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WINN Ends 12-Year Country Tradition. Louisville station switches to Big Band format

Quarterly Measurement Countdown. Consistency and a unique selling niche are keys to winning the 12 -week surveys.

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RKO "Media Puzzle" Stresses Network
Radio's Overall
Strengths. New advẹtising trade campaign emphasizes nets' positive powers.

Using Phones For Fun \& Profit. WCBM's Dave Arlington proposes new and useful applications of this versatile instrument of technology

Progressive Survivors In AOR. Freeform progressive formats are alive and well - or are they?.

## ALTERNATIVE NETWORK FATE IN DOUBT

## Steve Dahl Dismissed By WLUP

In a surprising move, Heftel Broadcasting, owner of WLUP/ Chicago, fired morning man Steve Dahl Friday (2-6), days before Dahl's networked show, which originates from WLUP, was scheduled to debut at KROQ/Los Angeles and WZZX/Louisville. The program did not run as scheduled on Monday (2-9), and Dahl's Alternative Radio Network faced possible dissolution if a new backer was not found. At presstime, Dahl was negotiating with WLUP's crosstown AOR rival WMET, but according to PD Tom Teuber, "Nothing's been decided." It's not known whether WMET's owner, Metromedia, would support the ARN.
Heftel cited "continued assaults on community standards and repeated violations of company policy" as the reasons for the controversial personality's dismissal. Heftel President Tom Hoyt told R\&R. "I personally regret this action deeply, as when I brought Steve to WLUP I felt he would contribute and abide by reasonable parameters of behavior. My pleas to Steve directly have fallen on deaf ears. The list is mindboggling, and I'm finished with it and so is our company."
Hoyt added, "We're not trying to kill the network or wreck Steve's career. We've made Elliott Gage,

## BURNS MEDIA TO CONSULT



Steve Dahl
our satellite guy, available to Steve at our expense to help him get going. If he wants to operate his network from one of the other cities, it's in place. We won't continue to fund it but we don't necessarily want to kill it. If Steve finds someone else to back it financially, please, have at it."

## Dahl "In Shock"

Dahl expressed bewilderment and some resentment in commenting to R\&R on his dismissal. He denied that Hoyt had met with him repeatedly to warn him against some of his on-air antics, and said, "He was out in L.A. a month ago, met with our attorney and agreed on a deal for the network and me. I came up to sign the papers and he fired me. It didn't make any sense to me and still doesn't. I'm still totally in shock. My ratings were steady while everyone else's went down at the station. I don't even know why I got fired. He's DAHUSee Page 20

## Davis Exits As KMPC PD

Jim Davis has resigned as Program Director of KMPC/Los Angeles. VP/GM Ken Miller also announced that George Burns and

## Candea, Weaver <br> Take Over KILT PD Posts

Rick Candea has been appointed PD of KILT-FM/Houston and Beau Weaver becomes PD of KILT. AM, following the departure of Bill Young, longtime PD for both stations (R\&R 2-6). Candea moves over from the MD position and an airshift at KILT-AM: he was formerly at $13 Q /$ Pittsburgh. In addition. Debbie Pipia has been appointed Assistant PD for KILTFM, and the station is restructuring to become more "Houston Mass Appeal," a direction which was not further specified.
Weáver joined KLT in 1976 from $\mathbf{K H J} /$ Los Angeles, holding a variety of air positions and serving KILT/See Page 20

Bernie Torres of Burns Media Consultants will be advising the station, while Assistant PD Tom Straw will now administer daily programming activities.

Davis, the former KLIF/Dallas programmer who helped supervise KMPC's transition from Pop/ Adult to Talk, told R\&R, "At this point we have agreed to disagree. I feel the transition from music to talk is now complete at KMPC, and I would very much like to get back into music radio. The things I'd wanted to accomplish at KMPC I have finished, and it's now time for a change."

DAVIS/See Page 20

## R\&R Offices Closed On Washington's Birthday

## The R\&R offices will be closed

 Monday, February 16, in observance of the Washington's Birthday holiday. The offices will be open Tuesday to accommodate our readers for reports and information.
## Charter To Close Down WMJX/Miami Operations

A five-year license battle ended this week when Charter Broad casting, owner of WMJX/Miami, announced it would halt operations of the station Sunday (2-15) rather than mount a court appeal following the FCC's recent official order confirming an Administrative Law Judge's 1980 decision recommending the license removal. The FCC order stipulated April 29 as the cessation date. Charter reemphasized its disagreement with the decision, which arose from "improper contests and promotions" in 1975-76 while WMJX was owned by Bartell Media, later acquired by Charter. However, the company cited the "problematical" nature of a successful appeal in making the "difficult determination" to close down operations.

A statement from Charter Broadcasting President John Bayliss
further announced, "Rather than prolong what may well be an inevitable result, Charter has decided to close WMJX's broadcasting at the earliest possible time. It is also Charter's belief that the discontinuance of WMJX's broadcasting on February 15 will enable the station's employees to begin to make future plans without a continuing obligation to the company to keep the station in operation. Our employees have done a remarkable job in the three years since the . . . initial decision. Charter owes them a debt of gratitude for their loyal efforts." Bayliss added that Charter will assist WMIX's employees in finding new jobs, and said that the company would donate certain broadcast equipment to its ownership successor, which Charter hoped and expected would be a minorityowned company.

## Arbitron Revamps Production

For Faster Delivery

Arbitron has instituted changes in its production system aimed at generating top market ratings reports in 21 days and all markets in 65 days. According to Arbitron VP/Marketing Dick Logan, the changes will be effective with production of the Spring '81 Quarterly Measurement ratings, considerably cutting down the current 90 day spring sweep mailing period.
Logan told R\&R the top three markets' reports will be mailed within 21-23 days after the end of the ratings sweep, June 10 . After that, approximately seven markets will be released daily so that the top 50 markets will be mailed approximately $30-33$ days after the survey ends. All Arbitron standard and consolidated market reports will be released within 65 days, barring unforeseen problems.

## No Callbacks

## During Production

Arbitron hopes to produce the estimates more quickly by discontinuing callbacks during production, previously done to eliminate slogan conflicts or to ferret out problematic heavy-listening diaries. Ascription, the technique of developing ratios for assignment based on diary return counts from previous surveys, will be used to credit slogan or call letter conflict situations. Heavy-listening diaries will be dealt with through the use of a sophisticated new computer program which Logan says will "identify listening that is not logical." And Logan added that call-
backs will be made after production to update the ascription guidelines in certain "chronic" cases where slogan or call confusion is consistently apparent.

## GANTMAN NEW GM

## Francis Fired At

 WAKY-WVEZ

George Francis was dismissed as VP/GM of WAKY-WVEZ/Louisville immediately following a successful ratings book in which the two stations accounted for over $20 \%$ of the market's listenership. Multimedia Radio Executive VP Bruce Buchanan told R\&R. "We had a disagreement in administrative philosophy," announcing in addition that Allen Gantman, General Sales Manager at Greater Media's WMJCWHND/Detroit, has been named GM in Francis's stead. FRANCIS/See Page-20

# An Old Question Mark Becomes A New Hit. 

## GOG T FARES <br> 101000001000 10100100000 10000010100 <br> 

## WWWE Sued For <br> \$10 Million By Cavaliers

WWWE/Cleveland has been sued for breach of contract by the Cleveland Cavaliers basketball team, whose games the station airs. The Cavaliers seek $\$ 10$ million for "injuring the property rights" of the team in play-by-play broadcasts and other aired commentaries.

Kent Schneider, attorney for the Cleveland Professional Basketball Co., which owns the Cavaliers, told R\&R. "The suit contends that from April 1980 WWWE has violated the express provisions of its contract that they will hot in any broadcast injure the property rights or interest of the company. It is our contention that they have done so repeatedly and continuously. not only during play-by-play broadcasts but in all other sports-related commentary."

Schneider explained. "These people have denigrated and attacked personnel in our organization, the product, and all aspects of the organization

WWWE/See Page 20

## Edwards Promoted <br> To PD At KMJM

Dick Edwards has been elevated to Program Director at KMJM (Majic 108)/St. Louis. He will continue his midday airshift in addition to his new responsibilities as PD for the Amaturo Group-owned outlet.

Edwards previously served as Program Director for WROR/Boston as well as having been an air personality with KHJ/Los
 Angeles and WHBQ/MemDick Edwards phis. Steve Weed, who made the announcement, retains his position at KMJM as Special Programming Consultant.

## WINN Drops Country

## For Big Band Format

Ending 12 years as a Country outlet, WINN/ Louisville switched formats Wednesday (2-11) to what station Executive VP Chuck LeGette termed "Music Of America" programming. LeGette described the new format as a mixture of Big Bands and "all the classics from the 40 's up to now with the emphasis on vocals.'

Two factors influenced the decision, according to LeGette. "Competition," he told R\&R, was foremost. (The change leaves Louisville with three Country stations - WTMT, WCII-AM, and WAMZ FM.) LeGette also said that he felt this format, targeted $30+$, would be very attractive to clients

LeGette told R\&R that neither call letters nor staff would be changed, noting that the format would be station-created. "We've been researching this for three years with other radio stations that we might buy in mind, but it turns out it really suits Louisville," concluded LeGette.

## Kohl Comes To <br> KOMO PD Post

Ken Kohl has been appointed Program Manager for KOMO/Seattle, replacing Larry Nelson, who relinquishes his programming duties to concentrate on his morning airshift. Kohl comes to the P/A outlet from Denver where he headed his own consultancy firm.
Kohl's radio background includes having been PD
 and interim GM at KFML/ Denver and an air personality at KBPI/Denver. Prior to his arrival in Denver, Kohl served as PD at WLIR/Long Island, NY for four years.

Noting that his background is primarily in AOR, Kohl told R\&R: "if feel that we have reached a time in the evolution of free-form progressive album radio into AOR, where those of us who have been fortunate KOHLSee Page 20

## Witting Named WOWO Program Manager

## A BLAST AGAINST DEREGULATION

National Black Media Coalition's Pluria Marshall expresses serious concerns over deregulation's effects on Black radio in an outspoken interview.

Page 50

## RADIO'S RESPONSIBILITY FOR COMPLETE COURT COVERAGE

Now that broadcast media are on the threshold of much greater access to trial proceedings, accurate, undistorted, and comprehensive coverage is all the more important

Page 17
PARALLEL REALIGNMENT IS ON THE WAY
A review of the criteria to be used in R\&R's imminent twice-yearly realignment of the Parallels Page 18

## CMA MEETS IN ATLANTA

Pictorial and editorial coverage of the recent gathering Page 43

## HOUSEHOLDS HEADED BY WOMEN UP $50 \%$

8.5 million in the 70 's, compared to much slighter gain in married couple households

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Astistant CAROL TAYLOR
Crcuation KRISANN AGLIO






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## Washington Report

## AM Directional Radiation Patterns Stabilized

Signal Changes, Power Reductions Averted

The FCC's decision to convert all AM directional stations to standard patterns has eliminated the possibility of power reductions and signal changes for all directionals operating at night and those operating at any time in areas bordering Canada, Mexico and the Caribbean.
'It's the only way we believe we would have preserved the radiation rights currently enjoyed under our subregional agreements with Canada and Mexico," FCC Broadcast Facilities Assistant Chief Dennis Williams told R\&R
Standardizing radiation patterns doesn't involve any change in radio signals, but it does change the way they're recorded by eliminating the hand-drawn picture now used to depict signals and replacing it with a more scientific method that can be computerized. The

FCC is picking up the tab for the conversions and expects to publish the first results in mid-April. with completion set for the end of May Stations will have 30 days to comment on their new standard patterns.

## Quick Conversion Needed

The U.S. was under the gun to convert quickly because. in preparation for the new Region 2 inter national agreement now in the works. the U.S. must report its radiation patterns to the Interna
tional Frequency Registration Board by summer. According to Williams, reporting U.S. patterns in anything but the new computerized method would have made it impossible for the board to deal with "tolerances" - the breathing space stations are given to wander somewhat outside their assigned radiation patterns when it can't be avoided.
Had the U.S. lost the radiation rights to those tolerances, Williams predicted that nighttime and border directional stations would have been forced to reduce power and alter signals in certain directions to avoid interference with other stations in Region 2
Standard patterns are also expected to be easier and more efficient for engineers and the FCC staff.

## TURNS DOWN REQUEST FOR QUICK MARKETPLACE DECISION

## FCC Holds To AM Stereo Course

The FCC has turned down a request that it immediate ly decide whether to let five competing AM stereo systems battle each other in the marketplace to gain broadcaster and listener favor.

The Commission will stick to its present course, gathering technical data on all five systems for another month before making any decision. Two of the competing firms. Hazeltine and Kahn, had argued against an extension of the AM stereo comment period. They contend the time-consuming data collection and comment process would be unnecessary, and the introduction of AM stereo speeded up, were marketplace forces, rather than the FCC. allowed to choose among the five systems.

## FCC Options

The Commission disagreed. saying analysis of technical data on the systems "is a necessary element of any action." Once that data is in, the FCC has reserved several options for itself:

- Select a single system
- Choose the several best systems.
- Allow all five systems to be used, as long as a device can be designed to allow AM receivers to pick up all five
- Let the marketplace decide

The Commission said it "intends to conclude this proceeding as expeditiously as possible following the receipt of all comments and reply comments." The comment period which the Commission refused to shorten closed on Monday. and replies are due by March 5.

## Comments Favor

## Marketplace

Recent comments include re marks from James Dicksen, Mer edith Broadcasting's Director of Engineering. He favors the mar ketplace selection process as "the only method of selection that will
eliminate the great expense and years of delay in litigation, thus allowing broadcasters to make a selection of the system that they will have to install, operate and promote to their listeners."
Marketplace selection was also advocated by Tillford Carpenter, VP/Engineering at WXGT-WCOL/ Columbus, OH. He claimed equipment manufacturers will begin to build and market AM stereo receivers for any system being used by radio stations. "This selection process would probably be over in a matter of months and one dominant system would emerge with a wide acceptance among broadcasters, listeners and receiver manufacturers alike," Carpenter told the FCC.
National Semiconductor of Santa Clara, CA wrote that it has been unable to design a decoder enabling a single AM receiver to pick up signals from all five competing systems. The firm said it would be "technically and economically untenable" to build such a device.

## Washington Street Talk

## First Class Licenses Doomed?

FCC insiders say to look for a vote in the not-too-distant future on the First Class license issue. Predicted outcome: abolition.

## Gung Ho Goldwater

One report has Sen. Barry Goldwater so anxious to move on radio deregulation that he wanted to dispense with standard hearings and go straight to "mark-up," where the subcommittee does a line by line review and votes out a finished product. Hearings are scheduled for February 26 and 27 on radio dereg.

## Belt Tightening At FCC

Perhaps due to $\$ 3$ million budget blooper reported by R\&R (1-29) the FCC has begun yanking out copying machines and telephones at unoccupied desks. Agency also feeling effects of President's hiring freeze, $12^{1 / 2 \%}$ cut in domestic travel and the ban on purchase of office equipment. No word yet on how impending Reagan budget axe will come down on FCC.

## Format Ruling Imminent

Decision could come any day now from U.S. Supreme Court on whether FCC must review formats at renewal time with an eye towards preseving "endangered formats." Rulings have already come down on cases argued after the format case was heard on November 3

## Fowler Still Looking Good

Word is that FCC chairmanship came up at White House meeting of top Reagan aides recently. Indications are the issue isn't settled yet but Washington attorney Mark Fowler is still a good bet to succeed Charles Ferris.

## House Subcommittee Members

 To Study Communications IssuesA top priority emerging from an informal organiza tional meeting of the newly-named House Telecommunications Subcommittee last week was the need for mem bers to become familiar with complex communications issues. One person attending the session reported, "I think the first order on the agenda is to go through sort of an intensive process of educating everybody."
The crash course for members, many of whom have had no previous exposure to broadcast issues, may include evening seminars and perhaps a weekend retreat that would involve representatives of the broadcast industry.

Even before tackling the educa tion process, however, the Subcommittee has had to wrestle with a complicated budget process which is holding up legislative planning and even staff hiring. Although last week's organizational meeting was described as
"very informal" with no hard de cisions made, the members were given a tentative list of subject areas they may want to delve into this year: the effects and status of deregulation and competition; pro gramming; the effectiveness of regulation; government structures and their efficiency (FCC) : political rules in broadcasting; privacy the social impact of the communications revolution; international and Western Hemisphere issues; home information systems and products: the electronics industry: small businesses as consumers and suppliers: rural tele communications; federal, state and local jurisdiction in broadcasting: and public broadcasting.

## FCC: At A Glance

## Minneapolis Interference Claimed

WCCO/Minneapolis has petitioned the FCC for immediate emergency relief from what it calls "massive and destructive interference" from five FM stations which moved their antennas to the city's IDS building a year and a half ago. Claiming thousands of listener complaints, WCCO asks that the five stations be cut from 50 kw to 10 kw or ordered to use their former antennas until proper filters can be installed.

FCC Move To Rosslyn, VA Seen Certain
There's every indication the FCC will vote this week to move the agency from downtown Washington to Twin Towers in nearby Rosslyn, VA. Last week's expected vote was delayed when one Commissioner asked for more time to consider the issue.
Acting Chairman Bob Lee told R\&R he wants a vote this week and a unanimous decision. Lee favors moving to Rosslyn, where the agency could consolidate into a single building and rents are half the anticipated downtown DC prices when the FCC lease expires next year

## Lee Gets

Abe Lincoln Award
Civil War ironies aside, Commissioner Robert E. Lee is the recipient of the Abe Lincoln Distinguished Communications Medal given by the Radio-Television Commission of the Southern Baptist Convention. Lee picks up the medal this week in Ft. Worth, TX

## Ferris Fallout Begins

One of the first Ferris appoint ees to step down is Nina Cornell, Chief of the Office of Plans and Policy since April, 1978. Cornell's division laid much of the ground work, including economic studies, for radio deregulation. Cornell will form a consulting firm dealing in economic and antitrust matters.
Appointed Acting Chief is Kalmann Schaefer, who joined the FCC in 1977 as Foreign Affairs Advisor

FCC Observes

## Black History Month

February's Black History Month at the agency starts with a key note address this week by former Commissioner Benjamin Hooks, now head of the NAACP. Focus will be on issues such as the black family and blacks in the legislative process.

## FCC Phone

Directory Available
The January 1981 FCC phone directory is available by sending $\$ 1.54$ to Downtown Copy Center, 1112 21st St., NW, Washington. DC 20037.

## RTNDA Manager Len Allen Dies

Leonard Allen, Managing Director of the Radio-Television News Directors Association since June 1976, died of a heart attack last week in Washington. Allen, 65, had retired from NBC in January 1976 after a 34 -year career with the network.

Allen worked his way up through the ranks at NBC, starting out as a writer in 1942 and eventually becoming Director of News Operations in Washington, a post he held from 1963 to 1973. From July 1973 until his retirement from NBC. Allen served as Director of July 1973 until his retireme
Public Affairs in New York.

WARTMM OM TMN R RE - FOMI NWIM



US Women-Headed Households Top 8 Million
Farnilies in which women are the heads of the household soared over 50 percent during the Seventies to 8.5 mullion, according to recently released Census Burenu statistics Meanwhile, families headed by married couples increased onty seven percent to 47.7 million.

Incidentally, seventy percent of those households were headed by white women deflating the common assumption that the majority of womenheaded households are black welfare mothers. Furthermore, the number of suburban households headed by women fumped more than 70 percent. compared to 41 percent in the city centers.

## Cox Posts Record Earnings In '80

Con Broadcasting Corp. has an nounced that its fourth-quarter operat ing earnings climbed 13 percent to $\$ 134$ million, up from $\$ 11.9$ million in the oquivalent period of 1979 Revenues for the firm rose 22 percen to $\$ 88.7$ million during the fourth quar fer of 1980, up from $\$ 72.4$ million in the year-previous quarter.
1980 operating revenues swelled 24 percent to a record $\$ 309.2$ million up from $\$ 248.8$ million in 1978, while
year-end operating earnings increased 16 percent to $\$ 46.5$ million, up from 1979's \$40 million.
Cox President Clifford Kirtiand noted that 1980 operating profits for the broadcast division rose 12 percent over 1979's levels on the year and 13 percent during the fourth quarter Kirtiand also stated that 1980's broadcasting revenues jumped 16 percent over 1979's with fourth quarter broadcast revenues up 13 percent as well.

Panasonic's "Cockpit" Auto Audio Console

Panason/c has recently introduced a top-of-the-line car stereo system, the "RM-710 Cockpit. Designed to be mounted overhead the console system includes an AM FM radio, casselte deck, a bull-in five-band graphic equalizer, ano 'sott-touch" ' funing.
Among the untr's features are programmable pushbutton tuning for instant recall of six AM and six FM statlons, a "present scan bulton that stops ai each presel station for flue seconds before continuing, sound attenuator and loudness switches, and LED in dicators for volume, channel and speaker settings.
In addition, the "RM-710 Cock pit' inciudes a 60 watt power amp Dolby and tape program sensor for ths casselle deck, and a Noise Oweting Circuil to reduce FM band interference created by the car's engine or oncoming trafflc for further information, contact Justin Camerlengo at (201) 348.7182

WCl's '80 Net Up 30\%
Paced primerly by Ms viactronic games and loye division, Warner com municatione inc. reported that yoil and net tricome for the firm soured 30 percent to $\$ 137.1$ milition, up from $\$ 109.1$ million durliw 1978. 1980 revenues rose 25 percent to $\$ 2$ bll lion, up from $\$ 1,85$ billion in the yea previous.
1080 tourth quarter earninge for the firm jumped 32 percent to $\$ 44,6$ rullion, up from $\$ 33.7$ million in the analogous pertod of 1979, while fourth quarter revenues increased 40 per cent to $\$ 654.8$ million, up from 1978 's $\$ 488.1$ million

## Records Sets 4th Otr. Income Record

Athough 1980 operating income fo WCl's recorded music and music publishing division rose one percent to $\$ 82.9$ million from $\$ 81.7$ million in 1979. fourth quarter income for this division climbed 14 percent to a rec. ard $\$ 34.7$ million, up from $\$ 30.5$ million for the equivalent pertod of 1979
Operating income for the firm's electronic games and loys division swelled 101 percent to $\$ 89.9$ million. up from $\$ 6.3$ million in 1979. This division saw a 350 percent leap in lourth quarter operating income 10 $\$ 30.3$ million, up from $\$ 8.7$ million dur. ing the fourth quarter of 1979

## Plain-Wrap Products

## Popularity Increasing

Sales of generic (plain-wrap) goods are showing slight but steady increases, according to a palr of studies recently conducted by the A.C. Niersen Co. and the Selling Area-Marketing Inc. (SAMI) firm. The Nielsen survey indicates that private label brands (including generics) have malntained a stable market share in 35 product categories over the past nine years, climbing only 3 percent to 26.5 percent from 1971 to 1980. Nielsen claims that generics account for 2.6 percent of the most recent private label total.

However, the SAMI survey, which did not isolate generics from private label goods as a whole, showed private label products increasing their overall market share from 13.9 percent to 15 percent during the same 12 -week period in 1979 and 1980. Nielsen sources noted that the discrepancy between the two surveys may be in part due to Nielsen's averaging its figures, as stores which have carried generics for the past two years report higher sales of generics than stores which recently began carrying the plain-wrap products

Generics' sales strength also varies widely depending upon the product with plain-wrap detergents, paper goods, canned vegetables, and peanut butter the leading generic products

## Radio Station Sportswear

y avey reoo sintion arrite nis call worters on T-ahirle but now Peolfic Media Spariswear is offering top-rated atations in the top 60 inarkete the opportunity to markef their call tetles logos on a complete une ol sporiswear for men and women from 16-36. Sta thons must rank within the top 30 percent of their market and muet be CHR, AOR, or Country format ted. There is a one station per format per markel limil as wetl.

Basically. Pacific Modia Suorts

CHIMrint

- M - wear silkecreens, flocks or em broiders the station's logo on jeans, western and bowing shirts, aweatere, jackets. tops. T-shitts, stickpins and towels. All goods are guaranteod to be high-quality (samples are available). The log0t are displayed on all labels (see sample example) and jean tivets ats well as in more prominent areas

Pacific Media requites tour weeks set-up time with product dis. Inbuted in the marketplace within eight weeks of the conclusion of the contract. Distribution is handled through a variety of department. spectalty, chaln, and record stores. Stattons are expected to promote the apparel via on air announcements. Royalties from the sale of the garments can be donated to chartly

The Moffat stalions (CFOXVancouvar, CHEDIEdmonton, CKOU Calgary and CKY/Winnipeg) have already styned up and negotiations are currently pending in Los Angeles, New York, Chicago and Toronto

For further information contact Simon Oinsberg at Pactic Media Sportswear at (213) 628-3946


## Russians Release

Mammoth Music
Giving new life to the old phrase "fickle the lvories, professor USSR-based diskery Melodiya re cently released an album by a group from Kiev, which uses 20.000-year old instruments fashioned from the bones of the long-extinct wool mammoth (not to be confused with the Crazy Elephant of "Gimme Gimme Good Lovin' " fame)
While label heads are calling the ecord a vertiable "monster" and plans for "Elephant Man" merchandising tie-ins are currently be ing fleshed out, those with a nose for new music feel a single (possibly a trunk ated version of "Tusk") is needed to put the album over, given the label's promotional budget, which in this case is peanuts.

Eighth "Whole O"

## Radio Catalogue

## Arrives

The eighth edition of the "Whote O Catalogue" is currently avalable from Dan O'Day Basically, the catalogue consolidates and provides mail order access to a variety of books (ranging from music research sources to Larry Lujack's "Superjock" io RAR's own Dr. Richard Lutr's "Radio Research Handbook"), products (sound effects LP's, production room aids, and alrchecks), and other items of interest to radio professionals.
For further information contact O'Uners at 1448 W. San Bruno Ave. Fresno, CA 83711 (209) 431-1502.

## Speech Recognition

## Machines: Just

## A Shout Away

Speech-recognition machines that are up to 95 percent accurate will be available within two years, according to a recent article in Production Engineering magazine. By the end of the decade, the periodical predicts, speech-recognition machines will be commonplace. pertorming such lunc tions as converting speech directly in to writing and, when bultt into home ap pliances, automatically reminding con sumers how to operate them.

