## Court Clears Radio

Deregulation. In a lightning decision, the U.S. Appeals Court in Washington, DC strikes down the United Church of Christ's request for a stay

FCC Denies WLIR/Long Island License Renewal. Also approves two distress sales, orders three short-term renewals, and denies another license

The "Music Of Your Life" Story. How Al Ham's pre-rock syndicated format
fills the need for older-
demographic programming

Lee Morris Named VP
At Cox. Remains GM at WSOC/ Charlotte

Charges Dismissed
Against Sam Goody
President. George Levy
cleared in counterfeit tape trial, but company, VP Sam Stolon still face multiple charges

## Charlie Brown Now

KBLE PD. Longtime KJR moming man joins new First Media Seattle station

## Pat Martin Moves

To Milwaukee. Longtime
Stevens Point, WI PD to program wBCs.

Postcard Renewal On The
Way. A first look at the new
FCC-approved short form
Nows Director Solves Murder Case? WBLX/Mobile's Paul Mykals identifies prime suspects in hanging

How To Survive Media Fractionalization. Cable, satellites . the competition
for radio is fiercer than ever, and radio must learn to adapt

## Don Daiton Takes KFI-

 KOST GM Reins. Promoted from Sales Manager at L.A. stations.Robort Pauley Forms Consultancy. Former ABC Radio, Mutual President debuts multifaceted firm

## COUNTRY \& POP/ADULT FORMATS BY SATELLITE

## Burkhart/Abrams Form Programming Network



THREE NETS, TALK SERVICE PLANNED
Renwick To Develop New NBC Networks
Chuck Renwick, Executive VP/ Network Radio at NBC, has been promoted to the newly-created position of Executive VP/Network Development. Among the top priorities under his supervision will be the creation of three new demo-graphically-targeted full-service radio networks, along with a longform talk programming service which is planned to debut within six months. Renwick's former duties, which included the supervision of both the NBC Radio Network and the Source, will be filled by a VP/GM for each network; NBC is currently interviewing internally for these new positions.
The move was characterized by NBC as the first in a series designed to accommodate the company's expansion with the new proposed services. NBC Radio President Dick Verne stated, "NBC is increasing its commitment to radio. Chuck Renwick has undertaken the challenge of creating these new businesses. He will continue to work closely with the NBC Radio Network and the Source to maximize their programming and sales potential. Another major project falling under his supervision will be the distribution of all of our networks by satellite."

RENWICK/See Page 14

Burkhart / Abrams / Michaels / would offer. Obviously we have Douglas \& Associates has announced the formation of a new programming division for the media consultation firm. Together with new division partners Midwest Radio-TV (owner of wCCO-AM-FM-TV/Minneapolis), John Tyler \& Associates, and United Video, B/A/M/D will offer 24 hour, seven-day-weekly programming via satet lite.
In making the announcement, B/A/M/D principal Kent Burkhart told R\&R, "It has always been our thought that we could provide a full programming service live, via satellite to stations around the country. After looking at years of research, we concluded that a modern Country format and a Pop/Adult music format should be the first format services we COURY TO EXIT, 85\% LAYOFF

## Radical RSO Reorganization

## Releases Most Staffers

In a move that took the industry by surprise, RSO Records laid off most of its employees (company sources cited an $85 \%$ figure, or approximately 40 people), retaining a skeleton staff in Los Angeles and New York, and entered into negotiations with Polygram Records to assume field promotion and sales responsibilities for label product (Polygram Distribution is RSO's distributor). The company officially stressed that it was "absolutely determined" to function as a full-fledged record company, although R\&R learned that a distinct possibility exists for RSO arranging a licensing agreement with Polygram (or failing that, another company), with an RSO logo appearing on label product but all other functions handled by Polygram. At presstime, Polygram and RSO were still negotiating the transition.

## Radio Responds To Reagan Shooting

Radio stations across the country were quick to respond to the news of the attempted assassination of President Ronald Reagan Monday (3-30), with many breaking format to provide continuous news coverage of the events and all interrupting regular programming to air bulletins on new developments. Despite a few moments of confusion (mostly centering on the erroneous report of Press Secretary James Brady's death, a report attributed to a White House communications breakdown), radio fulfilled its trust in giving the
nation vital, up-to-the-minute information.
Key Roles For Networks
Stations affiliated with radio networks either switched directly to their nets' continuous news feeds or used their information for periodic bulletins. The radio networks played an important part in the coverage, devoting several hours entirely to the events of the day. ABC-TV has been credited with being the first to announce the incident (at $2: 34 \mathrm{pm}$ EST), but the ABC Entertainment Network REAGAN/See Page 26

Label President Al Coury's con tract expired Tuesday (3-31), and he departed immediately for a vacation to weigh future options. R\&R learned that he will not continue in his present position although a further involvemen with RSO founder Robert Stigwood is possible. He will announce his plans within a month. Coury told R\&R, commenting on notifying the staff, "It was the saddest thing I've ever had to do. It was devastating. We were all like family."
Speculation as to the reason for the move, instigated abruptly by Stigwood Friday (3-27), centered around what a company source called "bottom line" reasons. The RSO/See Page 14

## WMAQ GM \& PD RESIGN

## Sherwood, Hennes

Burt Sherwood, Vice President/ General Manager of WMAQ/Chicago, and WMAQ PD Bill Hennes have resigned from the NBC-Owned Country station to form their own broadcast consulting firm, Sher-wood-Hennes \& Associates. Sherwood and Hennes, who joined WMAQ in June 1977, have agreed to remain with the station until May 15.
Sherwood told R\&R, "We told NBC that we would stay here as long as we possibly could and give them all the help they wanted. We've also offered to be their consultants, if they so choose. We'd much rather consult this station

## EXPANSION SET

## FOR SEPTEMBER

## RKO Launches

Two New Radio Networks
The RKO Radio Network, announced the formation of two additional RKO Radio Networks this week. The as-yet-unnamed networks have been designated RKO 2 and 3 and will debut September 1. RKO Radio Network VP/GM Tom Burchill told R\&R, "The phenomenal growth of our first RKO network, affiliating 210 stations in under 18 months, coupled with a continuing strong station demand for network affiliations in general dictates our expansion.
"The structure of RKO 2 will be similar to the current RKO 1 in that it will be a news-based program schedule of newscasts, information, features and specials; but it will be targeted toward the 25-54 demographic with a more specific focus on the $35-44 \mathrm{seg}$ ment. RKO 2 will have more of a hard news emphasis, with oldersounding news anchors who will be entirely different individuals than the current anchors on RKO 1. RKO 2 will have features that will touch more on business, consumerism, economics, health, and the types of general issues that would have more appeal to a slightly older audience profile."

Satellite Distribution
RKO 1, which is distributed in stereo using Transponder 1 of the Westar III satellite, will share transponder space with the newlycreated RKO 2. Meanwhile, RKO 3 will utilize Transponder 4 of the Westar III, and will also be in stereo. Explaining RKO 3, Burchill said, "The third network will be totally innovative and very different from 1 and 2. RKO 3 will distribute blocks of programming, long and short, for varlous types of ra-

RKO/See Page 26

## Form Consultancy



Burt Sherwood, Bill Hennes than any other in Chicago." Even though Sherwood and Hennes are staying with WMAQ to accommodate the transition, their consul tancy officially opened for business Monday (3-30).

SHERWOOD/See Page 14


FIRST MEDIA SELECTS SEATTLE PD

## Charlie Brown To Program KBLE-FM

Longtime Northwestern air personality Charlie as Program Director for First Media's KBLE-FM/ Seattle. KBLE-FM GM Michael 0'Shea, in making the announcement, told $\mathbf{R \& R}$, "I received many serious applications for the programming job here, but it was very important to find someone with local experience. Charlie was
 born and raised in the born and raised in the Charlie Brown Northwest and has worked in this area for all of his 16 years in the business. We have already developed a great rapport and I have every confidence that Charlie will do a great job for us.'

Brown, who worked at KJRB/Spokane before an eight-year tenure as morning personality at KJR/ Seattle, told R\&R, "It's kind of amazing that my first programming position would come in a major market, but I know that working with Michael O'Shea will make my baptism much easier. A situation like this gives me something I can really sink my teeth into, and at this stage in my career that's very important to me. I have seen most of the friends I started in the business with go on to become managers while I was content to be an air personality. Now I begin a new portion of my career and I am very happy.'

KBLE-FM began its temporary automated "allhits" format on March 17. The station, which has applied for the new call letters KLFM, should have the "live" format on the air by June 1. Brown, who will also be the station's morning drive personality, takes over as PD on May 1.

## Martin New WBCS PD

After more than five years as Program Director of WSPT-WXYQ/Stevens Point, WI, Pat Martin will leave the stations to become PD at WBCS/Milwaukee. Martin, primarily known as a CHR programmer at WSPT, successfully converted WXYQ from CHR to Country in 1977. In joining the Milwaukee Country station, Martin told R\&R, "I am grateful to the people at
 Don Colby is ap. Jim Schuh (WSPT-WXYQ GM) has to be onent and be (he best general managers of any market size. Going to WBCS is a dream come true for me. Terrell Metheny (WBCS GM) is a true industry leader and I'm really looking forward to working with such a knowledgeable and capable manager."

Metheny commented, "I've been trying to hire Pat for the last five years. Fortunately this was the right time, and I feel confident that we've hired one of the best program directors in the country.'

No immediate replacement for Martin has been named at the Stevens Point stations. His appointment at WBCS takes effect April 15.
FORMER ABC, MUTUAL HEAD

## Pauley Forms <br> Consultancy Firm

Robert Pauley has announced the formation of Pauley Communications Consultants. Pauley, currently President of Pauley Enterprises Inc. and for the past nine years a Vice President of Corporate Finance with E.F. Hutton \& Company Inc., is a former President of the ABC Radio Network and Mutual Broadcasting Systems. Among his many media-related ventures, Pauley founded the National Black Network and is the licensee of WBVD/ Beverly, MA.
"It's important for people to know what we do and don't do," Pauley commented. "There are many consultants in this industry filling certain valuable functions and a good knowledge of their individual

PAULEY/See Page 26

## Morris Elected Cox VP

J. Lee Morris has been elected to a Vice President post at the Cox Browdcasting Company, retaining his current duties as General Manager for WSOC-AM-FM/Charlotte and as Vice President of the Carolina Broadcasting Company, which operates WSOC.

A 32 -year veteran of Cox, Morris joined the firm as a staff announcer/producer for WSB/Atlanta in 1949 , becoming General Sales Manager at the station in 1958. In 1974, Morris was promoted to General Manager at WSOC-AM-FM, assuming the VP duties at the Carolina Broadcasting Company in 1975.
"Obviously, I'm very pleased and personally proud that our corporation deemed me worthy of this promotion," Morris told R\&R. "It's just a feeling of gratitude that the corporate headquarters and my management in Atlanta feel that I'm doing a professional job here in Charlotte, and frankly that pleases me very much."

## WBLX News Director Aids

## In Mobile Murder Mystery

WBLX/Mobile News Director Paul Myhals, acting upon information provided to him by an anonymous informant, led police to arrest three suspects in the murder of 19 -year-old Michael Donald, whose body was found hanging from a tree at $5: 30 \mathrm{am}$ Saturday (3-21).

Mykals told R\&R that, shortly after the murder was discovered, he went on the air asking anyone who had information regarding Donald's death to come forward. That afternoon, a man who claimed to be Donald's best friend told Mykals that three men were to have met with Donald Friday night to purchase drugs. (The informant's desire for anonymity stemmed from his own involvement in narcotics.)

Mykals said that this information led police to search the residences of the three suspects (two of whom are brothers), whereupon they found one of the men wearing a shoe with blood and hair on it. The shoe matched a footprint found on the dead man's head.

While the informant's tip led to the three suspects' arrest, Mykals noted that there were two other possible motives in the case. First, Mykals claims several witnesses who allege that the three suspects were self-proclaimed KKK members. Second, it is suspected that Donald was seen with a sister of the WBLX/See Page 26

## Dalton Upped To GM At KFI, KOST

Donald Dalton has been promoted to General Manager at KFl-KOST/Los Angeles, moving up from his previous post as General Sales Manager for the Cox-owned outlets. Dalton replaces James Wesley Jr., who was recently elevated to Executive VP/Radio for Cox's Broadcasting Division.

Commenting upon Dalton's new assignment, Wesley said, "Don has participated in all areas of development of KFI and KOST-FM. In addition, he brings to his new position years of experience in working with large stations in major markets. I look forward to continued association with Don in his capacity as General Manager of KFI and KOST.

Dalton joined Cox in 1974 as National Sales Manager of the Los Angeles stations, rising to GSM at KFI and KOST in 1977. Prior to joining Cox, Dalton held executive positions in sales and marketing with Major Market Radio, the New York-based rep firm, for over nine years. He began his broadcast industry career in radio sales representation 23 years ago.

## Sam Goody President Cleared Of All Charges

George Levy, President of the Sam Goody retail chain, was cleared of charges of racketeering, interstate transportation of stolen property, and copyright infringement in a longstanding case involving alleged purchases and shipping of counterfeit cassettes and 8 -track tapes. Brooklyn Federal Court judge Thomas Platt dismissed the charges on grounds of insufficient evidence. However, all charges stand against the company itself and Vice President Sam Stolon, although Stolon's attorney attempted to convince the judge to drop the charges against his client on a basis similar to the Levy dismissal.

## this week...

## BROADCASTERS REACT TO DIFFERENTIAL SURVEY TREATMENT

Part Il of a look at Arbitron's new ethnic measuring technique, with comments pro and con.

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SENATOR PACKWOOD PROPOSES STATION FEES FOR FCC
The cost to radio for FCC regulation would be considerably less than proposed by Rep. Van Deerlin last year.

Page 4
WOR BUILDS LONDON BRIDGE;

## WCAU BRIDGES NEWSITALK GAP

An elaborate live broadcast project by WOR/New York from London and a new format variation for CBS's Philadelphia outlet.

Page 39
KEGL SUCCEEDS Z97 IN DALLAS-FORT WORTH The maiden flight of the "Eagle" is chronicled in this CHR change-of-image story.

Page 22
WOWO OUT TO LAUNCH OF SPACE SHUTTLE
WOWO/Ft. Wayne News Director Gary Froseth is covering the momentous manned space flight attempt live for Group W

Page 56
AOR MUSIC DIRECTORS PONDER THE FUTURE
Part II of the "Future Of AOR" series features seven MD's eloquently evaluating future format options.

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COUNTRY RATINGS WRAP-UP PART II
Six more PD's discuss their ratings successes, citing everything from full-service to pure luck. Page 50.

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# FCC Resolves Seven Disputed Cases 

# Appeals Court Clears Way For Radio Deregulation 

Radio deregulation, which took effect Friday (4-3), is in no danger of being immediately blocked in federal court. Late Tuesday (3-31), the U.S. Court of Appeals in Washington denied, on a $3-0$ vote, the United Church of Christ's request for a stay to block deregulation.
The court acted with lightning speed, striking down the UCC request just one day after the group filed. In fact, the court didn't even wait for the FCC to file a response. Commission lawyers had not planned to file counterarguments with the court until yesterday, and were left somewhat baffled, but pleased, by the swift court action.
The UCC was also turned down by the FCC late last week when it asked the Commission to block de-
regulation, arguing the FCC was eliminating local needs and interests from the public interest standard and that irreparable harm would result from employees being fired if, as the UCC contends, news and public affairs programming is reduced or cut out altogether.
A separate UCC appeal of deregulation is also on file at the Court of Appeals, but that case will take much longer to settle.

## Washington Street Talk

## Swift Circulates Draft

Aiming for a May 11 introduction date, Rep. Al Swift is circulating and asking for comments on a draft deregulation bill. Highlights: point system to quantify public trust and guarantee renewal; five-year radio licenses; and elimination of petitions to deny, comparative renewal hearings, ascertainment, program logs, and annual program reports. Swift would also allow random selection among qualified initial applicants and a broader exemption for news coverage under the Equal Time provision.

## Fowler, Ferris Shuffle

Capitol Hill has yet to receive Mark Fowler's nomination as FCC Chairman, with the White House evidently undecided whether he'll get Jim Quello's or Tyrone Brown's seat. Meanwhile, outgoing Chairman Charles Ferris has signed on with the law firm of Mintz, Levin, Cohen, Glovsky \& Popeo. He'll work at the Boston firm's Washington office.

## NAB Congressional Speech Fees Hit

The Media Access Project and Common Cause are upset about the NAB paying $\$ 1000$ to $\$ 2000$ speech fees to more than a dozen members of Congress speaking at its Las Vegas convention. With virtually all the members sitting on the Communications Subcommittee, Common Cause called the honoraria a blatant conflict of interest.

## Distress Sales, Denials, Short-Term Renewals Ordered

The FCC this week closed the books on seven pending cases, approving two distress sales to minority buyers, denying two licenses, and ordering three one-year short term renewals.

The Commission denied license renewal for WLIR-FM/Garden City, NY on grounds that its owner, Stereo Broadcasters Inc., illegally transferred control of the station in 1971, concealed that fact from the FCC, and made deliberate misrepresentations to the Commission about technical violations. Stereo is still awaiting a U.S. Appeals Court decision on its appeal of the FCC's earlier refusal to permit a distress sale of WLIR.
The other station losing its license is WDRK-FM/Greenville, $\mathbf{O H}$. The Commission upheld a law judge's decision that the license should be granted to Korin Broadcasting because WDRK's owner, Lewel Broadcasting, had permitted unattended operation of the station, kept false logs, and made misrepresentations to the FCC.

## Two Distress Sales

The distress sales of wavs/ Ft. Lauderdale and KLSN/Brownwood, TX bring to 26 the number of stations sold to minority owners since the distress sale policy was adopted in 1978. The policy allows a licensee whose renewal application has been set for a hearing on alleged violations to sell to a mi-nority-controlled firm, prior to the hearing, for no more than $75 \%$ of the station's fair market value, based on at least two appraisals.
In the case of WAVS, the station's owner, Radio WAVS Inc., allegedly allowed a prospective buyer to assume some control
over the station before the FCC approved the sale. SACN Inc., a $100 \%$ minority-owned firm, will buy the property for $\$ 502,500$.
The Brownwood case centered on allegations that the owner of KLSN, GBE Inc., applied for a construction permit to raise power, but never actually intended to do so. GBE allegedly sought only to increase the station's market value. The FCC authorized Cycles Communications, a $52 \%$ minor-ity-owned company, to buy KLSN

## for $\$ 250,000$. <br> Packwood Proposes <br> Radio Station Fees

Radio stations would pay annual fees of up to $\$ 1500$ to the FCC under legislation introduced last week (3-27) by Sen. Bob Packwood, Chairman of the Senate Commerce Committee.
"We believe the fees are reasonable and will not unduly burden the providers or users of services but will merely be a sensible way to help defray the cost of regulation," Packwood explained in a statement accompanying S. 821, the FCC Authorization Act of 1981.
Commercial radio stations would be subject to the following charges:

## Annual Fees

$\$ 1500$ - AM stations over 5 kW Class B \& C FM stations $\$ 500-A M$ stations between and 5 kw Class A FM stations


POSTCARD RENEWAL A REALTTY - As prodicted last woek by RER the FCC unan/mously adopted a new "postcard" renewal form lpictured abovel. It won't go into use for at leest 30 deys. Besides exempting commercial radio from the requirement that at least five percent of stations submit long forms and possibly undergo field audits, the FCC plan drastically reduces the renewal announcements that stations must run every 16 days during their license terms. Stations will now have to air these announcements, at the same interval, beginning six months prior to license expiration and discontinuing them one month before expiration. Calling the renewal announcements "an invitation to trouble" prior tolicense expiration and discontinuing them one month before expiration. Calling the
$\$ 150$ - AM stations under 1 kw

## New Stations

$\$ 500$ - Application fee
$\$ 3000$ - Hearing fee
3 times annual fee $=$ license grant fee
Transfers and Assignments
$\$ 500$ - Application fee
$\$ 5000$ - Hearing fee
Packwood's bill would empower the FCC to raise or lower the fees each year, depending on its own costs, as well as charge penalties for late payment.
Cosponsors of S. 821 are three members of the Senate Communications Subcommittee, Chairman Barry Goldwater (R-AZ), Harrison Schmitt (R-NM), and Larry Pressler (R-SD).
According to Packwood's estimate, the measure would provide about half of the FCC's annual operating budget, which the bill pegs at $\$ 79.6$ million for each of the next three years.
Tighter Control Over FCC
A second thrust of the bill would allow Congress to reauthorize the FCC and its functions every three years. The agency now enjoys a permanent authorization, which allows it to escape review by the communications subcommittees. Stricter Congressional review, said Packwood, will allow Congress to "insure that the Commission implements the congressional mandate."
In 1976, an appellate court struck down a fee system used by the FCC since the early 70 's, on the grounds it failed to adequately reflect the cost of regulation. As a result, the FCC was forced to refund millions of dollars it had collected over and above what was deemed to be reasonable under the law.

## NELDIAMOND IN THE PERFECT SETTING: THE ABC CONTEMPORARY NETWORK



The Neil Diamond Special. On Sunday, May 17, a 3 -hour musical event spotlighting the words and music of one of today's most gifted writers, performers and all-around showmen A superstar whose brilliance has already sold
more than 40 million albums, Neil's charisma will surely capture a huge national audience.

The Neil Diamond Special. May 17. Just one of the sparkling specials from the ABC Contemporary Network.
(2) ABC Contemporary Network

## 11) lob

The People Delivery System


## Delco Sets April Auto Radio Ads

Delco Electronics will introduce its "M-2000" auto radios (found in GM's new "J-cars") with a radio ad campaign set to break in eight markets by late April. The campaign, which emphasizes Delco's specifically designed systems for autos, will sport a new theme, "Delco-GM is miles ahead in sound experience," as well.

## Fidelipac, AudioTechnica Pen Pact

The Fidelipac Corporation has announced it has acquired the rights to be the master distributor to the broadcast industry of Audio-Technica's "ATP" line of phonograph car tridges and replacement styli. The line, which includes the "ATP-1, "ATP-2," "ATP-2XN," and "ATP-3," will be available through all Fidelipac distributors. For further information contact Fidelipac at (609) 235-3511

## No-Name Brand

 Cigarettes To See
## National Rollout

Following almost a year of testing in 30 states, Liggett \& Meyers will be rolling out 14 mg tar no-name cigarettes on a national basis under a trade ad campaign entitled "Generics On The Move." The firm, which markets the "Eve," "Chesterfield," "Lark," "Decade," and "L8M" brands, reports surprising success with the no-name smokes, but growth of the generic cigarettes is expected to level out at one percent of the U.S. market.
Although the no-name cigarettes retail for about $\$ 1$ less than normal brands, industry sources speculate that smokers' notorious brand loyalty will place a celling on the popularity of the generic brand. Furthermore despite the bright picture painted by the success of its no-name cigarettes, L\&M, which currently commands 2.2 percent of the domestic cigarette mar ket (about $\$ 260$ million annually), is not expected to recoup losses sustained by sales declines affecting its aforementioned brands


## "Picker" Radio/ Guitar Allows You To Play It Or Pick It

Pictured posing with "The Picker," a miniature electric guitar with a solid state $A M$ radio built into its body, is Mickey Gilley, who ponders whether to "pick it" (a tiny built-in amp boosts the strings' volume) or "play it" (switch on the AM radio). Note the full-size "Telecaster" in the background.

Available from Pickers International Inc., Suite One-A, 46 Music Alley, P.O. Box 121137, Nashville, TN 37212, (615) 254 7979, the pint-size guitar/radio can also be emblazoned with special advertising or promotional messages. Retail price: $\$ 24.95$ bass woofer.

20-YEAR TREND REVERSING

## Corporations

Keeping Their Headquarters

## At Home

The tide of corporate headquarter moves, common during the 1960's and 70 's, has apparently turned, with ewer and fewer companies consider ing transplanting their main offices. The reasons for this are several: many firms which were planning such moves have already accomplished them; premium office space is no longer avallable as the suburbs and the Sunbelt have swollen to accept those companies which have already moved; costs of relocating workers and their familles have soared; and advances in digital communications technology have enabled corporations to maintain their downtown headquarters while dispersing their large administrative staffs o suburban offices.
According to information compiled by the Greater Cleveland Growth Association from Fortune magazine's listing of 1000 industrial companies, the top 10 U.S. cities with the most major-company headquarters are: 1) New York with 121 firms, 2) Chicago $(38), 3)$ Dallas (26), 4) Los Angeles (25), 5) Cleveland (24), 6) Pittsburgh $(23), 7)$ Houston (21), 8) Stamford, $\mathrm{CN}(18), 9$ ) Minneapolis (16), and 10) St. Louis (16).
Other cities harboring a notable amount of corporate headquarters are Greenwich, CN (12), Oak Brook, IL and Philadelphia (10 each), Atlanta and Mllwaukee (nine each), and Boston, San Francisco and Portland, OR (all with eight)

## Baby's Best Bed -

 A Watercrib"Watercribs," (tiny waterbeds), are currently being marketed to those parents who wish "to simulate the floating environment of the mother's womb," according to their manufacturer Henry Robinson. Robinson, who serves as President of the Los An geles-based Waterbed Manufactur ers Association, adds that the water crib "cradles the infant, calms it and in effect softens the transition Into the real world

## Magnavox's "V-Front" Speakers

Magnavox recently introduced a speaker system with an unusual "V-Front" design, which the firm claims provides automatic stereo balancing anywhere within the speakers' 120 degrees of sound dispersion. Magnavox's model "SK22550" features six speakers per cabinet, two phenolic ring tweeters, two midrange "acoustic energizers," and one eight-inch and one six-inch


Sony's "VPK-723W" front-projection television screen sports a screen that changes size from $2 \times 5$ up to $5 \times 111 / 2$ feet at the flick of a switch. The system's compact projection unit can either be hung from the ceiling or left sitting on the floor.

## Bacardi Bosses Booze Brand Battle

Jack Daniel's Biggest Gainer, Up 25\%

"Bacardi" rum is America's favorite brand of booze, according to a pair of 1980 liquor sales surveys released recently. Marvin Shanken's Impact newsletter placed "Bacardi" 's 1980 U.S. sales at 20.5 million gallons (up eight percent from last year's sales levels), while a study conducted by John Maxwell for the Lehman Bros. Kuhn Loeb Research firm estimated "Bacardi" 's sales at slightly more than 21 million gallons (up 12 percent from 1979):
Generally, the results of the two surveys exhiblt similarity. The remainder of Impact's top ten

Collapsible Stereophone


The "Sound Partner" is a collapsible, portable stereophone that can adapt to almost any sound system with a jackhole. Manufactured by Koss, the $31 / 2$-ounce stereophone can be linked with televisions, "boom boxes," por table radios, or cassette players The unit's above-the-ear design places pressure upon your temporal bone rather than on your pressure-sensitive ear
(with the number following the brand denoting the sales in millions of gallons) were: 2) "Smimoff" (17.7) 3) "7 Crown" (15.7) 4) "V.O." (10.3) 5) "Canadian Club" (9.1) 6) "Jim Beam" (9.0) 7) "Popov" (8.8) 8) "Jack Daniel's'' (8.1), by far the largest increase - an astonishing 25 percent, 9) "Seagram's" gin (7.9) and 10) "Gordon's" gin (7.7). "Kamchatka" vodka also posted a 25 percent sales increase to 4.9 million gallons, good for 19th place. "Cutty Sark" took the biggest plunge, down 16 percent to 4.2 million gallons and 24 th place "Johnnie Walker Red" and "J\&B Rare" likewise took significant dips with "Gordon's" vodka and "Kahlua" racking up significant gains.

The remainder of Maxwell's top ten were: 2) "Smirnoff" (17.6) 3) "7 Crown" (15.2) 4) "Canadian Club" (11.5) 5) "Jim Beam" (10.6) 6) "V.O." (9.1) 7) "Popov" (9.0) 8) "Windsor Supreme" (8.3), Impact had this in 13th with 6.7 million gallons sold, both surveys noting a flat sales pattern, 9) "Gordon's" gin (7.6) and 10) "Jack Daniel's" ( 7.6 ), also showing a 25 percent increase. "Kamchatka"' and "Kahlua" were also Maxwell's significant gainers, up 14 and 12 percent, respectively, with the scotches "Johnnie Walker Red," "J\&B Rare," and "Cutty Sark" registering ten, nine, and eight percent declines, respectively.
Most of the top ten entries saw sales fluctuate between two to five percent either way (exceptions are already noted) - not the most encouraging results. Nevertheless, lower-priced vodkas, and specialty drinks such as cordials, fared well, while top-of-theline brands maintained their market shares. For example, "Chivas Regal," a premium Scotch, ranked 35th on Impact's study with 3 million gallons sold, a two percent increase, while most other scotches chalked up the aforementioned declines.

## पUESTHYOOD SHE SMLMTES

One of over 1500 Great Radio stations carrving westwood One programs
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## A Dynamic Double Play

WKBW 1-1 WBEN-FM 1-1 WIFI on CKGM 13 WDRQ $4-4$ CKLW 5-2 WGCL 2-2 KIQQ on 13 K add
KPLZ add
WKEE 34-32
KSRR add
KINT add 30
WTIX deb 36 KQ94 on WJDX deb 17 WERC deb 28 WSGN 17-12
WNOX on WGH on WTWR 4-4

# From ${ }^{0}$. <br> THE ROVERS "Wasn't That A Party" <br> <br> (1LEAND 

 <br> <br> (1LEAND}

Produced By Jack Richardson for J.A.R. Productions

WNAM on 92X on KIOY deb 31 KTAC add KCPX on WACZ 13-9 WHEB on WFBG 27-24 95XIL 6-3 WHHY on 95SGF on WXLK 7-2 WROV 15-10 KFYR 1-1 WRKR 33-29 WSPT 1-1 WTRU add KENI 12-10 KBOZ 17-14
KYYA 3-1
KRLC 3-2


Page 8


## Syndicators

## Drake-Chenault

WNBC/New York and WIP/Phila delphia have announced plans to alr the firm's "Silyer Anniversary Edition" of "The Histony Of Rock And Roll. '

## TM Productions

Lyn Viles has joined the firm's staff as an assistant to Cecelia Garr, Director of I.D. Sales. Viles previously served as the National Sales Manager for KATT/Oklahoma City.

## Westwood One

wxLo/New York has signed on to carry the firm's "Special Edition" and "Concert Of The Month" programs. In addition, KSFX/San Francisco has secured "Off The Record With Mary Turner," and the "Great American Radio Show:" WCBM/Baltimore and WAAF/Worcester have picked up "Daybook;" wwww/Detroit has purchased "Live From Gilley's;" and WCOZ/Boston has signed up for "The Rock Years: Portrait Of An Era."

## FirstCom


dICK \& BERT FIRST ON FIRSTCOM'S CREATIVE DEPARTMENT FirstCom Broadcast Services President Jerry Atchley (center) congratulates Dick Orkin (right) and Bert Berdis (left) upon their becoming members of the firm's "Creative Department" syndicated sales package, which will provide a number of commercial campaigns created and produced by top radio advertising specialists on a market-exclusive basis.

## Golden Egg

Future File," the firm's scienceoriented news program, recently added WAAF/Worcester and KGON/Portland, OR as affiliates.

## Weedeck

The firm reports that its "Inside Rock" program, hosted by Charlie Tuna, has changed its title to "Inside Music.

## GOTTA GET WET !



## Nets

## A

## Mutual

Daniel Flamberg has been named Director/Public Relations for the net Flamberg most recently served as Special Assistant to the Chairman for Fred Rosen Associates in New York having previously been an account exec with Gene Nichols Associates as well as the international account manager and American representative for His Highness the Aga Khan.

## 1 1 abo

The Coca-Cola Company USA will sponsor two concert series ( 13 concerts total) set to air via the ABC FM, ABC Contemporary, and ABC Entertainment networks. The first of the two series, sponsored by the bottlers of Coca-Cola, is entitled "A Night On The Road." These seven specials will be broadcast over the ABC FM network on various Saturdays from April through September. Artists already scheduled for this series include Pat Benatar, the Atlanta Rhythm Section, the Allman Brothers, Kansas, and Jethro Tull.
The second series, sponsored by the bottlers of Mello Yello and Sprite, will be offered over the first weekend in May and the second weekend in October. Each weekend will feature a concert over the ABC Contemporary. FM, and Entertainment networks (one program each night of the weekend) Artists showcased in this series will include Rod Stewart, Christopher Cross, Leo Sayer, Anne Murray and Charlie Daniels.

## Reps

## Southwest Broadcast Reps

The firm has announced a "Texas Showdown' will be held on May 14 from $3-10 \mathrm{pm}$. Agencies, reps, and stations are invited to attend the downhome fete, which will begin at the Summit Hotel and proceed to a ranch located in nearby Justin. Reservations are due by April 24 ( $\$ 16$ for agencies, $\$ 38$ for reps and stations). For further information contact the Southwest Broadcast Repre sentatives at 1047 One Lincoln Center, 5400 LBJ Freeway, Dallas, TX 75240.
Di) bemard howard

Thomas Tiernan has been named manager of the rep's Detroit branch office, coming from his previous post as VP/Midwest Regional Manager at Major Market Radlo in Detroit.
Simultaneously, Leonard Sabie has been promoted to Chicago branch manager for Bernard Howard \& Co. Sable most recently served as an account exec with the rep's Chicago office.

## Selcom.inc.

The rep has announced the follow ing stations have signed on as affiliates: WFY-FM/Jacksonville, KYTEKLIB/Portland, OR; and KEED/Eugene, OR.

## PROradio

The rep announces the opening of an Atlanta office, to be headed by Christina Hyde. Hyde previously was associated with the Atlanta-based Bishop \& Bryant advertising firm. The new office is located at 3355 Lenox Rd., Suite 750, Atlanta, GA 30326, (404) 237-0016.

## Sales

WTLC-FM/Indianapolis has been sold by the Community Media Corp. to Broadcast Enterprises National Inc. for an undisclosed purchase price subject to FCC approval
WGVA-AM/Geneva, NY has been sold by Radio Geneva Inc. to the Seneca Lake Broadcasting Corp. for $\$ 450,000$, subject to FCC approv al. Keith W. Horton Company brokered the transaction.
viously been News and Public Affairs

Jim Cameron has been elevated to News Director for the net. Cameron most recently held the net's Manager of Radio News position, having pre

## CBSRAD ${ }^{\text {mu }}$ U

WTKT-FM/Baltimore, WNDE/In dianapolis, WYNZ/Portland, ME WNDR/Syracuse, WLCY/Tampa KBTO-FM/Bottineau, ND; KTWO Casper, WY; WGHN-WFMG/Grand Haven, MI; WNSC/Green Bay, WI WASA-WHDG/Havre de Grace, MD KOAK-AM-FM/Red Oak, IA; and WDRV-WLVV/Statesville, NC have announced their affiliations with the net.

