently at WOKVICIncinnatl. The station gave away a "Disco In Dixieland" trip to New Oreans with luggage and all expenses for two paid by the station. Daily qualifying prizes included stereos, mopeds, and AM/FM radios
SEGUES: Houston Oller Bill shoes'" Johnson will be covering "Whiteing and afternoon sports for KRLY/HoustonDave Kent joins WDAI/Chicago from wSAIICIncinnatl.

| Most Added EAST Hottest | SOUTH <br> Most Added. <br> Hottest | Most Added HOWEST | Most Added <br> Hottest |
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| Janico MeCleinMichael Jackson <br> "Rock" <br> Prince | DianaRoss Several Artats Tled | Iseac Mayes  <br> Inner LHe Strelisand/Summer <br> Michnol Jackson <br> "Rock". <br> Prince <br>   <br>   | Yvonne Elliman <br> Streisand/Summer Stovie Wonder |




Johansen In Style At The Whisky

gratula ted backstage by various label execs. Seen while styling are from in Los Angeles recently, he was conGee, Frankie LaRocke, Ronnie Guy and Charlie Pip, E/P/A's Jeff Siroty CBS Associated Labels' Frank Dileo Johansen, CBS Int'I VP Dennis Killeen, EIP/A 's Michael Alhadeff, and group member Thomas Trask.

RCA Signs Sylvain Sylvain


RCA Records has signed former New York Dolls member Sylvain Sylvain and will release his debut album, "Sylvain Sylvain." in January. Pictured Sylvain, pacting are (l.r) RCA's Don Wardell, RCA Division VP Ed Deloy, Jeffries.

Philadelphia International Has Stylistics

1980. Pictured at the pacting are (l-r) the group's Airrion Lavith an album to be released at the beginning of Russell Thomkins, Philadelphia International Vice Chairman Leon Huff, Philadelphia International Chairman Kenneth Gamble, and group members Herb Murrell and James Smith.

Breathless In Los Angeles


EMI-America s rock band Breathless performed at the Starwood in Los Angeles recently. Holding their breath for EMI.AIUA VP Helmut Fest Capitol sob Benjamin; (middle row, I-r) the group's manager Mike Belkin, Capitoll Capital VP's Joe Petrone and Mark Len Grierson, group's Alan Greधne, Jonah Koslen and Mark Avsec, and Capitol VP's Joe Petrone and Mark Levinson; (back row, l.r) group's Rodney Psyka and Kevin Valentine

LAX Pacts Blood, Sweat \& Tears


LAX Records has signed the newly-reformed Blood, Sweat \& Tears group. Their debut album for the label is due early next year, distributed by MCA Reconds. Shown are (l-r) Chayton Thomes's commenager Fred Heller, Lax Thomas, and his comene Gold, MCA Records President Bob Siner, Clayton Thomas, and his comanager Bernie Soloman.


# Syndication - New Showcese For Black Programming <br> Black syndicated programming is likely to become 

 one of the key elements of Black radio in the coming decade. With new satellite technology and an increasing desine for national programming at local stations, the opportunities for syndication seem unlimited. This week I spoke with Patil Grace, Director of Station Relations/ Programming at Sheridan Broadcasting Network, the largest black-owned news and advertising medium in the U.S. She points out some of the moves Sheridan is making in the programming area, and comments on the general syndication scene.

Patti Grace
MAR: What is Sheridan Broadcasting doing to prepare for the 80's?
PG: One of the roles we will play, now being the largest black-owned news and advertising medium in the country, is as an alternative service in the area of news, sports. and special features. I think we will start to get very heavily into producing as well as distributing special programming. Teature programming that will be available not only to our network, but once we go on, to satelite hookups.

These will be public affairs shows, human interest, features, short ole to two-minute features, music specials.

R\&R: You mentioned a satellite. That's a unique step for an ethnic-owned outlet to be involved with. What are your plans for that?

PG: The Mutual Broadeasting Sysiem, which we were originally a part of untal Sheridan Broadcasting purchased 1008 of the network, is one of the forerunners in satellite development in terms of radio. They have already started to install earth stations in some markets around the country, and by early spring we expect to be in a number of the major markets. At that point we will have available to us, thanks to a service agreement which we have with Mutual. a 24 -hour channel so that we will be programming not only our basic products that are now available through land lines but we will incorporate a variety of different types of programming.

R\&R: What do you think this will do to the industry as it relates to black interests?
PG: I think it's going to have a tremendous impact on the industry as it relates to black interests, in the sense that it will be a more viable option for distribution, so that for black syndicators, black independent producers that are producing product. or have product and have not been able to get it distributed, or to get some visibility for it. we will offer another option.

R\&R: Do you think there has been a shortage af black programming because of a lack of expertise. or is it that the product has been held on the outside for other reasons?

PG: I think it definitely is the other reason. I feel that we've been creative for a long time. We've been creating some things that just like in television. had not been given visibility and not been scheduled in the program schedule because they don't necessarily represent popular subjects or are not entertainment-oriented. There are many producers, and
"'There are many producers who feel very strongly that it's definitely time that our message, or our perception of who and where we are and what we're about, starts to become available. "

I would have to include myself among this group, who feel very strongly that it's definitely time that our message, or our perception of who and where we are and what we're about. starts to become available.

R\&R: Does syndication look as though it's going to be a strong direction for black folks in the 80's?

PG: I think there's definitely going to be a difference in direction. I think that what's going to happen in the 80's in syndication is that we're going to see a return to the old days of radio. We're going to see new partnerships between radio networks and independent syndicators somewhat akin to a Norman Lear arrangement with the major networks as an independent supplier. It think the role of the networks will be more of the syndicators' distributor. The syndicators' independent producers, adjunct producers to a network, will produce product and programs that the networks themselves are not capable of doing, or to build in a more objective perspective from outside and what the listeners are really interested in. I think that also you'll see a stronger return of national sponsors, national advertisers wanting to attach themselves to syndicated programming because of the longevity that it offers and strong program identification over a period of time. In the early days of the soap opera. you could hardly talk about a soap opera without talking about some detergent company that was advertising or sponsoring that particular soap opera. I think we're going to see a great deal of that in radio in the future.
"I think that what's going to happen in the 80's in syndication is that we're going to see a return to the old days of radio. We're going to see new partnerships between radio networks and independent syndicators. '"

R\&R: Similar to the Sears Radio Hour and things such as that?
$\mathbf{P G}_{\text {: }}$ : Exactly. I'm excited about it; the very fact that the marketplace is opening up. and I think that there are enough of us around, enough really creative sharp black folks, who have been watching the development of the industry. This seems to be an opportunity for them to take advantage of it now.

R\&R: What do you feel will be the real catalyst that will bring all this together?
PG: There is already a group that is already aimed in that direction, through an organization that has already been formed to embody independent syndication companies, and which $\Gamma \mathrm{m}$ sure will take the form as a lobbying organization. It's headed up by Tom Rounds of Watermark I'roductions. I think in the future we will see them taking a two prong approach that the already established trade associations have taken, such as NAB, in providing services to the membership but also lobbying for positions for that membership.

RAR: This is probably poing to take the place of a lot of daily people-oriented programming. What does the future hold for that type of programming?

PG: I think that there's always going to be a role for locally-originated programming. The local broadcaster knows his community, and will continue to produce programming that is locally originated and directed at that localized audience. But what syndication does is give them a better picture of the world by building in a supplement and saying XYZ program was produced here, it's another way to look at the same concept but through a national perspective. Something I'm excited about is and would like to see evolve as a part of syndication is a magazine-formatted show in radio, in the true sense. What I'm alluding to is what Group W. Westinghouse Broadcasting has done with their own stations It's the evening magazine or the evening as a syndicated product, where you take the national story cycled around through the network. then each of the stations that are on the belwork add a local story to tie in with the national feed; each of the local outlets are responsible for a local story. I think the same kind of thing will happen in radio. I think that the sateilite will be the vehicle that can make that happen.


ROTATION VISTTATION - While in Now Vork City recently. A\&M's Herb Alpert vished the studios of WRVR on behatf of his latest single, "Roration." Pictured along with Herb (center) are WFVR PD John Puortirighel and WRVR MD Pat Prescote

## People

Stere Harris, air personality at WBMX/Chicago, is now handling the 12 noon-3pm shift with Val Coleman covering the 11pm-4am slot. The Capitol Press Club recently conducted its annual meeting in Washington, DC with the major highlight being the presentation of the Pioneer Award to Mrs. Haley Bell on behalf of Bell Broadcasting. Other honors included the National Media Award going to Max Robinson of ABC and the Public Service to Dr. Mary Berry, assistant secretary for IIEW .. . Please be sure to send me all of your station's pictures, promotional materials, news, 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 90057

## Places

The artist management firm of Don Taylor and Tammi Records LTD, has moved from New York to the warmer clime of Miami. Effective December 1, their new address is as follows: 9600 S. Dadeland Boulevard, Miami, FL with calls to be directed to (305) 665-2552. Bob Maricy, Jimmy Cliff and T-Connection are among the firm's roster of artists.

## Things

UNCF GIVE-A-THON: LOS Angeles radio stations KDAY and KACE are set tc broadcast live the "United Negro College Fund (UNCF) Radio Give-A-Thon" on Sunday, December 2. Sponsored by the Southern California Advisory Board on UNCF, the benefit will be held at Southwest College from 6am until 8 pm with a concert, auction and celebrity guests scheduled, including Robert Guillaume of "Benson" and singer Deniece Williams. honorary chairperson.. And speaking of the UNCF, KOKY/Little Rock raised $\$ 7.485$ during its telethon with donations from such notables as Witson Pickelt. Lowrell. Mass Production and Scargard . . STATION RIVALRY: Competition between stations can be fierce, especially when football is involved. Case in point is Program Director Bob Scott of wOL/Washington, DC and Dallas Cowboy player and air personality "Beautiful" Harvey Martin of WFAA/Dallas who have made a wager on the Cowboys/Redskins game. Should Washington lose, WOL will be sending Maryland crabs to Dallas. Should Dallas lose. Texas hot chile will be winging its way to the nation's capital . . WYBC/New Haven is the proud owner of a new antenna . . . Jazz formatted KKGO/Los Angeles simulcast the Newport Jass Festival in association with ON Television on November 16.
$\qquad$


## Jeff Gelb

## AOR MARKET SUMMARY: MADISON WIBA-FM And WMAD: Peaceful Coexistence

Two radio stations, two widely variant music and programming philosophies: Madison AOR radio provides an interesting microcosm of the state of the AOR art heading into the eighties. WIBA-FM is currently celebrating its tenth anniversary as one of the last bastions of freeform progressive radio, while across the street WMAD (recently rechristened from WYXE) promotes the Superstars programming philosophies. Both stations maintain loyal followings of listeners. In this week's conversations with WIBA-FM PD Pete Bolger and WMAD PD Barry Grant, we'll discuss the ideological differences between Madison's two AOR's and how they affect competition for the Madison radio listener.

## WIBA-FM: Forward, Into The Past

Pete Bolger has been a part of WIBA-FM's history since 1973, recently being named the station's PD. He succeeded Dave Benson, who emigrated to WMET/Chicago as MD Bolger credits a good amount of WIBA-FM's current programming philosophies to the groundwork laid during Benson's stay with the station. Bolger remarked, "So many of
"We're well aware that we're not going to be \#1 in the ratings, but we are selling a service Madison radio listeners can't find anywhere else.'

> WIBA-FM PD Pete Bolger
the things underground radio had been criticized for in its earliest days were still prevalent here; the sort of jock attitude that said, 'what we're playing is cool. If you don't like it, you're not.' Dave evolved the station's attitude from that late sixties conscious-
ness to present-day."

## Return Of The Musicologist

WIBA-FM's music is an eclectic mixture of AOR, blues, jazz, oldies and folk. The station does not leave out current AOR hits. Said Bolger, "We won't 'punish' a record by not playing it just because it's a hit elsewhere. We're well aware that we're a commercial station, and should be mixing in new things we like with hits, and a smattering of
othermusical styles." er musical styles.
Programming an essentially rotationless radio show from the station's 6000 -album music library takes a special kind of air personality: a musicologist. Bolger stated,
"There was a time when "There was a time when we got away with having jocks who were only adequate on the air but who had a really fine musical knowledge. These days we have to find people who can combine that musical background with good on-air skills, and that's a difficult combin-
ation to find."

Research's role in pickint Level Research
Research's role in picking music for WIBA-FM is almost nonexistent, as Bolger ex-


## WIBA-FM And WMAD: Prolific Promotions

While their opinions differ on musical policy, both Madison AOR's agree that station promotions are essential to success. Pictured is WMAD's tote bag, a promotional prize offering that also serves to remind listeners of the station's call letter change from WYXE to WMAD. Other recent WMAD promotions: T-shirts, bumper
stickers, live broadcasts, and WIBA-FM PD Pete and concert buses.
WIBA-FM PD Pete Bolger stated, "I'm a firm believer that a radio station should do more than play records. Twice annually we do an eight-week series of live concerts from a studio in town. We also do public affairs remotes. And we run our public affairs programming in prime time. I think it's a sham to push PA programming into the wee hours. It's hypocritical."


TEN YEARS LATER - WIBA.FM has just completed its tenth annlversen celebration. In researching the station's past they came up w/th the plcrured poster from Its earllor days.
PD Pete Bolger reflected enter PD Pete Bolger reflected, "No one would have thought that when we went on ten vears ago with lust flve hours of underground programming a night, that we went on ten here todars. We've had some tough times but in the last several years It's been uphlll all the way."
it totally wrong. None of us are statistic wizards, so I'd just as soon go with our reaction on records. There have been occasions where we've missed a record and then noticed reaction to it elsewhere, so we've gone back for a second listen,"

## Freeform For The Eighties

How has an essentially freeform rocker managed to buck the programming trend of the late seventies that stresses tight playlists? The magic word, according to Bolger. is management. "We're fortunate enough to have station management that not only understands what we're doing but is excited by the fact that what we do here is unique. It is that uniqueness which the station sells to advertising clients, not ratings. We're well aware that we're not going to be 11 in the ratings, but we are selling a service Madison radio listeners can't find anywhere else. And Madison is the kind of community that de-
mands a station like this," mands a station like this."

## WMAD: The Sports Superstar Station

Bolger's statement is lent credence by examining Madison itself. The median age is 25.7 and the average income $\$ 17,000$. Id's an almost entirely white collar median age is
one major factory (Oscar Meyer). Additionally there arly one major factory (Oscar Meyer). Additionally, there are 45,000 students at the city's

Those students are
them as a valid reason for injecting is a longtime sports fan who has always spoverage into the station's programming. Grant radio. "A long time before has always felt sports programming deserved a place on AOR ested in sports, we were adding it to the format (at his formers would also be interested in sports, we were adding it to the format (at his former station WYDD/Pitts-
burgh). People in the business might have laughed at it but listeners were tuning in for burgh). People in the business might have laughed at it but listeners were tuning in for Scores and stories. And we were offering a service to listeners that other stations weren't." WMAD sends station reps to all the University of Wisconsin football games for coverage
and interviews.

## Redefining "Modal Programming"

All this from a Burkhart/Abrams Superstars affiliate seems unusual, but Grant explained that industry people have the wrong conception of Superstars stations in general
and their "modal progres and their "modal programming" specifically. He stated. "Lee Abrams's interpretation of

## "It's fantastic for listeners not to have to listen to two or three clone AOR stations in the market."

WMAD PD Barry Grant
'modal' is a radio station that appeals to people in our target demographic. If that's modal, that's what we're doing. If modal is just playing chainsaw rock ' $n$ ' roll, that's not what
we're doing.
"A lot of stations," Grant continued, "don't understand what modal is, and in their misinterpretation, just program a lot of rock ' $n$ ' roll. It's not just the music, but how you program your radio station. It's news, information, and announcers who relate to your ardience. And, it's music that's uptempo most of the time."
Grant defined WMAD as a "mass appeal album station." Since assuming the PD post six weeks ago, Grant has reshuffled the station's music to include more classic older cuts has increased in size, Grant stated that there would their demographics. While the playlist differences between WMAD and WIBA-FM. In his words "WIBA-FM is based; they play jazz, blues, and folk in addition to all sorts of rock is extremely broadto the 'intellectual' university listener who is into music, as opposed to. They appeal more listener who we pick up. They're simply going after a different audience "

## Peaceful Coexistence

Peaceful Coexistence
Both Grant and Bolger agreed the two stations are in competition for some of the same listeners, but that in general neither need worry about the other station robbing them of listeners. Grant expounded. "There will always be room for two stations here, because both stations are going after different audiences. They're reaching for an audience we aren't trying for and vice versa. It's fantastic for listeners not to have to listen to two or spirit in Madison AOR radio is healthy, noth programmers agreed that the competitive tence to continue. Grant stated "I'm not one of thictive, and both want the peaceful coexistalk with someone from the competition. After of those programmers who feels I can never talk with someone from the competition. After all, we're all in the same business.

