REGAN NEW WEST COAST VP/GM
Clean Sweep At Casablanca As Bird "Terminated"
Polygram "terminated our relationship" with Casablanca President Bruce Bird Monday (11-25), leaving the company without a President and apparently eliminating a number of top executives as well. Russ Regan has been appointed West Coast VP/GM of Polygram Record Operations (PRO), managing all label activities (Casablanca, Polydor, and Mercury) in that region for Polygram's um brella organization. A Polygram spokesman told R\&R that there are no plans to consolidate the three PRO labels at this time, but with at least four key Casablanca VP's reliably reported as departing (VP/GM AI Di Noble, VP/Singles Promotion T.J. Lambert, VP/ Album Promotion Bobby Applegate, and VP/Artist Relations Don Wasley), the future of Casablanca appears to be clouded. The label's offices were at one point Monday reportedly closed for the rest of the week, but Tuesday (Regan's first day in the offices) several label personnel were present and working. Meanwhile, Bird reportedly plans to seek legal recourse over his contract settlement with Polygram.

## Regan

## Administration

Commenting on Regan's appointment, which took effect Tuesday (11-25), PRO-USA President David Braun stated. "Russ has distinguished himself as one of the most creative figures in our industry, and has been responsible for the development of many acts


Russ Regan
which have become institutions in our business. We fully anticipate that he will be able to apply the same talent and integrity to Polygram and contribute greatly to our future success."
Regan began his career in 1961 as a promotion rep, working with
(and helping name) the Beach Boys and recording a few singles under his own name and pseudonymously. He became GM of Warners' Loma subsidiary in 1966, and joined MCA's fledgling Uni label, becoming GM before assuming the presidency at 20th Century Records in 1972. In 1977 he founded his own label, Parachute (distributed by Casablanca) ; most recently he formed Fabulous Records and headed his own Utopia Productions firm. Ironically, his new office at Polygram West is the one he occupied while at 20 th, and marks the fourth time he's worked out of his "lucky building" on Sunset Blvd. (Uni and Parachute were also located there at various times.)
Official announcements on Polygram West's new executive structure are expected shortly.

## RKO Chooses Dearborn For "Night-Time America" <br> Bob. It was a project looking for

The RKO Radio Network has selected Bob Dearborn as host of its ambitious five-hour-nightly "NightTime America" program. Dearborn has enjoyed a long and varied radio career, including a lengthy stint with WCFL/Chicago and a recent airshift at WTAE/Pittsburgh.
RKO Director of Programming Jo Interrante told R\&R, "After a very illuminating search, in which I talked to a lot of people, it was almost star-crossed that we found

## \$1 MILLION DRIVE, MODULAR SPOTS

## Styx Picks Radio For Massive New Campaign

Stardust Enterprises, which manages A\&M's Styx, is launching an extensive radio campaign in support of the group's forthcoming 110-date North American tour, utilizing a novel approach to the radio spots designed to increase significantly the number of participating radio stations. According to group manager Derek Sutton, total expenditures for the tour may exceed $\$ 1$ million, with an estimated $90 \%$ going to radio (exclusive of album spots purchased by A\&M).
Sutton explained, "Traditionally, when a big show comes to town. the local promoter gives it to one radio station as the concert presenter. The other stations are then out in the cold as far as gaining
access to the concert promotion We feel this is very destructive for major acts, as it excludes radio stations. We'd rather encourage the natural competition between stations.'

## Image Openings

With this goal in mind, Stardust Project Director Jim Cahill devised a series of color-coded radio spots, a professionally-produced series of teasers, on-sale announcements, and sold-out notifications, along with a special "green series," which features "open spots" cus-tom-designed to allow radio stations to insert their own image material and, as Sutton says, to "participate in their own unique

STYX/See Page 28
just the right person, and he was a person looking for just the right project. I'm really excited about it."
Dearborn echoed those sentiments, commenting, "Needless to say, it's the opportunity of a life time. I've never been so thrilled reaching a position in this business. I've found something that far exceeds anything I'd ever imagined before in the way of a challenge, and I couldn't be more excited about it. We're going to give it our best effort and try to do something that's never been done before."

Dearborn began his radio career at age 15 at CKOC/Hamilton, Ontario (his birthplace), moving to the U.S. in 1963 and joining Top 40 WPRO/Providence. He then be came Production Manager at Beautiful Music WRTH/St. Louis, moving to WIXY/Cleveland before being drafted and working in radio while in the armed forces. Subsequent stops included WPTR/ Albany and WKNR/Detroit, and in 1970 he began a six-year stay at WCFL, where he became nationally known via a syndicated show he created which analyzed the lyrical complexities of Don McLean's "American Pie." In 1976 he joined WTAE, and most recently he was GM at a St. Petersburgh cable TV station, WPAT-TV. He begins working on "NightTime America" December 1, and the show, which RKO hopes will become an overnights sensation, is set to debut January 5 .

FINES WIGO $\$ \mathbf{1 0 , 0 0 0}$

## FCC Revokes 96X License

The FCC upheld a judge's 1978 decision to revoke the license of Charter's WMJX ( 96 X )/Miami, but reversed another judge's 1979 ruling to strip WIGO/Atlanta of its license. instead imposing the maxi-mum-allowable fine, $\$ 10,000$, on the station's owner
WMJX has been having problems with the FCC since 1975 when contest violations and false news broadcasts were allegedly

## Cancer Claims <br> Dick Haynes



Dick Haynes, one of Los Angeles's and Country radio's most famous and best-loved air personalities, died Tuesday night (11-25) after a long battle with cancer. "Haynes At The Reins" was an L.A. radio fixture for 35 years, following onair experience in his native Texas, St. Louis, and Sacramento, and was the morning man at KLAC until illness forced him off the air about a year ago. Earlier this year he was honored by hundreds of fans and professional friends for his 35 years in L.A. radio as "Dick Haynes Day" was officially proclaimed and his name was added to the Hollywood Walk of Fame.

Haynes was known as one of the top comic air personalities in the business, thanks to characters like "Gum Drop Gus" and "Sir Chester Drawers" and a seemingly inexhaustible supply of jokes. Fellow KLAC air personality Larry Scott called him "one of the most dedicated people I've ever met in show business. He was always on. He loved people, and he would be crushed if he thought anyone might not like him or might be upset at him." R\&R Country Editor Jim Duncan, who also worked with "Uncle Dick" at KLAC, said, "He always considered himself a comedian and an entertainer as well as a disc jockey. He was one of the best."
made and brought to the attention of the Cornmission by a disgruntled former employee.
Violations taken into account include: congratulating a car winner of competing station WHYT(Y100)/ Miami as if the car was given away by $96 \mathbf{X}$; falsifying news broadcasts, stating that one of WMJX's announcers, Greg Austin, was lost in the Devil's Triangle and that police helicopters were standing by for a search and rescue operation; and the wording of a promotion that said, "You can win hundreds of thousands of dollars" when in fact only $\$ 5000$ was given away

Charter Reviewing Decision
Charter Broadcast Group President John Bayliss told R\&R. "We're very disappointed with the decision. Before we take any action, we want to review the full text of the Commission's decision. We won't have access to all the paperwork for a couple of weeks.
"Short-term renewal is the harshest punishment that should be handed down," argued WMJX attorney Rich Rodin of the Washington firm of Hogan \& Hartson. He added, "The misconduct suggested by the judge does not warrant revocation.'
Rodin defended Charter by
FCC/See Page 28

## Curtains For

## Mutual's "Radio

## Theatre"

Mutual Broadcasting has closed down two significant programming ventures, including the widely-aired "Mutual Radio Theatre." President/CEO Marty Rubenstein cited "a lack of sponsor support" as the reason for closing down "Radio Theatre" and the Southwest Regional Network

Rubenstein stated, "Effective at the end of December, we will close down Mutual's Southwest Regional Network based out of Dallas. Coverage of the Dallas Cowboys and Southwest Conference games will continue. The local Texas and regional news to surrounding states will be discontinued.
He continued, "December 19 marks the last broadcast of Mutual's 'Radio Theatre' series, which has been running five nights a week since last March. This is one of our highest clearing shows in terms of stations (over 300), but this is another effort to minimize losses."

SKATEAWAY WITH DIRE STRAITS


# "SKATEAWAY" 

THE NEWEST HIT FROM
DIRE STRAITS

PIN PRODUCED BY
JMMY IOVINE ANO MARK KNOPFLER
OM MARNERBROS RECORDS

## Arbitron To Reissue

Greenville-Spartanburg Report
As a result of the discovery of four mishandled diaries, the April/May ' 80 Greenville-Spartanburg. SC ratings report is being reissued. The correction will be the result of action requested by WGXL after the station conducted a post-survey diary review at Arbitron's Laurel, MD headquarters

In reviewing the diaries it was discovered that three from the same household appeared identical. Normally, two of the diaries would have been deleted, but in processing, two of the three were keypunched incorrectly, thus removing the identical appearance of the entries in the three diaries. Two of the three diaries, in the men $50-64$ demographic, will be removed in the revised report.

In addition to the problem with identical entries, a question arose concerning a female 67 -year-old diarykeeper. According to Arbitron spokesperson Connie Anthes, the woman's home received one diary for three weeks, with each diary intended for a different member of the household. However, all three of the diaries were filled out by the female in question. Two of the diaries will be deleted.

The four questionable diaries are being removed. The revised metro and non-metro estimates will be available in the corrected Greenville area book, which Anthes said would be released by December 5 .

## PD PLATT EXITS

## Boyles To Manage WKHK; Station Hit By Lawsuit

Don Boyles is headed for New York City January 1 as General Manager of WKHK-FM (formerly WRVR), from the GM position at WSUN/St. Petersburg. But unless a December 5 court hearing settles the matter beforehand, Boyles may inherit a lawsuit along with his new post.

WBLI-FM/Long Island served WKHK with papers last week seeking a court injunction prohibiting the new Country-formatted station from promoting itself as "WKHK-106FM." WBLI, a CHR station operating at 106.1 FM, alleges Viacom's WKHK (at 106.7 FM ) is misleading and confusing the public with its logo, with resultant economic injury to WBLI. WBLI seeks $\$ 2.5$ million in punitive damages, claiming to have expended 10 years of promotional efforts publicizing itself as "WBLI-106 FM" in public media, mailings, bumper stickers, T-shirts, and other promotional aids.

Stuart Beck, WBLI attorney, told R\&R he "sent a
WKHK/See Page 28

## Israel Named President <br> Of Sky Broadcasting

Dennis Israel has been appointed President and Director of the Sky Broadcasting Corporation. He will continue to serve as President and Chief Operating Officer of Greater Long Island Communications (licensee of WGLI/ Long Island) in addition to his new duties with Sky. In his new post, Israel will be responsible for Sky properties KSKY/Dallas,


Wichita Falls, TX; and WRIV/Riverhead, NY, the latter two pending FCC approval. Frank Hawley Jr., who made the announcement, will remain as Chairman of the Board for Sky.

Prior to his acquiring WGLI in 1978, Israel served as Executive Vice President/General Manager for WMCA/New York. He began his industry careel. with the RCA Corporation, holding various posts with NBC, the Hertz Corporation, and RCA International, during his five years with the parent firm.

## Haayen Named Sr. VP At WEA Int'l

Fred Haayen has been appointed Senior Vice President of WEA International, as widely anticipated ( $R \& R$ 11-21). The former Polydor President joins his new company January 1, 1981, and his functions will include A\&R and Creative Services.

WEA Int'l President Nesuhi Ertegun commented. "I'm thrilled and excited about Freddie Haayen joining WEA International. I've known him since his start in the record business in Holland, when he was

Hyland Appointed CBS-FM VP
Bob Hyland III, VP/GM


## KAYD Jock Assaulted On Air

Charley Seay, air personality at KAYD (FM 97)/ Beaumont, was hospitalized for a week as a result of a beating he suffered at the hands of three men who entered the Country station's studios Monday night (11-17). Seay, who handles the night shift for the Texas outlet, was on-air at the time ( $8: 30 \mathrm{pm}$ ) his three assailants entered the control room and asked if he was (KAYD PD) Bob Shannon. When Seay replied that he was not, the three men knocked him out of his chair to the ground and began kicking him, fracturing his jaw, chipping his vertebrae and bruising a kidney, among other injuries.

Seay told R\&R that the entire incident consumed about three minutes. Fortunately, he had just begun to play an album track when the men entered the control room, so there was no dead air. When he was able to compose himself, Seay immediately tele phoned Shannon, who summoned police, an ambuKAYD/See Page 2B

## LETTERS

## Clearing Up Facility Forms

Dear Rer
In reading Jhan Hiber's article "Facility Forms Fiasco - Pt 1 . I've discovered a mistake which may mislead your readers.

You state that "some language in the facility form directions may lead you to believe that a station need only return the facility shee itself if there is a change in any aspect of the sheet's data (sign-on sign-off times, technical information, slingans, format. etc.). Wrong. Wrong is right.

First, the Facility Form "sheet" shows all of the information you tated except for Format There is only a list of formats on the Facility Form mation.

Second, the altached Fall 1979 Instruction page states "only" re turn the Facility Form if there are changes. The current Instructio page states " . . . to circle your format. This form must be returned bage

Third, the Cover Letter states. "The return of this Facility Form in

Connie Anthe
Arbitron

## Who Filled JFK For Phils?

Dear R\&R:
I have been an avid reader of Radio \& Reconts for many years one of the primary reasons being your accuracy in coverage and re portage. However, I must take exception to the caption below the front page photo in the November 7, 1980 issue.

The photo shows four WMMR employees with station logo jackets facing a capacity crowd at John F. Kennedy Stadium in Philadel on. facing a capacity crowd at airborne station banner. Your caption phia. The upper left reveals an airborne station beference was made to states "WMMR Fills JFK For Phils. Furtherial World Series Victory WMMR getting together with the

The implication of the photo is that the Phillies victory celebratio was an exclusive event WMMR pul toget her with the city. WRONG

The World Series celebration was perhaps the most widely covered ent in the history of Philadelphia. Every TV station, every news event in the hirually every radio station (present company included) attended and participated in the John F. Kennedy Stadium party and parade The John $F$ Kennedy gathering was the culmination of a parade that started City Hall and was viewed by an estimated 500 pade phat stared ar cies closed for the day. The city celebrated 500,000 persons. Businesses cosed all regular program ming tive special coverage and discussion of the Phils World Series ming
win

WMMR is a great radio station but they did not fill John F. Ken nedy for the Phillies. The Phillies did that quite nicely by themselves

The local media only helped.
Bruce A. Braun
General Sales Manager
HCAU/Philadelphla
Hal Smith, GM of WMMR, replies: "Jim Murray from the City Hall called us and asked. 'Would you stage this event. get a band. etc.?' The blling was 'WMMR and the City of Philadelphio invite you to come out for a Phillies Block Party. Our primary purpose was to provide music and entertainment to keep the crowd entertained at the end of the parade Other stations may have covered it as an event We were staging it.

## this week...

## FIVE-YEAR RAUIO LICENSE PROPOSED IN SENATE

But likelihood of passage in a lame-duck
Congress is low
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IMPROVING ASCRIPTION PROCEDURES
Last week's ascription description evolves into a prescription, with constructive ideas for a fairer allocation of disputed diaries.

## Page 6

IS PUBLIC TASTE REALLY MELLOWING?
Seven programmers discuss who's responsible for softer music's domination: the audience or radio itself

## Page 16

AOR JUMPS ON BIG-BUCKS BANDWAGON
Traditions change, and three PD's talk about why they're giving away lots of money and how
they're doing it.
Page 29
'GOOD MORNING AMERICA' ADAPTED TO RADIO
KOGO/San Diego tries a news/entertainment mix resembling the TV wake-up show in morning drive Page 46

## ARE NATIONAL ADVERTISERS EXCLUDING BLACK RADIO?

A sales manager contends it's true, and offers suggestions to help correct the situation

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# Washington Report 

## Last-Minute Push For 5-Year License

Don't expect a five-year license renewal bill to pass Congress this late in a lame duck session, according to Capitol Hill insiders and industry experts.

Hopes were raised last week (11-21) when Senate Communica tions Subcommittee Chairman Fritz Hollings (D-SC) made a move toward extending broadcasters' licenses. In a letter to Senator Bub Packwood (R-OR), Hollings also suggested that Congress adopt legislation which would distinguish between comparative hearings for incumbent licensees and new licensees; offering more protection for the incumbent broadcaster

Hollings's ideas come in the form of amendments to the crossownership bill introduced by Rep. Al Swift (D-WA), recently passed by the House, which would prohibit the FCC from looking into any crossownership considerations at renewal time. This bill is now in the Senate for voting.

## Communications Act Rewrite?

Meanwhile, Packwood announced late last week his plans to introduce in the new Congress rewrite legislation on the Communications Act. Insiders informed R\&R not to look for rewrite legislation, but to look for amendments to the Act to be introduced in January that would achieve the desired "deregulatory stance" that the Reagan administration is advocating

## At The Nets

## CBS

Dolly Parton will be the featured guest on the net's weekend show "Between The Lines," hosted by Christopher Ames, December 6-7.

CBS "Cavalcade of Christmas Music" hits the air with eight programs December 21 to 25 with performances by the Salt Lake Tabernacle Choir and others.

## ABC

Contemporary Net show 'Super 70's +1 : Decade to Decade in Music" begins January 1 at 10 am EST, hosted by WABC/New York personality Dan Ingram. The show contains the events and music of the past decade up to the present, plus exclusive interviews with Rod Stewart, the Bee Gees, Barbra Streisand, and more.

## NBC

"A Very Special Christmas," hosted by Anne Murray with interviews featuring Perry Como, Dionne Warwick, and Natalie Cole, is set for December 19

Beginning in January 1981, the net will present on Saturdays "Country Sessions," a series of 26 one-hour concerts recorded in Chicago via WMAQ. Artists include the Charlie Daniels Band, Mickey Gilley, Merle Haggard, Emmylou Harris, Loretta Lynn, Ronnie Milsap, Johnny Paycheck, Conway Twitty, and Dottie West.

NPR
Net to carry 13 performances of the New York City Opera, which will be recorded in the spring and be broadcast in the summer in conjunction with KUSC/Los Angeles.

## Sales Talk

## Statistical Research Inc.

Firm located in Westfield; NJ released figures recently (11-18) showing that radio networks reach $75 \%$ and total radio reaches $95 \%$ of the $12+$ population. FM now represents over $57 \%$ of the total radio audience, with the 7 -midnight daypart showing stongest with $64.3 \%$ of the available audience. The $18-24$ demo still shows that most FM listenership with $75.7 \%$ of available audience.

## Blair Radio

Mary Jean Parson was appointed Director of Administration for Blair Radio and Blair Television. She was most recently Director/ Planning \& Corporate Relations for ABC. In addition, Chester Tart was named Programming Strategist for Blair Radio, developing and expanding radio programming systems and consulting Blair-represented stations. He was formerly PD at KRQQ \& KMGX/Tucson.

## FCC Approved Station Sales

Former Metromedia VP/GM (at WNEW/New York and WASH/ Washington) Bill Dalton and backers have purchased WXTR-FM/Washington(La Plata, MD) for approximately $\$ 2$ million.

WAYE/Baltimore sold to Mortenson Broadcasting Co. for $\$ 700,000$ by Coastal Telecommunication Corp.

WFRL-WXXQ/Freeport, IL sold by Bradford-Ross Associates, Inc. to Illinois Broadcasting Co. for $\$ 975,000$.

KNGT-FM/Jackson. CA now belongs to Capricorn Broadcasting Co., for the price of $\$ 300,000$ including $\$ 35,000$ for a non-compete agreement with Gold Country Radio.

## FCC Transition Team Members' Names Withheld

"This decision comes all the way from the top," according to Mickey Gardner, FCC transition team leader. "The only names that will be made public are those that are senior advisors." No reason was given for the decision, which applies to all transition teams, not just the one working on the FCC.
Gardner expounded on his duties, noting. "The team that we are putting together has a really good working knowledge of the FCC. I am really upbeat about it and think that we are going about this very aggressively, so that when January 21 comes around we will be off and running."
The FCC transition team senior advisors have been narrowed down to three individuals: former FCC

Chairman Dean Burch, now with the Washington law firm Pierson, Ball \& Dowd; Dick Wiley, another former FCC Chairman, now with the Kirkland \& Ellis law firm in Washington; Margita White, a former FCC Commissioner appointed by Jerry Ford.
The reports that all of the transition teams will be compiling will be confidential in nature and will be used only for "recommenda-


Mickey Gardner
tion purposes, not policy-making," stressed Gardner.

## Washington Street Talk

## Does Anyone Want The Chairmanship?

It is rumored around Washington that the position of FCC Chairman has already been offered to three prominent communications lawyers and has been respectfully turned down.

Among those rumored to have rejected the offer is Jack Pettit, who served as former FCC General Counsel under Chairman Dick Wiley. Pettit is in private practice with Hamel, Park, McCabe \& Saunders ( $\mathbf{R} \& \mathbf{R}$ 11-14). The salary for the post of Chairman pays $\$ 55.387 .50$ a year, which is a meager amount compared with what a successful communications lawyer can earn. An FCC Commissioner makes $\$ 52,750$ a year.

## Deregulation: How Soon?

R\&R has learned from a very reliable insider at the FCC that Decermber 19 is being targeted for a vote on Radio Deregulation. The same source indicated this is a "pet project" of Chairman Charles Ferris and one that he would like to get passed before the change in administration.

R\&R has further learned that Commissioner Tyrone Brown has asked that the proposal be delayed. FCC Broadcast Bureau Chief Dick Shiben commented, "We are continuing to work very diligently on the matter and now hope for a vote sometime after the first of the year."

## FCC Is Moving Right Along

Lots of controversy has surrounded the FCC's proposed move of its headquarters at 1919 M St. over to a highrise office complex in nearby Rosslyn. VA (R\&R 10-3)

Congressional conferees last week (11-20) restored a provision in the 1981 budget that would permit the move out of Washington into the Twin Towers complex planned for early next year.

The trouble doesn't stop there. R\&R has learned that a good deal of employees at the FCC are disgruntled about the move citing "problems of convenience." To make matters worse, the National Treasury Employees Union Chapter 209, which represents the workers, has already voiced support for the move.

There have been some negatives expressed by some of our members," explained Chief Shop Steward Dick Taupe. He added, "A meeting has been planned for next week with the rank and file to explain the situation fully and help alleviate any fears about the move." When asked why they were not polled before the move was supported. Taupe replied, "There just wasn't time."

## NAB Gets Burned Out Of MGM Grand Hotel

One of three NAB executives in Las Vegas last Thursday (11-20) for a pre-convention exhibitor's meeting spent several hours trapped on the 24th floor of the MGM Grand Hotel at the time of the fire. NAB SecretaryTreasurer Michael Harwood was released from a Vegas hospital on Friday, but wasn't back to work until Tuesday. Radio VP Wayne Cornils and Exhibit Manager Ed Gayou, who were staying at the Riviera, escaped the disaster. NAB has already made arrangements to shift TV headquarters to three other hotels: the Dunes, Caesar's Palace, and the Aladdin.

## FCC: At A Glance

## WWLE Renewal Denied

Upholding an initial decision of an ALJ (10-77), the Commission has denied the renewal of WWLE/Cornwall, NY and has given WMVI/Mechanicsville, NY 120 days to construct its station and begin broadcasting. The decision came in oral argument last week (11-20) with a 6-0 vote, while Commissioner Fogarty was absent.

## Closed Circuit EBS Test

The FCC announced this week (11-14) that a special closed circuit Emergency Broadcast System test will be conducted for radio only during the week of December 8.
The test will be carried over ABC, NBC, CBS, Mutual, National Public Radio, Intermountain, AP, and

UPI Audio radio networks. Acti vation and termination notices will be sent over wire services, and affiliates will be notified 30 to 45 minutes prior to the test. Evaluation will be made one month after the test.
EEO Problems Cleared Up WNMB/North Myrtle Beach, SC has hired two blacks in the upperfour job categories and was grant-
ed a full renewal (11-18), satisfying the Commission's request for better minority representation in the station. The station was operating on a short-term license which expired last April due to complaints on its EEO program.

KONO/San Antonio is on the way to clearing up its EEO problems, as the FCC affirmed its 1974 renewal and granted the station's 1977 application for renewal. Trouble began when charges were filed by the Bilingual Bicultural Coalition On Mass Media that the station's Hispanic employment record was discriminatory

## RAISE YOUR GLASSES AND DRINK A TOAST TO:

 "SAME OLD LANG SYNE"


WRKO add KBEQ add WICC add K104 add B97 add KJ100 add


KEZR add
KZZP add 28
KQIZ-FM add KQWB-FM add KATI add KRLC add

## THE NEW SINGLE FROM

 dANFoGELEERG

PRODUCED BY DAN FOGELBERG WITH MARTY LEWIS
FRONT LINE MANAGEMENT


# atings jesearch 

"The demographic and psychographic makeup of the diaries granted to each station may be askew."

# The Ascription Prescription: Good Enough Treatment 

Last week, we began to examine the Arbitron procedure known as ascription. Many broadcasters are unaware of its existence, let alone its possible impact on their numbers. Let's review what we know about ascription, then examine alternatives to the procedure that might accomplish the same goal with a more equitable distribution of diaries.

## Slogan Conflict Solution

Ascription is the technique used by Arbitron to resolve slogan conflict situations in which the respondent can not be reached to clarify the nonexclusive entry. Most slogan conflicts occur when stations insist on using nonexclusive slogans like "FM96." When such slogan entries are recorded in usable diaries, Arbitron tries to sort out what the respondent was really listening to.

A two-step procedure is used to resolve slogan conflicts. First, callbacks are made to each respondent involved, with up to five attempts mada to contact and interview the person. If the callback attempts are not fruitful, then ascription ascribing credit based on in-tab diaries from the previous year - is used. This can sometimes result in problems.

## Random Computer Credit

According to Mr. Lynn Turmer, Manager of Policies and Procedures for Arbitron Radio, the ascription technique works this way: in each discrete county or sampling unit (ethnic area), diaries are reviewed to see if a slogan conflict exists, based on the data submitted on the facility form prior to the survey. Given that each station involved in the conflict achieves an in-tab level of $1 \%$ of the total in-tab for the relevant county, then callbacks are undertaken as production of the ratings is proceeding. If the callbacks are unsuccessful, ascription is the next step.

When the Radio Department at Laurel is aware of a slogan conflict, one of the staff reviews the in-tab totals for the stations involved in whatever counties are affected. Let's say that station $A$ has 80 diaries over the last year, and station B has 20, a $4: 1$ ratio. The Arbitron computer in the radio office generates a list of randomly computed numbers, 1-99. When a diary contains a slogan conflict, that diary number is sent to the radio staff (by the Edit Department) so that if the callbacks are fruitless, ascription can be quickly brought into play. It is important to note here that the diary itself does not go to the radio staff, just a discrete diary number.

We'll say that for sake of discussion there are 10 diaries in a particular county that contain the conflicting entry. The ten diary numbers are sent
to the radio staff as the diaries are received in Beltsville at the edit phase of production. Remember our 4 :1 ratio mentioned above? It now comes into play. Based on a theoretical 99 numbers the computer may assign numbers $1-20$ to station B and 21-99 to station A. Thus, when diary numbers are received from Edit, the Radio Department digs into this pool of numbers and randomly assigns a number ( $16,39,73$, whatever) to the diary in question. Given the statistical laws that come into use here, this technique may work well in most cases. However, it is possible that all or most of the diaries in conflict could be credited to the station with the smaller share of diaries over
the personalities (don't mateh), then set up a sys tem whereby the station that receives the most "matches" to its information would get credit as opposed to the station with lewer "matches." An example might be where the respondent mentioned that the dial position and format were akin to station A but the personalities, newsperople, and syndicated features were those on station B. In this case station B's programming ingredients were matched three times (versus two for station A) so B . . . would get credit for the entries in conflict within this specific diary.
2. If this tiebreaker system could be researched and properly used it would help the efficiency of callbacks. But what about in cases where respondents are unreachable? Then, Davis suggests, Arbitron should look at the diary, review the listening patterns and the demographic involved, and made an assumption. If, for example, a 21 . year-old black person tuned to KDAY, KJLH and "FM104," it is probably more likely, Davis as. serts, that the youth was listening to KACE than to Beautiful Music KBIG, which is also known as
> "Perhaps we ought to suggest to Arbitron that every diary be credited and that extraordinary attempts may need to be made in certain cases."
the previous year. Even if the proportion does work out correctly, the demographic and psychographic makeup of the diaries granted to each station may be askew. According to Turner, Arbitron does not know the demographic or the number of quarter hours involved when making credit assignment based on ascription. This could lead to a Black station getting credit for older-skewing Beautiful Music listeners in a non-ethnic area while the BM station gets inadvertent credit for youthful ethnic tune-in. Last week I delved into the implications of this type of procedure. Now, let's examine viable alternatives.

## Tie-Breaker Options

Slogan conflicts, while thankfully not a pervasive problem, are a nagging concern to many. For example, in one recent case that was brought to my attention, over 50 diaries were involved in a conflict. In the key county only about half of the respondents could be reached and their entries clarified through callbacks. The remainder were ascribed or went to "unidentified." Perhaps we ought to suggest to Arbitron that every diary be credited and that extraordinary attempts may need to be made in certain cases.

Willie Davis, President of All-Pro Broadcasting, is involved in a slogan conflict situation in one of his markets. He has mentioned that perhaps Arbitron ought to consider a "tie-breaker" technique, as well as taking into account the listening patterns and demographic of the respondent involved. Davis's points are as follows

1. If callbacks are used, but there is conflicting information given(such as if the format and

## Q\&A

Jeff Pollack, consultant and President of Pollack Communications called recently to say, "I'm putting together a research primer and would like to include some of your articles. Is it okay?"

Given the context of Jeff's request, I acceded as long as my name and R\&R were properly identified. Lately it has come to my attention that there are those in our field who are using some of my columns and information without crediting $\mathbf{R} \& \mathbf{R}$ or myself. Please call for permission before using any material from this publication or yours truly.

FMI04. By using the review of the diary, and the demo and listening pattern information contained therein, this could get around some of the major problems inherent in ascription.
3. I'd like to add to Mr. Davis's points by bringing up an idea I first broached to Arbitron VP/GM Mike Membrado last summer. Why doesn't Arbitron have a crew of industry-wise ombudsmen to pay special attention to slogan conflict situations like these? If such personnel were involved in the ratings production it might make some of Arbitron's assumptions more logical.

## Downside Considerations

There are two major problems associated with the options discussed above. The first is that the time associated with clearing up each and every conflict diary might slow ratings production. This may mean not only slower receipt of your books, but also an increased cost to cover the extra steps involved.

The other major concern has to do with the caliber of research involved. Can Arbitron test some ideas like those above in such a way as to decide that the procedures would really be an improvement? All too often easy solutions turn out to be a can of worms when looked at more fully. It should be up to the industry and Arbitron to work together and agree that an improved way of handling the pesky problem of slogan conflict entries is desirable. Once that's agreed upon, Arbitron should conscientiously review the suggestions for possible implementation, but only if the new procedures are good research.

Of course, all of this would be a moot point if stations would just use their call letters to identify themselves. In the meantime the slogan conflict problem - and its ascription prescription for solving some of the cases - are still with us. Broadcasters beware!

Jhan Hiber, former Jhan Hiber. former
Manager of Radio MarManager of Radio Market Repors for Arhitron. is R\&R Research Fditor. Contact Jhan with any research or ratings question you may have.


## DE킄T McchnTON

[^0]THE JEALOUS KIND


WRKO add JB105 add 34 WGCL add KFRC on WAQY add WHYN add KHFI on KWIC add WNOE add KO94 add 30 KLAZ deb 36 BJ105 add 40 WHBQ add 920 on

WOK add WGH on WQRK on WXEZ add WDJX add KIOY add KRUX add
WJBQ add WGUY add WLBZ add WLAM add WIGY add WTSN add

13FEA add WISE add WFLB add WANS-FM on WXLK addFM99 add KVOL on KRLC on KENI add KSTN add WTAC add WLOF add V97 add

# $\frac{\text { W/HAT'S }}{}$ Package Analyzes Audiences 

For programmers with neither the time nor inclination to trek to Beltsville for a diary analysis, Arbitron Radio has created the "Programmer's Package," which effectively boils down the radio audiance information obtained for a specific Metro Survey Area into eight concise areas of interest to broadcasters. Currently available via the AID System, this in-depth programming analysis is designed to provide pertinent data with regard to record rotation, feature placement, quarter-hour maintenance, commercial load, and inventory distribution.

The analyses, available for six different demographic groups, contain breakdown on time spent listening ratios based on both quarter-hour and daypart distribution, audience recycling by daypart, and a day-by-day percent distribution of Metro daypart cume, as well as an evaluation of tune-in/ tune-out factors and the top 10 stations that share your station's audience (with a breakdown by daypart of the closest tive)

Current ADD System subscribers can have immediate access to the "Pro grammer's Package" by selecting the station to be analyzed, choosing the demographic group(s), and running the program. Non-subscribers may pur chase indirectly through Arbitron by contacting Connle Anthes, 1350 Ave nue of the Americas, New York, NY 10019, (212) 887-1402 or Sherm Brodey 4320 Ammendale Rd., Beltsville, MD 20705, (301) 441 -3933


Slnclair Remearch Ltd., a British lirm, has developed a flat-screen pocket-size radio.TV that is just $3 / 4$-inch thick. The "Microvision 2700" (prototype pictured) TV system features an electron gun, placed along. side and parallel to the phosphor TV screen. The beam is controlled by horizontal and vertical deflection plates and by a transparent electrode combined with a Fresnel lens.

The angled case is for ease in carrying and while the design is no yet linal, the unit may be available in 1981 at a projected price of $\$ 125$.


Three solid hours of the best music from the 50 's, 60 's, and 70 's with special feature highlights each week!

SUPER GOLD is hosted by one of America's top radio personalities, CHUCK BUELL.
Ideal for Top 40, Pop Adult, and contemporary programming.

Send for your personal demo of SUPER GOLD today by writing:

Timberline Productions Penthouse Suite West
P.O. Box 9541 So. Station

Denver, CO 80209
or call (303) 759-9091 today!

