

## INSIDE R\&R:

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Combine To Fight
Skyscraper Interference:
Stations team to buy "antenna farm" outside town for improved reception

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KWEN, WOLF Drop CHR
For Country: Tulsa and Syracuse stations jump into the Country swing

## No AM Spacing Answers

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FCC Study Says 9 kHz Spacing Not An AM Cure-All: Only $20 \%$ as many new AM stations as previously predicted would be created

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## WMAL Responds To

Sexual Harassment Suit: Station, GM, and owner ABC deny all charges brought by ex-employee

Bay Area Call Letter Battle Heats Up: KFAX/San Francisco joins KLIV, KSJO, KXRX, and KSFO in escalating controversy

## On-Air Beating Leads PD

 To Resign: KUHL/Santa Maria PD Jeff Randall exits after argument with co-worker provokes incident
## CAMERON, MORRIS

TAKE NEW POSTS

## Cody Consults As Source Restructures

NBC's Source network has completed a significant restructuring, with Sandusky Broadcasting National PD Frank Cody joining the company as Source Affiliate Consultant. In addition, Director of News Jim Cameron becomes Director of Information Programming, and Source newsman (and former AOR programmer) George Taylor Morris becomes Director of Program Administration.
Cody, a prominent AOR programmer for many years and PD at KBPI/Denver in addition to his Sandusky title, told R\&R, "KBPI is a remarkable team, led by Toney Brooks, the best man I've ever worked for. I've been very happy here, and Sandusky has a great future. But the Source offered me a situation I couldn't refuse in terms of satisfying my FRENCH, MERRIN, WILLIAMS PROMOTED

## Three Harte-

 Hanks GM's Become VP'sThree General Managers of Harte-Hanks radio stations, KULF/Houston's Dick French, WSGN/Birmingham's Warren Merrin, and KYND/Houston's Vici Williams, were appointed to additional VP of Harte-Hanks Radio positions, retaining their managerships. Harte-Hanks Radio President Gary Edens, in making the announcement, commented, "These three professional broadcast managers are among the leaders in our industry. All three have made important contributions to our radio operation, and we are pleased to make them officers of Harte-HARTE-HANKS/See Page 20

## $\$ 5$ MILLION PURCHASE PRICES

## Greater Media Buys WBZ-FM, Nationwide Buys WKZL

Two prominent FM stations were sold last week for $\$ 5$ million apiece in unrelated transactions as Greater Media purchased Group W's WBZ-FM/Boston and Nationwide Communications bought WKZL/Winston-Salem from Golden Circle Broadcasting Commenting on the WBZ-FM sale, Westinghouse Radio Divi sion President Dick Harris told R\&R, "This is part of a continuous effort for a further positioning of our desire to build a full


Frank Cody
long-term needs. It's one of those incredible dream opportunities. I'm very proud to be working with them because of the people involved."
Ezplaining his new responsibilities, Cody said, "Radio is like a jigsaw puzzle. If any of the pieces are missing, the picture is incomplete. I'll be available to all Source affiliates to help locate all the pleces and put them together. I'll offer suggestions on ways to best use the Source to enhance the station's programming and air sound, as well as exchanging promotional ideas as I travel to the Source affiliates. I'll also be serving as a liaison in the creative design of future Source programming. I'll be able to go to the markets, find out what's working and what's not, find out their specific needs, and then huddle with the other Source people to develop better programming."

## Outlining

The Structure
Source VP/GM Ellyn Ambrose told R\&R, "I've always thought Frank to be one of the most talented programmers. I think he can provide a great service to our affiliates." Explaining the new Source structure further, she commented, "John McGhan will continue to create all the long and short-term programming. His title (Director of Programs) will not change. George Taylor Morris is coming in as Director of Program Administration. He will now be responsible for all of the Source rock concert programming.

SOURCE/See Page 20

## Asher Adds CBS Division Title;

## Teller Named Columbia Sr. VP/GM

Dick Asher has been named President of the CBS Records Division, taking on Bruce Lund vall's former title in addition to retaining his responsibilities as Deputy President/Chief Operating Officer for the CBS Records Group, according to CBS Records Group President Walter Yetnikoff. Asher, who reports to Yetnikoff, in turn announced that Al Teller has been appointed $\mathbf{S r}$ VP/General Manager of Columbia Records
Teller, who rejoined CBS in January after seven years, taking on the title of VP/Operations, Staff of the Deputy Presi dent/CBS Records Group, will report to Asher in his new position. He will hold total responsibility for Columbia's A\&R and marketing activities. Reporting to Teller are VP/Marketing Joe Mansfield and VP/National A\&R Mickey Eichner.
Teller, credited in Yetnikoff's announcement with bringing an "exceptionally wide range of ex

## McGovern, Stone

Elevated To VP
At Affiliated
Jim McGovern and Brian Stone have been promoted to Vice Presidential positions with Af filiated Broadcasting Inc. Both McGovern, who serves as General Manager for KMPS-AMFM/Seattle, and Stone, presently GM at WHYN/Springfield, MA, will retain their current posts in addition to their corporate VP duties.
A 22 -year veteran of the broadcast industry, McGovern has been GM at the Seattle stations since 1975 . Commenting upon the appointment, he told R\&R: "I feel very happy about it because the people who made it possible are the class of the industry. It's basically a thank you from them for a job well done."

AFFILIATED/See Page 20

FM group. We now have two additional opportunities for FM stations in other markets."

Nationwide General Chairman/CEO Dean Jeffers commented on the WKZL purchase, "We believe the future of radio broadcasting is excellent. That's especially true of stations like WKZL which are maximum power facilities" (WKZL is a 100, 000 -watt AOR). Nationwide GM/Radio Steve Berger added to ReR, "WKZL is a tremendous
tation in a tremendous growth area. With a 10.4 share we don't plan any changes." He also said that Nationwide will continue to seek new acquisitions

Golden Circle President Bob Brown stated, "I feel very confident that Nationwide will make an important contribution to this area in its operation of WKZL. NCI has a solid reputation in the broadcasting world for its service commitment."


Al Teller
perience" to his new position, first joined CBS in 1969 as Assistant to the President/CBS Records Division. After working at Playboy in 1970, he rejoined CBS as Director/Marketing Development, moving up to VP/Merchandising before being named President of UA Record in 1974. In 1976 he established his own financial/marketing con sultancy, and in 1979 reentered the record business as Presiden of Windsong Records.
STATION ALIGNS WITH
CHRISTAL IN COMBO
wrth cklw

## Shafer Named WCZY VP/ Operations

Jim Shafer will move over from his PD spot at Metromedia's WOMC/Detroit to Gannett's Schulke 2-formatted WCZY FM/Detroit on July 6. Shafer, a long-time CKLW/Detroit morning air personality, left the rocker first to program in Buffalo followed by a move to Taft's WGR in sales and then back into programming for Metromedia.

Shafer's new job was created by WCZY President/GM Jim Mulla, who told R\&R, "Dave is one of those hard-to-find PD's whose experience and knowledge of the market span the full and complex spectrum of Detroit radio." Mulla said he was very excited about having Shafer to direct operations, promotion, and talent.

Shafer told R\&R that he has the SHAFER/See Page 20


AAF...Another Summer With Pablo Cruise
"COOL LOVE" IS THE FIRST SINGIE FROM THE NEW FORTHCOMING PABLO CRUISE ALBUM ... REFIECIOR
PABIO CRUISE...SUMMER OF' $81 . .$. ON A\&M RECORDS \& TAPES


KMITIS 947 yourd docicht KMET's Race Against Commercial Time
KMET/Los Angeles is pitting its VP/GM Howard Bloom and Sales Manager Bob Griffith in a motorcycle race over the issue of commercials. The tongue-in-cheek event, set for the Superbowl of Motocross at the L.A. Collseum July 11, is a 94.7-yard dash (tying in with the station's frequency); if "easygoing boss" Bloom wins, Mondays on KMET wIII be commerclal-free. But if "sleazy" Bob Griffith, who "idolizes Herb Tarlek on 'WKRP' and practices handshakes in the mirror," is vic torious, Mondays will have double the commercial load. Somehow the R\&R crystal ball is overcome with the conviction that the VP/GM is the likely winner, but we'll keep you posted.

## Gallagher Promoted <br> At WBCS \& WMKE

Gina Gallagher has been promoted to General Manager of WBCS \& WMKE/Milwaukee, replacing exiting VP/GM Terrell Metheny Jr. (R\&R 6-12) Gallagher had been General Sales Manager for WBCS and National Sales Manager for both WBCS and WMKE.

Gallagher told R\&R, "I set a goal for myself and I tried very hard to take all the steps necessary to achieve that goal. I wanted to be a general manager by my next birthday, which is July 3, and I made it. This reinforces the power of goal-setting in my mind and makes me realize that hard work and dedication do pay off." Gallagher's promotion is effective immediately.
GROSSMAN, THOMPSON PROMOTED

## Dyson Named WVON \& WGCI VP/GM <br> Marv Dyson has been appointed VP/GM of Gan

 nett's Black-formatted Chicago stations WVON \& WGCI. Dyson, a longtime Chicago broadcaster, had worked in sales for the stations for over two years, and had previously served as VP/GM of WJPC/Chicago.At the same time, Maynard Grossman was pro moted from General Sales Manager to VP/Sales at the stations. Abe Thompson, formerly Local Sales Manager, now takes over the GSM position. Velma Brazelton continues as VP/Station Manager of WVON.
HEADING NEW HISPANIC RATINGS EFFORT

## Ridgeway Departs Arbitron

Rip Ridgeway, Arbitron VP/Radio Sales Development, announced his departure from the company to join Strategy Research Corporation. Ridgeway will serve as VP of SRC's Radio Research Division, which is starting up a new U.S. ratings venture.

Strategy Research is a Miami-based firm headed by Peter Roslow, whose family guided the Pulse ratings service. SRC has been conducting Hispanic market research and taking TV ratings in the U.S RIDGEWAY/See Page 14
KSAX, KSJO CALLS IN QUESTION

## KFAX Joins Bay Area Call Letter Battle

The latest station to jump into the call letter fight among San Jose and San Francisco stations (R\&R $6-5$ ) is Agronaut's KFAX/San Francisco. Citing "rhythmic and phonetic similarities," KFAX has asked the FCC to reject the request of KLIV/San Jose to switch its calls to KSAX.

KFAX points out that KLIV's "service area lies completely within the area which receives an KFAX/See Page 14

S8 MILLION TRANSACTION

## Doubleday AOR Empire Expands Into DC With WAVA Purchase

Doubleday Broadcasting purchased longtime Washington, DC are ADR WAVA (licensed to Arlington, VA) from WAVA Ltd. for $\$ 8$ million last week. Doubleday Broadcasting President Gary Stevens commented to $\mathbf{R \& R}$, "This marks the beginning of our move into redeploying as an FM group in the top ten markets. We're very excited about getting into Washington. The station has an excellent image and super people. We're pleased to add WAVA to our group.

Doubleday VP/Programming Bob Hattrik added, "It's a place we've wanted to be for some time. We're not planning any format change. We're anxious to move our systems and procedures to DC We're committed to AOR chain-wide. This move, in combination with the new attention given our Denver FM, solidifies our position as the premier AOR group." Doubleday has achieved considerable ratings success with KWK \& WWWK/St. Louis, WLLZ/Detroit, and KDWB-FM/Minneapolis recent ly.

## KWEN, WOLF MAKE MOVE

## Two CHR's Change To Country

Contemporary Hit Radio stations in Tulsa and Syracuse announced plans to convert to Country for mats this week, with Katz's newly-purchased KWEN shifting to "Progressive Country" and longtime CHR WOLF leaving Syracuse without a CHR outlet upon its changeover

KWEN, formerly owned by Curtis Communica tions, will make its move July 4. Former PD Rhonda Curtis, now programming Curtis's CHR KLAZ/Little Rock, told R\&R, "Dial position and other market fac tors and the need to attract older demos have been cited as reasons for the format switch." KWEN's new GM is Bob Bachman, formerly GM at KTFX across town; while former WYDE/Birmingham PD Dan Spice becomes PD

WOLF will change its format to Country July 13. Newly-appointed GM Dean Edwards, who served as GM of sister station WIKE/Newport, VT, explained to R\&R, "The decision to go Country is the result of my input and that of the owners, Listeners Network. We will be known as 'Big Wolf Country' and will be partially automated. Current MD Bob Mitchell will be staying on as Production Director. Other staff members are also invited to stay with the station. too." However, current PD Rick Gary has exited WOLF, and has been replaced by former WIKE PD Lori Dale, who takes on the title of Operations Manager

## RULE AND DeBARE TO GIVE DEPOSITIONS

## WMAL Denies Sexual Harassment Charges

Responding to a $\$ 20$ million sexual harassment suit (R\&R 5-29), ABC, WMAL/Washington, and station VP/GM Andy Ockershausen have filed replies in D.C. Superior Court denying all allegations brought by Marie Castro-Arrien, Ockershausen's former secretary

The next step in the case comes July 7, when depositions will be taken from ABC President Elton Rule and Charles DeBare, President, ABC Owned AM Stations.

In their response, the defendants claim their con duct was, at all times "lawful, reasonable and in good faith.'

WMAL/See Page 24

## Santa Maria PD Exits After On-Air Attack

A verbal altercation between two station employees touched off an unusual chain of events, including an on-air assault, which ended in KUHL/ Santa Maria, CA Program Director Jeff Randall be ing terminated Monday (6-22).

Randall, who had been with KUHL since November of 1979, told R\&R that he and Irene Salyards, Music Director of automated sister station KXFM, had gotten into a "shouting match during which some four-letter words were used" while Randall was in the middle of a weekend airshift last Saturday (6-20). At 10:15am, about 45 minutes later,

## R? <br> PACE 3 <br> this week... <br> 6-26-81

## MOFFAT COMPLETES

CJJD/HAMILTON PURCHASE
Don Kay named GM from Edmonton sister station

## Page 14

HOUSE TO APPROVE ADVERTISING ON PUBLIC RADIO
18-month experiment would allow 10 stations to test the commercial waters.

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A/C BREAKING RECORDS: A PROMOTION FORUM
Five $A / C$ promotion specialists discuss the maturing of the format as a record-breaking power

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WXKS: AN URBAN CONTEMPORARY PROFILE
PD Sunny Joe White explains the philosophy behind the successful Boston station.

Page 22
WJMO SURVIVES ON AM
Station battles Urban Contemporary and Black FM rivals with strong black orientation

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CANADIAN CONTENTED WITH TOUGH AIRPLAY RULES
CFOX/Vancouver's Don Shafer finds ways to make his AOR format work - even with a hot rotation maximum
of once per day
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FBI ROCKS BOOTLEGGERS WITH 5-STATE RAIDS 185,000 LP's and equipment valued at $\$ 3.5$ million seized Page 14

## features

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| Easy Listening Radio . . 19 | Country |
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## staff



## Washington Report

## Geneva Studies Yield No Clear Choice On AM Spacing Controversy

At least one American participant in the two-month Panel of Experts (POE) meeting that ended last week in Geneva believes the session failed in its attempt to determine whether it would be best for the 28 Western Hemisphere nations in Region 2 to retain 10 kHz AM spacing or vote to shift to 9 kHz when they meet in Brazil this fall.
"I would not say that we came up with a clear result," Association of Broadeast Engineering Standards Executive Director Wally Johnson told R\&R. "I would say that it was a very minimal
study of the three plans."
Johnson believes computer snafus and inaccurate station lists from some countries were the main problems, and that the principal benefit from the experience will be better knowledge of how the U.S. should prepare for the November conference where the 9 kHz issue will be settled.

## FCC Says $9 / 4$ Spacing

## Creates Only 420 New AM's

The FCC has released a study concluding that between 330 and 420 new fulltime stations could be added by converting AM broadcasting to 9 kHz spacing, and moving stations no more than 4 kHz from their present assignments ( $9 / 4$ spacing). Previous indications from former NTIA head Henry Geller were that up to 2000 new stations might be created.
The study was conducted by running computer studies on four of the 12 new channels 9 kHz spacing would create to determine how many new stations could be accommodated. The results were then projected out over all AM frequencies to come up with a nationwide estimate.
On 765 kHz , for instance, the Commission said 27 new stations could be added, concluding, "New fulltime service on this channel would reach over 20 million people."

A second study took the 1000 "most compelling projections of need" from its total list of 3900 needed new AM outlets ( $\mathbf{R \& R}$ $5-22$ ) and tried to determine how many of those needs could be met under the three AM spacing options.
The results showed that under $10 \mathrm{kHz}, 172$ daytimers and 58 fulltime stations could be added. Under the $9 / 4$ plan, the totals would be 209 daytimers and 124 fullime stations. Under the $9 / 9$ plan, in which stations could be shifted up to 9 kHz from their present frequencies, the Cornmission said the new yield would be 239 daytimers and 170 fulltime outlets.

Cautious but less downcast was FCC International and Technical Branch Chief Wilson LaFollette, who told R\&R, "It's not really safe to draw any conclusions yet. It's best to wait until we have some good hard discussions with our people and we can draw some more substantive conclusions."
Although the FCC Commissioners have said they want to see the POE findings before voting on 9 kHz in July, LaFollette acknowledged that the final report from Geneva won't be ready until Geneva won't be ready until
August. But he thinks the FCC staff can put together an adequate analysis of the POE's comparative studies of interference and incompatibility problems under 10 kHz spacing and 9 kHz spacing with maximum shifts for existing stations of 4 kHz or 9 kHz from existing frequencies.

## CONGRESSIONAL RADIO ACTIVITY

Aides to Rep. Thomas Tauke (R-IA) told R\&R just prior to his amendment coming to the House floor Wednesday ( $6-24$ ) that they anticipated no serious opposition.

## The Week In Review

- Panel of Experts comes up empty on 9 vs. 10 kHz issue.
- Houston FM's team to buy new antenna site to combat skyscraper interference threat.
- FCC study concludes fewer new AM's than expected would result from 9 kHz spacing.
- Congressional action includes House readying advertising test for public radio and Senate skirmishes over radio deregulation.


## \$5.2 MILLION ANTENNA FARM PLANNED

## Skyscraper Interference Plagues Houston FM's

The construction boom rapidly adding skyscrapers to Houston's skyline has created an interference nightmare for Houston's FM broadcasters. As a result, nine of the 13 FM stations licensed to the market have joined together in a $\$ 5.2$ million plan to move their antennas to a common tower 15 miles from downtown.
The stations are KLEF, KIKK, KSRR, KFMK, KODA, KILT, KLOL and KRBE in Houston and KYND/Pasadena. Most of the stations presently broadcast from antennas atop the Shell Building in downtown Houston.
But the stations have told the FCC, "Over the last decade, construction of additional buildings in the $500-650$-foot height range has created localized areas of poor reception due to shadowing and multipath interference."

## House Set To Approve Advertising

## Experiment On Public Radio

## Deregulation Survives First Senate Test

The House appeared ready this week to authorize an 18 -month experiment in which 10 public radio stations and 10 public television stations would be allowed to air up to four minutes of advertising per hour.

The 20 participating stations, chosen from a pool of volunteers would be able to air ads that didn't interrupt programming or contain religious or political themes.
A special commission would report back to Congress by October 1, 1983 on the experiment's impact on listeners, viewers, advertisers, underwriters, and programming.

## GOP Leadership Rescues Radio Deregulation

Meanwhile, the GOP Senate

## Washington Street Talk

## Deregulation Appeals Consolidated

The U.S. Court of Appeals for the District of Columbia has consolidated radio deregulation appeals filed by Classical Radio for Connecticut and the United Church of Christ. But action is being held off pending Commission disposition of numerous petitions asking it to reconsider radio deregulation.

## FM Decision By Year's End

Mark Fowler told the Senate Communications Subcommittee to look for a final decision "by the end of the year" on proposals to create two new classes of FM's, allow Class A's to operate on 80 rather than 20 channels, and to reclassify FiM's based on actual operating facilities.

## RAB Los Angeles Move?

Look for RAB to relocate its Los Angeles office following the exit of Jim Ingraham by the end of summer to pursue other interests. Problem is that Beverly Hills landlord is seeking close to double dollars for existing space.

Fowler "Virginian Of The Year"
FCC Chairman Mark Fowler Tuesday night accepted the "Virginian of the Year" award from the Virginia Association of Broadcasters at their convention in Virginia Beach. Until joining the FCC, Fowler was VAB's Washington counsel.
leadership Monday refused to include radio deregulation on a long list of "extraneous" items to be dropped from the budget by agreement with Senate Democratic leaders.
Industry experts were cautiously predicting that an expected move by Sen. Robert Byrd (D-WV) to delete the radio bill on the Senate floor this week would fail.
Both the NAB and NRBA early this week were urging their members to lobby their senators to vote against any attempt to kill the radio deregulation provision.

The stations are already suffering problems from several recent-ly-built skyscrapers, but most frightening is the Allied Bank Plaza building now going up just a few hundred feet from their antennas. One engineer has estimated it will cause varying degrees of interference to $11 \%$ of the stations' service areas.
Complicating the broadcasters' dilemma is the lack of a nearby mountain or a dominant skyscraper as a practical antenna site, as well as no strict FAA rules limiting tower heights in downtown Houston
Consequently, the nine FM's have bought as 76 -acre tract off Senior Road, 15 miles from downtown, and plan to construct a joint 1900 -foot tower.
Technical Chairman of the consortium, known as the Senior Road Tower Group, is Bill Cordell, Chief Engineer of Viacom's KIKK. Cordell told R\&R, "Radio stations in general don't trust each other. So it took nine months of back-and-forth bartering to hammer out an agreement."
According to Cordell, moving the antennas 15 miles creates numerous conflicts and shortspacings with existing and proposed stations, but he believes most of those problems are well on the way to resolution.
In one of the thorniest cases, ABC, owner of KSRR, is trying to arrange for two stations to change frequencies and for another station to physically move its transmitter and antenna to eliminate shortspacings.
Cordell expects the FCC to begin issuing construction permits for the project in July and equipment purchases to start in August.

## Trade Association News

NRBA member stations have elected the following directors by mail ballot: Dick Korsen, WDRC/Hartford; Larry Keene, WWOC/Avalon, NJ; Bernie Bann, WGLD-WOKX/High Point, NC; Bob Herpe, WHLY/Orlando; Ron Kempff, WHIO/Dayton; Tim Ives, WBNQ-WJBC/Bloomington, IL; James Wychor, KWOA/Worthington, MN; Don Berndt, KKNG/Oklahoma City; Gary Grossman, KRKT/Albany, OR; Fred Hildebrand, KVOC/Casper, WY; and Bill Clark, KABL/San Francisco. A Region 7 tie will result in a runoff between Jim Bocock of WSIX/Nashville and Alvin Wood, WASLWTRO/Dyersburg, TN.

## NYSBA Executive Conference

The New York State Broadcasters Association's 20th annual Executive Conference is slated for July 12-15 in Cooperstown, NY. Events include presentations on sales, census impact, FCC and Washington updates, economics and energy sessions, golf tournaments, and broadcast and sports award dinners. Contact: (518) 434-6100.

## Fowler To Address Programmers

FCC Chairman Mark Fowler, a former radio announcer, will address the closing session of NAB's Radio Programming Conference in Chicago on August 19.

## Ménage à Trois.



Marty

CeTHearts ${ }^{99}$ Produced by John Hug
NATIONAL AIRPLAY/30

23-17-10-6



Sheena
Easton
"Modern Girl"
Produced by Christopher Neil.
© © 1981 EMI AMERICA RECORDS, a division of Capitol R
NATIONAL AIRPLAY/30
24-21-17-15

Bill
Wray
"Nothing's
Gonna Change My Mind"
Produced by Ed E. Thacker.
(C)। 19 B LIBERTY RECORDS, a division. of Capitol Records, Inc.

KBFM add
KCPX add
KINT 34-30
WFMF deb 28
KIQQ on
WGH on

LIBERTY



Talking Greeting Cards Send Messages Of Love
Forget singing telegrams. Now you can tell someone you love them with a talking greeting card. Developed by Bob and Janet Bearden, the "Chitter Chatters," as the talking cards are known, are currently available in stationery, record and department stores nationwide.

Here's how "Chitter Chatters' work: A grooved plastic tape containing a recorded message is inserted into the folded card. When you run your fingernail (which acts like a phonograph needle) over the tape, the folded card acts as a resonator, amplifying the spoken message.

The airbrushed, contemporary-style cards come in 16 different designs 12 for all occasions and four for Christmas), each with its own message. For example, the Elvis card (pictured) says, "Love me tender."

For further information, contact Michael Gershman at (213) 278-4930 humorous radio commercials: 1) reatlife sit-coms with eccentric characters, 2) fantasies with totally unrealistic yet identifiable situations. 3) those that use spokespersons (usually noted comics) to sell the product, 4) those with absurd words or cliches that are repeated to the point of overkill, and 5) straight-man interviewers questioning funny-man weirdos.

All humorous radio spots have a twin thrust. WKTU/New York Program Director Dave Reeves, quoted in Marketing Communications magazine, explained it as being "to make people feel better after they've heard the commercial than they did before, and to help them remember the product. Because they associate the product with the good feeling."

There are two pitfalis to consider when producing humorous spots. Care must be taken so that the humor does not overshadow the product message and the humor must mesh with the target audience. But probably the most surprising thing about humorous radio spots is their memorability, as anyone who has heard the now-legendary Stan Freberg spot in which Lake, Michigan was turned into the world's largest ice-cream sundae (created to demonstrate the limitless possibilities of radio as a theater of the imagination), can attest.

Radio Index Intros
"Positioning Question Plus" Program

Radio Index has devised a "Positioning Question Plus" ( $\mathrm{PQ}+$ ) program that enables managers and programmers to isolate, through crosstabulation of daypart data, listener tastes according to dayparts (up to eight dayparts or sub-dayparts); listen-spans (short, medium, or longterm); and core station listening.

Using the "PQ + " can allow you to compare how the listeners in the 6:15-7:50am sub-daypart feel about what's being checked on, as compared to the listeners in the 4:00-5:Q0pm sub-daypart. The "PQ + " can also tell you the differences in responses between your short-term listeners and your longterm listeners as well as whether the listeners who most prefer your station feel differently about questions than those who claim your competitor's station as their station of preference.

The " $P Q+$ " is conducted via WATS line from Radio Index's Phoenix headquarters. Up to 16 demographic or psychographic cells or sub-cells can be printed out, giving you the option of completely customizing your research. The "PQ+" can be delivered within seven days after the fleld research is completed. For further information, contact Todd Wallace at Radio Index at (800) 528-6082.

## MUSIC RANKS FOURTH

## Americans' Eighth Most Satisfying Daily Experience - Radio!

A recent Roper poll found that among 15 items which gave Americans personal satisfaction day in and day out, radio ranked eighth (with a 21 percent response). Family life (72 percent) topped the list, followed by television (48 percent), friendship (47 percent), music (31 percent), reading books, magazines and newspapers (28 percent), home (24 percent) and work (23 percent).

Other responses included socializing (20 percent), meals (18 percent), hobbies (17 percent), cars ( 16 percent), physical exercise ( 15 percent), sports (13 percent), and clothing (six percent). Interestingly, the Roper findings appear to coincide with a recent R.H. Bruskin Associates survey that Americans consider their TV set the most important item in their home. Refrigerators and stoves were the runners-up.

## Fidelipac Issues Phonograph Cartridge Test Report

The results of an independent laboratory test on professional phonograph cartridges have been compiled and issued by the Fidelipac Corporation, which commissioned the report. The 16 -page booklet compares Audio-Technica's "ATP-1," "ATP-2," and "ATP-3" cartridges with slmilar Stanton and Shure models.

The cartridges were tested for output level, vertical tracking force lateral and vertical IM distortion, tracking ability, channel balance, crosstalk, square wave response, and durabillty. A number of charts and photographs are included as well. For free copies of this report, contact Fidellipac at 109 Gathier Drive, Mt. Laurel, NJ 08057

## 3M Communications

 Products Catalog AvailableNearly 150 3M products used by the communications industry are displayed in a four-color booklet currently available from the St. Paulbased firm. The catalog is divided into

four sections: original equipment manufacturing; cable and splicing systems; data processing materials; and transmission, storage, and retrleval systems. For free copies of the 3 M catalog write: Department 1599/3M, P.O. Box 4039, St. Paul. MN 55133.

## 

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 Gilley'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, 'rellin' It Like It was.

## HONE IN ON THE HITS

 "Everlasting Love"
Q105 add 26
WCKX add
WICC add
WAQY add
KLAZ add
WSGN add
K96 add 30
WHHY add
KKXI add

| KRRC add | WFLB deb 34 | WCSC on |
| :--- | :--- | :--- |
| KCBN add | KFI on | WVLK on |
| KBOZ add | KIQQ on | Z104 on |
| KYYA add | KYYX on | 14WR on |
| JB105 30-25 | WBBF on | 95SGF on |
| 94Q 28-24 | WARB on | WCGQ on |
| WAYS 28-23 | WAAY on | WANS-FM on |
| WGUY deb 34 | WBBQ on | KFYR on |
| WACZ 32-28 | 92Q on | KRLC on |
| WFOX deb 28 | WOKI on |  |



Produced by Rick Chertoff

| KHFI deb 26 | K96 26-21 |
| :--- | :--- |
| WOKI 23-20 | KMJK deb 32 |
| KJ100 26-22 | KHYT 32 |
| WAKX 12-9 | WACZ 30-23 |
| KWEN 28-22 | WIGY 28-22 |
| WDJX deb 32 | 95XIL 8-3 |
| KNBQ deb 27 | KSEL 28-24 |



Produced by Bruce Fairbairn
From The Columbia LP "LOVERBOY" JC36762


Produced by Gary Klein for The Entertainment Company
Executive Producer: Charles Koppelman

## Janis in "Under The Covers"

| WXKS-FM add | WSGN add | WFIL on | BJ105 on |
| :--- | :--- | :--- | :--- |
| Q105 add 27 | KERN add | WIFI on | WGH on |
| WGCL add | KELO add | KIQQ on | KJ100 on |
| WHYN add | KCPX deb 40 | KINT on |  |

From The Columbia LP "RESTLESS EYES" FC37360


## Reps

McGavren guild radio


SALES PROMOTION PANEL - Pictured at the recent Broadcasters Pro motion Assoclation (BPA) convention while taking part in a panel discussion entitled "Advertising To Advertisers - Sales \& Promotion Tools That Work," are (l-r) independent researcher Ted Bolton, WCOZ/Boston Promotion Direc tor Jane Norris, WHN/New York Director/Creative Services Pam Cleeland and McGavren Gulld Radio President Ralph Guild, who moderated the panel


Katz Radio

Andy Golding and Gary Maigret have joined the New York office as account execs. Golding previously served as Arbitron's Northeast Regiona Manager, while Maigret comes from the Katz Radio Network
Concurrently. Elizabeth Carey Ewing comes to the Katz Radio Network from her previous post as Na -
tional Sales Manager for WITS/Bos ton.


WKXW-AM\&FM/Trenton, NJ; KDEO/Honolulu, and WFXZ/Buffalo have joined the firm's list of clients.

## Networks/Program Suppliers

## A



KWST/Los Angeles has affiliated with the net, the first time a Century Broadcasting station has done so. Commenting upon the decision, KWST GM Tim Sullivan told R\&R:
'When I managed KHTZ/Los Angeles, we had the Source there and I was very pleased with the service. I like what the Source offers a station. All the people involved are most helpful and professional.'
Warner Bros. recording artists the Marshall Tucker Band will be featured in a recorded-in-concert broadcast to be fed to network affiliates over the weekend of June 26-28 as part of the Source "Top Of The Rock" series


The "Summer Special;" a three hour countdown of the top 30 summer hits of the past two decades, is being offered to all Drake-Chenault client stations for July 5th airing. Produced by the firm's Bobby Rich, the pro gram will also include interviews with the artists whose music is featured


Ed Keane has been named Eastern Sales Manager, coming from his previous post with Blair Radio in New York.

## CBSRAD

'James Beard's Kitchen," a daliy two-and-a-half minute series featuring noted chef James Beard's insights into all aspects of food, will debut on Monday, June 29.

