

## INSIDE R\&R:

9 kHz Vote Delayed TIII July: FCC's final decision on spacing pushed back amid controversy on all sides

ABC Radio Enterprises
Formed: Michael Hauptman heads operating group designed to supply programming and increase sales

Digital Record Player
To Shake Industry's Groove Thing? Sony/Philips unveil protorype model using oast-sized records and lasers replacing the stylus in the grooves with a 1985 commercial debut planned

News Reporting And The Truth: The heated debate over lalsification of news reporting comes down to a simple night-or wrong question

## Fowler Deplores

'Arrogant' Government: New FCC Chairman takes strons stand in favor of non-intrusive government policy

Wayne Kearl, Bill Moll Promoted At Harte-Hanks Become Chairman, President respectively of Broadcast \& Entertainment division in charge of radio and TV

Mike Shannon Operations Manager For KPPL \& KLAK: PD Jim Heath to devote more time to morning man duties at KPPL

NBC Radio Locks Up Rose Bowl Rights:
Net will continue coverage through 1985

WRKO Balances Talk With Music: The longtime Contemporary Boston station is developing a workable mix of talk programming with the hits

## Preparing Today

For Tomorrow's Arbitron With Quarterly Measurement there's no more lag time between surveys to analyze pas pertormance and plan for the next book - the time to get ready is yesterday

## Pat Still Exits Loop To

Program WLVQ:
Former WLUP morning team partner takes Columbus PD position


Eddie Fritts


Cullie Tarleton

## TARLETON ELECTED RADIO CHAIRMAN

## Radio's Fritts Heads NAB Joint Board

Eddle Fritts, President of Fritts Broadcasting of Indianola, MI. was elected NAB Joint Board Chairman this week. as the NAB's Board of Directors gathered in Washington for a week-long ses sion of elections and business meetings. Fritts was unopposed in his bid to succeed outgoing Chairman Tom Bolger.
Jefferson Pllot Sr. VP/Radio Cullie Tarleton, GM at WBT \& WBCY/Charlotte. NC, was elected to replace Fritts as Radio Board

Chairman Tarleton, who also ran unopposed, served as Vice Chairman for the past year

## SWITCH TO KSJO CONTESTED

## KXRX, KSFO In Call Letter Battle

A fight has erupted between Sterling Recreation Organization's KXRX/San Jose and Colden West Broadcasters' KSFO/San Francisco over KXXX's request to change calls to KSJO to match the long-

## Findley Sponsors Fulltime

## AM Bill, Tangles With NAB

Rep. Paul Findley (R-L), a longtime friend of daytime broadcasters, has once again jumped to defend the plight of sunrisetosunset radio operators. introducing a bill requiring the FCC to use any new channels yielded by 9 kHz spacing to allow daytimers to broadcast fulltime
The new bill (H.R. 3750) differs from one sponsored by Findley in the last Congress in which he also sought a clear channel breakdown. However, Findley aide Bob Wichser told R\&R. "If 9 kHz doesn't go through, then we'll be back trying to break down the clears again."

## PETREY FOR AM, WILLIAMSON FOR FM

## WAKY \& WVEZ Fill Programming Slots

Multimedia's WAKY \& WVEZ Louisville promoted from within this week to fill the twin programming vacancies created when PD Mike McVay resigned to join WWWE/Cleveland (R\&R 5-8). WAKY \& WVEZ General Manager Allen Gantman told R\&R, "I am very pleased to announce the promotions of Jack Petrey as our new AM Program Director and Ed Williamson as our new FM PD.'
Petrey, who was last in programming as Operations

Manager of WBT/Charlotte eight years ago, said, "I am naturally quite excited and also very gratified to be back in programming now. I feel this is a very good time for radio in general and for WAKY specifically. There won't be any major changes here because the station has obviously been on the right track. We plan to remain on course
Gantman said of the promotions, "Jack, who has been our afternoon drive personality for the
WAKY/See Page 14
establisned call letters of its FM outlet. Permission was denied by the FCC when KSFO objected, but KXRX has reapplied, citing a recent Commission decision which it feels has a bearing on the case
KSFO operates with 5 kw at 560 kHz , while KXRX has 10 kw at 1500 kHz , and KSFO feels that sharing the same band with a station 40 miles away with cnly a one-call letter difference will cause problems. "It's a matter of confusion in the listener's mind," KSFO GM Jim Meyers told R\&R. "And Goo knows there's enough of that now when people fill out diaries.

## KXRX Tries Again

KXRX has asked the Commission to reconsider, citing a May 21 decision allowing a new UHF television station in Atlantic City to be called WWAC, over the protests of radio station wWOC Avalon, NJ just 20 miles away. In its ruling, however, the Commis sion noted that neither station provides principal service in the other community, and the TV suffix after WWAC will help minimize confusion.
KSFO's Meyers evidently doesn't find the analogy very persuasive, insisting that San Jose "is a key area for us. As a matter of fact." said Meyers, "the San Jose broadcasters are asking to have the ARB changed to a San Fran-cisco-Oakland-San Jose ARB now."

## KXRX Moves To Block KLIV Change

Meanwhile KXRX has asked the Commission to deny KLIV/San Jose's request to switch calls to KSAX, saying the stations, KXRX/See Page 14

## WCHS Sues Women's Group For Libel

Fighting back against a critical community group. WCHS/Charleston, WV has filed a 590,000 libe! suit against the local chapter of the National Organlzation for Women (NOW). An attorney familiar with broadcast libel law called the tactic "highly unusual and innovative" for a radio station.
The sult stems from a letter NOW sent to WCHS sponsors on April 30 asking them to withdraw advertising from the station because of its alleged "policy of discrimination against female employees."
NOW claimed to have received "numerous complaints ranging from hiring practices, pay scales and sexual harassment" at

WCHS. It added. "This year alone the Charleston Human Rights Commission twice found probable cause of sex discrimination against WCHS in the firing of news reporter Patricia Dolan, who was the only woman ever hired for a broadcast position at WCHS
Station Says Statement
False, Alleges
Sponsor Intimidation A station attorney told R\&R that WCHS received several phone calls as a result of the letter and that one major advertiser "possibly refused" to renew its account because of the allega tions.
In the libel suit brought in federal court against NOW and the three members who signed the letter, WCHS accused the group of making "false, defamatory, and derogatory statements," in timidating sponsors, and trying to pressure the station into settling the Dolan case

WCHS/See Page 14
Keogh New
VP/Promotion
At Alfa


Kevin Keogh
Kevin Keogh has been promoted to Vice President/Promotion at Alfa Records, replacing Bernie Grossman. Keogh had been National Promotion Director for the label since its formation in October 1980.
Alfa President Bob Fead commented. "Kevin has brought a great sense of leadership and determination to our company. In his new role he will be responsible for all facets of radio promotion and related areas." Keogh told R\&R, "Alfa is a unique and exciting record label, and Im very happy to be a part of it."
Before joining Alfa, Keogh worked in promotion at Bearsville and Casablanca among others, following a career at several radio stations.

The

# THE WHO 

 8
"Don't Let Go The Coat's

HEATH REMAINS MORNING MAN
Shannon Heads KPPL-KLAK Operations
Mike Shannon has been named Operations Manager for KPPL/Denver and its AM sister, KLAK. Shannon, who was most recently with KEGL/Dallas, replaces KPPL PD Jim Heath, who will retain his current morning airshift at the station.

Commenting upon the appointment, KPPL General Manager Jim Teeson told R\&R. "Mike will be overall Operations Manager, but will be more involved with KPPL as Program Director. There are other radio stations in this market which have off-air PD's and I now feel it's a necessity. I needed somebody who is a detailed maintenance freak, who can really police the radio station and not have to worry about doing an airshift. The market has just grown to the point where it's no longer a situation where a person can handle an on-air shift and a PDship and be successful.
"For Jim Heath," Teeson continued, "it's not a demotion to be taken off as Program Director. It just means that we have confidence in him as being a tremendous morning talent and want him to concentrate 100 percent of his efforts in that direction.
"I feel very optimistic," Teeson concluded, adding, "Shannon knows the market very well because he was in Denver at a couple of stations before he went to Dallas. He's been champing at the bit to get back here so I feel real good about him."

Jim Heath echoed Teeson's statement, saying, "I'm really excited about the change. It was a decision that I came to that was strictly mine. I know throughout the industry people who know are going to say, 'Aw, sure. He was forced out,' but that's bullshit. There are very good feelings all around. I have no animosities at all. I wanted to stay in the morning show. We came to an agreement and it's going to be great."
HEAD RADIO, TV, ENTERTAINMENT

## Kearl, Moll Promoted

## At Harte-Hanks

Wayne Kearl has been promoted to Chairman of Broadcasting \& Entertainment for Harte-Hanks, while Bill Moll succeeds him as President, moving up from President of the Harte-Hanks Television Group. The Broadcasting \& Entertainment division includes the company's radio and TV group and entertainment operations.

Kearl has been President of Broadcasting \& Entertainment since Harte-Hanks consolidated radio and TV operations in 1979. A 19 -year company veteran, he headed the TV group as President and Chairman and also served as President of KENSTV/San Antonio.

Moll joined the company in 1972, also serving at KENS-TV, and becoming President of the Television Group in 1978. His replacement in that position is George Anderson, most recently President/GM at KENS-TV.

## Owens Named GWB Creative Director;

## Ashman Takes Airshift

Gary Owens has been named Creative Director for Golden West Broadcasting, as previewed last week in R\&R. When he takes up his corporate position June 12, he will leave his longtime afternoon airshift at KMPC/Los Angeles, and will be replaced by former KABC and KIIS-FM air personality and TV newsman Chuck Ashman.

In his new position, Owens will lend his broadcasting expertise and wit to the Golden West stations, and will also provide promotional material for the chain. He will continue his syndication work, writing, and myriad other activities (see Page 20).

Ashman, most recently a media consultant for 20th Century-Fox, hosted a KTTV-TV/Los Angeles news show with KABC morning man Ken Minyard and anchored KTTV's news in addition to his KABC and KIIS-FM airwork. He has also written several books and served as a consultant for Casablanca Records and FilmWorks.

Discussing his approach to his new KMPC airshift, Ashman said, "I believe there's more to Talk radio than selling an author's book . . . Too much time is wasted hyping and not helping. Our primary responsibility is to inform. We'll do that by bringing

MUSIC \& TALK PROGRAMS TO DEBUT

## ABC Creates New Group

ABC Radio Sr. VP Mike Hauptman has been named VP in charge of a new operating unit, ABC Radio Enterprises, aimed at expanding business development. Primarily, the new group will focus on developing satellite distribution of programs, but joint ventures are planned as well, according to ABC Radio Division President Ben Hoberman.

Hauptman told R\&R that the new group grew out of a three-year strategy and ABC's commitment to radio. It's as foresighted as developing four net works in 1967 and setting up the FM group in the early '70's, he said.
"With costs of promotion and talent growing and with a squeeze on profits due to individual stations getting smaller pieces of the pie, we know there's a market for additional programming," Hauptman told $\mathbf{R \& R}$

The new group plans to venture into talk and music programs with sales to national advertisers. Working with Hauptman will be VP for Programs Rick Sklar, Director of Finance Joe Sherikjion, and ABC Marketing Services head Bob Cambridge. Their duties toward the network and station groups will be only advisory, Hauptman noted.

Hauptman has been with ABC since 1954, barring a oneyear stint as PD at WSTC/Stamford, CT and several years with Group W and that chain's WINS/New York. He has held his ABC Sr. VP posi tion since 1976 .

## EXITS LOOP AIRSHIFT

## Still Named WLVQ PD

Pat Still has been named Program Director of WLVQ/Columbus, coming to the position from WLUP/Chicago. Hie had been part of the Loop's morning team with Rick Harris until Friday (5-29), when he was moved to middays. Still replaces exiting WLVQ PD Steve Runner

Still told R\&R, "The reason I came to Chicago was the chance to do mornings at the Loop and hoping that some years down the line I would be programming a Heftel station somewhere. I don't wholeheartedly support their approach now. I have no animosity; we part friends. But I simply wasn't as happy as I wanted to be. It's much better for me and for the company that I do this."

Still, formerly Station Manager at WIOT/Toledo before joining WLUP, takes up his new position June 15. He has left the air at the Loop, but is helping out in promotion and music until his departure. The station's airshifts have been elongated to compensate for his absence

## HENDERSON PURSUING OWNERSHIP

## Heifetz KZAM's

## Temporary VP/GM

Louise Heifetz has been named temporary VP/GM at KZAM/Seattle in the wake of Michael Henderson's resignation to pursue station ownership. Heifetz, most recently Sales Manager at WZXR/Memphis, will oversee KZAM's operations until a permanent manager is named in August. Prior to her tenure at WZXR, Heifetz was associated with WEEI/Boston, KFAC/Los Angeles, and held the Assistant PD post at KABC/Los Angeles.

Sandusky Radio President Toney Brooks told R\&R: "Louise will work closely with (GSM) Claudia Wickham and (PD) Paul Sullivan in developing KZAM into Seattle's leading young adult station. I want us to take a hands-on approach to the positioning of KZAM and thought that could be best accomplished by having Louise in the marketplace working in conjunction with myself and the station's staff."
"I'm very excited about the job," Heifetz commented. "Sandusky (KZAM's owner) is a first-class organization."

## Cap Cities Buys WBIE For $\$ 7.5$ Million

Capital Cities Broadcasting has purchased WBIE-FM/Marietta (outside Atlanta) for about $\$ 7.5$ million from, the estate of James Wilder, former President of the station who died last winter, and $25 \%$ owner Elizabeth Haygood. The purchase, subject to FCC approval, will complete Cap Cities seven-AM seven-FM romplement of radio stations

## Mas

## this week <br> 6-5-81

CHR STATIONS IN ACTION
KHFI reduces flood dangers in Austin; WAZY and KLIK add new sparkle to oldies promotions Page 24
REVERSE TRADEOUT PAYS BACK ADVERTISERS
KLTE/Oklahoma City gives away prizes from advertisers to listeners on the air but pays the tab itself Page 55
THE GARY OWENS TEMPORARY FAREWELL
In which our longtime columnist, taking a new
corporate position, also takes a leave
of absence from R\&R.
Page 20
NEW AOR INNOVATIONS
KPRI's direct mail approach, DC101's Gay Dial-A-Date, KINK's gorilla Page 40
AGGRESSIVE APPROACH TO COMMUNITY AFFAIRS
KMJM/St. Louis's Mildred Gaddis actively utilizes her public affairs airtime to improve conditions for the black community Page 58

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EASY LISTENING MANAGERS
Five top GM's are saluted for their consistent success. Page 23
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## staff

## Washington Report

## Final 9 kHz Vote Pushed Back To July

## Reduced AM Spacing Gets Boost

From International Experts; Industry Says FCC Underestimating Conversion Costs; Commission Claims Adjacent Channel Interference Minimal; Cuba Still Problem

Amid a flurry of new developments on 9 kHz spacing, the FCC has decided to aim for a final vote on the issue in mid-July, abandoning its target date of June 16. The delay is possibly good news for 9 kHz opponents, since supporter Bob Lee will retire before that session. Mimi Weyforth Dawson, Lee's successor, has not yet made her views known.
The Comnissioners received a previously unannounced private briefing from FCC staffers on 9 kHz Tuesday (6-2), in preparation for their testimony on the issue during hearings June 4 and 10 in a House Foreign Affairs subcommittee. One participant described Chairman Mark Fowler as appearing "very neutral" during the session.

## Costs Vastly

## Underestimated

The recently-released FCC study claiming it would cost $\$ 26$ million for stations to convert to 9/9 spacing has come under attack from several groups. Group One Broadcasting, for example, said it would cost up to $\$ 334,000$ to convert WONE/Dayton, instead of the $\$ 69,000$ estimated by the FCC consultant
And ABC scoffed at the Commission's $\$ 88,000$ estimate of conversion costs for WMAL/Washington and said the figure could easily exceed $\$ 500,000$. NAB has issued a report by Jules Cohen Associates which puts the total figure at $\$ 43.6$ million, accusing the FCC consultant of using unrealistic "erroneous assumptions.

## Trade Association News

## AP Convention Opens In DC

The AP Broadcasters Convention opened yesterday (6-4) in Washington, with special briefings by administration officials at the White House. Other events include keynote address by CBS News President Bill Leonard. and panels on such issues as coverage of the President, religion and politics. coverage of the hostages, and making news more interesting

## NRBA Pushes

Radio Deregulation
Calling S. 270 "the most innovative and farsighted piece of radio legislation to emerge in the U.S. Congress for decades," NRBA has sent a guide to all stations, even nonmembers, on how to lobby members of Congress for the radio deregulation measure

## Chapin Picked

For Dereg Committee Stuart Broadcasting President Dick Chapin will once again chair NAB's Deregulation Committee. Serving with Chapin, whe has headed the committee under three FCC Chairmen, will be North Carolina Broadcasters Association Exec. Director Wade

## Only 59 To Suffer Adjacent Channel Interference?

Meanwhile, the Commission has released a computer study claiming only 59 stations, all of them Class I-A and I-B's, will experience adjacent channel interference under 9 kHz spacing. On average, during daytime hours the FCC said those stations will lose only $2.4 \%$ of their interfer-ence-free coverage area, instead of the $5 \%$ estimated previously.

Cuban Reduction Offers Little Relief
However, an anticipated reduction in Cuba's request for more AM stations is minor. "It doesn't look promising from what we've been told," said Broadcast Bureau Engineering Assistant Bill Hassinger, who indicated it appears Cuba is dropping only eight low-power radio stations. That leaves untouched Cuba's plans for a number of high-powered stations that would create severe interference for many U.S. broadcasters

Elimination of some high-power outlets from the Cuban inventory would have lessened the need for 9 kHz , which the FCC argues is

Hargrove; Ted Snider of KARN/Little Rock; Monty Grav of KOMO/Seattle; Herb Saltzman of WVNJ/Newark and Joe Tabback of KAZM/Sedopa, AZ.

## Other NAB News

Sheridan Network President Skip Finley takes over the NAB Radio Board seat formerly held by Thomas McKinney, who resigned from Sheridan.
l.ew Wetzel, Sr. VP/Engineering for NAB since last September, has resigned to join Singer Broadcast Products of Cherry Hill, NJ as VP/Marketing.

## Butensky Heads IRTS

International Radio \& Television Society (IRTS) has announced rewly-elected officers, including President for a second term Ave Butensky, VP of Ed Libov Associates. ABC AM PresiLibov Associates. ABC AM Presi-
dent Chuck DeBare will serve as a VP.
needed in part, to create new channels to reposition American stations affected by the new Cuban signals.

## 9/4 Yields Less

Interference, POE Finds
After getting off to a slow start, the Panel of Experts (POE) in Geneva last week completed its study of the $9 / 4$ spacing plan, under which no station would move more than 4 kHz from its present AM dial position.
"Tentatively, it looks better than 10 kHz ," Hassinger told R\&R, meaning the 9/4 plan produces less interference and fewer incompatibilities among the AM stations proposed by the 28 countries in Region 2. The POE is now studying interference under the 9/9 plan, under which some stations could be moved as much as 9 kHz from their existing frequencies.
FORMER CBS, WB
RECORD EXECUTIVE

## Conkling To Get VOA Nomination

James B. Conkling has been confirmed as the Reagan administration's nominee for Associate Director of the International Communication Agency for Broadcasting, in which position he will head the Voice of America. Conkling, a former President of Columbia Records and a key figure in the formation of Warner Bros. Records, has been with Bonneville for 20 years, and currently heads BEI Productions, the recording/TV/movie/book division of the company.

## Fowler Hits "Arrogant" Government Attitude

New FCC Chairman Mark Fowler says he will run the FCC using "management by objectives" with the following goals:

- An unregulated, competitive marketplace.
- Elimination of unnecessary rules.
- Efficient, quick service to the public.
- Elimination of government infringements on freedom of speech and press.
"We must junk, trash, and discard" unneeded rules, Fowler said Monday ( $6-1$ ) in Washington, a day after promising a cable convention in Los Angeles he will per-
form "radical surgery" on the FCC's functions as he pursues a policy of "unregulation."
Appearing before the International Communications Assoclation, Fowler said, "I have always felt that there was something quite arrogant and pedantic about a government attitude which holds that it knows your problems and their solutions better than you do. The Commission's job is not to invent the wheel, but simply to let it spin.'


# FCC: At A Glance 

## Postcard Renewal Update

Latest word from the FCC is that the new postcard renewal form won't be approved and ready for use until October, at the earliest. How ever, beginning June 10, renewal filers will not have to submit engineer ing information, format classifications, and, if there have been no own ership changes since the last filing, they can skip the ownership report

## Owner Participation

 Wins CPParticipation by ownership in station management continues to be a critical factor in awarding licenses, as in the case of Eunice Broadcasting's winning a CP for a new FM in Eunice, LA. An FCC law judge ruled that Eunice had a "slight preference" over a closely matched rival because a $50 \%$ stockholder, an experienced broadcast engineer, plans to spend 20 hours a week at the station as Chief Engineer.

FCC Yanks Iowa CP
The full Commission has upheld the Review Board's decision taking away Harold Jahnke's CP for an FM in Hampton, IA because he didn't "proceed with diligence" to build the station and put it on the air. Jahnke blamed the delay on the obligation that he reimburse another local station for the cost of changing frequencies to make room for the station he never built. Jahnke has appealed the built. Jahnke has ap
case in federal court.

FCC Quashes Cavaliers
Complaint Vs. WWWE
The Complaints \& Compliance Division of the FCC ruled that Cleveland Cavaliers President Ted Stepien had failed to prove controversy or public significance in his compliant that WWWE/ Cleveland had personally attacked him via remarks made by talk show host Pete Franklin. The Division concluded that "no further Commission action appears to be warranted at this time." The two parties had clashed earlier when Stepien filed a $\$ 10$ million contract violation suit against WWWE; the action was terminated by mutual agreement ( $\mathbf{R \& R}$ 2-13, 3-20).

Media, PA Case Appealed Roberts Broadcasting, which lost out to Greater Media Radio for a new FM in Media, PA, has appealed the decision to the U.S Court of Appeals. Roberts had initially been awarded the license, until the FCC Review Board reversed the decision. The Commission then found the applicants so closely matched in qualifications that it toyed with the idea of a lottery selection. Beset by doubts about a lottery's legalty, however, the Commission abandoned the idea and gave the license to Greater Media because a minority stockholder would be a fullime staffer

Texas EEO Plan Accepted
The Commission has accepted a revised EEO plan submitted by KEEE \& KJCS-FM/Nacogdoces, TX, which were found last year to have made little effort to recruit and hire blacks. The stations will have to submit periodic progress reports on their new plan, which sets a goal of a $15 \%$ black staff, in an area with a $20 \%$ black population.

## AM Standardization Completed

A firm contracted by the FCC has completed the conversion to standard patterns of all U.S. AM directional antenna stations. Interested parties have until June 27 to propose any corrections. Standardization in the way the patterns are plotted will allow their computerization, speeding up applications processing and helping the U.S. to update its proposed inventory of AM stations for this fall's Region 2 international conference.

## TWENTY YEARS OF GOOD VIBRATIONS OVER AMERICA



# LIVE FROM LONG BEACH, CALIFORNIA 

 July 5, 1981
## THE BROADCAST EVENT OF THE YEAR SALUTING

THE BEACH BOYS 20TH ANNIVERSARY TOUR WITH
(tentatively scheduled to appear)

JAN \& DEAN
JOHN SEBASTIAN

## THREE DOG NIGHT

WOLFMAN JACK and others to be announced
A live simulcast preceded by a three-hour radio special highlighting the words and music of The Beach Boys!! Long time friends of The Beach Boys share the energy and good vibrations of what promises to be the nation's largest beach concert celebrating The Spirit of America and the anniversary of America's Greatest Rock and Roll Band.

For details on how you can capture The Spirit of America for exclusive broadcast in your market contact Allen Collier or Ron Nickell collect at 213/652-0980.

Proudly produced by



TM To Offer Radio Sales Course Via Videodisc

The TM Company has joined forces with the Westlake Village, CAbased Laser Communications Group to make TM's "Fundamentals Of Broadcast Selling" course available on MCA/IBM "DiscoVision" laser-read videodiscs.

TM President Pat Shaughnessy described the advantages of the system: "By using "DiscoVision" 's in. tractive microcomputer, we can guarantee the learning process for everyone taking the sales course, which was developed over the past 18 months by Shamrock's Pam Lontos. We can insure broadcasters that their sales people will learn
everything the course offers because the computer will not allow the student to progress on the disc until they have answered all of the questions posed at the end of each section."
The sales course will be programmed on the discs, using their capacity for ultrahigh density Information storage. so that individual as well as group sales training will be possible. Audio cassettes and test material will be included as well, with additional broadcast-related videodisc products to follow.
The "Fundamentals Of Broadcast! Selling" course will retail for $\$ 5995$ (complete with videodisc player). MidSeptember delivery is expected.

## Eskimo Earphones



Although it's almost sum-sum-summertime, cold weather will be on us soon. For those who like to do their Christmas shopping early, AudioTechnics U.S. Inc. presents "Eskimo Stereophone Earmuffs'" (headphone covers designed to keep out cold without affecting the quality of the music). Made from nonallergic material, the "Eskimo Earmuffs'" fit units which have 35 mm to 40 mm elements, providing increased comfort and an improved fit as well.

Priced at $\$ 7.95^{\circ}$, the earmuffs are an excellent promotional idea for the upcoming winter months. For further information contact Audio-Technica at 1221 Commerce Drive, Stow, OH 44224.

## Blair lIst Ctr. Revenues Up, Net Down

Although racking up an 11 percent rise in first quarter revenues during 1981. John Blair E Company reported that its first quarter net declined 28 percent to $\$ 1.4$ million, down from \$1.9 million in the equivalent period of 1980 . First quarter 1981 revenues climbed to $\$ 57.9$ million, up from $\$ 52.3$ million in the first quarter of the year-previous.

The decrease in profits was attributed to development costs associated with several new broadcast-related operations. Meanwhile, revenues for Blair's owned staions division rose 15 percent to $\$ 4.5$ million. up from $\$ 3.9$ million in the first quarter of 1980. Blair also noted that net earnings for this division had increased, but no figures were made available.

Sony, N.A. Philips Debut Digital Disc Player Prototype

The Sony Corp. and the North American Philips Corp. recently unveiled a prototype of their digital record player, which they hope 10 have marketed in the U.S. by 1986. Japanese introduction of the units,
which feature "players" the size of a cigar box and "records" resembling round places of toast, is slated for 1982.

The prototype digital system, halled as the first advance since Edison

## Devo, Vapors, Monty Python Radio Spots Up For Clios

Three record spots have been selected as finalists in the radio com petition for the 1981 Clio awards, the advertising industry's equivalent of the Grammes. Two of the radio ads, one for Devon's "Freedom Of Choice' LP and the other for the Vapors's "Turning Japanese" 45, were the work of L.A. Trax Inc., headed by producer Joe Klein. The Vapors spot, written and produced by Klein and Artie Wayne, was also nominated as a finalist in the radio copywriting category.

The third record-related ad to be chosen as a finalist in the radio competition was for Monty Python's "Contractual Obligations' album. This spot was written by Python member Eric Idle, and Arista staffers Mitchell Cohen and Peter Nicholas. Cohen and Nicholas also produced the spot, for which Arista Sr. VP/Artist Development Rick Dobbis served as Account. Supervisor

## Prevent Powerline Pollution

Powerline pollution (possibly the best example of which occurs when your TV starts acting up whenever a blender or mixer Is switched on) can, in addition to being a minor irritant, present a real problem, causing erratic behavior in home (or office) computer systems. This latter example of powerline pollution is created when electrical noise, "hash," or power level "spikes" are transmitted through the AC line. ("Spikes" caused by lightning can permanently damage home or business electronic equipment.)
Now, Electronic Speclallsts Inc.'s "Super Isolator ISO-3" is

## Weather-Warning Wireless

One of the most interesting radios to come on the market lateiv sports a storm-alarm feature The unit operates on either a standard 9 volt transistor battery, AC power, or 12 volt auto/boat power and picks up the 24 -hour weather reports broadcast by the NatIonal Weather Service. When severe weather threatens, the radio sounds a siren (triggered by an NWS code signal). Price: $\$ 62.45$.

in that no longer will sound be scraped out of a groove, is substan lilly different from current digital recordings, which will be incompatl ble with the new machines.

The Sony/Phllips system works like this: computers break down the components of each note Into bits of information with each musical pitch and loudness level assigned a binary number Intelligible to computer cir cults. This information is digitally en coded upon the loast-sized silvery discs, which are then read by a lowpowered laser beam - no stylus is required, eliminating a good deal of distortion and background noise as well as wear and tear on recordings.

## Price Biggest Problem

Currently, the biggest problem fac ing the SonylPhillips system is how 10 bring the price down to affordable levels. Experts estimate the digital system will initially retail for around $\$ 800$ (only 15 percent of U.S. households own a stereo system costing more than $\$ 300$ ). A second problem area is competition, with German electronics firm AEG. Telefunken having already developed a prototype similar to the Sony/Philips system. Industry observers believe the success of any such system will depend upon the software available.

With this in mind. Sony/Philips has already pacted the Polygram Group and CBS/Sony Inc. to produce digital discs. Furthermore, Sony/Philip is seeking to have its system declared the standard digital player in an attempt to prevent the proliferalion of incompatible systems currently plaguing the videodisc market
The Sony/Philips discs are 4.7 in ches in diameter and contain enough stereo sound information to allow for one hour of uninterrupted playing time. The discs rotate counterclockwise and play from the center outwards. The player can be directly connetted to any conventional amplifier and speaker system
available to safeguard your home or radio station against such problems The "ISO-3" features three in dividually filtered sockets, each capable of handling up to 1000 watts for a combined maximum of 1875 watts, and completely eliminating powerline pollution for a mere \$94.95. For further information, con tact Electronic Specialists Inc. at 171 S. Main St., Natick, MA 01760.


PARENT FIRM'S NET DOWN

## MCA Record Division

## Continues To Rebound In '81

Despite a continued improvement in profitability by the MCA Records Group, which posted an increase in first quarter operating income during 1981. MCA Inc. reported that net income for the first quarter of 1981 declined 5.5 percent to $\$ 24.2$ million. down from $\$ 25.6$ million in the analogous period of 1980 . MCA Inc.'s first quarter 1981 revenues climbed 5.3 percent to $\$ 339.9$ million, up from $\$ 322.8$ million in the equivalent period of 1980.

Operating Income for the firm's record division soared to $\$ 6.8$ million durIng the first quarter of 1981, up from $\$ 277,000$ in the year-previous quarter, while revenues inched up about 4 percent to $\$ 42.8$ million, from $\$ 41.3$ million in the first quarter of 1980.

## WESTHOOD GMT SAUTES

One of over 1500 Great Radio stations carrying Westwood One programs.
Programs like: The Dr. Demento Show, Off The Record with Mary Turner, Off The Record Specials, Live
From Gillev's, The Concert of the Month, The Rock Years: Portrait of an Era, The Great American
Radio Show, Daybook, Spaces and Places, Ace and Friends, Star Trak, Special Edition,
Shootin' the Breeze, Tellin' it Like it Was.