## KMYO Takes Credit Cards

As further proof that plastic has replaced gold as a monetary standard, KMYO/Tulea VP/GM Chrietopher Bock recently announced that the "soft contemporary" formatted outlet has become wha is belleved to be the tirst radio station in America to offer its ad vertisers the option of paying for their ads via Mastercard or Visa credit cards.

## Wendell Radio

## Trophies

## Symbolize Satirical

## Sentiments

Radio station personnel in a quandary over what to get their beloved boss or co-workers this Christmas may be interested in the tongue-incheek "awards" being offered by Wendell Productions, publisher of "Wendell's Radio Weakly." The 4 to $51 / 2$-inch tall, marble-based trophies are made by Oscar manufacturer Dodge Trophles and include a small metal nameplate for local engraving Who wouldn't be thrilled to have the "Gold Turkey" or "Hall A Horse" (guess which end) award displayed prominently on their desk? And for those "WKRP In Cincinnati" fans, a reproduction of the coveted Les Nessman "Silver Sow Award" is now available. However, if flattery is your intent, the silver-finished "Carbon Mike" trophy may be just the thing. The "Wendell Awards" (priced between $\$ 6.50$ and $\$ 8.50$ each) are available through Wendell Produc. tions, 3745 Barrington Âve., Suite 9, Los Angeles, CA 90066.

## Weedeck Sets

Jesse James

## Syndie Special

"The Legend OI Jesse James," a one-hour radio special, is cur rently available from the Weodeck Radio Network. Based upon (and leaturing music from) the recently released $\boldsymbol{A \& M}$ album of the same title, the program features interviews with the album's performers, including Johnny Cash, Emmy lou Harris, Charlio Daniele, and Levon Helm.
Hoeted by Ron Martin, the mar-ket-exclusive show allots eight minutes for local sales and is avail able free to interested stations for an early December run. For fur ther information contact the Weedeck Corporation at 1512 Crossioads OI The World, Holly wood, CA 90028, (213) 462-5922

## -

ADITOOI

## Elvis Radio Special Now A

## Limited-Edition Picture Disc

"Elvis: The Legend Of A King," originally a special program heard via the REO Radlo Networt on August 16, 1980, is now a serial-numbered, lour-color picture disc avallable to tans and collectors alike. Narrated by R\&R's John Leader, the audio portion of the disc contains interviews with a variety of Elvis's Iriends, relatives and associates, including musicians Scotty Moore, D.J. Fontana, and J.D. Sumner of the Stamps.

Written and produced by Don S. Vogel from research by Mark Nodine and engineered by EFRC/San Franciaco's Ron Hummel, the record spot lights Presley's career from his halcyon days at Sun Recorde to his 60's films to his 70's "comeback" concerts to his drug-shrouded death. For further information contact Assoclated Broadcasters at 115 Roslyn Drive Bldg. B, Concord, CA 94518, (415) 687-8345.

## Audio \& Design Unveils

## "Easy-Rider" Limiter-Compressor

Audio \& Design Recording Inc. has recently introduced the Gemini "Easy-Rider" stereo/dual mono com-pressor-limiter, designed for use in the broadcast and recording industries. Among the "Easy-Rider"'s features are variable compression slope (ranging from 1.5 to one to 20 to one), a dynamic attack zange from 500 u secs to five milliseconds, and programmable release time.

In addition, the "Easy-Rider" is capable of a 33db make-up gain, a low signal-to-noise ratio, and can be used as two separate mono channels with minimal cross-talk. The unit is compatible with all standard 19 -inch rack systems, comes equipped with a $230 / 115$ volt power supply and weighs 5.5 pounds. For turther inlor mation contact Audio \& Design Re cording Inc. at P.O. Box 786, Bre merton, WA 98310 , (206) 275-5000

## Viacom 3rd Qtr. Net Up 75\%

Viacom International posted a 75 percent increase in net prolits for the third quarter of 1980 as net soared to $\$ 4.2$ million up from $\$ 2.4$ million in the analogous period of 1979 . Third quarter revenues rose 50 percent to $\$ 41$ million, up from $\$ 27.4$ million in the year-previous period

Net for the firm climbed 28 percent during the first nine months of 1980 to $\$ 11$ million, up from 1979 's $\$ 8.6$ million, while nine-month revenues jumped 46 percent to $\$ 112.8$ million, up from $\$ 77.3$ million in the equivalent period \& 1979.

## Blair Media Planning

## Calendar Now Available

The Blair Television and Radio Divisions of John Blalr \& Compary have published an 18 -month, four color Media Planning Calendar, de signed for use in planning, buying and selling broadcast advertising time. This unique calendar conforms to the Unilorm Billing Week System of concluding broadcast billing months an the last Sunday of the month and be ginning broadcast weeks on Mondays.

In addition to the 1980/1981 edi. tion of the poster-size ( $25 \times 37$-inch) calendar, an expanded 36 -month desk-size version is also available (both at no charge to U.S. agency, advertiser, and broadcast personnel) by contacting auy salesperson in the 17 Blair officer nationwide or by writing to Blasr"Media Planning Calendar, John Blair \& Company, 717 Fifth Ave., New York, NY 10022.

# WHAT'S NEW 

## McCartney, Martin Reunite

Paul McCartney has announced that he will reunite with George Martin (who used to produce his old group) on an upcoming full-length animated musical film, planned for 1981 release. McCartney will finance the entire project, to be based upon a perennial British cartoon favorite, Rupert Bear, and has already written 11 songs and an initial story line. Martin will orchestrate and produce the film's final score, which will also be released as a soundtrack album.

Animation will be handled by Oscar Grillo, whose ac complishments include the animation of LInda McCartney's "Seaside Woman," which won the Best Short Film awards at this year's Cannes Film Festival and the recent Chicago Film Festival

## Hurrah Video Firm Formed

Barbara Lackey and Robert Boykin, owners of New York City rock dance club Kurrah, recently announced the formation of Hurrah Video Music, a video production company that will operate in association with Intake Productions, headed by Charles Libin. Along with videotaping acts performing at the club, Hurrah will be used as a studio location during hours when it is not open to the public.

Performance tapes already completed include Lene Lovich. Dirty Looks, the Cure, Suicide, and the Gang Of Four. Hurzah Video Music's most recent production is "The Plastics Live At Hurrah," a 30 -minute program slated for Japanese television. Hurrah Video Music is located at 36 West 62 nd St., New York, NY (212) 586-2636.

## A Revolution In Record Cleaning

Simply spin the applicator around the surface of the record (as shown in the adjacent picture) and the applicator evenly disperses triction reducers, oil removers, and antistatic agents. One pass is enough to produce a clean, static free surface for the life of the disc, according to the unit's manufacturer, 3M Corp. The "Scotch" record-care system retails for \$28.

## Audiofidelity Acquires Gryphon Label

Audiofidelity Entorprises Inc. has added noted jazz label Gryphon Recorde Lid. to Its roster. Gryphon's catalogue includes newly-recorded product by Mol Torme, Lena Horne. Michol LoGrand, Buddy Rich, and Cy Coloman, all produced by Gryphon founder and Managing Director Norman Schwartz.

Additional releases pending under the joint venture will be a Gary McFarland LP and an album by Lena Horne and Gabor Saabo (originally produced by Schwartz for the Srye labell, as well as reissues of Skye albums by McFarland, Szabo, Cal Tjader, Ruth Brown, and Grady Tate, among others.

## Jesus Jeans

Following close behind the ongoing trend trom designer jeans (Sasson. Calvin Rloin) to celebrity jeans (Gloria Vandorbilt, Willio Nolmon) to feans-whose-names-were-gen erated-by-a-computer (Jordache), a Northern California man has announced plans to market a line of jeans bearing one of the world's most-recognized names - Jesue

According to the Wild World Ot Nowe service, Tony Hoover, who claims to have been a born-again Christian for less than a year, recently witnessed a vision of a sports shirt emblazoned with a dove (symbol of the holy spirit). Thus inspired, Hoover's firm, named John One Ton after the New Testament verse, is aiming to market an entive line of sanctified sportswear, ranging from jeans to bathing suits.

## PRO:MOTIONS

## Harrison Named VP/GSM At Drake-Chenault

Ron Harrison has been named Vice President/General Sales Manager for the Format Division of the Drake-Chenault firm. Moat recently General Manager of the Radio Arto syndication company, Harrison began his broadcast industry career as a Promotion Director at KROY/Sacramento, later serving in the sales department at KXTL-TV/Sacramento be fore returning to KROY as Sales Manager.
Harrison then held the Re-
 tail Sales Manager post at KHJ.KRTH/Los Angeles and the Sales Manager and General Manager positions at KFRC.FM/ San Francisco. heading up the RKO Radio Los Angeles rep division immediately prior to his involvement with Radio Arts. He will he based at the Drake-Chenault offices in Canoga Park. CA.

## PH Factor Now Creative Factor

Los Angeles-based production firm the PH Factor Inc. has changed ita name to the Creative Factor Inc. Company President Jim Hampton explained the reason for the change, asying, "The name Creative Factor better reflects what we're all about today an a company. " Hampton noted that the firm's scope will expand to encompass music, TV and multimedia projects during 1981.

The Creative Factor is based at 6255 Sunset Blvd., Suite 1006, Hollywood, CA 90028, 12131467.5111.

## Sandaus, Newman Named Artist

## Development Dir.'s At Columbia

Phil Sandaus and Deborah Newman have been appointed Director of Artist Development, East Coast, and Director of Artist Development/Video Promotion, West Cosst, respectively, for Columbia Records. A three-year veteran of the label, Sandaus most recently served as Associate Director of Artist Development, East Coast at Columbia. Newman, most recently associated with Columbia Records' Artist Development Department, joined the label's College Department in 1973.

Sandaus's responsibilities in the new post will include the planning and execution of artist development activities on behall of all East Coast-based Columbia artists, while Newman's duties will include the same activities on behalf of the label's West Coast-based artists, as well as increasing television and cable exposure for all Columbia artists.

## Zutaut Named Nat'I Singles Sales Dir. At E/A

Tom Zutaut has been named National Singles Sales Director for Elektra/Asylum Records. Zutaut was most recently Midwest Regional Singles Specialist for WEA, having been associated with the firm since 1977. In his new post, Zutaut will be responsible for maintaining daily contact with the WEA system, key customers and the E/A regional staff. He will be based at Elektra/Asylum's Loo Angeles olficer.


## Stanton Forms Primo Sound Label

Dan Stanton has announced the formation of Primo Sound Records \& Tapen Inc., a new record label based in

Spokane, WA. Primo Sound will be distributed nationally by the National Label Distributing Company (NLDC) with its first release being an album from Spokane rock group Kracker.

## Benedict Upped To VP/GM At Radio Arts

John Benedict has been promoted to Vice President and General Manager at Radio Arts, the Burbank-based radio syndication firm. Benedict was most recently Vice President and Director of Programming for Radio Arts, having joined the company as an account exec in 1977.

## Humphrey Named VP/Mktg. At American Entertainment Mgt.

Fred Humphrey has been named Vice President of Marketing for American Entertainment Management. Most recently Director of National Promotion at Ariola America, Humphrey previously served as Director of National Promotion at Columbia Records for over four years.

In his new post, Humphrey will be responsible for the sales and marketing of a lock for push-button telephones, currently being developed by the New York-based firm's relecommunications affiliate, Tele Vault Inc.

## Segal, Hersh Join Mgt. Offices

Lloyd Segal and Jeffrey Herah have announced the merger of their management olfices. Segal will continue to manage Nick Gilder and Leda Grace with Hersh remaining as Bonnie Rnitt's business manager as well. In addition, the duo will be developing new projects together such as the U.S. management of British rock artias Manfred Mann. Segal and Hersh's new olfices will be located at 1116 Cory Avenue, Lom Angeles, CA 90069, (213) 278-5131.
 "TOGETHER" NEW \& ACTIVE
TIERRA "Together' (Boerctwand) 84/20 Mover: Up 39 . Sarne 23. Down 2 Adda 20 including WIFI. JE105. WGCL
WOLE. WKIX. WGH. WAKX WIKS. WLAM WXKS 3431 KFRC

KEARTH 1-2-5 KELP 10-7
KRLA 1-2
KFI $4-3$
KIIS-FM 2-2
KTSA 8-5 KSET-FM 14-3

KINT 1-1 KYNO-FM 1-1
KIOY 1-1
KHYT 1-1
KVOL 12-7

an artisis services international production

Is Dick Kline's next stop Florida? Street Talk has it that Kline will become the new head of Ft. Lauderdale-based Radio Records and that the small label will expand quickly. Full details on this one are coming.

Word out of Dallas is that two KNUS air personalities were terminated over their apparent refusal to air a song that had been added to the KNUS playlist. Reportedly evening jocks Jay Hawkins and Roy Zoller were fired after they stated they wouldn't play "People Who Died" by Atco's Jim Carroll Band. The song, which has stirred some mild controversy in other markets, was apparently interpreted by Hawkins and Zoller as being against their personal beliefs. No official comment was available from either Hawkins or Zoller.

Meanwhile Larry James will officially join KNUS as new PD on Monday (12-1). Brother John Rivers from KFJZ-FM/Ft. Worth has already joined the KNUS staff in middays.

The first hearing of the Broadcast Ratings Council mediation panel took place last week (11-20). The panel heard grievances against Arbitron brought by KBIG/Los Angeles and its decision was reportedly favorable for KBIG. However, nothing concrete is expected out of the non-binding procedure until Arbitron officially responds within the next two weeks.

Adam Cook, who was last PD of WDJX/ Dayton, has been named Program Director at WSKZ/Chattanooga by Operations Manager Greg Schaefer.


LOON TWCE, MTS ALL RIGMT - Yes, it's that hot now singing group from England, the Hoe Bee Gee Beos. The first release from the immaculatoly blow dried trio (Dobbin, Garry, and Norris) is a potential two-sided smash. A/though if's admittedly tough to pick on "Asido," one song is a definitive disco dence number callod "Posing in The Moonlight" and the Filp is o falserto rendering of the romentic classic "Moaningloss Songs (In Vory High Voices)."Released by Original Rocords in Englond, this import single found its way into the RER offices in a most mystarious way. We think the culprit is one of our vounger steffers who was forced to see "Seturdav Night Fever" over 200 times, and whose brain turned to gibberish.

## Who gives a ---about J.R.?

There are quite a few cars in the Minneapolis $/ \mathrm{St}$. Paul area sporting the bumper sticker shown above. The whole idea came from the fertile mind of KDWB-FM/ Minneapolis morning man Chris Edmonds, who apparently had heard quite enough about, well, you know who. Chris began trading the bumper stickers for jokes called in by his listeners, and the response was overwhelming. Chris has a whole lot of new jokes and a lot of listeners have a little something for their back bumpers.

More changes within the record business this week saw Rip Pelley resigning as Director of Field Operations at Elektra/Asylum. Also, Allen Meis has exited tris national promotion position at Muscle Shoals Sound Records.

MCA Records and LAX Records have mutually agreed to dissolve their contractual agreement. LAX principals Steve Gold and Jerry Goldstein will announce their new distribution relationship within a week.

Congratulation to KC101/New Haven's Curt Hansen on being promoted to Operations Manager for both KC101 and WAVZ. Filling Curt's MD post at KCl 101 will be air personality Danny Lyons.

You've heard about the Cincinnati cash wars ( $\mathbf{R \& R}$ 11-21), but have you heard what's going on in Fresno, California? Well, the nation's 73rd largest market has a money battle going that may rival Cincinnati's on a per capita basis. First, Y94 offered up to $\$ 94,00 \%$ to one winner in a "cash grab" gambit. K YNO-FM went on the air and said it wourd "double the amount of money any Fresno radio station gave away during the month of November," with details to follow. Last week, Y94's winner walked out of a local bank vault with over $\$ 53,000$, so K YNO-FM will now give away over $\$ 106,000$ to one winner!

If you had heard the rumors that ELO would not be resigning with Jet Records, never mind. Don Arden, President of Jet and manager of ELO, announced that new contracts have been signed by Jeff Lynne and Bev Be van. Work is currently in progress on ELO's next album, which is scheduled for relense by Jet/CBS next spring.

Finally, congratulations to R\&R P/A Editor Mike Kasabo and his wife, Cathy, on the birth of their son Dustin Michael last Friday (11-21) afternoon.


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## KIUSTNKRIGS III SNCGES

## "Everybondy's Got To Leam Sometime

THE KOBGIS HIT SNMELE FROM THE ALBUM DUWB WATIERS

THE KORGIS


DUMB WAITERS

Produced by the Korgis and David Loro

## "Swithtin'To Elide/ Brat GOEs On" <br> AS-11463

THE KNIGS $122^{2}$ HIT SINGLE FROMTHE ALBUM THE KNGSARERERE


Produced by Bob Ezrin
Royal Radio Quotes:
John Gehron, WLS; "If broke teen and spread into all day parts including aduls. PLAY THE SEGUE!"

Hank Cookenboo, KUPD; "Keeps growing in phones and sales."
Bruce Roberts, WBBa; "Excellent rock 'n' roll record. PLAY THE SEGUE!!"

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## (2) Gary ${ }^{\text {Owens }}$

Barry Martin and John Watts, chief executives of 6PR (Western Broadcasting Services Pty, Ltd.) in Perth, Australia, dropped by the exotic Gary Owens Building earlier this week.

They are doing just fine in the ownership of their new station, thank you. We were discussing the similarities of broadcasting in the United States and Australia when I had to stop our persiflage to change into my stocking mask before going on the air with my new radio show.

As though by serendipity, the two gentlemen from "Down Under" received a telegram stating that someone had stolen Perth, Australia while we were speaking. So they immediately phoned the police about a Perth-Snatcher! (That's correct, we did do every bad taste Australian joke, including: Irving Berlin's tune about World War I, "Under There"; Barbara Streisand's Aussie recording of "Someone To Watch Under Me"; and the girl from Melbourne who had trouble with her underies!। Chevy Chase and Carrie Fisher really are starring in a new movie called "Under The Rainbow."

A reader from Lexington, Kentucky phoned me last night to ask a musical trivia question. Larry Kunz wanted to know who had the first big hit with "Stand By Me?" Well, you may recall a decade ago it was Ben E. King with the King-Leiber-Stoller smash. Other me, but I have to run out front because Dick Krizman's Great Dane is about to chew the pedals off my tricycle. Hello till next week.
hits at the time included "Stand Behind Me" by Saud M. and the Gomorrah-Tones, and "If Anyone Shoots, Stand In Front Of Me," by the Cowards.

Had an interesting phone call from one of Walt Disney's lovely daughters last week. On my radio show, Newsman Steve Tom was doing a commentary on recurring rumors, stories that are not factual but continue to be believed by the public just because they sound fascinating.

For example, for years the rumor of Walt Disney being frozen by cryogenics ubiquitously pops up.

NOT TRUE! Walt was a friend of mine who made it known to many that he wanted to be cremated and his ashes scattered over the Southern California deserts he loved so much.

However, at the time of his death, that was not legal in California. Walt's daughter Sharon verified that his body did remain in state for some time, but is buried at Forest Lawn Cemetery.

Well, you'll have to excuse

# T v $\square$ <br>  

## ' Dallas' ' Ratings Gusher Breaks Record

"Dallas" did it. The carefully-plotted campaign to build universal interest in the "Who Shot J.R.7" controversy culminated in a record-breaking ratings ahowing Friday night (11-21). Eclipsing "The Fugitive"'s longstanding regular-series rating record of 45.9, the revelatory "Dallas" episode racked up a 53.3 rating, and also broke the share record held by "Fugitive" (72) with a 76 . "Dallas" managed to add over $21 \%$ more TV homes to its lead-In "Dukes Of Hazzard"'s highly respectable 32.0 rating. which was strong enough for second place for the week. Overall, though, even with the over whelming Friday "Dallas"/"Dukes" punch and a strong third-place showing for "60 Minutes," CBS's margin of victory was not overwhelming. The network earned a 21.9 average rating. compared to ABC's 19.7 and NBC's 17.1.

Taking fourth behind the three CBS blockbusters was ABC's "Three's Company," lollowed by 5) "The Jeffersons" tied with "Alice" (both CBS) 7) "One Day At A Time" (CBS) 8) "Happy Days" (ABC) 9) "Too Close For Comfort" (a strong showing tor this new ABC series), and 10) "Love Boat" (ABC)
"Archie Bunker's Place" (CBS) and "Laverne \& Shirley" (ABC) tied for 11 th. followed by 13) another tle between "Little House On The Prairie" (NBC) and "M* A•S* ${ }^{-} H^{\prime}$ (CBS) 15) "The Enforcer" (ABC Sunday movie) 16) "Skyward" (NBC Thursday movie) 17) "Trapper John MD" (CBS) 18) "Hart To Hart" (ABC) 19) "Kenny Rogers" special (CBS), and 20) a tie between "Monday Night Football" and "That's Incredible" (both ABC). "WKRP In Cincinnatt" finished 42 nd.

MUSIC NETWORK FOR CABLE: VIdeo Concert Half of Atianta, which has been programming 90 -minute video music shows for a year, has expanded into the VCH Network and is airing all video/music specials. Initially the programming runs for 90 minutes, with future expansion planned.

MUSIC ON TV: Rocky Burnette, the DIrt Band, Geraldine Hunt, Teena Marle, and Dusty Springlleld are on "Solid Gold" the week of November 28, with Johnny Mathis cohosting . . Connle Francls launches a comeback on "American Bandstand" December 13 ... Jim Stallord is on the "Tonight Show" November 28

## VIDEOSCOPE

.
RCA TO OFFER 100 VIDEODISC TITLES: When RCA introduces its "Selectavision'" videodisc system on a national basis next March 23, consumers will have between 75-100 programs avallable from which to choose, according to a recent speech by SelectaVision Exec. VP Herb Schlosser. The programs will consist of a variety of recent and classic films, video muslc discs, network TV shows, children's shows, and instructional programs (sports lessons, for example). Interestingly, RCA feels that once feature film inventories are avaitable on videodisc, the number of new hit films produced each year will not be great enough to sustain much of a market. Therefore, the company, according to Schlosser, is seeking to create "a new type of entertainment different from anything done before, such as a new synthesis of music and video''... TOP TEN VIDEO PROGRAMS FOR NOVEMBER: According to Videography magazine, the top ten best-selling videocassettes for November 1980 are: 1) "Coal Miner's Daughter"' (which, reflecting the current country music boom, debuted in the top spot) 2) "Superman" (the longevity champ with nine months on the chart) 3) "Alien" 4) "The Rose" 5) "The Muppet Movie" 6) "The Jerk" 7) "A Clockwork Orange'" (another debut, which should prove to have strong legs) 8) "10"' 9) "Saturn 3" (likewise a debut), and 10) "Return Of The Dragon." "Animal House," "'The Godfather,' "Emmanuelle," "A Star Is Born," and "Saturday Night Fever" are bubbling under. VHS $\mathbf{1 7 7}$ percent) continues to lead Beta ( 23 percent) in the battle for format dominance.

## ERR WAVES



BY BOBBY OCEAN



JOHN COUGAR "THIS TIME"


| WKBW deb 27 | KXOK 19-24 | KLAZ 4-4 | KRUX add 39 |
| :--- | :--- | :--- | :--- |
| WBEN-FM 32-28 | KBEQ on | KXX106 5-3 | WCIR 6-5 |
| WFIL on | WHB 4-3 | WERC 13-7 | Z102 add 35 |
| WIFI 20-18 | WOKY on | Y103 18-14 | WFOX 19-14 |
| WCAO 29-26 | KFRC on | WRVQ 8-4 | WXLK 12-7 |
| WRKO 8-7 | KJR on | KRAV 27-17 | KQWB-FM 17-6 |
| JB105 24-20 | WOLF 21-15 | WIKS 23-19 | KDVV 17-12 |
| Z93 16-9 | WFLY 19-13 | WDJX add 24 | KATI 10-7 |
| 94Q 10-7 | KINT add | KROY add |  |
| Q105 0n | KQ94 7-6 | KGW add |  |

ON RIVA RECORDS MARRETED BY PhONOGRAM, DCC.

## KOOL 8 THE GANG "CELEBRATION" <br> 

| WXLO 5-3 | WGCL 27-22 | Q106 11-9 | WHOT add |
| :--- | :--- | :--- | :--- |
| WIF1 23-17 | KEARTH 20-18 | V100 add | KKXX add |
| WCAO 18-9 | KRLA 19-16 | KTSA add 29 | KYNO-FM 13-9 |
| WRKO 22-14 | KF1 20-17 | KSET-FM 3-2 | KIOY 5-5 |
| WXKS 7-4 | KIIS-FM 22-15 | KELP 13-8 | FM102 add |
| JB105 6-4 | KFRC 25-20 | KINT 9-8 | KHYT 8-5 |
| KRLY 27-23 | KSFX add 28 | WAXY deb 18 | KQIZ-FM add |
| Z93 15-8 | 13K add 29 | WBBQ 14-9 | KVOL 6-1 |
| Y10014-8 | KOPA deb 30 | WTMA add | KATI 27-22 |
| WCKX 20-17 | WFBR 11-7 | WQRK 16-8 | KOOK 22-16 |

ON DELITE RECORDS marketed by phonocram, nic.


ON MERCURY/
SKYS TEE LIMIT RECORDS

the irresistible new single from, Manhattan tiansfer. Bet you can't listen just once!

From their album, "Extensions." Qn Atlantic Records Alse includes
Birdland" and "Twilight Zone."

## THE MANHATTAN TRANSFER "EXTENSIONS"



## No More Back Of The Bus

There were rules and everyone livel by them. You could have a meat on the city bus, but if a whice person wanted it, the rule said you moved. If there were no more seats then youstoxd in the back of the bus while the white people sat. It wan their right. It was the way things were.

One evening twenty-five years ago, 12-year-old Rasa I'arke, just off work at the department store, caukht her home bound bus and sank into a seat, weary from her standup job in the Alterations department. The bus began to fill and a few stops later monieone - a white man - needed her seat. But without thinking she junt said no

That quietly-spoken "no" a quarter-century ago, on a cold December evening on a Montgomery, Alabama city bus, didn't sound like Anverican History being created, but within a lew days the Civil Righte movenent that shook the nation had caught fire. Because a quiet. neatly-dressed middte-aged seamstress said no

They put her off at the next stop and two policemen took her down to the station, Ixooked her for violating the city law that said there must be separation of "the white people from the Negroes

The head of the local NAACP paid her $\$ 1(0)$ bond. Montgonery blacks were indignant, then outraged, and began planning carpools so people could boycott the city bus line. One of the apeakers drumming up community support was the young new preacher at the Dexter Avenue Baptist Church, 26 -year-old Martin Luther King, Jr. Four days after her arreat Rosa Parks was convicted and fined. The bus boycott began. It lasted more than a year, and it eventually broke the bus company. Economic clout was a tool so eflective that it changed Montgomery, and the nation, forever.

Rosa Parks's refusal to stand in the back of the bus was uttered December 1, 1955, und to many people she's the "mother of the Civil Rights movement" in the United States.

Two years after her stand, she moved north to Detroit to be closer to relatives. Somewhere in Motor City this week there's a 67 -year-old woman who had no small part in the major changea that took America closer to the ideal of equal justice for all.

## CALENDAR

## Drive-In Gas Station

MONDAY, DECEMBER 1: It takes imagination and courage to risk your money starting a completely new kind of business. but here's one that worked out pretty nicely: on this date in 1913 the firft drive-in gas station opened for business in l'itsturgh, PA

Mary Martin is 66. The stage actress who starred in "Peter Dan" is the mother of Larry Hagman. TV's infamous gunshot victim J.IR. Ewing.

Woody Allen (born Allen Stewart Konigsberg) is 45 . Gotr's "Super Mex" Lee Trevino is 41 . Lou Rawls is 45 and Bette Midler is 36 . Richard I'ryor is 40

## Wanna Buy Some Protection?

TUESDAY, DECEMBER 2: The Environmental Protection Agency is ten years old today. It was formed in 1970 to coordinate government programs to reduce pollution. And todays the anniversary of the end of a huge federal program, the one that created over eight million jolss for Americans during the Great Depression. The Works Progress Administration, known as the WPA, ended its $7 \frac{1}{2}$-year existence on this date in 1942

The Ford Model-A was introduced in 1927. The man credited with developing color TV and the first commercially successful LP' record - Peter Carl Goldmark - was born this date in 1906. He died about three years ago

General Alexander Haig, Jr. is $\mathbf{5 0}$. Julie Harris is 55.

## First Successful Heart Transplant

WEDNESDAY, DECEMBER 3: A classic case of the operation being a success but the patient dying Dr. Christiaan Barnard completed the world's first successful human heart transplant on this date in 1\% 1 . The patien lived eighteen days after that South African operation

First 1)ay Of Hanukkah, the Jewish Festival OI Lights, which continues for eight days.
The first Weather Bureau meteorologist, first man to create daily weather bulletins, was Cleveland Abbe. He was born on this date in 1838.

Andy Williams is 52 . Racer Bobby Allison is 43 . Ferlin Husky is 53 .

## The Father Of Earmuffs

TIHURSDAY, DECEMBER 4: A good ol American success story. Back in the cold Massachusetts winter of 1874, 16-year-old Chester Greenwood invented earmufls. They worked and he became a millionaire. The End. He was born on this date in 1858.

Twenty-eight years ago the famous Killer Snog settied over London for what was to be a three-week stay, during which an estimated 4(00) people died.

Sixteen years ago today $\mathbf{Z} \%$ young people were arrested during a sit-in supporting the Free Speech Movenent at the University of California in Berkeley, touching off a massive student strike

Beach Boy Dennis Wilson is 36. Fugitive Robert Vesco is 45, Maria Callas is 57

## Still Little After All These Years

FRIDAY, DECEMBER 5: Funny how Little Stevie Wonder grew up and became Stevie Wonder. but Litule Richard is atill Little today on his 48ith birthday. His name is Richard Penniman, born this date in Macon. GA in 1032 His string of -i)'s hits included "Tutti-Frutti" and "Slippin' \& Slidin

Jim Messina is 33 . Walt Disney would have been ${ }^{\text {I }} 9$ today
Rev. Martin Luther King. Jr. led the Montgomery bus haycott of 1955-5t beginning 25 years ago today, as the Civil rights movement gained widespread support - and poverful opposition - in Alabama and across the entire nation. Mr. Stillson got the patent on his pipe wrench, which he called a "screw wrench." on this date in 18 io.

THIS WEEK
BILL RUSSELL

NEXT WEEK VARIOUS GUESTS

Call Jim Brown (213) 399-4949 131 Ocean Park Boulevard

Santa Monica, CA 90405


The album: in just three weeks,
R\&R: debut 13*.9*.5*
BB: 40* RW: 36* CB: 34*
The Alan Parsons Project is the most innovative force in contemporary music. Now, from their magnificent LP, the most played and requested track is the new single.
"GAMES PEOPLE PLAY" the top!
An odds-on bet to go all the way


The Queen of Soul has returned to her throne!
Pop album: BB:51* RW:52* CB:57*
R\&B album: BB:13* RW:12* CB:13*

The explosive single:
"UNITED TOGETHER:"
The voice that moved a been waiting for!
"TOCCATA", 1 on charts around the the single which was
The electrifying sound of COMmem®nỗగิY Hfútitueio

# The Mellowing Of Contemporary Hit Radio 

America is getting older. That's no news flash, but the number of Contemporary Hit Radio stations who have reacted to America's demographic shift is worth examining. Teens are no longer a mandatory part of the CHR music mix, and that generally translates to a mellower music sound - i.e., less rock and roll.

This week, the results of a nonscientific opinion poll conducted by CHR Associate Editor Pam Bellamy. Pam spoke with seven music programmers from all over the country, sampling their answers to the following question: Do you think that the public's taste for music is changing . . . in other words do you find that more and more "softer"-sounding hits are happening because the public's taste is headed in that direction?

## And The Answer Is

Mason Dixon, Q105/Tampa - Yes: "I think so, but it seems to depend on the market. In this market, for example, we've been inundated with Superstars rock and roll for a year-and-a-half. They were the first ones to do it here and they had huge numbers. We tried a little of it ourselves, leaning really hard rock just to see what would happen; and bingo, we went up in men, up in teens, and the women said goodbye. Around April/ May we started softening up as a gradual process through the book, and our Birch Reports went up. As we became softer, toward the end of the book, our Birch Reports went up even more. Right now, I guess we are what you might call a soft-rock radio station. There is a fine line between what is soft and what isn't in a lot of cases. The dayparting situation is very important to us in that we can get away playing, say, a Bruce Springsteen, in middays, but only if we surround it with a Chris Cross and a Neil Diamond.
"As far as the public's taste in music goes . . . we saw a lifestyle research study that was done a couple of years ago when the economy was beginning to get tignt. Gas prices were going way up and people were tense and nervous. At that point hard rock and roll music fit the mood the country was in. With a new President and the possibility of an improved economy, people are relaxing a bit more now. I think their taste in music will change with their overall attitude change and music will mellow out even more in the months to come."

Roger Christian, WBEN-FM/Buffalo - No: "I think the softer trend in hit music is more a function of radio than an actual change in audience taste. Radio is generally trying to take a bigger piece of the 18-34 pie, and when you take away the teen emphasis the music you find wide acceptance for is not as hard.
"Our market is somewhat unique in that we have some very strong Adult Contemporary stations, and that

## Roger Christian:

"I think the softer trend in hit music is more a function of radio than an actual change in audience taste.

[^1]Don Nordine, KKRC/Sioux Falls - Yes: "I'm a firm believer that the medium of radio is the major influence in record buying and the musical tastes of the general public. If radio in the main is programming softer demos, then you will see the taste of the public go for that softer music they're being constantly exposed to. I don't think that anyone has to be told that there has been

## Don Nordine:

"I find that here we get far more requests for the pretty, soft, magical ballad type of song than we do for a true rock and roll record.


#### Abstract

a definite trend to softer music at many old-line Top 40 radio stations around the country. The population bubble in America of $25-34$ has grown out of that "heavy metal' sound. They're softening up their entire lifestyle. "I find that here we get far more requests for the pretty, soft, magical ballad type of song than we do for a true rock and roll record. Are the record companies putting out less rock and more country, and are they encouraging their artists to produce more of the formula records that seem to be doing well right now? I haven't made a study of that, but it might be worth looking into. After all, the record companies are the suppliers to radio when it comes to music. So they do have an indirect influence over the public's taste in music based on what will be available for the public to hear on the radio.'