Judson Niver has been appointed Manager/Eastern Sales for the net, coming from her prevlous post as an account exec with the ABC Radio Networks
The net will feature a series of live broadcasts covering Prince Charles's wedding to Lady Diana Spencer over July 28-29.

## 

Rise Jill Miller and Richard Evans will provide coverage of the

Wimbledon tennis tournament from Juine 22 through July 4.


## ABC Entertainment

Dan Lovett has added weekend sportscasting duties to his reguiar weekday broadcasts for the net. His weekend shows will originate from New York, while the weekday programs will continue to come from ABC's Washington radio studlos.

## D.I.R.

RADIO GAME ON FRITTS -Recently-elected NAB Joint Board Chairman and Fritts Broadcasting President Eddle Fritts (left) and Broadcast Center President Bob Harris are pictured concluding an agreement whereby the latter's "Radio Game" scratch-and-match sales/audience promotion will be provided to the eight Fritts stations (WELO-WZLQITUPelo, MS; WNLAAM\&FMIIndianola, MS; KCRIKZRI/Helena, AR; and KMARAM\&FM/Winnsboro, LA) on a market-exclusive basis.


Columbla recording artists Santana will be featured live in concert from Cape Cod on July 4. Over 100 stations will air the broadcast, produced by D.I.R.

## 11D)

Prince Charles's wedding to Lady Diana Spencer will be broadcast live on July 29.

KIKR/Conroe, TX has been sold by Steve Owen to Rigby Owen Sr. and Rigby Owen Jr. for \$235,000.
"Shootin' The Breeze," the black music Interview feature hosted by Jackie McCauley, will now be heard on WENZ/Richmond, the 100th station to carry the 10-weekly two-and-ahalf minute shows.

## 4P Associated Press

The New Hampshire Associated Press Broadcasters recently elected WKXL/Concord's Bob Oakee President. WASR/Wolfeboro's Kathy O'Meary and WSMN/Mashua's Elise Klyse were named VP's
The lowa Associated Press Broadcasters have selected KSCJ/ Sioux City's Paul Gomez President, with KBIz/Ottuma's Kirk Leonard chosen President-elect.
KWKA-KTQM/Clovis, NM VP Robert Coker has been named President of the New Mexico Associated Press Broadcasters.
WVCG/Coral Gables, FL's Les Smith was re-elected President of the Florida Assoclated Prese Broadcasters, with WDAT/Daytona Beach's Emmett Rozier elected Exec. VP.

## RADID <br> WORKS

The "Co-Ed Magazine Radio Diary," a dally series beginning in September, is currently being offered to stations on a barter basis from the L.A.-based firm. The program, produced in association with Co-Ed magazine, will feature mini-dramas involving a fictional radio family through which problems and situations faced by teens are explored.

## People

## Tidewater, VA

Paul Todd has been elevated to Exec. VP/GM for WTJZ-WQRK. A slxyear veteran of the outlets, Todd most recently served as Sales Manager for the stations. Linda Phipps has been upped to Local Sales Manager in the wake of Todd's promotion. She was formerly an account exec with the faclities.

## Schenectady

Paul Colbert has been appointed Manager/Business Affairs for GE Broadcasting's FM Division.

## Boston

Dan McCarney has been named GSM at WITS, coming from cross town WBZ

## New York

Phil Giordano has been promoted to VP/Finance \& Administration at ABC Radio, coming from his previous post as Director/Finance \& Administration of the ABC Owned FM Stations. He is a nine-year veteran of the company.

## Atlanta

John Boyette has been elevated to Controller for the Cox Broadcasting Corporation. A 13-year veteran of the firm, Boyette will retain his present duties as Assistant Treasurer for Cox in addition to his new responsibilities

## THANKS, to all our friends who made KISS-108's Anniversary Party "A Night To Remember."

with special thanks to:



Peter Allen


Thelma Houston


The Fools

## From the

Staff and Management of KISS-108 FM, Boston
"Remarkable!" ROCK•SOUL•DISCO•JAZZ

Atlantic Records M.C.A. Records Motown Records R.C.A. Records and
The Metro


Taste of Honey


The Temptations


Laura Branigan


France Joli


Chrysalis Planning Two Non-Musical Film Ventures
Chrysalis Records' Visual Programming subsidiary has announced plans to produce two non-musical feature films, with production slated to begin in England this fall.

One of the films, entitied "Prick Up Your Ears," is a blography of playwright Joe Orton. The second, "Contagious," is described as a "scifilhorror" story. Both films are budgeted at $\$ 6$ million each.

## Audio/Videocassette Vending Machine Debuts

Inglewood, CA-based Vertex Systems recently unveiled the "Audio/video Tape Dispenser," a vending machine equipped with a reprogrammable point-of-sale electronic message board. Along with this "Times Square-style" electronic billboard, the unit differs from conventional vending machines in that it is operated by a plastic card.
While the initial models, dispensing audiocassettes and blank tape, are currently in production and will be test-marketed in Ralphs Southern California supermarkets later this summer, later models will dispense videocassettes and other high-theft retail merchandise. The firm also plans to test the machines in Arco AMIPM Minimarkets.
Usually, audiocassettes are kept in locked cases, requiring the services

of a clerk with a key. With the "Audio/Video Tape Dispenser," the customer makes a selection, theni goes to the cashier to pay for the item. The cashier's computerized cash register not only handles the sale, but keeps track of the machine's inventory as well. The register also encodes a plastic card, which the customer then puts into the dispenser to vend the selection. The plastic cards are not reusable, but can either be used as receipts or for proof-ofpurchase promotional purposes.

Vertex intends to lease the machines for between \$150-175 per month. Because the units allow advertisers to spend co-op ad dollars at or near the point-of-sale, the firm feels these leasing costs should be easily recouped.

## Coke's Singing Radio Spots Cross-Promote Current 45's

Reminiscent of its 60's singing spots, which featured top recording stars of the day performing "Coke" jingles in their own style, Coca-Cola USA has unleashed a novel series of radio ads, called "sneak previews."

The unusual ads, 90 seconds in length, begin with a CHR artist performing 60 seconds of his or her latest record, segueing into a 30 -second version of the "Have A Coke And A Smile"' jingle, preserving the record's
style. The first artist to take part in ship of rock concerts currently airing the new spots was Chaka Khan, who delivered her version of the Beaties' "We Can Work It Out."
The most distinctive feature of the ads is their cross-promotional quality, allowing a record company to maximize the exposure of a new release by ensuring the song is periormed in the spot for the first time. The recordings are simultaneously released as singles. The "sneak previews" are being used as part of Coke's sponsor
via the ABC and NBC radio networks.

## For The Record

that $\$ 45$ million Wendy's restaurants had planned to spend on local radio (R\&\& 5-29); will instead be going to spot TV, according to corporate officials. Apparently, the initial story, carried in the May issue of Marketing a Media Decisions, was in error. We sincerely regret any in-
convenience this misinformation might have caused.

## Radiophecords

YEARS AGO
TODAY
T dick borel named gm at wCoz/boston
) number one five years aco: "Afternoon delight"
W - Starland vocal Band (Windsong)
WUMBER ONE COUNTRY: "All These Things" - Joe T Stampley (ABC/DOt)
W (Capitol) $\begin{gathered}\text { NUMBE } \\ \text { (CP: "Fly like An Eagle" - steve miller }\end{gathered}$


Sophie Beauvy


Suzette Mahr

## Beauvy Named Ad. Dir.; Mahr To Nat'l Ad Mgr. For Warner Bros.

Sophle Beauvy has been elevated to Director/Advertising and Suzette Mahr has been promoted to National Advertising Manager for Warner Bros. Records. Beauvy most recently served as a Media Planner for the label, having previously held a similar position with the Elsaman, Johns, and Laws ad firm.

Mahr comes to her new post from a media buyer's position with the label. Prior to joining Warner Bros., Mahr directed the in-house advertising operations for a chain of retail record stores. Both Beauvy and Mahr will be based at the label's Burbank headquarters.

## Pro:Motions

## Talmadge, Sherman Form

 Full-Service FirmEntertainment industry veteran Art Talmadge and former CBS Records executive Allen Sherman recently announced the formation of A\&A Associates, a general contracting firm offering a variety of professional services to the record and video industries.

The firm's services range from jacket design, printing, plating, record pressing, tape duplication, marketing, distribution, promotion, publicity, photography, A\&R, business management, personal management, foreign licensing, and legal services, to providing recording studio facilities. A\&A

Associates will be located at 870 Seventh Ave., Suite 348, New York, NY 10019, (212) 581-4680.

## Garrish Upped To VP/Legal \& Business Affairs At Polygram

Elleen Garrlsh has been elevated to Vice President/Legal \& Business Affairs at Polygram Records, coming from her previous post as.Director/Legal \& Business Affairs for the label. Prior to joining Polygram last year, Garrish, a 10-year veteran of entertainment law, had been associated with the Marshall, Morris, Powell, SIIfren \& Cinque law firm.

## Mazzetta Named Nat'I Promo Dir. For First American

Tom Mazzetta has been named National Promotion Director for First American Records, a Seattle-based label. Mazzetta most recently served as National Promotion Director for International Artist Records, having previously been Western Regional Promotion Manager at Mercury and London Records as well as having formerly held local promotion managers posts with Polygram and Mercury in Florida.

In his new post, Mazzetta will operate out of Los Angeles.

# EXCLUSIVE: 

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 for mat 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.
 CONTACT: John Bayliss Russ Wittberger, Al Casey PHONE: (714) 298-3390 Broadcasting
2399 Camino del Rio S., Suite 100 San Diego, CA 92108

## "TOUCH ME WHEN WERE DANCING"



The country has been waiting for a hit single from Richard and Karen Carpenter and here it is-"TOUCH ME WHEN WE'RE DANCING." The first single from the long awaited forthcoming Carpenters album MADE IN AMERICA.

CARPENTERS. "TOUCH ME WHEN WE'RE DANCING" ON A\&M RECORDS \& TAPES

# jesearch <br> "TV commercials showing a listener filling in a diary will be taboo." <br> <br> Diary Promotion Announcements <br> <br> Diary Promotion Announcements Arbitron's New Policy 

 Arbitron's New Policy}

In the last few days a number of you have called to lament Arbitron's recently announced policy change with regard to promotional announcements. Since this is a timely topic, I thought I'd interrupt my series on getting ready to review the Quarterly Measurement results in order to bring to your attention a vital item.

In the past Arbitron has taken various stands aimed at protecting the validity of its data. Its main concern is to discourage promotions or advertisements that might affect diarykeeping. Diary distortion is the most serious offense, resulting in delisting from the relevant Arbitron report. Less serious was the brouhaha over on-air diary announcements, a hot issue more than a year ago. Arbitron is now backing up the stance taken at that time, but broadening the promotional spectrum which will be covered by its policies. Let's look at the specifics.

## New Policy Spelled Out

Arbitron is concerned about biases that might ensue as a result of diary promotional announcements. The new definition of those announcements is "any systematic or stylized message in any medium which uses variations of the phrase 'dear diary,' refers to a diary, a diary survey, Arbitron, or ARB, or refers to the writing down of listening information." While this is a very broad statement of policy; it continues in a vein that has some broadcasters upset. The Arbitron policy reads, "These announcements may be coupled with psychological subtleties" aimed at getting people "to listen at work all day, waking up to a particular station, or having it get you through the day:"

## Effective This Summer

This new policy will be used effective with the upcoming summer Arbitron sweeps. Stations found to have run announcements that meet the above criteria will be dealt with much as were those stations that ran on-air survey announcements. The Arbitron punishment will consist of a notice on the cover of the relevant report, a description of the activity on page five of the ratings book, and the placement of the station's numbers under a line below data for the rest of the market.

## Broadcaster Concerns

While almost no one in the industry is in favor of announcements that might distort the integrity of the data, judging by the calls I've gotten on this issue many of you are not greeting this new Arbitron pronouncement with open arms. There
seem to be two questions - how do you measure "psychological subtleties," and how will Arbitron police this new procedure?

Many stations or formats that encourage long listening spans seem especially upset. John Patton, VP/GM of Bonneville Broadcast Consultants, told $\mathbf{R} \& \mathbf{R}$ he thought it "absurd" that Arbitron might crack down on advertising encouraging long listening spans. Other Beautiful Music syndicators felt similarly. Ken Mellgren, VP/Operations for Schulke Radio Productions, and Steve Trivers of Kala Music voiced concern over how far-reaching this new policy might be. Thinking of specific TV commercials, Mellgren said "I don't think the Patrick O'Neal spot or the Shields \& Yarnell spot could come under this new guideline, but we'll have to wait and see," Trivers was in favor of making the Arbitron research more accurate, but felt, "It's very improper of them to suggest that there's anything wrong with a station advertising itself as a wonderful companion all day long, etc." According to Trivers, "That is not fair to the stations in our line of work, nor is it fair to ethnic or Country stations with loyal audiences.". The representatives of these three Beautiful Music firms all affirmed that they counsel their clients not to run commercials on TV that might make a diary reference or might distort the survey. A commercial reportedly being run by the Atlanta Schulke client, WPCH, was not endorsed by Schulke, according to Mellgren.

Beautiful Music, ethnic, and Country stations apparently are not the only ones concerned about how this new policy will be implemented. Herb McCord, GM/Radio Division for Greater Media, told R\&R on behalf of his largely A/C-formatted stations, "I don't see how Arbitron can get away with this."

## Advisory Council Input

Evidently the Arbitron Radio Advisory Council was consulted by Arbitron before this new policy statement was released. Chairman Tom Hoyt told R\&R that while the matter was not on the agenda at the latest meeting between Arbitron and the Council, "We did discuss it." Hoyt gave the Council members a chance to comment if they had any problems with the stance and apparently no one voiced concern at that time. Trivers, by the way, is a member of that Council.

When asked how he thought Arbitron might be able to enforce the provision that could affect stations attempting to encourage long listening spans, Hoyt said, "I don't think they intend to." He agreed with the other broadcasters to whom

## Q\&A

A number of you have written or called regarding my column on the Arbitron monthlies. An example was Norman Wain, President of the Metroplex group, who wrote to ask, "What can we do to help stem the use of these monthlies in the industry?"

If brcadcasters feel strongly against the monthlies, contacting Mike Membrado at Arbitron (212-887-1406) would be a good place to register feelings. Trade groups like the research committees of the RAB, NAB, and the NRBA could also be useful in taking a stand on this issue.

## Week In Review

## Mediatrend Growth Coming?

Jim Seiler's monthly Mediatrend service may be about to add to its market list. According to company officials, it appears as though Phoenix will be the next market added to the Mediatrend list, perhaps with a July start. In addition, the firm is looking at a Southeastern market where the Birch Report is currently in place as a growth possibility.

## Arbitron Bolsters <br> San Francisco Office

Marv Korach, manager of the San Francisco office for Arbitron Radio, recently announced two personnel moves. David Burrill, who served for approximately 18 months as client service rep in the Bay Area office, has been promoted to account executive. Replacing Burrill in the CSR slot is Bill Rose from WIOQ/Philadelphia. Both appointments are effective immediately.
we talked that Arbitron did have a right to put some teeth into a policy against diary announcements, but that getting into the area of "psychological subtleties" could be sticky

## Sell The Product

To summarize, Arbitron has expanded its policy against advertising or promotions aimed at diarykeepers. Syndicated TV commercials showing a listener filling in a diary, as well as any other attempt to mention a survey or any Arbitron connection, will be taboo. Such announcements, tied into "psychological subtleties" that promote long spans of listening, will earn a station a slap from Arbitron. Generally the industry reaction has been that it's fine for Arbitron to try and stop distorting announcements - no matter what medium they appear in - but there is concern over the vague reference to promotions that encourage long-term listenership. Perhaps Arbitron will, before this summer sweep, clarify this situation to alleviate any fears those of you out there may have.

In the meantime, perhaps Tom Hoyt put it best when he told me, "Let's not get concerned trying to influence diarykeepers this way - let's just sell our product and try to attract the most listeners we can." Isn't that really what advertising promotions are supposed to be all about?

Jhan
Hiber

# FOREIGNER BREAKS THE SILENCE 



WITH THE FIRST SINGLE, "URGENT,"<br>FROM THEIR NEW ALBUM ON ATLANTIC RECORDS AND TAPES.

# What would happen if 250 R\&R reporters were to program Frankie Smith's "Double Dutch Bus?? 

## So far, with the help of the nation's top independent promotion people and these (33) R\&R reporters

| WKTU 19-7 | Z93.28-24 |
| :--- | :--- |
| KRLA 1-2 | Y100 11 |
| KIIS-FM 2-3 | WCKX 19-17 |
| KFRC 4-3 | KFI 23 |
| 13K deb 10 | KJR on |
| KSET-FM 12-5 | WAEB 30-27 |
| KBFM 7-6 | KEEL 11-10 |
| KYNO-FM 8-5 | KLAZ on |
| KIDD 10-5 | G100 deb 21 |
| FM102 11-9 | WBBQ 26-15 |
| KGGI 4-3 | KX104 deb 27 |
| KHYT 14-1 | KERN on |
| WXLK 1-2 | KCPX 36 |
| WXKS-FM 16-13 | WHHY on |
| WPGC 20-10 | FM99 20 |
| CKGM 25-19 | KENI on |
| KRLY deb 22 |  |

## Double Dutch

Bus has
sold over
1,000,000
records
B.B. 43* C.B. 47* R.W. 49*

## It figures to play this hit

olstributed by C.B.S

KAY NAMED GM

## Moffat Completes

 CJJD PurchaseMoffat Communications has completed its purchase of CJJD/Hamilton from CJJD Ltd, following final approval from the Canadian Radio-Television \& Telecommunications Commission (CRTC)

At the same time, the appointment of Don Kay as GM of the A/C-formatted station was announced. Kay had been Sales Supervisor at Moffat's CHED/Edmonton. Present CJJD Sales Manager Wayne Ens continues in that position, while the company hopes that current personnel will also remain

The acquisition of CJJD gives Moffat nine radio stations, with CKLG \& CFOX/Vancouver, CKXL \& CHFM/Calgary, CHAB/Moose Jaw, and CKY \& CITI/Winnipeg rounding out the roster in addition to the aforementioned CHED

## Stuart, Holmes Launch Gold Coast Label

Marv Stuart, Curtis Mayfield's partner in Curtom Records for many years, and former Casablanca Sr. VP and Chocolate City Records founder Cecil Holmes have started Gold Coast Records, to be distributed by Capitol. Stuart will serve as Chair man, based at label headquarters in Chicago, while Holmes, as label President, will work out of Los Angeles.

Gold Coast's first acts are former Curtom recor ding artists Linda Clifford and TTF, with initial product expected shortly.

## LETTER

## "United Front" Against <br> Performers Royalty

Dear R\&R:
I.feel compelled to write an open letter to our in dustry and to those considering the Performers Royalty Bill (pay for play) in the House.

After reading in your May 29 issue Victor Fuentealba's statement that "musicians have to eat," I have to ask, "What would musicians eat if radio played no music?"

Radio stations pay a fee to play music, (ASCAP, BMI) so the statement that radio pays "nothing" for its mainstay is absurd.

Fellow broadcasters, it is time to stand up for our rights. We have given birth to today's music in dustry. We have given it the good times of the past 26 years. Now that times are tough, they have turned around to try and kill their mother. It is pure and simple an example of biting off your nose to spite your face.

Do not stand idle. Contact your Congressman and make your feelings known. If we show a united front, we will not be denied.

And to the music industry, consider a world with no music on the radio. Now tell me where your next meal will come from.

Jay Meyers
Operations Manager WCTC/New Brunswick, NJ

## Ridgeway

Continued from Page 3 and Latin America, as well as doing radio surveys in Puerto Rico. According to Roslow, "Rip is coming aboard to help lay the groundwork for our getting into the radio ratings business here, importing our techniques into the heavily Hispanic U.S. markets." Ridgeway, who begins at SRC on July 13, will be responsible for starting radio surveys this fall in major markets like New York, Los Angeles, Miami, and San Antonio. The firm hopes to expand to approximately 25 markets in 1982. Neither Roslow nor Ridgeway would rule out the possibility that SRC might later enter the general market ratings field.

Ridgeway told R\&R, 'I'll miss the challenges at Arbitron, but the opportunity to import a new, workable Hispanic survey to the mainland is a great opportunity." Ridgeway feels that measurement of the Hispanic listening is a void in the current ratings field, and said he hoped that SRC's personal interview technique would fill that void.


Don Zimmermann, David Chackler, Marshall Blonstein

## Revamped Montage Label Sets Capitol Distribution

Montage Records, recently restructured after severing its ties with WMOT Records, has signed a distribution agreement with Capitol Records. Mon tage is jointly headed by Marshall Blonstein, most recently President of Island Records and longtime VP/GM at Ode; and former Chalice Productions head and WMOT Chairman David Chackler. The label expects its first product to emerge in mid-July.

Capitol/EMIA/Liberty President Don Zimmer mann commented, "We are delighted to handle the distribution of Montage. The track records of both David Chackler and Marshall Blonstein have been excellent, and the entire Capitol organization is excited about the pact.'

## \$3.5 Million Bootleg Bust; Investigation Continues

The FBI reports it seized nearly 185,000 bootleg albums and manufacturing equipment worth more than $\$ 3.5$ million as part of an ongoing antipiracy operation. The confiscations, which included bootleg performances by artists such as the Beatles, Bruce Springsteen, Led Zeppelin, the Who, Elvis Presley the Clash, and the Grateful Dead, took place in New York, Connecticut, Michigan, Wisconsin, and South Carolina

## Santa Maria

Continued from Page 3
Randall said he received a phone call from Salyards's boyfriend, who threatened to beat him up. Randall hung up on him.

Twenty minutes later, the boyfriend appeared at the station, entered the studio where Randall was still on the air and proceeded to slap him repeatedly about the head, blackening one eye. Fortunately, the mike wasn't open, but Randall, who was on the phone with a contestant at the time of the assault, said that station listeners experienced about two minutes of dead air as he recovered from the attack. Soon afterwards, Randall called the local police, charging his assailant with battery

Repeated Reprimands From GM
When Randall arrived at the station on the following Monday, he claims that KUHL owner/General Manager Jim Ranger told him to "drop the charges or leave the station." Outraged over what he perceived as a lack of sympathy on Ranger's part, Randall accepted the termination.
"I felt that I had to stick to my guns in pressing the charge," Randall told R\&R. "Apparently, he felt that it would hurt the station more for me to go to court than to fire me. I fully expected him to back me up as he's always done in the past. It's a good organization and I'm sorry to leave, but I got beat up while I was on-air protecting his license and he wasn't going to do anything about it."

When contacted by R\&R, Ranger corroborated Randall's story, except that he claimed Randall was fired for verbally abusing a station employee, noting that this was not the first time he had reprimanded Randall for his, verbal transgressions.

Randall has now taken a Promotion Director/air personality position with KACY/Oxnard, CA.

## KFAX

Continued from Page 3 interference-free signal from KFAX." KLIV operates with 5 kw on 1590 , while KFAX has 50 kw on 1100.

KLIV's proposed change has also been opposed by KXRX/San Jose. However, KXRX says it will drop its objections if the Commission approves its request to switch to the letters KSJO. But that idea has drawn fire from KSFO/San Francisco, and a settlement still appears distant.

## THANKS! To 34,000 March of Dimes SUPERWALKERS.

THANKS! To the March of Dimes Staff Tom Canar • Doralece Lipoli<br>Rich Rodner - Carmen Ulmer<br>\(\begin{array}{ll}THANKS! \& \begin{array}{l}To the Magic Mountain Staff<br>Bob Bennett \bullet Scott Canon<br><br>Debbie Williams-Erickson \bullet Susan Reisig\end{array}\end{array}\)

THANKS! To the Music Industry Mike Alhadeff • Irv Azoff Joe Isgro • Barry Jay Josephson Scott Kranzberg • Susan Scharf Larry Solters

THANKS! To the Talent Management Mike Gersey • Jim Morey

THANKS! To the Artists, for the appearances, and the shows KC and the Sunshine Band • John Schneider -"The Duke" The Knack's Doug Feiger • Tom Jones Tierra • Boz Scaggs.
Tai Babalonia \& Randy Gardner - Taste of Honey Pure Prairie League

## THANKS! For helping collect \$1,750,000 in Southern California!

## From

Lohman and Barkley, Jim E Ev Kelly, Jack Armstrong \& the Gorilla, Mark Jaylor, Roger Collins, Dave Diamond, Byron \& Jenaka... and the MusicRadio "Ear Force". . .


## STREET TALK

If this week's edition of the "Will Westwood One Buy Watermark?" story can be believed, we may have the final chapter. After last week's denial by Watermark President Tom Rounds, Westwood One now says it has formally withdrawn its offer and "has decided not to proceed with the acquisition." However (and here we go again), Street Talk has learned that Westwood One is actively pursuing the acquisition of another company also in the entertainment industry.

Look for major upper level staff changes at Polygram's New York offices. Apparently the "old line" will be moving aside in favor of some newer, younger, more aggressive people with an eye on getting the company into high gear.

As we went to press, new KWST/Los Angeles morning team London \& Engelman were preparing for their Thursday morning debut (6-25). Word on the street in L.A. was that KRTH, the former home of London $\&$ Engelman, might attempt legal action to keep the AM drive team from doing a second KWST show on Friday. Apparently L\&E's rapid departure from KRTH left a few sore toes, and the attorneys have been going over their contracts with fine-tooth combs.

Spike O'Dell will exit KSTT/Davenport for the morning show at WBT/Charlotte. Replacing Spike at KSTT will be Dave Shropshire from WROV/Roanoke.

KAFY/Bakersfield will not change owners or formats. The reported sale has been put off, and the CHR format will remain intact under PD Joe King and MD Mike Bell. We're guessing that means the "memorial picnic" is off too.

Vicki Leben, most recently with LAX Records, has been named National Director of Singles Promotion for Alfa Records.

Congratulations to one of America's truly great air personalities on his upcoming anniversary . . . Dan Ingram will celebrate his 20th year on WABC/New York next week (7-3). As a salute to Dan, WABC will be commercial-free during his four-hour show that day. Dan will be featuring some classic taped bits from his 20 years with the ABC station along with the biggest hits from the past two decades.

KRLA/Los Angeles VP Art Laboe gets his star on the Hollywood "Walk Of Fame" July 17.

Kelly West, former radio programmer and NE Regional promotion man for Motown for the last $31 / 2$ years, is out and looking ... (212) 533-8499.

## If You Can't Get Hits. . . Play 'Em

Billy Sample, striking Texas Ranger left fielder, has joined the staff of KAAM/Dallas. Working as a regular staff announcer, Billy will perform all the normal duties from spinning the hits to reporting the weather in the $10 \mathrm{am}-3 \mathrm{pm}$ airshift. The duration of his midday adventure is temporary, pending the outcome of the current baseball players strike.

Sample had been broadcasting the latest Rangers information on KAAM since spring training began earlier this year, but with quite a bit more free time on his hands now, KAAM offered him middays and the rest, as they say, is history.

Former MCA Promotion VP Larry King's 18-year-old daughter Tracye Michelle King passed away in Atlanta last week. Those wishing to can contribute to a memorial fund in Tracye's name: Emory University Heart Research Center, c/o Gift Processing, Atlanta, GA 30322. Our condolences to Larry and his family.

Robert John, who had been PD at KROY-FM/Sacramento, has bean named to replace Scott Sherwood as new PD of Y103/Jacksonville.

Paul Zarcone (J.D. Holiday) has exited WXLO(WRKS)/New York, where he had been doing mornings, and he's available. Paul can be reached at (212) 838-0340.

Mark Elliott has departed as PD of WDJX/Dayton, with Joe Dawson named as his replacement from WIRK/West Palm Beach.

Sam Armato is retiring as Music Librarian for WTMJ/Milwaukee after serving 21 years with the station. Sam began his career with WTMJ as a member of the station's studio orchestra. Next month, as he turns 65 , Sam will exit the music library where he used to file sheet music.

Tony Muscolo's telephone number was incorrectly reported in last week's edition of R\&R. To reach A.D. Muscolo Independent Promotions, the correct number is (213) 763-0383.

Congratulations to KXOK/St. Louis PD Lee Douglas and his wife Barbara on the birth of their first child, Jamie Suzanne Douglas. Young Jamie arrived on Lee's birthday - June 15.


JUDAS PRIEST GETS READY TO ROLL - Columbia Records and Judas Priest have agreed to sponsor a race car on this summer's IMSA circuit (including contests at Daytona Beach, Watkins Glen, Mosport and Road Atlanta) The car will be driven by Gary Goodman (on the lett), who is shown looking over "the shell" with (l.r) Columbia s Jim McKeon, Matt (the mechanic), Alan Oreman, and Paul Rappaport of Columbia. Incidenth, the car started out as a stock Detsun 200SX but is being rebuilt by Indy car builder Dave Klym of Fab Car Enginearing.


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# "SUZI" is looking better every week! 

\author{

WBEN-FM 35-28 WJDX on <br> WIFI on <br> KRBE 30-27 <br> KBEQ add 24 <br> WOLFadd WFLY on WPST deb 30 <br> WKRZ-FM add <br> K104 on <br> waOY deb 29 <br> WHYN 22-20 <br> WKEE add 39 <br> WRVQ add <br> KSTAR 27.25 <br> KINT add 28 KBFM on <br> | WJDX on | 95XIL on |
| :--- | :--- |
| G100 on | WCGQ add |
| WBBQ on | WFLB deb 33 |
| WCSC on | FM99 add |
| WGH on | KILE deb 36 |
| KJ100 23-21 | KQIZ-FM on |
| WAKX on | KVOL $24-20$ |
| KERN on | KKRCadd |
| KYNO-FM on KKLS add |  |
| KIOY 23-19 | WRKR add 34 |
| KYSN add | KENI 33-28 |
| KCPX 37-32 | KSLY on |
| WACZ on | KCBN deb 39 |
| WFBG on | KQDI on |
| 14WK on | KOOK on |
| WCIR add | KRLC deb 28 |

}

## Rundy Vanwarmer "SUZA"

Produced By John Holbrook
And Ian Kimmet
For Briggs And Co. Productions


On Warner Bros. Records


## CBS Holds Off ABC For Win

In a tight skirmish, CBS edged ABC for the Nielsen ratings title over the week ending June 21. Again, CBS's Sunday/Monday series strength was the difference, as four of the top seven shows (including "M *A*S*H," No. 1 for the third straight week) fell into that category, offsetting lesser scores for Friday favorites "Dukes Of Hazzard" and especially "Dallas," which skidded to 19 th, possibly because everyone who conceivably wanted to see it saw it the first time around. ABC's 13.5 average rating (as compared to the CBS score of 13.9) was highlighted by high ratings for "Hart To Hart," "Too Close For Comfort," and "Taxi"; while NBC, although scoring a less-than-stunning 12.0, could be cheered by its three top 10 programs, led by "Quincy" soaring 12 places to No. 2. The standings:

| 1 | 1 | M*A*S*H (CBS) | - | 11 | Taxi (ABC) |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 14 | 2 | Quincy (NBC) | 9 | 12 | $20 / 20$ (ABC) |
| 10 | 3 | House Calls (CBS) | 5 | 13 | Three's Company (ABC) |
| - | 4 | Hart To Hart (ABC) | - | 14 | Fantasy Island (ABC) |
| 3 | 5 | Facts Of Life (NBC) | - | 15 | Trapper John, MD (CBS) |
| 2 | 6 | The Jeffersons (CBS) | 8 | 16 | Alice (CBS) |
| 4 | 7 | 60 Minutes (CBS) | 20 | 17 | CBS Reports (CBS) |
| 7 | 8 | Diff'rent Strokes (NBC) | 17 | 18 | Love Boat (ABC) |
| - | 9 | Too Close For Comfort (ABC) | 12 | 19 | Dallas (CBS) |
| 13 | 10 | Dukes Of Hazzard (CBS) | - | 20 Cronkite's Universe (CBS) |  |
| "WKRP In Cincinnati" improved to 29th from 36th the previous week. |  |  |  |  |  |

"WKRP In Cincinnati" improved to 29th from 36th the previous week.