RKO ON DIAMOND - Nell Dlamond (left) was interviewed by RKO Radio National Music Coordinator Bob Hamilton (right) for the net's exclusive two-hour stereo music special, "Neil Diamond." The special, the third in the net's continuing "StarSound" series, is scheduled to be broadcast via RKO Radio Network affiliates on Memorial Day weekend (May 23-24). Produced for the network by RKO Productions, the special combines what Diamond claimed would be his last radio interview with selected tracks from his musical career.

## sol婧

 Director at WCOZ/Boston, a staff member at WHOH/Boston, and News Director at WHCN/Hartford.
## People

## Washington, D.C.

Jerry Udwin has been elevated to Vice President of Group W's Washington News Bureau, retaining his current title of Washington Bureau Chief as well. A 20-year veteran of the Group W organization, Udwin began his ca reer as a reporter with WIND/Chicago, later serving as News Director at KDKANPittsburgh and WIND, before becoming National News Editor based In Washington, DC in 1967. He had held his present post since 1977

## San Antonio

Michael Conley has been upped to Vice President/Marketing for the Broadcasting and Entertainment area of Harte-Hanks Communications Inc. Most recently, Conley served as Di rector of Marketing for this division Prior to joining Harte-Hanks, Conley served as Sr. VP at Frank N. Magid Associates.

## Los Angeles

Richard Brown has been appoint ed Vice President/General Counsel for Golden West Broadcasters. Brown most recently served as VP/GM for the Avery International Corp.

## Baltimore

George Toulas has been promoted to General Manager at WLIF-FM from his previous post as General Sales Manager for the station. Toulas had been with WLIF for the past five and a half years.

## San Francisco

Ronni Brand has been named Di rector of Marketing and National Sales at KABL-AM-FM/San Francisco. A nine-year veteran of the broadcasting industry, Brand most recently served as a Manager at the San Francisco office of the Christal Company rep firm.


> When it comes to strategic research, it usually pays
> to use the very best in your field. They know how
> to bring you success using research, not just research.

## The Research Group



Book Provides Guide To Beginning Label

How To Start A Record Or In dependent Production Company, written by music business attorney Walter Hurst, is the latest offering from Seven Arts Press, a Los An-geles-based firm specializing in nuts-and-bolts books dealing with the entertainment industry. This latest volume covers virtually everything you need to know on the subject, from partnershlps, joint ventures, and corporations
to custom labels, production firms, distribution, loans, and taxes. Standard legal forms are used to illustrate the text as well.

For further information about the 100-page book (or any of the other 19 books in the series) contact Seven Arts Press at 6253 Hollywood Blvd., \#1100, Hollywood, CA 90028. Price \$10 (soft-cover).

## Rewire Yourself With Antiheadache Device

Ysay your all-night jock just quit on-alr, some disgruntled community members just firebombed your transmitter because your signal interferes with their television reception, and your Sales Manager just told you the only car you can get for your next month's contest/promotion is a Chrysler. Is that what's buzzin' 'round your brain, buddy?

Let's face it, life in the radio (not to mention the record business) can sometimes be a real headache. You know the kind that feels like two full squadrons of winged midgets armed with ballpeen hammers just decided to use your cranium for batting practice? Well, take heart. The bizarrelooking contraption pictured adjacent is not a leftover prop from some low-budget horror flick, but rather the "Antache," an antiheadache device manufactured by Montreal, Canadabased G.L. Instruments.


Basically, the
"Antache" uses biofeedback to reduce tension-created headaches by monitoring Electromyogram (EMG) impulses generated by electrical muscle activity in your forehead (or so the manufacturer claims). The device then converts these readings into adjustable tones, which weaken as the muscles relax. The higher-pitched the tones, the more they ease the muscles. And face it, after a hard day of slaving over the pots and hearing your aircheck panned at the weekly staff meeting, you need something a little stronger than two aspirin washed down with a slug of Old Inspiration.

## GOTTA GET WET!



## MFSL’s "Geo-Disc" Aligns Your Stylus Within Seconds

Mobile Fidelity Sound Lab has recently introduced the "Geo-Disc," a three-dimensional visual stylus alignment system that allows the user to establish proper offset, tracking angle, and overhang to within .003 of an inch in moments. Retalling for approximate ly $\$ 25$, the patent-pending "GeoDisc" improves the sound of your re cordings while extending the life of your stylus and records.
The "Geo-Disc" operates upon the theories of pioneer audio engineer H.G. Baerwaid, who discovered that with optimum offset angle and over-
hang, two zero-error points (points at which the properly aligned cartridge presents a stylus that is tangent to the grooved walls of the recording) are fixed regardless of tonearm length, providing the maximum and minimum radii of the recorded area are specified These zero-error points occur about $1 / 3$ of the way into the recording area and a short distance from the innermost groove.
Athough widely accepted, this theory was difficult to practice. However, with the "Geo-Disc" (simply a 12 -inch disc with a hole in the center that fits
over the turntable's spindle and includes a raised ridge sight-line, aimed at the pivot point of the tonearm) the entire process is greatly simplified The "Geo-Disc" also features an indented point that locates the proper position of the stylus tip with a grid surrounding the point allowing the cartridge to be twisted into proper align ment.

For further information, contac MFSL at P.O. Box 919, Nordhoff St., Chatsworth, CA 91311, (213 709-8440.

## Cramer Forms Radio

## News Consultation Firm

Carl Cramer has announced the formation of Cramer Communications, a radio consultation firm providing total consultation for AM full-service radio stations and news/information consultation for FM outlets. Cramer most recently served as a radio news and information consultant for Frank N. Magid Assoclates, having previously been a newscaster with the NBC Source network and News Manager at KSCS and WBAP in Dallas-Ft. Worth. Cramer Communications is located in Arlington, IX and may be reached at (817) 274-9892.

## Chandler Named Exec. VP At Chi-Sound

Gene Chandler has been appointed Executive Vice President at Chi-Sound Records. Chandler will continue to record for the 20th Century-Fox Recordsaffiliated label in addition to his executive responsibilities.


## Pro:Motions

## Levitt Elevated To Arista Midwest Regional Mktg. Dir.; Kozlik, Masengale Also Upped

Burt Levitt has been named Midwest Regional Marketing Director for Arista Records, coming from a similar position with Casablanca Records.

In a related development, Bob Kozllk has been promoted to the newly-created post of Associate Marketing Director/Mideast, while Candy Masengale has been upped to the likewise newly-created position of Associate Marketing Director/South Central region. A four-year veteran of Arista, Kozlik most recently served as Local Marketing Manager. Masengale is also a fouryear veteran of the label, coming to her most recent post as Local Marketing Manager from a southern regional post with London Records.

## Dorf Named VP At Fred Heller Enterprises

Paula Dorf has been appointed Vice President of Fred Heller Enterprises Ltd. Most recently Vice President/Creative Services at Sanford Ross Management, Dorf previously served as Manager of Artist Relations for Atlantic Records and as Director of Promotion at Ebony Sounds Records.

In her new post, Dorf will be involved in the management of artists signed to the Fred Heller firm.

## Hervey Named President/Partner At Gibson Group

Ramon Hervey II has been named a partner and President of the Gibson Group Inc. public relations firm. Most recently Vice President of Talent at Rogers $\&$ Cowan Inc., Her vey previously held a publicist's position at Motown Records and served as Editor of two British teen magazines. He will be based at the Gibson Group's Los Angeles offices.


## Montgomery, Tindall Form Shadow Productions Firm

John Montgomery and T.J. Tindall have announced the formation of Shadow Productions. Most recently Vice President/Album Promotion for Sire Records, Montgomery previously served as Director of National Album Promotion for Warner Bros. Records. Tindall spent the past five years working with Phlladelphla International Records, as a producer, ar ranger, and as part of the MFSB recording group.

## Lebhar-Friedman Forms Largo Music Publishing;

## Weiser Named VP/GM

Lebhar-Friedman, Inc., publisher of seven trade publications, has announced the formation of Largo Music, marking the firm's initial entry into the music publishing arena.

Norman Weiser has been named Vice President General Manager for Largo. Weiser formerly was President of SESAC, having previously been President of Chappell Music and Senior Vice President of the Polygram Corp.

Don Love will serve as Creative Director at Largo. Love likewise was associated with SESAC, having served as Director of Affiliation/Black Music. Prior to joining SESAC, Love was Vice President/Business Manager for James Brown Enterprises.

Stanley Adams has been named Largo's Manager of Writer Relations/Standard Catalogs. In addition to having served as President of ASCAP for 24 years, Adams is a noted lyricist, having written "What A Difference A Day Makes, " among others.

Gary Robbins has been appointed Professional Manager at Largo, having previously served as Assistant Professional Manager for the Richmond OrganIzations and as Assistant Director of Creative Service for SESAC. Largo Music may be reached at (212) 371-9400.

## Simon, Mims Named Posse <br> Regional Promo Directors

Roy Simon has been named Director of West Coast Promotion and Chuck Mims has been appointed Director of Southeast Promotion at Posse Records.
 DREAMING"

FROM DONNIE'S ALBUM "BACK ON THE STREETS" мсА. 1779 THAT GAVE YOU THE FABULOUS HIT SINGLE...

## "AH LEAH"

PRODUCED BY MARK AVSEC FOR THE BELKIN-MADURI ORGANIZATION EXECUTIVE PRODUCER: CARL MADURI


# esearch 

"DST provided an improvement in the participation of blacks in our surveys."

## Differential Survey Treatment The Ethnic Dilemma, Part Two

Last week we introduced you to the Arbitron concept of DST - Differential Survey Treatment. R\&R looked at the history of ethnic measurement and the research background Arbitron has developed to create DST. The company plans to implement DST in the winter ' 82 survey, with the possible result being that Black-formatted stations could benefit, as some did when ESF was introduced.

This week we'd like to cover the comments of the various sides of this controversy, from Arbitron officials as well as general market and ethnic broadcasters, plus key industry researchers.

## Arbitron: Over $\$ 300,000$ Spent

Arbitron is convinced that the measurement of blacks can be better accomplished through the mailing of a diary to each person $12+$, thus doing away with the current Telephone Retrieval proce dure. According to Arbitron VP Rip Ridgeway, ""Telephone Retrieval produced listening levels that were four points lower than those reported by the diary methodology." Ridgeway continued "DST provided an improvement in the participation of blacks in our surveys, as well as higher total listening levels and more representative average-quar-ter-hour ratings for each format." The DST announcement capped a research investment of over $\$ 300,000$ spent in trying to better measure ethnic listening, according to Ridgeway.

## Advisory Council Reacts

Tom Hoyt of Heftel Broadcasting, Chairman of the Arbitron Radio Advisory Council, told R\&R that the Council was still not $100 \%$ behind DST. Hoyt stated, "The Council has said that there are still questions to be answered about DST. The research seems to show that some key things still have yet to be discussed." Fellow Council member Steve Trivers, who also speaks from the perspective of being President of Kala Music service, felt that the move to DST by Arbitron was only natural. Trivers said, "DST is a very predictable step given Arbitron's bias towards the diary."

## COLTRAM, Goals Concerned

Some of the points to which Hoyt alluded may be on the minds of researchers at leading trade groups such as the NAB and the RAB. Larry Patrick, who spearheaded the NAB's COLTRAM (Committee on Local Television and Radio Measurement), told R\&R that he was "very concerned about the research support for DST." He said that while
"there might be better numbers for ethnics and 18 34's, other demos could go down." He is also hopeful "that we can convince Arbitron to release data that may convince COLTRAM that the DST technique is worthwhile."

Patrick and the RAB's Dick Montesano both would like to see Arbitron release the results of a study that the company is doing on what effect a higher quality Telephone Retrieval technique might have on obtaining ethnic listening estimates. At an RAB Goals meeting in New York on Friday, March 27, the group voted to accede to COL TRAM in trying to get from Arbitron some quick release of the study data on the improved telephone methods. The unity between Goals and COLTRAM indicates that there appears to be serious concern over DST within the broadcast research community.

Patrick told R\&R that Arbitron VP/GM Mike Membrado has "promised that we will see the results of the study on improved telephone retrieval efforts" by May 1. When asked how long it would take COLTRAM to review the Arbitron data and pass on recommendations and impressions to COLTRAM and Goals members, Patrick stated "it would probably take only 48 hours." Goals would then have COLTRAM's feelings well before a major Goals meeting scheduled for the end of May. It remains to be seen what impact, if any, this research establishment concern will have on Arbitron's plans for DST.

## Ethnic Broadcasters Divided

While Arbitron seems confident of its research efforts on behalf of DST, the members of the broadcast community who would seem to benefit the most from its use appear at odds with each other. Advisory Council member Cody Anderson, from WDAS. AM-FM/Philadelphia (the station which years earlier engaged in legal action against Arbitron in order to obtain better ethnic measurement techniques), feels that DST is not the answer. Anderson told $\mathbf{R} \& \mathbf{R}$ that he "still has serious reservations" and that he felt that "part of the DST proposal was negotiable." Anderson feels that the high rate of illiteracy among blacks - he will present data at the next Advisory Council meeting which will document a rate of approximately $30-35 \%$ - bodes poorly for filling out the diaries properly. He is more concerned about "the proposed elimination of the High Density Black Area than about changing away from Telephone Retrieval to a diary technique."

## Q\&A

Recently a caller asked, "Is Arbitron ever planning to use a diary that captures listening in-cars?".

Yes, that is on Arbitron's agenda. When I was in New York last week, Arbitron officials were kind enough to show me a copy of the current test diary, which includes, among other items, an additional column to determine if away-from-home listening is in a vehicle Implementation date may be within a year if the current tests prove fruitful.

## Week In Review

## Arbitron Sponsors Improvement Study

According to Arbitron Radio VP/GM Mike Membrado, the company is studying ways to "improve the format, content, usability, and other aspects of changing the existing" Radio Market Reports. Communications consultant Dr. Raymond Falcione, a faculty member at the University of Maryland, has been hired to interview a cross-section of industry leaders from various sides of the research and broadcasting business.

According to Membrado, the results of the study, which may be available by this summer, could lead "ideally to a total reworking" of the current ratings books. However, Membrado counseled that once the study results were reviewed it would still be "a long while" before the industry would see a revamped product.

## Shapiro Upped To Westinghouse VP

Roy Shapiro, who has been serving as the guiding light behind the broadcast research efforts for the Westinghouse group, has been promoted to VP/Research. Shapiro has responsibility for all broadcast research efforts on behalf of radio and TV properties for Group W.

Willie Davis, President of All-Pro Broadcasting and a major force in NABOB (National Association of Black Owned Broadcasters), feels differently, however. Davis, who owns stations in L.A. and Milwaukee, feels that "DST is a progressive move on Arbitron's part. I like it." Davis told R\&R that he thought that the use of DST "would be good for radio in general, not just black broadcasters."

## Dilemma Unresolved

As you can see from the various viewpoints expressed above, a lot of bright and interested people have differing ideas about DST. Perhaps when COLTRAM has seen Arbitron's data on the effects of a higher quality telephone retrieval method, the issue may be resolved. But if that flap dies down, it will only be for the time being. Besides the Goals meeting in May, the Advisory Council is also getting together. DST is sure to be a topic of conversation. The effect of this conversation may be moot since Arbitron spokesperson Connie Anthes told $\mathbf{R \& R}$ "I really can't see that we'll be changing our policy on DST." She did indicate that if "facts come along that would make us change our mind, then we'd do so."

Whether you are an ethnic broadcaster who might benefit from DST - or whether you are a general market broadcaster who might see your station's share diminished by the increased showing of ethnic audiences - you may want to take time in the next few weeks to express your opinion to Arbitron or the Advisory Council member for your format. Whatever your stance, it's a bet that the dilemma of how to best measure ethnic listening will be with radio for many moons.

## Jhan Hiber



The irresistible left-field single, from the irresistible left-field Leon Redbone, from the uniquely irresistible lp, "From Branch to Branch."


On Emerald City Records and Tapes.
\%

# October/November '80 Arbitron Shares 

## Greenville-Spartanburg

## WFBC-FM, WESC-FM Remain 1-2; WHYZ Up Four

WFBC-FM ( $R$ ) added one share, 11.7-12.7, and remained the Greenville area leader. Hot in pursuit was WESC-FM (C), which was also up one, 11.4-12.3 Making the biggest move however was WHYZ (B) which jumped 6.6-10.5 in the first ESF-influenced re port in this metro. Slipping from double-digits was WSPA-FM (BM) 10.8-9.5.

Additional Greenville area stations with a one share or better were WCKI (RL) 1.3-1.4, WEAB (C) .4-1.0, WESC (C) 6.2-2.2, WFBC (PA) 4.8-5.0, WKDY (C) $.7-3.6$, WORD (R) 4.1-3.9, WQOK (R) $5.5-5.6$, and WSPA (PA) 5.1-3.8.

Stations located outside the metro with a one share or higher in the Greenville book included WAIM-FM (PA) .6-2.2, WANS (R) 9.7-6.3, WGXL (PA) 5.5-5.3, and WKIT (C) appearing at 1.3 .

This data is copyrighted by Arbitron. Non-subscribers to Arbiron syndicated radio service may not reprint or use this infor mation in any form.

A-AOR, B-Black, BB-Big Band, BM-Beautiful Mu sic, C-Country, CL-Classical, D-Disco, J-Jazz, M Miscellaneous, N-News, O-Oldios, PA-Pop/Adult, R-Rock, RL-Religious, S-Spanish, T-Talk.

Average Quartor Hour Shares aro Monday-Sunday, 6em-midnight, Metro Survey Area, $12+$

## West Palm Beach <br> WIRK-FM Becomes New Leader

WIRK-FM (C) rose 11.4-13.0 to top former pacesetter WEAT-FM (BM), which slipped 14.6-12.2. WJNO-FM, now WRMF (A), jumped 5.3-8.7, WNJY (BM) doubled its share, 3.0-5.9.

Others with a one share or better in the metro were WDBF (BB) stable at 1.1, WEAT (C) 1.7-2.7, WIRK (R) $2.6-3.3$, WJNO (PA) 3.3-3.6, WKQS (BM) 4.5-3.7, WNGS (R) 2.7-1.0, WPBR (N/T) 5.7-4.9, WPOM (B) 6.8-1.6, WSWN (PA) .5-2.1, and WSWNFM (PA) moving to 1.2.

South Florida stations that scored in the West Palm Beach metro included WAXY (R) 1.8-1.6, WCKO (R) 2.1-1.9, WHYI (R) 3.9-6.5, WIOD (PA) 2.91.8, WIZD (PA) showing at 2.2, WLYF (BM) 2.31.8, WNWS (N) 1.42.6, WRDB (B) 1.4-2.1, and WSHE (A) 2.7-2.3.

## Youngstown

## WBBW, WKBN-FM Slip <br> Into Tie For First

Market leaders slipped this book, as WKBN-FM (BM) went 15.5-12.3 and WBBW (T) moved 14.2-12.3. Other stations were basically stable. WYFM (R) rebounded $9.6-10.5$, WHOT (R) slipped $10.5-9.4$, and WKBN (PA) was flat, 9.5-9.2.

Other Youngstown metro stations with a one share or higher were WFMJ (PA) 4.2-5.5, WHHH (PA) 1.9-2.5, WSRD (A) 7.5-5.7, WNIO (C) 1.4-2.5, and WQOD (PA) showing up at 1.0 .

Stations outside the metro scoring a one share were WDMT (B) 1.1-2.4, WGCL (R) .41.1, WMMS (A) $3.0-2.9$, WQXK (C) $2.2-5.7$, WSLR (C) appearing at 1.7, and WWWM (A) .9-1.3.

Burkhart/Abrams
Continued from Page 1 new venture, will also become an associate in the $\mathrm{B} / \mathrm{A} / \mathrm{M} / \mathrm{D}$ firm, working with existing client stations as well as developing the new programming network concept. Williams told R\&R, "This gives me the opportunity to continue to do what I feel that I do well, which is work with a group of radio stations. It is with a great deal of regret that I leave Southern Broadcasting after 12 years, but I'm very excited at the prospect of working with Kent Burkhart and the new satellite music network.'
The new formats will both originate in Chicago, the uplink site to the satellite, as Burkhart explained: "This will be a first-class, fulltime air product with programming designed by our firm and satellite transponder space by United Video. Other features and services will be provided by John Tyler \& Associates and Midwest. This is a new type of radio syndication - a satellite network designed for economy and designed for management happiness and listener response."
The cost of the service to new stations will be buffered by the sale of two minutes per hour in commercial time to national sponsors. The Katz Agency has agreed to represent the satellite networks and broker the syndicator-held time. Client stations will then have 12 minutes of open commercial time per hour to sell locally.
As Burkhart pointed out, "We will naturally honor all our existing contracts with present clients and, in fact, some of our best Country and Pop/Adult stations
necessity is there. Costs of operating the networks keep spiralling, and against those cost escalations must be set the realities of inventory reductions by radio stations." Renwick stressed that since commercial loads are very unlikely to increase, other sources of income must be developed by networks.
He concluded, "The company is certainly responsive to the two key elements, opportunity and necessity, and I'm excited to be involved in doing this. It's a very adventurous kind of activity, and that's always appealed to me."
ing advertisers to the advantages of reaching the demographic being served." He added that numerous other broadcast services were being planned.

## Opportunity/Necessity

 PhilosophyExplaining the philosophy behind NBC's expansion, Renwick told R\&R, "There are two reasons to do this kind of thing. One, the obvious opportunities are there. As local radio becomes more fragmented and competitive, there are areas that can be served by central sources that we feel able to address profitably. Two, the
a "12-hour shelf life"; local stations will have the option of placing it in different "salable dayparts." Renwick commented, "The key is flexibility to offer as many different options as we can and still remain commercially viable."

The three full-service networks, currently in the research stages, "will superserve specific demographics, possibly even psychographics," Renwick told R\&R. "We've learned a good lesson with the success of the Source. The future of the networks is picking a specific demographic, superserving it, keeping costs down, and attract-

## Flexibility Key

For Talk Block
Renwick stressed that the talk service, planned for four or five hours daily, was not properly termed a new network, but a "program service for NBC affiliates and secondarily (if affiliates pass on their options) for other stations who will find a good use for it." The service is planned for the 7 -midnight time slot, but is structured to have

## Renwick

Continued from Page 1
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## THE BEATLES: THE MEN AND THEIR MUSIC (AT AN AFFORDABLE PRICE)

Our program was the Beatles special chosen by stations in the Metromedia chain (WCBM. WASH-FM) and the King chain (KYA-FM. KREM-FM and KONO), along with stations in cities like Winston-Salem. San Antonio, Louisville and more. (In Louisville. the entire show was sold out in record time!) Travel through musical history with twelve hours of songs and interviews.

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## - - arlirp a ar

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## STREET TALK.

The hot rumor circulating around New York this week is that Dan Ingram, WABC's legendary PM-drive personality, is being seriously courted by WNBC. Speculation has it that WNBC would put Ingram in its afternoon slot as a complement to morning man Don Imus.

Reports out of Washington this week are that WASH has decided on a new VP/GM. Moving from Metromedia sister-station WOMC/Detroit, where he had been VP/GM, is William Kunkel Jr.

Meanwhile W-4/Detroit has reportedly named Phil Lamka from WBOK/New Orleans as its new GM. Also, Ted Anthony has exited WTWR/Detroit for afternoons at W-4, Detroit's newest Country station.

Over 20 promotion professionals are on the loose following the "restructuring" of RSO. Former VP/Promotion for RSO, Bob Smith, has graciously agreed to act as a clearing house for anyone wishing to contact any of the former RSO promotion team. Contact Bob at (213) 8885808.

Bobby Poe moves his convention from W ashington to Atlanta this year, and the dates are set for June 19 \& 20. The location for this year's gathering will be Atlanta's new Airport Marriott. The "Poe Kat" swears that the location selected had nothing to do with the large number of stewardesses who live within a few square blocks of the hotel.

Steve Wax is about to return to the record business in a very big way.

Jerry Walker, formerly of WLCY/Tampa, has been named PD of WTMP/Tampa.

WCOL/Columbus is one of the latest converts to Al Ham's "Music Of Your Life" syndicated format, but the station is doing it a bit differently. Promoting under the all-but-forgotten banner of "full service MOR," WCOL is using Ham's music with its own personalities, traffic reports, and news.
 Tim Nicholson completed his attempt to set the world's record for spaghetti sitting recently by lingering in the linguini for 50 hours! The stunt came just after the WLAM air personality had finished judging an Italian cooking contast During his sitdown Italian dinner, Nicholson appeared on numerous radio stations all over the country and both the ABC and NBC radio networks. We congratulate Nicholson on his feat, not to mention his starched shorts.

## Razorbacks To Go Statewide

A followup on our recent coverage of the Little Rock radio battles over broadcast rights to University of Arkansas basketball games for next year has uncovered a new development.

To refresh your memory . . . KAAY/ Little Rock asked for and apparently received a verbal commitment from Arkansas Athletic Director Frank Broyles that the 50 kw station could have exclusive rights to Razorback basketball games next season. That maneuver cut out three other Little Rock radio stations which had been running the games through the current season.

The other stations were understandably upset, and began to pressure the state legislature to do something about KAAY's apparent coup. Two weeks ago, both the Arkansas House of Representatives and Senate passed a bill stating that the games should be offered to all radio stations in the state without exclusivity. At that point Broyles decided he'd change his mind and not offer the 1981-82 season only to KAAY. However, Broyles did not commit to anything in writing.

At that point KXLR/Little Rock, one of the stations that had carried Arkansas basketball games and wanted very much to continue doing so, aimed its editorial voice at Arkansas Governor Frank White, urging him to sign the "basketball bill" into law. Governor White's office got the message as KXLR listeners flooded the capitol switchboard. The Governor signed the bill into law later that day (3-20), so it now looks like the Razorback fans will have many radio outlets from which to choose for next year's games.

Lynn Gilbert and Mike Martucci have been promoted within Columbia Records to head National Secondary and Adult Contemporary promotion for the label in New York.

Last week (3-23) Chuck Kelly resigned as PD of KSET/EI Paso, but apparently Chuck will remain with the station through the book. Chuck retains the title of Operations Director and Jeff Blake is the PD.

Former Arista and Infinity promotion person Ellen White has been appointed Promotions Director at KEZR/San Jose. Also at the station, afternoon drive man Pete Shannon has been upped to Operations Manager and will work more closely with PD Bob Harlow.

Barking Pumpkin Records has officially opened its offices in L.A. at 7720 Sunset Blvd., 90046. The phone number is (213) 851-9275. Incidentally, label head Marty Goldrod has heard just about all the "Barking Pumpkin" jokes he can stand.

Congratulations to KOOK/Billings's Dennis Nichols and his wife, Liz on the birth of their son, Ryan Michael, who arrived in "Big Sky Country" on Monday (3-30).

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# Thanks For Two Great Years 

Hiber \& Hart, Ltd. is celebrating its second anniversary this month. Since Jhan and Lynn Hiber left Arbitron they have guided $\mathrm{H} \& \mathrm{H}$ to the status of a top research and sales development firm. Witness the $88 \%$ of Hiber \& Hart retainer clients who showed improvement in the Fall '80 survey.

Hiber \& Hart would like to thank stations in the following groups for their help in making our growth and reputation possible. We have enjoyed helping them achieve better ratings and revenues

- All-Pro Broadcasting
- Bonneville Broadcasting
- Greater Media, Inc.
- Hearst Radio
- King Broadcasting
- Sunbelt Communications
...and scores of stations not associated with major groups.

We look forward to helping more stations in the next two years. If you would like to take advantage of our unique Arbitron insights and broadcast/research skills, please let us hear from you. Hiber \& Hart would like to boost your ratings and revenues. Put us on your side.

BROADCAST RATINGS. RESEARCH AND SALES DEVELOPMENT CONSULTANTS

A big hello to all the wonderful craven scatologists out there. Let us give a warm but not too effusive greeting to Don Shore of KRSI/Eden Prairie, MN 55344 ! Don is the Operations Manager, and writhes: "Dear Gary . . . I just realized that you are the same guy who used to be Vern Tureen at KOJM in Havre, Montana. The mustache had me going for a long time. But every thing else is the same, except the chin and the hair, of course.
"Remember the time we sold the remote to the Pizza Parlor and you did it from the gas station across the street because they didn't have a phone? Did you ever get your talent fee? I'll bet you don't even need the $\$ 15$ today.
"Your wife still writes to me occasionally as to your whereabouts. Don't worry. I rented out the house after the Boa Constrictor died."

Well, Don, it is very thoughtful of you . . . but I'm obviously not the guy you're referring to. I used to be the former Earl C. Festoon who sang with the King Family and later with Sly and the Family Jewels. Also, I've never been to Havre, Montana. I was in Butte however, as a youth (just visiting of course) and had a date with a girl who looked an awful lot like Buffalo Bill, but wasn't quite as feminine.

The BUCK STARTS HERE

Starting July 17, Buck Buchanan (the talented son of the late great character actor Edgar Buchanan) takes over K108 as PD and afternoon talk personality.

Buck was there in 1975 with a highly successful Disco for-
mat, but this time he enters the verbiage wars.
And the dreaded Gary Owens column nods its funny-looking chapeaux to Buck and his lovely bride to be, Dolly Staton.
They are scheduled to get hitched on July 10th . . . and right after that they'll be married.

Dolly has been attending Cal State Northridge, studying to become a schoolmarm.

An old friend of the GO Building is about to become a bestselling author. Robert Cain, a long time graphic artist for Pennzoil and big radio fan, has just written the first biography of Jerry Lee Lewis. Robert's own personal collection of over 1000 photos of Lewis will be utilized in the book (how many I'm not sure). Dial Press (Owned by Delacorte Publish ing) is very high on the volume, scheduled to be in the stores in the next couple of weeks.

Since Bob Stroud was last mentioned in the GO column, he's been promoted to Assistant PD at KOSY/Texarkana.

Our congratulations to a talented young man . . . what was the old aphorism from the philosopher, Pliny the Shifty? "It's not falling into the water that drowns a man . . . It's staying there that gets him!"

## Hadiorsecords

 YEARS AGOTODAY

## SHELLEY GRAFMAN NAMED NATIONAL

 OPERATIONS DIRECTOR FOR CENTURY broadcasting - bob burch named National PD for chain. COCA-COLA BUYS KJOI/LOS ANGELES FOR $\$ 3.9$ MILLION. number one five years ago: "December 1963" - Four Seasons (WB) NUMBER ONE COUNTRY: "If I Had TO Do It All Over Again" - Roy Clark (ABC/DOt)NUMBER ONE LP: "Comes Alive" Peter Frampton (A\&M)


CBS Wins Sixth Straight; 'Dallas' ' Back On Top
CBS, making a regular habit of decisive Nielsen victories, took its sixth in a row over the week ending March 29, winning by a solid $21 / 2$ average rating points over ABC. Over the last six weeks, CBS's margin of victory averages out to 2.6 points, a clear indicator of dominance. "Dallas" returned after another week off to lead the top 20, beating second place "60 Minutes" by over $31 / 2$ points. CBS took eight of the top nine places, 13 of the top 20 , and earned a 19.9 average rating, compared to ABC's 17.4 and NBC's 14.4. The standings:

| - | 1 | Dallas (CBS) | 9 | 11 | That's Incredible (ABC) |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 1 | 2 | 60 Minutes (CBS) | - | 12 | Alice (CBS) |
| 6 | 3 | Dukes Of Hazzard (CBS) | 14 | 13 | Real People (NBC) |
| 2 | 4 | $M^{*} A^{*} S^{*} H$ (CBS) | 4 | 14 | Greatest American Hero (ABC) |
| - | 5 | The Jeffersons (CBS) | - | 15 | Archie Bunker's Place (CBS) |
| 3 | 6 | Gone With The Wind (CBS Tues. Movie) | - | 16 | Trapper John MD (CBS) |
| 8 | 7 | Love Boat (ABC) | 20 | 17 | Knots Landing Pt. I (CBS) |
| 5 | 8 | House Calls (CBS) | - | 18 | Knots Landing Pt. II (CBS) |
| 10 | 9 | Magnum P.I. (CBS) | 15 | 19 | Happy Days (ABC) |
| - | 10 | Diff'rent Strokes (NBC) | 7 | 20 | Three's Company (ABC) |

"WKRP In Cincinnati" continues its upsurge, moving to 25 th from 28 th the week before


BOARDWALK BANTER - Merv Griffin saluted Boardwalk Entertainment with a show featuring label artists Tierra, Phil Seymour, and Carole Bayer Sager, along with Boardwalk President Neil Bogart. Pictured (1-r) are Bogart, Griffin, Sager, and Burt Bacharach, cowriter and coproducer of Sager's forthcoming LP.

## Music On TV

The Jefferson Starship with Grace Slick appear on "Fridays" April 3... Cliff Richard is guest host of "Solid Gold" the week of April 3, with Alabama, Badfinger, Natalie Cole, Gladys Knight \& The Pips, Ray Parker Jr. \& Raydio, and Mel Tillis scheduled . . . Lakeside and Teena Marie are on "American Bandstand" April 4...Jim Stafford and Dottie West guest on "Barbara Mandrell" April 4 . . . Syndicated rock show "Hollywood Heartbeat" is launching a series of rock video specials, with two hourlong shows leading the way: "A Tribute To JIm Morrison" and "Rock ' $n$ ' Reggae," the latter of which features performances by Blondie, Jimmy Cliff, Bob Marley \& The Wailers, the Police, Toots \& The Maytals, and Stevie Wonder.

CABLE ON TV: According to Arbitron, 16.6 million American homes have been wired for cable, making up $22 \%$ of the national total. That figure represents an estimated increase of 2.4 million homes since October 1979

## VIDEOSCOPE:

HOME VIDEO MARKET RECESSION PROOF?: According to Harry Elias, Vice President/Home Entertainment Division for the U.S. JVC Corporation, entertaining at home appears to be many Americans' response to inflation and recession. As evidence, Elias cites 1980 sales of home VCR's, which defied inflationary projections and climbed sharply (up 50 percent from 1979). Among factors influenclng this increase are the rising cost of travel larger amounts of leisure time, and greater selectivity In entertainment, Including how and when it's viewed. Elias also noted the boom in do-it-yourself home filmmaking, bolstered by an increase in the number of blank tapes being sold (from two blank tapes per recorder sold in recent years to today's figure of six blanks per VCR sold) . . . NIELSEN SETS GIANT CABLE STUDY: The A.C. Nielsen Co. will begin a massive cable survey in May, testing eight different telephone and diary techniques for measuring local cable audiences against the costly telephone coincidental survey technique. The project is the brainchild of the National Cable TV Association, which has been searching for an economically viable method to determine local cable viewing levels... TOP 10 VIDEOCASSETTE RENTALS: Many films don't stand up to repeated viewings, and with the increasing penetration of VCR's into middle-income familles, the home videocassette rental market is booming. A recent study by Paramount Pictures Corp. found that videocassette rentals were running four to six times greater than sales and that 80 percent of videocassette retailers rent cassettes. The studios which produced the films are understandably annoyed, as they generally do not earn money on rentals. According to Videospace, the top 10 videocassette rentals are currently 1) "Airplane" 2) "Nine To Five" 3) "Stunt Man" 4) "Alien" 5) "Close Encounters Of The Third KInd"' 6) "Wizard Of Oz" 7) "Fame" 8) "Star Trek - The Mov(e" 9) "The Godfather (" and 10) "Being There." In comparison, February's best-selling videocassettes, according to Merchandising magazine, included "Alien" (at number two), "Close Encounters" (number five), "Star Trek" (number one), and "The Godfather'" (number eight), which would lead to the assumf ins that (A) the rental market and the sales market are not so different and (B) the studlos are getting their mone, anyway (although not as much as they would like).