Steve York, 14Q/Worcester - No: "I don't know that the general public's taste is going softer as much as their taste is fragmenting. When I look at the retail picture there are a few softer sounds that sell quite well, but not for extended periods of time. They happen for three or four weeks on the retail level and then disap-

\section*{Steve York:} "Since so much of radio is looking $25+$ now, softer music is happening. However, in terms of the mass audience, I don't think they are all suddenly into softer music."


pear. The records that I find sell the longest are the records that have always sold the most. They are the R\&B product and just a handful of rock and roll records.
"When a programmer is dealing with the concept of the $25-34$ demographic, there is definitely a demand for softer music. If you're talking about the overall audience spectrum, I think things are just the same as they've always been in terms of what the audience likes. They like a little bit of everything, which has always been one of Top 40 's best drawing cards. In a lot of situations radio isn't trying for the masses anymore, so the masses aren't getting what they want from any one station. Radio is now targeting for a specific age or even sex cell and programming its music for that specific group. Since so much of radio is looking $25+$ now, softer music is happening. However, in terms of the mass audience, I don't think they are all suddenly into softer music."

Fred Leemhuis, KATI/Casper - Yes: "I think there have been too many negative connotations associated with the harder rock and roll songs. Life styles are getting more relaxed around the country and radio
is reflecting that in many instances. Perhaps AOR has helped that process along some by exposing less new material . . . AOR has become very 'hit artist'-oriented these days.
"I have also noticed the teens are getting back into really liking love songs. The Air Supply and Mac Davis records are getting very strong teen calls for us right now.
"There is a lot of softer product out there right now, but it's sticking. Maybe the record companies are to blame. Maybe they're releasing less rock product right now in response to radio, but one thing has come out of this trend, I know we're doing a lot less dayparting of the music than we used to. I think that three or four years ago if the Police had released a record, many programmers would have taken one look at the group and played the song only at night, if at all. I think we're totally away from that now. Sound is everything now, and if the Police sounds right for middays or mornings, and it's a hit, then that's where it gets played. Right now the biggest hits happen to be mellower overall.'

John Curry, WMEE/Ft. Wayne - No: "I think radio is becoming more aware of what a certain demographic likes to hear as opposed to their taste changing Hard rock and roll records don't have much appeal to the 25+ audience. I don't think that's anything new Radio has shifted its emphasis to the $25+$ side of the

## John Curry:

"I think that radio is becoming more aware of what a certain demographic likes to hear as opposed to their taste changing."
audience and in doing so has softened up its musical presentation. The record companies have seen the trend in radio and responded by signing and releasing more of the adult-oriented product. Let's face it, if you want your music station to survive into the ' 80 's, you've got to have a respectable share of the $25+$ pie . . you've got to play the music they show a distinct preference for."

Kim Canard, KVOL/Lafayette - Yes: "It's happening now just like it has every fall and winter in years past. People seem to be more into the softer music during this period of the year, and there always seems to be more ballad material released during the fall and winter months. So, I think it's happening, but I see it as a seasonal thing. The next taste shift will be to more rock and roll as we get into spring and summer. There are a lot of young people who have not had years of exposure to the hard rock songs like those currently over 25 have had. So you have this group of young people, who influence record buying, that have never really heard a lot of the classic rock music. They're beginning to hear the new stuff now and they're liking it. Radio is going to have to give them some more of it because every station in America can't target $25+$. It just won't work for everyone.

## So, Who's Right?

Everybody. I know it's impossible to draw a definitive conclusion from a random sample of seven programmers, but some summation is in order

The givens seem to be that people over 25 tend to like more of the softer-sounding hits than the harder things. Couple that with a significant number of CHR stations shifting their demographic targets upward (to meet the population growth) and you have a lot of softer

TeenaMarie

Writer.
Producer.
Performer.
"I Need Your Loving "'severer
The smash single from her new album "Irons InTheFire" "ssm

On, Motown Records and Tapes.

## The Mellowing Of Contemporary Hit Radio

Contınued from Page 16
songs on the radio. The record companies react to what radio shows a preference for, since airplay is still vital, and more and more softer product appears on the scene. There is some validity in the theory that radio dictates to the public when it comes to musical taste, but that relationship is a two-way street. When radio tries to force something on the audience that it does not want. the public always reacts in a predictable way - it stops listening. And the season of the year does enter into the picture, if you'd care to consult your music "History" books, with fall and winter being much more ballad-oriented.

Your audience profile dictates what music you will play, but your eyes and ears must remain open. The assumption that people over 25 don't like rock and roll is a dangerous over-generalization. Familiarity is important to the $25+$ audience, in that it is generally less tolerant of newer sounding genres of music, but that doesn't mean it doesn't ever want anything new.

If you are a true Contemporary Hit Radio station. regardless of your demographic target, variety in music selection is still vital. All ballads all the time may work in the short run, just as all rock worked for a while in certain AOR situations, but as a longterm image for your station, it's a bore. Your station may not have wanted to play "Another One Bites The Dust" by Queen when it was first released, but that particular record showed an amazing acceptance with a wide audience as it received more and more exposure. As stated
earlier, keep your eyes and ears open. Look for those records that can lend themselves to the variety of your musical presentation, and don't hang onto the preconceived notion that a particular "sound" can't possibly broaden its appeal enough for your audience. Sometimes it happens.

Trends, by their very definition, come and go. If things sound a little soft right now, stick around, it will change. Radio, the record makers, and the audience all influence each other. The important thing is that all three parties continue to listen to what the others are saying.

## Motion

Congratulations to Dr. John of WCLG/Albany on being named the new PD of WROV/Roanoke . . Dave Jones, who has been out of radio for the past five years, is now doing morning drive at WKTK/Ballimore. Chuck Morgan (pictured) has been named Operations Manager for Sunbelt Communications' KQEO \& KZZX/Albuquerque. Chuck exits his Op Mgr position at WCSH/Portland, ME. No immediate changes are expected at either station, and both the current programmers at KQEO and KZZX will report to Chuck Congratulations to former WFFM/Pittsburgh PD Dennis Elliot on his marriage (11-29) in Washington,


Tulsa's Gary Reynolds on the Monday (12-1) daytime version of "Family Feud." I don't want to spoil your viewing enjoyment, but Gary's family doesn't win the big dough...WERC/Birmingham's Birdman (BIII Thomas) is the latest air personality to clone himself in another market. Bill will now do his regular $7-10 \mathrm{pm}$ shift for WERC and, through the magic of automation, he'll also appear on WDLP/Panama CIty, FL as morning drive man... Jerry Jennings has left WTCJ/Tell City, IN for WVJS/Owensboro, KY, and he's been replaced by Myra Conner from WKDQ/Henderson, KY, who joins the WTCJ lineup in the 7 -midnight shift Chet Rogers, longtime afternoon newsman at KJR/ Seattle, has signed an exclusive multi-year contract with KYYX/Seattle and O'Day Broadcasting's newly acquired KXA/Seattle. Chet will take over the news departments for both stations . . Gary Mitchell has been promoted from Assistant PD to Program Director at V100/Charleston. Also, the station has hired Steve Bishop from WAYS/Charlotte for mornings.


THE LONGEST SUNDAE - WFTNFFranklin, NH recently buitt a 124 -foot long banana split lthe station's frequency being 12401 with the help of a restaurant doing business next door. Emplovees of the station and the of whipeed creem, gallons of ice cream, three cases of bananas, 30 cans of whipped cream, and a gallon of cherries. A crowd of over 600 people watched the construction and then "dug in" at 50c a bowl, with all pro. ceeds gling to the local Muscular Dystrophy Association


CRISS AT KJR - Casablanca recording artist Peter Criss, formerly the drummer with Kiss, has been on the road promoting his new LP, "Out Of Control." Stopping by KJR/Seattle, Peter gets out of control with KJR


WONDER AT THE GARDEN - Motown's Stevie Wonder played a series of detes at New York's Madison Square Garden recently and welcomed some friends backstage following his performance. Pictured (li-r) are: Motown's Kelly West, Stevie, and WA BC/New York Operations Manager Jay Clark.


CLOWNING AROUND AT KQID - While the Circus Vargas Show was in town recently, KCIDiAlexandria, LA personalities took the golden opportunity for a little clowning around. Shown in full makeup are (l-r): Celeste,
Ron Harper, Ed Buckley, E.L. Griffin, and Kellie Gandy.


## THE <br> JACKSONS "Heartbreak Hote"

WXLO add KRLY add Y1OO 28-25 Q1O5 add 30 WCKX on KFRC add WFBR add 28 WHFM on WKEE add KSET-FM deb 26 KINT 27-23 KHFI deb 29 KBFM deb 28 WNOE add WJDX add 29 KXXIO6 add 96X deb 28 WAPE add BJIO5 on CKIOl add WCSC add WGH on WQRK add KIOY 31-29


KENO add
KRUX add 40
KHYT add
KTKT on
WGUY add WLBZ add WFBG on WSGA add 34 WXLK deb 25 FM99 add KPUR add KVOL deb 28 KWWL add KRLC on

Produced by The Jacksons

Management:
Weisner-DeMann
Entertainment


## REO

SPEEDWAGON "Keep On Lovin'You"

96KX add KYSN on $94 Q$ add KCPX add WLS deb $32 \quad$ FMIO3 on CKLW add KLUC add KWK 7-4 KBEQ 28-23 KUPD on WOLF add KZZP add 26 WIGY on WANS-FM on
FM99 add WHFM deb 35 WKXY add WFLY add KQIZ-FM 29-24 WPST add KVOL add
VIOO on
KHFI add
KWIC add
KQ94 on
KLAZ add
KXXIO6 28-22
WSKZ on
WGH on
KJIOO 25-2O
WEFM deb 27
WVIC on
KZ93 add
KQWB-FM add
KKRC add
KKLS on
WRKR add 28
WSPT add
KWWL add
KYYA add
KRLC add

WZOK add
Produced by Kevin Cronin Gary Richrath and Kevin

ZlO4 deb 28
WNAM deb 29
WIKS on
WOW add
WXEZ 19-13


## PARALIEL ONE PLAYISTS

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## "GOTTA HAVE MORE LOVE" Is Getting It At These Stations:

| WBEN-FM 37-33 | WSKZ on |
| :--- | :--- |
| 96KX 29-27 | WOKI 32-29 |
| CHUM add | WNOX 30-28 |
| 94Q 23-21 | KJ100 add |
| WDRQ deb 29 | WVLK add |
| KBEQ 16-13 | WVIC add |
| KSFX on | WIKS on |
| KUPD add | KEZR 28-26 |
| K104 add | KKXX deb 33 |
| KRBE on | KIOY on |
| KWIC add | KSPZ on |
| KXX106 23-19 | KYSN on |
| WAAY 30-24 | FM103 on |
| Y103 39-36 | WIGY 27-20 |
| CK101 26-25 | 95XIL add |
| WBBQ 24-17 | WHHY on |

WFOX deb 30 WCGQ 28-26 WANS-FM deb 38 WXLK $24-19$ KILE deb 40 KQWB-FM 27-14
KKLS 5-4
WRKR 20-18 WSPT deb 29 KENI on KSLY add KATI 30-27 KQDI on KBOZ on KYYA 25-22
KOOK 21-17 KRLC 25-23


## CLIMAX BLUES BAND "Gotta Have More Love"

Produced By John Ryan



## Donna Summer's "COLD LOVE" Is Hot!

WXKS deb 35
KEARTH on
KFI on
KFRC deb 35 KSFX on 13K add WTIC-FM add 28
WICC deb 27 WAQY deb 30 140 add 29 KINT deb 34

KHFI add KBFM on KWIC add KXX106 add WAAY on WAXY add WBBQ add WOKI on WAYS add WCSC deb 31 WTMA deb 24

WQRK deb 30 WAKX add 2104 add KKXX on KERN add KJRB add KSPZ add 26 KENO add KHYT 19-19 WLBZ deb 35 2102 add 33

WSGA add 33 95SGF add WFOX add wCGQ on WISE on WANS-FM add FM99 add KPUR add KQWB-FM add KOOK on KRLC add

## DONNA SUMMER

 "Cold Love"Produced By Giorgio Moroder And Pete Bellotte


On Geffen Records

# THE PICTURE PACE 

B-52's Buzz Into Detroit


Detroit radio recently welcomed the B-52's into town. Reprasented above are (standing, l-r) WABX PD John Duncan, band member Ricky Wilson, Betsy (Mrs. Richard) Wolor, B.52's Cindy Wilson, WWWW's Liz Curtis, group member Frad Schnaider. WABX's Cecile, and WDRQ MD Jim Ryan; (seated, I-r) WABX's Frank Jovce and Warner Bros. 'Richard Wolod.

## Haywood Named VP/Black Music Mktg. At Polygram

Bill Haywood has been named Vice President of the newly-created Black Music Marketing Depart ment at Polygram Records East. Polygram Records East co-Chairman Bob Sherwood. to whom Hay wood will report, commented, "The creation of this department is a logic al outgrowth of the increased importance of black music in the industry generally and at this
 Bill Haywood company in particular. Bill has always been heavily involved in all phases of the careers of black artists and we feel confident in drawing on his proven expertise in marketing our music."

Most recently co-Vice President of Special Markets for PRO-East, Haywood joined Phonogram/ Mercury as Vice President of $\mathrm{K} \& \mathrm{~B}$ Product. having previously headed his own advertising and promotion firm. Prior to this. he served as a consultant

## Boyles To Manage WKHK

Continued from Page 3 cease-and-desist letter to WKHK in September, when they first started identifying themselves as '106FM.' When WKHK did not respond, Beck filed his complaint in court.

Steve Fadem, an attorney on Viacom's legal staff. said. "We have been served with papers," adding that until a reply is filed, further comments would be improper. "This is not something we want to "try" through the trade press," he remarked.

Boyles resigns from Plough's WSUN after six years, having guided the station to the 1 AM position in the market. He said WKHK-FM has "fantastic potential for being a strong competitor in the market. My philosophy is that 'good radio wins' and we'll not only be the best Country facility in the market but a competitor from every standpoint

WKHK-FM's PD John Platt exited the station on November 26. Describing the split as "amicable," Platt added that "it boiled down to basic philosophical differences, having to do with the decisionmaking processes." Platt's future plans are unspecified and his replacement has not been announced.
for wOOK/Washington, DC and as morning air personality and then Program Director for WOL/Washington, DC

In his new post, Haywood's duties will include marketing and merchandising black music while coordinating sales via Polygram Distribution Inc. Polygram's black music promotion department will also report to Haywood, with Sonny Taylor assuming the Vice President of National Promotion/Black Music title. Bob Frost and Tommy Young will continue as National Promotion Directors, Black Music, with the national field staff of regional promotion managers remaining the same.

## KAYD Jock Assaulted

lance, and a fill-in for Seay
According to KAYD Music Director Chuck Gibbons, the three men had entered the station via the front door, which was under repair at the time. They proceeded into the studios of KAYD's AM sister, Pop/Adult-formatted KAYC, and asked the onair jock if he was Shannon. Upon being told that they were in the wrong place, they made their way into the KA YD studios where they found Seay.

While there are suspects in the incident, neither Seay nor other station personnel were willing to divulge names, pending formal charges. However, several sources stated the incident may have been related to an unusually heavy telephone campaign conducted on behalf of a locally-produced record. Shannon reported receiving more than 60 phone calls of the "friends and relatives" variety, adding that Steve Hicks, General Manager at neighboring Country outlet KLVI, had received similar calls. Shannon told $\mathbf{R \& R}$ that the station intended to pursue legal action, noting that "in six years in this market, I've never seen anything like this.

## Haayen

in charge of promotion for Pontinued from Page 3 oion for Polydor, which was then號 since. and I have followed his growth in the record industry with great interest and pleasure. He's become a great international record executive, having managed Polydor companies in Holland, the U.K., and the United States.

## Browne Funkin' For New York



Following a performance at Radio City Music Hall, Arlsta/GRP's Tom Browne was congratulatej bv Ariste personnal. Shown backstage are (l-r) Arista VP Richard Smith, Arista's Inv Lukin, GRP Records President Dave Grusin, Tom Browne, GRP Records President Larry Rosen, Arlsta's Sherry Winston, Milton Allen, and Gerry Griffith.

Tremblers Take L.A.


After making their Los Angeles debut at the Whisky, the Tremblers em barked on the roed promoting their LP. "Twice Nightly," on Johnston Records. Pictured (1.r) are EIP/A's Larry Douglas and Lori Holder, Tremblers' Peter Noone, Johnston Records President Bruce Johnston, and group's managar Jerry Schilling.

## FCC Revokes 96X License

stating, "This company runs clean stations. Violations of this nature have not taken place anywhere else in the chain. The Commission has even seen fit to award Charter with WMIL-FM/Milwaukee plus approving its application for KITT/ San Diego and allowing the merger with Karl Eller, which has since fallen through. This speaks well for the company."
Concerning the specific problems cited, Rodin stated, "During this period of violation, over 16,000 satisfied winners received their prizes. The only violations occured in the promotion of contests, not in the distribution of the prizes The newscast was done tongue-in cheek, as was the news style of the station at that time.
Explaining Charter's appeal options, a source at the FCC told

## Styx Picks Radio

Continued from Page
fashions." He pointed out that in many star-concert situations, once the show is sold out. local advertising ceases: but in this case, Stardust intends to spend more money to keep stations involved with the spots and promotions to keep people aware of Styx
'Everybody's moaning about the state of the industry and they're all pulling their horns in and wondering why things aren't getting better," Sutton said. "We feel we should go out there and really swing hard to make a home run. It means taking a few risks, but we think this approach is something really new
The company is also planning an aircheck contest for stations airing the green series spots. In addition, a unique series of pretour regional meetings between representatives of Stardust, A\&M, and local promoters, designed to "maximize the impact of every dollar spent on advertising." is being set up.

R\&R, "A motion of appeal for re consideration can be filed, and if it's accepted, more oral anguments on those points will be scheduled The station can also appeal the case through the U.S. District Court of Appeals, DC Circuit." With this possibility around, the source added, "It is likely to be some time yet before WMJX signs off the air."

## WIGO To Be Sold

WIGO GM Keith Donald, commenting on the FCC's reversal in his station's case, told R\&R, "We feel good about this decision for more than one reason. The license remains ours and we will now move ahead with plans to sell the station to Sheridan Broadcasting. This will help to speed up the process and make the deal come off smoothly.'
Kevin Reed of the Washington law firm Dow, Lohnes \& Albertson argued the case before the FCC, stating, "The owner, Emil Mogul, had no prior knowledge of the violations and was deceived by his former GM. Mogul took every precaution as an absentee owner, in cluding monthly trips to the sta tion to see that all was in order When he found out about the viola tions, he took appropriate actions."
Trouble began in 1977 when At lanta Mayor Maynard Jackson heard a religious broadcast that turned out be a cover-up for a lottery scam which promoted the Atlanta lottery. "Numbers and phrases were mixed into the services to form a payoff code," declared Reed, "making it hard for someone at the station not acquainted with this type of terminology to be aware of any wrong doing."
Citing "the owner's ill health. otherwise clean and meritorious broadcasting record, along with the desire to sell the station," Reed convinced the FCC to overturn the decision 5-1, with Commissioner Tyrone Brown dissenting and Commissioner Joe Fogarty absent.

# Saf Gell A= R <br> <br> A NEW BREED OF PROMOTIONS: <br> <br> A NEW BREED OF PROMOTIONS: <br> <br> Going For The Bucks 

 <br> <br> Going For The Bucks}

The radio station has its staff on the streets, searching for people listening to "Stereo 101." When found, they're asked to identify the station they're tuned to. If they reply, "Stereo 101," they're instant winners of $\$ 1000$. The station has already given away $\$ 40,000$, and the contest continues.

Sound like a Top 40 promotion? Dave Hamilton admits it is, but he's PD of KDWB-FM/Minnea polis, currently giving away $\$ 1000$ daily to lucky isteners. KDWB-FM's promotion is indicative of a new trend in AOR radio: the tendency to spend large amounts of money to capture the attention of its audience.

Traditionally, AOR radio has shied away from big bucks promotions for two reasons: first, because they are reminiscent of the sort of promo tions normally associated with Top 40 radio, and second (and certainly an important considera(ion), because until recently, AOR radio stations have not had the financial success necessary to budget for them

But times have changed. Now AOR radio can afford to budget $\$ 40,000$ in cash giveaways, or $\$ 40,000$ to put on a spectacular annual fireworks display in Cincinnati (WEBN), or gather $\$ 55,000$ in sponsor-donated prizes for a single night's par tying in San Diego (KPRI)

## KDWB-FM: $\$ 1000$

## A Day For 40 Days

KDWB-FM PD Dave Hamilton said that the station did extensive audience research before de ciding to give away money in its current promo tion: "We did focus groups that indicated that this kind of giveaway would be very effective in enticing people to listen to the radio, and that it would not offend the AOR listener. We just had to find a way to give the money away without offending the core AOR people. But this is not the type of market where you have to worry about that. Our Abrams competitor (KQRS) is doing hypey Top 40 style contests, things like trivia contests, giving away autographed albums, and putting winners on the air in a very cluttered manner."

Hamilton continued, "Although we are giving away a real big-bucks, try-to-buy-the-audience sort of thing, we're downplaying it on the air trying to make it as unhype as possible. We ex plain that we're on the streets giving away $\$ 1000$ a day. If we find them listening to 101, we give them $\$ 1000$. And we tag the promotion by saying, 'No silly games or contests - just our way of say ing thanks for listening to 101 '"

He admitted, "I'd be lying if I told you it wasn't being done to entice teens; obviously, they're more impressionable when it comes to contests. But on the other hand, the winners have been primarily $18-34$ 's, and they have been very enthusiastic about the contest

So is Dave Hamilton, and perhaps with good reason: In the newest Mediatrend results, KDWB FM rose dramatically, from a 3.6 to an 8.9 , compared to KQRS-FM's 8.3. Like the ads say. "Money talks and nobody walks" . . . except maybe down his dial, to the AOR station giving away big bucks in Minneapolis.

"...What does a thousand dollars mean? Nothing. It's been done so much by Top 40 radio that it's negated its own purpose and has no effect.'

## Ernesto Gladden <br> - KPRI/San Diego PD <br> (right), pictured <br> handing keys to winner of 1980 Toyota Corolla, given away at station's Halloween costume ball

## KPRI: $\$ 55,000$

## Giveaway In One Night

On the other hand: "Cash per se has no value unless you're giving away a million dollars like that Cincinnati station. That is cash. But what does a thousand dollars mean? Nothing. It's been done so much by Top 40 radio that it's negated its own purpose and has no effect." The man with the strong opinions is Ernesto Gladden, PD of KPRI/San Diego.

He continued, "There's an audience here true, that would find a certain amount of appeal in a cash promotion. But I don't think that's the audience we're going for. That's an audience that can be bought, and we're looking for a more stable rock and roll foundation." KPRI's approach to grabbing that group includes an annual giant Halloween benefit ball. Casablanca's 707 provided live music for this year's, which gathered 2000 costumed celebrants. Their admission money raised $\$ 20,000$ for the Children's Workshop, a nonprofit group that works with the learning-disabled

KPRI's sales team spent months gathering prizes for the costume contest portion of the ball They came up with everything from mopeds to a 1980 Toyota Corolla: about $\$ 55,000$ of prizes in all to be given away in conjunction with a costume
contest. In return for donating the merchandise, Gladden explained, the sponsors were able to take the donations off their taxes, while the station gave them a number of mentions in the course of promoting the event itself
"What I liked about the idea of giving away all the stuff in one night," Gladden reported, "was that 2000 hardcore KPRI supporters could see it all being given away; they became part of an event. That's the value of it."

And the value to the radio station? "I'm convinced." Gladden said, "that if you do something beneficial for the community, it also ends up being beneficial to the radio station. If you help them they help you."

## WEBN: $\$ 40,000$ <br> Light Show

WEBN/Cincinnati PD Denton Marr has a similar attitude about his station's annual coordinated fireworks and music show, produced this year at a cost of about $\$ 40,000$ to the station. This year it attracted about a half-million people $\$ 40,000$ for a half-million impressions is a pretty good buy. You get call letter reinforcement in a massive way. You also reach a lot of people who don't listen to the station, but who might get rat ings books. Maybe they'll remember the fireworks show and not have a particular favorite radio station, and write down WEBN."
"We're in the rather enviable position, Marr continued, "of holding an event so big that every other radio station in town talks about it now." It seems that the fireworks show has, over the past four years, become such a huge draw that the city has structured a Riverfest around it (the fireworks are shot from a barge on the Ohio River), culminating with the fireworks and music show. "Every station was talking about this year's Riverfest and the big fireworks show." Obviously they didn't mention WEBN's call letters, but after four years, there could be no doubt that whenever any Cincinnati radio station referred to the fireworks show, listeners perceived it as a WEBN event. And that's not a bad return for its 40,000 annual investment.

Obviously, this doesn't mean that those AOR promotional mainstays (tickets and albums) are going to fall by the wayside. But more and more often, AOR radio is now budgeting the bucks to compete head-on with its radio rivals in the marketplace for the young adult listener. It might be KMET/Los Angeles covering the parking costs or four nights of local Bruce Springsteen concert dates $(\$ 12,000)$, KGB/San Diego buying a soccer field as a donation to the city of San Diego ( $\$ 63,000$ ). or KZEW/Dallas's annual Zoo World lifestyle fair $(\$ 100,000)$. Whatever, AOR radio is entering a new era, where the success of the format in general has given stations budgets for truly large-scale promotions that can help to keep the format growing for the next decade

A reminder: You need not be an $\mathbf{R} \& R$ reporter to submit news and photos of your station's activities. $\mathbf{R \&} \mathbf{R}$ is your industrywide forum for nformation; use it! Send all photos and other information to AOR Dept., R\&R, 1930 Century Park West, Los Angeles, CA 90067

Price gouging by ticket agencies is a big issue among young people in California, where tickets for the recent Bruce Springsteen concerts in L.A. sold for as much as $\$ 225$ each. KMET/Los Angeles is spearheading a drive to drive down the profits that can be made by agencies selling concert tickets. Springsteen has already cut a promo for the station, which asks listeners to send letters of support to the California assemblyman who will try to enact legislation putting price ceilings on tickets sold by agencies. The station is currently contacting other rock stars to tape promos for the campaign, which station reps say they will pursue until such laws are enacted .. Do radio concert broadcasts encourage home taping and discourage record sales? Just the reverse, according to Sam Kopper of Starfleet Blair Inc. The company hired Trendex to study its Utopia national network broadcast on Halloween. The results: of those who listened, 34 s said they intended to buy the new album, while only $5.6 \%$ said they had taped the concert . . KMEL/San Francisco MD Paul Vincent scored an extremely rare radio interview with Bob Dylan before a concert date AOR consultant Jeff Pollack has signed his fourth official client station: KISS-FM/San Antonio

EVOLUTION
John Michael Scott has exited as PD at KPAS/EI Paso. His successor is Jeffrey Scott Blazy...Eric Heckman has exited as PD at WYMX/Augusta for a regional promotion post wtih Atlantic. His successor has not been named; Elyse Gotllieb is acting PD ... WZZX/Louisville PD Mark Thomas has segued into the station's sales department. Dan Deely is acting PD while the station searches for a new PD .... Marianne McIntyre has exited as WNEW-FM/New York's MD. Her successor has not been chosen... Tom Scott has joined Y95/Rockford from WTAO/Murphysboro for overnights . . Curt Jensen is new to KZAP/Sacramento nights from KPRI/San Diego

Jeff Jensen has joined KLOL/Houston from WQXM/Tampa for $8-12 \mathrm{pm}$... Duane Gay has joined WLPX/Milwaukee for morning news Denise Westwood, former KNAC/Long Beach MD, has joined KROQ/Pasadena for nights Dick Hungate has joined WYSP/Philadelphia for weekends ... Alan Meis has exited as a VP of MSS Records... Much of the KSAN AOR crew is still looking for new jobs. You can contact former PD Tom Yates, MD Kate Hayes, and the rest of the crew at (415) 956-5726.

## PROMOTION OF THE WEEK



FM-104 Rocks Central PA Highways
WTPA "Rock Plates" are available at six local record stores. 2000 have been manufactured at $\$ 1.50$ each and are sold for $\$ 1.04$ (dial position). The profits from the license plates are recycled into the station's promotional fund.

Every week the AOR section will spotlight a significent station promotion. If your station has produced an interesting piece of merchandise la homegrown record album, piece of clothing, coffee mug, calender, etc.), send a sample along with pertinent explanatory information about the promotion to AOR Department, RGR, 1930 Century Park West, Los Angeles, CA 90067.

Banned in Kansas City: An irate parent has asked the Kansas City school board to ban the playing of KYYS over its high school monitors, saying rock music in general "promotes a value system that is opposite to that which the school is dedicated." No decision from the school board yet . . Upcoming radio concert network broadcasts: December 3. fifty AOR's join to present the 10th anniversary concert of Aerosmith from Boston. Coming up on New Year's Eve, Source affiliate stations will hear the Rossington-Collins Band in concert, while Starfleet-Blair will offer the Allman Bros. Band to affiliates, including the AOR ABC FM's

In the new Mediatrend results for L.A., KMET rebounded 5.2 to 7.0 while KLOS and KROQ were down. KWST had an up book with a $1.9 \ldots$ Received an interesting package of goodies from KMOD/Tulsa, including the station's Rock Brigade membership card and bumper sticker, and a sales brochure for the station's upcoming lifestyle fair . . Happy first AOR anniversary to KSAS/Kansas City ... WLUP/Chicago MD Sky Daniels broadcast his show live from the lobby of a concert hall when Bruce Springsteen appeared

Is the next big AOR phenomenon air drumming? WIOT/Toledo held an air drumming contest, with contestants competing for a prize-winning trip to Jamaica . . . WLPX/Milwaukee held a groundbreaking ceremony for new $\$ 3$ million offices and studios... Imagine LOVE 94/Miami nighttime air personality Steve Huntington's surprise when he answered the door buzzer to find Jimmy Buffett asking if he could do an impromptu live interview. Seems he was in the neighborhood with some friends and wanted to hear some of his older tunes. Naturally, Huntington obliged WBLM/Lewiston-Portland cosponsored a photography trade fair and held an ugly photo contest with winning entries on display at the fair. Winners got gift certificates for photographic supplies ...WIOQ/Philadelphia's Helen Leicht spearheaded a Goodwill clothing drive, and has been named Philadelphia's 1980 Toys for Tots campaign chairperson...KZOK/Seattle has launched the balloting for its third annual Puget Sound Music Awards, which honor musicians from the area. All returned ballots are eligible for a drawing for a trip for two to Acapulco KZAP/Sacramento is putting a listener on the payroll for a week, doing ten hours of airwork and behind-the-scenes jobs for the station to give them an insider's look at AOR radio ... Bobby Rich of Drake-Chenault is still searching for AOR tapes for his talent search. Five winners in each format will be announced in the trades, and their tapes will be pressed on an album to be distributed by the company. If you're interested in this competition, send along a current aircheck to Bobby Rich, Drake-Chenault, P.O. Box 1629, Canoga Park, CA 91304 . . . Look for unreleased tracks on flip sides of new singles from Bruce Springsteen ("Held Up Without A Gun") and Cars ("Don't Go To Pieces").

Just caught word of a real AOR ratings triumph in Boston where Mediatrend gave WCOZ its highest figure ever: a 15.7. Congrats to PD John Sebastian and the crew ...Three cheeers for KSHE/ St. Louis, which celebrated its 13 th AOR anniversary last week. Scene of the party was a concert featuring Allman Brothers, Michael Stanley and Gamma, and over 10.000 listeners. The entire KSHE staff wheeled a giant birthday cake onstage to greet the fans and thank them for their continuing support.