## Three Hits For All Formats

## JOHN SCHNEIDER "It's Now or Never"

The Following Stations Believe That The Time Is Now:

## CHR

WQXI \# 22 KCBN WM Y100 / 25 WFBG WCKX \# 29 KIDD \# 29 KFI WFIL KEEL WIFI WBBK WTLX KJJR $\begin{array}{ll}\text { BJ105 } & \text { KYJR } \\ \text { KYYA }\end{array}$ KFRC WWKE WHFM WCSC KHFI WZZP KFYR KIQQ KIQQ KINT KYYX
KZZX KBOZ WBBO WBBQ KYYA WACZ WTSB WKMX WJDX WLAR KBFM WZZZ KCPX WCRQ KRLC
WMMG
WCKB
WOLS
WDXE
KVNJ
KSGT
WVJS
KSWB
WPAX
WKQE
KKEG
KLOU
KFXY
KROF
KITY
KGAL
WSMM
WLOF
WOVO
GIOS
WHSB
KCPI
WKMX
WKLN
KINN
WOCB
WSIC
WLEC

A/C
WIP
WSB
WBT
WLW
KSL
WCCO-AM
KMBZ
KRMG
WLTA

WPUB WEGP WBLA WBLA WNMB
WKIN WKNZ KDJI
WTIB WTIB
WCBI WCBI
KTBC WBTF WCCM KFLY
KQHU KBZY WALG KCOK WRAW
WIKZ WIYD KDAO WJRI WTAW
WDNG WJMB WGNS WRUA


COUNTRY

| KHJ 30 | KSSS |  |
| :--- | :--- | :--- |
| WPLO WWOD |  |  |
| WI | KTTS | WBGW |
| KEBC 31 | WTSO | WIXL |
| KJJJ \#35 | WBCS | WKCQ |
| WSAI | WSOC | WWNC |
| WDAF | KZUN | WVAM |
| WMZQ | KMAK | WGNA |
| WAMZ | WKCW | KBUF |
| WLWI | WESC | WDDD |
| WBAM | KCEY | WJCW |
| WIRK | KOYN | WIXY |
| KRAK | KTOM | WJAZ |
| WQIK | KRDR | KOTY |
| WVOJ | KNOE | WWCS |
| WAPE | KOUL | KJCF |
| WWOL | WBHP | WDSD |
| WNOE | WLAS | KCAN |
| KHEY | WQQT | KGAY |
| WQYK | WPCM | KDBM |
| WYDE | WDEN |  |
| WIVK | WPNX |  |
| WHOO | WBAX |  |
| KRKE | KICD |  |
| KSO | WYII |  |
| KSOP | WTHI |  |
| WJQS | KRRV |  |
| KVET | WDOD |  |
| KOKE | KTCR |  |

Scotti Brothers

# DAN HARTMAN "It Hurts To Be In Love" 



96KX add WGCL add KENI add WOLF on WGH on WIGY on


JB105 add BJ105 add KCPX add WAQY 28-26 WJBQ deb 38 WXKS-FM on WIGY on

## Networks/Program Suppliers




Aobert Ardrey has been named Vice President/Sales for the flrm. Most recently. Ardrey was assoclated with Hawallan radio stations KJYE and KKBG, having begun his radlo career with promotion and programming pos/tions af WOAS and WHAT in Philadelphia. After developing WDASFM and WHAT-FM, Ardrey took a group VP post with the Merv Griffin Radlo Group, later becoming VP/GM at KIKI/Hawall. Between his Hawaiian tenures. Audrey served as Regional Manager with Drake-Chenault

## PETTERPRASE Rado

Fifteen stations in nine of the top 10 markets plus 75 additional stations will air Enterprise's fight coverage for the Larry Holmes-Leon Spinks Heavyweight Championship Fight on June 12. "We have increased our station lineup substantlally ... par ticularly in the number and quality of stations in the top 50 markets, " commented Affiliate Sales Director George Davies

## W25TH000

Sid McCoy's "Special Editlon" will present a salute to Smokey Robinson's 25th anniversary in show business. The hour long program is scheduled to air in June

## Ap Associated Press

KACE/Los Angeles Presiden Wille Davis and WIBC/Indianapolis News Director Fred Heckman have been named to the AP Board


## ABC Info

Tim O'Brien hosts five one-minute news specials June 8-12. "Fighting Back: The People Against Crime" in cludes descriptions of anticrime movements in Detroit. Houston, New York. Callifornia and Loulslana.

## NBC Radio

KDKAPIttsburgh has announced Its affillation with the net, beglnning August 9. This is the first-ever network affiliation for the nation's oldest radio station.
The net announced an agreement has been reached with the Football Committee of the Tournament of Roses Assoclation extending NBC's contract to broadcast the Rose Bowl game vla radio through 1985. According to PR person Jim Muldune, radio rights are no longer being sold as an afterthought. Radio is definitely important to us, he told R\&R. NBC has provided radio coverage of the New Year's Day gridiron contest since 1927.

## CBSRAD ${ }^{\text {mill }}$ O

The net will present live coverage of the Belmont Stakes on Saturday, June 6. Flve four-minute reports, featuring interviews with owners, trainers, and jockeys, will precede the live coverage.

## RKO

The Hot Ones," a series of two hour stereo music and interview specials featuring the Commodores, Kenny Loggins, Bllly Joel, and Earth, Wind \& Fire will be offered over four different weekends during the summer. The Commodores program is set for June 6-7, Loggins will run on July 4-5, Joel will be broadcast on August 15-16, and EWF is scheduled for September 4-5.


Good Vibrations Over America," a live satellite radlo/TV simulcast originating from Long Beach, CA on July 5, will salute the Beach Boys' 20th anniversary in show business. In addition to the Beach Boys, the program features Jan \& Dean, Three Dog Night, and John Sebestian, among others. A three-hour preview show, designed to lead into the live broadcast, is also avallable from the L.A. based company

Reps


5321 BILLION TRIO - CBS-FM National Sales VP Ell Kaufman (center) recently presented a study by CBS-FM Sales, "The $\$ 321$ Billion Market," before 15 executives and Wells, Rich, Greene media buyers in New York last week. The survey, which concluded that the largest demographic in the country (25-54) controls one in every four dollars, was an attempt to better define this demo. Maneger/Marketing \& Research Maggle Hauck noted, "This is the baby boom generation . . . that will carry the median age upward with them. " Hauck also warned that buying too broad (25-54) will underdeliver 25-34 s since 20\% of the leading 25-54 statlons are contemporary-formatted while $70 \%$ of the 25-34 stations are contemporary. Pictured along with Kaufman are WCBS. FM/New York GSM Rod Calarco (left) and Wells, Rich. Greene Associate Media Director Michelle Massarro.

## SHERW0OD, HENNES

\& ASSOC. INC.
BROADCAST CONSULTANTS
Specialists in Country and all music formars
3125 MAPLE LEAF DR.
GLENVEW, ILL 60025
(312) 439-1230

BURT SHERWOOD


Advertisers in the first quarter of 1981 were targeting more men overall. In computing Business Opportunity Data, Sr. VP Bob Galen is using the number of weeks a campaign runs in addition to age and sex information. While the leading group, (all persons $25-54$ ) dropped slightly to just under $28 \%$ of all requests, the second-ranked group (all persons $25-49$ ) increased to almost $15 \%$. The highest ranked are

| 1980 |  | 1981 |  |
| :---: | :---: | :---: | :---: |
| 1. Men | 25-54 | Men | 25.54 |
| 2. Men | 18.34 | Men | 18.34 |
| 3. Adults | 18 Dlus | Men | 18.49 |
| 4. Adults | 25.54 | women | 25-54 |
| 5. Aduts | 25.49 | Adults | 18 plus |
|  |  |  |  |

Terry Woode has been named an account exec in the Los Angeles office and Barbare minalich takes a similar post in the rep's New York Network Sales office.

## 3 <br> megaven <br> GUILD RADIO

FINGERTIPS PT. 2 - Records aren't the only thing WBLS morning man Ken Webb (left) spins as he demonstrates his basketball skllls at the McGavren Gulld booth on the 5th annual NYMRAD Radio Festlval Day, held last Thursday (5-28) in the Big Apple. Attendees such as WPL morning man JIm Kerr, who looks on at right, were Invited to try their luck, winning barbeque aprons and mitts as prizes.

## FROM STUDIO B



NOW EAR THIS - Joy Grdnic (left) and Ron Stevens (right) get their licks in on Bob Welch, who joins Ted Nugent, al Stewart, and Ozzy Osbourne, along with other rock luminarles, in the duo's "Rock Bottom Comedy Special," scheduled to alr Labor Day weekend. The one-hour program is avallable to stations nation wide via From Studio B at (213) 462-7261.


## ABC Entertainment

George Jones guests on "The Silver Eagle: The Cross Country Music Show" from New York's Bottom Line June 6.
Part 2 of an interview with "Four Seasons" author and director Alan Alde is being fed to affillates today (6-5) on Bill Diehl's regular Friday "Spotlight" program.

## TEE <br> JOURNA: : E :

A new descriptive brochure outlining the advertising potential of its radio business reports has been malled to over 3000 of the Journal's top adver tisers and advertising agencies. Accompanying the sales plece is a letter from Dow Jones President Ray Shaw. In other happenings, WJR/Detroit's VP/GM Ron Pancratz and News Director Oave White began airing the "WSJ Report" this week.

## f

## Mutual

The Ladies Professional Golf Assoclation championships will air June 10-14 from the Jack Nicklaus Golf Center at King's Island, Ohio
"Dick Clark Presents The Beach Boys: A 20th Anniversary Tribute," a three-hour musis and interview special, ared Memorial Day ( $5-25$ ) over 435 stations across the natlon

## People

## Milwaukee

Jeck Lee. President/General Manager for WEMP/WMYX, has been elected Chairman of the Mliwaukee Area Radlo Stations (MARS). Additional officers elected to serve for the coming year were: WTMJ manager Don Richarde (Vice Chairman), WZUU-AM-FM Manager Paul LeSage (Treasurer), and WAWAWLUM General Manager John Dunn (Secretary).

# JEFFERSON STARSHIP WANTS TO TALL To YOUR LISTENERS LIVE ON THE ROCKLINE 



JEFFERSOn Starship


## HOSTED BY

B. MITCHEL REED

## 

> Rockline is a presentation of Global Satellite Nefwork

For information regarding availability in your market call Cindy Tollin or Eddie Kritzer (213) 344-5651

## "The Day The Music Died" Provides Inside View Of 50's Music Biz

Joseph C. Smith, who under the name Sonny Knight recorded such hits as "If You Want Thls Love Of Mine" and "Confidential" in the late 50 's and early 60 's, makes his author's debut with The Dey The Musle Dled, a novel about the musle
business during the years 1956-63 Shifting between lour locations (Hollywood, Chicago, Nashville, and New York) and interweaving four mafor characters, each of whom is more-or-less a composite of an actual historical Ilgure. Smith is able to
develop his theme fhow artists, partlcularly black artlsts, have been systematically ripped off) from a varlety of angles.
The book's modified roman a clef approach (the wunderkind record producer, the hardware-based major label, the supersalesman furned counIry magnate, and the ploneering blackowned label) is scarcely the sole point of interest however. Smlth serves up a comprehensive overview of accepted period business practices, ranging


## Joseph C. Smith

 aka Sonny Knightfrom standard contracts and promotional strategies (including payola) to bootlegging and record production, all of which provides plenty of grist for his mill. In general, The Day The

Music Dled is well-researched with meticulous attention to detail renderIng it valuable to future historlans There's obvlously a good deal of first hand knowledge here. Nevertheless the book contalns one howling Inac curacy, concerning a major push for FM alrplay (In 19611). that's quite frankly at least six years before the fact.

More Importantly. Smith writes in a fast-paced, no-nonsense style and the book bristles with enough action and excitement to satisly even the most jaded reader's palates. In fact, the book is strongly reminiscent of Arthur Maley's works such as Wheele. in that Smith reveals the inner work ings of an entire industry, whlle ex amining the psychological makeup of those who populate its realm. The Day The Music Dled is available from New York-based Grove Press for \$12.95 (hardcover).

## Ringer Named Assoc. VP/

Product Development At W.M.O.T.
Doreen Ringer has been appointed Assoclate VIce President/Product Develop. ment \& Publicity for W.M.O.T. Records. Most recently Director/Artist Development \& Publiclty for the Montage Music Group. Ringer previously served as Artist Devalopment Managar for MCA Records. heving former Iy held the post of Director/Art Ist Relations with ABC Records. She began her record industry career as a colrecord industry career as a col-Doreen Ringer lege rep with ABM Records. Ringer will be based at W.M.O.T 's Los Angeles offices.

## McHam Named VPIPersonnel At Polygram Corp.

Barbara McHam has been appointed Vice PresidenUPer. sonnel for the Polygram Corporation. Most recently, McHam served as Vice President/Administration \& Promotion for the Village Voice, having formerly been Deputy Director at the Vera Institute for Justice.

## Coleman Named Nat'I Promo Mgr. For RFC/Quality

Bert Coleman has been appointed National Promotion Manager at RFC/Quillty Records. Coleman most recently served as Natlonal R\&B Promotion Director for Sam Records, having previously been Regional Promotion Manager with Plckwick International in St. Louis as well as having held positions with Polygram Olstrlbutlon in Now York.

## Hausfater Named VP/Business Affairs At K-tel Music

Jere Hausfater has been appolnted Vice Presidenvibusiness Affarrs at K-tel Music. Hausfater most recently sarved as Director of Business Affalrs for MCA Records/MCA Distributing Corporation. Prlor to jolining MCA, Haustater was an attorney for ABC Records. He will, in his new post, be based in Los Angeles.

## Gold Appointed Asst.

 To President At A\&MJeff Gold has been named Assistant to the President at A\&M Records. Prior to joining A\&M. Gold operated the Record Obsession. a collectible records distributor. managed the Rhino Records retail outlet. and served as an independent consultant to the Rhino Records label.


## Pro:Motions

## Durkin Upped To VP/A\&R

 Administration At CBSJerry Durkin has been elevated to Vice Presidenva\&R Administration at CBS Records. Durkin most recently served as National Director/A\&R Administration for the firm, having joined CBS as a Financlal Analyst in 1969.

## Diener Named Exec. VP For Magnetic Video Int'I

Steve Diener has been appointed Executive VIce Presldent/Chlef Operating Officer for the newly-created international Division of Magnetic Video, 20th Century-Fox's videocassette distribution firm. Diener most recently served as VP/Latin American Operations for CBS International, having previously held the President's post at ABC Records.

## Goldner Named A/C Promo Manager At RCA

Bonnie Goldner has been appointed Manager/Adull Contemporary Promotion-Trade Relations at RCA Records. Goldner had most recently served as Manager/Trade Relations for Motown Records, having previously served as Music Coordinator for Krofft Entertain ment's Family Productlons.


Bonnie Goldner

## Hodes Named VP/Music Publishing At W.M.O.T.

Leonard Hodes has been appointed Vice President/ Music Publishing \& Intemational Operations for W.M.O.T. Records. Most recently. Hodes held the VP/GM post with Freddie Perren's Perren-Vibes Music, having previously served as President of Music Publishing for Challce Productions and the Montage Music Group. Hodes began his music industry career as a song plugger with Capitol Songs, later becoming Generai Manager for Olck James Music and Generat Manager for Chess-Janus Records


After excellent early response to his television commercials for Charter stations, Gordon Jump, of WKRP in Cincinnati, is now available as exclusive spokesman in non-Charter markets.

His humor, warmth and professionalism make him an ideal spokesman, no matter what the format of your station. The network-quality spots can give you the best look, image and message ever seen in your market. To reserve the "Big Guy" as your exclusive spokesman. call today. Prices vary by market size. Production starts in July, offered only through Charter Broadcasting.
 CONRACT: John Bayliss. Russ Wittberger, Al Casey PHONE: '(714) 298-3390 Broadcasting
2399 Comino del Rio S., Suite 100 Son Diego, CA 92108


## SIANLGY CLARKZ c=ORAEDUKE "Sweet Baby

Produced By Stanley Clarke And George Duke

## NEW \& ACTIVE

STANLEY CLARKEGEORGE DUKE "Sweet Baby" (Epic)
121/16. Moves: Up 61. Debuts 21, Same 23. Down 0, Adds 16 including WKTU, KXOK, WTRY, WICC, KSTAR. WFMF, G100, WNAM, KYNO-FM FM102.

Producsd By Jimmy lovine And dim Steinman

| WKBW add | FM9\% add | wCsc deb 28 | KYYX on | WANS.FM on |
| :---: | :---: | :---: | :---: | :---: |
| KRBE add | Kall add | KJ100 29-27 | 8104 on | wKXY on |
| KBEP odd 23 | © 10527.26 | KWEN deb 28 | WAEB on | kSat on |
| wolf add | wect deb 21 | KERN deb 34 | 897 on | KrLS on |
| KHFI add | WHFM deb 35 | KCPX deb 36 | r103 on | KDZA on |
| WaAY add | WFLY 29.21 | FM103 16.20 | WBEQ on | K@OI on |
| K $\times 104 \mathrm{cdd}$ | wice 27.24 | weur dob 35. | FM100 on | Krya on |
| WVIC add | WPST 32.28 | WACZ deb 32 | WOKI on | KOOK on |
| 2104 add | 9106 deb 30 | WISE 15-8 | Wer on |  |
| WHEE md | wacr 32.30 | WRKR deb 34 | WVLK on |  |
| wow add | wKFE deb 40 | KFNI deb 33 | WAKX on |  |
| KTACodd | KINT.deb 35 | KRLC deb 30 | KTKT on |  |
| KYSNadd | KLAZ doto 34 | WIFI on | WFBC on |  |
| KLUC add | CK101 26.21 | crition | 95scr on |  |
| 2102 odd 30 | WBacy deb 31 | K $\mathrm{z}^{2}$ an | WFOX on |  |



## REO SPFZDW/AcON "Don't Let Him Go"

Produced By Kevin Cronin, Gary fichrath \& Kevin Beamish

| KRBE add | WAQY add 35 | KJ100 add | 2102 add 31 | KFXD add |
| :---: | :---: | :---: | :---: | :---: |
| Y 100 add 24 | WKEE add | KSTT add 30 | 95SGf add | KRLC add |
| WLS add | KTSA add | WNAM add | wXLK add | 96K $\times 22.16$ |
| WLS-FM add | KINT add | 92x add 24 | WKXY add | K104 38-29 |
| CKLW add | KLAZ add | woJX add | KSEL add | WGRD deb 25 |
| KFI add | K $\times$ K 106 add | KERN add | Kaiz-FM add | KWEN 25-20 |
| KYYX add | Y103 add | KJRB add | KKRC add | KZ93 deb 17 |
| B104 add | WBBQ add | KNBQ add | KKLS add | WNCI déb 25 |
| WBBF add | KX104 add | KYSN add | KWLO add | Q107 on |
| WHFM add | 920 add | FM 103 add | KENI add | WSKZ on |
| WFLY add 23 | wBCr add | K96 add | KSLY add | KKXX on |
| wicc add | wcsc add | KLUC add | KDZA add | 95XIL on |
| WPST add | WQRK add | WACz add | KQDIadd |  |
| WAEB add | WRVQ add | WFBG add 32 | KOOK add |  |


"There has never been a more important time for stations to review Arbitron's diaries."

## Those "No Lag Time" Blues

From our "no rest for the weary" department, it's time to state that for those of you in over 100 markets the fall survey is just around the corner. I know, the spring sweep isn't even over yet, and here's Hiber reminding you that the fall sweep, with the advent of Quarterly Measurement, is right around the bend. Rather than just resigning vourself to trying to cope with the second 12-week sweep in your market, take a look at some key items you should be concerned with as preparations for the fall survey are planned.
"Lag time" is not an Oriental reference to an early 20th century musical style, but has to do with a luxury you no longer have. It used to be that in the good old days B.Q. (Before Quarterly), survey results could come out, you'd have several weeks if not months to evaluate and plan, then would come the next sweep. Not so any more, unless your market is swept only once annually. What happens effective this spring is that with the country going to QM it will be very difficult for station personnel to receive the results, schedule a post-survey diary review in Laurel, pore over the diaries, then make media and programming plans in time for the fall survey - which has diarykeeping beginning September 24 and finishing on December 16. Here are some tips that might make the entire process more productive for you.

## Marketing Plan Key

Last year I began writing about the onset of Quarterly Measurement. In those articles, one consistent point stressed was the need for a station marketing plan, a document which would guide the station's programming and advertising/promotion efforts through the uncharted waters of QM. The briefer time between receipt of survey results and startup of the next sweep means that station management has to have an overall game plan to tide it over the vagaries of Arbitron results. Part of the marketing overview has to be a timetable by which a station prepares for the next sweep in the market, even before the results of the past survey are known. I'd suggest that wise station management teams are now getting their heads together for the fall. Here are some specific areas to pay special attention to.

## Advertising Plans

In alxout one month. results of the spring QM sweep will begin to be available. Results will then be generated for approximately two months, or until early September (assuming Arbitron's plans for speedier production are fulfilled). Given this time frame, a station needs to begin now to plan
for fall advertising. The station that waits until its book is received before planning advertising and promotional events may find itself up to its ass in alligators.

Buying a TV schedule for the fall is a good example of a task that needs to be looked at ASAP. If you wait, you may find that avails are rather undesirable, or that the prices you have to pay are not very efficient, given the potential audience delivery. You may want to think about when, during a September-December sweep, you'd like to run TV. If you wait until late July-early August to decide which tack to take, you may find your options limited.

Finally, you may want to give thought as to whether or not TV even makes sense. What if the writers' strike continues? Will there even be a new TV season, or if there is will it feature a late debut rather than the usual September start? These considerations may give you pause to wonder if your plans to go into TV are worthwhile. Think about these questions now, and work out the answers that make the most logical sense given your station and your competitive environment.

## Programming Considerations

Looking at the programming/on-air promotions facet of station operations provides other considerations for the fall planning. What are the record company promotion staffs telling you about new releases or new artists that may be coming out during the fall? How do you plan to take advantage of these marketing ingredients? What about personal appearances or concerts? Can you schedule these for ratings payoff and for a key part in a cohesive, week-by-week marketing plan for the September-December effort? Think about and lay these items out in sequential form, week-by-week over the 12 -week sweep, so that you can not only see how the programming events will land, but also you'll be able to see how the programming happenings dovetail (it's hoped they will) with the advertising expenditures mentioned in the earlier paragraph.

## Diary Review Role

Given the increased pressure from Quarterly Measurement and the need for quicker intelligence on what happened in the spring survey, where does the post-survey diary review fit into the marketing plan? First, let me emphasize that there has never heen a more important time for stations to review Arbitron's diaries, either in person or through an agent. With the massive new procedures used this time to expedite report pro-

## $Q \& A$

Doug Sorenson of WTPA/Harrisburg called this past week to ask, "Can a music research system be used to predict Arbitron numbers?"

Only to a slight degree, Doug. Station preference quistions used in callout research or mall questionnaires will give you some idea of cume standings. It is important, however, to keep in mind that you're talking apples and oranges, since the music research systems usually do not incorporate a diary technique. It would not be wise to assume that station preference data from music research would be comparable to Arbitron rankings.

## Week In Review


#### Abstract

Arbitron Radio Reorganizing With the recent departure of Dick Logan, Arbitron Radio's VP/Marketing, internal executive shuffling is taking place at the ratings firm. According to Arbitron spokesperson Connie Anthes, it appears that Bill Livek, current VP/Sales, will not have the marketing designation added to his title at this time. Instead, Ms. Anthes stated, "We will bring someone in under Bill to become National Sales Manager." When asked if the person, whose identity will soon be disclosed, is from the broadcast industry she replied, "No, it is an internal person, and not from Beltsville." When asked if the new radio division executive would be Jim Ridings, currently VP/Advertiser Agency Sales, Ms. Anthes replied_"no comment."


duction, and with the first nationwide advent of QM, there are myriad reasons why it's in your own best interests to review the Spring ' 81 Ar bitron diaries for your market. Call Jay Billie at 301-982-4742 to make your diary review appointment. Arbitron will be sending a schedule out soon to apprise stations of when their reports will be received, and giving stations the chance to call to set up diary review dates. Normally about onethird of Arbitron's subscribers have their diaries reviewed, but I'm hopeful that percentage will increase this survey.

The post-survey diary review, which will likely be done in a cramped time frame between receipt of spring data and start of the fall sweep. will now serve as a checkpoint for the marketing plan. Prior to the spring sweep (and prior to the fall, I hope) you may have set goals - certain time spent listening spans, certain sharing patterns, recycling percentages, usage of call letters versus slogan or dial position in diaries - which you need to evaluate using the diary review. Only through the diary review can you find Arbitron mistakes as well as get verified answers to the above points and goals. Be sure to order a mechanical diary to compare the raw diaries to what actually made the book, in order to spot problems that might have hurt (or helped) your book due to Arbitron errors.

The diary review will likely not be the instru ment through which the station plans its fall efforts. However, if items turn up in the review that might seriously go against the grain of what you had planned for the fall, you may want to revise your marketing stance accordingly. You might find, for example, that diary respondents never used your slogan, which may mean you want to delete it from your advertising messages. Whatever the instance, the diary review will now be extremely valuable as a checkpoint on your annual marketing effort towards success under Quarterly Measurement

## Bottom Line

The end-all of the problem facing stations with shortened lag-time between surveys is that marketing - a consistent game plan - rises to the fore. Plan now for the fall. then use the postsurvey diary review to see if you are on track.

Jhan Hiber

# THIV RISHI IS ON! 



## Rusi

## "TOU SAWYYR"

Q107 on KDVV 16-10 WIBO deb 37
CKLW add 24 WPST 29-23. WDJX 34
CKGM add WRVQ on KKXX on
KBEQ 18-16 WGRD 29-26
KRBE 26-21 KJ100 add
WLSFM 30-16 Q104 on
KEGL 21-16
B104.22-14
KHFI 13-12
KXX106 on
WVIC on KWEN on WHFM.28-23 K104 add 37

THE MOST PLAYED ALBUM TRACK FROM THEIR PLATINUM-PLUS ALBUM "MOVING PICTURES" MOST REQUESTED ON THEIR SOLD-OUT TOUR!

## WAKY

Continued from Page past two years, bested some very viable candidates for the WAKY programming position. He's got the love and admiration of everyone in the station including myself and I'm very confident that he can help maintain the powerful position that we've been in for the past few years.
"Ed Williamson has been at WVEZ for seven years, most recently as Operations Manager under Mike McVay. Ed knows Beautiful Music inside and out and I don't think there's a more knowledgeable Beautiful Music programmer around. I know that Ed will continue to do a super job for us. I am extremely pleased to be able to promote both Jack and Ed from within our own ranks."

## Findley

Continued from Page 1 engineering studies that completely satisfied the NAB Board, which he pointed out includes several daytime owners, including himself.


LISTENER CASHES IN AT WCSC - Jill Moore of Goose Creek, SC won $\$ 25,000$ in a WCSC/Charleston, SC draw ing, selected from over 100,000 entries. Even more interestingly, she had won a $\$ 14,000$ cash/prize package in 1980 from the station in another contest. Pictured (l.r) are WCSC air personalities John Burwell, Bob Casey, and Chris Bailey, Moore, and air personalities Ron O'Brien and Booby Nash.


WSPT TURNS ON TOYOTAS - WSPT/Stavens Point WI gave away a 1981 Toyota Tercal in its "Graat Toyota Turn.On" contest which generated over 70,000 entries in six weeks. WSPT morning man Mike Rogers (right) congratulates the winner and her fiance.
 a four million plus deluge sent in by local schools to win a 2102 dance