## GLENN MILLER <br> FRANK SINATRA BARBRA STREISAND <br> VAJGHN MONROE <br> MURHIJLMES EDDIE FISHER DENAY GOOCMAN ROSEMARY CLOONEY ARTIE SHAW

ANDY WILLIAMS
RAY CONNIFF
ENGLEBERT HUMPERDINCK MILLS BROTHERS THE PLATTERS PATTI PAGE JOHNNY RAY BRENDA LEE

The "graying of America" is a reality. Radio stations of all formats have been forced to widen their demographic targets in order to please national and local advertisers demanding a sizable chunk of adults over 25. But there is another demographic cell, the 4564 year olds, whose ranks are increasing and whose buying power is considerable.

According to the Wall Street Journal, in 1975 more than one-fourth of the families with the household head

"No other format has this kind of listener response. All we've done is turn that input into a form of informal yet organized research,

- Al Ham
aged 45 to 64 earned $\$ 25,000$ or more annually, compared with $19 \%$ of all U.S. families. Predictions are that by 1985 nearly $40 \%$ of middle-aged families will earn that much. By the year 2000, Americans aged $45-64$ will make up $23 \%$ of the total U.S. population.

This older group of Americans has not been a prime target for radio or its advertisers, but that is changing. One radio format that has been specifically targeting for an older audience is Al Ham's "Music Of Your Life." The format, which started as an experiment on WDJZ/ Bridgeport in 1978, was first syndicated nationally in December 1978 on WMAS/Springfield, MA. Now "Music Of Your Life" is running in both its live and automated forms on over 60 radio stations from coast to coast. Some of the successes have been dramatic and some have been gradual, but one thing is clear: Al Ham's format is tuning in adults.

## More Than Big Bands

Pinning a convenient format label on "Music Of Your Life" isn't easy, as Ham explained. "It's not nostalgia. It's a kind of music and the era from which a lot of the music comes makes people think of nostalgia, but it's more than that." A typical half-hour of the format might include songs by the Glen Miller Band, Artie Shaw, Patti Page, Johnny Mathis, Anne Murray, Rosemary Clooney, Ella Fitzgerald, and Barbra Streisand.

Explaining the format further, Ham said, "We're playing a type of music that hasn't been played on radio for a number of years. Except for an occasional spot on a TV special, this kind of music has been totally blackedout since rock and roll took over. Those of us in the business really didn't realize how total the blackout for this
kind of music was. There hadn't been a steady diet of non-rock hit music on the radio for years.
"Our format plays the classic pop hits from the 30 's all the way up to the present. We can draw on an incredible number of proven hit songs performed by proven hit artists."

So to label the format "Big Band" is to miss the point. Ham readily admits his format is targeted for the 35-64 crowd, a group that he feels had been almost totally disenfranchised by music radio with the exception of Beautiful Music stations.

## Emotional Response

Before the ratings have a chance to reflect any changes Ham's format may have made in a client station's numbers, the audience responds. Ham's National Sales Director for syndication, Jim West, explains. "In all my years associated with programming I have never seen a reactive process of such high emotional level. Peo ple actually take the time to write to our radio stations by the thousands! They say things like 'I can't express how happy you've made me by putting my music back on the radio.' Because of my 'learned sophistication' in our business, seeing this kind of emotional response from listeners was like a dream come true
"The pattern repeats itself, too. Every time we put on a new station, the response has been immediate and predictable.

The Response Organized
As the format developed, one of its key elements be came the "Music Of Your Life" clubs. West explains how the clubs work: "They are a positive response on the station's part to the reaction they get from the audience. They allow the audience to become a part of the station and they allow the radio station to organize the listeners into a very unique marketing tool. However, the real basis of the clubs is the pledge to the members that the membership card they receive will have meaning and value to them. So this is not your usual promotional device."

Club cardholders are offered a wide variety of "values" from the radio stations. Several of Ham's clients have held free concerts for their club members, featuring name entertainment such as the Glen Miller Orchestra. All of the stations encourage sponsors to of fer meaningful discounts on products or services to cardholders.

## Research Base

Not only are the "Music Of Your Life" listeners organized for marketing purposes, but their vocal support is used as a research tool as well. Ham feels that listener feedback has been instrumental in helping him to refine the format. "We now have over three years of research, direct feedback from our listeners, and we

## The Men Behind "Music Of Your Life"

Al Ham<br>The creator of the "Music Of Your Life" format. He has an active background in all phases of music production for all media. As a longtime producer for Columbia Records, Ham produced Johnny Mathis, Tony Bennett, Frankie Laine, Ray Coniff, Percy Faith and many others. He has created image theme packages for television stations that are still heard in markets all over the country. Ham has also scored major motion pictures and numerous TV specials. He began developing the "Music Of Your Life" radio format in early 1978.

## Jim West

National Sales Director for syndication of the "Music Of Your Life" format. A musician and longtime creator of music and jingles for both Pams and TM in Dallas, West is currently Vice President/ General Manager of Fairwest Studios in Dallas, a full service production and syndication company.
know what the people want to hear based on their ages. We are playing and adding newer music to the format based on a compilation of all the research done at the local station level. We started out with an idea of how the format was going to sound, but it has become more than our original idea because the listeners are so expressive about their likes and dislikes. They call the stations and they write letters. No other format that I'm aware of has that kind of listener response, and all we've really done is turn that input into a form of informal yet organized research."

'People actually take the time to write to our radio stations by the thousands! They say things like 'I can't express how happy you've made me by putting my music back on the radio.

- Jim West

The A-B-C's
If the initial perception of the format is Big Band, that rapidly changes, as West explains. "The base library of music that a new client station receives has certain limits but it is quickly augmented. Eventually the station will play all the non-rock classics. Think of it as a station that plays only the non-rock hit tunes that you can't hear on any other radio station.
"The whole format is really quite simple in its A-B-C"s. ' $A$ ' is - the audience always comes first. Every consideration goes to the audience. ' $B$ ' is - attention to the client, the advertisers who spend their money on the station. If ' A ' and ' B ' are properly executed, then ' C ' will follow - the station will benefit."

Stations that have benefitted from Ham's format include his first client WMAS/Springfield. The station had a 1.0 share of the total $12+$ weekly audience before the "Music Of Your Life," and in the recently released October/November Arbitron WMAS scored an impressive 9.3. Other success stories include: WHLI/Long Island, $1.2-4.0$; KBER/Abilene, 2.6-12.6; WXKS-AM/ Boston, 0-3.4; WAVZ/New Haven, 1.6-8.2; and many others.

Apparently the "Music Of Your Life" format has captured both the imaginations and the ears of an older audience, an audience with money to spend and a fierce loyalty. As the struggle for the 18-49 audience goes on between multiple CHR, AOR, P/A. Beautiful Music, News/Talk, and Country stations, Ham has designed a music format for the older adult that has a success story to tell in over 60 markets.

- John Leader


## Page 20



## The Single "HOLD ON LOOSELY"

Is holdin' on and getting bigger everyday!

\author{
WDRQ add <br> WGCL add <br> KEZR add Q103 add <br> WOLF add <br> KEGL add <br> WFMF add <br> WNAP add 27 <br> WOW add <br> YES95 add 35 <br> KLUC add <br> 95SGF add <br> KKRC add <br> KFXD add <br> WBEN-FM $28-25$ <br> WIFI 30-29 <br> 96 KX 2420 <br> JB105 deb 32 <br> 0107 on <br> KRBE 21-17 WLS-FM on CKLW 25-20 KBEQ 25-22 KIQQ on KSFX on KIMN on B104 28-23 WPST 17-15 Q106 deb 29 WKRZ-FM deb K104 37-28 WAQY deb 26 WKEE 36-33 KSET-FM 21-17 KINT 18-17 KHFI deb 23 WTIX 32-27 <br> BJ105 22-18 WBBC 25-21 920 19-15 WBCY 21-18 WAKX 2421 KWEN 12-8 WDJX 36-19 KKXX 21 -15 KERN 25-21 KSPZ 16-12 KYSN 16-10 FM103 11-9 NCGO 20-17 WISE 19.7 WXLK 6-4 KPUR 18-14 WSPT 17-12 KDZA 23-18 KRLC 43

WAAY $27-24$ <br> Y103 15-10
}

## "HOLD ON LOOSELY" The single from the album WILD EYED SOUTHERN BOYS ${ }_{\text {sress }}$ From. 38 SPECIAL.



Fear, Delight And Brief Terror During Station Visit
We were caught redhanded. We should have been watching the door but we didn't think. We were out behind the radio station where we had discovered the all-time free treasure, about seven million albums someone had thrown into the weeds.

Frank and I were eight years old. After the movie we'd ridden our bikes to the edge of our little town, on a warm Saturday many springtimes ago, and discovered the records just lying there begging to be stacked up and taken home. That's what we were doing. Stacking the albums, paying no attention, getting while the getting was good.

The guy caught us. The back door of the radio building was open and he was staring right at us for God knows how long before we saw him seeing us. There was no time for a flying getaway. We stared at him, dropped our albums, and waited for the verdict. Probably he was going to call the cops and we'd go to jail and our dads would certainly deal with us and all that.
"You boys want to visit the radio station?
Maybe it's a trick. He just wants to get us inside where he can call the cops. We're really in for it. This is going to be even worse than getting caught playing doctor with our pants down
"Come on in. You can have all you want. We don't want them.'
He meant it about keeping the records and you could tell he was being pretty friendly and all, so we went in and there was just one room, with switches and dials and lights and reels of tape and, I'Il tell you, it looked impossible for any person to know how to run that place. But he knew. He turned the knobs and pressed switches and actually talked on the radio. We had to be quiet, and we were. Didn't even breathe. This was The Man actually talking on the radio and here we were, me and Frank, with a powerful bolt of Righteous Good Luck, standing there inside a real radio station being quiet while the man talked. ON THE AIR the red-lit sign said. ON THE AIR!

He was a pretty nice gry. We watched him a while and he showed us some of the switches and stuff, and how much power the transmitter was putting out. Man, they were all the way over, those needles on those dials.
"Look down inside there."
We couldn't look because a metal door was closed.
"Just pull her open, and look on the bottom shelf!"
Frank pulled a kind of ring and the grey metal door swung open and there were all kinds of electronic things in there, just sitting in the cabinet, and down on the bottom shelf there was . . a a blast of terror :

FONK! FONK! FONK! The loudest car horn you ever heard, blasting away right in our ears! We jumped back with adrenalin pumping out our ears. The guy had suckered us in! Acted nice, got us to trusting him, and then had us poke our heads inside an equipment cabinet so he could push a button and honk the car horn right in our faces! Really treacherous! I had to go to the bathroom right that minute if you want to know the truth.

We left. We even forgot to get the free records. Just grabbed those bikes and fired 'em up and shot home.
The man made my first visit to a radio station unforgettable. If you want to know the real truth I actually did wet my pants just a little.

I hope that Saturday-afternoon weekend jock of many years ago enjoyed his trick. When I "catch" kids behind my radio station I'm always pleasant, with no tricks. He taught me those kids never forget their first radio station encounter.

## CALENDAR

MONDAY, APRIL 6: Richard the King of England got himself captured and was thrown into a cell with a hungry lion about eight centuries ago. Richard rammed his fist down the lion's throat and powerfully extracted the beast's heart, escaped from his cell, and confronted his captor. Richard stared at his enemy, and calmly ate the lion's heart. That is how the monarch became known as Richard the Lion Heart, the almanac says. Richard died on this date in the year 1199 of complications following an arrow injury.

Merle Haggard is 44. Bob Marley is 35.
TUESDAY, APRIL 7: No one had been to the North Pole until 72 years ago today when a black man named Matthew Henson arrived. He was the sidekick of the famed Admiral Robert Peary, who organized the expedition. Henson checked out the final route, returned for his boss, and they went back to the Pole together. They were given a big parade when they returned to the U.S., and both wrote books about their exploits. Henson's was called "A Negro Explorer At The North Pole."

James Garner is 53. Francis Coppola and David Frost reach 42. Tony Dorsett is 27. California Gov. Edmund "Jerry" Brown Jr. is 43. Janis Ian turns 30. John Oates (of Hall 8) is 32.

WEDNESDAY, APRIL 8: Around the time this country was getting discovered by European explorers, there were rumors that a race of people with tails might live here. At least as interesting were rumors of a lost land of thousands of virgin girls. When Ponce de Leon discovered Florida on this date in 1513 he was searching for both the aforementioned, plus the fabled Fountain of Youth, but mostly he was looking for Indians to enslave. He found the natives of Florida 468 years ago today.

Henry "Hank" Aaron hit home run \#715, breaking Babe Ruth's record, in Atlanta on this date in 1974.
Catfish Hunter is 35. John Gavin is 46. Former First Lady Betty Ford is 63.
THURSDAY, APRIL 9: On this date in 1874 Alfred Packer stumbled into a small Colorado town, ending two months snowbound on a mountain trail where temperatures had dropped to fifty below zero. His five companions were missing. Packer eventually broke down and admitted he had stayed alive by consuming their bodies, after they were killed in a gunfight. He was convicted of cannibalism and spent seventeen years in jail.

Hugh Hefner is 55. Carl Perkins is 48.
FRIDAY, APRIL 10: Sunday is the 20 th anniversary of the first person reaching space, the Soviet cosmonaut Yuri Gagarin, who flew one orbit in 1961 and soft-landed in the Soviet Union by parachute.

On this date in 1945 Allied troops liberated prisoners from the infamous Buchenwald death camp, as Germany was about to lose the Second World War.

The unsinkable luxury ocean liner "Titanic" sailed from England today in 1912 bound for New York City Five nights out it rammed an iceberg and sank, killing over fifteen-hundred passengers.

Chuck Conners is 60 . Omar Sharif is 49. Don Meredith is 43 .


# How Will You Survive . . . Media Fractionalization 

with new TV cable systems popping up like mushrooms and satellite transmission growing steadily, there are some major changes ahead in the structure of American media usage. Broadcasters and advertisers alike have been aware of this problem for some time, referring to it as media "fragmentation" or media "fractionalization." Either term is meant to convey the idea that media "audiences" will be increasingly fragmented in the future, resulting in changes in the way media are bought and sold.

What is the likely impact of increasing fractionalization on radio? Will radio, as a medium, suffer or thrive in the upcoming years? More importantly, what can you do to try to take advantage of fragmentation, so that your station will survive and prosper in this ever more complex media environment?

## The Competition

In attempting to answer those questions, let's first take a look at the competition for advertising dollars. The major media in the U.S. are:

## - Television <br> - Radio <br> - Magazines <br> - Newspapers <br> - Outdoor (e.g., blllboards)

Of these, television, magazines, and outdoor have traditionally been "national" advertising mediai.e., the bulk of the expenditures on these media are made by national advertisers. In contrast, radio and newspapers are generally characterized as "local" media, with the bulk of their advertising revenues being generated by local businesses.

From the national advertiser's perspective, radio and newspapers have always been more fragmented than television and magazines; there are many more radio stations than TV stations and many more newspapers than magazines. Therefore, in order to reach a national audience, concern for efficiency dictated the use of $T V$ and magazines, with radio and newspaper (as well as local "spot" TV and outdoor) being used as supplementary media in important markets.

But television and magazines are losing their efficiency advantages as they fragment. As cable systems proliferate, the three major nefworks suffer audience shrinkage. And the myriad of new magazines which have sprung up the past several years (Backpacker, Cycle, Fly Fisherman, Flying, Skiing, etc.) have siphoned off readership from the traditional mass consumer magazines.

$A$dvertisers view this increasing fragmentation of media and audiences as both a threat and an opportunity. In a recent speech to the

American Marketing Association, Joseph W. Ostrow, Executive Vice President of Young \& Rubicam, emphasized that the media efficiencies achieved via network television buys will soon be a thing of the past. However, he went on to say that fragmentation makes it possible to pinpoint, through research, media vehicles which selectively target key prospective purchasers of advertisers' products.

In other words, when audiences fragment, they are not doing so at random, but rather on some sort of systematic basis which is of advertising importance. For instance, readers of Backpacker obviously constitute a very attractive target audience for advertisers of camping equipment, as well as other products. Readers who select that magazine are systematically related to another in terms of their common interest in the kinds of activities covered in that publication. (Does the term "Ifestyle" ring a familiar note?)

0ne of the real advantages of media fractionalization, then, is that an audience fragment is relatively more homogeneous than is the overall mass market. If advertisers had the proper information and media at their disposal, they would advertise only to their prime prospects. Audience fragmentation, coupled with lifestyle research, can help them move closer to that goal.

Much of the audience research that will be conducted will be done by advertisers or their agencies. But with the number of media vehicles increasing on virtually a daily basis, that will be a costty task. It is incumbent on the media themselves to shore up their competitive position by providing sound audience lifestyle data to potential advertisers.

## What To Research?

The most important component of audience lifestyle, from the advertiser's perspective, is its purchase behavior. There is a phenomenon in consumer goods marketing known as the "heavy half." The heavy half is that relatively small portion of the overall market which accounts for a disproportionately large share of sales in a particular product category. For example, in a recent study. it was discovered that only $17 \%$ of U.S. households accounted for $88 \%$ of all beer sales. Now that's a heavy half, in more ways than one! Another finding was that $25 \%$ of the households purchased $75 \%$ of the dog food sold in the U.S. There is a "heavy half" for every consumer product, even staples like bread, detergent, and toilet paper

Advertisers try to direct their messages, for the most part, to the heavy users of the product category. Obviously, if they can convince a case-a-week beer drinker to drink their brands, that's more desirable than winning over a case-every-six-months sipper! Accordingly, advertisers are constantly seeking media vehicles which display concentrations of heavy users of their produc class. A key component of your audience lifestyle
research, then, should be the consumption habits of your audience.

Asecond aspect of lifestyle research of importance to advertisers is the so-called "psychographics" of the audience. Beyond purchase habits, what other activities, interests, and opinions do these consumers share?Psychographics are a little more diffuse and difficult to measure than purchase behavior, but they are important nevertheless. As Mr. Ostrow put it, the potential value of fragmented media audiences lies in the increased ability of advertisers to communicate their messages in more "motivationally appropriate environments" than is currently possible. In other words, the creative appeal used in the advertising messages can be more closely matched to the lifestyle of the audience, thus enhancing the likelihood that the ad will be noticed by the consumer and will then have a favorable impact on the consumer's purchasing behavior.

## What Should Radio Do?

Radio has more experience with fragmentafion than any of the other media. Selective, fragmented audiences have traditionally been one of radio's selling points. Now other media are beginning to encroach on this territory, particularty television. National advertisers will always be concemed with efficiency, at least to some degree, so the threat posed by national cable link-ups and satellite delivery should not be ignored. Radio should continue to do well in the local advertising arena (unless local spot TV rates fall substantially, which is a possibility). But what about the national advertising dollar?

As the old saying goes, there is strength in numbers. It would appear that, in the future. a local radio station would be wise to associate with other stations aftracting similar audiences in different locations. For instance, a non-wired Country network could conduct a significant lifestyle study of listeners in all cities it reaches in order to offer national advertisers good information about who those stations reach, what products the listeners buy heavily, and what their psychographic profile looks like. Information of that type will enable radio to compete even more effectively for national advertising dollars as the traditionally national media like TV and magazines continue to fragment. Providing better audience research is a major challenge facing radio in the 1980's.

In a later column, I will deal with the topic of how to market your station to local vs. national advertisers.



# CONHEMDRDARY Mivetituen 

## EAGLE-97 Flies In Dallas-Ft. Worth

One of the most exciting things anyone in radio can be associated with is the birth of a new station. Whether you're putting a new station on the air for the first time, changing the format of an existing station or radically modifying an older CHR, adrenalin is never hard to come by. This week Christopher Haze gives us an in-depth look at the Dallas-Ft. Worth area's newest CHR entry, EAGLE-97 (KEGL), formerly Z-97 (KFJZ-FM)

Establishing something new in the ears of your listeners can be tough, but when you attempt to change the image of a station, especially when it may not have been all that positive, you must work doubly hard. Even in Los Angeles I have heard rumblings about "The Eagle," and the comments have been very favorable I talked with Christopher about what the station is doing now and how the change from the old Z-97 is progress-


Christopher Haze. PD, EAGLE-97
Christopher was born in Ft. Worth and has worked in radio in the general vicinity since 1972. He programmed KNUS/Dallas at two different times. He was a member of the original rock airstaff at XEROK/El Paso under PD John Long, did PM-drive at KILT/ Houston, and was the last CHR PD at KRUX/Phoenix. He also worked at the old Z-97 under then-PD Gary Mack. Christopher returned to the station when another hometowner, Michael Spears (GM and part owner of WPLP/Tampa-St. Petersburg), became KFJZ-FM's programming consultant.

## A New Direction And Name

Any radical change in format or direction can usually be traced to poor ratings and low revenue and this case is no different. "Z-97 was perceived as nothing but a teen station that appealed to passive listeners. In fact the audience was so passive, it was impossible to get them to participate in any kind of promotion that required an audience turnout. EAGLE-97 is an active and outgoing station that has captured interest in the market solely on music up to this point," explained Christopher.

He went on to mention, "Very little promotion was done in the fall because the station was in a transition period and was not ready for a drastic amount of attention. The first step I had to do was drop Z-97 and replace it with FM-97. This caused a few calls and interest from the existing cume.'

Finding a new name and identity is crucial to the future success of an operation looking to bring off an image change. "At first we toyed with the idea of calling it the 'Texas Star'," remarked Christopher, "but every bit of research indicated the target audience thought of it as a slogan for a Country station."
"Our new GM, John Hurlbutt (from sister stations WBYU-WSHO/New Orleans), and I were sitting at a bar discussing plans and drawing logos on cocktail napkins looking for call letters that spelled out a word. There are a lot of those here like KLIF, KNUS, KBOX, KVIL, KZEW, and there weren't that many to choose from. All of a sudden it hit us, KEGL, EAGLE-97. Then it was
"EAGLE-97 is a good marriage between CHR and AOR, with CHR being the dominant factor."
a race to find out if KEGL was available and make an application. We sat around anxiously awaiting word from the FCC. The green light finally came that we had KEGL and on February 19, EAGLE-97 was born."

Working with a consultant on the planning and execution of the station can have its pros and cons, depending on your point of view. Christopher describes his relationship with Michael Spears as "a great one where there is a lot of thought and a consensus of opinion." They talk every couple of days on all aspects of the station including music.

Conceptually, in Christopher's words, "EAGLE-97 is a good marriage between CHR and AOR, with CHR being the dominant factor. The playlist is generally $25-$ 30 current hits, $10-15$ LP cuts, and the oldies are deep enough to give the station variety."

Shooting for the 18-34 adult, EAGLE-97 features a heavy dose of oldies, especially in midday, where a different year is spotlighted every day. While not directly going after a teen audience, the station won't discourage teens from listening as some stations do when going for an older target.
"The air talent use a 'limited talk' approach on the air. They are not laid back, but are respectful of the music. We never talk over records. Two records are played before talk occurs. So many programmers know talking up records is an irritant, but continue to do it. No one really cares if you talk up to the vocal or hit the post," said Christopher.

This point is another example of the marriage between CHR and AOR that he spoke about earlier. "The station is far from sterile. All of my air talent stay on
"Too much research can result in a boring station."
top of the market and what is happening in the world and are allowed to communicate their ideas. I feel it is one thing to communicate and another not to respect the music. This approach," he added, "tends to make the competition seem a bit talky and irritating."

## EAGLE-97 Leaves The Nest

Once the air staff is set and the station is ready to promote, a game plan must be formulated. Over the years, Dallas has seen it all from big money giveaways to treasure hunts. In a market that has been overhyped, care and thought must go in to how the station is kicked off.

According to Christopher, "Kickoff happened only a few weeks ago. TV is a big factor in getting the word around. A seven-week TV blitz of 10 -second spots is running with prime location billboards backing up the TV spot. One of the basic philosophies behind the promotion of EAGLE-97 is not to promote it with games.
"All of our on air promotions are musically-oriented. The kickoff was simple but fun. During the first week we gave away over 1500 small prizes, one for

each song that was played. Prizes ranged from Big Macs to digital watches, Foosball tables and 12-string guitars. EAGLE-97 always has instant winners, and when we congratulate them we say, 'Thanks for landing on the Eagle.' I look for other stations to give away thousands of dollars, but they won't see the results expected for the dollars spent," predicts Christopher.

Some of the music-oriented promotions include the "Super Bowl of Rock 'n Roll," where artists, not songs were battled. There was a "Beatles A to Y, Because We No Longer Say Z Weekend." The station features daily "mini-concerts" and publishes a schedule on its survey. Tuesdays from $6-10 \mathrm{pm}$ are "Two-Fer Night," where two songs by the same artist are played back to


Urban Cowboy Christopher
back. Friday nights turn into "All Request Party Night."

One regular feature that really caught my attention was "The Party," which takes place MondayFriday from $10-12$ mid, with host Sharon Wilson. Christopher explained the mechanics. "Each hour at the top we put a single woman on the air who describes herself and her desires in a man. Then throughout the hour four or five men are put on the air with their descriptions. At the end of the hour, she makes her selection. To avoid problems, no phone numbers are handed out, but we hook up the dates at a local club, which makes for a great client tie-in. Anyone who gets married as a result must give me broadcast rights to the wedding," he joked.

As you can see, the presentation of EAGLE-97 is hybrid in nature, and so is the news. "We take it seriously and present a mixture of hard news and feature news in a straightforward but casual style. Plus we do an hourly bit called ' 60 Seconds,' where we inform the listeners about anything that is lifestyle in nature or consumer-oriented."

## Research Takes Guts

Many stations don't make a move without researching every angle and every song. EAGLE-97 uses standard research methods like call-outs, requests, focus groups, and extensive retail sales information. But Christopher feels that, "too much research can result in a boring station. You have got to sound like you're having fun, and most over-researched stations don't. I use all of my research tools and my guts because


BE SURE TO WATCH JEFFERSON STARSHIP ON ABC'S "FRIDAYS," APRIL 3RD

## EAGLE-97 Flies In Dallas-Ft. Worth

## Bits

Continued from Page 22
facts and figures never take into account the human element."

One area of proven research Christopher relies on applies to building his station promos. "I have taken a page from Fred Silverman's promotion guidelines. We stack events in promos, like they do on TV. It gives
"I don't predict that we will take the market in one or two books because there are some real good stations here. We are here to win and are in it for the long run.'
the station more momentum. Promos are produced fair ly straight without a lot of hype, but are done in an interesting manner with a four-note 'sig' that is used at the beginning to let the listener know that what is being played is not a commercial," he emphasized.
"The airstaff is what brings all of these elements together and I am most proud of them. Some have CHR backgrounds and some come from AOR, but almost all
of them have spent a number of years in the area so it is easy for them to relate to the market. We are eager to start getting them on the street to meet the folks who listen. I feel it is not only important to be looked on as a great-sounding radio station, but be able to have people who can meet the audience and communicate one-on-one with them."

## Commitment To A Long Flight Of EAGLE-97

Too often a radio station is put on the air with a new format, and upper management is not committed to staying with it and developing a longterm game plan and relationship with the market. Christopher is optimistic but realistic at the same time, saying, "I don't predict that we will take the market in one or two books because there are some real good stations here. We are here to win and are in it for the long run. This is so exciting to me to be able to do this in my home town."

Christopher concluded, "Early reaction to the station is great. In a short period of time you can hear the station everywhere, shopping centers, stores, and car radios. It's great. The station already has a personality of its own in the minds of the listeners It takes a while to erase the old image, and we have made enough significant changes vs window dressing changes in order to win." EAGLE-97 has been set free and is flying high all over Dallas-Ft. Worth

## Motion

Yes-95/Cincinnati has a new lineup: Jim Scott moves from WSAI-AM to do mornings (Street Talk 3-6); Ken Rodgers moves from AM drive to middays; Fast Eddie Coyle comes in from WFIL/Philadelphia to do afternoons; $6-10 \mathrm{pm}$ is being handled by Michelle, formerly with Z-93/Atlanta; late nights are covered by MD Barry James, coming over from WSKS/Cincinnati; Doug Silver works all-nights; and Maureen does weekends.

Bob Spence departs V-100 (KDVV)/Topeka, with 8 12 mid personality Jay Jarvis now handling MD duties .. Waylon Richards is now doing 2 -6pm at WPGC/ Washington. . . Mike Adams is the new PD at WAQY/ Springfield . . . JB-105/Providence has a couple of new additions: Dr. Grady Brock doing 6-10pm, coming in from KKYK/Little Rock; and Doc Holliday moving to all nights from WTIC-FM/Hartford.

WHND/Detroit afternoon man Jay Richards (J.J. West) departs to become PD of WCWA/Toledo, re placing Bruce Wild . . . Joe Nasty leaves the PD post at KIRO/Portland and can be reached at (206) 256-4677 Donna Halper, formerly with WRKO/Boston, is now consulting WAGM/Presque Isle, ME.

Robert Moorhead promoted from Production Assistant to MD at KIQQ/Los Angeles. Also at KIQQ, Mardi Nehrbass is upped from Promotion Director to account executive . . . Dennis Prior, MD at KJLA/Kansas City, departs to become PD at KKDQ-FM/Grand Forks.

WLOX/Biloxi, MS reports: Bob Edwards becomes Operations Manager coming in from a similar position at WKKY/Pascagoula, MS, replacing Steve Harrison. GM Pat Fagan has departed for similar duties at WPMP-WPMO/Pascagoula. Susanne Gann has been upped to Sales Manager, and departing News Director Floren Dedeaux is replaced by James Brown.

WRVQ/Richmond MD Steve Kelly is now available for music calls between 12 noon and 2 pm and from 10am to 2 pm on Mondays. Also at Q-94, Bob Walden promoted to local sales manager . . . At KTAC-AM/Tacoma Steve Armstrong has been promoted from Production Director to middays with the departure of Greg Cook. Replacing Steve as Production Director is Bob Cochran from KTNT.

Gary Franklin, afternoons at WTIX/New Orleans, has been promoted to Assistant PD in addition to his air duties. Other changes at WTIX find all-nighter "Blair" moved to 7 -midnight; replacing her in overnights is Tony Greene from B-97/New Orleans.

BJ-105/Orlando and sister station WLOF are now simulcasting AM drive, with AM PD Scott Walker hosting the show . . . Maureen O'Brien joins WROR/ Boston doing overnights from 13FEA/Manchester, where she did afternoons . . . Susan Platt is the new 2-5:30am personality on WLS-FM/Chicago, coming in from late nights at WHAS/Louisville. She replaces Dan Walker, who's moving over to WEFM/Chicago.

"THE BEATLES START TO FINISH" - WBCY 108-FM/Charlotte recently complated a very successful Beotles promotion. It all started with running the Earth News "Beatles Series" four times daily. Thanks to listener response, the idea grew to playing back every Beatles song in chronological order for a total of three complete nuns. The poster was designad by PD Bob Kaghan and Creative Services Director Mary MacMillan and was distributed free at a local audio chain. In addition to playing back all of the Beatles songs, WBCY also gave away two complate Beatles catalogues.

## CROSS INTO HIT TERRITORY WITH "SAY YOU'LL BE MINE"

WFII. on WCAO add WROR 26-21 PRO-FM add WRKO on 94Q 22-19 Y100 27-23 Q105 26-22 KRBE 27-22 KEARTH deb 30 KRLA on KSFX on KPLZadd KOPA 24-19 B104 on WFBR 30-27 WOL $F$ add 40 WTR Y 26-22 WBLI add WPST 29-26 WAEB on WAQY deb 29 WKEE add V100 add KSRR 28-27 KTSA on KINT add KHFI 17-15 KBFM deb 25 KXX106 deb 29 WERC deb 29 WSGN deb 22 WAA Y 24-23 WA XY 28-24 WBBQ 28-24 WSKZ on WOKI deb 34 WBCY deb 29 WAYS on WCSC deb 30 WQRK 29-21 WVLK on WTWR 34-32<br>WGRD add WVIC add WAKX add KWEN 26-23 WISM deb 28<br>WNAM on<br>WOHO add KNBQ on KKXXadd KSPZ 24-20 KYSN add KENO on KZZP 18-15 KRQ 29-27 KTKT on WGUY on WHEB 30-21 13FEA add WCIR add WHHY 17-12 Z102 14-11 WSGA 14-12 95SG $F$ on WFOX on WCGQ deb 28 WANS-FM on WXLK on FM99 24-19 KILE 3I-28 KSELadd KQIZ-FM deb 29 KPUR deb 23 KKXL on WTRU add 28 KWLO 29-24 I4WK on KENI add KDZA add KATI deb 32 KBOZ add KYYA deb 30 KOOK add KFXD add

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## ON WARNAR BROS.

 RECORDSPRODUCSD BY MICHAEL OMARTIAN

## THIS WEEK "EVERY ONE" OF THESE STATIONS IS ON T.G. SHEPPARD:

Z93 30-27 94Q 29-26 KPLZ add WRKO on WKRZ-FM add KSRR add KXX106 on WERC 25-23 WSGN 22-19
WAAY 21-20
Y103 on
BJ105 on WBBQ 27-25 FM100 add 25 WHBQ 24-19 92Q on

97SGF on WFOX on WCGQ on WIS E add WANS-FM on FM99 36-33 KPUR add KFYR add KKLS deb 27 WRKR 30-28 WEAQ 30-28 KCBN on KBOZ deb 27 KYYA 22-19 KRLC add

distributivi by warviar bros. recordes
PRODUCXD BY BUDDY KILLEN FOR TRXE PRODUCIIONS

Page 26

"LOVE YOU LIKE I NEVER LOVED BEFORE"
E-47125
O'BANION OBREAKKER

"LOVE YOU LIKE I NEVER LOVED BEFORE"

## O'BANDON

O'BREAKER
"LOVE YOU LIKE I NEVER LOVED BEFORE"
O'BANION
O'BREAKER

## "LOVE YOU LIKE I NEVER LOVED BEFORE"

## OBANION

O'BREAKER
"LOVE YOU LIKE I NEVER LOVED BEFORE"
O'BANION
OBREAKER
"LOVE YOU LIKE I NEVER LOVED BEFORE"

From the forthcoming album

Produced by Joey Carbone \& Richie Zito for Carbone \& Zito Productions Management: Renaissance Management


WBLX Continued from Page 3
two brothers. All three suspects are being held with out bond.