## PATMETHENYGROUP

AMERICAN GARAGE



Pat Metheny: 6 \& 12-string guitars.
Lyle Mays: piano, Obertheim, autoharp, organ.
Mark Egan: bass.
Dan Gottlieb: drums.

Their long-awaited new
group album has arrived
AMERICAN GARAGE. $800+1-1155)$
On EOM Records and Tapes.
Manufactured and distributed by Wamer Bros. Records Inc.

## Joff Gelb

## Epic Reepic Releases Werner/WBCN Sampler

studio and live tracks from David wost unusual radio-only promotional album, combining check of WBCN/Boston.

WBCN PD Tony B
showcasing the station's personi explained that the aircheck was created as a means of resultant eight-minute tape was played for Epic AOR prone hundred hours of tapes, the Harvey I,eeds when the two whayed for Epic AOR promotion reps Bob Feinejgle and The Epic reps enjoyed the tape and decided to coordinate a WBCN broadcast of Werner Berardini commented on the idea of having his it on the Werner radio sampler. other AOR's to hear: "I believe that the rather stale station represented on the album for in the last few years does not have to exist and stale stereotype AOR radio has acquired will hear our tape and think, 'hell yes, we could do and should change. Perhaps someone up musically and personality-wise."

Epic Album Promotion Director Bob Feineigle said that his company is pleased with the results of the WBCN/Werner sampler, and is considering further radio/artist album

## Evolution

KONG-FM/Visalia converts from Beautiful Music to a 20,000 watt AOR January 1st, with Greg Crawford at the PD helm . . . KKXX/Bakersfield has switehed from AOR to Top 40 programming. .. Wayne Harrison has stepped down as PD at WZZQ/Jackson, but will stay on as an air personality. Michael Adcock has been ing airstaff: Dean Opperman (PD) KKDJ/Fresno has signed on with the followfrom KZOZ/San Opperman (PD) from $97 \mathrm{~K} /$ San Francisco, Jeff Rydell (MD) from KZOZ/San Luis Obispo, Sue Delaney from KKXX/Bakersfield, Peter Napoli from KXFM/Santa Maria, and Joe Collins . . . Mark McEwen has been appointed Acting PD at WWWW/Detroit ... Mark Cooper has exited as MD at KMEL/San Francisco citing differences in programming philosophies with management He'll announce future plans shortly . . Robin Martin has stepped down as MD at ZETA 4/Miami to do promotion work for the station. Stephanie Knox has been named Music Coordinator for the station... WZAM-WMYK/Norfolk MD Emmett Beazley has exited. PD Bill Simmons has assumed the MD responsibilities for the stations. ...Joe DiDonato has been named PD and MD at WOMP-FM/Wheeling. New to middays at the station is Paula Ginther. . . Former KWST/Los Angeles morning man Tom McKay has resurfaced at neighboring KNX-FM as newsperson and feature editor... Ron Phillips has been named MD at WQDR/Raleigh . . . WKTM/No. Charleston MD Bill Enloe has exited . . . Ron Stevens is new to mornings at KWST/Los Angeles . . . Larry Scott has been appointed MD at KKBC/ Reno .. Cary Pall has been named morning person at WAAF/Worcester ... Dave Ferraro has joined KPAS/EI Paso from 98 ROCK/Tampa for nights.

## Update

IOR GINES THANKS: AOR radio tied in with the Thanksgiving holiday for several promotions which benefitted area charitable organizations. WMMS/Cleveland asked for FM/Spokane as admission to a concert by Capitol recording group April Wine. KREM WEBN asking for a turkey incinnati also sponsored concerts in exchange for food, with to show up also received station Fabulous Poodles in concert. The first hundred people food and $\$ 15,000$ in pledges during a radiothon KD/Tulsa gathered several truckloads of food and $\$ 15,000$ in pledges during a radiothon for Thanksgiving. Staffer Chris Van Dyke
stayed awake and on the air an astounding 48 hours stayed awake and on the air an astounding 48 hours. KOZZ/Reno traded window stickers
for food and got seven bags full of canned goods. KTMS/Santa Barbara Messina for an interview which the station goods. KTMS/Santa Barbara cornered Jimmy special, while WDHA/North Jersey aired a day's worth a three-hour Thanksgiving Day gave away American Beauty roses and 50 albums by American artistican Music," and joint live broadcast, WLIR/Long Island and WRVR/New York both ran . . In an unusual concert live for their listeners ... WCMF/Rochester helped kick off a club's Metheny from disco to rock ' $n$ ' roll with four hours ochester helped kick off a club's conversion admission.. XI.102 (WRYI)/Rich fours of free beer to 3000 people who paid $\$ 1.96$ ners to complimentary dinners and concerts, and to checkered taxi to ferry contest winand other promotional items ... In conjunction with the new Hounds album on Columbia KITT.FM/Oklahoma City asked listeners to "put on the dog:" listeners on Columbia, dogs could win $\$ 50$ in albums, concert tickets, and copies of the listeners dressed up as " B " side of the Tom Petty single is an unreleased track called "Casa Dega". . . KGB-FM/ San Diego news staffer Steve Crowley has voiced a satirical song called "Ayatollah Not To Come" using the backing track of Three Dog Night's "Mama Told Me Not To Come" most clever reason for wanting to trip to the Rose Bowl to the listener who submits the most clever reason for wanting to go to the game in 25 words or less ... WBLM/LewistonI'ortland is moving. Their new phone, as of December 1st, is (207) 783-2065. Their mailing address remains the same while their street address changes to 187 Washington St. Auburn. ME 04210 ...WMMR/Philadelphia scooped the country when it played the new Columbia Pink Floyd album release. "The Wall," in its entirety this past Monday. Colum bia reps stopped short of delivering a cease and desist order to the station when PD Jeff Pollack agreed to keep the album off the air following its run-through. 'til its actual release date. No comment from Pollack on how he obtained the album.


TULL PICKS A WINNER - Ian Anderson of Chrysalis recording group Jethro Tull was a re. sponsored contest which KLOS/Los Angeles, where he interviewed the winner in a station. sponsored contest which asked listeners to write lyrics to a Tull song. Pictured on the air
$(1-r)$ winner, stations's J.J. Jeckson, Anderson.


WHY IS THIS BUZZARD SMILING - When WMMS/Cleveland sponsored Its annual Hallo. Buzzerd mescot. Plctured (l.r) ere star one costumed ontrant who camo as the statlon's and station's Jeff Klnzbach.

## Album Hour Controversy Continues

WCCC/Hartford is the latest station to announce it is dropping its album hour, which programmed new albums in their entirety, in favor of a show the station will produce of a certain artists. According to station sources, the new show will present the "meat"

WRKI/Bridgeport MD Brian St. James in support of the record industry
help alleviate the problem of album hours by sending fogest that record companies could of the release of new albums so that stars by sending four-cut sampler albums in advance an entire album.

WRVR GETS DIZZY - WN̄VRINow York staffers engaged trumper mester Dizzy Gillespie in are station MD Pat Prescott, Gillespie, and PD John Platt. 'To Be Or Not To Bop." Pictured (I-r)

## Concerts \& Conversations

PRESENTATIONS. DC 101 /Washington DC preations
ner, Pat Benatar for $\$ 1.01$ each WLIR DC presented Sinceros, Motels, David Wer KATT.FM/Oklahoma City presented Hounds for $\$ 3$.

RADIO CONCERTS. presented Hounds for $\$ 3$.
on WBCN/Boston . . . Larry Raspberry on WKDF/Nashville. WSHE/Miami . . Motels gar, Rainbow on KAZY/Denver . . . Blend on WLIR/Long Island Pat Benatar, John CouDC 101/Washington, DC.

GUEST DJ's: Outlaw
Leavy" Lenny Bronstein (A\&M) on KZEL/E . . Frank Zappa on WPIX/New York CONVERSATIONS: Talking on KZEL/Eugene.
John McVie on WCOZ/Boston . . Heads on WMMR/Philadelphia . . . Mick Fleetwood, on W.JAX/Jacksonville . . David Werner, Blend on WIBA-FM/Madison . . . Pat Travers on WDHA/North Jersey . . . Aynsley Dunhar Blend on WAQX/Syracuse . . . Talking Heads Philadelphia . . . Wendy W. . Aynsley Dunbar on WYDD/Pittsburgh . . . Eagles on WIOQ/ John Kay, Wreckless Eric on KTIM/San Raf KATT-FM/Oklahoma City . . . Horslips, Foreigner on WXKE/Ft. Wayne. Bob Welch . . Rick Derringer, Ronnie Montrose, Foreigner on WXKE/Ft. Wayne . . . Bob Welch, Jefferson Starship on WBCN/Boston . bow, Pat Benatar on KAZY/Denver . . Michae! Stantery . Mon ...John Cougar, RainMetheny. Larry Coryell on WRVR/New .. Michael Stanley on M105/Cleveland . . Pat Sinceros on DC 101 /Washington, DC . . Styx on U. David Werner, Pat Benatar, Motels,
tyx on WZXR/Memphis.

COMING NEXT WEEK: Just before we round the corner into the eighties, let's take 150 of our top reporters tok AOR music to have been released throughout the seventies 150 of our top reporters took part in a recent survey of their choices for the top ten AOR chart of "The Best Of The Decade" thet print all 150 of those lists, along with a 50 -position their own end-of-the-decade music specials.

See how many you can second-guess, and becials.


| Radio\&Records |
| :--- |
| November 30, 1979 |



Album Airplay/ 40

## Chart <br> Summary

burn cuts are listed in orde of airplay nreference.
Title "Heartache" "Shoes" "King
"Sara" "Moon" "Angel" Tite
"Don'r" "Refugea" "My Girl"
"Never" "Babe" "Time" "Lights
"Fool" "All" "Evening" "Suarez"
"Lano" Title 'Things" "Rock"
Tre "Even" "Women" "Rev"
"Sunglasses" "Bad" 'Thank"
"Botte" "Moon" "Alright" "Bed's"
Titte "Hell" "Voices" "Tonight
"Boys" "Sister" "George" "Mama
"Different" Title "Radio" "Kute"
"Smile" "Remember" "Surprise"
Title "Whiskey" "Jukin'" "Over"
"Draaming" "Union" "Shayla
Titte "Fire" "Moon" "Wind"
"Lucky" "Bed" Title "Nervous
"Tune" "Goodbye" "Real"
Wanted" "Aqua"" "Stand" "Stay"
Title "This" "Age"
"Coming" "Gate" "Thank" "Baby"
"Hoarthreaker" "Don't" "Need"
"Blueswater" "Miracla"
"Mondeys" "Night" "Nice" "Looking"
Watar" "Walk" "Love" "Jealousy
Hello" "Rock" "Ladies" "Tonite
Title "Heart" "Imperfection
"Shape" "Stone" "Experiments
Rebel" "Games" "Hideaway"
"Move" "Oil" "Ages

| Cinnamon" "Dance"'"Loner" New |
| :---: |
| Noed"" "Think""Miami" |
| Entrv |

"Night" "Late" "Eyes"'"Gir!" $\longrightarrow$
"Feelin'" "Specialty" "Lonelier"
"Rockin" "' Money
Walk" "Baby"
"Wait" "Intravino" "Radio" "Bebop"
"Damned" "Won't" "Dogs"
'Tonight" Title "Givin' " "Town

Our sampling was down a blt thls woek as some reporters headed home for the Thanks. glving Day holiday. Our callers kept EAGLES on top egain. the album showing remarkably stesedy airplay strength wook after wook. MAC wook ofter wook. MAC
malntalned bs PETTY maintained es PETTY
inched into top three. ZEP held rock steady as STARSHIP flow upwards. 2 Zipped Into top ten whille TOTO cllmbed AERO8MITH showed ox cellent alrplay growth for ell rotations. FOGELBERO was thls waek's highes debut, based on signifi
cent edds plus early rote tional increases. FOR BERT And BENATAR held thelr own while MATES inched up and FEAT debuted with hand. some adds. WELCH climbed while YOUNG debuted
with strong adds. EAST moved up, 38 maintalned. and CRUISE inched up.

The Album Airplay/40 chart re presents activity based on a com
bination of add medium and ho reports. Artists' char numbers
are displayed over a are displayed over a lour-week
period. The artists in italics regisperiod. The artists in italics regis-
tered the most rapid pains in pered the most rapid gains in air-
play for the week. Album cuts play for the week Album cuts
that are also current singles are



## THE HOTTEST

 for the week. Two numbers follow each album titie. The first represents
total number of our repurting total number of our reporting stations playing the althum this week. The sec-
ond is the number of thuse stations that ond is the number of those stations that reported it in hol rotation this seek-
Below these numbers are breakdowns of the alther dons for the week. The allom's preferred airplay cut is listed in other rota-

## AeREREAKERS

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


## SINGLES

"Highway To Hell" (Atlantic) 2 STEVIE WONDER
"Send One Your Love" (Tamla)

## BOB DYLAN

"Gotta Serve Somebody" (Columbia) CARS
"AllI Can Do" (Elaktra) 5 SPORTS
"Who Listens To The Radio" (Arista)
6 JIMMY BUFFETT
"Fins" (MCA)
7 TALKING HEADS
"Life During Wartime" (Sire)
8 J.D. SOUTHER
"You're Only Lonely" (Columbia)

## GAMMA

"I'm Alive" (Elektra)
SUPERTRAMP
Take The Long Way Home" (A\&M)
These $45^{\prime} \mathrm{B}$ recolved wignticicant AOR eirpley reporte this wook. Theses singlese
Album Airploviso chart The chert be listod In order of totsil mentiona recelved

## JAZZ ON AAR

PAT METHENY GROUP . . American Garage (ECM) JEAN-LUC PONTY . . . . . Taste Of Passion (Atlantic) "Sunset" "Beach"
B. JAMES/E. KLUGH . . . . One On...(Tappan Zee/Col)
TOM SCOTT. . . . . . . . . . . . . . Street Beat (Columbia)

BRAND $X$
WEATHER REPORT
DAVE VALENTIN
JEFF LORBER FUSION
LARRY CORYELL
NATIVE SON Product (Passport) ......... "Waves" 8:30 (ARCIColumbia) Birdland" The Hawk (Arista)
"World" "Do"" Water Sign (Arista)

## REGIONAL AOR ACTIVITY



## MOST ADDED.

UTTLE FEAT
Down On The Farm (WB) 24/23 NEIL YOUNG \& CRAZV HORSE
Live Rust (WB/Reprise) 24/23 DAN FOGELBERG Phoenix (Full Moon/Epic) 2722
JOAN ARMATRADING How Cruel (A\&M)
CLIFF RICHARD


Two numbers follow each album tide. The
first represents total number of Eastern first represents total number of Eastemn
stations playing the ofbum this week. The
seciond is the number of those statlons that sodded it this wrek.



| THE HOT <br> Tusk (WB) <br> EAGLES <br> The Long Run (Asylum) <br> 31/31 <br> TOM PETTY \& THE <br> HEARTBREAKERS <br> Demn... (Backstreot/MCA) 30/28 <br> LED ZEPPELIN <br> In Through... (Swan Songl 28/26 JEFFERSON STARSHIP <br> Freedom At.. (RCA/Grunt) 30/24 STYX <br> Cornerstone (AEM) <br> $27 / 24$ <br> Two numbers follow each album title. The lirat represents total number of Eastern stations playing the album this week. The second is the number of those stations who reported it in hot rotation this week. <br> Lewiston-Portland 207.783-2065 |
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## HS ROCK