TV "TRIVIALIZES" ROCK \& ROLL - "It's Rock ' $n$ ' Roll," a new syndicated rock trivia TV game show set for a fall debut, will be hosted by comedian Richard Belzer. Teams of rock stars and rock fans will compete for prizes when the show unfolds. Pictured (1-r) are Belzer and producer Arnie Rosenthal.


## Music On TV

Hank Williams Jr. guests on "Merv Griffin" July 3, while Lee Ritenour follows up on July REO Speedwagon appears via videotape on "American Bandstand" June 27 . . "Solid Gold" features guest cohost Johnny Mathis, plus musical guests Rocky Burnette, Rita Coolidge, the Dirt Band, Geraldine Hunt, Teena Marie, and Dusty Springfield. "Solid Gold" has also been set to be transmitted via satellite (courtesy Wold Communications) to all Paramount affiliates with earth stations, as a prelude to Paramount's new quasi-network setup bowing this fall with the new "Entertainment Tonight" show. Over 100 stations are signed to carry "Entertainment Tonight" and the satellite link (with over 60 stations) is regarded as a significant step away from dependence on network programming in the TV field, as such stations will be áble to substitute Paramount programming (or material from other suppliers) for network shows at will.

## VIDEOSCOPE:

VIDEODISC SALES STAGNANT?: While RCA is calling the introduction of its "Selectavision' videodisc system "the most successful product launch in the electronic industry's history," claiming 26,000 units sold by the end of April, a spot check of retailers by Campbell-Ewald, agency for the competing "'Magnavision'' system, reportedly showed "Selectavision" sales to be at a virtual standstill. Furthermore, sales of competing videodisc players weren't doing any better (the competition thought that if RCA's system had taken off, they'd have been able to ride its coattails). Nevertheless, RCA notes by way of comparison that the first year color TV was introduced, only 5000 units were sold, and is therefore pleased with the videodiscs' performance. However, in what may be indicative of "Selectavision" 's success, RCA has put its planned TV spots touting the videodiscs on hold for the summer. . . ISLAND ANNOUNCES VIDEO SUBSIDIARY: Island Records has announced the creation of Island Visual Arts, a subsidiary to be involved in the creation of feature-length films and the acquisition of existing films for videocassette and videodisc distribution. Island Visual Arts is currently producing four films: "Countryman," an adventure film set in Jamaica; "No Place Like Home," the second feature from Perry Hensel, who produced "The Harder They Come;" "They Call That An Accident," a fictlon thriller set in France; and an as-yet-untitled film about the late Bob Marley. Island Visual Arts has also acquired the videocassette rights to "The Harder They Come.". . . TOP 10 VIDEOCASSETTES FOR MAY: According to Merchandising Magazine, the best-selling videocassettes during May were: 1) "Airplane" (holding at the top), 2) "9 To 5" (debuting at number two), 3) "Star Trek - The Movie," 4) "Urban Cowboy" (up eight spots from number twelve), 5) "Caddyshack" (up 19 spots), 6) "'2001 - A Space Odyssey," 7) "Alien," 8) "All That Jazz," 9) "The Blues Brothers" and 10) "Superman." "Xanadu" took the biggest jump, up 22 spots to number twelve, while "The Stunt Man'" debuted at 14th. Other notable leaps were "Smokey And The Bandit II" (up 11 spots to 16) and "Flash Gordon" (debuting at number 22).

# EASY LISTENING RADIO 

## The Bands Play On!

Nostalgia has become very popular in most of our entertainment as a way of recalling the "good ol' days" when the living was easier, or so it seems in retrospect. Part of that free spirit was captured in the Big Band movement of the 30 's and 40 's - which has returned in radio with formats playing music from that bygone era. One of the forces in the revival of the big bands is the well-known trumpet player and band leader Ray Anthony, President of Big Bands 80's. Ray founded an organization that acts as a central distribution facility for all the big band record albums which can be sold direct to the consumer via mail order. As Ray describes it, "This concept of one central location is

> "Eighteen months ago there were fewer than a dozen stations playing big band music. Today, there are about 1000 including it in their formats."
a 'first,' and the reason for it is that major record labels have not been interested in promoting and marketing music of this type. Because of the impact of rock \& roll, and now, country music, the big band aficionado has literally had to search for this kind of music."

According to Anthony, research indicates there is a growing market for big band music, and his organization decided to provide this service dealing with one specific product - big bands. His catalog lists 1200 albums by 160 artists on over 80 record labels, including names like Glenn Miller, Artie Shaw, Count Basie, Tommy and Jimmy Dorsey, among the great stars of the Big Band Era.

Since Big Bands 80's got underway a year ago, it became evident that the need for the success and continuation of big bands would have to come from the young musicians. In order to expand its scope of activities the company requested and received a nonprofit status, with the emphasis on educational activities and the creation of a Library and Hall of Fame to house photos, records, books, and other memorabilia on big bands and jazz.

When Ray formed his organization to perpetuate renewed interest in big band music, it started with a small group of Los Angeles-based bandleaders. It has grown to national prominence with such prominent figures as Harry James, Woody Herman, Alvino Rey, Freddie Martin, Les Brown, Sammy Kaye, and Les Elgart.



In those formative days, Anthony compiled a comprehensive mailing list of big band fans and almost 500 radio stations, then produced an album featuring his own and five other bands playing two tracks each, and shipped this album to all the stations on his list. "The program and music directors were very receptive," he said. "Eighteen months ago there were fewer than a dozen stations playing big band music. Today, I'm happy to say there are about 100 stations including it in their formats." their formats."

Anthony has just shipped the "Big Band Album, Volume III" to 1000 stations around the country. The immediate emphasis of Big Bands 80's will be on newly-recorded projects featuring Ray Anthony and a number of his colleagues in the business. Many radio stations that play big bands have found it difficult to find this music, so Ray's organization will be doing something about that now. The enterprising band leader said, "We will concentrate on not only supplying radio stations with product, but servicing big band consumers as well. If we don't have it, we'll go out and find it."

Looking to the future Ray commented, "My dream is eventually to see a Big Band/Jazz Hall of Fame so all the legendary giants of yesterday, to-

## Flow

General Electric is making changes in two markets: Harry Young will be out as Operations Director at KFOG/San Francisco. Bill Moriyama assumes the dual role of Operations/Public Affairs Director, beginning in July . . . Charles M. Pickering, Sales Manager of WJIB/Boston since 1968, has been named acting General Manager. Both GE stations are programmed by Schulke Radio Productions.

Looks like Metromedia is getting into Easy Listening in Florida with its intention to buy WWBA-FM/St. Petersburg (R\&R 6-12). The $\$ 7$ million offered for WWBA-FM is reportedly the highest price ever paid for any FM radio station in Florida. President Ed Winton has been running the Beautiful Music format, programmed locally, for many years. Consistent strong ratings in the market made the station an attractive property.

Many stations are getting away from the description Beautiful Music and repositioning themselves as Easy Listening. Could be that the broadcaster's attempt to get away from the "background" image will eventually put the industry term "Beautiful Music" to rest at Format Lawn.

## - Big Band music is booming as more and more stations turn to the format.

> - Big Bands 80's helps radio stations find the classic (and new) big band material they're looking for.

## - WHTG-FM, WDDW, and KMPX describe their Big Band approaches.

- Changes at GE Easy Listening stations.
day, and tomorrow will remain a part of our musical heritage forever."

For more information you can contact: Big Bands 80's, 9288 Kinglet Drive, Los Angeles, CA 90069.

## Swinging Across The Country

We've received mail from some of the radio stations who discovered big bands fit right in with their current programming philosophies, WHTGFM/Asbury Park, NJ; WDDW/Johnston City, IL; and KMPX/San Francisco.

Serving the North Jersey Shore, by day WHTG-AM \& FM simulcast Easy Listening music. But at night, the FM station swings with "Music To Remember" - rhythms of the Big Band Era of the 30's, 40's and 50's. The station's Music Director Philip Kohn reports that WHTG pioneered daily broadcasts of big bands in the Metropolitan Area, beginning in August 1977, having recognized at a very early stage the resurgent interest in the music.

From the Midwest, Jay Pearce, Operations Director of WDDW ("Double D"), says his station fits in somewhere between Adult/Contemporary and Beautiful Music. He told me, "We are a 250-watt daytimer fully dedicated to adults. About three or four times a year there's our 'Big Band Weekend' . . . we have developed a way to give our listeners some nostalgia without interrupting our format. Recently our programming added some vintage comedy and we hauled in a Victrola to crank out some old 78's."

I heard from "The Band Leader" - KMPX in the Bay Area, where Croix Pitzer is the Program Director. He informed me, "My dad was a big band leader for the Kings Of Tempo during the wild and wonderful years from 1912-1927. Dick Powell was his vocalist and at one time Paul Whiteman worked with my father."

Commenting on the KMPX format, Croix said, "The variety of music was created from songs between 1939 and the present, and originated at the Drake-Chenault syndication firm." The big band is part of each quarter-hour, as the Program Director explains: "Each one is specially bullt for the musical imagery we are seeking as we blend sounds of several eras. As a counter harmony we are using the later bands, including the Elgarts, Covington, Heath, May - as well as the best material from the emerging big bands like Pat Longo, Johnny Catron, and Keith Williams. The vocal is supplied by the established standard artists and those powerful performers associated with Vegas and the great showplaces of the world."

With all the talk we're hearing about the population getting older, and Torbet Radio informing us that the most requested demos for the first quarter of this year's national business were 25-54, the big band may well have come into its own the second time around.


## The "Public Figure" Catch 22

Our legal system is geared to determine what is or isn't legal to the letter of the law, but that isn't the same as determining what is right or wrong. People who have committed crimes often go free because of fouled-up paperwork, inept defense, or prosecution that results in dismissals, and so on. The naive among us may feel the courts exist to determine whether wrongs have been committed, but really they only ascertain whether written laws have been broken and whether due process has been followed in bringing an accused person to trial.

In the case of the Atlanta man who has been hounded day and night by reporters after being questioned in connection with the murders, the question of legal/illegal is paramount, and the question of fair/unfair or right/wrong is left to the hearts and minds of the various members of the news media assigning or doing the hounding. A court will eventually decide whether any laws have been broken by reporters who have tailed him and interviewed his friends and neighbors, but the question of basic fairness will be debated and discussed among journalists for many years because there's no clear-cut right-or-wrong, only those frustrating shades of grey that fuel philosophical discussions without producing firm answers.

Basically the philosophical question seems to be. "Do reporters do good, by holding a person up to public scrutiny, when that person has not been indicted or charged with any crime?" The question is not "is it legal?" but "is it fair?" and does it serve a positive purpose in accord with the highest principles of journalism?

I side with those who believe there's no good to be obtained from smearing around a person's name day after day when the person has been charged with no crime. It is, to my way of thinking, poor journalism and the cheapest sensationalism, although on the other hand it surely must sell a lot of newspapers so it's good capitalism and successful enterprise

When money and journalistic principles face off in one-or-the-other opposition, my respect goes to those who opt for the latter. (That accounts in part for my not being filthy rich, but that's another story.)

Even though the Atlanta suspect has been indicted and even if he's then convicted of murder, it still will not have been right to have splashed his name around week after week prior to legal charges

It might have been legal. But it won't have been right

## CALENDAR

## An Unlucky Day?

MONDAY, JUNE 29: Just over 19-hundred years ago today the first bishop of the Catholic Church, Saint Peter, was crucified (in 68AD). Sixties movie sex symbol Jayne Mansfield's fatal car wreck was on this date in 1967, and Mama Cass Elliott died eight years ago today. One year ago the world's oldest man died in Japan: Izumi Shigechiyo was 115, and the Guinness Book of World Records says his age is the oldest ever proven.

In the Land of the Midnight Sun these are the 24 -hour daylight days, and on the opposite side of Earth at the South Pole, it's endless night.

## "Mile-A-Minute" Murphy

TUESDAY, JUNE 30: Bicycle rider Charles Murphy established a world record - and broke a major psychological barrier - when he managed to keep pace with a speeding locomotive 82 years ago today. Reporters witnessed the accomplishment, as a Long Island engine hit 60 mph with Murphy right behind. A special runway between the steel rails enabled his bicycle to roll smoothly, and a windscreen on the locomotive kept Murphy in "dead" air over the three-mile run.

Ten years ago today the U.S. Supreme Court ruled that newspapers had the right to publish the so-called "Pentagon Papers," a history of the U.S. decision-making policies concerning Vietnam.

Lena Horne is 64 . Ron Swoboda is 37

## Another Famous Person Dies Broke

WEDNESDAY, JULY 1: Charles Goodyear discovered how to make rubber tough without being sticky or brittle, after ten years of experiments that culminated in a fortunate accident. One day he spilled a gob of sulphur and rubber on a hot stovetop and discovered the cooked gob had the physical properties he had been seeking. Goodyear never managed to capitalize on his major discovery, and died broke 121 years ago today, leaving his family about a quarter-million dollars in debt.

The world record for pushups was established twa years ago today when Tommy Gildert of Britain did 9105 of 'em in just over four hours fifteen minutes

Leslie Caron is 50. Genevieve Bujold and Karen Black are 39.

## Most Famous Female Flier Disappears

THURSDAY, JULY 2: Amelia Mary Earhart was without challenge the biggest female name in aviation in the world, when she and a male copilot attempted an around-the-world flight in 1937. Forty-four years ago today that at tempt ended when Earhart and Fred Noonan disappeared at sea, with no wreckage ever found. There have been numerous theories about Earhart surviving the crash, but no positive proof.

President James Garfield had been in office only about four months when he was shot in the back at the Washington, DC rail station 100 years ago today. He managed to live another $2 \frac{1}{2}$ months before dying.

Cheryl Stoppelmoor - show name Cheryl Ladd - is 30. Ambrosia's Joe Puerta is 30. Racer Richard Petty is 44 Comedian Dan Rowan is 59

## Dog Days Of Summer Begin

FRIDAY, JULY 3: Today Earth is the farthest it ever gets from the sun (at aphelion) and the planet as a whole is getting seven-percent less sunlight because of the greater distance. However, the seasonal tilt of the globe overcompensates and makes the Northern Hemisphere warmer: from now until the 11th of next month we have the Dog Days of Summer . . . hottest of the year.

Israel's successful hostage-rescue raid at Entebbe Airport. Uganda, was five years ago today. It happened on the day the tall ships were sailing into New York harbor to honor our Bicentennial in 1976.

Geraldo Rivera is 38. Earl Butz is 75. Tomorrow Ann Landers (born Esther Pauline Friedman) and her twin sister Abigail "Dear Abby" VanBuren will be 63.

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Continued from Page
"The three of them combined are a blockbuster team," Ambrose said. "The Source's success is certainly due to the talent of those individuals who created it: Jim Cameron, John McGhan, the on-air talent, and the affiliate relations staff. Frank as Source Affiliate Consultant adds an innovative element to the network business - how should each affiliate select and program the parts of our service that best fits each individual market situation." Ambrose added. "Frank consults the affiliates more than us. Burkhart-Abrams will continue to consult us. Frank is being hired as a service to our radio stations."
Morris, formerly PD at WPIX/New York and WCOZ/Boston and an RCA promotion executive, told R\&R, "This puts me back in a position where I really have a finger on the pulse, and have some decision-making power over how this network can grow. With that year and a half of news behind me I'll have the chance to get a good scope of the whole Source package.'

## Cameron's Change

Jim Cameron commented on his new Director of Information Programming position: 'I've been responsible for all news and public affairs-related programming for the Source. Now I see my work of developing the Source news department as being done. I'll now be exploring other programming opportunities here, perhaps taking the 'Source Report' concept (created originally by Cameron) and developing it into other programs, developing other features, commentaries, and perhaps sports-related programs.
NBC VP/Radio Network Ñews Jo Moring complimented Cameron, saying, "Jim Cameron was given a ball of clay and told, 'Make me a radio news network.' Jim has done it. He is absolutely wonderful at taking an idea and making it a reality." She added that the Source "wants to grow


O107 SIGNS BEACH bOVS TO ANOTHER FREE CONCERT - Q107 Washington will play hast to the Beach Boys for another free concert July
4 at the Weshington Monument Grounds. Last year's Beach Boys free con4 at the Weshington Monument Grounds. Last year's Beach Boys free con-
cert drew over 400,000 people. This year's concert presented by 0107 and cert drew over 400,000 people. This year's concert prosented by 0107 and
the Nationa/ Park Service, carries the theme "The Spirit Of America Specthe National Park Service, carries the theme "The Spirit Of America Spec-
tacular." Shown handing over a check to seal the deal are (1-r) Q107 Directacular. "Shown handing over a check to soa/ the deal are (1-f) 107 Diroc
tor of Advertising and Promotion Rick Fowlar, Beach Boy Mike Love, and Beach Boys representative Dan Parker.

THE SINGLE DESIGNED WITH MASS APPEAL IN MIND "DON'T WANT TO WAIT ANYMORE"


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THE COMPLETION BACKWARD PRINCIPLE
THE SMASH NEW ALBUM BY THE



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WFIL, WGCL, KJR, WKEE. WFMF. CK101, KWEN, KJRB, WLAM, FM99,
KILE KDVV, KFXD.

RADIO \& RECORDS AOR NATIONAL AIRPLAY / 40

$$
17-13-12-10 \text { TUBES }
$$



# CONTEMRnPARTY Clü ratuilo 

## POSITIONING IS THE KEY

## KISS108 (WXKS-FM): Profile Of An Urban-CHR

To those who have never been to Boston, impressions of the city range from lawyers and college students, to clam chowder and a prim and proper New England environment. You might even wonder how an Urban-CHR fits into the scheme of things. For the answers I talked with KISS108 PD Sunny Joe White to find out his formula for success in Boston.

## KISS108 Plays What Sells

"When I came here to program KISS108 in January 1979, the complexion of the Boston market was quite different. WRKO was still very dominant and F105 (WVBF) was challenging them. WROR was an oldies station. WBCN was edging WCOZ and the only Black stations in town were two AM daytimers and WBOS-FM which was Disco. Heftel Broadcasting came in and gave away two $\$ 100,000$ prizes, and spent lots of additional money on outdoor and TV advertising. We debuted the station with a 5.7, ," recalled Sunny Joe.
"Now the situation is a lot different. WCOZ is dominant over WBCN. WRKO has gone talk and WVBF is softening up and leaning more $A / C$ all the time. WROR is real soft. KISS108 is now the only outlet for any black
"There are other ways to get adults than playing soft records."

- Sunny Joe White, PD, KISS108/Boston
product after sunset. This is the place where you can hear great black product mixed in with the hits from the Back Page of R\&R."

How do you decide what gets played? Sunny Joe answered. "We play what sells in the market. Sales are generated by the two Black AM stations and others. Plus I keep a pretty good eye on what sells from club airplay. Don't get me wrong, we are not a Disco station. KISS108 is a mass appeal station that evolved from a Disco station.'

Sunny Joe further explained his music policy. "Callout research is an important criteria for establishing rotations. Our biggest support for the music we play comes from the black listeners and to a very large degree from the Italian and Irish sections of the city. I think part of this is due to the mixing of the races due to housing and busing situations. We also have strongholds in the suburbs and surprisingly share more audience with WCOZ than any other station.
'KISS108 is many people's favorite station, but is more people's second favorite station once they burn out on their first choice." Explaining this listening pattern, Sunny Joe said, "WCOZ plays only rock. When you want rock, you turn to WCOZ. When you want to rock with some variety, you come to KISS108. People always comment to me how much they like our variety."

Looking at a current KISS108 playlist is like looking in a deli case. The assortment of cuts range from Rick James, the Moody Blues, Jesse Winchester, Carole Bayer Sager and Kenny Rogers to Gino Soccio. How does a station play such a wide variety and keep an identity? "It's all done by dayparting. I will play Tom Petty, Gary U.S. Bonds, the Pretenders, and Elvis Costello because they are considered hip. Artists like the Who or AC/DC are considered a bit too hard rock for my audience.
"A dance beat is no longer the overwhelming criterion for airplay," says Sunny Joe. "There was a time when a record had to have 117 beats per minute or

it wouldn't get on the air. A good beat doesn't hurt, but it isn't a necessity. This diverse sound helps prevent KISS108 from becoming a burnout in people's minds.'

## A Personality Approach

Sunny Joe is an on-air PD who believes in the use of personalities. "I'm fortunate to have the support of my GM Richard Balsbaugh and Station Manager Arnie Ginsburg, who was the top Boston DJ for years at WMEX, for this type of approach. Our afternoon man is Dale Dorman, who did mornings on WRKO for years. Our new morning man is Matt Siegal, who just left a successful local TV show patterned after 'Saturday Night Live'.'

Sunny Joe explained, "When Matt came back to radio, he cut a TV commercial offering a free lunch to anyone who would listen. We jumped on the idea and have bought lunch for thousands of listeners since. We recently flew some folks to Atlantic City for lunch. Soon we are going to give away 10,000 sandwiches and sodas in front of city hall. This type of 'on-the-street' profile and the use of personality jocks locks in loyalty, especially among female listeners.
"Input from Dale, Arnie, and Matt has helped me keep on top of what goes on in Boston. Too many stations fail to keep tabs on what is happening in their market except through research. I'm on the streets every day sampling people's reactions to the station. Know your town and win the ratings."

Promotionally the station is set up to complement the wide variety of music. According to ARB, KISS108 has a sizable teen audience, yet shows impressive adult numbers as well.
"Currently we are doing a KISS Card promotion, similar to others around the country," Sunny Joe commented. "We also utilize the information from the application form for the card for research. This promotion has been an incredible vehicle for a variety of smaller contests and promotions. We are also having an anniversary party featuring the Temptations, the Rings, the Fools, A Taste Of Honey, and others. You had to listen to the station to win tickets to the event. Response was excellent.
"I'm trying to get the station involved in some more charitable promotions in the community. These are things that adults will listen and respond to. There are other ways to get adults than playing soft records. A careful examination of the lifestyle of our audience will show you why. These are party people."

Projecting some ideas and attitudes for the future, Sunny Joe believes, "People are crying for a change in radio. I think we are giving Boston what it wants. Look around the country and see listening levels falling because of TV and cable. I'm a big TV fan but am often disappointed in the quality. Give the folks better radio and you'll have more listeners.
"KISS108 is a fun-sounding station that I really think starts from the inside. The audience relates well to this approach. If CHR is going to survive and grow, it must return to some of these older, proven, and human-sounding concepts. I hope that more stations will take this approach to set themselves apart from the other 'jukebox' stations," concluded Sunny Joe.

## WFMF Ruffles

## Ma Bell's Petticoats

Not since the days of the "Last Contest," circa 1972-73, have I heard about a radio station disrupting phone service like WFMF/Baton Rouge personality Wtird Wayne Watkins did recently. Operations Manager Randy Rice explained, "All he did was give away $\$ 1002$ to the 102 nd phone call when he played 'Let It Be' by the Bealies.
"We were doing a Beatles special, giving away "Beatles Greatest Hits" LP's along with free tickets to fingo Starr's movie "Caveman," and from time to time $\$ 102$ cash. We've done this before without this kind of result."

When it came time for the giveaway, " $80 \%$ of the phones in Baton Rouge were affected with problems. It seems that thousands of people were waiting to dial the last number of our phone number." Randy continued "The phone company was naturally upset and called a meeting with us asking for a curtailment of such giveaways. We are working with them to find a solution but still insist on giving away prizes."

One benefit for all the grief from Ma Bell is publicity. "The AP wire service ran the stery and so did the newspapers and TV stations not only here but in Fiouston." Randy was quoted in the Baton Rouge MornIng Advocate as saying, "I guess somebody besides Mom is histening.'


## ＂SOME DAYS ARE DIAMONDS （SOME DAYS ARE STONE）＂

WSGN 28－2।
KOFM 18－8
KFI on
WGH on
WHHY on

## The Priceless New Single From



John Rook，PD KFI－＂John Denver is one of the nation＇s most recognized mass－appeal artists．I hope my competitors don＇t program this one；I can have it all to myself．John Denver fans can hear it only on KF！！＇

Walt Brown，PD WSGN－＂If it ain＇t a hit，summer ain＇t hot！\＃2 phones after one week！＇
Chuck Morgan，MD KOFM－＂The record is top 15 in local single sales．John＇s proven to be a top artist in the market based on our research．It＇s our \＃2 callout song at this time．＂

Produced by Larry Butler

## Motion

## KOOK Readies Billings For Emergencies

Virtually every section of the country is subject to some type of natural disaster. Most of these occur with seasonal regularity and are weather-related. Often this bad weather can touch off a myriad of other problems that don't come under the jurisdiction of the National Weather Service, or call for an EBS alert.

How does a local community like Billings, MT go on alert and pass on information for such events like the eruption of Mt. St. Helens, or a chemical or radiation accident? Gary Prindle, K00K/Billings morning man, outlines what his station and others are planning.
Dear Joel,
I was interested in your column in the June 5, 1981 issue of Radio \& Records. The Billings Media is now about to begin the operation of the Billings Emergency Radio Network, also known as the BERN System.

I am enclosing some information on the Billings Emergency Network, which did not work very well for us. Basically it was a system of fanning out the information. The sheriff's office, for example, could call a station, and then that station would call several others and they would call others . . . etc. The biggest problem with this system is that during an emergency situation, telephone lines could not be depended on to work, station personnel are busy answering the phones and gathering information, plus answering calls from worried listeners; and the biggest drawback, perhaps, was that by the time all stations were notified, there was a time lag that was incredible. Also there was no way to tell for certain if all the stations were called.

NOAA weather radio came to Billings a few years ago, and it has helped quite a bit for informing on weather-related emergencies. The big drawback of NOAA Weather Radio is that it pertains only to weather-related events. The media in Billings are planning to use the NOAA concept for all emergencies The county has purchased a transmitter located at the Communications Dispatch Center, and the inexpensive alert receivers will be located at the various radio \& television stations, as well as certain government agencies. The information carried on the BERN System will come from one central source, and will be available immediately.

The initial tests have gone perfectly, and the stations are now waiting for their receivers. Perhaps this system could be used by other cities as well. Billings has never had a major emergency, but it is better to be prepared for one than not prepared and need it.

Thank you for your article, and the interest in emergency communications that it will generate. Sincerely,

Gary Prindle
If you as a broadcaster do not have any type of emergency network other than EBS or NOAA, it might be worth your time to investigate the feasibility of such an interstation cooperative program with local and statewide authorities. Your community would feel more secure knowing that accurate information would be as close as your station for any and all emergencies

## Bits

KEGL/Ft. Worth-Dallas is cleaning out its prize closet in preparation for its new studios. Celebrating the event, the station is going to play continuous music for 97 hours and will give away a prize for every song played. EAGLE97 expects to give away over 1000 prizes.

WOW/Omaha is having a "shrimp sale" for the benefit of the Nebraska Kidney Foundation, seafood being a rarity in the landlocked Midwest. WOW has $10,000 \mathrm{lbs}$. on sale at $\$ 3.99$ a pound. That's a lot of shrimp and money! Also, the station reports it is welcoming the Beach Boys and Kim Carnes to town for an outdoor concert in August.

KCBS-FM/San Francisco is running 72 hours of uninterrupted Beatles music called "The Beatles Revolution: A 72 -Hour Ticket To Ride," produced by air personality Steve Garland. The weekend is split into three segments: a concert composed of live recordings; music from the movie "A Hard Day's Night," and an interview with the producer Walter Shenson, and a Top 97 Beatle Countdown.

KYYX/Seattle has a hydroplane and a lady driver, Brenda Jones. The boat will race in events both in Seattle and in San Diego this year, flying under the flag of "Miss KYYX.'

Q107/Washington night rocker Sandy Weaver took her show to England for a transatlantic broadcast on the British rock scene. Reports were filed from London's Wembley Arena where Bruce Springsteen performed. She also interviewed world famous concert promoter Harvey Goldsmith, and told listeners about the activities of the Who and Rolling Stones. Q107 also ended its "Classic Rock Month" by giving away a completely restored 1961 Jaguar Mark III.

## WMAL

Continued from Page 3
Castro-Arrien alleges that Ockershausen propositioned and molested her, slandered her religious and ethnic background, and libeled her professional reputation.

On the sexual harassment charge, the defendants responded, "With regard to any allegation of assault or battery, plaintiff (Castro-Arrien) consented to any conduct that may have taken place, although the defendant admits to none.'

The broadcasters generally steered clear of detail in their response, primarily denying specific allegations without explanation. However, they went into more detail on Castro-Arrien's charge that she
was fired without warning, in violation of WMAL's written personnel policy.

Calling her "an employee at will who had no contract of employment," the defendants assert Castro-Arrien was "discharged for good cause," was not entitled to any warning or probation period, but did, in fact, receive "several warnings and was told her continued employment was conditioned upon improvement of her performance."

ABC, WMAL, and Ockershausen also offered a variety of legal defenses, including claims that the D.C. Superior Court lacks jurisdication, workers compensation laws bar the claims of slander, libel, and assault and battery, and the breach of contract charge is "invalid on its face."


WHAT A WONDEFFUL WEA WABBIT - KFMK/Houston and WEA teamed up with a record outlet to give away an Eddie Rabbitt "rabbit," Shown before the drawing are (l-r) WEA sales rep Todd Galli, Ben Morton of the Sound Warehouse, WEA's John Quinn, KFMK MD Jerry Steele, Volkswagen dealer Jim Bunch, and KFMK PD Lee Logan.


WBLI BUMPER STICKERS ARE EVERYWHERE - WBLI/Long Island has started a bumper sticker campaign. If a sticker is displayed on a listener's car, 106 gallons of gas can be won. The young lady who is wearing one of the stickers was caught sporting the station logo during the March Of Dimes Walk-A-Thon. She didn't win any gas, but was given maximum attention by the station jocks.


HELLO HALL \& OATES - RCA's Daryl Hall \& John Oates recently paid a visit to WHWH \& WPST/Trenton to talk on the air and give away copies of their latest album "Voices.


Q101 fREE MONEY - Free Money? Sure! Q101/Meridian gave away over $\$ 2000$ in less than two weeks recently. Shown presenting a check for $\$ 101$ to a winner is station personality Tommy Lee (right).


12 BIRTHDAYS A YEAR - WHAMIRochester's birthday contest was so successful that the station plans to give away a party each month this year. Presenting the first cake to the winner and family is morning parsonality Paiul Trembley.

## Here's How To Order More Copies Of The jeilo iderorly.



## pHILCOLINS INTHEAB ton $\mathrm{H}_{\mathrm{H}} \mathrm{H}^{2}$

## ITBIER PIS

 BREAKERS
## PHIL COLLINS

In The Air Tonight (Atlantic) $58 \%$ of our reporters on it Moves: Up 57, Debuts 25, Same 17, Down 0, Adds 28 inchuding WBEN-FM, WCAO, JB 105, WGCL KSFX, 0103, KOPA, WHFM, K104, KBFM, WAYS, KEYN-FM, KZZX, 95XIL, KDVV. See Parallells, charts at number 28.