One of over 1500 Great Radio Stations carriying westwood One programs
Programs Ilke: The Dr. Demento Show, Off The Record with Mary Turner, Off The Record Speclals, LIve
From Cilley's, The Concert of the Month, The Rock Vears: Portralt of an Era, The Great American Radio Show, Daybook, Spaces and Places, Ace and Friends, Star Trak, Special Edition, Shootin' the Breeze, Tellin' it like it was.

WESTWOOD
ONE
9500 wasningion Blvo., Culver cirv, CA 90230 - (213) 200 -5000 americas numeer one productr of nationalu sponsored radio procrams

?ast year, Sheena Easton exploded on the English Pop Scene with 3 Top-10 Singles. This year, shes here-



Features the first hit "Morning Train."

Nets


## Reps

## Torbet, Blair Profile 1980 National Spot Radio Buys

Torbet Radio recenlly released figures detaillng its five age groups most requested by spot radio advertisers for the period spanning December 31, 1979 to September 28, 1980 (see accompanying graph). Among Torbert's findings were that the leading demographic shifted during the course of the year from Adults $25-34$ in the first quarter to Adults 18-34 in the second quarter to Men 25-34 in the third quarter

Additionally. the rep firm reported that the total number of avails requesting males decreased noticeably (between seven to four percent) after the first quarter, 25-54 year-olds were the leading age cell throughout the third quarter, and requests for Metro data lead TSA and ADI by a wide margin (over 60 percent). Furthermore, nearly 40 percent of all requests fall within the 25-54 and 25-49 demographics.

Meanwhile, Blair Radio issued similar information regarding its most requested demographics for 1980 (see accompanying graph). Blair contrasted its 1980 spot radio figures with the totals for the corresponding age groups in 1979, reporting decreases of 1.2 percent (18-plus). 1.5 percent (18-34), 3.1 percent (18-49) and one percent (25-54). The 25-49 demographic saw a 8 percent increase in advertiser requests


## RKO

The net recently Introduced a "Media Puzzle" campalgn designed to promote advertiser awareness of network radio as a cost-effective medium for the 80 's. With ads running in the New York Times and advertiser. oriented trade publications, the cam paign addresses seven major problems advertisers face and the solutions offered by network radio.
Commenting upon why the ads stress the network radio Industry's effectiveness rather than merely his own network, RKO VP/GM Thomas Burchill said, "Sometlmes the obvlous, clear-cut advantages of adver tising on network radio are diluted within our own competitive market place. We feel this campaign stresses the effectiveness of network radio as a medium rather than just one aspect of it.

## Syndicators

## London Wavelength

"25 Years Of Rock," a 25 -hou sound montage" spanning 1955 to 1980, is currently being offered by the firm. The BBC-produced program is unique in that there is no narrator instead, the year's top songs are intercut with relevant news events and artists interviews. The show is avail able on a market-exclusive, trade-bar ter basis with slots for up to 10 min utes of commercials per hour.

## Time Capsule

Beginning February 9, the firm debuted a 90 -second mini-quiz feature. "Time Capsule." The 240 mini-quiz. zes come 30 per flight with each program focusing on a month between January 1960 ând December 1980. Following one minute of clues (news and sports highlights, actualities, and a montage of hit songs). listeners are challenged to guess the month and year. After a commercial break, the answer and a short clip of the month's top song are presented. WRKO/Boston's BIII Stephens hosts the discdistributed program

## Sales

WTTR-AM-FM/Westminster, MD is being sold by Russell and Kathryn Morgan to Shamrock Communications Inc. for $\$ 1.7$ million, subject to FCC approval. Broker was Blackburn ${ }_{8} \mathrm{Co}$.

WOLF-AM/Syracuse is being sold by WOLF Broadcesting Service Inc to Brent Lambert and Eric Johnson for $\$ 700,000$ subject to FCC approval Broker was the Keith W. Horton Company.

WKNY-AM/Kingston, NY is being sold by Kingston Broadcasters Inc. to Saw Mill Broadcesters Inc. for $\$ 550,000$ subject to FCC approval, according to broker Keith Horton.

## Drake-Chenault

Doug Hammett has been appointed Regional Sales Manager/Formats for the firm. Most recently an account execu. tive with Arbitron. Hammett's prior radio experience includes stints as a sales consultant, account executive, sales manager, air personality, news person, and programmer

## Watermark

Carol Holt has been promoted to Sales Manager for the L.A.based producer of specialized radio programming. Holt joined the firm in 1979


DE AGONY OF DE FEET - Upcom ing Earth News guest Lou Ferrigno (better known as the Incredible Hulk) puts the squeeze on Earth News Sales Manager Pete Moward, who had the misfortune to poke fun at Ferrigno's 'baby booties. ' Howard is holding his own gunboat - size 14.

presents three hours of 60's HITS from THE EXCITERS to THE ZOMBIES

## Michelle Remembers THE MAMAS \& PAPAS

$\star$ Surefire 60's Dating Secrets

* FREDDY CANNON Revisits Palisades Park


## "I GAN'T STAND IT"

The First Single From Eric Clapton's
Forthcoming Studio Album "ANOTHER TICKET"
ERIC CLAPTON On Tour


## This Is The New Emmylou Harris Single That Everybody's Talking About.

## Seattle

Quarterly Measurement

## KIRO Rebounds To Double Digits, Tops Market

KIRO ( $\mathrm{N} / \mathrm{T}$ ) widened its lead, 8.9-10.6. No. 2 комо (PA) was up as well, 7.8-8.3 KISW (A) showed healthy improvement, $5.7-7.3$, while competitors KZAM-FM (A) and KZOK-FM (A) slipped 4.63.6 and $3.7-2.9$ respectively. On the Beautiful Music front, KIXI moved $2.6-3.4$ while KSEA eroded 5.9 4.8.

Other Seattle area stations with a one share or better included KAYO (N) 1.3-1.9, KBIQ (RL) 2.0 1.4, KBRD (BM) 3.8-2.2. KEZX (BM) 3.7-3.5, KING (PA) 3.43.5 KING-FM (CL) 2.1-2.5, KIXI-FM (PA) 2.5-2.9, KJR (R) 4.95.2, KMPS (C) 2.5-2.9, KMPS.FM (C) 3.1-2.5, KNBQ (R) 2.7-2.9, KPLZ (R) 4.6-3.9, KRPM-FM (C) . $41.0, \mathrm{KTAC}$ (R) $1.8-2.3, \mathrm{KVI}$ ( $\mathrm{N} / \mathrm{T}$ ) 4.0-2.4, $\mathrm{KXA}(\mathrm{CL} / \mathrm{T})$ 1.0-1.8, and $\mathrm{KYYX}(\mathrm{R})$ 3.7-4.3.

## Indianapolis

Quarterly Measurement
WIBC Dominant, WXTZ Down Two
Perennially strong WIBC (PA) maintained 15.715.6. while runner-up WXTZ (BM) slipped again, 12.5-10.3. WNAP (R) posted a notable gain, 7.19.9, as did WFMS (C), rising 7.4-9.0, just behind competitor WIRE, which edged up 8.8-9.3.

Additional Indianapolis area stations scoring above a one share were WATI (BM) 2.9-3.7, WBRI (RL) 1.2-1.0, WFBQ (A) 6.7-7.4. WIFE (R) $2.9-$ 1.8. WIKS (R) 9.0-8.1, WNDE (R) 5.3-5.0, WTLC (B) 9.2-9.3, and WGTC (C) .8-1.8.

## Anaheim <br> IQuarterty Measurement

## KEZY, KWIZ Tie For Lead Among

 Locals; KBIG Top Station OverallKEZY (A) slipped 2.3-2.1 and tied with KWIZ (PA) 2.0-2.1 for the top spot among Orange County stations. Other Anaheim area stations with a one share include KEZY-FM (A) 1.6-1.8; KIKF (C) which debuted with a 1.0; and KWIZ-FM (PA) .9-1.5

KBIG (BM) led the L.A. stations, and the overal numbers, 7.9-7.3. KFI (R) rebounded 4.3-5.1, KFWB (N) rose 3.0-4.3, and KJOI (BM) moved 3.7-5.0. KMET (A) slid 7.2-4.2.

Remaining L.A. stations with a one share or bet ter in Orange County were KABC (T) 5.8-4.7. KFAC FM (CL) .5-1.1. KHJ (C) debuting (midway through the book) with a 1.3, KHTZ (R) 2.8-2.2, KIIS-FM (R) 2.8-2.5, KIQQ (R) 2.1-3.1, KKGO (J) stable at 1.1. KLAC (C) 5.1-5.4, KLOS (A) 3.3-3.7, KMPC (T) 3.7 3.3. KNOB (BM) 1.4-1.6, KNX (N) 3.5-4.0, KNX-FM (A) 4.1-4.0, KOST (BM) 2.6-2.2, KRLA (R/O) 1.92.1. KROQ (A) 2.2-2.1, KRTH (R) 5.1-4.7, KWST (A) . 9 1.6, KZLA-FM (C) debuting with 1.7 in its first country book, and XTRA (R) stable at 1.9.

## Sacramento <br> (Quarterty Measurement)

## KZAP Keeps Lead, KEWT Slips, KRAK Moves Into Second

KZAP (A) remained the only double digit station, 14-6-12.2, while former number two KEWT (BM) slipped 10.7-7.3. KRAK (C) moved up well 6.4-9.0. KAER (BM) moved 2.4-4.0, but KROY (R) slipped 4.4-1.9. KSFM (R) climbed 5.1-6.2, and KFBK ( N ) gained 4.0-5.5

Additional Sacramento stations that scored a one share or better include KAHI (PA) from no-show to a 1.3, KCTC (BM) 5.3-4.7, KEBRYRL) from no ranking to 1.0, KFIA (RL) 1.1-1.0, KGMS (PA) 2.7-3.7, KGNR (N/T) 6.1-6.7, KHYL (R/O) 4.8-5.1, KPOP (B) 2.8-1.7, KROY-FM (R) 2.5-3.4, KWOD (PA) 3.6-3.2 KXOA (R/O) 1.5-1.0, KXOA-FM (AOR) stable at 5.5. and KYLO (C) .8-1.6

San Francisco stations with a one share or better were KFRC (R) 2.2-2.8, KGO (N/T) 2.1-2.2, and KNBR (PA) 1.8-1.0.

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A-AOR, B-Black, BB-Big Band, BM-Beaufliful Mu sic, C-Country, CL-Classical, D-Disco, JJozz, MMiscellaneous, N.Nows, O-Oldies, PAPop/Adult R-Rock, RL-Religious, S-Spanish, T-Talk.

Average Querter Hour Shares are Mondey-Sunday.
6am-midnight, Metro Survey Area, 12+.

Produced by Brian Ahern For Happy Sack Productions

## RADIO \& RECORDS <br> ALBUM AIRPLAY/40

$\begin{array}{lll}22 & 15 & 14 \\ 12 & \text { APRIL WINETTH }\end{array}$ Nature Of The Beast (Capitol)

## BACK PAGE <br> NEW \& ACTIVE

APRIL WINE "Just Betwoen You \& Mo" (Capitol 88/36 Moves: Up 23, Seme 30 , Down O, Adds 35, Including WBEN-FM, GSKX, WPGC, WTRY, WKBO, KRBE, WTIX KXX108, WBBQ, WGRD, WISM, KIOY. KNBQ.

FROM THE SMASH AOR ALBUM
"What niche do you want to carve out and promote as your own?"

## Quarterly Measurement Countdown

A baseball game that takes 27 innings. A hockey match that lasts nine periods. Envision these changes and you have some idea of the scope of the impact of Arbitron's Quarterly Measurement survey technique. In little more than a month the spring survey will begin, and every market that has not yet had QM instituted will be under a 12 -week sweep for the first time. As the days count down towards March 19, how are you adjusting to the new rules of the game? Here are some points that you may want to keep in mind as this revolutionary measurement system is begun nationwide.

## Marketing Goals Set?

So many stations are going into the first QM sweep in their market without adecjuate preparation. One of the most grievous sins is that they are discussing the size of their ad budgets - without giving much thought or research look into what to promote with those budgets. The real key to success under Quarterly Measurement is going to be consistency, so what niche do you want to carve out and promote as your own? Finding your unique selling proposition, then promoting it consistently throughout the year has to be the framework upon which a successful ratings story can be built.

What kind of goals can/should you strive to set? My experience has been that you may want to set a realistic goal in your target demo - your real target, not an Arbitron cell necessarily - and have the staff agree that after two surveys you hope to be at that level among men $30-40$, women
> "Contests or promotions are just clutter that gets in the way of hearing the music they tuned in for."

25-49, whatever applies. Then decide on the tactics to accomplish your ratings figure goal - are you going to try and build cume, or will improving
time spent listening be your major concern? Finally, try to develop, through research feedback from the community, a slogan or tag line that will be a consistent presence in your external marketing.

An additional thought regarding goal-setting for your target demo, make sure that the demo is a realistic one - not such a broad skew as $12-34$ for example - and that it is a salable one in your market.

## Promotion Preparations

As station GM's look at their advertising/ promotion budgets, the thought of increasing the length of a survey throws a fright into many otherwise strong persons. Assuming you are not able to get a budgetary increase to match the increase in the length of the sweep, you may want to keep in mind these tips.

1. Talk to station managers in markets that have had their baptism with Quarterly Measurement. Seattle and New Orleans have had the 12 week long surveys since Spring '78, while the top five markets have been phased in since then. Perhaps you can glean some insights from a friend or associate in one of these markets.
2. Timing is all important. Hype is out, since the sweep will be covering a longer period than the traditional four-week surveys. Consistency will be the byword. Stations that wait until the beginning of the survey, offer big promotions at the start of the sweep, and expect that momentum to carry them successfully through QM are in for a big surprise.
3. Programmers as well as promotion people need to keep in mind that potential impact of the lengthening of the survey. Instead of each week theoretically containing one-fourth of the survey's sample, each week will now potentially contain one-twelfth. As a result, one-shot events that may have been successful in the past will now have their impact diluted under Quarterly Measure ment. Series events, contests or programs may make more sense under the new Arbitron technique.

Let me act as a bit of a heretic here. Allow me to suggest that some, perhaps many, stations can be successful without promotions. Although many GM's and PD's feel that a survey indicates that an on-air promotion must be conjured up to juice the ratings, many listeners say "no thanks." In focus group and telephone research that I've done, respondents in many markets say they believe that

## Q\& $\mathbf{A}$

Bill Clark, member of the Arbitron Radio Advisory Council and the guiding light behind KABL-AM-FM/San Francisco, called recently to inquire. "What happens if a station changes format after the February 2 cutoff established by Arbitron for sending in facility form information for the spring sweep? How can slogan changes be made?"

According to Connie Anthes of Arbitron, the company is devising a policy allowing slogan updates as long as the revised slogans don't create a slogan conflict. More specifics, and a contact person to whom you can send in your updates will be forthcoming from Ms. Anthes. Stay tuned for more information.

## Week In Review

## Philadelphia Votes For Monthlies

A majority of Arbitron subscribers in the Philadelphia metro have voted to receive the monthly interim reports during Quarterly Measurement surveys. Philadelphia thus becomes the first major market to vote in the monthlies. The top three markets had previously voted down the issue twice. Markets where QM is being introduced this spring may or may not have the option of receiving these interim reports, with an Arbitron position yet to be finalized, according to spokes. person Connie Anthes.

## Birch 50\% Higher

According to Tom Birch, President of the Birch Report ratings service, his firm's telephone methodology "may show radio to deliver as much as $50 \%$ more audience" than estimates generated by Arbitron. Birch attributes the higher audience levels to the difference between a five-minute interview and the seven-day diarykeeping task, as well as the retrieval of data that is no more than 24 hours old. Some diarykeepers may not be conscientious about keeping the diary each of the seven days involved in the Arbitron system. Previous to the Birch Report, Burke's radio effort - which used a similar sampling technique - also reported levels much higher than Arbitron.
contests or promotions are just clutter that gets in the way of hearing the music they tuned in for. This phenomenon is not applicable to every station or format, but I know a number of properties where dollars were saved this past sweep and ratings were strong without major on-air happenings.
4. Don't shoot your total budget. As you plan for the first QM sweep it might be wise to not blow all your bucks the first time around. Since Arbitron will he surveying weeks not previously swept in your metro, there may be flukes or problems the first time around that might skew results in an atypical way. Better to maintain a consistent but not dominant presence until you have analyzed the results of the first QM survey in your area. After reviewing the Arbitron track record in your, market you may then have more concrete guidelines on which to base advertising and promotional decisions.

## The Results Reaction

Perhaps the most excruciating part of the Quarterly Measurement countdown is the waiting for the results. As mentioned earlier, the data may be affected by Arbitron problems in implementing the QM technique in your metro. Do not jump out of a window or take other drastic steps if your numbers wobble. Remember that you need a consistent marketing plan and that the plan should cover not just one sweep, thus avoiding the tendency to go Punk/Gospel after the first results show your CHR format did not do well. Take two aspirin, call me in the morning, and here's to good luck in your upcoming spring QM effort.

> Jhan Hiber

# "'One of the highest-rated TV spots we've ever tested." 

Bill Moyes/President
The Research Group


- For Winning AM Stations In All Formats.
- Can Easily Be Customized For Each Dial Position And Format Situation.
- Two 30-Second Versions.
- Network-Quality Production At Affordable Prices.


# TS. MONK "BON BON VII", from the album HOUSE OF MUSIC <br> WIG 19291 



New York WXLO 7-4<br>Boston WXKS deb 23<br>New Orleans<br>Tucson<br>WTIX add KHYT add

## PHOEBE SNOW "GAMES". \#3800



> 940 add WPST add K104 add WKEE add KINT add KXX106 add

WGUY add 95XIL add WOLF add WHHY add WISE add WQEN add

WALG add WGLF add WCGQ add WBCY add WQLK add


## STREET TALK

The news that Billy Bass, Senior VP/Promotion \& Creative Services at Chrysalis Records, had exited the company caught nearly everyone by surprise this week. When Street Talk reached Billy, he had no comment, but further rumors persisted that something new may be in the works for him in the very near future. No immediate replacement was named at Chrysalis, but the potential candidates were lining up within 24 hours of Billy's departure.

Are Ross \& Wilson late of Z93/Atlantal going to WABC/New York for AM drive? That was the hottest gossip in New York this week, but not confirmed. The entire story had current WABC AM drive personality Dan Ingram returning to his old afternoon shift to make room for the new morning duo.

With 96X/Miami going "dark" Saturday night (2-14) at midnight, a lot of talented air personalities will be on the streets. Although Charter has offered assistance in placing the newly unemployed staff, PD Bruce Kelly has already announced that he' ll join Y100/Miami for PM drive. Bruce will also assist Metroplex VP Bill Tanner.

A much-asked question in record circles this week is who will be the newly-named promotion head at Geffen Records?

Format rumors persist about WRKO/Boston. Although all parties involved continue to deny the station will become Country, something is happening. PD Charlie Van Dyke is keeping any contemplated changes very quiet.

John Sebastian \& Associates, Inc. has set up shop in Arizona. The address and phone are: 5105 North 40 th Street, Suite E-310. Shoenix, AZ 85108, (602) 952-8736. John has also officially announced his second client station WQMF/Louisville.

The format direction of KILT-FM/Houston under new PD Rick Candea is being called "Houston mass appeal." A lot of Texans are interpreting that to mean "cowboy boots and hats" music . . . but then, that's a rumor we 've reported before. The station itself is still denying that the AOR will switch to Country.

Here's one AOR that will change formats WORJ/Orlando, after 12 years as an album rocker, will convert to Schulke 2. VP/Programming for WORJ (and its AM, WORL) David Souza will stay with the station through the changeover, but MD Bill Mams will exit.

Ron Chase is out as PD of KPUR/Amarillo, with Dan Wilson returning to program the station. Dan had been PD at KPUR in 1976 before going into sales for the CHR outlet. Ron can be reached at (806) $355-4352$.

WOL/Washington has shifted its Black format to News/Talk from Gam- ppm. After 6 pm the station will resume its music programming.

We 've heard that Steve Dahl is not only talking to the folks at WMET/Chicago but that he has also been approached by ABC (who reportedly passed on the opportunity to pick up Steve for KLOS/Los Angeles just before he joined the Loop).

Street Talk received a clarification from Lee Abrams that KPRI/San Diego is not the first test station for his new Superstars II format. Instead, he and Southwestern PD Jesse Bullet have been working on some specialized modifications that wont change the format as much as it will help KPRI gear itself past the stereotypical AOR $18-24$ male. Dix Allen, KPRI GM, clarified this further, saying. "Our target audience is adults 18-34. The plans are to improve the programming to strengthen our reach for the older half of that demographic."

WMJQ/Rochester has lured Tom Hunter away from WZOK/Rockford to be its new PD. Replacing Tom as PD of WZOK will be former WOKY/Milwaukee MD Dallas Cole, as another WSPT/Stevens Point graduate makes it into the programming ranks. Congratulations to both Tom and Dallas on their promotions.

KZOK/Seattle has hired a new morning man. Rick Shannon, a highly-rated personality from CHR KJRB/Spokane, will join the AOR outlet on February 18. Also at KZOK, Brad Hoffman steps down as MD. but remains with the station as a jock. The new MD will be Michael Knight from KKSN/Portland, and a new Assistant PD was also named: Larry Snider from KGON/Portland.

Jerry Moulding will become the new VP of Black Product at MCA Records. Jerry comes from a long radio career. including his most recent programining stop at KDIA/Oakland.


LOOKS LIKE A HINNER - Remember the KFRCISan Francisco contest we told you about? You know, the one where just prior to the Raiders/Eagles Superbowl game, KFRC was looking for an Al Davis lookalike. Well, we have visual proof this week that someone actually does look like Oakland Raiders owner Al Davis. Charlie Webb of Concord, CA won the grand prize, which consisted of a one way bus ticket to Los Angeles, a pair of sunglasses, a case of suntan lotion and his own personal "yes man." Pictured with the wirier is KFRC personality Rick Shaw, who acted as master of ceremonies for the media event By the way when Rick asked the winner how he felt about being chosen as Al Davis's lookalike, he said 'This is the worst moment of my lifel


## THE ELECTRIC WEENIE, RADIO'S NUMBER 1 GAG SHEET GETS LETTERS

JIM BUICK/CKPT ... 'I still use Weenie material from 3 years

Jocks. ..write today for free samples.

## THEY'RE ALL ON

## LOVERBOY "Turn Me Loose"

## THE ACTION:

| CFTR 30-22 | WOKI 26-20 | WPST add | WCSC on | KJRB on | WHHY 29-26 | KDZA on |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| CKGM deb 27 | FM103 26-23 | WKEE deb 40 | WTMA on | KNBQ deb 30 | 95SGF on | KQDI on |
| Q102 add 35 | KPUR 20-15 | KRBE on | WVLK on | KTAC deb 33 | WCGQ deb 30 KYYA 13-13 |  |
| KUPD 25-15 | KOOK 19-16 | KHFI on | WVIC 36-33 | KYSN 30-28 | WISE on |  |
| K104 35-29 | KRLC 12-8 | KWIC on | Z104 28-27 | KENO on | KILE on |  |
| KINT 24-21 | WGCL on | KXX106 27-25 WIKS on | WIGY on | KFYR on |  |  |
| KQ94 25-22 | KIMN on | WAAY on | WDJX 37-35 | WCIR on | WRKR 24-20 |  |
| WBBQ 30-24 | WHFM on | WSEZ on | KIDD on | 95XIL 39-36 | KCBN deb 37 |  |

# CHAMPAIGN "HOW 'Bout Us" 

## THIS WEEK'S SIGNIFICANT ACTION:

WCAO deb 30 94 Q deb 30 KSET-FM add 95SGF add
, KFI add KXX106 add WFOX add
KPLZ add KX104 add WISE add

KATI add
WXKS on Y103 deb 39
KSLQ 23-22
KINT deb 38

WTIX deb 37 WHBQ on 92Q deb 29

WCSC on WRKR deb 34 WHEB 34-31 FM99 on KVOL 25-22

EARTH, WIND and FIRE "And Love Goes On"

## THE LOVE IS GOING ON THESE STATIONS:

WXLO 31-23
WFIL on
WIFI on
WCAO $30-26$
WROR 27-24
WXKS add


| PRO-FM deb 24 KPLZ deb 29 |  |
| :--- | :--- |
| JB105 35-31 | KClOl add 30 |
| KRLY on | WHYN 22 |
| WCKX on | l4Q on |
| WGCL deb 30 | WKEE on |
| KIIS-FM on | KSET-FM add |
| KFRC deb 40 | KINT deb 32 |
| KJR on | WJDX 26 |

Gl00 31-26 WAAY on WAXY deb 26 BJl05 on
CK101 27-23
KX104 on WSEZ deb 33 WGH on

WQRK deb 31 WGRD add
WVIC on Zl04 on
WDJX on WHOT 29-27 KIOY deb 28 KJRB 26-24

KTAC deb 31 KCPX deb 35 KENO deb 30 WJBQ 30-26 WGUY on WTSN deb 17 KENI add KQDI on

Produced by Maurice White for Kalimba Productions

## (170 <br> CRtr? (a)

On with our weekly spaceventure . . . as the Garish Column orbits into your mailbox and plunges eagerly into a stupified state of free fall (which is artificial hair that your girl can wear for nothing, right . FREE FALL? Rimshot, please . . . I.

Couple of fascinating books reached the outstretched arms of Carl-Bob, the Gary Owens free-lance courier, and Man of Steel, Man of Honor, Man of Integrity, Manischevitz.

First, a neat volume from a long time friend and great deejay, Dave Diamond. Dave has created a verbal portrait of the inner city in a book called "Street Scenes," published by West American Press. Dave is one of the leaders in the veristic writing movement, and graduated with his BS degree in journalism from the University of Southern Mississippi. The chapter titles will have you pensively combing the snarls out of your sideburns: "Last Chance For The Beggar," "The Ace Diner," "From Here To Reality," "In Wine There Is Truth." Dave also shows his talent for prose poems. If you'd like to nab a copy you can write to the publisher, Box 75101. Los Angeles, CA 90075. It's $\$ 4.00$ a book and very thought-provoking.