## TOM JOHNSJ "TIME"



```
6GTMTASMVTJNO
    TIME"
    том
    JOHNSTON
        KBEQ WKXY
        KEZR KVOL
        WAAY KENI
        KKXX KQDI
        FM103 KRLC
        WCGQ
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VANWARMER \& "SUZI"ARE COMING TO STATIONS EVERYWHERE!

"SUZI" RANDY
KRBE WAKX
WHYN KIOY
KINT KVOL
WGH KQDI
KJ100 KBOZ

## (m. Produced By John Holbrook And Ian Kimmet 4in. For Briggs And Co. Productions

On Bearsville Records
Manufacturnd and Distrlouted by Warner Bros. Racords

# DRUMMERS ARE CRAZY! 



RADIO STATIONS GONE CRAZY:

| KRBE | KINK | WOK | Z104 |
| :--- | :--- | :--- | :--- |
| WKLS | WPLR | OCHOA | KEPI |
| WIMP | WPYX | WHYS | KMET |
| WBCN | WLIA | WMJO KOS |  |
| WAC | WAS | WSYRFM | KROO |
| WHEN | WAVE | WLAVFM | KSJO |

## STREET TALK

In a speculative front page story, last Friday's (5-29) edition of Daily Variety stated that CBS Records Division President Bruce Lundvall would exit the company to join E/A. Although neither CBS or E/A would comment, Street Talk has learned that Lundvall will be leaving CBS to become Senior VP of E/A's East Coast offices. Our sources indicate that Landvul will be involved in efforts to beef up $\mathrm{E} / \mathrm{A}$ 's A\&R presence, giving the West Coast-based company the "name" visibility in New York it has been seeking.

Further, look for current E/A Executive VP Vic Faraci to be upped to the label's presidency in the near future, which will quell any rumors about an impending power struggle when Lundvall comes aboard.

Word on the street in Los Angeles is that the current upper-level management (and new format) of KMPC has until November of this year to make a significant turnaround or sweeping changes will be made. Apparently what Gene Autry did to Angels' Manager Jim Fregosi may apply to the radio station as well.

Boardwalk Entertainment Company President Neil Bogart underwent surgery last weekend to remove an abscessed and nonfunctioning kidney. (He came through the operation with flying colors. 1 Neil should be out of the hospital by today (6-5) and back at work after a week's convalescence.

Congratulations
to
Charter Broadcasting's National MD Sherry Toennies on her promotion to National Program Coordinator for the chain. Charter Programmeing VP AI Casey told Street Talk, "I'm glad we can make this announcement in recognition of Sherry's involvement with the company. She is my right arm and will be even more actively involved in all programming matters."

The Planet Records deal with Elektra/Asylum may be "history" soon. Also. Planet VP Dave Uso is rumored to be leaving the label shortly for a similar position elsewhere.

Look for some problems to surface regearding the results of the recently published Washington DC winter ARB. Looks like a visit to Laurel may have uncovered a few goofs which could have result-changing implications . . . more on this one next week.

Scott Sherwood has resigned as PD of Y103/Jacksonville, with Dave Scott appointed as acting PD until a permanent replacemont is named.

Street Talk hears that RSO Records may be back in business as a full-service label very soon. Just how many former RSO promotion staffers will return is still a question.

Social notes this week...Columbia Records VP/Promotion Ed Hones was marreed last Saturday (5-30), making it Ed \& Esther Hones... Rob Sisco, last of K101/San Francisco, and Jo Interrante, Director of Programming for the RKO Radio Networks, have announced that they plan to get married later this summer.

John Frisoli is out as the head of PolyGram Distribution, Inc. with no replacemont named.

## Don't Say Hello!

$\mathbf{R \& R}$ has learned that someone has been calling various radio stations nationwide purporting to be from Radio \& Records. These people, who are in no way connected to this publication, are apparently conducting a survey on format syndicators and program suppliers. The survey concludes with several negative comments about specific major suppliers.
We would appreciate your cooperation in tracking down this fraudulent practice. If you have any details on this operation, please call $\mathbf{R \& R}$, so that we may take the necessary steps to bring it to a stop.
It's extremely regrettable when people misrepresent themselves and defame others under the guise of research.

Don't look for WLS-AM \& FM/Chicago PD John Gehron to name an immediate replacement for his exiting PM drive man John Landecker. Gehron plans to travel around the country a bit, listening, and also to try some of his current staff out in the drive slot to see how they perform. Landecker is leaving some big shoes to fill.

WXLO/New York, trying to fight off the old 99X image, has applied for the new calls WRKS. The station's on-air identity has already been changed to " 98.7 Kiss ." RKO had to get the U.S. Coast Guard to give up the designation WRKS, which belonged to one of its ships. Perhaps there will soon be a Coast Guard cutter known as 99X.

Tim Edwards is the new PD of WRJZ/Knoxville. Across town at WNOX, Scott Majors has exited his MD slot to do independent promotion in the South.

Dick Logan, who until recently was Arbitron Radio VP/Marketing, has been rumored to be a candidate for the GM job at Heftel's WTFM/New York acquisition. However, Heftel President Tom Hoys told Street Talk, "We have made no deal with Dick and no overtures have been made to hire him for the WTFM position." Logan may set up his own company or perhaps return to NBC for a network job. NBC is Logan's alma mater.

A\&M Records has upped Rick Stone to the position of National Singles Promotion Director. Rick had been A\&M's New York Marketing Manager.

Juggy Gayles became a great grandfather this week when his grandson Mark Resnick's wife, Debbie, gave birth to Andrew David Resnick.

A bomb scare telephoned into Lee Zhito's office at Billboard magazine in Los Angeles forced the evacuation of the entire 9000 Building on Sunset Boulevard Monday (6-1). Thankfully no bomb was found and the many occupants of the building were able to resume work after a thorough search of the Billboard offices.

Finally, congratulations to Jim Mazza and the entire staff at EMI America/Liberty Records for their recent impressive performances. Their hot streak is good for everyone!

# ARISTA BREAKERS GOALLTHE WAY: 

 MABCH25 BREAKER March 25...2* May 22 and 291...still at the top of the chart ...an across-the-board hit on Top 40 and A/C and R\&B formats...

AL 9539

# RAYPARKER NO andraydo sum Coman Ne:DS LOVE (JUSTMKE YOUDO) 

BREAKER April 8 ....5* May 22 and 291...still at the top of the chart...a multi-format phenomenon on Top 40 and $R \& B$ and A/Cl ... the first giant single from the sensational gold Ip

|AL 9543 A Woman Needs Love...


## SqIER <br> Tratiting

## To Take Off At These Stations:

Produced by Peter Coleman



## Of Naive Novices And Veteran Liars In News

Not since the peak of checkbook journalism have we heard no much about what is right and wrong in broadcast newn The giving-back-the-Pulitzer incident sparked a dozen lesser stories of newsroom deception, revealing perhaps a lack of clear understanding more than willful wrongdoing. It appeara that nome people who, as Walter Winchell put it, make their livings as the "cyes, ears, and noses" of the nation, simply don't know right from wrong on occasion. They lake letters to themselves and call it public reaction, bend a few little facts here and there to make a more intereating story and mon. Why, for God's sake, poople . . . didn't anyone in these reporters' early careers ever sit 'enı down and tell them right from wrong?

One of the hottest names in radio told me the other day how a radio station is taking sidewalk surveys on current issues, and replaying the reactions of people "running about two positive to every one negative" so the reaction pieces won't be downers. That may be some form of positive programming, but altering the proportional representation of nolicited opinions is skewing the news and screwing the listeners who expect to get a sense of the balance of public opinion from those surveys. I'm ignoring the question of whether a sample too small to be statistically valid should be passed off as news, and addreasing only the issue of whether critical or negative opinions should be snipped out of man-on-street surveys for the sake of "positive programming." Of course they shouldn't.

You've likely read a story or two in recent months about traffic helicopters sitting on the ground as reporters fake "from the air" broadcasts, sometimes for so innocent a reason as the reporter being late to work and not having time to get the chopper up and away before scheduled air time. I know of an unreported incident in which a traffic helicopter was out of service for repairs, so the reporter broadcast from a room using a helicopter sound effect especially recorded for just such an emergency. The person who laid down the soundtrack thoughtfully included the occasional beeping and honking of horns no it would sound traffic-jammo. During the period of faking reports, the truffic reporter wondered whether any listeners would realize that, from a few hundred leet up, you wouldn't be able to hear the World Championship Horn-Honking Competition, much less an occasional isolated beep-beep.

It is wrong. Faking stuff is wrong. Acting like a tape is live is wrong. Illegal, too, but mainly just wrong. Editing a statement to the point of slightly altering its meaning is wrong. Bottom-line honest responsible reporting is representing the truth to the best of your ability, isn't it? Sure it is

Don't let anyone disgrace our profession by doing less-than-absolutely-honest reporting, and when you know it's hap pening. please immediately do something about it . Blow a whistle. We all need to know that what we do every day is an exercise of public trust above all, and anything less than straight-out uruth-telling is shameful and disgraceful.

It is so basic and simple I'm amazed it must be brought up.

## CALENDAR

## First Dirt-Sucking Machine

MONDAY, JUNE 8: You know the kind of bellove used to puff air into fireplaces? 'That type of bellow was rimped to a couple of wheels to make the first vacuum cleaner. When it was pushed across the floor, the wheels worked the bellows. which sucked in a little dirt on every other stroke. Patent granted 112 years ago today in 1869.

On this date in 1953 the U.S. Supreme Court ruled that restaurants in the District of Columbia cannot refuse to serve "well-behaved and respectable" Negro customers.

Robert Preston is 63. Nancy Sinatra is 41. Boz Scaggs is 37

## Tax Bite On Paychecks

TUESDAY, JUNE 9: One of the best-known predicters was William Lilly, who so accurately forecast the Great London Fire that he was widely suspected of having started it himself to validate his own forecast. The astrologer was investigated, found absolutely innocent, and to make a long story end immediately, he died 300 years ago today.

Thirty-eight years ago today Uncle Sam started getting part of your paycheck before you see it: payroll withholding of taxes became law June 9, 1943.

The popular wedding song "Oh, Promise Me! "" was first performed in public lat the Grand Opera House in Chicagol 91 years ago tonight, in the stage production of "Robin Hood." Few brides seem to know this.

## Richest Mine On Earth

WEDNESDAY, JUNE 10: A couple of prospectors hit a rich vein of gold on this date in I859, in the mountains of the Utah Territory (which is now Nevada). A prospector who had been working the same area demanded a share, so they cut ol' Henry Comstock in as a partner. They could have found more gold faster, except for some grey stuff in the mines which turned out to be silver. The Comstock Lode produced an average of more than a million dollars a month for the next twenty years. Firat strike was 126 years ago today.

Lawyer (for Albert DeSalvo, Patty Hearat, Capt. Ernest Medina) F. Lee Bailey is 48. The initial hides the name Francis.

## The Only Palace In The U.S.

THURSDAY, JUNE 11: A parade and ceremonies today at Honolulu in honor of the King who united the Hawaiian Islands. This is celebrated as the birthday of King Kamehameha, and the palace with his name is the only residence built for royalty in the present United States.

The little envelope with the window in it was patented 79 years ago today, and since 1902 no one has devised an improved model.

The Duke, John Wayne, died two years ago today. The actor who was born Barry Silberman. Gene Wilder, is 46. Explorer Jacques Cousteau is 71.

## How Much Weight Can You Lift?

FRIDAY, JUNE 12: In an all-out adrenalin-rush emergency, an "average" person can lift up to a thousand pounds. Typical case is a mother whose child is trapped beneath a car, that sort of thing. In regulated competition, weightifters commonly bench press over 600 pounds and knee-bend 12 -hundred. The most weight known to have been lifted by a human was raised by Paul Anderson, the Olympic champion, 24 years ago today. Still unapproachable, the record is 6270 pounds.

Vice President George Herbert Walker Bush is 57. Vic Damone is 53. Jim Nabors is 49. Brad Delp of Boston is 30 .


## Walk On Over To A Hit!!

dacincons


# "Walk Right Now 

Producerd bo The Jacksons
WXKS-FM add WCKX add K 104 add

WVIC add FM99 on KVOL on

## Gary Owens

I guess I'm still on cloud $81 / 2$ from a couple of wonderful weeks in Hollywood's tumult dept.

I didn't realize I had so many friends until the G.O. star ceremony on Hollywood Boulevard. May 20.

As a kid nurgling in the Midwest. it never entered my mind that I might momeday have my name placed in oeo ment next to Walt Disney on this fablad atreet in this imaginary city.
We started the day ecurrying from downtown Loe Angeles, where Mayor Tom Bradley declared it "Gary Owens Day." Councilwoman Peggy Stevenson of Hollywood presented me with a neat official proclamation, which I promptly ate in front of the City Council Ino one had told ne not ${ }^{1}$ SEC
SEGUE to Hollywood Blvd. in front of Pickwick Bookstore (a longtime landmark in this $\mathrm{O}_{\text {z-like }}$ place.
Hundreds of people carrying goldpainted kazcos are humming and milling . . a whistle is heard ... and long time radio personality Joey Reynolds leads the "Official Gary Owens Hand-Over-The-Ear HighStepping Kazoo Band" down the boulevard, where the Hollywood PD has done a great job blocking off the streets. Joey's oulfit is unusual - it resembles a turkey that has exploded

Following the kazooers is TV character actress and writer and friend Jackie Joseph, dressed as a mythological muse stomping peasants as she strode.

## More Horsing Around

Next, the equestrian unit . . . a lady dressed in a fairy princess outfit. smoking a cigar and riding a stick horse the law prohibited a real horsey that time of day). Close behind, Yo-Yo the wonder $\operatorname{dog} . .$. and the Alpine Horn blowers, with their giant instruments.

Aha . . it's time for the GREAT FUNNY GUY OF ALL TIME. Jonathan Winters, to emerge . . . dressed in a cowboy hat, an Indian cane and a pair of dark glasses (which he said had been tossed out on the street by a guy driving byl.

HELLO THERE BOYS AND GIRLS!" shouted Johnny . . . and "all you Criminals out THERE TOO ...We don't discriminate." Mr. Winters said some charming things about me, our life together in Italian Westerns, and a great tete-a-tete with MICKEY MOUSE. Mickey had been brought to the festive event by the wonderful people at Walt Disney Studios. Mickey and Jonathan had a scintillating palaver that broke everyone up.
Emcee and Honorary Mayor of Hollywood Johnny Grant ushered onstage the beautiful new star of the TV series "Three's Company," Jenilee Harrison. The lovely and bright Jenilee radiantly read one of my favorite all-time pharmaceutical prescriptions in Latin ...which roughly translated meant "Caveat Emptor, Quod Erat Demonstrandum 710.

Bill Weish, President of the Hollywood Chamber of Commerce land the man who does every Rose Bowl Parade on television around the nation); and Bill Hertz, Chairman of the Walk of Fame Committee, were kind enough to look over my tawdry past and brought out things that I didn't even know about my career!

Mad magazine's Sergio Aragonen presented nee with a giant framed cartoon panel by Anterica's best known cartoonista (all caricaturing the madness of the wonderful day). Willie Ito, who draws Mickey Mouse. presented me with a cartoon of Mickey, his hand over his ear, slanding on the G.O. star . . . all goodies that I will treasure forever
Down These Mean Streaks
Jack Riley, star of "The Attack Of The Killer Tomatoes" and regular on the "Bob Newhart Show," combined forces with "Tonight Show" legend Pat McCormick (Pat just finished writing the new Chevy Chase-Carrie Fisher movie, "Under The Rainbow"I in roasting me like I've never been roasted. "Gary has a mean stresk," shouted Pat. "Just how mean is he?" queried Riley. "Gary Owens is so mean, that he once gave a Polaroid picture to a man who had only 9 seconds left to live!" That gag took less time than that to get completely around the world.
Arte Johnson and Henry Gibson, two of my closest friends from our Rowan and Martin "Laugh In" days, were introduced by emcee Grant. They got up next to me and just stood there .... not saying anything they looked at me and left.
Next came many of my pala from "WKRP In Cincinnati"... Tim Reid (Venus Flyurap) and his lovely lady, actress Daphne, popped on stage with Les Nessman (the hard hitting newscaster on the show), Richard Sanders. Les commented that he had never seen a star laid on Hollywood Blvd. in person before
The well-known author and syndicated columnist Jim Bacon congratulated me and commented, "If the Pope had been Italian, he would have shot back." Mel Blane did a medley of all his great cartoon characters for me... Bugs Bunny, Porky Pig. Yosemite Sam. Sylvester, and Tweety Pie, etc. Mel and I have been close friends since the early $60^{\circ} \mathrm{s}$, and he had everyone in the the audience agape with his vocal wonderments.
The Story Lady and Byron were summoned from the throng to do a quick fable (they are syndicated around the world... but got their start on my show at KMPC).
John Reynolds, the President of Golden West Broadcasters, said some neat words on behalf of KMPC and for Gene Autry, the Chairman of the Board, who was out of town. I was planning on wearing the ten gallon Stetson Gene had given me earlier, but I thought it might have been too uptown.

## Maid In Heaven

Old pal Casey Kasem and his lovely bride Jean were so kind to me that I have a camette of their commenta which I play each night before I get into my jammies with the feet in them and drift off into the arms of Morpheus four maid).
Mike Scioscia, the great Dodgers catcher, dropped by to greet me and gave me his childhood bat la vampire

##  <br> CBS Sweeps To Victory



CBS wrapped up the May Nlelsen and Arbltron sweeps by winning the Nielsen week ending May 31 (Arbitron figures doubtless following suit) after walking away with the May 24 race (for which figures were delayed by the Memorial Day holiday). Last week was a fairly close contest with CBS's series rerun strength pacing a 15.1 average rating, defeating ABC's 14.3 (also paced by series reruns), while NBC made it fairly close with a 13.8 , led by specials (including the week's top-rated program Bob Hope's birthday special)

In the previous week, CBS scored a 1-2-3 punch with the Miss USA pageant, "Silver Streak," and " $M$ * $A$ * $S$ * $H$ " on the way to a 16.5 average rating to ABC's 14.3 and NBC's 13.9. The May 31 standings were:

| - | 1 | Bob Hope Speclal (NBC) | 11 | Women Who Rate A Ten (NBC) |
| :---: | :---: | :---: | :---: | :---: |
| 8 | 2 | The Jeffersons (CBS) | 12 | Barney Mlller (ABC) |
| 11 | 3 | Dukes Of Hazzard (CBS) | 1813 | Hart To Hart (ABC) |
| 15 | 4 | 60 Mlnutes (CBS) | 14 | Love Boat Part II (ABC) |
| - | 5 | $20 / 20$ (ABC) | 15 | Taxi (ABC) |
| - | 6 | Love Boat (ABC) | 16 | Fantasy Island (ABC) |
|  | 7 | Allce (CBS) | 17 | CHIPS (NBC) |
|  | 8 | Dallas (CBS) | 1918 | Facts Of Life (NBC) |
| 3 | 9 | M*A*S*H (CBS) | 19 | Hill Street Blues (NBC) |
| - | 10 | Trapper John, MD (CBS) | 1320 | House Calls (CBS) |



ALMOST ALIVE IN MEMPHIS - A recently-debuted comedy/music weekly TV show in Memphis called "Memphis Almost Alive" features famed local radio stars like George Klein and Terrence McKeever among the cast. Pictured in front of the locally-produced program's logo are (1-r) cast members Klein, McKeever, Laneele Comer, Gary Southard, and Thomas Boggs.

## Music On TV

The June 5 (or beyond in some locales) edition of "Solid Gold" stars Chuck Mangione 'as cohost, with Lacy J. Dalton, Rupert Holmes, Smokey Robinson, Split Enz, James Taylor, Thin Lizzy, and as always, host Dionne Warwick . . . Gary U.S. Bonds is on "Ámerican Bandstand" June 6 along with the previously-cited Kim Carnes.
bat which I attempted to strangle. because Mike told me I'd be a better hitter if I choked up on the bat!!.
Bob Hope, who was at West Point doing his TV special, sent me a beautiful telegram, stating "Dear Gary . . . From the walls of the public library to the streets of Hollywood. your name is now firmly etched in the city. You now represent the ultimate in graffici."
It was one of over 500 telegrams I received on that day . . . including kudos from most the folks I worked with over the years! Ed Asner, Dick Martin, Martin Bormann, Catherine The Great, etc.
John Rappaport, the producer of " $\mathbf{M}^{*} \mathrm{~A}^{*} \mathrm{~S}^{*} \mathrm{H}$," did his Pat Buttram voice that I've been playing for years on my show. . John was rellective in his narrative about our early days being silly together.
God, I hope I haven't left anybody
out . . . it was so fast, so hectic and so keen, my addlepated head is still swirling.
SEGUE to one week later

## Moving Up

As you may have read elsewhere in R\&R, I have accepted a new position at Golden West Broadcasters. That means I won't be doing my regular daily show that I've been pacing since 1962. It will offer me opportunities to continue in the other areas such as television, motion pictures, cartoons. and commercials, as well as two books I've been writing for the last three years. I also will continue to do my weekly internationally-syndicated radio show "Gary Owens Sounduack Of The Sixties" for Watermark, Inc.
My new position in the Executive Branch will allow me to work with our entire chain of $\mathbf{A M}$ and $\mathbf{F M}$ stations
and at the same time continue to have 5858 Sunset Boulevard as my base of operation.
It is because of this new happening in my life that the next item is germane lif not Germane, it may be French or Danish).
I am going to take a brief leave of absence from the wonderful folks at Radio \& Records. I had lunch with Publisher and old friend Bob Wilson (and he even paid for it, bless him) and discussed the fact that during this transition period fronn regular silly twerp to executive silly iwerp I need a little time to move olfices .... and refurbish my klarn. So. I will be back with my scrib blings after a littie time off lone thing I've promised nyy family for 20 years is that we would go to Baratow to visit my dog).
So, in the meantime . . . keep on doing whatever that is you're doing . . and I love you all.

## THE DR. DEMENTO SHOW

A proven prescription for hit radio! Two hours weekly of delightful "dementia" with the master impresario of comedy and novelty recordings. The Doctor's own hit parade is selected from his personal ljbrary of more than 150,000 rare and wondrous items. A prime-time winner on more than 150 top rockers.

## LIVE FROM GILLEY'S

That's live and direct from Pasadena, Texas, as host Jim Duncan presents a brand new weekly concert series, 60 minutes of top country talent performing at the biggest nightclub in the world! Already airing on over 300 of the country's finest count'y music stations.

## OFF THE RECORD WITH MARY TURNER

Rock radio's premier interview feature, airing ten times weekly for $21 / 2$ power-packed minutes. Mary Turner talks to The stones, Bruce Springsteen, Ted Nugent, David Bowie, Queen, and dozens of other top artists . . . and you listen on stations like WNEW-F.M, KMET, WMET, WMMR, KZEW, KSFX, WWDC-FM, WINZ-FM, WLPX, and WCOZ.

## OFF THE RECORD SPECIALS

If 150 seconds is great, then 120 minutes is fantastic! These two-hour super-specials are hosted by Mary Turner and feature her exclusive, in-depth interviews with superstars like Supertramp, The Rolling Stones, Bob Seger, and Steely Dan. Airing regularly on $250+$ stations.

## THE ROCK YEARS: PORTRAIT OF AN ERA

A spectacular 48 -hour special that recalls the times that changed our lives, a year-by-year revjew of the music and the events of 1965 through 1980. "The Rock Years" can be run (and run again!) in self-contained, three-hour blocks or as a continuous weekend extravaganza. Created by Bert Kleinman and Jeff Pollack and hosted by David Perry, with production by Ron Harris.

## SPECIAL EDITION

Indisputably, Black radio's finest hour. Each week, host Sid McCoy takes an inside look at the lives and the music of America's top entertainers, stellar artists such as stevie wonder, The Commodores, George Benson, and Earth, wind and Fire. It's a loving, lively journey through the past, present, and future of America's own Black music.

## SHOOTIN' THE BREEZE

Black radio's finest $21 / 2$ minutes! Ten times each week, Jackie McCauley interviews the superstars of today's black music . . . on stations like KDAY, WGCI, WVEE, WJLB, KKDA, KYOK, KDIA, WHUR, and WAMO!

## THE GREAT AMERICAN <br> RADIO SHOW

This two-hour weekly countdown of Radio \& Records top 20 albums also features interviews with many of the week's charted artists. Hosted by air personality and R\&R AOR Editor Jeff Gelb, "The Great American Radio Show" now airs on more than 150 top stations.

## ACE AND FRIENDS

Ace Young, news director at KMET, covers the uncoriventional in a weekly series of ten $31 / 2$-minute features. News stories that are guaranteed to involve, inform, and entertain the listener - particularly if that listener is in the 18-34 demographic target audience!

## SPACES AND PLACES

Each week, in a ten-part series of 21/2-minute news and public affairs features, host David Perry takes a clear, hard look at some aspect of life in the 80's, exploring the people, the places, the problems of today's world. Relevant, stimulating, and guaranteed to keep the audience tuned in ... on more than 1.50 U.S. radio stations!

## THE PLAYBOY ADVISOR

The wise and witty sage from the pages of Playboy Magazine takes to the air - ten times each week. In a series of $21 / 2$ minute features, the Playboy Advisor offers counsel and consolation on a variety of subjects, from food, fads, and fashion to sex, drugs, and rock and roll.

## CONCERT OF THE MONTH

Designed especially for Black radio, this one-hour monthly concert series is recorded live and features artists like Maze, The Pointer Sisters, the Manhattans, the Bar-Kays, and Kool and the Gang.

## IN CONCERT

Rock and rollis alive and brilliant on this new concert series featuring rock's hottest performing artists. Recorded live, IN CONCERT comes to you once each month for a full hour of musical energy and excitement. Airs on more than 200 of the nation's finest rock and roll radio stations.

## STAR TRAK

Get the "inside trak" on today's rock news . . . ten times a week! The stars tell the stories behind the scenes to host lynne Thomas in this series of revealing, $21 / 2$-minute features, now in its fourth vear of national syndication on top 40 and A.C. radio stations everywhere.

## TELLIN' IT LIKE IT WAS

A $21 / 2$-minute spotlight on the most memorable moments in Black American history. Ten times each week, this brand new feature takes an unflinching look at those events, both great and small, that have gone into the making of Black history. You'll never know why it is ... . unless you know how it was.

## DAYBOOK WITH BR̂AD MESSER

Every day is a special day for someone somewhere, and now, every day, R\&R columnist and acclaimed newscaster Brad Messer will spend three minutes telling us why. A witty, entertaining reflection on those events, past and present, that distinguish one day from another.

AND THERE'S MORE TO COME . . . LISTEN FOR US!


## WRKO: More Than Just A Music Station

At the beginning of the year, I wrote a two-part article about the increasing number of music stations programming Talk. Having pointed out this growing trend, I want to open the News/Talk column to include coverage of these stations
One such station is
WRKO/Boston. The former CHR giant announced its plans (R\&R $2-27$ ) to plunge into the talk pool with a four-hour evening talk show hosted by David Brudnoy Since a March 30 debut, the station has considerably expanded its talk and news/information services. I recently talked with Program Director Charlie Van Dyke who discussed the station's progress so far


A typical broadcast day at WRKO now kicks off with the "Morning Magazine." described as a radio version of "Good Morning America." Besides music, news, weather, traffic and sports updates, there are 90 -second to 2 -minute vignettes: "David Brudnoy At Large:" "Point Of Order." a law issues forum: two shows from the RKO Network; and a man-on-the-street-type of segment still under development. In addition. there is the two-hour "Sports Call" hosted by Guy Mainella and on the weekends by Glen Ordway; the Frank Kingston Smith show, which features different daily segments including "Class Reunion," in which the music of a particular year is spotlighted with calls from people who graduated from high school/college that year: a "Real People"-type radio show emceed by Bill Stevens; and then Charlie Van Dyke himself, who handles afternoon drive, "a slightly reduced effort of morning drive.