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|  | Littio Rock <br> 501－884－8666 <br> （ID RtMIt is them rongl <br>  <br>  <br>  <br> CaND ：Cel ！ <br> raids ratc not <br> od ancryom cocel． <br> Hon IAAM） <br>  <br>  |





| THETOTMES |  |
| :---: | :---: |
| FLEETWOOD MAC |  |
| Tusk（WB） | 36／33 |
| EAGLES |  |
| The Long Run（Asylum） | 35／33 |
| STYX |  |
| Cornerstone（A\＆M） | 34／32 |
| LED ZEPPELN |  |
| In Through．．．（Swan Song） | 34／30 |
| TOM PETTY \＆THE |  |
| HEARTBREAKERS |  |
| Damn．．．（Backstreet／MCA）33／26 |  |
| FOREIGNER |  |
| Head Games（A tlantic） | 29／26 |
| Two numbers follow each album title．The |  |
| first represents total number of Southern stations playing the album this week．The |  |
| second is the number of those stations who |  |
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| NTF | Nashville |
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|  | New Orleans <br> 504－837－2424 |
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Norfolk

UNLEASHED IN THE SOUTH－Columbie rocording group Judes PHest visited the KY99／Amarillo studios during a Southern states concert
Pictured（I－r）ere group＇s lan HIII and Rob Hafford，KY99 air personality Mike Reagan，group＇s Glonn Tipton，KK Downing and Les Binks．




| MOST ADDED. <br> LITTLE FEAT <br> Down On The Farm (WB) 23/22 NEIL YOUNG \& CRAZY HORSE Live Rust (WB/Reprise) 22/22 DAN FOGELBERG Phoenix (Full Moon/Epic) 32/21 AEROSMITH <br> Night In The Ruts (Col) 31/12 BOB WELCH <br> The Other One (Capitol) 15/9 <br> Two numbers follow each album title. The first represents total number of Midwest stations playing the album this week. The stations playing the album this week. The second is the number of those stations that added it this week. |
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| MEDIUM |  |
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| тото |  |
| Hydra (Columbia) | 32/16 |
| ...Eye Of The Storm (Arista) | 21/16 |
| JOE JACKSON |  |
| I'm The Man (A\&M) | 28/15 |
| SANTANA |  |
| Marathon (Columbia) | 23/15 |
| Two numbers follow each album first represents total number of Midv tions playing the album tions playing the album this week. ond is the number of those station ported it in medium rotation this we | tle. The est staThe seewho re- |

## WRMF


THE HOTTEST EAGLES
The Long Run (Asylu
FLEETWOOD MAC
Tusk IWB)
LED ZEPPEUN



News Notes
One of this year's better programming jobs has been filled. Joe Wade Formicola takes over the PD position at KENR/Houston. For all the details see page 3 of this week's R\&R . . WEEP AM-FM/Pittsburgh has a new GM. He is Peter Casella, former Sales Manager of WXKS AM-FM/Boston. Mike Sigelman exits WEEP, with future plans to be announced . . Malrite's WNYR/Rochester, NY has a new morning man, Mike Jefferies, from WKOP/Binghamton, NY. He starts on December 3...By the way, WNYR has a new address: 360 East Avenue. Rochester, NY 14504. The phone number. (716) 232-3700, remains the same WCMS/Norfolk, VA will have new facilities in Virginia Beach after the first of the year ... Don Dempsey has stepped down as MD of WSLR/Akron. PD Bill Coffey takes over the music. Dempsey will remain with the station to do middays

KCUB/Tucson Music Director Doug Brannan is moved from middays to af-
noon drive. New midday man is J.J. Wright, from KIKX crosstown . . After ternoon drive. New midday maY is
two years of programming WYTL/Oshkosh, WI, Doug Lane is turning the job over to six-year WYTL vet Charlie Hart. Lane will be looking for a new challenge in radio ...Robert Michael Greene, formerly with WNVY/Pensacola, FL is now the PD of WFTP/Ft. Pierce, FL. He is also doing mornings . . Tom Clifton, from WCMA/Corinth, MS, is the new afternoon driver at WBUK/Kalamazoo, MI

Coming December 14, the R\&R "Year-End" special issue, and on December 21, the results of the 4th Annual R\&R Country Music Poll . . Look out 1980. here we come... AOC Makes The Mail

In R\&R's November 9 issue, an article appeared on Album-Oriented Country (AOC) radio. During the past couple of weeks, a number of our readers responded.

The article made mention of one of the remaining free-form AOC stations in existence, KFAT in Gilroy, CA (near San Jose). At the time of the feature, KFAT went through some interesting changes. R\&R contacted longtime KFAT Music Director Laura Ellen, and asked her to fill in some of the mystery of the station's unique music format. Besides that, we wanted her input on the list of artists that was compiled for reference. She included in two categories: "glaring omis-
 sions" ("Well excuuuuse . .") and "some great stuff." In all fairness, some of the names in the "omissions" category, such as Waylon. Willle, Tanya, and few of the other "regulars," would be assumed to be airplay standards of that format.
R\&R thanks Laura Ellen for time she took to help in this follow-up. We are also grate ful to our other respondents. Sorry that space did not permit a reprint of them all. And now to get it started. KFAT's Laura Ellen:

## Dear $R \& R$.

Yes. FAT has a new PD and it has been interesting round the ranch Changes that Doug has made were minimal. we lost our staff. and two thirds of our record library has been stolen. We working with a police investigation. so I'll let you put your imagination to work on our slfuation. Call 4 Progressive Courtry... no. that reeks of "outlaws" and Austin Texas and we go further: besides we like Nashville. How about Progresstue Western? What does that mean to anyone buf us. and then how do you explain Rockabilly in our format? we have ended up calling this way of inf here in Giltroy... FAT, Just fat. When we are asked what type of music we program... Our music here at KFAT is country, and country roors. And ourt Cordon fits, Doc Wason is a as much at ease playing Tammy Hynetr the Pioneers. Irish mustc. Tex-Mex ... it's FAT
muat. Kank snow, Rob Wills. the Sons Of
must. Hank Snow, hob Hills. the Sons Or The Ploneers. Irist mustic. Tex.Mex. . . halfway (you fell me)? Country radio has been based on singles sales/airplay; how do you deal with a station that rejects a hit single for an LP cut a month later? What is our effect on Country with a station that rejects a hit single for an tr celeased as a single. which then makes the charts ater our audience has fnished with it? How do record companies track our sales records with after our audience has fnished with it? How do record companies AOR? Even college?

And the trades... FAT can't represent our music as either standard country or with the AOR And the trades. . Fut either. But, do we ever break artists!
Sometimes I just say to people, our music is too country for rock ' $n$ ' roll and too rock ' $n$ ' roll for country... or is it too country for country.

Glaring Omissions: Hoyt Axton. Babby Bare, Jackson Browne. Guy Clark. Alvin Crow The Dillards. Steve Goodman. Merle Haggard. Linda Hargrove, Larry Hosford. Waylon Jennings. Kris Kristofferson. Little Feat. Mary McCaslin, Michsel Murphey, Wille Nelson. Mike Nesmith, Juice Newton, Gram Parsons, Johnny Paycheck, Cari Perkins, John Prine. W. W. Stevenson Steve Jerry Ruopelle, Jim Ringer, Doug Sahm. Tucker. Townes Van Zandt, Doc Watson.
Some Great Stuff: Jay Boy Adams. Mike Auldridge. Byron Serline. Norman Blake, David Bromberg. Ray Campi. Ry Cooder. Creedence Clearwater Revival. Buddy Emmons. Danny Gatton. David Grisman. John Hartiord. Michael Hurley. Doug Kershaw. Lart McNall. Hank Thompson. Ramblers. The Rio Grande Band. Peler Rewan. Warren Zevon
Buck White And diging comes up with to much more: don't forget that wonderful old archive counand just a little digging comes up with so much more: don't forget that wonderful odd archive try and swing and bluegrass that all this Progressive Country is. In a way, recreatin
We are retll on the air. . we are still programing AOC and we will survive.


MAKING MIS POINT - On Halloween night, WIRE/Indianapolis afternoon air permakIVG MIS POiNT - On Hallowaen Ken Spack and show producer Karen Key lalias "Batman and Robin") some four winning famllies a real treat. Winners of Speck's "Trick or Treat" con. gave forr wwarded a visit from the "Dynamic Duo," along with goodies that intest ware awarded a visit from the "Dynamic Duo, along with goodies that included albums, singles and a year's supply of gum. Another "point Betman wanted to make, besides one to the WIRE sign on the station remote-motor home, was to point out the fact other Country redio station's Halloween promotion pictures can be seen on RER page 54, under Biff Collia's column. II think this whole conver setion is getting pointless.)

## Dear R\&R.

I read with interest your piece on Album.Orinted Country-formarted stations. and thought I'd Iate to you what happened with AOC here at WRDD.
When I came here two monthe ago. this station was playing many of the more progressive When I come here two monthe ago. This station cuts from Gary Stewart, Norton Buffalo, Joe Ely, Seve Frombola. Jerry Jeff Walker, and othere. While I enjoy many of these artists, and own some of Steve Fromhoiz. Jerrye I' I'm afraid that we've had to take most of them off the air.
The reason is simple and basic: apainst the two other Country stations in the Saginaw/Bay tay markpt. the Progressive Country format bombed dramatically. WRDD was dead last in the latest Arbitron with a a average rating of o. . Our competitors had 15 to 20 times the audience we did.

There were a number of ot her factors that contributed to the low rating, but the general aburdance of AOC music, and the lack of other, more popular country songs and artists seem to have made the heaviest impact. Our new mix of more traditional country music
pliments. and we are now in a much more competitive position in the market. However, I am advis. I'm not advising against the programming of Progressive Country music. However. I am advising that country programmers use tt with restraint when plugging such cuts into hourly formats and
generally into the bosic dayparts.

Todd VanDyke, Music Director
WRDD/Saginaw. MI
Drar R:R.
1 endoyed your aricle and discography of Album-Oriented Country. As you may remember. we experimented with is circe 1974 on WEEP. AM.FM. In fact. WHN's Assistant Proaram Director. Robbic homan, was host of the 9 pm-lam show. Although it boosted tosal ratings in that time period. we dropped it because an analysis of our demographics showed thar of whetever $25-49$ audience demographic. which was not our daytime audience, and seemed to burn ofs whatever 2 -s9 audience wr had in that daypart. Unfortunately, the result was a loss in our share of target audience over the total week. although our total $12+$ ranh improved.

We adopted a poltey of a more limited exposure of one or two album-ariented cuts an hour, like we do on Jessie's evening show on WHN. The main benell has seemed to be a more favorable station image with the younger audience, advertisers, and local press. Ater all, there
on your litat that haven't had hit country singles, but have hac gold and giainigh surprise you
Here are a few more album cuts, old and new, whose country sound might surprise you. Workingman's Dead (WB)
iratelul Dead .......................................................... Gratelul Dead Grateful Dead .................................................................................... Dead (WB) Led Zeppelin. .............................................. In Through The Out Door (Swan Song) Elvis Costello ...................................................... import singles (Radar/Jem) Lyayrd Skynyrd House"..Radio Sweetheart Gimme Back My Bullets (MCA)
You might recall that Elvis Costello appeared on one of our live broadcasts singing "Stranger In My House" and "You Win Again

It's not surprising: however, that the greatest country crossover is between pop/adult and country artists. because of the similar demographics of the targ radio and country audiences are more different demographically.

Edward R. Salamon. Program Director
WHN/New York. NY
Dear $R \notin R$.
1 read with great interest this week's article about $A O C$ and the varlous country stations that have made ventures into this type of programming. For the past couple of years $68 / \mathrm{new}$ mustc ro has been programming two album cuts per hour, and we have been worme music listed in the R\&R lation that will include a minimum of four album cus on a loi of country stations, our current album article (albums that is) may not

Keep Up The Very Interesting Work. Bob Orf. Program Director Ge/KFEQ Radio St. Joseph MO
Dear $R \& R$
Ind Ifelt I should I was just reading your artic
bring you up to date on KVRE-AM
bring you up to date on KVRE-AM. Briefly. Ed LaFrance sold KVRE.AM and FM half ago. The AM and FM split programming HABX. KWST, etc.) approximae"y a the FM becoming "Progressive. and the AMP's $125 \%$ out of the current top 50 list ... 25\% taken
 from approximately Lo expose a more progresience. (The older KVRE listeners (FM) have seemed to come over to our thus Retting a broader a

Keep up che good

## BREAKERS．

## CONWAY TWITTY \＆LORETTA LYNN

 You Know Just What I＇d Do（MCA） On $60 \%$ of reporting stations．Charts： 28.21 KEEN 26.21 WMZQ－FM，31－23 WOOT，40－30 WAXX，29－19 WDAF，33－24 KSO，25－14 KRAK，22－17 WTHI，28－21 WCXI．Adds include WSAI，WMC，WSUN，WWJO．RER Chart Debut 33.
## RANDY BARLOW <br> Lay Back In The Arms Of Someone （Republic）

63\％of our reporters on this song．Adds include KEEN KLAC，KLZ，KCUB，WYVA，WKSJ．Charts：21－15 KOKE，35－ 29 KNIX，37－28 WSAI， $29-24$ WHOO， $37-25$ WIRK－FM， $35-30$ KFGO， $34-28$ KXLR， $32-27$ WRCP．R\＆R Chart Debut 34.

## KENDALLS <br> You＇d Made An Angel Wanna Cheat （Ovation）

On $68 \%$ of our reporting stations．New adds：WCMS，WYVA， WADR，WMZZ－FM，WMUS，WSAI，WHBF．Charts： $29-20$ WKMF， $30-25$ WKDA， $30-22$ KMPS， $30-23$ WSUN， 3929 KVOC， 38－30 KFEQ， $29-21$ WOOT．R\＆R Chart Debue 35.