Interestingly, when Mykals went to the scene of the crime, he ended up interviewing one of the alleged murderers. During the course of the interview, the man made a comment about an earlier murder that had taken place in Mobile, revealing information about this crime that had not been released by the Mobile police. Mykals promptly turned this interview over to the police, who are currently investigating the matter.

Mykals, who joined WBLX less than a week
before the Donald murder, had previously been an air personality at WABB-FM/Mobile.

## Pauley

Continued from Page 3 specialties. Careful selection of the best-suited consultant can be very rewarding for the media owner."

Pauley noted that his new firm would specialize in the twin areas of improving profits and audience building, in station management (including personnel selection, programming, and marketing) and in the financial advisory area (mergers and acquisitions, refinancing, and the like).

## Reagan

broke into its Coglar 2:30 news and during the on with the news, cast put senior White House correspondent Sam Donaldson, an eyewitness to the shooting, on the air. All four ABC networks commenced special live coverage at $2: 36$, continuing until $8: 35 \mathrm{pm}$, following with special reports twice an hour until midnight.
At NBC, the NBC Radio Network and the Source combined to assemble extensive four-hour coverage from a large news team. In addition to straightforward bulletins, the NBC team plus affiliates combined to provide an extra dimension; for instance, Paul Gleiser, Sales Manager of NBC affiliate WFAA/Dallas, discussed his high school days with accused assassin John Hinckley Jr. At RKO, the usual news procedure of running live newscasts on the halfhour and repeating them on the hour for affiliates wishing to run it at that time was amended, with News Director Dave Cooke supervising the supplying of live inserts on the hour, quarter-hour, and half-hour for the duration. Mutual and CBS devoted similarly extensive effort to coverage, with their affiliates across the country - largely depending on them for updates, bulletins, and continuous coverage.

Special Coverage
An informal R\&R survey showed stations of all formats divided between those that broke format to go all-news and those that essentially retained their musical formats interspersed with bulletins. Talk and Pop/Adult stations leaned more heavily toward the all-news approach, while AOR's and CHR's tended to maintain normal programming to varying degrees (sometimes modifying the music slightly), augmented by updates.
Some stations unaffiliated with networks managed to devise unique ways to cover the story completely. KMPC/Los Angeles used its own resources and went all-news for several hours, keeping listener lines open (as did many other stations). Some stations tied in with Washington, DC stations; small-market News/Talk outlet WSDR/Sterling, IL used WTOP's coverage during a six-hour stint devoted to the event. WTOP also provided feeds to Australian and Canadian stations, while WMZQ aided sister station KIKK/Houston.

The Washington stations were able to react quickly and supply special angles. WASH and WMZQ, among others, learned of the shooting immediately through their routine monitorings of the police band, while WMAL got the jump on the accused assassin's identity thanks to a source in the Secret Service

Department. Other area stations supplied various forms of on-thespot coverage throughout the day.

## Credibility Problems

The conflicting reports on James Brady and earlier on whether President Reagan had been shot did cause some unhappiness among listeners and more from stations and networks. Many stations did hold off on the Brady death report, but after the White House confirmed it, most put it on the air and then were forced to retract it shortly thereafter. WMAL PD Jim Gallant called the situation "embarrassing," while NBC's Pete Hamilton said, "I don't think anyone is happy with the way it was handled." Both NBC and ABC did caution affiliates on the use of unconfirmed newsbreaks.
As usual, radio stations were able to add unique angles to the story, such as WSDR's live airing of a prayer meeting in Dixon, $I L$ (Reagan's hometown) and WKTI/ Milwaukee's putting a local minister on the air to lead the audience in prayers. Perhaps the oddest sidebar to the event occurred at

## RKO

Continued from Page 1 dio stations and formats. It will largely be outside programming in which RKO would have a coproducing and quality control role. RKO 3 is in effect syndication by satellite, and is the precursor to providing 24 hours of programming from the bird."

## All-Night Talk Show

The specific programming elements of RKO 3 will include "Overnight America," which will be a six-hour nightly talk show with three hours live from Dallas and three hours live from Los Angeles. The new talk show, a companion to RKO 1's current "Night-Time America," is seen as a key building block for the older demographic target of RKO 2.
Further elements of RKO 3's lineup will include "minipacks" of specialized programming tailored for specific formats. Burchill explained, "One of the mini-packs could be a 'rock pack' including a series of live concerts, a weekly countdown show, and nightly and weekend personality-hosted music shows all designed to fit within the format of a contemporary music station. Other specific minipacks will be announced in the fall for a January programming start."

## Interrante To Form

## Production Company

As RKO seeks programming sources to fill its third network, current network Director of Programming Jo Interrante has announced her plans to leave the RKO network in June to set up her own program production company in San Francisco. Interrante

KLAK/Denver, where listeners and newspeople from all over the country called continuously to check a rumor that Hinckley was actually former KLAK air personality John Warnock (Warnock is Hinckley's middle name, and the accused assassin is from a Denver suburb). The rumor was quite false.

Lessons Learned
A few station personnel were in the business when President John F. Kennedy was assassinated, and their experiences during that tragedy helped them cope with the current one. As WTAE/Pittsburgh VP/GM Ted Atkins put it, "Those of us who were around that November learned a hard lesson." But most of the younger radio staffers apparently responded with the correct instincts as well. Jackie Clark, News Director at KRNT-AM-FM/ Des Moines, summed up the feelings of many when she told R\&R, "This was the first time something like this has happened for many of our air staff, and I think they handled things with a great deal of professionalism.'
commented to $\mathbf{R \& R}$, "I'm not quite ready to reveal all my plans just yet, but obviously I will be initiating, gathering, and producing programming and other elements that a network in particular needs to offer its clients good product and good services."
Burchill added to Interrante's statement, saying, "This is a sad, but very friendly departure, and Jo will be helping us with some of the considerable programming needs that we will have. Jo's role here at RKO was to be in charge of all programming, news and non-news; however, that will now change. Dave Cooke (RKO's Network News Director) will have immediate responsibility for all news programming on all three networks, and Jo's replacement will have responsibility for the planning and implementation of all non-news programming for all networks."
RKO 2 and the "Overnight America" talk show of RKO 3 will both be available September 1, with a full schedule of special programming on RKO 3 ready by January 1, 1982. Burchill also announced the network's intention to acquire a portable "uplink studio" in 1982, enabling any of the RKO nets to carry live programming in stereo from almost any location.
RKO's announced expansion is, in Burchill's words, "a recognition of the multiple requests for affiliation from markets where we already are in place with RKO 1 and a fulfillment of our desires to expand our news resources to compete effectively with the television based networks - ABC, NBC, and CBS. We want to broaden the station services that we're currently providing our affiliates.'

# Performance Is Our First Priority 

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WKTU on | KEARTH 18-11 | KFMK add | G100 20-17 | WORK 10-7 | KRO deb 29 | WANS-FM 24-15 |
| WFIL 16-14 | KRLA 14-12 | KSET-FM 7-4 | WAXY 23-18 | WVLK 17 | KHYT 20-14 | WROV 24-16 |
| WIFI add 27 | KFI 17-15 | KELP add 31 | Y103 9-5 | WLOL-FM 22-17 | KTKT add | FM99 16-18 |
| 96 KX on | KIIS-FM 21-16 | KINT 25-23 | BJ105 on | WAKX deb 32 | WGUY on | KILE add 34 |
| WCAO 7-7 | KIOO 15-11 | KHFI add | WBBO on | KSTT 21-14 | WLAM 30-28 | KSEL add |
| WXKS-FM 6-3 | KJR deb 29 | KBFM deb 30 | FM100 13-9 | KRAV add | WTSN 20-19 | KVOL deb 7 |
| CKGM on | KYYX 18-15 | WTIX 3-2 | WHBO 11-9 | WISM 26-24 | WHEB 10-5 | WRKR 27-25 |
| KVIL deb 17 | KPLZ 21-16 | B97 deb 27 | KX104 20 | WIKS 31-30 | WCIR 10-4 | WEAO 24-23 |
| KRLY on | KOPA 26-23 | WFMF on | 920 1-1 | WMEE 26-24 | WHHY 4-1 | WTRU on |
| 940 6-5 | WFBR 16-9 | K094 add | WOKI 22-15 | w'JX add | WSGA 31-26 | KWLO add |
| Y100 24-21 | WOLF 23-16 | WJDX 27-25 | WRJZ 20-16 | KERN on | 95SGF deb 30 | KSLY add |
| 0105 10-7 | KC101 14-12 | KXX106 26-24 | WNOX add | KJRB 24-22 | WFOX 29-25 | KDZA deb 30 |
| WCKX 4-1 | 140 23-22 | WERC 13-12 | WSEZ add | KTAC add 31 | WISE 38-34 | KBOZ add |
| KSLO 9-13 | WKEE 38-34 | WSGN 12-8 | wcsc on | KZZP 28-25 | WFLB 31-24 |  |

Taken From The Columbia LP: "Champaign" - Arranged By James Mack • Produced By Leo Graham For B-Line Productions JC 36008

# JOURNEY"The Party's Over (Hopelessly In Love)" 

| WIFI 29-25 | WPST 25-23 | KBFM deb 26 | WBCY 8-6 | YES95 6-4 | KZZP add 29 | FM99 30-28 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| JB105 26-21 | WAEB On | WTIX 29-23 | WGH on | 92X on | KRO 28-26 | KILE 15-13 |
| 0107 on | 0106 add | B97 18-16 | KJ100 11-7 | KKXX 9-9 | KTKT deb 30 | KOIZ-FM add |
| 940 on | WKRZ-FM deb 29 | K094 22-21 | WVLK 27-25 | KERN 28-22 | WJBO deb 38 | KPUR 23-15 |
| 0105 add 25 | K104 15-12 | WJDX add | WAKX 26-14 | KYNO-FM 28-23 | WGuY deb 30 | WRKR add |
| WLS-FM 26 | WAOY deb 28 | KXX106 19-18 | KSTT 23-22 | KIOY add | WACZ 29-25 | WSPT 20-18 |
| KBEO 22-18 | WKEE 17-13 | G100 on | KWEN 15 | KIDD 23-21 | WLAM deb 34 | KDVV deb 28 |
| WGCL 16-13 | V100 on | WAAY On | KEYN-FM 20-18 | KJRB on | WICY on | KENI 35-30 |
| 0102 23-20 | KEGL 7-5 | WBBO on | 2104 23-22 | KTAC 24-22 | WCIR 30-25 | KCBN 15-11 |
| KIOO add | KSRR 19-17 | FM100 22-20 | WNAM 20-19 | KYSN 30-27 | 95XIL 27-21 | KDZA on |
| KFRC 18-13 | KSET-FM deb 27 | KX104 26 | WIKS 9-8 | FM103 8-18 | 95SGF on | KODI 24-19 |
| KSFX 17-14 | KELP 33 | 920 on | WNAP 27-23 | KMJK 28-24 | WCGO 16-13 | KOOK on |
| WOLF 32-21 | KINT deb 24 | WSKZ on | U93 29-24 | KLUC 22-13 | WANS-FM on | KFXD on |
| WTRY deb 24 | KHFI 22-20 | WOKI 34-32 | WOW on | KENO 27-23 | WXLK add | KRLC 5-4 |

Taken From The Columbia LP: "Captured" • Produced By Kevin Elson KC2 37016

# HAWKS"Right Away" 

| WFIL | JB105 | KINT | KX104 | KIOA | WFBG | KWLO |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| WIFI | WGCL | Y103 | WGH | KWEN | 95SGF | KENI |
| 96KX | WHYN | BJ105 | WLOL-FM | KTAC | KKRC | KRLC |

[^1]
## PARALIEL ONE PLAYLSTS





MIDWEST

|  |
| :---: |
| (H) indicates one of the five "hottest" records on each Parallel One playlist. |



| EAST <br> Most Added <br> KLim Cames <br> John LLernon <br> Anne Muray <br> Santana | * Hottest <br> Sheena Easton Steve Wimwood Hall \& Oates | Music Key: IDP) indicates the song is getting play during certain parts of the day and/or night (RA) indicafes the song was dropped from the playlist then re-added. |  |  |  |  |  | JTH <br> d. Hottest <br> Hall \& Oate <br> ver Wadington Ji. <br> Sheena Easton |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EAST <br> $\frac{\text { PARALLEL TW0 }}{\text { Haworcemer MA }}$ Gar Noobn <br>  HALL OATES 2-1 SHEENA EASTON 7STEVE WINWOOD 11-4 GROVER WASHINGTON JQHN COUGAR 22-17 WRAF/Rochester, NY Deve Mesen DOTTIE SMOKEY Hott BARB SHA SHEENA EASTON 8-3 HALL GATES $9-4$ GROVER WASHINGTON WKBO/Herrleburg. PA Betay Keye Hottest: SHEENA EASTON 2-1 GROVER WASHINGTON TERAI GIABS 18-11 CLIMAX BLUES BAND WKEENHITHINTON, WY Gery Mamer DOTTIE WEST CHRIS CROSS RICK SPRINGFIELD TASTE OF HONEY RUPERT HOLMES SHOT IN THE DAR Hottest: SHEENA EASTON GROVER WASHINGTON SMOKEY ROBINSON 2 WOLFISyrecuee. NY Bob Mitchell KIm CARNES JOHN LENNON CHRIS CROSS ABBA RUPERT HOLMES HOLTESt. POLICE $1-1$ CLIMAX BLUES BAND STEELY DAN $18-12$ TASTE OF HONEY $33-2$ WPSTITrenton. NJ Tom Tayior Hottest: STEVE WINWOOD $3-2$ CLIMAX BLUES BAND 7 ERIC CLAPTON $13-9$ JOHN COUGAR WTaYIAlbany, NY aill Cehtm DOTTIE WEST AEO SPEEDNAGON APRIL WINE $17-9$ SMOKEY ROBINSON STEVE WINWOOD 22-16 STYX 23-17 WAEBIAIIOHOWn PA WaEB Jotf Frank CLIFF RICHARD MICHAEL JACI Hottest: SHEENA JUTCE NEWTON 7-4 TASTE OF HONEY $12-10$ CLIMAX BLUES BAND $16-1$ JOHN O'BANION $18-14$ WHYN/Springfield. MA Andy Cerey Andy Carey ANNE MURRAY JOHN LENNON SANTANA HOttest HALL BARBR SHEEN JUICE KC101/Now Haven, CT Danny Lyoma JOHN LENNON JOHN LENNON Hotte SHEENA EASTON $4-3$ SHOKEY ROBINSON 10 STEELY DAN 23-19 RAYDIO $25-20$ CLIMAX BLUES BAND WFBR/Batrimore, Andy Szullnaki Andy Szulinet DOTT TTIE WEST Hotte SHEENA ERIC C <br> CRIC CLAFTO CHAMPAIGN |  | WGUY/Bangor, ME <br> JOHN O'BANIO <br> RICK SPRINGFIELD <br> SANTANA <br> Hoterse: POLICE S-1 TERRI GIBBS $4-2$ <br> GRANKE/KNOC KOUTS $19-1$ REO SPERDWACON 25 11 <br> WHEPP orternouth, NH <br> Alck Been <br> JOHN LENNON <br> GROVER WASHINGTON 2-1 <br> CHAMPAIGN 10-5 JAMES TAYLIOR <br> SMOKEY ROBINSON 13-10 <br> WJBQPortiand, ME <br> ANNE MURAAY <br> WHO <br> RICK SPRINGFIELD DR. HOOK <br> DR. HOOK SANTANA HOTEEST: <br> HALLEST: OATES 2-1 STEVE WINWOOD <br> SHEENA EASTON 15-9 ERIC CLAPTON $19-13$ JAMES TAYLOR $28-16$ <br> WTSN/Dover, NH <br> DON MCIEAN <br> DON MCIEAN ANNE MURRAY STARS ON 45 <br> HALL \& OATES 1-1 SHEENA EASTON 5-3 <br> GLONDIE GROVER WASHINGTON $7-5$ POLICE $11-9$ <br> WGY/bath, ME <br> Whit Mitchen <br> SANTANA (dp) ANNE MURRAY (dp) ALAN PARSONS <br> ALAN PARSONS GINO VANNELLI (dp) OR. HOOK (cp) <br> JEFF. STARSHip (dp) Hottest: STEVE WINWOOD <br> HALL OATES 3-2 JOHN COUGAR B-5 <br> JUICE NEWTON 11-7 REO SPEEDWAGON 12- <br> WLAMIL ewleton. ME <br> Chris Layne <br> KOHN IENNON KIM CARNES JOHN D'BANIO <br> DOTTIE WEST ANNE MURRAY <br> STEVE WINWOOD 2-1 GROVER WASHINGTON <br> JUICE NEWTON $11-4$ TERRI GIBBS $12-6$ JAMES TAYLOR $16-10$ <br> 95XILParkers burg. W <br> Cortu Collín <br> SHOT IN THE DARK POINT BLANK <br> SANTANA JAMES TAYLOR <br> PAT BENATAR <br> LOVERBOY 13-8 APRIL WNE 18-13 STEVE WINWOOD 19-14 <br> WACZ/Bangor, ME <br> (formerly WLBZ) Michael O'Hara <br> YARBROUGH/PEOPLES ROSANNE CASH <br> TOM JONES ANNE MURRAY <br> JOHN O'BANION TASTE OF HONEY <br> HOttest: RONNIE MILSAP 3-1 BLONDIE 5-2 <br> EMMYLOU HARRTS $15-10$ JAMES TAYLOR $17-11$ |  |  |  | KO9alitite Rock. AR <br> Michael York <br> WHISPERS CHAMPAIGN <br> RICK SPRINGFIELD QUINCY JONES $\qquad$ <br> HALL \& OATES ${ }^{\text {4-1 }}$ STEVE WINWOOD 6-2 APRIL WINE $14-9$ STYX $17-13$ YAREROUGH/PECPLES 18-1 G100/Mobile, AL Scott Grtilth <br> PHIL COLLINS <br> KIM CARNES JEFF. STARSHIP HOTEEST: <br> SHEENA EASTON $3-1$ STEVE WINWOOD $4-2$ JUICE NEWTON $8-3$ <br> JUICE NEWTON 8-3 GROVER WASHINGTON 6-4 POLICE $9-5$ <br> WAAY/Hunteville, AL <br> Jm Kendricke <br> MICHAEL JACKSON DR. HOOK <br> SHOT IN THE DARK DON MCEEAN <br> Hottest: SHEENA EASTON $2-1$ JUICE NEWTON $7-6$ <br> CLIMAX BLUES BAND $9-7$ SMOKEY ROBINSON $10-9$ FRANKE/KNOC KOUTS $25-19$ <br> CK101/Cocom, Beach. FL <br> Steve Ocean <br> TASTE OF HONEY <br> HALL \& OATES $4-1$ ERIC CLAPTON $9-5$ STEELY DAN 20-14 <br> WHO $21-16$ DOTTIE WEST 27-18 <br> WSEZWinston-Salem, NC <br> Bob Mahoney <br> JOHN LENNON GINO VANNELII BARRY MANILOW <br> KIM CARNES LEON REDEONE <br> BLONDIE 3-1 STEVE WINWOOD $8-5$ SMOKEY ROBINSON 21 <br> SMOKEY ROBINSON 21-12 ERIC CLAPTON 17-15 FRANKE/KNOCKOUTS 23-17 <br> KNUS/Dallas, TX <br> Lorie Pittman <br> PHIL COLLINS TASTE OF MONEY Hottest. <br> YARBROUGH/PEOPLES 6-1 ERIC CLAPTON 13-8 <br> SMOKEY ROBINSON 16-11 APRIL WINE $21-12$ 3 GROVER WASHINGTON $25-13$ <br> KSET-FMIEI Peso, TX <br> Joff Blake <br> KIM CARNES CHANGE REO SPERD <br> KLEEER JOHN COUGAR <br> JOHN COUGAR (dp) CARL WILSON (dp) <br> HOLEESE: POLICE $1-1$ SMOREY ROBINSON $12-6$ <br> STEVE WINWOOD 11-7 WHISPERS $13-8$ TASTE OF HONEY 17-9 <br> B97/New Orleans, LA <br> Vallia/Lousteau <br> OUINCY JONES JOMN <br> Hottest: REO SPEEDNGON $3-1$ SHEENA EASTON 10-6 <br> WHO 29-18 CLIMAX BLUES BAND $30-25$ <br> WOKI/K norville. TN <br> JOHN O'BANION JEFF. STARSHIP <br> HOLESE: HALL S OATES 1-1 STEVE WANOOD $6-2$ SHEENA EASTON $11-7$ <br> SHEENA EASTON $11-7$ JUICE NEWTON $14-9$ CHAMPAIGN $22-15$ <br> wcscicherbeton, SC <br> Chris Bulley <br> OON MCLEAN DOTTIE WEST <br> DOTTIE WEST RICK SPRINGFIELD Hottest. <br> HALL \& OATES $1-1$ SHEENA EASTON $4-2$ TASTE OF HONEY $9-$ <br> JAMES TAYLOR 13-10 GINO VANNELLT $28-24$ <br> WVLKLexington. KY Oove Murray <br> TASTE OF HONE DON MCLEAN <br> DON MCLEA <br> DOLLY PARTON RONNIE MILSAP HOt'eSt <br> BLONDIE 1-1 STEVE WINWOOD $8-5$ <br> cole | KEGUFort Worth, TX - Stovan TERRI GIBBS JOHN LENNON $\qquad$ KIM CARNES JOHN O'BANIO <br> 38 SPECIAL CLIMAX BLUES BAND <br> REO SPEEDWAGON 1 STEVE WINWOOD $4-$ JOURNEY 7-5 ERIC. CLAPTON 18-10 RUSH $20-15$ WBCYICharlotte, NC Bob Kaghan <br> STEVIE WONDER T.G. SHEPPARD LEE RITENOUR Hottest: STYX $1-1$ GROVER WASHINGTON 3- REO SPEEDWAGON $19-8$ JUICE NEWTON $\qquad$ <br> PARALLEL THREE <br> KILEGalventon, TX <br> Scott Tayior <br> CHAMPAIGN JOHN LENNON <br> DOTTIE WEST TASTE OF HONEY JOHN O'BANTON <br> JOHN DOLCY <br> KIM CARNES PHIL COLLI <br> Hottest: HALL OATES 6-1 JOHN COUGAR <br> JUICE NEWTON $16-8$ GROVER WASHINGTON SHEENA EASTON <br> KSELLubbock. TX <br> 8tan Cast <br> CHRIS CROSS JEFF. STARSHIP <br> CHAMPAIGN BARRY MANILOW <br> HALL 8 OATES 1-1 GROVER WASHINGTON <br> JAMES TAYLOR $11-$ REO SPEEDWAGON I FRANKE/KNOCKOUTS <br> WCGOCOlumbus, GA <br> Joa McClure <br> JEFF, STARSHIP RICK SPRINGFIELD RAYDIO <br> DOTTIE WEST SANTANA <br> Hotles STYX <br> POLICE S-2 STEVE WINWOOD 6-3 <br> GROVER WASHINGTON 13-9 <br> WFL B/Fayottovilio, NC <br> Larry Cannon <br> CIIFF RICHARD <br> DIANA ROSS DELBERT MCCLINTON DON MCLEAN <br> MARILEE TOM JONES CAPT - TENNILLE <br> SMOKEY ROBINSON $1-1$ SHEENA EASTON $3-2$ <br> CLIMAX BLUES BAND 29-1 CHAMPAIGN $31-24$ <br> WHHY/Montgomery. AL <br> Ril Thomas <br> KIM CARNES RAYDIO <br> UON MCLEAN JEFF. STARSHIP <br> CHAMPAIGN 4-1 JAMES TAYLOR 9-5 <br> $\begin{array}{ll}\text { CHRIS CROSS 17-12 } & \\ \text { STYX 25-17 }\end{array}$ <br> WISE/Asheville, NC <br> John Stevens <br> LEE RITENOUR JEFF. STARSHIP <br> ALAN PARSONS T.G. SHEPPARD <br> ANNE MURRAY <br> Hottest: APRIL WINE 8-1 <br> 38 SPECIAL 19-7 <br> WFOX/Gainaville, GA <br> Henk Dole <br> JOHN LENNON BARRY MANILOW <br> JOHN <br> KIM CARNES 25-22 CHAMPAIGN 29-25 <br> WROV/Roanoke. VA <br> GINO VANNELLI <br> PHTL <br> KIm $\square$ <br> TERRI GIBAS JUICE NEWTON SHEENA EASTON |  |




# DOLLY PARTON "9 To 5" 

R\&R Breaker December 19, 1980

# FRANKE \& THE KNOCKOUTS "Sweetheart" 

R\&R Breaker March 20, 1981

## DON McLEAN "Crying"

R\&R Breaker January 16, 1981

# RONNIE MILSAP "Smoky Mountain Rain" 

R\&R Breaker January 16, 1981

## HALL \& OATES

 "You've Lost That Lovin' Feelin' " R\&R Breaker September 26, 1980 "Kiss On My List"R\&R Breaker January 30, 1981

PARALLELS
Parallad I: Selacted stations in major markets the
nanteand/or exerta significant nationalinfluence.
Paratel II: Selected stations in secondery merkets that are format dominant" and/or exert a significant local or regional influence. This qualify for perallel one status.
Paratel III: Selected stations in smaller markets that are format dominant"and/or exerra a significant local influence. This parallel may
contain some secondary market stations that do not qualify for parallel two status.
Nots: (1/Format dominance is based on the Monday-Sunday, 6AM. 12 Midnight, total persons 12 plus shares as published by Arbitron. All present and possible future reporting stations are evaluated and
updatad twice annually. These evaluations take place in January andJuly.



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Others Getting Significant Action
 KHFI On, WISM on, KSP2 29 27. KCPX 3936 . KKLS On, KFXD on, KRLC 2625 . HAWKS "Right Away" (Colkmbla) 21/4

SHERBS "I Have The 8 k 파" (Atcol $20 / 0$
 on. WHHY 2-18 KPUR On, KRLC on.
SHOT IN THE DARK " PMaying Whth Lethening" (RSO) 197

96 KX on. K 104 d -39. KXX108 on, WBBO on. WCSC on, 13FEA on, KKLS On, K80Z on
 d.27, WFOX on.
TIERRA "Ma

QUINCY JONES "A No Corrda" (AGM) 18 /8
 DR. HOOK "There Didn't Hurt Too Bed' ' (CasablancalPolveram) 187

ROX "DDDDDDDDance" (Boencwelv) 18/3

2a-26. KRLC on
MELSSA MANCHESTER \& PEABO BRYSON "Lovera Artor Ar" (Arbeta)


 JIMMY BUFFEIT "TO's MY Job" GMCAN 180
 JACKsONs " "Con You Foal K" (Eplc) 14/3



MICHAEL STANLEY BAND "Lovor' (EMM Amarkel) 123



19. 0106245. WCKX 85. KIOQ on
BILL MEDLEY "Don't Know Much" (Uberty) 10/3

BILL MEDLEY "Don't Know Wuch"' (Lbenty) 10/3



# THE PICTURE PAGES 

Hartman Happening


Blue Sky's Dan Hartman was guest of honor at a CBS listening party for his new LP "/t Hurts To Be In Love." Pictured (I-r) are Blue Sky President Steve Paul, E/P/A Sr. VP/GM Don Dempsey, Hartman, CBS Records Group President Walter Yetnikoff, and CBS Associated Labels VP/GM Tony Martell.

Fools Show Interest In Bonds


EMI America's Fools played New York's Private's club and were visited backstage by labelmate Gary U.S. Bonds. Pictured (I-r) are label's Gary Gersh, group's Doug Forman and Rick Bartlett, Bonds, Fools' Mike Girard, Chris Pedrick, and Stacey Pedrick, label's Bill Burks, and manager Peter Casperson.

Kaukonen Conclave At RCA


RCA's Jorma Kaukonen played New York's Palladium and visited the label's New York headquarters for a fete beforehand. Pictured (I-r) are RCA's Don Wardell and Bill McGathy, Kaukonen, RCA VP John Betancourt, label's Tony King, manager Bill Thompson, and RCA's Mike Becce.
L.A. Artists Bowled Over


Independent promotion man Jon Scott recently staged a bowling party which aftracted numerous musicians and Tho and records personnel. Pictured (1-r) are Blues Brothers bassist Duck Dunn, Mike Campbell of Ton


Polygram Records has teamed up with "Circus" magazine for a promotion in which readers are invited to submit reviews of eight recent Polygram rock releases and compete for eight $\$ 1000$ stereo systems. Pictured are some of the principals involved in the promotion: (1-r) Polygram Sr. VP Lou Simon, Polygram Distribution's Harry Palmer, Polygram VP Len Epand and "Circus" Publisher Gerald Rothberg; PDI VP Rick Bleiweiss and PDI's Rob Singer, also closely involved in the promotion, are not pictured.

Nelson Ratings High At Roxy


Capitol's Rick Nelson played Los Angeles's Roxy recently, and was visitad by numerous industry notables backstage. Pictured (l--f) post-performance are Pickwick International's Ron Edgerton, Nelson, and Pickwick's John are
Frie.

## Guitar Fit For King



Gibson Guitars is set to market "Lucille" model instruments based on B.B. King's famous guitar. Pictured (1-r) with the guitar are MCA VP Santo Russo, King, Gibson's Don Casselman, MCA's Elaine Cooper, and King's manager Sid Seidenberg.

Kings Of Chocolate


As the latest Kings single, "Don't Let Me Know," was released on Elektra/ Asylum, the group's management presented New York E/A staffers with a chocolate record. Pictured (l-r) are Management West's Randy Phillips, and E/A's Bill Berger, Ralph Ebler, and Mel Fuhrman.

# THE PICTURE PAGES 

Phillinganes Lands On Planet


Greg Phillingenes has signed with Planet Records, with a debut album by the producerlartist scheduled for May and a single just out. Pictured (I-r) are Planet VP Dave Urso, label's Trevor Lawrence, Planet President Richard Perry, Phillinganes, manager Chris Jones, Planet's attorney Milt Olin, and artist's attorney Virgil Roberts.

MCA Picks Klique


MCA Records has signed Klique, a trio with a single due out early in April and an album in May. Pictured at the signing are (l-r) MCA VP Denny Rosencrantz, co-manager George Murphy, group's Deborah Suthers, co-manager Forest Hamilton, MCA President Bob Siner, and group's Howard Huntsberry and Isaac Suthers.

Solar Galaxy Gathering


Solar's Shalamar, Whispers, Lakeside, and Dynasty, currantly on a nationwide package tour, made an in-store appearance at a Los Angeles's Big Ben's recently. Pictured in the foreground in front of fons are (l-r) Shalamar's Jeffrey Daniel, Jody Wattey, and Howard Hewett, and Solar VP Edna Collison.

## Romantics Occasion

 Pictured (I-r, rear) are EIP/A VP Bill Freston, label's Polly Anthony, VP Larry Douglas, group's Coz Candler, E/P/A
VP Susan Blond. Nemperor's Patrick Clifford bend's Jimmy Merinos and Rich Cole and E/P/A's VP Susan Blond, Nemperor's Patrick Clifford, bend's Jimmy Marinos and Rich Cole, and E/P/A's Lori Holder,
(1-r, front) group's Wally Palmer and managers Joel Zuckerman and Arnie Tencer.

Diamond Platinum


Neil Diamond was awarded platinum plaques from South Africa and the UK. Pictured at the Los Angeles presentation are (I-r) EMI South Africa's Paul Zamek, Capitol/EMIA/Liberty VP Helmut Fest, Diamond, and Capitol UK's Martyn Cox.

Gold Cameo Appearance


Cameo leader Larry Blackmon was congratulated by Polygram executives for the group's gold album "Feel Me." Pictured (I-r) are Polygram's VP's Bill Haywood and Lou Simon, Blackmon, Polygram VP Don Colberg, and Polygram Dis tribution President John Frisoli.

## Jett-Propelled Party



The Boardwalk Entertainment Co. threw a brunch for Joan Jett on the occasion of her recent Los Angeles gigs. Pictured (1-r) at the festivities are (II-r) CBS VP Frank Mooney, Boardwalk President Neil Bogart, and Jett. McMahon Fans At Country Chub


ARC/Columbia artists Gerard McMahon \& Kid Lightning played the Country Club in Los Angeles in a KMET-sponsored low-priced concert. Pictured after the show are (I-r) Columbia's Bob Garland and Greg Phifer, manager Inwin Mazur, McMahon, and Columbia's Jim McKeon.

## WOR Builds London Bridge

Contrary to the popular childhood rhyme, London Bridge is not falling down. WOR/ New York continues bridging the gap between the old mother country and the grownup colonies through occasional visits, the third of which begins April 6.

For five days from 7am-noon New York time ( $1-6 \mathrm{pm}$ in London) WOR will broadcast live from the Duke of York's Theatre, owned by London commercial station Capital Radio. According to WOR VP/GM Rick Devlin, this most probably represents the first time any station has done 25 hours of live broadcasting from such a locale. With the help of station personalities John A. Gambling, Joan Hamburg, Arlene Francis, Sherrye Henry, and Don Criqui, the station plans to "recreate the sights and sound of historic and contemporary London.'

The first two hours of each day will be devoted to a reasonable facsimile of the regular morning show. The remainder of the time will be spent at various points of interest: the House of Parliament, Churchill's war room, and Hyde Park to mention a few. Prerecorded observations/interviews plus guest stints featuring British celebrities and government leaders round out the programming.

