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## HAMILTON NEW GROUP PD

## Hattrik Exits Doubleday For Consultancy

Bob Hattrik has formed a consultancy, Bob Hattrik Communications, following his departure from the VP/Programming position at Doubleday Broadcasting. Dave Hamilton, PD at the chain's KDWB-AM \& FM/Minneapolis, has been named National Group PD, replacing Hattrik. In addition, Joe Folger becomes PD at KDWB-AM \& FM from the Asst. PD/Music Director position at KBPI/Denver; and Beau Raines has been promoted from morning man at KWK-AM \& FM/St. Louis to PD of both stations; Hattrik had previously programmed them directly.

Doubleday President Gary Stevens told R\&R, "This decision should not in any way obscure or diminish the contribution Bobby's made at Doubleday. It's just the next logical progression for him." Commenting on Hamilton, Stevens said, "I get the same feeling with Dave that I had with John Sebastian and Bobby Hattrik. I know that with the proper motivation he'll do the job for us." He continued, "Bobby will not be consulting us. We will not use a group consultant; we will continue to do our own programming. Our success has always derived from our ability to do our own thing.'

## Sandusky Moves To Drop Arbitron

The Sandusky Broadcasting group will not renew its Arbitron contracts for KBPI/Denver and KDKB/Phoenix, and intends to drop the ratings service for all its stations. Sandusky Broadcasting President Toney Brooks explained to R\&R, "We're not going to renew, certainly not unless there are substantial changes in Arbitron's pricing philosophy by the time our next contracts come up. I have no indication there will be such a change. I do not want winter books in the markets where Sandusky operates, and so we're going to wing it without them.'
Elaborating, Brooks stated, "We have no problems with their methodology; we think their research is terrific. The problems stem from their being allowed to sell radio stations something that they don't want and didn't ask for (winter books), and their exorbitant price increases. There's not a majority of support in any of these markets for the winter books."

SANDUSKY/See Page 33


Bob Hattrik Dave Hamilton
Hattrik Ready To Start
Hattrik told R\&R his new consultancy already has two clients, whose identities he was unable to disclose at present. He added that Bill Moyer from KSHE/St. Louis has been appointed VP/Promotions for Bob Hattrik Communications, remarking. "He's very creative and HATTRIK/ See Page 33 NINE STAFFERS DEPART

## KSFX Turns To

As reported earlier ( $\mathrm{R} \& \mathrm{R}$ 3-26), ABC's AOR-formatted KSFX San Francisco will change call letters to KGO-FM and debut a News/Talk format May 3, utilizing local programming and the new ABC Talkradio Network. KGO Operations Manager Jerry Johnson will serve as OM for both stations, with Ron Denman KGOFM's Station Manager. KSFX PD Pat Evans, MD Jeri Otteson, Promotion Director Carl Flothow, and air personalities Richard Gossett, Billy Juggs, Dave Kent, Donna Perry, Keith Richards, and Michael Stevens have been let go; morning man Stephen Capen,
who has a contract with ABC, may stay on in an as-yet-undetermined capacity.

## Final Winter Arbitron Markets <br> <br> Final Winter Arbitron Markets

 <br> <br> Final Winter Arbitron Markets}Houston
KMJQ Still On Top;
KIKK-FM, KILT-FM Go 2-3; KRBE Up To 4th Dallas-Ft. Worth
KSCS Widens Lead; KVIL-FM Still Second;
KPLX Nearly Doubles
Pittsburgh
KDKA The One;
WDVE Almost Catches WTAE; WPNT Up Sharply

## Seattle-Everett-Tacoma

KIRO Extends Dominance; KOMO Rises To No. 2; KUBE Steady
For complete results from these markets plus Denver, Tampa-St. Petersburg, Phoenix, Kansas City, and Louisville, rounding out Arbitron's expanded winter roundup, see Pages 14 \& 16.

John Piccirillo, former Regional VP for Heftel Broadcasting and GM of WYYS/Cincinnati, has

## Houston

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## BATTLE LOOMS OVER RADIO LICENSES

## Supreme Court Denies RKO's Last Chance

RKO General's final hope of ings, allowing RKO to resume keeping WNAC-TV/Boston dis- business as usual. But a major appeared this week. The U.S. fight has erupted over what hapSupreme Court refused to hear pens next. The U.S. Court of Apan appeal of the FCC's decision, peals in Washington will hear oral upheld in lower courts, to strip arguments May 27 on how the RKO of the Boston license. That means New England Television Corp., chosen by the FCC as the new licensee, will take over WNAC as soon as it's ready.
The big question now facing the Commission is whether, in light of the WNAC case, RKO is qualified to keep 13 radio properties and its remaining television stations in New York and Los Angeles. RKO Radio Division President Bob Williamson told R\&R he hopes the group's 13 radio stations will be cleared in upcoming court and FCC proceed-

## Talk As KGO-FM

As for the new lineup, Johnson told R\&R, "It's not quite ready yet. We're able to simulcast 42 hours a week. At this point we're planning to simulcast morning drive - it will be KGO-AM \& FM morning news from $5-9 \mathrm{am}$; and then afternoon news from 46 pm , and the first two hours of (KGO talk host) Ronn Owens from $6-8 \mathrm{pm}$. That's Monday through Friday. Interspersed between those shows will basically be the KSFX/See Page 33 FCC should proceed.
On one side, the FCC will argue that it should first rule on whether RKO is qualified to remain a licensee. On the other side, competing applicants who have filed against RKO stations will argue that comparative hearings, pitting their proposals against RKO's stations, should begin at once.
In the FCC's view, such a procedure could end up wasting an enormous amount of time and effort if, ultimately, RKO was found to lack the basic qualifications to remain a licensee. The Commission would rather settle the qualifications issue first. Then, if RKO were found eligible to stay in broadcasting, the comparative hearings could begin. If RKO were found unfit, the 15 frequencies would be declared vacant and the field thrown open to all comers.
No matter which procedure is chosen, the court's decision is not expected until late summer or early fall and, even then, it could be several more years before the fate of the 15 remaining RKO properties is decided.

## COMPANY ADOPTS HARD LINE ON SUIT

## Piccirillo Sues Heftel For $\$ 10$ Million

filed a $\$ 10.2$ million lawsuit against Heftel and its owner Rep. Cecil Heftel for breach of contract. The action seeks retribution for Piccirillo's dismissal last October and alleged failure to continue agreed payments to John A. Piccirillo \& Associates for managerial services through 1983 for WYYS and Heftel's WIKS/ Indianapolis: According to the suit, Piccirillo's contract offered him an option to buy WIKS if it were put up for sale, and the action contends that his termination rendered that purchase option out of the question.

The suit seeks $\$ 221,053$ in service fees, $\$ 3$ million in punitive damages, and $\$ 7$ million in compensatory damages stemming from the alleged breach of contract. According to Piccirillo, in a statement released through a Cincinnati public relations firm, "Everything I have instituted at WYYS has been carried on and the station continues to be successful, so I cannot understand PICCIRILLO/ See Page 33

## A VERY SPECIAL SINCLE FROM A VERY SPECIAL BAND "CAUCHI UP IN YOU"

THE FIRST SINGLE FROM THE FORTHCOMING ALBUM SPECIAL FORCES.


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## See All The Hottest Hits At A Glance <br> The Music Section's New Front Page Makes It Easy For You

The chart-toppers, hottest newcomers, biggest jumpers Breakers, and debuts for every format . . . all in one
simple-to-read display
See Page 43


## staff



## Bobby Magic Becomes Beasley National Program Director

WDMT/Cleveland PD Bobby Magic has been promoted to National Program Director for the 12 -station Beasley Broadcasting Group. Before joining WDMT, Magic programmed KUTE/Los Angeles, KYA/San Francisco, WIXY/Cleveland, and WKDQ/ Evansville, IN.
Beasley owner/President George Beasley told R\&R, "Bobby will be responsible for monitoring the broadcast and programming content of all our stations. He'll be making routine visits to the markets to work with the PD's and GM's. During the time he's been with us, he has demonstrated great skills in programming and administration. He's just right for the new position, and will help
 elevate the national profile of our company a Bobl Magic
Magic commented to R\&R, "I'm so pleased that the company has given me this opportunity, and has such confidence in what I can do. They have been super to work for, and have given me the control needed to accomplish major ratings increases at WDMT." Magic will continue to program WDMT and will now oversee WMOO \& WBLX/Mobile; WKBX \& WSGF/Savannah; WVHI/Evansville, IN; WWMO/Reids-

## Marathon Coverage Runs Aground On Radio

An ambitious national hook up for live radio coverage of the Boston Marathon, scheduled for broadcast on over 40 stations around the country, was delayed, and in some cases never materialized, when producer Runner's Digest ran into severe problems with phone line feeds.
Robert Wolf, partner in the production company, which coordinates broadcast coverage of running events, told $\mathbf{R \& R}$, "We had a lot of problems with the phone company. Broadcast hookups weren't made, unfamiliar equipment was used, circuit mixups distorted the audio feeds, conflicting stories between phone sales and installation departments - it was a hell of a mess! What we're trying to do now is ascertain what, where, and when things went wrong. Some stations received good feeds, while others did not. We really feel badly about this whole situation.'
Speaking for KOB/Albuquerque, which was forced to cancel the special feeds due to technical problems, Operations Manager/ Program Director Bob Grossfeld stated, "We had nothing but trouble connecting to the live feed, and when we did connect, the audio was so bad we couldn't use it. Eventually, I just cancelled the whole thing. Because it didn't do our credibility any good, I'll never get hooked up with a situation like this again. It was just a plain embarrassment."
Reflecting a different view, WGTR/Natick, MA Program Director Don Kelly said, "Aside from some early audio problems, we picked up all the feeds. We'd do it again, because the coverage content was much better than we could provide."

## Daylight Savings

## Makes A Comeback

The long-awaited return of Daylight Savings Time occurs this weekend, going into effect Sunday (4-25) at 2 am . Clocks affected by this change should be put forward one hour.
ville, NC; WFAI/Fayetteville, NC; WGAC/ Augusta, GA; WOKN/Goldsboro, NC; and pending FCC approval, the chain's latest acquisitions, WTIP \& WTIO/Charleston, WV and WGSS/Lumberton, NC.
EXPANDS CONSULTANCY
Rock Resigns

## WELI Position

Bill Rock has resigned as Operations Manager for WELI/New Haven, to expand his private company, Bill Rock Productions, a multimedia communications consultancy. For an indefinite period, Rock will remain involved with parent company Insilco Broadcast Group, with whom he has served as VP/Programming to the company's seven stations.
Commenting on his five years' experience with the station, Rock said, "It's been an extremely valuable and rewarding experience. I've learned a great deal both professionally and personally." Regarding his fulltime commitment to his production company, Rock stated, "As more and more sectors of our society are becoming
 media-conscious, it is

Bill Rock imperative that we in the media respond to the new demands quickly and creatively. I'm very excited at the prospect of becoming more involved than ever in this activity.'
No replacement has been named at WELI, and Rock will remain with the station during the interim.

## Huskey Appointed KARZ Programmer

Scott Huskey has been named Program Director of KARZ/Phoenix. Huskey had been at KRNT \& KRNQ/Des Moines for eight years, the last three as PD for the stations.
Commenting on joining the $\mathrm{A} / \mathrm{C}$ formatted AM outlet, Huskey stated, "I'm excited about working with (GM) Al Lobeck. The challenge is tremendous, but with the winning team Al has been putting together, I feel confident that K-960 can become a dominant force in the Phoenix market.'

## TRANSACTIONS

## Coke's Outlet Buy Off

Talks between the Outlet Co. and Coca-Cola towards the possible acquisition of Outlet have been terminated, both companies announced last week. Originally Outlet and Columbia Pictures Industries were scheduled to merge, and when Coca-Cola agreed to purchase CPI, Outtet, which owns seven radio stations and five TV properties, was scheduled to be part of the transaction However, Outlet withdrew from the CPI agree ment and Coca-Cola, after reviewing Outlet's finances, stated that it decided not to buy the company. No further explanations were forthcoming; however, Coca-Cola's hesitancy about buying Outlet was viewed as stemming from the company's retail store liabilities, while the broadcast interests continued to increease profits.

## Abell Buys WQRK \& WTJZ

Abell Communications has purchased WORK \& WTJZ/Noriolk-Newport Nows for $\$ 1.9$ million from Bay Cities Communications, pending FCC approval. Abell also owns WRLX/Baltimore, WDOQ/Daytona Beach, WCRJ-AM \& FM/Jacksonville, and WMAR-TV/Baltimore. WQRK has 50 kw at 104.5 mHz and an antenna height of 500 feet, while WTJZ has 1000 w at 1270 kHz Cecil L. Richards Inc. was the broker.

## Wheeling Named WEEI ND/PD

After only eight months as Director/News and Programming at WTOP/Washington, John Wheeling is leaving to assume the same position at WEEI/Boston, effective May 3. He replaces Mel Miller at the CBS-owned all-News station. Miller resigned earlier this month to become Program Director at Talk-formatted WRKO/Boston.
Wheeling's new job marks a return to CBS - before leaving to join WTOP last September, Wheeling had spent five years as Manager/News and Operations at WCBS/New York, and the previous seven years at WCBS as an editor, writer, and producer.
"I leave here rather reluctantly in many ways," Wheeling told R\&R. "This job in Washington provided me with my first news and programming directorship. I had expected to go back to CBS at some point, but I certainly didn't expect it to happen so soon
Wheeling continued, "My primary objective in running an all-News station is to make that radio station the primary source of news and information for the people of the area. I think I know how to do that and CBS is certainly committed to having its radio stations perceived as such, so I'll get lots of support. The future of AM radio, I think, is in news, talk, and information."

## Hoppe Heads

Polygram A/C Dept.
Michael Hoppe has been appointed VP/Adult Contemporary for Polygram, heading all activity related to that format for the company. Polygram Sr. VP/Sales \& Marketing Jack Kiernan commented, "Michael Hoppe brings to this position not only years of experience working with A/C acts for Polygram in a number of coun-
 tries, but also a crea- Michael Hoppe tive approach to introducing A/C artists to that audience. With the formation of Polygram's A/C department . . . we expect to make further inroads into this market and continue to develop traditionally international artists here in America."
Hoppe, who has recently served in executive capacities at Polydor International in Germany and Polygram Canada, told R\&R, "The company is really very hot, which makes it a particulary exciting time to join. Everyone is in a very good mood about this format. I understand that the baby boomers represent $44 \%$ of the total market, and with everyone getting older, the potential for A/C must increase correspondingly. Therefore, I see only growth in this area.'

## LETTER

## Superadio's Woman In The Wings

Editor's Note: In response to former Los Angeles air personality Nancy Plum's letter last week pointing out the absence of female air talent in ABC Superadio's personality lineup, we received the following letter from ABC's Rick Sklar:
Dear R\&R:
The very first air personality contract signed by Superadio was with a woman. Due to that person's current contractual commitments, we have have been unable to announce it - much to the frustration of both of us. The announcement is forthcoming.

Rick Sklar
VP/Programming

# Washington Report 

## Senate Radio-TV Resolution In Jeopardy

It appeared early this week that S.R 20, the resolution to open the U.S. Sen ate chamber to microphones and cam eras, was in deep trouble. A vote to shut off debate, which needed 60 votes to pass, failed on a tally of 47-51. Fail ure of the motion to master even a simple majority could mean that Majority Leader Howard Baker (R-TN) doesn't have the votes necessary to pass S.R. 20.

However, Baker pressed ahead with debate on the resolution and pending amendments, and planned two more attempts later in the week to end de bate and force a vote on final passage.

## U.S. Broadcasters Hungry For Canadian Clears

By last week's deadline, over 100 American broadcasters had notified that if given a chance, they'd file for AM facilities on the seven Canadian clear channels. "I think it was very strong interest," FCC engineer Larry Olson told R\&R. "From what I've seen, many broadcasters expended a good deal o time, money and effort in developing a concrete proposal.
The vast majority came from day timers looking for a way to add night time service, according to Olson. The proposals will be used as ammunition as the U.S. continues negotiating a new AM agreement with Canada, which has a hungry eye trained on the U.S. clears

## Trade Groups Agree On

Revenue-Only Data Collection
Meeting last week in New York, representatives of seven broadcast trade groups agreed their voluntary industry program to collect station financial data should involve revenue figures only - not expenses totals.
They also agreed that radio and television should work together on the project, and that stations in the top 50 markets will be encouraged to gather monthly figures on their own.
Another meeting was scheduled in New York this week to begin writing a reporting form for stations. Early indications are it will be simple, pos sibly covering only national and local sales totals, barter and network com pensation. Once each group's board has approved the form and an accounting firm has been lined up to handle col lection and tabulation, every station in the country will be sent a copy and asked to report its 1981 earnings

## FCC Deadlock Prompts <br> Reagan-Stevens Chat

According to an aide to Sen. Ted Stevens (R-AK), the Senator had "a very nice meeting" with President Reagan at the White House Monday, but had "no comment" afterward on what transpired

The President summoned Stevens to the Oval Office in an effort to break a stalemate over who will replace FCC Commissioner Abbott Washburn. Mr Reagan reportedly favors FCC General Counsel Steve Sharp. Stevens, however is pushing Marvin Weatherly, a member of the Alaska Public Utilities Com mission. The President would seem to have the upper hand, except that Ste vens has the backing of Commerce Committee Chairman Bob Packwood (R-OR). If Sharp is nominated, Packwood vows, there will be no confirmation hearings.

## Fogarty, Rivera Dissent On AM-FM Breakups

The final paperwork is out on the FCC's recent decision against breaking up AM-FM combinations, and it includes a strongly-worded dissent form Comissioners Joe Fogarty and Henry Rivera.
Combos were only allowed in the first place in order "to promote the development of the FM radio service," they argued. Pointing out that FM is now stronger than the AM industry, they said the justification for allowing combinations "has so far evaporated that the majority appears arbitrary in refusing to take a hard look at whether a general rule permitting AM-FM combinations now serves any continuing public interest purpose,'
Noting the Commission's longstanding support for diversity of ownership in broadcasting, Rivera and Fogarty added, "Today's majority decision signals a marked departure from the regulatory philosophy, with no satisfactory explanation or rationale. We dissent.

## Equal Time Exemption To Broaden?

The presidential debates of 1976 and 1980 could only be aired on radio and television because the FCC made a special ruling exempting on-the-spot coverage of a bona fide news event from the equal time law. That ruling freed broadcasters from having to offer equal time to fringe candidates
Now a move is underway to relax the equal time rule even further. Currently, broadcasters may only cover debates sponsored by another group (such as the League of Women Voters), and can only air them up to 24 hours after they occur.
Former NTIA Director Henry Geller last week asked the FCC to allow broadcasters to sponsor in-studio debates themselves and to air them beyond the next day. He also asked for a clarification making it easier to air campaign documentaries involving candidate appearances.
NAB and RTNDA immediately filed documents in support of Geller's ideas, but asking the Commission to go further. They propose that, in exempting "newsworthy" events from equal time laws, the Commission should rely on the broadcasters' news judgment, rather than standards of what is or isn't newsworthy

## NBMC Seeks WHBI Takeover

The National Black Media Coalition (NBMC), one of the broadcast industry's severest and most persistent critics, has applied to the FCC to operate WHBI/Newark on an interim basis until a permanent licensee is chosen. The station lost its license owing to false advertising, lottery and logging violations.

If NBMC wins the temporary licensee, broadcasters would undoubtedly watch closely to see if the coalition lives up to the ambitious promises contained in its application. Those include the intention "to become known as the superior radio broadcaster in this country" and "to demonstrate to the American broadcasting industry how a successful affirmative action program can be operated
NBMC says it would provide a wide variety of public affairs, news, talk, Black, Hispanic and foreign language programming and run at least 300 PSA's per week. It also sets forth a wide-ranging EEO program it claims can serve "as a model for what a station with a strong commitment to

## NPR Unveils New Computer Data Transmission Venture

National Public Radio (NPR) this week announced a new profitmaking venture to use its satellite system and local affiliate subcarriers for digital data transmission. The announcements, along with news of an "Empire Strikes Back" NPR series in 1983, came in Washington this week where NPR, racing to replace disappearing federal funds, held its annual conference with the theme, "NPR Means Business."
Taking advantage of its state-of-the-art digital satellite system, NPR has entered a partnership to form the Information Network Corp. (INC). Data of all kinds will be beamed over the satellite, relayed on local station subcarriers, and then received on the home and business computers of INC subscribers. Newsletters, business news and video games are just a few examples of what INC could distribute.
NPR estimates local stations, which are also strapped for funds, can earn $\$ 30-75,000$ annually in subcarrier rental to INC in large markets, $\$ 15-30,000$ in medium markets and $\$ 6-15,000$ in small com munities

## Cable Radio Has Potential

In other developments, a study funded for NPR by the Markle Foundation concluded in the words of NPR President Frank Mankiewicz, "Within the next five to six years, cable audio may provide an impor tant program outlet and new revenue sources for local stations." A survey of cable operators found almost total agree ment that audio channels will grow in popularity and desirability.
Mankiewicz announced that NPR hopes to launch a pilot cable audio channel for the blind this year. In addition to serving millions of people not currently reached by subcarrier reading services, the NPR chief said the project will have the benefit of encouraging local public broadcasters to build working relationships with cable operators

## CODART System Under Study

NPR is also negotiating to enter another profit-making venture called CODART (R\&R 3-19). Subscribers with special automatic recording devices would pur chase music and other programming trans mitted via NPR affiliate stations. Custom ers would select material from a monthly

'NPR will not 'hunker down like a jackrabbit in a hailstorm'" Frank Mankiewicz
catalogue, call a central office to arrange billing and receive a special code, then program their recorders to tape the material automatically. Once again, the network and local stations would earn money in the deal

NPR Strikes Back With "Empire"
In his address to the over 600 public radio representatives gathered, Mankiewicz declared NPR will not "hunker down like a jackrabbit in a hailstorm" as the Reagan administration seeks to cut public broadcasting funds from the current $\$ 172$ million to $\$ 85$ million by 1985 . He also announced that on Valentine's Day 1983, a radio version of "The Empire Strikes Back" will debut over NPR, as a sequel to 1981's 13-part "Star Wars" series, NPR's most popular feature ever. The "Empire" series will run 10 or 11 weeks, with the "Star Wars" episodes rerun immediately beforehand. Again, several original cast members will reprise their roles.

## FCC Dismisses 29 EEO Complaints

The FCC last week rejected the National Black Media Coalition's (NBMC) petitions to deny the licenses of WAMU/Washington and WINX/Rockville, MD due to allegedly poor EEO performance.
all aspects of EEO can accomplish with very little expense."
Since the FCC requires that interim operators donate profits to charity, NBMC says any earnings would be put into operation of its EEO Resource Center, a summer research internship program, and development of a black communications library.
The coalition is working with the Washington law firm Shrinsky, Weitzman \& Eisen to handle its application. NBMC adds in its papers, "We expect that our policy and advocacy agenda is likely to become more realistic and sophisticated as a result of our experiencing the many day-to-day problems inherent in actually operating a major-market station.'

In other EEO action, the Commission also denied challenges to the licenses of 27 Illinois stations filed by the Chicago Latino Committee on the Media
One station, however, was warned to shape up. WYEN/Des Plaines was ordered
to submit a new EEO program containing specific hiring goals and timetables within 30 days. Repeating an action it first took in 1978, the Commission again refused to grant WYEN a full-term renewal
Three other stations, although winning renewal, were advised to reexamine their EEO programs. They are WFMT/Chicago and WRMN \& WJKL/Elgin. Full-term renewals without conditions were granted to Chicago stations WGN, WLUP, WMET, WAIT, WBBM, WJJD, WJEZ, WMBI-AM \& FM, WSBC, WXRT, WMAQ, WKQX, and WCFL, plus WTAQ/La Grange and WCLR/Skokie.
The Commission dismissed informal objections filed by the Latino Committee against WIVS/Crystal Lake, WXRD/Woodstock, WKKD/Aurora and WJOL \& WLLI/ Joliet. Renewal of WWMM/Arlington Heights, also included in the petition to deny, was granted last year. No action was taken on the renewal of WFYR/Chicago due to the pending problems of its owner, RKO General.
The Latino Committee had claimed that nlinois state population figures used by the licensees for EEO purposes were inaccurate, that Hispanics should be treated separately from other minorities for EEO purposes, and that all minorities are subject to a "revolving door" employment policy resulting in rapid turnover.



RCA GAINS

## WCI, CBS Post Ist Quarter Music Losses

Warner Communications Inc.'s (WCI) recorded music and music publishing division reported a decline in gross revenue for 1982 's first quarter ending March 31. Profit dropped from $\$ 22.3$ million to $\$ 15.8$ million with gross revenue of $\$ 190$ million compared to 1981 's first quarter $\$ 201.6$ million. Board chairman Steven Ross cited fewer product releases during the quarter as the cause behind the decline in gross revenue, but added that forthcoming releases over the next few months should have a beneficial effect. Overall, WCI posted a $72 \%$ gross increase from $\$ 602$ million to $\$ 932.5$ million, nearing the $\$ 1$ billion-a-quarter mark: plus a $57 \%$ profit increase as well. WCl's growth was attributed mainly to its Atari subsidiary and filmed entertainment
CBS, Inc.'s continuing operations also suffered a slippage in first quarter profits, down $22 \%$ from a year previous. According to the company, profits were affected by "big" revenue drops for the recorded music and musical instruments offshoots. Profits overall totalled $\$ 14.2$ million for this year's first quarter versus a 1981 first quarter total of $\$ 18.2$ million. Revenues rose $3 \%$ during this time, reaching $\$ 1$ billion from $\$ 981$ million.
Meanwhile, RCA announced a $44 \%$ income gain this first quarter, principally the result of a 1980 program allowing for the sale of particular businesses belonging to the corporation. Chairman Thornton Bradshaw added that RCA's record division "substantially increased" its share of the domestic record market, while the communications group as a whole was credited with a strong showing. Net earnings rose to $\$ 60.5$ million versus $\$ 42$ million; revenue grew $1 \%$, moving from 1981 's $\$ 1.94$ billion to $\$ 1.96$ billion.

## Double Station <br> Exposure With Imprinted Glasses <br> 

The eyes have it while your station call letters are exposed to the world with DSI Specs' imprinted sunglasses. Wearers won't be blinded by the light or the logo - through a patented process, all designs are made invisible from the inside. You can choose from more than 300 in-stock designs or create your own multicolored trademark. And a wide variety of metal and plastic frames are available.
For more details contact Rt. 1 Box 455A, Gainesville, VA 22065; (703) 821-3494.

## Scentsational Scents Bottle City Smells

For those of you sniffing around for the perfect perfume that makes you stand out or blend in with the crowd and yet reminds you of your favorite city, then Jan Baxter has the solution Her "Makes Scents" line of colognes captures the essences of cities like Detroit, Chicago, and New York. At five dollars per half-ounce, these scented concoctions steer away from the awful smells inherent in every city in lieu of the positive one which Baxter describes as "always a nice one; a romantic, sensuous one." Thus "New York City" releases a spicy scent, "Niagara Falls, Canadian Side," a woodsy one, and "Rochester, New York" reminds the wearer of lilacs. A possible Washington DC essence might be "Eau De Government Back Taxes. " Call (312) 728-1184 for a bot- tle.


## Fake Fronts Fool Stereo Thieves

If you're sick and tired of having your car stereo ripped off, you don't have to be penalized any more for your good taste. The "Incognito Car Stereo Disguise" kit transforms your expensive stereo into a cheap undesirable one by means of a phony plastic replica that covers it. Manufactured by Caltex, the kit comes complete with plastic cover, black faceplate and standard knobs. It retails for $\$ 12.95$.
Write Caltex at Box 435, Sun Valley, CA 91352

## CEN PROJECTS SEPTEMBER TEST DATE

## Pay Per View Music Enrolls In College

Zeroing in on what it terms the "affluent market of tomorrow," as well as assisting the troubled music industry, newly-created Campus Entertainment Network (CEN) will televise live concert performances via satellite to selected college campuses. Testing of the new concept is slated to begin this September at 75 colleges with a goal of simultaneously reaching 250 schools the target. And the average ticket price per viewer is five dollars.

CEN is the brainchild of Chairman Jeffrey Moritz and President Scott Lange, who brought the idea to Oak Media Development, a subsidiary of Oak Communications (ON-TV). According to Lange, on-campus living disrupts students' established precollege TV viewing habits (five hours); they're able to secure only poorlyserviced broadcast signals and have no cable TV hookups whatsoever Lange adds, "CEN will fill the void created by limited access to quality programming," and will provide musical superstars colleges can't generally book

## Pioneer Unveils DAD Prototype

Industry observers foresee a boom in the compact digital audio disc (DAD) market once the Sony/Philips model hits the scene (R\&R 4-16). Pictured here is Pioneer's version which is slated for availability in Japan next year. By means of a laser light, the digitally coded record responds with near perfect reproduction.


## Population

## Changes

## Previewed

The radio industry has something to look forward to in the 80 's - the creation of major marketing opportunities, the result of significant population changes during the coming decade. Notable demographic changes include a $26 \%$ increase in the $25-44$ age group to 79 million. The $55+$ bracket will grow during the decade at twice the total U.S. rate. Those over 65 will constitute $12.2 \%$ of the total population by 1990. This is a marked jncrease when compared to 1970's $9.8 \% 65+$ share.

## BASEBALL TURNS ELECTRONIC

## Glove Prohibits Signal Stealing

Mizuno, a Japanese company, has developed an innovative catcher's glove. But instead of turning Japanese, America's favorite summer pastime may be turning electronic as a result. What makes this glove unique is a built-in electronic relay device that transmits signals to the lighted display panel found on the firm's pitcher's glove. Now it becomes more difficult than before for the opposing team to steal its competitor's signals, and there may never be any joy in Mudville.

## Toothpaste Goes Au Natural

Now you can spread health food's "good for you feeling" to your teeth. "Natural Toothpaste," marketed by a Maine-based company, blends chalk and mild cleansers as a substitute for the preservatives/dyes/artificial sweeteners mixture of the popular pastes. Like their brand name counterparts, though, there is a fluoride verson. A three-ounce tube retails for $\$ 1.90$. Contact Tom's of Maine at (207) 985-2944

## Coincides With

Record Slump
Campus Entertainment Net's emergence also coincides with the record industry's sales slump. CEN VP Norman Ratner, a veteran record producer, claims, "CEN will strengthen the economics of concert touring by adding 2 million additional seats and by bringing supergroups to secondary or tertiary markets.
Six to seven music events are scheduled for the initial 1982-83 run, each headlined by a major act. In some instances, two or three name performers will be co-billed. CEN's "primary universe" of colleges are those with large student bodies. Par ticipating schools provide the auditorium and sell tickets; in turn they are supplied free of charge with an earth station, large screen color projector, state-of-the-art stereo sound system (approximating studio quality), and decoders. These schools will also share in the profits
Ratner cautions that CEN isn't a concert promoter but a direct broadcast satellite network. As such, future programming fare includes sporting events, live Broadway productions, an academic/educational channel, and an advertiser-sponsored channel. Announcements will be made within the next several weeks regarding those musical acts contracted thus far.
For further details contact CEN at (212) $580-9440$ or its West Coast branch at (213) 553-0494


# WILLIE NELSON "Always On My Mind" 

WKBW add KRLA add WKFR add 25 KROK 27-21 WBEN-FM 26-14 KIQQ 39-29 WIFI add KEZP 30-29 B104 add Z93 3-1 KIMN 27-17 94Q1.1 Q105 add 27 WCKX add 26 CKLW 9-8 WLOL-FM add KBEQ add 39
KEARTH 27 KIMN $27-17$
Q103 $25-20$ Ql03 25-20 KOPA 24-20
KCIOI add 29 KCIOI add 2 KITY add KLPQ add KROK 27-21 WDJX add 18 WFMF deb 28 FMIO2 add WJDX 13-7 WTSN add KXX106 I-1 WFEA add WABB-FM deb 29 KQWB add WHHY-FM 17-13 KKLV add Yl03 30-24 WFBR 24-18 KZFM 6-3 KHFI deb 25 WTIX 5-3
KEEL 20-13

Average Move +5

| WOKI 4-I | WFBG 20-14 | KSLY 7-4 |
| :--- | :--- | :--- |
| WAYS 4-4 | WCIR 17-7 | WKEE |
| WRQK 28-22 | WZYQ deb 28 | VI00 |
| WCSC 4-3 | QI04 3-2 | KINT |
| WNOK-FM 10-6 | WAEV 14-9 | GIO0 |
| WGH deb 17 | ZIO2 22-18 | FMI00 |
| KSTT 10-7 | 95SGF 13-9 | WZZR |
| KIOA deb 30 | WFOX 8-6 | KIIK |
| KOFM 28-22 | WCGQ deb 28 | KBBK |
| KRAV 9-6 | WISE 16-13 | KSKD |
| WGBF deb 21 | WFLB 9-7 | KHYT |
| WNCI 10-8 | QIOI deb 30 | WRKR |
| KCPX 12-9 | KKXL 19-16 | KENI |
| KRQ 22-1I | KFYR deb 18 | KDZA |
| WHEB 17-14 | KELO 24-18 | KATI |

## DENIECE WILLIAMS "It's Gonna Take A Miracle"

WABC 13 WKBW deb 18 WBEN-FM 33-21 WXKS-FM 13-10 94Q 29-26 Y 100 add KIIS-FM 23 KEARTH 19-17

KRLA 21-19 KFI 30-28 KIQQ $21-10$ KFRC 34-28 KEZR 23-21 WFBR 21-16 WTIC-FM 29-20 WDRC-FM add KClOI deb 25

Q106 deb 29 WKEE deb 40 WTIX 33.30 WJDX add 29 CKIOI add
FMIOO 25-22
WMAK-FM 25-17 WCSC 23 -19 KCPX 31-27
 WTSN add WFLB 21-13 WGLF 33-28 KILE 37-28 WCIL-FM deb 21 WIFI KYYX KZFM

KINT
KROK BJIOS WDOQ WBBQ KIDD KIDD
KBBK KBBK
KSKD

KIKI WACZ WCIR 95SGF KENI
KSLY KSLY
KDZA KDZA ARL

KARLA BONOFF "Personally"

KYYA add KOZE add KIQQ on KEZR deb 29 KCNR 30-26 KYYX 24-22

WMAK-FM deb 25 WCSC on WVIC deb 37 WGH on Q104 deb 31 KNBQ on WAEV 22-17 95SGF on Z102 34-31 WCIL-FM on WXLK 25-22 KATI on


## Daryl Hall \& John Oates <br> are coming over to

your place next ueshing that in ammin


## Barry Manilow's phone number revealed

## mNDBERG, HELEN...500 <br> MANILOW, BARRY...1-800-421-4000*

McCARLEYLAu


## Networks/Program Suppliers

## NEW

 PROCRAMWINGCurrently available on a barte basis is Clayton Webster Corp.'s "The Sporting News Report." The dai ly two-minute interview/feature pro gram reports the hottest and most controversial spoits issues, employing actualities from the sports newsmakers themselves. It's set to debut May 31; for further details contact Bruce Butler at (314) 726-0906

## SBN Relocates

## Network

Headquarters
Effective May 1, the Sheridan Broadcasting Network (SBN) transfers its network headquarters (including administration, traffic, accounting, station relations) to parent company Sheridan Broadcasting Corp.'s Pittsburgh location. Network inquiries should now be directed to 1811 Boulevard of the Allies, Pittsburgh, PA 15219; (412) 281-6747.