## NEW \＆ACTIVE

 The tirse represenve foct number of our reporting sestions pleving sha record this woek The second

JOHNNY CASH E WAYLON JENNINGS＇II Wish I Was．．．＂（Columbia）77110 2822 KFGO 31．26 WKDA 2924 KEEN WNVY，KOKE．WCOS FM，KVET，WYVA Charts 3429 KSO OAK RIDGE BOYS＂ 1 Leaving
One of the＂Most Added＂enis waet Louisiana In The Broad Daylight＂（MCA） $72 / 26$ WODO WOGY，WSAI，WTHI，WIL WSLA．WKSJ，WCOSFM．WGTO WUNI KOKE，KVET WVMI WSUN．WNYR，KAZV，KBET，KMAK KBMA．WVTL KWMT．Charts Debui 26 KRGO，debut 21
WOAF， 3427 WBAX WOAF， 3427 WBAX
GAIL DAVIES＂Blue Heartache＂（WB）69／13，WACP，KHEY．WNVY，KWKH，KXLP WSUN，WKSJ．KYNN，KWMT．WTHI，WYTL KRAM，KGRZ．Charts 22.17 KAGO， 23.13 WKMF， 23 COUN， 31.25 KEEN．Xebut 30 KMPS．
CON HUNLEY＂I Don＇t Want To Lose You＂（WB）68／7，KEEN，kSon，kFEO
 WM2O－FM
JANIE FRICKE＂But Love Me＂（Columbia）65／10，wrva wnvy．whoo，kxtr KWMT，WTHI，KUZZ．KEEN，KAZY，KSOP．Charts： 3830 KGFX， 3024 WRCP， 2823 WUNI， 3525
MICKEY GILLEY＂A Little Getting Used To＂（Epic／Playboy）6277，kson JIM WEATMERLY＂Sm， JIM WEATHERLY＂Smooth Sailin＂＂（Elektral 60／13，WSAI，WOGY，KLZ WOKK KWKH．WCMS，WAXX，KWMT，KFEQ．KION．KSOP．KRAM Chartai： 30.25 KNIX． 32.27 KHEY， 37.27 JOHN ANDERSO
JOHN ANDERSON＂Your Lying Blue Eyes＂（WB）60／3，KLVI，KSON，KMAK． Chart： 27.22 KSO， 3328 WOOT， 3429 KYNN， 3428 WGTO， 12.9 WKDA． 2419 KRMD， 3427 KKYX BILY＂CPASH＂
KMPS KLAC WOAF WSAI WDOCK＂Till I Stop Shaking＂（Capitol）57／11，KEEN． 25 WMC
DOTTSY＂When I＇m Gone＂（RCA）56／8，KAZY，WSLR KHEY，WIRK．FM，WKDA KXIP WCOSFM．KION．Charts 3429 WHEF 107 WUNI， 37.28 KFEQ 3328 KEEN， 3528 KUGR， 3322 KZIP JIM ED BROWN＂You＇re The Part Of Me＂（RCA）55／5，WBAP，KSON，KNEW KRZ， KUGR Charts 2518 WRCP， 27.22 WCOS FM， 38.29 KEED， 32.17 KUZZ． 28.18 KVOC． 3929 KHEY， 3830 KKYA 21 KIP， 3 KSOP
CHARLIE RICH＂You＇re Gonna Love Yourself In The Morning＂（UA）48／11． KRGS KLZ CKLW．FM，WACP WEEP，WAOA，WNYA，WCOS－FM，KZIP，KFEQ．KTOM Chart 11－8
DON WILLIAMS＂Love Me Over Again＂（MCA）46／40．The＂Most Added＂this WFOK Some now odde include KLAC，KR2Y，KMPS．KNEW，KEED，KNIX．CKLW．FM，WSLR． others，Chars Debut 27 WUNI， 3629 WKDA．KWKH，KRMD，WSUN，KKYX，WEEP，WEAX and

## Others Getting Significant Action

## JOFX CKIW ROD WHOOEZ＂What＇ll I Tall Virginia＂（Epic）44／7，KRGO，KRAM，WNRS KGFX．CKLW．FM，WHOO，WKDA 2720 WUNI． <br> T．G．SHEPPARD＂ 1 ＇ll Be Coming Back For More＂（WB／Curb）43／16，wIL WSAI，CKLW．FM，WKMF，KEE，KUZZ，KEET，WAXX，KFOI，WCOS．FM，WOOT，KHEY，WHOO <br> JEANNE PRUETT＂Back TO Back＂（IBC）43／14，WMZO．FM，WSLR．KMPS．WNYR． JUICE NEWTON＂USM，KWMT，WDDD，K日ET，KVOC，KRAM，KMAK， 3630 KFDI JUICE NEWTON＂Until TOnight＂（Capitol）40／7，KMPS WSLA，WIRK．FM，KWKH．

## Radio\＆Records <br> NATIONAEAIRPLAY／4O

| Three Wanks | Two Weaks | Last |  | November 30，1979 |
| :---: | :---: | :---: | :---: | :---: |
| 3 | 2 | 1 | 1 | ANNE MURRA V／Broken Hearted Me（Capitol） |
| 6 | 4 | 2 | 2 | MEL TILLIS／Blind In Love（Elektra） |
| 13 | 11 | 4 | 0 | HANK WILLIAMS JR．／Whiskey Bent And Hell Bound（Elektra） |
| 12 | 10 | 5 | 0 | MOE BANDY／I Cheated Me Right Out Of You（Columbie） |
| 19 | 12 | 8 | 0 | LORETTA LYNNII ve Got A Picture Of Us On My Mind（MCA） |
| 10 | 9 | 3 | 6 | JOHNNY DUNCAN／The Lady In The Blue Mercedes（Columbia） |
| 28 | 19 | 17 | 3 | EDDIE RABBITT／Pour Me Another Tequlla（Elektra） |
| 21 | 15 | 9 | 0 | CONWAY TWITTY／Happy Birthdey Darlin＇（MCA） |
| 27 | 20 | 14 | 0 | CHARLEY PRIDE／Missin＇You（RCA） |
| 5 | 3 | 6 | 10 | WAYLON JENNINGS／Come With Me（RCA） |
| 29 | 22 | 15 | （1） | HOYT AXTON／Rusty Old Halo（Jeremieh） |
| 15 | 13 | 7 | 12 | TOM T．HALLY ou Show Me Your Heart（And |
| 22 | 17 | 16 | 13 | DAVE 8 SUGARMM World Begins And Ends With I ou（RCA） |
| － | － | 28 | （1） | KENNY ROGERS／Cowerd Of The County（UA） |
| 36 | 24 | 20 | （1） | BRENDA LEE／Tell Me What It＇s Like（MCA） |
| 4 | 6 | 12 | 16 | GENE WATSON／Should I Come Home（Or Should I Gi Crazy）（Capitol） |
| 2 | 1 | 11 | 17 | CRYSTAL GAYLE／Half The Way（Columt a） |
| － | 29 | 25 | 1 | JIM Reeves／oh How I Miss You Tonighi（RCA） |
| 38 | 32 | 24 | 1 | JOHNNY RODRIGUEZ \＆CHARLY McCLAIA ！Hate The Way．．．（Columbia） |
| － | 26 | 22 | （2） | WILLIE NELSON／Help Me Make It Through The Night（Columbia） |
| 8 | 8 | 13 | 21 | MERLE HAGGARD／My Own Kind Of Hat（MCA） |
| 34 | 30 | 27 | （2） | STATLER BROTHERS／Nothing As Original As You（Mercury） |
| 33 | 25 | 19 | 23 | CHARLIE DANIELS BAND／Mississippi（Epic |
| 7 | 5 | 10 | 24 | EMMYLOU HARRIS／Blue Kentucky Girl（Wb） |
| － | 35 | 29 | 3 | LACY J．DALTON／Crazy Blue Eves（Columbla） |
| 14 | 16 | 18 | 28 | JACKY WARDIYou＇re MY Kind Of Woman（Mercury） |
|  |  |  | （3） | CONWAY TWITTY／Heavy Tears（Flip of＂Happy Birthday Darlin |
| 37 | 33 | 33 | （3） | MEL McDANIELLovin＇Starts Where Friendship Ends（Capitol） |
| 1 | 7 | 26 | 29 | KENNY ROGERS／You Decorated My Life（UA） |
| 40 | 31 | 30 | 30 | DOTTIE WEST／You Pick Me Up（And Put Me Down）（UA） |
| － | － | 37 | （3） | MOE E JOE／Holding The Bag（Columbla） |
|  | 36 | 36 | 32 | JOHN WESLEY RYLESIYou Are Always On My Mind（MCA） |
| － |  |  | 3 | CONWAY TWITTY \＆LORETTA LYNN／You Know Just What I＇d Dolmca |
| － |  |  | 3 | RANDY BARLOW／Lay Back In The Arms Of Someone（Republic） |
| － | － | 40 | 0 | KENDALLS／You＇d Make An Angel Wanna Cheat（Ovation） |
| 32 | 23 | 21 | 38 | STEPHANIE WINSLOW／Soy You Love Me（WB／Curb） |
| － | 39 | 32 | 37 | MEL STREET／The One Thing My Lady．．．（Sunset） |
|  | 37 | 31 | 38 | ETC BAND／Stranded On A Dead End Street（WB） |
| － |  |  | 39 | BILLIE JO SPEARS／Rainy Days And Stormy Nights（UA） |
| － |  |  | 40 | KENNY DALE／Sharing（Capitol） |

This chart is based solaty on compltad weakh
novmment from the majority of our reporters．
KOME，WKOA WYRSTREET＂Fadin＇Renegade＂（Elektra）36／7，кIKX．kGFX．кYN
EDDY ARNOLD＂If I Ever Had To Say Good
EDDY ARNOLD＂If I Ever Had To Say Goodbye To You＇＂（RCA）36／5，wNYR．
KXLR wOoo，KCU日，KMPS， 4030 kUZz KxLA WOOO，KCU日．KMPS， 4030 KUZZ
JERRY REED＂Sugarfoot Rag＂（RCA）347，wCXI，wGTO．WAXX．KFEQ K日ET． KMPS，KCUE．
DONNA FARGO＂Preacher Berry＂（WB）3015，wSLR．KKYX．KWMT whef kSS 9.6 WUNI， 3528 kSO

CRYSTAL GAYLE＂Your Old Cold Shoulder＂IUAI 28／14，kKYX，kLVI，kXLR MARGO SMITH＇＂Th Sh KSO．WTHI，WDGY，KTOM，KNIX，KRAK．KCUB．
this wask．Somine＂The Shuffle Song＂＇（WB）27／24．One of the＂Most Added＂rocord This wesk．Some now odds includo K SOP，KEED，KNIX，KEEN，KLAC，KMPS，WNRS．KSO，WKMF CAROL CHASE＂This Must Be My Ship＂IC
KKYX，WGTO，KKAL．Charts M 159 KAGO 3430 Ship＂＇（Casablanca West）27／4，cKLw．fM J．D．SOUTHER＂You＇re Only LOne＂
WNRS WIL KFEQ KMPS．KKAL Charts 1812 WMAQ dobut 19 WHN WUNI，WWOK，WOKK． 11.10 WBAX．KMA．KKAL Charts： 1812 WMAQ．debut 19 WHN． 32.27 WEEP．G－4 KUGR

FREDDY WELLER＂Go For The Night＂（Columbia）247，кWKh．кGFX．kfbo．
KBMR．WMUS，KUZZ KUGR． GLEN CA
GLEN CAM
22.23 WOGY．
JOE SUN＂Out Of Your Mind＂
KXLR．KZIP，KKYX．
DAVID ROGERS You＇re Amazing（Pepublic）17／14，KRGO KEED，KROR KMPS KMAK WKMF，KBMR，KFDI，WIRK．FM，KWKH，WLAS，KKYX，WOKO WYII
BILL ANDERSON＂More Than A Bedroom Thing＂（MCA）17／5，ksop，wCxI
WKMF KEBC KBET． WKMF，KEBC．KBET
ROY CLARK＂Chain Gang Of Love＂（MCA）16／16，KFOO KNEW KMPS XNIX ROMNIE SESSIOMS＂H．KFDI，WAXX KKYX．WLAS，WBAM．WIRK．FM．WOKO WYII RONNIE SESSIONS＂＇Honky TOnkin＇＂＇（MCA）14／4，WRCP，WGTO，KRMD WKMF ZFWUN，KHAK．WCOSFM．WOEN，KVOO，WODO，KCEY
ZELLA LEHR＂LOVe Has Taken Ir＇s Time＂（RCA）11／11，wUNI．KAMD．WOK SUSIE ALI ANSON＂I Must Bo Craz＂＇
SUSIE ALLANSON＂I Must Be Crezv＂（Elektra）11／5，W日AM，WADR．wht KfOI

## Most Requested

 KENNY ROGERS＂Cowerd＂（UNHANK WILLIAMS JR．（Elektre） 3 CONWAY TWITTV＂Hapoy＂（MC EDDIF RABAITT（Elokkro） CHARLEY PRIDE（RCA） MOE G JOE（Columbia） WAYLON JENNINGS（ACA） ${ }_{9} 8$ MOYT AXTON（Joremish） 10 BRENDA LEE（MCA）

## Active Re－Currents

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> All The Gold in Colthomim ic
> The Gold in Calitomis icolumbie：
> CRYETAL OAYLE Hall The Way（Columbia）
merle hacoano Own kind of Hat IMCa） EMAMYLOU HARAIS Blue Kontuck Gir（WB） OU Oecorated Mras T．O．EMEPPARD sol Chaoter i Watra（WB／C JOE STAMPLEV ui Your Clothos Back On（Epic） OENE WATBON



THERE'S GONNA BE more 'Country' in the Bren. da Lee musical repertoire from now on, so says Brenda's hubby, Ronnie Shacklett. "Yep." says Ronnie, "We're gonna step up our personal appearance schedule and Brenda's gonna be out among the public lots more now. Actually, we're going back to our 'country roots,' where Brenda started." The MCA musical mite is slated for a tour in Japan come January with three concerts in Tokyo to be followed up in April with a tour of Sweden, Holland, and


Brenda Lee London. Dick Blade International now conducts Miss Lee's bookings.

ALL'S FAIR when you consider that Buddy Lee Agency reps Jerry Rivers, Tony Conway, Jack Brunley, Newell Gragg, Joe Higgins, and Joan Saltel planned outta Music City last week for the International Association of Fairs and Expositions Convention in Las Vegas. The Lee Agency, expanding its fair date roster, now signals the representation of Willie Nelson (second season) for fair dates and has just reached

ment for Ray Price and Marty Robbins . . . Tom T. Ilall's offices touting his just released autobiography

Earl Richards, onetime member of the Buddy Holly and the Crickets bandcast, now doing independent wax production for Partridge Records, Inc. Earl says, "My big gun is a Dothan, AL boy named Mitch Goodsen. I'm also producing a traditional 'country' girl singer, Jodie Emerson, who I think is as real as a washboard."

LOOKING BACK. . . Scene, November, 1959: one million, two hundred and fifty thousand Elvis Presley colorful Christmas greeting cards were being jammed into the mails from the offices of Col. Tom Parker!!! Scene, December 26, 1904: Gospel Tabernacle renamed Ryman Auditorium!!!

FOOD FOR THOUGHT, AFTER THANKSGIVING Singles with powerhouse promotions backing their entry into the market continue to be the theme of things among record manufacturers, who know that it's the fast turnover buck of the "Singles Dollar" that keeps the ole mill running! With this in mind, it's interesting to note too that those new singles making their appearance on the market today MUST come on in a slam-bam fashion! Really, this type promotion is good because in order for the manufacturer (with countless singles appearing weekly) to reap the biggest possible profit, there's little or no doubt about it, the new release MUST make a fast showing chartwise . . to become a healthy, strong candidate in the big "Singles Sweepstakes!"

NAMES: Epic's Charly McClain is a busy, busy
gal nowadays. Her personal manager, Gene Ferguson, says she has just returned from a 10 -day tour in Europe and has a bid to return to Wembley in April. Furthermore, she has just finished the theme song for a new Robert Blake flick - title of same yet to be named - additionally, Charly has won a part in a new Jan Michael Vincent movie to be filmed early in January in Bakersfield, CA. Ferguson, also the mentor for Warner Bros.' John Anderson, says 1980 has already sparkled for his talent roster. Bookings look good, Ferguson says, and "with Anderson not having an open date for the first quarter, I'm happy!"
Del Reeves (record scoreboard "Girl On The Billboard") now resides with his wife Ellen and family on a 65 -acre farm outside Nashville named "Glory. land," and Del says he loves it. He THINKS he's gonna try raising horses! But, we THINK he's gonna be one of 1980's biggest talents! We'll see??? John Conlee is in Las Vegas this Saturday (12-1) to accept the "Most Promising New Talent of the Year" award during the taping of the "Jukebox Awards Show." The program will air on December 4 on NBCTV ... Merle Haggard is set to act and sing in the upcoming Clint Eastwood film titled, "Bronco Billy"

RCA's Sylvia is from Kokomo, Indiana, and was formerly secretary for her producer Tom Collins. Collins, who is the CMA's Chairman of the Board, also produces Barbara Mandrell and Ronnie Milsap WB's Margo Smith is still talking about her recent appearance with Bob Hope at the grand opening of the Prairie Capitol Convention Center in Springfield, IL. Her band is still buzzing over getting to play


Hope's theme, "Thanks For The Memories." Margo is shown here with Bob Hope . . The Oak Ridge Boys taped their debut on "Don Kirsher's Rock Concert" last Tuesday in Los Angeles. The show will air sometime in January . . The numbers are in. Dolly Parton lost over 35 pounds on her recent diet. Dolly says her most drastic diet was when she first came to Nashville. She lived on what she terms her "ketchup" soup, consisting of ketchup, mustard, relish, and hot water from the tap. I don't think I could "relish" that kind of diet



## Country Abums



## OAPN CAMPBELL - HIAwayman - (Cepltod "Highwayman

DONMA FARGO - Jut For You - (WB) 'Welk On By
LARRY GATLN - Stroitre Ahend - (Cokmblat "Midnight Choir" "Taking Some body with Me
CRYETAL GAYLE - Mise The Misatestppl - (Cotumblal "Miss The Mississippi And You" "Danger Zone
TOM T. HALL - Or T.'s in Town - IRCA "Jesus On The Radio" "The Old Side
Of Town" "I Left You Some Kisses On The Door" "Old Habits Die Hard
WAYLON JENNINGS - Whet Goee Around Cormes Around - (RCA) "I Got The
Train Sittin' Woitin' "What Goes Around" "I Alit' Living Long Lire This"
GEORGE JONEs - My Very Epectal Gueete - (Eplet "It Sure Was Good" "I Soll Hold Her Body" "Here We Are" "I've Turned You To Stone". "Gotto Get Drunk" Hold Her Body" "Here We A