THINGS TO COME: For December, we're putting together a month's worth of special columns and features which may help make your holiday season happier, and less work as well. Next week, courtesy of WRKI/Bridgeport, we'll be printing Led Zeppelin and Bruce Springsteen A-Z listings. The following week (December 12), we'll present our annual wrap-up of news and music for 1980 . Included will be the Top 80 Albums of 1980 , computed from the AOR Album Airplay/40 charts from January through November. If you plan to run a "Best of " 80 " music show, this may be all the music info you need. And for our last issue of the year, we'll bring you complete Beatles and Rolling Stones A-Z listings, courtesy KAZY/ Denver.


| 17 |  |  |  |  |  | 164 REPORTERS | Album cuta are liated in order of alipplay preference. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 1 | 1 | 1 | BRUCE SPRINGSTEEN . . . . . . . . . The River (Columbia) . . . . . . . . . . . ."Hoart" "Cadillac" "Ramrod" |  |  |  |  |
| 3 | 3 | 2 | 2 | POLICE . . . . . . . . . . . . . . . . . . . Zenyatta Mondatta (A\&M) . . . . . . . . "Do Dos "Stand" "Tears" "World" |  |  |  |  |
| 12 | 4 | 4 | 3 | CHEAP TRICK. . . . . . . . . . . . . . . . All Shook Up (Epic). . . . . . . . . . . . . . "Gamm" "Baby" "Stop" "Back" |  |  |  |  |
| 13 | 9 | 5 | 4 | ALAN PARSONS PROJECT . . . . . . The Turn Of A... (Arista). . . . . . . . . . "Games" "Don't" "Snake" |  |  |  |  |
| 24 | 12 | 7 | 5 | DIRE STRATS . . . . . . . . . . . . . . . . Making Movies (WB) . . . . . . . . . . . . "Skateaway" "Expresso" "Rock" |  |  |  |  |
| 2 | 2 | 3 | 6 | PAT BENATAR . . . . . . . . . . . . . . . . . Crimes Of Passion (Chrysalis) . . . . . . "Hhr" "Hell" "Treat" "Little"EAGLES. .................. Eagles Live (Asylum) .......... "Night" "Run" "Hotel" "Life's" |  |  |  |  |
|  | - | 16 | 7 |  |  |  |  |  |
| 6 | 7 | 6 | 8 | AC/DC. . . . . . . . . . . . . . . . . . . . . . Back In Black (Atlantic) . . . . . . . . . . . "Shook"0 "Bells" "Shoot" Titte |  |  |  |  |
| 26 | 14 | 10 | 9 | BABYS . . . . . . . . . . . . . . . . . . . . . . On The Edge ICh |  |  | "Tum" "Gone" "17" "Girl" |  |
| 38 | 21 | 12 | 10 | ROCKPILE . . . . . . . . . . . . . . . . . . . Seconds Of Pleasure (Columbia). |  |  | "Taecher" "Nothin" "P- |  |
|  |  |  | 11 | ROD STEWART . . . . . . . . . . . . Foolish Behaviour (WB) . . . . . . . . . . "Passhon" "Wings" "Dead" Title |  |  |  |  |
|  | 6 |  | 12 | DOOBIE BROTHERS . . . . . . . . . . . . . One Step Closer (WB) . . . . . . . . . . . . . THts "Stoppin" " "Roar" JOHN LENNON . . . . . . . . . . . . . . Double Fantasy (Geffen) . . . . . . . . . . "Starting" "Losing" "Cloanup" |  |  |  |  |
|  |  |  | 13 |  |  |  |  |  |
|  |  |  | 14 | JOHN LENNON . . . . . . . . . . . . . . Double Fantasy (Geffen) . . . . . . . . . . "Starting" "Losing" "Cleanup" |  |  |  |  |
| 21 | 17 | 18 | 15 | HEART . . . . . . . . . . . . . . . . . . . . . . Greatest Hits/Live (Epic) . . . . . . . . . . "Tedf" "Rock" "Bere Mone" "Down" |  |  |  |  |
|  |  |  | 16 | STEEL Y DAN . . . . . . . . . . . . . . . Gaucho (MCA). . . . . . . . . . . . . . . . . "Ninoteon" "Time" Title "Rival" |  |  |  |  |
| 4 | 5 | 9 | 17 | KANSAS. . . . . . . . . . . . . . . . . . . Audio Visions (Kirshner) . . . . . . . . . "Relentless" "Rock"" "Hold" |  |  |  |  |
|  | 32 | 20 | 18 | NEIL YOUNG. . . . . . . . . . . . . . . . . . . . Hawks \& Doves (WB/Reprise). . . . . . "Union" Thte "Wing" |  |  |  |  |
| 33 | 25 | 17 | 19 | GEORGE THOROGOOD... ........ . . More George... (Rounder) . . . . . . . . . "Sae" "Night" "Wanted" "Tip" |  |  |  |  |
|  |  | 24 | 20 | THIN LIZZY . . . . . . . . . . . . . . . . . . Chinatown (WB) . . . . . . . . . . . . . . . . . Title "We" |  |  |  |  |
| 9 | 11 | 11 | 21 |  |  |  |  |  |
| 30 | 22 | 22 | 22 | TALKING HEADS. $\qquad$ Remain In Light (Sire). $\qquad$ "Once" "Crosseyed" |  |  |  |  |
| 7 | 8 | 13 | 23 |  |  |  |  |  |
| 16 | 20 | 21 | 24 | MICHAEL STANLEY BAND. . . . . . . . Heartland (EMI America). . . . . . . . . . . "Can't" "Stop" "Need" <br> JIM CARROLL BAND . . . . . . . . Catholic Boy (Atco) ................ "PPoonta" "Gravity"" "City"' "Late" |  |  |  |  |
|  | - | 32 | 25 |  |  |  |  |  |
| - | 38 | 28 | 28 | DONNIE IRIS. . . . . . . . . . . . . . . . . Back On The Streets (MCA) . . . . . . . "Leahf" "Young" "Dreamin |  |  |  |  |
| 18 | 16 | 19 | 27 | JOHN COUGAR . . . . . . . . . . . . . . . . Nothin |  |  | "Thme" "Night" |  |
| 8 | 10 | 15 | 28 | SUPERTRAMP |  |  | "Dreamer' "Schoo |  |
| 25 | 27 | 26 | 29 | BILLY THORPE $\qquad$ 21st Century Man |  |  | "1991" "Dawn" "Roond |  |
| 40 | 37 | 29 | 30 | JOE JACKSON BAND . . . . . . . . . . Beat Crazy (A\&M) ................ . Title "Onө" |  |  |  |  |
| 36 | 40 | 27 | 31 | 707 . . . . . . . . . . . . . . . . . . . . . . . . . . . . 707 (Casabla |  |  | "Good" |  |
| 20 | 18 | 23 | 32 | ANGEL CTTY . . . . . . . . . . . . . . . . Darkroom (Epic) . . . . . . . . . . . . . . . . . . . "Socrets" "Face" |  |  |  |  |
|  | 39 | 34 | 33 | MOON MARTIN. . . . . . . . . . . . . . Street Fever (Capitol). . . . . . . . . . . . . "Fever" "Rollin' "/ "Help" |  |  |  |  |
| 10 | 13 | 14 | 34 | MOLLY HATCHET . . . . . . . . . . . . . . Beatin' The Odds (Epic) . . . . . . . . . . Tirto "Rambler" "Dead" |  |  |  |  |
| 11 | 15 | 25 | 35 |  |  |  |  |  |
| 32 | 29 | 33 | 36 |  |  |  | "Brita" |  |
|  |  |  | 37 | STEVIE WONDER |  |  |  |  |
| 17 | 19 | 30 | 38 | ROBERT PALMER |  |  |  |  |
| 15 | 24 | . 36 | 39 | ROLLING STONES. . . . . . . . . . . . . . . . Emotional Rescue JACKSON BROWNE. . . . . . . . . . . . . . Hold Out (Asylum) |  |  |  |  |
| 14 | 23 | 35 | 40 |  |  |  |  |  |

SPRINGSTEEN held his lead In hot and total reporte to keep his crown
for another week. POLICE for another weok. POLCE
hald rock steady in eccond hald rock standy in second place, as TRICK moved Into third place, growing In hots. PARsons inched five. EAGLES jumped Into top ten with excellen converslons from las woek's adde. BABY8 inched up and ROCXPYLE hit top ten. ROD was the week's most added al bum and highest debut with atunning number of total mentions. LENCOA also debuted with enor mous adds along with sig nificant early conversions. HEART debuted healthily as MEISNER cllmbed STEELY debuted with salid adds. Watch for slg nificant jumps naxt week on ROD, LENNON, HEART, and STEELY as this week's heavy adds convert to higher alrplay rotations. YOUNG and HEAD8 maintained CARROLL climbed nicely, showing growth in all ro tations. IRI8 showed air play growth (especially in medium mentions) and MOON inched up. WON DER debuted with strong hots. MAX WEBSTER, CLIMAX BLUES BAND and ALVIN LEE cam close to charting.

The Album Aurplay/4i) chart represents action of add. medium and
comed hot reports. Artists' chart num bers are displayed over a four week period The artists in italics
registered the most rapid gains in registered the most rapid gains in
airplay for the week Album cuts that are also current singles are tisted in bold type




## ACREREAKERS

ROD STEWART
Foolish Behaviour (WB)
"Passion" "Wings" "Dead" Titte. 98\% of our reporters on it Total allsum reports: 160. A-131, M-4, H-25. Debuted this week at No. 11.

JOHN LENNON

## Double Fantasy (Geffen)

"Starting" "Losing"' "Cleamup"" "Wheel." 91\% of our reporters on it Total album reports: 149. A-119, M-9, H-21. Debuted this weok at No. 13.

STEELY DAN Gaucho (MCA)
"Nineteen"" "Time" Title "Rival." 87\% of our reportars on it Total allbum reports: 143. A-129, M-2, H-12. Debuted this week at No. 16.

## HEART

## Greatest Hits/Live (Epic)

"Tell" "Rock" "Bebe" "Down." 84\% of our reporters on it Total alloum reports: 137. A-124, M-5, H-8. Debuted this week at No. 14.

## SINGLES

1 REO SPEEDWAGON max webster. CLIMAX BLUES band KEITH SYKES. 8.52'S. DEVo. JACK GREEN J JON ANDERSON 9 bus boys 10 ROSE TATTOO 11 blondie 12 NEW ENGLAND 13 PAUL SIMON 14 STEVE FORBERT 15 SPLIT ENZ
"Keep On Loving You" (Epic) "Battle Scars" (Mercury) Gorta Have Moro Love" Love To Ride" (BackstreetMCA) "Private Idaho" (WB) "Freedom Of Choice" (WB) "Murder" (RCA) 'Some Are Born" (Atlantic) Johnny Soul'd Our' (Arista) " R 'n' R Outlaw" (Mirage) "The Tide Is High" (Chryselis) "Explorer Suite" (Eloktra) "'One-Trick Pony" (WB) "Get Well Soon" (Nemperor) I Got You" (A\&M)

These 45's recelved signiticent $A O R$ aiploy reports this woek. These ainglee ars edther not avelibbto on en athum or are from an album not currently on the Abum alr
thite woek.

## JAZZ ON ÅR

1 JEAN-LUC PONTY. . . . . . . . . . . . Chvilized Evil (Attantic) spYR̃O GYRA.......... "Crusader" Demagormania Coxtrot" "Cafe"
JONI MTTCHELL ........ . . Shadows \& Light (Asylum)

GROVER WASHNGTON JR. . . . . . . Winelight (Elek tra) PATMETHENY..................................................................... 80181 (ECM) LARSEN \& FETTEN. . . . . . . . . . . Larsen-Feiten Band (WB) "Fool" "Aztec" GEORGE BENSON

8 DAVE VALENTIN.

- eRicgaile

10 WILTON FELDER.
Give Me The Night (WB)
"Love" "Dinorah"
"Drearn" Titlo
Touch Of Silk (Columbia)
Inherit The Wind (MCA)
Various Cuts

These albume recolved plonficant aiplay reports the wook but did not chert
on the Album Aliplayluo listing. This chert represente actvity beses on e combination of edd. medium and hot reports. es woll es specibl jazz progremming The allourn's preferred airptey cute are listed.

## REGIONAL AER ACTIVITY









## News Notes

It was good news to learn the Country Music Association had reelected me to the Board of Directors as a Vice President. Again it will be a pleasure to serve the radio community through the CMA board. If you have any ideas for the CMA please let me know. I was glad to see Neil Rockoff. GM at KHJ/Los Angeles, and Dan McKinnon, owner/GM of KSON-AM-FM/San Diego, will be back on the board. Beside those gentlemen, radio will be served by radio-disc jockey directors Jim Slone, KCUB/Tuscon; Ien Ellis, WLJE/Valparaiso. IN; King Edward Smith, WSLC/Roanoke, VA; and, of course. longtime board members Bud Wendell of WSM and Don Velson. In the radio category we've included Bill Anderson and Tom T. Hall, who are involved with radio station ownership. Under the guiding force of CBS Records President Bruce Lundvall, who was elected Chairman of the Board for the CMA, and Top Billings's Tandy Rice as President. it should be another productive year for the CMA One last thing on the CMA. As you may recall, R\&R announced here a few months ago the completion of the CMA's Broadeasters Handbook. Since that report. we have received numerous requests on how to obtain the handbook. Contact Rob Parish at the CMA: (615) 244-2840 . . . Just returned from Las Vegas where I was involved with the taping of segments for a television special that will count down all of the number one songs of the year based on the R\&R Country charts. It is being produced by radio legend Sam Riddle through Bob Banner \& Associates. R\&R will assist in the talent and music coordination, as well as with the production of the show. featuring the best music of country music's biggest year. While in Vegas we did a taping of the Bellamy Brothers inside the Desert Inn casino and an interview with Anne Murray in her dressing room at the Riviera Hotel. It is going to be a fun show and I'll let you know more about it as it falls into place . . . Off to Nashville next week for the premiere of the movie "9 To 5 " with Dolly Parton. I understand WSM and RCA will be cohosting a post-premiere party. It will be fun to see many radio friends who are planning to be in town for the event. RCA also has asked me to do an interview with Dolly for a radio promotional album. Just when I thought the year was about to slow to a close . . Congrats to WSUN/Tampa-St. Petersburk GM Don Boyles on getting the same position with the new WKHK/New York. Enjoyed working with Don on the Country Radio Seminar when he was the recent agenda chairman. (For more details Page 3.1 With WKHK's PD John Platt stepping down. there should be an announcement soon as to his replacement ... Talked with Thelma Sees, Station Manager of KNDE-FM/Tucson, who says the new "Candy Country" will replace its religion format next Monday (12-1). Burt Schneider is PD and Tom Maples is GM. The station will be semi-automated and will use Bill Robinson's Music-Works out of Nashville ... Kris McKay moves to afternoon drive at KEEN/San Jose for the evening show. (Hey, when your husband (Jay Albright) is the PD, no problem! Just kidding. Kris is a good air personality and deserved the shot.) Speaking of KEEN, there was a typographical error in a Mediatrend listing in R\&R. Keen was labelled as a Hispanic station. I called KEEN to see if in fact there was a format change. When someone answered "Buenas Dias." I thought I was onto something hot. As it turned out I mis-dialled and reached a Taco Bell in San Jose. So, if any of our Spanish-oriented record company readers put KEEN on their mailing lists for product. never mind!

While I'm correcting mistakes. in our " "Tis The Season" spotlight last week. we left out our friends at Watermark, who have a Top 100 Countdown schedule for a yearend programming tool. Bob Kingsley is the host of the 7 -hour special. For details contact Watermark at (213) $980-9490$. . In case you hadn't heard. DrakeCheaault and its Director of Specialized Programming Consultation, Bobby Rich, are running a "Top Five Talent Search." The best five from Country stations will be on a special record album. If you would like to enter. send a 10 -minute aircheck and brief resume to Bobby's attention at Drake-Chenault. P.O. Box 1629. Canoga Park. CA 91304 . Please hurry because the deadline is real scon . . So what's NEWS with you?

## CONTESTS, CONCERTS \& CONVERSATIONS

## Cover-Up In Phoenix


$91 \mathrm{KJ} /$ Phoenix (KJJJ) found an interesting way to get some traveling promotion via the vehicles of listeners. The 91 KJ audience was told to send in photos of their uncovered spare tires on recreational vehicles. pick-up trucks, and jeeps. etc. Covers were made available in three sizes. and of course displayed the 91 KJ logo. Each photo entrant was sent a cover, and the winners were asked to send back their vehicles' new look. (Two winners seen above.) Those persons taking the time to return a photo were eligible for the grand prize drawing to win 91 days of free gasoline. The promotion was considered a real "gas" ... Elsewhere, KL.RA/ Little Rock is giving away an acre of land to a lucky listener . . WHK/Cleveland is also giving away land, but only one square foot at a time. The land is from the "Southfork Estate." the film site of the Dallas television series. Entries are made at a local restaurant and at the station to win one of 50 certificates of land ownership. A grand drawing will be held to win a trip to Dallas for two. They will be guests at a Texas barbecue at the estate

The "Dallas"' series and the "Who Shot J.R.?" craze were the reasons WEEP/Pittsburgh held a "Who Shot J.R. Party." Listeners were invited to a local club to watch the revealing show last Friday (11-21). Every 10th and 80th person won a Larry Hagman (star of the series) hat. By the way. 10-00 is WEEP's frequency WXCL/Peoria reports its morning man Don Elliot was barricaded in a travel trailer on the main floor of a local shopping mall. What kept Elliot inside was 201212 -packs of Pepsi. The event was staged as part of an Easter Seals rescue weekend. To get Elliot out, listeners had to buy the Pepsi. Proceeds went to the Crippled Children's Society. More than $\$ 3000$ was raised ... WILQ/Williamsport. PA held its first annual "Big Game Hunters Break fast." In cooperation with an area fire company, the station staged a free breakfast on the opening day of hunting season. Plans are set for similar breakfasts for open-

ing day of trout season and small game season. WHLQ did a broadcast from the location, with appearances by its "Q Crew." the WTLQ Rooster and a drawing for various prizes . . Bobby Goldsboro is seen with WSAI's afternoon drive air personality Patty Spitler during an interview over the Cincinnati station . . . Stacey Drake

of WYII/Williamsport, MD emceed the Razzy Bailey and Ronnie McDowell shows... When your station owner is Mel Tillis, it really isn't too difficult to get him to make an appearance for clients and friends of the station. Such was true last week when Tillis entertained as part of a KIXZ promotion in Amarillo . . . On November 20 WTQR/Winston-Salem, NC will present the Oak Ridge Boys, Mickey Gilley, Johnny Lee and Lacy J. Dallon Jack Randall of WKYG/Parkersburg. Wh had a Thanksgiving contest in which the station asked people to call and record their nominations for "Turkey of the Year." First and second prizes were 20- and 14-pound turkeys. with third prize being a cornish game hen. According to Randall. "The results were astounding. It was all fun, but some of the best calls we could not air without risking a slander suit. People called and nominated their bosses most often, with wives and husbands a close second. Both the caller and the 'Turkey' were winners in our contest" . . Be sure to send us your station news and photos: R\&R Country, 1930 Century Park West, Los Angeles. CA 90067


## Country Music Foundation Unveils 1981 Calendar

The popular Country Foundation Press calendar is now available for 1981. The calendar features information about birthdays and important dates of interest involving the country music world. Many radio stations reported continued use by air personalities of the first calendar, the 1980 version. The document also features twelve pages of historical pictures. The two shown here are of the theater where the WLW/Cincinnati jamboree was broadcast (1943) and Bob Wills and his group during a broadcast over the former KMTR/Hollywood, also 1943. For the price of $\$ 2$ and 75 c for postage and handling, the 1981 Country Music History Calendar can be yours. For information, write to: Country Music Foundation Press, 4 Music Square East. Nashville. TN 37203.

## 0055010 <br> (D)

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

DOLLY PARTON
9 To 5 (RCA)
On $70 \%$ of reporting atritione. Natonal Summery: Up 15, 8amo 18, Down 0, Debuts 22. adds 33. RER Chart 4942

STEVE WARINER
Your Memory (RCA)
On e0\% of reporting stationa. Netional Sum
mary: Up 24, 8eme 25, Down 1, Debuts 18,
Adds 14. R\&R Chart EO-45.

## RAZZY BAILEY

 I Koep Coming Back (RCA) On 70\% of reporting stantons. National Sum Mary: Up 16, Some 15, Do
## JOHN ANDERSON

 1959 (WB)On 62\% of reporting stations. Mational Summary. Up 13, 8 amo 15, Down 1, Deburts 23, Adde 28. R8R Chert Deburt 46.

Most Added:

T.G. SHEPPARD

I Feel Like Loving You Again (WB/Curb) DOLLY PARTON 9 To 5 (RCA)

## Hottest:

## KENNY ROGERS

 EDDE (Liberty)I Love A Rainy Night (Elektra) RONNIE MILSAP
Smoky Mountain Rain (RCA) merle haggard Think I'll Jusi Stay Here... (MCA)

## MOST ACTIVE

## Recent reieases are issed in order of their activity. The two numbers foriowing the artist/titie /abee desionation

rexample: $100 / 25$ ) indicate how many of our reporters are on the record this week ( 100 ) and of those 100 now many aoded it this week (25). "Moves" are broken down for each record and Indicate how many stations moved the song Up on their charts, held it the same Ion to on, add to on, 31.31, etc.), moved it Down on thelr charts, or neded it this
week. H indicates one of this week's "most adied" new songs.

## VT.G. SHEPPARD "I Feel Like Loving You Agein" (WB/Cum) $09 / 48$

 WCMS.FM, KWKH. WHK. KSO, WCXI, WIL.AM.FM, KUZ2, KNIX.FM. KWJJ, KRAK, KMPS AMFFM, WBHP 4841, WLWI-FM DEAN DILION "Nobody In His Rioht Mind" (PCA eat
DEAN DILLON "Nobody In Hla Right Mind" (RCA) Car 11
KEEN. KMPS AM-FM, KCUB, WBAP. WGTO Debuta 11, Adds 11. WIRE, WITL.FM, WKCO.FM, WTHI, KMAK, KIDN, KONE, 37.31. WWVA d.37, WBAX d.38. RGR Chert Debut 48.

GAIL DAVIES "IIH Be There" (WB) eठ/23
National Summary: Up 1, Same 26, Down 0. Debute 16. Adds 23 including KTRB, KNIX.FM. KGA. WADR, WPLO, WBAM.
 RGR Chort Debut 49
CHARLY McCLAIN "Who's Cheatin' Who"' (Epic) 02123
National S Smmary Up 6. Same 20, Down O. Debute 14, Adds 23 including KLVI, WSOC.FM, WCOS-FM, WSM, WSLA, WCXI. WAXX, WKMF, WFMSS-FM. WTSO, KCKC, WNYR, WWVA. WIXL-FM 47.39, KIKK.FM 47.38, WINN $90-36$. KTRE d-32. KTOM SUSIE ALLANSON
SUSIE ALLANSON "Dance The Two Step" (Liberty) 61/12
WITL.FM, WBCSFMM, WKCQ-FM, KFH, KIDN. KVOC $31-27$. WGNA.FM 33.36. WGTO 93.42 WESC AM.FM CO.36, WOKK WXCL 4740 .
DICKEY LEE "Lost In Love" (Mercury) 58/8
National Summary Up 19, Same 20. Down 0, Dobuts 11, Adds a, KIXZ, KLLA, WCMS.FM. WNAS, KWMT, KBMY, KFTN, WBAX, WMZO-FM 31-29, WYII 3-31, WYOE 40.34, KKYX 49.42 KEBC.FM 47 -42, KLAK d-28, KWJJ d.33. KGA 37.31.
TOMPALL \& GLASER BROTHERS "Sweot City Woman" (Eloktra) EJ/B
National Summary: Up 17. Same 23, Down 1, Debut 8, Adda 6, KIX2, WOKK. WNAS, WAXX, WITL.FMM, WBAX, KOKE-FM $50-44$, WGTO 37.30, WCMS-FM 43-39. KWKH d-39, WUBE-FM 38.31, KFGO 38.33. WXCL 4941, KRAK 43-38.
DEBBY BOONE "Take It Lhe A Women" (WB/Cub) 5411
Kational Summary Up 19, Same 16, Down io WADR 22.12.
MOE BANDY "Following The Feoling" (Columbia) 51/13
National Summery Up I. Same 17. Down 1. Debuts 11. Adds 13. WGNA.FM, WPOR, WADR, KOKE.FM. KIVI, WSM, KWKH. MEL STREET "Who WII Tum Out The Uights" (Sunbind) 51/12
National SUMmery Up 23, Same 10. Down 0, Debute 8. Adds 12 KSON.AM-FM. WWVA. KHEY, KLRA. WINN. WOYK.FM. WSUN. WNRS, WKMF, WTLLPM. WHBF, WKCO-PM, WTSO 3324. KVOC 3334, KGA 31.27, WGNAFM 38 35. KENR d31, KWKH 3237 DONNA FARGO "Seeing ls Bemoving" (WB) $48 / 2$
 WTOR.FM 38.32 , WIRE 44-39. KYNN 2828, KFEO 48-45, KFTN d.31, WGNA.FM 37.29, WCAW 40.36
GLEN CAMPBELL "Any Which Way You Can" (WB) 4E/16
National Summary: Up E, Same 16. Down 0. Dobutb 6. Adds 18 including KRDR, KEEN. KMPS.AM-FM. WWVA. KIXZ, KVET. JIM REEVES "Thero's Always Mo" (RCA) $46 / 6$
National Summary: Up 9, Same 19, Down 0. Debuts 11. Adde 6, WNYR. WSOC. FM. WCOS-FM, WOYK-FM, WHBF, KICD.FM. KSO d-38. WFMSF-FM 34 23. KFEO $42 \cdot 33$, KNIX.FM d-37. KRAK $46-39$. KCUB $30-34$, KLVI $47-42$
WILLIE NELSON \& RAY PRICE "Don't You Ever Get Tired..."' (Cohmbla) 4425


## Others Getting Significant Action

JOHN WESLEY RYLES "Chenter's Trep" (MCN 38/3
National Summery: Up 13, Same 18, Down O. Debute 6. Adds 3, WNOW, WESC-AM-FM, WKMF, WMZQ.FM 3432, WGTO 38 .
EARL THOMAS CONLEY " 8 Ilont Treatment' (Sunbird) 3410
National Summar: Up 4. Seme 17, Down 0, Decour 3. Adds 10, KIXZ, KLRA. KLLL-AM.FM. WCMS.FM, WTOR-FM, WMAO.
KSO, WTSO, KRAK. KMPS.AM-FM. WLWI.FM d27, KYXX 40.30 27. KYxX 40.32.
 WWCS-FM 30-28, KIX2 d-45. KENR 38.33 . KFGO 38 31, KCUB d-38.
HANK COCHRAN "A Little Bity Tear" (Elok tra) $32 / 6$
National Summery: Up B, Same 18, Down 0. Debute 2 Adds B, WVMI, WCOS-FM, KENR, WU日E-FM, WHBF, KWJJ, KVET 48 GARY MORRIS "Sweet Red WIne" (WB) $32 / 4$
GARY NORRIS
National Summsry: Up 11. Same 12 .
38 , KLAK 30-28, KMPS.AM-FM d-30
FOXFIRE "Whatever Happened To Those...." (Elektra) 31/8
National Summary Up 7. Same 13. Down 0, Debute 2.Add 9. WWVA, WSOC-FM, KLLL.AM.FM. WKSJ.FM. WBAM. WMAA
WHEF, KTOM, KEEN. WWCS. FM 17.12 KRMD AM.FM 4642 , KSO 3631
RAZZY BAILEY "True Lhe Country Music" (RCAN 307

=wiew November 28, 1980


GEORGE JONES \& JOHNAY PAYCHECK "You Botter Move On" (Epic) 25124 National Summery: Up 0, Some 1, Down 0. Debute 0 . Adds 24 including WGNA.FM, KRRV, KVET, WLWM.FM, WSLR. WCXI KEBC.FM, KAZY, KRAK. KSOP, KMPS-AM-FM.
SUM WHITMAN' That Silver-Haired Daddy..."' (Eple/Clevoland International) $20 / 3$
 EDDY ARNOLD "Don't Look Now" (RCN) 24122
National Summery: UD 1, Same 1. Down 0. Debuta 0 . Adds 22 Including WMZO-FM. WYII, WYDE. WCOS-FM. WKSJ.FM KWAY CHAPIES G CLIEBC.FM, KRZY, KLAK. KNIX.FM, KRAK, KSOP, KGA
RAY CHARLES \& CLNT EASTWOOD "Beer's To You"' (WB) 237
National Summery Up 4, Same 11, Down 0, Dobuts 1, Adde 7, WIXY, WYDE, WSOC.FM, WESC AM.FM, WaCs-FM, KYNN
WXCL KHEY $50-41$, WMAO 50-46, KEBC.FM
MICKI FURHMAN "Hold Me, Thril Mo, Kiae Me" IMCA $23 / 8$

ROY CLARK "I Ain't Got Nobody" IMCN 2214
National Summary: Up 0 , Same e. Down 0. Debute 0 . Adds 14 in
National Summary: Up O. Same E. Down 0 . Debute 0 . Adde 14 incl
AMA-FM, WMMNI, KMAK, KNIX-FM, KSOP.
DEBORAH ALLEN "Nobody's Fool" (Cepittol) 2017
National Summary Up 2 Same 10, Down 0. Debute 1. Adds 7. WWCs-FM, WWVA. WGTO, WHK, WKMF, KYNN, KONE MD.AM.FM $50-43$

BOBBY BARE "WIUle Jonee" (Cohmblal 17/14
National Summery: Up 0, Same 3. Down 0. Debutu 0 . Adds 14 including WVAM, WSM. WCXI, WIRE KEBC-FM, KNIX.FM
FRED KNOBLOCK \& SUSAN ANTON "KiHn" Tlwe" (Scotd Broe.) 177
Nationat Summary: Up 2 Same 7. Down 0. Debute 1, Adde 7. WNYR. WYDE, WKSJ.FM. WLW WWCS-FM 25.16. WOKK 33.29, KTOM d-40.
AMAZING RHYTHM ACES "II Mrarta Dled And Gone To Toxes" (WB) 1718

FM 38-20, KOKE.FM 49-42
ROGER BOWLING "Yellow Pagee" (NSD) 18/10
National Summery: Up 0. Same 5. Down 0. Deburte 1, Adds 10, WMZa.fM. WWVA. KKYX. WXMF, wXCL, KFEQ ksss.
KAAK, KMPS.AM.FM. KGA.
ATLANTA RHYTHM SECTION "Sulver Eagle" (Polydor) $15 / 11$
National Summary: Up 0. Seme 4. Down 0. Debutu 0. Adds 11, WPOC.FM, WWVA, WYDE, WGTO, WWOD, WKSJ.FM, KNOE
WSM, WCXI. KEBC.FM. KFEQ
HANK THOMPSON "The KIng Of Westem Swing" (MCA 1 148
National Summery: Up 1, Same 3. Down 0, Debute 2 Adds B. WGNA-FM, WVAM, K
KRSY, KFOO 40.35.
SHEILA ANDREWS "Whore Could You Take Mo" (Ovation) $13 / 6$
National Summary: UD 1, Same 5. Down 0. Dabute 1, Adds 6. KLLL.AM.FM, KWK

KUZZ. KRSY KEBC-FM d 40 .
DANNY WOOD "It Took Us AlI Night Long To Say Goodbye" (RCA) $12 / 9$
National Summary Up 0, Same 2. Down 0. Debute 1, Adds 9, WWVA, KNOE, KRMD.AM-FM, WAXX, KYNN. KRDR, KFTN,
KMPS.AM.FM. KCUE.
"If 'Hard Times' is Dalton's assertion of affirmative values, Hillbily Cirl With the Blues' is her personal signature"
ERIC SIEGEL-The Balimore

HILLBLY CliL M/H THE BLUESH
 On Columbia Records


Pictures


JIGGLE JUMP AT WCMS - At the bottom of a flve foot hot rub filled with gelatin, WCMS. AM FMNirginia Beach, VA placed fifty keys. One of the kevs opened the grand prize of the recent WCMS promotion, Dodge Ramcharger. Seen here is one of the WCMS "Jiggte Jumpers.


WO FOR THE SHOW - KSOP/Salt Lake City air personality "Country Joe" Flint joins CBS Recording artist Marty Robbins during a break prior to a recent concert
KHJILos Angeles PD Charlie Cook (right) makes an interesting point as "American Country Countdown" show host Bob Kingsley presents the first show that aired on the new Country station. The werkly show is produced in Los Angeles by Wetermark.


BEER BUDDIES - KYTEIPorttand just gave away a Dodge Club Cab pickup truck filled with cases of Blity Weinhard beer. A drawing was held ar the second annual KYTE "Freeday in The Country" concert before some 31,000 country fans. Performer Ed Bruce did the honors. Seen hare are the winner and his wife, KYTE Sales Manager Steve Heak, and PD Chris Collier.


AS LIGHT AS ICE - WITL/Lansing, MI asked listeners to guess the weight of the ice surface for the lce Follies/Holiday On Ice show at the Civic Center. The winner received a $\$ 1000$ diamond ring. Pictured (l-r) WITL's John Austin, Deve Norman of Fox Jowalry. w/nner Mary Ellen Scherer, Fox's Weyne Popar, Ice Follies'March Mersch and J.C. Sears of WITL.

WHAT DO YOU DO WITH THANKSGIVING LEFTOVERS: (Put 'em in a cab and send them home!) Bill Anderson's first segments as a regular on ABC-TV's "One Life To Live" were seen November 21 and 24. That's a new way to introduce a new single (which he did on the show)

Tom T. Hall's "Pop! Goes The Country"
syndicated TV series got a "1 rating by Nielsen for that type of show... Jerry Reed and company filmed a parade segment for the still-shooting "Concrete Cowboy" TV mini-series, complete with marching bands, clowns, war veterans, baton twirlers, convertibles, floats, and people. In the movie sequence, Reed and his truck-driving partner Jeffrey Scott accidentally join a parade already in progress Cristy Lane and Sonny James taped segments at the Opry House for the Cerebral Palsy Telethon, hosted by Paul Anka, which will air in January .. WSM/Nashville. whose "live" Waking Crew has been on the air every morning since 1951, will reportedly change from the 10 -piece pop band to a 5 -piece country band...WCOR-FM in nearby Lebanon will become 100,000 -watt WUSW-FM on January 1 with a 90 -mile coverage radius, and plans to become a "Nashville market" station, competing with at least four other Country stations for the millionish in this area . . . Red-headed Hollywood actress Annette O'Toole (she starred with Robbie Benson in the film "One-On-One" and in the ABC-TV movie "Love For Rent") has been chosen to portray Tammy Wynette in the screenplay of "Stand By Your Man."