## NEWS \&

## INFORMATION

## FEATURES

CBS
Sportscaster Jim Kelly anchors "Sports World Roundup" beginning May 3.

## Earth News

Actor Ray Sharkey interviewed (May 15-16)

National Public Radio
Children's Radio Theatre commences broadcasting second series of 13 new half-hour shows on June 1.

## Mutual Airs Secret Reagan/Haig Tapes

In a series of exclusive reports for Mutual News, Jack Anderson broadcast tapes of secret discussions between President Reagan and Secretary of State Alexander Haig. According to Mutual, tapes of their radio-telephone conversations were aired beginning the morning of April 16 and centered around confidential instructions given to Haig by Reagan. The discussions are said to have originated during Reagan's recent Caribbean visit while Haig travelled back and forth between Britain and Argentina.

## PEOPLE

- H. William Falk, former Direc tor of Press information for the CBS Radio division, moves to VP at M Silver Associates in New York.
- Doug Limerick to ABC News Correspondent based in Washington, D.C.; will anchor morning newscasts.
- David Knight to Associate Pro ducer at DIR Broadcasting.
- Allan Freeman to Correspondent at Mutual News from AP Radio News and WWJIDetroit.
- Staff appointments for the recently formed West Virginia Radio Network have been annouced: Joe Jackson, News Director; Linda Walls, anchor/reporter; Nancy Hill, Capitol Bureau Chief; Kelth Brown ing, Sports Director. Paul Rose serves as General Manager with Diane Cary as Administrative Assistant.
- New appointments at ABC Radio: Andrew Fisher to Director of Planning and Financial Analysis for ABC Owned Stations; Robert Holmgren to Director of Business and Administration, ABC Owned Stations; and Cathy Lehrfeld to Manager/Publi city and Promotion for the ABC Radio Networks.
- Fran Wilkinson to Western Region Sales Manager for RKO Radio Networks, based in the Los Angeles Sales office.
- David Moore to Regional Manager/Radio Southwest at Peters Productions, Inc
- Howard Miller to Technical Operations Manager for RKO Radio Networks from Enterprise Radio Network.
- Tom Shovan to Sales Mana ger/Radio Division at the Creative Factor from Radio Marketing Director


## Hourigan Appointed

## To United Stations Post

Terry Hourigan has been appointed to the new position of Director/Network Development at United Stations. United VP Frank Murphy categorized Hourigan as "someone with unique experience at the network and local levels.

Prior to establishing his own consulting firm, Hourigan had been VP/Programming at Mutual where he spearheaded numerous musical specials for the net, such as Frank Sinatra, Johnny Cash, Jamboree USA, and Dick Clark. Prior to that, he ran Cosmos's WIS/Columbia and before that was Program Manager at WMAL/Washington.

## AP Consolidates Broadcast

## Operations In Washington

Associated Press will move its 40-member broadcast wire staff from New York to Washington early next year with the wire writers and editors consolidating with AP Radio. Estimating the move will cost $\$ 500,000$, AP Deputy Director/Broadcast Services Jim Hood added that Washington was selected over New York because of its cost of living, overall living conditions, and a greater ability to attract and retain talented staff there

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## LUSIC FEATURES

## Clayton Webster Corporation

## Country Calendar:

Waylon Jennings (May 16)

## Rarities:

Jethro Tull (May 17)
Freddie Mercury \& Queen (May 18) Dave Edmunds (May 20)
Todd Rundgren (May 21)

## Earth News

Le Roux (May 15-16)

## Global Satellite

## Network

Rockline:
Kansas (May 24)

## Innerview

## Innerview:

Blue Oyster Cult (May 17) Asia (May 24)
Z.Z. Top/Part I (May 31)
Z.Z. Top/Part II (June 7)

Mutual
Dynamic Duos:
Hall \& Oates, Seals \& Crofts, England Dan \& John Ford Coley (May 15)

## Narwood Productions

Country Closeup:
Mickey Gilley (May 17)
Music Makers:
Patti Page (May 17)
NBC
Country Sessions:
Chet Atkins (May 15)
New Faces Show (May 22)
Tom T. Hall (May 29)
Michael Murphey (June 5)
Terri Gibbs (June 12)
Source:
April Wine (May 14-16)
Sammy Hagar Live (May 22)
Aldo Nova (May 21-23)
Alan Parsons (May 28-30)
RKO
Musicstar Specials
Cliff Richard (May 24-25) Al Jarreau (June 7-8)

## Rolling Stone

Magazine Productions
Continuous History
Of Rock And Roll:
Sound of San Francisco Part II (May 17)
Memorial Day Tribute to All Rockers Who Have Died (May 24) Where Rock Began/ll (May 31)


THAT'S Z WAY TO GO - KHUB/Fremont, NB President/GM Cal Coleman zipped home in style following the NAB Convention after winning the RKO/Chevrolet 1982 Camaro Z-28 drawing during the conference. The giveaway was conducted in conjunction with Chevrolet's sponsorship of the net's "The Hot Ones" and "Captured Live!" Handing the keys over to the lucky winner is (left) RKO's VP/Director of Affiliate Services Ken Harris


## NBC Signs

## Exclusive Pact

On New Year's Day through 1985, the NBC Radio Network will exclusively broadcast the Orange Bowl game. The addition of the Orange Bowl broadcast rights brings to three the net's total of listener-offered bowl games aired through 1985. The Fiesta Bowl and Rose Bowl round out the list.

The Greatest Live Albums (June 7) East Coast Rock - Pt. II (June 14) The Producers: Jimmy lovine (June 21)

Greatest American Bands (June 28)

## United Stations

Dick Clark's Rock Roll
And Remember:
Dion \& Belmonts (May 14)
Righteous Brothers (May 21)
Elton John (May 28)
Johnny Rivers (June 4)
Gladys Knight \& Pips (June 11)
David Gates \& Bread (June 18)
Bobby Vinton (June 25)
Beach Boys (July 2)
Weekly Country
Music Countdown:
Loretta Lynn (May 14-16)

## Westwood One

Budweiser Concert Hour:
Dazz Band/A Taste Of Honey (May 21-23)
In Concert:
Tommy Tutone/Krokus (May 21 23)

Live From Gilley's:
Razzy Bailey (May 14-16)
Bobby Bare (May 21-23)
Moe Bandy (May 28-30)

## Off The Record:

Asia (May 14-16)
Sammy Hagar (May 21-23)
Stevie Nicks (May 28-30)

## Special Edition:

Quincy Jones/Part I (May 14-16)
Quincy Jones/Part II (May 21-23)
Con Funk Shun (May 28-30)

## The Rock Years

Portrait Of An Era:
1971 (May 14-16)
1972 (May 21-23)
1973 (May 28-30)
Rock 8 Roll
Never Forgets:
Keith Moon (May 14-16)

## ABC

Silver Eagle: (prod. by OIR)
Con Hunley/Gary Morris (May 15)
Frizzell \& West (May 22)
George Jones/George Strait (May 29)

## C8S

RadioRadio:
On Stage Tonight: Hall \& Oates (May 15)
Little River Band (June 5)
Al Jarreau (July 17)
Live Coast To Coast: Barry Manilow (May 22), produced by Creative Factor
Summer Beach Special: Six-hour presentation of summer hits during last 15 years (July 3-5)

## Music On TV

James Brown, Sheena Easton, Crystal Gayle, the Go-Go's, Daryl Hall \& John Oates, Madieen Kane, and the Rolling Stones join Andy Gibb and Marilyn McCoo on "Solid Gold," the week of April 23 . . John Cougar and Ray Parker Jr. are "American Bandstand" 's guests for the April 24 edition . . . Merle Haggard's showcase performance for President Reagan will be shown April 25 over PBS stations . . Debby Boone has an NBC special April 26, with Dionne Warwick among the guests Sheena Easton appears of the "Tonight Show" April 29 . . Presenters have been set for the Academy of Country Music's April 29 awards special on NBC, including country stars Bill Anderson, Bobby Bare, Barbi Benton, Bobbie Gentry, Sonny James, Doug Kershaw, Johnny Lee, Barbara Mandrell, Roger Miller, Jim Stafford, Ray Stevens, and Tompall \& the Glaser Bros. Mickey Gilley, Conway Twitty, and Dottie West host.


PAC-MEN MEET MTV - Columbia antists Buckner \& Garcia were interviewed on MTV recently. Pictured (1-r) are MTV VP Les Garland, Gary Garcia, MTV VP Alan Hunter, Jerry Buckner, and MTV Executive Producer Julian Goldberg.

- LES GARLAND NAMED PD AT KFRC/SAN FRANCISCO - Harry Nelson replaces him at WRKO/Boston
- CHARLIE VAN DYKE JOINS KLIF/DALLAS AS MORNING MAN - Charlie Brown exits for moming shift at KJR/Seattle
- NUMBER ONE FIVE YEARS AGO: "When I Need You" - Leo Sayer (WB)
- NUMBER ONE COUNTRY: "She's Got You" - Loretta Lynn (MCA)
- NUMBER ONE LP: "Rumours" - Fleetwood Mac (WB)


## Pro:Motions

## Polygram's Hensler, EMI's Mazza Elected To RIAA

Guenter Hensler, President of Polygram Records and Jim Mazza, President of EMI America/Liberty Records, have both been elected to the Recording Industry Association of America's (RIAA) Board of Directors.

## Scanlon Upped To Nat'l Sales Manager At KYW

George Scanlon has been appointed National Sales Manager at KYW/Philadelphia. A 30 -year radio industry veteran, Scanlon first joined KYW's sales department ten years ago following 20 years with the CBS radio division.

## Cannon Named E/A/N Controller

Don Cannon has been appointed Controller at Elektra/Asylum/Nonesuch Records. A certified public accountant, Cannon formerly served as Controller of Taft Entertainment Company, a subsidiary of Cincinnati-based Taft Broadcasting Co.

## Khoury Tapped

## As VP At Capitol

Ed Khoury has been named Vice President/Personnel and Industrial Relations at Capitol. He replaces Bob Franz who resigned to pursue other business ventures. Khoury, for the time being, will retain his responsibilities as President/Chief Operating Officer of Capitol Magnetic Products and the Musicden Retail Corp. He will also be elected a Director on the Board of Capitol Industries-EMI, Inc.

## Ferguson To Arista Director/A\&R

Holly Ferguson has assumed the post of . Director, A\&R Administration at Arista Records. Before joining Arista, Ferguson served as Manager, A\&R Administration for Polygram Records.

## Greenberg Assumes VP/GM Duties At KBRD

Harold Greenberg, VP/GM of KTAC/Tacoma, has assumed the additional responsibilities of the VP/GM post of sister Entercom station KBRD-FM, also in Tacoma.

## E/P/A, Atlantic Restructure Publicity Departments

Epic/Portrait/CBS Associated Labels has named Susan Blond VP/National Media Relations, E/P/A of its recently formed Media Relations Department. She moves up inhouse from VP/National Press and Public Information. Robin Sloane heads New York City video placement/network news shows; Ricki Sellner oversees video placement/East Coast, excluding New York City and serves as CBS Branch liaison; Carmel Kim, West Coast video placement and network entertainment/news shows; West Coast Director Glen Brunman and East Coast Director Eliot Hubbard handle video production and other national projects; and Win Wilford heads video placement/black artists.

Atlantic Records has reorganized its Artist Relations/Television Department with the following new appointments: Ben Hill has been upped to National Director of Video from the label's Merchandising Department; Susan Stein promoted to Associate Director of Artist Relations/Television from Artist Relations/Television Manager; and Donna Kreiss, from department secretary to Artist Relations Coordinator.

## Jem And Friendship Announce Pact

Jem Records has signed a pressing and distribution agreement with Friendship Records. Under the new arrangement, Jem will manufacture and distribute the Blanche Records label; Jem's Director of Marketing, Andy Miele, will handle the distribution/promotion efforts. Tnitial product releases include albums by Melanie and Inkenbrandt.


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Station

# fatings \& $\mathbb{H}$ esearch 

> "If diarykeepers are having a tough time recording your frequency correctly, it could cost you. Be sure to clearly spit out your calls and dial position for proper crediting in the books."
were the root causes of most of the problem diaries.

Salt Lake City got another dose of problems through the ascription technique. Because KSFI used to be KSL-FM, and because there is not only AM/FM confusion but also significant KSL call letter presence in the market thanks to the strong AM entity, there are still many - dozens - of KSL-FM diaries each sweep. Ascription, based on the intab levels for the conflicting stations during the previous year, should give the edge to KSL in most counties in the Salt Lake metro. However, in both ' 81 surveys, the key county saw the in-tab ratios of 1980 in the key counts, which favored KSL, were reversed when the actual diary crediting decisions were made by random computer assignment. Arbitron's Rick Aurichio has told me that the ascription system will be wat-
> "It is extremely unusual that one diary in error will cause a book to be reissued."

ched carefully in upcoming sweeps to make sure there is no inherent problem with how ascription is working in Salt Lake.

If your station or market is involved in an ascription situation - a slogan conflict, such as two " 104 's" in a metro, for example - be sure to check if the way the diaries were ascribed by the random computer selection is congruent to the in-tab ratios between your station and the other in conflict. In settling conflicts for the ' 82 surveys, the ' 81 in-tab totals will be used, so track down those numbers for yourself and the competition, then doublecheck to see if ascription worked for or against you.

## Inexact Frequencies

What about the poor diarykeeper who tries to be precise and record your exact dial position frequency - but misses? That entry of an inexact dial position may cause problems since the number may be someone else's exact dial position. Here's an example of how this can jump up and bite your station numbers right in the proboscis.
In Pittsburgh a diarykeeper jotted down "WTAE 1260." The actual dial position for WTAE is 1250 . Rather than have that entire entry go to WTAE, however, it was split between WTAE and WFBG/Altoona, PA.

How did that occur? Well, it seems that 1260 is the exact frequency of WBBG/Cleveland. However, since WBBG was not on the "reach" file for the county where the " 1260 " entry occurred, the crediting was given to WFBG, which is at 1260 in Altoona and shows on the Pittsburgh "reach"
file. When this case was pointed up, Arbitron again was quick to take note of the anomaly and will in future sweeps match its "reach" and edit files more carefully. However, if diarykeepers are having a tough time recording your frequency correctly, it could cost you. Be sure to clearly spit out your calls and dial position for proper crediting in the books.

## Human Error, Sales Impact

Given the millions of bits of data that Arbitron's editors and key-entry personnel deal with annually, it's amazing that more isn't screwed up. Still, just a few diaries can make a difference. A sales picture can be radically altered by just three human errors, as the example that follows illustrates.
In this particular market there were just three diaries where the entries were incorrectly handled for a key station. The diary review discovered the problems, the impact was calculated, and the station notified of the situation. While there was not enough damage to cause total week/total persons changes in rank, there was a notable difference in midday ranks among key demos.
Merely the quarter hours in the three mishandled diaries caused the station to lose one or more positions among its target demos. When a correction notice was issued, the station and the marketplace were able to properly evaluate the audience figures for the affected station, thus leading to more sales.

A dramatic example of how just one diary can affect your fortunes came to light in Atlanta in the O/N '80 sweep results. An editor erred in crediting an entry that should have gone to WZGC but was instead given to WQXI-FM. The book was reissued because the two stations were so close, with the reissue putting WZGC on top of the market, 100 average persons ahead of WQXIFM.

It is important to make two points here. First, every diary is important, but the impact of the errors made may not be worth yelling about. If, however, there is impact in one of your key demos or dayparts, then be firm about requesting some relief from Arbitron. The industry can't expect Arbitron to be perfect but it is not too much to ask for it to be responsive. With the movement of Mike Membrado to VP for Station Management Relations, this responsiveness has been more forthcoming.
Second, it is extremely unusual that one diary in error will cause a book to be reissued. Keep in mind though that the problems I've written about here, plus new ones that crop up each sweep, mean that broadcasters interested in Arbitron payoff have to remain ever vigilant.

## FLASH FLASH FLASH

## BERTIE BREAKS AT A/C!



## A/C <br> BREAKERS

BERTIE HIGGINS
Just Another Day In Paradise (Kat Family/CBS)
$50 \%$ of our reporters on it. Rotations: Heavy 2/1, Medium 38/19 Light 29/18, Extra Adds 3, Total Adds 41 including WBEN, WJMD, 97AIA, WCZY, WHB, WCCO, KOY, KEZL, KFMB WHAM, KULF, WSLI, WRVA, WFDF, KOB, and 26 more Debuts at number 27 on the $A / C$ chart.
\#1 A/C MOST ADDED
for
SECOND STRAIGHT WEEK!


JUST ADDED AT THESE CHR STATIONS:

| KZ2P | KXX106 | KIOA | WF0X | KV0L |
| :--- | :--- | :--- | :--- | :--- |
| WFBR | CK101 | KCPX | WFLB | KENI |
| WKEE | WCSC | WFBG | WXLK | KSLY |
| KBFM | WCH | Q104 | Q101 | KCBN |



The No. 1 Ras Record in the Country is now exploding POP

| KEARTH $26-20-13$ | WNOK-FM 25-22 |
| :---: | :---: |
| KIQQ 35-19-13 | 2102 35-32 |
| KFI 26-17 | WDOQ 29-26 |
| KFRC 26-22-18 | KCPX deb 40 |
| KRLA 26-24-21 | WCSC deb 28 |
| CKLW 17-10 | KBFM deb 29 |
| WABC 23 | WDRC-FM on |
| Z93 deb 28 | WMAK-FM add |
| WGCL deb 22 | WZYP add |
| Q105 26 | WKEE add |
| Y100 add | WKDQ add |
| 195 add | KIDD add |
| WXKS on | KGGladd |
| CKGM on | KBBK add |
| WTIX 39-28 | KIKI add |
| B97 deb 23 | KNBQ on |
| KHYT 14-17-10 | WFLB deb 34 |
| KINT 39-35 | KVOL deb 27 |
| KYNO 31-27 | KYYA deb 30 |
| WAYS deb 26 | WFBG add |
| WBBQ on | WGLF add |
| KX1O4 on | KSLY add |
| KZFM 30-26 | 95SGF on |
| KJRB 27-25 | Q1OI on |
| Average Mo | ve +3 |

## From The Hft Album, Mr. Look So Goodt



Houston<br>KMJQ, KIKK-FM Hold 1-2; KILT-FM Up To Third; KRLY Loses Two Shares

KMJQ (U) held the top spot in Houston with a 7.7-8.1 gain, while KIKK-FM (C) stayed in the second spot, 7.4-7.8. KILT-FM (C) was up slightly 6.7-6.9 to take over third place. KRBE (AC) moved 6.3-6.0, barely nipping KLOL (A), which fell 7.0-5.9.

KRLY (U) was off two shares, dropping 7.3-5.3. KSRR (A) was up 2.8-3.4 and KXYZ (S) in its first book as a Spanish station debuted with a 2.9 .

Other stations listed in the Houston book with a one share or greater were KCOH (B) .8-1.2, KENR (C) 2.0-1.4, KEYH (S) 1.9-1.0, KFMK (AC) 6.0-5.5, KGOL (RL) 1.2-1.0, KHCB (RL) .4-1.0, KILT (C) 2.2-2.7, KLAT (S) 1.9-1.7, KLEF (CL) 1.8-2.4, KLVL (S) 1.4-2.1, KODA (BM) 5.6-5.5, KPRC (N) 5.3-5.2, KQUE (AC) 3.4-3.0, KTRH (T) 6.1-5.3, KULF (AC) 1.6-1.7, KYND (BM) 4.1-3.5, and KYOK (B) 1.2-1.0.

## Pittsburgh

KDKA Still Dominates; WDVE CLoses In On WTAE; WPNT, WBZZ Up Nicely

KDKA (AC) remained alone at the top of the Pittsburgh ratings with an impressive $19.8-19.3$ score. WTAE (AC) lost some ground to third place WDVE (A), slipping $8.2-6.7$ while WDVE gained 6.1-6.5. WAMO-FM (B) moved 5.1-5.8 and WPNT (BM) picked up nearly three shares, $3.0-5.6$, passing WSHH (BM) 5.3-5.0.

WBZZ ( $\mathbf{R}$ ) outscored WXKX ( $\mathbf{R}$ ) and became the new CHR leader. WBZZ moved 3.8-5.0 (in its second CHR book), while WXKX was off slightly 4.6-4.2.

Other stations with at least a one share in the Pittsburgh book were KQV (N) 3.4-4.7, WDSY (C) 2.2-1.9, WEEP (C) 4.7-3.4, WFFM (AC) 2.6-2.0, WHJB (AC) . 8 -1.0, WJAS (BB) $5.5-5.3$, WNUF (BB) . $6-1.1$, WWSW (AC) 1.9-1.7, WWSW-FM (AC) 4.9-4.3, and WYDD (A) 3.9-3.6.

## Denver-Boulder

KOSI New No. 1;
KPKE Ties KOA For Second; KPPL Gains Two Shares

Beautiful Music-formatted KOSI moved 6.97.1 and into first place, edging former leader KOA ( $\mathrm{N} / \mathrm{T}$ ), which fell $8.2-6.6$. Tying KOA for second was KPKE (A) moving 5.9-6.6. KPPL (AC) improved two full shares 4.5-6.5, and KYGO (C) picked up 5.2-6.0.

With KPKE taking the AOR lead, KBPI fell 7.1-6.2, but KAZY was up 5.4-5.8. KBCO (A) moved 3.5-3.6, and KTCL (A) gained 1.1-1.6. Both CHR's declined - KOAQ falling 6.5-5.0 and KIMN off 4.9-4.1.

Denver area stations scoring at least a one share also included KBOL (AC) .3-1.0, KDEN (N) steady at 1.4, KDKO (B) 1.7-2.3, KEZW (BB) 5.2-4.3, KFML (J) 1.6-1.4, KHOW (AC) 5.2-5.4, KLAK (C) 1.6-1.1, KLIR (BM) solid at 4.2, KLZ (C) 3.8-3.7, KNUS (N/T) (formerly KERE) debuting with a 1.2, KRKS (RL) .6-1.0, KVOD (CL) 3.8-3.7, and KWBZ (T) .9-1.8.

FOR THE RECORD: In last week's ratings summary of the Cleveland market, WZAK (U) was inadvertently listed as having increased $2.2-5.9$. The correct $12+$ audience figures for WZAK should have been 2.2-2.9.

## Dallas-Ft. Worth

## KSCS, KVIL-FM Steady At Top; KPLX Nearly Doubles; KTXQ \& KZEW Exchange Shares

Country giant KSCS held steady in first for a fourth straight book, moving 8.3-8.4. Still strong in second was KVIL-FM (AC) 8.2-7.9. Other Country contenders were WBAP, virtually unchanged 6.8-6.7, and KPLX jumping 3.4-6.4 moving 14th to 5th place in the market! KKDA-FM remained the Black-formatted champ with a $6.5-6.6$ performance.

KTXQ (A) and KZEW (A) nearly exchanged audience shares and market rank, with KTXQ gaining 4.6-6.4 and KZEW slipping 6.5-4.9. KMEZ continued its Beautiful Music dominance, climbing 5.0-6.3.

Other stations with at least a one share included KAFM (AC) 1.0-1.7, KBOX (C) 2.4-1.7, KEGL (R) $5.0-4.1, \mathrm{KFJZ}$ (BB) $2.3-1.8$, KIXK (C) $1.6-1.2$, KKDA (B) . $6-1.0, \mathrm{KLVU}$ (AC) debuting with a 1.4 (previously listed as KNUS), KMGC (AC) 4.4-3.7, KNOK (J) (changed from KNOK-FM) 4.3-4.9, KOAX (BM) 4.03.4, KPBC (RL) 1.2-1.9, KRLD (N) 6.4-5.2, KSAX (J) (formerly KNOK) .5-1.0, WFAA (N) 4.1-3.8, and WRR (CL) 1.5-1.4.

## Seattle-EverettTacoma

## KIRO Stronger At Top;

 KOMO \& KISW Trade 2-3; Classical KING-FM Now 6thKIRO ( N ) picked up a share and a half ( $9.5-11.0$ ) and widened its lead over the rest of the market. KOMO (AC) moved 6.7-7.9 and passed KISW (A) into second place, as KISW was off a bit 7.9-7.5. KSEA (BM) held steady at 6.1, and KUBE (R) (formerly KBLE-FM) was hardly changed 5.3-5.2.

KING-FM (CL) enjoyed one of its best books ever, increasing 3.6-3.9, tying KZOK-FM (A), which moved 4.1-3.9. In the CHR battle KNBQ rebounded 2.8-3.8, and KYYX was up 2.4-2.8, both still behind KUBE.

After KOMO, the A/C contenders were KJR 2.8-3.2, KIXI-FM 2.5-2.7, KEZK 2.1-2.5, KPLZ 3.3-2.4, KING 2.7-2.0, KTAC 1.1-1.0, and KRKO back in the book with a 1.0 .

Other stations scoring at least a one share were KBIQ (RL) 2.0-1.6, KBRD (BM) 3.0-3.7, KGDN (RL) 1.1-1.9, KIXI (BB) 3.0-2.7, KJZZ (J) 1.5-1.4, KMPS (C) 2.9-1.7, KMPS-FM (C) 2.7-2.0, KRPM (C) 2.2-1.8, KVI ( N ) unchanged at 3.1, KWYZ (C) .6-1.3, KXA (0) steady at 1.7, and KZAM (A) 3.7-3.0

## Tampa-St. Petersburg

## WRBQ Tops Again; WQYK Closing Gap; WDAE Up To Sixth

WRBQ (R) improved upon its 9.7 fall share with a 10.3 winter performance to lead all stations for the second book in a row. WQYK (C) vaulted over WWBA (BM) into second, moving $8.4-9.3$ while WWBA was off slightly 8.4-7.7. The other Country outlet, WSUN, held firm at 7.3. In the Beautiful Music battle WJYW slipped 7.2-6.6, as did WFLA-FM 5.7-4.7.

The AOR fight is virtually deadlocked with WQXM moving 4.9-5.2 and WYNF scoring 5.0-5.1. The three Big Band-formatted stations in Tampa-St. Petersburg lined up like this: WDAE 4.6-5.7, WWLF 1.6-2.3 and WGUL 2.9-1.8.

Also above the one share threshold were WCKX (R) 4.6-5.2, WFLA (AC) 5.1-4.5, WNSI (N) 1.5-1.9, WPLP (T) 2.3-2.9, WSRZ (AC) 2.8-2.2, WTMP (B) 3.4-3.9, and WYOU (S) returning to the book with a 2.0 .


Be on the lookout for outrageous rock 'n' roll when Ozzy Osbourne comes roaring down your airwaves on April 28. Brought to you absolutely live, by satellite. Exclusively on The Source. Ozzy, the wildman, and his cohorts, are at their fiery best. Whipping fans into a rock frenzy at the MidSouth Coliseum in Memphis with "Crazy Train," "I Don't Know," and "Steal Away." Plus "Flying High Again," "Over The Mountain," "You Can't Kill Rock And Roll," and more from the current album, "Diary Of A Madman," on Jet Records. You'd better watch out. Ozzy Osbourne and friends are ready to storm your town with 90 minutes of rock 'n' roll . . . LIVE!

Wednesday, April 28. Check your newspaper for specific time and station.
Produced exclusively Star forThe Source by Starfleet Blair Inc.


## ARBITRON RADID

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A-AOR, AC-AdutilContemporray, B-Black, B8-8ig Bend, em Beauttul Music, CCountry, CL-Classicas, EEAsy Listening.山lazz, M-Miscelleneous, N-News, O-Ocies, R-Contemporary Hit Radio, RL-Religious. S-Spanish, T-Tak, Uurben Contemporary.

## Phoenix

KMEO-FM Moves Third To First; KDKB Now Second; KZZP-FM Up Strongly
KMEO-FM (BM) gained 7.7-9.1 to take over first place, besting KDKB (A), which moved 8.5-8.2. KNIX-FM continued to lead the Country pack, moving $7.7-8.0$, while KJJJ was up 2.6-3.0, KNIX gained 1.8-2.5 and KJJJ-FM fell 2.9-1.8. KTAR (N) scored 8.2-7.4.

Among the contemporaries, KZZP-FM (R) picked up nearly two shares, 4.4-6.2. KOPA ( $R$ ) was off slightly $5.4-5.0$. KUPD (A) held steady $5.2-5.3$. In the A/C struggle, KOY moved $5.5-5.6$, KOOL slipped $4.2-3.8$, KKLT (formerly KBBC) gained $3.0-3.3$, and KARZ was up 2.1-3.0.

Easy Listening KQYT held fifth place overall, moving 6.7-6.5. Urban Contemporary KUKQ improved 4.6-5.3

Other Phoenix outlets above a one share were KHEP-FM (CL) 1.7-1.5, KLFF (BB) 2.4-1.8, KMEO (BM) 1.0-1.3, KPHX (S) 2.9-1.7, KSTM (A) 1.8-1.5, KXIV (BB) returning to the book with a 1.0 , and KZZP (R) 1.0-1.2.

## Kansas City

WDAF Wins Fifth Straight; KYYS Powers To Second; KPRS, KFKF Improve
wDAF (C) held the top spot in Kansas City for the fifth consecutive book, moving 13.6-12.9. KYYS (A) was the only other station managing double digits, making a very strong move into second, 7.9-10.6.

WDAF's Country competition, complete with a new set of call letters, KFKF (formerly KCKN), also moved up 5.5-7.0. Black-formatted KPRS gained 7.4-8.0, with sister station KPRT also improving 1.6-2.9.

KCMO ( N ) improved $5.6-6.8$, KMBR (BM) held its lead (7.9-6.6) over competitor KCEZ (BM), which gained 4.9-5.4.

Among the contemporary stations KBEQ (R) leveled 7.4-6.9. WHB (AC) fell 9.1-6.5 and from second to eighth place overall. $\mathrm{KMBZ}(\mathrm{AC})$ was up $5.6-6.1$, and KUDL (AC) was down 7.6-5.4.

Other Kansas City stations with more than a one share included KJLA (BB) 3.7-4.7, KLDY (O) 1.7-1.1, and KXTR (CL) 2.0-1.5.

## Louisville

WVEZ Ties For Top; WAVG, WHAS Dethrone WRKA;

## WAMZ, WLOU Rise

WVEZ (BM) retained at least a share of first place by jumping $9.3-10.2$, tying with the surging WAVG (AC), which gained three shares 7.2-10.2. Right on WAVG's tail was A/C competitor WHAS 8.4-10.1, while former A/C leader WRKA slipped 9.2-8.4.

WAMZ took over the Country lead by moving 7.9-9.2 while WCII fell 8.4-6.9. WLOU (B) continued its upward trend with an 8.0-8.7 move. WQMF (A) held on to the AOR lead 7.7-7.4 while WLRS (A) gained a bit 5.1-5.3. WKJJ (R) slipped 6.9-6.3 but competitor WAKY dropped 6.2-4.1.

Other Louisville stations exceeding the one share threshold were WDGS (RL) showing up at 1.7, WFIA (RL) 2.2-1.1, WINN (BB) 3.3-1.9, WJYL (E) .91.0, WXLN (RL) 1.7-1.2, and WXVW (E) .9-1.1.


THEY DID IT IN A MINUTE - RCA artists Daryl Hall \& John Oates paid a visit to 195/Mi. ami to personally deliver a copy of their latest single, "Did It in A Minute." Pictured (I-r) are John Oates, PD Keith Islay, MD Johnny Dolan, and Daryl Hall.


KSKD GETS LOVERBOY PLATHNUM - CO lumbia recording artists Loverboy's album went platinum, and KSKD/Salem received an award. Pictured (1-r) are PD/MD Len E. Mitchell, group lead singer Mike Reno, and Columbia's Larry Reymann.


KING COOL BREEZES INTO CHICAGO - MCA recording artist Donnie Iris breezed into the windy city promoting his new album "King Cool." Shown (I-r) are WDEK/De Kalb, IL MD Brian Leonard, PD Ward Holmes, Iris, and MCA regional promo rep Larry Green.

## Baltimore Audience Rank/Composition <br> Average 12+ Share




DIESEL STEAMS INTO WILKES-BARRE - Regency recording artists Diesel recently perform ed in concert in Wilkes-Barre, and partied with the folks at WKRZ-FM. Shown (I-r) are WKRZFM's George Hallas and Dave London (white shirt), group member Rob Vunderink, station's Jeff Walker, Diesel's Marl Boon, afternoon driver Jay Daniels, Station Manager Jerry Sisk, and group members Wynand Ott and Kim Weemhoff.

WE'RE SETTING NEW STANDARDS IN THE MESSENGER/LIMOUSINE COMMUNITY!