BARBARA MANDRELL - Just For The Record - IMCN "Is It Love Yet" "My Low Cen Do No Wrong
MOE \& JOE - Just Good Or Boys - ICohmmblal 'Tell Ole I Ain't Here
ANME MURRAY - I'I Ahways Love You - (Captol) "Daydream Believer
WILIE MELSON - Since Kistofferson - (Cnlumbla) "Bobby McGee" "The Pil
grim" "For The Good Times" "Why Me Lord"
GENNY ROGERS - Kenmy - IUN "Goodbye Morie" "I Want To Make You
Smile" aYou Tem The lhter On" "Tulse Turneround"
Smi/e" "You Tum The Lght On" "Tulse Turnaround
CONWAY TWITTY \& LORETTA LYNN - Diamond Duet - IMCN "Hit The Roed CONWAY TWITTY \& LORETTA LYNN - Diamond Duer - imca
Jock" "Baby Don't Get Hooked On Me" "What's A Litte Love
MEL TLLIS - Me And Pepper - (Elektra) "Ly/ng Time Again"
OENE WATBON - Should I Come Home - (Cepltol "Beautiful You" "The Beer
CENE WATBON - Should i Corne Home - (Cepitol "Beautiful You"
At Dorsey's Bar" "Circle Driveway" "After The Party" "I Can't Help It
DON WLUANB - Portrht - (MCN "Circle Driveway" "Good Ole Boys Like
Me" "You Get To Me" "Women You Should Be In Movies
MANK WILIANS JR - Whiskey Bent 8 Hell Bound - (Elektral "The Converse Hon" "Outlaw Women"


## Another Rotation Station

Well-known Florida programming consultant Tom Kennington - who has to his credit the National Program Directorship of the varlously-formatted Rounsaville Group - is currently in charge of the programming reins of WDBO/Orlando. He pointed out several reasons why he uses a rotational list instead of a numerical chart, a trend that seems to be building with P/A statlons:

Kennington: Let me start with two recent examples - we were on "Rise" by Herb Apert and "I'll Never Love This Way Again" by Dionne Warwick very early. Now in checking with retail stores, which we do every week, we did not get any sales information on them because the stores don't stock anything until the rocker goes with it. But in checking with our other sources like phones and such, we knew both of those records were really hot items. So what I'm saying about the numerical system is that given the lack of any sales information, I see it as being very difficult to put a number on a title - unless you just want to make them up. Now this may not be a problem in every part of the counany sales information at all. ny sales information at all.
R\&R: So the rotational
R\&R: So the rotational lists is right for WDBO?
Kennington: Absolutely. Now, obviously it makes it a lot harder to try and compute the accuracy of sales, when we finally can get a beat on the requests and other avenues of input. as opposed to simply putting out assigned numbers based on what local stores
are telling us. R\&R telling us.
$\mathbf{R \& R}$ : How do you compile your $A, B, \&$ C rotational list?
Kennington: I do use sales, phones and look at stations that I consider similar in format and audience appeal to us in other markets, and of course R\&R and some other trades - basing all of this on the feeling that if the records are doing well with them then theoretically they ought to do well with us.
$\mathbf{R \& R}$ : Anything in closing?
Kennington: Yes. I'd like to hear from other Pop/Adult people who compile numerical lists and how they do it for their marketplace. I'd be very interested if others feel the same
way or have found a method of properly dealing with numbered lists on P/A level way or have found a method of properly dealing with numbered lists on a P/A level.

## Update

The Update to our November 16th story of KYUU-FM/San Francisco's "Most Outrageous" contest has a winner! As you might recall the first prize, a Troy pound (12 ounces) of gold, would be awarded to the craziest stunt. Jim McGuire was declared victorious when he ate his lunch on a table suspended 100 feet below an airborne helicopter, hovering past the Golden Gate, touching down on a beach area, and flying across the skies dressed as Superman. The prize, based on gold pricing of approximately $\$ 380$ an ounce, brought just over $\$ 4500 \ldots$ In its continuing "Ask The Expert" series, legendary
KDKA/Pittsburgh presented its "Ask The KDKA/Pittsburgh presented its "Ask The Lawyer" session for area listeners to receive free advice on various subjects - this Legalman program met with great listener reaction..WPEN/Philadelphia personality Joe Niagara has launched a local campaign to show support for the President's decision not to buy Iranian oil and not to give in to foreign "energy blackmail." The "Our Energy Is Freedom" campaign calls on people to curtail energy usage voluntarily and to make whatever sacrifices necessary to support
U.S. positioning in this current crisis..WNEU/Wheeling has tied in with the U.S. positioning in this current crisis..WNEU/Wheeling has tied in with the current Rupert Holmes smash "Escape (The Pina Colada Song)." The promotion was staged at a local tavern, as listeners were invited to come by and enjoy the festivities, which included the first 160 attendees receiving a free pina colada. More than 500 showed up to "escape" from their normal humdrum activities. Interesting side note is that the bar where the promotion was held is right across the street from the station's competition.

## Transition

As the year winds down, so do the transitional levels across the country; however, there are some to note for this week. WASH/Washington announced a number of promotions and one change - staff announcer Greg Cole has been promoted to fill the newly created position of Production Director. Cole has been with the station for eight years, mostly as a part-time announcer, and has been responsible for the majority of WASH production; also promoted is Ed Rodriguez to fill Cole's place as an announcer - he has been with the station for three years in a fill-in capacity. Finally, former NAB "RadioActive" member Carol Sommer has been hired to replace Linda Forem as the station's Promotion Manager . . . A major appointment has been made at Golden West Broadcasting, as VP/Radio Division Richard Kale has announced that Jan Horning has been named Director of Research for the chain. Ms. Horning has been with the Autry group for only one year, after serving as executive assistant to the president of an athetic shoe and apparel company. Bob Carolin has been appointed Vice President of Park Broadcasting and will oversee the operations of its properties in Syracuse, which include WHEN, a P/A see
stronghold and a Beautiful Music FM sister, WONO - and in conjunction with Carolin's move, former Production Manager Bruce Siegel is now the Operations
Manager of WHEN Manager of WHEN ...Will Schutte, a native of the Bay Area, joins KYUU-FM/
San Francisco as an account executive .. Keli Mitehess has been promoted to San Francisco as an account executive... Keli Mitehess has been promoted to
Music Director of KORJ/Orange, CA Music Director of KORJ/Orange, CA.

The thirty.flve foot traffic blimp smiles its wav through an afternoon of festivitios merking K 101/San Franclsco's recent 23rd annlversary.

## Color

THE MEAT MAN: The man on the left is a very lucky KFMB/San Dlego grand prize winner of the station's "Fame Game" promotion. Pictured here, Ben Solano is checking out after a lengthy supermarket shopping spree that obviously "beefed up" his meat supply. He also got the interest on $\$ 1$ million for a day at $7.6 \%$; his own movie premiere with his name on the marquee: an appearance on stage in Las Vegas (which is very dangerous if you have no talent): tickets to Charger foothall games; a chauffeured Rolls Royce for a week, and a red carpet. There's no way that you'll convince him that KFMB isn't number one!

WASH-ING AT K.R.R.K.: A major promotion is now being staged by Washington's $W$ ASH, which is offering listeners the chance to enroll in the Kollege Of Rock \& Roll Knowledge. Program Director Bob Hughes describes it as "an institution of higher learning with a focus on that select discipline of the performing and participating art called rock \& roll." He adds that it's a fascinating "campus of the mind" created for all who have been
seeking an intellectual stimulus to the "intrinsic beauty seeking an intellectual stimulus to the "intrinsic beauty of the C, A-Minor, F, and G Chords" (the chords listed are those generally described as most often employed in rock music - which includes much of today's Pop/ Adult musical approach). Anyway, the objective of the
 promotion was to create a vehicle that would keep the excitement of light-hearted musical approach for the station's broad-based 18-49 demographics. Many elements make the massive campaign: posters, T-shirts etc., plus (as pictured) this ad that enrolls people into the K.R.R.K. - a fictional institution known as WASH U. Enrollment to the Kollege

## ENROLL IN THE KOLLEGE OF ROCK \& ROLL KNOWLEDGE.


is unlimited, and all applicants are not only accepted, but receive free "diplomas" signed by Professor Bob Hughes, holder (I'm told) of "the Little Eva Chair of Rock Obscurity." Pop quizzes are given hourly asking questions pertaining to the history of rock \& roll, with a caller answering correctly receiving a gift, plus becoming eligible for the top pop quiz honor which is a meticulously restored 1966 metallic turquoise and white Ford Mustang convertible. PD Hughes intoned, "I'm getting tons of calls from listeners who are really getting into the spirit of the Kollege
asking for Professor Hughes when they call. and referring to themselves as students.

HELLO SNOW: WGAR/Cleveland wants its listeners to be prepared for the first snowfall of the year; so they are giving away snowthrowers for three lucky entrants. Cards are accepted indicating the winter's first measurable (one-inch) snow fall. If this year is like two years ago in Cleveland, it'll take more than a snowthrower to get around.


RADIO \& RECIPES: Something's always cooking at WRAL/Raleigh, but especially during the festive holiday season, as the station is collecting recipes from area restaurants
for broadcast. Ingredients are given hourly every day, with calls being taken from listeners for broadcast. Ingredients are given hourly every day, with calls being taken from listeners who try to guess what's cooking. A correct answer wins the person a $\$ 50$ bill; but perhaps more important, the promotion, according to station sources, is doing an effective job of recycling its morning audience into middays.

## BREAKERS.

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

## DANN ROGERS

Looks Like Love Again (Intemational Artists) $65 \%$ of our reporters are on it Now adds include KOY WWWE, KNBR, WBT, WCHV, WLNH, FM97. Key moves: 21-17 KMPC, 25-21 WSGW, 26-22 WHBC, 35-26 KUKI, 23-18 WJBO, 18-16 KDWN, debut 18 WFDF, debut 25 WBOW, de but 30 WLW. Heavy rotation: KUGN. Jumps 33-24 on P/A chart.

## NEW \& ACTIVE

You'll notice two numbers immediately follow each song tifle below (example 305). The first represents second is the number of those stations ploving ated it this week.

KENNY LOGGINS "This Is It" (Columbia) $44 / 7$ ndd WTIC. WOY, WHAM, WIVA WCER WCBM, WPRO Kev mover 17.10 WVMT, $22 \cdot 18$ WSM. FM, $30-27$ WWW. 20.16 KRMG. 24 . 19 WHBC. 2924 KSTP, 22.18 Win

ABBA "Chiquitita" (Atlentic) 43/3 add WIP, KPPL KMPC. Koy movas: 1610 WGR. 2622 WOWO, $32.37 \mathrm{KBLF}, 52.27$ WCHV, $30.27 \mathrm{KSTP}, 32.28$

SUPERTRAMP "Take The Long Way Home" (AEM) $37 / 2$ edd WIS, WSB Ker mover: 11.3 WOWO. 8.6 WMAL 21.12 KUKI. 41 WLOW. 28.20 W
20.22 WOUD. 20.17 WTIC. 2922 KDKA. Increased 3128 on P/A chart.

HERB ALPERT "Rotation" (A\&M) $37 / 14$ edds Include KANT, WIBW, KONR WIS. WISN, KNBR. WELI. WVMT, WJON. KHOW, WEBC, WFDF, Key mover: $22-24$ WBT, 231
26.22 WSM-PM. 34.27 WHBC. 3228 WSOW, dobut 28 WMAZ Incressed 37.32 on P/A chart

HALL \& OATES "Wait For Me" (RCA) 29/6 add WHBC. WISN. WLNH Idpl. KSTP. WGIR KDKA KOY moves: 27.23 KUKI. 24.21 WLW. 27.23 WPRO. 2928 KBLF. 27.23 WWWE. In

SMOKEY ROBINSON "Cruisin" " (Motown) 25/6 add WFDF, KRMG. WIW. WTMJ. KNBA, WCCO Ker moves; 2928 WWWE. 21.18 WLOW. 3226 FM97, 34 -25 WHIZ. 2820 WQUD. dobut 28 WMAZ. Dobuts at Na. 34 on P/A charr

CARLENE CARTER "Do it In A Heartbeat" (WB) $23 / 3$ add WATr. KSL KRNT Moves 30.27 WORG. 35.29 WHBC. Increased 40.36 on P/A chart.

LOBO "Holdin' On For Dear Love" (MCACURB) $28 / 18$ KUGN. WAVA WSB. WIBW,
KSL KHOW, KRMG. WHBC, WSLI, KSTP. WVMT, KAFM. Dobuts 28 WJ80, dobut 29 WLW. Hot KSL KHOW. KAMG. WHBC. WSI, KIA Char.

PABLO CRUISE "I Want You Tonight" (AGM) $21 / 7$ add WOWO, WOUA WSIX,
WCBM, WSL, KNBR WSB Kor mover 1411 WLOW, 18.13 WLW, 29.18 WMAZ. 17.12 WPRO WCBM. WSL. KNER WSB. KOY movor: 1411 WLOW, 18.13 WLW. 29.18 WMAZ. 17.12 WPRO dobut 27 WOUD. debut 29 WBOW. Debuta at No. 39 on P/A chart
MOON MARTIN "No Chance" ICapitol) 20/4 WHBC. WBOW. WCHV, WORG. Kov mover: 3430 WSGW, dabut 26 WPRO. debut 29 WJBO. Haavy rotedion: WAVA Dabuts at No

## Pop/Adult Album Airplay Tracks

The following abum tracks, alphabebically listed by artist are gerting significant airplay on many of our Pop/A dult stations)
ABSA Caverotel "t Heve A Dream" "If it Wosn it for The Nighrs
MERB ALPERT LAOM)"'1990

CAPTAN O TENNILLE COMBANON "Lovo On A Shoestring



AEETWOOD MAC WE) Honoy Hic "Nover Moke Mo Cri" Sistors of The Moon" Sors" "Ange" "Over 6 Over" Storms" "Think ADour Mo
RUPERT HOLMES MACA "Answering Machine"
RUPERT HOLMES MMCA "Answering Machine"

WELLSSA MANCHESTER cartate "Oon ' Wont A Haertache"" "Holdin' On To The Lovin
 "TDan Y Wont To Walk Without You ... Where Are They Now ".. One Vaice" MMM Y MESSSMMA Cohombial "Froe To Bo Mo" "Lovin' You Lect
EEONE MUMRAY (Cmptol) "Devdreat: Bollever You ve Goi Me To Hold On To
KENNY ROGERS NAN "GoodOYOMANE".She's 4 Mystor"
 By Haari"
J. So SOUTHER ICOkmbal "Whito Rhrthm And Blues"


RANOV VANWARMER Bearsvol "Losing Out On Love" "Toll Me Just One More Tme UMNGS IConomblal "Beby's Request" "Winter" STEVE WONOER TTMEMotownl Powar fower

## RadiodRecords

 POP/ADULTTAIRTLAY/40Three Two Last
Three Two Last
Weeks Weeks Week

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

This chert is besed solety an airplay scatistics compiled weakly from our reporting stations
This chart is bosed solely on airplay statistics compiled weakty

## Others Cetting Significant Action

MAUREEN McGOVERN "Can't Take My Eyes Off You" (WB/Curb) 26/9 Id WIBW WISN KAKK. WBT, WTMJ, WVMT, WINH, WJON. WORG
sdd WIBW, WISN. KAKK. WBT, WTMJ, WVMT, WINH, WJON. WOAG.
ROBERT JOHN "Only Time" (EMI-America) 26/1 sdd WBow. Moven 31.28 WHBC. TERI DeSARIO "Yes, I'm Ready" (Casablanca) $24 / 14$ odde include KSTP, WBT. WJBO. KGNA. WINH, WHIZ KRMG. KAFM. WGIR. KAKK Dabuta 29 WORG. dabuts 30 WHBC. NICHAEL JACKSON "Rock With You" (Epic) 19/5 add WIP. WSLL. KNBA. WHEN. WOUA Moves 12.7 WLOW, 28.24 WORG. 2825 WNEU. 26.19 WPRO. debut 27 WMAZ. debut 28 WSM.FM.
JIM WEATHERLY "Smooth Sailin' " (Elektra) 18/3 add WCCO. KAFM, WCER. Hot at KUGN
ROGER WHITTAKER 'You Are My Miracle" (RCA) 16/3 odd WEL. WRVA WCER. Roary rombon: WFTL
BOBBY VINTON "Make Believe It's Your First Time" (Tapestry) 15/4 ado DANA VALERY "I Don't Want To Be Lonely" (Scotti Bros.) $13 / 4$ ada WFDF. DANA VALERY
GLEN CAMPBELL "My Prayer" (Capitol) 13/3 edd KOWN, wsb. KblF
RICHIE FURAY "I Still Have Dreams" (Asylum) 10/3 add WFDF, Whiz WATR
JIMMY BUFFET' "Volcano" (MCA) 9/6 odd WJON, KMBZ. WCHV. WCER. KRKK.
WRVA. Hot at WBT
KARLA BONOFF "When You Walk In The Room" (Columbia) 9/3 add WPRO
WILUE NELSON "Help Me Make It Through The Night" (Columbia) $9 / 2$ WILLE NELSO
SPYRO GYRA "Jubilee" (MCA) 9/1 odd KGNR
CHARLE DANIELS BAND "Behind Your Eyes" (Epic) $8 / 3$ odd webc. ksL CHARLIE DANIELS
KRKK. Mover 2824 WLOW.
ISAAC HAYES "Don't Let Go" (Polydor) $8 / 3$ edd waUd, KMBZ WLNH. Mover ${ }_{28-21}$ WPRO.
KOOL 8 THE GANG "Ladies' Night" (De Lite) $8 / 2$ add WLow, WLNH. Moves 94 WOWO, d CBut 28 WNEU
BEACH BOYS "It's A Beautiful Day" (Caribou) 81 add WHBC. Debute 30 W8ow JOHN STEWART "Lost Her in The Sun" (RSO) $7 / 5$ add KRMG. KMBZ. KUGN WGIR KBLF
JEREMY SPENCER BAND 'Travellin' " (Atlantic) $8 / 5$ add WCCO. WCER. WRVA WHBC.