NAMES IN THE NEWS: In the new issue of Rolling Stone, Dolly Parton tells Chet Flippo about a nude caper on a Bel Air (California) street one night last spring ("Just acting silly") . . . Barbara Mandrell says, "My fans are my boss." Barbara says she hopes they'll put on her tombstone: "She shook a lot of hands"... George Burns on retirement: "What for? 35 or 40 's the age to retire, while you've got time to enjoy it. I haven't got time to retire." Loretta Lynn signed a multi-million deal to headline at Las Vegas's Riviera Hotel, starting next August. Dave Skepner. Loretta's manager, says she'll get more for a two-week gig there than she got for a whole year when Dave and Loretta first got together . . . Country music composer and KLAC/Los Angeles's "Cowboy Church of the Air" host Stuart Hamblen is resting comfortably following surgery at St. John's Hospital in Santa Monica, CA. . . . Congratulations to Tandy Rice and Bruce Lundvall on their election to President and Board Chairman, respectively, of CMA . . Helen Cornelius went to Toronto to tape the "Ronnie Prophet Show" and did comedy sketches on "Hee Haw" with Grandpa Jones and George "Goober" Lindsey (her first TV alone) ... Hank Williams, Jr. named honorary Chairman of the "National Wild Turkey Federation Day" during Thanksgiving Holiday 1980. McCormick Distilling Company has marketed Hank Jr. Whiskey Decanters. Meanwhile. Richard Thomas (John-Boy of the "Waltons") is being considered for the part of Hank, Jr. in the screenplay of Hank's book "Living Proof'... Mike Wells (remember his "Sing A Love Song Porter Wagoner" hit on Playboy about five years ago?) and Suzie Taylor, his wife and singing partner, make an unlikely combination country duet. She toured Europe with a folk group 1970-73, and holds two degrees in Classical Music from Trinity University. Suzie's career parallels
that of Janie Fricke in that she worked in jingle and commercial singing for years in Dallas with a long list of credits. Their new record, "I Believe It God," is not gospel, they say (interesting) . . . Diane Ladd, better known as Belle on TV's "Alice," worked with producers Buzz Cason and Freddie Weller at Creative Workshop . . Jeannie C. Riley, on an 11day tour in Saudi Arabia this month, sponsored by the Arabian-American Oil Company (Aramco), says though she was delighted to be an American export, she's looking forward to celebrating Christmas in her favorite oil country, Anson, Texas A long time ago I said that for my money, WSM's Bud Wendell is proof-positive that Leo Durocher was wrong when he said "Nice guys finish last." Bud's latest promotion makes him Chairman of the Board, Chief Operating Officer, and President of WSM, Inc. . . . WSM's Ralph Emery will produce and emcee the National Kidney Foundation Country Music Radiothon March 7-8, 1981. Brenda Lee, Charlie Daniels and Tom T. Hall will act as co-chairmen and cohosts, with more than 100 stations expected to air the two-day special.
$\$ 100,000$ JEWELRY-ANTIQUE HELST: Controversial Nashville music man Shelby Singleton's house was robbed when two men posing as United Parcel deliverymen broke in at gunpoint and left with antique guns and jewelry worth over $\$ 100,000$. One of the two men told the maid "the package is too large to slip through the narrow door. You'll have to open the door to get the package." When she did they pressed a pistol against her head. led her into the dining room and duct-taped her to a chair while they cleaned out the antique cabinet and jewelry box.

MAJOR MONEY MINER: "Coal Miner's Daughter"'s re-release by Universal Pictures has a campaign planned toward the Academy Awards which will eventually cost $\$ 120,000$.

HISTORIC: The Tennesse Folklore Society announces the scheduling of "The Uncle Dave Macon Show," dealing with the life and times of early country music's most popular performer, to be broadcast nationwide January 3, 1981 at 9pm EST. The special will include interviews, archival footage, interpretive sequences and musical performances including Roy Acuff, Sid Harkreader, Kurt McGee, the Hotmud Family, and Pete Seeger. The special involves years of research and creative study and production, and should be a "must" for any country music professional, especially radio-TV journeymen and aspirants. This will truly "break new ground" in country music television programming.

FINISH-LINE: Jeff Walker (the brilliant young music man who came to Nashville from CPA-ing in Sydney. Australia and operated Con Brio Records for five years) now expanding his Aristo Associates to operate small industry businesses, says he saw this classified: "For sale, small furnished house, $\$ 26,000$. If you're interested, we'll kill the present occupants - 20 chickens.'

## Thank You, Radio, $\mathbf{Y o r}$ 



## BREAKERS.

DOLLY PARTON
9 TO 5 (RCA) On $70 \%$ of reporting stations. National Sum mary: UD 15, Same 18 Down 0 , Dotrite 22 Adds 33. RER Chart 4922

STEVE WARINER
Your Memory (RCA)
On cots of roporting stations. Nationol Summary Up 24, Same 28, Down 1, Deburta 18, Adda 14, RधR Chort 50-45.

RAZZY BAILEY
I Keop Coming Back (RCA) On 70\% of reporting atations. National Sum nare Up 18 Same 15, Down 0, Debuts 26 Adds 20. R\&R Chart 48-43.

JOHN ANDERSON 1959 (WB)
On $82 \%$ of roporting stations. Nowtonel Surm mary Up 13, Sume 15, Down
Add 20. RER Chart Dobar te


Hottest
KEMAY ROGERS EODIE RABBITT A Rany Night (El
RONNIE MILSAP ky Mountain Rain f merle haggaro MOST ACTIVE


-TG SHEPPARD "I Feal tho Lowing You Agetr" (WB/Curt) Cg/as
 DEAN DILLON "Nobody In His Riktry Mhad" (RCA) Bsil1
 GAIL DAVIES "III Be There" (WEA BFiz3
 CHARIV MCCLAIN "Who's Cheorn' Who" IEpici 82123
Noine Wwn orims

SUSIE ALLANSON "Dance The Two Blepp" (Libery) B1/12
 WHKL FM, WBCB FM WKCOAM K.FM KION KVOC ATM

## ituoujsoudy NATIONALEAIRPLAY/5O

 November 28, 1980





## Mike Kasabo

## KOGO On The Go-Go

San Diego has been, in the past, a market that was known for new radio concepts. Now a new programming concept for San Diego radio has been introduced by KOGO - its "Good Morning San Diego" show each weekday morning from 5:30 to 10am

The concept is an adaption of TV's "Good Morning America" program, applied to radio KOGO Vice President and General Manager Dex Allen believes that this new "news-music" format has never been done by any other radio station before. He further explained, "There aren't any news stations that play music, and there aren't any music stations that run as much news, features and services as we do with this new idea. "In fact, the morning drive show features many radio veterans of varied backgrounds put together in a unique setting that so far seems to be getting a lot of attention in that market. Allen states, "You could easily call it a People magazine on radio. That would be as precise a definition in terms of the program's flow as one could give."

This fast-paced combination of news, music. features, and interviews, with sports, weather, and business reports, is designed to keep listener attention at peak levels by utilizing all the various elements to their maximum efficiency keying on the top news stories each morning and developing them properly, instead of just "reading" five minutes worth of news, for instance. It means getting in-depth with the hot sports stories, either local or national, including appropriate interviews with key figures. Business and other relevant "human interest" features make up the weave material that sets this format apart from others. The host of "Good Morning, San Diego" is Bob DeCarlo, an 18 -year radio veteran; Greg Tantum heads the news team efforts; while Mark

## Transition

Mike Kavanagh, one of Washington's bestknown radio newscasters (having worked most recently as morning news voice of WASH) has been appointed News and Public Affairs Director of WJMD in the nation's Capitol. The 29 -year-old Kavanagh had also worked as morning anchor at WSB/Atlanta, where he won several awards for his coverage of major news events. He has also been honored in the Washington area, receiving the prestigious Douglas Southall Freeman award, one which rarely goes to a Washington broadcaster. WJMD General Manager Goff Lebhar stated, "We are fortunate to have someone of Mike's caliber to add a new dimension to the overall presentation of the 'New 94.' Man Kaminsky is now doing the Saturday evening shift at WSYR/ Syracuse in addition to his moming drive and Program Director duties at WSGO/Oswego, NY Gary Dixon is the new PD of KXIC/lowa City, coming from KCRG/Cedar Rapids and replacing Roger Davis, who exits the station. Also new at KXIC is Randy Lee, who comes in as Assistant PD from KLWW/Cedar Rapids . . . Jerry Pate leaves his $9 p m-12 \mathrm{mid}$ slot at WIS/Columbia to take up a PR job with the South Carolina Electric Association; no replacement has been named John Faulk has resigned his PD/OM slot at WDEF/ Chattanooga to accept the General Manager position at WNCT/Greenville, NC. He is replaced by Stanley Hall, who has been promoted from within

New in the mornings at WHIZ/Zanesville is Pete Petoniak from WHTH/Newark, NJ

Walton, co-host of local TV's "PM Magazine." will provide listeners with interesting daily features about San Diegans. Other segments include in-depth looks at major news stories and political situations plus traffic reports five times each hour. All this, according to Allen, is being accomplished with a new and fresh ambience that he feels will create an atmosphere of intense interest for the adult population of San Diego.

is there a mouse in the house - Yes, there was earlier this month when WASH/Weshington helped to celebrate Mickey's birthday with a giveaway of 1200 "Mouse" ears to children 12 and under. Also givan away as a special gift, during halftime of an NBA game, was a trip for four to Walt Disney World. Captured here with the big Mick are (I-r) Pluto, Gooty, and WASH's John Bodnar.


## Color

Several weeks ago, WTVN/Columbus, OH attempted to build the longest submarine sandwich in the world. a portion of which is pictured here. It consisted of 300 pounds of roast beef, 275 pounds of salami, 240 pounds of turkey. 224 pounds of cheese, 100 pounds of lettuce, 60 pounds of tomatoes, eight gallons of peppers, eight gallons of salad dressing, and 625 loaves of bread sewn together. It measured 1158 feet, 5 inches. All proceeds from the sale of pieces of the sub went to the station's "Secret Santa Fund." Program Director Ted Cramer termed the promotion a "smashing success." as the $\$ 6300$ raised went to charity, with more than 25,000 people gathering to witness the building of the "super sub."

## Update



MILLION DOLLAR DUO: As reported exclusively in $\mathbf{R \& R}$ (11-14), Denver's popular morning team of Hal Moore and Charley Martin (1-r, center) have come up with a real eye-opener. No, not the beer, but a new fiveyear contract that will enable the two to make their show the longest-running in Denver radio history. Flanking the morning team are VP/GM Sam Sherwood and the bearded prince of Colorado, Program Director Scotty Brink. Of the signing. Sherwood commented that the new contract "shows again the intention of KHOW to be the leader in Denver"... The well-known Rev. Bevel Jones, minister of the First United Methodist Church. will be the keynote speaker at WSB/Allanta's Metro High School All-Star Football Team breakfast December 6 . In addition to Rev. Jones, WSB VP/GM Elmo Ellis will take part in the event ...WLAD/Danbury, CT will add a daily talk segment beginning December 1 . The one-hour Monday-through-Friday program will be hosted by Rhoda Daum and will feature in-person guests who will field questions from callers . . . Noted ski au thority Roxy Rothafel will provide Washington, DC resi-
dents with 18 weekly reports on conditions at the most frequented resorts, as well as weather and travel updates on WMAL beginning December 8.

RECORD SERVICE DEPARTMENT: We'd like to pass along some calls and contacts in need of record product from all sources - KFQD/Anchorage, Mark Lewis, 9200 Lake Otis Parkway, 99507; WDZ/Decatur, IL. Jerry Curtis, 265 South Park, 62623; WNNC/Newton, NC. R. Duane Cozzen, P.O. Box 940, 28558; finally, wOAIFM/San Antonio needs product sent to consultant Bob Botik's address, which is Route 6, Box $49-$ B. Austin. TX, 78737, or phone him at (512) 2880625 .. NEW POP/ ADULTS EMERGE: WLQA/Cincinnati Vice President and General Manager George Hyde has informed us his station is switching from Beautiful Music to P/A and is seeking approval for the new call letters, WRRM. Also moving from BM to P/A is KISN/Salt Lake City, which will be headed up by Scott Gentry, who can be reached at (801) $322-5476$... Best wishes to Ron Reyholds, KNBR/ San Francisco Program Director, who is recovering nicely from recent minor surgery


| ALREADY ON | WUSL KSL |
| :---: | :---: |
| KSFO | KMBZ |
| WSIX | KMOX-FM |
| KNX-FM | LOVE 94 |
| KOB | KIXI-FM |
| KFMB | KING |
|  | WCCO-A |

WYEN
KOMO
WJR
KXOA-FM
WFMJ
WIFE
WLTA
KINK-FM
KZAM
WHIO
KZAM
KENI
KWOD
WXLK
KWAV
WOOD

WGOW
KMBZ KBOZ
KLO WGN WJW FM-107


## BREAKERS

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

## BARRY MANILOW

## I Made It Through The Rain (Arista)

74\% of our reporters are on th 49 new adds making this by far the Most Added - including KEX, WHAM, WIS, WLTA WBT, KOLO, WHBY, WHEN, WHIO, KRKK, KFOR, WRVA, WHAS, WSGW, WDAE, KLMS, KMBZ, WPTF, WDEF, WREC, WPRO, WELI, WTMJ, WHBC, WTAR, WFTL, KOB. Key moves include 22-18 WWWE, 22-16 KDKA, 29-18 WGAR, $25-$ 22 KSTP, debut 27 WSM-FM, debut 27 KING, debut 20 WBEN, debut 30 KWOS. Heavy rotation: KLOK. Hot at WIP. Jumpa 40-22 on P/A chart.

## NEW \& ACTIVE

## sonts total number of our reporting stations

HARRY CHAPIN "Sequel" (Boardwalk) 53/5 add WSGW, KMED, WHEN, WGAR WOUD. Koy moves: 33.27 WCMB, 2025 WFIR. 29.24 WJBO. $29-23$ KOLO. 27.20 WPRO, 31.28 KRKO 23.17 WLNH. debut 23 WYMC. debut 27 KLO. debut 20 KWOS, debut 23 KING. Incresesed $31 \cdot 27$ on Pla chare.
RUPERT HOLMES "Morning Man" (MCA) $62 / 8$ add KRNT, Khow, KOLO, wJBO. KMBZ KMJJ, WSOW, KSTP. KLTE Kov movee: 22.19 WEIM, 2319 WWWE, 32.28 WORG. 27.21 KRKO, 34.30 WIVA. debut 20 WBZ. debut 24 WYMC. Heavy rotetion: WTMJ, WKHM, WDEF. Increesed 30.20 on P/A chart
RITA COOLIDGE "Fool That I Am" (A\&M) 61/23 sdde inelude KHOW, wIOD, wSBA KRKK, KRNT, WGIR, KBAI, WNAB, WABZ, WDEF, WHIZ, WHAG, WTAR, KFOD, WREC. KMBZ. KFME Koy moves: 28 18 WLTA 20.17 KRMO. 37.27 WHBC, 27.21 KAAY, 23.24 WBT, Increeed

FRED KNOBLOCK \& SUBAN ANTON "Killin" Time" (Scotti Bros.) $59 / 17$ FRED Include WBAL WFDF KFMB KUGN. WACI WCCO. FM WRYA WHBY WSTV KRKX WHAC WFTL WNDB Kov mover: 2021 WBT, 28.21 WLTA, 4327 KMED, 30.27 WTAR, debut 28 WEIM, de but 23 KOLO Incranad 37.33 on PIA chart
MAC DAVIS "Texas In My Rear Viow MIrror" (Casablanca) 45/10 edd wiod. KOGO. WFIR, WBOW, WTMJ, WHBY, KXIC, KING. KFOD, KSTP. Koy mover: 19.13 WHAG. 20-14
WTAR, 34.22 WHEC, 37.28 WSOW. 28.21 WSB, debut 16 KBLF, debut 17 WYMC, debut 30 WLNH.

NIELSEN/PEARSON "If You Should Sail" (Capitol) $40 / 8$ edd KLMs, Kxic, who. WDAK, WNDB, KFOD, KAAY. WSGW. Koy mover 2821 WWWE, 31.28 WCME. debut is WBZ ARPA "Tho. 36 on P/A chart
ABBA "The WInner Takes It All" (Atlantic) 54/21 sddu include wOAI.FM, WOOD. WLTA, WBAL KEX, WSTV, KSL KRZI, KLO, WNDB, KOB, KFOD, WORG, WABZ, WJON, WCBM Kor moven 30.23 WWWE, 37.31 WCMB, debur 29 WSB. debut 29 WREC. debut 29 WSM. FM. Dobuts
at No. 37 on P/A chart
DOOBIE BROTHERS "One Step Closer" (WB) 47115 add WOUA, WASH. WFIR. KEX. WIS, WOWO. WB2, WGAR. WYMC. WHAS, WDAE, KBAI, KXIC, WSTV, WSJS. Koy mover:
3430 KRKO 3829 WORG, $30-24$ WSM-FM, $30-25$ WOUD, 27.21 WEIM, dobut 17 WTVN, dobut 27

CHRIS MONTAN "Is This The Way Of Love" (20th) 39/6 add ksFO, xRKO, wsIx.


CHARLLE FOX "Seasons" (Handshake) $42 / 14$ sdd KOLO. KEX, WHBY, WOOD,
KFME. WHIO, KRNT. KOR. WCF. WHAS, KPPL. WELI Idpl. WTMJ. WRIE. Kor mover: 2522

## Others Getting Significant Action

STEPHEN BI8HOP "'Send A Litte Love My Way (Like Always)"' (WB) $42 / 7$ add WKHM, WHEC, KPPL, WJON, KMED, KOLO, WSTV Moven: 3620 KBAI, 2824 WEIM. 21.1 h
FOUR SEASONS "Spend The Night in Love" (WB/Curb) 35/4 sdd wrmc, Kblf. WSTV. WDIF IdPl. Mover: 2522 WHAG. 3529 KMED. $30-28$ WEIM. 23.17 WLTA. 32.23 WCMB. 25.22
BLONDIE "The Tide is High" (Chrysalis) 33/24. Strong intorent doveloping at the PIA level tor this roung group. Adde include WOWO, WLTA. WGAR, WTVN. WIW. WCCO.FM. WBT KLTE, 3 W-S. WRIE. WSLI, WCHV, WPRO. WRVA. MOVEE: $36-29$ WCMB, $36-28$ WFIR
JOHNNY LEE "OOne In A Million" (Asylum) $28 / 4$ add WTAR. WJON. KMED, WSTV Moves: 1815 WLTA
RONNIE MILSAP "'Smoky Mountain Rain"' (RCA) $27 / 10$ add WOIF (dde). WSB.
WFIR WOUA WIOD WHBY WTAR. WORG. WRVA. WCFR Moves: 1914 KLO. 21.15 WHAG. 1918 WFIR, WOUA WIOD. WHBY, WTAR, WORG, WRVA. WCFR. MOVES: 1914 KLO. 21.15 WHAG, 19.16 KMBZ. 2219 WHIZ.
HEART "Tell it Like it is" (Epic) 2719 edd WDAK, WCMB, WDAE, WCCO FM. WHEN. WTVN, KRKK IdPl, WFIR, WOWO Movee: 21.16 WSM-FM, 37.27 WORC
BRUCE SPRINGSTEEN "Hungry Heart" (Columbia) $26 / 5$ add WEBC. WINH. KOGO, KAKK. WSB Moves: 2819 WCMB, $32-27$ KRKO. 24.18 WPRO. 30.23 WORG. 2420 WEIM. 28

EARTH, WIND \& RRE "YOu" (ARC/Columbia) 24110 ndd WSLI, WOAI.FM. WDAK, WNAB, KLO, WCHV WTAR. WIP. KFOR, WABZ. Moves: 2823 WSM.FM, debut 28 KOLO, debut 2 We .m.
BETTE MIDLER "My Mother's Eyes" (Atlantic) 23112 ede woy, wric. wBAL WGAR. WSEA. KRKO, WORG. WCCO-FM, WSTV. WLTA WIS. WDAK.
MICKEY GILLEY "That's All That Matters" (Epic) 23/0. Moves: 1813 WREC. Heovy rotetion: KRz!.
ANDY GIBE "TIme is TIme" (RSO) 2216 add WGY, WKHM, WDAK, WCFR, KWOS. ANDY GIBB "TIme is TIMe" (RSO) 2216 add WGY, WKHM, WDAK, WCFR, KWOS.
WEIM KGAI KXIC. WFIR, KLO. WCHV, WPRO, WYMC KUGN, WWWE, WCCO.FM. DEbuts 23 WEEN. DR. HOOK "Girls Can Get It" (Casablenca) 2211 add WHIO. Moves: 22.19 WBEN,
32.28 WHAG. 31.28 WORG. 2420 KAAY, 30.27 WFIR, 2821 WNEU, 28.28 WCMB dobut 28 WDAK. WAYLON JENNING8 ""Theme From The Dukes Of Hazzard" (RCA) 2210.
Moves: 32 WHIZ. $31 \mathrm{~W}^{\text {WYMC, }} 17.12$ WORG. 18.10 WNEU, 27.20 WCMB Heow rowilin: WJON. BOZ sCAGO8 "Mles Sun" (Columbia) 20118 edds include WSM.FM, WFIR, WDAK WCFR, KAAY, WJON. KLTE, WSUS, KPPL WHBC. WRIE, WLW, WORG.

## POP/ADULT AIRPLAY/40

## 

| 2 | 2 | 1 | (1) | KENNY ROOER8/Lady (Llberty) |
| :---: | :---: | :---: | :---: | :---: |
| 9 | 3 | 3 | (2) | CHRIETOPHER CROse/Never Be The Same (WB) |
| 17 | 7 | 5 | 3 | NEIL DIAMOND/Love On The Kocks (Cepitol) |
| 5 | 4 | 4 | (4) | LEO 8AYER/More Than I Cen Say (WB) |
| 19 | 14 | 7 | (3) | BARBARA STREIBAND \& BARRY GIBE/Gullty (Columbla) |
| 12 | 8 | 6 | 6 | ROQER DALTREYWIthout Your Love (Polydor) |
| 24 | 17 | 11 | 3 | AIR SUPPLY/Every Women In The Worid (Arista) |
| 14 | 11 | 8 | 0 | OLVIA NEWTON-JOHN w/CLIFF RICHARD/Suddenly (MCA) |
| 1 | 1 | 2 | 9 | BARBRA STREI8ANUNomen In Love (Columbla) |
| 6 | 6 | 9 | 10 | HALL \& OATEEMou've Lost That Lovin' Feeling (RCA) |
| 15 | 13 | 12 | 11 | DON WILLAM8/I Bollove In You (MCA) |
| 10 | 10 | 10 | 12 | CLIFF RICHARD/Dreaming (EMI America) |
| 35 | 22 | 18 | $(13)$ | DIANA RO88/its My Turn (Motown) |
| 25 | 20 | 15 | 14 | PAUL 8IMON/One-Trick Pony (WB) |
| 36 | 28 | 21 | (1) | KORGI8/Everybody's Got To Learn Sometime (Asylum) |
| 4 | 5 | 13 | 16 | WILLE NEL8ON/On The Road Agaln (Columbla) |
| 3 | 9 | 14 | 17 | BOZ 8CAGG8/Look What You've Done To Me (Columbia) |
| 30 | 28 | 25 | (1) | JIMMY HALLSo Happy That Love Has Found You (Eple) |
| - | 36 | 29 | (1) | EDDIE RABBITT/I Love A Ralny Night (Elektra) |
| 16 | 19 | 20 | 20 | STEPHANIE MILLS/Naver Knew Love Like This Before (20th) |
| 33 | 31 | 26 | (2) | BOBBY GOLD8BORO/Goodbya Marie (Curb/CBS) |
| - | - | 40 | (2) | BARAY MANILOW/I Made It Through Tha Reln (Arista) |
| 28 | 24 | 24 | 23 | DIANA RO88/'m Coming Out (Motown) |
| 38 | 32 | 27 | (2) | DIONNE WARWICV/Easy Love (Arista) |
| 40 | 33 | 28 | 33) | JOHN LENNON/(Just Likel Starting Over (Geffen) |
| 18 | 16 | 16 | 28 | CRY8TAL CAYLElf You Ever Change Your Mind (Columbia) |
| - | 38 | 31 | (2) | HARRY CHAPIN/Sequel (Boardwalk) |
| 39 | 35 | 30 | (2) | RUPERT HOLME8/Morning Man (MCA) |
| 13 | 15 | 19 | 29 | ANNE MURRAY/Couid I Have This Dance (Capitol) |
| 8 | 18 | 23 | 30 | DOOBE BROTHER8/Real Love (WB) |
| 31 | 25 | 22 | 31 | STACV LATTSAW/Let Me Be Your Angel (Cotillion) |
| - | - | 38 | 3 | RITA COOLIDGE/Fool That I Am (A8M) |
| - | - | 37 | (3) | FRED KNOBLOCK 8 SUSAN ANTON/Killin' Time (Scotti Bros.) |
| - | 40 | 36 | 34 | MAC DAVISTexas In My Rear View Mirror (Casablanca) |
| - | 37 | 35 | 35 | NIELSEN/PEARSON/If You Should Sail (Capltol) |
| 7 | 12 | 17 | 38 | POINTER sisters/He's So Shy (Planet) |
| - | - |  | 37 | ABBAThe Winner Takes All (Atiantic) |
| - | - |  | 38 | DOOBIE BROTHER3IOne Step Closer (WB) |
| - | 39 | 39 | 39 | CHRIS MONTAN/Is This The Way Of Love (20th) |
| - | - |  | 40 | CHARLES FOXUSeasons (Handshake) |

This chart is based solely on statistics compiled weekly from our reporting stations
Black circled numbers indicate significant upward movement from at haast $60 \%$ of our reporters.
JACKSON BROWNE "That Girl Could Sing" (Asylum) 19/1 add WLVA. Mover: STIVE GOODMAN \& PHOEBE SNOW "Sometimes Love Forgets" (Asyhum) 1712 add KRKK, WHAM
ROBBIE DUPREE "Nobody Else" (Elektra) 16/4 add WSLI, KAAY, wOUA, WOAI.FM RANDY MEISNER "Deep Inside MY Heart" (Epic) 16/1 add WCMe. Moves: 12.7
WSM.FM. 17.14 WTVN. 27.17 WSTV. 2319 KDKA. 20.16 WORG.

CHARLIE RICH "A Man Just Don't Know What A Woman Goes Through' (Elektra) 16/1 add KLTE. Mover: 27-24 WLTA
MANHATTAN TRANSFER "Trickle Trickle" (Atlantic) $15 / 3$ edd wGIR, wJBo WHAG Moves: 20.17 WBZ
BOBBY HART "Lovers For The Night" (Atco) 137 add WHIz, WCFR, WDEF, WSTV WQUA. WHEN, KAK
LTD "'Shine On" (AEM) 1012 add Whiz KAAY
JOHN COUGAR "This Time" (Riva) 10/1 add KOGO Moves: 93 WSM.FM, 2824 WCN
SAMMY JOHNS "Falling For You" (Atlantic/Real World) 10/1 add kob Heew otation: WATR.
AMY HOLLAND "Here In The Light" (Capitol) 9/4 add wsix. KUGN, wSM.FM
MELISSA MANCHESTER "Without You" (Arista) $9 / 3$ add KUGN. KSL WBAL Dobuts zo Wrec
CLIMAX BLUES BAND "Gotta Have More Love" (WB) 9/1 edd WHIz Mover 27.22 WSM.FM, 33.30 WORG.

BARBARA MANDRELL "Best Of Strangers" (MCA) $9 / 1$ add WHIz
TIERRA ""Together" (Boardwalk) 9/0. Mover: 20.17 WBEN, $32-29$ WFIR, debut 21 WPRO.
debut 30 WREC.
FRANK MILL8 ""Happy Song" (Polydor) $8 / 8$ add wJON, wIOD, whio, wnde, KRMG. WDEF, KFOR, WKHM.
BOBBY VINTON "My First And Only Love" (Tapestry) $8 / 5$ add whio. WTAR. MARCY LEVY \& ROBIN GIBB "Help Mel" (RSO) 8/1 add WEIM
DOLLY PARTON "9 TO 5" (RCA) 77 n dd WSBA. WSB, WIP, KLO. WHBC, kMBz KLOK. SPINNERS 'HI Just Want To Fall In Loves' (Atlantic) $7 / 4$ edd KRKo, wLw, kwos.

## Most Added:

| BARRYMANILOW <br> IMedo if Through The Rein IArtsta) Added at 42\% of our reporting etestore. <br> BLOWOHE <br> The Thete is High (Chrysilla) <br> Added et 21\% of our reperting itetrone.日TA COOUDEE <br> Fool Thel I Am (ABM) <br> Added at 20\% of our reporting stutione. abea <br> The Winner Tokee If AM (Adionste) Added at 18\% of our reporting atertone. KONOES <br> verrbody's Gof To Leorn Somedme Lliry Added ot 18\% of our reporting etestons. BOz Ecacos <br> Mhes Sun (Cotumbio) <br> Added at $15 \%$ of our reporting etestone. FRED KNOELOCK B SUAMN ANTOW Killin' Time IScore Bros.) |
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Hottest:
MEIL DIAMOND
Love On The Aocka ICapron MENNY ROOERS Lacy (LABerry) Aeportad hot at SEx of our
LeO SAYEN Move Than I Can Soy wal
 TREPAND O BAN ouny (Cohmon)
CMMESTOFHES CHOES
Nover Be Tho Some WVI Reportad hot at 47\% of our atetor AM SUPMV
Every Women in The Wortd Larting OUVIA NEWTOW SOMN WICLIFP RICMANO Reported hordent (MCA)


## Making Advertisers Pay Attention

One of the prime topics of discussion at the recent Black Radio Advisory Council meeting was the relative lack of national advertising on Black radio stations. Since this problem is central to the survival of Black radio. I feel it should be examined further. I spoke with Jai Rich, General Sales Manager of KJLH/Los Angeles, about both the problem itself and some possible solutions

R\&R: Were discussing advertising and sales for Black radio. Let's start off from that point

JR: One of the things we've been talking about is how to come up with revenues for Black radio stations. One of the things we have found to be most difficult is although radio is the medium for retail advertising, a lot of national advertisers are using radio more and more. But as Black radio stations, and I can speak very much as one because my station is black-owned and operated. and is owned by an individual as opposed to a corporation, the general situation leaves me in a tizzy. The major ad agencies, let's say for instance one handling a soap product like Tide, never allocate large budgets toward the black consumer market in L.A.. Atlanta. New York, anywhere. Some of the agencies have said things like, "We feel that we reach you through television." But television's overall listening population is dropping. In 1977 and 1979 an RAB survey noted that radio was pulling $10 \%$ more audience, especially in morning and afternoon drives, and we were cutting into prime time TV
through RAB and other organizations to show how to use their book to sell. There is information that you can pluck out of anything to show that the black consumer is worth something. Black radio stations don't do enough research.

R\&H: We've identified the problem. What do we do now?

JR: The thing we are going to have to do now, as Black radio stations, is get behind NABOB and really make it an organization and make ourselves heard. Even if we have to inform the black consumers in some form or fashion not to buy if you don't hear it. If we cannot get Levi's or Lee or other major manufacturers of various products to give our local merchants in groups co-op dollars, then we don't buy Levi's or Sasson. We have to take people who are into research and gather
and colored. Now they say, newspaper, television, out door, radio, colored folks. It is nice and genera-marketed all the way down the line and then they get over here and say, "Hey, let's target in on this market over here because there are some black folks over here and they have got money." We are the people who keep the economy rolling because we don't believe in investment. We live hand-to-mouth from day to day. We are the consumer

R\&R: What do you do first to tackle this problem and make agencles aware?

JR: We need to put together an organization where we can get the facts. We have to sit down and gather the facts so that our case is Iron-clad. The only thing they believe in is show it to me in black and white. You can tell a lie in black and white and they'll believe it. You tell the truth by word of mouth and they say you

## "Major advertisers believe they are reaching the black consumer through television. This is not so.'

statistics about what the black consumer is about overall in America and overall in our particular markets. Then we are going to have to take these things and pound and put together a national sales organization When that budget is set up by General Motors, they are only going to set it up for general market allocations, and maybe they will say, well, let's look over here That's a Black-oriented station.

R\&R: And this is the case more often than the

## "It's like segregation in the South years ago - men, women, and colored.

Now they say, newspaper, television, outdoor, radio, colored folks.'

These major advertisers believe they are reaching the black consumer through television. This is not so.

R\&R: What do you think the problem is?
JR: The problem is a lack of knowledge on the part of the advertising agencies. They try to buy the entire country based on one place. The black people in New York do things, but the black people in Los Angeles do a lot of things that those in New York cannot do. We do not have the hindrance of climate or seasons, and our lifestyle is totally different from New York. We don't have rapid transit where we can sit and read the newspaper, and we definitely don't have cold weather or weather where we are stuck in our houses and can't get out. Television is not the entity for us, because we can always go to motion pictures, do a lot of things outside.

R\&R: Why don't Black stations get the orange juice, chewing gum, or airline-type accounts?

JR: For one thing, there is so very little togetherness between us. There is no concentrated effort by the Black stations. We do not go after products as a whole unit. We go after them as separate entities. It's like a man who owns a retail store. A small mom and pop retail store cannot buy as much of a product from a particular place as a chain of stores can, therefore, he is left out. He cannot get advertising dollars or co-op dollars. By the same token, since there are going to be dollars siphoned off for the Black radio stations as opposed to general market radio stations, we have got to come together with a pitch for Black radio. We have got to sell radio, Black radio in our stations. We send our soldiers, who are our salespeople, off to war very illequipped. They may have ammunition in their guns or they may not.

R\&R: A lot of major agencies use Arbitron information as opposed to a universal schematic that explains the uniqueness of Black radio. What can we do to change this?

JR: Everybody bases things on Arbitron. But because of the attack NABOB has placed on Arbitron, the Arbitron people have now gone in and set up seminars

## exception - even though black people buy General

 Motors products?JR: Yes. They could care less. It's not even based on that. When they set up the advertising budget they say we are going to set up what the market is like. It's like segregation in the South years ago - men, women
are full of shit. I can't go to General Motors on your word, I've got to go there with facts. The average Black station manager or general sales manager is not aware of the information available (General Motors has 10,000 books that you can go into that will break down to how many sheets of toilet paper black people bought last year). It costs so damn much, he cannot get his hands on it. But if we pull together as one organization, we can put together one good strong sales unit that can dig in and get this information, and all of the stations can support this organization to get this information.

R\&R: What would you like to pass on to other general sales managers around the country?

JR: Let us get together at least once a year like they do at the programming meetings. Let's come up with the way to win because the only way to win is through economy. We've got to be economically strong or we are not going to survive. Let's put together a national organization that's really going to work for Black radio sales. If we don't. we are out in the cold.

## People

Congratulations to Larkin Arnold on officially becoming VP/GM of Black Music A\&R at CBS Records' Black Music Marketing... Also congratulations to Alonzo "Big Fun' MD of KACE/Los Angeles as well as the remainder of All Pro Broadcasting's properties, who announced his engagement recently

WKXI/Jackson has a new airstaffer, "Spiderman" Wilson, who comes from a DJ spot at several local clubs. Wilson also serves as President of the area's local disco pool... Frank E. Wilson, noted producer and minister, will be hon-
 ored with a celebrity-studded dinner (12-6) at the L.A

## Places

WKWM/Grand Rapids was the place where a "Stylish Weekend" was held with listeners having to guess how many times the station played a stylistics song. Correct entries won a round trip for two to Detroit and a limo ride to see the Stylistics in concert at the city's 20 Grand club

Hilton. Wilson has won two Grammy's for his work with the Mighty Clouds or Joy. WBBY/Columbus's Steve Wagner spoke at the Loyola University Radio Conference in Chicago last weekend on the subject of jazz program ming. Also sharing the mike was WXRT/Chicago's Terry Hemmert, who does a jazz program for the AORformatted station . . . Atlantic's Spinners and Cotillion's Sister Sledge were featured in this year's annual "Macy's Thanksgiving Day Parade" in New York City

Remember, you don't have to be an $R \& R$ reporter to contribute to this page. Send information and pictures to Bill Speed, Radio \& Records, 1930 Century Park West. Los Angeles, CA 90067.