- FAST SERVICE - FINE CARS AND BOTH AT AFFORDABLE PRICES


## JUICF NEIWION "LOVE'S BEEN A LITTLE BIT HARD ON ME"

THE SINGLE THAT MAKES PROGRANWMWE EASY ON YOU


Don＇t Discount Advertising
Selling From Grid Cards Gives More Flexibility
Hire Only The Best And Train Them

## How To Price Your Station And Use Grid Cards Effectively

Selling from a grid card，pricing stations according to supply and demand，selling ：30＇s at ：60 prices，and giving sales people lots of train－ ing are ways to maximize profits，according to Research Group VP／GM Larry Campbell．Since I＇ve had a significant number of requests to ex－ plain the rationale behind these concepts，I asked Larry to explain their origin and results．

Larry has managed and sold radio since 1974．Prior to joining the Research Group， he ran KING／Seattle and before that KGW／ Portland．In addition to managing the Re－ search Group and developing client serv－ ices packages for stations，he also aids Dwight Case in developing training aids for the Transtar network．

Larry stated flatly that the most impor－ tant principle of pricing a radio station is to do it on the basis of supply and demand． When I asked Larry how widespread he felt this practice to be，he responded，＂Not at all．＂So I asked him to be specific．
＂Time and time again people I speak with say，I can＇t raise rates because no one will follow．Well， that＇s the other sta－ tion＇s problem．If you are sold out thirteen weeks in advance－ or two weeks in ad－ vance－then I＇m saying you are under－Larry Campbell priced．I don＇t care what the other guy＇s do ing，you have a situation where more people want to buy your radio station than you have an inventory to sell them．
＂If you continue to readily market your station，the answer is you are not too high－
＂Simply by dropping the fre－ quency discount out of its triple－A class time and going to a grid card，a station pick－ ed up an additional $\$ 180,000$ last year．＂
priced．You manage a station＇s commercial inventory like you drive an automobile．You pay attention to what you＇re doing and you steer it very carefully．And as long as you are oversold，you raise the prices．If you raise them and you are still oversold，you raise them again．Where you stop is achiev－ ed when you begin to face real price resis－ tance－that is，potential loss of clients； then you stop and reevaluate．＂

## Avoid Discounting Rates

Next，I asked Larry to tell me what＇s be－ hind the movement toward lower inven－ tories．He noted that lower inventories are a result of playing more music and reducing tuneout．That situation，he said，means that more than ever inventory must be controll－ ed and managed properly to maximize revenues．

First and foremost，Larry says a GM must be committed to programming a sta－ tion to win in Arbitron and Birch．He feels that discounts for any number of ads，from 12 to 36 ，don＇t make sense because no unit is worth less than another in a given hour．
－＂The first thing I＇ve found is to do away with the frequency discount．Why en－ courage one advertiser to buy 36 spots a week or more and discount them if you can produce results with 10 or 12 ？In periods of peak sales on the station，wouldn＇t you real－ ly rather sell three clients，say， 12 spots at no discount and produce real results for all of them？＂
I wanted to know if there is industrywide knowledge and acceptance of grid cards？ While Larry admitted that there are a few broadcasters who are super－sophisticated and light－years ahead，many are not using grid cards correctly．Where might people get help in setting up a better rate card？ ＂The first thing you do is to get as much ad－ vice and counseling as you can in how to construct a rate card．We do that，but another good source is your rep firm at the national level． station vary with current market conditions．
＂Just because you don＇t have one now is no reason not to adopt a grid card．I looked at a station＇s rate card recently，and simply by dropping the frequency discount out of its AAA class time and going to a grid card，using existing ad rates，the sta－ tion picked up an additional $\$ 180,000$ in an－ nual billing．
＂One tip is I try never to sell above grid level three or four．This helps a buyer see that there is always a higher rate．That＇s psychologically smarter．If supply and de－ mand forces a situation where you go flying up through the grids and you＇re selling on grid one，they know that they＇re paying the highest price．Instead，I recommend that when you are getting grid two consistently， you raise rates and drop back to selling at grid three and four．
＂You further position your pitch by tell－ ing the client that you＇re currently selling at grid two prices，but you＇re willing to do business at grid three．What you＇re doing is getting the price you want and the adver－ tiser goes away thinking this is great be－ cause I got a price that makes sense to me while others are paying more．A grid card gives you great flexibility，because you al－ ways have the ability to go immediately to grid one，if for example you＇re practically sold out in morning drive．＂

## Selling ：30＇s

＂Another point is don＇t discount ：30 com－ mercials，especially if you＇re running a sta－ tion that only runs two ad units in a break as many Beautiful Music and AOR＇s and A／C stations do．Let＇s say you have an eight－unit inventory per hour and you stop down four ＇times per hour for two units per break．Why should you lose revenue by discontinuing ： 30 ＇s since you have damn few avails to sell？＂
Larry likes to tell the story of a station that lists its rates quoting 30 seconds of time and then tells clients there＇s no additional charge for a ： 60 ．
If you ran a ：60 and a ： 30 or worse，two ：30＇s in a break，you＇re losing a lot of

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GRIDDING FOR GREATER REVENUE－in the grid card shown above，each division represents a higher rate than the section immediately below it．This system allows sales reps to increase prices as demand increases，given that the supply（your available units per hour）re－ mains constant．The grid card allows clients to immediately see that prices for air time on your
revenue．For example，the station I told you about earlier picked up another $\$ 150,000$ in annual revenues by charging the same rate for ： 30 ＇s without changing prices．＂Is there ever a situation where you would advocate not going to the same charge for ： 30 ＇s and ：60＇s？＂Yes，when a station runs three units in a break．In this situation you want to en－ courage the sale of ： 30 ＇s，because you don＇t want to run three minutes of ads．So you want to control your commercial inventory in a way where you know how many of each you have in order to control inventory．＂
Next，I asked Larry about selling various dayparts．His response was to sell as many dayparts－which he defined as Arbitron dayparts－as possible in the highest－ priced class of time．＂For example，I＇ve seen lots of situations where stations have
＂Why encourage one adver－ tiser to buy 36 spots a week or more and discount them if you can produce results with 10 or 12？In periods of peak sales on the station，wouldn＇t you really rather sell three clients，say 12 spots at no dis－ count and produce real re－ sults for all of them？＂
superior ratings in midday as compared to mornings and they discount their rates．It happens because traditional thinking in this industry says that everybody buys morning drive．My advice is to sell those times equally with morning drive at the highest rates．＂As an example，Larry cited KBPI／ Denver，which sells 5 am to 8 pm Monday－ Sunday at the same rates．＂As soon as they did that，they added lots of revenue．＂
What have been the reactions of salespeo－ ple to these ideas？＂At first I found that my pricing philosophies really frightened sales－ people who hadn＇t been exposed to them be－ fore．But once they see that pricing on the basis of supply and demand really works， and once they see you can sell very effec－ tively off a grid card，they love it；because they are making a lot more money than before．＂

## Hiring And Training

－Finally，I wanted to know Larry＇s ideas about hiring and training salespeople． He told me he feels there are a lot of people selling time that perhaps shouldn＇t because of the nature of their personalities，their lack of competitive attitude，and insuffi－ cient levels of work motivation．Simply stated，these people can＇t sell themselves． Furthermore，he stresses there are a whole lot of salespeople who don＇t know how to sell radio．His advice is to get competitive ag－ gressive people who are motivated to achieve and who are really motivated to make money．
Just as important，he emphasizes，are weekly sales training sessions．＂These can be conducted by the people on your staff． The best way is to assign specific topics， come in at 7 in the morning for two hours， require people to take notes，and give quizzes and take home tests．And if the scores aren＇t good，we go back over the material．It＇s important for people to know how to sell quantitatively working with Ar－ bitron and Birch audience estimates and ratings．＂He noted that Transtar has com－ mitted a lot of money to developing high quality sales training aids．
Asked about the high turnover of sales－ people within our industry，he observed that it is a direct reflection of the frustration of those people．＂Oftentimes，people are thrown into their jobs not knowing any of the principles or basics．＂
Much of what training does is to help in－ dividuals feel better about themselves， Larry stressed．＂After a couple of years of this，your salespeople will become con－ sultants to the buyers because they know a lot more than the buyers do．They should by that time also know about buying television and outdoor media and press media－the strengths and weaknesses of all of them and how to sell against them．＂

## These stations know what their listeners want.o.



## So do we.



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For more information and a complimentary two-week sample, call collect, Patrick Glynn, (714) 293-1818.

## Only You

 Can Break His "Heart"

KEGL add
kZ93 on
KYYX on
WPHD 30-28
KKXX add
K104 on
KBBK add
KSET-FM add
KSKD add
WOKI add
WGH add
WVIC add
95XIL add
KSEL-FM deb 28
KFMZ deb 26
KENI add
WJXQ add 17
KSLY add
"Piece Of My Heart"

## The Classic, Up-dated By SAMMY HAGAR

Produced by Keith Olsen


GEFFEN RECORDS
Distributed by Warner Bras. Records STREET TALK.

Don Langford, who was PD of KLAC/Los Angeles for more than seven years, was terminated Monday (4-19). Station VP/GM Don Kelly told Street Talk, "Don and I disagreed on programming philosophy, and I opted to make the change. There are no hard feelings between us, and I think he's a fine gentleman. We have no one in the wings at all, but I'm sure there will be a lot of applicants!" Langford did not announce any immediate plans.

Burkhart/Abrams/Michaels/Douglas \& Associates is apparently expanding into the wild, wacky world of TV consulting. David Chase, formerly with Cox Broadcasting, WXYZ-TV/Detroit, and WNBC-TV/New York, has joined B/A/M/D as Senior Television Consultant.

Rumbles out of Florida are that WCKX/Tampa is about to change PD's again. While there is no official comment on this rumor, sources say it will happen by the first of next week. If Johnny Velchoff indeed leaves the programming slot, his successor will make the fifth PD for the station since August of 1981, but who's counting?

Our condolences to the friends and family of Cashbox's Country Chart Research Coordinator Tim Stichnoth. Tim was killed in an auto accident in Nashville on Sunday (4-18). The jeep Tim was driving apparently caught the shoulder of the road and flipped, killing him instantly. He was 24 .

Scott Gentry, Operations Director at KLUB \& KISN/Salt Lake City, has been tapped to become PD at K96 (KFMY)/Provo. Scott will fill Jim Sumpter's vacated slot. Jim is now programming First Media sister station KFMK/Houston.

We hear that KFI/Los Angeles's afternoon team of Byron \& Tanaka will not be renewed "as a team" when their contracts expire on May 1. We also hear that Byron will be offered a solo shot on the station, but that he may opt to remain with Tanaka, taking the team show elsewhere.
Charlie Bennett has resigned as PD of WQUA/Quad Cities to accept the Operations Manager/PD post at WNAM \& WAHC/Appleton-Oshkosh, WI. David Sands is promoted to PD at WQUA from Assistant PD/MD.

Afternoon personality Billy Hayes replaces Sandra Bobek as MD at KEGL/Ft. Worth.
Our sympathy to the family of Gene Ragle, who was GM/part-owner of KPOPFM/Sacramento. Gene died of a heart attack on Saturday (4-17) while jogging at Sierra College in Rocklin, CA.
Deciding to focus more of his time and energy on production work, David Kershenbaum has stepped down as head of A\&R for A\&M. No immediate replacement for Kershenbaum was named.

## Letter To Street Talk

## Dear $\boldsymbol{R} \& \boldsymbol{R}$ :

Your column of April 2 made a statement I found interesting. You stated that WSB is the South's first radio station. I have a lot of information that proves that WBT is one day older than WSB.
WBT went on the air as 4XD in 1920, but received its license and new name (WBT) on April 10, 1922. Please be a sport and wish WBT (the South's first radio station) a happy 6oth, and we'll be your friend forever.

## Sincerely, <br> Mary June Rose <br> Assistant PD <br> WBT/Charlotte

Editor's Note: Why is it that I have a feeling a giant can of worms has just been opened up? Stay tuned for more on this historical point.

Dayna Steele, formerly MD of KRBE/Houston before joining KSRR/Houston, has now joined KSRR morning man "John Boy" for a new two-personality approach to morning drive for the station.

Will KIIS/Los Angeles soon have a new Music Director? Street Talk from the Midwest says that former Elektra/Asylum Chicago rep Mike Schaeffer, who was once PD at KJMO/ Jefferson City, MO, will be handling music for PD Gerry De Francesco in the near future.
Rick Hunter has been upped to Assistant PD at CFTR/Toronto, but he will retain his Research Director position. CFTR has replaced Bill Gable in middays with former PM-driver Dan Williamson. And our final Canadian topic for this week is . . John Landecker, who sequed to CFTR mornings from WLS/Chicago afternoons, has finally married his gal-pal Paula Mann. You might remember that John sent Paula an audio valentine last year, when the two were still in Chicago, by purchasing 60 seconds of time on competitor WMET. Well, he recited the valentine again this year on CFTR and the answer was yes!
Simon \& Garfunkel announced at a press conference this Monday (4-19) that they were officially reuniting and would "stay together as long as the fans want us."
At KPLZ/Seattle there may be something in the water cooler . . . you see, PD Jeff King and his wife Chris just had a new baby daughter, Jennifer Marie, and MD Greg Cook and his wife Renee are the new parents of a baby boy, Trevor Howard.

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New York Polson, MT New Orleans $\begin{array}{lll}\text { WFIR } & \text { WISM } & \text { WMID } \\ \text { Roanoke } & \text { Madison } & \text { Atlantic City }\end{array}$

| KCEE | WKJJ-FM | WWSW |
| :--- | :--- | :--- |
| Tuscon | Louisville | Pittsburgh |
| WHBQ | KPLZ-FM | KNBR |
| Memphis | Seattle | San Francisco |
| WZGC-FM | WAIA-FM | WTHI |
| Atlanta | Miami | Terre Haute,IN |
| KRQY-FM | WRAL-FM | WAKR |
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The United Stations

# ontemporary Hit Radio 

# CHR's Musical Future Is Bright 

Just about a year or so ago, CHR radio was caught in the middle of a serious identity crisis. To some extent, it still exists, but there seems to be a growing difference between CHR and A/C music stations . . . just look at the CHR and A/C National Airplay/30's on the Back Page. In an effort to explore the musical future of CHR, I talked with some programmers about their feelings and what they perceive is happening

The only "old pro" I spoke with was Y100/Miami's Bill Tanner, because of his vast amount of experience in CHR and his proven success at a station that plays the hits of all types. The other programmers were chosen because they're in healthy situations in medium and smaller markets where most of the newer trends in CHR seem to start. A new musical trend is coming, and it looks good for CHR.

## Bill Tanner, <br> PD Y100/Miami

CHR is basically the most popular records within a market, and they can vary a bit depending on its ethnic slant. Programmers are coming out of the idea of being afraid of black records and being scared of rock records. They were intimidated by the vocal minorities that don't like either music form. Y100 plays black music and rock music together.
Most adults today should be more open to rock than previous generations. They grew up listening to music with a beat. I'm not saying that lifestyles haven't mellowed a bit, but CHR's strength has always been to get people up, excited, and motivated with the music.
CHR can put on the "Ringling Brothers"type of radio better than AOR and certainly better than $\mathrm{A} / \mathrm{C}$. When CHR goes soft, it invariably loses numbers. Sure those might be younger demos, but you'll find most of these stations shedding adult numbers too. That's where many CHR's have failed and handed numbers to AOR's and A/C stations. I know everytime we've gotten softer here at Y100, we get into trouble.
When you look at WCAU-FM/Philadelphia, you might think they defy all common rules that are currently accepted . . . and they do. They are fun and exciting. I don't advocate mimicking their format, but they do play the hits.
CHR stations that
 Bill Tanner are going to attack the market aggressively will grow and prosper. Look at the music they're playing. The Go-Go's and the J. Geils Band aren't big records by accident. They are uptempo and they sure are popular with all ages. The sound of the record is too often misleading to programmers who automatically categorize it.
Personally; I think the CHR format is in a growth period and is poising itself to capture bored AOR and A/C listeners. When I look at Houston and St. Louis sitting there without CHR stations, it makes me crazy. Anyone could go in there and win without much effort.
The biggest stumbling block for CHR is the belief that you can't make money unless you are number one $25-54$. There is a huge
difference between a 25 -year-old and a 54 -year-old. CHR is a compatible adult format, whereas AOR in many cases has gotten too hard. Peaks and valleys are necessary in the CHR music flow, and if properly executed, will win big adult numbers and keep a solid lower end base.

## Michael Stone, PD KMGK/Des Moines

I can only speak from my perspective here at KMGK. We tend to be a harder CHR station, leaning more rock and roll than $A / C$. For this situation, it seems to be the best, since the AOR's here control most of the teens and a lot of adults. This is how I fight back, and have an infinitely more listenable station because of the variety.

Looking at the R\&R Back Page and at other trades too, the trend is to play more uptempo records again. The main thing is that they have to be hits. A hit to me is something that the listener will hear in his or her head over anf over again. Just because the record has a beat or has guitar doesn't exclude it from being a hit. Stations overlooking these records are missing out.
One thing I've done is backed off on the oldies a bit. Everyone is burned on them AOR is practically all oldies right now. A Little River Band record from 1977 is ancient history to many people, and those who remember it as a hit are tired of hearing it over and over again.
I know in this market I've got plenty of female listeners who like to rock, and they're right in that prime 18-34 demo. The myth that adults are only interested in mellow music is being exploded. Musically KMGK is bright and uptempo most of the time, with an occasional mellow tune thrown in at strategic points for balance.

To me, CHR is finding itself again and is starting to question how well a Kenny Rogers or a Neil Diamond are going to fit in with the playlists and musical tastes of today's 18-34 year-old. Most of these people were weaned on the Who and Led Zepplin.
CHR has got to start looking at other avenues of information like MTV. Those videotapes turned my audience on to the Waitresses and the Human League. In the foreseeable future, CHR is once again be coming the variety format, offering relief from the constant crunch of AOR and overly laid-back approach of some A/C's.


## F-F-F-F-FREEZE F-F-F-F-FRAME

What listeners won't do to win a contest! Shown here is Craig Stitts, grand prize winner of a 35 mm Nikon camera offered by WZZO(Z95)/Bethlehem, PA. The station set up the contest surrounding the recent J. Geils Band con cert appearance at Stabler Arena. Over 350 entries were received, with other prizes awarded to other creative shutterbugs, including tickets, $T$-shirts, and Geils catalogues. F-F-F-Far Out!

## Barry Brown, PD KIDD/Monterey

I speak from a point of view of an AM station that has continued to play a variety of records all along. Adults still respond well to rock like the J. Geils Band, Joan Jett, and Tommy Tutone. When I get phones from adults for these songs, that's telling me something. The CHR format allows room for all types of music, and we play them. A little common sense in dayparting goes a long way. We are now playing to the first generation of adults that grew up with rock and roll. The last generation of $25+$ people grew up with Frank Sinatra and Tony Bennett. Today's $25+$ audience is different from them. Programmers have looked to this older 25+ group as the role model for the current $25+$ people, and that's where the error comes in.
I'm not advocating that adults will be thrilled with an $\mathbf{A C} /$ DC record, but if they had a hit, I'd play it just like a Loverboy, or the converse for a Barbra Streisand record. Actually, I'm more careful now about where I let a softer record show up;
 softer record show up; Barry Brown a few years back it was the other way around. From 3pm on KIDD rocks pretty strong with bright, up music. I think this type of smart play the hits programming is the future again for CHR

## Jim Rising,

PD WKRZ-FM/Wilkes-Barre
Where is CHR headed? I think we are where we were ten years ago, but in a mirror image. Ten years ago it was Paul Drew and Bill Drake running the show, and now it's people like Lee Abrams, Kent Burkhart, and John Sebas tian. In the next few years, I think CHR will become the dominant strength within markets again, as
more programmers open up to new ideas.

I've only programmed CHR in my career, so it's my life. The key to winning in CHR is variety, and that variety is with a harder edge than say a year or so ago. Look at groups like Foreigner, Police, and now Asia among others. These big AOR core artists are finding a new home and a new audience on CHR.
To the programmers that are afraid to program these artists, I say play those rockers. They aren't AOR artists any longer, they are hit artists. AOR has been pretty dominant, but so was Country for five minutes or so, and right now $\mathrm{A} / \mathrm{C}$ is Jim Rising more years in recent history CHR has been dominant, and with the new breed of programmers out there, it's definitely the most creative radio format of them all again.
My comments are of a selfish nature of course, since CHR is what I do. If anything, WKRZ-FM plays Joan Jett around the clock and dayparts a Kenny Rogers, Barry Manilow, or Karla Bonoff back to mornings and middays only. All I know is that we do great with $18-34$ adults and are very strong $25+$ too. Adults aren't ready for the old folks' home yet . . . play those uptempo records that make your station sound like it's fun to listen to. With all other formats sounding pretty dry, CHR has the chance to grab cume from other stations as never before.

## Bob Kaghan,

PD WBCY/Charlotte
The fear of rockers for CHR programmers still exists . . . they are just scared to program anything that is uptempo for fear of losing adults. If the music is programmed properly and is well-balanced, listeners of rock and non-rock will enjoy listening to your radio station.
The problem is the mix. It's more critical
Continued on Page 24


| WNBC | O103 | WABB-FM | WVIC | KLUC | KKQV |
| :--- | :--- | :--- | :--- | :--- | :--- |
| WIFI | KOPA | WZYP | WJXQ | KRQ | KILE |
| WCAU-FM | WHFM | WHHY-FM | WKFR | KHYT | KKXL |
| B104 | 3WT | WDOQ | WAKX | WJBQ | KFYR |
| WXKS-FM | KC101 | CK101 | KSTT | WGUY | KQWB |
| Z93 | WPST | WBBQ | KOFM | WHEB | KELO |
| 94Q | Q106 | FM100 | Z104 | WFBG | KKRC-FM |
| Q105 | WYCR | KX104 | WNAM | WCIR | KKLS |
| WCKX | WKRZ-FM | WMAK-FM | WKDQ | Q104 | WTRU |
| CKLW | WKEE | WOKI | WNCI | WAEV | KWLO |
| WLOL-FM | KZFM | WQUT | WHOT | Z102 | KRNA |
| KBEQ | KSET-FM | WBCY | KYNO-FM | 95SGF | 99KG |
| WGGCL | KINT | WAYS | KGGI | WFOX | KDVV |
| KEARTH | KHFI | WDCG | KNBQ | WCGQ | KENI |
| KRLA | KBFM | WRQK | KKFM | WISE | KKLV |
| KFI | WTIX | WANS-FM | KSPZ | WFLB | KSLY |
| KFRC | KROK | WNOK-FM | KBBK | WXLK | KCBN |
| KYYX | WJDX | KJ100 | KCPX | WGLF | KDZA |
| KIMN | KXX106 | WZZR | K96 | WYKS | KATI |
|  |  |  | KSKD |  |  |

On Dlektra Records

## Future

Continued from Page 22
in CHR than in any other format. With most people listening to more than one station these days, they are forced to look for variety, since most stations offer very little. The variety of CHR is a distinct advantage, but it can also be a slight disadvantage if the mix isn't right
The mix on CHR tends to be subjective to the PD's own head at times, and the way to avoid problems is to make sure that what you're playing is what the market likes. One reason you're seeing more rock on CHR lists is to distinguish itself again, to make
 a difference in the sound of the station from others in the market. I also think there is better music out now.
WBCY aims at an 18-34 audience, but the question is what type of $18-34$ do you want. We are looking for those that like hit records and will be shared cume with AOR and $\mathrm{A} / \mathrm{C}$ station listeners that won't tolerate constant AOR when they want to rock a bit. You can't cover every base as a CHR, but with this format you'll end up getting more people from both ends, because the programming is down the middle. There is no one way to do $i t$, but for us CHR is a winning format.

## Scott Michaels

## PD 3WT/Binghamton

There's been a lot of confusion out there, but further fractionalization is causing many stations to step to one side of the other as far as uptempo music goes. Personally, we are enjoying great success playing rockers on 3 WT. The trend towards A/C I think has maxed out, and in some neighboring markets in New York State, I've seen softer stations getting harder again.
There seems to be a marriage going on between CHR and AOR, as AOR tries to get more mainstream. For the past few years, CHR has been putting people to sleep and it was neither fish nor fowl in listeners' minds. The stations have been literally handing over their audiences in droves for lack of inventive programming.
I operate on the philosophy that if this station does extremely well in the 12-34 demos, our $25+$ demos will look just fine, and we'll get lots of dollars in. I don't suggest that every station be as hard as we are, but I think to avoid records that give your radio station momentum is a mistake.
One of the things
governing our playlist is the image of the artist. We'll be quicker on AOR crossovers than softer records like a Charlene. There can only be so many AOR's and so many A/C's in a market and stations like this $\square$. 10 are a middle ground Scott Michaels for the frustrated listeners to both, plus our own loyal audience. As more CHR stations begin to look to what worked well years ago, and begin to put some of these basics back into practice, they'll find their numbers improving.

## The Music Section

CHR's Most Accurate Music Information Begins on Page 55

## Motion

Tom Kenny is promoted from within to become the new MD at KEEL/Shreveport . . . Rod Hampton joins sister station WQUT/Johnson City, from WSKZIChattanooga as MD . . WTRU/Muske gon promoted Larry Olek to the MD slot replacing Mike Stevens . . . Sharon Mosley leaves KWOS/ Jefferson City, MO to join WBTH-WXCC/Williamson, WV as Promotion Director
CFTR/Toronto named Rick Hunter Assistant PD and Dan Williamson replaces Bill Gable as midday personality . . . Lots of congratulations to the following: KDZA/Pueblo MD Rip Avina and wife Lorraine on the birth of Adam Jason; KVOL/Lafayette PD Phil Rankin and wife Shelly on their new baby, Curry Willlam; and WCIRWJKK/Beckley PD Ron Hill and wife Jackie McBride, who were married (3-20) with music provided by MD Jim Martin.

## Bits

- KWST/Los Angeles 7-midnight rocker Benny Martinez is the host of Long Beach's annual "Cinco de Mayo Program," May 1 \& 2 at Bixby Park. This is a good example of a station tying in with local ethnic celebrations, which help to zero in on specific audiences.
- B100/San Diego is presenting the Beach Boys in concert May 2, following the Padres vs. Phillies game. The unique thing about this event is the construction of a movable stage which will allow the concert to take place only 45 minutes after the game ends. - WZYQ/Frederick, MD distributed $\$ 1000$ in one dollar bills in the market. The station called out serial numbers of the bills for Washington's Birthday, and offered anyone with winning dollar bills to trade them in for a $\$ 100$ bill.


MISS WAEV PICKS A WINNER - WAEV/Savannah recently held a Miss St Patrick's Day contest with over 100 entrants. The winner comasested the station in a St Pattr's Day represented the stavion in a SL Palt's Day parade and won arip to Hiton Heed Islond Miss St cluding a trip to Milon Head island. Miss St Patrick also picked a winner who received an all-expense-paid trip to Ireland. Shown (1-r) are Debbie Thomas, and PD J.D. North.


CATHERINE BACH GETS KOZE - "Dukes Of Hazzard" star Catherine Bach was at the World Of Wheals Car Show and stopped in at KOZE/Lewiston for a visit, since the station was participating heavily in the show with car stareo giveaways. Pictured (1-r) is Catherine with station personality Marty Williams.


GUERILLA WARFARE IN PROVIDENCE - Armed with hits and woaring camouflage and khaki outfits, Warner Brothers paid a serious visit to PRO-FMIProvidence, armed for alrplay. Plctured are (1-r) Warners rep George Skabitis, PRO-FM midday personality Tony Bristol, Warner rep Dabbie DiTullio, and a combat-weary Operations Director, Gary Berkowitz.


WCAU HOT HITS PA YOFF - All it took was an entry blank from Wendy's Restaurant and an ear to WCAU.FMIPhiladelphia to hear your name announced to win the grand prize of $\$ 10,000$ It happened to Ashlee Stokes, whose father heard her name announced, and had her call in to claim the prize. Shown (I-r) are VP/GM Vince Benedict, Ashlee, and morning personality Scott Walker.


WTYX LENDS A PRETTY HAND - WTVX/Jackson recently offered employers the use of a Kelly Girl for a dey during the week of St Patrick's Day. Five girls ware "ewarded" during the contest, and the response was said to be phenomenal. Pictured (1-r) are station Operations Manager Jim Chick, Kally Branch Manager Shirley Hutson, Kelly Girl Donna Freeman, WTYX Promotion Director/morning man Freddy Mertz, and Kelly Girls Betty Weeks and Jan Brister.


GREG GUIDRY ON THE ROAD - Nothing beats the personal touch of promoting your own record, so Badland/Columbia artist Greg Guidry toured the upper Northeest and stopped in at WJBQ/Portland, looking for airplay on "Goin' Down. "Shown (l-r) are MD Skip Anderson, Columbia's Tom Lanzillotti and National Promotion Director George Chaltas, PD Brian Phoenix, and Greg Guidry (knealing).

## ALL FOR ONE

"After working with Westwood One for a number of years in several cities, I found their programming and servicing to be excellent. We find it very beneficial on WKLS to program all of the Westwood One AOR features available to us."

MAX FLOYD, PROGRAM DIRECTOR
WKLS, ATLANTA SUPERSTARS STATION
. One feature we like about Westwood One programming is that we an use the programming that makes sense for us, unemcumbered by obligations that require us to air what we would rather not air."

BOB HATTRIK
VICE PRESIDENT, PROGRAMMING DOUBLEDAY BROADCASTING
"Every week OFF THE RECORD SPECIALS with MARY TURNER come up with consistently fine interviews. They're always big names, nothing marginal. We air OFF THE RECORD. IN CONCERT, THE ROCK YEARS and SPACES AND PLACES.

TOM TEUBER, PROGRAM DIRECTOR
WMET, CHICAGO
METROMEDIA BROADCASTING

The most successful show we ve had in recent history here at COZ is DR. DEMENTO. He does very well for us. showing up very strong in Sunday night rating3. We run MARY TURNER long and short interview shows. We also run specials like THE ROCK YEARS.

ANDY BEAUEIEN, PROGRAM DIRECTOR WCOZ, BOSTON SEBASTIAN, CASEY \& ASSOC., CONSULTANTS

Im a big believer in great syndicated shows. We're pretty tied in with Westwood One, running IN CONCERT, OFF THE RECORD and ROCK ALBUM COUNTDOWN.

PAT EVANS, PROGRAM DIRECTOR
KSFX, SAN FRANCISCO
J. POLLACK COMMUNICATIONS, CONSULTANTS


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WRIF RECLAIMS DETROIT AOR LEAD

## Fred Jacobs On Personality Radio

Think of a rock and roll city and you're bound to think of Detroit, which has supported three hard-driving AOR stations (and sometimes four) for years. ABC's FM in the market, WRIF, has been the city's traditional AOR ratings leader, until Doubleday introduced WLLZ about a year and a half ago with stunning results: WLLZ trounced WRIF 7.9-5.1 (and buried WABX with a 2.7). WRIF has been struggling to regain its foothold on the market ever since. In the Winter 1981 sweep results, it finally did so, trouncing WLLZ 6.7 to 4.7, basically reversing the numbers that resulted when WLLZ first came on the air. Included were some great demographic results: No. 1 in adults 25-34 and 25-49.

Orchestrating the programming changes that led to WRIF's success was PD Fred Jacobs, who rejoined WRIF as PD in spring of 1981. Jacobs originally joined ABC in 1978 as WRIF's Research Director, leaving for a year to function as Group Research Director for the seven ABC FM's. Jacobs learned radio research in college, where he earned a masters degree in telecommunications. He honed his research skills with Frank Magid Associates, consulting and doing research for 50 stations of all formats.


## Programming Positioning

Jacobs credited former WRIF PD Tom Bender for his programming education, and also gave Bender credit for putting WRIF on the right programming path: "Every station needs a position, and Tom developed WRIF's. Once you know who you are and where you're going it's not hard to get there. WRIF has always been a person-ality-oriented radio station, and my question, when I came aboard a year ago, was whether personality radio could work in this market any longer. On the one hand, the two other AOR's had almost totally moved away from personality and community involvement, which left the field wide open for us. On the other hand, WLLZ's impact on the market was substantial: they began by blowing out all the commercials and just playing the hits. We had to decide whether our audience could sit still for a personality approach. But that had always been our identity: wild and crazy guys who loved rock and roll, and I wanted to hold onto that. Otherwise, we would have been the third of three music machine radio stations, and that's the last thing Detroit listeners needed, nor was it what they expected from WRIF.'

As a Detroit native, Jacobs felt he had a finger on the pulse of what could be America's most vociferous rock fanatics. "The nice thing about Detroit is that people continue to enjoy rock and roll after they 'grow up,' and they take their rock and roll radio very seriously. I like to think that's because AOR radio here has always been so good. Never before have I seen a market where people are more willing to deface their cars with radio bumper stickers!'
At the same time, Detroit is a very depressed community economically. "Frustration levels are way up," Jacobs reported, "so part and parcel of WRIF's image is giving our listeners something for nothing
as often as possible. As soon as I got here I helped set up a series of free noontime outdoor rock concerts with local bands. That culminated in a 'Motor City Jam,' which raised $\$ 25,000$ for a local public radio station. We also started giving away the very popular rainbow logo bumper stickers with artists' names, an idea popularized by KLOS/Los Angeles. The other stations didn't seem to care about hitting concertgoers with any promotions. We also continued our Gold Card promotion, which started as an anti-disco club. There are now over 600,000 on the streets! The cards are good for the usual discounts at theatres, concerts, and for retail items. We got heavily into sports matches, like softball games against groups like Journey, the Rockets, and the Doobie Brothers.
"We were looking for any way in which we could show our listeners a good time, getting their minds off their problems. On the air that translated to our humor-oriented morning show; though actually, no one at the station takes himself very seriously. It's one of our keys, helping us carve our own unique niche in Detroit.'

## Winning Personalities

Jacobs was quick to credit his airstaff with much of the station's success: "With apologies to John Gorman and Tim Kelly, I think we have the best AOR airstaff in the Midwest. We have a bona fide personality in every daypart, from Jim Johnson and George Baier in mornings to Arthur Penhallow, who is a real institution here:
"My question . . . was whether personality radio could work in this market any longer.'
he's about to celebrate his 12th year with the station in the same time slot. He's the cornerstone of the station, having been here since the day we switched over from WXYZ-FM to WRIF.'
Jacobs defined the image he wants his jocks to personify to listeners: "I want them to sound like knowledgeable rockers. I hope the listeners find them amusing and interesting. Above all, there must be the feeling that WRIF is a living, breathing radio station. WLLZ keeps things so clean and tight, with its jocks basically just reading cards, that it tends to have a robotic feel to it. So it's crucial for us to sound like real people, without becoming self-indulgent. There's a fine line between entertaining and being boringly self-indulgent. So far my


THE MORNING CREW ON RECORD: Part of WRIFIDetroit's successful street image is that of a station that doesn't take itself too seriously - especially in mornings, where Jim Johnson and George Baier enjoy satirizing popular songs with their own lyrical versions. Two were so popular with listeners that WRIF decided to bring out a 45 of the Morning Crew singing " 96 Beers/Catch A Good High" (as opposed to " 96 Tears" and "Switching To Glide") and "The Wake-Up Song" (with apologies to Greg Kihn and "The Break-Up Song"). Now morning show fans can thrill to lyrics like "96 Beers" 's "When the sun comes up, we'll throw up." or "Wake-Up Song" 's "We ust don't wanna get up anymore!"

The single was premiered in a live performance on a local TV morning show, which was simulcast on WRIF. 5000 singles were produced, to sell at $\$ 1.50$, with all proceeds earmarked for a local charity for abused children.

If the single is a sales success, the Morning Crew already has a potential follow-up: When Joan Jett visited the station, she and the morning show crew recut her current hit as " 1 Hate Rock ' $n$ ' Roll," with Joan yelling, "Hey, you can't do that to my song!," and proceeding to crack the team's craniums with a bowling pin for the rest of the tune!
jocks have walked that line very well."
Many of WRIF's jocks have become involved in local TV stations, doing entertainment and sports reports, or hosting video concert simulcasts. "The combined visibility of radio and TV has helped increase their visibility and the station's," Jacobs reported. "We're seriously committed to video simulcasts, another area being ignored by the other stations in town. We average a simulcast every two weeks, taking material from several different sources, from MTV to ON-TV. Once they knew we were into it, program suppliers started getting in touch with us."
Other areas in which WRIF is promotionally active include merchandising, personal appearances and contests. "We do everything from T-shirts to baseball caps," Jacobs said. "We look for special events, like the Tigers' opening day, for which we produced special T-shirts, caps, and bumper stickers. We're very involved in sports, and in general, try to be wherever there's something of special excitement and interest to our audience. Our jocks are always on the streets, hanging out with the audience at events or bar nights.
"When I come into the parking lot every morning, if the station van is sitting there then something's wrong. The promotional feeling we try to convey is, if listeners don't catch us every day, they're going to miss something." Jacobs praised the efforts of his three promotional aides: Director of Special Projects Mark Pasman, Promotion Director Julie Finkel, and MD Michael Mayer.