The music being played is primarily Adult/Contemporary with an emphasis on gold running from 5am6 pm . News has also become a more important element with the station quick to go to expanded news or all-news if the situation warrants.

After reading this description of WRKO's new approach, you'd probably see it as close to a News/Talk station. competing with the likes of neighboring WEEI and WITS. Just how far away is WRKO from all-Talk? "I think we are as far as we are going to go," explains Charlie. "We feel that this is enough to get the station healthy again and assess other things we can do. But we
don't intend to take the music out of the daytime. We are an extremely regionalized $\mathrm{A} / \mathrm{C}$ station featuring very familiar music and well-known talk personalities with relatable information services."

## Station Vs. Listener Transition

According to Charlie there wasn't a difficult transition period - this had been a goal of his since last summer. And talk, like music, has to be put together in the best arrangement possible to make it work. So, for Charlie, the real challenge laid in being sure "it all sounds like the same station." To do that, he's taken a page out of programming executive Fred Silverman's book during his heyday at ABC - promoting shows throughout the day. There are approximately 35 different promotion cuts which run in conjunction with each daypart, and each show has a segment which tries to recycle into the other shows. Each talk program has its own theme music as well. Print and TV are also used together with this self-promotion.

But if station transition was so smooth, is it safe to assume listener transition occurred without a hitch? After all, as Charlie pointed out in our conversation, for the majority of Bostonians, who they are, what they do, and how they look at things has been set for many years. They are slow to accept new things. So was the station overrun with negative calls? No - there have been only two such calls, while at one point, the busy counter logged 5000 busies for one program during the first month. This is because the station was careful not to promote itself as new. Charlie continues, "New doesn't mean good in New England. You can package and you can promote and you can have fun, but the attitude of New England is, in my opinion, unchangeable. New means wait and see - so we would never position ourselves as the 'new WRKO.' It would not be the correct thing to say.

Helping WRKO ease on down the Talk road have been the talk personalities thernselves, who are wellknown in the Boston area. Except for Charlie, they are mostly New England natives, which makes it easier for them to understand and relate to the proud attitudes of the listeners, and in turn, be accepted by them. This works well for the sales department, too, in that the personalities have a large audience loyalty factor going for them.

## AM Dead = Add Talk

It may seem that WRKO is jumping on the bandwagon - you can picture Paul Revere riding through the streets shouting "AM Is Dead, AM Is Dead! Add Talk, Add Talk!" But that wasn't the case this time around. Referring back to the tradition-conscious au-

## News/Talk Personalities

## ON THE MOVE: After 15 years with UPI, most

 recently as Director of News Programming Operations, Frank Sciortino takes over the News Director helm at WINS/New York. The station also welcomes aboard Anna Tringle as Human Resources Manager. She was formerly Chief Personnel Manager for the city's Human Resources Administration... KSTP/St. Paul's "exhaustive nationwide search" netted Mike Majors as News Director. He comes from a similar position at WFBR/Baltimore ... Steve H. Highsmith becomes morning news anchor at WCAU/Philadelphia, moving over from News Director/morning anchor at WDGY/ Minneapolis ... Several changes at WAVI/Dayton: Afternoon drive host David Wallace Johnson exits, with Operations Manager/PD Steve Hall now filling that slot. Local television newsman Mike Scinto joins the staff as morning personality, replacing Brad Clay, who moves to middays. And part-time host Raymond Graham is now a regular member of the evening lineup KFWB/Los Angeles names in-house news writer Karen Gorbitz Levy Assignment Editor. Meanwhile, Betsy Moore, a freelance media buyer, is appointed Co-op Coordinator by the station... Reporter Ralph Begleiter exits WTOP/Washington, DC due to "disagreement over station policy," according to Station Manager Michael Douglass... Ardy Patton has been signed as host of the new nighttime talk show at KXL/Portland, OR. A specialist in self-help topics, Patton was most recently with KPEN/San Francisco . . . KTRH/Houston adds reporter/writer Ken Herrera to its staff. Herrera's last base of operations was WOAI/San AntonioMoving to the Midwest, WBBM/Chicago's Romeo Somera, Director of Finance, has been elected to the Board of Directors of Asian Human Services. Additionally, the station's John Case has been appointed

Vice Chairman of the Conservation Advisory Board by the governor...VP/GM Charles D. Fritz of WXYZ/Detroit recently accepted a "Citizen of the Year" award from the Salvation Army on behalf of the station.

THE FURTHER ADVENTURES OF BUFORD: Remember WRC/Washington's Buford, the talking radio? Well, the station has launched the third chapter in that continuirg saga, "The Newsroom Strikes Back." This current package of twelve 10 -second commercials represents a projected 3000 gross ratings points between now and mid-June.

PROGRAMMING HIGHLIGHTS: On May 4. KPRC/Houston debuted a new night talk show emceed by veteran host Barry Farber... Crosstown rival KTRH has added two shows to its current lineup: newspaper columnist Maxine Mesinger hosts "Maxine At The Mark," a weekly celebrity interview show originating live from the Adam's Mark/Houston Hotel. The second show, "Money Talks." features investment analysts Bill Wood and John Sosnowy, who answer listener questions about savings, real estate and taxes as well as interview guests from the world of finance . . . Meanwhile, wOMP/Wheeling, wV has expanded its "Newsday At Noon" program from 30 minutes to a full hour.

BULLETPROOF PROMOTION: In an effort to raise funds toward $\$ 175,000$ needed to purchase 1700 bulletproof vests for area police, KMOX/St. Louis's Jack Carney opened up his phones for listener pledges on April 27. As of that date only $\$ 15,000$ had been contributed by corporations and individuals. During Carney's 3-hour show, $\$ 32,502.80$ was donated, with money still rolling in.

GET WET: In association with a local food store chain and Con Edison, WINS/New York offered listeners a free water-saving guide to help residents conserve water. Those who wrote in to the station were provided with flow restrictors, free of charge.

Gail

Mitchell

dience plus station research. Charlie says AM is far frorn dead in New England, and Talk is very popular. So it was a logical move. However, it does depend on the individual markets - if a market is overly saturated with Talk, you'd be out of the race before you even started. In light of FM's better sound, though, Charlie replies, "It took something, we felt, as dramatic as the new Talk portion to clearly say to the marketplace that we had other things to offer. But our goal is not to make people stop listening to FM. Of the time they already spend on AM, we just want some more of it.
"If we couldn't have hired the people we did," Charlie quickly adds, "I don't think we would have tried it. We weren't committed to doing it to that extent. We did need to be in this format, but we needed particular people to do it.

By the same token, there is still a school of thought that talk instantly cures ailing ratings - a quick fixerupper. How does Charlie feel about that? "We're not looking for the 60-day turnaround some formats can of fer you. It's pretty much open-ended. You should see the station healthier within six months. But you won't see it growing by enormous leaps and bounds. This will be the first time in years we've been able to stop erosion. That's considered step one.

## Covering The Bases:

From L.A. To London


I guess by now it must seem like old home week in London. First WOR/New York. then WPLP/Pinellas Park, FL, followed by KGO/San Francisco's Owen Spann, who did a live broadcast from the city's Dorchester Hotel May 18-22. And taking off next in this corner we have: KABC/Los Angeles's "Ken and Bob Company." '"The First Annual Lady Di Bridal Shower and Broadcast Shivaree," a two-way live broadcast from the ballioom of the Kensington Palace Hotel, can be heard June 1 through 5 during the usual 5 -9am slot.

Joining Ken, Bob, Tommy Hawkins, Ciji Ware, Darrell Winrich, Waco Pat, and PD Wally Sherwin are some 150 listeners. They, as well as the listeners who stayed behind, will be treated to the sights and sounds of London, which will include a pub-crawling event and a dart match. Meanwhile, the queen's lookalike, the Keeper of the Royal Swans, and pet trainer Barbara Woodhouse are only a few of the guests who will keep Ken and Bob on their toes

But just because KABC is in London, don't think it's forgotten its home base - especially with Fernando Valenzuela pitching across it. Recently, the station added L.A. Dodger Jay Johnstone as a regular co-host of "Sports-Talk." He'll be sharing duties every Sunday with Bud Furillo, Rick Talley. and Geoff Witcher.

## EASY LISTENING RADIO

## Success Starts At The Top

I've been interested in discovering the contributing factors that make an Easy Listening radio station successful in the ratings, book after book. Let's look at five such stations throughout the country with winning track records for the common denominators of success!

- WGAY/Washington, DC
- WDOK/Cleveland
- WEZI/Memphis
- KJQY/San Diego
- KBIG/Los Angeles

All these FM stations have strong programming, promotion, and technical facilities which are very necessary elements to separate the winners from the "also-rans." Each one of the stations listed uses some kind of Beautiful Music format, although four different syndicators and one locallyprogrammed operation are represented in this group. In the latest Arbitron survey for their markets, all the radio stations we're looking at showed up in the Top 3 Metro rankings for total persons $12+$, for the entire week. Along with showing good numbers in the "book" and in their bookkeeping (which keep owners happy) - each broadcaster's image and awareness in the community is very strong.

While the single most important factor behind the success stories of these five stations may be difficult to isolate, certainly the General Manager at each radio station is a crucial figure and the one who must motivate his staff to rise above the competition in this everchanging industry. The manager's office is where "the buck stops" and key decisions are made that determine the fate of the station and the staff, as well. The wrong person in the driver's seat could take things way off course and destroy any incentive for getting back on the winning track again. Certainly the GM's of the five radio stations singled out in this column are true leaders who recognize what's needed to generate team spirit and enthusiasm to get the job done.

In the nation's capital, Ted Dorf has been running WGAY-AM-FM for many years - and the stations still program their own music (which is getting to be the exception rather than the rule, lately.) This Greater Media property forced one of its competitors to switch formats a while ago, and of course WGAY picked up many of the "Beautiful Music" listeners the other FM station had before the format change. Even though there's virtually no

Fred Seiden is an estab. lished programmer and promotion expert with an extenslue background in the Easy Listening Radio field. To contact fred, call R\&R at (213) 553.4330 or write to Radio \& Records, 1930 Century Park West, Los Angeles, CA 90067.
compeition in his format now, Ted continues to promote and program WGAY as aggressively as ever.

Gannett Radio's WDOK is the top-rated Easy Listening radio station in Cleveland, with Churchill Productions supplying the music. Peter Irmiter was promoted last year to General Manager from the Operations Director position at the same operation. As you would expect, Peter has a real empathy and respect for radio talent which shows up in the creative freedom and spontaneous quality of all the air personalities heard on WDOK.

WEZI celebrated eight years on the air in Memphis with the highest audience share (12.1) in the station's history. Dave Thomas manages this Easy Listening Harte-Hanks property with a strong emphasis on promotion and marketing strategy which has paid off royally. WEZI is programmed by Schulke Radio Productions.

In San Diego, Bert Wahlen took a low-rated country music station and converted it to "Beautiful Music" with the help of the FM 100 Music Plan for music programming. KJQY ("K-Joy") has been the market leader for 6 consecutive Arbitrons. The new owner, Westinghouse, has shown its ap-

## Flow

KOIT/San Francisco is making changes which should make the Easy Listening Radio battle in the Bay Area very interesting. Bob Gaskins, from WHUE/Boston and WCZY/Detroit, joined KOIT as the new Operations Manager. L.ook for Bonneville to do some exciting things in that market . . In San Jose, KLIV-AM switched from its long-time AOR format to Al Ham's syndicated "Music Of Your Life" (R\&R 5-22) . . "A Word On Energy" - a daily one-minute series on the global energy crisis celebrates its second year on Los Angeles Classical stations KFAC-AM-FM . . . In Pittsburgh, Westinghouse-owned WPNT is alring "A Look Into The Future," a mini-feature offering a realistic view of present and future world events, hosted by Murray Roberts . . . Malrite's WEZO, the number one station in Rochester, is departing from its Beautiful Music format for 12 live broadcasts of the 1981 Boston Pops concert series, directed by John Williams.

Mark Ericson, Program Director of WWAV/Lewiston, ME, reports that his station has had great success after switching from traditional Beautiful Music to a more contemporary Easy Listening approach; locally-programmed music with jingles, personalities and promotions designed to put the format in the "foreground" . . . The biggest problem mentioned by syndicators and radio station programmers alike is the lack of commercial recordings to keep the Easy Listening formats fresh and current. Watch for custom-recorded music to increase at an even greater pace in 1981 as programmers are forced to expand their sources for new product.

Five top Easy Listening managers in the spotlight.

- The Flow section details moves and innovations of interest.
- Custom recordings should increase as programmers step up their searching for new music sources.
preciation for Bert's management talents by appointing him VP/GM Stations for Group W.

KBIG, owned and programmed by Bonneville, demonstrates real staying power in Los Angeles. Its latest 6.5 share for all persons, total week was the station's best ratings story in three years; and KBIG has been in the top 3 consistently for many years. Since 1978, Jack Adamson has been the guiding force behind all the success stories - ratings, billings, and industry recognition.

There you have five different markets and five different Beautiful Music stations, all enjoying great ratings because, in each case, the man at the top understands how to manage people - effectively. And this is, after all, a PEOPLE business.


WJIB PLAVS MARSHA'S SONO-Actress Marshe Skaggs, starring in "Thev're Plaving Our Song" In Bosion. v/sited WJIB recently. Plctured (1-r) are WJIB PromoHon/Publlcity Director Norte Leo. Skaggs, and station Publlc Aftelrs Director Bob Mohrman.


NO ADVANCE WARNING GIVEN

## KHFI Helps Flood-Ravaged Austin

Sunday, May 24 , in the middle of the Memorial Day Weekend, Austin, TX was ravaged by floods. "KHFI got no warning or direction from any state, regional, or local agency about what to do," according to PD Robb Stewart
'We were in the middle of an RKO Network Neil Diamond special when the rain hit. The weather ser vice forecast only a heavy thunderstorm watch. But six inches of rain fell in one hour in the hills just northwest of town and filled two dry creek beds with more water than they could handle

Robb continued, "All of a sudden, there was a wall of water 15 to 20 feet high rumbling through town. It was amazing. I was on my way to the transmitter to put us back on if we blew off, but we never did. I was stranded at the transmitter because of the flooding for awhile. I saw several cars just get washed away

The surprising thing about the flood was the lack of advance warning and official direction. You would think that someone somewhere at some government agency was on duty with emergency information for radio and TV stations. We were one of the few stations that stayed on the air. All of the TV stations went down. We were on our own
"Our main audio loops went down, but we have a mono backup line that hung in there. We didn't stop the music because the information was so sporadic. No one
knew there was an emergency until it actually happen ed.'

After some investigation, the TV stations reported that "there is no agency given the responsibility of watching out for flood problems. This should come under the realm of the weather bureau. They do a great job on tornadoes, but they didn't tell us anything about this one," said Robb
"When tornadoes are forecast we drop the music entirely because there is a steady flow of information. Our jocks and newspeople know to come into the sta tion when a tornado alert is on. All-night man Dave Starr actually swam part of the way to the station when his car stalled a few blocks away.

Robb added, "The main business section of town is really a mess. In the aftermath of the flood, many of our parks are torn up. KHFI is organizing clean-up activities for the parks. Response is going real well."

This whole episode brings to mind the need for every station to have a plan of action worked out at the station for emergency procedures. Clear lines of communication should be established with the proper agencies for the expeditious flow of official information.

Every section of the country is susceptible to natural disasters. This might be a good time to review your own strategies. Anyone with notable plans worked out should let me know and I'll pass them along in this column.

## KLIK All-Time Live 950 Countdown

The idea of doing an "all-time favorite list" is nothing new, but KLIK/Jefferson City, MO MD Chip Mosley went to great lengths; not only in list size, but in detail, putting together the KLIK All-Time Live 950.
'I've been working on this project for a couple of years now." Chip remarked. "It all started when I was working in Dallas for Century 21 programming. The Dallas Public Library has a microfilm file, donated by

## CKLW Wins Another Clio

CKLW/Detroit has been awarded another Clio Award this year for production. The creative team of Production Manager Bob Lusk; Tom Ryan, who is character voice specialist for morning man Dick Purtan; and midday man Johnny Williams shared in the honors

This is the team's second Clio award. Last year's was handed out for the "I Survived Skylab" promo. The winner this year was a promo for Knob Hill Concerts, featuring the characterized voices of Richard Nixon and Henry Kissinger (both Ryan), and Johnny Williams, who did the announcing, produced by Bob Lusk. Interestingly enough, the promo ran during the Republican National Convention last summer held in Detroit.

Lusk passed along some good thoughts to keep in mind about production. "Promos can be used to help position the radio station, while adding depth and dimension to programming. Spots should be used to create an image of some sort for the listener. The residual effects from production done with these thoughts in mind can be as important as the production itself."

Good production can often be one of the major things that separates stations playing similar music in the minds of the listeners. For those interested in hearing some excellent production, or trading production ideas, contact Bob at CKLW by calling (313) 963-1567.

Gordon McLendon, with every national chart dating back to 1955 . I really took advantage of this resource.
"When I came to work at KLIK and discovered it had a computer, I took all of my information and had it sorted out and compiled. To localize this existing data base. I then researched old radio station surveys from this part of the country. I used ones from KXOK/St. Louis, WHB/Kansas City, and WLS/Chicago, among others.'

Chip continued, "In addition, my wife and I made a total of 800 in-tab local phone calls asking for the respondents' top 10 records and artist favorites along with standard demographic information. We did this last year for the first All-Time 950, and updated the calls this year, and also did some similar in-person interviews.

A weighting system was devised using the national information and the local information, balanced out by the demographic input, and the computer generated the 950 most popular songs as determined by our audience.

An effort of this magnitude shouldn't go to waste, so KLIK ran a four-page insert in the Sunday paper of the complete list. While this kind of insert could be a costly item, Chris confided, "KLIK was building up a trade, and because we are going through a sale, we had to use it up. It worked out real well. The on-air playback took 69 hours."

If anyone would like a copy of this list. Chip will make one available to you. It might be a useful research item and is definitely interesting. Here's the Top 10 as a sneak preview

1. Hey Jude/Beatles
2. Heartbreak Hotel/Elvis Presley
3. Night Fever/Bee Gees
4. You Light Up My Life/Debby Boone
5. I Want To Hold Your Hand/Beatles
6. Call Me/Blondie
7. Rock Around The Clock/Bill Haley \& Comets
8. Bridge Over Troubled Water/Simon \& Garfunkel
9. Stairway To Heaven/Led Zeppelin
10. Jailhouse Rock/Elvis Presley

What was number 950? "Rock And Roll Music" by Chuck Berry.

## WAZY "Back

## Then Weekend"

In an earlier article, "Oldies: Use With Caution" (R\&R 3-20), I pointed out that if you planned to do an oldies weekend, give it plenty of advance promotion to avoid listener confusion and to alert your audience to something special. WAZY/Lafayette, IN really got into it with a "Back Then Weekend."

PD Keith Harris explained. "Not only did we decide to do an oldies weekend, but we worked it so that the sales department could tie us in with a local ham-


OFFICIAL PASSION PIT PASS
burger drive-in and a local movie theater. The whole event took two months of work and planning, including the job of carting up all of the oldies,"

Some stations might have stopped there, but not WAZY. "We also made some technical changes to enhance the weekend. The stereo generator was kept on, but we fed a mono signal, added lots of compression, and an old spring element reverb system to the audio chain. The jocks smiled a lot and used names like 'Orgasmic Groover Boy,' 'Luke Warm.' and 'Scooter Dee. The control room was outfitted with bells, whistles, and other sound effects."

Keith continued, "The finishing touches were add ed when we found some old WAZY jingles that we spliced and redubbed. The station truly sounded like it had been through a time warp. Everything was done the way it was in the 50 's and early $60^{\prime}$ 's.
"'The Indiana Street Rod Association showed up with some of their pre-1963 cars. Other clubs heard

about the event and came by too. There we were, doing a live remote at the drive-in hamburger restaurant, surrounded by over 40 classic cars and thousands of people. It was incredible.'

To complete the weekend, Keith's "greasers" gave away lots of hamburgers, "passion pit passes" good at the local movie theater, hula-hoops, fuzzy dice, and T-shirts. "This town really eats up oldies. We play about four an hour normally and have great responses from them. This weekend was so incredible that we have started to do oldie nights at some local clubs. The WAZY Back Then Weekend will probably become an annual event," predicted Keith.


| F105 add | WQRK add | WBEN-FM 22.17 | WFLY deb 30 | WAAY deb 30 | 210223.19 | also being pla yed on |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PRO.FM add | KTAC add | WFIL deb 30 | WKRZ-FM 26.23 | Y 103 deb 38 | WSGA 32.28 | WCAO on |
| WPGC add | wGur add | WIFI 26.23 | WKEE 38-33 | WVLK deb 30 | WFLB 24.21 | WXKS-FM on |
| 13K add | WIGY add | WROR 26.23 | WTIX deb 40 | WVIC 40-34 | FM99 33-29 | JB105 on |
| Q103 add | WTSN add | 29330.27 | KEEL deb 32 | KERN deb 33 | WKXY deb 30 | KVIL on |
| K 104 add | KKRC add | 94027.25 | WJDX 30.26 | KIOY 29-26 | KILE 36.31 | KRLA on |
| WAQYadd | KKLS add | WGCL deb 27 | KXX106 deb 29 | KCPX 27.22 | KATI 27.18 | KFI on |
| $14 Q$ add 30 | KSLY add | KIQQ 35-31 | WERC 25.21 | WJBQ 37.33 | KBOZ deb 28 | KIIS.FM on |
| KFMK odd | WKBW 18-12 | KPLZ deb 27 | WSGN 26-21 | 13FEA 29.26 |  | KEZR on |
| A mulpi-medic blipz explodes Garol Bayer Sager nationally: |  |  |  |  |  | ... plus many more |
| A Appearing on the Tony awards (Sunday, June 7, CBS-TV) |  |  |  |  |  |  |
| 2 Appearing on Tom Snyder's "Tomorrow Coast To Coast" (Wednesday, June 10, NBC.TV) |  |  |  |  |  |  |
| T PEOPLE magazine spotlights Carol and Burt Bacharach (June 1st issue) |  |  |  |  |  | APRUWPE |
| U ESQUIRE magazine features "An Evening with Carol Bayer Sager" (June issue) |  |  |  |  |  | ElitRMMME |

## Bits

## Motion

KMJK/Portland gave away $\$ 10,000$ in the "Magic Cash Register" contest. Midday man Andy Barber has a section of his Friday show, from 11:30 to noon devoted to "Jazzercise." He has a speclalist come in and conduct some exercises to jazz music, and reports incredible female response.

V100/Charleston is doing a credit card promotion called "The V100 Gold Card." Card-holders have 10 minutes to call in after hearing their serial numbers, winning up to $\$ 100$ or $\%$ oz of pure gold.

WBLI/Long Island gave away a 10 th Anniversary customized Corvette...In other car action, K104/Lebanon, OR will be awarding a VW Rabbit at the Timber Carnival in Albany, OR over the July 4th holiday.

KWOD/Sacramento kicks off the "106 Days Of Summer," giving away concert tickets, LP's, camping trips, T-shirts, and other summertime prizes.

WLS/Chicago raised an estimated $\$ 400,000$ in the ninth annual American Cancer Society Bike-a-Thon held recently. The station broadcast live from various points along the 13 different routes.

KBEQ/Kansas City is compiling the Top 104 LP's of all time. If entrants can guess what the top 10 will be, they could win a year's record service from WEA, a Honda Cycle, or 10 hot tub parties.

Hank Dole has been promoted to PD at WFOX/Gainesville. He will remain as MD for the time being...WSPT/Stevens Point welcomes $5-9 \mathrm{pm}$ announcer Danny Clayton over from sister station WXYQ Mark O'Brien joins the station working 9pm-2am from WDLB/Marshfield

Tim Torstle now working 7 -midnight at KILE/Galveston, coming from KTBC/Nacogdoches, TX...Rick Conway leaves the night show at KBDF/Eugene to do PM drive at WRKR/Racine...WSGF/Savannah all-nighter J.J. McCoy departs and is replaced by Kelly Wright . . Doc Morgan is the new noon-3 air talent at KEGL/Dallas, replacing Jason Taylor.


B97 BUGS OUT - B97/New Orleans has provided all its air talent with B-Buggies to drive around the ctty. Pictured are the jocks and examples of what happens when a Beatle and a Bee work together


PHOEBE ROCKS NEW YORK - On a promotional four of Now York City promoting her album "Rock Away." Mirage recording artist Phoabe Snow dropped in at WPIXINew York. Plctured (I-r): WPIX air personallty Alfred Santos, Phoabe, WPIX's Linde Lancaster, PD Chuck Morgan, and Atlantic Records promo rep Danny Buch.


WWNR PRIZES ON PARADE - WWNRJBecklay, WV racently ran a Win Ten Bin Contest. Listenars had to guass the prizes in the bin from the clues given. Items included a color TV, video game, motorcycle, fishing equip. ment and a shopping sprae worth over $\$ 800$. Shown in front of the station van (l-r) are station staffars Dink Thomson, the winner, Larry Dale, Jim Andras, Gary Mann, and Frank Kelly.


CAROLE \& BURT MEET LA. RADIO - At a recent listening party at her home, Boardwalk recording artist Carole Beyer Sager greeted Los Angales radlo people. Shown (l-r) KIQQ GM George Wilson, Carole Bayer Sager, KlaQ PD Paula Matthews, Burt Bacharach, and Baardwalk President Nail Bogart.


A CLOSE SHA VE - KINT/EI Peso evening rocker Uncle Alvin (left) and PD Jim Zippo (right) are shown here with onty hatf a beard each. They did this stunt at a crowded mall for an appearance at a formal wear shop, where half their beards were shaved. Pictured in the middle is the Tux Shop Manager with some amazed listeners.

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RETURN OF THE MILLIONAIRE - KELPIEI Peso is running a mejor promo tion called "The Millionaire. "Pictured (l.r) is morning man Mucho Morgan, the MIllionaire, and PD Sgr. Mike Preston. The Milllonaire is chauffered all over the city handing out prizes from his limo and making stops at par ticipating client locetions.


Q108 PLAYS CHEAP TRICK - Q106/York recently helped welcome Eplc recording group Cheap Trick to town, giving away tickets and backstage passes. Shown (1.r) Cheap Trick's Rick Nielsen, Tom Patersson, and Robin Zander, two listeners, a 106 Program Manager Steve Gallagher, and Bun E. Carlos of Cheap Trick


PIE EYED PD - KEXO/Grand Junction PD Mike Connors is shown after getting blastad by morning man Bill Collins. It seems Collins was asked by PD Connors not to play a certain novelty record anymore. On the air Collins fold the audience what might happen if the record was taken away. Well, the record was removed, and you see what happenedl