Let's Get Away
WOR's first visit to London was via the SST Concorde. The second was comprised of five hours of broadcasting focusing upon a "Modern Tale of Two Cities," a comparison between London and New York, based upon education, economy and the crime element. What distinguishes this visit from the previous two is the getaway vacation tour package offered through TWA to WOR listeners. One hundred listeners have signed up for the nine-day tour, which also happens to coincide with WOR's week of live broadcasting. Paying an average of about $\$ 1100$, tour members receive

## News/Talk Personalities

ON THE MOVE: Several changes at ABC's WXYZ/ Detroit: Effective March 17, John Harper named Assistant Operations Manager from the News Director post at KARO/Portland, OR. Beginning April 6, talk host Mike Miller moves his show to morning drive. His "Morning Newstalk Program" will feature live two-way telephone talk with newsmakers and celebrities, as well as the latest in news, weather, traffic and sports. Coming over to fill Miller's vacated 9 -noon slot is Mark Scott, former talk cohost at WTWN/Grand Rapids. And Joel Zelle appointed utility host at WXYZ, overseeing weekend news/talk programs and developing talk program concepts . . . Stephen Raleigh joins WOR/ New York as Assistant Chief Engineer; he was staff engineer at sister stations WRKO/WROR in Boston. Station announces the hiring of Donna McIntyre as coproducer of the Joan Hamburg show . . . WIND/Chicago welcomes back Susan Eggleton as Programming Manager, replacing Joe Gillespie. In addition, Dave Stewart has been promoted in-house from morning news editor to weekend news anchor . . Dick Pomerantz, originator (in Charlotte, NC) of the "White Armband Movement" (R\&R 12-7-79), now talk host at KSTP/ band Movement" (R\&R 12-7-79), now talk host at KSTP/
Minneapolis-St. Paul, recently conducted his first radio remote from the nation's capital . . Debuting March 30, former Washington State Governor Dr. Dixy Lee Ray offers a series of "Speaking Out" commentaries on KVI/Seattle. Station's Mark Savan will originate his midday show from Washington, DC throughout the week of April 6 via satellite, allowing local listeners to phone in and talk with various guests. HAPPY BIRTHDAY: Congratulations to KMOX/St. Louis, which recently celebrated its 21st anniversary TAX RELIEF: WXYZ/Detroit airs "Tax Tips" from March 2 thru April 10. Other stations offering tax advice to their listeners were WMCA/New York and KYW/Philadelphia . . KPRC/Houston recently aired a five-part series titled "Contra-Bandits," a detailed look into smuggling activities in South Texas, Mexico and South America . . LEUKEMIA BENEFITS: KOA/ South America... LEUKEMIA BENEFITS: KOA
Denver presented the ninth annual leukemia radio event from February 28 to March 1. The station broke all records, bringing in over $\$ 53,000$. Further west, KGO/ San Francisco's Leukemia Cure-a-Thon, March 13-14, raised over $\$ 130,000$. Station personality Russ Coughlin served as emcee. WOR/New York conducted a 22 -hour served as emcee. WOR/New York conducted a 22 -hour
broadcast on behalf of the fight against leukemia; donations totaled over $\$ 185,000$.
air fare, hotel accommodations, sightseeing excursions, and dinner at select London restaurants. They will also attend the theater and breakfast with the managing director of Harrods Ltd., a famous London store.

The station itself will sponsor a dinner and cocktail party allowing tour members a chance to personally greet station personalities. During the course of the broadcast week, the visitors are also invited to drop by and watch the proceedings.

## Other Unique Features

As if the tour package were not enough, there are a couple of other special features to WOR's London broadcast. For one thing, the station will only run seven or eight minutes an hour of commercial time. And there are only four sponsors. Why? Devlin explains, "It is a very unique editorial environment for a client to be involved with. The package was so expensive and we didn't want to go out and sell it as a spot carrier. And from a programming standpoint, we wanted to really be able to highlight it and cover it well." Additionally, for the first time the renowned Harrods will advertise on radio in the New York market. Its only other foray into New York advertising consisted of a double-decker busboard several years ago.

According to Promotion Director Paula Tennenbaum, the London trip had been in the planning stages

Gail
Mitchell

as early as six to seven months ago. So it's more than just a fly-by-night endeavor. By the same token, the station is working on a mostly cash basis; thus far advertising amounts to about $\$ 180,000$.

In the long run, is the work and cost worth the trouble? "Absolutely," Devlin emphatically replies. "I've never seen anything we've done get such excitement. And when TWA considers 35 people a really successful tour and 100 of our listeners have signed on and are willing to spend that kind of money
. it is undoubtedly worth it.'

## WCAU Rings In New Sound

The radio industry faces several future challenges following deregulation and the possible advent of the 9 kHz ruling, including the possibility of more stations. So it becomes more important than ever before to develop and maintain a fresh sound that can be heard above the din of other broadcast voices. WCAU/Philadelphia is taking a step in that direction.

Under the guidance of veteran consultant Mike Joseph, VP/GM Sherman Wildman, and Assistant Program Director Andy Goodman, the station, according to Joseph, falls between traditional all-News and all-Talk. Yet it isn't a News/Talk format. "We haven't tagged a name on it," continues Joseph. "We don't have news blocks and we don't have solid talk block either. It does sound different, believe me."

Then how does Joseph perceive the old sound of WCAU compared to its rebirth? "It was a talk sound featuring experts and specialists in two- or three-hour blocks per expert. And now we are going into a current issues, general interest, strong personality sound. We are incorporating extremely strong news coverage and integrāting a combination of news and/or talk with on-


DRIVING HER POINT HOME - Pamela McInnes, Airwatch pilot for KMPC/Los Angeles was the only woman to compete in the recent (3-14) Long Beach Grand Prix Toyota ProlCelebrity race. Air personality Robert W. Mor gan also originated his morning show live from the race site that proceding Friday.
the spot news reports, two-way telephone interviews, conference calls with newsmakers and celebrities, plus humor and entertainment."

## Flexibility Is The Key

Upon hearing Joseph's explanation, you'd be inclined to describe the change as leaning more to allNews - especially since WCAU is a CBS-owned outlet. Also, the station's principal market rival is all-News leader KYW. Joseph, however, adamantly points out the difference. "KYW is all news. Ours is news integration and strong news support within. It is extremely flexible, unpredictable. We never know what we are going to be into from one hour to the next. In other words, any major stories are fully developed whereas the normal allNews station will devote one-minute per half-hour on the lead story and they'll have 30,40 , or 60 items in a halfhour. So we will play with the big stories and bring in all these ingredients. We'll also cover sidebars.'

And as far as the CBS connection is concerned: "We are utilizing the full facilities of the CBS radio network and all the worldwide correspondents, which is another great asset as to why and how a sound like this can be pulled off."

## Feel Of Philadelphia

Since Joseph began consulting the station in December of last year, the station has adopted "WCAU - The Feel Of Philadelphia" as its slogan. An advertising campaign, including television and newspapers, is slated for the near future. Meanwhile the station recently wound up its "First Annual WCAU Reunion." Those familiar with Joseph will no doubt immediately recognize the similarity between this promotion and the "Battle Of The Famous" he put together for WFIL, among others, pitting the songs of Chubby Checker and Bobby Rydell against those of Elvis and the Beatles.

In keeping with WCAU's new identity as well as the format, Joseph lined up 100 Philadelphia radio and television personalities, past and present, representing 40 years of communication. For one week beginning March 16, the likes of Dick Clark, Ed McMahon, Jack Klugman, Hy Lit, Joe Niagra, Larry Kane, Frank Rizzo, Joey Bishop, and 20th Century-Fox VP Dave Parks were welcomed home again live over WCAU airwaves. The once-an-hour discussions centered primarily upon what they are doing and thinking now, staying in line with the station's aim to be as current as possible. The promotion also served as a transitional link between the old sound and the new - something Joseph usually does regardless of station format.

## Looking Into Crystal Ball

Joseph is understandably prejudiced when it comes to the success of the WCAU sound. But, generally speaking, he foresees this as the route for AM radio in the 80 's. "This is where AM radio should be in the 80 's. And the combination of the best of talk, the best of news, and the best of personalities - then you've got all the major ingredients to make it work."

# AOR MD's On The Future Of AOR Music 

This week we continue our series of articles focusing on the changing AOR listener demographics. As the postwar baby boom grows up, taking its buying power with it, will AOR be able to maintain its listening hold on this powerful age group? To assure ourselves of key commercial buys in the future, we must make certain we attract older listeners.

How will AOR music have to change to accommodate the "greying of America?" That's what I asked several AOR MD's nationwide this week. Their answers provide significant insights into possible futures for AOR in two ways: first, the ways in which our musical spectrum will be changing; and second, as indications that behind every great PD there's an equally hard-working, knowledgeable Music Director. You don't need to look further than the ranks of today's MD's to find many of tomorrow's finest AOR PD's, as you'll see by reading on.

## Mike Lyons WDIZ/Orlando MD

I think we'll see fewer adds purely on style and more adds that look for a track that stays within the format at the same time that it has a mass appeal; a track that appeals to the standard 18-34 rock and roll listener but also a track familiar and popular enough to make your 25-34 or older listener comfortable with it.

Stations will have to stop adding albums that just sound good for the format. You'll see more of an emphasis on song rather than style, and lyrics
"Stations will have to stop adding albums that just sound good for the format."

> - Mike Lyons
will become more important as well. The standard hard lyrics, "let's get down and get crazy" sort of thing, will not do stations any good.

So far as musical styles are concerned, I think you'll hear less noisy music, and less of the long jam songs. I don't think jazz will be the answer, either; a lot of "jazz" is not so much jazz as much as it is quasi-hip easy listening. You're not going to see AOR's go after that; it screws up going to see AOR's go atter than is about as far as you're going to see them go, unless something new comes along.

## Kid Leo WMMS/Cleveland MD

We're in a rather unique situation, because we already have very strong 25 34 listening.

I feel you can't be afraid to play a strong track like Dan Fogelberg's "Longer," dayparted of course; dayparting will be a key for AOR's in the future. In the same respect, you can't be afraid to play new music, a la U2 or Vapors, for two recent examples. You're going to have to have a grasp on new, old, and all types of music; no longer shall you become modal, hard, soft. You're going to have to be what you originally set out to be: an all-purpose radio station."

## Dana Jang KOME/San Jose MD

I don't think there's any one formula suggested. We have to keep in touch with what's going on in our communities. We have to be cognizant of our older listeners' lifestyles through research and continued contact with them. It's a whole marketing process.

Musically, as always, it's the songs people should be cognizant of; not new wave, not jazz, not country or whatever. It's the tracks that will hook the audience.

If we are concerned with new music, I think we'll have to work hand-in-hand with the record companies. The older audience gets away from it;
"We have to be cognizant of our older listeners' lifestyles through research and continued contact with them."
-Dana Jang
it's not their whole life. They have a lot of different interests, and if new music is to be accepted, record companies have to be aware of all the avenues in which they can expose it. Radio airplay alone won't do it; it'll take a whole lot more.

## Joe Bonnadonna

## WMMR/Philadelphia MD

I don't think AOR music will have to change that drastically. If anything, it may lean more familiar, more hit-oriented. But a good record will have across-the-board appeal.

It's impossible to stereotype an older listener's musical tastes. Some like new wave, while others like the softer spectrum. There's a real split and radio needs to cater to both.

We'll need to be very selective about what we choose. When people turn on the radio, they want to feel comfortable. AOR has been around long enough that it has established a familiar base of music from several different styles.

## Gloria Johnson

## KGON/Portland MD

Musically, it's not what you play, it's how you play it. On the air I constantly ask myself, "How is this being perceived?" It's flow and balance. AC/DC by themselves are not necessarily a tuneout for older demos any more than Steve Winwood by himself has to be a tuneout for teens. It's what you surround that cut with that makes the difference.

Older demos may not be as loyal as some of our younger listeners, but I find a lot of people in their thirties who use KGON as they use coffee or other stimulants: "I leave my dial set at 92 and when I need some energy I turn on the radio."
"AC/DC by themselves are not necessarily a tuneout for older demos any more than Steve Winwood by himself has to be a tuneout for teens.'

- Gloria Johnson

This is where consistency comes in, and longevity helps too, giving your audience time to grow up with you.

There seems to be a tendency for stations to suddenly soften up dramatically after they've succeeded in capturing the younger demos, supposedly to widen the station's appeal. This kind of thinking scares me, as you may accomplish nothing more than diluting your image.

With new music, it has less to do with hard or soft than it does with whether it's a great song. Once it makes it on the air it becomes the way it's presented that's important.

## Bobbin Beam

## WLPX/Milwaukee MD

Just because someone turns 25 doesn't mean they're going to start listening to the easy music stations. I think the people who grew up with the format will be inclined to stick with it. What it boils down to is researching your audience, knowing their tastes and needs, and delivering what they want. If that means sprinkling in some of the earlier material from the sixties, so be it. I think we'll see a resurgence in older material on the radio; people feel good hearing their "old friends," as it were, on the radio. Things that haven't been on the radio for awhile will probably come back. But you can't throw those into your format blindly; you should research them to see what they want to hear again.

## Phil "Strider" Robinson KBPI/Denver MD

AOR is in an enviable position, as the format's core audience is rapidly becoming the predominant demographic, soon to have the highest percentage of disposable income, leisure time, and social and economic influence. Couple that with the everincreasing shift from AM to FM and you have tomorrow's MOR format in the form of today's $A O R$.

Of course, AOR must evolve with our core audience, and adapt to its changes in taste; it is changing and maturing even now. Any programmer who doesn't keep on top of these changes won't survive. But that's nothing new. A tree that doesn't bend to the prevailing breezes won't live to be very tall.

Musically, I think heavy metal will have to be left with the dinosaurs. The older-end listeners can't tolerate it as much anymore, if at all. Any station that continues to have heavy metal as its staple will still get a lot of teens, but the teens don't take up as big a percentage of the population anymore.

I think and personally hope that jazz is going to start creeping into AOR more and more. And, like it or not, music is going to be toned down a bit. That doesn't mean AOR won't have energy. But I think there'll be more texture and variety, and some jazz. I find people my age are turning more to different styles, experimenting with fusion jazz - not Coltrane; more like Crusaders, Spyro Gyra, Tom Scott. I think radio will react to that.

COMING NEXT WEEK: As this week's AOR article points out, our format is everchanging, ever-maturing with its audience. So is the AOR section of R\&R, which next week introduces a new music chart and alters another to better suit the music research needs of AOR radio. Check the changes next week.


Bill Mims has been upped from KDUK/ Honolulu MD to PD (he'll also keep his MD job). He replaces Ken Hutchinson, who retains his airshift . . . Malcolm Gray has been upped to Asst. PD along with his MD post at WRCN/Long Island . . . Mark McLaren has been appointed Acting PD at KZOM/Beaumont . . . Ron Parker has exited as MD at WQXM/Tampa; his replacement is Moby . . . Jim Kinney has been named MD at WTUE/Dayton . . WIBA/Madison MD Mike Hayes has exited. . . Tim Bedure has taken on the MD job for KZAP/Sacramento . . Sambo Roberts has joined KQRS/Minneapolis for mornings from WRNO/New Orleans . . . Daddy Wags has switched from nights to mornings at WLVQ/ Columbus, as Joan Friedman has been upped from weekends to overnights, and Russell Carey has joined for weekends ... Lee Corey has joined KAZY/Denver from KEYN/Wichita as Production Director . . . Laurie McDonald is new to overnights at KFMH/Muscatine, replacing Deeya McClurkin, who has joined TK101/Pensacola Andy Peterson has joined WDIZ/Orlando from neighboring WORJ for weekends.


TASTY DEBUT AT WPLJ - WPLJ/New York re cently debuted Chrysalis's Robin Trower's new LP, "B.L.T."'; Dorothy Vanturini, station MD (left), and Malverne promotion man Jerry Ross (right) are pictured sampling the product.


EPIC ROCK: Epic Records and KISW/ Seattle have joined forces to produce "Epic Rock," a unique album that combines live, previously unreleased tracks by Epic artists with airchecks of the KISW jocks.

The promotion ties in with KISW's tenth AOR anniversary, with the album being sold locally for $\$ 2.00$ as a commemorative disk. Aside from mini-airchecks of KISW's airstaff, the record includes live material by REO Speedwagon, Cheap Trick, Molly Hatchet, Angel City and Gary Myrick.

PD Beau Phillips arranged for the promotion with Epic National Album Promotion Director Bob Feineigle, who last year produced a similar project with WBCN/Boston and live David Werner tapes. 5000 "Epic Rock" albums were pressed, and according to PD Phillips, almost half were sold in the record's first almost half were
weekend of release.


WMET SUPPORTS LOCAL ROCKERS - WMET/Chicago cosponsored a successful dance concert with rock video presentations. Featured were a number of local acts. Pictured backstage after the show are the Odd's Jo Jackson and Hugh Hart, B.B. Spin's Johnny Mo, WMET MD Dave Benson, B.B. Spin's Louie Boundervant "Doc Rock," and Jam Productions' Arny Granat.

U PDATE

WCAS/Cambridge is caught between a buyer and a hard place. The station currently awaits new ownership, a process that may take quite some time. There's some problems over dial position with another Boston area station that wants to move to a vacant dial position that WCAS and the FCC consider too close for comfort. Meanwhile, the station owners are in debt and can't afford to pay the airstaff's salaries, so numerous benefits have been held to raise salaries. Now funds are running low, and current station coowner Dan Murphy said, "The future is unclear; going off the air till the new owners come in is still a possibility." Stay tuned for future developments ... WZXR/Memphis got caught with its promotional pants down recently. Three years ago, a listener won a promotion whereby she was to receive an album a week till the year 2000. But then-PD Tom Owens exited the station to PD at KZEW/Dallas, and at the same time, the prize-winner moved (coincidentally) to Texas and stopped receiving her albums. After writing the station several times without hearing from them, the winner wrote a local newspaper "Action Please" column. They spoke with station GM Bill Thomas, who said the station lost the promotional value of the contest when the winner moved out of the listening area. After further discussion, Thomas agreed to begin mailing the winner's albums, so long as she pays postage . . . A trivia contest held in conjunction with WNEW-FM/ New York's world premiere of the "Rock Years" 48-hour special from Westwood One gathered 15,000 letter entries within three days . . WLUP/ Chicago has given away the last of its five $\$ 100,000$ checks in its "Loop Songs" promotion . . . Speaking of big-bucks promotions, KDWBFM/Minneapolis is repeating its $\$ 40,000$ giveaway over the next several weeks, awarding $\$ 101$ or $\$ 1000$ to phone callers or people on the street who tell a station rep they listen to KDWB-FM Just released are two new Homegrown-type albums, from K-97/Edmonton and KZOK/Seattle .. Happy AOR birthday to CHEZ-FM/Ot tawa . . It's tax time, and Y-95/Rockford is giving listeners a tax break by trading correct an-

kyys celebrates source signing - Don Par. do joined the KYYS/Kansas City staff during the morning show to halp the station celebrate its new Source affiliation. Pictured (1-r) are Pardo and station's Jay Cooper and PD Dick Wilson.
swers to the station's trivia quizzes with free tax preparation by H\&R Block ... WQMF/Louisville is asking listeners to send in their Eric Clapton get-well cards to the station, which will forward them to the artist. Additionally, fifteen of the cards' senders will be picked to receive copies of the latest Clapton album ...WLAV/Grand Rapids' "Rock Bottom Bazaar"' attracted 100,000 and sold $\$ 750,000$ in merchandise in twenty hours . . . Q107/Toronto air personality All-Night Andre's interview with members of Rush will be pressed into a promotional disc for radio station use by Mercury/Polygram. Speaking of Rush, WIOT/Toledo has a contest going on surrounding the new Rush album, "Moving Pictures." The station's asking listeners to come up with the names of all the Rush albums to date, in order of release, to become eligible to win tickets to a movie per week for a year. WLPX/Milwaukee awarded twelve hours of recording studio time to the winner of its 5th annual local talent search; 36 bands competed WKLC/St. Albans is celebrating its first AOR anniversary for 105 days, with giveaways of albums, stereos, and projection TV's . . Available from KATT/Oklahoma City is its four-color 1981 poster calendar . . . Lots of AOR's have had success with discount card promotions, but WVBR/Ithaca may be the first college station to give it a try, with excellent results: it has already given out over 25,000 of its "Gold Cards" . . . KILO/Colorado Springs is awarding four trips to London to listeners who can identify the artists and songs in the station's "British Invasion" three-tune sets
.WSRZ/Tampa is sponsoring a Backgammon tournament, with proceeds going to the Suncoast Seabird Sanctuary, and a $\$ 1000$ grand prize going to the tournament winner . . KXXY-FM/ Oklahoma City has begun a series of rock video tape simulcasts with a local UHF TV channel. WPLJ/New York broadcast an unusual concert recently, when it ran a reunion appearance of the original members of the Blues Project . . . KTIM/ San Rafael is moving to 1623 5th Avenue, San Rafael, CA 94901.

CONCERTS\&CONVERSATIONS
PRESENTATIONS: LOVE94/MIaml presented Don McLean for free . . . WCCC/Hartiord presented Doug \& Slugs for $\$ 2.07 \ldots$ KVRESAanta Rosa presented Tom Fogerty for $\$ 1.01$.

BROADCASTS: Root Boy Slim on WNOR/Norfolk... Blue Oyster Cult on WLUPIChicago ... Kings on WOUR/Utica.

GUEST DJ'S: Ted Nugent on CHEZFMIOHtawa.
CONVERSATIONS: .38 Special on WKLC/West Virginia . . Don McLean on LOVE94/Miaml . . Doc Hoillday on WODR/Raleigh ... Doug \& Slugs, Gerard McMahon on WCCC/Hartford ... Donnie Iris, Santana on KLBJ/Austin... Dave Edmunds on KZOK/Seatthe . . U2 on KSJOISan Jose . . Kingbees, Brains, Joe KIng Carrasco on KNAC/Long Beach ... Jorma Kaukonen, Dave Edmunds on WNEW-FM/Now York ... . 38 Special on WXKEFFt. Wayne . . . Joan Jett, Pages on WKZL/Winston-Salem . . Kings, Rings on WOURI Utica . . REO Speedwagon on WSYR/Syracuse Dave Edmunds on WMMS/Cleveland . . . Rick Springfield on WSLQ/Roanoke . . . Rush, Dave Edmunds on CHUMFMIToronto . . . . 38 Special on WQUT/Johnson City.


## Chart Summary

airplay champion this week, as CLAPTON edged out WINWOOD both in hots and total reports. WHO jumped way up to number two in their second week of AOR airplay ond week of AOR airplay
activity, and with their activity, and with their
total reports so close to total reports so close to
Clapton's, there may be Clapton's, there may be
an intense race for \#1 an intense race for \#1 next week. Though air
play competition kept him from climbing, COLLINS grew in hots and total reports. TROWER built in hots, while STONES jumped as adds converted. TAYLOR had an excellent play. TRAVERS and KROKUS climbed. SANTANA debuted with a potent combination of reports of the two-cut album sampler inot represented numerically on their Most Added breakdown), along with early adds of the album itself, PRIEST debuted nicely. SPRINGFIELD, FRANKE and KIHN all showed significant growth. BUFFADFINGER HAWKS debuted while AC/DC debuted while AC/DC
bounced back on the bounced back on the
chart. PLIMSOULS, DOC chart. PLIMSOULS, DOC
HOLLIDAY, and ALAN PARSONS almost charted this week. INOTE: DON NIE IRIS, who fell off the chart this week, spent an impressive 25 weeks on the AOR Airplay/40.)
The Album Airplay/40 chart epresents activity based on a combination of add, medium and
hot album reports and singles hot album reports and singles
mentions. Artists' chart numbers are displayed over a four-week period. The artists in italics registered the most rapid gains in airplay or in rotational conversions for the week. Album cuts are listed in order of popularity: cuts in
bold type are also current singles.

## MOST ADDED.

| 1 |  | $4 / 3$ | 3/27 | 3/20 | 3/13 | 3/6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUDAS PRIEST | $78 / 55$ | 51/49 | 3/3 | 010 | $0 \%$ |
|  | Point Of Entry (Columbia) | M. 20 | M. 2 | mo |  |  |
|  | "Highwar" | ${ }^{\text {H.3 }}$ | ${ }^{\text {H.O}}$ | $\stackrel{\text { r.o }}{ }$ |  |  |
| 2 | SANTANA | 36/31 | 010 | 00 | $0 \times$ | 010 |
|  | Zebop! (Columbia) | $\begin{gathered} \mathrm{M} \cdot 3 \\ \mathrm{H} \cdot 2 \end{gathered}$ |  |  |  |  |
| 3 | Greg kinn band | 71/29 | 75/75 | 1/1 | 00 | 010 |
| Tie | Rockihnroll(Berserkley) | M. 31 | M. | mo |  |  |
|  | "Breakup Song" | H. 11 | H. | но |  |  |
| 3 | OzZY OSBORNE | $29 / 29$ | 4/3 | 3/2 | 110 | 210 |
| Tie | Blizzard Of Oz (Jet) | м 0 | M-1 | M. 1 | Mo | M. 2 |
| 3 | "Don't Know" | ${ }^{\text {H0 }}$ | ${ }^{\mathrm{N} \cdot 0}$ | ${ }^{\text {Ho }}$ | H .1 0.0 | $\stackrel{\text { H-O }}{ }$ |
|  | GINO VANNELLI | 31/29 | $0 / 0$ | 010 | 010 | 010 |
|  | Night Walker (Arista) Title | $\begin{gathered} \text { M-1 } \\ \text { H-1 } \end{gathered}$ |  |  |  |  |
| 4 | KAMPUCHEA | $23 / 23$ | 0/0 | 010 | 010 | 010 |
| Tie | Various Artists (Atlantic) | mo |  |  |  |  |
| 4 | Various Cuts COLD CHISEL | $\begin{aligned} & \mathrm{H} \cdot 0 \\ & 23 / 23 \end{aligned}$ | $0 / 0$ | 010 | 00 | 0/0 |
|  | East(Eleak tra) | M. 0 |  |  |  |  |
|  | "Standing On" | ${ }^{+0}$ |  |  |  |  |
| 5 | HAWKS | 49/17 | 40/18 | $28 / 20$ | 20/76 | 77 |
|  | Hawks (Columbia) | M 27 | M 20 | M 8 | M 4 | мо |
|  | "tt's All Right" | н 5 | H. 2 | н. 0 | н.O | н.O |
| ${ }^{6}$ | CRETONES | 16/16 | 010 | 0.0 | 010 | $0 \%$ |
|  | Snap! Snap! (Planet) | M. |  |  |  |  |
|  | "Empty Heart" |  |  |  |  |  |
| 7 | VAPORS Magnets (Liberty) | ${ }_{M-5}^{20 / 14}$ | $\begin{aligned} & 3 / 7 \\ & M \cdot 1 \end{aligned}$ | $\begin{aligned} & 6 / 6 \\ & M 0 \end{aligned}$ | 00 | 00 |
|  | "Spiders" | H. 1 | H. |  |  |  |
| 8 | kRokus | 76/13 | 76/36 | 68/58 | 00 | 00 |
|  | Hardware (Ariola) | M. 55 | M. 38 | м.0 |  |  |
|  | "Winning Man" | $\mathrm{H}^{\text {-8 }}$ | H-2 | ${ }^{\text {H0}}$ |  |  |
| 9 | TOM DICKIE \& DESIRES | 1612 | 14/74 | 010 | 010 | $0 \%$ |
|  | Competition (Mercury/PG) |  | M. 0 |  |  |  |
| 10 | pat travers | 87/11 | 85/23 | 88.86 | 22 | 010 |
|  | Radio Active (Polydor/PG) | M. 59 | M. 51 | M. 1 | Mo |  |
|  | "New Age Music" | ${ }^{\text {H }} 17$ | ${ }^{\text {H. }} 11$ | H | ${ }^{\text {H.O}}$ |  |
| 10 | GREAT BuILDINGS | 21/11 | 15/74 | 5/4 | 1/4 | 010 |
| Tie | Apart from... (Columbia) | M. 10 | M. 1 | M. 1 | Mo |  |
|  | "Hold On To" | но |  |  | ${ }^{\text {H.0 }}$ |  |
| 10 | Shot in the dark | 20/11 | 18/13 | 10/10 | 00 | 010 |
|  | Shot in The Dark (RSO) | M 6 | M. 4 | M. 0 |  |  |
|  | "Lightning" | H.3 | $\mathrm{H}-1$ | н. ${ }^{\text {O}}$ |  |  |

The Added reports of charting artists are displaved over a fice week period. They are tisted in order of total reports within the specific rotation
for the week. Two numbers follow each album title. The first represent: total number of our reporting stations playing the allbum this week. The serc ond is the number of those stations that added it this week. Below these numbers are breakdowns of the album's reports
week. The album's preferred airplay cut is listed


|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 |  |  | 3/27 | 3/20 | /13 | 3/6 |
|  | ERIC Clapton | 157/147 | 7456/138 | 8159/130 | 196624 | 25/4 |
|  | Another Ticket(RSO) | A. | A. | A. 7 | A.111 | A. 15 |
|  | "I Can't Stand It" | M 1 | M-18 | M. 22 |  | M. 6 |
| 2 | WHO | 156/141 | $1754 / 15$ | 010 | 00 | Or |
| Tio | Face Dances (W8) |  | A. 138 |  |  |  |
|  | "You Better You Bet" STEVE WINWOOD |  |  |  |  |  |
|  | Arc Of A Diver (Island) | ${ }_{\text {A }} 0$ | AO | A 0 | 4.1 |  |
|  | "Chance" | M. 10 | M. 11 | M. 13 | $\mathrm{m}_{13}$ | A |
|  | STYX | 142/728 | 8148/135 | 5 146/733 | 3 14/728 | 14 |
|  | Paradise Theater (AGM) | A. 0 | A. 0 | A. 0 | A. 0 | A. 0 |
|  | "Rockin' The Paradise" | M-14 |  |  |  |  |
|  | REO SPEEDWAGON | 136/124 | 141/127 | 7143/730 | 143/72 | 13 |
|  | Hi Infidelity (Epic) | A. 0 | A. 0 | A. 0 | A. | A 0 |
|  | "Take if On The Run" | M. 12 | M 14 | M. 13 | M 16 | M.11 |
| 5 | RUSH | 138/705 | 140/107 | $7140 / 704$ | 133/92 | 13078 |
|  | Moving...(Mercury/PG) | A 0 | A. 0 | A. 0 | A. 2 | A. 9 |
|  | "Tom Sewrer" | M.33 | M.33 | M 36 | M. 39 | M |
| 6 | APRIL WINE | 134/101 | 1144/108 | 143/707 | 1135/702 | 139 |
|  | Nature Of The... [Capitol) | A. 0 | A. 1 | A. | A. 0 | A. 2 |
|  | "Between You \& Me" | M 33 | M. 35 | M 36 | M. 33 |  |
|  | . 38 SPECIAL | 13795 | 135/96 | 138993 | 134/76 | 130168 |
|  | Wild-Eyed... (A\&M) | A. | A. 0 | 4. | A. | A. 3 |
|  | "Hold On Loosely" | M. 42 | M. 39 | M. 45 | M. 58 |  |
|  | JOURNEY | 115/86 | 128/102 | 2 137/117 | $7137 / 71$ | 140 |
|  | Captured (Columbia) | AO | A 0 | A. | A. | A. 0 |
|  | "Party's Over" | M. 29 | M. 26 | M 20 | M-21 | M. 24 |
| 9 | PHIL COLLINS | $140 / 76$ | 136/62 | 126/47 | 11026 | 975 |
|  | Face Value (Atlantic) | A. 2 | A. 11 | A. 12 | A. 27 | A.87 |
|  | "Air Tonight" | M. 62 | M.63 | M. 67 | M.57 | M. 5 |
| 10 | LOVERBOY | 110,68 | 112/75 | 114169 | 109966 | 109/3 |
|  | Loverboy (Columbia) | A. 2 | A. 1 | A. 0 | A. 1 | A. 2 |
|  | "Turn Me Loose" | M 40 | M. 36 | M 45 | M 42 |  |
| 11 | Steely dan | 67/47 | 73/51 | $87 / 57$ | 23/66 | 11280 |
|  | Gaucho (MCA) | A. 0 | A. | A. 0 | A. | A. |
|  | "Time Out Of Mind" | M 20 | M. 22 | M 23 | M. 26 | ${ }_{4} 32$ |
| 12 | James taylor | 20,43 | 7733 | 83/26 | 6415 | 3717 |
|  | Dad Loves Mis... (Comumbia) | A. 5 | ${ }^{4} 4$ | A. 27 | A.4 | A 34 |
|  | "Her Town Too" | M 40 |  | M. 30 |  |  |
| 13 | MANFRED MANN'S... | 23/42 | 100/59 | 113/58 | 122/55 | 123/62 |
|  | Chance (W8) | A.0 | A. 0 | A. 1 | A.O | A. 2 |
|  | "For You" | M 41 | M. 46 |  | M. 67 | M. 59 |
| 14 | bruce springsteen | 63/40 | 8465 | 102180 | 178,96 | 127/107 |
| Tie! ${ }^{14}$ | The River (Columbia) | A. 0 | AO | A. 0 | A0 | A. |
|  | "Fade Aw |  |  |  | M 22 | M-20 |
|  | POLICE | 54/40 | 65/43 | 76/51 | $87 / 59$ | 98771 |
|  | Zenyatta Mondarta (AGM) | A 0 | A. | A. | A. 2 | A. 0 |
|  | "Don't Stand So Close"' | M. 14 | M. 22 | M. 25 | M. 26 | M. 27 |
| The Hottest reports of charting artists are displayed over a five-week period. Thev are listed in order of total reports within the specific rotation |  |  |  |  |  |  |
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| for the week. Two numbers follow each album title. The first represent: total number of our reporting stations playing the album this week The ser ond is the number of those stations that reported it in hot rotation this week |  |  |  |  |  |  |
| Below these numbers are breakdowns of the alloum's repurts in ither rotations for the week The' alhum's preferred airplay cut is listed |  |  |  |  |  |  |
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AOR RREAKERS
Breakers are those newer
activity on any given week

No albums qualified for AOR Breaker status this week.

## SINCLES

1 JEFFERSON STARSHIP .. "Find Your Way..."(RCAGGunt)
2 PUMSOULS.............................. "Now" (Planet)

3 ALAN PARSONS PRO.JECT "Games People Play" (Arista)
4 DONNIE IRIS.
. . . . . . . . . . . . . . . "Ahl Leahl" (MCA)
5 PhoEbe SNOW.
"Games" (Mirage)
PHIL SEYMOUR $\qquad$ "Precious To Me" (Boardwalk)

PAT BENATAR . . . . . . . . . . . 'Treat Me Right" (Chrysalis) GRACE SUCK . . . . . . . . . . . . . . . . . . "Sea Of Love" (RCA) 11 NAZARETH. . . . . . . . . . . . "Dressed To Kill" (A\&M) . . "Let Me Stay With You Tonite" (MCA) . . . . . . . . . . . . . "Rapture" (Chrysalis) . "Somebody Special" (WB) 14 ROD STEWART $\qquad$ "Living Inside Myself" (Arista)

These 46 's recelved significant $A O R$ sirpley reports this wook. These singles are elther not svaileble on an album or are from an album not currently on the
Album Airplayl4o chert. The chert is listed in order of tovel mentions recelved
athe woek.

## JAZZ ON AGR



## REGIONAL A\&R ACTIVITY

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## Country Ratings Wrap-Up Part II

Last week we highlighted several stations which made exceptional ratings gains in the October/November '81 Arbitron and/or attained overall market dominance during the fall book. Following, we conclude our ratings wrap-up with the comments of six programmers who responded to our question: "To what would you attribute your station's success in the fall ratings sweep?" Two markets in particular, Indianapolis and Dallas-Fort Worth, appear to have a double dose of Country dominance, as you'll see below.