## Most Added:

LOsO

- Loso Added et 20\% of our reporting etuitions HERB MLPERT Rotanton (AeM) Added at 17\% of our reporting eritions. TERI DesARIO Added et itw of our reporting otritions. KENNY ROGERB Coward of The County IUA Added at 10\% of our reporting atstions. CUF RICHARD Wo Don't Tolk Anymore (EMMI Amorica)


## Hottest:

## RUPERT HOUMES

 Escape The Pine Cabde Songl IMCA Reportod hot $817 \times$ Bebe (AGM) Aeported hot et $44 \%$ of our aterions. Garay manliow SNips 4rastal oportad hor at 4xt of our studone. GARERA STREIEAND 6 DONMA SUMMER Reported hot ar 30\% of our sitione J.O. SOUTHER You 're Ont (onev (Columbia)Aoported hot at $35 \%$ of our etritions.


|  | $A D D S Q B \square$ |  |  |  |  |  |  |
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## A Syndicators' Q of A

In our November 16 issue, we asked the same questions to four leading Beautiful Music syndicator and presented their answers so that radio people inside and outside of the format could easily compare their services and stances. In Part II of our comparison, the same four syndicator discuss more basic topics of interest: Match Flow us. Random Select programming approaches, contests and their role (if
any) in Beautiful Music radio, air personalities and how much personality they should display, and the future of Beautiful Music - will it become more contemporary-oriented or continue to feature the lush orchestral arrangements of the past? Jim Schulke, Marlin Taylor, Dave Verdery, and Tom Churchill express their views below.

## Q: There are two main approaches to Beautiful Music-Match Flow and Random Select. Which do you find more effective and what are the advantages?

Jim Schulke<br>President

Schulke Radio Productions

A:- For many years, I wondered whether there really was an inportant difference to the audience, but I think our track record has proven that there is. In Match Flow, you know precisely what cuts are following which cuts. and can create a mood. With Random Select. you either have to stay at a moderately low tempo level. or you will suffer considerable clashes. both in mood and tempo, and thereby disturb the listener rather than to create a mood for him and carry him forward with it.


## Marlin Taylor <br> President

Bonneville Broadcast Consultants

A1: We offer a format package in - each area. The difference is that you have the environment of a particular quarter hour that is totally controlled in what is called Match Flow or quarter hour-segmented music. We can determine what will follow what; it allows us to use arrangements that If they were to come up in a random fashion, might prove to be too hard. or two or three of them might come together, which would create a very different atmosphere than the norm. In a segmented form, we can take a fairly contemporary vocal and buffer it with the proper material to create the effect.
We believe that a segmented format is better If's something that we recommend - the seqminted format for extremely competitive situations such as exists in most larger markets. We have a few smaller markets using our seqmeted service, but those stations in less competitive markets and those who must retain or maintain tighter budgets for programming would be on the random service. The random library that we offer is somewhat smaller even though very similar musically to the segmented.


A

## Dave Verdery <br> Director of Beautiful Music

 TM Programming - One answer is to show the resuits of the April/May Arbitron survey. Of the stations surveyed, Match Flow under the Schulke format leads with a 9.14 average share: TM's category programming has an 8.7 average share, and Bonneville's match flow has an 8.25 .It is my opinion that category programming allows more flexibility in its ability to create blends. You weigh that advantage against knowing what song will come next In Match Flow I think flexibility outweighs that advantace, but I'd naturally say that as a Random Select booster; live been doing it for 18 years. But I think I could play you an hour of each and challenge you to tell which is which.


## Tom Churchill President <br> Churchill Productions

A:It depends primarily on the needs of the station. We use what we call Planned Flow, and we feel that it's better for the stations that were programming, primarily because it gives you far greater control. At least we think it gives you more control over what you're presenting to the audience the way one selecdion follows another. The Random Select advocate will tell you that he likes his method because it creates less repetition. I think it really depends more on the marketplace. If you're in a very tough competitive market. then I think the Planned Flow format will work better: however, the Random Select in some cases might be more appropriate where you have the only Beautiful Music station in town. and you're not too concerned over the ratings. and you want to run more commercials. Then you might want to break 6 or 7 times an hour instead of 4 times an hour: to me that's one of the primary considerations. and then, of course, in a quarter hour format, you can only break 4 times an hour. If I were running a stadion in a small market and had the only Beautiful Music station in that market, then I might choose to break far more frequently than that in order to support the station economically


## Q: <br> Why do different stations broadcasting the same music from

 your service in essentially the same style have different degrees of success?A.

There are not that many varia tlons. As I say, the last week. we had 21 number ones, 18 ol which were number one $25-54$, which is our targer audll Where we do have less than ex. pected success. we usually find a reason. ether in the lechnical execution - the signal Hsell - or in the creative execution Most of the problems, we've eventually been able to fix

A.- There are many factors here You can't really say today that two statlons that handle the for mat in pretty much the same order are really identical. You have technical factors that get involved, you have the effectiveness and the amount of promotions that are Involved, and you also have the comperitive factor, and there Is also the creative flair in presention You can have two announcers who do things in exactly the same manner, present the same words. but yet create a totally different impression upon the listener.


BONEMLE BROADCAST ©NSULTANTS
A. I want to be fair to both the radio stations and TM ... Anytime you have one individual selecting programming, his selections may not be eminently successful in every part of the country. Just as if you took a hot rock pro grammer from New York, his selections might not work in Tupelo, MS I do think that TM has been successful in every tupe of market, although not necessurily in every market. indicating our music has a broad based mass appeal quality. Were a station to have little success with it, it's likely that the problem would be lack of money to spend promoting the product. Radio stations always tell advertisprs they have to promote constantly. but often they don't follow their own advice It has a lol to do with the radio station's dedt. cation whether it works.

$A$First of all, it depends on how long they've been there doing Beautful Music. I would say that's one of the primary considerations Where the station has been doing Beauliful Music successfully for a number of years, the ransition to our format is usually extremely easy, and the station is able to maintain a do minant position or perhaps improve to a do minant position. Where a station is starting from scratch and there already exists one or more other Beauliful Music stations well en. renched in a market. If's going to take more ime, and perhaps more effort to get that sta on going and up into the ranks of the top contenders in the market. That's the difference in my opinion, and of course, each station has ts own style of managment, and I think that is very crifical how our format is created in lerms of the execution of the formal on the station. That is to say, the sound of the an ouncers and how they carry off the mood es ablished by the music, and of course, the echnical operations of the station are abso lutely critical to any format, including ours

## Q: How important is the technical quality of a radio station?

Extremely important in Beauti ful Music. About $90 \%$ of our rating books that did not come up io expectations have been traced to tech hical problems

A.-We find it to be very important We concern ourselves almos as much with the technical as pect of the station as we do with any other

A.

- think people rely on Beaut ful Music stations to be the epl tome of quality in their markets and It they sound technically inferlor, then you have a problem with listener perception of your quality. Most listening, however. is done on technically inferior recelvers. We advise stations to make it sound as good as possible on any receiver, keeping in mind that much listening will be done in car radios and over poor equipment. But in general you must be the technically superior station in the market

A:Certainly, in my judgment, the more music a station plays, the more important it is to be as rechnically up to date as possible to stay ahead of the competition


Churchill Productions

Q: Is the personality approach to radio incompatible with Beautiful Music, or will we see an increase in the near future?

A.
.1 don't believe that you will
Personality radio required a dif ferent type of music - proba bly more contemporary. more uptempo even n the Pop/Adult tield, than Beautiful Music Beautiful Musicis a a format which is depen dent on the music - tha's its strength Now thal doesn't mean thal somebody doesn't have to run a radio station, and that well executed news. or another service element like public affars, are not extremely important to that execution. buil do not leel that personalities are compatible

A:There is no one valid answer to this question, because percep. tion and definition of a "personality" is different from Individual to indivi. dual. The individuals who make up the air staff play a great role in the personality that is created for the entire radio station. There is also a difference between a personality and a person being personable There are so many factors, so many aspects, so many definitions that it's a difficult question to answer

A:feel that what we're dealing with is not so much the individual personality of the announcer as the composite effort to give the station a personality The stereotype is a station with sterile delivery and very deep-volced Jocks. but over the years li's changed 180 degrees to predominantly young-adult-sounding announcers with friendly voices Morning drive is finding a little more personality, and announcers may even ad lib now and then. which was totally unheard of The effort is to give the stafion a personality In AM programming, we're doing things incorporating Beautiful Music with information services and individual per sonality As to the personality approach. think It will work and become more popular on AM radio, but on FM, where it's perceived by listeners as a music service, not so much.

> A. think to a limited extent, that's will be as critical as it is to contemporary radio how much talking they do and how much the personality of the announcer or host dovetails with the personality of the music I think that's one way to do it and do it very successfully, and stations have proven that There are Beautiful Music stations that do have what I would call a fairly limited. but nevertheless obvious personality, particularly dunng morning drive times. like 6.10 am , and done It very successfully

# Q: Are on-air contests and promotions effective for Beautiful Music stations? 

- They can be very effective

We've done some experiment
ing and some polishing in the contest field. We don't like to contest where we don't have to, but we do have to because of extreme pressure of competition or other contesting. We're able to counter with some outstanding approaches.
$\boldsymbol{A}:{ }^{\text {For the most part, no. }}$

A:Only for radio stations with sales problems. I don't perceive contests on Beautiful Music stations as being an audience drawing card. I have found that stations running contests giving away thousands of dollars have ended up going down in share. I think most listeners tune in to avoid those sorts of interuptions. But an occasional well-executed contest can be a shot in the arm as a sales stimulus.

A:We've certainly seen some evi-- dence that they can be effective. Once again, it depends on the competition in the marketplace that you're dealing with. I wouldn't say that they're effective for everybody; in some cases, they could cause a problem, but some of these coniests where the listeners have a greater chance to participate in the stations' activities can definitely be beneficial. I would say that the biggest risk is that you're possibly creating for the station an image that the listener is really trying to get away from, and that's the one reason they've come to the station - to get away from "clutter" - promotions, talk. all those other things that AM radio has been synonymous with for a long time. Nevertheless, Beautiful Music stations in quite a number of markets are doing some form of listener participation contests. and they're doing it very effectively

# Q: Beautiful Music stations have achieved the bulk of their success in the 25-54 demographic. As the population mass, made up of people raised on contemporary music, continues to expand into that category, do you see Beautiful Music becoming more contemporary, with more original artists utilized? 

A:- No, I do not. Our demos are younger today than they were when we started 11 years ago. The assumption that people who liked rock when they were young will continue to like rock is in error in our opinion: the assumption that all people who are young like contemporary or rock is also in error. We have a very strong audience in the $18-24$ area, for example. I don't know if that's an answer to your question or not, but our demos seem to be getting younger except by design. We did move our target audience over from $18-49$ to $25-54$. as a result of the types of vibes that have been coming in. However, we do custom recording of contemporary covers. we do more of that than anyone else, and some of our music might, to some people, seem rather hard if they have an older image of Beautiful Music, meaning an image from 3 or 4 or 5 years ago.

A:We have perhaps a few more of the original artists performing their hits now than we did in the past, but I don't think lit's a great number. We have evolved away from the artists who are not really recording much anymore nor, of course, having hits, such as the Andy Williamses, the Tony Bennetts - people like that. We have evolved to where we're now playing selected Nell Diamond cuts, selected Barry Maniliow cuts, a couple of things by Paul Anka, some things by John Denver, and naturally the Carpenters. Overall it's another question that is difficult to give a straight answer to, because Beautiful Music has followed along, ever since l've been in it (and I've been doing it now for almost 18 years), behind contemporary music as far as titles go, and contemporary music has had an impact on the arrangements that are acceptable. I would say that today, there is a greater percentage of contemporary-oriented arrangements in play on the average Beaultiul Music station, but as far as saying that Beautiful Music stations are, or will become more contemporary as time goes by, it's really difficult to answer, because the benchmark is constantly changing.

A.- There have been steps taken in most Beautiful Music programming to incorporate contemporary music. Most are now playing the Carpenters, where as recently as five years ago that would have been a relatively incautious step to take. At that point, research seemed to substantiate that female listeners, who are essentially the main target, didn't care to hear other females singing material. With the liberation of listening habits and the relaxation of demands on Beautiful Music by most listeners, so that it didn't have to be completely sweet violins, they are positively receiving songs by the Carpenters, or Anne Murray's "You Needed Me," which generated the most response of any song in years.
No rules will ever be written in granite. Any programmer worth his salt will be watching music trends and adjusting his music accordingly. However, once we reach the point where listeners can say, "Hey, if I wanted to hear all that I could listen to another radio station," then we may have to pull back and use more cover versions.
It's most important to consider that we are a standard musical medium. When we pick songs that are recent hits. we should pick the songs that will become standards. We should try to pick songs that are timeless, instead of playing everything that hits the charts.
I think you'll find 70's music getting about as much as hits of the $60^{\prime}$ 's. You'll find one-third 70 's, one-third 60 's, and one-third the rest. In the 80's that will change, depending on the new material available. It's generally agreed. by the way, that the 60 's produced a lot of the best Beautfful Music songs ever. While rock had one of its peak periods, so did Beautiful Music. I do think there's a trend toward more original artists, and the acquisition of custom recordings has been more contemporary in feel.

A:- What you're asking is whether or not Beautiful Music is going to stay with the times, and the answer is that is order to succeed, it has to It will eventually probably include more original artists, but basically, we're just saying that it's going to sound more contemporary in a couple of years than it does now, just as right now, it sounds certainly much more up to date than it did three or four years ago. I think for the continuing success of the medium, It has to stay sounding as though it belongs in the times. Now, that doesn't necessarily mean that it suddenly is going to sound like a mellow rock station or something like that; it will continue to have a unique and distict personality of its own, but yes, there will probably be fewer what you might call old standards and more standards that were created during the past decade. You'll hear more emphasis on those.