## Five Or $\$ 5000$

The entire promotional team mobilized for WRIF's current contest, which revolves around playing five songs in a row. If a listener hears a set of less than five cuts and is first to call a special station phone number, he or she wins $\$ 5000$. The contest began in February (the winter book ran through mid-March) and, to date, five listeners have won the cash prize. Jacobs explained the genesis of the promotion: "Our re search was showing that listeners perceived us as playing less music than wLLZ. Since music is still the number one reason people listen to the radio, we knew we had to make a heavy statement about our commitment to music, so we came up with this contest.
'It took a lot of thought to make sure we had all our bases covered. We worked out everything with our legal department. Still, a lot of things can go wrong and it's a pain to administrate! You can rig the contest in terms of deciding when to play less than five cuts in a row, or let things fly. I will say this: some of the money we've given away was not planned.'
He described the contest's effect on the audience: "Most do not perceive it as a contest, but as a promise of performance. We used to concentrate on commercial-free
"When I come into the parking lot every morning, if the station van is sitting there then something's wrong.'
blocks, but by actually telling the audience how many songs we just played, it may make the greater statement about how much music we really play."

## Research By Cassette

WRIF's music is researched in a unique fashion: by cassette. Jacobs explained, "First, I must warn you, 'Don't try this at home!' We developed this program from scratch and we like it, but no other station in the country uses it, and I don't know whether they could. We employ a research firm and do some mall-hopping to get two sample bases of 100 each. These people are prescreened to make sure they're the kind of people who would listen to WRIF, and whether they'll participate in the program for a year.
"The participants are given a cassette tape recorder (which they get to keep at the end of the year). Every two weeks we send them a cassette of songs and a questionnaire, which they have two weeks to fill out and return, with the cassette, in a postagepaid envelope. The music is a mix of currents, gold and brand-new songs. Currents and gold are played in 60 - to 90 -second segments, while new songs are played in their entirety."
Jacobs finds the cassette process better than call out research in several ways: "The fidelity is excellent, giving the music a dimension it doesn't have over the phone Respondents can listen to the tape where and when they please, instead of dropping

Continued on Page 28

## If You Ever Had Success Playing ...

Joan Jett
Supertramp
Styx
Diesel
38 Special
Tubes
Joe Jackson
Humble Pie
Peter Gabriel
Tim Curry
Joan Armatrading
Michael Schenker Group Head East
Gino Vannelli

Brothers Johnson
Debbie Harry
Tarney/Spencer
Strawbs
Robbin Thompson
Carole King
Hawks
Nils Lofgren
Schon/Hammer
Saxon
Gato Barbieri
Cheech \& Chong
Fairport Convention

Loverboy
Peter Frampton
Police
Pablo Cruise
U2
Nazareth
Chuck Mangione
Cat Stevens
Garland Jeffreys
Ozark Mt. Daredevils
Kim Carnes
Procol Harum
DVC

Joe Cocker
Survivor
Ice House
Spooky Tooth
Squeeze
Greg Lake
Joan Baez
Grace Jones
Tom Scott
Billy Preston
Billy \& The Beaters
Rick Wakeman
Neil Larsen
and dozens more...

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## LENNY BRONSTEIN

## In My 12th Year Of Promotion; Starting My 3rd Year Of Independence

## Heavy Lenny Promotions

2343 31st Street, Santa Monica, CA 90405, (213) 450-6224
Thanks For The Opportunity To Turn You On.

## EVOLUTION

Former WTUE/Dayton PD Michael Mc Connell joins AOR WSKS/Cincinnati as PD

Carla Leonardo joins the airstaff of wCOZ/Boston from KZEL/Eugene . . . Phil West exits the airstaff of KBOS/Tulare Pete Harmon rejoins KCAL/San Bernar dino as a jock, as Rich Adams exits David Simons joins the airstaff of KEZY/Anaheim for afternoon drive.

Coming Next Week: Former Doubleday VP/Programming Bob Hattrik, in his first interview since forming his own consultancy, discusses the subleties of his music research systems, plus his attitudes on the crowded consultation field.

## AOR Reporter Profile

Appleton

PD: Wayne Shayne
MD: Mark Colter Power: 100,000 watts Consultant: none
'I never really liked AOR stations until I started programming one. To me, they always seemed contrived, phony and a little stuck-up, like a high school clique.
"After working Top 40 for so many years, I was, of course, into tightness, flow, and consistency. I was determined to take us away from that laidback 'I'm on drugs and cool' presentation. So we tightened up the jock delivery, encouraged them to get to the point, and raised the overall presentation flame just a bit.
"We started really listening to the new music and forming more distinct evaluations of how it would fit our sound. We got away from the small-to-medium market syndrome of going on anything just because it's new, or because the Loop was on it.
"We began doing long music sweeps, sometimes up to 75 minutes. We called them 'Apple Jams' instead of commercial-free, which I think is a negative term.
"WAPL is absolutely a meat-andpotatoes rock station; we usually get down to the business of tearing things up promptly at 10 am . We never go flat and we never stall. I think it's our flow that makes us a great rock station. On the weekends we never get a dog's-hair toward mellow.
"For oldies, we'll play the Byrds at night and Jim Carroll middays. Very little music is dayparted. The library itself stretches from 'Pissin' In The Wind' to 'My Sharona.
"I've never been fond of calling people on the phone and asking if they like a song I'm going to play down the line. You put people on the spot that way and eventually they begin to lie to you
"In general, if it rocks and sounds good on the radio, we'll play it. On the music spectrum, we're a whole lot of colors, but mostly we just rock like blue hell!'

- Wayne Shayne


## Jacobs <br> Continuedrom Page 26

everything when the phone rings. The cassettes allow us to test new music, since songs can be replayed at the participant's leisure. And the questionnaires can be much more detailed than typical call outs, because of the leisurely time element involved.
'I've compared this system with call outs, and found similar results for currents and gold. Being able to test new music is a real bonus. Nevertheless we don't always abide by what the research tells us. I don't feel it's possible to draw a line at a certain numerical point, adding everything that tests above that point and dropping everything else. Instead, by developing an identity for the station, I can use the research as one tool that helps me decide what music will fit our identity.'

## Musical Conservatism

"WRIF," he defined, "has always been a mainstream rock radio station; we've never been progressive. This is a very conservative marketplace. That could be a chicken and egg sort of thing: what's made the market conservative - radio not exposing the music or the audience not wanting to hear it? But we always have to keep in mind that WLLZ takes very few musical chances The audience learned very quickly that anytime WRIF (or WABX) was doing anything the least bit strange (musically or jock talk), they could punch up WLLZ and hear a hit. They've successfully positioned in listeners' minds anything other than a hit as a negative. That makes it very tough to take musical chances.'
Jacobs added, "We were the anti-disco station in the market. While that was good for our image in 1978, it raises questions in 1982. For example, we played 'Flamethrower' by the J. Geils Band before the other Detroit stations. Yet, for us, that was a gamble record because of its R\&B sound. It's going to take awhile to reintegrate $R \& B$ into rock music in Detroit.'

Involvement Pays Off
He mentioned, "Our music is not computerized. Within a certain structure, our people pull their own music. Sometimes that works extremely well, and you hear some incredible segues. Other times you cringe and say, 'Did I really hear that?' But it's exactly that kind of spontaneity that is crucial to WRIF's ongoing success.
"The moral to our story," Jacobs shared, "is that there's more to radio than being a music machine. Personality radio is not dead; there's nothing wrong with being involved with your listeners. We've been rocking for nearly eleven years now, and have remained successful without altering the essence of the station.
"I'm looking forward to a good year. God knows how long we'll maintain these numbers, but it's sure a nice way to start 1982!"

## COLOR

MEXICAN FANTASY: QFM96/Columbus tied in with Wendy's, a fast food chain introducing a new Mexican dish, in a drawing to send a winning listener on a weeklong expenses-paid Mexican vacation trip.
WRAP IT: WQBK/Albany, along with RCA and the Doug \& the Slugs album "Wrap It," asked listeners to wrap something imaginatively, to win a gourmet dinner and tickets to Doug \& the Slugs's local appearance, plus copies of the group's album. The winner sent two slices of bologna inside a bottle of cognac!
SHAKE IT UP: WHCN/Hartford pacted with Elektra and the Cars album in a promotion that invited listeners to be "shaken up" by the Cars and sent to Bermuda on an expenses-paid vacation. To qualify, listeners registered at area record and stereo stores. Other winners in the promotion received Jensen car stereos or Cars catalogues.


TREE FROG T'S - For seven years now, WEBN/Cincinnati has produced phony commercials for "Tree Frog Beer" (and other imaginary products) that run irregularly as gag spots in the middle of stopsets. Listener demand for the nonexistent brew prompted the station to produce Tree Frog Beer T-shirts (modeled here by the station's Frog mascot) that have already sold over 6000 locally.


SQUIER'S WEST COAST FANS - After an area concert appearance, Capitol's Billy Squier was feted by area AOR representatives. Pictured (clockwise from top) are Squier, KSFX/San Francisco MD Jeri Otteson, Capitol's Paul Rose, KOME/San Jose MD Dana Jang, Capitol's Sandy Thompson, Stephen Gelber, and Michelle Peacock.

## UPDATE

"He's everywhere, he's everywhere": KLOS/Los Angeles morning man Frazer Smith will soon be seen as an actor in the film "T.A.G. - The Assassination Game," and has also signed to cowrite and star in an MGM release based on his morning show called "The Cool Patrol." This jock is hot

Speaking of -KLOS, the station just released the 1982 edition of the Concert, Sports and Entertainment Guide, featuring brand new maps and seating charts to all of the major Southern California venues WDVE/Pittsburgh sponsored a benefit concert with the Iron City Houserockers and G-Force, with proceeds benefitting a food bank for unemployed steelworkers WDHA plays matchmaker: WDHA/North Jersey produced an attractive "IOU" coupon which it's giving out at listener parties. Listeners, in turn, add their names and phone numbers and give them to people they meet at the parties, with IOU's good for such items as lunch, dinner, drinks, concerts, and "evening at home". . . WFYV/ Jacksonville held the year's first area beach party for listeners, gathering 17,000 to a day of music and contests that awarded surfboards to winners . . . WQDR/Raleigh held a budget-priced concert of local acts, including the Robbin Thompson Band . WKQQ/Lexington held a "Take Action Auction" benefitting a local Vietnam veterans' center. The auction was held-in conjunction with a local Charlie Daniels Band appearance; the station auctioned two CDB "concert kits" (tickets, albums, and a backstage meeting with the band) that raised $\$ 660$ A recent "AOR Reporter Profile" that listed WKLC/West Virginia as "No. 2 overall" in local ratings was erroneous... Speaking of ratings figures, $\mathrm{KBCO} / \mathrm{Boulder}$ got
great news when, in the latest Mediatrend results, it was ranked equal to KBPI in the Denver $12+$ figures, at a 6.8 (KPKE hit 6.5 and KAZY had a 5.1) . . WLUP/Chicago cosponsored a "Rock for Poland" benefit concert with Erect Records and the groups Thrust and Lazer Band. Proceeds from the 99 -cent show will help purchase food and medicine for the people of Poland KIDQ/Boise held an air guitar competition that awarded a $\$ 900$ stereo system to the winner, with a runner-up receiving an acoustic guitar.

CONCERTS\&CONVERSATIONS
PRESENTATIONS: KFMX/Lubbock presented Krokus for $\$ 3.94$. . KFMG/Albuquerque pre sented Levon Helm for free... KVREISanta Rosa presented Tom Fogerty for $\$ 1.01$
GUEST DJ'S: Bryan Adams on WSYR/Syracuse.
CONVERSATIONS: Susan Lynch, Jay Ferguson, Le Roux on WDIZIOrlando... Police, Foreigner on CHOM/Montreal... Le Roux, Johnny \& the Distractions on KILO/Colorado Springs . . . Tom Fogerty on KVRE/Santa Rosa
. Dwight Twilley on KROQ/Pasadena . . . Ozzy Osbourne on WQMF/Louisville . . . Joan Jett, Loverboy on WLIR/Long Island... Ozzy Osbourne on WAAL/Binghamton . . . Huey Lewis, Krokus on KLAQ/El Paso... Sly Stone, Tom Fogerty, Jaco Pastorius on KTIMISan Rafael
. Chubby Checker on KRKN/Anchorage . Elton John on WNEW-FM/New York . . . Sammy Hagar on WMMS/Cleveland... John Cougar, Huey Lewis, Outlaws on KDKB/Phoenix. Joan Jett, Police on WRIFIDetroit... Glass Moon on WXCI/Danbury . . . Jools Holland on WQBKIAlbany.

## Adult/ Contemporary

## Guides To Better Play-By-Play

The baseball season is underway, and sportscasting is directly linked to the daily activities of many A/C stations. Since play-by-play accounts for a significant number of ratings points (and thousands of dollars in revenue), this week's interview highlights one of America's fine sportscasters, fifth-year WTAR/Norfolk Sports Director Bob Rathbun. For the second straight year, the National Sportscasters and Sportswriters Association recently named Bob as the state's "Sportscaster Of The Year." With ten years experience calling Triple A baseball, college football, basketball, and golf, Bob gave R\&R many tips for developing sportscasters:

Philosophy \& Style
Radio play-by-play still seems to be the same it was twenty years ago: Creating an image for the listener by relating the excitement and feeling of the action to his mind's eye. Like an artist, you've got to be able to paint the picture for him.
As far as style goes, you don't want to directly copy anybody, but you can certainly study and borrow the good points of your favorite sportscasters, and then develop your own style from there.
The philosophy I try to incorporate in my PBP is to make it easy enough to listen to so that the casual fan can enjoy it, but provide enough depth so that the diehard fan gets more information than from a general broadcast. It's a balance, but it also gets us back to the matter of style. Some sportscasters are wild personalities, while others are very straightforward. Me? I tend to be noncontroversial, and more importantly, well-prepared.

## PROMOTIONS

For April Fool's Day, wBEC/Pittsfield, MA ran spoof commercials and news stories mixed in with real copy. Listeners recognizing the phony bits won dinners for two .. WLAM/Lewiston, ME just staged its "Personality Day," featuring locally known celebrities as DJ's. We heard the State At torney General immediately played "I Fought The Law" . . WFIW/Fairfield, IL is running its "Cen tury Guessing Game." Listeners call in to guess the 8 -digit serial number on $\$ 100$ bills KCMQ/Columbia, MO challenged the football St. Louis Cardinals to a basketball game to raise money for eye research and blind athletes KCMQ lost the game, but not before receiving a technical foul for attempting to bribe officials, and for parading a Playboy centerfold in front of the Cards' foul line ... KOGOISan Diego has com missioned a set of 24-karat gold station medallions, called "KOGOrands," to be offered as prizes in the station's anniversary sweepstakes

In recognition of the Boston marathon, WLADIDanbury, CT gave away running shoes, carried live reports, and produced a special program about the race ... Over 240 listeners entered the WORC/Worcester, MA "Goodbye To Winter" contest to win weekends of skiing and fun in New Hampshire . . . CHOK/Sarnia, Ontario is promoting morning personality/PD Cliff Jackson's show with coffee mugs and coffee par ties to keep listeners warm WKGR/Gainesville, FL staged its first "Home Show," featuring over 30 exhibitors. The station also gave away an ounce of gold to reinforce its "We've Got Goid" oldies library expansion WZVN/Lowell, IN's "Magic Key Giveaway" gave away a Toyota Starlet to a lucky qualifier, along with gift certificates and concert tickets.


## Value Of Preparation

As far as I'm concerned, preparation is the be-all and end-all to professional sportscasting. A lot of guys are blessed with a great voice or an interesting personality, but the biggest part is knowing everything that goes on. I spend around five hours preparing for most events, regardless of the game.
As a sportscaster, you have to keep in the back of your mind the fact that there's a great deal of listener sampling - i.e., tunein and tune-out. Therefore, I know I must give the score frequently. That's the most


HOME ON THE RADIO - 13-year KOMO/Seattle morning man Larry Nelson talks to radioland from his home, where he is recuperating from a serious road accident that nearly paralyzed him. The production assistant at his side is three-year-old John Nelson.
important thing people want to know Another key aspect of good sportscasting is knowledge of the game. Reading books and watching games is fine, but attending coaching clinics and team practices is even
"Sportscasting is a whole different ball of wax from any other aspect of radio. A lot of people don't understand that until they try it."
better. A good writing ability can really help you learn to think and speak in complete sentences, and also to use correct grammar. Finally, practice builds consistency. Go out and call high school games from the bleachers into a tape recorder. You may think this is silly, but I've always felf that if you could cover a high school game, and do it well, then you're ready and capable of handling a major league game. Why? Because at high school games you don't have a hundred people running around giving you statistics, press guides, and other information to help you. You have to dig it all up yourself.
In high school or legion play, you're under the worst working conditions imaginable. You can be sitting behind a wire screen in Mooresville, NC some night, with only a card table and mixer box. In the fifth inning, a terrible downpour begins, and all your week's work goes washing down the creek! Everybody's fleeing and you're left

## WKBO Pits Oldies Vs. Remakes

In an interesting test to study audience preferences regarding oldies and their contemporary remakes, WKBO/Harrisburg recently invited listeners to vote on which versions they preferred.

Describing the procedure as 'nonscientific', Music Director Bill Trousdale said, "To assist the listeners and as a means to refresh their memories, I played the first half of the original and mixed in the last half of the remake. For continuity, all songs were tested in this way. The response group varied in size from song to song, but we received between 25 and 60 votes on each record, all from adult demographics. I'm not certain exactly how we'll apply the results, but there's a good possibility we'll try this again."

The first sample group involved eight singles and their recent covers, all tested on the same day during the midday show. Here's what happened:

Daddy's Home Cliff Richard
2. Sukiyaki

Kyu Sakamoto
Taste of Honey
3. Let's Hang On

Four Seasons Barry Manilow
4. Crying

Roy Orbison
Don McLean
5. My Guy

Mary Wells
Sister Sledge

## 27\%

$73 \%$
$4.3 \%$
Why Do Fools Fall In Love Frankie Lymon/Teenagers Diana Ross
$50 \%$
Come Go With Me Del Vikings Beach Boys
78.9 \%
21.1\%
. My Way
Frank Sinatra
Elvis Presley
standing there. Then there are the football games from the tops of pressbox roofs, with the windchill factor around 40 below zero. If you can handle that well, imagine how nice it is to be able to walk into Dodger Stadium and be handed everything you need, from a cup of coffee to the best seat in the house!
To summarize, a good sportscaster is one who is entertaining, knowledgeable, and able to create that special "atmosphere." Providing continuous, impartial observation and interpretation requires real dedication, a quality I see a shortage of these days. Remember always that sportscasting is a whole different ball of wax from any other aspect of radio. A lot of people don't understand that until they try it!

## OUTCUE

## From Bloomington To Buckingham

When WJBC/Bloomington, IL Music Director Stew Salowitz learned that Princess Diana was listening to a portable cassette player during her royal travels, he promptly sent her a tape of good wishes from the staff, along with a personal aircheck! Although she did not have time to critique Stew's show, Diana seemed to enjoy it all the same.

## Back To The Drawing Board

It was ballyhooed for almost two weeks. KNBR/San Francisco's "Search For Alexander The Great" mystery location contest, worth a 16-day tour for two of Greece and Turkey, turned into a real turkey when the correct guess was made in just 12 hours. KNBR figured it would take two weeks!

April Fool's Fun at 'HDH
Pretending to be furious, WHDH/Boston overnight man Paul Benzaquin announced his "resignation" on April Fool's Day. Why? Because after a year with the station, he supposedly wasn't honored with coveted "golden keys," entitling him to use a station bar/lounge, and even more importantly, his own private lavatory. "I shall leave 'HDH in the lurch," he announced. "I realize what I'm going to do is unprofessional and unfair." He added jokingly, "This may be a mistake." We've heard of bathroom humor before, but this could be going too far

> The Music Section
> A/C's Most Accurate Music Information Begins on Page 54

- Independent Label Advantages

Dealing With Distribution \& Promotion
Is Research Reliable Or Regrettable?
4 Radio \& Records Can Work Together

Getting records played in this age of shorter, more research-based playlists is not an easy job even for the major record labels. When you're a small independent label with a limited artist roster and equally limited funds, the obstacles increase tenfold. Yet, especially in country music, the number of independents which continue to survive and prosper is simply staggering. How have these companies managed to find a niche in this highly competitive field?

I talked with three representatives of smaller record companies who pointed out some of the advantages and, of course, disadvantages of being an independent label as well as their views on creating a mutually beneficial environment between their labels and the PD's and MD's they talk to each week. My thanks to Frank Fara, National Promotion Director of Comstock Records; Ed Neeley, Vice President of New Colony Records; and Marian Leighton, one of three owners and founders of Rounder Records, for their openness in discussing some of the problems they face on a day-to-day basis.
R\&R: Please give us a brief background on your company and the artists you carry. FF: We started out in Kansas City about four years ago, even though we record out of Nashville, because we decided to operate the promotion end of the business midway between Nashville and Canada, where we do a lot of promotion also. Ironically, we were on the charts in Canada before we ever charted in the States, which is very unique for our operation. We ended up as an unknown record label in the States; and while we had a record go to No. 9 nationally in Canada, we couldn't get on the air in our own town!
The O'Roark Brothers are our main thrust act, although we do have other acts such as Mike Anderson, some Canadian acts and a few others.
"I think radio is more guilty than many of the distributors in having a very, very conservative attitude towards new artists.'

- Marian Leighton

ML: My two partners and I started Rounder 12 years ago and our commitment at that time, which continues today, is to roots-oriented music of all types, which includes bluegrass, traditional country, folk music, blues, and blues-oriented rock and roll. At this point our catalogue is at some 300 records, all of which are still in print. We're presently album-oriented, which is obviously a problem in the country end of the record industry, and our artists tend to be predominantly newer artists such as Riders In The Sky and Cowboy Jazz. Aside from that, our specialty as an independent label has been in releasing some of the earlier classics under license from Columbia and some of the other major labels, such as Flatt \& Scruggs, Bill Monroe, the Louvin Brothers, and Lefty Frizzell.
EN: Our first release came out last August with Joe Waters, and up until now we've been working exclusively just promoting Joe. However, there are plans for expanding New Colony in the future with some other artists. I work out of Greeley, CO and my counterpart Nancy Porrier works out of Columbus, OH , but the main address

for the company is in Nashville. We also use independent promoters.

## Assessing Advantages

R\&R: Do you find any advantages being a small company as opposed to the larger labels?
EN: One advantage is that you can devote so much time to one thing. When I call people up and talk to them about the Joe Waters record, they'll ask, "What else do you have for me this week?" When I say, "That's it . . . that's what we're working on full-time," they seem to be impressed with that. I think you can cover it more thoroughly and do a more in-depth, more personal job of promoting the record.
ML: When you're an independent label you don't have to worry about your company cutting back in its artist roster because you operate with very low overhead. Many artists who are musically excellent and who want to get away from feeling the pressure to become whatever the trendy or hip thing is do not have to mold their image, which a lot of times the major labels do prefer. We allow the artists that much more integrity and lack of com promise in their production standards and in their stage shows, and they don't have to worry about being dropped if they don't become a huge phenomenon in the industry. Distribution \& Promotion Problems
R\&R: On the flip side, what are some of the problems you face, such as distribution and promotion?
FF: When we first started we had a problem with PD's and MD's who wouldn't take our calls. However, there's no way to learn this business without doing it. You have to learn all the realities of the world, and three of them are label credibility, production credibility, and artist credibility. A big help to us is that, while we are an independent, we're working through the best studio in Nashville, the Sound Emporium, which is where all the top artists record. So when the programmers see that, they realize that here is something that is not a piece of junk. That broke the ground for us and over a period of a couple of years we've built up a rapport with the stations we call. They get to know you and after a while they finally break down and listen. If you survive six months, they think you're doing pretty good!
As far as distribution goes, it's what comes first . . . the chicken or the egg? The independent can't get anything going
without a good record, and how do you get a good record going if they think you can't fulfill on your distribution. We've been able to take care of the hot spots, and we can do a lot ourselves to feed the initial fire. Then when a record gets to a certain point on the charts, we can make a distribution deal because it's proven itself. So the main thing is still to get on the charts on the basis of airplay and then make a deal with someone.
EN: Distribution usually doesn't become a problem. There's not a great number of stations that require that product be in the stores before they'll play a record. If they do, we'll contact the major outlets in the city that the station deals with and get the product out to them as soon as possible. We used to distribute through Nationwide Sound Distributors, but lately we've been taking care of that ourselves.

Money is a definite factor. When you have a promotional budget from a major label behind you, you can do so much with it. However, where some other small labels may have problems in that area we've been able to overcome that with our whole approach. I find that I've had the most success with just being honest and trying to have a persistent approach without giving the PD's and MD's any pressure. However, sometimes it's hard to get through to some people who have really tight playlists. You
"I find that I've had the most success with just being honest and trying to have a persistent approach without giving the PD's or MD's any pressure.'

- Ed Neeley
just have to understand that they're not going to be able to go on a new artist or any song until it's top 40 or 50 .

ML: Distribution we have found is more difficult with the older type of mainline country independent distributors because they tend to think in terms of artists who've been around for 30 years where they know that they have a certain number of guaranteed sales of any product put out there. As a result, you're super-dependent on a very cooperative working relationship with the distributors and the radio stations.
Unfortunately, I think radio is more guilty than many of the distributors in having a very, very conservative attitude towards new artists, which is why they find it hard to accept a new artist as credible unless they are getting incredible hype and publicity with lots of money behind it thrust at them


from all sides. With the kind of acts that we work with the initial releases tend to be just to get the record out in the areas where the groups are touring, to make sure that they go to the stations in those areas, and to get people from Country stations down to hear them so that the record and the live act are very much tied together. That means that you do a certain amount of advertising to support the groups touring, but you obviously don't have the money to spend on trade ads and such; and that's probably the major credibility problem that we have as an independent label.

Airplay - Reporting $=0$
R\&R: Our CHR Editor Joel Denver wrote a timely editorial in the April 9 issue of $\mathbf{R \& R}$ regarding stations that will play (or say they are playing) a record and then not report it to the trades. Do you ever run into this problem?
FF: Yes, and it's real frustrating. We had one particular station which promised us three weeks in a row that we were a verified add, and three weeks in a row we didn't get added. What it is usually, though it's hard to accept when it happens, is that at the last minute an independent's product is bumped for something that came in at the last minute from an established artist, and the herd instinct just will not allow the programmer to take a chance on a new act ver sus an established moneymaker. As much as we hate it, it's hard to argue with the logic, although, if I was that guy, I would feel that my credibility went down the tubes after three weeks. They don't want to say no, because they may be saying no to the next Alabama, so they hedge.
"You have to learn all the realities of the world, and three of them are label credibility, production credibility, and artist credibility." - Frank Fara

ML: Another thing that can be related to that is if you find somebody who will give it a shot, they may only do it for a week or two. In that case you aren't able to build that ten station base over a certain number of weeks so that you have enough strength to really get it solidly at the bottom of the charts and wait and get the sales chance. In other formats, even though you may not be charting with an artist you may be getting certain amounts of print and circulation in terms of response to a fairly new and esoteric artist within tip sheets, which other people in looser-formatted radio stations can read about. In Country there isn't that kind of informal network

Continued on Page 32


It's a jungle out there...filled with all sorts of ferocious beasts. You could get lost.
For a professional guide call your ARBITRDN Representative.
continued from Page 30
Is Research A Copout?

- R\&R: Are stations relying more heavily on research than they used to, and do you ever find that they use their research figures as a copout rather than giving you an honest evaluation of your product?
EN: I haven't run into too many people using it as a copout. If you rely on it too heavily, I don't think it's going to give you a good overall picture. The people that we deal with who use research, also use other things, such as good initial reaction, good local reaction, national chart trends, and regional numbers to determine what they're going to do with the record.
ML: I definitely think that is used as a copout. The other main problem is what do you do with an artist that you don't want to put out a single on because you have sincere doubts about whether you're going to get that much airplay. You can't really sell singles unless you have a group that's breaking. As a result, what you have is an album and a station saying to you, "I can fit in a little bit of album play, but there's no place I can report it to except R\&R." There's not much we can say about that because we are primarily album-oriented.
FF: Some of the stations probably use it as a copout, but here in town WDAF has a very good system where they'll make it or break it. They'll feature a release, take phone calls, and then do selected phoneouts on their own after that. It's an unbiased system, which is called research and it is. That way we can get on the air based on the response to the record.

Hints On Working With Radio

* R\&R: Are there any tips you can give to independent labels on developing good relationships with the radio community?
ML: For companies like our own, having some kind of intelligent and articulate publicity material about the records and artists that you're sending to the stations is very important, because they're not hearing it all the time and it's not being thrust at them at conventions, sales meetings, etc.

You need to be able to say intelligently why this artist is significant. It's partly an educating process.
FF: Independents can help themselves and the community too by working with stations in their own markets to make their acts available for special events and things. If they do that, the stations in turn may be a little more lenient in giving the acts some exposure. Also, it's going to take probably at least a year in the business to let stations know who you are and that you're around and will continue to be around. Use a more realistic presentation of what you do have so programmers can analyze it themselves rather than just the super-hype presentation. They want the facts. A straight, wellorganized presentation on a new act will do more than trying to push it down somebody's throat.
EN: First and foremost, you've got to have good product. No matter how hard you promote it or no matter how liberal the station is that would be willing to start somebody, it's got to be a good record. If you call people on a regular basis and hang in there so they constantly know where the record's at and let them know you care about what they're doing, that they're important to you, then they respect and appreciate that and will take a stronger look at what you have. Being a smaller label you have to put in a little extra effort to get noticed and you have to be a little harder working to get things done, but if you can do those things, it'll pay off for you.

Next week radio responds by speaking out on some areas it feels can better facilitate the radio/record relationship.

## The Music Section

Country Radio's Most Accurate Music Information
Begins on Page 50


BASERALLS G SNOWBALLS - This year's unseasonal spring weather snowed out many an opening-day baseball game in the East and Mictwest. When the Detroit Tigers were also forced to cancel their first game of the season. WWWW decided to make the most of the situation by commemorating the "Christmas in April" feeling with a special billboard message and the play. ing of selected Christmas music throughout the day.


WMBH HOSTS MAN IN BLACK - Following a recent WMBH/Joplin, MO-sponsored concert Johnny Cash visited with station PM drive jock "Wild" Ken Cody (laft) and PD Tom Jordan (right).

## Inside Nashville

KEEPING UP WITH THE JONESES: George going back to work this week? That's what Dan Wojcik, George's agent says . . Dick Clark's new Sunday night "Inside America" (good title, Dick) took a look backstage at the Opry in Music City (4-18) . . . Jeannie Kendall cancelled a bunch of dates because of a monthlong siege of laryngitis Loretta Lynn's kids and Mooney gave her a 50th birthday party . . . Interesting to note that, according to the computer, 2850 albums were released in America in 1981
Dolly Parton, home in Brentwood recovering from her February surgery, says she'll go back to work in July. Meantime she's lovin' Mama's cooking and care . . . Johnny Paycheck's troubles just keep on a'comin' This time the IRS hit him with a $\$ 103,000$ back tax ('73 to '79) bill . . . Yep, that's the Oak Ridge Boys singing on George Jones's "Same Ole Me" . . Donna Fargo's suit against Condesa Del Mar club operator Steve Gianikis, claiming he used her multiple sclerosis as an excuse to break her performance contract at his club March 30 to April 4, asks $\$ 518,000$ in damages . . . Tracy Kristofferson, 20, daughter of Kris, spent time in intensive care at the Lancaster, CA medical center after a motorcycle accident while riding with Olympic gold medalist Eric Heiden . . . Loretta Lynn, Barbara Mandrell, and Jerry Lee Lewis among the hit-hunters in Nashville studios this week
. Willie Nelson will do a movie on the life of rodeo great Freckles Brown after his "Red-Headed Stranger" is done Understand they're roasting Bill Mack at Billy Bob's on May 23 . I'd like to be on that panel . . Saw Tammy Wynette and George Richey yesterday, and she looks great but "still a little shaky" in her recovery from her Denver hospitalization . . . A TV series based on Tammy's book and the TV movie "Stand By Your Man"???
IF YOU DON'T WANT IT IN THE PAPER, DON'T DO IT DEPT: Jan Howard's writing a book with controversial author Jesse Hill Ford, and she will "tell it like it was" acording to Jan. "It'll be the truth, but only as far as my life is concerned. I'm not changing names or places. It's not fiction. Parts of it I wish were." Should be complete in July, Jan says . . . Ken Dudney will franchise the Barbara Mandrell One-Hour Photo shops, but will own the half-dozen they'll open in Nashville, he says Cowboy's, which claims to be Tennesse's largest and piushest night spot (seats 1250) just opened here, utilizing star talent, and is owned by George Wagner and Jerry Newton. Newton is brother and former performing partner of pop superstar; Wayne Newton... Colorado Country Music Hall of Fame voted Rosalie Allen the 1982 "Pioneer Award." She'll receive the honor in Denver on June 26 at the 20th annual Colorado Country Hall Music Festival ... Didja Know? Razzy Bailey was the singles champ of 1982 with four No. 1 chart records? Didja Know? Conway Twitty, Richard Sterban, Jerry Reed and the other owners of the Nashville Sounds Baseball team just bought another franchise, in Eugene, Oregon??? The others include Greensboro, NC; Salem. VA; Salt Lake City; and Nashville.
COUNTRY CELEBRATES ITS OWN: The Dick Clark-produced "17th Annual Academy of Country Music Awards" pro-
gram, airing live April 29 on NBC-TV, has a list of scheduled performers (not just presenters) equal to none. To date they are Razzy Bailey, Moe Bandy, Ed Bruce, Helen Cornelius, Lacy J. Dalton, Gail Davies, Donna Fargo, David Frizzell, Joe Stampley, Sylvia, Alabama, Merle Haggard, the Oaks, Charley Pride, and all the nominees for "Top New Vocalist," who will join hosts Mickey Gilley, Conway Twitty, and Dottie West. Will they have time to give out any awards? Three which were announced prior to showtime are "Country Night Club Of The Year": Billy Bob's, Ft. Worth; "Disc Jockey Of The Year": Arch Yancey of KNUZ/Houston; and "Radio Station Of The Year": WPLO/Atlanta WOKK MD Van Mac sends along information on Meridian, MS's annual Jimmie Rodgers Memorial Festival, scheduled for May 23-30. They've already signed talent Donna Fargo, Gary Morris, Tommy Overstreet, and Ronnie Rodgers to appear. Other artists interested in performing can get additional information from show producer Ken Rainey at (601) 693-2661
AIRLINES: When Mr. Blackwell listed Dolly, Loretta and Barbara in his Top Ten worst-dressed this year, did Loretta say, "Did Mr. Blackbird spell my name right?"

Boxcar Willie says he's "a 30 -year overnight sensation" . . .Joe Sun wants to be the first star on the moon! . . . Did you know that John Denver has the highest 'Radio-Q" of any American performer???

Let's make Mel Tillis Secretary of State; by the time the Russians figure out what Mel is saying, they won't have time to conquer the world! . . . Looks like that " 9 to 5" TV miniseries may turn into a weekly. Good early ratings . . . Jim Stafford says: "These are not pillows. They are five-year deodorant pads!!"

Our sincere condolences to the family and friends of Tim Stichnoth, Country Chart Editor for Cashbox, who was killed this past week in an automobile accident.


SEND IN THE CLOWNS - In honor of his most recent No. 1 record "The Clown," Con. way Twitty was prasented an appropriate tribute from the real thing.