The Smash Single From The Gold Album "Face Value" ${ }_{\text {spaxs }}$


Produced by Phil Collins
ON ATLANTIC RECORDS


## PARALIEL ONE PLAYLSIS

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| MIDWEST <br> Most Added ${ }^{\text {HO }}$ Foreigner Ronnie Milsap Carpenters |  | Music Key: (IOP) indicates the song is getting play during certain parts of the day and/or night (RA) indicatesthe song was dropped from the playlist then re-added. |  |  |  |  | WEST <br> added。Hottest <br> Air Supply rge Harrison Marty Balin |
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|  | DIONNE WARWICK <br> POREIGNE GAC DAVIS <br> RICK JAMES <br> Hottest: G. HARRISON 2 LEE RITENOUR <br> RICK SPRINGFIELD $14-6$ BILEY SQUIER $18-9$ ELTON JOHN $20-10$ <br> KSTTIDav Bill Young <br> CARPENTERS <br> GREG KIHN FOREIGNER <br> G. HARRISON 2-1 AIR SUPPLY 3-2 HALL OATES 4-3 $\qquad$ <br> WISM/Madison, WI <br> COMMODORE <br> COMMODORES GARY WRIGHT PABLO CRUISE <br> AIR SUPPLY 5-1 JOEY SCARBURY 17-3 MANHATTAN TRANSFE $15-$ RONNIE MILSAP $30-22$ GREG KIHN $28-23$ <br> KEYN-FMWichita, KN Terri Sprlngs <br> Torti Spings CARPENTERS <br> PHIL COLLIMS JOHN SCHNEIDER <br> Hottes STYX 3 AIR SU <br> G. MARRISON 9-4 HALL $\%$ OATES $15-10$ JOEY SCARBURY 23-14 <br> KWEN/Tulsa, OK Ronda Curtis <br> POREIGNER PRAME/KNOC KOUTS PUAES <br> PABLO CRUISE GARY WRIGHT <br> STYX Hottest: SAMTANA <br> 38 SPECIAL 13-6 MARTY BALIN 16-9 <br> WYFM/Youngstown, OH Jeff Tobin <br> Lee ritenour <br> STARS ON 45 $1-1$ KIM CARNES 2-2 AIR SUPPLY 6-3 $12-6$ $11-10$ <br> WTWR/De Kurt Kelly <br> MOODY BLUES PHIL COLLINS <br> KOOL THE GANG Hottest: KIM CARNES $1-1$ <br> RICK SPRINGFIELD 11-6 JOEY SCARBURY 23-10 KENNY ROGERS 25-11. SHEENA EASTON 20-15 <br> WAKXDuluth. MN Bruce McGregor <br> CARPENTERS GREG KIHN <br> POREIGNER FRANKE/KNOC KOUTS RON DANTE <br> Hotesst: OAR RIDGE BOYS HALL OATES 11 <br> MARTY <br> WGBF/Evansville, IN <br> REO SPEEDWAGON <br> JOE WALSH <br> CARPENTERS KOOL S THE GAN <br> G. HARRISON 1- AIR SUPPLY HALL <br> JOEY SCARBURY 18 MARTY BALIN $14-9$ <br> WRBR/South Bend, IN <br> MOODY BLUES OAK RIDGE BOYS <br> NEIL DIAMOND $1-1$ G. HARRISON $11-8$ <br> AIR SUPPLY 16-10 GARY U.S. BONDS $27-2$ JOEY SCARBURY D-25 |  | KKXUGrand Forks, ND GREG KIHN GREG KIHN PHIL CGLEINS RONNIE MIESAP SMITH SWEET SMITH G SWEET HOttest: HALL \& OATES $3-1$ AIR SUPPLY $5-2$ G. HARRISON $7-3$ OAK RIDGE BOYS RICK SPRINGFIELD WEAQEaU Claira, WI Rick Roberts $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ Brad Fuil $\qquad$ FOREIGNER COMMODORES JIM STEINMAN $\qquad$ $\qquad$ $\qquad$ <br> WTRU/Muskegon, M <br> RONNIE MILSAP $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ Hottesit RUSH $2-$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ <br> MARTY BALIN MCODY BLUES CLARKCDDUKE <br> JANIS IAN $\qquad$ $\qquad$ $\qquad$ <br> Drew Eentley <br> CAROLE B. SAGER JIM STEINMAN <br> CARPENTERS <br> Hottest: RICK SPRINGFIELD 2 OAK RIDGE BOYS $8-3$ G. HABRISON G. HARRISON J1- REO SPEEDWAGON MOODY BIUES |  | Y94/Fresno, CA Ray Applet SANTANA CLARKE/DUK RICK SPRINGFIELD $1-1$ TOM PETTY 11-6 JOEY SCARBUR LEE RITENOUR KLUCILas Vegas, NV Foreigner Pablo Cruise STYX Hottest G. HARRISON $1-1$ HALL © OATES $7-4$ GREG KIHN 10-7 MOODY BLUES 15 REO SPEEDWAGON KMJKIPortiand, OAK RIDGE BOYS ROSANNE CASH PABLO CRUISE FOREIGNER (dp) Hottest: G. HARRISON $3-$ AIR SUPPLY MARTY BALIN MOODY BLUES KIOY/Fresno, CA TomSavile $\qquad$ Hottest: MARTY BAL GREG KIHN 9-5 KENNY ROGERS AIR SUPPLY KYNO-FM/Fresno, CA JoE DOLC ROSS/RICHIE POINTER SISTER Hottest: REO SPEEDAGON 3-1 KIM CARNES 5-4 FRANKIE SMITH SHALAMAR KZZX/Albuquerque, NM Bruce Daniels peo speedw COMMODORES CARRIE LUCAS PHIL COLLINS Hottest; AIR SUPPLY $4-1$ RICK SPRINGFIELD HALI OATES $8-4$ JOEY SCARBURY FM102/Sacramento RICK SPRINGFIE CAROLE B. SAGE RONNIE MILSAP Pablo cruise Hottest: AIR SU FRANKIE SMITH JOEY SCARBURY OAK RIDGE KSPZ/Colorado Springe <br> MARTY BALIN OAK RIDGE BOIS <br> Hottest: AIR SUPPLY 1-1 HALI OATES <br> MANHATTAN TRANSFE 12 SHEENA EASTON 17-13 KYSN/Colorado Springs, C <br> Mark Murrey <br> FOREIGNER RANDY VANWARME BLACKFOOT Hottes G. HAR <br> AIR SUPPIY <br> MANHATTAN TRANSFE 11 MOOOY BLUES $15-9$ <br> KZZPIPhoanix. Dave Anthony <br> ROSS/RICHIE RONNIE MILSAP $\qquad$ $\qquad$ | KHYT/Tuction, AZ <br> PABLO CRUISE YARBROUGH/PEOPLES <br> SHEENA EASTON GREG KIHN <br> FOREIGNER <br> Hottest: FRANKIE SMITH 14-1 KOOL \& THE GANG <br> MOODY BLUES $7-4$ GAP BAND 23-13 OAK RIDGE BOYS <br> KIDD/Monterey. CA <br> Ron Rod <br> SHEENA EASTON JUICE NEWTON ROSS/RICHIE <br> pablo cruise tubes <br> RICK JAMES FOREIGNER <br> REO SPEEDWAGO HOttest: <br> G. HARRISON 1-1 RICK SPRINGFIELD $5-2$ JOEY SCARBURY 7-4 <br> REG KIHN 23-18 <br> Bob Wes <br> COMMODORES CARPENTERS <br> Hottest: KIM CARNES JOE DOLCE <br> PRANKIE SMITH 4-3 RICK JAMES 5-4 <br> KKXX/Bakersfietd <br> Squires/DaRoo <br> KOOL THE GAN FOREIGNER PABLO CRUISE <br> Hottest: <br> RAYDIO 9-4 MARTY BALIN 1.3-8 AIR SUPPLY <br> KNBO/Tacoma, WA <br> Gary Bryan <br> FOREIGNER STACY LATTISAW OAK RIDGE BOYS <br> FRANKE/KNOCKOUTS <br> G. HARRISON 2- <br> REO SPEEDWAGONSE $20-1$ MOODY BLUES $25-18$ <br> K96/Provo, UT <br> GREG KI HN FOREIGNER <br> UNION GINO VANNELLI SMITH SWEET <br> AIR SUPPLY 6-1 HALL OATES $8-2$ CLAREE/DUKE $9-3$ <br> JOEY SCARBURY 12-10 <br> Lorraine Winnegar <br> GOREIGNER GARY WRIGHT <br> $\begin{array}{ll}\text { G. HARRISON } & 6-1 \\ \text { MOODY BLUES } & 13-6 \\ \text { MARTY BALIN } & 14-11\end{array}$ <br> PHIL COLLINS 25-18 <br> PARALLEL THREE <br> Greg Williams <br> GARY WRIGHT PABLO CRUISE <br> SHITH SWEE ROSS/RICHIE <br> COMMODILSOS <br> G. HA AIR S KENNY <br> JOEY SCARBURY 28-21 MANHATTAN TRANSEE |  |

Parallels
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contain some secondary market stations that do not quality for parallet iwo status.
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EXAMPLE



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## Heworinwn: madrimat 7MIDNORI 5M110N, U.S.

AUSTRALIA BELGIUM CANADA FRANCE GERMANY HOLLAND PORTUGAL SPAIN SWITZERLAND UNITED KINGDOM

Quadruple Platinum
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## POWEROF GMDL

## WIDE



## SUMMER SUCCESS STORIES



Produced by Jimmy Iovine \＆Jim Steinman

# Jim Steinman－ <br> ＂Rock \＆e Roll Dreams Come Through＂ NEW \＆ACTIVE 

JIM STEINMAN＂Rock \＆Roll Dreams Come Through＂ （Epic／Cleveland International）102／14．Moves：Up 47，Debuts 13 Same 28，Down 0，Adds 14，F105，KIOQ，WTRY，WTIX，KO94，WSGN，G100， K293，13FEA，14WK，WSPT，KWLO，KDVV，KBEQ 19－14，FM103 11－9．


Produced by Tom Werman For Julia＇s Music，Inc．

冨踪定行


Produced by Balance
for Contemporary Communications Corporation
P1003品

## Balance ＂Breaking Away＂

WBEN－FM add 40 KINT add 38 96KX add 30 WOLF add KSTAR add

WGH add KCPX add
WFBG on

# THE PICTURE PAGES 

Journey Has "Escape" And Fetes It Too


Columbia's Journey debuted the forthcoming LP "Escape" in San Francisco for label executives, radio program directors, and contest winners. Pictured with a celebratory cake are (l-r) Columbia VP Ed Hynes, group's Ross Valory, label VP's Arma Andon, Hope Antman, and Joe Mansfiald, group's Neil Schon, Columbia VP Mike Dilbeck, and group's Steve Perry and Steve Smith.

WEA Tanks Up For Walsh


Following up E/A's tank promotions with radio stations on behalf of Joe Wa/sh's "There Goes The Neighborhood" album (which features a tank on the cover), WEA's Los Angeles branch drove 25 miles through the San Fernando Valley to invede WEA's Burbank headquarters. Pictured (l-r) are WEA's Mark Goldstein, E/A's Jay Bolton, WEA VP Stan Harris, WEA's Skid Weiss, Barbara Burns, Alan Perper, and Dave Mount, WEA Presjdent Henry Droz, WEA's Brent Gordon and Jo Ann Benett, VP George Rossi, WEA's Jody Raithel, and driver Rick Rieger of WEA.

## Ode To Danny Joe



Epic has signed former Molly Hatchet lead singer Danny Joe Brown. The Danny Joe Brown Band's self-titfed album was released recently, and pictured celebrating the occasion at Epic's New York offices are (l-r) Epic's Charles Kaplan, manager Charlie Brusco, E/P/A VP Ron McCarrall, Brown, E/P/A Sr. VP/GM Don Dempsey, and Epic VP Gragg Geller.

## Starr Bright In Chicago



[^0]Golden Humility


Casablanca's Mac Davis was awarded a gold album for his "lt's Hard To Be Humble" LP recently. Pictured (I-r) are Polygram VP Russ Regan, Exec. VP/GM Bob Sherwood, VP Bill Cataldo, Davis, manager Sandy Gallin, Polygram VP Danny Davis, and Polygram President David Braun.

Wonder Hotter In Holland


Stevia Wonder embarked on a European tour recently, and was presented with gold and platinum awards for his "Hottor Than July" LP in several countries. Wonder (left) is pictured with Holland's Otto Beaten and a Dutch gold LP plaque.

## Mooting "Halfway"



Maiden Voyege's Maureen McGovern, who recorded "Halfway Home," met the song's composer Carol Connors recently. Pictured (l-r) are Connors, McGovern, and ASCAP's Todd Brabec.

WMOT Signs Grant To Big Contract


WMOT Records has signed Tom Grant to the label, and the artist is pictract

# THE PICTURE PAGES 

Cotillion's Allen Honored By BMA


Cotillion President Henry Allen was presented the Black Music Association's Presidential Awardet the organization's recent Los Angeles convention, with the BMA citing him for his 25 years of commitment to black music. Cotillion then presented Allen with an in-company award called the "Henry Allan Trophy. " Pictured (l-r) with the awards are Attantic President Doug Morris, VP Noreen Woods, Allen, Cotillion artist Stacy Lattisaw, and Atlantic artist Narada Michael Walden.


RCA has signed Robert Ellis Orrall as part of the company's deal with British-based Why-Fi Records. The first album by the Bostonian singer was recently released. Pictured (I-p, standing) are Why-Fi aide Katherine Chanteloup, management's Michael Pillot and Josiah Spaulding, and RCA VP John Betancourt: (l-r, seated) WhyFi President Paul McNally, Orrall, and RCA Division VP Jack Craigo.

A\&M Visits Donnis


A\&M's Dennis Brown played Los Angeles's Roxy recently, and was met backstage by company executives. Pictured (I-r) are A\&M VP's Mike Gormley and Jheryl Busbv, Brown, Almo./rving Publishing VP Brende Andrews, A\&M's David Anderle, and label Sr. VP Harold Childs.

999 Polygram's Number


Polydor's 999 played the Ritz in New York, and met with Polygram executives after the show. Pictured cooling off from their exertions are (l-r) group's Pablo Labritain, Frontier Booking VP John Huie, Polygram's Steve Greenberg, FBI (booking) President lan Copeland, group's Nick Cash, Guy Days, and Jon Watson, and Polygram's George Meier.

## Rabbitts Multiply At E/A



In celebrating Eddie Rabbitt's re-signing with Elaktra, a rapid spraad of Rabbitt hats occurred among the signing participants. Pictured (l-r, stan ding): lawyers John Mason and Gary Gilbert, Scotti Bros. Management's Stan Moress, E/A Exec. VP Vic Faraci, E/A VP Jimmy Bowen, business manager Mickey Bryant, and road manager Bill Rehrig; (l-r, kneeling) E/A's Rhett Walker, label Chairman Joe Smith; Rabbitt, and E/A Sr. VP Jerry Sharell.

## Gordy \& Robinson Team For "Hitsville"



During Smokev Robinson's Greek Theater engagement in Los Angeles, Motown Chairman Berry Gordy (right) joined his Vice President onstage to sing "Hitsville, USA," a company anthem written by Robinson two decades ago.

20th Hands It To Batdorf


John Batdorf has been signed by 20th Century-Fox Records, with a first single already out Pictured clasping hands heartily after the signing are (1-r) 20th President Nail Portnow, Batdorf, manager Burl .Hachtman, and producer Micheel Stewart.

Cashman Meets Mays


Lifesong's Terry Cashman (left) is pictured showing former baseball great Willie Mays a copy of the "Willie, Mickey, \& The Duke (Talkin' Beseball)" single which Cashman wrote and sang. Cashman, a longtime producerl writerlperformer was also a minor laague pitcher in the Detroir Tigers system.

## ICEHOUSE



Jof Gell

AER

## AOR North Of The Border: CFOX/Vancouver

There's a lot more to AOR radio than the 300 or so commercial outlets here in the United States. At about the same time that American listeners were getting their first taste of progressive radio via such legendary outlets as KPPC/Los Angeles, WBCN/Boston and KSAN/San Francisco, Canadian listeners were being turned on to album-oriented-rock on stations like CKGM/Montreal (soon to be renamed CHOM-FM) and CKLGFM/Vancouver (the future CFOX). Canadian AOR radio since proliferated, garnering large audiences all across the country.

Canadian radio is unique in many ways, and when CFOX PD Don Shafer dropped in to the R\&R AOR offices for a recent visit, I took advantage of his company to find out more about AOR north of the border.

Don's American-born and raised, and did his first near-decade of radio in such diverse markets as Pittsburgh, Chicago, and Los Angeles. But when he ventured to Canada for an airstaff job at CKGM in 1970, he knew he'd found his home. Though still an American citizen, Don has remained in Canadian radio for the last eleven years, and loves the country so much he's thinking seriously of changiríg his landed immigrant status to Canadian citizenship. Two years ago he was named PD for CFOX, one of Moffat Communications' nine Canadian radio stations (two others are AOR's: CITI-FM/Winnipeg and CHFM/Calgary). The station's numbers have gone up ever since - recent Canadian ratings by the Bureau of Broadcast Management show CFOX with a stunning 18-19\% share of the available listening audience.

R\&R: Those are great numbers, Don.
DS: We've done very well. In the last ratings period alone we went from 240,000 to 300,000 listeners (Vancouver has 1 t/2 million inhabitants). We're the number one FM by far and number 3 or 4 overall in the market. There are 13 local signals, including CFMI, which, while not licensed as a progressive (as we are), basically plays a softer version of what we do. You can also pick up KISM/Bellingham, WA as well as the Seattle AOR's on cable. So it's a pretty active radio market.

But I can't survive up here, as many American AOR's do, with a 6 or 7 share. If I had a 6 or 7 share I'd be on the street. These are the numbers I need to survive.

R\&R: They are especially impressive numbers considering the amount of regulations the Canadian FM broadcaster is faced with from the CRTC (Canadian Radio and TV Commission).

DS: As easy as it would be to attack the CRTC for the amount of paperwork they make me do, it's a great safeguard to assure the integrity of the broadcaster to his community. It works as an effective checks-and-balances system to make sure we're serving our community.

Another good thing you can say for the CRTC is that it keeps a lot of people employed. You don't hear automation on Canadian FM's; they're all live. The government has forced the broadcaster to put a lot into the community, to develop a lot of talent in the arts.

Everything a Canadian FM does is on the basis of promise of performance to the CRTC

It's a document that details the amount and type of music, talk and other programming a station must do. It's very formulated. What we used to do and didn't know what we were doing is now being very carefully analyzed and recorded under several categories. I sleep better at night because I know exactly what's going over the air at CFOX.

What it means on the air is that we have to offer more usable information to our listeners and less filler than our American counterparts. The material we are obligated to use because of the regulations doesn't allow us the leeway to waste time; every word counts. Consequently, our jocks have to be aware, informed, researched, and well-versed. I can't have a jock go on the air just to stroke himself. As much as I want performers, I need people who are well-educated; people with good business heads who understand the bureaucratic process in terms of following regulations, who are also good at the arts.

R\&R: The CRTC also regulates your music programming.

DS: Every station has its own commitment to Canadian content. Generally speaking it's

DS: We did à frequency research study that showed that a cut played seven times a week is heard by the average listener 1.5 times. That's not good, but it hasn't affected record sales drastically; we still sell a lot of records here.

R\&R: You mentioned research. What part does it play in your music and programming?

DS: We work with Joint Communications, a Toronto-based company that is involved with Lee Abrams. We have access to all its research. John Parikhal and Dave Charles deal with lifestyle research, which is invaluable. Burkhart-Abrams deal more in music research, which we don't need; we do our own. We do callbacks and test groups. We do a lot of work through record stores, calling back as many people as we can who fill out cards at the shops. Three staff members call between $150-200$ music buyers a week.

We're finding that a lot of people are buying old albums as opposed to new ones. A great question we use is, "If you had another $\$ 4$ what would you have bought?" Their answers tend toward older material as opposed to new stuff.

About a year ago we started to get a bit too "modal" in our music approach, just playing rock. We've since gone back to some of the "old-

$30 \%$; ours is $20 \% .20 \%$ is really easy, because there is a lot of really good music here. Vancouver is a very active music town, with recording studios booming and bands happening all over. Of our Canadian content, about $30 \%$ is local, and the balance national.

There's lot of arguments as to whether Canadian content helps or hinders artists who are trying to break outside of Canada. The band might approach an American record company with an album that sold a million copies in Canada, only to have the company say, "Sure it sold a million, but they had to play it up there anyway.'

Anyway, I think the calibre of music coming out of Canada is superb, so Can-con, as it's called, has not been a problem at CFOX. Apparently many U.S. stations agree. While listening to radio in L.A., I noticed that about $10-15 \%$ of what they play is Canadian: Loverboy, April Wine, Rush, Neil Young; the list is endless.

Part of the CRTC's regulations of music on FM's is the repeat factor. CFOX has a repeat factor of seven, which means I can only play any single cut seven times in one week. CFOX plays 1400-1500 distinct selections a week: $50 \%$ gold, $30 \%$ recurrent, and $20 \%$ new. That's regulated. My hot rotation comes up once a day. I would prefer to have it twice a day, and have applied to the CRTC to get the repeat factor upped to 12 , which would be more comfortable. Meanwhile, we compensate by going deeper into the albums: where we can, we'll play three or sometimes four cuts if it's a really hot album. And we'll talk about the hot tracks even when we're not playing them.

R\&R: How does this slow turnover of cuts affect album sales?
school" philosophies of dayparting for different time periods. You don't need electric shock treatments at 7 o'clock in the morning. 10 o'clock is fine; at least you've had a cup of coffee by then. We fine-tune our music very efficiently, programming by the feel of the time of day.

R\&R: How does the station promote itself?
DS: We have our fox mascot, who goes everywhere. We attempt to get involved in every music or lifestyle-related event that happens, from clambakes to ballgames. It's really a street station.

An ongoing promotion is the CFOX Children's Hospital fund, which raises money to help build a new children's hospital for Vancouver. To date we've raised over $\$ 130,000$ from proceeds from our Homegrown albums, the line of T-shirts and sweatshirts we sell locally, and other promotions.

We do weekly live concerts of local acts. And on a more traditional promotional level, we do busboards, billboards and TV spots.

R\&R: How does AOR radio's future look from Don Shafer's point of view?

DS: The thing I'm really excited about is the potential of satellite programming. When you can have your listeners talking to Mick Jagger on an 800 number, or can plug your station into a live concert in Tokyo and carry the audio and video in the same market, I find that phenomenally exciting.

I'm also impressed about the new radio talent today. Some of the people coming up through smaller market radio stations are killers. They don't have 20 -year chops yet, but they have brains. I almost find them intimidating!

EVOLUTION

Carl Riddleburger has joined WSLQ/Roanoke as Asst. GM from neighboring WFIR, where he was Operations Manager. . .David Hall has been upped to Asst. PD as well as MD for WKDF/Nashville. ..Ted Edwards has been named MD for WCOZ/Boston. He'll exit his WCMF/Rochester MD post by July . . WPFR/Terre Haute MD Chuck Cahill has exited for work in cable TV. His MD replacement is former all-nighter Frosty Stilwell. . Paul Gautier has been named MD for KZOM/Beaumont, as former MD Mark McLaren has segued into promotions for the station while Bobbie Choate has been named Director of Public Relations... Tawnya Townsend has exited as MD of WRIF/Detroit. Michael Mayer from competing WABX has joined WRIF as her MD successor. . .Newcomer Susan Christal has been named MD for KTYD/Santa Barbara . . .Ted Habeck has exited as MD of KWST/Los Angeles as the station switches format to CHR...Dave Lee Austin has jumped from WEFM/Chicago to WMET for an air shift. .Harold Kozlowski has exited allnights at WRKI/Bridgeport; Ray Heneski has joined as his replacement. . .Frank Johnson has exited nights at WEBN/Cincinnati.


SAIL ON SAILOR: WQXM/Tampa cosponsored the Southern Regional Championship Boardsailing Regatta, producing five different commemorative $\boldsymbol{T}$-shirts to sell at the event. Pictured sporting one of the designs is 98 Rock MD Moby.

## Promotion Of The Week



BUTTON UP WITH KTIM: KTIM/San Rafael is offering record companies a unique promotional tie-in. The station is producing 1000 artist buttons that say "I Heard (artist's name)'s '(album title)', along with the KTIM logo, to be handed out free to listeners at participating record store outlets. If the record company wants an act promoted (and the station is playing the album), the record company donates the $\$ 250$ it costs to produce the 1000 buttons, which are then mentioned on KTIM using 2015 -second spots along with DJ drop-ins.

WLUP/Chicago completed its controversial Tom Petty concert ticket giveaway this past week. The tickets were given away on the air, at shopping centers and record stores, and at other locations throughout the city over the past month. The concert was, needless to say, a sellout, and of major promotional help to the Loop...WGRQ/Buffalo pumped 4000 gallons of gas for listeners at $50 ¢$ a gallon in a recent promo tion. Cars with 97 Rock stickers were eligible for the low-priced gas; the station also gave out stickers to cars in line. WGRQ made up the difference between the price listeners paid for the gas and the actual cost of the fuel (around $\$ 4000$ ) According to station reps, the promotion garnered significant local press attention...Q107/Toronto shut down all operations for a day, except for a single airstaffer, so that PD Gary Slaight could treat his team to a day's cruise. Thanks to Gary from his appreciative air staff (except perhaps for the sole jock left behind to provide the air sound) ...WTUE/Dayton landed Loverboy to play at its fifth AOR anniversary celebration. The concert/party sold out all $1000 \$ 2$ tickets in less than two hours. The show was
recorded for a future Superstars network presentation. . WIZD/W. Palm Beach broke attendance records for a regional windsurfing championship it co-sponsored...WPLJ/New York was highly visible at the annual "Queens Day" celebration in New York. WPLJ brought an extensive rock video collection, and had several jocks meeting the crowds as they passed out the station's bumper stickers . . Starfleet Blair's setting up a 70-station AOR network for an REO Speedwagon concert to be broadcast on July 15th. . The newest promotions from WZAM and WMYK/Norfolk include "Rock 94" license plates, cloth frisbees, and the creation of what the station reported was the world's largest cream pie, consumed at three record store locations. The persons eating the most pie within one minute and 94 -seconds won a 94 -second record run...WHKC/Evansville is planning a new nightly program that will spotlight one artist or theme. The station needs artist interviews for the show: contact PD Dave Lyons at (812) 477-8811.. Look for Pat Benatar to cover "Helter Skelter" and Paul Revere \& The Raiders' "Just Like Me" on her upcoming album.
$\$ 50,000$ THURSDAYS: Norfolk residents are eyeing their dollars very carefully these days. WMYK and WZAM are giving away as much as $\$ 50,000$ to a lucky winner in a clever promotion. Every Thursday the stations read hourly the serial number of a dollar bill circulating in the listening area. The winner is the listener who has the dollar. He immediately wins $\$ 25,000$, and if he's a K94 Connection cardholder, the prize money is doubled. The winner also gets an expenses-paid trip to Las Vegas to spend some of his prize money.

LOOPSEARCH: Here's another money promotion - WLUP/Chicago is looking for vehicles displaying only a Loop bumper sticker. They're eligible to win various prizes including $\$ 1000$ in cash and stereo equipment. When stopped by a "Loopsearcher," drivers play a kind of rock ' $n$ ' roll "Let's Make A Deal"' and choose between $\$ 100$ in cash or one of a variety of gift envelopes presented.

STROKE OF LUCK: WHHY-FM/Montgomery aligned with Capitol and two of its AOR acts, Billy Squier and Tubes, for a recent promotion. Over a two-week period, listeners qualified for a 102 -second record run by calling the station whenever Squier's "The Stroke" was played. At the end of the two weeks, one name was pulled as winner. However, in keeping with the "Completion Backward Principle" he had to run backwards (he managed to collect 56 LP's anyway)!

STICK WITH THE LAZER: KLZR/Lawrence, KS listeners who registered their car tag numbers as they picked up a KLZR bumper sticker were eligible for the station's newest contest. When their tag numbers were read on the air, they had 10 minutes and six seconds to call the station and claim a prize, ranging from concert tickets to lazer candles and $\$ 106$. Two grand prize winners received Alpine car stereo systems valued at $\$ 1006$ each.

THE GREAT PACHYDERM POOP CONTEST: When the circus came to Dayton, WTUE's morning man asked listeners to write in the name of a person they wanted sent some elephant excrement, and why. The jock picked five of the best reasons and personally delivered $5-\mathrm{lb}$. sacks of dung to the "lucky" winners.

INNER TUBES: In this contest, held in conjunction with Capitol and the new Tubes LP, KZEL/Eugene had listeners call in to identify Tubes cuts as they were played. 100 inner tubes stenciled with the band's name and station's logo were the prizes, and all winners also got 964 off the cost of the album.

CLASSIC ROCK CONTEST: Twelve times daily, WNEW-FM/New York is airing a series of lines from well-known classic rock songs. When
a listener hears the song being played from which the line is taken, he immediately calls the special contest number to become eligible to win a T-shirt, beach towel or record album. All winners are eligible for the contest's grand prize, a $\$ 7000$ mint Ford Mustang convertible.

GREETINGS FROM WALSH'S NEIGHBORHOOD: KATT/Oklahoma City constructed a $4^{\prime}$ by $4^{\prime}$ greeting card to welcome Asylum's Joe Walsh to town for a concert date. Listeners had the opportunity to sign the card, after which a station rep tossed two darts at the card. Whoever's names were pierced won the chance to pick five friends from his or her neighborhood to take to the show.

WIN YOUR TUITION: School's out, but there's always next school year to plan for, and KYLT/Missoula is helping students pay their way through school. The station is asking a number of trivia questions on the air, asking listeners to mail in the correct responses. That makes them eligible to win tuition and books next fall at the local university.

CONCERTS\&CONVERSATIONS

PRESENTATIONS: LOVE94/MIami presented Michael Johnson, Earl Klugh for free .. KILO/Colorado Spilngs presented Plimsouls for $\$ 4$...WSYR/Syracuse presented Krokus for $\$ 3.50$.

BROADCASTS: Doc Holllday on WQDRIRalelgh. . .Krokus on WSYRISyracuse

GUEST DJ'S: Lee Clayton on WKZL/WinstonSalem.

CONVERSATIONS: Krokus, Bob Seger, John Kaye on Q107/Toronto . . Billy \& Beaters, Marshall Tucker Band on WHKCIEvansville... Styx on WLPXIMIIwaukee . . Julce Newton, Randy Vanwarmer on WODR/Raieigh. .. Southslde Johnny on WMMRIPhlladelphia. . Loverboy on WAALIBinghamton... Roger McGulnn, Girlschool, Bram Tchaikovsky on CHEZ-FZIOttawa. . . Plasmatics on KROOIPasadena... Etton John on WNEW-FM/New York. . .Jim Stelnman on KAZYIDenver. . . Alley Cats, Adolescents on KNAC/Long Beach. . . Marty Balin, Randy Crawford, Randy Vanwarmer, Ghost Riders, Dennis Yost, Johnny Van Zant on WKZL/WIn-ston-Salem. . .Krokus on WSYR/Syracuse . . David Johansen on WBAB/Bloomington. . Loverboy on WTUEIDayton... Bllly Squier on KLOL/Hous. ton. . .Dregs on KSASIKansas City. . . Jefferson Starship on WQBK/Albany... Gary U.S. Bonds, Jackson Browne, Father Guido Sarducci on KMET/Los Angeles... Joe Walsh, Joe Vitale, Tom Petty on WMMS/Cleveland. . John Kiemmer on WXCIDanbury.


## June 26, 1981

164 REPORTERS

JOE WALSH

MOMY BLUES
BILLY SOUIER
ON
where in... (D. Horse/WB)

The C. B. Principle (Capitol)

Modern Times (RCA/Grunt)
Blizzard Of Oz (Jet)
Dirty Deeds Done Dirt.. (Atlantic)
Danny Joe Brown Band (Epic).
Balin (EMI America)
The Fox (Geffen)
Moving Pictures (Mercury/PG)
Mistaken Identity (EMI America)
Round Two (Polydor/PolyGram)
Bad For Good (Epic)

Eastside Story (A\&M)
The Right Place (WB

Fire Of Unknown Origin (Columbia)
Silver Condor (Columbia)
Arc Of A Diver (Island)
Paradise Theater (A\&M)
Plantation Harbor (Asylum)

Waiata (A\&M)
Still Feels Good (WB

Icehouse (Chrysalis)

## 1 TuBes


"Talk To Vo Later"
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BEIER RIMAII The... (AEM)
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Round Two (PolydorlPG) "Right Or Wrong" DANNY JOE BROWN
Danny Joe Brown... "Edge Of Sundo
5 GARY WriIGTT The Right Place
"Really Know" - "Roalty Know" Tio "Balin (EM)

- Silver condor Silver Condor (Columbia) ELTEQ Of Surn The Fox (Geffen) "Barriers"
8 JIM STEINMAN Bad For Good (Epic)
"RAR Droems
- GREG KIHN BAND

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Eastsids Story (AGM) DAVE EDMUNDS Twangin.... ISwan Songl
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"One Stop" 13 OZZZ OSBOURNE Blizzand of Oz (Jet)
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A R BREAKERS


BLUE OYSTER CULT
Fire Of Unknown Origin (Columbia)
"Burmin" "Survivor" "Joan" Titlo. $51 \%$ of our reportors on it. Total allbum reports: 84. A-87, M-14, H-3. Debuted this weok at number 30 .