Carl-Bob also brought me an epic called "The Rock Music Source Book" land What is Source for the Goose, is Source for the Gander). It's written by Bob Macken, Peter Fornatale, and Bill Ayres for Anchor Books. The guys state there are an estimated 300,000 pro and amateur rock groups performing in the U.S. at this time (no wonder I have a difficult time sleeping). They claim that when they started to put their book together they had some 400 different themes in mind. but they soon discovered that would lead them out of their
minds and into a hernia so instead they chose 50 themes that reflect the deepest personal social and political concerns in the world.

I must say, they've really done their homework ... the record categories range from Brotherhood to Cowbroys, Wild West, Hope/Optimism; from Outlaws to Pregnancy, Rat Race to Self-Identity.
My congratulations to them for a much-needed reference work for every music library in the country.

It sort of makes my reference book, "Motels of Iowa," pale by comparison.

A radio station executive told me an anecdote of ambivalence last week. A young lady came to him to apply for a job. and he asked her about her credentials. Although she had gone to broadcast school, she had not yet worked for an actual station. O.K.! Then she said, "I've been busy writing my autobiography." All right! Then he asked her how old she was, and she said, "I'm 18." II imagine those years between 8 and 9 are the ones they 11 make the movie about!! Even if that's true, it makes you sound like you might be flinging a lot of braggadocio. So when applying for first timegigs, the GO Foundation suggests that you toss in more believable past thrusts like: Cropduster, Queen of Scotland. Whoopie Cushion Repair Shop Clerk, Las Vegas Casino President. Dribble Glass Manufacturer, Registered Buffoon, Fish Flogger, Calvin Coolidge Lookalike, or Niblet Sorter.


## ''Dallas,'' CBS Continue Domination

The Nielsen computer, restored to a state of cheery good health after two breakdowns over the last two weeks, delivered ratings figures for the week ending February 8 which showed "Dallas" and CBS leading the pack as usual. CBS earned a solid 20.8 average rating thanks to "Dallas" and a few series stalwarts ("M *A*S*H," "60 Minutes," "Dukes Of Hazzard") and top ten scores from Burt Reynolds (in "Hooper") and Lily Tomlln's special. ABC was second with 19.5, and NBC fell to a distant third with 16.9.

In last week's standings, which were computer-delayed and missed our deadline, "Dallas" was top show again and CBS won with a 21.0 average rating. NBC scored well for second with 19.3. and ABC finlshed third with 17.5

| 1 | 1 | Dailas (CBS) | 4 | 11 | Facts Of Life (NBC) |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 5 | 2 | Dukes Of Hazzard (CBS) | - | 12 | Too Close For Comfort (ABC) |
| - | 3 | Hooper (CBS Sunday movie) | 6 | 13 | Little House On The Prairle (NBC) |
| 7 | 4 | $M^{*} A^{*} S^{*} H$ (CBS) | 20 | 14 | House Calls (CBS) |
| 2 | 5 | 60 Minutes (CBS) | - | 15 | East Of Eden Part I (ABC) |
| 3 | 6 | Diff'rent Strokes (NBC) | - | 16 | Hart To Hart (ABC) |
| 10 | 7 | Real People (NBC) | - | 17 | Happy Days (ABC) |
| - | 8 | Lily Tomlin Special (CBS) | - | 18 | That's Incredible (ABC) |
| 8 | 9 | Love Boat (ABC) | - | 19 | The Waltons (CBS) |
| - | 10 | Three's Company (ABC) | 9 | 20 | Quincy (NBC) |

"WKRP In Cincinnati" finished 27th last week, up from 39th the week previous. CBS's Hitler drama "The Bunker" finished 13th two weeks ago, the only special to make the top 20 that week.


BERRY BERRY GOOD TO ROCK \& ROLL - Chuck Berry received the "Distinguished Award of Merit" during the eighth annual American Music Awards telecast. He's pictured (center) with actress Mary Crosby, whose father Bing was the first recipient of the award, and AMA host Dick Clark.

## Music On TV

Paul Simon will host the 23rd annual Grammy Awards telecast on CBS February 25. Performers and presenters for the show include Irene Cara, James Cleveland, Judy Collins, Rodney Dangerfield, Andy and Barry Gibb, George Jones, Kenny Loggins, Barbara Mandrell, Chuck Mangione, Manhattan Transfer, Bette Midler, Anne Murray, the Oak Ridge Boys, Barbra Streisand, and Dlonne Warwick... Rick Nelson is on "Midnight Special" February 13 ... Phll Seymour and A Taste Of Honey guest on "American Bandstand" February $14 \ldots$ George Benson, Larry Gatlin \& The Gatlln Brothers appear on "Barbara Mandrell" February 14

## VIDEOSCOPE:


#### Abstract

3-D TV: An international commlttee met in Swlizerland recently to study proposals for 3-D home television. Several companies are currently refining 3-D TV systems and the committee's goal is the creation of compatible recelvers that could be viewed by a group . GOOD-BYE "DONALD DUCK": Variable Speech Control Co. has deveioped a new large scale integration (LSI) mlcroclrcuit that helps correct the "Donald Duck"' distortion of sound resulting from pitch changes during high-speed VCR vlewing. According to the firm, speed Ilstening ( 250 to 300 words per minute or twice the average rate) will now be cost-effective for remote-controlled VCR's . . . VIDAMERICA ADDS FIVE TITLES: VidAmerica, the New York-based arm of the Video Corp. of America, has bolstered Its speclalty and sports videocassette catalog with the acquisition of five new titles, including "The NFL SymFunny: Super Bowl III," the "Amazing World Of Psychic Phenomena," and the John Wayne classic, "Flying Leathernecks."


There's Nothing Average About The Johnny Average Band.

## Were The Jury Members Stupid?

The trial has ended. The jury has reached a verdict. When the announcement is made it creates a wave of surprise and sometimes outrage. How could the jury have reached such an obviously wrong and unfair conclusion after hearing all that testimony?

Sometimes a trial verdict touches off demonstrations. even riots. Why? Often it's because people who are concerned about the outcome of the trial feel justice has not been done . . . that the wool was pulled over the eyes of the jury members. that the jury was bought off. or otherwise tampered with.

I submit that it is the responsibility of the journalistic corps in that city to prevent emotions and impressions from ever reaching the level at which outrage is seemingly appropriate. Now, wait. I'm not saying that reporters should cool down a town, or that they should not. My point is, if a trial has been reported fairly and completely from beginning to end, the public will be familiar enough with its complexities and contradictions. that it will be apparent the jury did its best under extremely complex circumstances. That is to say, if news media coverage has been responsible and balanced. a community will know exactly why the verdict is what it is.

The problem we have in radio news is widespread among all but the large cities: not enough reporters to lock on to a trial from start to finish. despite the importance of the judicial proceeding to our community. So we cover the first day of testimony. check the courtroom from time to time as the opportunity arises, and then begin the vigil when the jury retires to deliberate. Our broadcast coverage is forced into such a compressed and superficial few stories that, when the guilty or not guilty decision is announced. we are as surprised as the rest of our townspeople at the verdict. And we may feel the supposedly open-and-shut case against the defendant has somehow been contorted into a miscarriage of justice. That's because we weren't there every day hearing the ins and outs of testimony, the claims and counterclaims, the proof and the disproof. We may even become outraged and profess a strong suspicion the whole thing was rigged along political or racial or economic lines.

That's too bad. Ugly emotions come much more frequently as the result of misunderstandings than of logical fact assessment. Good information is as good for an entire city as for an individual.

It is encouraging to hear of more radio news operations in which extraordinary reportorial effort is expended when critical cases go to trial. On the bottom line. good reporting makes a better community.

## CALENDAR

## King Tut's Tomb Opened

MONDAY, FEBRUARY 16: King Tut's tomb was opened today in 1923. revealing a burial chamber that had been untouched for 3400 years. The Egyptiañ "Valley of the Kings" had been repeatedly plundered by grave robbers. so the discovery of Tutankhamen's subterranean resting place was a major archaeological triumph (Tut's coffin itself wasn't opened until several years later!.

The silver dollar became legal U.S. money in 1878. A year ago the world's longest traffic jam occurred between Paris and Lyon. France. "The Guinness Book Of World Records" reported it stretched 109.3 miles.

John McEnroe is 22. Sonny Bono is 46. Fidel Castro became Prémier of Cuba today in 1959 (on the day McEnroe was born).

## Origin Of The School PTA

TUESDAY, FEBRUARY 17: Today in 1897 Patty Hearst's great-grandmother cofounded the National Congress of Mothers in Washington, DC. About three decades later (in 1924) it became the National Congress of Parents and Teachers, the PTA.

What may have been the first submarine was tested in battle today in 1864 during the Civil War. The Confederate submersible H.L. Hunley, only partially submerged, had a long pole sticking out from its bow with a bomb attached. The submersile H.L. Hunley, orked well, sinking the U.S. Housatonic off Charleston. South Carolina. In fact, the bomb worked so well that it also sank the H.L. Hunley.

Gene Pitney is $\mathbf{4 0}$. Jim Brown is 45 .

## The First 3-D Movie

WEDNESDAY, FEBRUARY 18: Three-dimensional movies were a brief fad in the mid- $1950^{\circ}$ s, and may have died out not because of the inconvenience of audiences having to wear special eyeglasses. but because the movies themselves were such floppers. Today in 1953 the first 3-D film premiered: in "Bwana Devil" the illusion of depth was not sufficiently captivating to overcome a genuinely hapless screenplay. Hollywood recently announced a revised 3-D process will soon be introduced to American movie audiences.

Yoko Ono is 48. John Travolta is 27. Helen Gurley Brown is 59. Private Eddie Slovik, the only American soldier executed during the Korean war, would have been 61 today.

Full Moon tonight.

## Booze Outlawed In Kansas

THURSDAY, FEBRUARY 19: One century ago today the people of Kansas outlawed hard liquor. That statewide prohibition preceded the national "Great Experiment" by about four decades.

One of the most desperate battles of World War II began today in 1945, and during the following month U.S. casualties exceeded $\mathbf{2 0 , 0 0 0}$ men. It was the Battle of Iwo Jima, on a little island in the Pacific that was strategically important because it was only 750 miles from Tokyo, within range of our medium bombers. The battle from February 19 to March 14, 1945 ended as Associated Press photographer Al Rosenthal took his Pulitzer Prize winning photo of Marines raising the Stars and Stripes atop Mount Suribachi.

Lee Marvin is 57 .

## First Scalping By Whites?

FRIDAY, FEBRUARY 20: Several reference works list this date in 1725 as the first scalping in the New World, reporting white settlers attacked Indians and took their scalps. But scholars of good repute disagree on whether the first scalps were taken by white men or red men, and cannot agree on where or when. The atrocity on this date was in New Hampshire.

In 1962 John Glenn became the first American to orbit Earth. in the Mercury space capsule he named "Friendship-7."
Spring arrives a month from today.
Patty Hearst is 27. J. Geils is 35. Sandy Duncan is 35. Sidney Poitier is 54 .

THIS WEEK
Marshall Tucker Band

NEXT WEEK
Earth, Wind And Fire (Maurice White)
Call Pete Howard (213) 399-4949
131 Ocean Park Boulevard Santa Monica, CA 90405

## Parallel Realignment In The Works

Judging by the number of letters and phone calls I've been getting lately, it must be time to realign the Parallels again. In fact, we are currently looking at all our current CHR reporting stations and a large number of possible future reporters. All stations will be evaluated on the basis of not only how well they are doing in the recently released ARB's, but how well they fit the definition of Contemporary Hit Radio.

## Blurred Lines

One of the biggest problems all of us have had to deal with recently is just how to specifically define our format. R\&R made the change from the antiquated term "Top 40" to Contemporary Hit Radio in response to the many changes the format had been through. Further, we attempted to define the major subgroups within the CHR universe:
(1) Variety CHR - musically diverse, will play almost any style of music if it shows hit potential.
(2) Urban Contemporary - leans heavily to crossover hits. Stations are in major metropolitan areas with significant ethnic populations.
(3) Album Oriented Contemporary - somewhat harder musically, leaning more to image artists, usually avoids "pure pop" acts.
(4) Oldie/Contemporary - plays a heavy hourly percentage of past hits along with a wide variety of currents.
(5) $25+$ Contemporary - music is selected for appeal to the $25+$ demographics. Adult image artists are preferred, very little rock \& roll, and no heavy metal music. Music policy usually very conservative.


A GIANT WELCOME - K1O5IKITH/San Diego helped to welcome home returning hostage Richard Morefield with thls $12 \times 25$ foot groetting card. Pacific Outdoor Advertising provided the mobile billboard complete with artwork and $k 105$ provided the promotion push. San Diegans were encouraged to visit the "card" in a local shopping center and sign their personal message. The response was and sign their personal message. The response was
predictably huge with over 10,000 signatures in a $21 / 2 . d a v$ predictably huge with aver 10,000 signatures in a $21 / 1 /$ dav
period. When Mr. Morefield returned to Southern Califor. period. When Mr. Morefiald returned to Southern Califor.
nia, the greating card was parked in front of his home.

These five subgroups are by no means the only types of CHR stations around today, but they do represent the majority of contemporary music stations that are currently being called Contemporary Hit Radio.

Where many of us run into a problem is in subgroup No. 5, $25+$ Contemporary. This particular style of CHR has been harder and harder to separate from Pop/Adult radio. Most of the $25+$ Contemporary stations now reporting to CHR are AM's which were once the dominant Top 40's within their markets. Faced with the same kind of audience fragmentation that all radio has faced, these stations surrendered the teens and 18-24's to AOR stations and the first three subgroups within CHR, and in many cases have very successfully "grown up" with their audiences.

The problem comes when other styles of CHR stations attempt to compare music with stations that will not (and rightly so for their target audience) program the full spectrum of contemporary hits. I believe it's time that some admitted $25+$ Contemporary stations seriously evaluate their stance as CHR reporters. R\&R will be looking at all the ARB data and discussing with the specific stations just where they would most properly fit into our reporting structure. As always, the first criterion will be ratings success in comparison to the other stations within the marketplace.

## Joining The Parallels

We will be adding some new reporting stations in the next few weeks, and if your station would like to be considered, the procedure is very simple. We have designed a questionnaire for prospective reporters that gives us all the information we need to know about your station. The questionnaire covers things like how you put your music together each week and various

## Motion

Don Ryder is the new morning drive personality at Q106/York. Don had been working as a television comedy writer, most recently for NBC's "David Letterman Show," but has now returned to radio fulltime Beau Jagger has joined Q105/Tampa for the early evening shift from 96X/Miami . . Changes at KZ93/Peoria include Geoff Davis, new to the station from 95SGF/ Savannah, in afternoon drive, and Mark Maloney now doing the $6-10 \mathrm{pm}$ segment.

At 95SGF/Savannah. Jim Starr from WHIT/Newbern, NC is the new 7pm-12midnight jock . . Steve Anthony has been appointed PD at KHBQ/Amarillo from WRKO/Boston... Mark Williams will be leaving FM100/ Memphis to join WXYV/Baltimore as Music Director

Andy Barber. formerly PD at KASH/Eugene. is now the new midday jock at KMJK/Portland A.J. Roberts has exited B104/Baltimore as MD. Rick James will now be the Music Coordinator for B104 and John Leeder from WAPE/Jacksonville will become B104's Production Director and $10 \mathrm{am}-2 \mathrm{pm}$ jock

Gary Nolan has been promoted at 149 /Worcester to Assistant PD ... Tom Graye is the new weekend/ vacation relief personality at WLS/Chicago. Tom had previously been the midday air talent at WRCK (now WLS-FM) .. Dave Scott has been upped to Assistant PD at Y103/Jacksonville.

Justin Morgan from WIKY/Evansville is now doing momings at WGBF/Evansville . . Kim Scott has joined WAKY/Louisville from WZZX/Louisville for weekends John Lewinski is the new Promotions Director at WRKO/
other specifics of your station's format. All the information is kept confidential and greatly helps us to evaluate your station.

If you would like to be considered for CHR reporting status, just send us a letter requesting a question naire, which we will send you by return mail. Address your request to: Radio \& Records, CHR Section 1930 Century Park West, Los Angeles, CA 90067.

## The Numbers Game

We currently have 230 CHR reporting stations and that number is not likely to increase. As stations fall in the ratings or perhaps change formats, we do lose reporters. Those empty slots will be filled by qualified CHR's who have expressed an interest in becoming reporters. Our one-day deadline for gathering and printing music information precludes the possibility of greatly increasing our total number of reporters.

There is still time for your station to be considered in the current Parallel realignment, but keep in mind that we will not be adding many new reporters. Joel Denver's arrival as our new CHR Editor on February 17 will mean that Joel and I will be doing our reporter revision together. We should have everything completed by early March.


TAKE MY BALLOONS . . PLEASE - KPLZISe日tde decided something a bir out of the ordinary would be an appropriate wev to introduce its newty hired PM drive personality R P McMurphy. So RP howh-hired PM drive personality, R.P. McMurphy. So R.P. hopped into his tuxedo and hit the streets with "hot air. "Bouquets of balloons imprinted "I Believe In You, Seattle - KPLZ" were handed out all over downtown Seartle. In the photo R.P. is awarding a skeptical listenar land her tuture diarykeoperl with a multi. colored promotional "bunch."

| WXLO deb 37 | KC101 30-26 | WQRK add |
| :--- | :--- | :--- |
| WCAO deb 29 | WAEB add | WTWR add 32 |
| WPGC 28-23 | WKEE add | WHEB add |
| WDRQ add | KFMK on | WFOX add |
| KIIS-FM on | WAAY add | WFLB deb 34 |
| WFBR on | WBBQ add | FM99 add |
| WBLI on | 92Q on | KATI add |

From their forthcoming album,"Labor of Love."

# FIREFALL "Staying With It" 

from Clouds Across The Sun so , rempa
NEW \& ACTIVE
FIREFALL "Staying With IE' (Atuntic) 101/10
Moves: Up 62, Same 29, Down 0. Adds 10, WIFI, WGCL, WZUU, WOKY.
WAEB, WNCI, WDJX, FM102, WTSN, WEAQ.

## Steve Dahl Dismissed By WLUP

## Continued from Page 1

 never come in and said, 'Steve, I think you're going too far.' Neither has (WLUP GM) Les Ellas, nor (PD) Max Floyd, not in the last year. That's the real frustrating part.Commenting on the network,

## Francis

Continued from Page 1
Francis told M\&R. "I did what I said I was going to do. I did it in less time than I had predicted. 1981 looked to be a fantastic year for both radio stations. The company apparently felt that I was not a Multimedia kind of guy." He added. "This is the best team I've ever seen assembled at one station. I told them that, and I asked them to do everything in their power to make this station a success for so long as they're here. Frankly. I think the whole thing could have been handled a lot better.

## Davis

Miller told R\&R "George and Bernard Torres, along with Tom Straw, will begin working directly with all KMPC air personnel and on the execution and direction of our sound. " Straw was Assistant PD at Golden West's KVI/ Seattle before joining KMPC recently. Commenting on Davis, Miller said. "Jim is one of the warmest. most creative, hardworking guys I have ever met. He provided a tremendous assist during our transition, but with his primarily music background, his major capabilities were watered down. It wasn't that way when he started."


WLZARD'S BLLCZARD OF CARDS Wizard 99/Ft. Pierce, FL asked local high schools to send postcards pro claiming their listenership, with the school generating the most mail winning a free dance. Almost a mil. lion cards inundated the station, with the top school contributing over 180,000. The station's Jonathan Doll (top left) and Scott Fisher (buried) are pictured.


## Rock Pioneer Haley Dies

Bill Haley, probably the most important early rock \& roll popularizer, died at his Texas home Monday (2-9) of natural causes at the age of 55. Haley, a recording artist since 1945 and a Pennsylvania radio personality in the late $40^{\prime} \mathrm{s}$, was one of the first artists to experiment with a combination of country and black music, with records like "Rocket 88 " and "Crazy Man Crazy" from 1950-53. He recorded "Rock Around The Clock" in 1954, and it became an international multimillion seller in late 1955 following its use in the film "Blackboard Jungle." The song became the catalyst for widespread teenage adoption of the new rock \& roll form, paving the way for the national success of Elvis Presley and other pioneering rockers in 1956 and beyond. Haley continued to perform with his Comets backing group until recently, recording sporadically in the U.S. and Latin America and living in the shadow of "Rock Around The Clock," which reached a new generation in the 70 's as the theme for the "Happy Days" TV series and has become one of the bestselling singles in history

## WWWE

Continued from Page 3 We're talking about repeated verbal assaults of a vicious nature against the entire organization." He singled out "Sportsline" talk host Pete Franklin, plus various WWWE pregame and postgame commentators, as alleged prime offenders. Schneider concluded, "It's important to note that this is not a defamation suit, not a First Amendment suit - it merely contends that the station has breached its contract. Whether or not anything they have said is true is not the issue. They have done what they had agreed not to.

Schneider would not comment on whether the company would seek another radio outlet. When contacted, WWWE officials declined comment on the suit.

## Anthony

Continued from Page 3 down there and become a winner. KLUC is such a landmark up here, and I hope to be able to accomplish the same kind of thing here."

Anthony, who will join KZZP when his successor is chosen at KLUC, had programmed the Las Vegas station for $31 / 2$ years, following a programming stint at KRQ/Tucson and airwork at KRIZ/Phoenix, WZUU/Milwaukee, and KXYZ/Houston.

## Kohl

Continued from Page 3 enough to be involved in the pioneer days are ready to mature out of that and work in more mass appeal, broader demographic formats. KOMO is really still pretty much a full-service news and information MOR radio station. We are slowly, subtly starting to move in a Pop/Adult direction. It's the most challenging, exciting media situation that I've been involved with in the 12 years that I've been doing this crazy stuff.


THE SOUNDS OF CLEVELAND - WZZP recently geve away $\$ 2000$ in stereo and home entertainment equipment. Pictured holding portable re. diolstereo cessette recorder is WZZP air personality Townsend Colemen,
along with the winners.


WHEN THE CROW FLIES - More and more redio stations are now using e mascor to reprasant thair station in local avents; here's 98 TRYIWTRYI/ Albany-Schenectady-Troy's mascot "Clyde The Crow.


WAKY WELCOMES KENNY ROGERS TO LOUISVILLE - WAKY sponsored the Kenny Rogers concert recenty hald in Loulsville and packed in over 16,000 for the second vear in a row. Pictured (IIr): WAKY PD Mike McVev.
Kanny Rogars, UA/EMI's David Blandford, and former WAKY VP/GM Gaorge Francis.

## A single becomes a classic.

## SMOKEY ROEINSON

WFIL on
WIFI add WCKX 30-27 WGCL add KEARTH add KRLA on KIIS-FM deb 30 WFBR add WAEB add WKBO add 30

KBFM deb 27 WTIX add
B97 on
WJDX 29-24 KGGI add KJRB deb 30 KTAC add KSPZ add 30 KCPX add KHYT on WFOX on WFLB deb 31 FM99 add KVOL 29-25 KDZA add KQDI add KRLC add


## PARAIIEL CNE PLAYISTS



## 98KKSLQ

St lonis




| Most Added and | Hottest |
| :--- | ---: |
| $\begin{array}{lr}\text { Steve Winwood } & \text { John Lennon } \\ \text { Sheona Easton } & \text { Dofly Parton } \\ \text { Juice Newton } & \text { REO Speodwagon }\end{array}$ |  |

ADDS \& HOTS Music Kov: IDPI indicates the song is gorting plav during cortain parts of the dav andor night IRAN indicates the song was dropped from the phaylist therl readded.

SOUTH


PARALLELS

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 dominant' end/or uxert a s/anificantiocalinfluence. This paraliel may parabiet wosos sartus.
 All prasent and possibial furure repurting stanfons are evaluated and undofod

| JOHN <br> LP: Hit <br> A\&Gurnal <br> [ 1 骨 <br> s. <br> $w^{50 \%}$ <br> $19 \%$ |
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©



## OONNIE IRIS Ah/ Leah) (MCA)

LP. Beck On The Stroots
79\%
37\%

|  |  |
| :---: | :---: |
|  |  |
|  |  |




Page 28



# THE PICTURE PACE 

## Seger Reaches UK Gold



Bob Seger And The S/lver Buller Band were presented with gold record awards for their "Stranger In Town" LP during a British tour. Pictured holding the gold are (l.r) group's Drew Abbort, Capitol International's Kick Klimbie, group's Chris Campbell and David Teegarden, Capitol UK's Martyn Cox, Seger, Capitol Internatlonal VP Helmut Fest, and bend's Alto Reed.

Seymour Friends At Whisky


Radio and recard personnel gethered backstage to congratulate Boardwalk's Phil Seymour after his recent performance at the Whisky in LA. Pictured (l-r, rear) are independent promotion rep Jon Scott. Boardwalk VP Roberta Skopp, manager Saul Davis, Seymour, Boardwalk President Nail Bogart, Jovce Bogart, KMET's Hugh Surrett, and KROQ's Larry Groves: (I.r, front) KLOS's Joe Reiling, KLOS's Ruth Pinedo, KIIS-FM's Danny Lemos and Boardwalk VP Scott Kranzberg.

RCA The Anka Way


Paul Anka, an RCA artist in the mid 60's, is back on the label, and visited the New York affices to preview his new album, set for March release. Pictured (l.r) are attorney Andy Feinman. Anka Orgenization's Bob Skaff, RCA VP Jack Craigo, Anke Organization's Norman Weiss, Anka, RCA President Bob Summer, and label VP John Betancourt

Planet Plucks Plimsouls


Planet Records' formal signing of Los Angeles.besed band the Plimsouls took place this month, with a single and album set for Imminent release. Pictured (1-r) are Plimsouts' Eddie Munaz (footing the blli. Planet's Michael Barack. man, group's Dave Pahoa, producer Danny Halloway, bend's Peter Case, Planet President Richard Perry, label VP Dave Urso, and group's Lou Ramirez.
"Guilty" Smiles At CBS


CBS Records Group presented Barry Gibb with a number of gold and platinum awards for Barbra Streisand's "Guilty" album, coproduced, co written, and occasionally duetted by the Bee Gees leader. Pictured (tr) are Deputy President Dick Asher, Gibb, co-producer Albhy Galuten, CBS RG President Walter Yetnikoff, and co-producer Karl Richerdson

Sadane Signs With WB


Wainer Bros. has signed vocalist Sadane, with a first album due shorth. Pictured at a listening party for the LPare (tr) manager Andre Perry, co producers Reggie Lucas and Mtume, Sadane, WB Chairman Mo Ostin and label VP Tom Draper.