## Coors Country News

## This Week's Guest: GENE WATSON

Call Pete Howard or Kirt Daniels (213)392-8743 228 Main SL., Suite R Venice, CA. 90291

gether. There are certain areas in which some of the management and I are headed in different directions. This is a very good sweep for me, so I'm happy to step away and begin my business now. I can do it knowing I've left Doubleday with an excellent programming staff, the finest people I've ever worked with, people I'll miss a lot."
Hamilton, who programmed KDWB for $21 / 2$ years, told R\&R "I want to thank Gary Stevens for the opportunity he's giving me to guide Doubleday's programming department through this exciting period of growth. There are bright people within the company whose knowledge and creativity will be tapped to provide a more effective system of programming from a chainwide standpoint.'

## Folger \& Raines Moves

New KWK PD Raines, who pro grammed WMJX/Miami, WZZP/ Cleveland, and WPEZ/Pittsburgh before joining Doubleday, commented, "It's a golden opportunity. The station's doing the best of any in the chain, and it'll be my challenge to keep it there. I've learned a lot working with Bob, and am very confident the station will continue to do well." Raines added that KWK Assistant PD/ MD Jim Atkinson will go off-air and assume additional programming responsibilities.

Folger, who takes over at KDWB after four years at KBPI, told R\&R, "When I think of some of the radio legends that have walked through the programming doors of KDWB, I'm flattered I was the first person Dave Hamilton hired in his new position. Dave and (GM) Lou Buron have helped create a solid base for me to work on. I look forward to working with the air staff, and with Doubleday's resources backing me, I'm confident the station will continue to grow."

## Sandusky

Gain For Birch
Brooks added, "We're already committed to Birch on a monthly basis in all our markets where it was budgeted for 1982. When we drop Arbitron next year, we will start picking up the Birch quarterlies. We'll need them for sales tools. I don't know if at that time Birch will be a credible sales tool or substitute for Arbitron. We'll just have to see.
"There's definitely a bandwagon effect," Brooks commented about other recent Arbitron cancellations. "The only way in the world we would expect Arbitron to respond is if enough broadcasters did indeed say they could do without the service."
Sandusky did not buy Arbitron for the spring book in Kansas City (KWKI). Other properties to be affected are KZAM \& KJZZ/Seattle, KEGL/Dallas, KNUS/Denver, and KWFM/ Tucson.

## CALENDAR

## Hattrik

Continued from Page 1 ood at follow-through and exe. ution." Hattrik told R\&R, 'I'L concentrate on the creative and research aspects of the business. I feel that Doubleday and I have grown as much as we can to-

## KSFX

Continued from Page 1 Talkradio network from Los Angeles." A station statement cited Talkradio personalities Michael Jackson, Dr. Toni Grant, and overnight host Ray Briem (all from KABC/Los Angeles) as set to appear in the lineup. KGO's Owen Spann is also part of the Talkradio lineup nationally, but his network show is not anned to air in San Francisco

## Market For More Talk

KGO-AM \& FM VP/GM Michael Luckoff termed the stations the only major market AM-FM News/Talk combination in the country, and added, "We based our decision to do a Talk format on FM on two factors-the success of that format on KGO and research which indicated there is a market for additional Talk/ Information programming in the Bay Area. Placing Talk radio on the FM band is an exciting opportunity. There are only a couple of commercial FM stations in the United States that feature "Talk radio."

## KSFX Goes Out In Style

For the eleven days preceding the switchover, KSFX will celebrate its 11 years as a rock station (mostly as an AOR with Disco and CHR interludes) in elaborate salute titled "When The Music's Over-The Last Eleven Days." Each day will be devoted to the music and news events of one of the years from 1971 to 1982
Commenting on the AOR staff's departure, PD Evans told R\&R, "The phone calls are pouring in people are crying into the phones They want to sign petitions to keep us on the air. Everyone's pretty optimistic about finding new jobs. We know we made a real contribution to Bay Area radio." Evans added that she was "open to offers" and concluded "We're going out in style and with dignity."

## Piccirillo

the actions of Congressman Heftel and his associates.'

## Heftel Won't Compromise

Heftel's attorney Jason Shrin sky remarked that he was "not surprised" because Piccirillo "had been making threats about suing ever since his employment with Heftel was terminated." Com menting on the action's magnitude, Shrinsky told R\&R, "It would seem typical of a dis gruntled ex-mployee seeking his ton of flesh." He further asserted that Piccirillo had been let go "for not doing his job," and that based on his contract, the suit would not stand up in court Shrinsky stated that Piccirillo had been given six months to buy WIKS and was unable to as semble the necessary funds, and asserted that Heftel has no inten tion of seeking a compromise or out-of-court settlement in the case.

## Do You Run Lost Dogs?

You have a coherent policy about lost dogs? Blood drives? Missing person announcements? Teen runaways? In a radio newsroom it's easy to get the impression that there are, oh, hundreds of thousands of each of these things happening at any given time, and the person telephoning with a sincere concern about one of them almost always is disappointed that we don't get right on the air to help. Should we? Why? Why not?

I'm fishing here. I'd like to hear from newspeople who have definite policies about running or not running these common "emergencies," and I'd like to know the reasons behind the policies. What do you tell the blood bank when they call for what seems the twentieth time? How do you explain to a mom that you're not going to be able to broadcast the description of the dog who bit her daughter and might be rabid? How do you handle a parent who is doing the only thing he can think of, trying to get his runaway offspring's description broadcast or a personal "come home we love you" message aired?

Just the little routine emergencies. What's your policy and reasoning? Could you send me a photocopy of your policy book,
or a carbon of your Lost Dog Policy memo? I'll leave it up to you whether you want yourself or your station identified.
Most of us know how to handle the big stuff. I'd like to get and then share information on the little stuff. Help?

## Most Expensive Autograph: Khoumeini!

MONDAY, APRIL 26: Four years ago today the world record sale price was established for an autograph, when a Paul Revere expense account signed by John Hancock was auctioned for $\$ 70,000$. Herman Darvick of the Universal Autograph Collectors' Club says the record price for the autograph of a living person was established last year, when someone forked over $\$ 800$ for the signature of Ayatollah Khoumeini. Before that the "living" record was $\$ 550$ for a Howard Hughes. A Paul McCartney, says Darvick, is worth around $\$ 20$ or $\$ 25$.

Duane Eddy, who had several late-fifties guitar hits, is 44. Carol Burnett is 46. Dr. Charles Richter, known for his earthquake intensity scale, is 82 .

## First Car Licenses: No Numbers

TUESDAY, APRIL 27: Eighty-one years ago this week New York state began requiring automobile registration. Cars had been around about fifteen years. Gary Brent Kincaid of the License Collectors' Association says "they had a very crude system. All you had to do was put your initials on the car. That was it. There wasn't even any fee until about 1903, when they decided they could collect some revenue from these horseless carriage owners. Years afterward they began using numbers because initials were too frequently duplicated.
"Iceman" George Gervin is 30. Paul "Ace" Frehley of Kiss is 32. Judy Carne is 33. Sandy Dennis is 45 and Jack Klugman is 60 .

## Ship Crew Fires Captain, Sets Him Adrift

WEDNESDAY, APRIL 28: In the spring of 1789 a ship crew kidnapped the Captain, put him and eighteen of his loyal employees in a small launch, and cast them adrift 3000 miles from nowhere in the Atlantic. The Captain was William Bligh. The ship was the "HMS Bounty," and the onboard rebellion known as the Mutiny On The Bounty was exactly 193 years ago today. Bligh astounded everyone by navigating his 23 -foot boat across 3,600 miles of open sea and surviving.

Ann-Margret is 41. Jack Nicholson is 45. Carolyn Jones is 49.

## 32,000 Freed From Nazi Death Camp

THURSDAY, APRIL 29: This is the 37th anniversary of American troops liberating some 32,000 prisoners from the infamous German death camp at Dachau, on the outskirts of Munich (WWII).

It's the 69th anniversary of the patent on the "Hookless No. 1 Fastener," forerunner of what we now call the zipper. Gideon Sundback's invention was first used to zip mailbags, then men's boots.

The first machine to reach a speed in excess of 65 mph did it 93 years ago today, when a specially-built car hit 65.79 mph in 1889.

Former world's-fastest-mile runner Jim Ryun is 35 . Rod McKuen is 49 . Actress Celeste Holm is 63 and actor Tom Ewell is 73.

## WWII's Strangest (Dead) Hero

FRIDAY, APRIL 30: Forty years ago today the strangest hero of World War II played his part in the Allied war effort, when enemy agents found him dead, floating in a Mae West lifejacket off the coast of Spain. "Major Martin" appeared to be a British diplomatic courier who had drowned when his airplane crashed into the sea. German intelligence agents found documents on him indicating the Allies were not going to attack Sicily, and because of that they sent reinforcements elsewhere. Then Sicily was successfully attacked. We now know that "Major Martin" was a plant. A fakeout. British intelligence had dropped an already-dead body where it was to wash ashore and be found, and the documents were all phony. The real name of the unlikely hero has never been revealed, in keeping with a promise made to his family.

Eighty-two years ago this morning John Luther Jones refused to jump from an about-to-crash train, choosing instead to remain in the speeding locomotive applying the brakes to save his passengers. When the Cannonball Express hit the stalled train ahead, "Casey" Jones became a dead hero, but had slowed the train enough to save the passengers.

Jill Clayburgh is 38 . Cloris Leachman is 52.

## The Flip Side of the News

 Milti 0ivilly CIMLI,ASK ABOUT ASK ABERE TRIAL OFFER 990 N. PALM AVE. \#20 A NEWS SERVICE FOCUSING LOS ANGELES, CA 90069 ON THE HUMOROUS, THE BIZARRE, THE OFFBEAT!

WKTU's Alexander Receives Award WKYS-FM Takes The Blind To The Circus Quincy Wins Scotty

## ACTION

## WDIA Continues To Seek Support

First of all I would like to thank all of you out there in "Readership Land" for your total support. Week after week the Black Radio Section of $\mathbf{R \& R}$ is growing stronger. I would also like to thank you for the news information you've been sending in and the quality of that information.

- The biggest story of the week goes to WDIA/Memphis (see last week's front page), which has brought together the creative thought process and determination of blacks across the nation. If you're not familiar with what I'm talking about, here it is in brief. Mound Bayou, Mississippi is the oldest black city in the United States and was founded by blacks. The city doesn't have much of a budget so any form of cutbacks or sort of irregularity budgetwise would throw it into default. Well, the worst happened and the city was sued by a person who happened to be caucasian. A Mississippi judge ruled in the woman's behalf that an alleged injury she sustain ed to her back was the fault of Mound Bayou. The award was $\$ 59,000$ - so since the city didn't have the funds, other catastrophic things took place. At this point, the city needed over $\$ 200,000$ to meet its operating need, and to pay the judgement.
Newsperson Bill Adkins of WDIA heard of this, got with WDIA management, and set about trying to raise money to save the city of Mound Bayou. I hope all of you have seen the two reports in prior weeks on "NBC News" and on the "Today Show." The only part of the report that was incorrect was the part where they said WDIA was black-owned - it's owned by Viacom, but it is black-operated. To see what WDIA has accomplished for black people and a black cause did my heart good. I know Dr. King was proud as he observed the happenings from above. General Manager Chuck Scruggs asked me to tell all of you if you would like to contribute or help out, please contact WDIA and keep the money coming. WDIA has raised and presented a check to the Mayor of Mound Bayou in the amount of $\$ 120,000$ - all donations. This type of injustice that befell Mound Bayou was appalling, but we know it exists, so once again Black radio has made its presence felt. Just think of all of the positive things we could do for our communities if we'd only stop fighting one another and do them.

Last week one of my old friends was honored in New York City. One of the most influential and popular personalities in New York, G. Keith Alexander of WKTU, was presented with a proclamation by Congressman Charles Rangel and an award by the "I Love New York Committee." G. Keith was honored in recognition of his efforts on behalf of the youth of the city. Congratulations G. Keith - you earned it.

G. Keith Alexander, WKTU (left) Congressman Charles Rangel (right)
WATV/Birmingham,AL General Manager Joe Lackey announced the appointment of Ron January as the station's new Music Director. Mr. January will also continue doing the $11 \mathrm{am}-3 \mathrm{pm}$ air shift. Former Music Director Stan Granger will continue his afternoon air show.
More information on the Nashville Music Association "SummerSoul ' 82 " black talent search. Atlanta attorney David Franklin, Manager of Peabo Bryson and Roberta Flack, has been named Honorary Chairman. Honorary CoChairmen are Karen Howard, co-owner of Nashville radio stations WVOL and 92Q; James Bullard, Director of Black Programming, Word Records in Los Angeles; and BMA Executive Director George Ware. For more information call the NMA at (615) 242-9662

## Quincy Beams On Winning Scotty

4 Producer/recording artist Quincy Jones added a 3M Scotty Award to the lengthening list of honors for his album "The Dude." Jones recently received five Grammy awards, and four of these, including producer of the year, were also for "The Dude." 3M presents six Scottys a year to superachievers in any category of music. To qualify for a Scotty, an artist has to go gold or platinum by RIAA standards, and master record on Scotch R recording tape.
Sharing the limelight with Quincy Jones at the presentation in Hollywood was Geoffrey McWilliams, Muscular Dystrophy poster child in Los Angeles


For every Scotty award given, 3M provides $\$ 1000$ in the artist's name to the Muscular Dystrophy Association.


CHECK IT OUT - Pictured with the ceremonial $\$ 120,000$ check for Mound Bayou donated by WDIA/Memphis listeners are (l-r) WDIA's Bill Adkins, the city's mayor Earl Lucas, and WDIA GM Charles Scruggs; below, Scruggs addresses a cross-section of the large crowd that attended the ceremony

WKYS/Washington, D.C. announced the appointment of John R. Irving to the position of News Manager. Mr. Irving joins WKYS-FM's management staff from sister station WRC, where he served as a news anchor for five years. In the past year he was the host of his own talk show on WRC. Earlier he worked for Associated Press Radio as a freelance correspondent. R\&R welcomes WLUM/Milwaukee, to our family of reporting stations. Jack Randall is WLUM's Program Director, James Milner is the Music Director, and the General Manager is Mike Elliott - yes the same Mike Elliott of Milwaukee air personality fame!!
Here's something interesting. Jewel, the funk group recently signed to Erect Records, in conjuction with WBMX in Chicago, has created a lyrics contest involving their latest 12 -inch instrumental release entitled "Jewel's Groove." On April 1st WBMX began playing the instrumental on the air. The WBMX listener who best matches his/her lyrics to the in strumental version of Jewel's recording will be awarded a cash prize of $\$ 1000$. The winning lyrics, along with the music, will be recorded and released on Jewel's upcoming album. See what can happen when radio gets together with records!
On the "Jazz" side of things, please note that our reporting station KFML/Denver has changed its call letters. The new call letters are KJJZ/Denver. The Program Director is still Ira Gordon
WPDQ/Jacksonville, FL PD Marc Little let us know that WPDQ would be celebrating its 9th annual "Come Together Day" on May 1. Last year's function drew approximately 12,000 Jacksonville residents. Richard "Dimples" Fields will be on hand to say hello to all the WPDQ listeners. All proceeds go to nonprofit organizations.
Heavy news out of Cleveland this week - WDMT Program Director Bobby Magic has been named National Program Director for the Beasley Broadcasting Group (see story Page 3). Beasley has radio properties in Mobile, Greensboro Evansville, Savannah, Augusta, and Fayetteville. Upon FCC approval Beasley will have stations in Charleston, WV and Lumberton, NC.

Longtime radio personality Chuck Leonard is hosting two nights a week (Friday \& Saturday) at New York City's Copacabana. Chuck, who helped give me my start in radio, is now the evening per

sonality at WRKS. Pictured from left to right: (upper row) Gayle Adams's Secre tary Sharon Wilks, Copacabana Entertainment Director Tony Gioe, Prelude artist Gayle Adams, and Chuck Leonard; (lower row) Ms. Adams's road manager Greg Martin and Mark Scott.

- WKYS/Washington, DC and Ringling Brothers and Barnum \& Bailey Circus brought the "Greatest Show On Earth" to life for over 100 blind and visually impaired citizens at the D.C. Starplex April 8th. WKYS air personalities Candy Shannon and Jeff Leonard narrated the extravaganza through specially-designed headsets as WKYS's guests followed the show with the aid of Braille programs
A "Touch Tour" of the circus was conducted to afford the participants the opportunity to "get the feel" of the various costumes and animals that make up the circus. "This is an outstanding example of WKYS's unprecedented community com mitment," says WKYS VP/GM Bartley Walsh. "We have every intention of continuing to design and develop programs such as this in the future."


Black Radio's Most Accurate Music Information Begins on Page 52


LATOYA'S KUTE PICTURE - KUTELLos Angeles MD Lucky Pierre poses for a photo with the lovely LaToya Jackson during a promotional visit to the radio station.


WBMX \& DELLS VISIT HARVEY - WBMX/Chicago had a night out in Harvev, IL, with in-person quests the Dells - who grew up in that Chicago suburb. Pictured (1-r) are Lee Michaels, WBMX Program Director and morning personality; group's Chuck Barksdale, Marvin Junior, Johnny Carter, and Michael McGill; "Carlos," WBMX midday personality; and group's Verne Allison.

BAR-KA YS DAY IN MEMPHIS - Mercury artists the Bar-Kays were presented with proclama tions and certificates of appreciation from civic leaders of Memphis (the group's hometown) at a press conference. The group then kicked off a nationwide tour at the Mid-South Coliseum that night. Pictured (1-r, rear) are group's Mark Bynum and Michael Beard, Polygram's Joe Lewis, group's Charles Allen, WDIA's Larry Steele and Bill Adkins, group's Larry Dodson, Star Enter tainment's Fred Jones, Polygram Sr. VP Bill Haywood, and group's James Alexander and Lloyd Smith; (1-r, front) Polygram VP Tommy Young, and group's Sherman Guy, Frank Thompson, an unidentified guest, and Winston Stewart



KJLH CATCHES FEVA - KJLH/Los Angeles air personality Rick Holmes takes time to talk to a listener during his airshift while visiting Venture recording artist Sandra Feva looks on.

FRANKIE FEATURES PHYLLIS - After completing an interview at New York's WBLS, Arista recording artist Phyllis Hyman posed for this picture with WBLS Program Director Frankie Crocker.


ANOTHER BRICK BY THE WALL - Bang recording artists Brick recently visited KDAY/Los Angeles. Pictured against a brick wall (1-r) are group's Ambric Bridgeforth Jr. and Regi HargisHickman, KDAY Asst PD Joan Scott, group's Ray Ransome, PD J.J. Johnson, E/P/A's Myra Weston, and Brick's Jimmy Brown and Eddie irons.


KNOKIFT. WORTM GIVES CAMEO A PLAQUE FOR SERVICE - After a concert in ft. Worth, KNOK air personalities went backstage for a picture session with Cameo. Pictured (1-r) are Torni Jenkins, Camao; KNOK Production Manager Shay Brooks; group's Nathan Leftenant Brandy Williams, KNOK disc jockey; Jeryl Bright, Cameo; Arnett Leftenant, Cameo; and Kay Lindsey, KNOK Public Relations Director.
 THE PICTURE PAGES

Capitol's Missing Persons played the Sante Monice Civic recently, and were greeted backstage by label exocutives. Pictured (I-r) are Capitol VP's Dan Davis, Helmut Fost, and Rupert Perry, group's Dala Bozzio, Capitol Vp Bruce Wendell, group's Warren Cucurullo and Terry Bozzio, producer/manager Ken Scott, Capitol's Bruce Ravid, group's Chuck Wild and Patrick O'Hearn, and manegement's Steve Brookes.

Bonoff Greets Seattle Radio


Columbia's Karla Bonoff personally delivered her new single "Personally" to Seattle radio stars Pictured (1-r) are KZOK PD Jim Robinson, Columbia's Lary Reymann, KZOK MD Craig Martin, KZAM MD Dave Scott KPLZ MD Greg Cook, KPLZ PD Jeff King, Columbla's George Chaltas, Bonoff, KZAM air personality Marion Seymour, KPLZ air personality R.P. McMurphy, KZAM PD Jerry Ostertag, KOMO PD Ken Kohl, KRKO PD Bruce Butterfiald, and KUBE GM Michael O'Shoa.

Portrait Walks Away With Renee


Portrait Records has signed Australian singer Renee Geyer, with her first album for the label just out Pictured (l-r top) are E/P/A VP Ron McCarrall, Gever, Portrait VP/GM Lennie Petze, and manager Ray Evans; (l-r below) attorney Paul Schindler, producer Rob Fraboni, and EIP/A's Cheryl Machat.

Wonder Renews Motown Association


Stevie Wonder, a Motown artist since 1962, hes re-signed with the label, delivering at the same time his new album "Stevie Wonder's Original Musiquarium I," a retrospective plus four new songs. Pictured upon delivery of the tapes are (l-r) Wonder, Motown Cheirman Berry Gordy, and Wonder associate Ewart Abner.

## MCA Puts Point Blank On A Roll



Lavishing a significant amount of "bread" on the promotion (as pictured), MCA staged "On A Roll" parties for Point Blank's new album in Los Angeles, Chicago, Philadelphia, Dallas, and Atlanta. Pictured enjoying their starring roll in L.A. are (1-r) MCA Distributing President A/ Bergamo, MCA Records Group President Gene Froelich, Point Blank's Rusty Burns, and MCA Records President Bob Siner.

Flicker Of Interest At RCA


RCA will distribute producer Mike Flicker's Flicker Records worldwide, with the debut album, Trooper's "Money Talks," just out Pictured at RCA's Hollywood headquarters at the signing are (1-r) RCA VP Berry Oskander, label's Barry Gross, VP Jole Mansfield, management's Trudy Green, Flicker, and RCA VP Jack Craigo.

## Columbia Records and Radio \& Records Congratulate



Winner of the Barbra Streisand "Memory" Contest

SIMON \＆GARFUNKEL
s－anal－ ＂Wake Up Little Susie＂

OUR TOP RECORD IN NEW \＆ACTIVE

## CHR NEW \＆ACTIVE

SIMON \＆GARFUNKEL＂Wake Up Little Susie＂（WB）110／19 Moves：Up 41，Debuts 15，Same 35，Down 0，Adds 19 including WIFI，WCAU－FM， WLOL－FM，KEARTH，92FLY，WTIC－FM，KBFM，WFMF，WOKI，WNAM，WNAP， KYNO－FM，KGGI，KQIZ－FM，KRNA．

## ALESSI

mannan ＂Put Away Your Love＂

| WXKS－FM | KNBQ |
| :--- | :--- |
| Y100 | KIKI |
| KEZR | WGUY |
| WKRZ－FM | WAEV |
| WTIX | WFOX |
| BJ105 | WXLK |
| WBBQ | WGLF |
| WGH | KVOL |
| KMGK | KDZA |



Produced by Christopher Cross and Michael Ostin Executive Producer：Quincy Jones

## ROD STEWART <br> แロロット！

 ＂How Long＂| WBEN－FM | KSET－FM | WANS－FM | 95SGF |
| :--- | :--- | :--- | :--- |
| CFTR | KHFI | WNOK－FM | WFOX |
| CKGM | KROK | Z104 | WCGQ |
| KEGL | KXX106 | KKXX | WXLK |
| KIQQ | G100 | KNBQ | KKQV |
| KZZP | WHHY－FM | KHYT | KSEL－FM |
| WFBR | WDOQ | WJBQ | KPUR |
| 3WT | KX104 | WACZ | WAZY－FM |
| WPST | WMAK－FM | WIGY | WCIL－FM |
| WLAN－FM | WOKI | WTSN | KFMZ |
| WAEB | WQUT | WFEA | KCBN |
| WYCR | WAYS | WOMP－FM | KATI |
| WKEE | WRQK | WCIR | KYYA |
| WSEZ | WCSC | 95XIL | KOZE |
|  | WSSS | Q104 |  |

## T．G．SHEPPARD

 ＂Finally＂| WPGC | WTIX | WAYS | Z102 |
| :--- | :--- | :--- | :--- |
| Z93 | WFMF | WDCG | 95SGF |
| 94Q | KXX106 | WRQK | WFOX |
| WCKX | G100 | WNOK－FM | WCGQ |
| KBEQ | WZYP | WGH | WISE |
| KFI | WHHY－FM | WZZR | WFLB |
| KIQQ | BJ105 | WVIC | KILE |
| KEZR | WDOQ | KIOA | KQIZ－FM |
| WFBR | CK101 | KOFM | Q101 |
| WYCR | WBBQ | WGBF | KVOL |
| WKEE | FM100 | WKDQ | KKLS |
| WSEZ | KX104 | KCPX | KENI |
| KITY | WMAK－FMM | WGUY | KSLY |
| KZFM | WOKI | Q104 | KCBN |
| KINT | WQUT | WAEV | KATI |



Produced by Buddy Kilen

# Opportunities 

## Openings

## EAST

WRFY-FM/Reading, PA has immediate openings Looking for adult communicators. TGR to Mike Shannon, 2325 Perkiomen Ave., Reading, PA 19606 EOE M/F (4-23)
Fulltime opening for CHR personality. Experienc hecessary. TGR to Jim Simonetti, WSPF

Full-time AOR announcers for all shifts. TER to Lich 243 S. Whiteny St., Hartford, CT 06105. EOE M/F (4/23) 094, only CHR FM serving Johnstown/Altoona noeds creative morning talent immediatelyl TER 16630. EOE M/F (4/23)

Program Director, broadcast leader re quires individual that possesses proven track record along with top-noteh managerial skills. 3-5 years commercia radio experience in programming a must Send resume to Personnel Department WJLK, Press Plaza, Asbury Park, N 07712. (4-30)

Und Consultents large market A/C looking for Sports/Talk talent. Great opportunity. TGR: Brian Scort 4000 N.E. 169 th St., \#107, N. Miami Beach, FL 33162 EOE M/F (4/23)

WYCR/New York, PA seaks experienced drive time lock. Good production for ChR 50,000 watt FM. TER
John Lawrence, Box 234, Hanover, PA 17331. EOE M/F (4/23)
mmediate opening part-time announcer. Must be oright, professional'good team worker. Send TGR: Carol
Parker, 98 WMZOFM, 5513 Connecticut Ave., NW Washington, DC 20015. EOE M/F (4/23)
92 Ster is seerching for A/C pert-timer. TER to Ralph Rhoades, 6623 Reisterstown Rd., Battimore, MD 21215

Major producer of nationally syn dicated programs is creating a new posi tion for a creative, young assistant with radio production experience. Send production sampler (under 5 min .) and resume to Denny Somach Productions, Box 333 Narberth, PA 19072. (5/7)

## Openings

Got your act together and want to work with real Got your act together and want to work with re 850 Midtown Tower, Rochester, NY 14604. EOE M/F (4/23)
Small market Country music station needs jock to also handle production.
DE. (302) 422-7575. (4/23)

## SOUTH

Florida East Coast has immediate opening for entry level announcer. Nights. Need a start? TGR: Jim Lord
Chaplin, WIRA, Box 3032 , Ft. Pierce, FI 33454. EOE M/F Chaplin, WIRA, Box 3032, Ft. Pierce, FI 33454. EOE M/F
$(4-23)$ (423)

Experienced ND qualified administrator with research investigative street reporting. For locally
community-involved stations. T\&R: Station MGR., WSACMWKK, Ft. Know, KY 40121 EOE M/F (4-23)
Texas major market needs newscaster. Personality reporting. TGR: Anne Schiller, KTSA/KTFM, BOx 18128 , Sen Antonio. TX 78218 or call (512) 655-5500. EOE M/F (4.23)

Looking for moming jock with comedy personality Big bucks for right person. TGR to Berry Richards, WAL
FM, 1639 Gentilly Blvd., New Orleans, LA 70119. EOE M/F (4-23)
Accepting TER's for 7 -mid \& mid-6. Good prod. TER to John Canterbury, WO M/F-107-1

Need experienced PD for A/C with eir production, \& administrative capabilities. TGR: Station Manager,
WSAC, Box 70, Ft. Knox, KY 40121. EOE M/F (423)

Urian Contemporary station seeks announcer for possible future opening. Absolutely no cells. Rush
cassette aircheck: Skio Taylor, WTKL, 7249 Florida Blvd. Baton Rouge, LA 70806 . EOE M/F (4-23)
PM Drive opening Mid-May for Contemporary Coun try. Must keep ahead of Dallis ADI. TER: Tim Hart, PD KEMM-FM, Box 1292, Greenville, TX 75401. (4-23) sonality needed for June opening at top reted AOR KISS/San Antonio At least five years rock redio experience profer five years rock radio experience prefer red. Four-track experience a plus. Sen T\&R to Tim Spencer, KISS, 1100 N. Main San Antonio, TX 78212. (5-12)

## Openings

PD for WNOE-FM Country. 1 Adults, 2 yrs. minimum
TM package, live assists. TGR to $\mathrm{GM}, 529$ Bienville St. New Orleans, LA 70130. EOE M/F (4-23)
Looking for air staff that understands and appreciates AC programming. TGR: Don Rushin, Box 2018, Texarkana, AR 75504. No calls. EOE M/F (4-23)
WKKY has moming and aftemoon drive air talent opening. Strong production a must. TER
Box 1789, Pasagoula, MS 39567. (4-23)

ND/morning anchor person with experience in high personality moming show. Oriented towards street
news. WHHY, Box 2744 , Montgomery AL 36105. EOE news. WHH
M/F (4-23)
Sales Manager, dynamic, organized disciplined profes sional to motivate agency and retail staff. Resume to: WSACMWKK, Station Manager, Box 70, FT. Know, KY 40121. 1423
cross between Nancy Wilson/Karen Vaientine Ong for one. No calls. TGR: Catt Stone, Box 1829, Hemmond, LA
70404 . (4-23) 70404. 14-23

New major market AOR looking for air staff. Send TER to Bob Heymann, 175 E. Delaware Place, Suite 5212, Chicego, IL 60611. EOE M/F (423)

Texas station seeks on air/production for modem Country FM. Upper team salary for right person, Bobby
Kay, Box 898, Corpus Christi, TX 78403. EOE M/F (423) 78403. EOE M/F (423)
wSSX, \#1 CHR needs aggressive news person. Can you gather and write lifestyle news? T\&R: News, Box M/F (4-16)

Sales Manager needed for top-rated 100,000 CHR FM. Excellent salary, commission, benefits. O'Neal O101, PO Box 5314, Meridian MS 39302. (4-16)

## MIDWEST

 ning personality. Good working conditions and Denefits. Send tapes and resumes to Radio \& . Records, 1930 Century Park West, \#328, Los Angeles, CA 90067. EOE M/F


## Openings

pescriptions Director/Program Director WCFL. Send and salary history to لomplishments (no tapesno calls) 60610 . EOE M/F (4-23)


I'm looking for a career-minded, businessoriented announcer and newsperson who can fit in with Americo's first staff of Satellite announcers. Our people are self-starters who need to be told only once how the job is done. They respond to good pay, benefits, and security with consistent quality performance. If you think you're capable of performing coast to coast with our Chicago-based team of top-flight announcers and affiliates, contact me ot America's first 24 -hour satellite radio programmers: Robert Hall, Operations Manager, Satellite Music Network, Adult Contemporary Station, P.O. Box 977, Mokena, IL 60442 or call (312) 479-1777.

## Future job openings at Cleveland's fastest growing redio station. TER: Jim Devis, 3920 Euclid Ave

 Clevelond OH 44115. EOE M/F (4-23)TOP 50 MIDWEST MARKET CHR station looking for an experienced morning entertainer. If you are creative, self-motivated, and ready to work with professionals apply now to Radio \& Records, 1930 Century Park West, \#326, Los Angeles, CA 90067. EOE M/F

Cincinnati's new AOR now accepting tapes for possible future openings. No beginners. TGR:Michae
McConnell, PD, WSKS, 96 Stereo Lane, Hamilton, OH 45013. No calls. EOE M/F (4-23)

## Marketplace



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):

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| 26 Insertions | $\$ 27.50$ |
| Volume | $\$ 22.50$ |

Additional \$10.00 per week charge for Blind Box ads Will include logo or other line art on ads of two inches or more It camera-ready art provided Deadline tor Marketplace ads is Friday noon iwo weeks in advance of publication date. Marketplace ads are non-commissionable
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RADIO \& RECOROS 1930 Century Park West Los Angeles, Calif. 90067 (213) 553-4330


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WE DO THE RESEARCH! YOU SOUD INFORMED' Send for FREE sample INSIDE COUNTR Y
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## RADIO I.D. JINGLES

## and production music custom-produced to fit your station's

 sound and image. Creativity "PLUSCall or write for demo tape
SIDEWAYS THUNDERSTORM PRODUCTIONS
P. O. Box 111. Encinitas, CA 92024 - (714) 942-5985

# Opportunities 

## Openings

WBOW/Terre Haute, IN looking for experienced AM nows anchor. TER: Bary Kent, 1301 Ohio St., Terre
Heute, IN 47807 . EOE M/F (4-23) He, N 47807. EOE MIF (4-23)
Personable one to one communicator wanted.
100,000 watt KS CHR. Individual for assistant PD/MD. TER: Mark Spencer, K101, 171 S. Main. Hoisington, KS 96544. EOE M/F (423)

Suburban Kansas City A/C. Announcerinews, ant nouncer/copy. TER to Dan Carney, KIEE, 207 East Pearl,
Harrisonville, MO 64701. EOE M/F (4/16)
wiks/Indianapolis is tooking for a night rocker. Mus be natural, human sounding and up. TER to C.C. Mat

## MORNLNG ANCHOR-REPORTER

Group owner needs seasoned, professional morning
anchor-reporter person at stations in $300,000+$ Mar-anchor-reporter person at stations in $300,000+$ Mar-
ket. Highly competitive and demandingenvironment Must have minimum 2 years on-air experience, excellent natural delivery, be able to take direction, and work well with others. Resume. references to Dick
Formey, WQHK, Box 6000 , Fort Wayne, IN 46896 . Forney, WQHK, Box 6000 , Fort Wayne
Equal Opportuniry Employer

High energy AOR winner wanted for 99 WNOR/Norfolk, VA. Great beaches, great sun, great station. Send tape and resume to Jim Harper, Group PD, Josephson Radio Stations, 15001 Michigan Ave., Dearborn, MI 48126, (5-7) •

## Openings

WKOX INBC/Chicago), en aggressive AVC FM determined to have Chicago's No. 1 morning personality. Rush tepe to Rendy Lane, WKOX, Merchandise Mart, Chicago,
IL 60654. EOE M/F (4-16) IL 60654. EOE MIF (4-16)

## Group Broadcaster

 with eleven properties in Midwest has opening for two PD's for AM A/C's. Send station com: posite five minutes or less and resume to Radio \& Records, 1930 Century Park West, *324, Los Angeles, CA 90067Afternoon drive reporter/anchor, minimum two year on-air commercial experience. Only self-starters need apply. Excellent working conditions, good salary. Send tape, resume, writing samples with letter including three professional references to Dick Forney, ND. WOHKWMEE, Box 6000, Fort Wayne, in 46896. No calls please. (423)

WFBO seeks AOR/CHR telent for immediate opening. TGR to: Joe Krause, WFBO, 6161 Fallcreek
dianapolis, in 46220 . No calls. EOE M/F (4/16)

Oldies station. Medium market debuting in June
needs air staff. TGR: Ron Whine, consultant, Box 4189 , noeds air staff. TGR: Ron White, cons
ittele Rock. AR 72214. EOE M/F (4/16)

## Openings

WEST
Nepes and resumes requested for future openings, News/sports. Call Bob Brill. News Director,
KYNO/Fresno. (209) 251-0505 9AM-11AM onty. EOE M/F (4-23)
Afternoon drive KIIXFI Collins, CO. TGR to: Scot Aber, 1608 Riverside Drive, Ft. Collins, Co 80524 . No calls please. EOE M/F (423)
Wanted: dynamite production talent for top Chico Adult Rocker. Females encouraged. TER: Brent Farris,
KNVR, Box 1167 . Paradise, CA 95969 or 895-1 197, EOE (4-23) 895-1197. EOE (4-23)
Tapes \& resumes requested for future openings. Air personality for adult format. TER to: Alan Richmond,
KYNO-AM, Box 6029, Fresno, CA 93703 or call (209) 255-8383. EOE M/F (4-23)

Major station needs newscaster/field reporter for Orange County area. Must have eye for interesting and creative stories. Send T\&R to Radio \& Records, 1930 Century Park West, \# 329, Los Angeles, CA 90067.