Significant Action
VOLUNTEER JAM VII . . . . . . . . . . . . . . . . . . . . . . . . . EP (Epic)
"MISSISsippi" DAVID UNDLEY "Lady" "Bluas" JIM MESSINA.. UNION "Mainstreet" A'S ........
Ttto "How" LOVERBOY DIESEL IRON MAIDEN "Wrathchild" PRETENDERS JUDAS PRIEST Highway" "Rockin' Slgnificant Action Hetings ............ Totat: 33 A-0, M-23, H10
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JOHN KLEMMER Hush (Elek tra)

B ROSS-LEVINE BAND . . . . . . . That Summer... (Headfirst)
7 КІाТНАพK . . . . . . . . Race For The Oasis (EMI America)
8 8. CLARKEIG. DUKE . . . . . . . Clarke/Duke Project (Epic)
9 JEFF LORBER FUSION . . . ............... Galaxian (Arista)

## 10 BRECKER BROS.

 Straphangin' (Arista) Th the Album Alrplayi40 listing. This chart represents activity bessed on chan bina tion of add. medlum and hot reporta, as wThe album's proferred sirplay cuts are listed.

## REGIONAL AOR ACTIVITY





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## The Mail Bag

Editor's Note: The "Good Ole Summertime" has come once again. As has been my observation over the past few years, this time of year the news becomes like the mood, a bit lazy. So, instead of our regular "News Notes' apd a feature, I thought I'd let the mail speak for itself. This will give me a chance to catch up on some other important business. ("Hey, has anyone seen my suntan oil?")

## Station Promo Position

Dear R\&R:
In regards to Dan McKinnon's timely and pertinent letter on artist promos for radio stations, let me pass along some past experiences.

Take for example, Barbara Mandrell . . . Country Music Entertainer of the Year, and such a pleasure to work with, while at the same time, very professional in regards to station relations. Barbara was willing to do almost any type of promo for K-triple-B, with the exception of those favoring our station over any other Country station.

This position was explained by Barbara's father/ manager Irby Mandrell as a desire on their part to be fair to all stations. A promo such as "This Is Barbara Mandrell And You're Listening To K-Triple-B" was willingly done because it in no way showed favoritism on the Mandrell's part (and, by the way, was very effective).

Barbara, plus many other artists I've had the pleasure of working with have all been cooperative, friendly, and above all, professional.

I think this approach to promos would be accepted with open arms by all parties involved . . . I know it is here in the Texas Panhandle. In other words, regarding station promos . . .give them room to breathe, and the artists will work with you 100\%!

## Billy Shelton

MD, KBBB/Borger, TX P.S. Thanks to Dan for bringing up this subject into the open.

## Calendar Gift

Dear R\&R:
We thought you would enjoy having a copy of our award-winning KGRZ poster-calender.

Keep up the good work!
The Gang at KGRZ/Missoula, Montana


Editor's Note: Thank you for the great looking multi-color poster. It was a welcome addition to our poster wall here at $\mathbf{R \&}$ R

## Excessive Concert-Volume

Dear R\&R:
We are quite concerned with the problem of too much volume at concerts these days.

We sincerely believe that the average sound company has total disregard for the audience and due to their stupidity the audiences are leaving the concert circuit.

Curt Brown
General Manager
KTTS-AM-FM/Springfield, MO
Editor's Note: GM Curt Brown also sent along a copy of an editorial that ran on KTTS/Springfield, MO regarding the subject. If you would like a copy write to Mr. Brown at KTTS, Box 1806, S.S.S., Springfield, MO 65805.

## Thanks To Record Companies

Dear R\&R:
I'm the Music Director here at KTAN/Sierra Vista, $\mathbf{A Z}$, the third largest city in the state. I'd like it very much if you would allow me to say thanks to all record companies that have serviced this radio station large or small, past and present. We may not be Los Angeles, or New York, but I must say the reps handling us make sure we're on top with the latest product. Thanks from the entire staff and our listeners!

Bob Jones
Music Director
KTAN/Sierta Vista, AZ

## Let's Dance

Dear R\&R:
Being Music Director of KEBC-FM/Oklahoma City, I have had numerous requests from listeners and friends for a list of songs to do the many different country dances. We hope you enjoy reading the numerous country dances that can be performed to the various songs on the Country charts today.

By the way, KEBC air personality Jay Shankle works at the Fiddlesticks Club in Oklahoma City, home of the Country Disco clubs. Jay and the club owner decided to have a half-price drinks night for everyone wearing a KEBC T-shirt. You can see the results. Another way we are trying to Keep Every Body Country: KEBC.

Al Hamilton Music Director KEBC/Oklahoma City

## Frizzell's Early Days

Dear R\&R:
Here is a little story that you may wish to pass along to all the Country readers.

It wasn't too long ago that I was Program Director of a small daytimer, KGEN/Tulare, in Central Califor nia. Working with me at the time was Robbie Sirch, now at KBRR/Leadville, CA; Crieg Bury, now of KMPHTV/Visalia, CA; and R.J. Grey, who works with me now for Buck Owens's KUZZ/Bakersfield.

One of the sales people was contacted by a bar owner in a small nearby town to do a one-hour Sunday afternoon live broadcast. The name of the club was Frizzell's Mirror Room. Well, we hauled all of our microwave equipment out to the club and had a great time doing the shows. It was really a boost for the club and for the station.

The owner of the club at that time didn't have much of a well-known name; today, however, it's a different story. The owner was David Frizzell, and he and his brother Alan along with Shelly West played on the weekly show.

In just a little more than a year things sure have come a long way for the group from the small bar to having a real strong hit record. By the way, back in those days David could't really afford the price our general manager was charging him for the remote, and so he had to get the support of all the little businesses around to help pay for the hour, and between sets it was my job to do the live spots for everyone who kicked in money.

Sandy MacKenzie
KUZZ/Bakersfield
R\&R would like to share your thoughts. Let's hear from you: R\&R Country, 1930 Century Park West, Los Angeles, CA 90067.


## BREAKERS

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

## RONNIE MILSAP

(There's) No Gettin' Over Me (RCA)
Reported on 71\% of our stations. National Summary: Up 8, Same 14, Down 0, Debuts 15, Adds 45. R\&R Chart Debut 44.

## JUICE NEWTON

Queen Of Hearts (Capitol)
Reported on 87\% of our strations. National Summary: Up 38, Same 12, Down 0, Debuts 13, Adds 15. RER Chart 49 95.

# Most Added: <br> Hottest: <br> BARBARA MANDRELL <br> I Was Country When Country Was... (MCA) <br> ALABAMA <br> Feels So Right (RCA) <br> HANK WILLIAMS JR. <br> Dixie On My Mind (Elektra/Curb) <br> KENNY ROGERS <br> I Don't Need You (EMI/Liberty) <br> <br> MOST ACTIVE 

 <br> <br> MOST ACTIVE}

Recent releases are listed in order of their activity. The two numbers following the artist/title/label designation lexample: $100 / 25$ ) Indicate how many of our reporters are on the record this week 1100 ) and of those 100 how many
added it this week (25). "Moves" are broken down for each record and Indlcate how many stato added it this week (255). "Moves" are broken down for each record and Indlcate how many stations moved the song
Up on their charts, held it the same ion to on, add to on, 31.31, etc.). moved It Down on their charts, or Added It this Up on their charts, held it the same ton to on, add to on, 31.31 .
week. Incicares one of this week's "most added" new songs.

JOHN CONLEE "Could You Love Me (One More Time)" (MCA) 748
National Summary: Up 38, Same 12, Down 3, Debuts 13, Adde 8: WKSJ.FM, WBAM, WOYK-FM, KKAL KLAC, KRSY, WCAW, WKYG, WYDE 35-26, WGTO 45-40. WSIX-FM 10-6, WUBE-FM 30-25, KWMT 42-36, KEED 50-40, WWVA 39-29. RER Chart: Debue MU.
MUNDO EARWOOD "Angele" (Excelsior) 738
National Summarr: UP 36 . Samie 18, Down 4, Debuts 10, Addi 8. WJEZ-FM, WMNI, KFH, KLAC, KCUB, WOKQ. WIMI, WIRK M. KEBC M. Wh JOHN SCHNEIDER "ITs Now Or Nover"' (Scotti Bros.) 71/16 KVOO, KIZ KNIX-FM, WOKK 28-21, WLWIFM 27-20, WIRK-FM 16 Including WCAW, WPOR, WCOS-FM, WSM, WUBE-FM RER Chart Debut 48.
DDAVID FRIZZELL \& SHELLY WEST "A Texes Stete Of Mind" (WB) 70122
National Summary: Up 18, Same 15, Down 0, Debuts 17, Adde 22 including KEED, KVEG, KLAC, WOKQ, WIXY, WBAP, WHOO WSAl, WGEE KNIX-FM d-32, WKXA d-28, KHEY 45-40, WESC-AM-FM 40-31, KRMD-AM-FM 46-36, WUBE-FM 38.32 , KFGO 38-33. RGR Chart Dobut 49
REX ALLEN JR. \& MARGO SMITH 'While The Feeling's Good" (WB) 63/10
National Summary: Up 22. Same 20. Down 0, Dabute 11, Adds 10, WFMS-FM, WDAF, WHBF, KWJJ, KYTE, KSON-AM-FM WFOR. WCOS-FM. WKLM, WTOR.FM, KWMT 39.33, WCXI 40.36. KEED 46.38. WGNA.FM 43.38, WYDE 43.37, WSIX-FM 24-17. EMMYLOU HARRIS "I Don't Have To Crawl" (WB) $62 / 9$, WKKN, KICD-FM, WIL-AM-FM, KUUY, KMAK, KGA WOYK-FM, WIRE d-28, KFEO 49-39, KSOP 46-38, KEED 47-39, WIXY 27.22, WKSJ.FM 36-32, WHOO 21-17. GENE WATSON "Maybe I Should Have Been.."" (MCA) 81/19
Nationel Summary: Up 11, Same 17, Down 1, Dabuts 13, Adds if including KRZY, KMAK, KCUB, WSEN, WBGW-FM, WCAW. WVMI, KHEY, WSM, KRMD-AM-FM, WSLR, WFMS-FM, WDAF, WXCL, KFEQ, KCKC 28.19, WWVA d-3E, WYDE 50.36, KENR d-33. KIKK-FM 40-31, KSO d-36, KEBC-FM d-36.
VIIERAN KANE "You're The Best" (Elektra) 57123
12 Adde 23 including KRRV, WCOS.FM, KLRA, KKYX. KWKH, WMN FM 18.11.

## VDON WILLIAMS "Mirecles" (MCA) E6/52

National Summary: Up 0 , Same 0, Down 0, Debute 3, Adds 52 including WMZQ-FM, WWVA KVET, WGTO, WBAP, KIKK-FM KLRA, WOAM, WSM, WUEE-FM, KSO, WCXI, WIRE KEBC-FM, KL工 KNIX-FM, KYTE, KCKC, KMPS-AM.FM, KCUB JOHN DENVER "Some Days Are Diamonds..."' (RCA) E5/8
National Summary: Up 18, Same 21, Down O, Debuta 10 , Adds 6 , WVMI, WBAP, WESC-AM-FM, WOIK-FM, WOKK, WIRK-FM RONNIE McDOWELL "Older Women" (Epic) $51 / 20$
RONNIE MCDOWELL "Older Women" (Epicl $51 / 20$
National Summary: Up 8, Same 11, Down 0. Debuts 12 Adda 20 Including WPOC-FM, WPOR, WWVA, KLVI, KLRA, KNOE, WOYK-FM, WHK, WAXX, KNIX-FM, KEEN, WCOS-FM 38-30, WGTO 48-39, WESC-AM-FM d-36, WFMS-FM d-30, KUZZ 47-36, KSOP 32.27.
BILLY "CRASH" CRADDOCK "I Just Need You For Tonight" (Captol) 51/7
itadoriserros NATIONALEAIRPLAY/50 $=$ =wisu June 26, 1981

| 5 | 3.1 | 1 | BARBARA MANDRELL/I Was Country When Country... (MCA) |
| :---: | :---: | :---: | :---: |
| 21 | 92 | 2 | ALABAMAFeels So Right (RCA) |
| 9 | 54 | 3 | STEVE WARINER/By Now (RCA) |
| 18 | 107 | 4 | SYLVIATThe Matador (RCA) |
| 22 | 129 | 5 | TOMPALL \& GLASER BROS./Lovin' Her Was Easier... (Elektra) |
| 10 | 66 | 8 | CHARLY McCLAIN/Surround Me With Love (Epic) |
| 13 | 8 8 | 3 | EARL THOMAS CONLEY/Fire And Smoke (Sunbird) |
| 24 | 2212 | 0 | DAVE ROWLAND \& SUGAR/Fool By Your Side (Elektra) |
| 36 | 2916 | 0 | JOHNNY LEEJPrisoner Of Hope (Full Moon/Asylum) |
| 23 | 2015 | (10) | JIM ED BROWN \& HELEN CORNELUSIDon't Bother To... (RCA) |
| 3 | 23 | 11 | ANNE MURRAY/Blessed Are The Believers (Capitol) |
| 35 | $26 \quad 17$ | 12 | CRYSTAL GAYLE/Too Many Lovers (Columbia) |
| 40 | $30 \quad 20$ | 13 | HANK WILLIAMS JR./Dixie On My Mind (Elektra/Curb) |
| 1 | 15 | 14 | DOLLY PARTON/But You Know I Love You (RCA) |
| 20 | $14 \quad 13$ | 15 | MOE BANDY/My Woman Loves The Devil Out Of Me (Columbia) |
| 30 | 2819 | (1) | SONNY CURTIS/Good Ol' Girls (Elektra) |
| 2 | 410 | 17 | DOTTIE WEST/What Are We Doin' In Love (EMI/Liberty) |
| 7 | $7 \quad 11$ | 18 | GAIL DAVIES/It's A Lovely, Lovely World (WB) |
| 44 | $32 \quad 28$ | 10 | RICKY SKAGGSIDon't Get Above Your Raising (Epic) |
| 41 | $38 \quad 26$ | (2) | VERN GOSDIN/Dream Of Me (Ovation) |
| 26 | $25 \quad 21$ | 21 | RANDY BARLOW/Love Dies Hard (Paid) |
| 39 | $36 \quad 25$ | 2 | BELLAMY BROTHERSThey Could Put Me In Jail (WB/Curb) |
| 15 | 1114 | 23 | ELVIS PRESLEY/Lovin' Arms (RCA) |
| 45 | $43 \quad 31$ | 23 | CONWAY TWITTY \& LORETTA LYNN/I Still Believe In... (MCA) |
| 43 | 3730 | 4. | TERRY GREGORY/Just Like Me (Handshake) |
| 46 | 4233 | (3) | GEORGE STRAIT/Unwound (MCA) |
| 48 | 4435 | (2) | MERLE HAGGARD/Rainbow Stew (MCA) |
| 4 | 1318 | 28 | OAK RIDGE BOYS/Elvira (MCA) |
| - | 4743 | (6) | KENNY ROGERSII Don't Need You (EMI/Liberty) |
| 49 | 4542 | (3) | JOE STAMPLEY/Whiskey Chasin' (Epic) |
| 32 | $31 \quad 24$ | 31 | CRISTY LANE/Love To Love You (EMI/Liberty) |
| 28 | $27 \quad 22$ | 32 | TOM JONES/Darlin' (Mercury/PolyGram) |
| 50 | 4941 | 33 | EDDY RAVEN/I Should've Called (Elektra) |
| - | 48 | (4) | WAYLON 8 JESSI/Wild Side Of Life (RCA) |
| - | 5045 | 3 | TERRI GIBBS/Rich Man (MCA) |
| - | 46 | (3) | LARRY GATLN/Wind is Bound To Change (Columbia) |
| 6 | $16 \quad 23$ | 37 | JOHN ANDERSON/I'm Just An Old Chunk Of Coal... (WB) |
| 17 | 2429 | 38 | JOHNNY RODRIGUEZII Want You Tonight (Epic) |
| - | 47 | (9) | STATLER BROTHERSIDon't Wait On Me (Mercury/PolyGram) |
| 12 | 1532 | 40 | LACY J. DALTON/Whisper (Columbia) |
| 8 | $18 \quad 27$ | 41 | RAZZY BAILEY/Friends (RCA) |
| 38 | $35 \quad 38$ | 42 | BOBBY BARE/Learning To Live Again (Columbia) |
| 47 | $40 \quad 40$ | 43 | DON KING/I Still Miss Someone (Epic) |
| - |  | (4) | RONNIE MILSAP/(There's) No Gettin' Over Me (RCA) |
| - | $-49$ | 45 | JUICE NEWTON/Queen Of Hearts (Capitol) New |
| - |  | 48 | JOHN CONLEE/Could You Love Me (One More Time) (MCA) Entry |
| - | 50 | 4 | MUNDO EARWOOD/Angela (Excelsior) |
| - |  | (3) | JOHN SCHNEIDER/It's Now Or Never (Scotti Bros.) |
| - |  | (6) | DAVID FRIZZELL \& SHELLY WEST/A Texas State Of Mind (WB) |
| 37 | $33 \quad 39$ | 50 | BURRITO BROTHERSIDoes She Wish She Was Single Again (Curb) |

Na tional Summary: Up 11, Same 18. Down 1, Dobuts 14, Adds 7, KHEY, WKMF, KWMT, WXCL, WKKN, WSEN, WPOR, KVE 40-1, KKYX 4937, WTSO d.32, KUZZ 40-30, KUUY 41-34, KSOP 37-33.
National Summary: Up 0, Same 0, Down 0, Dabute 1, Adds 48 including WPOC.FM, WMZO-FM, KVET, WBAP, WESC-AM-FM KENR, WBHP, WMC-AM, WSLR, KSO, WTSO, WIL-AM-FM. KUZZ, KSSS, KNIX-FM, KCKC, KCUB.
BILIY LARIKIN "Longing For The High" (Sunbird) 49/8
Nationat Summary: Up 27, Same 10. Dowi 1, Debuts 5. Adds 6, WDAF, WTHI, KWJJ, KSON-AM-FM, WYDE, WKLM, WSLR Yin VASSY "'
KIN VASSY "Likin' Him And Lovin' You" (EMI/Lberty) $47 / 3$
National Summary: Up 28, Same 13. Down 1, Dobute 2. Adds 3, KFH, KRZY, WKYG, WFMS-FM d-34, WKKN 37.30, KRDR 39-33,
VWILLIE NELSON "Good Times" (RCA) $42 / 19$
National Summary: Up 2 Same 14, Down 0, Debuts 7, Adds 19 including KEED, KTOM, KCKC, KCUB, WBGW-FM, WWVA WBHP, WOIK.FM, WIRK-FM, WAXX, KEBC-FM, WIXL-FM 49.29, WOYK-FM d. 37 , KWMT $50-42$
ANNE MURRAY 'We Don't Have To Hold Out' (Capitol) 41/18
National Summary: Up 6 , Same 12 Down 0, Debute 7 , Adde 16 including KUZZ, KEED, WSEN, WKXA. WVMI, WESC-AM-FM WQAM, WHOO, WTSO, WKKN, WWVA d-35, KENR d.36. WSIX-FM 36 -28, WFMS-FM d-32

JIM CHESNUT "Bedtime Stories" (EMI/Liberty) 35/7
National Summary: Up 11, Seme 9, Down 0, Debut 8, Adds 7, WWVA. WOIK-FM, WKLM, KWMT, WFMS-FM, KFEQ. KTRB
BILL LYERLY "My Baby's Coming Home Again..." (RCA) 33/13
National Summary: Up 5. Same 11, Down 0. Debuts 4. Adds 13 Including WPOR, WESC-AM-FM, WIRK-FM, WSAI, KTRB
DEBBY BOONE "It'II Be Him" (WB/Curt) 33/9
National Summary: Up 3, Same 17, Down 0, Debute 4. Adds 9, WSEN, KHEY, KYXX. WAXX, WKMF, WDDD-FM, KFEQ, KUUY
VTANYA TUCKER "Should I Do IT" (MCA) 30/19
National Summary: Up 3, Same 6, Down 0. Debuts 2 Adds 19 including WPOR, WWVA. WGTO, WSM, WIRK-FM, WCXI
DICKEY LEE '"Honky Tonk Hearts'" (Mercury/PolyGram) 28/11
Natonal Summary: UP 4, Same 7, Down 0, Dabute 4, Addy 11, WGTO, WBAM, WSM, WIRK-FM, WCXI, WAXX, WDDD.FM
JOHNNY PAYCHECK "Yestenday's Newe..." (Epic) 26/5
National Summary: Up 3, Same 9, Down O. Dobuts 8. Adds 5, WGNA-FM, WWCS-FM, KLVI, WESC-AMA-FM, KLRA, KRRV d.33,
DAVE KIRBY "North Alabema" (Dimension) 245
Kational Sumrwary: Up 9,
KWMT 41.30, KSSS 40.34.
DOTTSY "Samebody's Darling, Somebody"s Whe" (Tanglewood) 2213
National Summart: UP 1, Same 8, Down 0, Dabuts 0. Adds 13, WWCS-FM, KRRV, WESC.AM.FM, KNOE, WBAM, KSO; WKM
KUUY, KEED, KGA.

## PHIL EVERLY "Sweet Southern Love" (Curb) 21/8

 National Summary: Up 3, Same 9 ,KRSY, WSEN 20.18, WBAM 3528 .
$\square$ BOBBY GOLDSBORO "Love Aln's Never Hurt Nobody" (Curb) 19/18
National Summary: Up 0, Same 1, Down 0, Dabuts 0, Adde 18 including WSEN, WMZO-FM, WCOS-FM, WGTO, WLWI-FM WSM, KRMD-AM-FM. WKMF, KEBC-FM, KUZZ, KGA
DREBA McENTIRE "Today All Over Again" (Mercury/PolyGram) 18/18 National Summarr: Up O, Seme 0, Down 0. Debute O, Adds 18 including WMZQ-FM, KVET, WESC-AM-FM, KIKK.FM, WLWI-
FM, KRMD-AM-FM, WIRE, KEBC-FM, KUZZ, KUUY, KMPS.AM-FM. KGA.
STEPHANIE WINSLOW "I've Been A Foof" (WB/Curb) $18 / 10$
National Summary: Up 2 Same 3. Down 0, Debuts 1, Adds 10. WWCS-FM. WESC-AM-FM, KNOE, WBAM, KEBC.FM, WKKN BILLY EDD WHEELER "Daddy" (NSD) 15/7
National Summary: Up 0 , Same 4, Down 0, Debuts 4, Adds 7, WMZO-FM, WYDE, KLRA, WOKK, WOYK-FM, WHK, KMPS.AM FM, WLWI-FM d40, WSUN d-26. WIRK-FM d. 25 .
DAVID ALLAN COE "Tennesee Whiskey" (Columbia) 15/6
National Summary: Up 1, Same 5, Down 0, Debute 3, Adds 6 . WWCS-FM, KLRA, WQAM, WSAI, WCXI, KFGO, WKKN, KRRV d. 32.

JERRY REED "Good Friende Make Good Lovers" (RCA) $14 / 7$
National Summar: Up 3, Same \&, Down 0, Debuts 0, Adds 7, KRAV, KVET, WKLM, KFGO, KICD.FM, KONE, WWCS-FM.
JOHN WESLEY RYLES "Mathllda" (MCA) $12 / 12$
Na tional Summary: Up 0, Same 0, Down 0, Debuts 0, Adds 12 , WVAM, WIXY, WWCSFM, KLVI, KENR, KNOE. KRMD-AM-FM. WNRS, KBMR, KVOO, KUZZ, KRDR.
STEPHANIE WINSLOW "Sometmes When We Touch" (WB/Curb) 12/5

## 00551050 <br> Pictures



PLA YING THE PRICE - Phoenix radio station KNIX-AM.FM was visited by Ray Price prior to a recent concert appearance in the area. Pictured (1-r) are KNIX-AM-FM OM Larry Daniels, air personality Steve Wood, Price, and Production Manager LJ. Waggoner.


CRISTY IN CASPER - KVOC/Casper, WY morning man Rob Cutter (left) and afternoon personality/MD Mike Lee are seen with EMIILiberty singer-performer Cristy Lane. Ms. Lane was in town for a concert date.


RARE RADIO RAP - WHN/New York had singerlentertainer Tom Jones in as a guest disc jockey. Jones admitted it had been at least a dozen years since he did any sort of radio interview. His appearance on WHN was more than an interview. For one hour Jones did an actual jock show complete with timetemp and commercials. Seen here is Jones (seated) with WHN's PD Ed Salamon: (l-r, rear) Station Manager Brian Moors and former midday personality Lee Arnold las reported in R\&R Street Talk 6-12, Arnold has exited the station to pursue falevision interests).


FOR THE RECORD - Omega recording artist Della Rae visited Atlanta's WPLO to present PD Jim Clemens with a copy of her new release "Dead Or Alive." Pictured (I-r) are producer Fred Waugh, Della, and Jim


## Inside Nashville

FROM SEA TO SHINING SEA: Sammy Davis Jr. recorded here finally after eight years of talking about it . . . Jon \& Jim Hager, the twins from "Hee Haw," worked the Topson Texas Rodeo (8) for Music Row Talent . . . Barbara Mandrell and Mac Davis will reprise their hosting chores on the Country Music Association awards special in October for CBS ... Tammy Wynette stop at his house per day. Conway and his reported doing well after her latest abdominal surgery, in Red Bay, Al. She'd gone there for an uncle's funeral, became ill, and was rushed into surgery. It's her sixth abdominal surgery instance . . . Chet Atkins talking about his new album and two new "Chet" model guitars for Gibson, for whom he just signed as a consultant Tom T. Hall's new book (a novel) called "Laughing Man Of Woodstick Coves," about a young man in a small town, will be published by Doubleday this fall...Songwriter Patsy Bruce (Ed's wife) lost 85 pounds, is down to 115. "Did it on the Scarsdale Diet," she says . . . The inmates at Missouri State Prison made Willie Nelson an honorary inmate! ... Barbara Mandrell still mum (to deadline) about the Mandrell TV weekly. Look for complications on that . . Did you know that a Hollywood production team is planning a film called "Waltz Across Texas?" (Ernest Tubb take note) . . . Loretta Lynn will do the "Tonight Show" on NBC-TV August 4, the night before her Riviera Hotel/Las Vegas opening... Archie Campbell and Minnie Pearl to host a music-comedy TV special? That's what they told me.

FUN IN MUSIC CITY PUTS MONEY IN THE KITTY: Met four radio station tour buses last week in town for stationpromoted tours. These are Inside Nashville stations (they carry our multi-daily newsfeatures and we "host" the group for a special visit when come): KICD, WYNA, KURE, and WLJE... Conway Twitty's giant tourist-office-residential complex, to be completed by early 1982, will include a 3-acre Tammy Wynette compound and a 10-acre Conway Twitty residential compound. Conway says he'll live in the compound, as will all his kids, in their own homes. As for lack of privacy, he says this will give them more privacy and security than they have now with their own security force on duty 24 hours a day. Conway estimates between 60 and 100 tour buses

wife Mickey are pictured here during the ground breaking ceremonies of his new complex. Check out the size of that shovel. Can you dig it? . . . Diane Pfeifer, Billy Joe Shaver, and Bobby Bare headlined the June edition of "Country Music Spectacular," a live satellite broadcast over Radio Luxembourg at the Tennessee Performing Arts Center's Andrew Jackson Hall in June . . . Over 100 people attended the second annual "Sunday Morning Country," a "Sunday Singin'" at Nashville's War Memorial Auditorium staged by the Music City Christian Fellowship, made up of Christian country artists. The cast included George Hamilton IV, Connie Smith, Vernon Oxford, Lulu Roman, Sandy Posey, Donna Stoneman, Mary Lou Turner, Bill Walker, Marjohn Wilkin, Bobby Wood, Linda Hargrove, Kenny Walker, Jerry Arhelger, and Biff Collie. The show was taped for the second time for broadcast on "Country Crossroads," syndicated on over 1600 stations . . . Charlie Lamb, longtime Nashville entrepreneur, publisher, and music industry executive, astonished his friends (and a lot of others too) with a surprise appearance on the "Music City News Cover Awards" TV special, doing his "schtick" with the doubletalk routine. Somebody ought to write a song or narrative for him. He's funny!

ROY ACUFF says he wanted to die first. "By leaving me alone, Mildred has just left me completely lost." Mrs. Acuff, Roy's wife of 44 years, was found dead in her sleep at their sprawling home on the Cumberland River, across from Opryland; apparently death was attributed to a heart attack. Mrs. Acuff was actively involved as a Vice President and board member of the giant Acuff-Rose Publications, which Roy and Fred Rose established in the 1940's. She leaves Roy and their son and daughter Roy Neil and Thelma. If Roy Acuff is King, Mildred Acuff was unquestionably the Queen. She was a warm, highly intelligent and charming lady. Her influence on her husband's life, career, and fortune is inestimable. The family requests, in lieu of flowers, that donations be made to the American Heart Association.
blUE RIBBONS: Country Music Foundation Executive Director Bill Ivey's election as National President of NARAS makes him the third Nashvillian to preside over that 5000 -member music trade group... Late congratulations to Del Bryant and his new wife, the former Sarah Ann Rodgers, married May 10. Del is Director at BMI here and son of songwriter giants Boudleaux and Felice Bryant. Sarah is Assistant Principal at St. Bernard School for Exceptional Children here . . . The 10th annual Grand Masters Fiddling Championship saw eight of the first ten winners under 21 years of age. Jimmy Mattingly of Leitchfield, KY was the winner. He's 18 . . . Big Bird (from "Sesame Street") came to "Hee Haw" and met the little kids of every member of the cast. Buck and Roy got to do the byplay with the giant yellow bird, which we'll see this fall... Slim Whitman's Christmas album is done in July . . . Look for a historical album being put together by Hall of Fame record producer Owen Bradley. He's fusing Patsy Cline tracks with Jim Reeves tracks to make a duet album by the two Hall of Famers who never sang together until after they died!
(onjoivg Regional Adds \& Hots

| most adoed EAST | hotrest | most adoeo | MIDWEST hottest | most adoed | SOUTH | нотtest | mostradoeo | WEST | hottest |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ronnde Musep (RCN <br> D. Frizrell \& 8. Weat (WB) | Berbora Mandrell (MCN) Aleboma (RCA) | Don Wimbors (MCA Mickey Gimpy (Eplc) Ronnis Mimeap (RCN | Bentern Mendron (MCN Alltams (RCA | Mickey Glioy (Eplc) Don Wimarma (MCN Rornio. Millep (RCA) |  | Alontere Mandrall (MCN (RCN) | Ronnis Millep (RCN Don Willame (MCA) Mickey Gilioy (Eplc) | Hent | (RCN (MCA) tracurb |



8.YEAROLD SWEEPS FRISBEE CONTEST - KOMO/Seattla's remote team interviews the surprise "Great Frisbee Toss" champion, who beat out all the adufts to win a 10 -speed bike in the annual University of Washington event Pictured with the winner are, from left, morning personality Larry Nelson, news reporterlanchor Michael Hamilton and Sports Director Bob Rondeau


WHO NEEDS THE MAJORS? - KOY/Phoenix presents its 1981 Marauders softball team. Joo fow (i-r): Keith Mandili, Terry Schmitgal (formerly of MCA Records), Gan\% Mulleneau, Alan Lauer, Stan DeWitt, and KOY Opere tions Manager Dan Armstrong. Bottom row (1-r): Richard Bella, Tony Mandill, Chris Evans (formar NHL defenseman), Phil Putnam, and Greg Luft.


WHAT'S-HIS.NAME VISITS WDAE - Stopping through Tampa to promote his new book about memory by association through mental images, former basketball great Jerry Lucas (right) was inter. viewed by WDAE's new midday personality Mark Simpson


THREE'S A CROWD - WMPXMMidland, MI midday personality Craig Moore unmasks the real Phyllis Diller during the area's Arts Celebration. The man in the middle is rumored to be "Papa San Arbitron," a local samurai.