# OPPORTUUNIIIES 

## Openings

WAMSWIImington. DE now accepting tapas and
resumes for posaible future openings Send thpes and resumes for possible future openings Send thpes and
resumesito Ken Brown, PD. Box 3677, Wilmington, DE 19806. EOE M/F (11-30)

KOKB/Phounlx haa rare opening for Program DI great promotion, pesearch akills and air mbilivy. At leest i yr medium market contemporany programming ex-
perience required. Superatars preterred. Send reaume perience required. Superatars preterred. Send rasume,
archeck and other pertinent intormation to Tommy archeck and other pertinent intormation to Tommy
Vescocu, Mar. KOKB, Box 4227 , Mese, AZ 85201
No colls please. EOE M/F (11.30), KBOS, Contral Californio's No. I Rockar is still looking for Mr/Ms. Right. If vou have lots of enerar. send tapes and resumes to Ken Palge, Box 444. Tulare,
CA 93274 . EOE $(11-30)$

WVMI/Biloxi. MS stlll looking for Progrom Director Contact Bob Lime, Operations Mgr., Box 4606, Biloxi,
MS 39531 (11.30)

Colonial Broadcesting Co., (WLWI) now accepting tapes and resumes for newly acquired 100 kw Station in Northwest Florids. If you're looking for a progressive broedcesting chein, this is vour chance. Looking for

KHAKCedar Rapids needs full time copy writer production person. Contect Jeff Taylor at (319) 365 .
9431 . EOE (11-30)

Bakersfield AM station going Newa/Talk. Needs hewacasters, egri-business and sports people. Tepes, esumes and pictures to Larry Crawford, KLYD, Box
1499. Bakersfield, CA 93302 . EOE (11-30),

Win some, lose some . . The person we hired for this lob took one in San Francisco instead. Once again wa're America's most beautiful vear-round resports. Experlence e must. Good money for right parson. Tapes and resumes to Richard Sends, PD, K-TAHOE, Box A.M..
S. Lake Tehoo, CA 95705 EOE (11-30)
Unique position now evaliable at KUJ. Full-time seles, plus...morning News Director. Must be energeicc, extremely strong in sales. Minirnum 5 yrs exper-
ience in news and seles. Excelient salary potential Call collect 1-509-529-8000 and ask for Jim Nelly. (11-30)
WGEE is Green Bav's No. 1 ARB rated station and gooc pipes, good production ebility end want to work tape and resume to Duke Wright, WGEE, 115 S . Jefferson St. Green Bay. WI 54301. EOE (11-30)
Bonneville Broadcest Consuttente seeking qualified Operations Manegere, Chiel Engineers and announcers for our Beautifut Musir client stetions. Openings are cover letters to J.C. Mathieu, Client Services Associate, Bonneville Broadcest Consultants. Bor 157. Tenafly. NJ O7670. No cells please. (11-30)
WGNT/Huntington, Wi looking for PM arive perTapes and resumes to Drew Phinny. Box 1539. Hun tington, WV 25716. EOE M/F (11.30) . Box 1539, Hun
Wanted: Tapes from voung assertive newspeople ooking to work in a strong news department that may oe expanding in the future. If you heve at least 1 yr News Director, WOHK-WMEE-FM, Box $6000, \mathrm{Ft}$. Warne, IN 46898. EOE M/F (11-30)

## Openings

North to the futurs. If you've had it with passives
pollution and politles, here's your chance to have fun on pollution and politics, here's your chance to have fun on
the alr again, und wa donir live in igloon. Thpees end re sumes to Big Torn Rivers, KFQD, 9200 Lake Otis Pkwy Anchorage. AK 99507 or call ( 1007 ) 344-9822 EOE M/F
$(11.30$ )
292. Omohn's leading AOR continues it's gearch for an ourstanding morning entertainer and cendidates tor possible future openings. Good company, selary and benefits. Rush rapes and resumes to Bob Linden,
Meredith Broadcasting. 1128 John Gelt Bivd. Omahn Meredith Broadcasting

Experienced all night personally wanted for imme dinte opening. Send tapes, resumes and pictures to Lerr Crawford, KLYD. Box 1499, Bakeralield, CA 93302. EOE (11.30)

WOHN/Harndon, VA has immediate opening for an adult sounding weekend ettiornoon personality Posi Dickemenn, Box 666, Herndon, VA 22070. EOE M/F ( 11.30 )
WZXR/Memphla Superstars AOR NO. 118.34 . Come to the bith place of rock $G$ roll. Need nlght jock with 1385 Lamar. Memehis. TN 38104 EOE $(11$-30) WZXR

Telented beginners - Top 50 market station has future opening for 12.6am board person/lock. Tapes and resumes to Tony Rose, WILK, B8 N. Franklin St.
Wilkea-Barre. PA 18711. No calls please. EOE (11-30)
Expending Midwest group looking for AOR Pro gram Directors. Alao Considering Music Directore who would like to make the move to PD. Send tapes
end resumes to Mark Renier, KKXL Box 9971 , Grand and resumes to Mark Renier, KK)
Forks, ND 58201. EOE M/F 11 1-30)
We ere eccepting all tepes for future openings. We are o Black Adult Comtemporary radio station and we're looking for a voung aggressive ennouncer, some
one with on artitude ready for the 80 .s. Send tapes and one with an artitude ready for the $80^{\circ} \mathrm{s}$. Send tapes and
resumes to Lery O'Jay. KOKYY. 1501 N . University resumes to Lerry O' Jav, KOKY, 1501 N . University.
Suite 777 , Lirte Rock, AR 72207. EOE (11-30)

Immediare opening for full time ennouncer for 100,000 wert AOR FM. Good opportunity for edvanceBox 7930. Amarillo, TX 79109 or cell (806) 359-8561 (11-30)
WYVA, 50,000 watt FM full time contemporary Country in the Merropolitan Richmond/Norfolk merke cer. Poy commensurgte with sbility. Position will be filled by December 7th. Tapes snd resumes to Jeff Peterson, WYVA, Box 941, Yorktown, VA 23690
Phone calls atter 10am to (804) 898-7293. EOE (11-30)

Expanding chein in the Sunbetr looking for a real pro morning personality. one to one delivery with a hot of Excellent fecilities and money. Tepes end resumes io WJEONFMF, Box 496, Beton Rouge, LA 70821, Att Randy Rice EOE M/F (11-30)

Rare opportunity for production genlus at top De roit AM/FM, If you cen direct, write end produce ne people sadit telent, this work well with clients, sales Creative chellenge, good bucke ond new multi-treck studio Tapes and resumes to Bob Gaskins, WCZ

AM/FM, 15401 W .10 Mile Rd. Oak Park Mi | (11-30) |
| :--- |

## Openings

Wo just startod looking for this induntry's best 5 tions vacated by polAdult PD's/perbonalitias io mo the majore. Display your eblity to create good adult Gntertainment and maihtain and motivate your statf and GM Materials to Scott Henderson, Frank N. Magld
Assoc.., 2225 E. Randol Mill Rd., Sulte 522 , Arlingion, Assoc. 2225 E ( 11 1.30)
TX 78011 . EOE
$\checkmark$ voo/Charteston. WV has immodiate lock opening Only quelified profeasionals need apply. Send tapes
and resumes to Den OToole, Box 4318, Charibston, and resumes to Dan OToole, Box 4318, Charieston
WV 25304 EOE M/F (11-30)

K98 AM-FM/Provo-Sait Leke City looking for Jocke ker Koa, production. Tapes and resumes to Tom Wa 8550. EOE (11-30)

Rock in Stereo KKXX-FM/Bakerstield has opening for 7.12 midnight mellow personality. Send tepee end Ave, Bakersfield, CA 9330 . No cells pelase. EOE M/F Callfarnia Country KUZZ/Bakersfiald has imme diate opening for ell night ahow. Send tapes and resumes to Richard Lee, KUZZ, 1209 N. Cheater Ave.,
Bakerafield, CA 93308 No cells please. EOE M/F (11-30)
Bakerafield, CA 93308. No Cells please. EOE M/F (11-30
WNAM/Neenoh needs air rolent and news people
Tapes and resumes to Bob Beck. WNAM, Box 707 Neenah, W1 54956. No cella plesse. EOE M/F (11-30)
KLMS/Lincoin, NE still looking for the rlghe person io join our morning team. We need an adult personailit good pay and benefita. Call Garr Claus (402) 489.3955 . EOE M/F (11-30)
KAUM/Houston has rare opening for an incredibly telented femole. If you are conversational and exciting vou can be a pert of a winning team in Mouston. Tapes 1201 Fennin Benk Bldg., Houston, TX 77030 (11-30)
Need rop notch production persan to work eve nings who will oversee a Shatfer 903 and an Akin auiometion. Good money for the 97th market. Send tapes and resumes to Chris Edwards, Box 937 . Bakersfield,
CA 93302 . No phone calls pleese. KGAM AM/FM. EOE CA 933
(11 30 )

We ore atill looking for key management parsonnel
and on-Bir Program Director and News Director for one of the mid-Allantic's most beeutiful small cities. Reply
to: Ed Rodriquez. Box 284, Geithersburg, MO 20760. Io: Ed Rodriquez

WBET-AM/Brockton. MA is eccepting tapes end resumes for future openings full and part time. Also
looking for someone to produce host and marker a biglooking for someone to produce, host and market a big-
band program that will air 6 dave a week. Send to band program that will air 6 dave o week. Send to
Jeffrey Salewicz, PD, WBET, 60 Main St., Brockton Jeffrey Solewicr, PO, WBET
MA 02403. EOE M/F (11-30)

WAPE/Jeck sonville, is seeking e Production Assis tant strong on copvwritina and organizational skills.
Join us et the "Rock Of The South," one of America's grear 50 kw AM's. Work samples to Gary Travers,
WAPE, Box 486 . Orange Park, FL 32073 or call (904) WAPE, Box 486, ( 364 (11-30)
The seerch is ont Smith \& Associates are looking for PD's end personality jocks for our clients' stations in the
Midwest and South. If you are creative and not like the Midwest and South. If you are creative and not like the
rest, rush tapes end resumes to; Smith E Associates, rest, rush rapes and resumes to: Smith G Associares,
1015 Thompson Piace No. L-13, Nashville, TN 37217 , EOE M/F (11-30)

Openings
Caphol Broadcasting Corp. looking for experiencad Bill Roult air thlent and newa part Blud. Mobien 38808. EOE ( 11 -30)

Account Executive, experienced for unique Coun try music atation in lestest growing market in North weat, incles commission history tc Lelgh Ellis, WLJE-FM Box 149. Valperaiso, IN 48383. (11-30)

> A production pro wanted for major Midwest market. 8.12 midnight eir shith. Wo have the equipment to do the job, if vou have the know how. Group owned FM. Rush samples of vour production, refarences and eircheck to Redio Records, 1930 Century Park West. Box 188 , Los Angeies, CA 90067 , EOE.

Small marker Country AM looking for comblnation beautiful areas in Colorado. Contect Tony at (303) 852 3582. EOE (11-23)

WFBQ-95, nation's leading AOR nesds a atrese savy personality. Good buainess and reslity head necessany
Tapes and resurnes to Tom McMurray. Operations Tapes and resumes to Tom McMurray. Operations
Mgr., WFBOWNOE, B1B1 Fall Creek Rd., Indianepolis, IN 48220. EOE ( 11 1-23)
WBHP now occepting applicetione for drive ume talent. Please aend tapes and resumes to Bill Murray WEMP, Box 547, Muntsville, AL 35804. Good bucks and a brend new facility
person. EOE (11-23)
KFMG/Albuquerque is looking for a 7 -12midnigh lock for AOR format. No ego trips, just people thet work hard end cen teke direction. Tapes and resumes to Carey Curelop, 5601 Domingo N.E., Albuquerque NM
KKRC/Sioux Falls, SD is accepting tapes ond re sumes for future openings. Exceptional oppontunity for people thet want to go to the mejors. Tepes, esumes
and phone calls to Brian "Cosmic" Phoenix, 1704 S . Cleveland, Sioux Fells, SO 57103, (605) 335 6500. EOE
$(11-23)$ Clevelan
$(11-23)$
WROVIRoenoke needs News Director. Target end November, eariy December. Applicents must relate ies for life style stories and other features. Tepea end resumes to Marc Fryberg, News Director, WROV, Box
4005 , Roangke, VA 24015 or call (703) $343-4444$ (11.23)

KTSA/Sen Antonto is losing its 20 Yr veteren after noon drive man. Need communicetor, pollshed pro Mike Scon. Program Mgr., KTSA, Box 18128, San An Ionio. TX 7821B. EOE M/F (11-23)

## PLEASE NOTE:

You may place your ad in the opportunltles sectlon by mall or phone. All Openings, Positions Sought and Changes are free of charge. Simply call us at are free of charge. Simply call us at
(213) $553-4330$ with your Information. 213) $553-4330$ with your Information,
or mall It to Radlo \& Records, 1930 Cenor mall it to Radlo \& Records, 1930 Cen-
tury Park West, L.A., CA 90067 . Please tury Park West, L.A., CA 90067 . Please
be sure to let us know when you have be sure to let us know when you have
found a position or flled your opening.

## CHANGES

## Radio

RON FOSTER promoted to MD at CKLW-FM/Windsor. Ontario
LONNIE GLASS named MD at KGFX/Pierre, SD
SELBY EDWARDS joins KLVI/Beaumont, TX doing afternoon drive, from KAYC/ Beaumont, TX
SUSAN JELLIG named Assistant News Director at WILK/Wilkes-Barre, PA from
WICZ-TV/Binghamton NY WICZ-TV/Binghamton, N
KEVIN JORDAN named News Director at WILK/Wilkes-Barre, PA from WARM/ Scranton.
TONY ROSE
Lancaster PA. ERIC THOMAS promoted to MD at WILK/Wilkes-Barre, PA.
WILL SCHUTTE joins KYUU/San Francisco, CA as Account Executive.
MARK JEFFRIES former KJR air personality goes to KISW-FM-100/Seat tle, WA as AlCount Executive
RICHARD E. FERRANTE named General Sales Manager at KNEW/Oakland, CA
STEVE GRAY named National Sales Manal
STEVE GRAY named National Sales Manager at KNEW/Oakland, CA
KELI MITCHELL promoted to Music Director at KORJ/Orange, CA

## Industry Changes

MIKE KELLY joins Broadcast Arm of Tuesday Productions
JANET YORK appointed National Secondary Promotion Direcior for Solar Records. BILL "KENTUCK" COYLE named National Country Promotion Director for Interna tional Artists Records
ROBERT $J$. DECKER named National Accounts Manager for Arbitron Television
Advertiser and Agency Sales.

HELAINA BRUNO appointed Professional Manager for April-Blackwood Music Publishing WAYNE EDWARDS named Jazz Publicist, Jazz and Progressive Marketing fo CBS Records

## VIVIANHOCHSTEIN promoted to Publicist for RSO Records

## Station Line-Ups

WILK/Wilkes-Barre, PA LINE-UP: Gam-10am Tony Rose (PD), $10 a \mathrm{~m} \cdot 2 \mathrm{pm}$ Peter Piper, $2 \mathrm{pm} \cdot \mathrm{pm}$ Mike Moran, Pam Finn. 12 noon Teras Shawn Murohy, 12 noon 3pm Steve Hall (MD), 3pm. 7 pm Jay Allen, $7 \mathrm{pm} \cdot 12 \mathrm{mid}$ Gary Sievens
WWV A WWVA/Wheeling, WV LINE-UP: 6am-10om Bud Forte, 10 am. 12 noon Tom Miller. 12 noon- 3 m Bill Berg, 30 m 7 mm Frank Karroll, $7 \mathrm{~mm} \cdot 12 \mathrm{mid}$ Billy Hughes, 12 mid -Gam Buddy Rav Weekends Greg Micheels.
Greg McCullough, Greg Engle, Brian Smith Greg McCullough, Greg Engle, Brian Smith
WKCO/Saginaw, MI LINE-UP:
俭 KSEL/Lubbock. TX LINE-UP: 6 am 10 am Joft
 KMGN/Bakersfield, CA LINE-UP: 6am-12noon Mike Beet. 12 noon 6 pm Steve Brickell, 6 pm 12 mid WRCN/Riverhead, NY LINE-UP: Gam. 10 arn Don Brink $10 a \mathrm{~m} 20 \mathrm{~m}$ Paul Harris, 2 pm 7 pm Malcolm WROK/Rockford. IL LINE-UP: $5 \cdot 30 \mathrm{am} \cdot 10 \mathrm{am}$ Bill Phillips,
 Steve Anthonv, Mary Myers. Kelly Ryan
WCIR/Beckley, WV LINE-UP: Gam $10 a m$ Shane Randall. $10 a m 2 \mathrm{pm}$ Ron Hill (MO) 20 m 60 m Jay
 WJDQ-FM 101/Meridian, MS LINE-UP: $50 \mathrm{~m} \cdot \mathrm{Gam}$ Charlie Weaver. Sam 12 noon Larry ONeal 1PDI, 12 noon 3pm Deva Stetler 3 pm 7 pm Brock Boulette, 7 pm 12 mid John Chommie 12 mid -5am Dan Wright

## Openings

Okiahoma Cive stunningly successful now siestic nowe pupere woo wor to portorm in unveutiv creative and menal environment. Contact OK Com Oktahomn Cirv. OK 731 IO EOE 111 -231

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Jocka. PO: and nowe people needed for melor Now Wortd Communications, 3000 NE 30 th Plece. Sirte 202 A. Lauderdale. PL 33300 or $\mathrm{cmin}(306) 504$-4006 EOE MF 111.23 )

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## Positions Sought

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## Miscellaneous

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## Hedervice BREAKERS.