Aggrassive station seeking experienced announcer with production skills. Gocod bucks for right person
TER to: Fantasy, 337 W . 12 th Ave., Anchorage, AK TER TO: FEE (4-23)
99501 . EOE
KZLS-FM/Billings, MT is now accopting tapas and resumes for full-time positions. CHR. Jim Schaeffer,
300 N. 25 th St., Bilings, MT 59101. EOE (4-23)

## Openings

Orange County/L.A. County leader seeks PD. Good pey/bonus. TER to Art Astor, Kik-FM, 2 City Blvd East, Orange, CA 92688. No calls. EOE M/F (4-16)


Salt Lake City's nowest FM, COLOR 96 noeds killer moming man vesterday. TGR: KLRZ, 307 South, 1600
West, Provo, UT 84601. (4/16)

## Marketplace

## T RADIO PERSONNEL NEEDED

your position "in the future "" or if yout thinking of improving your position "in the future," or if you are "in between" and sonnel placement For confipential details write sonnel placement. For confidental details write
ATIONAL BROADCAST TALENT COORDINATORS Dept. R, P.O. Box 20551, Birmingham, AL 35216 (205)822-9144


## RADIO JOBS!

By missing us you probably missed over 3,000 additional job openings last year, up to 200 weekly. Disc Jockeys, News, is $\$ 6.00$ for one week.
Speciall Receive 6 consec
Money-back
guarantee
American Radio Job Market
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Las Vegas, NV B9103

COMEDYSERVICE
100\% Renewal Rate After 6 months DJ Montrins veral topical usable lines soch month. - DJ "Throwowoys" record intros and outros sent twice monthly Send for sample today, or call (713)984-2144 vieo
$\qquad$ A prorissiowal comeoysfrvice
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IS YOUR FORMAT OUT OF CONTROL? OBEDIENT SOFTWARE is pleased to announce the availability of the
FORMAX MUSIC SYSTEM (MM). The small computer music sequencing progrom controts amy combination of collegoriers, clocks, dayports, tempo mix and arfist profection in any fombot Guarontress doypporting
locks down fight rototions, doessit overplay foventes or skip past locks down tight rototions, doesn't overplay fovorites or skip past
songsi Prints weeky ployinst and hour by hour, song by song pertecty programmed music hours tor your on stoft. Ains on vour componter or OuIst fried -proven in over 135,000 brootscost hours. Call collect \&


hey, you jocks who do prepared bits!
 Castung Stations will give You an ego massabe, great extra exposure, and some
bread for ustrg em! Liners, two headed moming stufl, shorl funny votcers, and any thing proiessionally off the wall. Send samples \& we'll discuss $\$ 5$. Greal American Braadcastrig. 256 W . Roberison. Sulite 1000 . Beverly Hills. CA 9021

## 0'liners

B.

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


Poor (announcer's name)'S
Almanac
Your own staff of writers and researchers do it all for you. Concise stories, timely quotes, celebrity
profiles. meaningful facts, sports anecdotes, fresh. profiles, meaningful facts, sports anecdotes, fresh
relevant material. For a Free Sample - P.A.N.A P.O. Box 85152, San Diego, CA 92138 .


The fastest-growing Comedy Service in the industry 'LOLA'S LUNCH" Call (313)434-6142 Call (313)434-6142
Ypsilanti. MI 48197

Toby Arnold \& Associates 4255 LBJ. Dallas. TX 75234 TOLL FREE 1.800.527.5335 FREE DEMO


Fantastic reference books-based upon BILLBOARD Charts-Top Rock \& Roll and Rhythm \& Blues Music of the last 32 years!
IN THIS ImYMuABLE B05-Page harobound heferemce boon you will Fino: The TOP POPULAR SINGLES AND ALBUMS and the TOP RHYTHM \& BLUES SINGLES AND ALBUMS of every month of avery year rom 1950-1981. PLUS the TOP POP 8 R\&B SINGLES R\&B albums which are for 1956-1981) PLUS more than 1400 trivia questions and answers including such categories as Real Names of Singers, Group Trivia, etc., etc.!! PLUS 6 INDEXES! (You will 10 singles and top 5 albums!" (Artist record litle, record label \& serial $\#$, the year(s) each record made the Top 10 and if it made \#1 are all included!!)
52 MONTHLY AND ANNUAL CHARTS PER YEAR!!!!!

BLUEBERRY HILL PUBLISHING CO.
Box 24170. St. Louis, MO. 63130
set(s) of TOP 10 's 8 TRIVIA
$1950-1981$ at $\$ 37.50$
copy(ies) of TOP 10 's \& TRIVIA
$1950-1980$

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 Name



# Opportunities 

## Openings

New FM noeds bright morning, afternoon, evening telent. Brevity and relateability is the key. TGR: Jeff
Young, Box 2700, Bekersfield, CA 93309 . No calls. (4/16) Santa Rose rocker accepting T\&R's for possible future production openings. Send production and copy
samples: Scort Landers, K $93-\mathrm{FM}$, Box 309 , Healdsburg, samples: Scott Landers, K93-FM, Box 309, Healdsburg. CA 95448. EOE M/F (4-16)

CFOX has immediete opening for morning personali y. Must be Cenadian citizen or landed immigrant. TGR $\underset{(4 / 16)}{\text { Don Shafer, } 1006 \text { Richard St., Vancouver, BC V6B1S8. }}$

## 

100,000 watt MT state $F M$ is changing format to a tight personality, family fun $A / C$. Definite future openings in all time slots. We're ready for the change. It you are come on down!! Send T\&R to Radio \& Records, 1930 Century Park West, \#327, Los Angeles, CA 90067

## 

KFAT covers much of Califomia with unusual format - ranging from George Jones to Dave Edmunds and Fats Domino to Eagles. We need warm, playful, ex perienced jock. Customized tape preferred to standard AOR or Country aircheck. TGR to Box 9686 San Jose CA 95157 For fur ther info, call Larry, (408) 847-0330, EOE M/F info, c
M/4-30)

## Positions Sought

## CHRIS JARRETT, currently at WAYSJCharlotte seeks position in medium or major market. Smooth

 position in medium or major market. Smooth, $525-8427$ or (704) 392-6191. (4-23)Major market consultent seeks to relocate. Hand picked air staff from troubled medium marker CHR to another (423)

CHARLIE GREER, formerly WABC, proven numbers of present station, fifty clear AM drive. Seeking new challenge with
$671-3470 .(4-23)$

PA or NJ smal//medium market A/C. AOR or CH position wanted. Experienced, good production also
sports PBP. MIKE RUDOLF (717) 965-2432. (423)

Experienced female communicator with excellent knowledge of music. Looking for MD/on
8 yr. pro. Excellent production, B.A., management expenience. On-air or off, responsible, knowledgeable,
dedicated personality. BRYAN ST. PETERS, (702) dedicated personality. BRYAN ST. NETERS, (23)
$870-2420,6412$ Ironbark, Las Vegas, NV B9107. (423)

Giris who don't repulse men's advances, advance men's pulses. Creative, entertaining CHR announcer with engineering exper
894 3987. (4-23)

4th yr. - Youngstowniwarren. Friendly, werm, smoorh. ACC \& Modern Country. Creative production. FRED ANDERSON (216) $538-3600$, late aftemoons, 3225 S .

Talented young announcer with a very mature sound eagerty seeking second job. Can adapt quickly to any for-
mat. Call MIKE (212) 756 -2194. (4-23) Promotion minded announcer whith 3 yrs. experience. AOR, AC, Country formats. Available April
RAY (305) 275-2133 or (305) 277-4103. (423)

Assistant PD at regional station wants to fyy alo
Newsman from the Greet White North looking for a Nowsman South. 5 yrs. redio \& TV expenience, anchoring \& I've got 10 yrs. of axperience to put to work at your
CHR station. Formerly with WLCY/Tampa, KX104/Nashville E B9 (412) 628-8122. (4-23)

Newsman from the Great White North looking for a move South. 5 yrs. redio \& TV experience, anchoring \& eporting. Contect RANO PIKE (519) 302-7615. (423) Psychic will donate open line service freel Presently OY WINKLER (213) 851-7625 \& beave message. (4-23)
Experienced Sp ports Director seeks college football $\theta$ basketball PBP position in medium to $n$
tact PAT FOSS (612) 251-1450. (4-23)

Experienced AORNCHR jock. Former Music Direc rori/Production Director reacty to work hard, available
now. Prefer West. Call BOBBY (806) $792-4830$ or (806) now. Prefer Wes
$745-3129.14-23)$

Rookis of the Year. Formenty WFTUFT. Lauderdale.
Seeking small/medium, CHR or Talk. Well reed, energized, 28, cothege gr
$940-3101 .(423)$

Dedicativd, ambrious, 8 yrs. pro with small/medium Deolcated, amp experience. Solid references. All offers
merker PD/MD
considered. Aveilebte now. Call STEVE (304) 7235596. consid

## Positions Sought

This ad has been pre-recorded. MICHAEL TURNER, to be announced. 5 rrs. experience, will relocate, will work
all formats. (213) $752-2336$. (4-23) PBP Sports Director with
PBP Sports Director with 5 yrs. expenence
college PBP job. RON (313) $681-3510 .(423)$
coliege PBP job. RON (313) $681-3510$. (4-23)
DAVID GREENE, WOBC PD about to graduate, seeks also news \& production. (216) 775-8107, aftemoons. (423)

In need of fulfilling minority committment? Hispanic with 10 yrs. expenence, presently on-air in large market. Call (512) 340-5764. (423)
Silky voiced news person is seeking a station. ExPrefer West of the Mississippi. JULIE EVANS (303) 667-1407. (4-23)

Announcer/sportscaster. $51 / 2$ yrs. experience in CHR.
Southem Rockies, West coast preferred. (303) 651-3549. Sounthe
(423)

WAYNE MAIN newsman with winning edge. Aggressive, solid writer with strong deliverty. Small or medium market. B.S./Journalism. (304) 296-3039. (4-23) Major market air personality from M
ing. Call MARK $(314)$ 361-0956. (4-23)

Talented, tight \&f personable former PD/MD. $31 / 2 \mathrm{yrs}$. Talented, tight \& personable former filtime. Call RICH
in Chicago area seeks CHR or AC full in Chicago area seeks CHR or AC fulltime. C
PADGEN for TGR today. (312) 237-5278. (4-23)

British accent, AOR experience, seeking
in U.S. Call (813) 251-2929, anytime. (423)
in U.S. Call (813) 251-2929, anytime. (4-23)
Versatile. On air, production, copyuriting \& MD ex-
perience. Former MD at WGVL-FM perlence. Former MD at WGVL-FM looking for
AOR/CHR position. GARY SHERMAN (904) 371-2947. (4.23)

Mate announcer, new, aggressive, some experience in writing \& production seeks start in San Diego or Orange
Counties. PHIL (714) 483-4264, (4-23) Good (4-23)
Good low voice jock with 10 yrs. experience in CHR \& seeks gig within 2 hour distance of New -
MORNING SHOW
I Professional communicator for over 12 years.
\% Consistently creative, informative and humorous.
A class act. Currently at an A/C in large Western
F market. Looking for a personality morning situa-
tion. Dont hesitate to call (213) $306-8430$ or
(916)447-0690.

DAVE SHAKES looking for medium merket news/airshith position in N.CA. Experience includes KHSN, KPNW.
KEED, KASH, KFRC-intern. Call (503) 888-6988, AM. (423)

PHIL BECKMAN, 11 yrs. AOR/AC/CHR - WNOR, WAPE, WROX, KTLK. Wife JOANNE, 5 yrs. WNOR,
WAPE, WWDE-AC/BM/News. (804) B77-9944. (423)
Announcer, Superstars trained Programming Assistant eager to move up. Background, KIIS-108/Boston, Abrams PD assistant. Ready now Call GARRY KOOP (201) 391-9445. (4-23)

Are you still searching for good Urben Contemporary air talent? Why haven't you called me yet? AUSTELL is
waiting for your cell, any day before noon CST, (312) weiting for your
5478044 . (423)

The Smatler Market Association of Radio Talent warn topical moking to place expenienced, humorous, Good production (805) 399-6620 or Box 10404, Bakersfield, CA 93389-0404. (4-23)

Hardworking creative pérsonality. Seeking MD and/or air position. B.A. Cornmunication. Urben Conternporary,
A/C and REB fornats. Call LANCE (212) $993-0276$ or (213) 704 8948. (4-23)

Mature announcer. First phone, 8 yrs. experience. Ex cellent references. Call (218) 229-2102. Ask for TOM. (4/16)
Hard working, determined individual with over 3 yrs. broadcasting experience $\&$ professional training, look-
ing for right opportunity to grow with. Contact GLEN ADAMS (201) 337 -7364. (4/16)

Looking for gig in CA with Country, ANC, CHR ex This PD works harder then your present one. Cincinnati's JAN McKAY, M. A, research, PD, MD, on air. CHR,
A/C, AOR. (513) $8940339 .(4116)$

Medium market A/C personality looking to expand into programming. OM, MD, AM/PM drive, autornation ex-
perience. Prefer CO \& West. BILL (913) 232-0505. (4/16)

One to one communicator looking for on-air position in East. Expenienced in music, production, sports, news,
remotes. B.A. Speech Communication. DAVE LACLAIRE (803) 524-8375. (4/16)

16 yr . redio vet searching for PD or GM position. Experienced PD, Sales Manager, agency. Excellent staff
productivity. Small/medium marker. DAVE (715) productivity. Small/medium market. DAVE (715)
6348557 ( $4 / 16$ )
DJ of the year winner looking for solid southern station with knowledgeable, professional PD. Major/mediurn markets. Voices, perso
(803) 238-4275. (4/16)

Creative personality, hovai emptoyee, good humor,

## Positions Sought

Experienced female Nows Director is looking for quality orgenization that needs a professional and
ing to pay for it. (213) $991-5944$, after 4 pm. (4/16)
\$ \$ \$ \$ SALARY BACK \$ \$ \$ \$
\$ If not completely satisfied with the rotings ond revenue $\$$ this mass appeal morning concept generates. Curcolized humor, credibity, and no ego problems. This $\$$ product, major morket tested, is ovailable if you meet $\$$ a criteria for winning (609) 397-8318...(offer good
$\mathbf{\$}$ in the U.S ond Canodo).
\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
5 yrs. experience. Looking to move to mediurn/major market. Mester on-Bir and production. Previous
MD/Assistant PD. Proven record. No 1 quality. B1LL (814) 849 4668. (4-16)
5 yrs. broadcasting experience in CHR major market Will consider medium market. PD or GM. Call (214)
$750-9087 .(4 / 16)$ 750-9087. (4/16)

Chicago DJ, experienced in all formats will gladly trade excellent salary to relocate in FL. Good references. Call (217) 4296181 . (4/16)

Available now. Experienced AORUCHR jock. Former Call BOBBY, anytirre (806) 7924830 or (806) 745.3129 (4-16)

9 Yr. pro. Assistant PDIMD, production award winne hard worker, ready now. Upper Midwest, Southwest hard worker, ready now. Upper
DUANNE (701) 838-5162. (4/16)

STEVE SUMMERS. Major market CHR experience Most recently MD \& afternoons at WDRO/Detroit.
Available due to format shit. Ler's talkl (313) 4747097 . Availab
(4-16)

Established Operations Manager for profitable small market company is look ing for move up. I have a proven track record in programming/sales, positive personality, and enthusiasm to generate a high self image. Seeking company that's on the move, promotes from within and challenges their employees. Call (804) 384-5483. (4-23)

San Diego jock. Great MD/PD potential. Seeks same or other medium/major CA market. Strong AOR, AC, Jaz
experience. MARK (714) 272-1954, (714) 2836131. (4/16)

Former radio station owner, PD, DJ, Sales Manager tooking for PD/DJ/Management job. "A new chalienge."
10 yrs. experience in radio. RICHARD KAUFMAN (201) 10 yrs. expenien
$992-4881$. (4116)

Reporter 9 yrs. experience plus announcing $\&$ produc tion skills looking for a change. Prefer Midwest. (319) 386-89⒎ (4-16)
The Smaller Market Association of Radio Talent is Ooking to place.... one of the best moming teams in the market. Warm, humorous, topical, experieced. (805) merker. Warm,
$399-6620$. (4/16)
Bright, young, experienced jock seeking airshift. West or South. First phone. News, MOR, Co
WALLY (515) 834.2483, efter 5:30. (4/16)
Funny, controversial telephone talk show host. Top 50 market, looking to move up. Aggressive self
promoter, currently employed. Call (212) $308-0348$, even ing, weekends only. (4/16)

6 yrs. experience all formats with 3 yrs. expenience as MD. Looking for mediurn 10 , GARY (714) 699-1615. (4/16

10 yrs. at my craft, including Philadelphia \& now looking for a station that wants a
BOB (215) 855-8990. (4/16)

Experienced small market Country radio. Looking for small/medium market Coumtry station, Midwest. Let's
keep it Country together. TIM SMITH (608) $269-3307$. koep it Country togener.
Box 436, Sparte, Wi. (4/16)

Moming talk show host. 7 yrs. experience, momings, Country-ANC. Prefer talk, will consider all offers,
Mediurn/major market. Call JOHNNY (419) 3891550 (4/16)
Former 96X/Miami personality looking for something in BARRY MCCOY, 5 yrs. expenience. WOHOTToledo, WDUZ/Green Bay, looking for one of 3 possibilities: a
talent, sports or first PD-ship. (414) 497-2076. (4-16)

Matchmaking telephone talk show host since 1974 Currently employed Top 50 market, looking to move up Aggressive self-promoter, plenty of press. (518 272-6655. (4/16)

Im looking for a greet station to be happy at. Current-
ly MD \& PM drive, and unhappy. Call MIKE (515 423-7250 or (515) 423-2335. (4/16)
Very strong production mixing, jingles, institutione commerciel mastering. 8/2 Yrs. on eir work in
CHR, A/C, AOR, Country. (501) 863-7622. (4/16)

## Positions Sought

Now at WBIA/Augusta, I'm seasoned, intelligent and mature "personality oriented" PD/MD/P-B-P seeking position for decent $\$$ 's in medium to small market MOR/C\&W/A/C. References, T\&R on re quest. CHUCK (404)793-3559. (4-23)

## Changes

## RADIO

Mel Edwards promoted Program Manager of WLAN /-AM/Lancaster, PA. He will miaintain his respon-
sibilities as Program Manager of WLAN-FM.

Walter Schmid promioted head of Research E Deb Turner promoted to Promotions Director for

Bill Dodd appointed PD at "SOLID GOLD FM 100"/Portand, OR

Mary Bennett named Retail Sates Manager of
Mervin R. Williarns named Account Executive at WOMC/Detroit, MI.
Jeff Reinus appointed Account Executive at KNXFM/Los Angeles, CA.
Charles Kriel joins WFIW-AM \& FM/Fairfield, iL as Account Executive.

## James Scales

RECOR日日

## Carolyn Roth app

Ellen Stolzman appointed Director, U.S Frank McEnery named Associate Manager Fred Sands appointed Product Manager, PolyGram Fred Sands

Margie Golde named Product Coordinator PolyGram Special Project

## Miscellaneous

Q-94/WBXQ-FM, Altoona/Johnstown, PA needs CHR LP and 45 servic
94 , Cresson. PA 16630.
WFBS, No. 1 Soul station needs record service from all labels. Send to P.J. Parrish, 629 Monagan St., Fayet-
teville. NC 28301, (919) 497-3177. (4-16) ovit,
AC in Kanses City, MSA needs single service from ali
labels. Contact Mary Ann Wyart, KIEE, 207 E . Pearl, Harlabels. Contact Mary Ann WYart, KIEE, 207 E. Pearl, Harrisonville, MO 64701 (816) 322-0595. (4/16)
WBZAGGlens Falls desperately needs Oldie sen Through '78, Box 928 Glen Fells, NY 12801. (4/16)

Looking for radic drop in's/SFX. Etc. Willing to trade or buy. Call or writu Craig (702; 730-938
No. 370 Las Vegas. NV 89103, (4-16)

## R\&R Opportunities

 AdvertisingRadio 8 Records provides free listings (maxi. mum 24 words or 3 lines) in Openings. Positions Sought, and Changes. You may place your 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
$\begin{array}{rrr}1 \text { Week } & 2 \text { Weeks } & 3 \text { Weeks } \\ \$ 1200 & \$ 2000 & \$ 2500\end{array}$

## Payable In Advance

Orders must be typewritten or printed and must be accompanied by check
Blind Box ads or Classified Display ads are $\$ 20$ per inch (recommended 50 words) per 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

# THE PICTURE PACES <br> E/A Exarcised Over Simmons <br> <br> A\&M Signs Osborne 

 <br> <br> A\&M Signs Osborne}


TV weight loss prophet Richard Simmons previewed his first Elektra/Asylum album at the recent NARM convention in Los Angeles. The LP is scheduled for late April. Pictured (I-r) are E/A Exec. VP Vic Faraci; Stark Records VP maduke; and Stark President S. Paul Devid.

MCA Cruisin' With Baron


Recently-signed MCA artist Baron Stewart indulged in a bit of Sunset Strip cruising with lable executives prior to a Roxy engagement Pictured in the artist's 50 's vintage Cadillac convertible are (l-r front seat) MCA VP Joan Bullard, label's Don Wasley, and VP George Osake; (I-r back seat) MCA VP Pat Pipolo, Stewart VP Vince Cosgrave, and label's Leon Tsilis.

King Re-Signs With RCA


RCA put on a party in its New York headquarters to mark the re-signing of Evelyn King. Pictured with a celebratory bouquet are (I-r) manager Bob Schwaid, RCA VP Jack Craigo, King, and RCA VP Ray Harris.

Zoo York Distributes Go On


Zoo York Records, a CBS-distributed lebel, has in turn signed an agreement to distribute Go On Records, currentty represented by the Chinese doowop single "Wor Shu Opp" by No Laughing. Pictured with fortune cookies at the signing are (1-r) CBS's Jon Birge, Hammond Music Enterprises President John Moore, CBS VP Chip Denegris, No Laughing Music President Shubert Shubert, GO On-s Tine Ball, and Hammond Exec. VP Chuck Gregory.


Jeffrey Osborne, former LTD lead singer, has signed a solo contract with A\&M. Pictured after the signing are (1-r) A\&M VP Jheryl Busby, A\&M Chairman Jerry Moss, Osborne, and A\&M President Gil Friesen.

James Taylor Plays NARM


Columbia's James Taylor was one of the highlighted performers at the NARM conventions, and CBS threw a reception for him afterward. Pictured (I-r) are CBS Records Group President Walter Yetnikoff, producer Peter Asher, and Taylor.

## Beverly Glen Sows Up Taylor



Veteran vocalist Johnnie Taylor has signed with Beverly Glen Music. Taylor has recorded steadily as a solo artist since the early 60's, most recently with Columbia. Pictured (I-r) are Beverly Glen President Otis Smith and Taylor.

Anthony Comes To Chalet


Chalet Records has signed its second artist, Alen Anthony. A single will appear late in April. Pictured (l-r) in the studio are Anthony, Chalet Chairman Jean-Claude Friederich, producer Victor Anthony, and Chalet President Tom Hayden.

## Thanks To The Early Believers And Columbia Promotion Team.



The Single:

| WBEN-FM | KIQQ | 0106 | Y103 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | KJ100 | KIDD | WZYQ | KKLS |
| WIFI | KEZR | WYCR | WDOQ |  | WZZR | KGGI | Q104 | WRKR |
| 96KX | B100 | WKRZ-FM | CK101 |  | WVIC | KJRB | WAEV | WSPT |
| WXKS-FM | KYYX | K104 | WBBQ |  | WJXQ | KNBQ | Z102 | WTRU |
| JB105 | KUBE | WKEE | FM100 | 4 L | WKFR | KBBK | 95SGF | WAZY-FM |
| 0107 | KIMN | V100 | K×104 |  | KSTT | KCPX | WFOX | WCIL-FM |
| CFTR | Q103 | KZFM | WMAK-FM | TOTO | KIOA | FM103 | WCGQ | KRNA |
| CHUM | KOPA | KSET-FM | WSKZ | Rosanna (Cohmbia) 68\% of our reporters on it. Moves Up 36, Debuts 42, Same 27. | KMGK | KSKD | WISE | 99K G |
| CKGM | KZZP | K HFI | WOKI | Down 0. Adds 40 including Q107 CFTR, CKGM, B100, KUBE, | KEYN-FM | KLUC | WXLK | KFMZ |
| KEGL | WPHD | KBFM | WQUT | KOPA, WLAN-FM, WZYP, WSKZ, WZOK, Y94, KLUC, WFBG, KILE, KDVV. See Paralle's, debut: at number 28 on the CHR | KZ93 | KRQ | WYKS | KDVV |
| 940 | WHFM | KROK | WBCY | chart. | WZOK | KHYT | KKQV | KENI |
| WLOL-FM | 92FLY | WFMF | WAYS |  | 2104 | KIKI | KILE | KKLV |
| KBEQ | WRCK | WJDX | WDCG |  | WNAM | WACZ | KSEL-FM | KSLY |
| WGCL | 3WT | WABB-FM | WRAK | - | WIKS | WIGY | KOIZ-FM | KCBN |
| WKTI | WDRC-FM | G100 | WCSC | $\square$ | WKDQ | WFBG | KKXL | KDZA |
| KEARTH | WPST | WZYP | WSSX | ( | KAKQ | WOMP-FM | KFYR | KATI |
| KRLA | WLAN-FM | WHHY-FM | WANS-FM |  | WHOT | WCIR | KOWB | KYYA |
| KFI | WAEB | WAXY | WNOK-FM |  | $K K X X$ Y94 | 95XIL | KKRC-FM | KOZE |

The Album:

| WZZO | WHJY | KZEW | KISS | $\square$ | WRIF | WLPX | KBCO | KCPX |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WAAL | WCMF | KLAQ | KMBQ |  | KQDS | WQFM | KFMF | KCAL |
| WBCN | WMJQ | WAIM | WOWD | ค 0 - | WHKC | KQRS | KILO | KGB-FM |
| WCOZ | WEZX | KLOL | WAPL | $A \leq 0 \leq 2000$ | KQWB | KFMH | KAZY | KPRI |
| WRKI | WOUR | KSMB | WBWB | - $-1<2$ | WWCK | KATT | KBPI | KMEL |
| WECM | WERI | WKQQ | WMET | 1010 | WXKE | WWCT | KDUK | KRQR |
| WTPA | WKLC | KMJX | WXRT | 1 Con | WLAV | Y95 | KOMP | KZOZ |
| WBLM | WKLS | WQMF | WMMS | 0 | KKRQ | WPFR | KLOS | KTMS |
| WLIR | WYMX | KFMX | M105 | "Roeenne" "Afraid" "Hold" "Liovers." 54\% of our reporters on it. Total album reports: 89. | WBYG | KMOD | KNX-FM | KXFM |
| WGIR | KLBJ | LOVE94 | WLVQ | A-26, M-41, H-22. Charted this week at | KYYS | KEZY | K200 | KREM |
| WPLR | KZOM | WKDF | WXLP | number 25. | WILS | KRKN | KDKB | KWFM |
| WDHA | WRKK | WRNO | WTUE |  | KFMO | KSPN | KUPD | CFOX |
| WDVE | KNCN | WTKX | WDEK |  | KFRX | KMGN | KINK |  |
| WPDH | KTXQ | WQDR | KGGO |  | WIBA | KIDQ | KROY |  |

## mimethe Music Section Music History

## BY DAN FORMENTO OF THE SOURCE

Duane Eddy's Birthday
MONDAY, APRIL 26 - Guitar twangin' hit maker Duane Eddy was born April 26, 1938, in Corning, New York, though he was brought up in Phoenix, Arizona. Duane learned to play guitar at the tender age of five, and by 15 he strummed regularly with several local groups. In 1958 disc jockey Lee Hazelwood took an active interest in Duane's music and helped him to develop his distinctive twangy guitar sound (created by tuning a normal six-string guitar down an octave). During his first year as a recording artist (1958), Eddy sold more than 3 million records, with hits like "Rebel Rouser." "Cannonball," and "Peter Gunn." TRIVIA: Also born was Bobby Rydell, 1942 and Wright 1995 .
Ringo Weds Barbara Bach TUESDAY, APRIL 27 - The three sur viving Beatles reunited in public for the first time in a dozen years at the wedding of drummer Ringo Starr to act27. 1981. The two met during the filming of "Caveman," which star red the pair grunting their way through prehistory. At the wedding ceremony, held at London's Marylebone Regis try Office, were Paul and Linda McCartney George Harrison and friend, Harry Nilsson, and two bridesmaids, Lee and Francesca, daughters of Ringo and Barbara respectively from pre vious marriages
TRIVIA: Blue Oyster Cult manager Phil King was shot to death in New York, 1972...Born this day was Paut "Ace"
Frehley of Kiss. 1950... and the late Pete Ham of Badfinge Frehley of
fame. 1947.

## "FM" Premiered

WEDNESDAY, APRIL 28 - "FM" Hollywood's attempt to trace a real-life event in the early days of progressive FM radio, opened in New York and Los Angeles on April 28, 1978 The movie's plot (which some critics called flimsy, others outright banal) followed the crusade of an FM radio programmer/DJ who leads a strike against his radio station rather than airing commercials for the Army. "The whole idea was really 'right on,' and it got blown in the editing room," explained star Michael Brandon. "They took out the story to make a double album.'
TRIVIA: Marshall Tucker Band bassist Tommy Caldwell was killed in a highway mishap, 1980 .

## "Hair" Opened On Broadway

THURSDAY, APRIL 29 - '60s tribal rock musical "Hair" opened on Broadway April 29, 1968, after a successful Off-Broadway run at New York's Public Theater in Greenwich Village. The opening night performance of Broadway's first 'sex, drugs, and rock and roll" musical was showered with a variety of critical response, everything from horror and discritical response, everything from horror and dis-
gust to ecstatic acclaim. Its cast included authors gust to ecstatic acclaim. Its cast included authors
Gerome Ragni and James Rado, Melba Moore, Diane Keaton, and a dozen other energetic performers, all of whom bared all in a brief nude scene at the conclusion of Act I. This was the first time actors had ever appeared naked in a Broadway musical.
TRIVIA: Duke Ellington was born in $1889 \ldots$ and Tommy James. 1947.

## Bobby Vee Is Born

FRIDAY, APRIL 30 - Bobby Vee was born Robert Velline in Fargo, North Dakota on April 30, 1943. Ironically, Vee got his start when his own teenage idol Buddy Holly was killed in a plane crash en route to a concert in Fargo: The show promoter, looking for a replacement for Holly, made a radio announcement for a local band to play that night, and Vee's group the Shadows were chosen. As luck would have it, an agent was among the crowd there, took an interest in the young group, and started booking them on engagements. The group scored a local hit in the summer of 1959, and the next year Liberty Records signed singer Bobby and released the Records signed sing
TRIVIA: Johnny Horton born in 1927; also on this date not March 30 as previously mentioned



HOBNOBBING WITH NILS - Backstreat/MCA's Nils Lofgren was greeted backstage after a Philadelphia appearance by area AOR reps. Pictured (back, l-r) are WYSP air personality Pam Merly, WZZO; Allentown MD Bruce Bond; (front (1-r) Lofgren, MCA's Linda Feder, WMMR PD Charlie Kendall.


NUTHIN' BUT A HOUND DAWG - Making several appaarances at Univer. sity of Washington Husky baskethall games is the KOMP/Seattle "Husky Hooper All Dawg Band, "featuring several station personalities. Tootin' the blues are (J-r): middays man Keith Jonasson (trombone), producer Tim Hunter (trumpet), morning man Larry Nelson (drums), partially hidden air patrol pilot Ted Garlatz Sr. (harmonical, and afternoon personality Don Chapman (alto saxophone).


Mercury/Polygram's Bob \& Doug McKenzie's "The Great White North" album qualified for a gold award representing 500,000 cases of beer sold in the U.S. via an LP containing $75 \%$ or more Canadian content ICanadian content is defined as a citizen of the Great White North with a Molson's in one hand and a slab of back bacon in the other). Pictured (left to right, right?) are Rick "Bob" Moranis, Polygram President Guenter Hensler, and Dave "Doug" Thomas.


Boardwalk artist Phil Seymour earned an Australian gold record for his Boardw "Precious To Me "Pictured at the presentation are (l-r) Boardwalk Chairman Neil Bogart, Seymour, Boardwalk VP Gary LeMel, and CBS International VP Mauri Lathower.

## National Music Formats

 Added This Week
## $\square \begin{aligned} & \text { Satellite } \\ & \text { Music } \\ & \text { Network }\end{aligned} \square$

the starstation
little river band
"Man On Your Mind" (Capitol)
KARLA BONOFF "Personally" (Columbia) BERTIE HIGGINS
"Just Another Day..." (Kat Family/CBS) ROD STEWART "How Long" (WB)
Country Coast-To-Coast
CHARLEY PRIDE
"I Don't Think She's in Love Anymore" (RCA) JOE STAMPLEY "I'm Goin' Hurtin' " (Epic) ED BRUCE ,
"Love Found You and Me" (MCA) FRED KNOBLOCK "I Had It All" (Scotti Bros.)