ROGER WHITTAKER \& FRIENDS - During his Northeast tour, RCA recording artist Roger Whittaker (center) was greeted by RCA Division VP Jack Craigo (laft) and WNEW-AM/New York air personality Bob Jones.


MARATHON FOR MONEY - WVJS/Owensboro, KY raised over $\$ 17,000$ in a 30 -hour radiothon for St Jude's Hospital in Memphis, several-hundreds miles away. Here interviewing a St Jude employee is PD Joe Lowe.


WEVE GOT YOU SURROUNDED - WGIR/Manchester's air staff congratula tes their "Prize Surprize" grand prize winner and her son, who won a trip for two to the Bahamas. She was selacted out of 229 eligible contestants from the six-month contest during a recent drawing at a local mall. From left, picturad are Geoff Woodbarry, Ken Cail, Bruce Renfro, Ed Erouder, Gay Vernon, and Mark Lewis.


HAVE YOUR CAKE \& EATIT TOO - CKWWWindsor presented the "City Of Roses" with a cake to commemorate 7ts 89th birthday. Signing the cake in the mayor's seat is morning personality Kevin McGowan, with some help from members of the City Hall Office Staff

## AT/CBS

## OUR SUMMER IS GETTING HOT!

## CARL WILSON

 "HReaven" "Heaven"Produced by James William Guercio



Heaven (Caribou) whio, wwwe, wo AL-FM, on it, 20 adds, WTM W, WSA, WKHM, KMRJ, WSTV, $56 \%$ of our reporters or, WBT, WGY, WGR, Medium rotation: Wect week.
Management and Direction:
Jerry Schilling Management
$50 \%$ of our 9 AIA, WRVR, WBT, WGVA, KRKO. Medim ACC chert next wook KRMG, WJBO, KSAAY, WEL and KRMG, WLW, KSL
WISN,

## "JOHN SCHNEIDER "It's Now Or Never" <br> Produced by Tony Scotti and John D'Andrea





## A/C's Growing Record-Breaking Power

Adult/Contemporary radio is undergoing music identity changes in nearly every market. Record companies have become more aware that $\mathrm{A} / \mathrm{C}$ airplay is more important today than ever before, representing a key attitude change, one welcomed by A/C programmers.

R\&R talked with five national Adult/Contemporary record promotion executives to get their views about the increasing value and influence of $A / C$ support

Pat McCoy: Director, Adult/Contemporary
National Promotion, Warner Brothers
"I absolutely $100 \%$ feel that A/C radio is more influential in breaking records than ever before. In the first place, $\mathrm{A} / \mathrm{C}$ radio five years ago was MOR. In the eyes of the record industry, it was a lot of hog prices and corn futures. Today, we have the younger program and music directors going into $\mathrm{A} / \mathrm{C}$ radio who have cut their teeth in CHR. They aren't disregarding public service, but are now programming music for music's sake and not just to fill in the holes between all the talk.
"The wonderful thing about A/C radio nowadays
 is that it's no longer looked信 inck and Tom Jones. A/C stations do play these artists, but they take up a much smaller segment of the programming. Today, you can put an A/C playlist back-toback with a CHR list, and there is almost no difference. Unless it's pure Black, Country, Gospel or hard AOR, we ship all product to A/C."

Pat discussed some of the changes WB has been making in approaching A/C. "We have been striving for the last year to make our local people aware of the pro blems A/C radio has been facing. Now our local staff are going into those stations, which previously they have not done, and are enlightening the A/C's that Warner Brothers is aware of them. We're hand-delivering records to stations where none used to be even mailed. When I'm on the road, I'll walk into an A/C station with my local person and they'll actually know who he is! In the last twelve months, the record company's viewpoint towards the A/C station is almost a total reversal. The awareness of the record company moguls to $\mathrm{A} / \mathrm{C}$ radio is really refreshing. When Mo Ostin comes in and asks how we're doing with a certain record, knowing we're trying to break it A/C, whose eyes do you have to open wider than that?"

Bonnie Goldner: Manager, Adult/Contemporary Promotion-

## Trade Relations, RCA

"A/C stations are definitely more influential than they used to be. One reason is that the population is getting older. As that happens, people in records and radio are paying much more attention to the older au diences - what they're listening to and what they're buying, since the adults represent the buying power demographic.'

Bonnie doesn't believe that $\mathrm{A} / \mathrm{C}$ stations are always following behind the CHR's. "The similarity between $\mathrm{A} / \mathrm{C}$ and CHR is so close right now. In many markets, the CHR's can't even add records until they see that A/C base. A/C stations are taking themselves a lot more seriously these days. They realize that they are
viable, and they're paying attention to what they add and how they add it
"As CHR stations have become tighter with product and the research proof that you need to earn airplay grows, labels have been forced to look elsewhere and have now begun to cultivate $\mathrm{A} / \mathrm{C}$. A/C has always been an accessible area where you could get a programmer to play a record because he liked it, or because he felt it was right.
"Record companies that have been paying more attention to $\mathrm{A} / \mathrm{C}$ are seeing
 results: more airplay, which ultimately helps to get more sales
" $\mathrm{A} / \mathrm{C}$ is a \#1 priority at RCA. We care as much about those stations as we do about CHR because a lot of markets are really A/C, regardless of how their stations are categorized. They are all playing the same music and appealing to the same audiences.
"Just as we do with CHR, we pay a lot of attention to album giveaways, test pressings, special deliveries - the same considerations, at least from upper management. We firmly believe in the strength of Adult/Contemporary radio.'

## Rick Bisceglia: Manager,

National Adult/Contemporary Promotion, Arista
"A/C stations are certainly more important than they were five years ago. These days they play a wider
variety of music, such as Alan Parsons or even some harder rock.
'We know the $25+$ demographics


Rick Bisceglia cs buy deal to them. A/C radio is breaking records - that's a fact. I see this format being primarily responsible for the success of many artists. There's no doubt CHR stations are very concerned with how records are doing with A/C radio, just as CHR watches AOR.
"I find many A/C stations trying to spread their target demographics younger, and seeking listeners who are still active record buyers. I feel that is helping speed up the awareness from labels that A/C stations are an important sales influence.
"We have recently broadened our commitment to A/C radio by establishing an Adult/Contemporary promotion department. I foresee the other labels placing more and more interest and emphasis on $\mathrm{A} / \mathrm{C}$ - it's a natural transition. They will see that A/C stations are needed to break records that are based in nearly every format. A/C is essential to making hits. I believe it's the format for today and the future."

## Lou Galliani: National Promotion Director/ Field Operations \& Information,

 Elektra-Asylum"A/C stations are influential to record sales, but not as much as they can and will be. They're developing the clout of a team effort. A/C stations have been carrying more significance now that they're being tracked the
same way as the CHR's.
"Today a record company can maximize sales only by having multi-format hits, two formats or more. For example, the Pointer Sisters is a CHR hit, a Black hit, an A/C hit and even crosses somewhat over to Country. A/C's key asset to the record business is the way it develops a broader base, the way it spreads a record's visibility.
"One problem with A/C stations is that, with very
 Lou Galliani , amounts of records don't appear se their airplay alone. Generally, A/C don't seem to condition their audience to the music with heavy exposure and back-announcing the same way a CHR station might.
"More concentration is being placed on A/C, but some people still call it MOR. They just refuse to progress, to change with the times. Those companies that do progress will find that they get a lot more results from their records."

## The New Image of $\mathrm{A} / \mathrm{C}$

The long-established assumptions by record labels regarding music on A/C radio are finally being shattered, reflecting the diverse and valuable contributions A/C stations are making in artist development.

As labels continue to emphasize the significance of Adult/Contemporary radio as a direct or indirect influence in the music marketplace, it stands to reason that these stations, in turn, will keep asserting a more aggressive posture in exposing new product.

## A/C Exclusive Becomes Two-Week Breaker

In what appears to be a precedent-setting event, Epic/Portrait/Associated Labels has released a Carl Wilson single exclusively to Adult/Contemporary stations, just to prove a point.

Developed by National Adult/Contemporary Promotion Manager Polly Anthony, the special pro motion was specially built to demonstrate the ability of $\mathrm{A} / \mathrm{C}$ stations to break records.
Anthony explained, "We set this project up to determine several things. First, we want to more closely examine the $\mathrm{A} / \mathrm{C}$ format and see its impact in the market. Also, we're studying how $\mathrm{A} / \mathrm{C}$ influences other stations and what A/C radio's needs are. Personally, I wanted to measure the pioneer spirit of $A / C$ and destroy the myths about A/C's sup-
 posed unwillingness to ex-

Polly Anthony pose new product. We're heightening E/P/A's se sitivity and awareness of this format by dealing with a record on an exclusive basis."

Anthony agrees that the unusual effort is providing new insight about individual $A / C$ stations. "I'm learning who is concerned about stock in the market, who's aggressive, who wants promotions things we know about CHR but never determined with $A / C$. The results should be very interesting."

If the first two weeks are any indication, Anthony and E/P/A will realize every expectation; Wilson was \#1 "Most Added" in its first week and reached "Breaker" status in the second, an achievement usually reserved only for superstars.

Anthony concluded, "There have been minimal problems with stations waiting for CHR support. A/C radio has supported and, overall, taken great pride in the project. We're obviously delighted and will probably try this again."

R\&R/Friday. June 26, 1981


## BREAKERS

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

## MARTY BALIN <br> Hearts (EMI America)

$68 \%$ of our reporters on it, 17 adds WCBM, WBZ-AM, WELI, WRVR, WSIX, KHOW, WGAR, WWWE, WHIO, KMBZ, WISN, WNAB, WTAR, KRZI, KOLO, WOWO, WJON. Heavy rotation: WBEN, WGR, WIP, WGY, 97AIA, WSJS, KNBR, WLW, WTMJ, WABZ, WCHV, WORG, KFQD, KBAI, KRKO, WHBY, WKHM, KLMS, KLTE. Medium rotation: WPRO, WASH, WBT, WOAI-FM, KOY, KEX, KFMB, KLOK, WCCO-FM and 26 more. Moves 29-20 on A/C chart

## ALAN PARSONS PROJECT <br> Time (Arista)

$60 \%$ of our reporters on it, 10 adds, KDKA, WHAM, WSJS, KLOK, WDBO, KRKO, WFDF, WOWO, WNFL, KMRJ. Heavy rotation: WBEN, WGR, WSM FM, WCCO-FM, WRIE, WABZ, WJBO, WMAZ, WYMC, WFIR, WJON, WSGW, KFOR, WKHM, WOOD. Medium rotation: WELI, WIP, WGY, WHEN, WASH, WRVR, WOAI-FM, KPPL, KOY, KEX, KOGO, WLW and 22 more. Moves 30-23 on A/C chart.

## JAMES TAYLOR

## Hard Times (Columbia)

$59 \%$ of our reporters on it, 9 adds, WDAE, KEX, KNBR, KING, WWWE, WTAR, WDBO, KRKO, WHIZ Heavy rotation: 97AIA, WTMJ, WNAB, WEIM, WSBA, WLVA, WRVA, KOLO, WIBW, KLMS, WKHM, WHBY. Medium rotation: WCCO-AM, WISN, WHIO, WLW, KFMB, KSL, WRVR, WBT, WGY and 25 more. Debuts on A/C chart at No. 26.

## CARL WILSON

Heaven (Caribou)
$56 \%$ of our reporters on it, 20 adds, WTMJ, WHIO, WWWE, WOAI-FM, WSM-FM, 97AIA, WRVR, WBT, WGY, WGR, WSBA, WKHM, KMRJ, WSTV, KRMG, WJBO, KAAY, WLVA, WRVA, KRKO. Medium rotation: WCCO-AM, WISN, WLW, KSL, WELI and 11 more. Will debut on A/C chart next week.

## NEW \& ACTIVE

Recent releases with alrplay reported by at least 20 of our reporting stations are Ilsted In order of their 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 added it this week. $\bar{\sim}$ Indlcates one of this week's "most added" new songs.

STANLEY CLARKE/GEORGE DUKE "SWeet Baby" (Epic) 59/8 add WGR, WOAI-FM, WDAE, KLO, WFIR WDBO, WACI, KLTE. Heavy rotation: 97AIA, WTMJ, WRVA, WORG, WCFR, WHBC. Modium rota ton: KING, KNBR, KFMB WSM-FM, WRVA, WHEN, WGY, WIP, WELI, KEN, KRKO, KMED, KRKK, WHIZ, WSTV, WJON, WKIC. WAKR. POINTER SISTERS "SIow Hand" (Planet) 58/18 add WGR, WTAE, WGY, When, kLok, WDAE, WLW, WHIO WISN, KFQD, KUGN, KRKO, KMJJ, WBOW, WSGW, WKHM, WHBC, WAKR. Hoavy rotation: WHAS, 97AIA, WSM-FM WMAZ, WRVA, KBAI, KLMS. Medium rotation: WCBM, WBEN, WIP, WASH, WBT, KEX, KNBR, KMBZ, WCCO.FM, WNAB WLNH, WNEU, WORG. WFIR. KAAY, WSLI, WNDB, WCHV, WJBO, WABZ, KOLO, KAKK, WSTV, KLTE, WHBY.
JOHN SCHNEIDER "It's Now Or Never" (Scotti Brothers) 55/6 add WELI, KEX, KNBR, WHIO, WIS, WFIR Hoavy rotation: WTMJ. WRVA WNDB. Modium rotarion: WSB, WSJS, KSL WIW, WC, WMM. WAKL. WABZ. WDEF, WNEU, WOOD, KXIC,
ELTON JOHN "Nobody Wins" (Geffen) $54 / 2$ add 97AIA WBZ.AM. Heavy rotation: WIP, WBT, WSM-FM, WOA FM, WSJS, KNBR, WLW, WNAB, WEIM, WLNH. WABZ, WSLI, WFIR, KRKK, WBOW, KLMS, KWOS, WOWO. MOCIU rotation: WGAR, KING, KEX, WDAE, WRYR, KDKA. WGR, WCBM. WRIE, WSFM, WCFR, WATR, WIS, KAAY, WMAZ, WYMC WTAR, KFOD, KUGN KRKO. KBAI KLO WHIZ WJON, KMP WDIF, KFOR WKHM, WKIO WHBY Significant hoam otation debuts it on AC chart at No. 30 .
ЛCARPENTERS "Touch Me When We're Dancing" (A\&M) $49 / 26$ add WBEN, WELI, WPRO, WHEN. WASH, KOY, KNBR KSL WINH, WNEU, WJBO, WCHV, WNDB, WSLI, KAAY, WLVA WRVA, WFIR KUGN, KLO, WHIZ WBOW, WSTV. WDIF, KLTE, KXIC. Heavy rotation: 97AIA WCCO-AM. Modium rotation: WLTA. WBT, KFMB, WLW, KMBZ WORG, WMAZ, KBAI, KRMG.
DIONNE WARWICK "Some Changes Are For Good" (Arista) $47 / 12$ add WLNH, WNEU, WNDB, WYMC

jedrowerorls
NATIONAEAIRPLAY/3O

## $=$ =. June 26, 1981

| 6 | 3 | 2 | 1 | george harrison/All Those Years Ago (Dark Horse/WB) |
| :---: | :---: | :---: | :---: | :---: |
| 15 | 6 | 4 | 2 | AIR SUPPLY/The One That You Love (Arista) |
| 2 | 1 | 1 | 3 | NEIL DIAMOND/Americe (Capitol) |
| 1 | 2 | 3 | 4 | DOTTIE WEST/What Are We Doing In Love (Liberty) |
| 18 | 10 | 6 | 5 | BARBRA STREISAND/Promises (Columbia) |
| 30 | 20 | 14 | 0 | MANHATTAN TRANSFER/Boy From New York City (Atlantic) |
| - | 27 | 18 | 7 | JOEY SCARBURY/Theme From "Greatest..." (Elektra) |
| 23 | 15 | 8 | 8 | PURE PRAIRIE LEAGUE/Still Right Here... (Casablanca/PolyGram) |
| 20 | 14 | 10 | 0 | ROSANNE CASH/Seven Year Ache (Columbia) |
| - | - | 21 | $(10$ | KENNY ROGERS/I Don't Need You (Liberty) |
| 14 | 11 | 11 | (11) | JIM PHOTOGLO/Fool In Love With You (20th) |
| 26 | 21 | 15 | 12 | LEE RITENOUR/Is It You (Elektra) |
| 28 | 24 | 16 | 13 | SHEENA EASTON/Modern Girl (EMI America) |
| 9 | 7 | 7 | 14 | JESSE WINCHESTER/Say What (Bearsville/WB) |
| 3 | 5 | 5 | 15 | GINO VANNELLI/Living Inside Mysélf (Arista) |
| 29 | 22 | 19 | (1) | OAK RIDGE BOYS/Elvira (MCA) |
| 7 | 9 | 13 | 17 | KIM CARNES/Bette Davis Eyes (EMI America) |
| 8 | 8 | 9 | 18 | RAY PARKER JR. G RAYDIO/A Women Needs Love... (Arista) |
| - | 29 | 24 | (1) | CAROLE BAYER SAGER/Stronger Than Before (Boardwalk) |
| - | - | 29 | (2) | MARTY BALIN/Hearts (EMI America) |
| 4 | 4 | 12 | 21 | DON McLEAN/Since I Don't Have You (Millennium) |
| 12 | 12 | 17 | 22 | STARS ON 45/Medley (Radio/Atiantic) |
| - | - | 30 | (23) | ALAN PARSONS PROJECT/Time (Arista) |
| - | - | 28 | (2) | JUICE NEWTON/Queen Of Hearts (Capitol) |
| 24 | 23 | 23 | 25 | PAUL ANKAl've Been Waiting For You All My Life (RCA) |
| - |  |  | (3) | JAMES TAYLOR/Hard Times (Columbia) |
| 5 | 13 | 22 | 27 | JOHN LENNON/Watching The Wheels (Geffen) New |
| 11 | 16 | 20 | 28 | ANNE MURRAY/Blessed Are The Believers (Capitol) Entry |
| - |  |  | 2) | POINTER SISTERS/SIow Hand (Planet) |
|  |  |  |  | ELTON JOHN/Nobody Wins (Geffe |

This chart Is based solely on alrplay rotations complled weekly from our A/C reporting stations. Black circled numbers Indicate significant progress from at least $60 \%$ of our reporters.

## MOST ADDED.

RONNIE MILSAP
(There's) No Getting Over Me (RCA CARPENTERS
Touch Me When We're Dancing (A\&M) CARL WILSON
Heaven (Caribou)
POINTER SISTERS
Slow Hand (Plane MARTY BALIN
Hearts (EMI America)
KENNY ROGERS
I Don't Need You (Liberty)

## HOTTEST

AIR SUPPLY
The One That You Love (Arista) GEORGE HARRISON All Those Years Ago (Dark Horse/WB) NEIL DIAMOND
America (Capitol) DOTTIE WEST What Are We Doing In Love (Liberty) MANHATTAN TRANSFER Boy From Now York City (Atlantic) OAK RIDGE BOYS
Elvira (MCA)

ENGELBERT HUMPERDINCK "Don't You Love Me Anymore" (Epic) 46/1 add wsaw. Heavy rotation: WTMJ, WNAB, WSBA, WFTL WRVA, KMED. MOdium rotaion WCCO-AM, WHIO, WLTA, WHAM, WEIM, WHAG, WDEF , WIF, WOOD, KXIC, KLTE, KMAJ, WQUA, WJON.
JOHN DENVER "Some Days Are Diamonds"' (RCA) $45 / 6$ odd KUGN, KBAI, WNDB, WAKR, WDIF, KRMG Heavy rotaion: WLTA, KMBZ, WHAG, WRVA, KLMS, KXIC, KGGF. Modium rotation: KOY, KSL WCCO.AM, WNAB, WSBA WEIM, KLO, WHBY, WHBC, WFDF, KFOR, KMRJ, WJON, WDEF, WFTL WLVA, WYMC.
TERRI GIBBS "Rich Man" (MCA) $37 / 6$ add WATR, WIS, KLO, WSTV, KFOR, KUGN. Haavy rotation: WCCO-AM. KLMS. Modium rotailon: WBT, WSJs, KHOW, KOY, KFQD, WMAZ, WDEF, WKIQ. WHBC, KXIC, WQUA, WJON, KRMG. ALABAMA "Feels So Right" (RCA) $36 / 9$ add wsix. ws.Js, KFQD, WJBO, WNEU, WATR. WEIM, KWOS, WDIF. Heavy rotation: WSB, 97AIA. WRVA, KRMG. Modium rotation: WBT, KOY, KLO, WORG. WMAZ WIS, WHBC. KGGE, KXIC. KFOR.
PHIL EVERLY "Sweet Southern Love" (Curb/CBSI $36 / 3$ add WTMJ, WCHV, KOB. Heavy rotation: WRVA. KLMS, WDIF, WQUA. Madlum rotation: WBT, WNAB, WHBY, KFOR, WJON, WABZ, WDEF, KLO.
DILLMAN BAND "Lovin' The Night AWAy" (RCA) 34/0. Haavy rotation: WDEF, WRVA KLO. Medium ROtation: WLTA WCCO-AM, KNBR, KEX, WHAG, WSBA, KRKK, KMED, KFOD, KOB, WMAZ, WLVA, WIS, WJON, WDIF,
KXIC, WACI, KGGF, WHBC.
VRONNIE MILSAP "(There's) No Gettin' Over Me" (RCA) $33 / 30$ add wBen, wLTA wbt, g7ala woal FM, KEX, WFYR, WLW, KMBZ, KLO, KBAI, KRKO, WAVA, WYMC, KAAY, WSLI, WNDB, WIS, WDEF, WABZ, KAMG, WJON, KMRJ, KLTE, WDIF, KWOS, KGGF, WHBY, WCFR, WLNH. Medium rotaion: WGR.
DARYL HALL \& JOHN OATES "You Make My Dreams" (RCA) $33 / 2$ add WLW, WNFL Heavy rotation: WBZ-AM, KDKA, WTAE, WHEN, WOAI-FM, WSJS, WLNH, WNEU, WJBO, WCHV, KAAY, WFIR, KBAI, WHIZ, KLMS, WOWO Modium rotation: WBT, WFFR, WGAR, WEIM, WSFM, WCFR, WSLI, WMAZ, KFOD, KRKK, WBOW, WKIQ.
DENNIS YOST "Going Through The Motions" (Robox) $32 / 2$ add KRMG, WMAZ. Heavy rotation: WLTA ROBBIE DUPREE "Brooklyn Girls" (Elaktra) 21/0. Modium. KGe
ROBBIE DUPREE "Brooklyn Girls" (Elektra) 21/0. Modium rotion: WRIE, WEIM, wJBo, wIS, KFad, KBAI ANNE MURRAY
ANJN Mosyrat "We Don't Have To Hold Out" (Capitol) $20 / 6$ add Kfmb, Kmed, Kfad, wis, watr, WJON. Heavy rotation: WCCO-AM, WRVA. Modium rotation: WSB, KSL WSL, WNDB, KGGF, WSBA.

## Others Getting Significant Action

[^1]
## EMMYLOU HARRIS "I Don't To Crawl" (WB) $9 / 2$ add wcco. AM, Wis. Modium rotation: WSM.FM, WHAG

 GRMG.GROVER WASHINGTON JR. "Winelight" (Elektra) $9 / 2$ add WTMJ, KLMS. Modium rotation: KSL KFOR. SANTANA "Winning" (Columbia) 9/0. Heavy rotation: WNEU, WLNH. Modium rotetion: WTAE, WCHV, KAAY YUTAKA "Love Light" (Alfa) $8 / 4$ add WCCO-AM, KMED, KLMS, WJON. Medium rotation: WQUA.
ABBA "On And On And On"" (Attantic) $8 / 2$ add WEIM, WYMC. Madium rotation: WTAE, WHAG, KOB, KGGF. ERIC CLAPTON "Another Ticket" (RSO) $8 / 2$ sdd WNAB, WMAZ. Medium rotation: WSLI.
ROBERTA FLACK "You Stopped Loving Me" (MCA) $8 / 1$ add WATR. Hoavy rotation: WLTA. Madium otation: WCCO.AM. WMAZ.
STACY LATTISAW "Love On A Two-Way Street" (Cotillion) $7 / 2$ add Wip, WEIM. Medium rotprion WORG.
GLADYS KNIGHT \& THE PIPS "Forever Yesterday (For The Children)" (Columbia) $7 / 11$ add WATR. Haan
KSL KSL.


# Black Radio 

# WJMO's AM Survival Technique 

In last week's article, the subject was "Fighting Back Against Urban Contemporary"; we used WHUR in Washington, DC as an example of a Black station rebounding and now holding its own. This week I'm continuing the debate of Black Radio vs. Urban Contemporary Radio, but this time we have a Black AM station up against an FM Urban Contemporary and a Black FM also vying for the audience.

The city is Cleveland, the AM Black station in this case is WJMO, the Urban Contemporary is WDMT, and the new FM Black station is WZAK. Just for clarification, we are not comparing the stations; we are examining the avenues of survival for the traditional 24 -hour Black AM Station. Whether we like it or not, many Black AM stations are suffering financially and self-consciously, with a slight case of insecurity.
One of the stations "hangin' tough" but being tested day after day and month after month is WJMO/Cleveland. Erik Stone is the new Program Director at WJMO, following Bernie Moody, now Operations Manager at KSOL/San Mateo, CA.
 WSID/Baltimore.

## 25-Plus "Exclusively Black"

WJMO thus far has been able to maintain a respectable position in ARB by pulling in a 3.2 share in the last ARB. With the type of competition existing in the Cleveland market at present, this seems notable to me. After talking with Erik for a few moments I asked him
"We are a Black radio station and anyone who listens would understand that. When Queen's 'Another One Bites The Dust' became the hottest record in the country, we didn't play it because we thought it would take a space that a black artist could have on our playlist.'
what types of things his station is doing to gain more black audience and to maintain those blacks already gained. Stone indicated that WJMO had to realign its target audience to $25+$ because there was no way that the station could compete with FM, particularly FM with a target audience of 18-24. "The (FM'ers) have a stronghold on that market, so we concentrate on $25+$ along with a lot of information - particularly local Cleveland information specifically delivered to the black community."

Stone stated quite emphatically that WJMO is exclusively a Black station. "We are a Black radio station and anyone who listens would understand that. When Queen's 'Another One Bites The Dust' became the hottest record in the country, we didn't play it because we thought it would take the space that a black artist could have on our playlist."

Since there are several white recording artists who definitely appeal to blacks in a 25-49 demographic
breakdown, I questioned Stone regarding this choice of playing black artists exclusively. "Keeping in mind the fact that we are dealing with a black adult audience (25+), records like Queen's just would not appeal to our type of audience. Before we would play a Chuck Mangione record - one which suits the $25+$ group - it would have to be the hottest or certainly one of the hottest tunes in the country. Only then do we deviate from our usual philosophy - if it's not a black artist, don't play it. This belief is probably the one thing that singles us out in this market. If you tune us in, there is a possibility that you'd know, immediately, the type of music we play. This is not true of our competitors."

News \& Community Affairs
After finding out that blacks make up approximately $40 \%$ of the total Cleveland population, I was curious about other techniques used by WJMO. Stone responded, "We do news twice an hour in major dayparts, running at least three minutes of news whereas one FM counterpart does no news at all and still another does RKO Network and a limited amount of local news. WJMO tries to focus particular interest on ways of supporting the local Cleveland community. In fact, our public affairs is specifically designed to assist the black individual to seek the type of assistance desired. We involve the community by making ourselves visible and lending the type of support so desperately needed by some communities - especially black ones similar to Cleveland."

I asked Stone about some of WJMO's specialized programming, and learned that the WJMO "Comment Line" plays a major role. "We take a pertinent question relevant to the audience and ask them to call in with their respective opinions. We do this on the morning show and we then put the audience responses on tape, with a collage of answers in the afternoon. By
running this back in the afternoon we are able to solicit the listenership of the $25+$ audience; kids very seldom participate in the 'Comment Line'," Stone said.

Having learned that WZAK and WDMT have racially mixed air personalities, I confronted Stone with the question of whether or not staffing has some significance in this three-station battle for Black audience shares. "Certainly I think that staffing affects the direction and, ultimately, success of a radio station. Everyone connected with the on-air sound of our
"My feeling is that as long as we are a black entity, black people can relate to us.'
station is black. If there is a white voice on our station it is coming from an agency. My feeling behind the whole thing is that as long as we are a black entity, black people can relate to us."

Stone obviously feels that if everything is blackoriented on a Black station, it should be successful, a position he feels strongly about although others may disagree.

He concluded by saying WJMO believes heavily in offering personality radio to its listeners. Sometimes this personality-type mood is carried out through the use of specialized programming, like playing music that dates back to the 60 's and late 50 's. "I would say that a little personality has to come into play with AM radio stations - you've got to relate to the audience, you've got to entertain them and inform them."

## Action

- Brenda Ross has been named Program Director at WDZZ/Flint. Brenda was half of the now-"defunked" morning team of Famous \& Ross at WBMX/Chicago. She also worked at KMJQ/Houston. Goodluck, Brenda.
- WJLB/Detroit has let us know what's on tap in the way of station involvement for the community. Every Wednesday from 11:30am-1:30pm, WJLB presents live entertainment for the Detroit lunchtime crowd. All this takes place downtown in Harts Plaza. WJLB also presented "A Family Affair," an entire day of live Gospel and Contemporary concerts in recognition of National Black Music Month. The show at the Belle Isle Bandshell was free to the public.
- The Black Music Association announced that it has selected New York City as the site of its future headquarters. The move from Philadelphia to New York is anticipated to be completed by the fall.
- WDAO/Dayton's United Negro College Fund Radiothon came to a close Saturday with a grand total of $\$ 10,266$ in pledges and contributions, as the station helped kick off this year's drive in the Dayton area. On hand to accept contributions at six area locations were WDAO personalities, UNCF officials, and celebrity volunteers, including recording artists Heatwave, Junie Morrison, the Ohio Players, and Dayton, as well as local gospel groups. Funds from the annual drive are channeled to 41 predominately black colleges and universities in the nation. Contributions will continue to be collected locally until the United Negro College Fund Drive comes to a close in November.
- Concepts Limited is a new Black radio consultancy based in two locations, the home office in Knoxville, TN and the other in Kansas City. The three principals involved in the project are Jerry Mason, Operations

Manager of WBMK/Knoxville; Walter McCreary, Program Director at WQBC/Vicksburg, MS; and J.D. Black, air personality at FM-100/Kansas City. They are hoping to attract small stations looking for professional help at an affordable price.

- WVON \& WGCI/Chicago finally got the word from corporate headquarters that the new Vice President and General Manager of the two stations wiil be Marv Dyson, well known in broadcasting circles around the Chicago area for years. Steve Harris was also named to a new position; he is the new Program Director of WGCI, after having been in Chicago radio for a number of years. Steve let me in on two of WGCI's recent promotions. The station hosted a video presentation of "Frankie Beverly \& Maze Live In New Orleans" at the Taste Disco on the Southside of Chicago and admitted 50 listeners free. The second promotion was a private screening of the new James Bond movie, "For Your Eyes Only," for WGCI listeners only.
- Program Director Ron Olsen of WHRK/Memphis gave us a call to tell us about two exciting things that his station has already done and received positive feedback on from listeners. First, Tim Reid, star of TV's "WKRP In Cincinnati," was in town last Friday (6-19) to do an airshift with Ron. The next day WHRK gave away 50 copies of Randy Crawford's "Secret Combination" album. Each person who won an album was then asked to show up at a local record store by the name of Pop Tunes. Each album contained a different combination to a safe located at the store. The winner with the correct combination received what was inside the safe $-\$ 1000$. All this was put together by WHRK and Warner Brothers Records.