## WIRE/Indianapolis, IN

(8.9-9.3 Tied For \#4 In the Market 12+)
"The prime difference between WIRE and WFMSFM is that we are more of a full-service station and less of a music station. We have a heavy emphasis on news, traffic, and weather, and have very, very strong personalities. Most of our audience sharing is done with the \#1 station in the market, WIBC. I think the key to our continued success is because we've been in Country for a very long time (since 1967), and we've managed to stay in touch with our audience and provide them with the services they're looking for. We do a lot of research, and we're probably the only adult-oriented station in this market that does much getting out among the people. We try to get our audience from people who are looking for companionship, information, and for more of an en-tertainment-oriented station."


WFMS-FM/Indianapolis, IN (7.4-9.0, \#5 In the Market 12+)
"Our results are a continuation of what we're trying to do . . .build consistency with our music, news, and personalities. Adults have accepted our radio station, as proved by the \#2 market ranking in the 25-54 demographic. We don't try to be an 'Urban Cowboy' station We sponsored a focus group a while back which just proved that we're definitely on the right track.'


KSCS-FM/Dallas-Fort Worth, TX
(7.9-8.7, \#1 In The Market 12+)
"There's no scientific explanation for what happened in the ratings . . . we just got lucky!"

- R.T. Simpson, PD

KPLX-FM/Dallas-Fort Worth, TX
(2.7-5.8, \#6 In The Market 12+)
"This market was wide open for a personalityoriented Country station rather than a 'jukebox' station. We also have a great air staff."

- Danny McDuff, Former PD
(Now PD at sister station KLIF)


WSIX-FM/Nashville, TN
(9.9-11.0, \#2 In The Market 12+)
"We program as much for the sound as we do for the hits, and it's very consistent 24 hours a day. If a record doesn't fit our station, we don't play it, even if it's a hit nationally (for instance, we never played ' 9 To 5'). We have a very low audience turnover and a very loyal audience. Through a lot of research we've pretty well gotten a handle on what kind of records they like. Our announcers are terrific and very low profile. Our station is a country music station with the accent on music.'

- Gerry House, PM



## WTQR-FM/Winston-Salem, NC

(12.6-11.2, \#1 In The Market 12+)
"The markets of Winston-Salem, Greensboro, and High Point were combined two years ago, which shot us up into the 46th metro, so we now program to the whole area. We've been number one $12+$ since spring of 1979 . I attribute the success to a lot of good people working for us who are willing to give a little more and go out on promotions. We're very community-oriented, and since the TSA is half the state of North Carolina, it's a big community to serve. We don't trash up the air with the prize machine or anything like that because we're basically a music station. We play the hits. All the stations in the market boycotted Arbitron last book, so I look at the drop in ratings as merely a structural fluctuation based on too much weighting of minorities and $18-24$ year-olds. The January Mediastat was directly opposite of our weak points shown by Arbitron. We're just playing the hits and have friendly people on the air who can relate to their audience."

- Mark Tudor, PD

As expected, if you talk to 12 different programmers, you'll get 12 different reasons for their station's success, everything from research to signal strength to personalities to music to (possibly the most honest response) luck! We congratulate all the profiled Country radio success stories and apologize to any stations we may have overlooked this time around.

Here's hoping your station has its own favorable fable to tell following the spring sweep!

## Fan's Idea Sparks

 DJ Of The Year Campaign

JESSIE CMA

DJ
'81

WHN personality Jessie has her fair share of loyal fans, one of whom would surely win the prize for most ardent. This devoted listener has started a one-woman campaign championing the cause: "Jessie for CMA DJ '81.' $\mathbf{R \& R}$ recently received a letter from the chapter's "headquarters" urging our support, and we decided to check out this unique publicity campaign.

Jesse wanted to make perfectly clear that "it isn't me and it isn't the radio station doing this. We don't have anything to do with it or really have any control over her. This person was beginning to shower me with presents, which I was returning. Finally I told her that if she had to give me something, I would prefer she donate money to a good charity in my name. She had
been involved in the Democratic party up until very recently, so she decided that instead of doing charity stuff, she was going to launch a campaign to get me nominated and elected as CMA 'DJ Of The Year.' She started calling the CMA to get information about the nominating process; had stationery, buttons, and bumper stickers printed up; and began writing letters to everybody she really did a professional number."

With the awards a good six months away, the campaign still has a lot of time to build up steam, and, who knows but that all this effort may even produce the desired result. And Jessie's reaction to all this? "I have my doubts as to whether it's the right way of approaching that kind of award. I don't think you can buy it, and I don't think it's the nicest of situations, but it isn't me doing it so I guess I really don't have a lot to say about it. I'd still love it if I won, and at least she isn't giving me presents anymore!"

A Guide To the Hottest Mumbersin Hown

Razsy Bailey simge "Jriends/,
Anywhere There's $a$
Gukebov "Po-12199

Sary Stewart
singes "Lets Jorget"
That We're Married "1203



Steve Nariner Single "By Now " ${ }^{\prime}$ PB-12204


## 0007105

## BREAKERS.

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

## MEL McDANIEL

Louisiana Saturday Night (Capitol) On 70\% of reporting stations. National Summary: Up 26, Same 25, Down 0, Debuts 16, Adds 18. RER Chart 49-41.

## OAK RIDGE BOYS

Elvira (MCA)
On 68\% of reporting stations. National Summary: Up 5, Same 13, Down 0, Debuts 32, Adds 33. R\&R Chart Debut 42.

## RAZZY BAILEY

Friends (RCA
On $88 \%$ of reporting stations. National Summary: Up 25, Same 12, Down 0, Debuts 24, Adds 22. R\&R rhart Debut 43.

## JOHN ANDERSON

I'm Just An Old Chunk Of Coal... (WB)
On $66 \%$ of reporting stations. National Summary: Up 23, Same 15, Down 0, Debuts 26, Adds 16. R\&R Chart Debut 44.

## MEL TILLIS

A Million Old Goodbyes (Elektra)
On 62\% of reporting stations. National Summary: Up 17. Same 19, Down 0, Debuts 19, Adds

## DOTTIE WEST

What Are We Doin' In Love (Liberty)
On $\mathbf{6 1 \%}$ of reporting stations. National Summary: Up 5, Same 12, Down 0, Debuts 18, Adds 39. R\&R Chart: Debut 46.

Most Added:<br>DOLLY PARTON<br>But You Know I Love You (RCA) DOTTE WEST<br>What Are We Doin' In Love (Liberty) STEVEWARINER By NOW (RCA)<br>ANNE MURRAY

Hottest:
ALABAMA
OId Flame (RCA)
DAVID FRIZZELL \& SHELLY WEST
You're The Reason God Made... (WB)
DON WILLIAMS
Falling Again (MCA)
MAC DAVIS
Hooked On Music (Casablanca/PolyGram)
MICKEY GILLEY
A Headache Tomorrow... (Epic)
EMMYLOU HARRIS
Mister Sandman (WB)

MOST ACTIVE
$\begin{aligned} & \text { Recent releases are ilsted in order of their activity. The two numbers following the artist//titie/label deslgnation } \\ & \text { rexample: } 100 / 251 \text { indicate now many of our reporters are on the record this week ( } 1000 \text { and of those } 100 \text { now many }\end{aligned}$
$\begin{aligned} & \text { (example: } 100 / 25 \text { ) indlicate now many of our reporters are on the record this week ( } 1001 \text { and of those } 100 \text { now many } \\ & \text { added it mis week (25). "moves" are broken down for each record and indicate how many stations moved the song }\end{aligned}$
Uo on their charts, held it the same lon to on, add to on, 31.31, etc.), moved it Down on their charts, or Added It this
week. Wir inakates one of this week's most added new songs.

- DOLLY PARTON "But You Know I Love You" (RCA) 71/65

National Sum Pary: Up 2 . Same 1. Down 0. Debuts 3. Adds 65 including WHN. WNYR, KVET. KENR, WLWI-FM. WSM WUBE National Summara " Blessod Are The Believers" (Capitol) 71/38
Somo KEBC. FM KFD: Up 4. Same 17. Doww O. Debuts 12. Adds 38 including WMC.AM, WSIX.FM, WCMS.FM, WSLR, WSA SAMMI SM. SAMMI SNATH "Cheatin's A 2-Way Streer" (Sound Factory) 68/11

Q GAIL DAVIES "It's A Lovely, Lovely World" (WB) $87 / 23$
National Summary: Up 5 , Same 20 , Down 0. Debuts 19, Adds 23 including WSAI, WHK, WKMF, KKAL, KVOC. KSON-AM.FM
WYII. WSOC-FM. WBAP WKSJ. FM. WSM. KMPS.AM.FM D. 29. WBGW.FM 41.24, WPLO D. WYII, WSOC-FM. WBAP. WKSJ FM. WSM. KMPS.AM.FM ©.29. WBGW.FM 41-24. WPLO $d-26$.
JOHNNY CASH "The Baron" (Columbia) $67 / 11$
National Summary: Up 24, Some 15, Down 0. Debuts 17. Adds 11, KVET. KYXX, WSUN, WIRK.FM, WTOR-FM, WJEZ-FM JOHNNY PAYCHECK MERIE MAGGARD "I Con't Hold Mysoll 38 -2g. WIXL-FM 23.14.
National Summary: Up 22. Same 18. Down 0. Debuts 10, Adds 13 including WMAQ. WMNI. WXCL, KTRB, WCAW, woko KOKE-FM, KYXX, WOYK-FM, KFEQ 38-26, KUZZ 45 35. KCKC 20.17. WSEN 33-25. WIXL-FM 27.16, KVET 49.40, KRMD.AM-FM
REX ALLEN JR. "Just A Country Boy" (WB) 63/6
National SUmmary: Up 32. Same 18. Down 0. Debuts 7. Adds 6, KVET, WCOS.FM, KYXX, WCXI, WITL.FM, WBCS-FM, WYO ROVERS "Wasn't That A Party" (Epic/Cleveland International) 627
Netional Summary: Up 35, Seme 11, Down 0, Debuts 9, Adds 7 , WOKQ. KFGO, KBUF, WDAF, KEBC.FM. KGFX, KSSS. WSEN 17.13. WNYR 2.1. WWVA 10.3, WGTO 30-18, WMNI 31, WITLLFM 126, KNIXX.FM 40 30. KWJJ $25-14$ STATLER BROTHERS "In The Garden" (Mencury/PolyGram) 58/16

## Bationiscoris NATIONALEARPLAY/50




## April 3, 1981

This chart is based solely on compliled weekly revorts from our

## WXCL. KFH, KRDR, KEEN KMPSAM-FM WBAP d-27, KFEO 45 39, KUZZ 47.39, WVAM 13.33. WIXL-FM $32-23$.

 LACY J. DALTON "Whisper" (Columbia) 57/17 National summary: Up 6, Same 21, Down 0. Debuts 14, Adds 17 including KBMY, KSON-AM-FM, WBGW.FM, WWVA, KHEY KENDA W KENDALLS "Heart Of The Matter" (Ovation) $56 / 12$National Summary: Up 13, Same 22. Down 0. Debuts 9 , Adds 12. KO
National Summary: Up 13, Same 22 , Down 0. Debuts 9 , Adds 12 , KOKE.FM, KVET, KLRA, WSLR. WXCL, WHBF, KKAL. KNIX
FM, KRAK. KEEN, KGA. WWCS.FM, KHEY 48.36 . KSO 38.28 . WWVA 39.28. CAPITALS "Bridge Over Broadway" (Ridgetop) $56 / 4$
National Summary: Up 29, Same 13, Down 0, Debuts 10. Adds 4, KRZY, KRDR, WWOD, WOKK, KONE 22.19, KHEY 43.32 WCMS.FM 50.39, KRMD.AM.FM 41.31, WAXX 30-20. WITL-FM 33.28, KFDI.AM 16.12.
STEPHANIE WINSLOW "Hideaway Healing" (WB/Curb) 53/6
 KFDI.AM 49.39, KSOP 37-32, WKXA d. 29. WPLO 29 , WOKK $33-28$
RANDY PARTON "Hold Me Like You Never Had Me" (RCA) 49/11
 ED BRUCE "Evil Angel" (MCA) 48/9
National Summary, UP 11, Same 20, Down 0, Deburs 8, Adds 9, KOKE-FM, WSOC-FM, WIRK-FM, WKMF, WXCL WHB KEED, KMAK, KSOP, WSIX-FM 22-15, KYXX 33-25. KVOC 46.32
SHOPPE "'Doesn't Anybody Get High..." (NSD) $47 / 2$
National Summary: Up 24 . Same 13. Down 0 . Debuts 8, Adds 2. KGFX, WBAX, WSAI 40.34 , WIRE 34.26 . WHBF 40.32 . KEED 32
27. KOKE.FM 45-40. WGTO $43-33$, WKSJ.FM 46.39. STEVE WARINER "By Now' (RCA) 45/39
National S Smmary. Up 1, Sarne 3. Down 0. Debuts 2. Adds 39 including KLAC. KNIX.FM, KSOP, KGA. WKXA, WMZQ.FM

## Others Cetting Significant Action

PATTI PAGE 'No Aces"' (Plantation) 42/8
National Summarry: Up 9, Same 14, Down 1. Debuts 10. Adds 8. KIKK.FM, WWOD, WHOO. KKYX, KBUF, WITL-FM. WKKN KFH, WGTO 40.30 . KSOP 4439. WWVA $35-26$
DANNY WOOD "Fool's Gold" (RCA) 39/6
National Summary: Up 12, Same 17. Down 2. Debuts 2. Adds 6. WMNI. WCXI, WXCL, KTRB, KOKE-FM. KVET. KWMT 46-37,
DEARL THOMAS CONLEY "Fire And Smoke" (Sunbird) 38/20
National Summany: UD 1, Same 15, Down 1. Debuts 1. Adds 20 including WCXI. KFGO, KEBC.FM. KUZZ, KRAK. KTOM WWCS.FM. WPOR. WGTO, KENR. KRMD.AM.FM.
GARY MORRIS "Fire In Your Eyes" (WB) 38/6
National Summary: Up 11, Same 15, Down O. Debuts 6. Adds 6 KVET, WYDE. KLRA, WHK. WMNI, KICD.FM, KHEY 49-39,
DCHARLY MicCLAIN "Surround Me With Love" (Epic) 34/23
National Summary: Up 2. Same 6 , Down 0. Debuts 3, Adds 23 including KRDR, KNIX-FM, KTOM, KMPS-AM-FM, WGNA.FM, WYOE, WSOC.FM. WGTO, WGBE.FM, WFMS-FM, KFEQ, KFDI.AM. WIXL.FM $46-27$ RAY PRICE "Getting Over You Again" (Dimension) 34/8
National Summary: Up 8, Same 12. Down 0, De
JOHNNY RODRIGUEZ "I Want You Tonight" (Epic) 31/12

BILLY SWAN "Do I Have To Draw A Picture"' (Epic) 26/12
Na ional Summary: Up 0, Same 11, Down 0. Debuts 3. Adds 12, WSAI, WHK, WBCS FM, KUUY KEED, KW, KTOM, WBGW FM, WNYR, WPLO, KVET, WCMS.FM.
GARY STEWART "Let's Forget That We're Married" (RCA) 21/8
National Summany: Up 3. Same 8. Down O. Debute 2. Adds B. KMAK, KTOM, WVAM, WBGW.FM. WWVA, KLVI. KNOE, KVOO, KCKC 33.29, WIXLL-FM 45-25

## DMOE BANDY "My Woman Loves. The Devil Out Of Me" (Columbia) 20/20

My Woman Loves. The Devil Out Of Me" (Columbia) 20/20 FM, KSO, KEBC-FM. KSSS. KCKC, KMPS AM FM.
RAZZY BAILEY "Anywhere There's A Jukebox" (RCA) 20/3
National SLummary Up 5, Same 9, Down 0, Debuts 3, Adds 3, WOGY, KFEQ. WPOR, KEBC-FM 35 29. WXCL 40.35 . KMPS AM
FM d.27. WIXL.FM 31-24. WWVA A0.33.
ROGER BOWLING "A Little Bit Of Heaven" (Mercury/PolyGram) 18/12
National Summary. Up 1. Same 4. Down 0. Debuts 1. Adds 12. KRRV, WGTO. WESCAM. FM.
NiRK.FM WTSO WP WKN SVOA 4. Down 0, Debuts 1. Adds 12, KRRV, WGTO. WESC.AM.FM. WWOD, KNOE, KRMD.AM.FM
LEONA WILLIAMS "I'm Almost Ready" (Elektra) 18/9
National Summary: Up 2. Same 4, Down 0, Debuts 3. Adds 9. KSO, WBCS. FM. KEBC-FM, WHBF, KSSS, WSEN, WCOS-FiM
WESC.AM-FM. KKYX. WGTO 48. 35 .
NIGHTSTREETS "(Looking At Things) In A Different Light" (Epic) $17 / 2$
Notional Summary: Up 4. Same B. Down 0. Debuts 3. Adds 2, WCOS-FM. KICD-FM, KKYX 50-45. WWCS.FM 14-11. On: WSA KVOO, KRAK. KEEN.
WA YNE KEMP "'Your Wife Is Cheatin' On Us Again"" (Mercury/PolyGrarn) 16/6

## FM 46 33. KCKC 35-28. WIXL-FM 21.9. She Wish She Was Single Again" (Curb) 15

National S Summary. Up 2, Same 6, Down 0, Debuts 0, Adds 7, WXCL, KVOO, KSSS, WBGW.FM, WMZO-FM, WWVA, WIRK FM. WIXL.FM 47.29, WSIX.FM 42.36
B.J. THOMAS "Some Love Songs Never Die" (MCA) 14/4

National Summary Up 2. Same 7. Down 0. Debuts 1. Adds 4, WBCS.FM, WWVA, WGTO, WKLM, WIRE 41.31, WSIX.FM 34.29
On: WPLO. WKSJ.FM.
GLEN CAMPBELL \& TANYA TUCKER "Why Don't We Just Sleep On It" (Capitol) 13/6
National Summary: Up 1, Same 4, Down O, Debuts 2, Adds 6. KNOE. KKYX. WIRK-FM. KSO, WIRE, WTSO. KLZ 42-38.



## Pictures



CLUCKIN' AND CRUNCHIN' - WSAI/Cincinnati PD Dale Turner and morning personality Patty Spitter had a busy day recently during an American Heart Association benefit. One event found them interviewing the station's chicken mascot, who announced the winner of a event found them interviewing the station's chicken mascot, who an laly, while later they took out their frustrations on the bangs for a dollar company car, all of which netted funds for AHA.


WSM SONGWRITER'S SYMPOSIUM - WSM/Nashville promoted the recent Songwriter's Symposium by gathering together the participants in their studios. Pictured are (front, l-r) Sonny Throckmorton, Hoyt HIII, Mark Paden, Bruce Chanel, and Kieran Kane; (back, l-r) Charlie Craig, Chorlie Feldman, Terry Choate, Nat Stuckey. Chuck Morgan (stations 10pm-2am jock), Charlie Monk, and Keith Stegall.


ST. JUDE'S JUBILANT - St Jude's Childrens Research Hospital in Memphis was the recipient of over $\$ 40,000$ raised by KFH Radio during a Valentine weekend radiothon aired live from a local Wichita shopping center. Shown during the event are (I-r) KFH PD Jason Drake, Paid Records' Randy Barlow, Liberty artist Cristy Lane, host and KFH air personality John "Hooter" Myers, and KFH MD Ralph Hughes.


CMAMPAON COOKE CHOMPER - WPOC/FM-S3W/Balitmore midday DU Todd Grimsted has the dubious distinction of being the two-time Baltimore area cookie crunch champion. The champ downed 85 cookies in three minutes at the recent City Hall event to retain his crown while caach and WPOC morning personality Bob Raleigh gloats over this gluttonous behavior, benefitting the Girl Scouts of Central Maryland.

## Inside Nashville



AND THEN THERE WERE 1785: The new Country Music Association list of Country radio stations shows exclusively-programmed Country operations increased from 1534 in 1980 to 1785 in 1981. The greatest growth area was in the East, South Central, and Mountain states, with a $27 \%$ increase over last year. AM stations programming Country to any degree number 1828 , up $16 \%$ from last year; FM stations are up $29 \%$, totalling 815
GETTIN' YOUR NAME IN THE PAPER: Helen Farmer, the popular head of special events at the Country Music Association, in St. Thomas Hospital in Nashville for tests this week ... CMA Executive Director Jo Walker in private life became Mrs. Robert Meador Saturday, March 21
Lynn (Mrs. Harold Stream) Anderson's home waiting for the stork to fly over their Lake Charles home again. It'll be No. 3 for Lynn, joining 12 -year-old Lisa Sutton and 22 -month-old Gray Stream... Since WSM-TV announced it was on the sale block a couple weeks ago, a steady stream of large business people have considered the $\$ 40$ to $\$ 50$ million purchase of Nashville's oldest TV facility, including Gene Autry, the former cowboy star-tycoon whose Golden West Broadcasters' holdings include KTLA-TV in Los Angeles and five successful radio stations. Others seen vying for the WSM-TV purchase include Arizona multi-millionaire Karl Eller, the Washington Post, the Hearst group, Gulf United Insurance Co., and McGraw-Hill . . 40-yearold Jim Muncy, an aspiring songwriter from Pataskala, after playing guitar for 30 years and dreaming of hit-song happiness, had a stroke four years ago which disabled him. That bad luck started what is now his most exciting dream come true. Muncy wrote a letter to Waylon Jennings this January and placed it in an ad in the Nashville Banner thusly: "Waylon, I am 40 years old and disabled and need a break. I write songs and would be worth a few minutes of your time." A couple of weeks later, Muncy answered the phone and Waylon Jennings was on the other end of the line. Waylon asked to hear some of Muncy's songs. He sent them. Waylon's schedule kept him from getting back, but Muncy got a call from Publisher Jack Moran (the blind writer who wrote the 60 's giant "Skip A Rope"). Moran ultimately decided to publish five of Jim's songs. We'll keep you posted on Muncy's progress . . . Roger Miller rejoined Tree Publishing as a writer and cohosted, with Tree President Buddy Killen, a local Easter Seals telethon for 20 hours last weekend . . . Mac Davis to star in a remake of the 1957 Andy Griffith starrer "Face In The Crowd" . . Mickey Gilley has joined the commercial route by agreeing to record several musical spots for Schlitz beer. The five Nashville-recorded commercials will air during Mickey's "Live From Gilley's" weekly radio program (naturally!) . . . This, in addition to Gilley's lucrative Western Wear apparel line, should keep the highly-visible country star in suds and studs for some time to come...George Jones will tape an HBO special "A Tribute To George Jones" with Tammy Wynette, Waylon Jennings, Emmylou Harris, and Elvis Costello the end of

April, to be followed by his guesting on NBC-TV's Academy Of Country Music Awards show . . . Former "Gunsmoke" regulars James Arness, Ken Curtis, and the late Milburn Stone will be inducted into the National Cowboy Hall of Fame during Western Heritage weekend April 25-26
Jerry Reed, Conway Twitty and the Oak Ridge Boys' Richard Sterban, stockholders in the highly-successful Nashville Sounds AA Southern League baseball team, are principals in the continuing conversation regarding purchase of the Minnesota Twins from the Cal Griffith family. Nashville will have a major league team here within five years, I believe.
GOSSIP: Talk surfacing again regarding Johnny Cash and Waylon Jennings doing a regular TV series. Johnny interviewed Waylon in a Country Music magazine story . . Barbara Mandrell's TV show was spawned by a family snapshot Marty Krofft showed to an NBC-TV programming VP (He said, "If they can perform as good as they look, they're on!"). Barbara's show had an extra touch of realism during a recent taping with guest stars Dale Evans and Roy Rogers when Barbara tried to climb on to the back of a mule brought onstage for the occasion. She promptly fell off with her feet wrapped around the mule's neck. With the tape still running, Barbara managed to right herself and ride off into the proverbial Hollywood sunset (who said it's easy to be a cowboy (girl)?? ... Tower Books will publish "Remembering Patsy The Untold Story," an intimate biography about Hall of Famer Patsy Cline, while Margo Smith will represent the country music industry at a Patsy Cline Memorial Service at the Shenandoah Memorial Park in Winchester, VA on May 1. The service, held in conjunction with the 54th Shenandoah Apple Blossom Festival, precedes the world's largest firefighters' parade where Margo will also serve as Firefighters Marshal . . .Why weren't the Wilburn Bros. in "Coal Miner's Daughter?" . . . The Chipmunks were here recording an album called "Urban Chipmunk.". . It was "Jim Ed Brown Day" in his hometown of Sparkman, Arkansas . . Ronnie McDowell sang the title tune in a new TV series called "Filthy Rich." ...Johnny Cash's spring special will include over 30 country women stars joining Emmylou Harris, Minnie Pearl, and Rosanne Cash . . Buddy Holly's wife Maria was finally given Buddy's glasses, 22 years after that plane crash near Mason City, Iowa. The glasses were buried in the snow covering the field where Holly's plane crashed; the owner of the field finally turned them over to the court . . Crystal Gayle's father-in-law Chris Gatzimos bought a race horse years ago and named it after her first million-seller. "My Brown Eyes Blue" won two races in Chicago.
CLOSER: Charlie Daniels's new real honest-to-goodness CDB Chaplain is the Reverend Herb McCoy. Billy Bob Bowman says he's Daniels's "Security Guard.'

## * * * * W WWW-FM IS SEARCHING ... *** * *

ct ... for a few dynamic, "clean-sounding," friendly air personalities for * FM Country in Detroit!! We're interested in a morning man who relates, without being funny! Great news people too! Rush tapes *) and resumes to: Dene Hallam, Program Director. WWWW-FM, * 2930 E. Jefferson Ave., Detroit, MI 48207 or call: (313) 259-4323.
s A SHAMROCK BROADCASTING STATION
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Hottest Tracks：
No＂Hottest＂this week．

## COUNTRY ALBUMS

Cuts in bold type are receiving the heaviest airplay． ALABAMA－Feels So Right－（RCA）＂Ride The Train＂＂Foels So Right＂＂Love in The First Degres＂＂Hollywood＂
MOE BANDY \＆JOE STAMPLEY－Hey Joe，Hey Moe－ （Columbia）＂Get Off My Case＂＂Country Bays＂＂The Girl Don＇t Ever Get ROSANNE CASH－Seven Year Ache－（Columbia）＂You BILLY＂CRASH＂CRADDOCK－Crash Craddock－（Capi－ toll＂Leve Your Love A＇Smokin＇＂
GAIL DAVIES－I＇ll Be There－（WB）＂Honky Tonk Waftz＂

TERRI GIBBS－Somebody＇s Knockin＇－（MCA）＂Plans＂ EMMYLOU HARRIS－Evangeline－（WB）＂How High The Moon＂＂Evangeline＂ （Columbia）＂Mosa Lisa＂＂Im Confessin＇（That Love Youl＂
JUICE NEWTON－Juice－（Capitol）＂alll Have To Do is Draam＂ DOLLY PARTON－ 9 To 5 And Odd Jobs－（RCA）＂The JOHNNY PAYCHECK－Mr．Hag Told My Story－（Epic） ＂＇ll Laava The Bottie On The Bar All Night Lady＂＂You Don＇t Have Very ELVIS PRESLEY－Guitar Man－（RCA＂Lovin＇Arms＂＂You T．G．SHEPPARD－Smoath Sailin＇－（WB／Curb）＂If／Never GENE WATSON－Betwern This Time \＆The Next Tirme－
（MCA）＇We Got A Bad Thing Goin＇
WAYLON \＆JESSI－Leather And Lace－（RCA）＂rli Be Al OO Houre Norky Same Swert Baby
HANK WILLIAMS JR．－Rowdy－（Elektra／Curb）＂Dixie on

## Most Requested：

## ALABAMA＂Old Flame＂（RCA）

D．FRIZZELL \＆S．WEST＇＇You＇re The Reason．．．＂（WB） MAC DAVIS＂Hooked On Music＂（Casablanca／PG） EMMYLOU HARRIS＂Mister Sandman＂（WB） ROVERS＇Wasn＇t That A Party＂（Epic／Cleveland Inter．）
HANK WILLIAMS JR．＂Texas Women＂（Elek tra／Curb） MICKEY GILLEY＂A Headache Tomorrow．．．＂（Epic）

## Mike Kasabo

## P/A Station Covers Space Shuttle Launch

WOWO/Ft. Wayne News Director Gary Froseth will be on hand in Florida next week to cover the coast-to-coast launching of a manned space flight.

It's been years behind its scheduled launch, and millions of dollars more have been spent than first projected, but sometime during the week of April 5, the United States will be back in the manned space flight business. And, when it happens, wowo News will be there, live, to provide coverage. Station VP/GM Dan Friel, along with Froseth, will travel to Kennedy Space Center in Florida (and will later be joined by Group W medical correspondent William Hines at the landing end in California's Mojave Desert) to cover the launch and landing of the space shuttle Columbia. Other Group W stations in Boston, New York, Philadelphia, Pittsburgh, Chicago, Dallas, Houston, Los Angeles, and San Diego will carry the events as they occur. "It's quite an honor to be selected to cover the story for the entire group," said Froseth. "And when you consider the fact that Group W has all-News operations in several areas, with scores of outstanding reporters, the honor seems even greater."

Forseth, by the way, brings a great deal of experience covering the space shuttle program to this assignment. In 1979 he covered the craft's initial flight tests on top of a 747. In addition, he was on the scene at that dramatic moment when it was released from its perch atop a Jumbo Jet and glided safely to earth.

The space shuttle project has been plagued with problems since its inception, but now NASA officials are

## Transition

Gary Jeter, former defensive end for the New York football Giants, has been appointed an account executive for WNEW/New York . . . Wayne Walker has been named Local Sales Manager for KMGO/Dallas and will be in charge of training, coordinating and assisting an eleven-person staff

Several additions to WBCM/Saginaw, MI: Randy Bhirdo comes in as Music Director and $3-6 \mathrm{pm}$ personality from WKNX/Saginaw; Grace Provenzano, formerly with WSGW in that town, has joined the station as News Editor and afternoon air personality; and finally Gordon Levine comes aboard as 12-5:30am personality . . . Ralph Grant has been promoted to the position of premier announcer of WKZO/Kalamazoo, MI. VP/GM Otis Gaston announced, "Ralph's background and 13 years of experience in all phases of our announcing department well qualifies him for this assignment"

Beth Fast leaves Country-formatted KZLA/ Los Angeles to become Program Director of WNUW/Milwaukee, a


Ralph Grant P/A outlet . . New weekend announcer at WORG/ Orangeburg is Robin King, who comes from the same assignment at WQKI/St. Mathews, also in South Carolina . . . Russ Doren exits his Program Director position at KUGN/Eugene, OR to take over as General Manager of KMVI/Wailuku, HI, and is replaced by Jack Fleming, who will also handle the afternoon air slot.
confident, as is WOWO, that all problems have been solved for a smooth takeoff and landing for astronauts John Young and Robert Crippen. They lift off on April 7 with the craft landing in California 54 hours later at Edwards Air Force Base with the coverage of the WOWO Air Force.

## The Dead Air Scrolls?

In what is probably a broadcast industry first, an advertiser has contracted with WTIC/ Hartford to sponsor dead air. I know it sounds crazy, so I'll let Program Director Tom Barsanti explain: "Like every other radio station, we sell sponsorship for certain things, like the air traffic reports, the Red Sox games and similar features. We have a client who has gone ahead and sponsored our daily antenna switch. We switch, like many other stations, our pattern at sunup and sundown every day. It sounds crazy, but Kasden Fuel Company purchased the time to advertise the firm's products and service imme diately preceding and following the six-second period of silence."

Bob Steele, the station's humorist and morning host, has developed a "personality" for the daily signal switch, so much so that it's a regular part of the show. Steele has personified the technical procedure for his listeners with such exclamations as, "Oh, oh . . . I think I left the stupid antenna switch in my other suit today." The switch has become a big part of his morning ramblings, hence the enterprising decision to sponsor WTIC's "six-second silence."
"People have gotten so interested in the switch that it simply became a salable commodity," continued Barsanti. "And listeners are responding to the commercial so it looks like the fuel company has teamed up with a great silent partner.'


SEAGULL SERENADE - WTAR/Norfolk's mascot is pic tured here warming up for the upcoming finals of wo men's college basketball. Seagull made his own referee shirt so as to be properly attired when and if he is invited to umpire.


## Color

THE STABLE CABLE: KNBR/San Francisco sends along this very impressive photo of its latest promotion. It's a miniature cable car, etched in intricate detail in solid brass, and is the station's new belt buckle, being sold as a benefit for the "Save The Cable Car" campaign. Inscribed on the back are the words: "Your purchase of this buckle benefits KNBR's drive to save the San Francisco cable cars." The belt buckle can be ordered from the station at $\$ 12.50$ a pop.

CAN YOU RE-CYCLE ALUMINUM?: Of course you can. WSB/Atlanta, in conjunction with Coca-Cola, is joining hands with school children and the general public in a massive spring clean-up effort. Listeners are urged to help schools in collecting aluminum cans to be recycled in the name of their favorite schools. The school credited with collecting the most aluminum will receive $\$ 500$ in cash, plus a Coke party at the winning school.

WBCM GETS ARTSY: The Saginaw-Bay City, Michigan P/A outlet will be hosting (this weekend) the area's Arts Council Radiothon, and station Operations Manager Jack Hood has turned over a significant portion of program time to help raise money for the council, which is responsible for a large amount of cultural and musical events. Listeners were asked to call in and request music all the way back to the late 30 's and pledge money to hear the songs. The station has tapped the resources of the 5000 -title library to handle the anticipated flood of calls.

## Update

WORLD WAR III?: KHOW/Denver has started a five-part series dealing with the war of chemical waste vs. humanity. The series is called "The Chemical Boomerang," and deals with hazardous waste. After more than two months of in-depth research, the show features Governor Dick Lamm and other high officials. Writer/ producer of the series Tim Kenney pointed out, "The research was the tough part, as it is with any complex, multilayered story. I even had to learn some chemistry and acquire some radiology background to understand reports issued by various agencies". . . WMGK/Philadelphia is all excited about its overall national rating in a recent poll, which showed it placing \#9 among the nation's leading stations in the 18-49 demographic category. The station has shown continued growth in listenership since 1975, with the greatest increase during the past two years, which has put it into a solid position in the market ... WTVN/Columbus, OH honored its 20-year-man Dave Logan, who has held the afternoon drive position for the past two decades. As a reward, the station limoed Logan to the morning shift, which he shared with AM personality Bob Connors - then whisked him away with the same limo, back home so he could relax and enjoy his own show, hosted this day by Program Director Ted Cramer. The celebration included greetings from past and present associates of Logan along with other "natural" hostings such as a breakfast ceremony and the like . . WMAL/Washington has been awarded a special Ohio State honor for its documentary program, "One Hundred Days." The award-winning feature was highlighted by major developments in the hostage story, presenting the ordeal from a human standpoint KDKA/Pittsburgh featured 12 hours of special programming on public education ranging in subject matter from teachers' unions to school discipline. Listener reaction was said to be "fantastic."