PIZZA THE ACTION FOR US3 - U93IWNDUI/South Bend held a pizze eating contest and ate the whole thing in record time. Pictured (1-r) are U93 asting contest and ate the whole thing in record time. Pictured (I-r) are U93 den, the Godfather, Julie McKay and Gary Clark.

## Bobby Poe's



Presents
The 10th Anniversary Radio/Records/Seminar/Awards Banquet At The Marriott Airport Hotel, Atlanta, GA 30337

June 19 \& 20

## THIS YEAR'S MASTERS OF CEREMONIES:



## Moderators:



JERRY GREENBERG (Radio/Record Hot Box)


GEORGE WILLIAMS (Program Directors Panel)


CHARLES GIDDENS
(Radio Management Panel)


LES GARLAND (Morning Man's Panel)

## Record Presenters:

BOB HAMILTON GERRY CAGLE CHARLES GIDDENS RON RILEY JERRY ROGERS TOM BIGBY HARV MOORE STEVE KINGSTON JEFF MCCARTNEY J.J. JACKSON KELLY McCOY SCOTT SHANNON MIKE ST. JOHN TOM WEST BRUCE STEVENS FLEETWOOD GRUVER SCOTT RICHARDS BOB CANADA JIM BROWN


RICHARD PALMESE BRUCE WENDELL STAN MONTEIRO AL GUERWITZ VINCE FARACI JOHN BETANCOURT DICK WILLIAMS BURT STEIN CHARLIE MINOR PAT PIPOLO REDS RICHARDS SCOTT KRANZBERG JACK FORSYTHE HOWARD ROSEN FRANK DILEO GORDON ANDERSON KEVIN KEOGH STEVE MEYER DANNY DAVIS

## CHR + A/C= BREAKERS!



## HEPIGTME

 BREAKERSMANHATTAN TRANSFER
Boy From New York City (Atlantic) 65\% of our reporters on it Moves: Up 48, Debuts 45, Same 29, Down 0, Adds 25 including WKBW, WGCL, 13K, Q103, Q106, KZ93. See Parallels, charts ot number 28.


MANHATTAN TRANSFER
Boy From Now York Clty (Atantic)
OT\% of our rmortien on ht Add WPRO, KHOW, KOV, WOAR, KSTP, WMAB WOIR, WCTR, WSBA WIS, WYMC, KOB, KMED, WAKR, WFDP, KFOR. WASH, WMDE Hoan roisorr WiMJ. KFaD. WRVA WMAZ Mother romenor Wcam, Wiff JWs. WaY, WBT, WOAHM, KEX, WFFR, WCCO FM. phen 20 more Debrat on NC ctrer of Na. 30 .

## The filt Single From Manhattan Transfer's Album "Mecca Por Moderns"



Produced By Jay Graydom For Garden Rake Music

ON ATLANTIC RECORDS

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bette davis toast - Kim Carnes toasted the success of her "Bette Davis Eyes" single with Kils.fMILos Angales MD Den Lemos (center) and air personality Mike Wagner (right).


VIC VISITS 0104 - Valsi artist Vic Asher visited 0104 (KIQO-FMI/Atascadero. CA for an intervlew and eutogreph festivities. Pictured (l-r) are Velsi's Rebecca Pozen, Q104 PD Steve O'Brien, and Asher.


KFRC RUNS INTO CLIFF - EMI America's Cliff Richard visited KFRC/San Francisco recently. Pictured at the station are (1-r) KFRC MD Sandy Louie, Richard, EMI America's Christie Marcus, and KFRC nawsman Chris Lindslay.

pLA YBOY BUFFALO - Pictured at the opening of Buffalo's Playboy Club are two Bunnias and rabblt fon Roger Christian. MD at WBEN.FM.
 WHB/Kansos City air personality Jaff Roberts received a visir from noted "kissing bendif" Morgana, famed for her athiatoklssing ex ploits af the All.Star game and alsowhere. Morgana was in town for a custom auto show and was drawn magnetically to the presence of Roberts.

# It's Growing Faster Now Than Ever! 

| WABC | KFI | KINT | KERN |
| :--- | :--- | :--- | :--- |
| WKTU | KIIS-FM | WTIX | KYNO-FM |
| WFIL | KIQQ | B97 | FM102 |
| WXKS-FM | 13K | WFMF | KGGI |
| KRLY | WICC | WAXY | KHYT |
| Q105 | KNUS | Y103 | WSGA |
| WCKX | KFMK | $92 Q$ | $95 G G F$ |
| KEARTH | KSET-FM | WCSC | FM99 |
| KRLA |  | WQRK |  |

AVERAGE MOVE +3


CHAKA KHAN

"What Cha' Gonna Do For Me"

Produced By Arif Mardin

## Lauren Wood's -

 Brand New And "Breakin""

## "'Breakin' Too Many Hearts"

## LAUREN

 WOODProduced By Peter Bunetta And Rick Chudacoff For Ripe Productions

## PARALIEL ONE PLAYISTS





Produced by Lionel Richie Jr.
Liberty TRecords

Sheena Easton


## "WODERIU GIIL"

Produced by Christopher Neil
EMI America TRecord's


MIDMEST
$\begin{aligned} & \text { Most Added．Hottest } \\ & \text { Kenny Rogers } \\ & \text { Merty Balin } \\ & \text { Gim Carnes } \\ & \text { Gerge Harrison }\end{aligned}$
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Music Key：IDP）indicates the song is gerting play du
the song was dropoed from the playlist then foradded

WEST Most Added．Hottest

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## REO SPEEDWAGON KENNY ROGERS

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AL SUPPLY $10-6$
GALARRISON $18-7$
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SHEENA EASTON
PURE PRAIRIE PURE PRAIRIE
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OAK RIDGE BOYS Hottest：
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GARY U．S．BONDS $18-7$ WNAPIIndi
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MALL SARTES $14-12$
ALAN PARSONS A－26
OAK RIDCE BOYS A－28




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| Joe dolce | reo speedmagon |
| stacy lattigaw | KOOL 6 the gang |
| kenny rogers | ehic clapton |
| joey scarbury | KENNY ROGERS |
| pointer sisters | phil collins |
| manhattan transpe | Hottent |
| terri gibbs | kim carnes l－1 |
| John SChneider | NEIL DIAmond 1－3 |
| gino vannelli（ra） | hall a oates 13－8 |
| hotest： | AIR SUPPLY $17-9$ |
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| KKXXVBakers field．CA | 38 SPECIAL REO SPEEDAGON |
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| PRETENDERS ${ }^{\text {2－7 }}$ | Loverboy 24－18 |
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| JUICE NEWTON | producers（dp） |
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ksLYISen Luls Oblepo．CA
Don Porter

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C．MARTISON $23-13$


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KEENY ROGERS
JIM PHOTOGLO
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REO SPEEDHGGON
KIM CARNES 2－1
RICK SPRINGFIELD $9-2$
CLIMAX HEUES BAND $5-3$
CLIMAX BLUES GAND
NEIL DIAMOD $9-4$

Parablel: Selected stations in muyor nuention that are format domt Parabl 11: Selectad stations in secondery martieos that are format dominant a and/or exerta significant local or regional influance. This
penrallal mav also contain some major market stations thast do not qualify forparallelone starus.
 contain some secondary market stations that do not qually for Nowe: lolformat dominance is based on the Monday Sunday, 6AM. 12Midnight total persons 12 plus shares as published by Arbitron. updated nwice annually. These evaluations take place in Januan









# THE PICTURE PACE 

Gold Rush At The Garden


Mercury/Polygram's Rush received a cluster of gold and platinum awards for three of their LP's following a performance at Madison Square Garden in New York. Pictured at the awards reception are (l-r, front group's Alex Lifeson, Polygram Sr. VP Lou Simon, Rush's Geddy Lee, label's Jim Sotet group's Neil Peart and Polygram VP Chip Taylor; (I-r, rear) Anthem Records' (Rush's Canadian laball Tom Berry. Polygram President David Braun, Polygram Chairman Irwin Stainbarg, manager Rav Danials, and Polygram Exac. VP/GM Bob Sherwood.

## Loverboy Hot With Gold



Columbia's Loverboy won a gald album for their debut effort, and the label celebrated with a reception. Pictured (t-r) comanager Lou Blair, group's Doug Johnson, Matt Frenette, and Mike Reno, CBS Records Division President Bruce Lundvall, group's Scott Smith and Paul Dean, camanager Bruce Allen, and producer Bruca Fairbairn.

Shooting The Tubes


The Tubes, friends, and Capitol executives pasad for a publicity shot at a special praviaw performance in San Francisco. Pictured (I-r, standing) are engineer Humberto Gatica, Capitol VP Bobby Colomby, labal's Sandy Thompson and Jeoff Brwater, group's Bill Spooner, producer David Fostar, and Capitol's Paul Rose, Stan Forman, and Kevin McCaffrey; (l-r, kneeling) Capitol's Rav Tusken and Bruce Gerfield, label President Don Zimmer. mann, group's Fee Waybill, and Capitol VP Dennis White.

## Portrait Previows Producers Product



Portrait Records held a listening party to celebrate the release of the Producers' self.titied debut album. Plctured (l-r, standing) ara Portrait VP/GM Lannie Petze, E/P/A VP A/ Gurewitz, group's Van Temple, E/P/A's Bob Feineigle, manager Hugh Rogers, E/P/A VP Ron McCarrell, E/P/A Sr. VP/GM Don Dempsey, group's Wayne Famous; Il.r. saatad) producer Tom Werman, group's Bryan Holmes and Kyla Henderson.,

King For A Day In Washington


Attantic's Ban E. King was honorad by the city of Washington, DC with a "Ben E. King Day" celebration, making him an honorary citizen of the na. tion's capital. Pictured (1r) are Atlantic/Cotillion's Buddy Dea, Atantic's Simo Doa, King, mayoralassistant Dwight Croups, and Atdantic/Cotillion's Zeke Zanders.
Frizzell \& West Meot Frionds \& Naighbors


Following Devld Frizzell \& Shelly West's Palomino performance in Los Angeles, the duo was greeted by friends backstage. Plctured (l.r) are Garrett Music's Don Blocker and Snuff Garrett, Frizzell, Bette Midler, West and manager Jack Brumley.

## Russell Smith To MSS



Former Amezing Rhythm Aces lead singer Russell Smith has signed a solo contract with Capitol-distributed MSS Records. Pictured at the signing are (If, standing) producer Barry Becketh Smith's wife Geneve, MSS's Bunny Wright MSS principals Roger Hawkins and David Hoad, Sound Manage ment VP Phyllis Barashick, and MSS principal Jimmy Johnson; (l-r, seated) Smith and MSS Prasident Michael Barnatt


Canadian label Artic Records has signed vateran Canadian band Goddo, with a double live album recently released. Pictured (1.r) are Artic VP Tom Williams, group leader Greg Godovitz, and Attic President Al Malr.

## KPRI Stash:

## Direct Mail

## Promotion

KPRI/San Diego is trying a direct mail approach to a major promotion designed to make its audience aware of the station's improved signal (its transmitter was moved to a higher location and an Optimod was added).

150,000 households in zip code areas where KPRI's signal was previously problematic were mailed copies of the contest form. Additionally copies were made available at 197 area 7-Eleven foodstores and another 60,000 were stuffed into issues of a free weekly entertainment newspaper

The flyer includes a list of prizes being of fered and instructions for entering the contest. Essentially, entrants are asked to fill out the questionnaire included in the flyer and return it to the station. The questionnaire makes entrants eligible to $w$ in the prizes, and also asks questions ("What groups would you like to hear more of on KPRI?". etc.) that the station can use as informal research.

Over an eight-week period, KPRI is announcing names from the returned "Activator Cards." Entrants whose names are called have 106 minutes to contact the station, at which time they choose a "stash" prize by computer number. Prizes include vacation trips, stereo equipment, videotape recorders, motorcycles, home computers, KPRI jackets, bicycles, etc All entrants are also eligible in a grand prize drawing for a $\$ 13,000$ Fiat Spider convertible

KPRI Promotions Director Les Edelson stated, "PD John Duncan and I went to great lengths to avoid overcommercialization and abuse of contest terminology. On the contrary there is hardly any verbiage referring to contests, prizes, winning, etc. We are an AOR station, and although this is, in fact. a contest, we felt the need for it to be perceived without taxing the sensibilities of the AOR listener

## DC101 Institutes Gay Dial-a-Date

In an unusual attempt to recognize the gay populace of a major urban area, DC101/Washington's morning show has instituted a gay "Dial-aDate" service as a semi-regular feature.

Morning show host Howard Stern has regularly parodied "The Dating Game" by inviting a listener to join him in the studio, then taking calls to try to match up the guest with a date. When homosexual listeners wrote Stern suggesting he encompass the gay community in his "Dial-a-Date" series, he agreed. Stern said, "To be honest, I suppose my primary motivation was to create talk in the market. Secondarily, there's a very big gay population here that shouldn't be ignored. I figured I'd use two women first, thinking it might be more acceptable - maybe that's my own bias, but that's
how I felt. Next we'll try it with two men.
'It was pretty explicit," he continued; "everything from 'do you like to look at the pictures in Penthouse' to the role-playing of picking up the dial-a-date. It was quite educational.'

Audience reaction, Stern claimed, was mostly positive. "We got some negative letters, but even those said they listened. Most of the audience enjoyed it. Management was encouraged by the response because they had their apprehensions." Perhaps most encouraging was the gay community's response to the program. Washington gay newspaper the Blade reviewing the show as "one of the best, most sensitive treatments of gay themes ever to air on the mainstream media."

Stern will schedule another gay dial-a-date soon, but first he plans one that should be slightly less controversial: a doggie dial-a-date!
investment was considerable and so far it seems to be very successful. The mail-back response and the high ratio of winners is very positive.'

NEW TV AD CAMPAIGN:

## A Gorilla Testimonial For KINK

The TV commercial opens on a gorilla in a cage with a radio. The radio is blasting hard rock which is obviously irritating the gorilla. He shambles over to the radio, growls, throws some bananas, and crushes the radio with one blow.

Scene two: same gorilla, same cage. same bananas, but new radio. The gorilla is now listening to KINK/Portland's Soft AOR musical blend, and is obviously enjoying himself. He's gently swaying to the sounds while peeling himself a banana. He shambles over to the radio and cuddles it.

Conclusion? According to the commercial, 'a steady diet of raucous rock can bring out the animal in almost anyone. Conversely, too much sedative elevator music can induce drowsiness. At KINK, we try to fill the void with variety that's upbeat but not browbeating. Bright but not beastly. For primates who want a bit more civilized sound.'

KINK's unique new TV spot, which has also been converted into a print ad showing scenes from the commercial, was created with the input

of KINK PD Bill Minckler. He helped design the campaign's concept, copy and music bed. The "gorilla" was actually a man in a gorilla suit. which was patterned after the gorilla used as a model for the updated "King Kong" film (accordingly, this commercial's creature was dubbed "KINK Kong")

Minckler explained the reason the spot was done: "We have a pretty sizable 25-34 audience already. We'd like to increase that audience without alienating the people who are already listening. We don't think our regular, loyal listeners will be offended by this spot, because it uses some pretty familiar music: Doobie Brothers, Jimmy Buffett and James Taylor. And, it's a funny spot. You know, you can spend $\$ 42,000$ on a TV spot and it can look great, but it's running next to spots by Ford or Procter \& Gamble where $\$ 42,000$ is a drop in the bucket. So you have to have a gimmick; something to catch people's attention. I think this spot accomplishes that."

Just to make certain the campaign does not go unnoticed by local ad agencies, KINK has sent out 'Semi-Official Primate Test Results' packages along with information about the campaign. Inside each box are parts of the radio purported to have been smashed by the gorilla during the spot's filming.

Chris Kovarik, JR Communications's VP/Programming, will exit for a Promotion Director post with KZAM/Seattle effective June 15th... Tim Siegrist has resigned his PD job at WWCK/Flint, where he'll now take care of promotions. Mark Miller will now be PD as well as MD for WWCK...Art Good has been upped to PD at KIFM/San Diego, and the station's Jerry Evans has been appointed MD...WTAO/Murphysboro PD Earl Jive has exited. Al Caruso has been named WTAO's new PD, while Doug Sooley has been appointed MD...KMBQ/Shreveport MD John Sherman has exited, with no replacement named . . . Former KWST/Los Angeles air personality Dusty Street has rejoined neighboring KROQ for nights . . WRCN/Long Island Promotion Director Eileen Pulaski has exited Terry Klassen has rejoined CITI-FM/Winnipeg from Q107/Toronto . . Charlie Logan has been named MD for WFYV/Jacksonville . . . J. David Holmes has been upped to MD for KDKB/Phoenix. Former MD Lynda Clayton remains with the station.


FIRST I LOOK AT THE CAKE: WSLO/Roanoke airstaffars partied Ilve with listeners on the avent of the station's first AOR anniversary. Picturad about to gulp down birthdey caka (seated) is station's Mark Daughtry; (standing, (r) ara PD Ric Johnson. station's Dave Hurst and Tom Hanahan.

## Promotion Of The Week

FEYLINE PRESENTS THE 1981


CROSSROCK PUZZLE: KBPI/Denver pacted with several local merchants and Feyline concert promoters to put together a rock-oriented crossword puzzle contest. Running in the local newspaper, it offered entrants the chance to win tickets to a series of outdoor summer rock concerts. Other prizes included a deluxe car stereo system, albums and tapes, and KBPI satin jackets.
Some sample crossword questions: "Ted says Love is Like a $\qquad$ Iron," "They've come a long way from Toulouse Street," and "Speering Nestcurb (anagram)."

Happy 11th AOR birthday to KWFM/Tucson. which celebrated with an 11-hour listener party featuring live music. Over 5000 fans attended throughout the day...2-93/Omaha took over an area amusement park for a day, charging $\$ 6.92$ admission for unlimited ride usage and a concert by the Henry Paul band... Y95/Rockford held a free outdoor concert featuring six local bands that drew 10,000 ...WQFM/Milwaukee has begun a series of broadcasts from a local record store. The broadcasts include live interviews with visiting artists and a weekly new wave music show... KAZY/Denver helped listeners maneuver through Memorial Day traffic by broadcasting road and campground reports throughout the holiday weekend...WCMF/Rochester held a "Main Skate," a block party with roller skating and live rock music on Rochester's Main Street. The station has also been offering free admission to the city team's baseball games to holders of WCMF "Too Hip" cards or those wearing WCMF T-shirts...WXRT/Chicago took on the Budweiser Bombers in a benefit softball game for MD last weekend. . .WMMR/Philadelphia held a massive two-day block party that attracted over 100,000 . Providing music were six area bands, including Arista's A's... Speaking of parties, WKQQ/Lexington held an "infield party" at a local racetrack. 12,000 attended the races, then stayed for live music, food and beer. and arts and crafts displays...WAQX/Syracuse sponsored a low-cost (95¢) admission night to the city's local baseball stadium for a recent game, and later that night invited listeners to cross town for a low-dough ( $\$ 2.95$ ) concert appearance with Island's U2...KFMH/Muscatine has completed work on its transmitter tower, which will now send out KFMH's signal over an additional 40-mile radius...WBLM/Lewiston-Portland just held its first annual kite festival, attracting over 300 enthusiasts competing in six categories for prizes like dinner certificates, T-shirts, albums, and (of course) kites. . WKLC/St. Albans, WV has joined the growing list of AOR's that have created backstage-type passes to hand out to concertgoers. WKLC distributed 6500 Van Halen concert patches at the group's recent tour warm-up show in Charleston...WLRS/Louisville needs record company rock video for its WLRS television outlet. Contact John Simon at WLRS, (502) $585-5178$. KISW/Seattle sponsored a special show-

## COLOR

THE CLEVELAND 500: The Cleveland what? Actually, it's a game set up at an area Peaches outlet, wherein contestants tried to beat M105/Cleveland jock T.R.'s score. The ten highest-scoring participants qualified for a raceoff and won copies of Grunt/RCA's new Jefferson Starship album and T-shirts from RCA. The highest scorer won a 500 second ( $81 / 2$-minute) record run through Peaches

INDY 500: Meanwhile, WYMX/Augusta wanted to send some listeners to the real Indy 500 race, so it spliced together riffs from five AOR driving songs, and asked listeners to call in and identify the songs and artists to win the trip

THEY DON'T GET NO RESPECT: WFBQ/Indianapolis did a call-in-to-win contest for 50 pairs of tickets to see Rodney Dangerfield in concert. . from the hall's last row of seats!

FORWARD INTO THE PAST: WDHA/Dover held a weekend-long 60's celebration, starting with a $60^{\prime}$ 's-style listener party at a local club, leading into a 60's music weekend on the air, along with giveaways of paraphernalia like miniskirts and popular record albums of that decade.
"BACK ON THE STREETS" SCAVENGER HUNT: WMMS/Cleveland held what it claimed was the world's largest scavenger hunt in conjunction with MCA and the Donnie Iris album The station announced 10 items listeners had to collect to become eligible to win one of three prizes: $\$ 500, \$ 200$ or $\$ 100$.


KINETIC CONVEYANCE CONTEST: Each yaar KBCO/Boulder invites listenars to get a little crazy with tham by creating homemada water-land vahicles for a unique race sponsored by the station. This year's "kinetic conveyance contest" drew ovar 20,000 spectators, along with some really wild amphibious vehicles, several plcturad hare along with a segment of the crowd.
ing of Ann Wilson of Heart's private collection of John Lennon lithographs, produced during his honeymoon with Yoko Ono in 1969 . . WLIR/Long Island celebrated Mother's Day every day for a week by asking listeners to send in post cards with the names and addresses of their mothers. One card daily was picked to receive a bouquet at home...KLOS/Los Angeles morning madman Frazer Smith has been picked as one of the stars in the upcoming thriller film "TAG: The Assassination Game'"...WXUS/Lafayette's radiothon for St. Jude's Childrens' Hospital brought in over $\$ 6000 \ldots$ KLOL/Houston is the latest AOR to produce its own album of homegrown talent...KLZR/Lawrence celebrated the end of the school year at the University of Kansas with "Jayhawk Jam '81." Over 4000 enjoyed live music from six area bands and free beer in special "Lazerock" cups...New AOR sister stations WOAY-AM and WRJL-FM in Beckley, WV need album service from all labels. Contact Lee Walsh at (304) 465-0534 . . KQDS/Duluth reports its recent 50 's sock hop was a great success, creating traffic jams as 200 locals danced to an oldies band imported from Minneapolis.

CONCERTS\&CONVERSATIONS

PRESENTATIONS: WGVLIGainesville presented Split Enz, Robln Lane for free.

BROADCASTS: Joan Jell, Joe Ely, Rainbow on WLIRILong Island. . John Cale on WFBOIIndlanapoIls... Pat Travers on KO95/Aberdeen

GUEST DJ'S: Elektrics on WDHA/North Jersey CONVERSATIONS: JIm Steinman on KAZYIDenver.... 38 Special, Ozzy Osbourne, Aprll WIne, Jackson Browne on KORSIMInneapolls ...John Fogerty, Roger Taylor, Frank Zappa, Tom Johnsion, Bram Tchalkovsky, Robln Trower on WLIRILong Island... Ozzy Osbourne on WOFM/MIlwaukee . . . Lov erboy, Polnt Blank on WGVL/Galnesville... Henry Paul, Pat Travers, Johnny Van Zant on WImZiKnox ville... Motorhead, Trlumph on CITI-FMIWInnipeg. . Loverboy on CFOXIVancouver . . Splder, Robble Dupree on WKZL/WInsion-Salem . . $20 / 20$ on KNACILong Beach . . Judas Priest on KMGN/Bakerslleld... Loverboy on WZXR/Memphls... Kellis Ethridge on WBWB/Bloomington . . Rlck Springfleld on KSJOISan Jose...Tom Johnston on WBWB/Bloomington.

|  | 5123878 | 6 | A 171 REPORTERS | Album cuts are listed in order of airplay preference. |
| :---: | :---: | :---: | :---: | :---: |
| 5 | 11 | 1 | TOM PETTY \& HEARTBREAKERS. . Hard Promises (Backstreet/MCA) |  |
| 7 | 53 | 2 | JOE WALSH . . . . . . . . . . . . . . . . . There Goes The... (Asylum) . . . . . | Life" "Rivers" "Mind" "Things" |
| 4 | 34 | 3 | SANTANA . . . . . . . . . . . . . . . . . . . Zebopl (Columbla) . . | Winning' |
| 1 | 22 | 4 | WHO . . . . . . . . . . . . . . . . . . . . . . . Face Dances (WB) | Day" "Bot" "Do" "Don't" |
| 2 | 65 | 5 | PHIL COLLINS . . . . . . . . . . . . . . . . Face Value (Atlantic) | "Air" "Missed" "Must" "Mean" |
| 3 | 46 | 6 | JEFFERSON STARSHIP . . . . . . . . . . Modern Times (RCA/Gru | "Find"0 "Stranger" "Save" "Frea" |
|  | 228 | 7 | VAN HALEN . . . . . . . . . . . . . . . . . . Fair Warning (WB) . | Unchained" "Mean" "So" |
| 9 |  | 8 | GEORGE HARRISON . . . . . . . . Somewhere In... (Dark Horse/WB) | "Years" "Teardrops" |
| 9 | 89 | 9 | BILLY SQUIER . . . . . . . . . . . . . . . . . Don't Say No (Capitol) | "Strake" "Dark" "Lover" |
| 12 | 1010 | 10 | GARY U.S. BONDS . . . . . . . . . . . . Dedication (EMI America) | "Girt" "Jole" "Pretender" "Buick" |
| 22 | 2115 | 11 | KIM CARNES \& HATE BOYS . Mistaken Identity (EMI America) | "Bette" "Cards" "Rules" "Away" |
| 15 | 912 | 12 | AC/DC. . . . . . . . . . . . . . . . . . . . . . . Dirty Deeds Done Dirt.. (Atlantic) | Title "Balls" "Child" |
| 17 | 1613 | 13 | OZZY OSBOURNE . . . . . . . . . . . . . Blizzard Of Oz (Jet) | Train" "Know" "Crowley" |
| 6 | 711 | 14 | RUSH . . . . . . . . . . . . . . . . . . . . . . Moving Pictures (Mercury/PG) | Tom" "Limerighto "Red" "Signs" |
| 18 | 1314 | 15 | GREG KIHN BAND . . . . . . . . . . . . . . Rockihnroll (Beserkley) . . . . . | "Breakup" "Hurtin"." |
| - | 36 | 16 | MOODY BLUES . . . . . . . . . . . . . . Long Dis tance... (Threshold/PG) | "Voice" "Gemini" "Talking" |
| - | 3325 | 17 | TUBES . . . . . . . . . . . . . . . . . . . . . The Complete Backward... (Capitol) | "Talk" "Sushi'" "Attack" |
| 23 | $\begin{array}{ll}18 & 17\end{array}$ | 18 | TOM JOHNSTON . . . . . . . . . . . . . . . Still Feels Good (WB) . . . . . . . | "Madman" "Time" "Baby" |
| 21 | 2018 | 19 | RICK SPRINGFIELD . . . . . . . . . . . . . Working Class Dog (RCA) | Jossio's Gir"' |
| 8 | 1216 | 20 | STEVE WINWOOD . . . . . . . . . . . . . Arc Of A Diver (Island) . . . | Tide "Train" "Woman" "Chance" |
| - |  | 21 | PETER FRAMPTON . . . . . . . . . . Breaking All The Rules (A\&M) . . | itle "Dig" "Kill" "Rise" |
| 19 | 1719 | 22 | PRETENDERS . . . . . . . . . . . . . . . . . Extended Play (Sire) | "Message" "Talk" "Slide" |
| 27 | 2522 | 23 | DAVE EDMUNDS . . . . . . . . . . . . . . . Twangin... (Swan Song) | "Night" "Something" "Cheap" |
| 31 | 2924 | 24 | JIM STEINMAN . . . . . . . . . . . . . . . Bad For Good (Epic) . . | itlo "Dresms" |
| 10 | 1421 | 25 | STYX . . . . . . . . . . . . . . . . . . . . . . . . Paradise Theater (A\&M) | Time" "Rockin'" "Snowblind" |
| 11 | 1520 | 26 | . 38 SPECIAL . . . . . . . . . . . . . . . . . . Wild-Eyed Southern Boys (A\&M) | Fantasy" "Mold" "Hittin'" |
| - | 3226 | 27 | SECRET POLICEMAN'S BALL . . . . Various Artists (Island) . . . . . . . . | Fooled" "Wizard" |
|  | 35 | 28 | MARTY BALIN. . . . . . . . . . . . . . . Balin (EMI America) | Hearts" "Spotlight" "Lydia!" |
| 13 | 1923 | 29 | REO SPEEDWAGON . . . . . . . . . . . . Hi Infidelity (Epic) | Run" "Don't" "Guys" "Follow" |
| - | 40 | 30 | ELTON JOHN . . . . . . . . . . . . . . . The Fox (Geffen) | Barriers" "Heart" "Nobody" Titlo |
| - | 3432 | 31 | MARSHALL TUCKER BAND . . . . . . Dedicated (WB) . | "Silverado" "Rumours" "Missing" |
| 20 | 27 27 <br> 6  | 32 | JUDAS PRIEST . . . . . . . . . . . . . . . . Point of Entry (Columbia). | Heading" "Go" |
| 39 | 3630 | 33 | SPLIT ENZ Waiata (A\&M) | History" "Act" "Step" |
| 16 | - 39 | 34 | JOHNNY VAN ZANT BAND . . Round Two (Polydor/PolyGram) | RRight" "Shotdown" "Drive" "Let" |
| 16 | $23 \quad 29$ | 35 | ERIC CLAPTON . . . . . . . . . . . . . . . . Another Ticket (RSO) . . . . . . . . | "Stand" "Catch" Tite "Hold" |
| 24 | 2828 | 36 | POINT BLANK . . . . . . . . . . . . . . . . . American Excess (MCA) | "Nicole" "Stay" |
| - | - 38 | 37 | PURE PRAIRIE LEAGUE . . . . . . . . . Something In... (Casablanca/PG). | "Right" "Hearts" Title "Feel" |
| 28 | $30 \quad 37$ | 38 | LOVERBOY . . . . . . . . . . . . . . . . . . Loverboy (Columbia) . . . . . . . . . | "Hot" "Tum" |
| 25 | 2631 | 39 | APRIL WINE . . . . . . . . . . . . . . . . . Nature Of The Beast (Capitol) | "Queen" "Town" "Botweon" Entry |
| - | $\longrightarrow$ | 40 | DA VID LINDLEY . . . . . . . . . . . . El Rayo-X (Asylum) . . . . . . . . | "Mercury" "Lady" |

## Summary

PETTY molntalned a etrong load In total and (especially) hot reports to atoy et firat place for the wook. WALSH moved up woek. WALsH moved up to second place, growing In hote and total roports.
SANTANA also Inched 8ANTANA also Inched
up. goining In hots. COL LN8 and 8TARBHIP hold rock steady. VAN HALEN bullt up its hot and total roports. HARRI8ON dobuted as an album, dobuted as on album,
though lts album reporte all came In later in the week and are therafore light (20). The record is still aubstantially reports of the single (131). sQUL ER and BOND8 both mulntalned. CARNE8 continued her Impressive zoom up the AOR chart growing in hots and total reports. AC/DC and OZZY held thelr own. MOODY8 hod e great weok of single-to-album conver sions and some early switches to upper rota. tlons. TUBE8 Jumped nicely. showing growth in upper rotations. FRAMP. TON debuted atrongly with potent adds. STEINMAN maintained. BALN and ELTON both had a good wask of reports in all rotations. TUCKER in ched up os VAN ZANT rose. PPL inched up as LINDLEY debuted. The albums listed in Signifi. cant Action came closest to charting.

Tha AOR Nationd Alrpleyito chan rotestonta add, medium and hot
rin all musical con figurotions. Arthats chart numbare sre disployed over efour-woek
period. The artist in thinca regleter. od the moor rapld gaina in airploy or In rotationol conversions for the wook. Album cuts are insted in or
der of popularity, cuts in bold itsic dor of populority. cuts in bold




© FRAMPTON•BREAKING ALL THE RULES


Significant Action

SULVER CONDOR DAEOS "Crulsa" "p.... JOE VITALE
88 JOHNNYIASBURY JUKES "Fuvar"
KAMPUCHEA
"Sistror" "L ucllle"
LES DUDEK.
"Sacriflce" "Oo
COLD CHIBEL
FRANKE \& KNOCKOUTS
"Swertheart" "Come".
ADAM \& THE ANTS
BRAM TCHANKOV8KY
"Stand" "Model"

Silver Condor (Columbia) Toter ABA, MEA Ha . Unisung Heroes (Ariata) Plantan A 2 ME37. MQ A7. Toent to. Aㄴ. AM 12 Ma Pench Up M . Ranch Up...(Merc.JPQ) Tocat 37. A-8, MR2, AR7. Various Artisto (A tiantio) Toent 38. A-0, Me 2R, HR