## Black Radio

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

STACY LATTISAW<br>"Love On A Two Way Street" (Cotillion) MAZE<br>"Running Away" (Capitol) GRACE JONES<br>"Pull Up To The Bumper" (Island) CAMEO<br>"Freaky Dancin' " (Chocolate City/PolyGram) BILLY OCEAN<br>"Night (Feel Like Getting Down)" (Epic)<br>STEPHANIE MILLS<br>"'Two Hearts" (20th) RICK JAMES<br>"Give It To Me Baby" (Gordy) EVELYN KING<br>"I'm In Love" (RCA) ONE WAY "Push" (MCA) COMMODORES<br>"Lady (You Bring Me Up)" (Motown)

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

$\square$ ATLANTIC STARR "Send For Me" (A\&M) 59\% ( +15 ) reporting. Added at KOKY, WDAO, WDMT, KSOL. Medium at WAMO, WKND, WHUR, WWRL, WILD, WAIL, WENN, WHRK, WKXI, WAOK, WKWM, WJLB, WTLC, WJBO, WGCI, WBMX, WVON, KJLH. WENN, WHRK, WKXI, WAOK, WKWM, WJLB, WTLC,
ABROTHERS JOHNSON "The Real Thing" (A\&M) 59\% ( +13 ) reporting. Added at WJJS, WKXI, WDAO, WDMT, WJLB, WBMX, KMJM. Modium at WAMO, WXYV, WKND, WWRL, WDAS, WYLD-FM, WBLX, WAIL, WATV. WTMP, WOIC, WGIV, WDIA, KOKY, WHRK, WVEE, WAOK, WCIN, KDKO, KXAM, KSOL. Hot at WHUR, KJLH
CHERYL LYNN "Shake It Up Tonight"' (Columbia) 59\% ( +3 ) reporting. Added at KOKY. Medium at WXYV, WILD, WDAS, WVOL, WPDQ, WTMP, WOIC, WGIV, WHRK, WKXI, WLOU, WEDR, WDAO, WDMT, WKWM, WCIN, WWWS, WJLB, WTLC, WBMX, KXAM, KSOL. Hot at WWIN, WKND, WWRL, WDIA, WVEE, WAOK, KDAY.
TAANA GARDNER "Heartbeat" (West End) $59 \%$ reporting. Hot at WAMO, WWIN WXYV, WLOU, WVOL, WPDQ, WTMP, WOIC, WDIA, KOKY, WHRK, WVEE, WANT, WKXI, WDMT, WKWM. WTLC. WGCI, WBMX, KMJM, KDKO. Medium at WJJS, WEDR, WBLX, WENN, WGIV, WAOK, WCIN, WWWS, KSOL
DERRA LAWS "Very Special" (Elektra) 59\% reporting. Hot at WAMO, wXYV. WKND, WILD, WDAS, WLOU, WDAO, WDMT, WKWM, WCIN, WTLC, WVON. Medium at WKND, WILD, WDAS, WLOU, WDAO, WDMT, WKWM, WCIN, WTLC, WVON. Medium at
WHUR, WWRL, WATV, WGIV, WDIA, KOKY, WHRK, WOWI, WJJS, KMJQ, WYLD.FM. WHUR, WWRL, WATV, WGIV, WDIA, KOKY, WHRK
WVOL, WWWS, WJLB, WJMO, KAEZ, WBMX, KSOL.
STANLEY CLARKE \& GEORGE DUKE"'Sweet Baby" (Epic) 57\% reporting. Hot at WAMO, WKND, WDAS, WBLX, WAIL, WTMP, KOKY, WHRK, WANT, WOWI, WKXI, WJJS, WCIN, WJLB, WJMO, WBMX, WVON, KXAM, KSOL. Medium at KMJQ, WYLD-FM, WVOL. WVEE, WLOU, WDMT, WWWS, WGCI, KMJM, KJLH.
FATBACK BAND "Take It Any Way You Want It" (Spring/PolyGram) 55\% $(+3)$ reporting. Added at WDIA. Medium at WAMO, WXYV, WKND, WILD, WDAS, WYLD. FM, WVOL, WATV, WOIC, WGIV, WOWI, WKXI, WJJS, WDMT, WKWM, WCIN, WJLB, FM, WVOL, WATV, WVON, KDKO, KXAM, KSOL. Hot at WENN, WTMP, WHRK, WAOK, WEDR.
QUINCY JONES "Razzamatazz" (A\&M) $55 \%(+1)$ reporting. Added at WLOU, KXAM. Medium at WAMO, WWIN, WXYV, WILD, WDAS, WBLX, WAIL, WOIC, KOKY, WHRK, WJMI, WAOK, WYLD-FM, WDMT, WTLC, KAEZ, WBMX, WVON, KDIA, KJLH. Hot at WHUR, WGIV, WDIA, WCIN, WDAO, KSOL.
AURRA "Are You Single" (Salsoul) 53\% reporting. Medium at WDAS, wOIC, WGIV, WHRK, WVEE, WANT, WOWI, WKXI, WEDR, WDMT, WKWM, WCIN, WJMO, KDIA, KSOL. KLIP. Hot at WAMO, WWIN, WKND, WAOK, WJJS, WLOU, WDAO, KAEZ, WGCI, WBMX, WVON.
UNLIMITED TOUCH "Searching To Find The One" (Prelude) 51\% (+7) reporting. Added at WAMO, WHRK, WANT, WLOU. Medium at WXYV, WDAS, WAIL, WENN, WGIV. WDIA, WVEE, WDAO, WDMT, WCIN, WWWS, WJLB, WBMX, KSOL, KXAM. Hot at WWIN, WWRL, WILD, WAOK, WTLC, WGCI, WVON.
KLIQUE "Love's Dance" (MCA) 49\% (+7) reporting. Added at WAIL, WKXI, WDIA. Medium at WAMO, WWIN, WXYV, WKND, WTMP, WHRK, WVEE, WAOK, WYLD-FM, WVOL, Medium at WAMO, WWIN, WXYV, WKND, WTMP, WHRK, WVE, WAOK, WYLD-FM, WVOL,
WDAO, WDMT, WKWM, WCIN, WBMX, KJLH, KSOL, KDAY. Hot at WILD, WENN, WJLB, WDAO,
LEE RITENOUR "Is It You" (Elektra) 49\% reporting. Medium at WKND, WBLX, WAIL WATV, WPDQ, WTMP, WHRK, WKXI, WAOK, WJJS, KMJQ, WYLD-FM, WDMT, WKWM
WBMX, KMJM, KJLH, KDIA, KXAM. Hot at WAMO, WDAS, KOKY, WCIN, KSOL, KDAY.

VTEENA MARIE "Square Biz" (Gordy) 45\% (+19) reporting. Added at WKND WENN, WKXI, WDIA, WJJS, WDMT, WDAO. Medium at WWIN, WXYV, WILD, WDAS, WJMI, WHRK, WAIL, WCIN, WWWS, KAEZ, KXAM, KDKO, KSOL. Hot at WTLC, WHUR, WJMI, WHRK, WAIL, WCIN, WWWS, KAEZ, KXAM, KDKO, KSOL. Hot at WTLC, WHUR, WVON.
DONNA WASHINGTON "' 'Scuse Me While I Fall In Love" (Capitol) 45\% $(+3)$ reporting. Added at WYLD-FM. Medium at WAMO, WWIN, WWRL, WILD, WDA'S, WBLX, WENN, WTMP, WHRK, WJJS, KMJQ, WCIN, WWWS, WJMO, KAEZ, KLIP, KDIA. Hot at WXYV, WKWM, WJLB, WVON, KDAY.
FRANKIE SMITH "Double Dutch Bus" (WMOT) 45\% reporting. Hot at WBLX, WAIL, WPDQ, WDIA, KOKY, WHRK, WVEE, WOWI, KMJQ, WVOL, WDMT, WWWS, WJMO, WGCI, WBMX, KDKO, KDIA, KSOL Medium at WWIN, WATV, WANT, WVON, KXAM
CHAKA KHAN "What Cha' Gonna Do For Me" (WB) 45\% reporting. Hot a WAMO, WKND, WBLX, WAIL, KOKY, WANT, WJJS, KMJQ, WYLD.FM, WEDR, KAEZ, KMJM, KDAY, KDIA, KLIP. Medium at WWIN, WPDQ, WOWI, WGCI, KDKO, KXAM, KJLH D LARRY GRAHAM "Just Be My Lady" (WB) $43 \%(+13)$ reporting. Added at WAIL WATV, WENN, WTLC, KOKY, WKXI, WDIA, WJJS, KAEZ, WJLB, WWWS, WCIN, KDKO. Medlum at WXYV, WDAS, WTMP, WOIC, WGIV, WHRK, WVON, KSOL. Hot at WHUR GINO SOCCIO "Try It Out" (Atlantic) 43\% reporting. Medium at WAMO, WXYV WBLX, KOKY, WHRK, WVEE, WANT, WOWI, KMJQ, WVOL, WDMT, WCIN, WJMO, WGCI, WBMX, WVON, KSOL, KJLH. Hot at WWIN, WILD, WWWS, KXAM.
MASS PRODUCTION "Turn Up The Music" (Cotillion) $41 \%$ reporting. Medium at WXYV, WKND, WPDQ, WOIC, WGIV, WHRK, WVEE, WYLD-FM, WEDR, WVOL. WDMT WKWM, WCIN, WBMX, KDKO, KSOL, KLIP. Hot at WBLX, WKXI, WLOU, WTMP
RENE \& ANGELA "I Want You More" (Capitol) $39 \%$ ( +11 ) reporting. Added at WDAS, WPDQ, WVEE, WAOK, WJJS, WGCI. Medium at WAMO, WWIN, WXYV, WKND WWRL, WATV, WDIA, WKWM, WWWS, WTLC, WJMO, KAEZ. Hot at WHUR, KJLH.
STRIKERS "Body Music" (Prelude) 39\% reporting. Medium at WWIN, WANT; WLOU, WWWS, WTLC, WJMO, WBMX, WVON, KDKO, KXAM, KSOL. Hot at WATV, WENN, WOIC, WVEE, WOWI, WJJS, WEDR, WVOL, KDAY.
WALTER JACKSON "Tell Me Where It Hurts" (Columbia) 37\% reporting. Medlum at WWIN, WXYV, WILD, WAIL, WENN, WJJS, WDMT, WCIN, WJMO, WGCI, WBMX, WVON. Hot at WDAS, WKXI, WJMI, WYLD-FM, WDAO, KDAY, KSOL
DENIECE WILLIAMS "It's Your Conscience" (ARC/Columbia) 37\% reporting Added at WDIA, WJLB, KDAY. Medium at WAMO, WXYV, WKND, WDAS, WAIL, WKXI WLOU, WEDR, WDAO, WCIN, WJMO, KSOL, KJLH. Hot at WHUR, WWRL, WJMI
KOOL \& THE GANG "Jones Vs. Jones" (De-Lite/PolyGram) 37\% reporting. Added at WYLD-FM. Medium at WAMO, WILD, WPDQ, WTMP, WOIC, WGIV, WDIA, KOKY, WOWI, WKXI, WJLB, WBMX, KSOL, KDKO. Hot at WWRL WANT, WJMO, WDMT.
POINTER SISTERS "Slow Hand" (Planet) 35\% (+11) reporting. Added at wxYV WBLX, WAIL, WWWS, WVON. Medium at WWRL, WTMP, KOKY, WHRK, WVEE, WYLD-FM. WVOL, WDAO, WDMT, WCIN, WJLB, WBMX. Hot at KJLH.
ROBERTA FLACK "You Stopped Loving Me" (MCA) 33\% reporting. Debuts this week. Added at WAMO, WKND, WBLX, KOKY, WHRK, WJMI, WBMX, WKWM. Medium at WHUR, WWRL, WTMP, WVEE, WAOK, WYLD.FM, WDAO, KAEZ. Hot at KJLH.
SHALAMAR "This Is For The Lover In You" (Solar) 31\% ( +7 ) reporting. Added at WWRL, WJJS, WLOU, WDAO, WTLC. Medium at WILD, WBLX, WAIL, WHRK, WKWM, WJLB, WJMO, KSOL Hot at WVEE, KDKO, KDIA.
L.V. JOHNSON "I Don't Really Care" (ICA) 31\% $(+5)$ reporting. Medium at WWIN, WWRL, WDAS, WAIL, WGIV, WKXI, WYLD-FM, WDAO, WKWM, WCIN, WJLB, WGCI, WBMX, WVON. Hot at WATV, WENN.
CARL CARLTON "She's A Bad Mama Jama" (20th) 31\% reporting. Debuts this week. Added at WDAS, WAMO, WHRK, WBMX, WVON. Medium at WILD, WAOK, WDIA, WVEE, WKWM, WDAO, KAEZ. Hot at WWIN, WBLX, WOIC, WGIV.
EBONEE WEBB "Anybody Wanna Dance" (Capitol) 31\% reporting. Debuts this week. Added at WAIL, WAOK, WEDR, WJLB, WVON. Medium at WATV, WENN, WTMP WGIV, WHRK, WKXI, WVOL, WKWM, WJMO, KDKO. Hot at WDIA.

## NEW \& ACTIVE

JACKSONS "Walk Right Now" (Epic) 29\% ( +1 ) reporting. Added at WPDQ WTMP. Medium at WWRL, WDAS, WWIN, WAIL, WATV, WOIC, WGIV, KOKY, WHRK, WKXI, WAOK, WJLB, KDKO.
THELMA HOUSTON "If You Feel It" (RCA) 29\% reporting. Medium at WXYV WWRL WBLX, WENN, WGIV, KOKY, WHRK, WLOU, WEDR, WYLD-FM, WDMT, WCIN, KSOL, KDAY. Hot at WILD.
SYLVESTER "Here Is My Love" (Fantasy/Honey) 29\% reporting. Medium at WDAS, WXYV, WKND, WHUR, WWRL, WILD. WLOU, WVEE, WKWM, WWWS, WJLB, WBMX, KDIA, KSOL. Hot at WYLD-FM.
SMOKEY ROBINSON "You Are Forever" (Tamla) 29\% reporting. Added at KMJM. Medium at WKND, WHUR, WDAS, WBLX, WAIL, WOIC, WGIV, WDIA, KOKY, WJMI, WDAO, WTLC, KAEZ, KDKO.
T-CONNECTION "Groove City" (Capitol) 27\% reporting. Added at WENN, WJLB. Medium at WILD, WAMO. WXYV, KMJQ, WTMP, KAEZ, WBMX, WCIN, WTLC, WJMO, Medium at WILD, W
KSOL. Hot at WLOU.
LINX "Together We Can Shine" (Chrysalis) $27 \%$ reporting. Medium at WAMO, WKND, WILD, WDAS, WENN, WKXI, WCIN, WWWS, WJLB, WTLC, WJMO, KDIA. Hot at WJMI.
EDDIE KENDRICKS "(Oh I) Need Your Lovin" "' (Atlantic) 25\% reporting. Debuts this week. Added at WKXI, WATV, WENN, WTMP, WGIV, WVEE, WJLB, KAEZ. WDAO, WKWM, WWWS. Medium at WJMI, WTLC.
OHIO PLAYERS "Skinny" (Boardwalk) 24\% reporting. Added at WJMO. Medium at WAMO, WKND, WWRL WATV, WENN, WEDR, WBMX, WJLB, WCIN, KSOL Hot at WJMI. WHISPERS "I Can Make It Better" (Solar) 24\% reporting. Medium at WENN, WTMP, WGIV, KOKY, WANT, WBMX, WJMO, KDIA, KSOL. Hot at WWRL WATV, WOIC FANTASY "Funky Song" (Pavillion) 24\% reporting. Added at KMJQ. Medium it WKND, WENN. WTMP, WOIC, WVEE, WKXI, WEDR, WDAO. WKWM, KXAM. Hot at WTLC. MANHATTANS "Just One Moment Away" (Columbia) 24\% reporting. Debuts this week. Added at WWIN, WHUR, WWRL, WAOK, WDIA. WYLD-FM, WAIL, WATV, WPDQ. WHRK, WJMO, KDAY.



# Opportunities 

## Openings

Creative writor weekly Top 30. Minimurn 2 years radio station experience. Call Bobby Rich, Drake/Chen
ault, (213) $883-7400 .(6-19$ )

KWAV-FM/Monterey hee immediate nows opening 1391, Monterey, CA 93940, or call (408) $649-0969$. EOE M/F (6-19)
KZOK/Seatte has ofternoon drive open. Prefer West Coast meior merker AOR experience. TER ASAP: Nitis
Von Veh, KZOK, 14265 th Ave., Seattle, WA 98109 (6-19)
KOPA-FM/Phoonlix needa midday jock/Pro Steve Rivers, Box 1827, Scortsdele, AZ 85251. No cells. EOE M/F (6-19)

KYGO/Denver, CO has opening for wookend Country personality. TER to Bob Call, (MYGO
W. 20 th Ave., Denver, CO 80214. (6-19)

Anchor/reporter wanted by major with sound an fillete. Must have ability to tell story with sound an
creativity. Box 9494 , Seattle, WA 98109. EOE (6-19)

KWJJ/Portiand. OR 50 kw Country. Full and par-tim sir talent/nows. Call (2noon. EOE M/F (6-19)

KRCO/Indio-Palm Springs, noeds experienced jock and MD within the next 2 weeks. T8R to Ron 82540 Miles Ave., Indio, CA 92280. (6-19)

Full-time. Clessicel announcer needed a GR: Mart Stewart, Box 11920, Reno, NV 89510 . EO M/F (8-18)
AOR Program Director
FM maior Western market group. Top
salary and benefits for the PD with a solid
success in AOR. Send full resume,
ratings and your ideas of how to be \#1 in
a competitive market. Send to Radio 8
Records, 1930 Century Park West, Box
\#244, Los Angeles, CA 90067. EOE M/F

KQDI/Great Falls is looking for a personable nowsperson to do AM drive. Send TER to Bob
ockhart, Box 8760 , Great Falls, MT 59406 . EOE M/F (6-19)

KAMP/EI Centro has an Immediate opening for an Raymond, Box 1018, EI Centro, CA 92244 (6-19)

Nows Director for number 1 station in Klamath Falls, OR. Fernales encourgeed to apply. TER to Box
1150 Klamath Falls, OR 97601 , or call Roger (503) 1150, Klamath
Fly Traffic: Affiliate station looking for experienced eir borne traffic/news reporter. Pilot license no
necessary. Box 9494 , Seettle, WA 98109. EOE (6-19)


## Openings

Noed nows reporter now. Someone who sen dig for local hews. Send TGR to Paul Wilson, KKNWW, Box C
1510, Lynnwood, WA 98036: EOE M/F (6-19)
sales Manager opportunity in the Northwest. Resume to Robert Unmachr, KKNW, Box C 1510, Lynn AOR morno personality for KBOS-FM/Tulare Fresno. CA. Creative, crazy communicetor, majo narket experience preferred. $\$ 18,000+$. Contact Jo


## Positions Sought

MARK ELLIOTT, former PD of WDJXNDevton, look ing for similar position or vacation summer relief. Pro

RICK BRYAN curronty MD/PM drive ot WKZX/Pros que lsia, ME, wants work in the South. Sall efter noon (207) 784-4486. (6-28)

CHR or AVC airahift and/or programming in or nee Ft. Weyne, IN area. 6 years
perience. (219) 445-0923. (6-28)

Too gonzo for ACC. Public Affairs Director/announc ar/newscaster seeks AOR position. Went to work hard
and rock solid. JEFF, (419) 294-2379. (6-28)

Looking to start a tolephone taik show? Experienced producer looking for new mejor marker. Just fin
WABC. TOM LEYKIS, (212) 888-0794. (6-26)
Assignment editor/reporter in major market looking for position as Naws Director or reporter. 6 years radio

Decode of experience. Country and Adult formata only. Experienced GM, PD and announc
Final move. ROB, (616) 983-3992. (6-26)

Young, hard-working, knowledgeable broadcas chool and internship Trained for small-medium (201) 342-0859. (6-26)

AICHARD B. LANGLOIS, $31 / 2$ years MD for WJAX FM, Jacksonville's most influential AOR. Format
change. Presenty MD for WJAX-AM. Cell after Gom (904) 743-0460 or (904) 249-8918. (6-28)

I'm heppy, but I could be a lot happier. Currently PD, ooking for medium merket air slot. I'm reedy. Cell (6)

OM, MD, AM/PM drive personality loaking for same west of the Mississippi. 7 vears ex
BILL REED, ( 316 ) 225-4343. (6-26)

## Avallable for 25 + Programming <br> Position: <br> RON BRANDON Phone (404) 952-5484

Highly creative 20 year major market vet. Personality, Talk, news, PD, MD.. Ler's communicate now.
BIL MASTERS 37 Birch Cres., Rochester, NY 14607 (716) 275-0754. (6-26)

PM drive Country personality in medium market seeks 1 st PD opportuinity. Ambitisus to be "1. Ready to seek up if you are. (817) 778-4519. (6-28)
Research/Promotion Director/copywriter/Production Manager for Pensacola's number one and two stations looking for new challenges. Hard-working, in-
telligent. CeH MARK DAGWELL, (904) 438-7543. (6-26) Aspiring world ruler seaks interim radio gle. 6 years AOR experience, all facets. Waiting for nght opportuni-
Experienced MN sportscaster seeks minor leegúe Experienced MN sportscaster seeks. Minor league
or college hockey P-B.P positlon. Will relocate enywhere. Cell MARC aftemoons at (218) 749-4983.
$(8-26)$ (6-26)
Attention Portiond, OR programmers. Love
Portiand. Can't leave. Working in Porliand marke for two years doing morning drive/MD/Assistent PD. Call (503) 865-0833. (6-28)

If you're looking for the most unlque volce in radio you found it. Call DAVE STERLING, (312) 272-2512. (6-26)
JONATHAN KEYES, WKGN/Knoxville, PD looking for similar position. Why? They're selling the station.
Will also do music and airahitt. Call (615) 691-2801 or (815) 521 -6220. (6-26)

## Positions Sought

KIRK RUSSELL from KRUX/Phoenix and WZZP/Cleveiand available for jock or programning positio
(6-26)

Adventurous radio station looking for fresh talent? I'm DAVE SHOOTEN on the radio looking for you. (212) 675-5500, ext. 256, after 12:30pm. (6-26)

Creative, aggressive and good pipes. A/C preferred Call for resurne sid tape. MARK, (219) 844-3431 (219) 844-2849. (6-26)

I've got your talk showl Experienced, major merket producer with dynamite light or comedy telephone talk show. Can blend with most music formats. (212) 888-0794. (6-26)
' rélate, therefore ' em; SCOTT REYNOLDS K104/Erie- 26 share. BA and guts. Just a real swell guy Major CHR, AOR. Call (814) 833-8910. (6-26)


Looking for air position in small-medlum markot Prefer Midwest. Formerly with WXXO/Freeport, IL and
WDUZ/Green Bay. Contect: CHRIS HANSEN, (815) 235-2421. (6-19)

RICH LAWRENCE, 13Q/WKWK, WBSR. 11 years, 1 s phone looking for spot as jock/engineer, jock/MD.
Prefer Northeest. Consider all. Let's telk. (412) Prefer Northee
521-2931. (8-19)

Unique voice. major market experience in many formats at WEAM, WYCB, WLPL. Top references. Cal BOB MOHR, (301) 749-0528. 16-19)
Young, amblitious female with 3 years radio ex perience, looking for night shift at Southern AOR ste Call (901) 726-6656. (6-19)

PD looking for major or medium market PD job. Can guerantee results. If you went numbers, call MERRIL

3 years experience mostly AOR. Super voice/pro duction. Want AOR gig medium/major market or
PD/MD job medium/small merker, Before 11 am, (315) PD/MD job me
$797-7716 .(6-19)$

Public Affalrs Director at major station ready for change. West Coast preferred. (209) 255-7742. (6-19) Fernale DJ, flrst phone, 3 vears major market ex perience. Prefer dey shifitexas. Consider uppe
medium merket if the money is right. (209) 255-7742. (6-19) 11 vears axperience in Easy Listening, seeking new
position. Call (216) 929-6550. (6-19)

WJiM/WIDG announcer seeks full or part-time an nouncing position at smatl/medium market station Salary open. Willing to relocate, Contact: MICHAEL HUTCHINS, (517) 351-0187. (6-19)
Award-winning commercial announcer seeks a primarily production job in the Chicago aree. 11 vear experience. Call TONY at (312) 863-5560. (6-1

Rock jock. Specialty: olden goldens. Actually, any
format will do for sterters. Call MARK, (213) 482-4919 (6-19)
ormat will do for starters. Call MARK, (213) 462-4919 SMOKIN' SAM, former PD/MD for WJTT/Chat (815) 892 is evaliable. Prefer PD, MD or air teient. Cal (615) 892-4960. (6-19)

LARRY MONDELLO, former Production Director of KSLQSSt. Louis, KYYXS Seattie, looking for mejor market
situetion. Prefer West Coast. Call (206) 542 -4807. (6-19)

This young men is ready to make some tracks Black DJ now working in New York City, looking fo
major market. Call JHERI YouNG, (212) 279-9321. (8-19)

Experienced femele Public Service Birectornews caster/call-in ralk show host. Seeking position in medium-large market station. T\&R upon reduest. Will
relocate. VALERIE, (213) 821-2142. (6-19)

TOM MURPHY, formeriy of WAPE/Jacksonville, WVF and WRKO/Boston, looking for announcer/PD

Looking for an airshift of EM AOR or a classic
rocker. I'm willing to relocate and every offer will be considered. Call CHRIS, (219) 663-7205. (6-19) 10 year Los Angeies County broadcaster seeks on-$622-3444$. Mr. Welker's oftice (sevice). Momings are best. BILL HARGREAVES. (6-19)
Looking to stay. Married, 25, B.S./Broedcasting. On eir, production, promotion, and advertising experience sibilities. Call RICK, (501) 225-1699. (6-19)

## Positions Sought

## Recent college graduate looking for announcer

 position/AOR market. Major and regional market experience. Will travel. TER upon request. Call KEVIN OIXON, (215) 643-7468: (6-19)

Morning show. Two-man team with voices characters, comedy and most inportant, communica
tion. (415) 856-6650, in East call (616) 454-5960. (6-19)

Big Band show communicator, AC MD and sales Excellent moneymaker. Age 43. RON ROBIE, (307)
6747966 or ( 307 ) 672 -8892. Box 454, Sheridan, WV $674-7966$ or
$82801 .(6-19)$

Ilike fun. Up-tempo moming man, currently doing dC, seeks CHR-ACC in New England or FL. 3 vears in (6-19)
ve worked San Francisco ( 5 years) and Los
Angeles ( 5 years). May I do the same for you77 For GR call (collect) (305) 486-41 (6-19)

Can attrect and hold your CHR listeners. 8 vears expenience. Wiling
$251-4381$. ( $6-19$ )

DWAYNE BONDS - Q105, WAPE, WCIR, WKWK, otc. Looking for prograrnming position or air shift op-
portunity in lerge merket. Phone (813) $971-4270$ or (813) 977-4571. (6-19)
Oplnioneted and informed Talk Show host. Good interviewer. Prefer medium or large mark
stetes. Call RON, (805) 481-2354. (6-19)

## Changes

## RA口Iロ

Sally Brinkley joins WJYL-FM/Louisville, KY as an Acont Exectiv.

Steve Woodburn, formerly with KMED/Med ford, OR, joins the staff of XPRS/Glendale, CA

Paul Shay, air personality at WNAXYankton, SD, -

Mary Beth Marti joins WNAXYankton, SD ss air

## Dave Kelch

Chris Furman appointed Sales Promotion Direc tor at KRNAllowa City, IA.
Lynne Schneider takes over as Seles Develop
Diana Marcum Skogstergh named
Diana Marcum Skogsbergh named
Mike Crary joins KRNA/lowa City, IA as Sales Representative

## RECORDB

Charlene Chappelear has been named Regional Seles Representative for Splrit Records.