## century21

Bob Stevens (214) 934-2121

## The Format

QueEn "Body Language" (Elektra)
John Cougar
"Hurts So Good" (Riva/PolyGram)
DIANA ROSS "Work That Body" (RCA)
KARLA BONOFF "Personally" (Columbia)

SMOKEY ROBINSON
"Old Fashioned Love" (Tamla/Motown)
KARLA BONOFF "Personally" (Columbia)
LITTLE RIVER BAND
"Man On Your Mind" (Capitol)

JERRY REED "Man With The Golden Thumb" (RCA) TERRI GIBBS "Ashes To Ashes" (MCA) RONNIE MILSAP "Any Day Now" (RCA)
RONNIE McDOWELL "I Just Cut Myself" (Epic) JANIE FRICKE
"Don't Worry 'Bout Me Baby" (Columbia)

Chick Watkins (303) 578-0700
HALL \& OATES "Did It In A Minute" (RCA) BARRY MANILOW "Let's Hang On" (Arista)

## BPI

John lies (800) 426-9082

## 40IIT

## OnIETLOMN

eddie rabbitt
"I Don't Know Where To Start" (Elektra) SHEENA EASTON "When He Shines" (EMI America) CAROLE KING "One To One" (Atlantic)

## Counloy Idiugy

## CHARLEY PRIDE

"I Don't Think She's In Love Anymore" (RCA) ED BRUCE "Love's Found You And Me" (MCA) CONWAY TWITTY "Slow Hand" (Elektra) merle haggard
"Dealing With The Devil" (MCA)
bOXCAR WILLIE "Bad News" (Main Street) JOHNNY CASH
"The General Lee" (Scotti Bros./CBS)

RAINBOW "Stone Cold" (Mercury/PolyGram) JOHN COUGAR
"Hurts So Good" (Riva/PolyGram)
JAM
"Town Called Malice" (Polydor/PolyGram) DR. HOOK
"Baby Makes Her Blue Jeans Talk
(Casablanca/PolyGram)
PAUL McCARTNEY w/STEVIE WONDER
"Ebony And Ivory" (Columbia)

## TM

Cal Casey (214) 634-8511

## Stegic

TOTO "Rosanna" (Columbia)
SHEENA EASTON "When He Shines" (EMI America) POLICE "Secret Journey" (A\&M)
LOVERBOY "When It's Over" (Columbia)
ASIA "Heat Of The Moment" (Geffen)
JOHN COUGAR
"Hurts So Good" (Riva/PolyĠram)

##  <br> RCK).

SIMON \& GARFUNKEL
"Wake Up Little Susie" (WB)
PAUL McCARTNEY wISTEVIE WONDER
"Ebony \& lvory" (Columbia)
ROBERTA FLACK "Making Love" (Atlantic)
BARRY MANILOW "Let's Hang On" (Arista) LARRY LEE "Don't Talk" (Columbia) DIONNE WARWICK \& JOHNNY MATHIS "Friends in Love" (Arista)
EDDIE RABBITT
"I Don't Know Where To Start" (Elektra)

## Tinver

LACY J. DALTON "Slow Down" (Columbia) JOHNNY CASH
"The General Lee" (Scotti Bros./CBS)
REX ALLEN JR.
"Last Of The Silver Screen Cowboys" (WB) CONWAY TWITTY "Slow Hand" (Elektra) ED BRUCE
"Love Has Found You \& Me" (MCA) JERRY REED
"The Man With The Golden Thumb" (RCA) DAVE ROWLAND
"Why Didn't I Think Of That" (Elektra) BARBARA MANDRELL
"' 'Til You're Gone" (MCA)

## Goncept

Lee Nye (916) 7754

## Adult Rock

TOTO "Rosanna" (Columbia)
POLICE "Secret Journey" (A\&M)
KARLA BONOFF "Personally" (Columbia)
ROBERTA FLACK "Making Love" (Atlantic) JOHN COUGAR
"Hurts So Good" (Riva/PolyGram)

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ADDRESS
CITY

|  |  |  |  | A0ri 25,1982 | 172 REPORTERS | Album cuts are listed in order of airplay preference. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 48 | 416 | 223 |  |  | Heat" "Sole" "Dreams" "Time" |
| 4 2 | 2 | 2 | 1 |  |  | "Fantasy" "Foolin' " "Gun" |
| 19 | 9 | 6 | 3 | CHARLIE DANIELS BAND | Windows (Epic) | 'Saigon" |
| 5 | 5 | 3 | 4 | RICK SPRINGFIELD ........ | Success Hasn't Spoiled Me Yet (RCA) | "Calling" "Don't" "Kristina" "Fool" |
| 3 | 4 | 5 | 5 | JOAN JETT \& THE BLACKHEARTS | I Love Rock-N-Roll (Boardwalk) | "Crimson" Title "Victim" "Bits" |
| 14 | 10 | 9 | 6 | SCORPIONS | Blackout (Mercury/PolyGram) | No One" |
| 8 | 6 | 8 | 7 | LOVERBOY | Get Lucky (Columbia) | 'Over" "Take" "Jump" "Working" |
| 1 | 3 | 4 | 8 | SAMMY HAGAR | Standing Hampton (Geffen) | "Only" "Babys" "Fall" "Can't" |
| 9 | 8 | 7 | 9 | TOMMY TUTONE | Tommy Tutone-2 (Columbia) | 867-5309/Jenny" |
| 10 | 7 | 10 | 10 | HUEY LEWIS \& THE NEWS | Picture This (Chrysalis) | Believe" 'Workin' " "Change" "Giving" |
| 12 | 11 | 11 | 11 | GAMMA | 3 (Elektra) | Right" "Gone" "Stranger" "Modern" |
| 32 | 26 | 14 | 12 | GREG KIHN BAND | Kihntinued (Beserkley/Elektra-Asylum) | "Testify" "Happy" "Everyday" "Every" |
| - |  |  | 13 | RAINBOW | Straight Between The Eyes (Mercury/PG) | "Stone" "Power" "Fever" |
| - | 38 | 25 | 14 | TOTO | IV (Columbia) | "Rosanna" "Afraid" |
| 33 | 28 | 21 | 15 | FRANKE \& THE KNOCKOUTS | Below The Belt (Millennium/RCA) | Never" "Keep" "Without" "Just" |
| - | - | 36 | 16 | JETHRO TULL | Broadsword \& Beast (Chrysalis) | Fallen" "Beastie" "Watching" "Colours" |
| 6 | 12 | 12 | 17 | J. GEILS BAND | Freeze-Frame (EMI America) | Title "Rage" "Centerfold" |
| 36 | 35 | 31 | 18 | HUMAN LEAGUE | Dare (A\&M/Virgin) | Don't" "Seconds" "Action" "Do" |
| 18 | 16 | 20 | 19 | POLICE | Ghost In The Machine (A\&M) | "Secret" "Sun" "Demolition" "Spirits" |
| 21 | 18 | 17 | 20 | JAY FERGUSON | White Noise (Capitol) | 'Tonite" Title |
| 23 | 19 | 22 | 21 | GENESIS | Abacab (Atlantic) | "Man" Title "Like" "Dark" |
| 26 | 24 | 19 | 22 | DUKEJUPITER | 1 (Coast-Coast/CBS) | Il Drink To You" |
| - | 37 | 26 | 23 | POINT BLANK | On A Roll (MCA) | Let" "Great" Title "Addicted" |
| 13 | 15 | 16 | 24 | LEROUX | Last Safe Place (RCA) | Nobody" "Boys" Title "Addicted" |
| 29 | 26 | 23 | 25 | DREGS | Industry Standard (Arista) | "Crank" "Ridin' " "Vitamin" |
| 7 | 13 | 15 | 26 | PRISM | Small Change (Capitol) | "Don't" "Hole" "Jailhouse" |
| 16 | 17 | 18 | 27 | CARS | Shake It Up (Elektra) | "Since" Title "Dream" |
| 39 | 36 | 34 | 28 | KROKUS | One Vice At A Time (Arista) | "Stick" "Woman" New |
| 20 | 22 | 29 | 29 | DWIGHT TWILLEY | Scuba Divers (EMI America) | "Somebody" "Back" "Think" Entry |
| 22 | 23 | 27 | 30 | GO-GO'S | Beauty \& The Beat (IRS/A\&M) | "Beat" "Lips" "Town" |
| - |  | $\rightarrow$ | 31 | JOHN COUGAR | American Fool (Riva/PolyGram) | "Hurts" "Jack" "Hard" "Can" |
| 25 | 30 | 32 | 32 | SECRET POLICEMAN'S OTHER BAL | Various Artists (Island) | "Crossroads" "Message" "Farther" |
| 27 | 29 | 35 | 33 | BONNIE RAITT | Green Light (WB) | "Keep" "Me" "River" "Willya" |
| - | - | 40 | 34 | OUTLAWS | Los Hombres Malo (Arista) | Rebel" "Don't" "Foxtail" "Running" |
| 15 | 20 | 28 | 35 | BRYAN ADAMS | You Want It - You Got It (AGM) | Lonely Nights" |
| - |  | $\rightarrow$ | 36 | MOTELS | All Four One (Capitol) | "Lonely" "Mission" "L" "L.A." |
| 24 | 27 | 33 | 37 | JOHNNY \& THE DISTRACTIONS | Let It Rock (A\&M) | "Complicated" "Desire" |
| - | - | - | 38 | VAN HALEN | Diver Down (WB) | "Woman" "Dancin' " "Secrets" "Hang" |
| 31 | 32 | 37 | 39 | SOFT CELL | Non-Stop Erotic Cabaret (Sire/WB) | Tainted Love" |
| 17 | 21 | 30 | 40 | QUARTERFLASH | Quarterflash (Geffen) | Right" "Fool" "Heart" |





A
Breakers are those newer records that hav
level of station activity on any given week.

No almums or singles quarified for AOR Breaker status this week.

## Significant Action

BLUE OYSTER CULT . . . . . . 12-inch EP (Columbia)

|  |  |
| :---: | :---: |
| "Angel" "Hollywood" | 0. A-2, M-35, H-13 |
| IRON MAIDEN "Hills" "Children" | Number Of The Beast (Capitol) Total: 46. A-7, M-37, H-2 |
| DAVE EDMUNDS <br> "Me" "Small" | Total: 4.E. 7th (Columbia) |
| DAVID BOWIE "Cat People" | 12-inch 45 (Backstreet/MCA) <br> Total: 35. A-4, M-19, H-12 |
| GRAHAM PARKER <br> "Beauty" "Hir" | . Another Grey Area (Arista) Total: 40. A-4, M-26, H-10 |
| OZZY OSBOURNE <br> "Mountain" "Tonight" | Diary Of A Madman (Jet/CBS) Total: 34. A-0, M-23, H-11 |
| P. McCARTNEY/S. W "Ebony \& Ivor" | ONDER . 12 -inch 45 (Columbia) Total: 34. A-1, M-11, H-21 |
| JOURNEY <br> "Don't" "Stone" | Escape (Columbia) <br> Total: 32. A-0, M-18, H-14 |
| ROGER DALTREY <br> "Martyrs" "Treachery" | Best Bits (MCA) <br> Total: 31. A-0, M-24, H-7 |
| Significant Action listings figurations that has receiva gernered sufficient reports These records are listed in the rise, or former National | owcase product in all musical con- significant airplay but which has not chert on the National Airplay/40 listing. day $/ 40$ chart acts. |

## JAZZ ON ÅR

 Lent This





# BREAKERS. 

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

## CONWAY TWITTY

Slow Hand (Elektra)
On 71\% of reporting stations. National Summary: Up 13, Same 20, Down 0 .
Debuts 26, Adds 34. A Most Added Record. R\&R Chart: Debut 42
JOHN ANDERSON
Would You Catch A Falling Star (WB)
On 70\% of reporting stations. National Summary: Up 32, Same 20, Down 0,
JOHNNY CASH
The General Lee (Scotti Bros./CBS)
On 61\% of reporting stations. National Summary: Up 22, Same 30, Down 0
Debuts 9, Adds 20. A Most Added Record. R\&R Chart: Debut 46.

## MOST ADDED。

RONNIE MILSAP (61) Any Day Now (RCA)
BARBARA MANDRELL (58) Til You're Gone (MCA) CONWAY TWITTY (34) Slow Hand (Elektra) ED BRUCE (31) Love's Found You And Me (MCA) CHARLEY PRIDE (30) I Don't Think She's In Love... (RCA) JOHNNY CASH (20) The General Lee (Scotti Bros./CBS)

## HOTTEST

аlabama (103) Mumbin Mascifaca) Anws or My Mind coumbial WAYLON \& WILLIE (56) Just To Satisfy You (RCA) RICKY SKAGGS (37) Crying My Heart Out (Epic) CRYSTAL GAYLE (37)
You Never Gave Up On Me (Columbia) STEVE WARINER (27) Kansas City Lights (RCA)

## NEW \& ACTIVE

## Recent reteases with alrpiay reported by at least 20 of our reporting stations are listed in order of their activity. The

 two numbers immealately following aach song title indicate now many of our reporters are on the record this week the song in the respective rotation and of those, how many adoed it into that particular rotation this week. . Indicates one of thls weekis most Adiled new songs.ED BRUCE "Love's Found You And Me" (MCA) 76/31
Natione Surmmary: Up 8, Same 19, Down O, Debuts 18, Adds 31 including WBGW-FM, WPOR-AM-FM, KLVI, LAC, KCBO-AM. RER Chart: Debut 50 . Of Money " (Epic) $69 /$
BILLY SWAN 'With Their Kind Of Money..." (Epic) 69/9
National SUmmarr: UP 26, Same 26, Down 1, Debuts 7, Adds 9, WMZO-FM, KXYL, WCOS-AM-FM, WESC-AM-FM, WOKK, WMNI, KWMT, KBMY, KVOC, KHEY 46-38, WCMSFFM 40-34, WTSO 2923, KKAL 40-31, KWJJ 39-31, KRAK RAY

AY PRICE "Forty And Fadin'" (Dimension) 66/10
National Summarr: Up 38, Same 9, Down O, Debuts 9, Adds 10, WHN, WHOO, WFMS-FM, WIRE, WDAF, WTSO,
WTHI-FM, KBMY, KWJJ, KSON-AM-FM, WIXL-FM 18-10, KPLX-FM 25-21, WOYK-FM 37-32, WXCL 35-29, KRAK
RONNIE MILSAP "Any Day Now" (RCA) 64/61
National Summary: Up O, Same 1, Down O, Debuts 2, Adds 61 including WHN, WEEP, WMZQ-FM, WPLO
BARBARA MANDRELL "' Til You're Gone" (MCA) 62/58
National Surnmary UV 1, Same 2, Down O, Debuts 2, Adds 58 including WEEP, WMZQ-FM, UNVA, WPLO,
JERRY REED "The Men With The Golden Thumb" (RCA) 60/7
National Summary: UP 22, Same 24, Down 1, Debuts 7, Adds 7, WSEN-AM-FM, KIXZ, KHEY, KWKH, WMNI, WGEE,
KVEG, WIXL-FM 26-19, WZZK-FM 29-25, WKSL-FM 42-39, WOYK-FM 28-23, WWWW-FM $35-30$, KXRB 29-23, KUZZ MICHAEL MURPHEY "The Two-Step Is Easy" (Liberty) 58/4
National Summary: Up 30 , Same 18, Down Deburs 6, Adds 4 , WAMZ-FM, KLZ, KLAC, KWJJ, WCAW 45-39, KOKE-20-18, KEED 34-29, КCBO-AM 23-19.
WRIGHT BROTHERS "When You Find Her Keep Her" (WB) 57/0
National Summary: Up 23, Same 30, Down 0, Debuts 4, Adds 0, KRAV 38-33, WBEU 38-34, KXYL 44-36, WKSJ-FM 48-45, WSM 36-31, KRMD
JOE SUN "Holed Up In Some Honky Tonk" (Elektra) 56/1
National Summary Up 35, Semme 13, Down 1, Debuts 6, Adds 1, WDAK, WPOC-FM 23-19, WIXL-FM 19-12, KRRV
32-26, WKSJFM 19-15, WSM 35-30, WMNI 3833, WDGY 36-32, KFH 30-26, KUZZ 43-38, KRWQ FM 19-14, KLAC KCBO-AM $30-23$
MERLE HAGGARD "Dealing With The Devil" (MCA) 54/9
Nationel Summary: Up 13, Same 24, Down 0, Debuts 8, Adds 9, WBGW-FM, WDAK, KHEY, WaIK-FM, waHK, WITL-
FM, KECK, WHBF, KVEG, WIXL-FM $43-35$, WCMS-FM $41-36$, KFGO $35-30$, WKKO-AM-FM $37-29$, KKAL $48-38$, KEED
TERRY GREGORY "I Never Knew The Devil's Eyes..." (Handshake/CBS) 54/5
National Summary: Up 33, Same 13, Down 2, Debuts 1, Adds 5, WCAW, WFNC, WMC-AM, KEBC.FM, KSON-AM-
FM. WVAM 44 40, WSOCFM 3431 , KKYX 34-29, WMNI $21-15$, WFMS-FM 15-13, WIL-AM-FM 27-23, KFDI-AM-FM 46-42, KAWQ-FM 24-15, KLAC 28-24, KCBO-AM 29-24.
bOXCAR WILLIE "Bad News" (Main Street) 50/5
National Summarr, FM, WIXL-FM 21-17, KHEY 44-39, WSM ALLEN TRIPP "Love Is" (Neshville) 47/10
National Summary: Up 17, Same 15, Down 0, Debuts 5, Adds 10, WCAW, WILQ, KIXZ, WPLO, WGVM, WCXI, KXRB, KFH, KRWO-FM. KRSY, WSOC-FM $37-34$, KKYX 43.36 , KSO 3935 , KFDI-AM-FM 42-38, KGA 33.26 . KIPPI BRANNON "If I Could See You Tonight" (MCA) 43/5
National Summary: Up. 21, Same 10 , Down 1, Debuts 6, Adds 5, WBGW-FM, WBEU, WDAK, WGVM, WITL-FM,
WVAM $30-25$, WIXL-FM $15-7$, WYII $36-32$, KXYL $46-41$, WSM $37-32$, KKYX $38-33$, WXCL $46-42$, KFDI-AM-FM 44-41, KGEM 42-28, KRWO-FM 30-23.
BURRITO BROTHERS "Closer To You" (Curb/CBS) 41/8
National Summary, UD 10 , Same 17, Down 1, Dobuts 5 , Adds 8 , WPLO, KLVI, WESC-AM-FM, WSM, WOYK-FM,
KWMT, WITL-FM, WXCL. WBGW-FM $50-44$, KRMD-AM-FM 40-36, KTTS-AM-FM 47-44, KGEM $50-34$, KEED 47-43,

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## terioniserch. NATIONALEAIRPLAY/50

|  | Two Lut |  | April 23, 1982 |
| :---: | :---: | :---: | :---: |
| 10 | 4 |  | ALABAMA/Mountain Music (RCA) |
| 7 | 32 | 2 | CRYSTAL GAYLE/You Never Gave Up On Me (Columbia) |
| 19 | 125 | 3 | WILLIE NELSON/Always On My Mind (Columbia) |
| 14 | 96 | 4 | GAIL DAVIES/'Round The Clock Lovin' (WB) |
| 24 | 168 | 5 | WAYLON \& WILLIE/Just To Satisfy You (RCA) |
| 16 | 139 | 6 | JOHN CONLEE/Busted (MCA) |
| 6 | 54 | 7 | RICKY SKAGGS/Crying My Heart Out (Epic) |
| 17 | 1410 | 8 | DOLLY PARTON/Single Women (RCA) |
| 2 | 13 | 9 | GEORGE JONES/Same Ole Me (Epic) |
| 8 | 67 | 10 | D. FRIZZELL \& S. WEST/Another Honky-Tonk... (WB/Viva) |
| 27 | 2014 | (1) | STEVE WARINER/Kansas City Lights (RCA) |
| 28 | 2217 | 12 | GENE WATSON/Speak Softly (You're Talking...) (MCA) |
| 33 | 2819 | (13) | MICKEY GILLEY/Tears Of The Lonely (Epic) |
| 26 | 2118 | (14) | GARY MORRIS/Don't Look Back (WB) |
| 25 | 1816 | 15 | EDDY RAVEN/A Little Bit Crazy (Elektra) |
| 30 | 2520 | 16 | MOE BANDY/Someday Soon (Columbia) |
| 32 | 2922 | (17) | STATLER BROTHERS/You'll Be Back... (Mercury/PolyGram) |
| 11 | 1111 | 18 | GEORGE STRAIT/If You're Thinking You Want... (MCA) |
| 23 | 1715 | 19 | DOTTIE WEST/You're Not Easy To Forget (Liberty) |
| 38 | 3425 | 20 | BELLAMY BROTHERS/For All The Wrong... (Elektra/Curb) |
| 5 | $7 \quad 12$ | 21 | HANK WILLIAMS JR./A Country Boy Can... (Elektra/Curb) |
| 47 | 4029 | (2) | T.G. SHEPPARD/Finally (WB/Curb) |
| 37 | 3226 | (2) | KIERAN KANE/I Feel It With You (Elektra) |
| 41 | 3628 | 24 | EDDIE RABBITT/I Don't Know Where To Start (Elektra) |
| 42 | 3732 | (23) | MEL McDANIELTake Me To The Country (Capitol) |
| 1 | $2 \quad 13$ | 26 | CONWAY TWITTY/The Clown (Elektra) |
| 43 | 3833 | 27 | TAMMY WYNETTE/Another Chance (Epic) |
| 50 | 4336 | (2) | JOE STAMPLEY/I'm Goin' Hurtin' (Epic) |
| 3 | 821 | 29 | KENNY ROGERS/Through The Years (Liberty) |
| - | 4440 | 30 | LEE GREENWOOD/Ring On Her Finger... (MCA) |
|  | 4541 | (31) | LEON EVERETTE/Just Give Me What You... (RCA) |
| 46 | 4238 | (32) | JACKY WARD/Travelin' Man (Asylum) |
| 4 | 1023 | 33 | ANNE MURRAY/Another Sleepless Night (Capitol) |
| - | 4743 | (34) | DON WILLIAMS/Listen To The Radio (MCA) |
| 18 | 2427 | 35 | LORETTA LYNN/I Lie (MCA) |
| 12 | 1524 | 36 | LARRY GATLIN/In Like With Each Other (Columbia) |
| - | 4844 | 37 | RAZZY BAILEY/Everytime You Cross My Mind... (RCA) |
|  | 4946 | 38 | FRED KNOBLOCK/l Had It All (Scotti Bros./CBS) |
|  | - 45 | 39 | CHARLEY PRIDE/I Don't Think She's In Love (RCA) |
|  | 5048 | (4) | REX ALLEN JR./Last Of The Silver Screen Cowboys (WB) |
| 9 | 1930 | 41 | EMMYLOU HARRIS/Tennessee Rose (WB) |
|  |  | 42 | CONWAY TWITTY/Slow Hand (Elektra) |
|  | - 50 | 43 | JOHN ANDERSON/Would You Catch A Falling Star (WB) |
| 22 | 2331 | 44 | TOMPALL \& GLASER BROTHERS/It'\|| Be Her (Elektra) |
| 15 | 2735 | 45 | MERLE HAGGARD/Big City (Epic) New |
|  |  | 46 | JOHNNY CASH/The General Lee (Scotti Bros./CBS) Entry |
| 29 | 3542 | 47 | BOBBY BARE/New Cut Road (Columbia) |
| 21 | 3139 | 48 | OAK RIDGE BOYS/Bobbie Sue (MCA) |
| 13 |  | $49$ | JOHNNY LEE/Be There For Me Baby (Full Moon/Asylum) ED BRUCE/Love's Found You And Me (MCA) |
| mis chart is based solety on compled weekly reports from our reporting stations. Black drcted numbers indicate continued upward movement from the majority of our reporters. |  |  |  |

CHARLENE 'I've Never Been To Me" (Motown) 28/7
National Summary: UP 11, SAme 8, Down 0, Debuts 2, Adds 7, WOKQ. WKSJ-FM, WLWI-FM, WSIX-FM, WTAR-FM LACY J. DALTON "Slow Down" (Columbia) 27/16
National Summary: UP 2, Same 5, Down O, Debuts 4, Adds 16 including WAJR, WEEP, WPLO, WSOC-FM, WAMZ.
FM, WKSUFM, KXRB, KNEW, KCCY-FM KCBQ-AM, KMPS AM-FM. SUSIE ALLANSON "Wasn't Thet Love" (Liberty) 26/7
National Summary: Up 4, Same 14, Down 0, Debuts 1, Adds 7, WDAK, W
KMAK. KIGO, WBGW-FM $49-6$, KKY 50 .44 KSO $35-33$,
KAREN TAYLOR "Diamond In The Rough" (Mesa) 25/1
National Summary Up 15, Same 7, Down 1, Debuts 1, Adds 1, KECK, WBGW-FM 48-45, WCAW 49-45, KKY 3 35-30,
WIRK-FM 36-27, W $\times$ CL 3431 , KVOO 23-18, KGEM 44 38, KRWO-FM 10-5, KMPS-AM-FM 16-13
JERRY LEE LEWIS "I'm So Lonesome I Could Cr"" (Mercury/PolyGram) 24/8 Nationel Summary: UD 1, Same 12 , Down 0, De
AMM FM, WDAF, KFH, KIGO, WGNA-FM 45-42,
DAVID ALLAN COE "Take Time To Know Her" (Columbia) 24/1
National Summery: UP 6, Same 13, Down 0, Debuts 4, Adds 1, WHBF, KLVI 22-19, WSOC-FM 40-37, WAMZ-FM National Summary: UP 6, Same 13, Down O, Debuts 4, Adds 1, WHBF, KLVI 22-19, WSOC-FM 40-37, WAMZ-FM
25-19, KWKH On, WOYK-FM on, WIRK-FM d-36, WCUZ-AM-FM $35-33$, KTTS-AM-FM 40-38, KMPS-AM-FM On RANDY PARTON "Oh, No!" (RCA) 23/3
Nationel Summary: Up 5 , Same 15, Down O, Deburs 0 . Adds 3, KTPK-FM, KVOO, KVOC, WPOR-AM-FM, WYKR
40-31, KXYL $47-44$, WSIX-FM 20-19, KRMD-AM-FM 49-44, KMAK On, KRWQ-FM 40. JOHN DENVER "Shanghai Breezes" (RCA) 23/2
Nationel Summary: Up 10, Same 6, Down 0, Debuts 5, Ads 2, WNYR, KKAL, WBGW-FM 44-41, WHN 11-8, WILO
d-19, KXYL 20-16, WOAM 31 , WHK d-34, WWWW-FM 22-27, KOMA 3430 , KUGR 21-18 DAVE ROWLAND "Why Didn't I Think Of That" (Elektra) 21/8
National Summery: UP 3, Same 8, Down 0, Debuts 2, Adds 8, WVAM, KXYL, WWOD, KBMR, KVOO, KFDFAMFM
KIGO, WADA
MUNDO EARWOOD "All My Lovin" " (Primero) 21/7
Netional Summery: Up 2, Seme 4, Down o, Debuts 8, Adds 7, KLRA, WWOD, WLWI-FM, KEBC-FM, KEED, KRSY,
KMPS-AM-FM, KIXZ 47-45, KSO d-39, KFGO d-38.
OSMONDS "I Think About Your Lovin" " (Elektra) 19/11
Nationel Summery Up 1 , Seme 7 , Down 0 , Debuts 0 . Adds 11, WAM, WYII, WPLO, WBEU, KIKK-FM, WLWI-FM,
KRMD-AM-FM, KBMR, WXCL, KRAK, KGA.
YOUNGER BROTHERS "Lonely Hearts" (MCA) 19/5
National Summery: Up 4, Seme 8, Down O, Deburt 2, Adds 5, KLVI, WNOE-AM, KTPK-FM, KFDL-AM-FM, KIGO,
WVAM 43-39, WIXLL-FM $33-29$, KOKE-AM-FM d-40, KRMD-AM-FM 43-41, KSO $36-34$.
JOHNNY PAYCHECK "No Way Out" (Epic) 18/4
National Summary: Up 3, Seme 9; Down O, Debuts 2, Adds 4, WSAI-AM-FM, WHBF, KVOO, KTOM, WGNA-FM
42-38, WIXL-FM 35-25, WWOD 41-39, KRMD-AM-FM On, KFH on, KCKC 42-38, WIXL-FM 35-25, WNOD 41-39, KRMD-AM-FM on, KFH on, KCKC T. HALL \& E. SCRUGGS "There. Ain't No Country Music..." (Columbia) 17/13 Kation KFGO, KWMT, KXRB, KFDI-AM-FM, KRWO-FM, KTOM, KCKC
CONWAY TWITTY" "Over Thirty (Not Over The Hill)" (MCA) 17/11
WHOO, WIRK-FM, WKKQ-AM-FM, KTTS-AM-FM, KVOO.
EDDY ARNOLD "Don't Give Up On Me" (RCA) $17 / 6$
Nationel Summary: Up 1, Same 8, Down 0, Debuts 2, Adds 6, WKSJ-FM, K
FM 50-41, WSiX-FM d-24, KUGR d-30,
Nationa Summary: Up O, Same 7, Down 0, Debuts 0, Add 6, WGi FM WYKR, WDAK, WTHI-FM, KVOO, KIGO
JOE WATERS"Oueen Of Hearts Loves You" (New Colony) 13/4
KFDI-AM-FM 37-34, KEED on, KMAK on, KRAK on.
BANDANA "Cheatin' State Of Mind" (WB) $13 / 3$
National Summery: Up 1. Same 5, Down 0, Deburs 4, Adds 3, KLRA, KVOO, KMPS-AM-FM, WIXL-FM 48-40, KRRV
d-38, WAMZ-FM d-44, WCMSFM d-44, WAXX on, KEED on, KRAK on.

# Qurntry <br> Regional Adds \& Hots 



Hottest Tracks:

COUNTRY ALBUMS
Cuts in bold type are receiving the heaviest airplay.

ALABAMA - Mountain Music - (RCA) "Take Me Have A Party" 'Words At Twenty Paces" "Changes Comin' On"" BOBBY BARE - Ain't Got Nothin' To Lose - (Columbia) "If You Ain
BELLAMY BROTHERS - When We Were Boys (Elektra/Curb) 'We Can Handle It"' "Until The Moneys Gone" CHARLIE DANIELS BAND - Windows - (Epic) "Ain't No Ramblers Anymore" "Still In Saigon" "Nashville Moon"
GAIL DAVIES - Givin' Herself Away - (WB)
"Movin' I Might Decide To Sayl" "You Turn Me On I'm A Radio DUKES OF HAZZARD - The Dukes Of Hazzard (Scotti Bros./CBS)
WAYLON JENNINGS - Black On Black - (RCA) Borrow Some Suger From You" "Get Naked With Me" "
GARY MORRIS - Gary Morris - (WB) "Dreams Die
Hard" "No Plece To Hide" "Day By Day" "Dancin" The Night Away" WILLIE NELSON - Always On My Mind - (Co lumbia) "The Party's Over" "A Whiter Shade Of Pale" "Do Right OAK RIDGE BOYS - Bobbie Sue - (MCA) "Old Ken tucky Song" "Doctor's Orders" "I Wish You Were Here (Oh My DOLLY PARTON - Heartbreak Express - (RCA) Always" "Release Me"
CHARLEY PRIDE - Charley Sings Everybody's Choice - (RCA) "I Hope (You Never Cry Again"" "I See The
Devil In Your Deep Blue Eyes" "Oh What A Beautiful Love Song" Devil in Your Deep Blue Eyes"

JERRY REED - The Man With The Golden Thumb RICKY SKAGGS - Waitin' For The Sun To Shine - (Epic) "Waitin' For The Sun To Shine" "If Thats The Way You CONWAY TWITTY - Southern Comfort - \{ElekDON WILLIAMS - Listen To The Radio - (MCA) "If Hollywood Don't Need You" "Only Love" "If She Helps Me Get
Over You" "Mistakes"
HANK WILLIAMS JR. - High Notes - (Elektra/ Curb) "If Heaven Ain't A Lot Like Dixie"" "Honky Tonkin'" "'Ain't
Makin' No Headlines"'The South's Gonna Rattle Agein" "High And

## Most Requested:

## Black Radio

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

## STARS ON 45

Tribute To Stevie Wonder (Radio/Atlantic)
$62 \%$ of our reporting stations on it. Rotations: Heavy 6/0, Medium 22/0, Light 11/2, Extra Adds 2, Total Adds 4, WDIA, WDMT, WTOY, KUKQ. Heavy: WAIL-FM, KNOW, WENN, WPDQ, WTLC, KACE. Debuts at number 27 on the Black Radio Chart.

## GAP BAND

Early In The Morning (Total Experience/PGM)
$59 \%$ of our reporting stations on it. Rotations: Heavy 4/1, Medium 10/0, Light 14/2, Extra Adds 11, Total Adds 14, WXYV, WHUR, WVEE, WJPC, WJLB, KMJM, XHRM, WKND, WOIC, KOKY WOWI, WANM, KAEZ, KUKQ. A Most Added Record. Debuts at number 29 on the Black Radio Chart.