Oypsy Ride (Columbia) Oypsy Ride (Columbia)
Toset ⒏ A-I, M2E, MT. East (Eloktre) Joot 35. AI M23, MS. Franke 6 ... (Millennium) Of Tho Wild Fronter (Epla) Too Wis Arontler (Eple) .......Funland (Arlsta)

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## JAZZ ON AER



## REGIONAL AOR ACTIVITY



## GEORGE HARRISON SOMEWHERE IN ENGLAND



Featuring the much-discussed, played and listened-to single, "All Those Years Ago"

SOMEWHERE IN ENGLAND
Produced by George Harrison \& Ray Cooper
On Dark Horse records \& tapes





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## News Notes

As I was flipping through the L.A. Times this weekend, a small article caught my eye. It said: "A slipped disc has cost Bob Lashbrook his job at radio station KSCS-FM in Fort Worth." The article went on to explain the station's policy of giving $\$ 10,000$ to any listener who catches the station not playing at least three songs without interruption. Apparently, the 60 -year-old parttime employee of KSCS played only two records, gave a station ID, realized his mistake, and played one more record. Lashbrook was caught by a listener who wrote the station and asked for the cash. I talked with PD R.T. Simpson, who said the station in fact had such a policy, of which Lashbrook was aware. Station Manager Vern Ore was out of town at the time of the dismissal. Upon his return, and after a great deal of local and national media attention, the station decided to revise its policy of immediate termination. According to the new policy, if an infraction of the format is made, each case will be looked at and the appropriate penalty will be given. In light of the new policy, Lashbrook was offered his job back, but decided to concentrate on his cabinetmaking business and refused the offer...Elsewhere: sorry to have to miss Fan Fair again this year in Nashville Thanks for the many invitations. Sounds like it will be a fun event. Next week, R\&R Nashville Editor Biff Collie will give you a complete report. Special thanks to Conway Twitty for the invite to the groundbreaking ceremonies of the Conway Twitty Complex across from the House of Cash Museum .. In case you hadn't heard, the third annual FICAP (Federation of International Country Air Personalities) mini-clinic will be held in Austin. Texas on June 26 and 27. For more details call (615) $320-0115 \ldots$. Dwayne Allan Helt assumes the PD job at KTFX-FM/Tulsa . . . Bill James moves to the PD job at KYOU-KGRE/Greeley, CO. He had been at KIXX/ Fort Collins . . . Len Younger, morning man at KIKX/ Tucson. takes over as PD. Former PD Bob Jones is available: (602) ${ }^{889-6296}$. . . On June 1 a few new Country stations were announced. They include KPOD/Crescent City, CA; WTSV-AM/Claremont, NH: and KYEZ FM/Salinas, KS. All stations are in need of some record product to help with the changeover . . So what's NEWS with you?

## Correspondence:

## R\&R:

There's a big rhubarb brewing in country music circles and the artists are finding themselves in the uncomfortable position of making enemies while trying to make friends.

It used to be voice tracks by artists for a country music station were no problem ... because most markets only had one Country music station.


Now with the explosion of country music across the nation most all major markets have several Country stations...some with as many as eight. The competition is fierce.
Now when an artist records a voice promo stating, "Hi, I'm (name of artist) and when in (name of clty) I always listen to (name of station)," he is making one station happy and all the others angry.
It has even been suggested by some stations that the artists are actually making enemies of the stations which could affect record airplay.

The ignored stations feel if the artists are telling the country music fans in a market to listen to one station over another, why should the other stations do anything for that artist?

After all, in the eyes of the stations, the artist is doing a disservice to everyone except the station he is promoting in a competitive market.

It's something to think about. Best regards.
President.
KSON-AM-FM/San Difgo


CONTESTS, CONCERTS, \& CONVERSATIONS

## "Big" Broadcast Buddies



This picture gets the laugh of the week award. Seen with the oversized broadcast equipment are Barney Cannon, MD of WCDS/Glasgow, TN, and RCA recording artist Randy Parton. WCDS was doing a remote broadcast from the recent Tri-Country Farm Expo. Welcome to the big time . . . Everyday here at R\&R we get at least one new press release proclaiming an upcoming "world's largest" Country music festival. Here are a few: KHJ/Los Angeles in conjunction with Atlantic/Pacific Productions is presenting the "World's Largest Celebration Of Country Music" on June 20 at the Rose Bowl. This day-long event will star George Jones, Tammy Wynette, Merle Haggard, Alabama, Mickey Gilley, Johnny Lee, Don Williams, Larry Gatin, t.G. Sheppard, and Rosanne Cash...WWVA/Wheeling, WV will again present the 5th annual "Jamboree In The Hills," July 18-19. This year's event will also feature Alabama, George, Tammy. T.G., and Merle, plus Conway Twitty, Tom T. Hall, Emmylou Harris, Bill Monroe, Hoyt Axton, Margo Smith, Billy "Crash"' Craddock and a few more ...July 3 \& 4, Gilley's Club in Pasadena, TX will hold a special "picnic" that will star Mickey Gilley, Johnny Lee, Gail Davies, Margo Smith, David Frizzell \& Shelly West, Rex Allen Jr., Faron Young, Ernest Tubb, and Ricky Scaggs...Another show billed as the "World's Largest Country Music Festival" will take place on July 4-5 at Surfside in Myrtle Beach. SC and will feature Johnny Cash, Mac Davis, Emmylou, Conway, Jerry Lee Lewis, Dottie West, Con Hunley, Bellamy Brothers, Ray Stevens, Donna Fargo, Johnny Rodriguez, Dave \& Sugar and many more...Oak Ridge Boys Bill Golden (1) and Joe Bonsall (r) are seen here during a recent

visit with WSM/Nashville late night personality Chuck Morgan...KVET/Austin helped to raise money in the recent Fiesta 10,000 Fund Run, a 6.2 mile jog. Air personality Penny Reeves told R\&R, "I ran talking most of the way as usual. I finished the course in 51 minutes; my mouth came in a bit faster at 41 minutes. ". .. . During the past month WEEP/Pittsburgh air staffers did MC work for the Oak Ridge Boys, Statler Brothers, Margo Smith. Rex Allen Jr. and Pure Prairie League concerts... KRZY/Albuquerque once again participated in the annual Charley Pride "Golf Fiesta" last weekend. Besides Charley, Larry Gatlin and the Gatlin Brothers were among the celebrities...KENR/Houston is giving away season tickets to Astros baseball games. WPOC-FM/Baltimore has begun a daily feature called "More." The mini-series will contain factual information on energy, taxes, gardening, nutrition, car care and more ...WIL AM-FM/St. Louis recently promoted the premiere of the new movie "The Legend Of The Lone Ranger" by giving away tickets. Some of their winners received a quarter ounce of pure silver (silver bullets optional)..."Jungle Jim" Cameron of WSAN/Whitehall, PA reports on the 107-hour "Rocking Horse Marathon'" the station just put on. They started with 33 people riding "small, wooden rocking horses in the middle of the street in downtown Allentown." The last person to stay on won a 1981 Toyota Starlet. Jim tells us WSAN plans to submit the results to the Guinness Book of World Records...Epic recording artist Charley McClain recently stopped by the KLIF/Dallas studios. She is pictured here with PD Danny McDuff... On June 11, "Ol' Dave," afternoon driver at


KIIAK/Cedar Kapids. IA, will stay in a waterbed for four days suspended from a crane 100 feet in the air. (Some guys just have all the fun.) This is another record breaking attempt. Dave will continue to do his $2-7 \mathrm{pm}$ air show from the waterbed. (I've heard of lying down on the job, but this is ridiculous!). Todd Stinson, MD of KTPK/Toprka, KS, rode a moped on $6 / 10$ th of a, gallon of gas. Listeners were invited to guess how far he would get before running out. The closest guess won the moped. For your information it was 68.65 miles. I think I have run out of gas, or at least words, until next week. Let's hear from you


## BREAKERS.

"Breakers" are those newer records that have the greatest level of statlon activity on anv glven week

## BELLAMY BROTHERS

They Could Put Me In Jail (WB/Curb)
On 71\% of reporting stations. National Summary: Up 9, Same 21, Down 0, Dobuts 31, Adds 23. A\&R Chart 47.39

## VERN GOSDIN

Dream Of Me (Ovation)
11. R\&R Chart Debut 41

National Summary: Up 34, Same 19, Down 0, Dobuts 14, Adda

## TERRY GREGORY

Just Like Me (Handshake)
On 65\% of reporting atations. National Summery: Up 38, Same 10, Down 0, Debuts 18, Adda
RICKY SKAGGS
Don't Get Above Your Raising (Epic)
On $63 \%$ of reporting statons. Netonal Summary: Up 43, Same 17. Down 0, Dobute 9, Adds 6. R\&R Chart 48-44.

CONWAY TWITTY \& LORETTA LYNN
I Still Believe In Wattzes (MCA)
On 61\% of reporting stations. National Summary: Up 16, Same 20, Down 0, Debuts 20, Adds 17. RER Chart Debut 46.

GEORGE STRAIT
Unwound (MCA)
On 61\% of raporting
13. RER Chart $50-46$.

| Most Added: <br> LARRY GATLIN <br> Wind Is Bound To Change (Columbia) <br> STATLER BROTHERS <br> Don't Wait On Me (Mercury/PolyGram) <br> EMMYLOU HARRIS <br> I Don't Have To Crawl (WB) <br> MERLE HAGGARD <br> Rainbow Stew (MCA) <br> REX ALLEN JR. \& MARGO SMITH <br> While The Feeling's Good (WB) <br> TERRI GIBBS <br> Rich Man (MCA) | Hottest: <br> BARBARA MANDRELL <br> I Was Country When Country... (MCA) <br> OAK RIDGE BOYS <br> Elvira (MCA) <br> ALABAMA <br> Feels So Right (RCA) <br> DOTTIE WEST <br> What Are We Doin' In Love (EMI/Liberty) <br> DOLLY PARTON <br> But You Know I Love You (RCA) |
| :---: | :---: |
|  |  |

 uo on their charts, held it the same bon to on, ada to on, 31,31. etc., moved if Down on their charts, or Added it this
week. inalicates one of this week's most added" new songs

7 MERLE HAGGARD "Rainbow Stew" IMCA) 70129
 JOE STAMPLEY ' Whishey Chasin" "' (Eptc) 63/11
 EDDY RAVEN "I Should'vo Called" (Eloktral 57/15 EDDY RAVEN "I Should'vo Called" (Eloktra) 57/15
WIL.AM.FM, KKAL KVEG. KTRB, KWJJ, WPLD, WCOSFM, KNDE, WSIX.FM WUBE.FM, WCXI, KBUF, WHBF. WKCQ.FM PLARRY GATLIN 'WInd Is Bound To Change"' (C WIX.FM 17.12. RGR Chart Dabut 50 .
Notional Summary: Up 5. Some 12 Down O. Dobuti 5 Adde 33 including KOKE-FM. 3
FM. WKCO.FM, KRZY, KWJJ, KSOP, WSEN, WOKQ, WWA WSIX.FM 47-31 NTERRI GIBBS "Rich Man"' (MCA) 49/28
 WTE, KGA KCUB, WVAM, WWCSFM, KOKEFM, WYDE, KIKK.FM, KRMD AM.FM, KCKC 3424.
WAYLON \& JESSI ' WIId SIde OF LHF

JOHN CONLEE "Could You Love Mo (One More Time)" (MCA) 467
 38.32 KRZY 40.34. KFTN 38.30 , KCKC 27.18, WIXL.FM 4334.
MUNDO EARWOOD "Angela" (Excolsior) 48/2

M 1813. KIXZ 32.26, KOKE.FM 4539, KHEY 44 39, WSIX.FM 22.17 , KKYX 38.33
National Summerr. Up 4. Same 14. Down O, Debuts 4. Addel 22 includin
Na CHARLIE RICH "You Mado It Boortiful" (Epic) 443 4037, KCKC 30.20, WIRE 4034.
Natonol Summery Up 17. Same 18. Down 1, Debute 5 . Add 3 3. KBUF
KFTN 3829 , WIXL.FM 3424 , WYDE 4438 . WSIX-FM 3428.
EDGEL GROVES "Footprinte in The Sand" (Silvor Star) 43/6
Netional Summarry Up 23, "Footprints In The Sand" ISilvor Starl 43/6

 Natonal Summary: Up 16. Some 11, Down 0, Yobuta 8, Adda 10, WSLR, WNRS,

## WGTO, WOIK.FM, WOYK.FM, KFTN 3427 . WWCS FM 2419 , KHEY 48-43, WBAM 3931. <br> Others Getting Significant Action

## SUE POWELL "Midnite Flyer" (RCA) 39/4

Netlonal Summary Up9, Same 23 . Down O, Dobute 3.
WKKN 40 34, KTRB d 36 KWJJ 4842 WVMM 48.42
JUDY BAILEY "Stow Country Doncing" (Cohumbla) 38/2

DEMMYIOU HARPIS "I Don.
NEMMYLOU HARRIS "I Don't Have To Crawl"' WB) $36 / 32$
Nationa Summar. Up 1 Sama 2 Down 0 , Debute 0 , Adde 32 including KVET, KENA. WBAM, KRMD. AMFFM, KSO, KEBC.FM
EDDY ARNOLD "Bolly-Hoo Days
Notional summery: Up 18, same 11, Down 0, Debure 43 36/2


## Natio NAL ALARPLAY/50

## June 5, 1981



This chart is based solely on complled weekiv reports from our reporting stations. Black circled numbers inaleate
D STATLER BROTHERS "Don't Walt On Mo" (Morcury/PolyGram) 34/33
National Summary Up 0 , Seme 0 , Down 0 , Debura 1, Adde 33 including WHK. WCXI, KEBC.FM. KWJJ. KMPS.AM.FM, KCUB JOHN DENVER "Some Doye Are Dlamonde..." (RCA) $33 / 14$
Notional SUmmar: Up 3, Some 11, Down O. Debuto 6, Add 14 including KEED. KNIX.FM, KGA WBGW.FM. WPLO, KYXX
WSLA, KFGO, WKCQ.FM,WSIX.FM 49.37.
DEAN DILLON "They'll Never Take Me Alive" IRCA) 32/11
Notional Summary Up 7, Same 13, Down O. Debue 1, Add: 11, KOKE.FM, K
Notional Summary Up 7, Same 13. Down 0. Debuta 1, Add: 11, KOKE.FM. KLRA KNOE, WBAM, WSAI, KICD FM, KKAL
KSSS, KWJJ, WGNA.FM, WWVA WGTO 46.35,
SUSIE ALLANSON "Run To Hor' (EMI/Liberty) 31/8
National Summary. UP 7 , Some 10, DOwn 0 , Dabuta 6. Adde B. KSSS, KFTN, KRSY, WCAW, WPLO, KHEY, KNOE, KAMD AM
FM, KSOP 31.28, WYDE 3628 .
FM. KSOP 31.28, WYDE 3628 .
FREX ALLEN JR. \& MARGO SMITH "While The Feeling's Good" (WB) $30 / 28$
National Summary: Up 1, Same 1, Down 0, Dobut 0, Adds 28 Including KEED, KMAK, KNIX-FM, KMPS AM.FM, WYII, KOKE
FM, KENR, WLWLFM, WSLF, WCXI, KEBC.FM. FM, KEN URKIN " WSLA, WCXI, KEBC-FM
BILLY LARKIN "Longing For The High" (Sunbird) 30/10
Nationel Summary: Up 3, Same 10, Down O, Debute 7. Adde 10, KSO, WCXI, KICD.FM, KUZZ KSSS, KRDA. KRSY, KGA
WGTD, KENR
JOHN SCHNEIDER "It's Now Or Never" (Scotti Broe.) $27 / 17$
National Summur. Up O. Same 6. Down O. Dobute 4. Adds 17 including WYDE. WESC AM FM, WBAM, WOYK.FM, WSAI.
KSO, WTSO, WBCSFM, KSOP, WYII. KSO, WTSO, WBCSFM, KSOP, WYII.
ROY CLARK "Love Takes Two" (MCA) $23 / 3$
Notinal Summary. UP 7, Same 9, Down 0, Debuto 4, Adds 3. KFTN, KVET, WHBF, KUZZ 2924 , WIXL.FM 2821 WBAM 3628.
WSIX.FM 2819 , KRMD.AM.FM 47.30 .
EDDY ARNOLD "Two Hearte Beat Better Than One" (RCA) 2211
National Summery: Up 11, Same 8, Down D. Debute 2 Add 1, WSLR, WCXI 36 28, kKAL

JEANNE PRUETT 'I Ought To Feel Guitry' (Paid) 20/5

FM ©. 29, KFEQ 42. 38, WIXL.FM 1411.
DAVE KIRBY O M N
DAVE KIRBY "North Alabama" (Dimension) 20/5

WAYLON JENNINGS "I'H Be Airight' (RCA) 19/5
National Summery: Up 3, Same B, Down 0, Debute 3, Adde 6, WSL
National SUMmary: Up 3, Snme B, Down 0, Dobute 3, Adde 6, WSLA, WAXX, WTSO, WBCS FM, KUUY, KWMT 4638 , KUZZ
47.39. On: WSAI, WMZO-FM, KVET.
BRENDA LEE "Fool, Fool' (MCA) 18/5
National Summery: Up 1, SSame 10, Down O, Debuts 2 Adda 5. WBGW.FM, WMZO.FM, WIVA KYXX, WAXX. On: KENR.
KIKK.FM, KEBC.FM, KEEN. SHOPPE "Dream Maker' (NSD) 18/4
Natonel Summary: Up 1 , Som
KGA WYDE, KRMD AM.FM.
PURE PRAIRIE LEAGUE "Still Right Here In MY Heart' (Caseblenca/PolyGram) $17 / 2$

BILLY "CRASH" CRADDOCK "I Just Noed You For Tonight' (Caphton) $15 / 15$
National Summarr. Up 0 . Same 0 , Down 0 . Dobuts 0 , Adde 16 including KVET, WBAM, KFGO, KEBC.FM, KUzZ, KMAK, KNIX
FM, KCKC, WGBW.FM.
KIERAN KANE "You're The Best' (Eloh tra) 14/11
National Summary: Up 2 Some 0 , Down 0 , Debute 1, Adde 11 including WSAI, WXCL KUUY, KMPS AM-FM, VIXY, KYET
WGTO, WEAM, WIXL-FM 50.30 , WSIX.FM 48 .

(Biff Collie's Nashville report will return next week.)


OW THE-MR ALMOST EVERYWHERE - Seen are some of the participents of the sixth Radio Luxembourg live radio broadcast to ovar 4 million listeners in Europe. The ive satellita broadcast originated from the Tennessee Parforming Arts Canter in Neshville. Pictured (standing, (-r) Joe Sullivan Charlla Daniels' manager, Ron Huntsmen of Sound-Seventy Management Rich Sullvan, Chartie Daniells, Charlie Danials; host Bob Stewart of Radio Luxembourg; Geil Davies; Schwan of CBSNashville; Charile Daniels, houmenien. Ms. Davias's maneger. Knealing is Wes Grean of the Nashvillo Radio Workshop.


PANCAKE COUNTRY - KMPS-AM.FM/Seatte and Nally's Syrup sponsored 'Breakfast in Bedlam" with the KMPS moming crow. Seen here with a fow of the contest winners ane the KMPS moming team (in the chef's hats) Patt Par, traffic; Phil Harper, morning man; and Don Rigge, KMPS news.


KAWASAKI KOUNTRY - KCJB/MInot ND and Action Sports, Inc. combined efforts to give away a Kawasakl 3-wheel fun machine, awarded to the person w/th the correct numbar on her atficial KCJB Country Club Card. Sean hare are winner Lille V/se, PD Mark Ess, and KCJB morning man "Doc Jemes." Old "Doc" is on the fun machine as PD Ess ponders the situation.


MOVIN ON COUNTRY - KRRV.FMIAlexandria, LA recenth geve away a Ford pickup, along with some white socks and Blue Ribbon beer in its "Redneck. White Socks \& Blue Ribbon Beer promotion. Inside of the "redneck" truck were the socks and beor. Listeners ware asked to stop by the local Ford dealer and guess the emount inside. The person nearest the correct amount won all of the goods. Also pictured is the KRRV "Movin' On Country" bumper sticker.


MONTGOMERY MONEY MAKER - WLWI.FM/Montgomery, AL sent along its latest billboard campaign. As you can see, it proclaims the new WLWI cash and prize giveaway, "The Hot Ticket" contest


CON JOB - WIL.AMEFMISt Louis and Busch Bear sponsorad a Westarn night concert following a recent St Louls Cardinals baseball game. The musical entertainment was provid. ad by WB recording artist Con Hunley, who is seen here during the performance at Busch Stadium in St Louls.



## DISGUISED PRIZE ATTRACTS SALES

## KLTE's Unique Reverse Tradeout

In a highly unusual promotion, KLTE/ Oklahoma City has developed a "reverse tradeout" giveaway, called "It Matters," which benefits the station's advertisers far beyond conventional bartering.

KLTE Program Director Joe Geoffroy described the purpose, details, and business community reaction.
"The concept is a joint effort between our owner and GM Ken Dowe, Music Director John Williams, our morning personality Kevin McCormick and myself. Our attitude is that 'it matters' to us what happens to our listeners. We thought of a money giveaway, because with high inflation, there's less leisure income than ever before. We used the 'It Matters' idea because it does matter to us that our listeners get some money to make their day a little bit better."

Here's how the promotion works: When listeners hear the "cash register ring" they call to register. Four of five callers are accepted each time. Later, when listeners' names are announced, they call back to win a

## "Our attitude is that it matters

 to us what happens to our listeners."$\$ 102$ prize from one of KLTE's various advertisers - at least that's what the station says over the air. Listeners and advertisers not being featured both perceive the prizes are being provided by the mentioned advertiser. The truth, however, and the unique twist is that the station actually pays the listeners $\$ 102$ out of its own pocket and suggests they spend it at clients' stores!
"We never mention on the air that we're giving away $\$ 102$ in cash. For example, if we're offering a dinner for two, we'll say. 'This $\$ 102$ dinner at 'XX' restaurant is provided by KLTE.' We make it seem as if the prize is already purchased and that's what they win. Once we get a winner on the phone, however, we say. 'Hey, you've won $\$ 102$. We hope you do go blow the money at that restaurant, because that's what matters to us! But we're going to send you a $\$ 102$ check and you can spend it where you want.'"

Instead of simply giving away $\$ 102$ in cash, however, the KLTE staff developed the idea of disguising the money in the free account mentions as part of the benevolent image of promoting not only the money value, but prizes that the everyday listener needs or fantasizes about owning.

Geoffroy continued, "Not only did we 'give away' tax preparation and daycare services, telephone bill payments, and the like, we also 'offered' facial spa memberships, fine luggage, and other luxury items. The

## Progress

Jim Berry joins WNAB/Bridgeport as afternoon drive personality, formerly of WTMJ/ Milwaukee. Peter Hunn, known to Philly listeners as WMGK/Philadelphia's Peter Davis, has received the FCC 'go-ahead' for constructing his new FM station in the Adirondack/Lake Champlain region in upstate New York. WHNC-FM (Hunn Radio Co.) will make its debut sometime this fall... Cuff Albert, News Director of KFMB-AM-FM/San Diego, has been elected to the board of directors of the Callfornia Associated Press Television-Radio Association (CAPTRA) ...Larry Nelson, morning personality at КOMO/Seattle, has received certiflcates designating him as a "Distinguished Citizen." an "Ambassador of Good Will," and a "Washington General" from the Washington State Lieutenant Governor. At one time Larry was a rock \& roll musician . . Special Get-Well wishes to Gary Collins of KLMS/Lincoln, who lately has been in and out of traction since an old soccer injury flareup.
"This is just one way we as a radio station can say, 'Thanks for advertising with us and here's what we're going to do for you.'
underlying philosophy was to take some of the financial pressure off our winning listeners so that they could spend their own money on things they really want to."

Rewarding Listeners As The Objective
Geoffroy pointed out that the unusual idea was designed specifically to reward KLTE listeners, rather than as an effort to build better sales relationships. Sales was clearly the secondary motive.
"We could have done regular tradeouts for merchandise, though it would have taken a lot of sales effort. Since we were planning to spend several thousand dollars on promotion anyway, it made more sense to give our listeners $\$ 102$ in cash than to make our sales people go out and arrange various advertisers to give away a $\$ 102$ prize.
"Instead, we just thought. 'What advertiser will complain about being all over our radio station for two days as we talk about their product?' The sales department's interests were not included in the beginning. In fact, through the excitement of putting the contest together, we never ventured to look at how it would affect sales."

Ironically, what started out as a programming promotion turned into a great sales idea.
"People who don't even advertise with us started calling and saying, 'How can I be one of those $\$ 102$ prizes?' It's worked wonderfully well in building a stronger bond between the sales department and our clients. This is just one way we as a radio station can say, 'Thanks for advertising with us and here's what we're going to do for you.' "

## Recycling And Participation

Underlying the image enhancement, the mechanics were designed to get more participants and to recycle more listeners.

Geoffroy elaborated. "We don't take several callers at once just to assure ourselves of adult participation because we don't get many teen phones anyway. We just wanted to get more people involved, to improve the chances of winning for everybody. We take about twenty calls a day from various suburbs. The following day, when we'll announce the winner, we tell people to 'listen between 2 and 3 to win if you're registered.' Later on, we'll even tell the listeners the precise moment the winning name will be drawn. Hopefully, those 20 people will think they're the one and will recycle into different time periods than they may be used to listening in."

Geoffroy explained that the contest runs any time between 6 am and midnight every day of the ARB. The staff believes in freshness and carts up new 30 -60-second "prize" and "winners" promos each day. General contest promos are produced every few days. The cash register "ring" effect is randomly placed in any quarter-hour, but always follows a stopset.

Consumer advertising was limited to a onetime series of four-column ads in the women's, sports, and entertainment sections of the city newspaper, each on separate days. The layout showed various prizes with "It Matters" and the KLTE logo in large black print

## Informing The Staff

The contest was announced to the KLTE staff and listeners just one week in advance. Geoffroy related the complications that resulted.
"It was hard at first with the short lead time, as we weren't sure how everything would fit together. The mechanics got confusing. For example, we're going to register certain people today to win, but give the prize away tomorrow, when we announce another prize to be

## "The flexibility of radio allowed us to make changes."

given away the next day, and so on. Fortunately, with Kevin and John's help I can pass the information along and reinforce it with a note posted in the control room."

Why did this promotion develop so suddenly? "We were all prepared to do something else," said Geoffroy, "such as giving away $\$ 10,000$ to one listener. Then this idea came upon us and we then decided the 'It Matters' promotion was really what we wanted to do. The flexibility of radio allowed us to make changes."

Upon initial inspection, the KLTE reverse tradeout promotion seems to be nothing more than a normal tradeout. The unusual free sponsor mentions appear to make perfect sense, however, because of the tremendous sales reaction it generates.

Not only has KLTE coordinated an effective image and recycling promotion but it has also expanded its marketing influence by tying in several of its clients with numerous small prizes, as opposed to offering one big prize in conjunction with only one account.

A promotion such as this may work best in a secondary or tertiary market where word of mouth spreads quickly throughout the business community and where there aren't as many stations to fragment the business impact.

## OUTCUE

## Just Wait Till Next Year

In a moment of utter candor, $3 \mathrm{WS} /$ Pittsburgh Music Director Herb Crowe willingly and unabashedly admitted that the station, after careful, deliberate, and intense debate, and despite certain extreme and vociferous opposition from all sides, solemnly vowed and agreed not to schedule any jello jumps this summer.


RABBITT ON THE RUN - WBBM.FM/Chicago presented an Eddlo Rabbitt concert at the city's Mill Run Theatre, glving away 20 palrs of tickets, T.shirts, caps, and autographed LPs, plus a chance io met Eddie himself. Pictured (l-r) are News/Public Aftairs Oinoctor Lid Crame, Promotion Dinactor Vicki Mann, Eddie, Sarmi Jo Cole, and air personalidies Rick Elliot and Nic St John.


# BREAKERS 

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

## MANHATTAN TRANSFER

Boy From Now York City (Atlantic)
67\% of our reporters on it Add WPRO, KHOW, KOY, WGAR, KSTP, WNAB, WGIR, WCFR, WSBA, WIS, WYMC, KOB, KMED, WAKR, WFDF, KFOR, WASH, WNDB. Heavy rotation: WTMJ, KFQD, WRVA, WMAZ Medium rotation: WCBM, WIP, 3WS, WGY, WBT, WOAI-FM, KEX, WFYR, WCCOFM, phus 20 more. Debuts on A/C chart at No. 30.

## SHEENA EASTON

Modern Girl (EMI America)
63\% of our reporters on it Add WGY, WPRO, WASH, WCCO-FM, WGIR, WCFR, WFDF, WNFL, WSGW, WJON. Heavy rotation: WELI, 97AIA, WCCOAM, WDEF, WRVA, KBAI, KLMS. Medium rotation WISN, KNBR, WSJS, WBEN, WCBM, plus 19 more. Moves 29-28 on A/C chart

## LEE RITENOUR

## Is It You (Elektra)

$59 \%$ of our reporters on it Add KOGO, WOAI-FM, 97AIA, WTAR, WATR, KFOR, WFDF. Heavy rotation WTMJ, WLW, WSM-FM, WCBM, KRKK, WORG, WABZ, WLNH, WNAB. Medium rotation: WCCO-FM, KNBR, KEX, KOY, KPPL, WBT, WASH, WIP, WBEN, plus 28 more. Moves 30-26 on A/C chart.
NEW \& ACTIVE
Recent releases with alrplay reported by at least 20 of our reporting stations are listed in order of thelr activity. The two numbers following each song title indicate how many of our reporters are on the record thls week and of those, how many how many of our reporters are on the record thls week and of those, ho
adged lt this week.
 WATR. Hoovy rotrilin WSB, WBT, WOAI.FM, KMBZ WWMJ, KOL. KLO, WORG. WYMC, WDEF, WJBO. WNEU, KANT.
WJON. M
 KFOD. WHIZ KRMG. KXIC. KGGF. WHBY, Dabut on ACC chart ot No. 29
55OEY SCARBURY "Theme Frem 'Greatest American Hero' (Believe it Or Not)" (Elektra) $55 / 24$ add WBEN, WEL, WIP, WPRO. KPPL KOY, KNBA, WGAR, WHIO, WTMJ, WNAB, WABZ WCHV, WIS, WNDB. WMAZ WYMC, KMED, WAKA, KGGF, WACI, WNFL KMAJ, WSGW. HosY, YOtation: KLOK. WRIE, WRVA. Modlum rotevion KEX WSUS, WDAE, WBT, WLTA WGY, WCBM, KAKK, KRZI, WORG. WSLI. WJBO, WSBA WNEU, WLNH, WEIM, WJON.
WHBC, WKIQ, WHBY. MAUREEN MCG
MEX KSL WLW. WTMJ. KOLO, KLO, WRVA WIVA WFTL WATA WHYY WHBC WFDF KFOC, WDAE. Haavy roterlon: WHAM, WWWE WHIO, WCCOAM, WNAB, WEIM, WGIR, WSBA WDEF, WIS, WNDB. KRZI, KOB, KFOD, KUGN, KRKK. KMED. KGGF WACl, KXIC. WDIF, KMAJ, WJON, WSTV, KRMG, WHIZ. HOId, at No 27 on ACI Chart. KFOD, KUGN, KAKK, CAROLE BAYER SAGER "Stronger Than Before" (Boardwalk) $48 / 4$ edd wis,

WLTA KTMJ. KLMS. Medhum rotetion WBEN. WIP. WOALFM. KEX, KSL KMBZ WA, WNFL WKHM. WATR, WSBA WFTL KOB, KAKK, KGGF, KXIC, WHIZ WJON.
ELTON JOMN "Nobody Wins" (Geffen) $45 / 2$ add KEX
WCCO-FM, WWWE. WLW, KNBR, KPPL, WOALFM, WSM.FM, WBT, WITA. WIP WCBM Whe WCHV. KLMS, Medhum rotetion: WNAB. WRIE WEIM, KFOD, KUGN. KBAI, KLO, KRKK. WHBY, WKIQ, KWOS, WDIF, KMRJ, WJON. WHIZ.
DILLMAN BAND "Lovin" The Night Away" (RCA) $44 / 1$ odd WTAR. Hoavy rotsion: WSUS, WRVA WDEF, Madum rototon KEX WCCOAM. WNAB, WEIM, WHAG. WSBA WIS, WMAZ WYMC, WFIR, KOB, KFOD, KMED, KLO. JAMES TAYLOR "Hard Times" (Columbiel 40, WKIQ, WHBY.
JAMES TAYLOR Hard TImes (Columbia) $40 / 17$ odd KPPL KSL WHIO. WHAG. WLNH. WSBA WDEF. WNDB, WRVA KOLO, KRKK KLMS, KFOR. WKHM. WACI, WHBC, WKIQ Hoevy ROt Ion: 97AIA. WLVA. Medlum rotaston: ALAN PARSONS PROJECT "Time" (Arista) $38 / 13$ add WCCO.FM, WCCOAM WLW, KOY, WEL, WCBM. WORG. WTAR. WIS, WCFR, WHAG, WKHM. WSGW. Heary IORTION WSM.FM, WBEN. WJBO MEdium rotetion: WOAI.FM. KEX. WGY, WINH. WNEU, KFOO, KBAI, KAKK. WFIR. WMAZ WSLI. WCHV. WABZ. WKIQ, KFOR
ENGELBERT HUMPERDINCK "Don't You LOve Me Anymore" (Epic) $37 / 4$ add WWWE WTMJ, WNEU KXIC. Heov roterion: WSE, WLTA Medum rot ilon: KOY. KSL, WCCO-AM, WJON, KLTE, KFOR. WHBC. WKIQ. WNAB. WSBA WFTL KFOD, KMEO
STANLEY CLARKE/GEORGE DUKE "SWoet Baby" (Epic) $35 / 5$ add WIP, WBEN, WNAB. WATR, WJON. Heow roterin WTMJ. 97AIA WMAZ Madhm rotaton: WSM.FM. WELI. WLW, WGAR. WWWE, WCCOAM. WABZ WJBO JUICE NEWTON "Queen Of Hearts" (Copitoll 31/15