## Vera Cruises At Roxy



Alfe Records' Billy \& The Beaters, featuring veteran vocalist Billy Vera, completed a showcese at L.A. 's Roxy recently. Pictured backstage are (tif) Alfe VP Lorne Saifer, Vere, maneger Al Schwartz, and Alfo President Bob Fead

McGuffey Lane Volunteer For Jam


Atco's McGuffey Lane particlpated in the recent Cherlle Daniels Volunteor Jam in Nashville. Pictured at the show are (1t, standing) Emplre Agency's Rick Alter, A tco's Regis Boff, Empine's Carole Kinzel, meneger Chff Audretch Jr., group's Stephen Douglas, Atco's Alan Smith. Atlentic's Michael Prince, Mr. \& Mrs. Terry Efaw (of group), group assoclate Dw/ght Wiles; (tr. kneeling) group's John Schwab, Bob McNeilley, and Stephen Rels.

## ATRIPLE VALENTINE TREAT FROM <br> MELANIE <br> KPLZ add WNDB KINT add 40 KYLT <br> KO94 add KOBO <br> FM99 add KCAP <br> WSRZ KMED <br> WGSV <br> Executlve Producers: <br> Produced by Peter Schekeryk and Lenny Petze. Artle Rlpp and Jonathan Needle.




## The Progressive Survivors, Part One

In general, the current Arbitron ratings results have shown tight-listed AOR's doing quite well. At the same time, things haven't been as happy for AOR's old-line progressive outlets. Some have switched formats entirely (KSAN/ San Francisco), while others have modified their approaches dramatically (WABX/Detroit) or restructured for better ratings results (KLBJ/Austin).

What does all of this activity mean for AOR radio, and particularly for the future of those few remaining progressive rock outlets that are our only remaining direct link to the underground sound that spawned the format itself some fifteen years ago? To find out, I spoke with the PD's of most of these progressive survivors. Their comments and philosophies in this two-part article provide an optimistic glimpse into the future of the progressive side of AOR radio.

## KLBJ: Station In Flux

KLB//Austin's recent switch in PD's from Glen Mason to Chuck Dunaway caught the AOR community by surprise, and Dunaway's CHR background gave rise to rumors about an imminent format switch for KLBJ, one of AOR's old-line progressive outlets.

Dunaway explained why he made the format switch as a PD: "It intrigued me from a radio standpoint. I decided it would be quite a challenge to go from a Top 40 station with good numbers in town (KHFI) across the street to what was basically a freeform album station, give it some structure and get some broader demos, and expand the numbers."

To get those numbers, he promised the station would not change formats. "It'll remain an albumoriented station, but not a completely different station every time shifts change. It'll be a consistent radio station. KLBJ was playing to the college audience and forgetting the rest of the people.
"Basically, we'll be taking a station that has been totally free form and putting it into some kind of mold. There's virtually no AOR competition here in town, so we still won't have to be as restrictive as many AOR's. We'U continue to expose new product, and will be experimenting with some new programs we have in mind.'

"We're going to remain flexible. We won't be tied to any archaic radio philosophies that would result in our demise."

## WABX: Repositioning To The Right

Another legendary AOR station, with over a decade's history as a progressive outlet, is WABX/Detroit. About a month ago, KFMG/AIbuquerque PD Carey Curelop was brought into the station to help bolster its sagging ratings. He was a particularly interesting PD choice because KFMG is one of AOR's tightest-playlisted stations, while WABX has always been fairly loose. True to form, Curelop began WABX's restructuring by paring its thousand-cut library to a more manageable four hundred.
"We've repositioned WABX to the right of its Detroit competiors; we're much tighter and more familiar than everyone in town. It's quite a big change for WABX, but one which I felt, owing to the competitive situation, needed to be done."

Surprisingly, Curelop reported that there wasn't much negative listener response to the changes. "I don't think there was the big emotional tie to the station's history that people might have perceived there would be."

Curelop feels good about the direction WABX is now headed in. "When you're talking about the survival of a radio station, it's either change or die. I think we're now offering people something they couldn't get from Detroit radio before. At the same time, we're probably in the most competitive AOR market outside of Los Angeles, and the key is to get some listeners. That's all I'm trying to do."

## WNEW-FM : Resisting Archaic Philosophies

The changes have been a bit more subtle at WNEW-FM/New York, but they have occurred. Asst. PD Dick Neer recalled, "Some stations refuse to change with the times, or they change when it's already too late. We were in great danger of that happening to us too in 1977. We had around a 1.8 in the New York Arbitrons, and that's not a viable number to sell. We had some long, soul-searching sessions to decide on a future direction. To that point, we didn't look at trades or do research; we were doing radio totally unscientifically. We just played what we liked, and you can't do that anymore. We had to get hip, to get out and talk to people in the streets, at concerts and colleges. And we brought in some new young talent to help freshen our air sound."

The station's air sound still emphasizes new music; some weeks WNEW-FM adds as many as 25 albums, many of which go into a bin for jocks to pick and choose from. It's an idea that has been around since the days of WNEW-FM's inception some thirteen years ago, and is a direct tie to the station's past.

Another thing that hasn't changed at WNEWFM since its inception is the station's attitude about playlists and rotations: there aren't any. Yet there are guidelines to what the station does on the air, and Neer explained them: "We try to be very democratic about what gets on the air without a rotation. If we see a pattern developing where someone's playing no heavy metal, for instance, we'll take him aside and talk it over with him to get him to readjust his choice of music without having to use a rotation."

Playing radio without rotations isn't easy; it demands an airstaff that is especially sensitive to the desires of its listeners. "The station has become more consistent than it used to be. You used to hear all-new wave or all-jazz shows; there was no consistency from jock to jock. Now I think everyone realizes that we can't afford to be six separate radio stations. They're now ex-

"WBCN's ratings can bring in more revenue than WCOZ's. After all, you can only sell so much Oxy-5."

- Tony Berardini, PD, WBCN/Boston
posing their listeners to all the popular rock music styles," Neer said.
"The thing about WNEW-FM that makes it continue," Neer theorized, "is that we're not tied down to traditional underground radio ideas: we have an open mind to humor, music, and promotions. We will reflect trends. If less new music is coming out we're not going to go down with the ship by insisting we play $50 \%$ new music. We're going to remain flexible. We won't be tied to any archaic radio philosophies that would result in our demise."


## WBCN: Facing Its <br> Competitive Challenge

Perhaps the most difficult ratings challenge faced by any of the progressive survivors is the ongoing battle between Boston's WBCN and wCOZ. These stations provide quintessential examples of the polarities of AOR radio for the Eighties: WBCN's freeform blend of musical styles, and WCOZ's tight, research-oriented harddriving rock approach.

So far. WCOZ has been the $12+$ ratings winner, but WBCN PD Tony Berardini isn't worried; in fact, he's elated: "Our sales manager was so pleased with our ratings he didn't know whether to shit or go blind! Ad agencies publish lists of the most desirable demos. We are 11 in the third most desirable demo: $25-34$ males. WCOZ is "1 in probably the sixteenth to 23 rd most desirable demos in Boston. Their numbers are $50 \%$ teens. Smart management's answer to ratings is how much revenue can they bring in. WBCN's ratings can bring in more revenue than WCOZ's. After all, you can only sell so much Oxy-5."

In other words, no one at WBCN seems overly worried about its AOR competition, including management. Said Berardini, "Management here is in it for the long run. These people have come from a total of 25 years experience with Metromedia, so they've seen this kind of radio work. They've also seen the hazards of overreacting one way or another to a book. Just because you get a good book doesn't mean you jack up your rates sky-high, just as when you get a bad book you don't blow out the format and your people. The answers are never that simple.'

When asked why WBCN has been able to survive and grow as a progressive outlet for over a decade, he mirrored the thoughts of WNEWFM's Dick Neer: "WBCN has survived and will

SURVIVORS/See Page 34


POLYGRAM/MERCURY

## Survivors

continue to do so because we change and evolve with the times. The key to survival in radio is flexibillity. You have to adapt as your audience changes.

He continued. "We've always exposed new music and many different genres of music, all with roots in rock and roll. One of the things that I find hysterical about the current wave of stations that call themselves rock stations is that they take the music and subjectively define it. saying, "this and only this is rock and roll." Meanwhile, they dismiss all other forms of music that encompass what's really rock music, including black music and other genres.

Berardini admitted that one reason WBCN's eclectic approach to AOR radio has survived into the Eighties is because of Boston's burgeoning college population: "We have 250,000 students here." he claimed, "and we go after them. We want an active audience, and they're a very active age group. Because programmers like John Sebastian use passive research, they get passive listeners, and passive listeners don't buy records. $50 \%$ of what we play is new music, and our top ten airplay corresponds very directly with what's selling in town, from the Clash to Pat Benatar, from The Police to Lennon
'As long as we know our audience well enough to be able to continue giving them enough new music and still hold them there with familiar things, we're going to survive.'

Next week, in part two of the "Progressive Survivors," more optimistic opinions will be shared from WXRT/Chicago PD Norm Winer, KKSN/Portland PD Bob Simmons, KYTD/Santa Barbara PD Jim Trapp, KTIM/San Rafael PD David T., and WHFS/Washington PD David Einstein

EVOLUTION

Rich Piombino has been named PD of WLSQ/ Montsomery from his promotion post with WWWW/ Detroit Rick Scolt is the new PD at KREM. FM/Spokane .. WQMF/Louisville has completed its transition to an AOR, with C.C. Matthews as PD and Russ Bradley as MD. Also on the air staff are Duke Meyer from neighboring WLRS. "Jones" from FM105/Charleston, Dan Deely from neighboring WZZX, and (as mentioned last week) Liz Curtis from WWWW . . Shawn Waters has been named PD at KQWB-FM/Fargo...Dave Dworkin has been appointed Asst. PD of KQRS/ Minneapolis...Scott Segraves has been named Asst. PD of KSMB/Lafayette from WRNO/New Orleans. Marsha Cummings is also new to the KSMB airstaff from WKTX/Pensacola ... Bill Goldsmith has been named MD for KFAT/Gilroy... Howard Stern has exited WWWW for airwork at DC101/Washington . . Freddie Wilks has exited nights at WRCN/Long Island . . . Russ "Albums" James is new to afternoons at WQXM/ Tampa from KILT-FM/Houston . . Shawn Hendricks has joined WHKC/Evansville from WILS/ Lansing for nights. WHKC's new News Director is Alan Richards from WDJX/Dayton . . Bobby Ellertee has joined WMAD/Madison for middays from WFYV/Jacksonville ... Brad Oleson is new to morning news at KYYS/Kansas City . . KFMU/ Steamboat Springs PD Jed Blakovich has also taken on the station's MD responsibilities New to middays at Q107/Toronto is Tasha Simms from neighboring CFNY-FM . . . Jack Roberston has joined the alrstaff of WQXM/Tampa from WYDD/Pittsburgh...WRHY/York MD Jack Quigley has exited, with rumors afloat of further staff and possible format changes to come Former KWST/los Angeles airstaffer Phil Hendrie has joined KGR-FM/San Diego for weekend airwork ... K-15/Phornix's experiment with new wave music as a format has ended, as PD Johnny D. and airstaffers Capt. Jack Flash, and Surfin' Kasey have all exited. The station is reautomating and switching to CHR


GET YOUR HANDS OFF THAT CADILLACI - K.15/Phoenix PD Johnny D. musf have been abit frightened when Stiff's Plasmatics posed for this picture in front of his car; the band has a reputation for trashing Caddias in concert Pictured (l-r) are K- 15 newsperson Pat Powers. DU Capt Jack Flash. PD Johnny D., group's Wendy O. Williams, promo rep Roger Smith, group's Richie Stotts.

UPDATE


#### Abstract

${ }^{4}$ More AOR anniversaries: happy first to KWXL/Albuquerque, third to KlLO/Colorado Springs, and fourth to QFM96/Columbus In conjunction with its sponsorship of the first showing of a Paul McCartney and Wings concert film outside of New York City, WGRQ/Buffalo gave out free tickets to the show along with dinner snacks consisting of chicken wings WIOQ/Philadelphia has begun producing salesoriented brochures on each of its air personalities The first profiles morning man Harvey . . . WCOZ Boston has pacted with area college campuses to coproduce the "WCOZ Coupon Book," providing coupons worth over $\$ 400$ in goods and services for $\$ 1.94$ with a WCOZ card or shirt WXRT/Chicago's "Blues Deluxe" album has sold




ROY GETS ROYAL TREATMENT - Waterhousa's Roy Buchanan braved winter waather to visit Kars FM/Minneapolls in support of his latest album, "My Babe." Pictured (tri) are Pickwick promo rep John Grady, group's Paul Jacobs, Buchanan, KQRS.FM pD Tac Hammer, Watarhousa's Kavin St John

forbert stars in network broadcast DIR's "Schaefer Rock Citr," hosted by Scott Muni llefty, necenty featurad live performances by Nemperou acts Steve Forbert (right) and the Romantics (nor pictured). The concert was carried live on an aleven station AOR network as part of a continuing series of concert broadcests.
over 10,000 copies in just over two months at $\$ 5.98$ each. Net proceeds will establish a blues archive at the Chicago public library . . . WNEW. FM/New York cosponsored a TV documentary on runaways, and held a follow-up on-air discussion of the questions and topics raised during the program ... WRCN/Long Island is looking for two people to be married on the radio. The promotion includes a prize-winning trip anywhere in the world that can be reached by the Long Island railroad . . K-94 and ZAM-11/Norfolk combined forces with local record outlets to enable a prizewinning listener to take an expenses-paid trip to the recent Volunteer Jam in Nashville WPLJ/New York is the latest in a long line of AOR's to offer listeners substantial price discounts via an "FM (Free Money) Card." An initial run of 100,000 is being distributed free through the mail, at retail locations, and special WPLJ events . . . To add a cinematic spice to its airsound, KY102/Kansas City hired Ernie Anderson. the voice of the ABC-TV network, to voice all its promos . . . WNEW-FM/New York has begun airing tapes from local, unsigned bands as a part of its regular musical programming. The feature, called "Prisoners of Rock." airs once per shift LOVE 94/Miami has started a weekly three-hour jazz showcase, hosted by MD Ross Block KZAP/Sacramento has instituted a series of "backstage pass" promotions, wherein winning listeners have been invited to party posteoncert with groups like Cheap Trick, REO Speedwagon, Outlaws and Molly Hatchet ... KVRE/Santa Rosa sponsored two free listener parties with area favorites the Ghost Riders . . WPYX/Albany seeks concert recordings for its special programming. Contact MD Ron Nenni at (518) 785-9800 Y102/Montgomery has its van on the road looking for the station's new bumper stickers, giving out free albums to those spotted with the stickers. The station just completed a button giveaway promotion, wherein listeners spotted wearing the button won cash, jewelry, and a grand prize of $\$ 1000$.

BROADCASTS: Sylvaln Sylvain on WRNWIBrlarclift Manor.

CONVERSATIONS: Russ Ballard on KWFMITucson . . . Journey on WBABILong Island, WFYVIJacksonville, WMET/Chicago, KZAPISacramento . . . JImmy Buffett on LOVE 94/Miaml . . Nicolette Larson on KEZY-AM/Anaheim . . . Good Rats, Supertramp, Journey on WRCN/Long Island . . Phil Seymour on KROOI Pasadena . . . . 38 Speclal on KAZYIDenver . . . Journey, Good Rats on WDHA/North Jersey . . Crazy Joe \& Varlable Speed Band on KSJOISan Jose . . . Michael Stanley on WVAQ/Morgantown... Doug \& Slugs, Loverboy on KOFM/Portland . . . Journey, Tom HobInson on WBCN/Boston.

## NAZARETH IS NOT FOOLNG AROUND



## THE STRONGEST RESPONSE TO A NAZARETH ALBUM IN THEIR CAREERS.

## See Nazareth On Tour...

Feb. 16 La Crosse. WI / Feb. 17 Madison, WI / Feb. 18 Green Bay, WI / Feb. 19 Milwaukee, WI / Feb. 20 Chicago, IL / Feb. 22 Marquette, MI / Feb. 23 Mt. Pleasant, MI / Feb. 24 Columbus, OH / Feb. 26 St. Louis, MO / Feb. 27 Kansas City, MO/Feb. 28 Hastings, NE /
Mar. 1 Minneapolis. MN / Mar. 3 Cedar Rapids, IA / Mar. 4 Indianapolis, IN / Mar. 5 Flint, MI / Mar. 6 Detroit, MI / Mar. 7 Johnstown, PA / Mar. 8 Buffalo, NY/ Mar. 9 Allentown, PA / Mar. 11 Baltimore, MD /
Mar. 12 Cleveland. OH / Mar. 13 Pittsburgh, PA / Mar. 14 Philadelphia, PA / Mar. 15 Hempstead, LI


Produced by Jeffrey Baxter


Chart Summary

REO stole the number one slot for the weak topping all competition for total reports. STYX held rock staedy with phenomenal hots. LEN NON remained strong in total reports. SPRING STEENmaintained as OUT LAWS moved up. PAR SONS held his own es WNWOOD jumped. JOUR NEY had a good week o hot conversions. WINE continued to show gains in upper airplay rotations. IRIS held his Own as TOTO Inched up. . 38 climbed nicely with strong show ings irvall rotations. UFO MEISNER and CLASH all registered gains. DELBERT held rock steady as FIREFALL rebounded. SLICK had a good weok of in cressed airplay attention. COSTELLO debuted as NIGHT and NICOLETTE moved up.
SHERBS debuted while TROUBLE bounced back on the chart. TODD RUND GREN came close to charting this week.

The Album Airplay/40 chart represents activity based on a combination of add, medium and mentions. Artists' chart numbers are displayed over a four-week period. The artists in italics regis tered the most rapid gains in air play or in rotational conversions for the week. Album cuts are listed in ordervor popularity: cuts in


A-R BREAKERS
Areaken sre thase newar reriords that have the kreatest level of station


## JAZZ ON AER

1 TODD RUNDGREN ...... "Time Heals" (8earsville/WB)

2 XTC...
PHIL SEYMOUR.
4 RINGS.
5 JIMMY BUFFETT
6 CHEAP TRICK
BLUES BROTHERS
8 STEVIE WONDER ..I Ain'Who's Making Love" (Atlantic)
9 MAX WEBSTER
10 DOOBIE BROTHERS.
"Barte Scar" (Mercury/PolyGram)
... "Keep This Train A Rollin" " (wB)

13 Stingrar ...... . The Man In My Shoes" (Carrere/Atco)
14 BOZSCAGGS.................. "Miss Sun" (Columbia)
15 BADFINGER
 Album Alrpoyvito chort The cher is listed in order of lotal mentiona recalved

1 DAN SIEGEL. . . . . . . . . . . . . . . The Hot Shot (Inner City)
 2 GROVER WASHINGTON JR. . . . . . . Winelight (Elek tra) 3 JOE SAMPLE .......................... Voices Ino" "Memory" SPYRO GYRA........................... "Grass" "Hurricane

5 NATIVESON
Savanna Hot-Line (MCA

## KILIMANJARO

Kilimanjaro (Philo)
EARL KLUGH . . . . . . . . . . . . Late Night Guitar (Liberty)
8 GENE DUNLAP . . . . . . . . . . Just The Way I Feel (Capit 9 DAVEGRUSIN . . . . . . . . Mountain ${ }^{\text {D. . "Things" }}$ 10 HIROSHIMA

## REGIONAL AER ACTIVITY



WBLM ${ }^{108}$ Lewiston-Portland


|  | Long Island <br> 516.727.1570 |
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## News Notes



Before we get things rolling, I wanted to share with you a funny button I received in the mail from KDON/Salinas, CA GM Dan Leonard. In a greeting card that stated: "All in good fun . . from the radio station where country music sounds better!" I found the pictured red and white promotional button. Enjoyed spending a couple days in Atlanta and Dallas this past week. Joined fellow CMA board member Don Nelson in the "Big D" for a pre-meeting for the CMA's radio committee. Had a chance to see a few GM friends at the RAB seminar that was in town. While in Dallas I had no trouble finding a Country music radio station to lend an ear to. I remember the days when you couldn't find a Country station without a long search. Now with all the conversions, it's hard to find a radio station that's not Country ...Good meetings in Atlanta for the CMA's first quarterly board gathering. (A few photos are on this page.) A good time was had at Mama's nightclub just outside of the city in Decatur. CMA director Brenda Lee entertained with Tom T. Hall, also a board member, as the emcee. Mama's is one of that part of the country's newest (and biggest) nightspots and is owned by the "mama" of popular WB promotion lady Anne Tant. Plough Broadcasting cohosted a luncheon at the Colony Square Hotel. Statler Brother Don Reid MC'd and fellow CMA director Bill Anderson provided the music and new multimedia stage show. More details on the 1981 plans of the Country Music Association in the next few weeks It was great to see and enjoy Dolly Parton's debut on the Nevada circuit this past weekend. She opened at Harrah's in Lake Tahoe, with her debut in Las Vegas scheduled later this month. A great lady who deserves every bit of her success . . Hats off to KNEW/Oakland-SF PD Jim Wood on the excellent promotional ad in R\&R last week It certainly was one of the most unique ideas I've come across. Jim told me, "I think most people know from the success of the other Malrite stations (WHK and WMMSFM/Cleveland, among others) that this company is always doing things out of the ordinary"..."Country Radio - Nobody Does It Better" is this year's theme for the Country Radio Seminar. If you would like information call (615) 327-4488. To save some money, you might want to register before February 20. I am looking forward to being on a panel moderated by WUBE/Cincinnati GM Bob English. In case you hadn't heard Arthur Godirey is this year's keynoter. I saw him speak at the NRBA in San Francisco a couple years ago and it was a real treat ... Doug Wilson is doing the PD work at the new 50,000 -watter in Jacksonville, FL. WAPE. The changeover happened last Friday (2-6). Wilson had been PD of KIDN/Pueblo prior to joining WAPE and GM Ric Marcellan earlier this year. . After many years as the top Country station WINN/Louisville has decided to jump on a "Big Band-Oriented" (BBO radio, anyone?) format

Chuck Manning has returned as PD of KRAM/Las Vegas with Charlie McGraw as MD . . . Bill Wise takes over as PD for WQIK-FM/Jacksonville, FL. He's from Y-107/Macon. New WQIK MD is Tony Keitt . . . After leading KLEB/Golden Meadow, LA to winning the Louisiana Association of Broadcasters' small market station of the year honors, PD Richard Kent takes over the same position at WUNI/Mobile, AL . . It was good news to hear Country radio legend Jack Reno is back on the air. He is doing the midday slot on WSAI/Cincinnati following PD Dale Turner's new morning show, cohosted with Patty Spitler (R\&R Street Talk, 2-6) . . . J.J. Scott from KIIK-FM/Davenport, IA is the new morning star at WZZC-FM/East Moline, IL . . . In case you haven't heard, Biill Berg has been renamed MD at WWVA/ Wheeling . . . Debby Fradin given the same nod at WMZQFM/Washington, DC . . . Mike Bouchie promoted to MD of KRRV/Alexandria, VA . . . Dave Cole has taken over the PD job for WIXY/East Longmeadow . . . Rick Stevens is now MD of KWKH/Shreveport. Blll Knight


## WELCOME T0 OUR COUNTRY

## MR. PRESIDEMT

HAIL TO THE COUNTRY - The morning of the presidential inauguration President Ronald Reagan was seen in a full page ad purchased by waIK FM/Jacksonville, FL. The advertisment ran on the back pege of the first section in the "Jacksonville Journal" and "Florida Times Union. "PD Bill Wise reported to R\&R the response was terrific: "Our switchboard was flooded with over 800 favorable calls." What President Reagan is looking at is a waIk sports cap.
 Executive Director Jo Walker, MCA's Brenda Lee, CMA 's Don Nelson, WSAI PD Dale Turner, Len Ellis of WLJENalparaiso, IN. RCA's Tom T. Hall, and MCA's Bill Anderson.


During the luncheon cohosted by Plough Broadcasting: (l-r) WPLO's OD Jim Clemens, WPLO GM Rick Rogers. Atlanta Mayor Jackson, and CMA Chairman Tandy Rice.


WPLO morning man Len Anthony and Georgia's Le Gover: nor Zell Miller during the luncheon.
has been upped to Assistant PD . . WNYR/Rochester night personality Joelle has been given the chores of the Assistant PD . . Mike Hinrichs is the new MD at KHEY/ EI Paso. Mike got the promotion the same week he was married. (Do you think that could be a "first the good


Atlanta Mayor Maynard Jackson presents Country Music Association President Bruce Lundvall and CMA Chairman Tandy Rice (right) with a proclamation declaring February 2.6 as "CMA We日k."


The mascot of WPLO was the official greeter of guests during the luncheon for the CMA and the Aflanta adver. tising community.
nєws, then the bad news" joke?) . . . Speaking of marriage, Berry Burke of KGAR/Vancouver, WA and Diana Jordan of KYTE/Portland will do the deed (and be married) on Valentine's Day . . How about giving someone your love? . . So what's NEWS with you?

## armors

## BREAKERS.

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

## ALABAMA

Old Flame (RCA)
On 76\% of reporting etatione. National Summary. Up 12, Same 25, Down 0, Debuts 28, Adds 25. RER Chart 49-43.

CRYSTAL GAYLE
Take It Easy (Columbia)
On 73\% of reporting stations. Natonal Summary: Up 19, Same 18, Down 0, Debuts 29, Adds 21. R\&R Chart Dobut 44.