## Things

Plough Broadcasting has a new music information number: (901) 592-4312 . . WVON/Chicago is gearing up for its 16th annual concert to benefit the Windy City's citizens...WGIV/Charlotte is also in high gear with its annual "Mountain of Food" campaign whereby listeners can attend local gatherings (dances, movies, etc.) and exchange canned goods for a discount ticket

ON THE AIR: KDKO/Denver hosted the Temptations and A Taste Or Honey. Also welcoming a guest was WJZZ/Detroit with a visit from Sadao Watanabe CBS Special Projects Division is currently offering a unique package of Clara Ward and James Cleveland's music with rebates going to local churches. Contact your local rep for details.


# HOTTEST <br> Following ere listed in order of their airplay activity 

KOOL \& THE GANG<br>"Celebration" (De-Lite)<br>TEDDY PENDERGRASS<br>"Love TKO" (Philadelphia Intemational) CAMEO<br>'Keep It Hot' (Chocolate City) STEVIE WONDER<br>\section*{"Master Blaster (Jammin')" (Tamla)} GEORGE BENSON<br>"Love X Love" (WB)<br>JACKSONS<br>"Lovely One" (Epic)<br>REDDINGS<br>"Remote Control" (BID)<br>PATRICE RUSHEN<br>"Look Up"' (Elektra)<br>MANHATTANS<br>'I'll Never Find Another" (Columbia)<br>LARRY GRAHAM<br>"When We Get Married" (WB) PRINCE<br>"Uptown" (WB) HEATWAVE<br>"Gangsters Of The Groove" (Epic) TAVARES<br>"'Love Uprising"' (Capitol) LAKESIDE<br>\section*{"Fantastic Voyage"' (Solar)<br><br>LENNY WHITE}<br>"Kid Stuff" (Elektra)

## CLIMBERS <br> Following are listed in order of their eirplay ectivity

RAY, GOODMAN \& BROWN "Happy Anniversary" (Polydor) 49\% reporting. Added at WJLB, climbing at WJMO, KATZ and WCIN, and hot at WDAO, WBMX and WAMM in the Midwest Hot at WJMI and WGIV while climbing at WLOU. WKXI. WDIA and WJJS in the South. Added at KDAY and KSOL in the West Climbing at WKND and WILD in the East SEAWIND "What Cha Doin" " (A\&M) 49\% of our reporters are on it Climbing ai WAOK, WHRK, WVEE, WDIA, WJJS, WVOL and WOWI in the South. The Midwest shows an add at WBMX with medium airplay at WCIN, WDAO. WJLB and KPRS. Hot at WILD; climbing at WAMO and WXY in the East New at KSOL while climbing at KOAY in the West
BOOTSY "Mug Push" (WB) 49\% reporting airplay. Debuting at KMJQ and WVOL climbing at WGIV, WAOK. WJJS. WJMI and WOIC, and hot at WEAS in the South. Medium activity at WAMM. WBMX. WKWM. KATZ and WTLC in the Midwest Added at WAMO; climbing at WILD in the East. New at KDAY and climbing at KDKO in the West
LTD "Shine On" (A\&M) 49\% of our reporters are on it. Added at WDIA and WKXI, climbing at WLOU, WHRK, WVEE, WVOL and WJMI, and hot at WEAS, WYLD and WOIC in the South. The Midwest shows an add at WKWM, medium airplay at WJMO, WAMM and WDAO, and hot airplay at WCIN. New at WKND and climbing at WXYV in the East
ASHFORD \& SIMPSON "Happy Endings" (WB) 46\% reporting. Hot rotation at WJMI; climbing at WOIC, WVOL, WYLD, WJJS, WHRK, WVEE, WAOK and WGIV in the South. Added at WKWM, climbing at WAMM, and hot at WJMO and WOAO in the Midwest Medium airplay at WXYV and WILD in the East Climbing at KDAY in the West
MICHAEL HENDERSON "Prove It" (Buddah) $\mathbf{4 6 \%}$ reporting. Hot rotation at WJMI, WAOK, WLOU and WGIV while climbing at WEAS, WKXI and KMJQ in the South. The Midwest shows an add at WJLB; climbing at WJMO. KPRS and WBMX. Climbing at WAMO. WILD and WKND in the East. New at KOKO and KDAY in the West.
BAR-KAYS "Boogie Body Land" (Mercury) 46\% of our reporters are on it. New at WLOU and WKXI; climbing at WEAS, WAOK, WHRK, WVEE, WDIA, WJMI and WOIC in the South. Added at KATZ and WBMX; climbing at WJMO and WTLC in the Midwest. Debuting at WWIN while climbing at WXYV in the East. Added at KDKO in the West.
DIANA ROSS "It's My Turn" (Motown) 46\% reporting airplay. The South shows an add at WHRK, WVEE and WOIA while climbing at WKXI, WJJS, WPXI and WOIC with hot rotion at WGIV. Medium airplay at WCIN, WJMO. WJLB and KPRS with hot rotation at WDAO in the Midwest. Added at WXYV while climbing at WKND and WILD in the East
SWITCH "Love Over And Over Again" (Gordy) 46\% reporting activity. New at KDAY and climbing at KSOL in the West Hot at WKWM and WTLC; climbing at WDAO. WJMO and WBMX in the Midwest Added at WLOU and WGIV, climbing at WEAS, WJJS, WVOL and WOIC, and hot at WDIA, WAOK and WJMI in the South.
EARTH, WIND \& FRE "You" (ARC/Columbia) 46\% reporting. Added at WJLB; climbing at WKWM. WJMO. WTLC and WCIN in the Midwest. The South shows an add at WEAS, medium airplay at WLOU. WGIV. WAOK, WJJS and WOIC and hot rotation at WHRK and WVEE. Hot at WILD and WXYV: climbing at WKND in the East.
ROBERTA FLACK w/ PEABO BRYSON "Make The World Stand Still" (Attantic) $46 \%$ reporting activity. Added at WGIV. WAOK WKXI. WDIA. WYLD. WOIC and WOWI; climbing at WEAS in the South. Now at WCIN, WTLC. WJMO. WKWM and WJLB in the Midwest Debut ing at WWIN, WKND and WILD in the East.

ARETHA FRANKLIN "United Together" (Arista) 43\% reporting action. The South shows an add at WLOU, WJJS and KMJQ. climbing at WEAS. WAOK and WOIC, and hot at WYLD and WOIA. Climbing at WAMM. WBMX. WJLB, WDAO, WTLC and WCIN In the Midwest Hot at WAMO in the East
CON FUNK SHUN "Too Tight" (Mercury) 43\% reporting airplay. Added at WKXI: climbing at WGIV, WEAS, WAOK, WHRK, WVEE. WVOL. WJMI and WOIC In the South. The East shows an add at WAMO while climbing at WXYV. Debuting at WJLB and WKWM; cllmbing at WTLC in the Midwest New at KOKO In the West
LIPPS, INC. "How Long" (Casablanca) 37\% reporting activity. Climbing at WGIV. WAOK, WHRK, WVEE and KMJQ in the South. Medlum airplay at WXYV. WAMO and WKND in the East Added at WCIN and KPRS: cllmbing at WJLB in the Midwest. Medium activity at KOAY and KSOL in the West
KOAY and KSOL in the West
POINTER SISTERS "Could I Be Dreaming" (Planet) 37\% reporting. Climbing at WXY. WAMO and WILD in the East Medium alrplay at WLOU. WHRK. WVEE, WKXI, WJJS and WOIC in the South. New at WKWM; cllmbing at WDAO and WCIN in the Midwest Hot at KDAY in the West
DYNASTY "Do Me Right" (Solar) 37\% reporting. Added at WAOK and WJJS; climbing at WHRK, WVEE and KMJQ, and hot at WOIC in the South. New at WJMO; cllmbing at WTLC. at WHRK, WVEE and KMJQ, and hot at WOIC in the South. New at WJMO; climbing at WTLC.
KPRS and WAMM in the Midwest Medium airplay at WXYV and WKNO in the East CIImbing KPRS and WAMM in 1
at KOAY in the West
JONES GIRLS 'II Just Love The Man" (Philadelphia International) 37\% of our reporters are on it New at WLOU, climbing at WEAS, WDIA. WYLO and WJMI, and hot at WOIC in the South. Added at WKWM. WJMO and WJLB; climbing at WTLC and WAMM in the Midwest Hot at KDIA in the West Climbing at WKND in the East
STYLISTICS "Hurry Up This Way Again' (TSOP) 34\% of our reporters are on it. Hot rotation at WYLD, WJJS. WHRK and WVEE while climbing at WKXI in the South. The East shows it hot at WXYV and WAMO. Climbing at WAMM; hot at KPRS and WKWM in the Midwest Hot at KDIA and climbing at KSOL in the West
DONNA SUMMER "The Wanderer" (Geffen) 34\% reporting activity. Climbing at WJJS and KMJQ; hot at WOIC, WVOL WPXI, WHRK, WVEE and WKXI in the South. Hot at KSOL and KDKO in the West Hot at WJMO in the Midwest Heavy airplay at WXY in the East MAZE "The Look In Your Eyes" (Capitol) 34\% reporting. Added at WEAS, climbing at WLOU and WJMI, and hot at WOIC and WYLO in the South. The West shows an add at KDAY and hot rotation at KDIA. Climbing at WJMO. WOAO. WTLC and WAMM in the Midwest New at WAMO in the East
PARLIAMENT "Agony Of DeFeet" (Casablanca) 34\% reporting action. Debuting at WJJS. climbing at WLOU. WAOK. WKXI. WVOL WJMI and WOIC, and hot at WEAS in the South. Now at WBMX, climbing at KATZ and WKWM, and hot at WTLC in the Midwest CHLUTES "Heavenly Body" (Chi-Sound) 34\% reporting. Added at WGIV, WJJS and WJMI; ctimbing at WDIA, and hot at WLOU in the South. New at WCIN. climbing at KATZ and KPRS, and hot at WBMX in the Midwest Medium airplay at WKNO and WILD in the East

## NEW \& ACTIVE

LA TOYA JACKSON "If You Feel The Funk" (Polydor) 29\% reporting airplay. Climbing at KDAY in the West Hot at WCIN; climbing at WTLC and WAMM in the Midwest Medium airplay at WLOU. WAOK. WJJS. WJMI and WOIC in the South. Climbing at WILD in the East
FATBACK BAND "Let's Do It Again" (Spring) 26\% reporting. Climbing at WCIN, WJMO and WKWM; hot at WDAO in the Midwest. New at KDKO in the West Medium airplay at WKXI. WVOL and WOWI; hot at WLOU in the South.
NORMAN CONNORS "Melancholy Fire" (Arista) 26\% of our reporters are on it Added at WAOK, WOIA and WOIC; climbing at WVOL in the South. New at WBMX. KATZ and WAMM in the Midwest The East shows an add at WILD and WWIN.
JAMES BROWN "Rapp Payback" (TK) 26\% reporting airplay. New at WAMO: climbing at WKND and WILD in the East Added at WAOK and WJJS; climbing at WOIC and WLOU in the South. Debuting at KDKO in the West Climbing at WTLC in the Midwest
SLAVE "Watching You" (Cotillion) 26\% reporting. Added at WKXI and WOIC; climbing at WLOU and WJJS in the South. New at WKWM; hot at WTLC and WDAO in the Midwest Debuting at WILD and climbing at WKNO in the East
> $\sqrt{41574_{\text {AAD1O }}}$ HOTTEST
> herbie hancock GROVER WASHINGTON JR. DAVE VALENTIN $\qquad$
 JUDY ROBERTS BAND. SPYRO GYRA. STANLEY TURRENTINE. DAVID CHESKY BAND. ERIC GALE.
SONNY ROLLINS
SONNY ROLLINS....
MONTY ALEXANDER ..........
DEVADIP CARLOS SANTANA.
AHMAD JAMAL
HUBERT LAWS .
WZYMUTH.
Mr. Hands (Columbia) Winelight (Elektra) Land Of The Third Eye (GRP/Arista) The Other World (Inner City) Carnaval (MCA)
Use The Stairs (Milestone) Rush Hour (Columbia) Touch Of Silk (Columbia)
Love At First Sight (Milestone) Ivory \& Steel (Concorde) The Swing Of Delight (Columbia) . Intervals (20th) . Family (Columbia)
nherit The Wind (MCA) . Outubro (Milestone)




## CLAIRE FISHER

Salsa Picante (Discovery)

 CA. Lewrence Tanter.





# OPPORTUNIIIES 

## Openings

## EAST

All-nlght postition open. Good entry level for talented beginner. Primenly board work, some on-alr dutins
Tepen and reaumes to Tony Rose, WILK 88 N. Franklin St., Wilkes-Berre, PA 19711. No calle, EOE (11-28) WLAM/Lowlston-Aubum, Melno naeds an Intolligent, profesaional Production Director who will be in charge of all pheses of production including copy
wnting. studio work, eic. Includes a ehort airshift whing. studio work, etc. Includes a ohort airshift
WLAM is "1 in this seven-station market, with state WLAM is "1 in this esven-station market, with state RUSH tapes ond resumes to Gary Bruce, PD, WLAM Box 929, Lewiston. ME O4240 EOE M/F (11-28)

Entry-lovel postion for experionced announcer/pro duction. Tapes and reasumes to G. DeSolvarore, 13
Woodside Dnve, North Haven, CT O6473. EOE M/F Woodsid

WLAN-FM ts looking for a rop-notch, eggresalve axperienced sales Derson with management quelfi certion WLAN employees are emang the highest peid in central PA, with benefits to match. Address all resumes No phone calle plesese EOE 1112

Public Sarvice Director, Pop/Adutt personality and AOR personality opportunities open now ot one o needed yesterday. Send your personelity to us now. No beginners. Tspes and resumes to Bryan Mclntyre,
WYDDNKPA, Box 7050 , Pirtsburgh, PA 15212. No WYDDNKPA. Box 7050, P
cells please EOE M/F (11-28)
V100/Charteston. WV has immediate opening for xperlenced nowsperson. We've been searching so needed to keep us on top. If you're the one, send tape and resume to Gary Mitchell, V100, Box 4318, Charles-
ton, WV 25304 EOE M/F (11-28)

Beoutiful Music FM in medlum marker looking for Chief Enginoer. 1st ticker, expenence in eutometion
and tranamitters o must Send resume to GM, Box 6273. Whaeling, W 26003 . (11-28)

Experlonced $(2$ veira), mature ennouncer who Supert facility with winning ertitude. Join our team end grow. Closing date for epplications is Dec. 5th. Send tepe and resume ro Rob Scheibly, WHTN, Box 2288 .
Huntington, WV 25724. EOE M/F (11-28) WRAW, Mustc Radio 1340, Ia in search of o unique nighttime personality. If you have ar least one yeer expend me your aircheck end resume. Send eo Rick Ryd Operations Mgr.. WRAW, Box 1710. Reeding. PA 19603. No cells pleose. EOE M/F (11-28)

Arste opening ot Weahington's DC101. Need a topwhere the President lives. Send repes end resumes to Qave Brown. DC101, 1150 Connecticut Ave. NW Washington. DC 20036. No calls, just show us EOE

Nows person wantedI WINEWRKI-FM/Fairfiald County. CT looking for dynamic moming news person Supenor wning end deliverv. WRKI is 50 kw Super
sters: WINE is Pop/Adult with heeve sters: WINE is Pop/Adult with heow locel nows comWPEN/Philadelphia needs a worm, mature, creative Mioncinor for PM drive. WPEN is a Sinatra/Benne Contect Julien Breen, WPEN, One Bale Cynwyd Piaze Bela Cymurd, PA 19004. (11-28)

Fultimo ilgh porzon noosdad tor 80,000 wor $F M$
 (11-28), Brun Wick, ME O4011, on cal (20) 725.5507,

WOBKAlbery, long-wning AOR, seeks expertenced MD/nir personality who can also handle promotions Tapes and resumes immediately to John Cooper
WOBK, Box 1300 , Albony, NY 12201. EOE (11-28) Two positions now open for an experienced an nouncer and a dedicated Nows Director. Small Eas Geast AM, WSME, Box 1220 , Senford, ME 04073, or cell
(207) 324-7271 (11-28)

## Openings

Now acopting tapos and resuman for future openinge Live Contemporan Hit Radio AM, autometed Pool Adult FM. Some experience proferred. Send to Mike
Shiney, WHARMWHF, Box 2423 Clarkaburg W. 28301 or call (304) $824-5525$ (no collect cally). EOE M/F (11-28)

## SOUTH

WZ2XLOulaville's hottest AOR is looking for a Pro gram Director, Knowledge of paOple,menagement, pro nonon, resasich and markeling is desireable in addition Hilkert President Publice Hilkert, President, Publicast Comrnunications, 10000 KLIF/Dallas goas Country January 1 st. We're search ing for nation's best redio ontertimars to become par of a new Texas legend. If you're ready for a top 10 2255 N. Howthorne Lane, Indienapolis, IN 48218, EOE M/F (11-28)

Looking for peraonality communicator with top production skills for market's only 24 -hour AM station Jeckson, WTMC Redio Box 897 Ond resurne to Chuck call (904) 629-8008. (11-28)
Needed veaterday: Big voice hip Couintry lock for
afternoon drive and coploroduction. Join Floride thermoon drive and copy/production. Join Floride FM, Rt. 1, Box 105, Ft. Pierce, FL 33450, (11-28)
wSRF Country Ft. Lauderdale. Three years on-air end automation experience desired, Professional beck ground in CHR or Pop/Adult with a working knowledge of Country music. Send tapes, resumes, and selary 'e
quirements to Joe Muxwell WSRF, 3000 SW Both Ave nue. Ft. Leuderdele, FL 33314. EOE M/F (11-28)
KYKXLLongview. TX looking for the perfect Lerry to oin our Larry w/Lou morning teom, If you are an alive, maintein our "1 rating, rush tepes and resumes to Tom Bates, KYKX, Box 2727, Longview, TX 75606 , or cell (214) 757-2662. (11-28)

Moming announcer needed. Experienced only o Kerry Lambert, WIMZ, 901 East Vine Avenue. Knox ville, TN 37915. No cells plesse. EOE M/F (11-28)
Looking for nighttime jock who cen cook ot Texas Penhendle's number one. Tepes and resumes to Ron
Chase, PD KPUR Box 30000 Amarill TX 79120 Chase, PD, KPUR, Box 30000, Amarillo, TX 79120 EOE M/F (11-28)
0101 - East Mississippi's and westem Alabama's number one 100,000 -watt CHR station, is looking for a trong sir personality. Strong production also e must. Come join a winner. Rush tepes end resumes to Don
Holmes, Box 5314 , Meridian. MS 39301 , or cell ( 601 ) 693-2381. EOE M/F (11-28)

WQOK/Greenville. SC, 5000 wett stetion, is looking for a cornmunity-minded morning personality and
News Director. Send tapes end resumes to Gery Jackson. Box 7777, Greenville, SC 29610, or cell M/F (11-28)

Program Director/Operations Manager for ContemFM. C Also seeking Production Director/air personality radio. Send tepes and resumes to Richerd P Obley Contury Cormmunications, Box 170, Wilson, NC 27893
EOE M/F $(11-28)$

## MIDWEST

Needed: Two entertaining communicatore with a
very adult epproach for the top adult station in a seven very adult epproach for the top aduit station in a seven
signel market. Earn what you're worth - plus complete benefits. Production Director also needed. Oniy pros need apply. Tapes and resumes to Don Bowers, OM
KNOX, Box 1638, Grend Forks. ND 58201 , or cell (701) KNOX, Box 1638, Grend Forks. ND 58201, or call (701)
$775-4811 .(11-28)$

Needed: One uptempo, fun-loving efternoon drive personality for a CHR rocker in a grear college town. We are the top FM station in a seven-signal market.
Nica bucks and complete benafits. Tapes and resumes Nica bucks and complete benefits. Tapes and resumes
to Don Bowers, OM, KYTN-FM, Box 1638, Grand wEBCIDuluth oeaking air talent. Tepes end reaume o Jim Casey, PD, WEBC 1001 Ninth St., Duluth, MN

Openings
Program Diractor wanted for FM Rocker on the wo Number One. Need leader to take atation to tull po ket jock with strong adminigtrative sbillite major ma know jock with strong administrative abilities, with great to win. Others need not epply. OPA ta already e winner this is not a turnaround situgtion. Tapes, resumes and a briaf philosophy of programming a rock atation and - belory requirements to Lerry Lekoduk, Box 2983, Forgo NO 58108. No colls please. EOE M/F (11-28

Rere opening on stable FM staff for rock personality Must have natural warm dellivery, veny atrong pro winner a requirement. Excellent medium merket salan avallable. Tape, including production, to Larry Lakoduk Box 2983, Fargo, ND 58108. No calls please. EOE M/F (11.28)

Lost midday personality to major market. Immediate opening of KTYN/Minot, ND. Pop/Adult parsonalit plesse. No beginners. Sterting selary: $\$ 14,000$. Teper 58701, or cell (701) 852-0301. EOE M/F (11-28)

Stoner Broadcasting le eccepting applications from enterteining air personaities for future opanings. For
mase include News/Telk. Country. Pop/Adult, end mats include News/Telk, Country, Pop/Adult, ond to Glenn Bell, President, Stoner Broadcasting, 3900 N.E. Broadwoy, Des Moines, IA 60317 . EOE M/F (11-28) KFYR-AM/Y-93-FM/Bismarck now accepting ap plicetlons for news anchorireporter. Selary negotiable, excellent fringe benefite, Send tepe and resurne to
Merk Swarzeili, ND, Box 1738, Biamarck, ND 58502 EOE (11-28)

WDLB/Marshfleld. WI is accepting tapes and resumes for 7om-midnight sirshift plus production Fringe benefits include health end life insurence plen Contemporary Country format with hesw emphasis on
sports and information. Send tapes and resumes to Chris Michoels, WDLB G WLYY-FM, Box 630, Marsh field, WI 54449. EOE M/F (11-28)

Possible future openings for aftemoon and avening eir telent and a newsperson. Opportunity for advance-
ment into programming-telated roles. AOR experience ment into programming-telated roles. AOR experience
helpful. Tapes and resumes and salary requirements to Cary Poll, PD, WXEZ, 2965 Pickle Rd., Toledo, OH 43616. No cells please. EOE M/F (11-28)

KWEB ia looking for a strong morning drive person ality, a pro who likes to get up early, be involved in the format. 11 Po Ad AM AM in Americe Growing compeny Rush tepes, resume seler requiremente and brie summery of your personel redio philosophy to Operetions Maneger, KWEB, Broadcest Plaze, Rochester MN 55901. No cells pleese. EOE M/F (11-28)

Heftel Broedcasting's WYYS/CIncinneti is search Ing for America's best talent to fill a position as a night aged to epphy. Tapes end resumes to Par O'Briencour WYYS, 1132 W . Kemper Rd., Cincinnati, OH 45240 EOE MIF (11-28)

We are seeking en achievement-orianted individual to be PD of the next "1 stetion in a Midwest medium creative with person must be orgenized and highly A limitless future and extremely good money for th ight person. Tepes and resumes to Box 492, 1610

Accepring tapes end resumes for mida plus possible MD duties at WOHK/Ft. Wayne. Send io
Jetf DeWeese, Box 6000 Ft. Wayne, IN 46896 . EOE Jetf DeWeese, Box 6000, Ft. Wayne, IN 46896. EOE

WKKR/Evansville looking for strong morning per onality for modern Country station. Good bucks for " 11 , send tepe, resume, end recent photo to Gene Berr, WKKR, Box 3636, Evensville, IN 47735 . No
phone cells. EOE M/F (11-28)

WKCN/Tell City, IN, 2500 watt davtimer, looking for e dive/production. 30 miles to nearest night life; el municerors alreas, ferms, and three good adult corn 2's. If you can fit in and want to stev awhile, contac 11-28) WAPL, central Wisconsin 100,000 watt AOR, needs Shayne, WAPL. Box 1519, Appleton, Wi 54913. (11-28

## Openings

Looking for an experianced topical moming man OD individual Send tapes and rosumes to Box 1260 , Springfleld, MO 65805. EOE M/F (11-28)
Northwest Indiana station looking for Nows Director and aggressiva Bales Manager at local, but prolessional-sounding station. 35 miles from Chicogo, beautiful new racilities. Send tepes and remumes a ll Jim Molly at (219) 739 -2221 EOE M/F 11 2 28307

## WEST

Looking for midnight to Bam and AM drive at KIKX Tucson. Must have Country experiance. Tapes and
resumes to Bob Jones, Box 5588. Tucson, AZ 85703. EOE M/F (11-28)
KNVR-FM97 le expending our atath and searching for an attemoon announcer great in production, solid or top Chico FM rocker. Send tapes and reaumas to Brent Ferris, KNVR-FM97, Box 1167 , Paradise, CA S69. Immediate opening. EOE M/F (11-28)

KWFM/Tucson's number one rock station and voted One of the top stations in the nation is in search of a News Director who can create o News Dapartment what you do, where you've done $h$, end how much you'll do h for to Jim Rey, Box 13, Tucson, AZ 89702 No beginners or announcers. News people only. EOE (11-28)
KPLZ/Seartie has big shoes to fill. This opportunity is huge. We lost our ofternoon guy to WCFL. Are yo his replecement? Golden West Broadceasters in the
beautiful Pecific Northwest. Tape, resume, and "your ect" In writing to Jeff King PD KPL Z Pize 600180 Stewart St., Seatte, WA 98101. EOE M/F (11-28) KPNW/Eugene, OR ls expanding naws departmen streat needs experiehced person for both on-air and streat reporting. Good pey, liberal fringe benefits and
chance to work in beautiful environment, Women and Bruce McKay, ND, Box 1120, Eugene, OR 97440, No Bruce McKay, ND,
cells please ( $11-28$ )

Broadcest Associstes now accepting tapes and resumes for furure openings. "1 Country and AOR in Las Veges, "1 Oisco $G$ Oldies in EI Peso. "1 Beautifu Music in Albuquerque. Send info to Doug Shene
National PD, Box 15223 , Les Vegas, NV 89114 No please EOE (11-28)
WANTED: Newsperson who sleeps with scanner is aggresslve, creative and cen enchor efternoons. Hard with " 11 station in Top 100 merket, with heaw news coverege end great reputation. Company cer, decent bucks and great benefits. Cell Nows Director, Bob Brill, KUZZ, Bekersfield, CA (805) 393-1500, (11-28)

KTHO/South Lake Tahoe, CA is hiring creative Popladult air talent. Experienced only. Also Nows o Wade Axell. KTHO Box AM, S. Leke Tehoe, CA 95705. No cells please. EOE (11-28)

KFOD/Anchorege, AK is looking for a super afternoon drlve personality to entertain adults. If you ere cell. Excellent money and weekends aff. The cerch is, you gotte be demn goodl Contact Jim Scott, PD, 19071 344.9622 or send tapes and resurnes to KFOD, 9200 Leke OKis Perkway. Anchorege, AK 99507. EOE M/F (11-28)
Part-time end weskend instructors wanted. Mini murn 5 years experiance in ell phases of radio broad esting. Los Angeles area people preferred. Tepes en asting Workshoo, 1220 N . Highland Ave, Hollmwood

## PLEASE NOTE:

you may place your ad In the Oppor tunitles section by inall or phone. All Openings, Positions sought and Changes are free of charge. simply call us at (213) 553-4330 with your Information or mail it to Radio \& Records, 1930 Cen or mail it to Radlo \& Records, 1930 Cen
tury Park West. L.A., CA 90067 . Please be sure to let us know when you hav found a position or filled your opening

## CHANGES

## Radio

DIANE MARQUEZ named Account Executive at KUDL-FM/Kansas City, MO DANELLE LEONG joins KABL-AM-FM/San Francisco, CA as Account Executive TIM DOWTY moves to FM99 (KOZN-FM)/Imperial, CA from KAMP/EI Centro, CA BARBARA GROSIAK appointed Account Executive at FM99-WXLO/New York, NY KEN STANCIEL named Account Executive at WIND/Chicago, IL KATHY BERNI joins KYW/Philadelphia, PA Newsradio staff

## Record

ROBERT WRIGHT joins RCA Records as AGR Producer. Black Music

SUSAN BRONSON joins WIND/Chicago, IL Sales staff
ANDAFAVUZZI named RKO Radio Network Station Clearances Manager ANDREW C. GOLDBERG appointed new Account Executive at WNEW/New York LARRY S. BLUM named Regional Account Executive at WCUE-WKDD/Akron, OH ANNE O. WHOLEY appointed Account Execulive at KYW/Philadelphia, PA JON KNOTT has been promoted to PD at WWOMIAlbany. NY
DON PERRY has been promoted from Research Director to MD at KSO/Des BILL STEPHENS, formerly with F-105/Boston. MA, now doing swing shit WRKO/Boston, MA. WADE AXELL promoted to PD at KTHO/South Lake Tahoe, CA RADIO" RAY BIXLER has been upped to PD at Z-100 (VVZEN) Si

# OPPORTUNIIIES 

## Openings

## WEST

KNG8/Hanford, CA neede evening ennouncer. 1,000 -watt AM Country station is looking for a creative.
moderetely personality-oriented announcer with good moderetely perronality-oriented announcer with pood production akille and background in Country music to opportunity for right telent to work with staff end manopernent to realize medium market potential of amall market station with strong signal. Qualified fernale preferred. Tapes and resumeal to Tom Walls, PD, Box
Henford, CA 93232 . No calla plaese. EOE (11-28)

| Top major marker black -adult formatted atation seeks candidate for on-air Program Director poaition. Experience as PD and leoderthip qualitiea a must. If vou're ready for one of the best jobe in redio, send recent aircheck and resume to Redio E Records, Box 213, 1930 Century Park West, Los Angeles, CA 90087. |
| :---: |
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|  |  |

Be pert of the Bent team in progremming seles. vou are a programming oriented Seles Maneger or
Seles person looking for a new challenge in format Seles person looking for a now challenge in format
seles, call Ron Harrison at Drske-Chensult (213) 884 soles, cell Ron
7400 . (11-28)

> SOUTHERN CALIFORNIA station looking for multi-ztelented individuel to work in promotion, music, continuity, etc. Possible weekend and fill-in air shifts - news and jock. TYping a must. Resumes, referencee, semples and aircheck to Redio \& Records, Box 214, 1930 Century Park West, Los Angeles, CA 90067. EOE M/F

## Positions Sought

Helpl I noed out of this redio blz. Experienced in mult-rrack recording, mix-down, audio processing. digital, erc. I need a studio job somewhere, anywhere.
All I need is e good operation end a living. Call me in All I need is e good operation and al
Milweukee ar $(414)$ 228-8646. $11-28$ )

KEN SILVERSTEIN, currently Sports Director at KEN SILVERSTEWN, currently Sports Director at opportunity. Call (817) 281-6605. (11-28)

Female with 1 et ticket and six yesrs experience seeking on-sir iob ar medium to major mate
tect CHAIS (918) $544-7304$. (11-28)

Four-veer veteran of the redio wars looking for after-
noon drive position east of the Missisaippi and close to the Masson-Dixon Line. Previous experience ar Houston's 11 Beoutiful Music station end also esest Tennessee's "1 Country station. Heve college degree, am married with one in the hanger, and noed full-time. good-poying job in progremming ond/or anno
Contact B.J. GARRICK (815) $725-3517 .(11-28)$
J.T. AUSTIN of KZAP ready for a challenge in a lerger medium or major market. Strong production and pipes. Herd worker wants to be part of your team. Call
deys (eunup to eundown) (1918) $924-0284,(11-28)$ Coming scon to vour aree . . . young, verastile on nouncer, specisilizing in nows, epors, and play-by-play. market experience plus college degree. For preview call (301)949-0722.(11-28)

Experienced air personality looking to retum to NYIPA erea. Currently employed in South. Prefer small
or medium merket, Pop/Adutt or CHR. Also experienced in aports ennouncing. Cell (718) 781-8938 and leave mesteges. (11-28)
Go West, young man, go Wert. Horece Greeley once said that; I'm not sure what redio stetion he worked for, but I do want to move West. I am presently in Midwest
radio, would like to find home at personality Pop/Aduht or CHR station in West or Pecific Northwest. If interested, call me ar (915) ga9-1 103. (11-28)

How ebout this one? Humorous ad libbing intereating enterteiner, proven eudience repper. 10 veers experience.
Good phones. Help send this jobleas jock beck to Good phones. Help send this jobleas jock beck
work. (702) 873 -2593 or (702) 381 -6928. (11-28)
Former PD of WBGY-AM.FM, experienced all types programming, music, exceptional production. Former
Production Director WFOM/Marierta, GA. 7 years exProduckion Director WFOM/Marierts, GA. 7 vears ex want a worker, you've got it1 BILL WEST (912) 995 5363 or 895-2331 . (11-28)

Experienced, hardworking, relisble ennouncer with MD and PD experience. Avalable immediately. Excel ont voice, creetive production skills. Can handie play bV-pley. Excellent references. Prefer Pop/Aduit or ChE
in Now Englend but will consider all offers. GREG
ZEMLANNSKY, 781 Oak St., Lewiston, ME 04240 or ZEMLANSKY, 781 Oak
(207) 783-9280. (11-28)
"Whet You'va Alwoys Wanted To Know Abou Brown Cotton Gloves". . is just one of the books I've
written. 7 years at lest station, 5 as AM drive. PD, MD writen. 7 years at last station, 5 es AMv drive. Pedicered Prefer Pop/Adult or Country. 34 years old, ready to be a member of your team. Love CT and Bostón. For tepe
and reeume: DANNY KING (502) 426-0285. (11-28)