JUICE NEWTON "Queen Of Hearts" (Capitol) $31 / 15$ add WBEN. WGY, 97AIA KOY, KMBZ WATR. WJBO. KEX, WLNH. WDEF, WNDE, WFIR. KLO, WDIF, WJON, Heav, rotelion: KOGO, WSB, WRVA. Madtum roteton: WHEC

## аиы <br> NATIONAEAIRPLAY/30 June 5, 1981



HELEN REDDY "I Can't Say Goodbye To You" (MCA) $30 / 3$ sdd KLOK. WTMJ, WIS. Heowy rotation: WNDB WHIO, WCCOAM. MICHAEL JACKSON "One Day In Your Life" (Motown) 3011 add kOLO. Hoevy rotetion: KSL WTMJ S7AIA WAIE, WFTL WKHM, KLMS. Medium rotedon: WPRO, WDAE, KEX, KMBZ. WJON, KFOR. WKIQ. WHEY, WIS, CIIFF RICHARD " KMED. KLO. KAKK.
CLFF RICHARD "Give A Little Bit More" (EMI Americs) 29/3 add WCBM, KRZ], WTAR. Haevy rotetion
WTMJ, KRKK KLO. WEIM. WKHM. Medlum rotelo WTMJ, KAKK, KLO, WEIM, WKHM. MबdiUm rot tion: WBEN, KEX, KNBR. WCCOFM. WHIZ, WINH, WCFR. WNEU. WCHV. MARTY BALIN "Hearts" (EMI America) $28 / 18$ add WCCO-FM, WLW, KOY, KEX, KNBR, WASH. WIP WSGW
 TOM JONE "Darlin
TOM JONES "Darlin" " (Mercury/PolyGram) 27/1 add WATR. Haovy rotrion g7ala WSE, WDEF, WHBC TERRY CASHMAN "Willie, Mickey And 'The DGF, KXIC. KFOR, WFTL WLVA
roteton: WSE. WELI, KMBZ KRKK, KOLO, KLO, KMED, WFTL WNDB, WSBA WATA. WNAB, WHBC KGBF KMA. Medium JOHN \&CHNEIDER "IT'S NOW Or NOV OR' (ScOTt BIOs, 2418 WATA. WNAB, WHBC, KGGF, KMAJ. WABZ WNDE, WSLI, WORG. WRVA KMED, KRKK, WHIZ WKHM. KXIC, WDIF, KMRL WLW, KMBZ, WCCO-AM, WMEU, ANI HALL "Come What May" (A\&M) $24 / 5$ WKHM, KXIC, WDIF, KMRJ. Medium roteror: WBT, KRMG KSL WNAB.
DARYL HALL \& JOHN OATES "You Make My Dreams" (RCA) 23/3 add WFIR. WOWO. WKHM. Heow TOE TION KLMS. WABZ WNEU, WLNH, ModhI ROT UIO : WOAI-FM, WTAE, WFYR WJBO, KAAY, WMAZ WKIQ, WHIZ WEIM. KRKK.
TOMMY JAMES "You're So Easy To Love"' (Millennium) 23/1 add WHIZ. Hoevy roteron: WRVA. Medium JOHP DEN. KER "SAG. WCFA. WFIR, KFOD, KLO, KRKK. WKHM, KXIC, KFOR
JOHN DENVER "Some Days Are Diamonds" (RCA) 2212 sdd WLTA. KSL, KXIC, WHBC. WKIQ. WORG

## Others Getting Significant Action

[^1]GARY U.S. BONDS "This Little Girl" (EMI America) 13/1 add WHAG. Hoavy rotation: WIP, WLNH, WABZ WFIA. Medium rotation: WGAR. WNEU, WOWO, WCHV
CHRIS MONTAN "Any Minute Now" (20th) $11 / 6$ add KOY. KEX. KSL. WEIM. KLO. KUGN. Medwu roterion:
WHBC.
TAFFY MCELRROY "Who's That Look In Your Eye" (MCA) 11/0. Heowr roterion: KXIC. Medium rotarion
DIONNE WARWICK "Some Changes Are For Good" (Arista) $10 / 10$ add WCCOAM, KBAI, WORG
STARK \& MCBRIEN "Home Again... Again" (Lifesong) $10 / 2$ add KLOK, WNEU. Medum rotetion
WHAG.
NICOLETTE LAR8ON "When You Come Around" (WB) 10/0. Medium rotetion: WLTA. WCCOAM. KFOD
BILL WITHERS ' 'I Wont To Spend The Night' (Columbia) 10/0. Medwum roweton kFaD.
STEVE WINWOOD "Arc Of A Diver" (lsland) $9 / 2$ add WABZ KOLO. Hoow rotetort WSM.FM. Medium
MARSHALL TUCKER BAND "This Time I Believe" (WB) $8 / 2$ add WLVA WKIQ Medwm roterion: WBT
ALABAMA "Feols So Right" (RCA) $8 / 1$ edd kov. Medwm rotution WRVA KRMO.

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## How To Shake The Community Affairs Blues

Black radio has had its ups and downs in any form you choose to talk about, but so have all types of radio formats. However, I've made no bones about the fact that if you want something, no matter what it is, you've got to have the drive and determination, plus the professional skills to compete for whatever position it might be. For years, some of us have made excuses about the lack of cooperation on the part of management (mostly white management) helping to cause our lack of achievement in the broadcast industry. Yet the black folk who want to go forward have always found a way to go forward and excel at their chosen profession, whatever it may be.

Because I believe this, it's my pleasure to introduce you to a woman, a black woman, who has the tools needed to succeed in the communications business, and is doing just that. Mildred Gaddis is her name and she works at KMJM/St. Louis. 26 years of age, Mildred is a graduate of Texas Southern University, now working on a masters degree in Political Science from the University of Missouri. Her ultimate goal is to attain a law degree. Previously, Ms. Gaddis was the Manager of Community Relations for the St. Louis Job Corps Center, edited a magazine called Black Focus Houston, and worked in news at кTRK-TV/Houston.


Mildred started her radio career in Houston at KENR, a Country station. Born and raised in Hattisburg, MS, she migrated to Houston, where she resided for six and a half years, and then to St. Louis in 1978. Explaining her position at KMJM, she told me, "My title is Manager of Community Affairs and Information, which means that I am the liaison with the St. Louis community. It also means I
Mildred Gaddis have a part-time news shift, I anchor middays from 9am-2pm. Most of my community work is done after 5 pm and on weekends."

1 wondered why she had left radio for a time to join the St. Louis Job Corps Center. She replied, "I left CBS to do that, because when I arrived in St. Louis I became very disenchanted with what this city had to offer black kids in terms of involvement, in terms of mechanisms that would give them a sense of hope, a sense of dignity and a sense of pride, as well as something that would say to them. there is a need for me to try to better my life."

## Relevance On The Radio

Turning to the topic of her KMJM program. Mildred said, "My show is called 'Sunday Morning Live.' We run Sunday morning live from 7 -10am and we have three separate shows. During the $7-8$ hour, there are two reporters and myself - one is a local news reporter from one of the major dailies, plus my News Director, Bob Hopper. The three of us rehash the news events of the week, the big stories that have transpired from the past Sunday to the current Sunday. We take each issue. discuss it, analyze it, ask questions and comment on those same events. From 8-9am Bob Hopper has his hour; he has guests who may talk about any issue. Last Sunday he had a group from St. Louis that talked about the expiration of the ' 65 Civil Rights Voting Act. Then from 9-10am I come in, and $9-10$ appears to be our largest hour, I'm told!"

I wanted to know what type of guests were featured "It's good to bring the civil rights organizations in, but that's the kind of thing that has been overdone," Mildred began. "I bring them in so they're not excluded, but not every Sunday. What I try to do is bring in issues, the consumer kind of thing. For example, Dr. Wendell Rivers, a
well-known psychologist residing in St. Louis, comes in once a month. He has been traveling to Atlanta twice a month conducting workshops with the parents and families of the slain children. I had him on two or three weeks ago and we talked about the 'Black Family and the Atlanta Case.' When I bring Rivers on next month we'll talk about black psychology, specifically controversy about many black psychologists in this country saying that white psychologists can't do anything for black people. They feel that black people need to go to psychologists and psychotherapists who can identify with them. The consensus is that if you go to a white psychologist or psychotherapist who says, 'I'm colorblind,' then go find somebody else. Along those same lines, Dr. Rivers and I are going to discuss child abuse in
"I try to bring in issues . . . I'm getting into the kinds of things that affect the day-to-day survival of black people in America."
the black community in the next few months. There's a report out saying that cancer is the biggest killer among blacks and is on the increase in women and that it's the No. 1 killer for kids between the ages of $3-14$. We're bringing in doctors and cancer specialists this Sunday to discuss it with our audiences. I'm getting into the kinds of things that affect the day-to-day survival of black peo-
ple in America."

## A Constructive Attitude

At this point I asked Mildred to what she attributes the show's success. "Let me tell you why we're so successful. One of the contributing factors to the people accepting us the way they have is because we are visible and accessible in the community. If people want to call the radio station and talk to Mildred Gaddis, they can talk to Mildred Gaddis. I'm always there to help If they call for information they get it; if we don't have the information desired, we'll bust our ends to get it and call them back."

I asked Mildred what a person in the same community affairs position might do to convince his or her general manager and program director to free up more significant air time for public service. "They must ask, and then have some creative ideas along those lines. I think that it's going to be important for GM's who want to succeed in the area of community affairs to find the best people for the job and hire them; but, they must believe in and also respect them professionally. They must also support the new concept that in 1981 the black community does not want to be talked down to or danced to death by the music. The black community wants to be addressed head-on. They're also going to have to realize that people are concerned about what's happening around them. They do want to know how to make it from day to day - week to week - month to month and, yes year to year. This is specifically true of the black community. I don't care what kind of service business you're in, whether it's radio, the grocery store, or whatever it is, people are demanding more quality and black people are no different."


#### Abstract

Among Mildred's achievements is scooping the network TV show "Good Morning America." Mildred recounted the story: "We are in tune with the news events as well as other things in our city, and it's very important to know what things to stay on top of. The way we scooped national TV was that Mrs. Minnie Ladell filed a very large lawsuit in 1972, along with a group of other black parents in the St. Louis area, against the Board of Education and the State of Missouri. In their lawsuit they alleged that the city was operating a segregated school system. I believe it was back in 1978 that the U.S. District Court here in St. Louis held that the city was operating segregated schools and it was a repercussion of the 1954 decision. The Reagan administration made an offer to try to remedy the problem here in St . Louis. It is of the highest historical significance, and because of that Mrs. Ladell was on 'Good Morning America,' but we had her on the Sunday before she hit the airwaves on the network that Monday morning,'

I asked Mildred about other notable services the show has provided. "There are companies here that specialize in re-hab property, and they work with people in the urban areas where residents have moved out and people don't have much money. These real estate persons were talking about teaching people to make their money work for them. Part of the conversation was about having some security, so if you lost your job you would have some way of surviving. They suggested showing individuals how to get some property, whether it's rental or whatever - you live in one part and rent the rest out. People in St. Louis loved that show "The woman who owns the company called me and said, 'Mildred, a 23 -year-old black woman just walked into my office and told me she heard me on your show and said to me, "Look, lady, I'm 23. I have one baby, I just had an abortion, and I want a better life for my child than I've had for myself. Show me what I need to do. I don't own anything. I'm working now but I might get laid off at any time." Let me tell you what they're doing


## Scooping The Network

> "The black community does not want to be talked down to or danced to death by the music. The black community wants to be addressed head-on."

for this wornan. They've found her a piece of property, a four-family unit where the young lady and her child will live in one unit, the others will be rented, and the other tenants won't know she owns it because the re-hab company will manage it for her. Isn't that beautiful? By the way, the woman makes less than $\$ 15,000$ per year."

As a person who has been around the industry awhile, I am proud that this black woman has made such a positive contribution to humanity in St. Louis. To finally see younger blacks in the communications industry accomplish that which has rarely been accomplished by blacks before is indeed encouraging. You people out there who are still burying your community affairs programs and want to change your direction, call Mildred and get some tips. And a big thanks to Steve Weed, Program Director at KMJM, for letting me know about his secret weapon!!

# Black Radio 

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

STEPHANIE MILLS<br>"Two Hearts" (20th) RICK JAMES<br>"Give It To Me Baby" (Gordy) CHAKA KHAN<br>"What Cha' Gonna Do For Me" (WB) CHANGE<br>"Paradise" (RFC/Atlantic)<br>GRACE JONES<br>"Pull Up To The Bumper" (Island) STANLEY CLARKE \& GEORGE DUKE "Sweet Baby" (Epic) RAY PARKER JR. \& RAYDIO "A Woman Needs Love (Just Like You Do)" (Arista) CAMEO<br>"Freaky Dancin' "' (Chocolate City/PolyGram) GAP BAND<br>"Yearning For Your Love" (Mercury/PolyGram)

## CLIMBERS

BILLY OCEAN "Night (Feel Like Getting Down)" (Epic) 58\% (+4) raporting. Ad ded at WPDO. Medium at WWIN, WXY, WKYS, WDAS, WOIC. WBLX, KOKY, WAIL WTMP. WENN, WGIV, WJMI. WKXI, WVOL WCIN, WDAO, WKWM, WDMT, WBMX, KXAM, KDKO. Hot at WILD, WDIA, WHRK, WTLC, WVON, KDAY, KJLH.
MAZE "Running Away" (Capitol) $56 \%$ ( +6 ) reporting. Added at WKYS, KMJO. Medium at WAMO, WXYV, WKND, WDAS, KOKY. WAIL WENN, WDIA, WANT, WLOU. WJMI, WKXI, WHRK, WOIC, WCIN, WKWM, WTLC, KAEZ, WDMT, WBMX, KSOL, KDKO. KDAY. Hot at WATV, WDAO. KJLH.
FRANKIE SMITH "Double Dutch Bus" (WMOT) 52\% (+2) reporting. Added at WHUR, KXAM. HOt at WWIN, WAMO. WBLX, KOKY, WAIL, WPDQ WDIA, WJMI, WVEE, WHRK, WVOL WWWS, WDMT, WJMO. WVON, WBMX, KSOL KDIA. Medium at WEDR, KMJQ WENN, WKXI, KDKO.
TAANA GARDNER "Heartbeat" (West End) 52\% reporting. Added at WKXI. Hot at WWIN, WAMO, WXYV, WKND, WILD, WKYS, WDAS, WVEE, WOIC, WVON, WBMX, KDKO. Medium at WHUR, WBLX. WTMP, WANT, WLOU, WJMI, WHRK, WVOL. WEDR, WKWM. WTLC, WDMT, KSOL
BILL SUMMERS \& SUMMERS HEAT "Call It What You Want' (MCA) 50\% reporting. Hot at WAMO, WKND, WEDR, KMJQ, WBLX. WAIL, WATV, WTMP. WANT, WJMI, WVEE, WVOL WKWM, KAEZ, WJMO, KPRS, KDIA. Medium at WXYV, KOKY, WPDO. WENN, WJJS, WDMT, KXAM, KSOL.
Q AURRA "Are You Single" (Salsoul) $48 \%(+10)$ reporting. Added at WDMT. Modium at WAMO, WKND, WDAS, WDIA. WJJS, WANT, WLOU, WKXI, WEDR. WOIC, WBMX. KPRS. WJMO. KAEZ. WKWM, WDAO, KLIP, KJLH. Hot at WXY, WILD, WKYS. WGIV.

- STACY LATTISAW ' Love On A Two Way Street' (Cotillion) 48\% (+8) reporting. Added at WAMO, WHUR, KOKY, WTMP, WENN, WKXI, KPRS, WDMT, WJMO, WJLE, WKWM, WDAO, WCIN, KDAY, KDKO. KJLH. Medium at WKYS, WDIA, WANT, WHRK. WJLB, WKWM, WDAO, WCIN, KDAY
WVOL WOIC. WTLC. Hot at WWRL.
LEE RITENOUR "Is It You" (Elektra) 46\% reporting. Added at WAOK. Medium at WILD, WDAS, WBLX, WAIL WDIA. WJJS. WKXI, WHRK, WBMX, KPRS, WVON, WJMO. WDMT, WCIN, KXAM, KSOL Hot at WAMO, WXYV, KOKY, WVEE, KDAY, KJLH.
ISLEY BROTHERS "Hurry Up And Wait" (T-Neck) 44\% reporting. Medium at WAMO, WXY, WILD, KOKY, WAIL. WATV, WPDQ, WTMP, WTLC, KAEZ, WDMT, WJMO. KPRS, KDKO. Hot at WDAS, WDIA, WJJS, WKXI, WJLB, WCIN, KXAM, KSOL.
DEBRA LAWS "Very Special" (Elektra) $44 \%$ reporting. Added at WVEE. WOIC. WJMO. Medium at WXYV, WKND, WILD. WATV. WENN. WDIA, WLOU, WKXI. WHRK. WVOL. WVON, KAEZ. WJLB, WWWS, WDAO, WCIN. Hot at WKYS, WHUR, WTLC.
STRIKERS "Body Music" (Prelude) 42\% reporting. Added at WTLC. Medium at WAMO, WXIV, WILD, WDAS, WAIL WJJS, WANT, WVOL WKWM, WDMT, WJMO, WBMX. KSOL. Hot at WWIN, WENN, WGIV, WVEE, WAOK, WOIC. KDAY.
ONE WAY "Push" (MCA) $42 \%$ reporting. Medium at WAMO. WXYV. WKND, WILD, WBLX. WENN, WDIA. WANT. WLOU. WVEE, WHRK, WVOL. WTLC. Hot at WTMP, WKXI, WEDR, KMJQ, WDAO, WKWM, WJLB, KDKO.

FATBACK BAND "Take It Any Way You Want It" (Spring/PolyGram) 42\% reporting. Added at WHUR. WWWs. Medium at WILD, WTMP, WKXI, WVEE, WVOL WEDR. WOIC, WTLC, WDMT, WJMO, KPRS, WBMX. KDKO, KXAM. Hot at WENN, WGIV, WLOU, WHRK, WDAO.
MASS PRODUCTION "'Turn Up The Music" ' (Cotillion) $40 \%(+2)$ raporting. Ad ded at WCIN. Medium at WKND, WILD, WDAS, WBLX. KOKY. WJJS, WANT, WGIV, WLOU, WJMI, WHRK, WEDR, WOIC. WWWS, WTLC, KDKO. Hot at WTMP, WKXI, WDAO.
LAKESIDE "Your Love Is On The One" (Solar) 40\% raporting. Medium at WWIN. WKYS, WDAS, WBLX, WAIL WPDQ. WTMP, WJJS, KMJQ. KPRS, WBMX. Hot at KOKY, WATV, WGIV, WHRK, KAEZ, WDMT, KDKO, KLIP, KSOL.
WALTER JACKSON "Tell Me Where It Hurts" (Columbia) $38 \%(+2)$ reporting. Added at WDMT. Medium at WWIN, WKND, WWRL. WAIL WDIA, WLOU, WCIN, WDAO. WTLC, WJLB, WJMO, WVON, WBMX, KSOL. Hot at WJMI, WKXI, WAOK, KDAY.
SHALAMAR "Make That Move" (Solar) 38\% raporting. Hot at WDAS. WATV. WPDQ, WJJS. WVEE, WVOL WJLB, WDMT, KPRS, KLIP, KDIA, KSOL. Medium at WKYS. WPDQ, WJJS. WVEE, WVON, KMJM, KXAM.
GINP, WOCCIO "Try It Out" (Atlantic) $34 \%(+6)$ reporting. Added at wVOL Medium at WDMT, WWIN. WXY, WAIL, WANT, WHRK, WVON, KXAM, KDKO. Hot at WILD, WWRL. WHUR, WJMI, WTLC, WWWS, WDAO.
KLIQUE "Love's Dance" (MCA) 34\% (+2) reporting. Madium at WAMO, WKND. WILD, WTMP, WENN, WLOU, WVEE, WHRK, WVOL KPRS, WJMO, KAEZ, WJLB, WTLC. HOt at WGIV, WJMI, KJLH.
SISTER SLEDGE ''Next Time You'll Know"' (Cotillion) 34\% reporting. Medium at WXYV, WDAS. KOKY, WTMP, WDIA, WJJS, WANT, WAOK, WDMT, KPRS, WBMX. WCIN, KDAY, KSOL Hot at WJLB, WGIV, WKXI.
DONNA WASHINGTON " 'Scuse Me While I Fall In Love" (Capitol) 34\% reporting. Added at WJJS, WWWS. Medium at WWIN, WKND. WILD. WHRK, WLOU, WGIV. WDIA. WKWM, WJLB, WDMT, WJMO. KPRS, WBMX, KDAY. Hot at WXYV.
SIDE EFFECT "Make You Mine" (Elektra) 32\% reporting. Medium at WAMO, WXYV. WKND, WILD, KOKY, WATV, WJJS, WLOU. WVOL. WAOK, WCIN. WJMO, KPRS. Hot at KAEZ. KDAY, KXAM.
THELMA HOUSTON "If You Feel It" (RCA) 32\% reporting. Added at WLOU, WENN. Medium at WXYV, WILD, WWRL WDAS. WBMX, WDIA, WVEE, WHRK, WEDR, WKWM, WDMT, WBMX, KXAM. Hot at WGIV.
SANDRA FEVA "Tell 'Em That I Heard It" (Venture) 32\% reporting. Added at WHUR, WANT, WLOU. Medium at WILD, WWRL KOKY, WATV, WENN, WKXI, WVOL WEDR, WBMX. WJMO, WJLB, WKWM, WDAO.
OHIO PLAYERS "Skinny" (Boardwalk) 30\% $1+4$ ) reporting. Added at WAMO. WCIN, WWWS. WBMX. Medium at WGIV, WJMI, WHRK, WAOK, WEDR, WOIC, WJLB. KDKO. HOt at WENN. WDAO, WTLC.

## NEW \& ACTIVE

CHERYL LYNN "Shake It Up Tonight" (Columbia) $28 \%(+4)$ reporting. Added at WTMP, WVEE, WHRK, WKWM, WDAO, KAEZ, WBMX, KDKO. Medium at WDIA, WVOL WAOK, WOIC, WXW. KXAM.
QUINCY JONES "Razzamatazz" (A\&M) $28 \%(+4)$ reporting. Added at WENN. WJJS, WJMI, WEDR, WOIC, KPRS, WTLC. Medium at WBLX, WPDQ, WAOK, WDAO, WJMO. Hot at WCIN, KJLH.
MICHAEL JACKSON "One Day In Your Life" (Motown) 28\% reporting. Medium MI WWIN, WXYY, WKYS, WDAS, KOKY, WAIL WTMP, WDIA, WJJS, WBMX, KPRS. WJLB, KSOL Hot at WWRL
KOOL \& THE GANG "JJones Vs. Jones" (De-Lite/PolyGram) 28\% reporting. Added at WTMP, WDIA, WVEE, WBMX. Medium at WWRL. KOKY, WPDO, WAOK, WJMO. WDMT, WJLB, WDAO, KDKO, KSOL.
RANDY BROWN "If I Don't Love You" (Chocolate City/PolyGram) 26\% repor. ting. Medium at WXYV. WKND, WAIL. WKXI, WVEE, WHRK, WKWM, WVON, WBMX, KSOL. Hot at WTMP, WDIA, WLOU.
UNLIMITED TOUCH "Searching To Find The One" (Prelude) 24\% (+2) reporting. Added at WDAO. WJLB. KXAM. Medium at WWIN, WENN. WDIA, WJMI, WOIC. WWWS. WVON. Hot at WTLC, WAOK.
DENIECE WILLIAMS "It's Your Conscience" (ARC/Columbia) 24\% reporting. Added at WKYS. KAEZ. Madium at WAMO, WJMI, WKXI, WHRK, WEDR, WOIC, WDAO. Hot at WWRL WHUR, KJLH.
ATLANTIC STARR "Send For Me" (A\&M) 22\% reporting. Added at WKYS, WATV. WENN, WDIA. WHRK, WEDR, WJLB. Medium at WPDQ. WVEE. Hot at WWWS, WVON. POINTER SISTERS "Slow Hand" (Planet) 22\% reporting. Added at WWIN, WHUR. KOKY, WJJS, WVEE, WHRK, WDAO, WJLB, KPRS, KJLH. Medlum at WWRL.
ARETHA FRANKLIN "Come To Me" (Arista) $22 \%$ reporting. Added at KOKY. WENN, WVOL. WKWM. Modlum at WKND, WWRL WTMP. WGIV, WLOU, WJLB. Hot at WDAO.
GLADYS KNIGHT \& THE PIPS "Forever Yesterday" (Columbia) 22\% reporting. Added at KOKY, WJJS, WKXI, WVOL. KMJQ. KPRS, KAEZ, WCIN. Medium at WWRL WOIC, WDAO.
BERNARD WRIGHT "Just Chillin' Out" (GRP/Arista) 20\% reporting. Medium at WAMO. WATV, WJJS, WDMT, WJMO, KSOL, KXAM. Hot at KLIP, WKWM, WCIN.
JOE SIMON "Are We Breaking Up" (Posse) 20\% reporting. Medium at WTMP. WENN, WGIV, WLOU, WKXI, WVON, WJLB. Hot at WDAO, WAOK, WOIC.
GINO VANNELLI "Living Inside Myself" (Arista) $18 \%$ reporting. Modlum at WDAS, WBLX, KOKY, WAIL, WTMP, WVOL KMJM, KJLH. Hot at WDMT.
FANTASY "Funky Song" (Pavillion) 18\% reporting. Added at WJJS. WEDR, KAEZ. KXAM. Medlum at WVEE, WOIC, WDAO, WTLC, WVON.

| Black Radio |
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| Hottest |
| June 5, 1981 |


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| Tame Gardner Change |
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SOUTH

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Regionalized Adds EF Hats

Stations are listed by region. Hote ere listed in onder of theli airplay ectivity.


# Opportunities 

## Openings

Openings

## EAST

50.000 watt $A O R$ guperstara eccopting trapee and resumee for posaibte tuturs fult and part-time opent OBP10. NO COHS. EOE M/F. (E-5)
Ca102/Genove, NY hes immediate pert-time/swing opening (CHR). CentralWestem Naw Yorkers. Ter NY

| Syracuse University <br> Announces An Opening For Program Director WAER-FM <br> The Responslbllitles of the Program Director <br> The Program Director is a full-ime employee who reports to the Staton Marager. The Program Director will be responsibte for the ar sound, formating and schoduling of all programs broadcast on WAER. <br> The Program Director will work with five student stath members. <br> OUALIFICATIONS: 8.a. degras minimum, (graduate degree desirable) with reasonabie broad cast expentionce, three years pretarably coltege noncommerciel brosocasting. The candidate should have operated as Program Drector or in similar position. <br> Additional background (desirable, but not renvired): experience in news and public attairs. developriont and fund.rasing. <br> Selary $\$ 15,550$ minimum, attractive fultion benefits avalabie. Applications will be acceoted trrough Fndey, June 12, 1981. Resumes and packground information should be sent to: <br> Thomas A. Hardy, <br> Chairman Search Committee <br> WAER-FM, S.I. Newhouse School <br> of Public Communicalions <br> 215 University Place Box "C"' <br> Syracuse, Now York 13210 <br> EOEIAffirmative Action Employer |
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Prtaburgh's hottost AM/FM combination la looking WEEPWDSY, 107 Sixth St., Pitrsburgh, PA 15222 . EOE M/F. (8-5)
Announcer/Brosdcaster/"Entertainer" We placed over $95 \%$ of our graduates last year. Instructor positions open if you are able to keep ligh interest level and relate the real world to your students, not the collegiate ivory tower Disney World. You need at least 2 years experience in brosdcesting... No experience in teaching required. First phone. We also eaching requirad. Firg phone Americen Ave any 833 Chestnut St Philedelphis Acaderny, 833 Chestnut St, Philadelphia,
PA 19107. (215) 922-0605. (6-12).

WRFY-FM/Resding, PA hos Immediate opening for 8. 12 mid. Jock, AdulvContemporary, Good Day E Posading, PA 19606. EOE M/F. (E-5)

CHR communicetore wher personality needed. Hard work. Production, Selary negotloble. Experience hecesary. TER: Jim Simonetri, WSPK, Box 1703 ,

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WONT/Huntington eccepting tapes for future referance. FUll and par-time. AC atation. TGR: Rod
Grant, WGNT, Box 1539, Huntington, WV 25716. EOE Grant, WG

## Morning Man

for Eastern AOR. If you are a polished enter tainer \& 18-34 orlented, we're looking for the man or woman to make us"1. Nothing less will do. Rush tapes and resumes to Radio \& Records, 1930 Century Park West, "238, Los Angeles, CA 90067. EOE.

WMMB is eeoking expertenced AC ennouncer with
 MA 01247. EOE (6-29)

WLNH AM-FM/Leconte has immediete openino for nowecaster with strong detivery shd reporting. Send
TGR to: Beth Osgood. NO, WLNH. Pergde Ra. TER to: Neth OBgood. NN, WLI
Leconio, NH O3246. EOE MIF (E-29)

8uparatare. Charleaton, WV. Searching for
7-Midnight personality Creative production assential TER to Chuck Geiger. PD. FM1 105,100 Kenswhe Ter rece, St. Albens, WV 25177 . EOE M/F (E-29)

WRTAAIToon. PA ls looking for morning por | sonalty. TER RIO Gres |
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| 18B03. EOE MIF |

Nortivest Now Jarsey attion looking for creative controversial moming mon. TGR Ro Low Wh
Box 1000, Heckettrown, NJ 07840. (6-29)

Moming pro, top 50 NE marker. Only the best. TER to Eastern Broedceating, 1875 Connecticut Ave. NW,
$\mathbf{\$ 1 1 1 4 . ~ W e s h i n g t o n , ~ D . C . ~ 2 0 0 0 9 . ~ N o ~ c a l l s . ~ E O E ~ ( 5 - 2 9 ) ~}$

WEJLScronton, PA noeds exporienced AC entertonner. Strong production, community involvement
TER to Chns Nonon WEJL. 149 Penn Ave., Scranton, PA 18503. EOE MIF (E-29)

50,000 watte Unleashas parr-vima oponing. Rush
TGR to Som Lit clo Kicks 101\%, 218 Ewingville Rd. TER to Som Lit, cio KICKS $101 \%$, 218 Ewingville Rd.
Trenton, NJ O8B38. (IE-29)

Wioa hos opening for profeacolonal news anchor with getrong gothering and withing akills. TGR io N
2 Bole Plaze, Beis Cymyd, PA 19004. EOE (5-29)

## SOUTH

Ahternoon-dive/nows ossistant needed ot 13 KOIL, Good delivery, dependebility e must Grest equipment,
people. TGR to J . Sorrich. Box 6350 , Odesese, TX 79762. (6-5)
ge Magic, top-rated $A O R$ FM neede overnight jock veatordoy. Rush TER to Steve Hass, 98 Magic, 706 N
Seven St., Fr. Plerce, FL 33450 . No calle. EOE M/F. (6-5)

W88×-FM, 100,000 wate rocker, looking for tepes for future fult and par-ime openings. Send TEA to Blill Mortin, Box 31089 , Charieston, SC 29407 . EOE M/F.
$(6-5)$

## Openings

KLBC-FM/EI Doredo, AN hoe immadats opening for earty evening jock. Excellent facilves and bernefite.
No beginners. TER to Chris Jamison, 1904 W. No beginners. TER to Chris Jan
Hillsboro, E! Dorsdo, AR 71730 . (6-5)

Sick of plaving tha hite? Host the morning newsblock at a Nows/Talk station. KARN, Rick McGee, 1501) 661 7500, Box 7521, Little Rock, AR 72214 . EOE M/F. (6-5)

WAAY/Hunteville looking for E-10pm per to Jern Needs to be more turnville, AL 35804, EOE M/F. (6-5)

Evar done a two-person moming show? Would yo like ro? TER to Tom Betes, KYKX, Box 2727, Longview
TX 75606. (214) $757-2682$. EOE M/F, (6-5)

Opening in mid-Floride for e good Contemporery
moming manJPD. TGR to Rudi Gresham, WXVO. 220 E. Hertert Ave., Delend, FL 32726 . EOE M/F. (6-6)

5,000 watt Panhandle Country station has present and future fult and part-ting odenings. TER to Scott
Wileon, KKYN, P.O. Box 147, Pleinview. TX 79072. EOE M/F. (6-5)

Immediste afremoon opening at oldies station. Ex perience and personality a muer. TER to Gary Hous Box 31090 , Amarillo, TX 79120 . EOE M/F. (6-5)

WOW 107, NW Flonde's promiar radio station seeks midday personality with great production. TER to John Centerbury, P.O. Box 2788, Pone bl 32503. EO M/F. (6-5)

WKZL-FM/Greansboro/Winston-Solem, NC seaking seosoned fernale volce with e smile. Send TER and Winston-Selem, NC 27106. EOE (6-5)

Only true personalities need epply. Midday opening WNOXKnoxville. TGR to John E. Dougles, PD, 4400 Whittle Springe Ra, Knowille, TN 37917. EOE M/F

## Top 100 Market FM Rocker

 in Southeast is looking for a morning talent who knows what adult humor is. Good bucks for the right person. Tapes and resumes to: Radio \& Records, 1930 Century Park West. \#239, Los Angeles, CA 90067WCOG/Greensboro Country Aesk to Par tolent/production. 1at phone preferred. NC 27410 EOE M/F. (6-5)

Possible futurs openings at Western Kentucky rovorite Country music station. Good production akils, TGR to WFMW. Deny koeber, Box 338 , Madisonvile,
KY 42431 . EOE M/F. (e-5)

Rock jock needed for 7-midnight for 100,000 watt, Super Tower, top-rated station in second largest metro in state "Kisser" is extremely programming and promotion oriented. Good tape, pro at promotion oriented. Good tape, pro attitude, experience, and ability to fit in, a
must. Fred Baker, KISR, Box 3100 , Ft Smith. AR 72913. (501) 785-2526. (6-5) •

KLSR/Momphis, TX, looking for attarnoon drive/sales person. Experience and enthusiasm a must. TER to
KLSR, Box 400 , Memphis, TX 79245, or cell (806) 258 3511 (5 291

WDOQ/Q102 Devtone Boech, FL has opening for PD. Send TER to Jack Alix, P.O. Box Q102,
Beach, FL 32016. Or cell (904) 256-145e. (6-29)

WGLFTraltehoseee wente moming man to replece "The Blidman." Send TGR to Nod Sn
Tallahosmes, FL 32302 EOE M/F (5-29)

96 Rook - 8uperetere AOR format looking for sharp, telented morning person. TGR to Ne
McNeal, Box 6000 , Montpomery, AL 38192 (E-29)

Award winning nowereem in Amertice most ex chting dity boking for expeninaced pro to nnchor 日vn
ingn. TER to $J . P$. Princherd. ND, KULF, 2100 Trovie Howetor, TX 77002. EOE M/F (5-29)

Buperbtare AOR noede moming personality who con grow with UM. TER to RIek Johneon,
Nowmen Or.. Solom, VA 24163 . EOE M/F (88-29)

Nowe/Bports Director for AM/FM in Eoat TN, AK por
Now depprtmint, Muer do plov bV oloter. TGA to Gnry Morrle, WaUT/WJCW, Box W. Johnson Clity, TN 37001. ( $6-29$ )

## Openings

WLPRMMoblie hae oftemoon opening. Must rasd nows, do production and nun erromation. TER to Alen
Biahop, WIPP. P.O. Box 1944, Mobile, AL 38601. (6-29)

Found one, need enotherl Top production men with great volce. TGA to Mitch Creig, William B. Tan
ner Compeny, 2714 Union Extended, Memphis, TN 38112. No calle. (5-29)

WHHYN-102 needs part-time nowe enchor. Must


WOUT now eccepting TER for alr personalitiee. Muet hove of least 3 years axpenience. Sand TER to (5-28)

WBUN Bun Country la looking for talent Country ax perience not necessory. TGR to PD, Box 781. S Petersburg. FL 33731. No colls. EOE M/F (5-29)