## R\&R Opportunities Advertising

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

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

## Payable In Advance

Orders must be typewritten or printed and must be accompanied by check
Blind Box ads or Classifled Display ads are $\$ 20$ per inch (recommended 50 words) pe week, plus $\$ 15$ per week for postage/hand ling. $\$ 35$ 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 

## Openings

## EAST

Growing broadcast group noeds alr talent, Group PD, Arlantic and Bay Broedcasting Corp., Box 1551. Anapolis, MD 21404. EOE M/F (6-28)

WAM̆S/Wilimington, DE has future fult- end parttime announcer postions. TGR: Ken Brown,
Box 3677 , Wilmingtion, DE 19807. EOE M/F (6-28)
MOR WPXN/Rochester, NY looking for seasoned pro. Good benefits and poy. Send TER to Bill Monihan,
55 St. Peul St., Rocheater, NY 14604. EOE M/F (B-26), Long Island' \#1 AOR wants to moet nowspeople Who know conversational writing and delivery. Rush TER to Bob Buchmann, WBAB, Box J, Babvlon, NY 11702. EOE M/F (6-26)

WKZX/Presque lsia, ME ANC noeds announcor for WGRQ/Buffalo needs part-time rock ' $n$ ' "roliers. Casserte end resume to George Hewres, 59 Virgini Place, Buffalo, NY 14202. EOE M/F (6-28)

WRCN/Long latand soeks AOR air personality (no
flip-card readers). TER to Borry Grant, WRCN, Box 666 , fip-card re日cers). TGR to Berry Grant, WRCN,
Riverhead, NY 11901, (5161) 727-1570. (6-28),
Ovarnight professionai needed for dominant FM rocker. Attention to detail critical. Production a plus. TER only: Mike Adarns, WAOY, 45 Fisher
Longmeadiow, MA 01028. EOE M/F (6-26)
WELBOCO, INC. of Maine is expending. Key positions available. Top dollar. TER and salary requirement to Skip Disjorgon, WAYU-WCOU, Box 330 , Lewiston
ME 04240 . EOE M/F ( 6.28 ) Long Island's "1 AOR wants tó meet rock jock's who know pace and one-to-one communication. Rush TER
to Bob Buchmenn, WBAB, Box J, Babylon, NY 11702. to Bob Buchman
EOE M/F (6-26)
Talk show hosta/possible future openings at lesding stations in group. T\&R: Bill Rock, VP/Programming, Insilco Broadcast
EOE M/F (6-19)
KIX $1011 / 2 /$ renton now accepting tapes for future
opening on 50,000 wat FM rocker. Minimum four opening on 50,000 watt FM rocker. Minimum four years experience. 218
08638 . EOE M/F $(6-19)$
WRTA Altoona, PA is looking for afternoon drivē personality. TER to Gree Lence, Box 272, Altoons, PA
16603. EOE M/F (6-19)
N.E. AC seoks morning personality with production skills. Send TGR to Dean W
MA 01830, EOE M/F (8-19)

## SOUTH

CEW jock for afternoon shift at least 3 years experience. Send TGR to Sers Helletr, WGRI, Box 156,
Griftin, GA 30224, or cell (404) 228-9474. EOE M/F Griffin.
$(8-26)$ Montgomery's "1 radio etation soeking TER's for
future opening. Morning drive/news. Prefer female,
Dr. Sam Feulk, WLWI-FM, Box 4999, Montgomery, AL Dr. Sam Fsulk, WLWI-FM, Box
38195. Nó cells. EOE M/F (G-28) Seeking full-time ennouncer/production and part-
time air tolent. TER:Clo Don Bowers, WPRY, Box 821 , Perry, FL 32347. EOE (6-28)
99120 Sebestian AOR in West Paini Beach soeks air talent/producer for future opening. T\&R to Scott
Fisher, 991zD, Box 99, Ft. Pierce, FL 33454. EOE (6-26)

 ||IIIIIIIIIIII wanthusiasm, near frergy, youilv proy. Romotionaleares. IIIIIIIIIIIIIII



WBHP/Huntsville, AL accepting applications for Production Director; PM drive talent. Benefits, top
pay, security. TER to Bill Murray, Box 547 , Huntsille. pay, security. TGR to Bill M
AL 35804 . EOE M/F (6-28)
WOAI-AM dominant News/Talk noeds News Direc tor. TER to John W. Berger, 822
tonio, TX 78201 . EOE M/F ( $6-26$ )
Looking for energetic and crestive T\&R's for future Openings. Mail to WDAK, Box 1640 , Columbus, GA
31994 , Attr: Dan Danieis. No calla pleasa. EOE M/F (6-26)

KTXOJDallas, AOR has rare ef 10 pm opening. TGR now to Tom Owens,
75219 . EOE M/F (6-26)
Need morning drive for CHR top-rated station
possible future PD. Right pay for right person. TGR to
Chris Showalter, Box 1632, Big Soring, TX 79720 . EOE Chris Showelter, Box 1632, Big Spring. IX. 79720 . EOE
M/F (6-26)
Music 106/Berryville, VA bokdng for experienced ennouncer; news/production background. CHR wwoo, Bermuille, VA 22811. EOE M/F ( $6-26$ )

## Openings

WNOE COuntry 10, looking for creative Production Director to assist in promotions, on-air. Needed yester-
dey. Cell Joe Patrick, (504) 529-1212. (8-26)

Anchor/Nows Editor opening with opportunity for odvencement. Some capitol reporting, TER to Bill Barnes, Louisiane Network, 224 Floride St., Baton
Rouge, LA 70801 . EOE MF (B-28) Rouge, LA 70801. EOE M/F (6-28)

WAAY/Huntsville looking for 6-10pm CHR parsonality. Needs to be more than time and temp. T\&R
to Jerry Deen, Box 2041 , Huntsville, AL 35804 . EOE to Jerry Dean, Box 2041, Huntsvilie, AL 35804. EOE
M/F (6-28)
Arkansas's loading Nows and Information station locoking for ageressive, experienced newspeople. Send
TER to Mike Lewis, KLAZ, 1501 N. University, Littie TER to Mike Lewis, KLAZ, 1501 N . University, Littie
Rock, AR 72207 EOE M/F (6-28)

KLAZ la looking for entortaining moming personali-
KLAZ is looking for ontartaining moming pernonait
ty with strong production skills. Send TER to Rhonde
Curtis, KLAZ 1501 N. University, Little Rock, AR 72207. Curtis, KLAZ, 1501 N. University, Little Rock, AR 72207. EOE M/F (6-28)
Nows anchor/reporter. Full time, Lexington, KY FM station. 2 years experience, Good voice/writing. TGR:
Kathy Sizemore, WFMI, $581 / 2$ S. Main, Winchester, KY Kathy Sizemor
40391. (6-26)
wSSC hae future opening for aftemoon drive air personality. Must know commercial production and
public affairs. TGR: Williem B. Sanders, WSSC, Box public affars. TER: Willien B.
1468 , Sumter, SC 29150 . (6-28)
Ownership opportunity available for Gen eral 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) News people. Part-ime, afternioons. Lexington ares
station. 1 Year experience. TER to Kathy Sizemore,
WFMI, $58 \%$ S. Main, Winchester, KY 40391. (6-26)
WZXR/Memphle hes arstaff ovemlaht opening At WZXR/Memphis has airstair ovemlght opening. At
least one vear experience, pref. Supersters. TGR to
Redbeard, 1385 Lamer, Memphis, TN 38104. (8-26) KIKK/Houston has a rare opening for full-time sir parKIKKHouston has a rare opening for full-time sir per
sonality. TGR to Charlie Ochs, 6308 Gulfton Dr sonality. TER to Charlie Ochs, 63
Houston, TX 77081 . EOE M/F (8-19)
KIKN/Corpus Chrise, TX needs midday and drive time Jocks. TER to Jimmy Louis, Box 6809, Corpus
Christi, TX 78411 . EOE M/F (6-19)

Magic 102 FM Houston looking for Bporta Director:
Someone who lives and breathes sports. Immediate
opening. TGR to BIII Travis, Box 22900, Houston, TX Opening. TER to
77027. EOE (6-19)

Master Creations radio in central Florida needs Pro-
duction, News, Sports and A/C Directors and conversaduction, News, Sports and A/C Directors and conversa-
tional air talent. Box 1254, Mt. Dora, FL 32757 . EOE M/F (6-19)
1260 Country looking for experienced talent for AM or PM drive. TER to Toad Mertin,
Greenville, MS 38701. EOE (6-19)
Weat Texas A/C station needs ateble pro for morning drive. Possible future PD position. TGR to Chris
Showatter, KBST, 608 Johnson, Big Spring, TX 79720 . EOE M/F (6-19)
Want to live in Floride and make money? West Palm Sebestien AOR seeks efternoon drive jock. Hor produc-
tion, Scott Fisher, WIZD, Box 99 , Ft. Pierce, FL 33454. tion. Scott
EOE (6-19)
Immediate positdon. Pro Country air telent. Killer pro duction. No calls please. Send TGR to WKBC, Box 938 ,

Southeest medium/major merket station looking for
future air talent. TER to Ed Seeger, Beasley Broadcast
Group, Box 1355, Goldsboro, NC 27530. EOE M/F Group
(6-19)
WBHP/Huntaville, AL looking for drive communicator. Excellent Aeybenerits. ToR to Biase EOE M/F (6-19)
KINT 98 is now accepting tapes and rasumes for possible future openings. No calls. Jim Zippo, 5710 Full-time jock needed. BJ105-FM/Orlando. Evening shift end production. TER to Dave Wright, Box 7475 ,
Orlando FL 32854 EOE ( $8-19$ ) Orlando, FL 32854: EOE (6-19)

WKQQ-FM/Lexington, 100,000 watt AOR, has opening for qualified Nows Director. Anchoring and
special feotures. TeR to Gary Dickson, Box 100 , Lexspecial features. TER to Gary
ington, KY 40590. EOE (8-19)

WKXX 108/Birmingham has possible future open ings. T\&R to Smokey Rivers, Box 1090, Birmingharn, AL 35202. EOE M/F (6-19)
Immediate opening for Naws Director for AM/FM Female preferred. TGR to Tom Well, KUFO, Box 6350
Odesse, TX 79782. EOE (6-19)

## Openings

Southeast Georgla's fastast growing FM has immodia te opening for sir staft and production. TER to
WGEC, Box C, Springfield, GA 31329 , Attn: Ron Scort. WGEC, BOX C,
EOE M/F (8-19)
WaIK-FM/Jacksonville, FL neods exctang morning man for $11,25-54$ atation in market. TGR: Bill Wise,
WaIK-FM, IBM Bldg., \#328, Jacksonville, FL 32207. Walk-FM ( IBM Bidg., \#328, Jacksonville, FL 32207.
EOE M/F (6-19)

## MIDWEST

Program Directors, Nown Directors, Air Telent.
TधR plus selary requests to Peter McLane, Stoner Broadcasting System, 3900 N.E. Broedway, Des
Moines, IA 50317. EOE M/F (8-26)

Hard-working, fairty stablo progromming peoplo needed in various merkets. Good pay. TGR to Don
Crawley $G$ Assoc., Box 7276, Kanses City, MO 64113 .

## (6-26)

Country Program Director
Established Country radio station in the Midwest. Management experience necessary. Tape and resume to Radio \& Records, 1930 Century Park West, \#242, Los Angeles, CA 90067.

Chicago's WJEZ-FM Country looking for personality. Send TGR ASAP to Jon Anthony, WJEZ-FM, 180 N
Michigan Ave., Chicsgo, IL B0601. EOE M/F (6-28)
Afternoon drive person in Midwest medium
Afternoon drive person in Midwest medium
market. Top poy for top talent. TER to Greg Micetich,
1300 East Elm, 303 Springfield 1300 East EIm, \#303, Springfield, MO 65802, (417)
$889-2822$. EOE M/F (6-26) 889-2822. EOE M/F (6-26)
Chicago Metro FM station seoks experienced sales person. Programmed by Burkhert-Abrams. TER to
Roger Kaplan, WXLC, 4 S . Gennesee, Weukegen, II 60065. EOE M/F (8-28)

KNOX-Y96 neede anchor/roporter for regional news leader. Good voice, writing. TGR to Len lwanski,
Box 1638 , Grand Forks, ND 58201 . EOE MIF (6-28)
0102 (WOTC)/Two Rivers, WI, Lakeshore's "1 rocker accepting TER from good communicators. Rick Sewyer, Box 417, Two Rivers, WI 54241. EOE M/F (6-28)

99Plus-KFMH, has AOR openings. New transmitter, great signel \& facility; $300,000+$ merket, TER to Steve
Bridges, Box 116, Muscatine, IA 52781; (319) 263-2442. EOE M/F (6-28)
Majic 108-FM, 8t. Louls urban contemporary seokTing professional, experienced on-air entertainer. 4860 , St. Louis, MO 63108: EOE M/F (6-26)


Lenencoserens?
Proven anchor/witer nueded now at growing urben
contemporary leader. TER, photo, reference and scripts to News Director, KMJM (Mejic 108), Box 4888,
St. Louis, MO 63108. EOE M/F (6-19)

WZUU/Milwaukee seeks creativa, productionminded air talent. Femeles encourage, No beginners.
TER to John Driscoll, WZUU, 520 W . Copitol Drive. TER to John Driscoll, WZUU, 520 W . Cepitol Drive,

Top-rated contemporary FM station in beautiful Sunbelt city accepting TER for evening opening. Five
years experience. Phil Mell, PD FM 96 (KRAV), Box 746 , vears experience. Phil Hell, PD FM96 (KRAV), Box 746 ,
Tulsa, OK 74105. EOE M/F (8-19) -
KFYR (Y-93) Radio News is now accepting applications for reporter/anchor. Previous experience
necessary. Contect Mark Swertzell, ND, KFYR, Box necessary. Contact Mark Swartzell, ND
1738, Bismerck, ND 58502 . EOE (6-19)

Immedíate opening for air pro/production wiz in personality radio. TER to Kert Radal, WFIN, 101 W.
Sandusky, Findlay, OH 45840 . EOE M/F (6-19)

WKCQ/Saginow. Two openings for air talent. TER to Box 1776, Saginaw, M1 48605. EOE M/F (6-19)

NBC's Chicego A/C FM, WKOX, seeks the best efternoon talent. Selary and benefits commensurate. TER
to Bill Stedmen, WKOX, Merchandise Mart, Chicago Ill to Bill Stedmsn, WKOX
60654. EOE M/F (8-19)

Polligh your act with the aree's "1 FM CHR rocker
Evening opening now. Send TER immediatelyl Jay Evening opening now. Send TER immediatelyI Jay
Clark, KYTN-FM, Grand Forks, ND 58201, (701) Clark, KYTN-FM, Grand
$772-7197$. EOE M/F (6-19)

PD wanted. TOp rated CHR. Good bucks for Hght person. Strong air telent a must. TER to Rendy Holland, KKRC, 1704 S. Cleveland, Sioux Falls, SD 57103. EOE M/F (6-28)

WIDG/Northern Michigan seeks experienced General Manager. Must be excellent in seles. Position entails only menagerial dutiess Pay
Or. Benson, (517) 321-1763. (6-28)

## Openings

Tulas's all-oldle AM- 1050 seeking our first morning personality. Must be entertaining and informative. Five
years experience. Phil Hell, PD, KRAV-AM, Box 746 ; tulse, OK 74105 . EOE M/F (8-19)

## WEST

Blg Horn Productions neede sales personnal, Resumes to Big Horn Productions, 10487 Sunland

## 15t TSO STATIONNEEDS

 A WINNING PERFORMERII you have a natural detivery, and sharp production skills
KJQ needs you. Top 40 or AOR experience preferred. We are an Addlt Top 40 station, leading our marker of 250,000 near the woid sest sking. Tapes and resumnes to. Tom Greenleigh, KJQ, 1506 Gibson Avenue, Ogden, UT 84404. EOE

KNTB Nowe/Talk, soeking reporteritalk show host. TGR to Pete Yeckley, Box 1499, Bekerafield, CA 93302.
No calls please. ( 6.28 ) No calls please. (6-26)
KKAL Country on the Calformio coast, accepting tapes for tuture openings. 5,000W powerhouse. TER
to Bill Pennev, Box 220, Arroyo Grande, CA 93420. EOE
(8-28)

## DJ - Rocky Mountain

Maior market AOR with adult appeal. Ap plicants must bave successfut track record in format. Send complete resume. Include salary requirements. Send to Radio \& Records, 1930 Century Park West, H243, Los Angeles, CA 90067
EOE M/F

KYYA-FM/Billings noeds AM personality for morning toam. Pay good monev. There is a future herel TGR
to Jseck Bell, 1845 Central Ave., Billings, MT 59102.
$(8-28)$ ( 8 -28)
KWJJ/Portlond, OR, 50 kW Country needs TER from males and females for air telent/news, full and
part-tilme. Mike Stone, 931 SW King, Portiand, OR 97205. (8-28)

Resort AOR in the Rockies wante afterioon per sonally. Strong creative production essentiall TER Steve Koht, KFMU, Box 772850, Stearnboat Springs
CO 80477 . EOE M/F (8-28) AC. station in mountaln country needs air talant now for openings in ell time slots. TGR to Beau Stone,
KXLF, Box 3500 , Butte, MT 59701, or cell (408) 782-9111. EOE M/F (8-28) MT 59701, or cell (408)

Dedicated, motivated, dependable new personall ty. Mejor merket experience preferred. Send TER to J.
TYson, ND, KLZ, 2149 S. Holly St., Denver, CO 80222. EOE M/F (6-28)

Randy Lovonn, KRKE, seoking TGR for future new openings. Box 737, Albuquerque. NM 87103. No cells
please. EOE M/F (6-26)

## KLUK

San Francisco Bay Area
Experienced in Sales and Programming research. Send resume to Blll Weaver, CA S5151. EOE

KNBOTTacome looking for experienced aftemoon drive talent. No beginners. Good bucks. TER to Gar
Brvan, KNBQ, Box 5200, Tacome, WA 98405. EOE M/F (8-26)
Nows anchor/production position at N. San Diego AM-FM. Must have "big voice." Production skills
necessery. Call Steve Clark, (714) 757-1320. (6-28)

KTHO/South Lake Tahoe, CA accepting TER fo pert-time AC air telent, end future news opening. No
calls. Wede Axell, KTHO, Box AM, South Lake Tahoe CA 95705. (8-28)
KKDJ/Fresno AOR hes weekend and vacation relle opening for experienced DJ now. T\&R: Jerry
Longden, 3838 N . First St., Fresno, CA 93726. EOE M/F

K-99 FM searching for afternoon talent. 50\% crossover Country, $50 \%$ Contamporary Pop. Near Mountails. MT
Great Fellis, MT 59401. EOE M/F ( $(8-28)$

Lund Consultants invites air talente and PD's to app ly for openings at A/C and Country consulted facilities. TG-26) (6-26)
KLUC/Las Vegas, taking TER for future openinge. Personality s must. Send vour best work to Randy Lun-
dquist, KLUC, Box 14805, Les Veges, NV 89114. (6-26)

Furture File, nationally syndicated redio show looking for reporters nationwide to conduct interviews
with future oriented guests. Contact Phil Harvay, Golden Egg Production, (213) 475-0817. (6-28)

# Opportunities 

## Changes

Kirk Melloy has been promoted to At
tion Center Manager for Capitol Records.
David Kuprianaik has been üpoed to Capitol Records National Field Marketing Coordinato Harvey Duck appointed Seles Menager, Delles Branch, CBS Records.

## INロU日TRY

Eileen Broudy appointed Art Director at the Mobile Fidelity Sound Lab.

## Changes

Paul Burnett has been named Director of Media Production and Communication at Stark Record $\Theta$ Tepe Service, Inc.
Geoff Mayfield joins the staff in the Media Pro duction and Communication at Stark Record \& Tape Service, inc.
Alan Ostroff has been appointed West Coast Regional Sales Manager at Pioneer Video, Inc.
Si Mael appointed Financial Comptroller at ATV Music.
Louise Greif has pined Aucoin Management inc
Louise Greif has
as Publicity Assistant.

## Changes

Diana Kaylan appointed Senio

## Miscellaneous

Need record service from all tabels, CHR format. WCMT/Mertin, TN, P.O. Box 318, 38237, or call (901) 587-9526. (6-26)
Satalite Music Natwork heads A/C record service
from all labels. Send to 11600 Erancis Road, Mokena, il 60448. (6-26)

## Changes

KACT-FM/Midiand-Odease market needs record sarvice from all labels for CHR and ANC format. P.O Drewer 308, Andraw, TX 79714. (8-26)

WWSASevannah, GA needs A/C record service from all labels. Send to Deve Miller, Box 1247, SevanKERN/Bokersfield, CA is looking for forme employees for our giant 50 yeier anniversary. Call co
lect to Steven Kaye, (805) 832-1410. (8-19)

New FM soeks record service from all lebels for veried format. We'll spin uncherted records. Pete
Hunn, WHRC, Box 92, Port Henry, NY 12974. (6-19)

## Marketplace



YOU ARE THE MUSIC...AND WE ARE THE PR.! Decals, Bumper Stlckers, Posters, PR Kits, Medla Kits, Promo liems
We do it oll by the olece or by the kit We do it all. by the ploce or by the kit.
complete ond ONTME: From your orf




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How much does success cost? For some, it may be more expensive than others.
The trend now is to cut cost and save that dollar. How much quality will you sacrifice to keep down overhead? How many vital services will you reduce or eliminate in order to stay out of the red? What im. pact will the cutback in service have on your image? well, In reallty you don't have to compromise vour standards. Our systems are-working for many small and Medium statlons today.. IT CAN WORK FOR YOU
TOOI For additional information contact:
Jerry Mason
CONCEPTS UNLMITED CONSULTANTS
(615) 525-7771

## "COMIC RELIEF"

Just For Laughs Original, topical absurdities and timeless one-liners. The professional service. FREE SAMPLE WHILDE CREATIVE SERVICES. 20016 Elkhart Ave. Harper Woods. MI 48225. (313) 527-0617

## MANAGERS \& PD's

 Need talent? We have sports, play-by-play jocks. personalities, PD's, and other specialized talent waiting to be part of your team. Inquiries are Dro't'call, 3700 Rue Delphine. Prot'call, 3700 Rue DelphinNew Orleans, LA 70114

R\&R MARKETPLACE ADVERTISING
Payable in advance. Orders must be typewritten and accompanied by check. One-inch minimum: additional space up to six inches available in increments of one-inch. Rates for R\&R Marketplace (per inch):

Per Insertion
1 Time
$\$ 30.00$
13 Insertions $\$ 25.00$
26 Insertions $\begin{gathered}\$ 20.00 \\ \text { Volume Rates Avallable }\end{gathered}$
Volume Rates Avallable
Additional $\$ 10.00$ per week charge for Blind Box ads.
Will include logo or other line art on ads of two inches or more if camera-ready art provided. Deadline for Marketplace ads is Friday noon. two weeks in advance of publication date Marketplace ads are non-commissionable.
Submit to: Marketplace
RADIO \& RECORDS 1930 Century Park West Los Angeles, Calif. 90067 (213) 553-4330


## GREAT JINGLES STATION ID'S

Call or write for a free demo

##  210 SOUTH STREET, bOSTON, MA 02111 617426.3131



We'll onsult your aircheck. One full show scoped or unscoped. If ycu're a serious jock and want to imr prove your air sound and you're not getting any time analysis and formatic skills development. Send your show tape and money order for $\$ 15.00$ to:

HOT AIR PRODUCTIONS
1847 South 9th East, Main Floor, Salt Lake City, UT 84107


EMBROIDERED PATCHES
For the first time a Patch Co for the RADIO \& RECORD Industry. Promote your station or band on embroidered patches. TOp quality
Frce Artwork. Fireall Man PROMOTION OF THE MONTH Fireball Mana P:O. Box 588
Freeport, NY 11520 (516) 223-1244
WBAB
"Phantastic Phumnies"
Highly Respected! Hilarious! OrigInal!
Proven worldwide audience builder!
'Quick-quip,' Toplcal Humor!! introductory month's 500
topical one-liners and 'BONUS'... Just $\$ 2.00$ !! Phantastic
Phunnies, 1343-A Stratford Drive, Kent, Ohlo 44240 .
pro 't' call-TALENT Pro't'call has the jobs that aren't advertised. Most are exclusive listings in all areas of broad-

casting. If your job hunting isn't getting results, casting. If your job hunting isn't getting results, call the PRO's. Call today! (504) 392-3665 $\left\{\begin{array}{rr}\text { call the PRO's. Call today! (504) } & \text { 392-3665 } \\ \text { Pro't'call Invest in your career. }\end{array}\right.$ | 3700 Rue Delphine |
| :---: |
| New Orleans, LA $70114 \quad$ Mastercharge |



R~R RADIO JOB OPENINGS Mnmore probably missed cos the Amercan Newwork to me Openings. By missing us you probably weekly. UsC Jockers. secutive weeks for $\$ 12.50$; you save $\$ 11.5011$

6215 Don Gaspar, Las Vegas, Navada 89103

## 0 ciners

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## BREAKERS.

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

## CARPENTERS

Touch Me When We're Dancing (A\&M) $58 \%$ of our reporters on it Moves: Up 26, Debuts 36, Same 26, Down 0, Adds 40 inchuding JB105, Z93, KXOK, WZUU, KEZR, 13K, KJR, Q103, WAEB, KNUS, KTSA, KLAZ, KX104, WGBF, KGGI. See Parallels, charts at number 29.

## PHIL COLLINS

## In The Air Tonight (Atlantic)

$58 \%$ of our reporters on it Moves: Up 57, Debuts 25, Same 17, Down 0, Adds 28 including WBEN-FM, WCAO, JB105, WGCL, KSFX, 0103, KOPA, WHFM, K104, KBFM, WAYS, KEYN-FM, KZZX, 95XIL, KDVV. See Parallels, charts at number 28.

RONNIE MILSAP

## (There's) No Gettin' Over Me (RCA)

 $57 \%$ of our reporters on it. Moves: Up 12, Debuts 26, Same 27, Down 0, Adds 60 including WNBC, WKBW, WPGC, 940 , WZUU, KEZR, KPLZ, Q103, WBL, BJ105, WLOL-FM, WOHO, FM102, KENO, WCGQ. See Parallels, charts at number 30.
## NEW \& ACTIVE

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

CAROLE BAYER SAGER "Stronger Than Before" (Boardwalk) 120/13. Moves: Up 56, Debuts 11, Same 38, Down 2, Adds 13, WZZP, KLAZ, WAXY, WAKY, WIKS, WMEE, WGBF, YES-95, WNCI, FM102 KJRB, WSPT, KWLO.
$\checkmark$ COMMODORES "Lady (You Bring Me Up)" (Motown) 112/42. Moves: Up 11, Debuts 36, Same 22. Down 0. Adds 43 including WABC, WKBW, WFIL, WIFI, WROR, 94Q, KRLA, KIIS-FM, KFRC, Q103, K104, WSEZ, WAKX, KENO, KFYR.
$\checkmark$ FOREIGNER "Urgent" (Atlantic) $102 / 100$
Moves: Up 0, Debuts 1, Same 1, Down O, Adds 100 including WNBC WBEN-FM, WIFI, WXKS-FM, JB105, Q107, WPGC, CFTR, CHUM, KRBE, 293, 0105, KBEQ, KIQQ, KSFX
JIM STEINMAN "Rock \& Roll Dreams Come Through" (Epic/Cleveland International) 102/14. Moves: Up 47; Debuts 13, Same 28, Down 0, Adds 14, F105, KIQQ, WTRY, WTIX, KQ94, WSGN, G100, KZ93, 13FEA, 14WK, WSPT, KWLO, KDVV, KBEQ 19-14, FM103 11-9. ROSANNE CASH "Seven Year Ache" (Columbia) 98/7
Moves: Up 55, Debuts 4, Same 20, Down 12, Adds 7, WIFI, WBBF, 14Q, KINT, WHBQ, WOW, KMJK, KXOK 10-10, KIQQ 10-10, KPLZ 5-5, WHYN 8-7. KSTAR 3-3. WBCY, 10-8, WNCI 9-8, KILE 18-14.
GREG KIHN BAND "Breakup Song (They Don't Write 'Em)" (Beserkley) 93/15. Moves: Up 39, Debuts 13, Same 24. Down 2, Adds 15, WKBW, 96KX, WXKS-FM, Q107, Z93, WOKI, WSEZ, WAKX, KSTT, K96, KHYT, WHHYY, 95SGF, KKXL, KDZA.
BILLY SQUIER "The Stroke" (Capitol) 87/5
Moves: Up 51, Debuts 11, Same 19, Down 1, Adds 5, 96 KX , WOLF, 920. KJ100, KDZA. WXKS-FM 98, JB105 2-1, KRBE 6-5, Q105 23-18, KBEQ 12-9, WAQY 4-1, KXX106 12-7, WVIC 18-9, KMJK 18-8.
KOOL \& THE GANG "Jones Vs. Jones" (De-Lite/PolyGram) 84/4. Moves: Up 35, Debuts 7, Same 35, Down 3, Adds 4, WTWR, WLOLFM, WGBF, KKXX, WIFI 23-16, WXKS-FM 7-7, JB105 17-13, KRLA 29-19, KSET-FM 23-15. WTIX 38-30, WERC 11-10, Y103 19-14, KHYT 8-2, WCIR 20-16.
TUBES "Don't Want To Wait Anymore" (Capitol) 74/30
Moves: Up 9, Debuts 16, Same 19, Down 0, Adds 30 including WKBW, WFIL, WGCL KJR, WKEE, WFMF, CK101, KWEN, KJRB, WLAM, FM99, KILE, KDWV, KFXD.
.38 SPECIAL "Fantasy Gir"' (A\&rM) 69/2
Moves: Up 31, Debuts 6, Same 30, Down 0, Adds 2, KSFX, WSEZ, WBEN. FM 34-22, 940 on, KBEQ 16-12, WPST 23-20, K104 30-25, WAQY 26-19, KO94 31-26, WAAY 27-18, KJ100 10-9, KWEN 13-6, WNAP 30-24, FM103 20-16, WFBG 21-18.
JOHN SCHNEIDER "It's Now Or Never" (Scotti Bros.) 63/10 Moves: Up 18, Debuts 12, Same 22, Down 1, Adds 10, Y100, 13K, KC101, WHYN, KOFM, KEYN-FM, WNAP, WOHO. WKXY, KDZA, Q105, 20-20, WGCL 25-18, KINT 29-24, KCPX 25-18, WACZ 19-15.
SPIDER "It Didn't Take Long" (Dreamland) 56/6
Moves: Up 9, Debuts 8, Same 31, Down 2, Adds 6, KYYX, WHYN, KBFM. WNAP, WACZ, KDZA, WIFI d-29, KRBE 24-21, 940 d-30, KEZR 30-28, WPST 29-26, WTIX 40-35, WVLK d-29, KCPX 23-20, KOOK 24-19.


- PABLO CRUISE "Cool Love" (A\&TM) 50/50

Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 50 including WBEN-FM, 94Q, KIQQ, KEZR, KJR, KYYX, KPLZ. WICC, WOKI, WORK, Z104, KIDD, WANS-FM, KFYR, KBOZ.
A DIANA ROSS \& LIONEL RICHIE "Endless Love" (Motown) 50/49
Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 49 including WROR, WXKS-FM, JB105, KEARTH, KIIS-FM, KEZR, KYYX, KPLZ, KOPA, WKBO, KX104, 92X, KZZP, WHEB, KSLY.

## Others Getting Significant Action

## RANDY VANWARMER "Suzi" (Bearsville/WB) 48/12

Moves: Up 10, Debuts 5 , Same 20, Down 1, Adds 12, KBEQ, WOLF, WKRZ-FM, WKEE, KINT, KYSN, WCIR, WCGQ, FM99, KKRC, KKLS, WRKR, WBEN-FM 35-28, KRBE 30-27, KVOL $24-20$
GARY WRIGHT" "Really Wanna Know You" (WB) 46/30
Moves: Up 4, Debuts 4, Same 8. Down 0, Adds 30 including CHUM, WPST, WKRZ-FM, WFMF, KXX106, WBBQ, KWEN, WDJX, FM103, WACZ, WHHY, WANS-FM, KQIZ-FM, KQDI, KOOK.
STACY LATTISAW "Love On A Two-Way Street" (Cotillion) 46/13
Moves: Up 13, Debuts 9, Same 11, Down 0, Adds 13, WABC, WFIL, WPGC, KRLY, KPLZ, WOLF, KLAZ, WVLK KNBQ, KTKT, WGUY, WSGA, 95SGF, WERC 28-22, 92Q 23-18.
ALABAMA "Feols So Right" (RCA) $45 / 8$
Moves: Up 12, Debuts 10, Same 15, Down 0, Adds 8, WZUU, KFI, WOLF, WKEE, KHFI, G100, WTSN, WANS-FM KVIL on, KINT 40-31, WERC 29-20, WAAY 25-16, WRJZ 27-16, KCPX 30-26, 14WK $30-25$. RUSH "Tom Sawyer" (Mercury/PolyGram) 44/4
Moves: Up 18, Debuts 8, Same 12, Down 2, Adds 4, B97, WSKZ, WOKI, WGUY, JB105 33-30, KRBE 17-14, KBEQ 10-8, WHFM 12-8, KEGL 12-10, KHFI 3-2, WGRD 23-20, KKXX 28-24, WKXY 19-15, KDVV 2-1, KRLC 29-23.

## BLACKFOOT "Fly Away" (Atco) 43/6

Moves: Up 5, Debuts 8, Same 24, Down 0. Adds 6, CHUM, WHFM, WKEE, KYSN, Z102, KILE, WBEN-FM 39-35, Z93 on, K104 40-36, WAQY 33-25, KQ94 on, WBBQ d-30, KJ100 30-28, FM103 d-23, KRLC 30-27.
LOVERBOY "The Kid Is Hot Tonite" (Columbia) 43/1
Moves: Up 20, Debuts 10, Same 11, Down 1. Adds 1, KOOK, KRBE 1411, KBEQ 21-19, WFLY d-27, WAQY 28-20, KEGL 17-13, WOKI 23-20, KJ100 26-22, WAKX 12-9, KWEN 28-22. WACZ 30-23, 95XIL 8-3, KSEL 28-24, KQDI 7-3, KRLC 8-5.
REX SMITH \& RACHEL SWEET "Everlasting Love" (Columbia) 39/14
Moves: Up 4. Debuts 3, Same 18, Down 0, Adds 14, Z93, Q105, WCKX, WICC, WAOY, KLAZ, WSGN, K96, WHHY, KKXL, KKRC, KCBN, KBOZ, KKYA, 940 28-24.
BARBRA STREISAND "Promises" (Columbia) 34/2
Moves: Up 14, Debuts 1, Same 16, Down 1. Adds 2, WNBC, KXOK, WROR 9-8, WKBO d-20, WAXY, 28-24, Y103 16-13, BJ105 22-19, WSEZ 26-22, YES-95 32-29, KSPZ 23-22, WTSN 12-7, WHEB 27-22, WFLB 22-20, FM99 31-29.

Continued on Page 34


[^0]:    A\&M's Atlentic Starr opened their current tour in Chicago at the Mill Run Thestre. Pictured backstage are $\mid-r_{\text {e }}$ standingl group's David Lewis and William Sudderth, A\&M's Bob Garcia, and group's Koran Danials, Wayne Lewis, Joseph Phillips, Sharon Bryant, Clifford Archer, Jonathan Lewis, and Porter Carroll; (l-r, seated) A\&M's Anriette Monaco, Rich Girod, Robert York, Billy Gilbert, and Manny Freiser.

[^1]:    CHRIS MONTAN "Any Minute Now" (20th) 19/1 add KFMB. Medium rotation: WRVR. KOY, KSL KLO, WHBY,
    WHBC. WMAZ WJBO, WABZ, WKIO.
     WRVA, WKIQ.
    GARY U.S. BONDS "This Little Girl" (EMI America) $14 / 1$ add WLW. Heavy rotation: WIP, WBT, WGAR,
    GARY U.S. BONDS "This Little Girl (EM
    BOBBY KING "Having A Party" (WB) $13 / 4$ add WCCO-AM, KMED, KxIC, KRMG. Medium rotation: WOAI-FM. KFOD, WRVA.
    JOHNNY LEE "Prisoner Of Hope" (Full Moon/Asylum) 13/0. Haovy rotation: KSL, wCco-AM. KLMs. Madium rotaion: WSB, WDEF, KLTE, KRMG. KXIC
    RICK SPRINGFIELD "Jessie's Girl" (RCA) 11/1 add WFIR. Heavy rotation: WHAG, WLNH. Madium roration: WHEN, WCHV, KAAY, WFIR, WBOW