## Positions Sought

Aggreselve and hardworking nows and sports reporter looking for change. Went to continue my cereer with a quality now GREGG ANDERSON, 223 Knollwood roporting. Cont Dr ., Highlend Heights, KY 41076. (11-28)
Don't give up. Personality atill exista. Former KRBE pereonality looking for a great CHR station to contribute to. Show revalves around hurnor and eurprise. Have ebility to be best with the beet coech. If you're looking in Now Enore than time and tomp., plest will consider all offars. GREG in Now England, but will consider all offars. GREG
very entertaining redio show. 7131931.9163 afternoons, evenings, all dey Wed. end Th. (11-28)
Young. experienced PDIMD has spent several years on-air at legendery major Pop/Adult station, and seeks retum to programming modium market Adult or
Country. For info, cell mominge at ( 802 ) $779-2631$. (11-28)

Seek progressive opportunky in CA. Medium or large market. Meny veare experience in verious formats KEN MCKA $(714)$ 475-6303. (11-28)
STEVE O'NEAL, formerly of KASH/Eugene, looking for an on-air Production Director position. Automation beckground also. Will relocate enntere
Available now. (503) 935-3447. (11-28)

Journallsm gred. seeking aporsacasting position. EX perienced, will rolocate. KIM (608) 837-5288. (11-28)
Uptempo creetive afternoon personality is looking to relocate. 5 years experience both redio end TV. 182 phone and excellent production. Currently doing afer
noon drive in small market tourist ecanomy. KEVIN noon drive in smell market tourist economy. (11-28)

Young fernale with 4 years sxperience looking for on air end/or music position. Formerly WRVR and WCAU
FM. Formats include AOR, Jazz, Disco, and CHR FM. Formats include AOR, Jazt, Disco, and CHR Call (215) 879-0329. (11-28)

Major market Jock with programming and MD ex-
Nows Director with unique style. Personality plus Seeking upper-medium or major morket move. Grear
pipes, 5 years experiance. ALAN RICHARDS (219) 938 pipes, 5 yeprs experiance. ALAN RICHARDS (219) 938
$7731 .(11-28)$

Chief Englneer, 7 years experience. AM-FM and directional antennes Good eudio. Can do airshift. Call (812) 282-8538. (11-28)

Major market progremmer and OD looking to rebcate in your area. Country. CHR or P. Looking for position in Flegstaff sres. Must have good bucks. Good
track record, references on request, non-ir, 13 years experience. Management oriented. KEN (714) 464-8236 ofter 6 pm . 11 1-28)
Growth position In Nowa, programming or audience Oeserch sought. 11 years experience includes WCBM
WSBA, WYRE, WGAY, ond OK.100. Wants young WSBA, WYRE, WGAY, and OK-100. Want Voung

The Book le over, but it's no rime to let up the pace you've estrablished. Lat me round out your team with hard-working dedicated AOR communicator, whose 5 years plus expenence includea MD, promo resume after Spm EST. SHAWN (313) 559-4338. (11-28)

Night Owl for hire. I'm looking for en opportunity to meke things happen. Overnights for samell to medium markat station. Last experience in Chicego market. Willing to relocate. Prefer CHR but will consider anything interesting. 3rd clase. good produrtison (312) 853 municato. 0835 (11-28)

Dalles-Fy. Worth, I hove youl How ebout s job? Adult one-ro-one comrrunicator, 6 yeers the air. DAN (405) 947-4033. (11-28)

Very versatile black lock looking for immediate employment along the East coest. Prefer Pop/Adult or CHR. Prasently employed. Tape and resume available.
G.O. (205) 686-8428. (11-28)
KEVIN COAN (Cleve Reynolds) 9 years Clevelend. Akron, WZZP, WDMT, WLYT, WKDD, WCUE. Past 8 months PDIOM WVOT-WXYYWVIbon, NC.
sir of me-dium TV. 1216) 464-1439. (11-28) Avallable Dec. 1. RICH ABRAMS, mornings, MD,
KVOCICosper, WY. Also experience as PD. Get ready
for the Spring book. Country or Pop/Adult, Midwest preferred. (3071577-0057. (11-28)
Pop/Adult talent with programming beckground, 50\% adut increase in Rockford. Currently in Chicego. Look-
ing at other full-time positions. (815) 874 -7084. (11-28)

JOHNNY RITE tooking to re-enter rediolend. 5 years expenience in production and airwork. Would like small or medium marker AOR or CHA, possibly Country. Willing to relocate. Past experience with KAFY/Bakersfield,
KERN/Bakerstield, KBOS/Tulare and KFRE/Freeno. If
You're looking for a hardworking DJ, Call (213) 932 . 9859.(11-28)

KEN E. MARKS, the Urban DJ, is looking for CHR airwork in the West. Music and production director

For lease, one 13 year pro. Pop/Adult or CHR, may
also be used as PD or MD. No security daposir re. quired, terms of lease negotiable. DAVE CARLISLE quired, terms of lease negotiable. DA
(919) 633-1450 or (919) 637-9741. (11-28)

## Positions Sought

PD soeks now challenge ar Talk, News, Big'Bend, Pop/Adult or AOR atation. Prefer PD, assistant PD, or OM position. Will also consider air work if coupled with programming responelblity. 7 years experience. Raedy to relocate. LEO (302) 654-1148. (11-28)
Personalityl That's whet this young. ambitious jock can give vour station. CHR and Pop/Adult my apeciatty
Good production. TONY PETERS, 7573 Calle Curand Aneheim Hills, CA 92807
Radlo news pro with 21 veare experience in brosdcast joumalism, looking for better opportunity. Currently ND with Gult Coast Nowe/Talk formet, looking for similar position that offers job stability and a chance for advancement. Experienced in all formats
reporter and enchor. (205) 433-2082. (11-28)

Hovi Are you tired of boring your sudience to tears? Isn't it sbout time you had some entertainment between eongs? Wouldn't you like some DJs with person-
ality, charisme, etyle for change? if the answers to ality, chariems, style for change? if the enswers ro
these questions ara yes or even maybe, contact us. Wo these questions are yes or oven mavbe, contact us. Wo
make boeutiful radio together. Northeast preferred. HAL HALL and LARRY McRAE (212) 331-7408. (11-21)

VAL PATRICK, 18 yeers experience, worked major. medium, emall markets as PD, MD and was manager of a small market station. Con handle all types of for mats, plus ploy-by-blay 883-9826.111-21)
Female Nows Director in small market autometed atetion seeks postition as part of news steff in medium
market station. Willing to relocete. DEBBIE (317) 9332252. Ask for turther phone number. (11-21)

10 year redto vet in Northesst looking in PA. Present AM drive and MD, Inverested in steble PD, MD end/or
air position. Experionce: PD, MD, promotion, research, air position. Experience: PD, MO, Prooth, HM drive great production. Impeccable record with references. For a servous professional relationship in the Northeast call efter 5 EST. ( 717 ) 622-2319. (11-21)
Bleck Bey Area rocker with 7 years experience wents full-time work. Good with production, newscasting,
REB, and jazz formats. Will relocate. STEFAN (415) 548-3561. (11-21)
Medium market personality near top 10 reedy move up. (215) 378-1805 and leave messege. (11-21)
Are you consldering e format shift or an owner change? Then don'r call me. l've been there. l've been ofd single male looking to get beck into rock. 2 years commerciel experience, presently working st 12 station with 2nd highest daypart. (ARB, AMM). Experience.
KDLK and KPAN. BRUCE (915) 692-8783 during nonKDLK and KPAN. BRUCE (1915) 692-9783 during nonbusiness hours CST or write 2028 S. 20th. Abilene. TX
$79602.111-21$ ) 78602. (11-21)

Experienced personality jock with top notch producton akills, MD experience and good voice looking for
position to fill right now. Stable emplovee and family men. Prefer sunbelt states but will consider all offers. Ploase call LARRY KAYE (203) 229-3898. (11-21)
JAY MICHAELS going home to Dallas/Fort Worth. Availeble Dec. Nine vesre experience "1 aftemoon drive
lest 2 ARB'E at WBCS/Milweukee. A solid pro, good reflest 2 ARB's at WBCS/Milweukee. A solid pro, good refPromos and production talent strong. Must be Dsilss/ Ff. Worth merket. 1817) 292-4054. (11-21)
DON MICHAELS, midday jock, 6 years experience, ell (714) 729 . $3756 .(11-21)$

Old fock, been in radto since '52. Cen do everything. Found Country 5 yeare so. Willie-Wavion-Paray-Hank end good oldies. Prefer 12 midnight-8am or get om
Coneider sill. BOB DANIELS (808) 271-3397. (11-21)

PM drtue jock looking to move to rocker in West PM drue Jock (100king

Your seerch has just ended. Itm à radio work aholic, 8 yeers axperience including top 50 merket air telen and secondery market progrsmmer with proven ratings discuss your opening (11-21)

## Miscellaneous

KIZZ/Minot, NO needs oldiee service from sll labels. Contemporary format, Jim Henneman, KIZZ, Box 2188 WJVASouth Bend, IN changing formate to Pop Adult. Need product from all libels. Send to Dan Alen, WJVA, 1129 N. Hickory, South Bend, IN 46615 (11-28)
KRST.FM/ANbuquerque in need of Country record service from all labels, majors included.
3280 , Albuquerque, NM 87110. 111-21)

Neoded: KHJ/Los Angelesं aircheck from Bom-10pm rom Fri, Nov. 7, 1980. Contect Sreven Kay (1905) 832

CHYR. Essex Country's "1 rocker, looking for sorvice CHYR, Essex Country Ontario NBH 1L3. (11-21)
KRKO/Evarett, WA requesta eny and all service on Ill jazz proder Box 1227. Everert WA 98208. (191 21)

Goods \& Services
Current West Coast Airchecks lasue "8 features KCBQCharlie \& Hierngen (ComemKHJCOuntry Caseetes 85. CALIFORNIA AIRCHECK, Box 440e, Sen Diego, CA 92104.
'66-'78 Classic Airchecks Issue WC. 1 features WNBC/Imus $E$ Morgan 7.73,
WBBFIJesaice Sevitch $6-67$ KH/Chedis KHBJ/Charlie Van Drke 9-73, KFRC/Dr. Don Rose 2-76, KMPC/Gary Owens 1978, KFWBIJoe Yocem 988. Cas-
settes $\$ 10$. CALIFORNIA AIRCHECK, Box 4408 , San settes 110. CALIF
Diego, CA 92104.

## Cartridge Reloading

Factory authorized rebuild service on Aristocert, Cop-
itol/Audiopak A-2، AA-3. Fidelipac Certridges. Fast tum around. BROADCAST CARTRIDGE SERVICE, 15131 Triton Lane. 108. Huntington Beach. CA 92849 (800) 854-6419 or (714) 898-7224.

## Creative Broadcast Services Agency

"Media Placement Professionals" Radio-TV-Cable
Record confidentially requests female resumes Record confidentially requests female resumes to applicents. 6290 Sunsei E Vine. Sth fioor, Hollmwood, CA 90028 (213) 487-8151.

## Sound Effects

 Complets 26 LP sound effects library with over 750differant effects. Quick cued and produced exclusively
for broadcasters. 8195.00 for the entire set plus 85.00 for broadcasters. 8195.00 for the entire ser plus 85.00
shipping. Send for cataly to VALENTINO INC 151 shipping. Send for catalog to VALENTINO INC.. 15
West 48th Sr., N Y.. N.Y. 10036 or phone (212) 246 West 4
4675.
:60's And :30's Music Beds
Tired of subscriptions? Monthly fees for years old
music? 100 different contemporary musical spot beds or one price. No rovalies, no clearances, 875.00 plus 151 West 46 th Sr. N.Y., N.Y. 10036 (212) 246-4675.

## Christmas Programming Package

122 Chrietrines tivs and seesonel songs in our CHRISTMAS PROGRAMMING PACKAGE. Availbble to redio stations more info - write of Cell: THE MUSIC DIRECTOR PROGRAMMING SERVICE, Box 103. Indian Orchard MA 01151. (413) 783-4628.

## Newl!! Creative Record Intros

 Twice monthly 45 to 55 TAYLOR-MADE INTROS concieoly developed. 2 samples just 82 to SCOTTKEENE, 13811 Valley Vista, Sherman Oaks, CA 91423

## Broadcasters' Action Line

Job referral service - $\$ 40.00$ for 12 months, R3, Box B4,
Lexington, IN 47138, (812) 889 2907. Free to emplovers.

## 'Radio's Premiere Comedy Service'

FREE SAMPLE ISSUE of radio's most popular humo service' O'LINERS. 1448. AR West
CA 93711 or phone 1209) 431-1502

Lola's Lunch
OROP YOUR PANTS. grab your socks, here come the
 48197

## Two ½-Hour Christmas

## Program Specials

Christmas in The Air" features readings by James
Mason, Claire Bloom, Alec Guiness. Beautiful, exciting music. "Moods of Christmas" features a variety of music in an audio extravaganza. Compatible with any Wilehire Blvd. Los Angeles, CA 90036 .


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

KOOL \& THE GANG "Celobration" (De-Lite) TEDDY PENDERGRASS "Love TKO" (Philadelphia International) CAMEO<br>"Keep It Hot' (Chocolate City) STEVIE WONDER<br>\section*{"Master Blaster (Jammin')" (Tamla)}<br>GEORGE BENSON<br>"Love X Love" (WB)<br>JACKSONS<br>"Lovely One" (Epic) REDDINGS<br>"Remote Control" (BID) PATRICE RUSHEN "Look Up"' (Elektra) MANHATTANS<br>'I'Il Never Find Another' (Columbia) LARRY GRAHAM<br>"When We Get Married" (WB) PRINCE<br>"Uptown" (WB) HEATWAVE<br>\section*{"Gangsters Of The Groove" (Epic)} TAVARES<br>"Love Uprising" (Capiton) LAKESIDE<br>"Fantastic Voyage" (Solar) LENNY WHITE "Kid Surff" (Elektra)

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

RAY, GOODMAN \& BROWN "Happy Anniversary" (Polydor) 49\% reporting. Added at WJLB, climbing at WJMO, KATZ and WCIN, and hot at WDAO, WBMX and WAMM in the Midwest. Hot at WJMI and WGIV while climbing at WLOU, WKXI, WDIA and WJJS in the South. Added at KDAY and KSOL in the West. Climbing at WKND and WILD in the East. SEAWIND "What Cha Doin" " (A\&M) 49\% of our reporters are on it Climbing ai WAOK, WHRK, WVEE, WDIA, WJJS, WVOL and WOWI in the South. The Midwest shows an add at WBMX with medium airplay at WCIN, WDAO, WJLB and KPRS. Hot at WILD; climbing at WAMO and WXYV in the East. New at KSOL while climbing at KDAY in the West
BOOTSY "Mug Push" (WB) 49\% reporting airpley. Debuting at KMJO and WVOL climbing at WGIV, WAOK, WJJS, WJMI and WOIC, and hot at WEAS in the South. Medium activity at WAMM, WBMX. WKWM, KATZ and WTLC in the Midwest Added at WAMO; climbing at WILD in the East Now at KDAY and climbing at KDKO in the West
LTD "Shine On" (A\&M) 49\% of our reporters are on it Added at WDIA and WKXI, climbing at WLOU, WHRK, WVEE, WVOL and WJMI, and hot at WEAS, WYLD and WOIC in the South. The Midwest shows an add at WKWM, medium airplay at WJMO. WAMM and WDAO. and hot airplay at WCIN. New at WKND and climbing at WXYV in the East
ASHFORD \& SIMPSON "Happy Endings" (WB) $46 \%$ reporting. Hot rotation at WJMI; climbing at WOIC, WVOL. WYLD, WJJS, WHRK, WVEE. WAOK and WGIV in the South. Added at WKWM, climbing at WAMM, and hot at WJMO and WDAO in the Midwest Medium airplay at WXYV and WILD in the East. Climbing at KDAY in the West.
MICHAEL HENDERSON "Prove It" (Buddah) 46\% reporting. Hot rotation at WJMI. WAOK, WLOU and WGIV while climbing at WEAS, WKXI and KMJO in the South. The Midwest shows an add at WJLB; climbing at WJMO. KPRS and WBMX. Climbing at WAMO. WILD and shows an add at WJLB; climbing at WJMO. KPRS and W
WKND in the East. Now at KDKO and KDAY in the West.
BAR-KAYS "Boogie Body Land" (Mercury) 46\% of our reporters are on it. New at WLOU and WKXI; climbing at WEAS, WAOK, WHRK, WVEE, WDIA. WJMI and WOIC in the South. Added at KATZ and WBMX; climbing at WJMO and WTLC in the Midwest Debuting at WWIN while climbing at WXYV in the East. Added at KDKO in the West.
DIANA ROSS "It's My Turn" (Motown) 46\% reporting airplay. The South shows an add at WHRK, WVEE and WDIA while climbing at WKXI, WJJS. WPXI and WOIC with hot rotion at WGIV. Medium airplay at WCIN, WJMO, WJLB and KPRS with hot rotation at WDAO in the Midwest. Added at WXYV while climbing at WKND and WILD in the East.
SWITCH "Love Over And Over Again" (Gordy) 46\% reporting activity. New at KDAY and climbing at KSOL in the West Hot at WKWM and WTLC; climbing at WDAO, WJMO and WBMX in the Midwest. Added at WLOU and WGIV, climbing at WEAS, WJJS, WVOL and WOIC , and hot at WDIA, WAOK and WJMI in the South.
EARTH, WIND \& FRE "You" (ARC/Columbia) 46\% reporting. Added at WJLB; climbing at WKWM. WJMO, WTLC and WCIN in the Midwest The South shows an add at WEAS. medium airplay at WLOU, WGIV, WAOK, WJJS and WOIC, and hot rotation at WHRK and WVEE. Hot at WILD and WXYV; climbing at WKND in the East.
ROBERTA FLACK w/ PEABO BRYSON "Make The World Stand Still" (Atantic) 46\% reporting actulty. Added at WGIV. WAOK. WKXI, WDIA. WYLD, WOIC and WOWI; climbing at WEAS in the South. New at WCIN. WTLC, WJMO, WKWM and WJLB in the Midwest. Debuting at WWIN. WKND and WILD in the East.

ARETHA FRANKLIN "United Together" (Arista) 43\% reporting action. Tha South shows an add at WLOU, WJJS and KMJQ, cllmbing at WEAS, WAOK and WOIC, and hot at WYLD and WDIA. Climbing at WAMM, WBMX, WJLB, WDAO, WTLC and WCIN in the MId. west Hot at WAMO in the East
CON FUNK SHUN "'Too Tight" (Mercury) 43\% reporting alrplay. Added at WKXI; climbing at WOIV. WEAS, WAOK, WHRK, WVEE, WVOL, WJMI and WOIC in the South. The East shows an add at WAMO while climbing at WXYV. Debuting at WJLB and WKWM; cllmbing at WTLC in the Midwest New at KDKO in the West
LIPPS, INC. "How Long" (Casablanca) 37\% reporting activity. Climbing at WOIV WAOK. WHRK, WVEE and KMJQ in the South. Medium alrplay at WXYV. WAMO and WKND in the East Added at WCIN and KPRS; climbing at WJLB in the Midwest Medlum activity at in the East Added at WCIN and
KDAY and KSOL In the West
POINTER SISTERS "Could I Be Dreaming" (Planet) 37\% reporting. Climbing a WXYV, WAMO and WILD in the East Medium airplay at WLOU, WHRK, WVEE, WKXI, WJJS and WOIC in the South. New et WKWM; climbing at WDAO and WCIN in the Midwest Hot at KDAY in the West.
DYNASTY "Do Me Right" (Sotar) 37\% reporting. Added at WAOK and WJJS; climbing at WHRK, WVEE and KMJQ, and hot at WOIC in the South. Now at WJMO; climbing at WTLC, KPRS and WAMM in the Midwest Medium alrplay et WXYV and WKND in the East Climbing at KDAY in the West
JONES GIRLS "I Just Love The Man"' (Philadelphia International) 37\% of our reporters are on it Now at WLOU, climbing at WEAS, WDIA, WYLD and WJMI, and hot at WOIC in the South. Added at WKWM. WJMO and WJLB; climbing at WTLC and WAMM in the Midwest Hot at KDIA in the West Climbing at WKND in the East
STYLISTICS "Hurry Up This Way Again" (TSOP) 34\% of our reporters are on th Hot rotation at WYLD. WJJS. WHRK and WVEE while cllimbing at WKXI in the South. The East shows it hot at WXYV and WAMO. CIImbing at WAMM; hot at KPRS and WKWM in the Midwest Hot at KDIA and climbing at KSOL in the West
DONNA SUMMER "The Wanderer" (Geffen) 34\% reporting activity. Climbing at WJJS and KMJQ: hot at WOIC. WVOL WPXI, WHRK, WVEE and WKXI in the South. Hot at KSOL and KDKO in the West Hot at WJMO in the Midwest Heavy airpley et WXYV in the East MAZE "The Look In Your Eyes" (Capitol) 34\% reporting. Added at WEAS, climbing at WLOU and WJMI, and hot at WOIC and WYLD in the South. The West shows an add at KDAY and hot rotation at KDIA. Climbing at WJMO. WDAO. WTLC and WAMM in the Midwest Now at WAMO in the East.
PARLIAMENT "Agony Of DeFeet" (Casablanca) 34\% reporting action. Debuting at WJJS, climbing at WLOU. WAOK, WKXI, WVOL, WJMI and WOIC, and hot at WEAS in the South. New at WBMX, climbing at KATZ and WKWM, and hot at WTLC in the Midwest CHL-UTES "Heavenly Body" (Chi-Sound) 34\% reporting. Added at WGIV. WJJS and WJMI; climbing at WDIA, and hot at WLOU in the South. Now at WCIN, climbing at KATZ and KPRS, and hot at WBMX in the Midwest. Medium airplay at WKND and WILD in the East

## NEW \& ACTIVE

LA TOYA JACKSON "If You Feel The Funk" (Polydor) 29\% reporting airplay. Climbing at KDAY in the West Hot at WCIN; climbing at WTLC and WAMM in the Midwest Medium airplay at WLOU, WAOK. WJJS, WJMI and WOIC in the South. Climbing at WILD in the East.
FATBACK BAND "Let's Do It Again" (Spring) 26\% reporting. Climbing at WCIN, WJMO and WKWM: hot at WDAO in the Midwest. New at KDKO in the West Medium airplay at WKXI, WVOL and WOWI; hot at WLOU in the South.
NORMAN CONNORS "Melancholy Fire" (Arista) 26\% of our reporters are on it Added at WAOK, WDIA and WOIC; climbing at WVOL in the South. Now at WBMX, KATZ and WAMM in the Midwest The East shows an add at WILD and WWIN.
JAMES BROWN "Rapp Payback" (TK) 26\% reporting airplay. Now at WAMO; climbing at WKND and WILD in the East Added at WAOK and WJJS; climbing at WOIC and WLOU in the South. Debuting at KDKO in the West Climbing at WTLC in the Midwest
SLAVE "Watching You" (Cotillion) 26\% reporting. Added at WKXI and WoIC; climbing at WLOU and WJJS in the South. Now at WKWM; hot at WTLC and WDAO in the Midwest. Debuting at WILD and climbing at WKND in the East.
herbie hancock

$$
\begin{gathered}
\text { JAZZ } \\
\text { HOTTEST }
\end{gathered}
$$

GROVER WASHINGTON JR. DAVE VALENTIN.
JUDY ROBERTS BAND. SPYRO GYRA. STANLEY TURRENTINE. DAVID CHESKY BAND.

## ERIC GALE

SONNY ROLiLiNS
MONTY ALEXANDER
DEVADIP CARLOS SANTANA.
AHMAD JAMAL
HUBERT LAWS
WILTON FELDER.
AZYMUTH
. Mr. Hands (Columbia) Winelight (Elektra) Land Of The Third Eye (GRPIArista) . . The Other World (Inner City) Carnaval (MCA)
Use The Stairs (Milestone) . Rush Hour (Columbia) . Touch Of Silk (Columbia) . Love At First Sight (Milestone) ........ . Ivory \& Steel (Concorde) The Swing Of Delight (Columbia) . Intervals (20th) . Family (Columbia)
Inherit The Wind (MCA) . Outubro (Milestone)

CLAIRE FISHER
Salsa Picante (Discovery)

 CA. Lowrence Tenmo.


# OPPORTUNIIIES 

## Openings

## EAST

All-night position open. Goodentry level for intented Tapes and St. Wilkee-Barre. PA 18711. No cells, EOE (11-28) WLAM/Lowinton-Auburn, Matne neode en intell gant, profassional Production Director who will be writing. studio work, etc. Includes including copy WLAM is "1 in this seven stetion marker, with state RUSH iapelifies and a great working atmosphere Ros tapes and resumes to Gary Bruce, PD,
Box 929 , Lewiston, ME 04240 EOE M/F (11-28)

Entry-lovel postion for experienced announcer/pro Woodside Drive. North Haven, CT Destil. EOE M/F 11-28)

NLAN-FM to looking for a top notch, aggreasive axperianced soles person witt, manegement qualifiCentral PA, with benefite to match. Address ell resumes
to Bill Cifuni, 252 N . Queen St. Lancaster. PA 17603. No phone cella plesse. EOE (11-28)

Public Sarvice Director, Pop/Aduts porsely and AOR personality opportunities open now at one of reeded vesterdey. Send your personality to fight telen beginners. Tepes end resumes to Bryen Mcintyre, Calla please. EOE M/F (11-28)
v100/Charieston, WV has immediate opening for ong end haven'? yer found a pers been searching so needed to keep us on top. If you're the one send tope and resume ro Gary Mirchell, V100, Box 4318, Cherleson, W 25304 EOE M/F (11-28)
Boautifut Music FM in medium marker looking for Chisf Enginoer. 1st ticket, experience in autometion 6273. Wheeling. WV 28003. (11-28)

Experionced 12 vears), mature announcer who oves Country music. Position is with a fine compeny. grow. Closing dete for epplicetions. is Dec. 5th. Send ene end resume to Rob Scheibly, WHTN, Box 2288

WRAW, Music Radio 1340, is in search of a unique nightilme personality. If you heve et leest one yeiar expenience end cen communicete with edults 25-44, Operations Mgr.. WRAW, Box 1710. Reeding, PA

A rare opening at Washington's DC101, Need a topnotch news communicetor to work in the seme city where the President lives. Send tepes end resumes to
Deve Brown, DC101. 1150 Connecticur Ave. NW, Weshington, DC 20036. No cells, just show us. EOE

Nows person wanted WINEWRKI.FM/Fairfield County, CT looking for dynemic maming news person. Superior writing and delivery. WRK1 is 50 kw Super-
sters: WINE is Pop/Adult with heew, locel news commitment. Rush tepes end resumes to Mike Allen, ND

WPEN/Philadelphis needs a warm, mature, creative ontartainar for PM drive. WPEN is a Sinatra/Bennet MOR station with emphasis on $35+$ demogrephics Bentect Julien Breen, WPEN, On

Full-rime nlght person needed for 80,000 wett FM in New Englend. Tapes end resumes to Per McDonald.
Box 900. Brunswick. ME 04011, or call (207) 725-5507. Box 900. Brunswick. ME 04011, or call (207) 725-5507
wask/Albany, long-running AOR, expertenced MD/air personalty who can also handle promotions Tapes and resumes immediately to John Cooper
WOBK, Box 1300 , Albany, NY 12201. EOE (11-28)

Two positions now open for an experienced en nouncer end e dediceted News Director. Small Eesi Geffke, WSME, Box 1220 . Senford, ME 04073, or cell
(207) 324-7271. (11-28)

## Openings

Now acopting tapes and resumas for tuture openinge Live Contemporery Hit Redio AM, eutomated Pop/
Adult FM. Some experience prefurred. Send to Mike Adul FM. Some experience preferred. Send to Mike
Stiviley, WHARMWHF, Box 2423 , Clarketharg, W' 28301 ,

## SOUTH

WZZX/Loulsvillo's hottoat AOR is looking for a Program Director. Knowledge of people, manegoment, proto omar veearch and marketing is desireable in addition Hilkert Proidibl Pe Surd rapes and restumes to Rogen Shelbwille Rd. Louigville. KY 40223. EOE M/F (11-28) KLIF/Dallas goes Country January 1at. We're search Ing for nation's best radio entertainers to become pari of a new Texes legend. It vou're ready for a top 10 2256 N . Hawthorne Lane, Indianepolis, IN 48218. EOE M/F (11-28)
Looking for personality communicstor with top production akills for marker's oniv 24 -hour AM station mmediate opening. Send tepe and resume to Chuck Jackson, WhC Radio, Box 897, Ocale, FL 32670, or cell 190
Needed yesterday: Bla voice hip Country jock for
afternoon drive end coplproduction aftemoon drive and copy/production. Join Floride FM, Rt. 1, Box 105, Ft. Pierce, FL 33450 . (11-28)

WSRF Country Fy. Leuderdale. Three yeers on-air and utomation expenience desired. Proteasional background in CHR or Pop/Adult with a working knowledge of Country music. Send tepes, resurnes, end selary re-
quirements to Joe Mexwell WSAF 3000 SW 60th Avehue, Ft. Leuderdele, FL 33314 , EOE M/F (11-28)

KYKXLONGViow, TX oin our Larry whiou morning team. if you ere en ellive, weinteln our "1 rating rush tapes end resumes to cen Bates, KYKX, Box 2727, Longview, TX 75606, or cell (214) 757-2662. (11-28)

Moming announcer needed. Experienced only. Right bucks for the right person. Tepes end resumes aille. TN 37915. No cells plee日e EOE M/F (11-28)
ore
Looking for nighttime jock who cen cook et Texes Penhendie's number one. Tapes end resumes to Ron Chase, PD, KPUR, Box 30000 , Amerillo, TX 79120. EOE M/F (11-28)
Q101-Eest Mississippi's and westem Aleberme number one 100,000 -wett CHR station, is looking for a
strong air personality. Strong production elso e must Come join e winner. Rush tepes end resumes to Don Holmes, Box 5314, Meridi
693-2381. EOE M/F (11-28)

WOOK/Greenville, SC, 5000 wert station, is looking for a community-minded morning personality and
News Director. Send tapes and resumes io Gery Jeckson, Box 7777 , Greenville, SC 29610, or cell 1803

Program Director/Operations Manager for Contem FM. Collige end programming experience TM Country Also seeking Production Director/air personelity. Both positions require people who are excited ebou Century Fommunications, Box 170, Wilson, NC 27893

## MIDWEST

Needed: Two entertaining communtcotors with e
very adult approech for the top edult station in e seven signel merker. Earn whet you're worth - plus complete need epply. Tepes and resumes to Don Bowers, OM
KNOX, Box 1638, Grend Forks, ND 58201 , or cell (701) KNOX, Box 1638, Grend Forks, ND 58201, or cell (701)
$775-4611 .(11-28)$

Needed: One uptempo, fun-loving afternoon drive personelity for a CHR rocker in a greer college town. We are the top FM station in a seven-signal merket,
Nice bucks end complete benefits. Tepes and resumes to Don Bowers, OM, KYTN-FM, Box 1638, Grand

WEBC/Duluth seoking air tolent. Tepes and resumes to Jim Cesey, PD, WEBC 1001 Ninth St., Duluth, MN

## Openings

Program Director wanted for FM Rocker on its wo re Number One. Noed leader to take station to full po tential. Must presently be a successful PD or mojor mar
ket jock with atrong edminiatrative abilitios, with grea ket jock with strong administrative abilitios, with grear
knowledge of rock $\&$ roll music end an intense deaire to win. Others need not epply. a98 is already a winner this is not a turnaround struation. Tepes, resumee and a briet philosophy of programming e rock etation and selary requiremonts to Larry Lakoduk, Box 2983, Fergo ND 58108. No cells please. EOE M/F (11-28)
Rare opening on stabla FM ateff for rock personaity Must have natural warm delivery, very etrong pro winner a requirement. Excellent madium merket ealen avaliable. Tepe, including production, to Larry Lakoduk
Box 2983, Fargo, NO 58108 . No Caile please. EOE M/F Box 2983, Fargo, ND 58108 . No Calle please. EOE M/F
$(11-28)$ (11-28)
Lost midday personality to major market. Immediate opening at KTYN/Minot, ND. Pop/Adult personelity pleese, No beginners, Sterting eelary: 814,000 . Tepes 58701 , or cell 701 ) 852 20301. EOE M/F (11-28)

Stoner Broadcosting is accepting applicotions from entertaining air personalities for fufure openings. For
mate include News/Talk, Country. Pop/Adult, and mote include News/Talk, Country, Pop/Adult, and
AOR. Send tepe, rosume and selary requiremente to Gienn Bell, President, Stoner Broadceasting, 3900 KFYR-AM/Y-93-FM/Bismarck now acceping ap plications for news enchor/reporter. Salary negotieble excellent fringe benefits. Send tape end resume to
Mark Swartzell, ND, Box 1738 , Bismerck, ND 58502 Mark Swart
EOE (11-28)

WDLB/Marshfield, $W$ I is occepting tapes and resumes for 7pm-midnight eirshift plus production
Fringe benefits include heelth end lite insurance plan Fringe benefits include heelth end life insurence plan Contemporary Country formet with heew emphesis on sports end informetion. Send tepes and resumes to
Chris Micheels. WDLB $\&$ WLJY-FM, Box 630 , Marsh field, WI 54449. EOE M/F (11-28)
Possible future openings for eftemoon end evening eir telent and e newsperson. Opportunity for advencement into progremming-releted roles. AOR experience to Cery Poll, PD, WXEZ 2965 Pickie Rd requirements 43616. No cellis please. EOE M/F (11-28)

KWEB is looking for a strong morning drive personality, e pro who likes to get up early, be involved in the former ity, ond 1 dit Americe. Growing compeny, good pey end benefite Rush tepes resume soler good Dor ond summery of your personel redio philoaophy to Operetions Meneger, KWEB, Broedcest Plaze, Rochester MN 55901. No cella pleese. EOE M/F (11-28)
Heftel Broedcesting's WYYS/Cincinneti is seerch ing for America's best telent to fill e position as e nighteged to apply. Tepes end resumes to Pat O'Brien, PD WYYS, 1132 W. Kemper Rd., Cincinnati, OH 45240 EOE M/F (11-28)