Ownership opportunity available for General Sales Manager with first class full power FM. In the third fastest growing market in the nation, El Paso, TX. We invite aggressive individual whose desire is to get ahead with an expanding broadcast group. Complete responsibility for entire local and national sales effort. Must have sales management experience in recruiting, sales training, co-op. merchandising and day-to-day supervision of sales staff. Salary and sales history, references and resume requested. Send to Box 10341 EI Paso, TX 79994. EOE (6-26) •

WHHYN- 102 noeds full-tme nows anchor/reporter. Minimum 1 ve日r experience streat, on-the-scene, ond
enchor. Send TGR to Hank Schmit, PO. Bo 2744 , Michor. Sond TEA to Hank S

WWSA/WCHY Sovennah is looking for sarious nowe people. Send TER to Tony Hyart, ND, P.O. Box

## MIDWEST

Northesest Ohio's fastest growing FM looking for newsman. TER and writing semples, 1si packege to
Rick Sevors, WOXK, Box 530 , Selem, OH 44460. (6-5)
WRKR/Milwauke Recine needs ND. Send TER to Steve Werren, WRKR, 2200 N. Green Bay Rd., Racine. WS 53405. (6-5)

KATT/Oklohoma City, OK looking for great AOR communicators. Rush your best TER ro: Jetf freund Box 25787, Okle EOE M/F. (6-5)

Future staff opening. Send your TER to Jed Duvali, PD, KIOA, 215 Keo Way. Suite 312 ,
50309 . No Celle please EOE M/F. (6-5)

> Aggressive Broadcast Group looking lor a major news talent to fill a pos
on as News Director at its Midwest tacilly ion as News Director at its Midwest acmen Strong writing. delivery, and managemen ability a must Females and minorities en ASAP to Radio \& Records. 1930 Century Park West, 1240 Los Angeles. CA 90067

WRKR/Milwauke Recine noeds moming drive por sonality. TGR to Steve Worren, WRKA, 2200 N . Green Bay Rd., Racine, WS 53405. (6-5)
WOHK/Ft. Weyne looking for an Besentive Counin communicator. Send TGR to Phil Stmon, WOHK, Box 8000,
(e-5)
KRNA Iowa CIty, 100,000 watt FM rocker, hae itm mediate opening. No beginners please. TGR io Ban
Goynshor, 1027 Hollywood Blvd., Iowe City, IA 52240 (6-5)
WONXEVanmton (Chicogo) aroking pant time and future full-time board anginoara and announcers.
to Ken Koves, woNX 2100 Lem St., Evenston, iL 60202 No collim plamen. (65)

11 rated Midwest pownitioune 10 accopting applice tions for on egoreasive ND. Snnd TGR to Jnson Drake, KFH
M/F, (o-5)

Would you like to become a morning institution?

## 

 bolievibito, human on-air praserilation, you nise the porson were booking for Plense send asveran onamptes of your work, atong with resume and ruterances to Radio a Recorde, 1930 Cintury Prik Wost, "237 Lot
Angoles, CA 90007 EOE M/F. Immedlese opening. Enperienoed PM-dive air
enlomit, Ruath TGR to Don Nordine, 1704 S Cheveriand, Sioux Fnile, SD 57103 . Or coll ( 006 ) 3360000 . EOE M/F Stoux
( $8-20$ )

## Opportunities

## Openings

## Openings

Tolk chow opening in Montene. Selary good. Ap proach unique. Experience a must. No calls. Jim Darby 56.291 2301 Colonil Dr., Helene، MT 69801. EOE M/F (5.29)

billo adding third nowsperson. No beginners, bun | Box 997 . Grand Forky, ND 58201. TER to Tim Burke |
| :--- |

## WEST

Morning communiantor neoded at 50 kw in to Oison. MT 69860 . EOE. (E-5)

Alr staff for FM in Salt Lake City anticipating formet chenge. TGR to Agency, 77 East 7200 S. Stete. Mid
vele. UT 84047. (6-5)

Program Diractor for FM in Salt Lake City en ticipating format change. TER to Agency, 77 East 7200
S . State, Midvale, UT 84047 . EOE. (G-5).
KTOM/Sallnas. CA Country now accepting TER for present and future openinge. Send to PD. Box 81380
Selines, CA 93912 (6-5)

KCRJ.FM/COHTOnwood. AZ noeds weakend an nouncer Immediately. Contact Chrie Oliveroz, ( 802 )
634 -3693. All inquiries confidentat. EOE M/F. (E-6) 634 3693. All inquiries confidentiat. EOE M/F. (e-5)
Are you an edult communicetor whth strong proTER to Stephen Simmons, Box 5068 Bend OR Send EOE M/F (5-29)

Lhe the great outdoors? Talented, hard-working, ND for soutt AOR formet in Jackson Hole. WY. TER to Jeti Woudruff, Box 927, Jeckson Hole, WY 83001 . EOE M/F
$(5-29)$ (5.29)

Pachic Northweate groet mid.valloy KGAL, looking for agoressive person with good pipes and production TER to Bry
MVF (5-29)
KMIX/Modento has Immedlete opening for two weokand Jocke. TER to: Denny St. John. Box 170 ,
Turlock, CA 95380. EOE M/F (5-29)

Profesaional personallese to be part of owinning toem. AOR, AC formote. TER to Rick Scott, KREM AMIFM, Box 8037, Spokene, WA 99203. No cells plesse. EOE M/F (5-29)
Nowe-aports reporter/anchor wanted. Experienced KUHL. Box 186, Sente Marie, CA 93458 . EOE M/F (5-29) KBLF, Red Bluff is looking for MD/eir personalty Country music. TER to: Jim McLaren, KBLF, Box 1010 , Red Bluff. CA 96080. EOE M/F (5-29)
6. 10 pm personality when friendly anergy for CHR 97801 , or call Ro: KAGO, Box 1150 , Klamath Falls, OR
KFMF/Las Veges is looking for part-time pros. TER io: Rick Diego, 1555 E. Fiamingo, Las Veges, NV 89109.
EOE M/F $(5-29)$

Country KUUY/Chevenne has PM dive openings Experienced communicators oniv. Top salary. TER Richard Lee. Box 928, Chevenne, WY. or call (307)
$832-0561$. EOE M/F (5-28)

KVEG/Las Vegea has a rere opening for a top prol TGR only to: Doug Shane, 1555 E. Flamingo, Las
Vegab, NV 89109 . EOE M/F $(5-29)$

KEZR/San Jose is now accepting tapes and resumes for future open ings for on-air and news positions. Threefive years experience helpful. No phone calls please Send TER to. Bob Harlow P.O. Box 2337. San Jose, CA 95109. EOE M/F (6-12)

## Positions Sought

Radio inanagement consultant, programm Angs degree in broadcasting. Reterances ton. Associat SHARLENE WOODS, (213) 936-741e. (6-5)

JACK MONROE, 10 vear pro currontly with KLIF/Dallos, seeks employment in major market. (817) $460-5013$ (8)

7 vear pro looking for good staff position or pro gramming. Midwest or West. Call JOHN. (414)

Broadcaster for Country otation, Southenat Dixie.
13 year veteren. PD/MD/news experience. D. LOREN 13 vear veteren. PD/MD/now
LEWIS, (505) 380-1950. (8-5)

Helpl ire ume for a change... 12 yeers experience
including PD/AM drive and news. FCC first relocate. Cell LARRY, (717) $853-2500$ after $3 p m$. (6-5)
DENNIS JON BAILEY, POImer WRKO, KCBQ. presently WNAP/Indianspolis, Besking Country PD merket - West 1317) 924-6211. (8-5)

Positions Sought

## Positions Sought

Top 10 marker Nows Olrector looking. Expenencead in all formats. Now at WTOPM Weshington. Good trac
record. Call (703) 241-7507, eveninga. (e-6)
y year voteran woeks CHR air slot. PD/MD ex perience. Top 100 markets onity. Family man. All aret considered. Cell SCOTT. (517) 7900984 . (65)

Excellent cophwiter, entertaining personality, ex ceptionally creative. I'm a pro. Prefer near Southern
Georgia. (812) $439-1453$ (6-5)

10 yeera exporionce currentiy PD at KTOQ/Rapld CL Y. 8D, seeking mejor market on-air or medilm marke
PD. DON WIGHT, (605) 343-0888. (e-6)

Crazy man with excellent background and eferences. 5 vears radio and TV Will consider Assis
tant PD. Leave message。 SCOTT. (701) 237-6472. (0-5)

Male DJ. axcallent knowledge of Country music, looking for Country station in Colorsdo. Open to all in surrounding areas. VINCE EVERETT, (312) 8843304.
(8-5)

Former Production Meneger for 8 vears et KMET Los Angeles. with strong emphesis in music GUS (213) 842-9858 (8.5)

Clever, experianced personality seeks communtry minded, real MOR atntion. Currently ovamights and
swing at Northeast powerhouse. (315) 478-6329. (6-5) 10 veara experlence DJ looking for gig at Call DAVE FLEETWOOD, (518) 374 -3392. (6-5)

Proven winner. Perfect for $25,000-50,000$ mark Experienced AM drive and P-B-P. STEVE, (716) 246-2338, before noon. (6-5)

Alr parsonallity with music, programming a pertence seoke medlum morket air work or smaller Southeast. BRAD, (419) 878-3138, after 1Oam. (6-5)
$7 \%$ vears AOR. Expertenced as PD/MD. Recent fo mat change has left me looking. CHR and Country e (6.5) Hot AOR format in development atagee, $25+$ demo aim. JOE COSTANZO, P.O. Box 8027. Le Creacente CA 91214. 16.5

I balieve in croativity and commurity involvement Assiatent MD/production/promotion experience in JIM, (904) 433-2608. (6-5)

But serioualy, folks. didje hear the one bout the taiented producer/rock-jock type waiting for the night
West Coest offer. RANDY MARS, (415) 965-9285. (8-5)
"Please come to Boston..." iney sald, then the jot fell through. Major/medium market on-air/PD ex
Pron
peeks small market station in Northesexperience employed. Wide range of experlence. Merried, no children. BILL KEMBLE, (914) 331-1632. (6-5)

Experlenced Country MD/PD seeks job with a challenge. Your station will sound berter. For more (318) 275-6407. (6-5)

Black tat phone and Broadcast Behool rained. Looking for small market permanent position. BUD (65) (212) B65 math (212) 691-3413 ior (6-5)
verit coordinationotiona department. Over vears with top FM AOR station. Merchendising fund Rd., Louisville, KY 42004. (6-5)

CKLW gunslinger. Ready to be your "1 entertainer Excellent references. Major market pro. For TER cor
tact (519) $258-7965$. (6-6) (68-7565. (6-6)

Wanted: Nows anchor position. 15 vears on-air ex perlence as CHR personality and news. Primarily medium markers. Prer (605) 255 -4842 for TGR. (6-5). JOHN WILLIAMSON

Great mornings $=$ instant ratings and revenue. Me jor market AM drive personality available now. Suc cessful track record, no offer overlooked. Call (609 737-1421. (6-5)

JIM DAREY, PD KBLL/Helena. formar PD KWZ/Boise, also worked et KEEP, WDBO. WORJ and
$\mathrm{Y}-106$, now looking. (406) 277-6997. (6-5)

Help! Well known mejor market moming personality and PD in process of regrouping. No o
ed. Any market elze. (609) 397-8318. (16-5)

Currant on air MO looking. Experience: KORK,
FM, KUTE 102. Call MARK. (702) 731-3253. (6-5)
(817) 281-3789. Call this number if you're looking for solid marning retings and revenue. Major market ox
perience end auccess. All markets considered. ( $8-5$ )

Suxl All nlght alrahtte wonted. Puppy, happy, deper dable. Personallty + . Feer, "ove. Will travel for dace
otier. Sexi Druge. "SPACE", (716) 87e-6509, (e-5)

8 ynore experiance, jockjproduction/eutomavion Firat ticker. Prefer Southem CA. PATRICK WYLLIS
(806) 485-5228. (5-29)

Former Y104 Pitraburgh pereonelity who reeche Rock, ANC, Country end Oldie programmers cell 1218 $478-1208$ or (216) 478 -0440. (5-29)

End your eoerch for a PD now. 6 yeers expertences as air talent, assistant PD, MD, traffic, and a lot more
FRANK, (603) $924-7498$ or ( 603 ) 924.7186 , $15-29$ )

Looking to break loose for winning superstar or pro. LEE ROBERTS, (8021 747.5330 . Not a atar، juat

Street reporter/writing position eought by ex perience, aggresive nuwsman. Hord-working digger,
looking for a change. Currently ND. 16031 772 -3357 ofternoons. (5-29)

West Coest broadcesters: Jock for rent. All amenities, including production. AOR and CHR ex-
penience. Juat cell $(415$ ) 986-9286. (5-28)

STEVE REID, 10 yeara expertence: WODR. WSGN vOXI, Winner International Edward R. Murrow. Ne Ons1 SDX, looking for ND position. (504) 292-8196
918) 934 ( 7898 . (5-29) (19)

Employed but considering offers In Wast and hounta in states. medium markets and personality PD. Call (717) 845-7883. (5-29)

BOB BAKKEN. 7 veere sportecaeting experience looking to relocate to good sports station. P.B.P with
JUCO experience, interviews/reporting. Call (812) 235 2915 for TER. (5 29)

3 yeor Country pro, MD experionce, looking in MD DE, VA and PA. CHR, ALC snd Country preferred. Call MARK. (301) 879-0818. (5-29)

Born-agoln Christian dealros break Into Contam $2 k_{\text {vears Contemporery/Country. MARK, (1919 }}$ 294-2612. (5-29)

Born-again air personaily looking for work in amal (312) $331-4948$ t $15-29$ ) (312) 331 -4948. (1-29)

Young, hard working. competent jock whth degree looking for medium merket experience. 3 years time at
Long liland AC. Reedy now. JEFF, (518) 541-1026. (5-29)

Expenanced announcer. PD. Automation Program. Lest job in Midwest. medium merket. Would like 266-3959. (5-29)

Hard-working. dedicated Asuistant Maneger/PD 20 vears experience, currently employed, seeking GM $846-2685$ or (613) $846-2380$. (5-28)
Alt-RBAL volco sooks on-air work atter June 1at due
'O recoveny from broken faw. Contact "East Bay Hus
ler' FRANK BUTERA at (415) 2231534 " 29 )

## R\&R Opportunities Advertising

Radio \& Records provides free listings (max mum 24 words or 3 lines) in Openings, Positions Sought, and Changes. You may place your tree 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 Week
$\$ 12.00$ $\$ 20.00 \quad \$ 25.00$

## Payable In Advance

Orders must be typewritten or printed and must be accompanied by check. Blind Box ads or Classified Display ads are $\$ 20$ per inch ( 96 words) per week, plus $\$ 15$ per week for postage/handling. $\$ 35$ minimum for Blind Boxes.
Deadline for all Opportunities ads is noon (PST) Thursday.
For Opportunities, call (213) 553-4330 or mail to Radio $\&$ Records, 1930 Century Park West, Los Angeles, CA 90067

# Opportunities 

## Positions Sought

WJIMWIDC ennouncer sooks full or pert-time onnouncing position at omall, medium merket atation. Salary open. Willing to relocste.
HUTCHINS, (517 351-0187. (5-29)
Avallable Immediately. Oynamic morning pareonality/PD. Major market on-sir and programming exconsidered. Cell (817) 281-3769. 15-29)

Operations Manager with over 20 vears broadcost exparionce. all pheses, looking for opportunity in West or Southwest. Cell TOM WALL, (915) 368-2801.. (5-29) JIM KNAPP, former mosite Call (212) 935-0579. (5-29)
Looking for air poaltion in amalUmedium market. Prefer Midwest. Formerty with WXXO/Freeport, IL end
WDUZ/Green Bay. Call CHRIS HANSEN, (815) 235-2421. (5-29)

Aggrasive salea/promo person has Interasting dorwarchooking firm. Call MELANIE, (203) 563-8494. (5-29)
I will plek up your dayperta like no one has before. Perenelity plus. Maior/medium onty inquire. COOKER.
507 4 $454-4291$ or ( 507 ) 454 T775. (15-29)

Wonking Southern CA. Morning personality ream.
Soeking relocation. All offers considered. TGR or re queste, (714) 980-1893. (5-29)
4 veare expertence. CHR. AC end AOR. Good production. One to-one communicstor. Win
gnything. Cell BRIAN, (417) 781-1654. (5-29)

Looking to advance, preferebly MD. 9 vears experience, strong knowledge of AC end Country. Excellent voice, production skills. Looking for nght bucks.
Cell GREG, (207) 783-9280. (5-29)
Sellar, promotion oriented, sports minded. 32, marSollar, promotion orfented, shith chlldren, wamis medium or lerger smell markes
ned win
GM position in West or Sourth. (417) 883-8509. (5-29)

Positions Sought
Experienced redio pro in Chicago, soarching for full or part-time air, production or voice over work. Call
SOREN JENSEN evenings afer 6 . (312) $832-8268$. SOREN JENSEN evenings after 6pm. (312) 232-6268.
$(5-29)$

JERRY "OJ" BTROTHERB, CHR or AVC, currently in Pittsburgh Steeler territory, looking to relocete to town
with pro team. 7 years expenience. (412) 795-1370. (5ith ${ }^{\text {Win) }}$

JAY MICHAELS, WBGN/BIrminghom PD with 3 book winning reck record, now available. (205) 942-4153. 15-29)
TONY STONE, MD KSLQISt. Louls, looking for PD/MD/air talent slot at professional operation.
reedy to help you win. Cell (314) 878-2884, (5-29)

TOM JEFFRIES, 11 vear pro, PDIMD. AM-FM drive KTAC/T a come, WZZP/Cleveland, WDRO/Detroir
WGCUClevelend. Cell (206) 759-8308 envime. (5-29)

Strong P.B-P man seaks aports job at madium market professional station. 5 verrs experience colligge and high school sports. Call MIKE, (507) 4378578 , (5-29)
Former WZUU jock looking to move to CA or FL
414) 282-8230. Call between Bam-2pm CDT. (5-29)

Formorly KCKC and others, MD background in Country. AOR and Contemporary, Seaks ouality eir shith or progremming tum-eroun

Baltimore's AL ST. JOHN, currently looking to ex pand redio coreor. Telented mesor menket pro with 855-2641. (5-29)
There's ari enimal loose - MICHAEL FOXX. Love DC, Batimore, Atc. . (301) 296-2882. (5-29)

Unique, creative and moon-struck seeking AOR promo position or night shift on West Coest. Call BER
NIE ef (213) 396-3706. (5-29)

## Positions Sought

BAM CORNIBH. 6 venrs experlence in $A O R$. now Jszz. (415) 344.3118. (5-29)

Operatlone Manegar/PD evallable Immadiately Multi-formetted programmer. Contect BILL JAMES, NC 27409. (5-29)

Brint young rockar now woakend W8HO/New Oricane seaks high-energy teen slor. Powertul production, vatces, phones, involvernint. (Wn)
Call DAN MCKAY (504) 895-8112. (5-29)

KId from Brooklyn currenty KIKX/Tucson cen grow Kid from Brooklnn currat you. Energetic, versatile, eward-winning, Pock,
whth CCuntry, Fultime anvwhere. STEVEN ELBERG, (602)
$885-8381$. ( 5 -29) 885-8381. (15-29)
Competirive, herd-working and dependeble gal seeke spot in the mid-Attentic or Northesst eres. ExRANDI, (703) 869-2894. (5-29)
DOUG PETERSON ovellable for you. Young, hardworking, dediceted ...Call (319) 352-1200 ext. 306, (5-29)

If you noede personality talker, nowser or NO with e contemporary gut for stories, write J.P. Emerson, 4729

## Changes

RADIO

Carlos San Jose joins wGBS-WLYF/Mismi, FL as Account Executive.
Frank Catalino, former News Direc ror/Reporter/Public Affairs Director et KTNT/Tecoma,
WA, joing KMPS/Seatle, WA as middey anchor/reporter.
Joan Kanter has besn eppointed Account Ex-

## Changes

## RECORD8

Peter Rosenberg ne
Soecislist for RCA Records.
James Grady has been appointed Manage Weshington D.C. Brench, RCA Records
Rend Hoffman has been named Altorney Recorde Section of the CBS Law Deparmen

Mervin M. Witofsky appointed Senior At-

## Miscellaneous

Teenage radio nut would like to heer from other radio
t-shirlaticker collectors too. Merc Stout, RRII, Box 233. Celiton, NJ 07830. (6-5)

Nead record sorvice from all wable CHA, Jazz, and AOR. Call Doug Peterson ot (319) 352-1200, ext 300/209. (5-29)
WNTY neede CHR singlse and albums from sll lobole. WNTY, Box 890, Southington, CT
Dick Bertholomew, (203) 828-0314. (5-29)
WOLO needs record aervice from habele specisilizing in oldiss. Oldie cotaloga erc. are appreciated. Send ro: Mank Robertson, WQLO, 3040 Bound
Beeufor, SC 29902. (5-29)
wCOG/Greensboro needs Country record eantice trom eil major labels. Contact Bill Jones, WCOG, Bo

KYXXUOdesso wants LP service on all lobela. 510 N Uncoln, Odese8, TX 79782. 15-22)
KIIXIFe. Collins, CO needs singles service from a labele for Country. Send to: Chuck Beiley. KIIX, Bor label
2204

WRFs/Alexander Clity, AL noedn rocord servics from
(5-22)

## Maricetplace

## ELECTRIC WEENIE

RADIO'S MOST RESPECTED OU GAG SHEET SIMCE 1970 Di Don Rose. KFRC. "I depend on it more than any other " Gary Owens. KMPC. "Aids the creative. helps the beginne FOR FREE SAMPLES WRITE. The Electric Weenie, P.O. Box 25-866
Honolulu. Hawali 96825 (808) 395-9600
HUNDREDS OF DEE JAYS RENEWED AGAIN THIS YEAR! GUARANTEED FUNNIER! FREE SAMPLES! CONTEMPORARY COMEDY

5804-D Twineing. Dallas, TX 75227

## CABLE-FM

 Get one before they re all gone. Anyone can do int write for complete details from the most successtu Cabte-FM in America.
C.V.l.A. A STEREO STATION Rolling Mills, CA 90274

## R\&R MARKETPLACE ADVERTISING

Payable in advance Orders must be typewritten and accompanied by check. Dne-inch minimum; additional space up to six inches available in increments of one-inch. Plates for R\&R Markelplace (per inch):

|  | Per Insertio |
| :--- | ---: |
| 1 Time | $\$ 30.00$ |
| 13 Insertions | $\$ 25.00$ |
| 26 Insertions | $\$ 20.00$ |
| Volume Rates Avallable |  |

Additional $\$ 1000$ per week charge for Blind Box ads Will include logo or other line ant on ads of iwo inches or more If camera-ready ant provided Oeadine for Marketplace ads is Friday noon two weeks in advance of publication date Marketplace ads are non commissionable

## Submit to Marketplace

RAOIO \& RECOROS 1930 Century Park West
Los Angeles. Callf. 90067 (213) 553.4330

| 为 |  |  |
| :---: | :---: | :---: |
| Radio's most complete personality biweekly. Current artist 8 ios \& update, record facts, daily calendar/almanac, trivia, etc. <br> all AIRSHIFT READYI <br> Sample: Galaxy |  |  |
|  | 80x 20093 R, Long Beach, CA 90801 | (213) 595-9588 |

5 pro 't' call-TALENT
Pro't'call has the jobs that aren't advertised. Most are exclusive listings in all areas of broadcasting. If your job hunting isn't getting results, call the PRO's. Call today! (504) 392-3665

Proiticall Invest in your career.
3700 Rue Delphine
New Orleans. LA 70114

## o'liners

\%.
FREE SAMPLE ISSUE of radio's most popular humor servicel For sample, write on station letterhead to: $0^{\circ} \mathrm{liners}$ 1448-R, West San Bruno Ave., Fresno, CA 93711 or phone (209) 431-1502

Coming this summer, a totally new and unique approach for radio and TV "DAYBREAK" $m$ m from "DAYBREAK", Inc., 4201 Wingren, Sulte 210, irving, Texas 75026.


CHUCK BUELLS
$\qquad$
MANAGERS \& PD's

## D MANAGERS \& PD's

 Need talent? We have sports, play-by-play locks personalitles, PD's, and other spectalized talentwaiting to be part of your team. Inquiries are Wainng 10 be part of your team. Inquirns Pro't'call. 3700 Rue Delphine. New Orleans. LA 70114

[^2]
"nack Page Breakers" are those newer records that have the greatest levet of station activity on any olven week

## KENNY ROGERS

I Don't Need You (Liberty)
$67 \%$ of our reporters on it. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 152 including WKBW, WPGC, KVIL, Z93, WOKY, KIIS-FM, KJR. See Parallels, charts at number 29.

## MOODY BLUES

Gemini Dream (Threshold/PolyGram) $67 \%$ of our reporters on it Moves: Up 14, Debuts 55, Same 38, Down 0, Adds 44 including WFIL, PRO-FM, 940, Y100, KOPA. See Parallels, charts at number 25.

## MANHATTAN TRANSFER

Boy From New York City (Atlantic) $65 \%$ of our reporters on it Moves: Up 48, Debuts 45, Same 29, Down 0, Adds 25 including WKBW, WGCL, 13K, Q103, Q106, KZ93. See Parallels, charts at number 28.

## SHEENA EASTON

## Modern Girl (EMI America)

64\% of our reporters on it. Moves: Up 73, Debuts 22, Same 27, Down 0, Adds 23 including F105, WROR, KXOK, KEARTH, KPLZ, Q103. See Parallels, charts at number 24.

## JOEY SCARBURY

Theme From "Greatest American Hero"
(Believe It Or Not) (Elektra)
$60 \%$ of our reporters on it. Moves: Up 62, Debuts 30, Same 17, Down 0, Adds 28 including WFIL, Z93, WDRO, WHB, WOKY, KIOQ. See Parallels, charts at number 26.

## ALAN PARSONS PROJECT

Time (Arista)
$60 \%$ of our reporters on it. Moves: Up 80, Debuts 10, Same 27; Down 1, Adds 18 including Y100, K FI, KIQQ, V100, KTSA. KEYN-FM. See Parallels, charts at number 27.

## JIM PHOTOGLO

Fool In Love With You (20th)
$59 \%$ of our reporters on it. Moves: Up 68, Debuts 15, Same 38, Down 3, Adds 11 including WOKY, Q103, WICC, KZZP, 13FEA, WXLK. See Parallels, charts at number 30.

Recent releases reported by at least 50 of our CHR stations are IIsted in order of their activity. The two numbers following the song designation indicate the total number of stations reporting alrplay dend of those, the total number of new adds "Moves" indicate how and, of those, the total number of new adds. Moves indicate how many stations moved the record up on their charts, the number of new chart Debuts, how many stations held it the Same Ion to on, add to on 31.31, moved It Down on thelr charts or Added it this week. Complete airplay activity for all songs in New \& Active is listed in the Parallels $\square$ indicates one of this week's "most added" new songs

STANLEY CLARKE/GEORGE DUKE "Sweet Baby" (Epic) 121/16. Moves: Up 61. Debuts 21. Same 23. Down 0, Adds 16 including WKTU, KXOK, WTRY, WICC, KSTAR, WFMF, G100, WNAM, KYNO-FM, FM102.
$\checkmark$ JUICE NEWTON "Queen Of Hearts" (Capitol) 114/34 Moves: Up 15. Debuts 25, Same 40, Down 0. Adds 34 including WBEN-FM, WROR, 293, 94Q, KS95-FM, WHB, WZUU, KYYX, Q103, KOPA
JOE WALSH "A Life Of Illusion" (Asylum) $112 / 7$
Moves: Up 47, Debuts 25, Seme 33, Down 0, Adds 7, WAEB, KLAZ, WSEZ. KJ100, KMJK, KZZP, WRKR, 95KX 14-11, WCKX 14-11, KBEO 7.5 $\boxed{\square}$ POINTER SISTERS "Slow Hand" (Planet) 109/46
Moves: Up 14, Debuts 29, Same 20, Down 0, Adds 46 including KEARTH, KFI, KIQQ. B104, KLAZ. FM100, WMEE, KERN, KYSN, WCIR
OAK RIDGE BOYS "Elvira" (MCA) $107 / 23$
Moves: Up 51, Debuts 12. Same 21, Down 0, Adds 23 including WZUU. KIIS-FM. WKRZ-FM, KINT, WBBQ. WTWR, KIOA, K96, KILE, KDVV. CAROLE BAYER SAGER "Stronger Than Before" (Boardwalk) 98/17. Moves: Up 29. Debuts 13, Same 39, Down 0, Adds 17 including F105. PRO-FM, WPGC, 13K, Q103, WAQY, KFMK, WQRK, KTAC, wgur
ROSANNE CASH "Seven Year Ache" (Columbia) 96/5
Moves: Up 58, Debuts 10, Same 23, Down 0, Adds 5, WHFM, Y103, WKIX. WAYS, KSTT, 940 3-2. KXOK 12-9, KPLZ 16 12, WHYN 15-11, WAAY 1611. KOOL 8 THE GANG "Jones Vs. Jones" (De-Lite/PolyGram) 80/17. Moves: Up 31. Debuts 11, Same 21. Down 0, Adds 17 including PRO.FM, KRLY, Y100, KRLA, KFI, KIIS.FM, Q106, FM100, WDJX, KTKT.
KIM CARNES/Bette Davis Eyes (EMI America)
GEORGE HARRISON/All Those Years Ago (Dark Horse/WB)
STARS ON 45/Medley (Radio/Atlantic)
GINO VANNELLU/Living Inside Myself (Arista)
NEIL DIAMOND/America (Capitol)
AIR SUPPLY/The One That You Love (Arista)
RAY PARKER JR. \& RAYDIO/A Womall Needs... (Arista)
TASTE OF HONEY/Sukiyaki (Capitol)
JOHN LENNON/Watching The Wheels (Geffen)
GARY U.S. BONDSThis Little Girl (EMI America)
DARYL HALL \& JOHN OATES/You Make My Dreams (RCA
REO SPEEDWAGON/Take It On The Run (Epici
RICK SPRINGFIELD/Jessie's Girl (RCA)
CLIMAX BLUES BANDII Love You (WB)
TOM PETTY \&t...The Waiting (BackstreevMCA)
SMOKEY ROBINSON/Being With You (Tamla)
DOTHE WEST/What Are We Doing In Love (Liberty)
SANTANAWinning (Columbia)
LEE RTIENOUR/Is It You (Elektra)
PURE PRAIRIE LEAGUE/Still Right Here... (Casablanca/PG)
ELTON JOHN/Nobody Wins (Geffen)
JESSE WINCHESTER/Say What (Bearsville/WB)
MARTY BALIN/Hearts (EMI America)
SHEENA EASTON/Modern Girl (EMI América)
MOODY BLUES/Gemini Dream (Threshold/PolyGram)
JOEY SCARBURY/Theme From "Greatest..." (Elektra)
ALAN PARSONS PROJECT/Time (Arista)
MANHATTAN TRANSFER/Boy From New York City (Atlantic)
KENNY ROGERS/I Don't Need You (Liberty)
JIM PHOTOGLO/Fool In Love With You (20th)

This chart is based solely on alrplay statistics complied weekly from our CHR reporting statlons. Black circied numbers indicate sligificant upward movement from at least $60 \%$ of our reporters

## MOST ADDED

KENNY ROGERS "I Don't Need You" (Liberty) REO SPEEDWAGON "Don't Let Him Go" (Epic) POINTER SISTERS "Slow Hand" (Planet) MOODY BLUES "Gemini Dream" (Threshold/PG) JUICE NEWTON "Queen Of Hearts" (Capitol)

## HOTTEST

KIM CARNES "Berte Davis Eyes (EMI Americe) GEORGE HARRISON "All Those..." (D. Horse/WB AIR SUPPLY "The One That You Love" (Arista) STARS ON 45 "Medley" (Radio/Atlantic) D. HALL \& J. OATES "You Make My Dream (RCA) Parallel Listings Eegm on Page 36.

Cliff RICHARD "Give A Litte Bit More" (EMI America) $79 / 0$
Moves: Up 41, Debuts 2, Seme 26, Down 10. Adds 0, WBEN-FM 18-14, WZ2P on, WOLF 9-6, KSTAR 20-16, WAAY Moves: Up 41. Debuts 2, Same 26, Down 10, Adds 0, WBEN-FM 18
8-7. WNOX 20-17, KSTT 26-18, KLUC 10-6, WJBO 20-16, KKXL 96.
BILLY SQUIER" The Stroke" (Capitol) 72/12
Moves: Up 25, Debuts 8, Same 27, Down 0, Adds 12 including WPGC, WTIX, CK101, WSEZ, WGRD, KIDD, WJBQ. KPUR, KCBN.
$\checkmark$ REO SPEEDWAGON "Don't Let Him Go" (Epic) 88/58
Moves: Up 3. Debuts 3, Same 4, Down 0, Adds 58 including KRBE, Y100, WLS, WLS-FM, CKLW, KFI, KYYX, WPST, $K \times \times 106$, WNAM.
JIM STEINMAN "Rock \& Roll Dreams Come Through" (Epic/Cleveland Intemational) 68/17 Moves: Up 9, Debuts 16, Same 26, Down 0, Adds 17 including WKBW, KRBE, KBEQ, WOLF, KHFI, WAAY, WOW KYSN, Z102, KATI.
BILLY \& THE BEATERS "I Can Take Care Of Myself" (AHa) $62 / 2$
Moves: Up 32. Debuts 1, Same 27. Down 0, Adds 2. KYYX, KNBQ. WKBW 26-17, JB105 23.20, KIQQ 33-30, WAQY 19-17. WTIX 32-28, 92O 23-20, WISM 24-21, WXLK 15-9.
PHIL COLLINS "In The Air Tonight" (Atiantic) 54/28
Moves: Up 4, Debuts 10, Same 12, Down 0. Adds 28 including 96KX, Q105, CKLW, WZUU, KEZR, WKEE, KINT WOKI, KZ93, KTKT.
. 38 SPECIAL "Fantasy Gir"' (A8M) 53/21
Moves: Up 7, Debuts 2, Same 23, Down 0. Adds 21 including WGCL. WICC, V100, WZOK, WIKS, KJRB, WIGY. WCGQ. WSPT, KODI.
APRIL WINE "Sign Of The Gypsy Queen" (Capitol) 52/11
Moves: Up 13, Debuts 7, Same 21, Down 0, Adds 11, WIFI, Q107, CKGM, WKEE, KEGL, Y103, BJ105, KERN, WIGY, WCGQ, WRKR
STEVE WINWOOD "Arc Of A Diver" (Island) 523
Moves: Up 22. Debuts 4, Same 22. Down 1, Adds 3, Q107, WCKX, WRJZ, KBEQ 10-7, WFLY 26-20, KINT 2420 WVIC 15-10, 14WK 20-16, WXLK 18-15. KOOK 19-15.
GREG KIHN BAND "Breakup Song (They Don't Write 'Em)" (Beserikley) 50/11
Moves: Up 16, Debuts 4, Same 19, Down 0, Adds 11, KRBE, KSFX, KIMN, WPST, WKEE, WCSC, WVLK, KRQ. WGUY, 14WK, KATI.

## Others Getting Significant Action

## ROBBIE DUPREE "Brooklyn Girs"' (Elektra) 48/10

Moves: Up 15. Debuts 2. Same 21, Down 0, Adds 10, WBEN-FM, WIFI, WXKS.FM, WGCL, WFLY, WTIX, WSKZ, KZZX, KVOL, KCBN
AC/DC "Dirty Deeds Done Dirt Cheap" (Adantic) 42/0
Moves: Up 16. Debuts 1, Same 22. Down 3. Adds 0 . Q107 on. CHUM 19-15, B104 1-1, WPST 6-5, KEGL 8-6, KJ100 8-2. WIKS 8-6. KKXX 3-2. KMJK 14-10, WSPT 5-2.

Continued on Page 38


[^0]:    On Warner Bros. Records

[^1]:    PHIL EVERLY
    WSLI. WYMC, KMED. KLO. Heavy roterion: KOY, KLMS. Medme rotevion WBT, WDEF, WRVA WDIF
    
    WIW, WGAR, KAAY, WFIR. WOWO. Medum rotherion. KOGO. KMAJ, KWOS, WKIA KING. WASH. Heevy roteton: WGY QUINCY JONES "Al No Corrida" (A\&M) 17/2 , KM WCBM, KOWO, WKIQ
    WFIR Madwm rot iont WIP, WGAR. KRKK, KRKO. KFOD. WCHV. WABZ WRIE Heavy rotetion: WBEN. WOAI-FM, WLW ROBBIE DUPREE "Brooklyn Girls" (Elektra) 16/10 WA WHIZ WSTV
    WIS. KBAI, KLO. Heev rotedon: WKHM. Medium rotelon WFIR add WHIZ WSTV. KMRJ. WKIQ, WHBY, WLNH, WJBO TERRI GIBE8 "Rich Man" (MCA) 16/6 WSM-FM. WDEF
    WBT, KRMG, WHBC.
    rotetion: WLTA. Medhm rotylon: WSB, KFOR, WSUA. KOOL \& THE GANG "Jon rotelon: 97AIA. Medum roteton: WORG.
    KOOL \& THE GANG "Jones Vs. Jones" (De-Lite/PolyGram) $14 / 5$ ead WGAR. WKIQ KMRJ, WLVA
    KMED. Medtum rotbion WaY. WJBO, WORG. WFIR KFOD
    RNZIY BALLEY "Friends" (RCA) 13/2 add WI8, KXIC. Haovy roterion: WLTA. WSB, WSUS, KRNT, KAMG, Medium

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