MICKEY GILLEY
A Headeche Tomorrow... (Epic)
On $\mathbf{8 8 \%}$ of roporting stations. National Summary: Up 5, Same 20, Down 0, Debuts 20, Adda 36. RER Chart Debut 46.

DON McLEAN
Crying (Millennium)
On $\mathbf{5 0 \%}$ of reporting stations. Netional Summary. Up 33, Same 18, Down 0, Debuta 15, Adds 13. RER Chart $50-42$.

## Most Added:

## DON WILLIAMS

Falling Again (MCA) WAYLON\& JESSI
Storms Naver Last(RCA) CONWAY TWITTY
Rest Your Love On Me (MCA) MICKEY GILLEY
A Headache Tomorrow... (Epic)

Hottest: WILLIE NELSON
Angel Fiying Too Close (Columbla) BELLAMY BROTHERS
Do You Love As Good As You... (WB/Curb) ELVIS PRESLEY
Guitar Man (RCA)
DOLLY PARTON
9 To 5(RCA) DOTTIE WEST
Are You Happy Baby? (Liberty) MEL TLLIS
Southern Rains (Elektra)
CHARLY MCCLAIN
Who's Cheatin' Who (Epic)

MOST ACTIVE
 addec h tins week 125) "Movert are broken down for each record and indicate how many stations moved the song Up on their charts, held it the same ton to on, ado to on, 31.51, etc.), moved it Down on their charts, or Added it this week. indicates one of this week's "most added" new songs.

BARBARA MANDRELL "Love Is Fair" (MCA) 70/16
National Summary Up 22. Some 12. Down O, Debuta 20 , Adds 16 including WMAO. WSAI. KFH. KLAK. WKXA. WINN. WMC AM, WOAMM, WSUN. WIRE 41.30. KUUY 44 29, KEED 50 38, KSOP 4839 , WGNA.FM 40 30. KVET 43-27. WSIX.FM 2014 , KKYX 48.39. KRMD AM.FM 48.36

PDEGBY BOONE "Pertect Fool" (WB/Curb) 69/22
National S Smmary Up 18 , Some 13. Down O. Debuts 16. Adds 22 Including KLAK, KMAK, WOKa. WPLO, WSOC.FM, KLLL AM.FM, WMAQ WSAI, WIRE, KFH KUUY 45 . 33 , WWCS.FM 27.21 , KVET 47.28 . KHEY 45.30 WOAM 30.25 , KRMD AM.FM 47

VERN GOSDIN "Too Long Gone" (Ovation) 88/10
Notional Summary Up 28, SAme 19, Down 0. Debuts 9. Add 10. WPLO. KVET, WSM. WHOO. WKLM WSLR, WJEZ.FM RANDY BARLOW "Dixie Man" (Paid) 64/11
National Summery Up 25. Same 15, Down 1, Debuts 12. Adds 11, KMPS AM.FM, WBAX, KRRV, WPLO, KOKE.FM. WBHP WSLR, WJEZ.FM. WCXI, KFGO, WIRE KVOC 3830 , KUUY 32.24 . KGA 3020 , WWCSFM 21.12. KHEY 49 29, KWMT $50-40$ KVOO 48.39
GENE WATSON "Any Way You Want Me" (WB) 63/16
National Summary Up 11. Some 19. Down 1. Debute 16, Adde 16 including WMAO WMNI. KSO WKCO.FM KRDP KRAK, WGNA.FM. WINN, KYXX, WOYK.FM, KSOP 50.44, WPOC.FM4 2 WWCS.FM 2616 . WIXL.FM 31.16 . KVET 50.38 . KKYX 47.37 EDDY RAVEN "Peace Of Mind" (Dimension) 63/5
 $20^{15}$
$\square$ DON WILLIAMS "'Felling Again'" (MCA) $62 / 58$
National Summary: Up O, Soma 0 , Down 0 , Debuts A. Adds 58 including WNYR, WWVA. KVET, WYDĖ, KENR, WMC.AM
D LARRY GATLIN "It Don't Get No Better..." (Cohumbla) 5828
Natonal Summary: Up 4. Same 21. Down No Dabuts 7. Adds 26 Including WBAP, KENB
WMNI, KWMT, KFDI.AM, KLAC, KGA, WVAM, WPOR. WSIX.FM 35 -18, WWCSFM 24.13.
$\checkmark$ MERLE HAGGARD "Leonard" (MCA 54/23
National Summery Up 2 Same 17, Down 0. Dobuts 12 Adds 23 including KEED, KWJJ, KRSY, KSOP, KSON.AM. FM. WVAM
WPOR, WSOC FM, WINN, KRMD AM.FM. WTOR.FM, WSLR, WSAI. WAXX. WITL-FM, KCKC 3020
DWAYLON \& JESSI "Storms Never Last' (RCA) $51 / 47$
National Summary Up 1. Same 1, Down O. Dobut 2 Adds 47 including WYDE, WCOS FM, WGTO, KENR, KKYX. WOYK.FM EAGLES "Seven Bridges Road" (Asyhum) 507

National Summary: Up 0 . Same 2 Down 0 , Dobuts 2 , Adds 40 including wsal
M. KRAK, KEEN. KGA WBGW.FM, KVET, WYDE, WSM

MARTY ROBBINS "Completely Out Of Love" (Cohumbia) $40 / 5$
Notionsl Summary Up 13. Some 10, Down 0. Debuts 12 Adds 5 . WSOC FM. WINN. WSM, WKCO.FM, KICD.FM, WYOE 3629 DAVE \& SUGAR "ITs A Heartache" IRCA 39/12
DAVE \& SUGAR '"IT: A Heartache"' IRCA) 39/12
National Summary Up 10, Same 9, Down 0. Debuts 8, Adde 12. WPOR, WGTO, WBAP, KLRA
KWMT. KICD FM, KVOC, KMAK, KTOM, WIXL-FM 37.20, KVET 45 31, KVOO 43 33. KUUY 4030 .
VROSANNE CASH "Seven Year Ache"' (Columbia) 38/21
National Summery: Up C. Ss me 14. Down O. Debutas 3. Adds 21 including KNIX.FM, KWJJ, KFTN, KSOP. KGA. WGNA.FM KRRV, KLVI, KENR, WINN, WLWI-FM. WAXX, WKCO.FM, KVOO
BILLY "CRASH" CRADDOCK "It Was You'" (Cepitol) 38/6
National Summar Up 7. Seme 17. Down O. Debuts 6. Adde 6, KHEY. WINN, WTOR.FM, KRTY, KEED. KEEN, KVET 4436
CHARLIE RICH "Are We Dreamin' The Same Dream"' (Elok tra) $32 / 10$

## National Summant Up 4 Same 10, Down 0. Debute Adds 10. KwMT, kBUF. KVOO, kY

## Others Getting Significant Action

JIM STAFFORD "Cow Pate'" (WB) 31/1
National Summery Up 20, Same 7. Down 2 Debuta 1 Adde 1, WMUSAM FM, KEMR \&3. WFMS FM 194 . KLAK 3923 KTOM

## jernouscourcs NATIONALEAIRPLAY/50

 $=\cdots=$ February 13, 1981| 9 | 5 | 2 | (1) | MEL TILLIS/Southern Rains (Elektra) |
| :---: | :---: | :---: | :---: | :---: |
| 18 | 14 | 7 | 3 | DOTTIE WE8T/Are You Happy Baby? (LIberty) |
| 4 | 4 | 5 | 3 | CAIL DAVIES $\left\\|^{\prime}\right\\| l$ Be There (WB) |
| 29 | 21 | 14 | (1) | WILLIE NELSON/Angel Flying Too Close (Columbia) |
| 21 | 15 | 9 | 0 | TANYA TUCKER/Cen I See You Tonight (MCA) |
| 7 | 6 | 3 | 6 | CHARLY McCLAIN/Who's Cheotin' Who (Epic) |
| 16 | 12 | 8 | 3 | LACY J. DALTON/Hillbilly Girl With The Blues (Columbla) |
| 6 | 3 | 6 | 8 | JOHN ANDERSON/1959 (WB) |
| 3 | 2 | 1 | 8 | T.C. SHEPPARD/I Feel Llke Loving You Agein (WB/Curb) |
| 37 | 28 | 18 | (1) | BELLAMY BROTHERSIDo You Love As Good As You Look (WB/Curb) |
| 27 | 22 | 16 | (1) | REX ALLEN JR. \& MAROO SMITH/Cup Of Tea (WB) |
| 22 | 18 | 16 | 12 | EDDY ARNOLDIDon't Look Now (RCA) |
| 1 | 1 | 4 | 13 | DOLLY PARTON/9 TO 5 (RCA) |
| 12 | 10 | 10 | 14 | WILLIE NELSON \& RAY PRICEIDon't You Ever Get Tired... (Columbia) |
| 39 | 32 | 21 | (1) | ELVIS PRESLEY/Guitar Man (RCA) |
| 24 | 20 | 17 | (1) | EARL THOMAS CONLEY/Silent Treetment (Sunbird) |
| 10 | 8 | 11 | 17 | STEVE WARINERIY our Memory (RCA) |
| 40 | 35 | 28 | (1) | GEOROE JONE8/IP Drinkin' Don't Kill Me (Epic) |
| 33 | 26 | 23 | (1) | CON HUNLEY/What's Now With You (WB) |
| 35 | 31 | 25 | (2) | RONNIE McDOWELLWendering Eyes (Epic) |
| 44 | 36 | 27 | $(2)$ | SYLVIADPrifter (RCA) |
| 15 | 9 | 12 | 22 | QLEN CAMPBELUAny Which Way You Can (WB) |
| 32 | 27 | 24 | (4) | BOBEY BARE/WIIlie Jones (Columbla) |
| 13 | 13 | 13 | 24 | MOE BANDY w/JUDY BAILE Y/Following The Feeling (Columbla) |
| 43 | 38 | 32 | 3 | JERRY LEE LEWIS/Thirty Nino And Holding (Elektra) |
| 34 | 30 | 28 | (4) | FRED KNOBLOCK \& SUSAN ANTON/Killin' Time (Scotil Bros.) |
| 47 | 40 | 34 | (2) | JOHN CONLEEWhat I Had With You (MCA) |
| 11 | 11 | 20 | 28 | RAZZY BAILEY/I Keep Coming Back (RCA) |
| 28 | 23 | 22 | 29 | GEORGE JONES \& JOHNNY PAYCHECK/You Better Move On (Epic) |
| 2 | 7 | 19 | 30 | OAK RIDCE BOYS/Beautiful You (MCA) |
| 45 | 41 | 36 | 3 | BILLIE JO SPEARS/Your Good Girl's Gonne Go,Bad (Liberty) |
| - | 43 | 37 | 3 | JOE STAMPLEY/I'm Gonne Love You Back... (Epic) |
| - | 42 | 38 | 3 | JACKY WARD/Somethin' On The Redio (Mercury/PolyGram) |
| - | - | 39 | 3 | CONWAY TWITTY \& LORETTA LYNN/Lovin' What Your Lovin'... IMCA) |
| - | - | 40 | 3 | HANK WILLIAMS JR./Texas Women (Elektre) |
| - | - | 42 | 0 | DAVID FRIZZELL \& SHELLY WEST/You're The Reeson God... (WB) |
| - | - | 41 | (i) | JOHNNY LEE/Pickin' Up Strangers (Full Moon/Asylum) |
| - | - | 45 | (0) | CRISTY LANE/I Have A Dream (Liberty) |
| 25 | 24 | 29 | 38 | MEL McDANIELCountrifled (Capitol) |
| 42 | 37 | 33 | 40 | STEPHANIE WINSLOWIAnything But Yes ls Still A No(WB/Curb) |
| 46 | 39 | 43 | 41 | ROGER BOWLINGIYellow Pages (Mercury/PolyGram) |
| - | - | 50 | (2) | DON McLEAN/Crying (Millennium) |
| - | - | 49 | ${ }^{1}$ | ALABAMANOId Flame (RCA) |
| - |  |  | (1) | CRYSTAL OAYLETake it Eesy (Columbia) |
| - |  |  | ${ }^{6}$ | MICKEY GILLEY/A Headeche Tomorrow... (Epic) |
| - |  |  | 4 | BRENDA LEE/Every Now And Then (MCA) |
| - |  |  | (1) | EDDY RAVEN/Peace Of Mind (Dimension) |
| 49 | 44 | 44 | 48 | CHARLIE DANIELS BAND/Carolina (1 Remember You) (Epic) |
| 5 | 16 | 30 | 49 | JANIE FRICKEIDown To My Last Broken Heart (Columbie) |
| 17 | 25 | 46 | 50 | TERAI GIBBSISomebody's Knockin' (MCA) |

## MUNDO EARWOOD "Blue Collar Blue" (Excelsiort 29/9

Natronal Summary: Up 7. Same 8, Down 0, Detuts 5. Adds 9, KUZZ.
WXCL. KET 49.37 .
RAY STEVENS "One More Last Chence" (RCA) $28 / 13$
RAY STEVENS "One More Last Chence" (RCA) $28 / 13$ National Summary: Up 2. Same 9. Down
WKSJ.FM, KKYX, WKLM, WIXL. FM 47.37.
BILLY LARKIN '"20/20 Hindsight' (Sunbind) $28 / 4$
Nasional Summory Up 9, Same 9. Down 1. Debuts 5. Addo 4 W
KSSS 50 43. KFTN 33.28 KYXX 1310 . KRMD AM FM 2925
BARBARA MANDRELL "Sometime, Somewhere, Somehow" (MCA) 2710
National Summary: Up 6. Some io. Down 0, Dobuts 5 Adds 6 . WPLO. WKLM. KFH. KMAK. WKX
WAXX 35-29. KTTS AM.FM 4740. KSSS 4740 . KFTN 3929.
SLIM WHITMAN "I Remember You"' IEple/Cleveland International $27 / 5$
 KRMD.AM-FM 46 36. WKC 36. KFDI.AM $50-4$
$\square$ MAC DAVIS "Hooked On Musk"' (CaseblancalPolyGram) 28/24
National Summary: Up o. Same 1, Down 0, Debuts i, Adds 24 Including WUBE.FM. WIRE. KTISAM.FM, KWJJ, KEEN, WNYR GLEN CAMPBEM, WIRK.FM.
GLEN CAMPBELL 'I Don't Want To Know Your Neme"' (Cepitol) 25/7
National Summery Up 11, Some 7. Down O. Dabuts 0. Adds 7. KWKH. WOYK.FM. WAXX. KfGO, KUUY. KLAK KGA WHOO
DONNA HAZARD "My Turn" (Excelsior) $25 / 7$
National Summert: Up \& Some 9 , Down O Debuts i, Adds
National Summery: Up 8, Some 9, Down O, Debuts 1, Adds 7. WSAI, WITL.FM, KVOC, KSSS, KGA. WLWI.FM, WOYK.FM
RITA COOLIDGE "Fool That I Am" (A\&M) 22/2
National Summary: Up 9 . Samo 9 . Down 0 . Dobutas 2 Adde 2 KTOM, WBHP, KSSS 46 39, KNIX.FM 3428 , KVET 3832 KRMO FM 10.8. KTTS AM.FM \&s 39.
CONWAY TWITTV "Dreamer' (MCA) 21/18
Notional Summan Up 0 . Some 2 Down 0, Dabuts 1, Adds 18 including KENR. KLRA WIRK.FM. WNRS, KSO. KEBC. FM
KMAK. KCKC. KMPS AM.FM WMYR
BILL ANDERSON "Mister Peepers" (MCA) 16/11
National Summery Up 1, Seme a. Down 0, Debuta 0 . Adds 11 , KVOO, KFDI-AM. KUUY, KEED, KRAK, WGNA.FM. WVAM
JOHNNY CARVER "Tie A Yellow Ribbon ." (MCA) 18/6
National S Smmary Up 3. Some 5 ,
FM d 22 WXCL 60 -4, WEEP 3321
GEORGE BURNS "Wille, Sing A Song"' (Mercury/PolyGram) 15/5
 d 39, WIRK.FM d.33. On: KMAK. KNIX.FM.
KEITH STEGALL "AnytiNng That Hurta You..." ICopitoll $14 / 4$

## Notional Summarr: Up 3 Some FM 31 .28. K RMD AM. FM 48 39.

BURRITO BROTHERS "She's A Friend OP A Friend" (Curb) 141
 WBHP 43-39. KEEN 27.24.
KINQ EDWARD IV '"Dixio Rond"' (Soundwaves) 1411
National Summary: Up 2. Same 9. Down O. Debutu 2 Adde 1, WXCL KUUY 42-30. KFTN a 32 KKYX 4844 . On WCXI, KMPS


CLASSY PARADE VEHICLES - The Grand Ole Opn's entry in the Cotton Bowl Parade included RCA artist Razzy Bailey (second from left) floating along with (I-r) WBAP/Ft Worth OM Hal Jay, RCA's Wayne Edwards, and KPLXIFt Worth's Craig Eaton. Photo on right spotlights another recent parade perticipent namely, KWKH/Shreveport PD Tom Williams reigning in the KWKH Stegecoech.


KLAC CLINCHES CLINT - Clint Eastwood goes any which way to promote a film and recent. ly showed up in the KLAC/Los Angeles studios with a copy of the "Any Which Way You Can" soundtrack in hand. Pictured are (1-r) WB's Chris Crist, Eastwood, KLAC MD Cathy Mann, and KLAC PD Don Langford.


UHN WELCOMES TANYA AND GLEN - Glen Compbell, in New York to promote his current Capitol LP "It's The World Gone Crazy," and Tanya Tucker, in town to "stand by her man," Capital Lecent guest DJ's on WHN/New York. Shown at the station are (If) Cepitol's Arthur
were Field, Campbell, WHN PD Ed Salamon, Tucker, and WHN MD Pam Green.


SUN SHINES ON KCCY - Joe Sun dropped by the KCCYIPueblo studios rectirtly to lend h/s moral support to alrstaffers Larry Green (left) and Randy Hooker (right).

## Inside Nashville

WINNERS: John Conlee, the new member of the Grand Ole Opry (made his debut last Saturday), doesn't like jokes about mortuaries and funerals. He was once a mortician, says he may someday own one Col. Parker is involved in that new "This Is Elvis" movie project to be released in the spring, as are Jerry Schilling and Joe Esposito, two longtime Elvis confidantes and friends . . . Tom T. Hall says when people ask him how he's enjoying hosting the popular syndicated TV series "Pop! Goes The Country," he says he loves it! "I get to see all the stars, without hangin' around their buses." . . The Oak Ridge Boys cohost the mammoth 50 -hour "Hickory Creek Reunion" radio special in early spring . . . Dale Morris, "Crash" Craddock's longtime manager (he got him back in the business and has guided his career since), has signed Terri Gibbs to a booking contract with his International House Of Talent . . George "Goober" Lindsey guested on a "Flo" show (date TBA) . . Helen Cornelius will marry Jerry Gerrens of Greenville, SC, a nightclub owner and member of the International Country Music Buyers Association ... J.D. Sumner disbanded his longtime roadshow with the legendary Stamps Quartet, and has now joined other gospel giants Jake Hess, Hovie Lister and Rosie Rozell to form a new group called The Masters . . . John Anderson's selection by People magazine as the Country Personality to Watch in '81 coincides with many fans' and tradespersons' choices . . . Anne Murray's "Greatest Hits" album was certified platinum, her second . . Gail Davies taped guestings on "The Midnight Special," "Merv Griffin." and "Solid Gold;" ditto the Bellamy Bros. on "Midnight Special".

TCB: Scotty Wiseman, writer of such classics as "Mountain Dew." "Have I Told You Lately That I Love You," "Remember Me," and more, who teamed with LuluBelle as the "Sweethearts Of Country Music" for over 50 years, died in Gainesville, FL last week at 71. Lulu Belle \& Scotty starred on the National Barn Dance in Chicago, the forerunner to the Grand Ole Opry. They were one of the final nominees for the Country Music Hall of Fame last year. Johnny Cash was the new inductee Jim Ed Brown introduced his 1981 show Tuesday at the Tennessee Women's Prison here for the inmates and a busload of working press. Group features Gary Scott, Mike Baker and Hank Corwin, plus Jim Ed's new ladies Dianne Morgan \& Christy Russell. Jim Ed's choice of women's voices blend perfectly with his to duplicate the classic Browns hit record sounds of the '50's and '60's. I wouldn't be surprised if they end up with an entertaining "live!" album with all the elements of the new show . . . Jeannie C. Riley's getting ready for the June publication of her new book, "Harper Valley To The Mountaintop," as well as planning her second trip in as many years to Australia for a month-long tour Laura Lee McBride (the great yodeling stylist whose career was born in the Bob Wills era) will work at Ramona \& Grandpa Jones's dinner theatre in Mountain View, Arkansas May through September . . . Application deadline for Fan Club booth space at Nashville's Municipal Auditorium for this year's Fan Fair is March 1. Contact Debbie Towsley at the CMA cffice Merle Haggard's autobiography. "My Life's Been Grand," will be published late this year by Time Books. Haggard's cable TV special, "Merle Haggard \& His Friends." is now in distribution.


SEARCHING FOR STARS - Ray Price (left) and Executive Producer Bill Starnes (right) formalize "Ray Price's Country Starsearch $81^{\prime \prime}$ with a few John Hancocks. The talent saarch, offering a $\$ 50,000$ first prize as wall as a recording contract, is scheduled to begin April 1.

HAPPENINGS: Music industry veter an and Nashville native Dale Franklin Cornelius has been named Executive Director of the Nashville Music Association (NMA), headquartered at 2020 21st Ave. South, Nashville, TN 37212, (615) 297-1656. The non-profit NMA has been instrumental in the development of Nashville as a comprehensive music community .. Tom T. Hall named to the Board of Directors of the Harpeth National Bank in Franklin, TN . . Tammy Wynette will perform at the St. Patrick's Day tribute in Nashvilie honoring longtime Davidson County Sheriff Fate Thomas . . . During their current appearance at the Florida State Fair in Tampa, the Thrasher Brothers will tape a PBS special at the Sunshine Music Hall in Orlando for local airing . . . Following Joe Sun's current engagement at the Shy Clown in Reno, NV, Hank Thompson will appear February 23-28 . . . L.A.-based Scotti Brothers Records has signed singer Sami Jo Cole to the label...Razzy Bailey's new album (as yet untitled) scheduled for release sometime in April. The Bob Mont-gomery-produced LP will feature the Muscle Shoals Horns on several cuts . . . Ramblin' Records' Stan Hitchcock will release his first song for the label, "She Sings Amazing Grace," on February 23 . . . Mac Davis to star in a remake of the 1957 Andy Griffith starrer "Face In The Crowd". Tower Books will publish "Remembering Patsy, The Untold Story," an intimate biography about Hall of Famer Patsy Cline Johnny Cash's TV movie "Pride of Jesse Hallam" will be seen March 3 on the tube.

AIRLINES: Johnny Lee says Eddie Rabbitt, when he married, went on his "Bunnymoon". . Johnny told me for a fact that, when he was in the service, he got a medal from his General for saving two women! (One for him and one for the General!)


## (s) $\quad$ Mike Kasabo

## Good Ideas Are Always On Call

WCBM/Baltimore Assistant Program Director Dave Arlington has been a creative force for the station's programming department for six years now. His in-depth analysis of virtually every facet of his realm is wellknown to his peers. Arlington sent us his thoughts on how to maximize the benefits of the telephone for community involvement, image or just plain fun. I think you'll find it informative and interesting:

In October, thousands of Americans called ABC-TV to vote for Ronald Reagan or Jimmy Carter following their head-to-head debate. The ABC poll was an example of scientific sampling at its shakiest, but network promotion at its best. For days the survey results were discussed on radio, in newspapers and over coffee.

Your radio station has the same technological marvel as ABC: the telephone. Use it for all it's worth! The telephone, answered by a cart machine, has hundreds of promotional, public service and sales applications. Add a tape deck to record the responses of callers, and the telephone is even more versatile. Install counters on two or more phone lines, and you can take ABC 's idea and run with it.

First let's examine the simplest case : the telephone answered by a cartridge machine. For years listeners have called radio stations for recorded sports scores, concert information or the top ten. Dare to do more:

- Maintain a good civic image by describing area events on a special line, and tag your on-air PSA's with the phone number. Then when you are sold out or especially cluttered, you can still sound tuned in to your market in just ten seconds. ("The Thanksgiving parade is coming up Thursday. We've got the complete route for you along with all the weekend's activities in town. Just call XXX-xxxx.") Make this "activity line" a continuing promotion, or restrict it to, say, the busy summer months. Or, use the line only for special events. For example, the WCBM "Preakness Activity Line" publicizes all of the doings during Baltimore's big Preakness Week, stressing activities co-sponsored by WCBM. Looking ahead, Christmas activities in your market may merit a phone line - and at a very cluttered time of the year.


## Transition

Kevin Fennessy is the new Program Director of WOAI-FM/San Antonio, coming from the PD position of FM97/Pittshurgh ...Georgia Pappas has moved up within the programming ranks of WHDH/Boston, as she has been appointed Music Director after serving as assistant to President/GM Dave Croninger ... Glen Olson, after many years as an air personality at WCCO-AM/Minneapolis, has gone across town to WLOL as afternoon drive host . . . Scott Henderson leaves KMBZ/Kansas City as Promotion Director to go across town to KCKN to do the morning air shift ... KHOW/Denver has announced the addition of popular area talk show host Peter Boyles to the staff. Boyles recently joined the Doubleday outlet and hosts the 9pmlam segment. Commenting on the appointment, PD Scotty Brink said, "We've entertained the idea of a nighttime talk show for quite some time, and now we've found the right person. Peter is Denver's best talk show host and will round out our staff perfectly." . . Sara Cram has been named to the newly-created position of Program Producer at KING/Seattle. As PP, she will be responsible for collecting and preparing material for on-air use by the station's personalities.

- Put the official rules for a major contest on a phone line, and occasionally plug the number on the air. The rules will be easily available to your listeners, and the fairness of the contest will be unquestioned.
- Record snow closings on a frequently-updated cart and free up some of your on-air time for the major closings plus your normal format
- Run public service telephone campaigns. For example, in an economically-depressed area, describe where help is available. In a boom town give information for newcomers. Let people know how to fireproof their Christmas trees. Or, during a fund drive, tell potential donors where their money would go and what it cando.
- Work with the sales department. How often does a salesperson ask for a promotion in order to get a client on the air? Instead of giving in and cluttering your station with a promotion lacking programming appeal, try this incentive. Record the client's special sale prices on cart for playback on the phone, and advertise the phone number as a tag to their spots. You could even cut a "weekly specials" cart for a group of clients.