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

## EAGLES

## The Long Run (Asylum)

$80 \%$ of our reporters on it. Moves: Up 62, Same 24, Down 3, Adds 56, including WABC, WXLO, WPGC, Y100, WLCY CKLW, WGCL, O102, WZUU, WTIC-FM, WAPE, KRAV, KGW. See Parallels, charts at number 24.

## FOGHAT

## Third Time Lucky (Bearsville/WB)

67\% of our reporters on it. Moves: Up 62, Same 26, Down 0, Adds 33, including WXLO, CKGM, WGCL, KEARTH, KJR, WTRY, JB105, WSGN, WLAC, KWEN, KRSP. See Parallels, charts at number 30.

## KOOL \& THE GANG <br> Ladies' Night (De-Lite)

64\% of our reporters on it. Moves: Up 91, Same 11, Down 4, Adds 10, KJR, WBBF, WAEB, WNOX, KOFM, WGUY, V100, WROV, WKXY, KBDF. See Parallels, moves 21-20 on National Airplay/30.

## SMOKEY ROBINSON <br> Cruisin' (Tamla)

82\% of our reporters on it. Moves: Up 82, Same 15, Down 1 Adds 14, including KJR, WFBR, WBEN-FM, 14Q, WSKZ, KWEN, KING, KRSP, WTSN, WKXY. See Parallels, charts at number 26.


Recent releases with alrplay reported by at least 50 of our reporting stations are listed in order
of their activity. The two numbers following the artist /titie /label destignation texample $100 / 25$, Inalcate how many of our reporters are on the record this week $(100)$ and of those 100 now many added it this week (25), "Moves" are broken down for each record and Indicate now
many stations moved the song up on their charts, held it the same to manv stations moved the song Up on their charts, held it the same fon to on, add to on, 31.31, etc), moved it Down on their charts, or Added it this week. Complete alrplay activity on
all songs listed in New a Active can be found in the parallels.

## ALAN PARSONS "Damned If I Do" (Arista) 99/14

Moves: Up 61, Same 19, Down 5, Adds 14; including CKGM, 297, Q102. WNCI, KMJC, KING, KTAC, KCPX, KRQ, KORL.
FLEETWDOD MAC ''Sara"' (WB) 86/39
Moves: Up 29, Same 18, Down 0. Adds 39, including WRKO, CKGM Q105, WLCY, KDWB, WZUU, KEARTH, KOPA, WTRY, WBLI, BJ105, WAKY, KRAV, WMEE, KTAC.
JOUN COUGAR "I Need A Lover" (Riva) 82/4
Moves: Up 53, Same 18, Down 7. Adds 4, KFRC, WOLF, KMJC, KBOZ WPEZ 14-11, KRBE 20-17, Y100 27-24, KIMN 21-17, KOPA 13-11.
TOM JOHNSTON '"Savannah Nights' (WB) 73/21
Moves: Up 38, Same 14, Down 0. Adds 21, including WIFI, WOKY, KEARTH, WBLI, WICC, 920, WRVQ, KOFM, WOW, KTAC
DARYL HALL 8 JOHN OATES "Wait For Me" (RCA) $73 / 12$
Moves: Up 43, Same 17. Down 1, Adds 12, including WCAO, KEARTH, 95SGF, WGH, KSTT. WMEE, WHEB, KKXL, WAKX, KBIM 95SGF, WGH, KSTT. WMEE, WHEB, KKXL, WAK
BLACKFOOT "Train, Train" (Atco) $71 / 8$
Moves: Up 33, Same 25, Down 5, Adds 8, 94Q, KOPA, KUPD, WHYN 92Q, KRQ, WTSN, WXIL, KWK 15-12, WKIX 15-11, WRVQ 20-15.
TERI DESARIO "Yes I'm Ready" (Casablanca) 69/32
Moves: Up 18, Same 19, Down 0, Adds 32, including 293, Q105, WLCY. KFRC, B100, KJR, KC101, WTIX, WSGA, WGH. WRVQ. KOFM, KRUX. ISAAC HAYES "Don't Let Go" (Polydor) 68/13
Moves: Up 40, Same 11. Down 2, Adds 13, including WGCL, B100, WBENFM, WFMF, WRVQ, WOW, KFXM, KRUX, WYRE, WAAY
DIONNE WARWICK "Deja Vu" (Arista) 63/23
Moves: Up 30, Same 8, Down 2, Adds 23, including 293, 94Q, Q105, WGCL. KFI, WICC, WSGN, WLAC, WVIC, Y94
BUGGLES "Video Killed The Radio Star" (Island) 59/13 Moves: Up 29, Same 17, Down 0. Adds 13, including WFBR, WPST, WKBO KNOW, WTIX, BJ105, WBBQ, KORL, WROV, KBOZ

## Others Getting Significant Action

## MOON MARTIN "No Chance"' (Capitol) 49/4

Moves: Up 26, Same 18, Down 1, Adds 4, WPST, WKBO, KFXM, KOWB FM, KJR 22-20, WTIC-FM 31-25, KNOW 35-27, WVIC 35-30. WHEB 34-29, WSEZ $23-18$
RITA COOLIDGE "I'd Rather Leave While I'm In Love"
(A\&M) 46/13, Moves: Up 20, Same 13, Down 0, Adds 13, including WBLI, WAXY, WKIX. WAYS, WVIC, KWEN, KMJC, WEEO, KAAY, KCBN, KOOK WKBW 29-27, WZUU d-23, WBEN-FM 36-19, WBBQ 27-18, WHHY 16-12.
CHEAP TRICK "Voices" (Epic) 40/23
Moves: Up 7, Same 10. Down 0, Adds 23, including WIFI. WGCL, Q102, WTIC-FM, WHYN, WNOE, KZ93, KJRB, WLBZ, WEAQ, $96 K \times$ 14-10, KSLO 2016.

RICHIE FURAY "'I Still Have Dreams" (Elektra) 39/8
Moves: Up 18, Same 13, Down 0. Adds 8, KSLQ, Y103, 95SGF, KZ93, WTSN WAAY, KQWB-FM, WRBR, 293 22-18, 94Q 4-2, KNOW 2-1, WHBQ 21-19.

## RadiokRecords <br> NATIONAEAIRPLAY/30

| threE WEEKS AOO | nwo WEEKS AGO | LAST WEEK |  | OME 20 - 0 , |
| :---: | :---: | :---: | :---: | :---: |
| 2 | 1 | 1 | 1 | STYX/Babe (A\&M) |
| 15 | 6 | 5 | 2 | RUPERT HOLMES/Escape (MCA) |
| 4 | 4 | 4 | 3 | STREISANDISUMMER/No More Tears... (Columbia/Casablanca) |
| 1 | 2 | 2 | 4 | EAGLES/Heartache Tonight (Asylum) |
| 3 | 3 | 3 | 5 | COMMODORES/Still (Motown) |
| 22 | 13 | 11 | 0 | CLIFF RICHARDMe Don't Talk Anymore (EMI) |
| 11 | 8 | 7 | 1 | SUPERTRAMP/Take The Long Way Home (A\&M) |
| 9 | 9 | 8 | 8 | JOHN DAVID SOUTHER/You're Only Lonely (Columbia) |
| 17 | 12 | 10 |  | LITTLE RIVER BAND/Cool Change (Capitol) |
| 7 | 5 | 6 | 10 | BARRY MANILOW/Ships (Arista) |
| 8 | 7 | 9 | 11 | KC \& THE SUNSHINE BAND/Please Don't Go (TK) |
| 27 | 21 | 13 | 12 | JEFFERSON STARSHIP/Jane (RCA/Grunt) |
| 28 | 19 | 14 | 13 | STEVIE WONDER/Send One Your Love (Tamla) |
| - | 25 | 16 | 1 | CAPTAIN \& TENNILLE/Do That To Me One... (Casablanca |
| - | 26 | 20 | 15 | FOREIGNER/Head Games (Atlantic) |
| - | - | 28 | 1 | MICHAEL JACKSON/Rock With You (Epic) |
| 29 | 22 | 18 | 17 | PABLO CRUISE/I Want You Tonight (A\&M) |
| - | - | 22 | 13 | KENNY ROGERS/Coward Of The County (UA) |
| - | 27 | 19 | 1 | CRYSTAL GAYLE/Half The Way (Columbia) |
| - | - | 21 | (2) | KOOL 8 THE GANG/Ladies' Night (De-Lite) |
| - | 30 | 23 | 21 | DR. HOOK/Better Love Next Time (Capitol) |
| - | - | 27 | 2 | KENNY LOGGINS/This Is It (Columbia) |
| - | - | 24 | 2 | TOM PETTY/Don't Do Me Like That (Backstreet/MCA) |
| - | - |  | 24 | EAGLES/The Long Run (Asylum) |
| 6 | 10 | 12 | 25 | FLEETWOOD MAC/Tusk (WB) |
| - | - |  | 4 | SMOKEY ROBINSON/Cruisin' (Tamla) |
| 5 | 11 | 15 | 27 | KENNY ROGERS/You Decorated My Life (UA) |
| 23 | 20 | 25 | 28 | CHRIS THOMPSON \& NIGHT/If You Remember Me (Planet) |
| 14 | 14 | 17 | 29 | ANNE MURRAY/Broken Hearted Me (Capitol) |
|  |  |  | 0 | FOGHAT/Third Time Lucky (Bearsville/WB) |
| This chart is based solely on airplay statistics compiled weekly from our Top 40 reporting stations. Black circled numbers indicate significant upward movement fromat least $60 \%$ of our reporters. |  |  |  |  |

## MOST ADDED .

EAGLES "'The Long Run" (Asylum)
FLEETWOOD MAC "Sara" (WB)
FOGHAT "Third Time Lucky" (Bearsville/WB) TERI DESARIO "Yes I'm Ready" (Casablanca) DIONNE WARWICK "Deja Vu" (Arista)

## HOTTEST

## RUPERT IfOLMES "Escape" (MCA)

STYX "Babe" (A\&M)
BARBRA $\&$ DONNA "No More Tears..." (Col/Cas) CLIFF RICHARD "We Don't Talk Anymore" (EMII JEFFERSON STARSHIP "Jane" (RCA/Grunt)

## STEVE FORBERT "Romeo's Tune" (Nemperor) 37/16

Moves: Up 10, Same 11. Down 0, Adds 16. including WIFI, WPEZ, KSLQ, KBEQ, KEARTH, WPST, Q106, KEEL, WISM, WMEE, KFYR, KRBE d-30, KOPA d-29.
MELISSA MANCHESTER "Pretty Girls" (Arista) $37 / 2$
Moves: Up 21, Same 10, Down 4, Adds 2, KAAY, KBIM, WKBW 25-23, Z93 16-12, CKLW 13-11, KJR 15-11, Y103 16-13, KWEN 23-18.
YVONNE ELLIMAN "Love Pains" (RSO) 34/6
Moves: Up 18, Same 10, Down 0, Adds 6, WCAO, WKBO, KSTT. 14WK, WCGQ, WANS.FM, Y100 29-26, WOKY 27-25, FM99 14-10.
SANTANA "You Know That I Love You" (Columbia) 33/16
Moves: Up 11, Same 6, Down 0, Adds 16, including 96KX, KSLQ, WHYN, WNOE, 95SGF, KZ93, KCPX, WERC WCGQ, KQWB-FM, 940 24-19, KWK 24-16.
RAINBOW "Since You've Been Gone" (Polydor) $29 / 7$
Moves: Up 7, Same 15, Down 0. Adds 7. PRO-FM, BJ105, WBBQ, 92 K KZ93, KRKE-FM, WSEZ, 96 KX 1-1, KDWB 24-18, KWK 1-1, KUPD 13.9
DONNA SUMMER "On The Radio" (Casablanca) 29П7
Moves: Up 14, Same 7, Down 1. Adds 7, KRLA, 14Q, WKIX, KRUX, WLBZ, WTSN, WCIR, WRKO 9.6, WPGC 17-15 KEARTH 11-8, K $\times 10426-21$.
ABBA "Chiquitita" (Atlantic) 29/1
Moves: Up 15, Same 12, Down 1. Adds 1, WGCL, CKLW 17-15, KRLA 22-19, WBEN-FM 18-6, KORL 28-13, K104 17-10 PRINCE "I Wanna Be Your Lover" (WB) 27/17
Moves: Up 9, Same 1, Down 0. Adds 17, including WRKO, WPGC, KSLQ, KEARTH, KOPA, KEEL, FM100, WVIC,
WISE, Y100 28-25, WTIX $40-33$.
FRANK MILLS '"Peter Piper" (Polydor) 26/1
Moves: Up 10, Same 13, Down 2, Adds 1, WFIL, WZUU 25-22, WFBR 25-23, WHEB 28-26, K104 35-27, KBOZ 29.23.
JOHN STEWART 'Lost Her In The Sun'" (RSO) 25/13
Moves: Up 3, Same 9, Down 0. Adds 13, including KEEL, 95SGF, WBBQ, WNOX, WAAY, WCGQ, WFLB, KRLC,
WSGN d-33, WAYS d-35.
RONNIE MILSAP '"Get It Up" (RCA) 25/0
Moves: Up 14, Same 5, Down 6, Adds 0. KJR 18-16, Y103 5-4, WRJZ 9-5, KWEN 10-3, KRAV 6-2, KJRB 27-22.
AC/DC '"Highway To Hell'' (Attantic) 25/0
Moves: Up 8, Same 11, Down 6, Adds 0, 96KX 20-19, KREE 9-8, KWK 20-19, WVIC 26-21, WNOX 13-10, WLBZ 29-25 SUGAR HILL GANG "'Rapper's Delight" (Sugar Hill) 23/4
Moves: Up 14, Same 4, Down 1, Adds 4, BJ105, KERN, V100, WFLB, WPGC 7.1, Y100 25-21, Q105 27-17. WTIC-FM
23-13, KTSA d-17, WTIX 1-1, WSGA 1-1. WSGA 1-1.
BONNIE RAITT "You're Gonna Get What's Comin' " (WB) $22 / 9$
Moves: Up 6, Same 7, Down, 0, Adds 9, KBEQ. PRO-FM, WSKZ, WFBG, WFOX, WFLB, WRKR, WSPT, KENI, 940
$30-26,14 Q 33-25, ~ K R L C ~$
26-22 30-26, 14 Q 33-25, KRLC 26-22.
ROBERT JOHN "Lonely Eyes" (EMI/Americal 21/11
Moves: Up 4, Same 6. Down 0. Adds 11, Q105. WLCY, WGCL, WNOX, WRVQ. WAKY, WEEO, WANS-FM, KRBE on, KRAV d-29, WXIL d-28.


[^0]:    found that while the elements of prize and chance were present (the random drawing being chance and the prize being the gift