We are seeking en echievement-oriented individua to be PD of the next "1 stetion in a Midwest medium merket. This person must be orgenized end highly A limitless future end ext production and promotion. right person. Tepes end resumes to Box 492. 1610 Argyle Ave. Hollywood, CA 90028. EOE M/F (11-28)

Acceping tapes and rasumes for middeys Count Jeff DeWeese, Box 6000, Ft. Weyne, in 46896. EOE M/F 111 -28

WKKR/Evansville looking for strong morning pe person who cen do it ell. If you have strong dess be "1, send tepe, resume, and recent photo to Gene
Berry, WKKR, Box 3636, Evensville, IN 47735. No hone cells. EOE M/F (11-28)

WKCN/Tell City, IN, 2500 -watt devtimer, looking for M drive/production. 30 miles to neerest night life; el municators already here for a Pop/Adule format getting 42's. If you cen fit in end went to stey awhile, contect
John David Sell, Box 1140, Tell City, IN 47586. EOE John D
$(11-28)$
WAPL, central Wisconsin 100,000 watt AOR, needs News Director. Send tepes end resumes to Weyn
Sheyne, WAPL, Box 1519, Appleton, WI 54913

## Openings

Looking for an experianced toplcal morning man mp indivinerker located in the Ozerks. Good pay for top individual. Sond tepes and reaume
Springtiold, MO 65B05. EOE M/F $111-28)$

Northwest Indiana station looking for Now Director and agoreseive Salas Managar at local
but profesional sounding station. 35 miles from Chi cseo besuliful new facillities. Send ispes and resume to WFLM, 10200 S . Broadwey, Crown Point, IN 46307 or call Jim Holly of (219) 738-2221. EOE M/F $(11-28)$

## WEST

Looking for midnight 10 Bam and AM drive at KIKX Tucson. Must have Country experience. Tapes and
resumes to Bob Jones, Box 5588 , Tuceon, AZ 86703. EOE M/F (11-28)
KNVR-FM 97 is exponding our ataff and eserching for an efternoon ennouncer great in production, solid music background, and good conversational deliver for top Chico FM rocker. Send tepes and resumes to
Brent Ferris, KNVR-FM97, Box 1167 Paradise CA 95969. Immediate opening. EOE M/F (11-28)

KWFM/Tucson's number one rock station end voted One of the rop stations in the netion is in search of News Director who cen create a News Depormen that will not be atreid to knock on or down doors. Send you'll do it for to Jim Rav, Box 13. Tucson, AZ 89702 No beginners or announcers. News people only. EOE (11-28)
KPLZ/Seartie has big ahoes to full. This opportunity is huge. We lost our atternoon guy to WCFL. Are you his replacement? Golden West Broadcesters in the ect" in writing to Jeff King PD KPLZ Piere 0006 Stewert St., Seottle, WA 98101. EOE M/F (11-28) KPNW/Eugene, OR Is expanding newe departmen and needs experienced person for both on-air and street reporting. Good pay, liberel fringe benefite and chance to work in beautiful environment. Women end minorities encoureged to apply. Tepes and resumes to
Bruce McKey, ND. Box 1120 , Eugene, OR 97440 . No cells please. (11-28)
Broadcast Associates now accapting tapes and reaumes for future openings. "1 Country end AOR in
Las Veges, "1 Disco $\&$ Oldies in EI Peso, "1 Beautiful Las Veges, "1 Disco G Oldies in EI Peso. "1 Beautiful Music in Albuquerque. Send info to Doug Shane, Deese EOE (11-28)
WANTED: Nawsperson who sleeps with scanner is eggressive, creetive and cen enchor afternoons. Hard with "1 station in Top 100 marker with heaw now coverege end greet reputation. Compeny cer, decent bucke end great benefits. Call News Director,
KUZZ, Bekerafield, CA (805) 393-1500. (11-28)
KTHO/South Loke Tehoe, CA is hiring creetive Pop/Aduls air talent. Experienced only. Also News Director end cop Y writer positions. Tepes and resumes 95705. No cells pleese. EOE (11-28)

KFODIAnchorage. AK is looking for a supar afte moon drive personality to entertein edults. If you ar e cell. Excellent money end weekends off The catch is, you gotte be demn goodl Contact Jim Scott, PD,
19071344.9622 or send tepes end resumes to KFOD, 9200 Leke Otis Perkwey Anct Ak 99507 . EO M/F (11-28)
Part-time and weakend instructors wanted. Min mum 5 veers expenence in all phases of redio broad
cesting. Los Angeles area esumes to Tommy Goodwin, Director, KiS Broed casting Workshop, 1220 N . Highland Ave., Hollywood

## PLEASE NOTE:

You may place your ad In the Oppor tunitles section by mall or phone. All Openings, Positions Sought and Changes are free of charge. Simply call us at 213) 553.4330 with your Information or mail it to Radlo \& Records, 1930 Cen 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 fllled your opening

## CHANGES

## Radio

DIANE MARQUEZ named Account Executive at KUDL-FM/Kansas City, MO ANELLE LEONG joins KABL-AM-FM/San Francisco, CA as Account Execurive TIM DOWTY moves to FM99 (KOZN-FM)/Imperial, CA from KAMP/EI Centro, CA BARBARA GROSIAK appointed Account Executive at FM99-WXLO/New York, NY KATHY BERNI joins KYW/Phile Executive at WIND/Chicago, IL LORRIE OBERLIN DAUBE appointed Shia, PA Newsradio staff

## Record

ROBERT WRIGHT joins RCA Records as A\&R Producer, Black Music

SUSAN BRONSON joins WIND/Chicago, IL Sales staf
UCIA FAVUZZI named RKO Radio Network Station Clearances Manage ANDREW C. GOLDBERG appointed new Account Executive at WNEW/New York LARRY S. BLUM named Regional Account Executive at WCUE-WKDD/Akron. OH ANNE O. WHOLEY appointed Account Executive at KYW/Philadelphia, PA JON KNOTT has been promoted to PD at WWOM/Albany, NY
DON PERRY has been promoted from Research Director to MD al KSO/Des Moines, IA. WRKO/Boston MA WADE AXELL promoted to PD at KTHO/South Lake Tahoe CA
"RADIO" RAY BIXLER has been upped to PD at Z-100 (WZEN)/St Louis, MO

# OPPORTUNITIES 

## Openings

## WEST

KNGB/Hanford, CA neede evening ennouncer. 1,000-wett AM Country atation is looking for 3 creative. production akille and beckground in Country music to become part of forwerd-looking broedceating. Good opportunivy for night telent to work with oteff end manegement to realize medium merket potentiel of emell market atation with etrong signel. Qualified femele preforred. Tapes and recumee ro Tom Wells, PD, Box 49,

Top major market bleck-achit formatted atetion seoke condidate for on-eir Program Directo position. Expserience as PO and leadership qual
ities a muat. If you're ready for one of the beat ities a muat. If you're reedy for one of the best
jobe in redio, eand recent aircheck and resume to Redio 6 Records. Box 213, 1930 Century Park Weat, Los Angeles, CA 90087

Be pert of the Beat team in propremming sebes. vou are a programming oriented Seles Manager or Satee person looking for a now challenge in format
seles. call Ron Harrison at Drake-Chensult (21 3) 884 . 301es. call Ron Harribon at Drake-Chenaut (213) 884.
$7400 .(11-28)$

SOUTHERN CALIFORNIA ETation looking for muthi-telented individual to work in promotion, music, continuity, etc. Possible weekend and
fillth air shifts - news and jock. Typing o must. fill-in air shifts - news and jock. Trping e must.
Resumes, references, semplea end aircheck to Resumes, references, samples end sircheck to West, Los Angeles, CA 90087. EOE M/F

## Positions Sought

Helpl I need our of this redio biz. Experienced multi-track recording, mix-down, audio processing. digital, ere I need a studio job eomewhere, anywhere. Milwouk ee at (414) 228-8046. (11-28)

KEN SILVERSTEIN, currently Eporte Director at KKDA-FM/Dalles-Ft. Worth, looking for major marke opporturity. Cell $(817) 281$-6805. (11-28)

Fommele whth 1at ticket and six years expenence soek ing on-sir job at medium to major
tect CHRIS (1916) 544-7304. (11-28) Four-vear veteran of the redio wers looking for atrerto the Mason-Dixon Line. Previous experience at
Houston's 11 Beoutiful Music station and elso east Tennesese's "1 Country etation. Heve college degree, am married with one in the hanger, and need full-time. Contect B.J. GARRICK (B16) 726-3617. (11-28)
J.T. AUBTIN of KZAP reody for a challenge in a larger medium or major market. Strong production and plpes Herd worker wents to be part of your team. Call
deve (lumup to sundown) $(916) 924-0284$. (11-28)

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Go Wert, young man, go West. Horece Greeloy once seid that; I'm not sura whet redio station he worked for, but I do want to move West. I amp presennty in Miowest
redio, would like to find home at personsity Pop/Adult redio, would like to find home at personslity Pop/Aduht
of CHR station in West or Pacific Northwest. If interested, cell me er (915) 949-1 103. (11-28)

How about this ons? Humorous ed libbing intereating emtertainer, proven oudience rapper. 10 veers experience. Good phones. Help send this jobless iock
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Former PD ot WBGY-AM-FM, experienced all types programming, music, exceptionel production. Former Production Director WFOM/Marietta, GA. 7 vears exwant a worker, vou've pot it1 BILL WEST (912) 995want a worker, you've

Experienced, hardworking, reliable announcer with MD and PD experience. Availeble immedietaly. Excal
tent voice, creative production skills. Cen hendie play by-pley. Excellent references. Prefer Poo/Adult or CHR in Now Englend but will consider oll offere. GREG ZEMLANSKY, 781 Oak St., Lewiston, ME 04240 or (207) 783-9280. (11-28)
"What You've Always Wanted To Know About Brown Cotion Gloves".. is just one of the books I've
written. 7 veers at lest station, 5 ss AM dnve. PD. MD. and OM experience. Communiry involved, dedicated and relate well to mature adulz audience in a fun way.
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## Positions Sought

Aggresstve and hardworking nows and sports re porter looking for change. Want to continue my career with a quality nowe organization. Love field or street reporting. Contect GREGG ANDEESSON,
Dr., Highlend Heighte, KY 41078. (11-28)

Don't glve up. Personality atill exists. Former KRBE personnality looking for a great CHR etation to contribute oo. Show revolvel around humor and surprice. Heve ability to be best with the belt cosch. If vou're looking for much more then time and romp., Disess vory entertaining radio show. (713) 831 -9163 after noona, eveninge, all day Wed and Th. (11-28)
Young, expertenced PD/MO hes epent eeveral veare on-ir at legendary major Pop/Adult station, and seek return to programming medium merket Adult or seek progreaslve opportunity in CA. Medium o arge merket. Meny veers experience in verious formate. KEN MCKAY (714) 475-8303. (11-28)
STEVE ONEAL, formerty of KASH/Eugene, looking Ior an on-ir Production Director position. Automatio Deckground olso. Wil restocatt armmere

Journalism gred. eoeking eportscesting position. Ex
perienced, will relocate. KIM (608) B37-62e8. (11-28)
Uptempo creative aftemoon personality is looking to relocato. 5 years experience both radio and TV. 1e phone and excellent production. Currently doing ofter
noon drive in embill market tourist economy. KEVIN BARTON (314) 348-3772 between 1 and 6 pm. (11-28)

Young fornale with 4 years experience looking for on air end/or music poution. Formerly WRVR and WCAU
FM. Formars include AOR, Jazz, Dieco, and CHR Willing to relocete. eelery nepotisble. Aveileble now Call (216) 879

Major market Jock with programming and MD ax
perience. BOB SCOUT (314) $388-2404.111 .28$ )
Nowe Director with unique style. Personality plus Seeking upper-medium or major markit move. Great
pipen, 5 verie experience. ALAN RICHARDS 12181938 -7731.(11-28)

Chief Engineer, 7 veare experience. AM-FM and directionel antennas G
Major market progremmer and $O \mathrm{O}$ looking to relocate in your aroa. Country, CHR or ?. Looking for poseion in Alogsteff ares. Muet hove good bucke. Good experience. Menegement oriented. KEN (714) 464-8236 atrer 6pm. (11-28)
Growth postition in Nows, progremming or oudience research sought. 11 vears experience inctudee WCBM
WSBA, WYRE, WGAY, and OK-100. Wente Young WSBA, WYRE, WGAY, end OK-100. Wente Young

The Book is over, but h's no time to tot up the pace you've eatabliehed. Let me round out your team with herd-working dedicated AOR communicator, whose 5 veere plus experience includes MO, promotions and soecied programming. Cell for 2300 and
Spm EST. SHAWN (313) $569-4338 .(11-28)$

Nighe Out for hira. Im looking for an opportunity to moke things happen. Overnights for a small to modium market mtation. Lest experience in Chicago market. Will ing to relocata. Prefer CHR but will consider anvthing interesting. 3rd class, good production, $000 \mathrm{com-}$.
municator. PAUL RICHARD HARRISON (312) 653 0836 . (11-28)

Dallas-Ft. Worth, I love youl How sbout a job? Aduh one-ro-one communicator, 6 vears on the air. DAN Very veraatie black jock looking for immediate emCHR. Presently employed. Tepe and resume avalioble. G.Q. (205) 666-8428. (11-28)

KEVIN COAN (Clove Reynalds) 9 yeors Clevelend Akron, WZZP. WDMT, WLYT, WKDD. WCUE. Past 6 months PDIOM WVOT-WXYYMVIson, NC. Went majo
Avalleble Dec. 1. RICH ABRAMS, momings, MD. KVOC/Csesper, WY. Also experience es PD. Get reedy
for the Spring book. Country or Pop/Adult, Midwes preferred. (307) 577-0057. (11-28)
Pop/Adult talent with programming beckground. 50\% eduk increase in Rockford. Currently in Chicago. Look-

JOHNNY RITE looking to re-enter rediolend. 5 veer or medium market AOR or CHR, possibly Country. Will ing to relocate. Past experience with KAFY/Bakerstield KERN/Bakersfield, KBOS/Tulare and KFRE/Fresno. If
you're looking for a hartworking DJ, call (213) 932 . 9659. (11-28)

KEN E. MARKS, the Urben DJ, is looking for CHR airwork in the West. Music and production director experience. (213) 558 -8385. (11-28)
For lease. one 13 year pro. Pop/Adult or CHR, may
also be used es PD or MD. No secunty deposit realeo be used es PD or MD. No secunty deposit re (919) 633-1450 of (919) 637-9741. (11-28)

## Positions Sought

PD seeke now challenge at Talk, Naws. Big Band, PoplAdult or AOR station. Prefer PD, aselatant PD, or OM position. Will also coneider बir work if coupled with to felocate. LEO (302) 654-1146. (11-28)

Personality Thet's what this young, ambitious jock con oive vour station. CHR and Pop/Aduht my specialty. Good production. TONY PETERS, 7573 Calle Curand Aneheim Hills, CA 92607

Redio nowe pro with 21 veare experience in broadcast joumaliem, looking for better oportunity. Cur rently ND with Guf Coast Nowertalk format, looking for aimiler position that offers job atability and a chance for advencement. Experienced in all formats

Hoyl Are you tred of boring your eudience to teare? len't te about time you had some entertainment be meen songe? Wouldn't you like some DJe with permonelity. charimema, ertyle for change? If the enswera to these questions are yen or even maybe, contect us. Wo make beoutiful redio together, Northeart preferred HAL HALL and LARRY MCRAE (21 2) 331.7406. (11-21) VAL PATRICK, 18 yeers experience, worked mejor medium, emall markets as PD, MD and was manage mots, plus playby-play in oll sports. Cell anytime. 180 863-8826. (11-21)
Fernale Nows Director in amall market eutomated etetion eeeks poention es part of newe ateff in modium 2252. Aak for further phone number, (11-21)

10 yeer redio vet in Northeest looking in PA. Presen AM drive and MD. Interated in ateble PD, MD and/or ap position. Experience: PD, MD, promotion, receerch, MOR. Pop/Adult, Contemporary Hit, AM/PM drive, great production. Impeccable record with references.
For aserioue profecsional reletionship in the Northeast call ofter 5 EST. (717) 622-2319. (11-21
Black Bev Aree rocker with 7 veers expenence wents fulf-time work. Good with production, nowscasting, A68, and je2s formate. Will relocate. STEFAN
$549-3681$. (11-21) Modium merker personality neer top 10 ready move up. (215) 378-1805 end leove mesaege. (11-21) Are you consldering eformat shift of an owner chenge? Then don't call me. I've been there. I've been old angle mate looking to pet beck imto rock. 2 vears commerciel experience, presently working at 12 atation whth 2nd highest doypart. (ARB, AMMI. Experience butk and KPAN. BRUCE (1915) 092 -8783 during non79802. (11-21)

Expertenced personality fock with top notch productor ekills. MD experience end good voice looking for men. Prefer anbert ateree bur will conaider all offer Pleses cell LARRY KAYE (203) 229-3998. (11-21)
JAY MICHAELS going home to Dallew/Fort Worth Available Dec. Nine veera experience 11 aftemoon dive ient 2 ARE's ar WBCSMilwoukee. A sohd pro, good rel erences, national redio end TV apots currently runming F. Worth market. (817) 292-4054. (11-21)

DON MICHAELS, midday jock, 6 years experience, a Pormate. Sourth
(714) $729-3756$.

Old fock, been in redio since '52. Cen do overrithing. Found Country 5 vears ego. Willie-Woyton-Patsy-Hank and pood oldits. Proter 12 midnighe-80m or get em

PM drive Jock looking to move to rocker in West 1915) 944-9256. (11-21)

Your eearch has Just ended. I'm a redio workeholic, 8 veers experience including top 50 merket air talent and secondery market progremmer with proven ratings discuss your opening. (11-21)

## Miscellaneous

KIZZ/Minot. ND needs oldiee service from ell tebels Minot, ND 58701. (11-21)
WJVArsouth Bend. IN changing formate to Pop Adutr. Need product from all lebels. Send to Dan Alen, W
KRST-FM/Albuquerque in need of Country recor 30200, A1

Needed: KHJ/Los Angeles" sircheck from Epm-10pm from Fri., Now. 7, 1980. Contect Steven Kave, (8051) 832

CHYR, Essox Country's $\% 1$ rocker, looking for servica
from all major lebels. 100 Talbut St. E., Leamington Ontario N8H 1L3. 111-21)

KRKOIEverett. WA requests any and all service on

## Goods \& Services

## Current West Coast Airchecks

 lasue "8 featuros KCBQ/Charle G Harrigan (Contem porary AND Counth, KCBS-NMJohn Mac Flonegen, KHJ/Country changeover, KJR/Gery Lockwood, KSAN Coscettes 85. CALIFORNIA AIRCHECK, Box 4400, Sen Diego, CA 92104.
## '66-'78 Classic Airchecks

 KHJICharlie Van Dyke 9.73, KFRCID. Don Rose 2.75 ortee 10. CALIFORNIA AIRCHECK, Yox 4408 . Cos Diego, CA 92104.

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

## STEELY DAN

Hey Nineteen (MCA)
72\% of our reporters on it. Moves: Up 37, Same 25, Down 0 Adds 100 including WKBW, WIFI, 96KX, WROR, PRO-FM, JB105, Q107, KRLY, Q105, WCKX, WDRQ, CKLW, WHB, WOKY, KFI, KPLZ. See Parallets, charts at number 28.

## ANDY GIBB

## Time Is Time (RSO)

66\% of our reporters on it Moves: Up 67, Same 37, Down 0, Adds 43 including WKBW, CKGM, KS95-FM, KXOK, WHB, WOKY, KFRC, KSFX, KJR, KPLZ, KSRR, KXX106, FM100, WAKY, WEFM. See Parallets, charts at number 29.


| Recent releases with alrplay reported by at least 50 of our reporting stations are insted in order of their activity the two numbers following the artist / titie/label designation (example: 100/25) Indicate how many of our peporters are on the record this week (100) and of those 100 now many added it thls week (25) Moves are broken down for eaen record and Indicate how many stations moved the song up on thelr charts, held it the same ton to on, add to on, 31.31, etc) moved it Dom on their enarts, or Added it this week complete alrolay activity on all songs listed in New \& Active can be found in the parallets. Windicates one of this week's most added new songs |
| :---: |
|  |  |
|  |  |

DR. HOOK "Girts Can Get Ir" (Casablanca) 111/9
Moves: Up 70, Same 31, Down 1, Adds 9 , WFIL, CKLW, KJR, K104, KstT, KIOA. KKXX, 95XIL. KDVV, WBEN-FM 36-31, JB105 23.19, WCKX 29-21. DON WILLIAMS "I Believe In You" (MCA) $110{ }^{10}$
Moves: Up 78, Same 17, Down 8, Adds 7 , WROR, WKBO, WEFM, WJBQ, WIGY, KCBN, KDZA, WCAO 10-7, KXOK 20-17, WOKY 13.10. KEARTH 26 24. KPLZ 7 17.14.

JOHN COUGAR "This Time" (Riva) 108 /
Moves: Up 64, Same 31. Down 6, Adds 7. KINT, WCSC, WDJX, KROY, KGW, KRUX, 2102 , WBEN-FM $32-28$, WCAO 29.26, Z93 16.9, WHB 43.
KOOL \& THE GANG "Celebration" (Delite/Mercury) 106/9 Moves: LIp 88, Same 7. Down 2, Adds 9, KSFX, 13K, V100, KTSA, WHOT. WTMA, KKXXX, FM102, KQIZ-FM, WXLO 5-3, WXKS 7-4, Z93 15-8, KIIS-FM 22-15.

## CHEAP TRICK "Stop This Game" (Epic) 102/9

Moves: Up 53. Same 40, Down 0. Adds 9, KSRR, CK101, WVIC, KRQ, WHHY, KSEL, KFYR, KELO, KATI, JB 105 35-27, CHUM $15-12$
ØEDDIE RABBITT "I Love A Rainy Night" (Elektra) $88 / 24$
Moves: Up 49, Same 14, Down 1. Adds 24 including 293, KXOK, WTIC-FM. KFMK, WLCY, WNOX, WORK, WAKX, KMJK, KRQ, WLAM, WRKR. DIANA ROSS "It's My Tum" (Motown) 87/17
Moves: Up 58, Same 10. Down 2 Adds 17 including WKBW, KS95FM, WZUU, WOLL, WHYN, KWIC, WERC, KRAV, KNBO, WNBC $6-4$, WRKO 12. 9. WOKY 25 -17, KOPA 2416.

TIERRA "Together" (Boardwalk) 84/20
Moves: Up 39. Same 23, Down 2 Adds 20 including WIFI, JB105, WGCL. WOLF, WKIX. WGH, WAKX, WIKS. WLAM, WXKS 3431, KFRC 38-34. Q BOZ SCAGGS "Mises Sun" (Columbia) 73/38 Moves: Up 17. Same 18, Down 0. Adds 38 including WBEN-FM, 96 KX . WPGC, 94Q, Q105, KPLZ, WFLY, WICC, 92Q, WRJZ, 2104, KERN.
BABYS "Turn And Walk Away" (Chrysalis) 64/12
Moves: Up 25, Same 27, Down 0. Adds 12. WDRQ, CKLW, WJDX, WRVQ. WAKX, KIOA, WIKS, 92X, KEZR, WKXY, KILE, KDZA.
WAYLON JENNINGS "Theme From 'Dukes Of Hazard" " (RCA) 62/0. Moves: Up 42 Same 13. Down 7. Adds 0. WPGC 20.18. WOKY 7-5, WOLF 19-8. KEEL 13-8. 920 13-8, WQRK 21-13. WAKX 17-12. WNAM 17-13. WLBZ 10-7, Z102 14-9, KDZA 24.17.
EARTH, WIND 8 FIRE "You" (ARC/Cohumbia) 56/13
Moves: Up 24, Same 19, Down 0, Adds 13, 96KX. WCKX, WOLF, WKBO, WKEE, WFMF, WRBR, KTAC, KYSN, 14WK, WHHY, KSEL, KSLY.
BOB SEGER "The Hortzontal Bop" (Capitol) 56/10
Moves: Up 21, Same 25, Down 0, Adds 10, WBEN-FM, KUPD, Q106, KBFM, WVLK, KKXX, KSPZ. FM103, KLUC, WCIR, JB105 32-25, WDRQ $28-21$. KINGS "Beat Goes On/Switchin' To Glide" (Elektra) 58/8 Moves: Up 22, Same 24. Down 2 Adds 8, KQ94, WDJX, K96, WIGY, WCGQ, WISE, KVOL, KPUR, K104 2922, KJ100 10-8, WNAM 1915. Note: Somestations playing only "Switchin".
EAGLES "Seven Bridges Road"' (Asyhum) 55/20 Moves: Up 17. Same 18, Down 0. Adds 20 including 94Q, WKEE, KBFM. WFMF, WAAY. WSKZ, WNAM, KKXX, KTKT, 98KX 24-19, WFLY 30-25. ACIDC "You Shook Me All Night Long" (Atantic) 54/0 Moves: Up 21, Same 14, Down 19, Adds 0, WLS 27-18, KUPD 2-1, WPST 22. 19. WNOE 3-2. WIKS 17-12 WXEZ 23-18, KKXX 2-1, KIOY 3-2.

MICHAEL STANLEY BAND "He Can't Love You" (EMI America) 52/20. Moves: Up 13, Seme 19. Down 0 . Adds 20 including $94 Q$, CKLW, KUPD, WHFM, Q106, KBFM, KX104, WNAM, KENO, WIGY. WKXY, KCBN.

## jtillitiond <br> NATIONALEARPLAY/3O.

| THAEE WEEKS AGO | TWO WEEKS AOO | LAST |  | Nowernber 23, $9: 1$ |
| :---: | :---: | :---: | :---: | :---: |
| 1 | 1 | 1 | 1 | KENNY ROGERS/Lady (Liberty) |
| 4 | 2 | 2 | 2 | LEO SAYER/More Than I Can Say (WB) |
| 8 | 6 | 3 | 3 | CHRISTOPHER CROSS/Never Be The Same (WB) |
| 14 | 8 | 6 | 4 | NEIL DIAMOND/Love On The Rocks (Capitol) |
| 15 | 11 | 7 | 5 | BRUCE SPRINGSTEEN/Hungry Heart (Columbia) |
| 19 | 12 | 8 | B | JOHN LENNON/(Just Like) Starting Over (Geffen) |
| 23 | 14 | 11 | 7 | BARBRA STREISAND/BARRY GIBB/Guilty (Columbia) |
| 26 | 19 | 12 |  | AlR SUPPLY/Every Woman In The World (Arista) |
| 5 | 5 | 4 | 9 | DARYL HALI \& JOHN OATESYou've Lost That Lovin'... (RCA) |
| 11 | 9 | 9 | 10 | PAT BENATAR/Hit Me With Your Best Shot (Chrysalis) |
| 3 | 4 | 5 | 11 | CLIFF RICHARD/Dreaming (EMI America) |
| 2 | 3 | 10 | 12 | BARBRA STREISANDM ${ }^{\text {S }}$ ( ${ }^{\text {S }}$ In Love (Columbia) |
| 28 | 26 | 19 | 13 | KORGISIEverybody's Got To Learn Sometime (Asylum) |
| - | - | 26 | 11. | BLONDIEThe Tide Is High (Chrysalis) |
| - | 30 | 23 | $(15$ | OLVIA NEWTON-JOHN w/CLIFF RICHARD/Suddenly (MCA) |
| 10 | 10 | 14 | 16 | DIANA ROSS/I'm Coming Out (Motown) |
| - | 27 | 25 | $(1)$ | HEART/Tell It Like It Is (Epic) |
| 24 | 20 | 16 | 18 | ROGER DALTREY/Without Your Love (Polydor) |
| - | 29 | 24 | 10 | POLICEJDe Do Do Do, De Da Da Da (A\&M) |
| - | - | 28 | (2) | ROD STEWART/Passion (WB) |
| 6 | 7 | 13 | 21 | DONNA SUMMER/The Wanderer (Geffen) |
| 18 | 17 | 17 | 22 | JIMMY HALUI'm Happy That Love Has Found You (Epic) |
| - | - | 29 | (2) | DOOBIE BROTHERSIOne Step Closer (WB) |
| 25 | 24 | 21 | 24 | RANDY MEISNER/Deep Inside My Heart (Epic) |
| 12 | 13 | 15 | 25 | JACKSONS/Lovely One (Epic) |
| 30 | 28 | 27 | (2) | HARRY CHAPIN/Sequel (Boardwalk) |
| - | - | 30 | (2) | BARRY MANILOW/I Made It Through The Rain (Arista) |
| - | - |  |  | STEELY DAN/Hey Nineteen (MCA) |
| - |  |  |  | ANDY GIBBITime Is Time (RSO) |
| 9 | 16 | 18 | 30 | STEPHANIE MILLS/Never Knew Love Like This Before (20th) |
| This chart is based solely on alrplay statistics compiled weekly from our CHR reporting stations. Black circled numbers indicate significant upward movement from at least $60 \%$ of our reporters. |  |  |  |  |

## MOST ADDED .

STEELY DAN "Hey Nineteen" (MCA)
ANDY GIBB "Time is Time" (RSO)
BOZ SCAGGS "Miss Sun" (Columbia)
DOOBIE BROTHERS "One Step Closer" (WB)
DELBERT McCLINTON "'Giving It Up..." (Capitol)

## LEO SAYER "More Than I Can Say" (WB)

## KENNY ROGERS "Lady" (Liberty)

BRUCE SPRINGSTEEN "Hungry Heart" (Columbia) NEIL DIAMOND "Love On The Rocks" (Capitol) B. STREISAND/B. GIBB "Guilty" (Columbia)

## Others Getting Significant Action

## - REO SPEEDWAGON "Keep On Loving You" (Epic) $48 / 25$

Moves: Up 11, Same 12, Down 0, Adds 25 including 96KX, 94Q. CKLW, WOLF, WFLY, WPST, KHFI, KWIC, KLAZ, KZ93, WZOK, WOW, K CPX, KLUC, KVOL.
CLIMAX BLUES BAND "Gotta Have More Love" (WB) 48/9
Moves: Up 28, Same 11, Down 0, Adds 9. CHUM, KUPD, K104, KWIC, KJ100, WVLK, WVIC, 95XIL, KSLY.
STEVIE WONDER "Mastar Blastar (Jammin')" (Tamla) 48/2
Moves: Up 16, Same 9. Down 21. Adds 2, WNBC. KYNO-FM, WXLO 1-1, KRLY 1-1, KIIS-FM 5-3, KJR 6-4.
ABBA "The Winner Takes It All" (Adantic) 47/12
Moves: Up 18, Same 17. Down O. Adds 12, JB105, CKLW, WZZP, KSRR, WJDX, WERC, WIGY, WHEB, WFLB, KILE,
KVOL, KYYA.

## KVOL KYYA

$\triangle$ DONNA SUMMER "Cold Love" (Geffen) 44/24
Moves: Up 9, Same 11. Down 0. Adds 24 including WTIC-FM, 14Q, KHFI, KWIC, KXX106, WAXY, WBBQ, WAYS, WAKX, Z104, KERN, KSPZ, Z102.
D JACKSONS "Heartbreak Hotel" (Epic) 39/23
Moves: Up 9, Same 7, Down 0, Adds 23 including WXLO, KRLY, Q105, KFRC. WKEE, WNOE, WAPE, WCSC.
WQRK, KENO KHYT, KPUR, KWWL WQRK, KENO, KHYT, KPUR, KWWL
BETTE MIDLER "My Mother's Eyes" (Atantic) 39/14
Moves: Up 11. Same 14. Down 0. Adds 14, WFIL, WXKS. WHYN, $96 X$, WRJZ, WAYS, WQRK, WEFM, KSTT, WLAM, WTSN, FM99, KFYR, KKRC
POINTER SISTERS "Could I Be Dreaming" (Planet) 3818
Moves: Up 16, Same 14. Down 0, Adds 8, KRLA, KIIS-FM, WKEE, WVIC, WFBG, KQWB-FM, KWWL, KQDI, KSET.
FM 30-24, $96 \times 13-10$ FM 30-24, 96X 13-10.
ALAN PARSONS PROJECT "Games People Play" (Arista) 36/16
Moves: Up 11, Same 9, Down 0. Adds 16, WBEN-FM, WGCL, WOKY, KJR, WHFM, WRVQ, WISM, WNAM, KEZR, KROY, KJRB, WCIR, WXLK, KQWB-FM, KKXL, KOOK
$\square$ DELBERT McCLINTON "Giving It Up For Your Love" (Capitol) 35/28
Moves: Up 1, Same 8, Down 0, Adds 26 including WRKO. JB105, WGCL, WAQY, WHYN, WNOE, BJ105, WOKI.
WXEZ, KIOY, KRUX. WLBZ. WFLB FMA99 WXEZ, KIOY, KRUX, WLBZ, WFLB. FM99.
MARCY LEVY \& ROBIN GI8B "Help Mel" (RSO) $34 / 12$
Moves: Up 11, Same 11, Down 0. Adds 12. WIFI, WOLF, WHFM, WPST, KINT, KHFI, WTIX, WXEZ, KIOY, WANS FM, KDZA, KATI.
QUEEN "Need Your Loving Tonight" (Elektra) 34/6
Moves: Up 15, Same 13, Down 0, Adds 6, KBEQ. KHFI, WVIC, WKXY, KILE, KATI, CK $1013936, ~ K S P Z ~ 30-25$.
DOLLY PARTON "9 TO 5" (RCA) $33 / 22$
Moves: Up 5, Same 6, Down 0, Adds 22 including WFIL, WOLF, KINT, KBFM, KEEL, WAAY, KX104, WGH, WAKY,
WAKX, WNAM, KEZR, KSPZ.


[^0]:    The New Hit Single From The New Hot Album

[^1]:    dictates what music you hear frequently on the air. Buffalo is tending more toward the softer product and that softer music is selling. I think that when you have a market where several AOR's and old-line Top 40 's are going head-to-head that may not be the case, but, for now, in Buffalo that's what happening. When this many radio stations are aiming at the 'older' demos, the music is naturally tempered.'