## Phone Fun For Reel

Add a tape deck to record the caller, and really go crazy:

- As an alternative to taking the nth caller or asking for mail-in entries, have your listeners call in and leave their names and phone numbers to register for a contest. Leave the line open for twenty or thirty minutes at a time - then entering will be less involved than a mail-in and less intimidating than fighting to be the nth caller. Yet you also get some forced listening, since everyone will have to keep tuned to hear the next time you open up the line. With a contest registration line you can even promote a call-in now for a giveaway about an hour away ... and I bet that almost every listener who calls in to register will keep listening through the hour.
- Tape callers for other promotions: have listeners phone in their Valentine wishes the weekend before Valentine's Day and play back the best ones February 14 (or carry it even further: when listeners hear their Valentine greeting, have them call back to win a prize): record phone calls describing what Christmas means to your listeners and incorporate the top responses into your holiday programming; use it as a request line for an all-request show.
- Help fulfill your public affairs commitment by airing opinions phoned in each day in answer to questions about current issues (as we do with the WCBM Dialogue Line).
- From time to time obtain lively news actualities by asking for listener response on a hot topic such as an election, a trial, or a government decision. In this way you can even get local tape on a non-local story.
- Invite community groups to call in their PSA's instead of mailing them in - then use the actual voices of these community people on the air. Our sister station in Washington, WASH, did this for years.
- Have listeners call in jokes for a "Joke of the Day" feature.
- Record pledges for time or money toward a public service campaign.
- Ask for feedback on your station's programming.
- Incorporate a special phone line into your audience research. Have members of a focus group call the number at their convenience. They will be asked questions recorded on cart, and their responses will be taped. You could even have them rate segments of records, without taking valuable time from members of your staff.


## "Counter" Programming

And counters installed on your phone lines add an extra dimension:

- They give you an indication of listener interest in every one of the above examples.
- Your listeners can vote on issues in a manner identical to ABC's straw poll, dialing one phone rumber to vote one way, and calling a second number for an alternative vote.
- Pit artist against artist or song against song in an on-air "music battle." For example, on the last day of the 1970's, WCBM featured a singleelimination tournament to find the number one song of the decade. Nearly 50 of the top necords of the '70s competed, using a tournament grid similar to, say, a tennis or racquetball tournament. After hearing each of the challenging records, listeners could vote for song " A " on one phone line and for song " B " on another. As the 1980's began, we played the decade's biggest hit. Incidentally, the winner was "Bridge Over Troubled Water."


## Technical Advice

How do you couple your cart and reed tape machines with the telephone wires? Some stations save money by attaching home-made circuitry directly to the phone company's lines. Do so at your own risk - it is contrary to current regulations. Why antagonize a powerful ally? The phone company will install an interface box for you, especially if you know their lingo. Ask for an "RDL" unit if you want to play a cart into the telephone. Use an "RDM" to play a cart and record a caller. An "RDMZR" is newer circuitry for either of the above. The cost is not cheap - you pay an installation fee and a monthly charge, plus you still need to add on equipment which actually fires the cart and reel machines. WCBM's engineers found it impossible to get detailed information from the phone company about their couplers, so we could not build our own add-on unit. Instead, we bought a device specifically designed to plug into the phone company coupler at one end and standard broadcast tape machines at the other (Broadcast Electronics Telco $80^{\circ}$ or 90 series).

As an alternative to the phone company coupler plus add-on firing unit, request from your local telephone company the latest list of equipment approved for attachment directly to your phone lines. See if you can find a single, approved unit which does both jobs. I couldn't find one.

Counters are quite inexpensive. They are easily installed on the cart machines which answer the phones.

Looking to the future I see more potent uses of the telephone. Imagine a call-in contest in which the contestants push buttons on their phones which directly fire cartridges in your air studio. With different buttons firing different carts, your contests would become as exciting as an Atari game! I also invite your comments on other uses of the telephone - both today and in the future.


SNOW HUNT - KNBR morning personality Mike Cleary lrightl chats with Llovd Bridges during the station's first annual "Winter Festival" at Embarcadero Plaza in San Francisco. The noontime celebration was in recognition of a recent snowfall in the Sierras, and two truckloads of snow were brought in while the "Ice Follies/Holiday On Ice"presented a skating exhibltion. Activities were high. lighted by a snow "person" building contest among local media representatives.

## P/A

## BREAKERS.

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

## TERRI GIBBS

## Somebody's Knockin' (MCA)

60\% of our stations are on it Plenty of new believers including WGR, WRVR, KFMB, KNBR, WWWE, WTVN, KOLO, WPTF, WDBO, WNDB, WDEF, WATR, WRIE, WNAB, KLMS, WHIZ, WBOW. Heavy rotation: KEX, KLO, KAAY, WNEU, KRNT, WKHM, WJON. Medium rotation: KFOR, KRMG, WIBW, WDIF, KXIC, WHBY, KMED, KMJJ, WFIR, WORG, WSLI, WJBO, WABZ, WGIR, WEIM, WBEN, WELI, WSB, WBT, KOY, KMBZ. Jumps 27-21 on P/A chart

## NEW \& ACTIVE

PHIL EVERLY "Dare To Dream Again" (Curb/CBS) 46/10 add wTMJ. wsJs,

 KOB KRKK. WHBC. WJON. WOOD KXIC, WHEY South
WAst also has strong action. Debute of No. 28 on PIA chart
ELVIS PRESLEY "Guitar Man" (RCA) 44/13 add WTMJ, KHOW, KOY, KEX. WGAR. KMBZ WIS. WACI, WGIR, WRIE, WHBC, KLMS, WBOW HAAVY rotation: WKHM. MAdium rotation: WIW, WBT. WGY WNAB. WEIM, WHAG. WNEU, WDEF. WNDE, WQUA, WRVA. KLO, KRKK, KRMG. W JON, WDIF, KXIC. Pradictably strong in tho South and Midwost. but now showing good
arrongth in East Dabuts at No. 29 on PIA chan. LEO SAYER "Living In A Fantasy" (WB) 41/9 add WHEN. WIP. WCFR. WJBO. WNDB. WYMC. WHBC, WHOK. WEBC. Madium rotaton KFMB. WFYR. WOAI-FM. WRVR. WBEN. WEIM.
WLNH, WABZ. WCHV, WFIR. KRZI. KUGN. KRKO, KBLF, KOLO. WHBC. WKIO. WDIF, WEBC. WLNH. WABZ WCHV, WFIR. KRZI. KUGN. KRKO, KBLF, KOLO. WHBC
WHBY Even spread of activity in all regions. Debuts at No 30 on PIA chart.
HALL \& OATES "Kiss On MY List" (RCA) 39/12 add KXIC. WHOK, WGIR. WJBo. KUGN. KMED, KBLF. WFYR KPPL WASH. WHEN. WGR Hoav IOtation WMAZ, WEIM. MAdium KOLOTIOR WHBC, WOIF, WOWO. WLNH, WCFR. WNEU. WFIR. KOLO. KRKK. WIW. WDAE WBT. WCBM. Wip, WSLI Gratost serength in tho East and South, sprauding in Mldwest.
DOOBIE BROTHERS "Wynken, Blynken And Nod" (WB) 39/3 add WIS, WSGW WDAE Heavy rotation KLMS, KGGF. WDEF Medium rotation: KSTP. KSL KEX. KPPL WBT WELI, WHAG, WSBA. WSLI, KAAY. WDBO, WQUA WAVA. KLO. KFOR WJON. WNAB. WNDB Continuad strong action in Wost and South.
ASSOCIATION "Dreamer" (Elektra) 37/9. add WOOD. KGGF. WELI, WHAM, WGY WYMC, WATR WGIR WNAB HeavY rotation WSBA Madium rotation: WSJS, KEX, KFMB, WLW WFIR WMAZ. WFTL WDEF, WNDB. WHBY, WJON. KFOR. WKIQ. South and Midwost blazing the way for this one. East pleking ul
STYX "Best Of Times" (AGM) $37 / 3$ add WOAI.FM, WGY. WCBM. Hoavy roration WLW KNBR WNEU, WABZ, WCHV WOWO. WEBC. Modium roration WFYR. WGAR. WWWE, KBAI,
KPPL. WMAZ. WORG. WSIX WHEN, WTAE. WGR, WSII, WFIR. WHIZ. WBOW. KWOS Bostaction KPPL. WMAZ, WORG. WSIX. WHEN, WTAE. WGR,
in the East but quickly aproading in all other ragions.
CHRIS MONTAN "Let's Pick It Up (Where We Leff Off) (20th) 33/9 add WHID. KEX. WHAG. KAAY. WTAR. KBLF WDIF (dpl. KGGF. WOOD. Heaw rotation WRVA. WHID. KEX. WHAG. KAAY. WTAR.
Modium rotation: KRKK. KSL KLO.
South and Midwest action strongeat.
ENGLAND DAN \& JOHN FORD COLEY "Part Of Me, Part Of You" (MCA) $30 / 2$ add WLNH. WSGW. Heavy rotatore KLO. WRVA. WFIL WSBA. WTMJ. Medium rotation: KSL KOY KPPL KRKK. KBLF. WFIR. WTAR, WIVA. WIS, WACI, WHAG. KXIC, WDIF, KMRJ, KFOR GROVER WASHINGTON JR. "Just The Two Of Us" (Elektra) 29/18 add WTMJ, WHIO, KNBR, WBT, WIP, WNAB, WRIE. WEIM, WATR, WLVA, WRVA, KUGN, KLO, KLMS, Two big add weoks in a row - prottr even spread in all regions
STEPHEN BISHOP "Send A Little Love My Way (Like Always)" (WB) 29/2 add WOBD. WKHM. Hoovr rotallon. KMED Medium rototion WHIO. KSL KEX. KOY. WDAE,
WRVR, WNAB. WHAG, WGIR WCFR, WACI. WDEF, WNOB, WOUA. WPTF. KUGN. WHBC, KFOR. WRVR, WNAB. WHAG, WGIR, WCFR, WACI. WDEF, WNOB, WQUA, WPTF, KUGN, WHBC, KFOR.
WOIF, KRNT Even apread scroas tho board.

## POP / ADULT' AIRPLAY / 30



| 7 | 4 | 1 | $(1$ | DOLLY PARTON/9 To 5 (RCA) |
| :---: | :---: | :---: | :---: | :---: |
| 22 | 12 | 6 | 2 | JOHN LENNON/Woman (Geffen) |
| 6 | 5 | 3 | 3 | ABBA/The Winner Takes It All (Atlantic) |
| 3 | 1 | 2 | 4 | BLONDIE/The Tide Is High (Chrysalis) |
| 30 | 19 | 12 | (3) | DON McLEAN/Crying (Millennium) |
| 11 | 9 | 8 | 0 | DAN FOGELBERG/Same Old Lang Syne (Full Moon/Epic) |
| 9 | 8 | 7 | 1 | STEELY DAN/Hey Nineteen (MCA) |
| 14 | 10 | 9 | 0 | RONNIE MILSAP/Smoky Mountain Rain (RCA) |
| 2 | 2 | 4 | 9 | EDDIE RABBITT/I Love A Rainy Night (Elektra) |
| 1 | 3 | 5 | 10 | BARRY MANILOWII Made It Through The Rain (Arista) |
| 23 | 18 | 14 | $(11$ | CLIFF RICHARDIA Little In Love (EMI America) |
| - | 25 | 18 | 12 | NEIL DIAMOND/Hello Again (Capitol) |
| 16 | 14 | 13 | 13 | BOZ SCAGGS/Miss Sun (Columbia) |
| 27 | 21 | 16 | 14 | EAGLES/Seven Bridges Road (Asylum) |
| - | 30 | 21 | (1) | B. STREISAND \& B. GIBB/What Kind Of Fool (Columbia) |
| 4 | 6 | 10 | 16 | AIR SUPPLY/Every Woman In The World (Arista) |
| 13 | 11 | 11 | 17 | FRED KNOBLOCK \& SUSAN ANTONKillin' Time (Scotti Bros.) |
| 5 | 7 | 15 | 18 | NEIL DIAMOND/Love On The Rocks (Capitol) |
| 15 | 15 | 17 | 19 | BETTE MIDLER/My Mother's Eyes (Atlantic) |
| - | 29 | 24 | (2) | SPYRO GYRA/Cafe Amour (MCA) |
| - | - | 27 | (2) | TERRI GIBBS/Somebody's Knockin' (MCA) |
| 8 | 13 | 19 | 22 | BARBRA STREISAND \& BARRY GIBB/Guilty (Columbia) |
| 10 | 16 | 20 | 23 | DIANA ROSS/It's My Turn (Motown) |
| 29 | 26 | 25 | 24 | TIERRATogether (Boardwalk) |
| - | - | 30 | 3 | KOOL \& THE GANG/Celebration (DeLite/PolyGram) |
| - | - | 28 | 26 | DELBERT McCLINTON/Giving It Up For Your Love (Capitol) |
| - | - | 29 | 27 | STEVIE WONDER/I Ain't Gonna Stand For It (Tamla) |
| - |  |  | (2) | PHIL EVERLY/Dare To Dream Again (Curb/CBS) |
| - | - |  | (2) | ELVIS PRESLEY/Guitar Man (RCA) |
| - | - |  | 0 | LEO SAYER/Living In A Fantasy (WB) |

This chart is based solely on statistics compiled weekly from our reporting stations
Black circled numbers indicate significant upward movement from at least $80 \%$ of our neportars

FREFALL "Staying With it" (Atlantic) 25/6 add wLW, wis. WACI. WGIR. kxic. WBOW. Heary rotatior WJON, WPTF. Medium rotation: KRKK. KEX, WOAI.FM, WGY, WNEU.
WHOK, WKMM, KMED, KBAI. Midwest action best. MELISSA MANCHESTER \& PEABO B
MELISSA MANCHESTER \& PEABO BRYSON "Lovers After All" (Arista) 23/12 add WWWE, KPPL WRVR, WBT. WFTL WQUA, WRVA, KBLF, KRKK, WJON, KMRJ, KXIC Medium rotation: KSL. WRIE, WHAG, WSBA. WORG, WHBC. WDIF. South is leading the way with
this one. DEBBY BOONE "Perfect Fool" (WB/Curb) 23/2 add WPTF, KRKK. Haavy rotation WRVA. WSBA Modium rotation: WSE WNAB, WNDB, KFOR WJON, WHOK. WKHM. GOod REO SPEEDWAGON
REO SPEEDWAGON "Keep On Loving You" (Epic) $20 / 5$ add WGAR. WFYR WTAE, WBZ. KAKK. Heaw rotation WTVN, WSIX. WNEU. WMAZ, WHIZ,
rotation: WHEN. WLNH. WCHV WBOW Early action in East and MIdWast.

## Others Getting Significant Action

TASTE OF HONEY "Sukiyaki" (Capirol) $18 / 5$ add KUGN, WGY, KLO, KBLF, KGGF Modlum rotaion kngr, kex. WSB. WNAB. WEIM, WSBA WNDB WSLI, WJON.
PETER ALLEN "Fly Away" (A\&M) 18/1 add WLW. Heaw rotation: WNAB. WHAG. Madium rotation: KLO. WRVR. WIS. WLVA. KMRJ. WHOK, WKHM, WOOD
SHEENA EASTON "Morning Train (Nine To Five)" (EMI America) $17 / 16$ add WASH, WGR WBEN WCBM, WGIR. WIVA. WRVA. WFIR. KLO, KOLD. WHBC. KFOR, WJON WOIF (dpl. KWOS. WEBC Realiv strong fooling out of the box on this one
RANDY MEISNER "Hearts On Fire" (Epic) $17 / 2$ add KOKA, WOWO. Madium rote tION: WGAR, WLW, WGA, WNEU. WABZ, WCHV WMAZ, WORG, WFIR. KRZI, WBOW
FLEETWOOD MAC "Fireflies" (WB) $16 / 3$ add WHAG, WABz. KBLF. Modium roration KOLO. KPPL WEIM. WCHV. WMAZ. WDIF
GILBERT O'SULLIVAN "What's In A Kiss" (Epic) $15 / 12$ odd WHIO. KSL KEX,
WEIM. WCHV, WNOB, W/RVA. KLO, WIBW. WJON. WOOD. WHEY. Midium rotation: WSB WEIM WCHV. WNOE, WRVA KLO, WIBW. WJON. WOOD. WHBY. Madium rotarion WSB LOBO "Fight Fire With Fire" (Elektra/Curb) $15 / 1$ add KGGF. Madlum rotation
KOY KAKK. WMAZ. WHAG. WKHM, WHBY. WKIO. KFOR
EARTH, WIND \& FIRE ""And Love Goes On" (ARC/Columbia) $14 / 5$ aded KRKO.
WFIR. WMAI. KMRJ, WABZ Modium routiore WKHM. WORG. WNAB. WRIE, KNBR.
AMBROSIA "Outside " (WB) $14 / 4$ add KMED. WOAI.FM. WIS, WKIO Madium rotation WHBC WNEU WCHV. WFIR WWWE
JIMMY BUFFETT "It's MY Job" (MCA) $12 / 8$ mdd kMBZ. WDAE, WBT. WRIE. WCHV WORG. KUGN. KRMG. Medium rountione KEX.
DOOBIE BROTHERS "Keep This Train A.Rollin' " (WB) $1 / 9$ ndd WCCO-AM.
KRKO. WORG. WMAZ WSII, WNEU. WGIR. WDIF. WHBC. Modium rotation WEIM.

HARRY CHAPIN "Remember When The Music" (Boardwalk) 11/3 add KSL WIVA. WTAR. Medium rolasion: WRVA, WOOD, KGGF
DOTTIE WEST "Are You Happy Baby?" (Liberty) $10 / 5$ add WORG. WHAG. KRNT. WHOK, WHIZ. Modium rotatione KMBZ. WSB. WJON. MANDRELL "Somere, Somehow" (MCA) $10 / 3$ BARBARA MANDRELL "Sometime, Somewher
SPINNERS "Yesterday Once More/Nothing Remains The Same" (Atlantic) $9 / 8$ add WIP. WCFR. WIVA WORG. WRVA, WDIF, KWOS, WKHM
PAUL SIMON "Oh. Marion" (WB) $8 / 8$ add KMBZ KAKK. KUGN. WRVA WOBO CHAMPAIGN "How 'Bout Us" (Columbia) $8 / 3$ add WORG. WIP. WHBC. Modium CHEZY BAILEY "! K
RAZZY BAILEY "'I Keep Coming Back" (RCA) 9/2 add WLW, WHIZ. Hoav rotarion: STEVE WINWOOD "White YOU
WCHV. WABZ WLNH.
 JIM STAFFORD "Cow Patti" (WB) 712 add WHIO. KGGF Heaw rotation WJON Medium rotation: WNAB, KLO
JOHNNY LEE "Plckin" Up Strangers" (Full Moon/Asylum) $6 / 2$ add WHAG
WIBW Hanvy rotation WTAR. Medium rotation: KRMG

## Most Added:

barbra streisand g barry gibe

| What Kind Of Fool IColumble) |
| :--- | GROVER WASHINGTON JR. Just Tha Two OIUs (Eleatres) Added at 17\% of our reporting stations TERRIGIBES Sormabodv's Knockin' (MCA)

Added at $10 \%$ of our reporting SHEENA EASTON Morning Train INina To Flval (EMI America) Added at 15\% of our reporting starione. ELVIS PRESLEY
Addad at I3\% of Mar reporting HALL B OATES Klss On My Liseliaca) Added at $12 \%$ of our reporting suatione. ELISSA MANCHESTER \& PEABO
Lovers Alter All (Arista) Lovers Alter All (Aris tis) GLLBERT O SULLIVAN Added at $12 \%$ ol our reporting

## Hottest:

DOLLY PARTON
g TO 5 (RCA) Roported hot al $67 \%$ of ou JOHN LENNON Aeported hot at $50 \%$ of our OON McLEAN Cring Mille nntum
$\qquad$ BLONDIE The Tido is Nign (Chrssalis) Ported hot at $3 \mathrm{k} \%$ of our stotion STEELYDAN oortad hot at 30\% of our at OAN FOGELEEAG Reported hot at 25\% of sur statione
REGIONAL ADDS \& HOTS
EAST

## NBMC's PLURIA MARSHALL SPEAKS OUT

## Deregulation - A 'Serious Negative Impact'"

Concern is still growing in the black broad cast community about the ultimate effects of deregulation. One of the most concerned spokespersons for the community is Pluria Marshall, Chairman of the National Black Media Coalition, a Washington - based group known for its outspoken stands on issues concerning Black


## Pluria Marshall

 radio. In the following discussion of deregulation, Marshall airs some strong opinions on the issue$\mathbf{H \& R}$ : Could you give us your reactions to radio deregulation?

PM: I think radio deregulation will have a serious negative impact on the Black-oriented radio stations Since most of those stations are white-owned, those white owners have traditionally not really been willing to spend money on information or programming news and public affairs programming to serve the black community. So if the regulatory body says in a policy change that you don't have to do that anymore, then I think that you will see a serious decrease in information programming on Black-oriented stations. And the argument that all-News stations will serve the black communities' needs is hogwash. All-News radio stations simply serve white news and the needs of the white community - occasionally they might do something decent on an issue that affects the black community. One thing that I have not seen at the Commission is any special concern in deregulation given to Black-oriented radio. They keep talking about ownership is the way - well, we might be 100 years getting ownership of enough stations where the black community will be served better becảuse of blacks owning the radio stations.

R\&R: What steps do you think we can take to avoid these problems arising from deregulation?

PM: Right now all it means is that the workload of the National Black Media Coalition will increase
"So if you're saying that the marketplace is sufficient, then you mean that it's sufficient for white America.'
five times and we'll have to have five times more people. You know, we will just have to work from sunup to sundown and then some. That's what we're going to have to do to have some effect on Black-oriented stations. You've still got stations who haven't moved out of the mentality of the 60 's who still are doing a dizzy-lizzy, zing, zing

R\&R: In other words, they're not taking care of their communities' needs

PM: Right. All they do is some jive talk between the records and play the records that they're basically told to play . . even to the point that black product that's black-produced sometimes can't even get on the air at Black stations. That's a separate area - I don't want to get into that as far as deregulation is concerned. But think of the Black-oriented stations you're most familiar with - how many of them do you know will keep their news staffs it they don't have to?"'

R\&R: What about the language of deregulation? As you know Commissioner Tyrone Brown was an advocate and voted no in the end.

PM : Yeah, he introduced it. Are you aware of that? He introduced the item and I think that it just didn't make any sense for him to be the point man on it. If (Chairman) Charles Ferris wanted it, let Charles Ferris introduce it. But when they got him in the meeting and they decided that they were going to go in this direction, they paid absolutely no attention to his speaking for it, which made him dissent

R\&R: What about the language that said the reason for deregulation was to let the local marketplace actually govern what happens?

PM: Right and they would sacrifice the one crucial point for it to achieve that, that programming has to be local. What they're saying is it's just as easy to be national. So you don't really have to have a local staff, in touch with the local community. What Brown was saying is that information programming, the issues that had to be covered should be covered from a local perspective, and what the rest of the Commission was saying is that as long as the issues were covered somehow, it didn't matter whether it was national or local. So Brown refused to accept that nationally-produced stuff could substitute to cover those issues.

R\&R: What do you see as the longrange effects of deregulation? Do you think the marketplace will truly begin to govern itself?

PM: The marketplace is probably an excellent tool for governing itself until it gets to the black folks Hell, the Constitution didn't cover us, we had to have all
"The marketplace is probably an excellent tool for governing itself until it gets to the black folks.'
these special laws and rules and amendments and everything just so that we could be covered. So if you're saying that the marketplace is sufficient, then you mean that it's sufficient for white America. But what I am saying is that the marketplace is the worst avenue to turn those stations over to because the advertising agencies and advertisers are so racist. There's no way you can tell me that you can turn me over to a marketplace that has problems accepting that there's even such a thing as a black consumer market. They just say there is a consumer market and there's some black folks in that market and we will reach black folks just like we reach white folks, through the same medium. Which I violently disagree with. Black folks have a love affair with Black radio that is almost freaky. You can't explain it. If a politician wants to reach the black community - they go to Black radio.
$\mathrm{R} \& \mathrm{R}$ : What can we do about it? Where can we start?

PM: I think it means that now black people are going to have to start monitoring the Black-oriented radio stations on a daily basis. Our organization is certainly a clearing house, and we'll be glad to assist any community who wants to monitor and more effectively interact with those stations in their community. But, we're really at an unfortunate point - many of the national black organizations don't have programs designed to interact with the media. NAACP, the Urban League, OIC, PUSH, SCLC - none of them have taken the time to really get on to a program destined to hold the media accountable. In most communities across America, the media has had free reign to negatively influence black organizations and black community efforts.
$\mathbf{R} \& \mathbf{R}$ : And the long-run result?
PM: That the black community will continue to deteriorate because that avenue which is designed to let people know what we're doing, to help sell the programs that we're putting together, will simply be used against us on a continuing basis.

R\&R: Is there something you'd like to pass on to black broadcasters who might be reading this interview?

PM: I think that the blacks in broadcasting who work at Black-oriented stations simply need to resist the luxury of doing differently those things which have served the black community well. I agree with deregulation and the cutting out of unnecessary paperwork, but not on the one item of ascertainment.

R\&R: Do you think the elimination of ascertainment will have an effect?

PM: Yes, the Commissioners don't really feel that it has that much impact on programming, which is untrue. Ascertainment has been dismissed as unnecessary.

R\&R: Finally, I'd like to get your address and phone number so when questions come up, black broadcasters can contact you there

PM: National Black Media Coalition, 938 Hague Street NW, Washington, DC 20001, (202) 783-1606.