# LAUNCHING TWO GREAT 

 SNCIES SINGES Heim Maureen Mc Govern
## "Halfway Home"

Theme from "The Earthling" produced by Michael Lloyd
Airplay: new and active-r\&ar
WFTL, WLW, WMAL, WLTA, WCCO-AM, WHIO, WEIM, WNAB, WRIE, WDIF, WNDB, WKIQ, WKHM, WLVA, WSTV, WSBA, WHIZ, WHOK, WMBC, WATR, WGN, WNEW, WHMI, WLEC, WJMD, WRJN, WRHQ, WSNI, WNKO, WMPX, WJIM, KSL, KMBZ, KMOX-FM, KAAM, KMRJ, KLO, KUGN, KMED, KGGF, KBLF,
KXL, KGY, KYMN, KALL,
KCLD, KORD, WJER, WMT, WREN, KWRO, WKRG

The first single from Danny's forth coming album "CHAMELEON". produced by Joseph Bogan \& Danny Deardroff

Airplay:
WLTA, WGR,*WQUA, WKHM, WLEC, KOMO, KGY, WGHQ, KBRC, KMED, KALL, KINT, KGGF

* VERY STRONG RETAIL SELL THRU IN BUFFALO.

[^2]
## BREAKERS.

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

## STEELY DAN

## Time Out Of Mind (MCA)

$58 \%$ of our reporters are on it. Adds include WTVN, KNBR, KHOW, KDKA, WJBO, KUGN, KXIC, WNFL, WFDF. Heavy rotation: WTMJ, WLŴ, WBT, WEIM, WLNH, WABZ, WCHV, WORG, WRVA, KLTE, WKHM, wOWO. Medium ro tatiore WHBY, WHBC, KWOS, KLMS, WDIF, WJON, WBOW, KOLO, KBAI, KRKO, WFIR, WYMC, WMAZ, WSLI, WDEF, WNEU, WGIR, WNAB, WCCO-FM, KFMB, KPPL, WSM-FM, WOAI-FM, WGY, WELI, WBEN. Activity is solidly spread throughout all the regions. Jumps $30-21$ on P/A chart.
NEW \& ACTIVE sents total number of our reporting slations,
bor of those stations that adted the this moed.

CHRISTOPHER CROSS "Say You'll Be Mine" (WB) $51 / 20$ adds include wccoM, WWWE, WLW, KPPL, WBT, WLNH, WSBA, WIS, WLVA, KMJJ, KLO, WHIZ. WSTV, KFOR WNFL, WACI, WHBY. Heavy rotation: WEIM, WMAZ, WRVA. WKHM. Medium rotation: WFYR,
WDAE, WOAIFM, WGY, WIP, WGR, WNAB, WRIE, WGIR. WCHV, WSLI, WORG. WFIR, KFQD KBAI, WIBW, WOIF, WKIC. Good looking spread In all reglons for this artist Debuta at No. 27 on P/A chert
CHAMPAIGN "How 'Bout Us"' (Columbia) 48/2 add WFYR, wCCO-AM. Haavy rota tion: WNAB, WEIM, WJBO, WDEF, WORG, 97AIA. WOWO, WOOD. Medium rotation: WHIZ. WDIF
KFOR, KWOS, KMRJ, WHBC. WHBY, KLO. KOLO, KBAI, KUGN, KFQD, KRZI, WMAZ, WIS, WCHV, WATR, WRIE, WIP, WHEN, WLTA, WBT, WRVR, WSJS, KFMB, KING, WLW, WWWE. Espe cially strong in the South and Midwest, building elsewhere. Debuts at No. 28 on P/A chart ABBA "Super Trouper" (Atlantic) $46 / 28$ adds include WCCO-AM, WHIO, WSJS, WRVR,
WELI. 3 WS. WGY. WNEU. WSBA. WABZ, WLVA, WYMC, WORG, WDBO, KBLE, KUGN. KOB. WELI. 3 WS. WGY, WNEU, WSBA, WABZ, WLVA, WYMC, WORG, WDBO, KBLF, KUGN. KOB HSTVion: WJON, WDIF, WKHM, WKIO. WEIM. WLNH. WGIR, WSLI, WSB. South leading the way here - Midwest pleking up nicely. Debuts at No. 29 on P1A chart
TASTE OF HONEY "Sukiyaki" (Capitol) 45/7 add WIP, 3WS, WGY, KRZI, WTAR, WHAG. WHIZ. Heovy rotation: WEIM. KOLO. KLO. Medium rotation: WELI. WHAM. WBT, WDAE, WSJS, KSL, KNBR, WGAR, WHIO, WISN, KMED, KUGN, WFIR, WDBO, WYMC, WMAZ, WGIR, WNAB, WHBC, WH
No. 30 on PIA chart.
MELISSA MANCHESTER \& PEABO BRYSON "Lovers After All" (Arista) 44/3 add KNBR, WTAE, WYMC. Heavy rotation: WTMJ, 97AIA, WRIE, WFTL, WDBO, WRVA. KLO, WFDF, WOOD. Medium rotation: WJON, WQUA, WDIF, KFOR, KRNT, WHBC, WNAB, WEIM, WIS, WSLI, KOB, KUGN, KOLO, KSL, WSM-FM. WBT, WELI, WHAM. WHEN. Real good overall spread. GINO VANNELLI "Living Inside Myself" (Arista) $43 / 17$ adds includ WHIZ WSGW, WACI, WNFL, WCBM, KDKA, WGY, WDAE WGAR, WWWE WCCO-FM, KRZI, WSLI, WIS, WEIM. Heavy rotation: WOAL-FM, WRIE, WKHM. Medium rotation: KLTE, KFOR, WLNH. WABZ
WMAZ, WORG, WFYR, WSM-FM, WRVR, WBT, WGR, WBEN. Strong start in all regions. CLIMAX BLUES BAND "I LOve You" (WB) $41 / 5$ add KNBP, KOLO W KLTE. Heavy rotation: WOAI.FM, g7AIA, WNEU, WRVA, WJON. Medium rotation: KING. KPPL WDAE, WSMM-FM, WRVR, WIP, WTAE WCBM, WEIM, WLNH, WABZ, WJBO, WSLI, WORG, KRZI, KFQO. WHIZ. WBOW. WHOK. KWOS, WHBC. Really sharp in the Sourt. good acion also in Mawest BARBARA MANDRELL "Sometime, Somewhere, Somehow" (MCA) 39/1 add KBAI. Heavy rotation: WLTA, WSB, KSL, WTMJ, KLO, WRVA, WNDE, WDEF, WQUA. Medium
rotation: WHAM, WDAE, WHO, WCCOAMM, KMED, KMJJ, KFQD. WFR. WPTF, WIS, WEIM, WNAB, WHBC, WFDF, WOOD. KXIC. KFOR, WJON, KRMG. Best action in Midwest and South. JOHN LENNON "Watching The Wheels" (Geffen) $35 / 25$ adds include WGAR,
WLW, KPPL WDAE, $97 A I A$, WBT, WLTA, WIP, WELI, WBEN. WRIE. WEIM, WLNH. WCFR, WABZ. WLW, KPPL, WDAE, 97AIA, WBT, WLTA, WIP, WELI, WBEN. WRIE. WEIM, WLNH. WCFR, WABZ.
WNDB, WYMC, WORG, WDBO, KOLO, WSTV, WDIF. Heavy rotation: WRVA, KLTE. Meduim roteWNDE, WYMC, WORG. WDBO, KOLO, WSTV, WDIF, Heavy rotation: WRVA, KLTE. Meduim roto DOTTE WEST "What Are We Doin' In Love"' (Liberty) 35/18
DOTTIE WEST "What Are We Doin' In Love"' (Liberty) $35 / 18$ adds include WBEN WHEN, WLTA, 97AIA. WSJS, WCCO.AM, KUGN. WFIR, WRVA, WORG. WMAZ, WLVA, WCHV
WSBA, WHBY, KXIC, KRMG. Medium rotation: WWWE. WBT, WSB, WIP, WGR, WRIE, WJON, WSBA. WHBY, KXIC. KRMG. Medium rotation: WWWE. WBT, WSB, WIP, WGR, WRIE, WJON.
KFOR KRNT. No lebel credit but her secror pal is a great asset - initially an even spread in all regions.

RAY PARKER JR. \& RAYDIO "A Woman Needs Love (Just Like You Dol" (Arista) 35/10 add WLW, WOAIFM, WBT, WHEN, WGIR, WIS, KMED, WBOW, KLTE, WOWO.
Heavy rotatior: 97AIA. Medium rotation: WSM-FM, WGY, WBEN, WABZ, WCHV, WORG, WFIR, Heavy rotation: 97AIA. Medium rotation: WSM-FM, WGY, WBE
WHIZ, KLO, KBAI, KFOD, WKHM, KLMS. South strongest supoort
RUPERT HOLMES "I Don't Need You" (MCA) 34/23 adds include WIP. WSM-FM WOALFM. WWWE, WTMJ, WCCO-AM, KLO. KMED, KOB, WDBO, WORG, WABZ. WCFR, WSBA. WATR, KMRJ,
ANNE MURRAY "Blessed Are The Believers" (Capitol) 29/19 adds include WIP. WLTA, KNBR, WLW. KMBZ. WCCO.AM. KMED. KUGN, WRIE, WGIR, WCFR, WRVA. WDBO, WSLI,

BILL MEDLEY "Don't Know Much" (Liberty) 28/13 add WRVR, WDAE. KSL WCCO-AM, WFTL. WHAG, WEIM, WHBY, WHBC, WACI, KFOR, KLMS, WSTV. HeavY rotat GEORGE FISCHOFF KNBR, KAMG, WBW. NJN. Midwestleading at this poin GEORGE FISCHOFF "Little Ballerina Blue" (Heritage) $27 / 9$ add WDAE, WHAM. WGIR, WPTF, KBLF, WHIZ, WIBW, KMRJ, WDIF. Heavy rotation: WTM J. Mediug
WEIM, WSBA, WSLI, KOB. WJON, KLMS, WHBC. MIdwest strong and spreading
MAUREEN McGOVERN "Halfway Home" (Maiden Voyage) 24/8 add WNab. WRIE, WEIM, WATR. KMED, WHIZ, KMRJ, WHOK. Heavy rotation: WFTL, WLTA, WLW. Medium rotation. KSL WAM, WBA, WKI, WHOC, WKHA) 2415 UP KOC. KY Wha soig DON WILLIAMS "Falling Again" (MCA) $24 / 5$ add KMED. KFOD, WHAG, WKIO. KRNT. Hoavy rotation: KRMG. WNDB. WRVA. Medium rotation: WCCO-AM, KMB2, KSL KLO.
WTAR. WIS, WOOD. Continues strong in South and Midwest MAC DAVIS "Hooked On Music" (Casablanca/PolyGram) 24/0. Hesuy rota tion: WJON, KRMG, WJBO. Medium rotation: KMBZ, KFOD, WNDB, WABZ. WEIM. WHBY, WHBC. KRNT. KXIC. Midwest is the strength here.
ROVERS "Wasn't That A Party" (Epic/Cleveland International) 23/2 add WIP, WHEN. KFOD. WMAZ, WFIR. WNEU, WHIZ. East end South showing best signs.
JIM PHOTOGLO "Fool In Love With You" (20th) $22 / 9$ add WCFR, WHIO, KMBZ WCCO-AM, KLO, WIVA, WABZ, WHBY, WHOK. Medium rotation WRVA, KFOD, WOUA. WJON. B.J. THOMAS "Some Love Songs Never Die" (MCA) 21/11 add KSL, whio. WCCO.AM, KMED, KFOD, WSLI, WNDB, WATR, WEIM, WNAB, WJON. Medium rotation: WBT. WGY.
ANDY GIBB "Me (Without You)" (RSO) $21 / 5$ add WGAR, WWWE, WDAE, WNEU,
KFQD. Heavy rotation: WLW. Medium rotation: WIP. WNAB, WLNH, WSLI, WFIR, WHBY WKIO KFOD. Heavy rotation: WLW. Medium rotation: WIP, WNAB, WLNH, WSLI, WFIR, WHBY, WKIO
WHIZ Strongest in East
DIANA ROSS "One More Chance" (Motown) 21/4 add wDAE, 97alA, KMED WNAB. Heavy rotation: KSL. Medium rotation: WSBA, WEIM, WCHV, WRVA, WFIR, WSTV. Best

## POP/ADULT AIRPLAY/30

Three Two Last This Weeks Weeks Week Week

## April 3, 1981

| 4 | 3 | 1 | 1 | B. STREISAND \& B. GIBB/What Kind Of Fool (Columbia) |
| :---: | :---: | :---: | :---: | :---: |
| 10 | 7 | 5 | 2 | SHEENA EASTON/Morning Train (Nine To Five) (EMI America) |
| 8 | 6 | 4 | 3 | GROVER WASHINGTON JR./Just The Two Of Us (Elektra) |
| 16 | 10 | 8 | 4 | JUICE NEWTON/Angel Of The Morning (Capitol) |
| 1 | 2 | 2 | 5 | NEIL DIAMOND/Hello Again (Capitol) |
| 28 | 16 | 10 | ( | JAMES TAYLOR \& J.D. SOUTHER/Her Town Too (Columbia) |
| 6 | 5 | 6 | 7 | TERRI GIBBS/Somebody's Knockin' (MCA) |
| 2 | 1 | 3 | 8 | DON McLEAN/Crying (Millennium) |
| 11 | 9 | 9 | 9 | HALL \& OATES/Kiss On My List (RCA) |
| 17 | 12 | 11 | (1) | EMMYLOU HARRIS/Mister Sandman (WB) |
| 3 | 4 | 7 | 11 | JOHN LENNON/Woman (Geffen) |
| 15 | 13 | 12 | 12 | LEO SAYER/Living In A Fantasy (WB) |
| 30 | 22 | 14 | 13 | SMOKEY ROBINSON/Being With You (Tamla) |
| 5 | 8 | 13 | 14 | CLIFF RICHARD/A Little In Love (EMI America) |
| 24 | 21 | 17 | (1) | GILBERT O'SULLIVAN/What's In A Kiss (Epic) |
| 19 | 18 | 16 | 16 | ELVIS PRESLEY/Guitar Man (RCA) |
| - | - | 21 | 17 | BARRY MANILOW/Lonely Together (Arista) |
| - | 30 | 22 | 11 | STEVE WINWOOD/While You See A Chance (Island) |
| 25 | 23 | 20 | 19 | CHRIS MONTAN/Let's Pick It Up (Where We Left Off) (20th) |
| - | - | 27 | (21) | T.G. SHEPPARD/I Loved 'Em Every One (WB/Curb) |
| - | - | 30 | (21) | STEELY DAN/Time Out Of Mind (MCA) |
| - | 27 | 26 | (2) | BOBBY GOLDSBORO/Alice Doesn't Love Here... (Curb/CBS) |
| 29 | 26 | 25 | (23) | JIMMY BUFFETT/It's My Job (MCA) |
| 7 | 11 | 15 | 24 | DOLLY PARTON/9 To 5 (RCA) |
| 14 | 14 | 18 | 25 | STYX/The Best Of Times (A\&M) |
| 9 | 15 | 19 | 26 | RONNIE MILSAP/Smoky Mountain Rain (RCA) |
| - |  |  | 27 | CHRISTOPHER CROSS/Say You'll Be Mine (WB) |
| - | - |  | 23 | CHAMPAIGN/How 'Bout Us (Columbia) |
| - |  |  | 23 | ABBA/Super Trouper (Atlantic) |
| - | - |  | (3) | TASTE OF HONEY/Sukiyaki (Capitol) |

This chart is based solely on statistics compiled weekly from our reporting stations. New Entry
Black circled numbers indicate significant upward movement from at least $60 \%$ of our reporters

CAPTAIN \& TENNILLE "Keepin' Our Love Warm" (Casablanca/PolyGram) 21/3 add KLO, KFQD, WSGW. Heavy rotation: WDBO. Medium rotation: WCCO-AM, WLTA, WGIR $21 / 3$ add KLO, KFOD, WSGW. Heavy rotation: WDBO. Med
WEIM. WSBA. WNDB, WJON, WOOD. Evenly spread so far
DR. HOOK "That Didn't Hurt Too Bad" (Casablanca/PolyGram) 21/3 add WWWE, KBLF, WGIR. Medium rotation: WLTA, WBT, WRVR, KLO, KFQD. WNDB, WSBA. WHAG.

## Others Getting Significant Action

DEBBY BOONE "'Perfect Fool" (WB/Curb) 18/0. Heavy potation: KSL WSB, WDEF WIVA, KMED, WQUA. Medium
ERIC CLAPTON AND HIS BAND "I Can't Stand It" (RSO) $17 / 1$ add WBT. Heav rotation: WBEN, WIP, WMAZ WCHV, WABZ, WLNH Idpl, WOWO Medium rotation: WSM. FM, KPPL WGAR. KBAI, WNEU, WBOW. Hot action in South and Eas
KIM CARNES "Bette Davis Eyes" (EMI America) 16/15 add whas, WELI, wGR, WBEN, WMAZ, KOLO, retation: ${ }^{2}$ IAIA.
LENNY LeBLANC "Somebody Send My Baby Home" (Capitol) 16/6 add PHIL SEYMOUR "Precious To Me" (Boardwalk) $15 / 1$ add KFO
WNEU, WJBO, WCHV. WOWO. Medium rotation: WGAR, WSIX. WHEN, WGY, WGR. WORG. WHIZ, KLTE, KWOS.
FRANKE \& THE KNOCKOUTS "Sweetheart" (Millennium) 14/3 add WHEN, WBZ, WBOW. Heavy rotation: WLNH. WGR. WABZ. Medium rotation. WLW, WOAl.FM, WGY.
WCFR, WCHV, WFIR, KFOD.
RITA COOLDGE 'Words"' (AGM) $14 / 2$ add KSL, WDEF. Heavy rotation: KHow. Me
dium rotation: WWWE, WSB, WLTA. WFLL, WBOW.
JOHN COUGAR "Ain't Even Done With The Night" (Riva/PolyGram) $14 / 1$ add KLTE. Heavy rotation: WSM-FM. WLW. WCCO FM. WABZ, WLNH (dpl. Medium rotation: WNEU, WEIM, WMAZ, WFIR, WGAR, WBT, KWOS
ROSANNE CASH "Seven Year Ache" (Columbia) $13 / 2$ add wcco-AM, KRZ Heavy rotation: WMAZ, WDEF. Medium rotation: WLTA, WNDB, KLO, KRMG.
PAUL ANKA "Think I'm In Love Again" (RCA) 13/1 add WATr, Medium rotation:
PHIL COLLINS "II Missed Again"' (Atlantic) $12 / 5$ add WGAR WFIR, WHAG, WHOK, BOZ SCAGGS "You Can Have Me Anytime" (Columbia) $12 / 3$ add WSM-FM. WIS, KMBZ. Medium rotation: WNAB, WBEN, WRIE, WEIM, WSBA BOBBY VINTON "Let Me Love You Goodbye"
WHEC. Medlum rotation: WSB, WRIE, WJON
ROD STEWART "Somebody Special" (WB) 1211 add WLNH. Medium rotation: WRVR, WSM-FM. WRIE, WEIM, WCHV. WIS, KLMS, WKIO
RANDY MEISNER "Hearts On Fire"' (Epic) 11/1
wowo. Medium rotation: WNFL, Kwos, wCHV, WFIR, WTVN.
REO SPEEDWAGON "Take It On The Run" (Epic) 1017 ad whe kova wor WABZ Idpl. WFIR. WBOW Idpl. WNFL, Medium rotation: WHEN. WMAZ
STEVIE WONDER "Lately" (Tamla) $10 / 5$ add WOA1-FM, KUGN, KRMG, KMRJ, KWOS. Heavy rotation: WATR. Medium rotation: WBT.
FOOLS "Running Scared" (EMI America) 9/1 add WGY. Madium rotation: WOAI.FM,

| WBT, WGR. WBEN. WDEF, WORG. |
| :--- |
| APRIL WINE "Just Between You \& Me" (Capitol) $8 / 2$ add WGR, wowo. Medium |

## Most Added:

Super Trouper (A tran tic)
Added at $26 \%$ of our reporting Added at 26\% of our raporting
JOHN LENNON hing The Wheels (Geffer dded at $23 \%$ of our reporting statio RUPERT HOLMES Added at $21 \%$ of our reporting station CHRISTOPHER CROSS
SAY You'll Be Mine WB) Say You "I Be Mine WB) Added at 19\% of our reporting
ANNE MURRAY ANNE MURRAY
Are The Believers Blessed Are The Believers (Capital)
Added at $18 \%$ of our reporting station What ATE WOTIE WEST What Are We Doin' In Love LLiberty)
Added at $17 \%$ of our reporting stations. gino vannelli Living Inside Myself (Arista)

## Hottest:

SHEENA EASTON Tring Train (Nine To Fivel (EMI/ Americ
Reported hot at $53 \%$ of our stations. GROVER WASHINGTON JR Just hot tot at $49 \%$ of our statio JUHCE NEWTON Angol Of The Morning (Capitol) JAMES TAYLOR \& J.D. SOUTHER Her Town Too (Columbia) Reported hot at 41\% of ou TERRIGIBBS Reported hot at $30 \%$ of our stations. EMMYLOU HARRIS Mister Sandman (WB) --


## Pup/Rhythms

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

SMOKEY ROBINSON<br>"Being With You" (Tamla) CHAMPAIGN "How "Bout Us" (Columbia) ATLANTIC STARR<br>"When Love Calls" (A\&M) KOOL \& THE GANG "Take It To The Top"" (De-Lite/PolyGram) A TASTE OF HONEY "Sukiyaki" (Capitol) GROVER WASHINGTON, JR. "Just The Two Of Us"' (Elektra) QUINCY JONES "Ai No Corida" (A\&MM) SHALAMAR "Make That Move" (Solar/RCA) CHAKA KHAN<br>"What Cha' Gonna Do For Me" (WB) RAYDIO<br>"A Woman Needs Love (Just Like You Do)" (Arista) TOM BROWNE Thighs High" (GRP/Arista) DENIECE WILLAMS "What Two Can Do" (ARC/Columbia)

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

ROBERT WINTERS \& FALL "Magic Man" (Buddah/Arista) 55\% $(+1)$ reporting. Hot at KDIA and KYAC in the West Cllmbing at WKWM and KATZ hot at WJMO and KPRS in the Mlowest The South shows h Climbing at WVOL WHRK, WVEE, WKXI, WGIV, WOIA and WLOU while hot at WTMP. WJJS, WOWI and WANT. Hot at WDAS: climbing atWXVIn tho Eos
CAMEO "Feel Me" (Chocolate City/PolyGram) $55 \%(+1)$ reporting aiplay. Showing medium aiplay at WVOL WHRK, WVEE WKXI. WDIA WLOU. WJJS. WEOR WOWI, KOKY and KMJO In the South. Hot at WAMO; climbing at WKND. WILO and WXIV in the East Climbing at KSOL and hot at KDKO in the West Heavy rotation at WJMO
WHISPERS "It's A Love Thing" (Solar/RCA) 55\% repording. Hot at WILD and WAMO while ectimbing at WKND in the East Medlum alplay at WPDO, WKXI, WGIV. WOWI and KMJQ whth hot rotation at WANT. WVOL, WJJS
WEOR, WATV and KOKY in the South. Hot at WJLB, WKWM. KAEZ and KPRS; climbing at KMJM and KATZ in the WEDR, WATV and KOKY in the South. Ho
Midwest, Hot at KSOL and KYAC in the West
JERMANE JACKSON '"You Like Me Don't You" (Motown) 52\% (+6) reporting acton. Showing medium alplay at WJMO. WJLB, WCIN, KAEZ, KMJM, KPRS and WVON whlle hot at KATZ in the Midwest Cllmbing at KSO and KYAC in the Wost Hot at WKXI. WGIV. WOWI and KMJQ: modium aiplay
KOKY in the South. The East shows thotat WWRL and WAMO with medium activity at WKND.
KLEEER "Get Tough" (Atlantic) $52 \%$ of our reportors are on it Climbing at KSOL in the Wost Now at WHRK, WVEE, WAOK. WJJS, WEDR and WOWI with hot rotation at WKXI. WGIV and WDIA. Hot at WKNO. WAMO and WWIN: cllimbing at WILD, WXYV and WDAS in the East
JERRY KNIGHT "Perfect Fit" (A\&M) 52\% reporting. Climbing at WKND. WILD and WAMO in the East rotation at WJMO, WJLB and KPRS with medium aiplay at WCIN, WKWM, WBMX and KATZ in the Mldwest The West shows it hot at KSOL while elimbing at KOKO.
SISTER SLEDGE "All American Girls" (Cotillion) 50\% reporting activity. The Midwest shows hot rotation at WJLB whth medlum actvity at WCIN, WKWM, KAEZ and KATZ. Hot at KSOL while climbing at KDKO in the Wost
Climbing at WWRL and WKNO; hot at WYXV in the East The South shows heaw rotation at WTMP. WHRK. WVEE, WJJS, Climbing at WWRL and WKND; hot at WYXV in the East The South shows heavy rotaiton at WTMP, WHRK. WVEE, WJJS. WOWI, KOKY and KMJQ: medium airplay at WVOL, WKXI and WATV.
VLAKESIDE "Your Love is On The One" (Solar/RCA) 48\% ( +24 ) reporting. Medium rotedion at KDKO in the Wast The Midwest shows an add at KAEZ, medium alplay at WJMO, WOLC and WKWM, and hot rotation
at WCIN, WBMX and WVON. New at WHRK, WVEE and WIOU, climblng at WGIV, WDIA and KM.J. and hot at at WCIN, WBMX and WVON. New at WHRK, WVEE and WLOU, climbing at
WPDO in the South. Added at WILD, WAMO and WXY: cllmbing at WWIN in the East.
DRUFUS 'Tonight We Love" (MCA) 48\% (+16) reporting alrplay. Added at WAMO; showing madhum rotation at WID, WXYV, WWIN and WDAS in the East New at WLOU. cllmbing at WTMP, WHRK WVE, WAOK, WJJS WEDR, WATV and KOKY, and hot at WGIV in the South Medium activty at WJMO, WBMX and KATZ in the Mlwwest Climbing at KYAC in the West.
T-CONNECTION "Everything Is Cool" (Capitol) $48 \%(+2)$ reporting action. Climbling at KSOL in the Wost Hot at WCIN, KAEZ and WVON: medium airplay at WJMO. WJLB, WBMX and KATZ in the Midwost Climbing at WJJS WEDR. WATV and WOWI; hot at WTMP, WHRK, WVEE and KMJO In the South. The East shows medium rotation a
WKND and WDAS with hot rotrion and WND and WDAs with hor rotaion arwxT.
MARVIN GAYE "Praise" (Tamla) 48\% of our roporters are on it Hot rotation at WXrV and WDAS in the East Now at WLOU, climbing at WAOK and WATV, and hot at WHRK, WVEE and WJJS in the South. The Wost shows hot rotation at KOKO. KOIA and KSOL Wht medium aiplay at KYAC. Climbing of WKWM, KPRS, KATZ and WJLB with
heavy aiplay at WJMO, WTLC and WCIN In the Midwest

VSTARPOINT "Keep On It" (Chocolate City/PolyGram) $42 \%(+15)$ reporting activity, The Mldwest showe an add at WJLB with medium rotation at WJMO, WTLC and KATZ. Hot at WGIV, WJMI and WLOU; climbling at in the East.
BUL SUMMERS \& SUMMERS HEAT "Call It What You Want" (MCA) 42\% of our roporters are on it The South shows an add at WVOL WHRK, WEE. WKXI and KMJO, medlum rotation at WTMP, WLOU, WEDR and WOWI, and hot aiplay at WGIV. Now at WXYV; climbing at WKND and WILD in the East Hot at WTLC and WCIN; climbling at
VGAP BAND "Yearning For Your Love" (Mercury/PolyGram) 40\% ( +13 ) reporting action. Added at
WWRL, WKND, WILD and WXW; dimbing at WDAS. and hot at WWIN in the East Now at WHRK, WVEE and KOKY WWRL WKND, WILD and WXW; Climbing at WDAS. and hot at WWIN in the East Now at WHRK, WVEE and KOKY While showing medium rotation at WJMi in the South. The Midwest shows an add at WKWM; medlum actvity at WJMO. WJLE
S. MONK "Bon Bon Vie" (Mirage) 40\%
T.S. MONK "Bon Bon Vie" (Mirage) 40\% reporting alppoy. Hot at KSOL in the West Climbing at KAEZ, hot at
WJMO, WJLB WGIN. WKWM and WBMX in the Mhtwest Hot at WKND and WXY in the Eest Showing medum WJMO, WJLB, WGIN, WKWM and WBMX in the Mldwess. Hot at WKND and WXYV in the Esest Showing modhum
YARBROUGH \& PEOPLES "'Don't Stop The Music"' (Mercury/PolyGram) 40\% reporting. The Mlawest shows hot rotarion it WKWM, KAEZ, KMJM, KPRS, WBMX and KATZ Climbing at WOWI; hot at WPDQ. WDIA, WJJS, in the East
SADANE "One Way Love Affalr" (WB) 40\% roporting aimplay. Added at KYAC in the Weer. Hot at WTLC; ellimbing at WJMO, WKWM, KPRS and WVON In the Midwest Medium rotsiton ar WWRL WAMO, WXYV and WDAS in the East -
ARETHA FRANKLIN "What A Fool Believes"' (Arista) $38 \%$ reporting. Hot at WLOU with madium actuvity at WTMP, WVOL WOIA, WJJS, WOWI and KMJO in the South Hot at WAMO in the East. Climbing at KAEZ and Climbing at KSOL and KYAC in the Woel.
BAR-KAYS "Body Fever" (Mercury/PolyGram) $35 \%$ of our reporters are on it Added at WKXI and WDIA
with medium airplay at WOWI, WHRK, WVEE, WAOK, WJMI, WLOU and WATV in the South. Now at WJMO and KPRS whth medium airplay at WOWI, WHRK, WVEE, WAOK, WJMI, WLOU and WATV in the South. Now at WJMO and KPRS whie climbing at WVON in the Midwes. Modum ainpay at KOKO in the Weat Climbing at WXYV in the East.
ULLANDA McCULLOUGH "Bad Company" (A tiantic) $32 \%(+8)$ roporting. Added ot WAOK and WJJS: dimbing at WVOL WHRK, WVEE, WGIV, WOIA. WJMI and WLOU in the South Modium airplay at WTLC in the Mldweat The East shows medium rotation at WXY. WWIN and WDAS.
DEBRA LAWS "Be Yourself" (Elektra) 32\% of our reportors are on h. Added at WJMO, cilmbing at WCIN. KPRS and WBMX, and hot at WJLB and KAEZ in the Midwest. The Soant shows modium rotation at WHRK, WVEE and KMJO. climbing at WAMO, WXYV and WVIN in the East. The West showa medium activity at KSOL
UNX "You're Lying" (Chrysalis) 32\% reporting. Hot at WAOK; cllmbing at WHRK, WVEE, WLOU and WEDR in the South. Now at WAMO; climbing at WILD, WXV, WWIN and WDAS in the Esat Modium airplay at KYAC in the Weet Climbing at WJLL and WCIN in the Midwest
PATRICE RUSHEN "Never Gonna Give You Up" (Elektra) 30\% reporting aiphay, The Midweet shows it hot at WVON with modium airplay at WJLB, KAEZ, KPA
hot at WLOU in the South. Climbing at WKND in the East
SPINNERS "Yesterday Once More/Nothing Remains The Same" (Atantic) 30\% reporting. The South Shows medium rotation at WTMP, WHRK, WVEE, WAOK, WGIV, WOIA, WJJS and KOKY. CIImbing at WKND. WILD and

## NEW \& ACTIVE

BLONDIE "Rapture" (Chrysalis) 28\% (+6) reporting action. Hot at WXYV in the Eat Climblng at WPDO and WJMI; hot at WVOL WHRK, WVEE. WOWI and KMJO in the Sourth. Hot at KMJM in the Mitweet Climbing at KSOL and hot at KOKO in the Weat.
ONE WAY "MY Lady" (MCA) 28\% raporting. Added at WKXI whth medlum activity at WHRK, WVEE and WATV in the South. Hot at WJLE white climbing at WVON, KAEZ and KATZ in the Midwest. The East shows medium airplay at WKNO. WAMO and WXYV.
GRANDMASTER FLASH "Birthday Party" (Sugarhill) 28\% reporting. Cllmbing at KDKO in the Weat Medium aiplay at WTLC and WKWM in the Midwest Hot at WILD while cllimbing at WAMO in the East Hot rotation at WGIV, WATV and WANT; dimbing at WAOK, WVOL and WLOU in the South
ZINGARA "Love's Calling" (Wheel) 25\% reporting action Cllmbing at WJJS, WEDR and KOKY; hot at WDIA in the South. Hot at WOAS; climbing of WWIN in the Eass. Hot at KPRS and WVON while ellimbing at WJMO in the Midwast Hoovy aliplay at KYAC in the West.
FRANKIE SMITH "Double Dutch Bus" (WMOT/Columbia) 25\% of our reporters are on $h$ h Added at WXY dimbing at WILD, and hot at WDAS in the East Now at WHRK and WVEE, showing medhum aiplay at WAOK and WKXI㲘
MELSSA MANCHESTER \& PEABO BRYSON "Lovers After All" (Arista) 25\% roporting action Hot rotation at WJLB, WKWM and KAEZ; cllmbing at WJMO in the
hot at WVOL and WAOK in the South Medium airplay at WAMO in the East

## JAZZ <br> HOTTEST

JOE SAMPLE GROVER WASHINGTON, JR.
BIL EVANS. DEXTER GORDON.
DAN SIEGEL
WEATHER REPORT THE MARKLEY BAND. $\qquad$

Woices in The Rain (MCA) You Must Believe In Spring (WB) Gotham City (Columbia) The Hot Shot (Inner City) he Town (Tappan Zee/Columbia) Night Passage (ARC/Columbia) The Markley Band (ARC/Accord)

## NEW \& ACTIVE

DAVID SANBORN
Voyeur (EP) (WB)
 MIDWEST: WBBYICotumbus, OH, Terry Wiison; WJZZDeerroit, MI, DOrian Pastar. WEST: KJLH/LOs Angeles, CA, Lewrence Tanter, KKGO/Los Angeles, CA, Sal Levine: KADXIDenver, CO, Charlotre Height


# Opportunities 

## Openings

## EAST

Opening for adutt CHR communicator. Tapes to Jim
Simonetti, WSPK, Box 1703 , Poughkeepsie, NY 12601. Member of Commend Broadcasting Group. EOE M/F
$(4-3$ )

Part-time position open. Tape and resume to Sam Lital
KICKS $(1015), 218$ Ewingville, Trenton, NJ 08638 . (4-3)
Rere opening at New Jersey's leeding Country ste tion, WIXL. Some experience. Females/minorities pre ferred. Tbpe end resume to George
40 , Newton, NJ O7860. EOE M/F (4-3)