## People

Jerry Boulding is the new VP of Black Product at MCA Records. Boulding comes from an extensive career in radio, most recently at KDIA/Oakland ... Maurice Warfield has been upped to West Coast Director of Columbia/EPA Black Music Marketing. Warfield was most recently West Coast Regional Promotion Manager for the label... James Alexander has been promoted to Operations Manager at WBMK/Knoxville. Alexander comes to the post from an airshift at the station, having previously been PD at WBMX/Chicago . . Jim Walker is back at KDKO/Denver as an account executive. Walker was formerly an airstaffer under the name of Dr. Daddy-Yo . . Val Coleman has resigned his post at KMJM/St. Louis. He can be reached at (314) 231-7379.

## Places

KDKO/Denver is the place "The Great Black American Series" is running daily during the month of February (Black History Month). The station is also cosponsoring a black film festival in conjunction with the Red Shields Community Center and the Ford-Warren Library . . . Los Angeles is the place where five blackformatted radio stations (KACE, KDAY, KJLH, KKGO. and KGFJ) agreed to join forces in an anti-crime effort The stations met Friday (2-13) to discuss their specific plans. KACE GM Bill Shearer spearheaded the campaign after he witnessed a store manager shoot and kill a 16 -year-old robbery suspect. Shearer said he expects the campaign to have strong impact because Black stations rarely editorialize, so "This will be a shock for our listeners."

## Things

WDKX/Rochester will host a disco dance on Valentine's Day in conjunction with Party Down Productions and the Americana Hotel as a part of the festivities in the "I Love Downtown' celebration in Rochester . . Keep in mind that February is Black History Month; take time to remember those who were and are a part of our rich culture ... Remember you don't have to be a reporter to contribute to this section. Please address all mail to Bill Speed c/o Radio \& Records at 1930 Century Park West, Los Angeles, CA 90067.

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

GAP BAND<br>''Burn Rubber On Me' (Mercury/PolyGram)<br>YARBROUGH \& PEOPLES<br>'Don't Stop The Music' (Mercury/PolyGram) WHISPERS<br>"It's A Love Thing"' (Solar) LAKESIDE<br>"Fantastic Voyage" (Solar) SLAVE<br>"Watching You" (Cotillion) STEVIE WONDER 'I Ain't Gonna Stand For It' (Tamla) JACKSONS<br>'Heartbreak Hotel'" (Epic) SISTER SLEDGE<br>"All American Girts"' (Cotillion)<br>CON FUNK SHUN<br>"Too Tight' (Mercury/PolyGram)<br>JONES GIRLS<br>'I Just Love The Man' (Philadelphia Intemational) T.S. MONK<br>"Bon Bon Vie" (Mirage) TOM BROWNE<br>"Thighs High" (GRP/Aristal

## CLIMBERS <br> Following ere listed in order of their alrplay ectuvity.

SUGARHILL GANG " 8 th Wonder" (Sugarhill) $56 \%$ reporting Hol or KSOL in the Wase Hor at KATZ wws

TIERRA "Together" (Boardwalk) $56 \%$ of our reportery are on ie Added of WJJs anowing modhm airplay of WYLO. WOIA WHRK and WEE and hot a WANT and KMJO in the South The Est shows it hot at WIL ond WOAS Woth medium atrpioy at WXN. WAMO and WWIN Climbln
Climbing al KYAC and KDKO: hot at KSOL in the Wore
ISLEY BROTHERS "Who Said7" (T-Neck) 56\% reporting nimpiay Medium atroloy ar KMJJa WJJS and WAOK

 SKY Here s To WAMO and WILD Climbing at WWWS and WCIN: hot at WOAO ond WJLE in the Midwost Added at KYAC. Cfimbing ot KSOL and hot ar KOKO in the Wert
NORMAN CONNORS "Melancholy Fire" (Arista) $53 \%$ of our reporters ere on $k$ hot rotution at WHRK.
 WCIN: hot ai KATZ and WOAO in the Mldwest Hot at WXYV while climbing at WAMO and WWat in the Eest Climbing at KSOL in the Wore
 WVEE. WJJS. WGV ond WEDR and not hit WLOU in the South Hor of KDAY and KOKO climbing of KYAC in tho Wort

A TASTE OF HONEY "Sukiyaki" (Capitoll) $53 \%$ reparing netion. Dabuting at WJJS: climbing at WOWI. WGIV. WOIA WHRK WVEE ARD WAOK in the South Hot at WWRL inowing medium airplay at WWIN. WAMO. WXW and WDAS in the Ease Now of KYAC with modium sirplay ot KOKO and KDAY in the West the Midwort shows it climbing at WOAO ond WJLB
BARKAYS "Boogie Body Land" (Mercury/PolyGram) 53\% roparting Hor at WWN. WAMO and WXW in the Eart Mor at WILB Climbing ot KAEZ, KATZ WBMX and WCIN in the Midwest Modium airpiay at WOWI. WEDR and in the Eare Hot at WJIE: Climbing il KAEZ, KATZ WBMX snd W
KMJO whit hot ot WANT. WHRK. WVEE and WYLO in the South
ROBERTA FLACK WIPEABO BRYSON "Make The World..." (Atlantic) 47\% reporting aikplay Show On medium aipley of WYLO WDIA. WHRK and WVEE with hot rotation ot WOWI WJJS and WAOK in the South Climbing

ZAPP "Be Alrighr" (WB) 44\% roporting action Mootium airplay of WJJS. WHRK. WVEE and WAOK while mot ot ZAPA in South The Midwest hows thot ot WCIN while climbing at WJLE, KATZ and KAEZ. Hot rowtion at WWRL Cfimbing at WXVW and WILO in the Eost Added ot KSOL in the West
BLACKBYRDS "What We Have Is Right"' (Fantasy) 44\% of our reporters are on kh Hoavy siploy at woia and WAOK while climbing at WHRK WVEE and WJJS in the South Showing medium airplay at WXW. WAMO and WWIN While hot at WWRL in the Ease Climbing at WTLC. WCIN and WJLB in the Mliwest Now at KSOL and dimbing at KDKO in

ROBERT WINTERS \& FALL "Magic Man" (Buddah) 44\% of our reporters are onk Addad at WJJS, ellimbing
 WDAO. climbing at WTLC and WJLB in the Mictwest Climbing at KSOL in the Wost
LENNY WHITE "Fancy Dancer" (Elektra) 44\% reporting airplay. Showing modium sirplay at WOWI, WGIV while climbing et WBMX in the Midwest Hot at KDKO in the West

UNLIMITED TOUCH "I Hear Music in The Streets" (Prelude) 44\% reporting activity. Now at wJJS. WOWI and WANT, elimbing it WLOU, WHRK, WVEE and WGIV, And hot at WAOK in the South, Added if WDAO and climb
SHALAMAR "Full Of Fire" (Solar) $41 \%$ reporting action. The Midwest shows hot rotition at WWWS and WCIN cllmbing ai WJLB and KATZ Added as KSOL and hot at KYAC and KDAY in the Wost Cllmbing et WAOK. WJJS, KMJO WGIV end WOWI in the South Climbing ar WILD in the East

SILVER PLATINUM "Dance" (SRII 41\% of our raporters are on il Naw at WWRL climbing at WILD and WWIN in ETe Eat Hot ol WAOK: climbing at WDIA. WJJS and WEDR In the South. Medium eliplay at WBMX and KATZ white hot a WTLC in the Midwese Mot ni KDAY: climbing at KYAC and KOKO in the Wort
SMOKEY ROBINSON "Being With You" (Tamla) 41\% mporting. Now at WLOU. WJJS. WYLD and WOWI: ellimbing at WHRK. WVEE and WDIA in the Sourt. The East shows it ellmbing at WXYV and WDAS. Added at KATZ while elimbing ot WTLC in the Mldwest Dobuting ap KDKO and KDAY in the West
EARTH, WIND \& FIRE "And Love Goes On" (ARC/Columbia) $41 \%$ reporting sirplay. Mot et KOKO cllmbing at KDAY in the West Now at WJLs: climbing at WDAO and WTLC in the Midwest Added at WLOU and KMJO ellmbing af KDAY in Whiv and WOWI in the South. Now at WAMO. elimbing at WDAS. and hot et WWAL in the Eare
T-CONNECTION "Everything is Cool" (Capitol) $34 \%$ peporting nctiviry Now at WCIN: elimbing at WTLC WWWS, KATZ and KAEZ in the Midwert The South showe on add at WANT elimbing ai WAOK and WLOU Naw ai KOA WWWS, KATZ and KAEZ in the MidWost Tho South whows in the Ease
GROVER WASHINGTON JR. "Just The Two Of Us" (Elektra) $31 \%$ reporting alrplay Added at KMJO and WLOU, climbing ai WOIA and WOWI in the South Hot ei WBMX and climbing af WDAO in the MIdwast Showing medtum atiplay ot WWRL and WOAS in the East Added af KDAY and climbing at KDKO in the Wer
SPINNERS "Yesterday Once More/Nothing Remains The Same" (Atlantic) 31\% reporthg activity Added ef WWWS in the Midwest Now of WMRK. WVEE WEDR and WOWI in the South. Debuting af WWIN, WDAS and WXN clumbing at WAMO, and hot ot WILO in the Eare

## NEW \& ACTIVE

PATRICE RUSHEN "Never Gonna Give You Up" (Elek tra) 28\% of our reporters are on in Naw at WWIN and WOAS in the Ear Addod it WEOA climbing of KMJO and WDIA and hot ot WANT in the South Debuting at WTLC and WDAS in the Eart Addod of WEOA Cl
JOE SIMON "Glad You Came My Way" (Possa) $28 \%$ reporting Hot at WAOK whiln cllmbing at whou wJJS WGN. WYLD and WOWI in the South Added ni WTLC. elimbing at WJLB. and hot at WDAO In the Milawer
DRAMATICS "You're The Best Thing In MY Life" (MCA) 28\% reporting action. Now at WAOK elfmbing it WLOU and WGIV in the South Medium activity of WILD and WWRL in the East Hot ei WJLB: climbing at WBMX an of WLOU and WGIV in the South Medium sectivity
FANTASY "You're Too Lete" (Pavillion) 28\% of our reportans are on it Climbing at WGIV. WHRK, WVEE and FANTASY South The Mide WCIN: climbing ni WBMX and WOAO Now af WILD and climbing a want in the fase
TWO TONS "Never Like This" (Fantasy/Honey) 28\% reponting. Showing modium setivity at wrtc and KAEZ in ith Midwnet Added of WaIV and WJJSi chimbing at WAOK and WEDR in the South Now at WAMO: climbing WILO. and hot al WWRL in the Ease
JERRY KNIGHT "Perfect Fit" (A\&M) 25\% reporting Climbing at KOAY in the Wose Now ne KATZ and climbing II WOAO in the Mi
WAMO in the Eere
MELISSA MANCHESTER w/PEABO BRYSON "Lovers After All" (Arista) 25\% reporting. Mot rot NAC KOKO in the Wese Added at WGIV while climbing a tion of WTLC and WDAO. climbtrg it WJLB in ihe Midw
WOIA and WAOK in the South. Now or WAMO in the Esse
QUINCY JONES "AI NO Corrida" (AGM) 25\% repording airplay. Added at KDAY in the Wast Now at KATZ in the Midwest Debuting at WHRK. WVEE and KMJO. elimbing at WAOK in the South Added at WXYY and WWIN in tha Eas CHAMPAIGN "How 'Bout Us" (Columbia) $\mathbf{2 5 \%}$ reparting actuvir. Showing modium airplay at WWRL in the Eare Now ei WGIV and elimbing at W


JOE SAMPLE WEATHER REPORT DEXTER GORDON. SONNY ROLLINS. KILIMANJARO GROVER WASHINGTON JR GENE DUNLAP TOM BROWNE BILLEVANS

## NEW \& ACTIVE

BERNARD WRIGHT
-Nard (GRP/Arista) STEELY DAN

EAST: WHURW methoton, D.C. Jesse FaE WEBB/ertimore. MD, Chauncor Lowis, WYBCNTW Meven, CT

 CA Lewronce Tanter


# OPPPORTUWIIIIEs 

## Openings

## EAST

WBRK. the Berkehires nowwoentiof, tine PM drive newn opening for enchorfeporterficommumicnitor. Ex. pending Pop/Adilh atation in homuthur 100 North resume to Dorvie Jeckkon. GM, WBRK.

W-CN/Mantord hime immedinte opening for nogret wive. nenctworking 610 pm intent Tapen and resume to Denmel Frence Hevden, WHCN, 1039 Asyum
WSA Y/Rocticater is hooking tor wmokerd and poswhte full-time nomouncers. Personnlity and conacien and rexume to Chuck Ingersoll, PD, WSAY, 560 French Rd Rochenter. NY 14618 . EOE M F (2-13)

Ohming for thlk show hostennouncer with proove tron akills. Now exuprnent, good pey and benefits. Send tape and rasume to Bill Moninan, Frogrmm Mantwjer,
WPXNWPKY, 55 St. Pmul St, Rocheater. NY 14604. WPXNWPXY, 55 St. Pmul S

Meturn Pop/Aduts eound needed for internoons e WKSNIJamestown, NY. Production whis a must. The natht oermon will move up with the now ownera. Bcmu-
tiful Wostem NY amall market vear-round recreer tiful Wastem NY amall markel vear-round recreen


WGROB Buffalo te eccenpting tapes for tuture pari and hull-time openings. Send repe and resum 10 George
Hawtan PD. WGRQ. 59 Virginin Place. Butiolo. NY 14202. EOE M/F (2 6 )

WCOURWAYU.FM in accepting rapae and resumne for huture openingas. Send to Charlion Edwnrde. WCOU.
Boz 330 Lewieton. ME 04240 (26) Box 330 . Lewieton. ME 04240 (2 8)
Immedistal waBBliong leinna noeds an nxpen enced, hard working pro to alrect He locally oriented now operation. Send tapes and resumon to WGBB Metromedin': rop-rated Pop/Aduft FM anoka polishod pertormer to entertain the nightrime audience in the nation's cappitat We are tooking for a walt-rounded muman being with a warm. triondly, intollogent prenencen on the air. Show ue vou cin be creative within of forme and document vour success with adulte $25-49$ Dasd line for tnoes and resumes is February 20. Mnill ro Bob colls plense. EOE (2-6)

WHCN/Hertion senke a Nows Director. College graduate. minimum three vears commercial radio 1039 Asylum Ave. Martord CT 06105 : EOE M/F (2 6)

Good opportunity for fulltime on eir positione. Ac copting tepes and resurnes at one of Boston's 50,000 watt FM contomporary stations. Knowlodge of oldies and contemoor ary musac a must, phes pood production EOE MAF (2.6)
cooking for atternoon newsperson for station with moove bocal news commurment. Must also cover meat. ings, produce featuresw One vear experience equired ND Bok 727. WEIM. Fitchourg. MA 01420 (26)

WEIRWeirton, W looklng for aftemoon nows son for information-onented Otilo Vathay station. Ag Experience must. Member of Gilcom Corp. Sen svivania Ave., Weirton, WV 26062. EOE M/F (2-6)

WLPLBatdmore can be your next I.D. Were still looking for unique air telents. Send topes and resumes more. MD 21215. EOE M/F (2-6)

## Openings

## SOUTH

nend e morring man Must be crentive and able to uns ratechone, Send inpen and remuman to Ned Smith,
WGLF Bon 1815 , 32302 EOEMM. WGLF. Bok 1816. Talinhnsene. FL 32302. EOEMMF
2.13

WXAM/Chartortesville, VA has tuture ocening for CHR pro performer with shilled proouction a must. Send inpes and resumes to Mike Terty. WXAM. Bow 1294 Chir iottesullo. VA 22902 . No Cell. plans. EOE/M-F (2-13)
WSGASavmnnah looking for nighly creative imeginative "howny mornmy permon. Position now open to work for the PO, WSGA. Box 8247. Sovannath. GA 31412 EOE/M.F (2-13)
Looking for real teinent on the way up. If raite just ove steo owiry trom the mafors. thas may be the stop vou noed. Air work, proctuction and communtiv invotve
 DMenee. EOEIM-F (2-13)

Can vou do Talk redia? Can vou host a two hour nows block? In your proctuction narronal ounafir? Are vou reach for a number on NownTalk station? Hoo, WOK illk. Contact Rick McGen, KARN Bom 4189, Lithe Rock. AR フ2214

KPUA/Amerlio. CHR'e lasder, mank craative eir per vou aro a potentiel shining sitm wo hove a place for vou
 Bon 30000. Amarlio. TX 78120. No cella pranco. EOEM
-
WANB-FM IGreminilo Spertenburg': 100,000 wnt CHRI accepring asplicatronta for futurio on pernonelitiea. Bingh and ming for penoto who wre dedicated to minning. Sind thons and rmeurnes to Bia McCown, WANS FM, Box 211. Andenoon, SC 29622 or can 18031 224.3424. EOE M.F (2-13)

Anctror nowe edrtor opening with opoortunity for ed. vancer unit in groumg compeny. Some capitel reporting Tropen and romumen to Bill Bernes. Nowe Dísecion, Lowewano Nowort. 224 Floricle. Surie M-100, Baton Roune La TOBO1 (2: 13)

WOOWGreanville, SC needs moming person to AM drive, male or fernale. Send tncos and remimen to 29610 , or call him al (8031) 240-8900. EOE M/F (26)

Wa nend tupene. Country format looking for some good tolent thet is wanting to move up, Contact Jet Sanch. KOYL Bos 8350, Ocessa TX 79762. or call (915) 360 2001.12 का

Wouldrit you rather be et the bench? 83MFD-AM Conismporary now looking for noht werson 10 fill atier. noon drive shot and hanole moderate production thed looking for autometion Superstar so work with FM Program Director on our aister astion, WWOQ whuch sTM Country. Tapas and resurnes onv to Greo Bunce. D. WMFD BOX 1869

The listenors soy were Rictmond's it FM and il overall 12.49 The national music reporn sami w 1980 Our statl proves we pay major market money roid like to be considered for huture opening. send nopes and resumes io Bill Thomos. OM, WRVQ-FM
Boz 1394 . Rictinond. VA 23211. EOE Q2 6)
WGIVIChanorte. NC is in need of a fulthe ornair our tolent bank for future openings for air toient and dependabte nows peopte Semd tapes and resumes eo depandable Grehem. PD. Box 3856. Charort. NC 28203
JOE

Openings

MIDWEST
Looking for personable big-vatced profensional on CHR to Poo Country. Prochuction skills a must. All at thite open. Send resurim whth plcture end ssilary require ments latono with tape inclurifing production samples) to Mark Winston. PD, Country O MVVMM), 5024 E Lacy Rd., Medison. Wi 53711, EOE MFF (2.13)
Redio nowsperson with commarctal redio ampent ance. Munt oither, Witte, deliver nows and sttend NO Oman Chnstre (216) 9932126 (between 2-Gom EST) EOE MIF (2-13)
Morring ratant. Your best prece of production should be an eurcheck for our morning personality abt 100 kW Poov Adult FM. Tapes and resumes to Laigh Anglin. PD, KEEZ. Box
Disose. EOE MF. (2.13)
seaking creathe frmartom? Wo ofrer in in gred plece to grow. Now sccapting tares for hiture openings.
Tenos and remumes to Cof Mamm, KCRG. Box 816 Trooes and rexumen to (2.13)

Wanted: Agornssive fockionies talaril Must kick n. . rake nambin and evic Agoresenve Pop/Aduli formal $100,000+$. Wht station mewro. Thpes and resurnes 10 (2.13)

Looking for entertsining nowe peonde, inchiding Now. Orector, who an sound Contemporen on a Couritry seier regurmmente. and recemt inpe to Merk Winston PO, WWOM, 5024 E Lecy Ra, Madison WI 53711 EOE MF (2-13)
Snnen Marneoer - Acet Oundral Mnnnajer - with euc omestud trect record in locil anim. Opportionity for soutiv Comect in Sctwert: WCLU Radio, Boa 1320. Cincin net. OH 45201. (2.131

Kance: Civy 1834 leeder, KUOLFM, asoke axpon enced permonetry who can commuricete "naturatly" witun in mictured, music arsertid formet. Prefer Mid motern apoticenti Adth Comtemoorery. Thpee and re


Operstione Manmaer ewong on production, commer WCLU Redio. Bor 1320, Condrneti. OH 45201. Aftn in Scturers: 12130
Detrot's now Coumer ginnt, W\& (FM), monking dmm pervondity who con rebite to e 25 t eudierce Within muecononted iormat Five veers axpenerice. Muctugen
 Oetron M1 A8207. No Cell pheen. EOE MF (2-13)
Majic 10e-FM semerching for Expertenced Pop BLeck redto partormer to anchor momings on our nghtl reted utban contlemporany operation in St Lows. Re aurements inctude: woking well Muth phoms, knowtedse at moorts. nformavon onamied Musi be an enteribiner to Stevo Weed, Maic 1081215 Cole St. St. Louns. MO 83108 EOE (2.130

WOHkFe Werne is looking for o mldder Count air persondity. It vou wert to work for on eggressive comrect det DeWeese ot (219) 447-5611. WOMK. Bo 6000, FI Wome. IN 48896. EOE MF (2-13)
WJJO/Chicego soon to go 24 hours. Looking fo tolented persons to fill new positions. Tapes and
resumes to John Dowid Spengler. 180 N. Michigan resumes to John Donid Sp
Ave. Chicego, IL 60601 (2-0)

WORODetrotr needs afternoon dive personblity Send tapes and resumes io Bill Gercie. 20300 Civic EOE (2-8)

## Openings

## WEST

KNBO.FM senrcting. Future operings in progreasive mnginative Nows Department. Tapes E Requmes to
Mink Rece. Nows Director, P.O. Box 5200.948 So Gront, Tecoma, WA 984OS. EOE MIF (2.13)
Wented: News Director for the number one AM/FM operation in one of Oregoris most bepurtulul cities. On er expenence not necessary but desurabte. Good pay Stevens at (503) B82-2551 or Tapes and Reaumes to P.O. Box 1150 . Klamath Fells, OR 97601. EOE M/F. (2-13) KZAP/Sacramento has Immediate opening for nawn person. Tapee and resumas to Allen Albin, P.O. BoI
511 Secramento, CA 95803 . No Calls please. EOE M/F 511. Se
(2-13)

Tinget plus programming looking for the country's best nir permonaltites and newapeople. New and updated consuhing firm, based in Los Angeles, by two major market focke. Opemings in ummediate tuture, Send cossatte and resume io Terget Phis Programming. Moidoy
(2.13)
KYOU/Greoter. CO is looking for top notch country Program Directar. Call: Don O'Mailey, (303) 356 -1450
on Thoes ind resulmes to Bon 1807. Greeley. CO B0832, EOE M/F (2. 13)
KFIV FMM/Modesto, CA has immedinte openings for dav/evening air talent. Mature soxund needed to com municate rock and roll, one to one, 10 anduls. Benefits
Conll Ryn at: 120916296997 or Thuph and resumes to K102 Bom 3408, Mondesto, CA 96353. EOE M/F. (2-13)

Looking for someone who can handle a Bpm Midnight shith. Must bo ntie to foltow a format. No penal. CA 92251 EOE M/F (2-13)

Immediate opaning for intalligent. versatile Pop Adut personality for atternoon drive. Must be able Dewey Bownom. KTNT. Box 5200. TBCome. WA geso EOE MFF (2-13)

KROI 1270/Sparks, all ehitis going live and full


KLAKDonver is now accepting Tapes and Ansumes for 7 pm. 12 mid. Murt hove experience and be a communicaro. Tepess end resumes to Lorry Warrs, PD KLAK
7075 W . Hempoton Ave., Doriver. CO B0227. EOE M/F 7075
0.131

## Promotron Manager noeded for KLOK Radio in San

trose. Should heve the abtity to creete, consult, promote and actrontise, ns well as market the station. Send resume Bok 21248. Sen Jose. CA 95151. EOE M/F (2.13)

KKDJ/Fresno il AOR in market is looking for fulltime news animal end full-ime jockere communicator rock expenence required. No beginners phease. Tape
Resurne and salery requirements to Dean Opperman 3836 N .1 St . 135 Fresno. CA 93720 . EOE M/F (2-13)

## 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 vour information or mail it to Rado \& Records, 1930 Cen tury Park West. L.A. CA 90067 . Please be sure to let us know when you have found a position or filled your opening

## CHANGES

## Radio

KIRK RUSSEL moves from KRUX/Phoenix. AZ to KTACTTacoma, WA
BOB R. WOOD, formerly Account Executive \& Sports Director at KGKL \& KIXY San Angelo, TX, appointed General Manager at KUUX/Hobbs, NM
JERRY PARKER named PD at KUUX/Hobbs, NM, from KPSA/Alamogordo, NM JM HOCKETT former Public Affairs Director at KROD/EI Paso, TX, joins KUUX Hobbs, NM as News Director
MIKE SHEPARD joins KFMR/Stockton, CA, from KMAK/Fresno, CA
CHUCK CLEMENTS formerly with KPET/Lames, TX, joins KPLT/Paris, TX as PD and aftemoon personality
TOM JOREAN named MD at WMBH/Joplin, MO from KWTO/Springfield, MO RALPH YOUNG, formerly with KSJO/San Jose, CA, joins KZELEugene, OR 12 mid-AM
DAVE SCOTT has been promoted to Assistant PD at Y103/Jacksonville, FL
BECKY URBAUER has been appointed Account Executive at KRXV/Las Vegas, NV NANCY BARNED has been named Account Executive at WXLO-FM99/New York RYBERT BRAHMS has been appointed Account Executive at WXLO-FM99/New York, NY.
AMY MATHESON joins KYUU/San Francisco, CA sales force as Account Executive

MARTIN SECREST moves from evenings to PM drive at WSULMonticello, N JAMES STREET joins WSULMonticello, NY as evening personality
DAVID DRISCOLL formerly with WINSINew York. NY, joins WSULMonticello, as morning news anchor

## Record

PAT MARTINE has been appointed MCA Records West Coast Regional Promotion Mariager, Los Angeles
LAURIE MACNEIL has been named Director, Product Manager for CBS Master works.

## Industry

PHIL BARRY has been appointed Consultant to TM Programming's "Beautiful STEVE FRET promoted to Director of Finance for Chappell Music and Intersong STEVE
Music.

## OPPORTUUMIIES

## Openings

## WEST

K-FIG-FM in Frasno has immediate openings for
mature Pop/Adult personalities. Send tapes and resurnes now to Sean O'Calleghen, Box 4265, Fresno CA 93744. EOE M/F (2-6

QUAD 99, Northem Colorado's number one Pop Adult station, 100,000 watts, still looking for topnotch ners don't weste time and tepe. Beeutiful Colorado surroundings. Tepes and resumes to John Brown, Box K93.FM still wizards. If you are hot in multhirack productio studios for you. Send demo tepe, sample scripis resume to Donoven Blue, K93 FM, Box 309 , Healds
burg. CA 95448 , or cell ( 707 433-4895. No begin 56 KLz Colorado Country needs an all night drive jock. Personality, community-ordented communicator Tapes And resumes to Bill Bredlay, PD, KLZ, 2149 S

## Miscellaneous

KPLT/Paris, TX needs immediote record service from
all tabets for Pop/Adult format. Send to KPLT Box 9 Paris, TX 75460 or call Cmuck Clements (214) 7843312.3 (2-13)
(2)

Wented WABCN New York Bir checks 1961 and 1973
Will buy or rade. Call Gary dentimes only. (701) $772-4737$ (2.13)
 Sond to WMBH Box 1687 Joplin, MO 64801 or cell Tom (417) 623 1450. (2-13)
wita tram country rado swion noses all record service from majors and independents, plus country in-
strumentals. Send to KRRP Redio P.O. Drawer 910 Coughatre, LA 71019(2-13)

We noed country record eervice for the upcoming lobels. Contsct Mark Winston (608) 271 168:1 or send to
country WWOM 5024 E. Lacy Rd. Medison, WS 53711 (2.13)

Wokleau Claire, Wi nesds record sarvice from ell 1819 Mrichell St. Eau Claire, 829. (2-6)

## Positions Sought

## Wotcorne, you have just entered the "Brent Zonse" Litte do you know but JOHN BRENT the ore of the most

 creative, personable, thendly and dependabte locks voucould hove work for youl Not to mention great pipes vears of experionce in Westem Americo and formerty 40 gig in mojor marker. Call (208) 431-9492 after 1pm,
$(2,13$ )

Relatable moming man tother ahitts tool no joker,


Ambio over 2 mat man waing men, redio, over 2 wi major merket expenence at WBZ most hiked end best performed one is senter tratfic report-


KHJ, KBCQ and KPRI.FM are legendary in thear own
wevs, and Pre worked all three in the post few vears, penience, now looking for less tegend and more stabit
Iv. BOB HUDSON (714) $427.6330(2-13$ )

BO WEAVER-WOXI-WFIL-WXLO 12 Yrs expenence. Socking Program andior air position. Prefer New Englend states, bur will relocate elsewhere. Excellent pipes and
production. Cell (215) 8775131 (2-13)

Was 'Towaboy To The Stars" in New York City, Broke in on-ir at Scranton, PA. Announcer soeking hull tume bed dencerl Coll JIM (914) 9055079 (2-13)
Popladult whthin 100 miles of Providence ares. PD WEIM. Looking for ameilier marker programming (no figUrehead position); MD, airshifit in ierge to medium. Phone VIN (401) B31-1991 anvime (2-13)
Money - Ler's to honest. . Mar's why we all have proven treck record who's toppedocort at a small market station with geatt bossos. Promotions and personnel Dersonality end motivation my forte. Poo/ Adult, modem
Coumtry. Teilk...readyl Give me the tools and li'l build or rebuild you one hell of a station Call (517 $263-6233$

8 yr pro looking for secure announcing postion in top
100 Currentio OM of euccesstul modem Country in Midwrest morket of $100.000+$. Extensive expenence in MOR, CHR. Ready 2000 . Prefer Midwest. South or Southwest
Call (319) 3558472 for referral number. (2-13)

## Goods \& Services <br> Positions Sought

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OROP YOUR PANTS, grab your socks, here come the tatis, here come the yocks. Complimentery sneck
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erisist bios \& updetes. record tects, deily colendar elmernec, trive, etc., all Airshith Reody' Sample: GALA
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## Positions Sought

steal nir time working weokends ot an evilomated space station, Let me csoturs air weves il you ere around For tame or resume call (901) 3FB 1095 ash for LEE
CHRISTOPHER (2-13) Some PD's tell me Im not whet theVre hoking tor roth now. The reason is obvious 1 use tots of "hyre' and sometimes "screem" a brt. Im a believer in drooms mer stondup comic with o collegie degree and $7+$ munity. Super dependabte AM/PMM drveinight onter 'eriner who con furnish exc
DER (208) 3538045 (2-13)
16 yr redio vereran looking for medwumerker Country or Adult Contemporar programming position. Will con
 Cocdar Repids, WhFERockiord. Orgenized and moture. DAVE STEVENS, (219) 382-6144 Cays or (219) 3033989 evenings (2-13)
J.J. Mckay "1 night rocker im Richmond and 098 looking for major market fump PM arive or nights or medium market progremming gig. Expenenced PD/MO $365-3877$ or ater 4 pm and before. 10 pm at (804) 649 9151. (2-13)

JON FOXX, 23 boking for opening in Adult Contem porsary station with personality formet. Alr talenvipro
Last posidon at KCMX-KKIC/Medtord. Sanous about the trusiness. Call (503) 6646060 or (503) 855 7716 (2-13)
ive done nows, DJ work, coov writing, traffic, public affears...hoved it all and want more. Woutd like Esst or
Weat Cobst. Will consuder others. CAll ANNETTE (71 d) 5e3.1617. (2.13)
Country-Pop/Adut Announcer/Production Director booking in Southwest for career position, 5 yrs experiTC (303) $338-9580$ betore 9 gam, etter $4 \mathrm{pm}(2-13$ )

Roducto MuriAA Mird 1 Personairy. Multi-RIAA awerd winnar. I write the cOpy " $D$ J. STROTHERS et (814) 2693788 (2-13)

Versatilty's my namel Rock DJ, BM ennouncer, play v-play engineer. 1 st phone. 4 vr pro. Currently in ColorELDERKIN (303) 330-2518 envtime (2-13)
9 yrs (incluaing 2 yrs on-job-training-Boston) LA ounty/city broadcester seeks news/production-air/pro die preferred. (213) 277 .7769; (213) 553-4972: (213) 622 3444 (service Mr. Wolkers office. BILL HARGREAVES (2-13)
Attention serious progrommers. RICK BECKETT, 10 YT veteran aveilable now to join vour operation as air
personelity. MD or PD. Call todey for one of the most riginal creative and enteriaing trcheck of the mo country. Also very involved in heavy production. FormerIy with WLAV-FM, WGTO. WOPD and most re
WZ2R. Call (616) $451-0081$ or (616) $453-6611$ (2-13)

Engineer, Programmer, production. Creative expenienced 1st phone with unique oldies show. Move to wer-
mer climete. Call CHARLES WEISEL (215) $543-3848$ (2-13)

Operations, programming
17 vears experience in BM, Pop/Adur, all News and NowsTolk. Heavy expenence in EEO ienewals and trensfers. 10 vrs with last station. Age 30. Prefer Wes (805) 397303812.13 athers. Call CHRIS EDWARD

Suim Whitman says "let this jock touch your hean as much as he has touched mine." Tampe Bay pro look-
ing for a change. Im voung, exciting, reletabte and ing for e change, im voung, exc
modest. (8131 $733-1678$ ESTIL (2-13)

Just in time for spring book. One of the top 5 leat jocks in U.S. nods a challange. Present situation isn't. Versatily is the key to my presentation. Call ather 3pm EST (317)924-5469 (2-13)
11 vr pro Black mass appeal sound, mejor marker KNEW seeking top 20 merket opportunity in Bleck Country or Poo/Adut. Call HARRY O (314) 727-2735

Sourthem California oir talent available. 4 yrs in Los DON MICHAELS is woting for on orent in SOuthem Califomia. CHR, Pob/Adult or Country. Call (714) 729 3758 (2-13)

Warted: Production Dirsctor position. Any formor medium to harge market. Onty real isseve is money.

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Sourthem Calit
$597-2772(2-13)$
OWAYNE BONDS OF Q1O5, ex WCIR, WAPE. WKWK ofc., boking for MD or PD position (813) $971-4270$
$(2-13)$

AOR, und is faity intelligent, conscientious entius iestic and e ver dependebte person who even has a
gocd air sournd, Cell GIL. HERNANOEZ (714) 991 g945 (213)

Vr pro soeking programming or production in Sourth Southwest. Prefer Contemporary or AOR. VIRGI 7011 222-1455 (2.13)
Broedcest journalist with 6 yrs expernence seeks en plorment in Celi
787.7974 (2-13)
Music Director for medium matin mat (AOR, CHR, Pop/Acult), 7 wa expenence. Preter
Flonde but anmuthere East or Sount considered. Ca Flonde but enmumere East or Sount considered. C
STEVE MCKEE Defore noon EST 1717 697-3819 (2-13) Looking for challenge with Sourhem California majo MD siota in AOR, Country \& Poo/Adut. Will conside MD siots in AOR, Country G Pop/Adurn. Will
tolk show. Cell KEN MCKAY (714) $588-0342(2-13)$

BOB MARTIN, Beautitul Music and AOR pro. Looking for programming or on-ar in major or too secondery mar
kets only. Past 3 yta at WCZY.AMEFM/Detrolt, supert numbers and top reterences. Heavy multi-treck expent
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## Positions Sought

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kIDO
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worker. Contect: DAVE BYNG 226 High Streat Fert hem, Middiesex, TW13 48X, Englend (2-13)

BRIAN ST. JAMES, former MD for 1-95 (WRK 2031987 some, Assistant PD or on-air position. Cel (203) 367-9514. (2-13)

Uptempo CHR jock reody to gol Will relocate. Humor ous, witty and professional. Previous on-air work in ege grad. Extenswe Gollege work including station men oger. Call JEFF (312) 7844866 annime. (2-13)
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Program/Music Director et a college station for 2 yrs 3 rrs on-air experience. Also expenence whth CHR, Pop Adult, AOR. Jazz. end Clessicel formets. Reardr to stan per Michwest. If youire the type willing to give new talen a shot ...call DOUG PETERSON or (319) $352-1200$ ext.
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Newsman with $5 \%$ yrs experience seaks outside re porter lob at station committed to news. Aggressive crearine digger. No anchor pusitions please. Currentry atter 2:00pm PST. (2-13)

Tred of a 3 ahare? I can get vou a 6 share with no
sweot. CHR PD seoks position in Miowest or East. 8 yrs. 12 expenince. Will consider etl o
FRAZIER (216) $296-8386$ (2-13)

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## The Doobies keep rollin' up the hits!

## THE <br> DOOBIE BROTHERS "Keep This Train A-Rollin""

WCAO add KS95FM add KFRC deb 37 KUPD on K1:O4 on WKEE add KSRR 38-35 KQ94 27-26

KXX1O6 deb 29 KEYN-FM on
WSGN add
WAAY on Y1O3 on WSEZ add
WQRK deb 30
WRVQadd

Z1O4 on KSPZ 26-23 FMIO3 add KTKT on
WGUY deb 26
WLBZ add 95XIL deb 39

14WK on WHHY on WFOX on WCGQ on WISE add KENI add KATI deb 31 KBOZ on


Produced by Ted Templeman Nid
On Warner Bros. Records


Susan Munao Management Co., Inc.


Manufactured by Warner Bros. Records. Inc

You Think You're Foolin'?"
 SUMMER

## HER LATEST SMASH:

 "Who Do You Think You're Foolin'?"WFIL add
WIFI add WXKS on KIIS-FM add KSFX add KOPA add

KINT add
KLAZ add 34 WAAY add Y1O3 add BJ1O5 add 40 WBBQ add KX1O4 add

WGH add KIOY add 30 KZZP 29-26 KRQ add 30 KHYT add KRLC add

## BREAKERS.

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

## SHEENA EASTON

Morning Train (Nine To Five) (EMI America) 64\% of our reporters on it Moves: Up 43, Same 28, Down 0, Adds 68 including WABC, WBEN-FM, F105, WRKO, JB105, Z93, 94Q, 0105, KS95-FM, WGCL, KEARTH, KJR, KIMN, WBLI, WHBQ. See Parallels, cherts at number 29.

## STEVE WINWOOD

While You See A Chance (Island)
62\% of our reporters on It. Moves: Up 66, Same 24, Down 1, Adds 42 including WABC, WNBC, WKBW, WBEN-FM, WIFI, WCAO, F105, WXKS, KDWB, WGCL, KPLZ, KC101, B97. KNBQ, KCPX. See Parallels, charts at number 30.

## NEW \& ACTIVE

| Recent releases with alrolay reported oy at least 50 of our reporting stations are listed in order of their activity. The two numbers following the artist/titie/label designation (example: 100/25) Inaleate how many of our reporters are on the record this week (100) and of those 100 how many added it this week (25). "Moves" are broken down for each record and indicate how many stations moved the song UD on their charts, heta te the same ton to on, add to on, 31.31. ett ), moved te Down on their Charts, or Added it this week. Complete alrplay activity on all songs listed in mew \& active can be found in the parallets. Vindicates one of thls week's 'most added new songs |
| :---: |
|  |  |
|  |  |

POLICE "Don't Stand So Close To Me" (A\&M) 120/31 Moves: Up 65 , Same 23, Down 1, Adds 31 including WKBW. PRO.FM, Z93, Q102 KJR, KIMN, KUPD, WICC, WSEZ, KZ93, WISM. WIKS, KZZP.
PHIL SEYMOUR "Precious To Me" (Boardwalk) 117/27
Moves: Up 60, Seme 29, Down 1, Adds 27 including WBEN-FM, CKGM WDRQ. KJR, WFBR, WBLI, KSET-FM, WFMF, G100, WAKX, WOW, $92 X$ KERN, KENO
OUTLAWS "(Ghost) Riders In The Sky" (Arista) 116/9 Moves: Up 64, Same 35, Down 8, Adds 9, PRO-FM, KRLY, KOFM, WNCI 92X, KERN, K96, K MJK, KSEL, WIFI 25-20, KJR $20-17$.
FIREFALL "Staying With It' (Atantic) 101/10
Moves: Up 62, Same 29. Down 0, Adds 10, WIFI, WGCL. WZUU, WOKY. WAEB, WNCI, WDJX, FM102, WTSN, WEAQ
TERRI GIBBS "Somebody's Knockin" " (MCA) 99/19
Moves: Up 64, Same 16, Down O, Adds 19 including F105, PRO-FM, 293, $94 Q$. WICC. 14 Q. WKIX, WAYS, WAKX, KSTT, WOHO, KTAC
DGROVER WASHINGTON JR. "Just The Two Of Us" (Elektra) 93/57. Moves: Up 15. Same 21. Down 0, Adds 57 including WXKS, Z93, Q105, WCKX, KDWB, WZUU, WOKY, KIMN. WFLY, KSRR, WTIX, WSGN, FM100, KSTT, WDJX, KLUC.
ELVIS PRESLEY "Guitar Man" (RCA) $91 / 22$
Moves: Up 46, Same 23. Down O, Adds 22 including KRLY, WHB, 140 KTSA 92Q WTMA WAKX, KEYN-FM, WDJX, KIOY, 95SGF, KCBN, KYYA APRIL WINE "Just Between You \& Me" (Capitol) 88/35
Moves: Up 23, Same 30, Down 0, Adds 35 including WBEN-FM, 96 KX WPGC, WTRY, WKBO, KRBE, WTIX, KXX106, WBBQ, WGRD, WISM, KIOY, KNBQ.
CON FUNK SHUN "Too Tight" (Mercury/PolyGram) 88/6
Moves: Up 56, Same 26, Down 0, Adds 6, WROR, WVIC, WNAM, KERN WANS-FM, KATI, Y100 26-20, KFI 30-22, KIIS-FM 26-21, KFRC 27-22
QUEEN "Flash's Theme" AKA "Flash" (Elektra) 86/2
Moves: Up 51, Same 23, Down 10. Adds 2. FM100, WOW. KRJ 28-24, K 104
11.8, WKEE 7-4 KSTr 20.17 11-8, WKEE 7-4, KSTT 20-17.
DONNIE IRIS "Ahl Leahl" (MCA) 79/5
Moves: Up 39, Same 25. Down 10, Adds 5. PRO-FM, V100, KBFM, KGGI. KHYT, 96 KX 5-3. JB105 30-27, WPGC 30-28.
JACKSONS "Heartbreak Hotel" (Epic) 68/0
Moves: Up 25, Same 17, Down 24, Adds O. PRO-FM 13-9, JB105 13-8. KVIL 20-17, 293 30-25. KFI 19-13, KFRC 19-15, KFMK 18-13.
JOHN COUGAR "Ain't Even Done With The Night' (Riva/ PolyGram) 65/19. Moves; Up 27. Same 19, Down 0. Adds 19 including WFIL. WIFI, 94Q. KRBE, KWIC. WTIX, WAAY, WOKI, WVLK. WIKS, KROY. wGur.
AC/DC "Back In Black" (Attantic) 54/2
Moves: Up 27, Same 20, Down 5. Adds 2. Y100, WNAM, JB106 19-15. KBFM 8-4, B97 19-15, FM103 13-10, K M JK 1613.
FLEETWOOD MAC "Fireflies" (WB) $51 / 5$
Moves: Up 25. Same 19, Down 2. Adds 5. KUPD, WSEZ, KJ100, WDJX. WIGY, WOKY 28-24, K 104 22-17, KSRR 31-28, WVIC 39.31.
LOVERBOY "Tum Me Loose" (Columbia) 51/2
Moves: Up 25, Same 24, Down 0, Adds 2. Q102. WPST, CFTR 30.22 . KUPD 25-15, WBBO 30-24, FM $10326-23$.

## Others Getting Significant Action

SUZI QUATRO "Lipstick" (Dreamland) 48/6
Moves: Up 15, Same 27. Down 0, Adds 6, wXKS, WICC. KO94, WAAY WCIR, WXLK, WBBO 18-13. WSPT 28.21.
it. lle iveseros
NATIONAEAIRPLAY/3O

| $\begin{aligned} & \text { Thanee } \\ & \text { wiess } \end{aligned}$ $100$ | $\begin{aligned} & \text { nWo } \\ & \text { WEEs } \\ & \text { AaO } \end{aligned}$ | cast wex |
| :---: | :---: | :---: |
| 11 | 6 | 1 |
| 8 | 4 | 2 |
| 6 | 3 | 3 |
| 22 | 13 | 8 |
| 2 | 2 | 4 |
| 5 | 5 | 6 |
| 7 | 7 | 7 |
| 1 | 1 | 5 |
| 18 | 14 | 12 |
| 28 | 23 | 15 |
| 12 | 12 | 9 |
| 30 | 27 | 19 |
| 19 | 15 | 14 |
| 9 | 9 | 10 |
| 24 | 20 | 17 |
| 27 | 22 | 18 |
| - | 28 | 23 |
| 25 | 24 | 20 |
| 10 | 10 | 13 |
| - | 25 | 22 |
| 29 | 26 | 24 |
| 4 | 8 | 11 |
| - | - | 29 |
| - | 29 | 27 |
| - | 30 | 28 |
| 3 | 11 | 16 |
| 20 | 18 | 21 |
| - | - | 30 |
| - | - |  |

## February 13, 1981

JOHN LENNON/Woman (Geffen)
DOLLY PARTON/9 TO 5 (RCA)
REO SPEEDWAGON/Keep On Loving You (Epic)
STYX/The Best Of Times (A\&M)
STEELY DAN/Hey Nineteen (MCA) EDDIE RABBITT/I Love A Rainy Night (Elektra)
KOOL \& THE GANG/Celebration (Delite/PolyGram) BLONDIE/The Tide Is High (Chrysalis)
CLIFF RICHARD/A Little In Love (EMI America)
DON McLEAN/Crying (Millennium)
DELBERT McCLINTON/Giving It Up For Your Love (Capitol) NEIL DIAMOND/Hello Again (Capitol)
ALAN PARSONS PROJECT/Games People Play (Arista)
DAN FOGELBERG/Same Old Lang Syne (Full Moon/Epic)
STEVIE WONDER/I Ain't Gonna Stand For It (Tamla)
PAT BENATAR/Treat Me Right(Chrysalis) BLONDIE/Rapture (Chrysalis)
RONNIE MILSAP/Smoky Mountain Rain (RCA)
BOZ SCAGGS/Miss Sun (Columbia)
ABBAThe Winner Takes It All (Atlantic)
RANDY MEISNER/Hearts On Fire (Epic)
ROD STEWART/Passion (WB) BARBRA STREISAND/BARRY GIBB/What Kind Of... (Columbia)
DARYL HALL \& JOHN OATES/Kiss On My List (RCA)
LEO SAYER/Living In A Fantasy (WB)
JOHN LENNON/(Just Like) Starting Over (Geffen)
EAGLES/Seven Bridges Road (Asylum)
BRUCE SPRINGSTEEN/Fade Away (Columbia)
SHEENA EASTON/Morning Train (Nine To Five) (EMI America)
STEVE WINWOOD/While You See A Chance (Island)
This chart is based solely on airplay statlstics compiled weekly from our CHR reporting stations.
Black clrcled numbers indicate slanificant upward move
Black clrcled numbers indicate significant upward movement from at least $60 \%$ of our reporters.

## MOST ADDED .

SHEENA EASTON '"Morning Train..." (EMI America) GROVER WASHINGTON JR. "Just The..." (Elektra) JUICE NEWTON "Angel Of The Morning" (Capitol) STEVE WINWOOD "While You See..." (Island) APRIL WINE "Just Between You \& Me" (Capitol) Compleite Regionslized Listings on Page 24 ond 25.

## HOTTEST

JOHN LENNON "Woman"' (Geffen)
REO SPEEDWAGON "Keep On Loving You" (Epic) STYX "The Best Of Times" (A\&M) DOLLY PARTON " 9 To 5" (RCA) BLONDIE "Rapture" (Chrysalis)

EARTH, WIND \& FIRE "And Love Goes On" (ARC/Cohumbia) 46/5
Moves: Up 22. Same 19. Down 0, Adds 5, WXKS. KC101, KSET-FM, WGRD, KENI, WCAO 30-26. G100 31-26, CK 101
27. 27.23

YARBROUGH \& PEOPLES "Don't Stop The Music" (Mercury/PolyGram) 45/11
Moves: Up 26, Same 8, Down 0. Adds 11, WABC, JB105, WPGC, Y100, WCKX, KFI, B97, WFMF, 922 , WFBG, WSPT $\square$ JUICE NEWTON "Angel Of The Moming" (Capitol) $43 / 43$
Moves: Up 0, Same 0, Down 0, Adds 43 including WFIL, WCAO, JB105, WDRQ, KFI, KJR, KPLZ, WAQY, WHYN WERC, WAXY, Y103. WTWR, KEZR, KJRB
CLIMAX BLUES BAND "I Love You" (WB) 41/23
Moves: Up 11, Same 7, Down 0, Adds 23 including JB105. KBEQ, V100, KSRR, WSGN. WLCY, WCSC, WORK.
WVIC, KEYN-FM. KEZR, KYSN.
NIGHT "Love On The Airwaves" (Planet) 31/0
Moves: Up 15, Same 14, Down 2, Adds 0, WHFM 31-29. KINT 32-28, KYSN 16-14, FM103 2422. WCIR 21-16
DOOBIE BROTHERS 'Keep This Train A-Rollin' " (WB) 30/10
Moves: Up 9, Same 11, Down 0. Adds 10, WCAO, KS95-FM. WKEE, WSGN, WSEZ, WRVO. FM103, WLBZ, WISE, KENI.
SMOKEY ROBINSON "Being With You" (Tamla) $27 / 15$
Moves: Up 7. Same 5, Down 0. Adds 15 including WIFI, WGCL KEARTH, WFBR, WAEB, WKBO, WTIX, KGGI, KTAC, KSPZ, KCPX, KODI.
ROVERS 'Wasn't That A Party"' (Epic/Cleveland Intemational) 27/15
Moves: Up 8, Same 4, Down 0. Adds 15 including Q105, KFI, WBBF, WHFM, WKEE, KX104, WRJZ, KFYR, WSPT,
KATI, KYYA. KATI, KYYA.
CHAMPAIGN "How 'Bout Us' (Columbia) 26/13
Moves: Up 9, Same 4, Down 0. Adds 13, WCAO, KFI, KPLZ. WAQY, KSET-FM, KXX106, KX104, KHYT, WHHY 95SGF, WFOX, WISE, KATI
MOLLY HATCHET "The Rambler" (Epic) 23/8
Moves: Up 5. Same 10, Down 0. Adds 8. KSRR, KHFI, KWIC. BJ105, KTKT, WCGQ, KKLS, KOOK.
TOTO "Goodbye Elenore"' (Columbia) 22/9
Moves: Up 1, Same 12. Down 0, Adds 9, WHFM, K104, KRBE, KHFI, WSEZ, KEYN-FM, KYSN, KWWL. KFXD
LAKESIDE "Fantastic Voyage" (Solar/RCA) 22/2
Moves: Up 16, Same 4, Down 0, Adds 2, 13K, KDZA, WXKS 3-2, KIIS-FM 29-26. KFRC 14.7, KSET-FM 7-4, KBFM 21. 13. KHYT 2-1.

LTD "Shine On" (A\&M) 22/1
Moves: Up 12. Same 3, Down 6. Adds 1. KRLA, WCKX 7.3. KEARTH 28-9, KIIS.FM 16-13, WAXY 20-15, KGGI 8-5.
SPINNERS "Yesterday Once More/Nothing Remains The Same" (Atlantic) 21/12
Moves: Up 4, Same 5, Down 0, Adds 12. WCAO, WDRQ, WAEB, WKEE, WAAY, WBBQ, WORK, WTWR, WHEB TOX, FMS9, KATI.
TOUCH "Don't You Know What Love ls" (Atco) 20/6
Moves: Up 7. Same 7. Down 0, Adds 6, WHFM, WAQY, WKEE, KWIC, WISE, KILE, WBEN-FM 31.29, 95XIL 25:79,