Need part-time news people and jocks for Boston Country station. Send tape and resume to PD, WDLW.
Box 363 , Boston, MA 02101. (43)

WBLI/Long Island accepting tapes for possible future jock and news positions. Contact Bill Terry, WBLI, 31
W. MainSt., Patchogue, NY 11772 . EOE M/F (4-3)

WRIEAENe 5000 watt POP/Adure needs swing person with definite production skills
(814) $996-677$. EOE M/F (4-3)

Production pro. Also swing air shift. Tape end resume to Jack Miller, PD, WOND, Box 352, Pleasantville, NJ 08232 . No calls plesse. EOE M/F (4-3)

CQ102/Geneva, NY, bordering two top-60 markets, needs PM drive news anchor. No beginners. Tape and
restume to Deve Weinfeld, GM, CO102, Box 213, Geneve, NY 14456. EOE M/F (4-3)
WYNS/Lehighton. PA is accepting topes for future openings for news and DJ's. Send to Chuck Henry,
PD, WYNS, Box 115 , Lehighton, PA 18235. EOE M/F
$(4-3)$

WSNIPhiladelphia seaks tapes and resumes for a current drive time siot, as well as possible future
openings. Smooth, friendly delivery needed for our easy Pop/Adult formar. Tape and resume to Jack Taddeo, PD, WSN1FM, 2043 Locust Streer, Philackelphia, PA 19103. (4-10) -

WBLI/Long island has possible future full-time jock and news positions. Please no screamers or beginners. Tape end resume to Bill Tern
Petchoque, NY 11772 . (3-27)

Morning personalty needed immedlately for Country stations WAFL-AM/FM/Milford, DE. Must have experience, strong production skills, and be familier with
Country music. Dennis Hazzerd, (302) 422-7575. EOE M/F (3-27)
Aftemoon news anchor needed. Some reporting. immediate opening. No rank beginners. Tape end resume
to Deve Weinfeld, GM, C0102, 609 W . Washington, to Deve Weinfeld. GM, CO102, 609 W . Washington,
Geneve, NY 14456. EOE M/F (3-2才)

CO102/Geneva, NY has immediate pert-time and future full-time openings. AC-CHR bordering Syre-
cuse/Rochester. No beginners. Steve Reynolds, PD, cuse/Rochester. No beginners. Steve Reynotds, PD,
CQ102, 609 W . Weshington, Geneva, NY 14456. EOE M/F (3-27)


Openings

## SOUTH

 program one station. Tapas and resumes to Mike EOE M/F (4-3)G105 now accepting tapes and resumes for future openings. Send to Rite Chapman, G105; Box 2126, Durham, NC 27702. EOE M/F (4-3)
Program Director - WNOE-FM Country 11 adults. Two years minimum experience. TM package live assist.
Tapes end resumes to GM, 529 Bienville, New Orleans, LA 70130 . EOE M/F (4-3)
B. 105 , WLOF/Orlando, needs conversational AM drive newsmen/Director. Tapes and resumes to Dave Wright,
Bu105, Box 7475, Orlando, FL 32854. No calls please. EOE M/F (4-3)
Possible future openings at Birminghern's \#1 Pop/ Adult station, WSGN. Tapes and resurnes to Jay Mictr-
aels, PD, Twin Towers East. 236 Goodwin Crest Drive, Birmingharn, AL 35209. EOE M/F (4-3)
KZOM, top AOR station in Beaumont-Port Arthur, a top 100 market, seeks experienced PD. Tepes and resurnes
to Gene Flowers, Box 336, Port Arthur, TX 77840 . to Gene
EOE (4-3)

WLOP/Jessup, GA needs annourcer with pley-by-play experience. Chance for advancement. Call 1912) 427 -
3711. EOE M/F (4-3)

Wented: Moming drive talent for KFMK/Houston. Willing to take direction. No calls. TER to ${ }^{3}$ Lee Logen, KFMK,
6420 Richmond, Suite 600 , Houston, TX 77057 . EOE M/F (4-3)

Country 10 WNOE/New Oreans needs Production Di rector creative writing, suparvise promotions, air shift Call Joe Patrick at (504) 429-1212. (4-3)
Aftemoon drive, possible MD and Assistant PD. Tapers and resurnes to Charlie Weaver, 97ALT, Box E797,
Meridian. MS 39301 , or call (601) 693-2661. EOE M/F (3-27)
Wanted: One super AM drive trelent Tapés and resumes to Les Howard, WSUN, Box 761, St. Peters-
burg, FL 33731 , or cell (813) $821-6262$. EOE M/F ( $3-27$ )

KBIU/Lake Charles, LA taking applications for midday personality. Production skills required. Tapes and re-
sumes to Jim Gardner, KBIU, Box 3306 , Lake Charles, sumes to Jim Gerdner,

KXLR/Lite Rock now accepting tepes and resumes for future openings. Experienced Country personalities contact Don Moore, at Box 3014 , Litie Rock, AR, 72203,

## MIDWEST

KBMWWahpeton, ND needs announcers for Country format. Strong production a must. Tape and resume to
Brtan Downey, Box 1101, Wahpeton, ND 58075 . EOE (43)

WVMIWOID has future ooening for fulltime FM ennouncer. Minimurn three yeers Top 40 experience;
commercial production expertise. Tape and resume to commercial production expertise. Tape and resume to
Mickey Coutter, WaID, Box 4606, Biloxi, MS 39533. (14.3)

AM announcer needed Immediatalyl Minimurn three
years experience. Good voice ernd production skills a must. Tape and resume to WTAR, 720 Boush St., Norfolk, VA 23510. (4-3)

WRKR/Racine needs full-ime
Werren at (414) $552-8787 .(4-3$ )
WxCL/Peoria has a rare opening for aggressive Pro grem Director. Excellent benefits. Contect Randy Rice,
WJBOWFMF, Box 496, Beton Rouge, LA 70821. EOE M/F (4-3)
CHR, Country, and Pop/Adult personalities and programmers needed. Airchecks and resurnes to Ron
White, Redio Progrem Consultent, Box 1425, Grand White, Radio Progrem Consultent, Box 1425, Grand
Rapids, M149501. (4-3)

KJCK-FM/Junction City, KS moming personality needed for 100,000 watt AOR. Tape and resume to Julie
Deppish, KJCK, Box 789, Junction City, KS 66441 .
-
We're a medium market, hit-oniented Country
station looking for the perfect AM drive personatstation icoking for the perriect AM drive personat
and resumes to RADIO \& RECORDS,
Century Park West, Box 225, Los Angeles, Century
90067.

Midwest medium market AM/FM seeks PD and
announcer for all nlghts. Country AM/Beeutiful Music FM. Tape and resume to WTHI, 918 Ohio St., Terre
Heute, in 47808 . EOE M/F (4-3) Houte, IN 47808. EOE M/F (4-3)
Station of the year needs news ace. Tape and resume
to Bob Bender, WDIF, Box 10,000, Marion, OH 43302 . EOE M/F (3-27)
Northern Minnesota P/A station sseking ambitious announcering. Call Kay Tarlor, (218) 741-5922. (3-27)

Openings

## WEST

L.A. Syndicator seaks sales person with experience at redio station or in syndication. Salary commensurate
with ability. Call Carol Holt, Watermark, Inc., (213) 980 with ability.
9490 . (43)

Northem California station, beautiful area, seeks tapes and resumes for future openings. Send to Sunset West Consultants, Box 1264, Colton, CA 92324. (43)
KZLA AM/FM is looking for a person who has a thorough knowledge and acquaintance with Coun-
try Music and a minimum of 3 years experience. Programining and computer experience helpful. Send resume to: Tom Casey, KZLA Country Stereo, 5700 Cunset Blva., Holywood, CA (4-10) Communications Reseerch, LTD. needs tolent for major market clients. Pop/Aduh, AB, Beaulin Music, and Country. If you are a teiented air personality or news
anchor, please send examples of your work to Ken Dennis, 3438 N . Country Club Road, Tucson, AZ 85716 . Dennis
(4-3)
Music
Music Libraniar/Assistant to MD. Immediate opening et 50,000 wett KLOK/Sen Jose. Requires strong clerical
skills and knowledge of Poo/Adult music. Research skills desirable. Minorities encouraged to apply. Resumes to Biir Weaver, GM, Box 21248, Sen Jose, CA 95151. EOE M/F $(4-3) \cdot$
Kller morning man wanted for Superstars winner in Sacramento. Tape and resume to Les Tracy, Box 511 (ARCO CA 95803 . EOE M/F (43)
KRCO/Indio-Palm Springs, CA has immediate weak end opening. Country/Rock experience preferred. No Ave., Indio, CA 92201. (3-27)
KDON-FM/Salinas is now accepting tapes and resumes for future openings. Send production samples
o Roman Moore, PD, KDON.FM, 269 Main, Salines to Roman Moore
CA 93912 . (3-27)
Teem oriented Production Director. Salary plus bonus, Send tapes and resumes to John Wickstrom, KWO
S. Mills \& Olive, Pomone, CA 91766 . EOE M/F (3-27)

Moming talent for Colorado Springs' number one station. If you can demonstrate a sense of humor and a solid track record, we will offer an excellent Gerber, Sunbelt Communications, 545 Middelfield. Suite 170, Menlo Park, CA 94025. EOE M/F (3-27)

## Positions Sought

LENNY D. has been with the Clincinnati Reds for two soesons. His work involved recording and handling game videotapes, daily post-game radio reports, and
post-season highlight film production. He has a radio beckground with strong production skills. Also hes done play-by-pley for redio and cable TV. Looking for play-byplay and/or on-air sports/news opportunities. Immediate
availability, and will relocate. Call him now. . (513) 351 availability, and will relocate. Call him now ... (513) 351 .
0317. (4-3).

Dynamic morning team is reedy to help your book. Woofer and Tweeter are humorous and informative one
to-one communicators. Cell (505) 7224471. BILL LEE to-one communicators. Call (505) 722-4471. BILL LEE
$(43$ )

Ready for the next rurg. One request ... to work for professionals. Production, music, sperkling coDywriter.
Currently Country Northem Michigen. CHR/AOR experiCurrently Country Northem M
ence. Cell (616) $582-2817$. (4-3) Editor at all-News station in top-five market looking for
reporters position in mejor marker or News Director in large market. TONY, (313) 584-4959. (4-3)
Experienced news person, college degree in broact casting. I'm the right person for your news department.
For tape and resume, contact JIM PARSONS, 1513) For tape and resume, contac
$298-7241$ (after 3pm ESTV. (4-3)
Six-yeer pro, KLAD, KAGO, KKIO. Experienced as PD, MD, and News Director. Desire small to medium market. Cell (802) 254-91 48. (4-3)
Outstanding, award-winning broadcast journalist, 12 vears experience looking for medium to mejor marke
operation. News/Talk desired. Call RON: (914) $564-7652$, efter 5pm. (4-3) Jock, musicologlat, programmer, one to-one com municator with 6 yeers TOD 40, CHR, and AOR. Prefer , Top-rated major market air personality seeking pro-
gramming or air position. 1 st rate numbers and great references. No smell merkets. Available today. BOB 313) 647-6362. (4-3)

Major market Production Maneger for 7 years with
keen music interest. Formerty with KMET. Call GUS, keen music interest. Formetly with KMET. Call GUS,
(213) 876-1672. (4.3)
FRISCO BOB, former WMAD/Madison MD, seeks air position on medium or mejor market AOR. (608) 222.
$1262 .(4-3)$

Black Jock looking for Urban Contemporary or CHR format. Willing to relocate. Can pull good numbers. For
further information call JERRY, (212) 788-1328. (4-3)
MD. Creative. AOR, Pop/Adult. From WPRO/Prout dence. To major NE roller rink, progremming music.
Seeks PD/MD position. NE. STANLEY BOMES, (617) 252-4715. (4-3)

## Positions Sought

Altrbal voice of De Anze High, Richmond, seeks On-air work in major or medium market. Call FRANK
BUTERA, (415) 223-1534. (4.3) Seeking PD position. Experienced in Talk, News, Pop Adult and Big Band. Expert programmer and personab
air talent. Ready to relocate. Call LEO at (302) 654 1146. (4-3)

Air personality in Midwest radio wants to move Wes 949-1103, LES. (4-3)

Peeriess track record. TV/radio ennouncer, write, sell. Presently ad agency VP. Make en offer I can't refuse
SCOTT PERKINS, (718) $342-9490$. (4-3)
7 year JUCO play-by-play looking to advance to college smallmedurn marker. W , recate for the nigh ob. Call BOB at (612) 235-2915. (4-3

Current on-air Mu
(702) $731-3253.143$ )
AOR pro seeking PD slot or airshift. Super production promotion. Last gig: momings 2ETA $/ /$ Orlando. Cell
THOM ROBINSON (304) $525-8036(4-3)$

9 year veteran looking for on-air or PD position or
both. Can work CHR, Poo/Adult, AOR and Country Strong productionl Call KEVIN O'NEAL, (919) 237-5171. Strong
$(43)$
Looking for new sports address! Would like sports po sition in any medium to major market. I can do all play-
by-play. Call MARC afternoons, (218) 749-4983. (4-3)

Production director/air shift. Humor, quality, compe
tent. Diverse tolents. CHR end Pop/Adult. MARK, (512) tent. Diverse ta
$445-2855 .(4-3)$

Southwestern PD is \#1. Wants to win for you, too. 11 years or-air experience. Uiban, CHR, Pop/Adult, an
Soul. CHUCK KELLY, (915) 581-4309. (4-3)

Dedicated newscaster/reporter/Public Affairs Direc tor with 8 years experience in Bahimore, Washington,
D.C., Richmond and Syracuse needs new radio home. ELLEN LEVITT, (301) 6559659 . (4-3)
33 year old personelity jock with PD and MD experi specialty. Call JIM THOMAS after 6pm. (305) 287-2020.

I'm caught in a Catch-22. I will trade hard work for sidered. MARK, (402) 572 -6203. (4-3)

AOR jock/MD looking for challenge and company to grow with, seeks position in medrum/major market 2 Years experience including Superstars, top tracks and
CHR formats. Ready to relocate. For tape and resume call BILL HERSHY at (516) 536-7478. (4-3)

Major market Sports Dinector seaks a responsible position at a station where quality spors covarage is a important part of the total programming. If you're looking viding your listeners with the best sports information then call TOM et (713) 481-5800. (4-3)

Consultent for CHR and Pop/Adult. (813) 536-9211
$(4.3)$
Creative energetic jock with experience in CHR and Country looking to give $100 \%+t$ to the right station PD/MD experience. Call DOUG, (513) 962-2732. (43) Would you like major Southem Calfornia stories filed for your newscast' Any merket, any format. Cell STEVE

## R\&R Opportunities Advertising

Radio \& Records provides free listings (maximum 24 words or 3 lines) in Openings, Positions Sought, and Changes. You may place your ree listing by mail or phone.
Rate for Opportunities ads exceeding 3 -line maximum is $\$ 12$ for up to one inch (12 lines; 96 words).

| Frequency Rates * |  |  |
| :--- | :---: | ---: |
| 1 Week | 2 Weeks | 3 Weeks |
| $\$ 12.00$ | $\$ 20.00$ | $\$ 25.00$ |

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For Opportunities, call (213) 553-4330 or mail to Radio \& Records, 1930 Century Park West, Los Angeles, CA 90067.

# Opportunities 

## Positions Sought

Nowsman for hire. Four years expenience, award-win ning newsfar seaks repontrkanchor or News Birector (4.3)

Ton Yeare experience. PD, Production Director. Three Clios; currenty in Top 50 market soeking air work, Pop Aduk or Country preferred. (801) 731-1111, ask for

JACK MONROE, Q-yeer pro, most recently with KLIF Dallas, seeks employment in medium or major merket
Strong production. Available immediatell. (817) 460 Strong production. Available immediatery. (817) 460
5013 . $44-3$ ) Flrst year in broedcasting. Will relocate. Prefer AOR format. Call for tope and resume. CRAIG MCILVEEN. 714) $521-3831$. (4-3)

OB CHRYSLER and DEBBIE BRENNAN - moming jocks/news, formerty O107, 98X, K102, Y103. Available immediately. Call (803) 873-6146. (43)
Moming drive personality. Two years experience as MD and PD, seeks any opening in New York'Pennsyt can't missi (4-3)
Experienced Pop/Adult-CHR Program Managar avail abie now. Major market on-air, medium market manage-
ment. For full details, call. PETER STEWART. (309) e93-2319. (4-3)
You can't get Oll of Olay by squeazing a matador, but vou can get my tape and resume. CHR jo
on-mir/production. ROB, (312) 894-3987. (4-3)

Positions Sought
odicatad voung sportscostar soeks first professiona sob; three years coliege experience; play-by-play call MIKE (313) 541 -8865. (4-3)

## Changes

## RADIO

Bill McMichael rejoins WFMD/Frederick, MD for
venings.
Dave DiNardo joins WFMD/Frederick, MD for midt days, from WOHN/Herndon, VA.
Tim Ernandes named Production Director at WFMD/Frederick, VA.

John Schreiner moves to
evenings et WFMD/Frederick, VA.
,
$\operatorname{Jim}$ Lawson, formerty $A M$ drive $G$ Asst. PD ot WVFVIDundee, IL, nemed host of "Privete Line" on WLSFM/Chicago, IL.
Paulette Quick joins the news steff at KCRG Riadio Cedar Rapids, IA

Bill Willis will be handling the midday news anchor shift at KCRG Radia/Cedar Rapids, IA.

Jerry Mitchell, KCRG's mo
Greg King named 7-12mid personslity at KKaV.FM Wichite Falls, TX, from KADX-FM/Denver, CO.

Maureen Clark, formerly with WBCB/Levittown PA, eppointed ReportariNewscaster for WhWH-AM

## RECORロ8

James D. Turner appointed Marketing Tralnee, New York Branch, CBS Records.

Ed Outwater námed Manager of Studio Operation at Wemer Bros. Recording Studios, Los Angeles.
Alan McPherson hes been promoted to Technot ogy. Director at WCI Record Group, Warner Records.

Sam Citro has been named National Field Marketing Manager, Capitol Records, Inc.
Valerie Goodman has been apoointed Locel Pro motlon Marketing Maneger for WB Records.
Lisa Biondo has been appointed Advertising Admin strator for PolyGram Records Inc.

Jenny Myers named

## Changes

Lauren Manduke nemed National Director of Cot lege Promotion for I.R.S. Records
Ron Felmush appointed Club Promotion Coordina tor at l.R.S. Records.

## INDUBTRY

John Wonderling has bean appointed VP of Sid stan Music Publishing Co., Inc

Paul Di Franco named Professional Meneger a Reno/Metz Group of Publishing
W.F. "Jim" Myers has been re-lected VP of SESAC, Inc.
Julie Judge has joined Jack Masia E Company, Inc.

## Miscellaneous

WPOZ needs oldies from any service or company
Send catalog or cell Jeff (304) 624.7571 or WPOZ Send catalog or call Jeff (304) 6247571 or WPOZ Box 14546, Clarksburg, WV 26301. (43
WHAR/Clarksburg, WV markets CHR station needs record service from all labels. Willing to communicat with industry. Call Bill or Don, (304) 624-5525. (4-3)
WOLC AM/FM/Port Jervis, NY needs Pop/Adult old les from $50^{\prime}$ s, $80^{\prime}$ e and $70^{\prime}$ s, all labe Send to WDIC Box 920 , Port Jervis, NY 12771. (4-3)

## Maricetplace

## R\&R MARKETPLACE ADVERTISING

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## Submit to: Marketplace

RADIO \& RECORDS 1930 Century Park West Los Angeles, Calif. 90067 (213) 553-4330

## 4uf (oldek

The most talked
he most talked redy Service in the industry.
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Or write 1390 Arroyo Dr., Ypsilanti, MI 48197

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## KIM CARNES

Bette Davis Eyes (EMI America)
78\% of our reporters on it. Moves: Up 69, Same 41, Down 0, Adds 58 including WFL, F105, PRO-FM, WPGC, CFTR, KRLY, Y100, WCKX, CKLW, WZZP, KFRC, 13K, KJR, Q103, WTRY, KEGL, WGRD. Soe Parallels, charts at number 29.

JOHN O'BANION
Love You Like I Never Loved Before (Elektra)
61\% of our reporters on it Moves: Up 64, Same 41, Down 0, Adds 30 including 96 KX, CFIR, WZZP, WZUU, KOPA, WBL, Q106, KEGL, KBFM, WOKI, KIOA, WISM, YES-95, WDJX, KYNO-FM, KCPX, KHYT. See Parallels, charts at number 30.


RAY PARKER JR. \& RAYDIO "A Woman Noods Love (Just Like You Do)" (Arista) 108/8. Moves: Up 84, Same 16, Down 0, Adds 8, CKGM, 940. WZUU, KFI, K104, WHHY, WCGQ, WISE, WBEN-FM 26-19, WCKX 22-15, B104 18.12, 920 18-14, WLOL-FM 23-18, WSGA 54.
JOURNEY "The Party's Over (Mopelessly In Love)" (Cohumbia) 106/9. Moves: Up 63, Same 24, Down 10, Adds 9, Q105, KIOQ Q106, WJDX, KIOY, KZZP, WXLK, KOIZ-FM, WRKR, KFRC 18-13, K104 15-12. KEGL 7-5, WBCY 8-6, WAKX 26-14, KLUC 22-13.
CHAMPAIGN "How 'Bout Us"' (Columbia) 97/18
Moves: Up 64, Same 15, Down 2 Adds 16, WIFI, KFMK, KELP, KO94 WNOX, WSEZ, KRAV, WDJX, KTAC, KTKT, KILE, KSEL, KWLO, KSLY kBOZ.
Q DOTTIE WEST "What Are We Doing In Love" (Liberty) 96/41. Moves: Up 33, Same 22, Down O, Adds 41 including WNBC, WCAO. 293, KSLQ, WGCL, KEARTH, KEZR, WFBR, WNOX, WNAM, KENO, WLAM, 95SGF, KKXL. KSLY.
. 38 SPECIAL "Hoid On Loosely" (A\&M) 93/14
Moves: Up 49, Same 29, Down 1, Adds 14, WDRQ, WGCL, KEZR, Q103, WOLF, KEGL, WFMF, WNAP, WOW, YES-95, KLUC, 95SGF, KKRC, KFXD, KWEN 12-8, WISE 19-7.
WHISPERS "It's A Love Thing" (Solar/RCA) 89/7
Moves: Up 62, Seme 17, Down 3. Adds 7, WFIL, F105, WOLF, KO94, KERN, WANS-FM, WTRU, WKTU 1-1, WIF 16-11, JB105 19-13, Y100 10-8, KRLA $10-$ 8, KSET-FM 13-8, B97 19-11, FM102 $12-9$.
CHRISTOPHER CROSS "Say You'll Be Mine" (WB) 82/23
Moves: Up 41, Same 18, Down 0, Adds 23 including WCAO, PRO-FM, KPLZ, WOLF, WBLI, KINT, WGRD, WVIC, WOHO, KKXX, KYSN, 13FEA. WTRU, KBOZ.
TASTE OF HONEY "Sukiyaki" (Capitol) 80/27
Moves: Up 46, Same 6, Down 1, Adds 27 including F105, PRO-FM, WZUU, KOPA. WKRZ-FM, WKEE, KNUS, KEEL, WVLK, KSTT, WNAP, KYNO-FM, WACZ, WSGA, KODI.
BARRY MANILOW "Lonely Together" (Arista) 80/10
Moves: Up 46, Seme 24, Down 0, Adds 10, WCAO, WROR, KSLQ, WHYN, WSEZ, KERN, KIOY, WFOX, WKXY, KSEL. KXOK 24-19, K104 24 19, WSGN 16-11, Y94 23-20, WFLB 21-12.
ZJEFFERSON STARSHIP "Find Your Way Back" (RCA Grunt) 68/35. Moves: Up 12, Same 21, Down 0, Adds 35 including WBENFM, 96KX, WLS-FM, KJR, KIMN, K104, KHFI, WTIX, WAKX, WZOK, KENO, KTKT, WISE, WSPT, KOOK.
RICK SPRINGFIELD "Jessio's Girl" (RCA) $82 / 23$ Moves: Up 16, Same 23, Down 0, Adds 23 including WBEN-FM, Q107, WGCL KIIS-FM, B104, WKEE, KOS4, KXX106, KJ100, WGRD, KERN, KENO, WJBQ, WCGQ, KRLC.
EMMYLOU HARRIS "Mister Sandman" (WB) $81 / 1$
Moves: Up 41. Same 16, Down 3, Adds 1, WZUU, WKBW 13-9, KEARTH 19-14, WHBQ 15-12. WRJZ 11-9, WAKY 18-14, KSTT 17-13, WOHO 13-10, KCPX 10-8, WACZ 15-10, WFLB 17-10, KWLO 22-15, KATI 14-9, KBOZ 16-10, KRLC 19-13.
YARBROUGH \& PEOPLES "Don't Stop The Music" (Mercury) PolyGram) 58/1. Moves: Up 25, Same 17, Down 15, Adds 1, WACZ, JB105 6-4, Q105 7-2, WCKX 11-10, KRLA 4-2, KNUS 6-1, KFMK B-1, KEEL 43, KO94 18-14, FM100 16-12, 92O 13-9, WTWR 10-9, Z104 22-13, KIDD 86, FM102 41.

ROLLNG STONES "If I Was A Dancer (Dance PL 2)" (Rolling Stones) 53/4. Moves; Up 30, Same 19, Down 0, Adds 4, KX104, WAKX, FM103, KMJK, KBEQ 26-23, WAQY 24-21, KINT 40-32, KHFI 26-22, WOAK 28-24, $92 \times 21-19$, KLUC $30-23$, KZZP 23-19, WISE 37-32, WKXY 30-24, WSPT 28-24,
$28-23$.

| $\begin{aligned} & \text { THREE } \\ & \text { WEEKS } \end{aligned}$ AOO | $\begin{aligned} & \text { TWO } \\ & \text { WEEKS } \end{aligned}$ $100$ | LaST |  | $\text { A0ri 3, } 1981$ |
| :---: | :---: | :---: | :---: | :---: |
| 5 | 2 | 1 | 1 | DARYL HALL \& JOHN OATES/Kiss On My List (RCA) |
| 10 | 6 | 3 | 2 | STEVE WINWOOD/While You See A Chance (Island) |
| 12 | 9 | 4 | 3 | GROVER WASHINGTON JR./Just The Two Of Us (Elektra) |
| 11 | 10 | 5 | 4 | SHEENA EASTON/Morning Train (Nine To Five) (EMI America) |
| 1 | 1 | 2 | 5 | STYX/The Best Of Times (A\&M) |
| 19 | 14 | 12 | ( | JUICE NEWTON/Angel Of The Morning (Capitol) |
| 23 | 16 | 13 | 7 | JAMES TAYLOR \& J.D. SOUTHER/Her Town Too (Columbia) |
| 28 | 18 | 15 | 8 | SMOKEY ROBINSON/Being With You (Tamla) |
| 15 | 12 | 11 | (3) | POLICE/Don't Stand So Close To Me (A\&M) |
| 8 | 8 | 8 | 10 | BLONDIE/Rapture (Chrysalis) |
| 7 | 7 | 7 | 11 | BARBRA STREISAND/BARRY GIBB/What Kind Of... (Columbia) |
| 3 | 4 | 6 | 12 | NEIL DIAMOND/Hello Again (Capitol) |
| 25 | 20 | 17 | 13 | ERIC CLAPTON/I Can't Stand It (RSO) |
| 18 | 15 | 14 | 11 | TERRI GIBBS/Somebody's Knockin' (MCA) |
| 4 | 5 | 9 | 15 | REO SPEEDWAGON/Keep On Loving You (Epic) |
| 26 | 22 | 18 | (1) | APRIL WINE/Just Between You \& Me (Capitol) |
| - | 26 | 22 | 11 | REO SPEEDWAGON/Take It On The Run (Epic) |
| 29 | 23 | 21 | (1) | STEELY DAN/Time Out Of Mind (MCA) |
| 30 | 24 | 20 | (1) | JOHN COUGAR/Ain't Even Done With The... (Riva/PolyGram) |
| 2 | 3 | 10 | 20 | JOHN LENNON/Woman (Geffen) |
| - | 30 | 23 | 21 | CLIMAX BLUES BAND/I Love You (WB) |
| - | 27 | 24 | 2 | STYX/Too Much Time On My Hands (A\&M) |
| - | 28 | 25 | $(23$ | FRANKE \& THE KNOCKOUTS/Sweetheart (Millennium) |
| - | 29 | 26 | (24) | WHO/You Better You Bet (WB) |
| - | - | 27 | (2) | GINO VANNELLI/Living Inside Myself (Arista) |
| - | - | 28 | (2) | PHIL COLLINS/I Missed Again (Atlantic) |
| - | - | 29 | (2) | JOHN LENNON/Watching The Wheels (Geffen) |
| 6 | 11 | 16 | 28 | DON McLEAN/Crying (Millennium) |
| - | - |  | 2) | KIM CARNES/Bette Davis Eyes (EMI America) |
| This Black | hart is circled | n | 30 | JOHN O'BANION/Love You Like I Never Loved (Elek tra) on alrolay statistics complied weekly from our CHR reporting stations Icate significant upward movement from at least $60 \%$ of our reporters. |

## MOST ADDED .

JOHN LENNON "Watching The Wheels" (Geffen) KIM CARNES "Bette Davis Eyes" (EMI America) PHIL COLLINS "I Missed Again" (Atlantic) DOTTIE WEST "What Are We Doing In..." (Liberty) JEFFERSON STARSHIP "Find Your..." (RCA/Grunt)

## HOTTEST

SHEENA EASTON "Morning Train..." (EMI America) STEVE WINWOOD 'While You See A..." (Isiand) HALL \& OATES "KIss On My List" (RCA) GROVER WASHINGTON JR. "Just The..." (Elektra) SMOKEY ROBINSON "Being With You" (Tamla)

## Others Getting Significant Action

## LOVERBOY "Tum Me Loose" (Columbia) 4710

Moves: Up 27, Same 13, Down 7, Adds 0, Q107 d-24, CFTR 7.7, CKGM 107, WGCL 8.7, KSFX 19-17, WBCY 44, WGRD 13-7, KWEN 6-2, Z104 17-11, FM103 10-8, WCIR 2-1, 95XIL 13-8, WCGQ 7-6, KDZA 13-10, KRLC 1-1. ANNE MURRAY "Blessed Are The Believers" (Cepitol) 46/23
Moves: Up 6, Same 17, Down 0, Adds 23 including WCAO, 293, KYYX, WFBR, WHYN, KHFI, KEEL, WRJZ, KRAV, KSPZ, WLAM, WFBG, WISE, KCBN, KOOK.
ROVERS "Wasn't That A Party" (Epic/Cleveland Intemationa) 46/6
Moves: Up 17, Same 19, Down 4, Adds 6, 13K, KLPZ, KSRR, KINT, KTAC, WTRU, WKBW 1-1, WBEN-FM 1-1, CKLW 5-2, WSGN 17-12, WAC2 13-9, KFYR 1:1, WSPT 1-1, KENI 12-10, KYY 3-1, KRLC 3-2.

## T.G. SHEPPARD "I Loved "Em Every One" (WB/Curb) 44/10

Moves: Up 22, Same 12, Down 0, Adds 10, KPLZ, WKRZ-FM, KSRR, FM100, WBCY, KRAV, WISE, KPUR, KFYR, KRLC, 293 30-27, WHBQ 24-19, KCPX 33-21, WHEB 19-15, 2102 30-26, WSGA 27-21.
RUSH "Limelight" (Mercury/PolyGram) 32/2
Moves: Up 14, Same 16, Down 0, Adds 2, WFMF, BJ105, Q107 on, CHUM 10-9, WGCL on, B104 21-18, KNUS 31-18. KEGL 20-15, WOKI on, WBCY on, WVIC on, KJRB on, FM103 16-13, 95XIL 33-29, KRLC 17-14.
DON McLEAN "Since I Don't Have You" (Millennium) 31/31
Moves: Up 0, Same 0, Down O, Adds 31 including WABC, WFIL, JB105, KFRC, KYYX, KIMN, WFBR, WAEB, WKRZFM, WSGN, WAAY, WAXY, WVIC, KIOY, KSPZ, KYSN, WHHY.
DOLLY PARTON "But You Know I Love You" (RCAN 30/13
Moves: Up 3, Same 14, Down 0, Adds 13, WIFI, JB105, KIQQ, KPLZ, K104, KINT, WNOX, WVLK, WOHO, WFBG, WCIR, FM99, KILE, KRLY on, WSGA 26-20.
STARS ON 45 "Medley" (Radio/Atantic) $29 / 27$
Moves: Up 0, Same 2, Down 0, Adds 27 including WKBW, WBEN-FM, WXKS-FM, JB105, WGCL KFI, KE2R, KJR KYYX, WBBF, Z104, WTSN, Z102, WSPT, KSLY
RUPERT HOLMES "I Don't Need You" (MCA) 28/5
Moves: Up 6, Same 17, Down 0, Adds 5, KIQQ, WOLF, WKEE, WERC, WDJX, WFIL on, 96KX on, WCÁO 28-25, KVIL on, KPLZ d-31, KSET-FM on, WAYS on, KOFM 30-28, KELO 23-20, KKLS on.
LENNY LeBLANC "Somobody Send My Baby Home" (Capitol) $28 / 2$
Moves: Up 10, Same 16, Down 0, Adds 2, WLOL-FM, KKLS, KS95-FM on, WHB 18-16, KIQQ on, KEZR on, KPLZ d32, WHYN 26-22, WNAM on, KCPX 35-33, 13FEA on, WFLB 28-23, KILE 36-33, KATI 32-28, KRLC on.
SANTANA "Winning" (Columbia) $27 / 19$
Moves: Up 3, Same 5, Down 0, Adds 19 including WIFI, WXKS-FM JB105, KBEQ, KIQQ, KSFX, WKRZ-FM, WAQY, KXX106, KIOY, WJBQ, WGUY, 95XIL, WCGQ, FM99.
FOOLS "Running Scared" (EMI America) $24 / 0$
Moves: Up 9, Same 15, Down 0, Adds 0, WFIL on. WXKS-FM on, JB105 13-10, KRLA on, WAQY 25-22, KINT 28-26, KIOA on, WJBQ 26-24, WGIY on, WFLB 18-14, KFYR on, KATI 35-31, KBOZ on.
ROD STEWART "Somebody Special" (WB) 22/1
Moves: Up 11, Same 8. Down 2, Adds 1, KYNO-FM, CFTR on, WAEB on, K104 17-13, KINT 39-33, WISM on, 2104 25-23, WACZ d-29, s5XIL 29-27, WHHY 20-16, WCGQ 19-15, WXLK on, FM99 35-32, KILE 37-27, KOOK on.

Continued on Page 36


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