## NEW \& ACTIVE

> Recent releases with alrplay reported by at least 20 of our reporting stations are listed in order of thelr activity. The two numbers immedlately rollowing each song titie indicate how many of our reporters are on the record thls week $\begin{aligned} & \text { and of those, how many added it inls week. The rotational breakdowns which rollow Indicate how many stations have } \\ & \text { the song in the respective rotation and of those, how many added it into that particular rotation this week. in }\end{aligned}$ $\begin{aligned} & \text { the song in the respective rotation and of those, } \\ & \text { dicates one of this weeks most Added new songs. }\end{aligned}$

## PLEASURE "Sending My Love" (RCA) 37/5

Rotations: Heavy 1/0, Medium 21/1, Light 14/3, Extra Adds 1 , Total Adds 5 , KNOW, WAMO, WDIA, WCIN, KACE HeaW: WJLB. Medium: WWIN, WILD, WHUR, WAOK, WGCI, WJMO, XHRM, WNHC, WATV, KELP, WKXI, WJJS
WBLX, WOWI, WTLC, KAEZ, WVOI, KDIA, KPOP-FM. WILLIAM "BOOTSY" COLLINS "Take A Lickin' And Keep On Kickin" " (WB) 35/7 Rotations: Heav, 210, Medium 17/1, Light 122, Extra Adds 4, Total Adds 7, WXYN, WJLB, wWRL, WTON, KAEZ Rotations: Heavy 2/0, Medium 17/1, Light 122, Extra Adds 4, Total Adds 7, WXY, WHRB, WEDL, WGCI, KDA
WVI, KUKQ. HeaW: WAMO, WOWI. Medium: WWIN, WDAS, WHUR, WAOK, WHRK, WED, WM XHRM, WENN, WOIC, KOKY, WLTH, WTLC, KPOP-FM, WKWM
PAUL McCARTNEY with STEVIE WONDER "Ebony And Ivory" (Columbia) 35/4 Rotations: Heavy 9/0, Medium 11/0, Light 13/2, Extre Adds 2, Total Adds 4, WDIA, WOIC, WJJS, WOWI. Heav Rotations: HeaY, WAL-FM, WDMT, KMJM, WWRL, WVOL, KUKO, KPOP-FM. Medium: WXM, WHRK, WBLZ PATTI AUSTIN with JAMES INGRAM "Baby Come To Me" (OwestMBB) 35/3 PATTI AUSTIN with JAMES INGRAM
Rotations: Heay 55O, Medium 18/1, Light 11/1, Extra Adds 1, Totai Adds 3, KMJM, WJJS, WTOY, HeavY: WGCI,
KNOW, WPDQ, WOWI, KAEZ. Medium: WXY, WAMO, WAOK, WY_D-FM, WCIN, WJMO, WJLB, KDAY, XHRM WSS, WNHC, WWRL, KOKY, WBLX, WANM, WLUM, KUKQ.
THIRD WORLD "Try Jah Love" (Colurnbia) 35/2
Rotations: Heaw 13/0, Medium 14/0, Light 6/0, Extr Adds 2, Total Adds 2, WLTH, KUKQ. Heavy: WXYV, WDAS, Rotations: Heaw $13 / 0$, Medium 14/0, Light 6/0, Extre Adds 2, Total Adds 2, WLTH, KUKQ. Heavy: WXYV, WDAS,
WHUR, WYLD-FM, WBMX, WGCI, KDAY, KSOL, WSSJ, WKND, WNHC, WWRL, KACE. Medium: WWIN, WILD, WHUR, WYLD-FM, WBMX, WGCI, KDAY, KSOL, WSS, WKND, WNHC, WWRL, KACE. Medium: WWIN, WILD Radio Chart.
ROBERTA FLACK "Making Love" (Atiantic) 34/1 1 , WENN. Heaw: WDAS, WBMX, WJPC


BRASS CONSTRUCTION "Can You See The Light" (Liberty) 34/1
Rotations: Heaw 7/0, Medium 13/0, Light 13/0, Extra Adds 1, Total Adds 1, WATV. Heav: WILD, WAOK, XHRM WITH, KAEZ, KUKQ, WCIN. Moves $28-28$ on the Black Redio Chart.
BILL SUMMERS \& SUMMERS HEAT "At The Concert" (MCA) 33/2
Rotations: Heavy 6/0, Medium 11/0, Light 15/1, Extra Adds 1, Totel Adds 2, KDAY, WLTH. Heavy: WOOK, KDKO
WENN, WGIV, WLOU, KAEZ. Medium: WHUR, WAOK, WKND, WJMI, WJAX, WAY, WJ.
WDAO.
DIONNE WARWICK \& JOHNNY MATHIS "Friends In Love" (Arista) 32/11
Rotations: Heew O/O, Medium 8/2, Light 18/1, Extra Adds 8, Totel Adds 11, WEDR, WAIL-FM, WJMO, KDKO
SMOKEY ROBINSON "OId Fashioned Love" (Tamla/Motown) 30/6
Rotetions: Heavy 4/0, Medium 12/0, Light 11/3, Extra Adds 3, Total Adds 6, WAMO, WVEE, WPDQ. WANM, WKWM

## jadiongecords NATIONAEARPLAY/30

## $=$ =

$\begin{array}{ll}11 & 5 \\ 9 & 4 \\ 20 & 11\end{array}$
(2) PATRICE RUSHEN/Forget Me Nots DENIECE WILLIAMS/It's Gonna Take... (ARC/Columbia)
$\begin{array}{lllll}2 & 2 & 3 & 4 & \text { ATLANTIC STARR/Circles (AGM) } \\ 12 & 6 & 5 & 5 & \text { SHALAMAR/A Night To Remember (Solar/Elektra) }\end{array}$
$1376 \mathrm{CHERI} /$ Murphy's Law (Venture)
31147 RICHARD "D" FIELDS/If It Ain't One Thing... (Boardwaik)
$\begin{array}{llll}10 & 8 & 8 & 8 \\ \text { CAMEO/Just Be Yourself (Chocolate City/PolyGram) }\end{array}$
151399 A TASTE OF HONEY/I'll Try Something New (Capitol)
161010 WAR/You Got The Power (RCA)
$\begin{array}{lll}21 & 16 & 15 \\ 11\end{array}$ O'JAYS/I Just Want To Satisfy (Phil. Int't./CBS)
121912 BLOODSTONE/We Go A Long Way
$\begin{array}{llll}7 & 11 & 14 & O^{\prime} B R Y A N / T h e ~ G i g o l o ~(C a p i t o l) ~\end{array}$
22181615 SKYY/Let's Celebrate (Salsoul/RCA)
TEMPTATIONS/R. JAMES/Standing On... (Gordy/Motown) STEVIE WONDER/That Girl (Tamla/Motown)
GEORGE BENSON/Never Give Up On A Good Thing (WB)
ASHFORD \& SIMPSON/Street Corner (Capitol) New
CHANGE/The Very Best In You (RFC/Atlantic)
Entry THIRD WORLD/Try Jah Love (Columbia)

Do We Go... (Beverly Glen) PEABO BRYSON/There's No Guarantee (Capitol) ROBERTA FLACK/Making Love (Atlantic) P. McCARTNEY/S. WONDER/Ebony And Ivory (Columbia) BAR-KAYS/Freaky Behavior (Mercury/PolyGram) STARS ON 45/Tribute To Stevie Wonder (Radio/Atlantic) BRASS CONSTRUCTION/Can You See The Light (Liberty) KOOL \& THE GANG/Get Down On It (De-Lite/PolyGram)
mis chart is based sotely on complied weekiy reports from our

MOST ADDED
TEMPTATIONS/R. JAMES (16) NARADA MICHAEL WALDEN (14) GAP BAND (14)
CHIC (13)
WHISPERS (13)

## HOTTEST

RICHARD "DIMPLES" FIELDS (30) PATRICE RUSHEN (22) DAZZ BAND (22) O'BRYAN (22) RAY PARKER JR. (21)

REDDINGS "I Know You Got Another" (Believe In A Dream/CBS) 30/5 Rotations: Heavy 501 , Medium 120, Light 10/2, Extra Adds 3, Total Adds 5 5 , XRM, WJMI, WKXI, WLOU, WTMP
Heew: WOOK, WDIA, WEDR, WJLB, WJAX. Medium: WAOK, WVEE, WCIN, KDAY, KSOL, WENN, WOL. WOW Heanl: WOOK, WDIA, WEDR
WANT, WTOY, KDIA, WELL.
ZOOM "Love Seasons" (Polydor/PolyGram) 26/2
Rotations: Heavy 810, Medium 1210, Light 4/O, Extre Adds 2, Total Adds 2, XHRM, WATV. Heaw: WCIN, WDMT, WSSJ, WPDQ, WOWI, WANT, WKWM, WLUM. M A, WYLD-FM WJLB, WKND, WWRL, KOKY, WLOU, WTOY AL JARREAU "Teach Me Tonight" (WB) 25/3
Rotations: Heavy 2JO, Medium $14 / 1$, Light 711, Extra Adds 2, Totel Adds 3, WTMP, WGCI, KSOL. Heavr: WJMO,
KNOW. Medium: WOOK, WAOK, WHRK, WJPC, WDMT, WSS, WKND, KOKY, WJJS, WOWI, WTOY, WLUM, Rotations: Heay
KNOW. Medium
KAEZ, KUKQ.
KAEZ, KUKQ.
Rotations: Heavy 5/0, Medium 12/0, Light 7/O, Extra Adds 0, Total Adds O. Heawl: WDIA, WGIV, WJAX, WwWS AURRA "A Little Love" (Salsoul/RCA) 23/6
AURRA "A Little Love" (Salsoul/RCA) 23/6
Rotations: Heav: 1/0, Medium 9/0, Light 11/4, Extra Adds 2, Totel Adds 6, WXY, WAOK, KDAY, WWRL, WJAX
WKWM. Heary: WGIV. Medium: WEDR, WJMO, WJLB, KDKO, XHRM, KELP, WOL, WTLC, KACE. VERNON BURCH "Playing Hard To Get" (Spector/Capitol) 23/6
Rotations: Heavy $\uparrow / 0$, Medium $7 / 0$, Light 13/4, Extra Adds 2, Total Adds 6, WIN, WXYV, WHUR, WAOK, WWRL WTOY, He日V: KDKO. Medium: WEDR, WJMO, KDAY, XHRM, WLOU, WTLC, KACE. HERBIE HANCOCK "Lite Me Up" (Columbia) 23/5

## SICNIFICANT ACTION

SECRET WEAPON "Must Be The Music" (Prelude) 21/2
Rotations: Heav, 11/1, Medium 5io, Light 4/o, Extra Adds 1, Totel Adds 2, WOMT, KELP. Heavy: WVIN, WXYV WDAS, WAOK, WAIL-FM, WGIV, WOIC, WV
L.T.D. "April Love" (AGM) 21/O
Rotations: Heaw 9/0, Medium 10/0, Light 2/0, Extra Adds 0 Toal Adds 0 . Heaw WWIN, WVEE, WHRK, WEDR WJLB, WPDO,
WLUM, KAEZ.
DIANA ROSS "Work That Body" (RCA) 20/5
Rotations: Heavy 0/0, Medium 5/1, Light 11/0, Extra Adds 4, Torel Adds 5, WDAS, WPDQ, WBLX, WKWM, KUKC Medium: WILD, WEDR, KDKO, K

CHIC "Soup For One" (Mirage/Atiantic) 19/13
Rotations: Heavy $0 / 0$, Medium 3/0, Light $9 / 6$, Extra Adds 7 , Total Adds 13 , WWIN, WAMO, WHUR, WBMX DRAMATICS "Live It Up" (Cepitol) 18/7
Rotations: Heaw O/O, Medium $5 / 1$, Light 10/3, Extre Adds 3, Total Adds 7, WAOK, WCIN, WKND, wOIC, wToY
WTLC WOI. Medium: WJLB, XHRM, WJJS, KAEZ. GREG PERRY "It Takes Heart' (Alfa) 18/5
hotations: Heaw 1/0, Medium 5/0, Light 8/4, Extre Adds 4, Total Adds 5, WDAS, WBMX, WGIV, WTOY, WLTH
SHOTGUN "Ladies Choice" (Montage/Capitol) 18/4
Rotations: Heavy 1/0, Medium 5/0, Light 9/1, Extra Adds 3, Total Adds 4, WxN, WTOY, wnWs, KACE. Heav
WENN. Medium: WDAS, KDKO, WATV, WPDQ, WTLC.
MICHAEL WYCOFF "Still Got The Magic (Sweet Delight)" (RCA) $17 / 0$
Rotations: Heavy 3/0, Medium 7/0, Light 7/0, Extra Adds 0 , Total. Adds 0. He日v: WWRL WVI, KACE Medium
, WGCI, WJMO, KNOW, WGIV
FAT LARRY'S BAND "Act Like You Know" (De-Lite/PolyGram) 16/3
Rotations: Haav, $0 / 0$, Medium 7/0, Light $8 / 2$,
WILD, KMOJ, WNHC, WLTH, KACE, WEDR.
MERGE "Take it To The Top" (RCA) 16/3
Rotations: Healy 1/0, Medium 4/1, Light 10/1, Extra Adds 1, Total Adds 3, WTOY, WVI, KACE. Heavy: WEDR
DAVID LASLEY "If I Had My Wish Tonight" (EMI America) 16/3
Rotations: Heavy 1/0, Medium 4/0, Light 9/1, Extre Adds 2, Total Adds 3, WAMO, WJMO, KUKQ. Heaw, WAOK Medium: WAIL-FM, WVOL, WLTH, WLUM.

ONE WAY "Cutie Pie" (MCA) 16/2
Rotations: Heavy 7/1, Medium 3/0, Light 6/1, Extra Adds 0 , Total Adds 2, KMJM, KELP. Heawr: WWIN, KMJQ, KRLY
GROVER WASHINGTON JR. "Jamming" (Elektra) 16/2

## (Elektra) 16/2

## J. GEILS BAND "Flamethrower" (EMI America) 16/0

Rotations: Heevy $9 / 0$, Medium 6/0, Light $1 / 0$, Extra Adds 0, Total Adds 0. Heaw: WAIL-FM, KMJM, XHRM, WATV
WHISPERS "Emergency" (Solar/Elektra) 15/13
Rotations: Heavy 0/0, Medium 2/1, Light 3/2, Extre Adds 10, Total Adds 13, WXYV, WDAS, WVEE, WEDR SYLVIA "It's Good To Be The Queen" (Sugar Hill 15/1
Rotations: Heaw 30, Medium 4/0, Light 7/0, Extra Adds 1, Total Adds 1, W Rotations: Heaw 3/0, Medium 4/0, Light 7/0. Extre Adds 1, Total Adds 1, WTMP. Heavy: WHUR, WEDR, WGIV INSTANT FUNK "Why Don't You Think About Me" (Salsoul/RCA) 15/1 Rotations: Heaw $1 / 0$, Medium $7 / 0$, Light $7 / 1$, Extra Adds 0, Tote: Adds 1, WTOY. Heavy: WEDR. Medium: WCIN,
WJMO XHRM, WLOU WOWI, WTLC, KAEZ. MEL BROOKS "It's Good to Be The King" (WMOT/CBS) 15/0
Rotations: Heevy 1/0, Medium 5/0, Light 9/0, Extra Adds 0 , Total Adds 0 . Heary: WGIV. Medium: XHRM, WNHC
NARADA MICHAEL WALDEN "You're Number One" (Atlantic) 14/14
Rotations: Heavy OO, Medium OO, Light 4/4, Extra Adds 10, Totel Adds 14, WILD, WDAS, WDIA, WHRK, WEDR RONNIE DYSON "Bring It On Home" (Cotillion/Atco) 14/3
Rotations: Heaw 1/0, Medium 4/0, Light 8/2, Extra Adds 1, Total Adds 3, WATV, WTOY, WVOI: Heavy: KACE Medium: WSS, WENN, KOKY, WLTH.
RICHARD JON SMITH "Stay With Me Tonight" (Jive/Arista) $14 / 1$
Rotations: Heevy $0 / 0$, Medium 4/0, Light 9/0, Extre Adds 1, Total Adds 1, KAEZ. Medium: WEDR, XHRM, KSOL
BOBBY CALDWELL "Jamaica" (Polydor/PolyGram) 14/1

## Rotations: Heavy $1 / 0$, Medium 6/O, Light $7 / 1$ WJLB, XHRM, WJAX, WLUM, KPOP-FM.

KLEEER "Taste The Music" (Atlentic) 14/0
Rotations: Heavy $3 / 0$, Medium $7 / 0$, Light $4 / 0$, Extra Adds
WAOK, WATV, WANT, WTOY, WTMP, WLTH, WVOI.
EAST
Cheri
Atlantic Starr
Stevie Wonder
Patrice Rushen

| 80UTH | MIDW |
| :---: | :---: |
| Richard "D" Fields <br> Ray Parker Jr. <br> Cameo <br> O'Bryan <br> Deniece Williams | Dazz Ban Richard" Patrice R O'Bryan Cheri |

WEST

Regionalized Adds \& Hots
Stations are listed by region. Hots are listed in order of their airplay activity.



## CHR PARAIIEL ONE PLAYISIS



Page 56
MIDWEST


KBEQ

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

## WKGTI Milwaukee 24EEM MD：John Grant

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R\&R/Friday, April 23, 1982

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| ALDO NOVA Fantasy (Portrait/CBS) LP: Aldo Nove |  |  |
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RAY PARKER JR.
The Other Woman (Arista)

CIIP SICNIFICANT ACTION


#  <br> JOHN DENVER "Shanghai Breezes" (RCA) 88/9 <br> Moves: UD 40, Debuts 8, Serne 29, Down 2, Adds 9 , Z93, WHFM, WTRY, KROD, WZYP, WDOQ, WNAM, KILE GENESIS "Man On The Corner" (Atlantic) 84/7 <br> <br> STCNIFICANT ACTION 

 <br> <br> STCNIFICANT ACTION}

Moves: Up 42, Debuts 11, Same 23, Down 1, Adds 7, Q107, KIIK, WOW, KHYT, WAZY-FM, KENI, KCBN, 96KX ALDO NOVA "Fantasy" (Portrait/CBS) 78/11
Moves: Up 33, Debuts 6, Seme 24, Down 4, Adds 11, KFI, B100, WANSFM, KOFM, KZ93, KHYT, KIKI, WYKS KELO, KWLO, KRNA, KEGL 11-7, WGCL 21-13, KMGK 169, KNBQ 2417.
DAVID LASLEY "If I Had My Wish Tonight" (EMI America) 76/5
Moves: UD 27, Debuts 10, Seme 34, Down O, Adds 5, WCKX, WLAN FM, WJDX, WDOQ, WTRU, WPGC 28-25,
KC101 $30-27$, WYCR $30-27$, KINT 1915, WMAK-FM 22-19, KBBK 24-20, KCPX 23-20, WGUY 18-14, WAEV 2623 KC101 30-27, WYCR 30-27, KINT 19-15, WMAK-FM 22-19, KBBK 24-20, KCPX 2320, WGUY 18-14, WAEV 26-23, CARS "Si
CARS "Since You're Gone" (Elektra) 73/7
Moves: Up 30, Debuts 3, Same 30, Down 3, Adds 7, WCAU-FM, WLS-FM, WHFM, KZFM, KCPX, KRQ, WYKS QUEEN "Body Language"' (Elektra) 72/70
Moves: Up 0, Debuts 0, Same 2, Down 0, Adds 70 including $96 \mathrm{KX}, \mathrm{B94}$, WXKS-FM, J8105, CHUM, Y100 RAINBOW "Stone Cold" (Mercury/PolyGram) 69/13
Moves: Up 11, Debuts 6, Same 39, Downo, Adds 13 , JB105, CHUM, KEGL, WGCL, KIGO, KYYX, CK101, WSKZ, WZZR, WOMP-FM, WCIR, WISE, KKOV, WTRU, $96 K \times 26-22$, WJXO $8-7$
ROBERTA FLACK "Making Love" (Atlantic) $68 / 7$
ROBERTA FLACK "Making Love" (Atlantic) 68/7
Moves: Up 45, Debuts 5, Same 9, Down 2, Adds 7, B104, KFRC, Y103, FM100, Q101, KELO, KDZA, WXKS-FM
8-3, Z93 9-6, KF1 15-10, KEEL 35-30, WHHY-FM 24-19, KJ100 19.15, WKFR 20-17 WGGY DIANA ROSS "Work That Body" (RCA) $67 / 7$
Moves: Up 22, Debuts 9, Seme 29, Down O, Adds 7, XTRA, Q103, KROK, WFEA, 95SGF, WGLF, KILE, WBEN-FM 38 SPECIAL "Caught Up In You" (A\&M) 60/59 Moves: Up O, Debuts 0 , Same 1 , Down 0, Adds 59 including JB105,
T.G. SHEPPARD "Finally" (WB/Curb) 59/8

Moves: Up 24, Debuts 4, Sarne 23, Down O, Adds 8, KEZR, WFBR, WKEE, KZFM, WTIX, WDCG, KILE, O101,
WCKX 21-18, KXX106 17-14 WHHY-FM 21-15, WMAK-FM 2621 WAYY $26-22$ KOFM 27-24, WKDO ROD STEWART "How Long" (WB) 56/14
Moves: Up 10, Debuts 11, Seme 21, Down O, Adds 14, KZZP, WYCR, KSET-FM, KROK, G100, WROK, WSSX, WANS-FM, WJBQ, WIGY, WTSN, WFEA, WOMP-FM, KKOV, KKXX 28-21.
DENIECE WILLIAMS "It's Gonna Take A Miracle" (ARC/Columbia) 51/5
Moves: Up 23, Deburs 6, Seme 17, Down O, Adds 5, Y100, WDRC-FM, WJDX, CK101, WTSN, WXKS-FM 13-10,
940 29-26, KRLA 21-19, WFBR 21-16, WTTC-FM 29-20, FM100 25-22, WCSC 23-19, WGUY 24-19, WFLB 21-13, KILE 37-28.

## SICNIFICANT ACTION

STARS ON 45 "Tribute To Stevie Wonder" (Radio/Atlantic) 49/2 Moves: UP 28, Debuts 4, Some 14, Down 1, Adds 2, WKFR, KWLO, JB105 27-22, CKGM 23-18, WCKX 23-15,
WLOL:FM 27-23, KFI -30, WKEE 33-28, KBFM 22-19, WTIX $26-20$, CK101 23-19, KIIK 33-27, KJRB $24-20$ 7102 31-29, WFLB 19-16. RICHARD "D." FIELDS "If It Ain't One Thing It's Another" (Boardwalk) 48/13 Moves: Up 16, Debuts 10, Seme 9, Down O, Adds 13, Y100, 195, WKEE, WZYP, WMAK-FM, WKDO, KIDD, KGGI, KBBK, KIKI, WFBG, WGLF, KSLY, KEARTH 20-13, WNOK-FM 25-22.
DUKE JUPITER "I'II Drink To You" (Coast-Coast/CBS) 47/2
Moves: Up 11, Debuts 4, Seme 29, Down 1, Adds 2, WDCG, KKXX, CKGM on, KEGL 28-25, KYYX on, KZZP
21-19, 3WT 21-19, K104 37-35, KLPQ on, KLUC 20-17, O104 on, WISE on, KILE On, WAZY-FM 21-18, WCIL-FM 29-26, KFMZ 24-22, KATI on
MOTELS "Only The Lonely" (Capitol) 43/30
Moves: UD O, Debuts 1, Seme 12, Down O, Adds 30 including WIFI, CHUM, KEARTH, WPHD, WKRZ-FM, WKEE, JUNIOR "Mama Used To Say" (Mercury/PolyGram) 42/1
Moves: Up 23, Debuts 4, Seme 11, Down 3, Adds 1, 99KG, WIFI 4-3, B94 23-20, KEARTH 10-7, KRLA 6-4, KFI 8-4,
XTRA 12-9, WDRC-FM on, KBFM 30-26, WAYS 12-10, Z104 d-28, Z102 16-12, 95SGF 23-20, WYKS 24-16, O101 XTRA 12-9, WDRC-FM on, KBFM 30-26, WAYS 12-10, Z104 d-28, Z102 16-12, 95SGF 23-20, WYKS 24-16, O101
CAROLE KING "One To One" (Atlantic) 35/1
Moves: Up 10, Debuts 4, Seme 18, Down 2, Adds 1 , WISE, WNBC 20-18, KBEO 29-27, KIOO 36-32, WFBR $28-25$,
WBEL on, WPST 26-24, KLPQ on, WOKI 37-35, KJ100 on, WZZR on, KSTT 21-17, WJBO on, $10421-18$, 99KG on,
KDZA on.
KARLA BONOFF "Personally" (Columbia) 31/14
Moves: Up 5, Debuts 4, Seme 8, Down 0, Adds 14, KBEO, KEART
KJRB, KHYT, WFOX, WRKR, WSPT, KYYA, KOZE, KCNR $30-26$.
SHALAMAR "A Night To Remember" (Solar/Elektra) 29/2
Moves: Up 11, Debuts 1, Same 15, Down O, Adds 2, WPGC, WOKI, WBEN-FM 18-15, Y100 23-20, KRLA on, KIOO
$30-26$, KFRC $39-33$, WTIC-FM 24-18, WKRZ-FM on, CK101 39.29 , KYNO-FM 16-11, KGGI 27-25, WGUY 30-24. WGLF 36-34, WYKS 39-35.
JIMMY HALL "Fool For Your Love" (Epic) 28/11
Moves: Up 1, Debuts O, Seme 16, Down O, Adds 11 , KFI, KYYX, JWT, KZFM, BJ105, KIOA, KGGI, WGUY, WCIR,
95SGF, KENI, KIOO on, WCSC 28-24. KMGK on, KVOL on. ABBA "The Visitors" (Atlantic) 28/7
Moves: Up 4, Dobuts 4, Some 13, Down 0, Adds 7, WCKX, KYYX, KZFM, KINT, Z104, Q101, KKXL, WRCK on,
WHHY-FM d-29, KMGK on, KKXX 29-26, KJRB 28-26, WFOX $28-24$, KKLS $30-25$, WCIL-FM d 34 PRISM "Turn On Your Radar" (Capitol) 27/6
Moves: Up 5, Debuts 1, Same 15, Down O, Adds 6, WTIX, WZYP, WZZR, KIDD, WFBG, KENI, B104 on, KEZR 29-25, KINT 32-30, BU105 40-36, WBCY 26-23, WRVQ on, WJXO On, KCPX 37-32, WJBO On.
SOFT CELL "Tainted Lóve" (Sire/WB) 23/3
Moves: Up 8, Debuts 1 , Same 5 , Down 6, Adds 3, B100, 2104 , KELO, WIFI6-5, WCAU-FM 5-3, Y1005-3, KIOO3-3,
XTRA d-13, WDRC-FM On, WLAN-FM 23-18, K104 8-5, KMGK 29-22, 95XII 22-20, KRNA 1814. XTRA d-13, WDRC-FM on, WLAN-FM 23-18, K104 8-5, KMGK 29-22, 95XIL 22-20, KRNA 18-14. GAMMA "Right The First Time" (Elektra) 22/0
Moves: Up 6, Debuts 2, Seme 13, Down 1, Adds 0, 96KX on, WXKS-FM on, CHUM 27-22, KEGL 22-16, KFRC on,
WPHD 20-18, 3WT $d-34$, K104 35-31, WRVQ on, KMGK on, KZ93 on, FM103 on, WOMP-FM 32-30, WRKR on,
RONNIE MILSAP "Any Day Now" (RCA) 20/20
Moves: Up O, Debuts O, Same 0, Down O, Adds 20 including KlQo, KEZR, WFBR, WDOO, WBBO, FM100, BERTIE HIGGINS "Just Another Day In Paradise" (Kat Family/CBS) 20/15 Moves. Up O, Debuts 5, Same 0, Down 0, Adds 15, KZZP, WFBR, WKEE, KBFM, KXX106, WGH, KIOA, KCPX, WFBG, WFOX, WFLB, Q101, KVOL, KENI, KSLY
SMOKEY ROBINSON "Old Fashioned Love" (Tamla/Motown) 20/8
Moves: Up 3, Debuts 2, Some 7, Down 0, Adds 8, WXKS-FM, KIOQ. WDRC-FM, KZFM, BJ105, WJBO, WFLB, PATTI AUSTIN with JAMES INGRAM "Baby Come To Me" (Qwest/WB) 19/4 Moves: Up 4, Debuts 0, Same 11. Down 0, Adds 4, WMAK-FM, WVIC, KSKD, WFLB, WXKS-FM on, Y100 on,
KRLA on KFI on, KłOO $38-30$, WKRZ-FM on, KGGI $28-24$, KBBK on, WGUY on, KILE $39-36$, KSLY on. SAMMY HAGAR "Piece Of My Heart" (Geffen) 18/12
Moves: Up 1, Debuts 2, Same 3, Down O, Adds 12, KEGL, KSET-FM, WOKI, WGH, WVIC, WJXO, KKXX, KBBK, ALESSI "Put Away Your Love" (Qwest/WB) 18/9
Moves: Up O, Debuts 0, Same 9, Down 0, Adds 9, KEZR, WTIX, BJ105, WGH, KNBO, WAEV, WGLF, KVOL,
KDZA, WXKS-FM on, Y100 on, WKRZ-FM on. EDDIE RABBITT "I Don't Know Where To Start" (Elektra) 17/6
Moves: Up 3, Debuts 1, Sere 7, Down 0, Adds 6, V100, KEEL, KROK, KSTT, WTSN, WFOX, WFBR on, WFMF
$27-25$, Y103 on, WGH d-18, KIOA On, WOMP-FM On, WZYO On, WFLB 23-19, KKLS on. POINT BLANK "Let Her Go" (MCA) $17 / 3$, WABB-FM, KCPX, KEGL $27-24$. WPST d-33. KSET-FM Moves: Up 4, Debuts 1, Same 9, Down O, Adds 3, CHUM, WABB-FM, KCPX, KEGL 27-24, WPST d-33, KSET-FM GORDON LIGHTFOOT "Baby Step Back" (WB) 17/2
Moves: UP 8, Debuts 2, Same 4, Down 1, Adds 2, WGH, KCPX, CKLW On, KCNR 10-6, V100 a-26, KEEL On, CK101
$38-36$, WROK on, WVIC 31-26, KIOA 22-20, WNCI 20-17 KKXX $15-11$, KSPZ 22-21, KSKD 25-27 WIGY DIONNE WARWICK \& JOHNNY MATHIS "Friends in Love" (Arista) 16/6 Moves: Up 1, Debuts 4, Seme 5, Down O, Adds 6, KIOQ, WTIX, KEEL, WJDX, WBBO, WFEA, WXKS-FM on,
WFBR 30-28, WAEB o-29, WDOQ On, CK101 d-38, WGH d-19, WGUY on, WFOX on, KENI on.

WAYLON \& WILLIE "Just To Satisfy You" (RCA) 28/2
Rotations: Heaw 2/0, Medium 20/1, Light 611, Extra Adds 0, Total Adds 2, WJBC, KBOZ. Heav: WFMK, WDAY Medium: WSB, WCCO, KPLZ, WSBA,
KRBC, WORG, KFOR, WJON, KFQD.
DENIECE WILLIAMS "It's Gonna Take A Miracle" (ARC/Columbia) 25/1
Rotations: Heaw 2/0, Medium 15/1, Light 810, Extra Adds 0, Total Adds 1 , KBOZ. Heav: WBEN, WWNR. Mediun
WCBM, WASH, WLTA, WBT, KULF, WHBC, KKUA, KSL, WKZE-FM, WEIM, KRBC, WSKY, WORG, WWSA
MIKE POST "Theme From 'Magnum P.I." " (Elektra) 23/2
Rotations: Heavy 2/0, Medium 14/1, Light 6/0, Extre Adds 1, Total Adds 2, WAIV, WRVR. Heaw: YES95, WFMK
MANHATTAN TRANSFER "Route 66" (Atlantic) 22/12
Rotations: Heaw 1/0, Medium 10/4, Light 9/6, Extra Adds 2, Total Adds 12, WCCO, KPLZ, WHIO, WFDF, KUGN KSL, W
KRBC.
STARS ON 45 "Tribute To Stevie Wonder" (Radio/Atlantic) $22 / 2$
Rotations: HeavY 210, Medium 12/0, Light 7/1, Extra Adds 1, Total Adds 2, KVIL, KTWO. Heaw: KKUA, WLVA LE ROUX "Nobody Said it Was Easy (Lookin' For The Lights)" (RCA) $22 / 0$ Rotations: Heaw 6/0, Medium 11/0, Light 5/0, Extre Adds 0, Total Adds 0 . HeaVY: WRIE, WSRZ, WOWO, WFMK,
WWNR, WROV. Medium: KVIL, WZZP, WAFB, KRBE, WMHE, KYUU, WEIM, WCHV, O96, WBOW, KRKK. RONNIE MiLSAP "Any Day Now" (RCA) 19/19 Rotations: Heaw O/ Medium 11/11, Light 8/8, Extre Adds 0, Total Adds 19, WBEN, WASH, WSGN, KULF,
, WRY, WAKR, WFMK, WMHE, KTKT, WSKY, WDEF, KSEL, WLVA, WORG, WWSA, WDAY, KRNO, BSROBBY CALDWELL "Jamaica" (Polydor/PolyGram) 18/4
Rotations: Heaw O/O, Medium 14/3, Light 4/1, Extre Adds 0, Totel Adds 4, KULF, WHIO, KRBC, KFOR. Medium:
WBEN WLTA WCCO, WIS, WHBC, KWAV, WSKY WDEF, KRNO, KRKK, KRNT STEVIE WOODS "Fly Away" (Cotillion/Atco) 17/11
Rotations: Heavy O/0, Medium 8/6, Light 8/4, Extra Adds 1, Total Adds 11, WSB, 97AIA, WCCO, KEY103 RANDY GOODRUM "Savin' It Up" (Polydor/PolyGram) $17 / 2$
Rotations: Heew O/O, Medium B/O, Light 11/2, Extra Adds 0 , Total Adds 2, WFMK, WEIM. Medium: WLTA, WHIO
BARBARA MANDRELL " Til You're Gone" (MCA) 14/7
Rotations: Heavy 1/1, Medium 8/3, Light 4/2, Extra Adds 1, Total Adds 7, WSB, WCCO, WGAC, KKRD, KSL
WDEF, KFQD. Medium: KEX, WDAY, KFOR, WJON, KBOZ. DON WILLIAMS "Listen To The Radio" (MCA) 14/6
Rotations: Heavy 1/0, Medium $5 / 2$, Light 8/4, Extra Adds 0 , Total Adds 6 , WCCO, KMBZ, KTKT, WEIM, KRBC,
KSEL. Heaw: WDEF. Medium: WSB, WWSA, WDAY. DONNIE IRIS "My Girl" (MCA) 14/3
Rotations: Heaw 1/O, Medium 5/2, Light B/1, Extra Adds 0, Total Adds 3, WCBM, WOUE, KFOR. Heavy: WWNR, ROD STEWART "How Long" (WB) 14/3
Rotations: Heaw 0/0, Medium 6/1, Light 8/2, Extra Adds 0, Total Adds 3, WKZE-FM, WLVA, KPAT. Medium TOTO "Rosanna" (Columbia)
Rotations: Heavy 2\%, Medium 5/1, Light 6/3, Extre Adds 0, Total Adds 4, WTAE, WWNR, WKZE-FM, WCHV
PATTI AUSTIN with JAMES INGRAM "Baby Come To Me" (Qwest/WB) 13/2 PATTI AUSTIN with JAMES INGRAM "Baby Come To Me" (Qwest/WB) 13/2,
Rotations: Heavy 5/0, Medium 20, Light 6/2, Extra Adds 0, Totel Adds 2, WCZY, WEIM. Heav: KULF, SM95, Rotations: Heaw 5/0, Medium 2/0, Light 6/2, Extr
KKUA, WLVA, WDAY. Medium: WWSA, KBOZ.
ALESSI "Put Away Your Love" (Qwest/WB) 12/3
Rotations: Heaw 0/0, Medium 5/0, Light 6/2, Extra Adds 1, Total Adds 3, WRVR, WQUE, WJON. Medium: WSB
LAURA BRANIGAN "All Night With Me" (Atlantic) $11 / 0$
Rotations: Heavy 0/0, Medium 5/0, Light 6/0, Extra Adds 0, Total Adds 0. Medium: KULF, WHIO, WIBA, WSKY
DAVID LASLEY "If I Had My Wish Tonight" (EMI America) 10/4
Rotations: Heav 1/0, Medium 1/0, Light 6/2, Extra Adds 2, Total Adds 4, WHBC, KMBZ, WKBR, KTWO. Heew
RAY PARKER JR. "The Other Woman" (Arista) 10/2
Rotations: Heaw 4/O, Medium 5/2, Light 1/0, Extre Adds 0. Total Adds 2, KOY, WHEN. Heaw: WHHY, WOUE,
MICKEY GILLEY "Tears Of The Lonely" (Epic) 10/1
Medium: WLTA, KMBZ, KRBC Rotations: Heavy 000 MLS BAND "Still In Saigon" (Epic) 10/0
FRANKE \& THE KNOCKOUTS "Without You..." (Millennium/RCA) 10/0
Rotetions: Heaw 4/O, Medium 20, Light 40, Extra Adds 0 , Total Adds 0 . Heav. WHHY, KWAV, WWNR, WLVA
ABBA "The Visitors" (Atlantic) 9/1
Rotations: Heavy $0 / 0$, Medium 7/1, Light $2 / 0$, Extre
Rotations: Heavy 0/0, Modium 711, Light 2/0, Extre Adds 0, Total Adds 1, KWAV. Medium; WTAE, WHHY, SM 95
TERRY CASHMAN "Talkin" Baseball (Willie, Mickey, And The Duke)" (Lifesong) 8/6 Rotations: Heaw 0/0, Medium 3/1, Light 5/5, Extra Adds 0, Total Adds 6, WCBM, WGAC, WHBC, WHIO, WWSA
PETER NOONE "You Got Me Anyway" (Johnston/CBS) 8/4
Rotations: Heew $0 / 0$, Medium 0/0, Light 8/4, Extre Adds 0 , Total Adds 4, WCCO, WSLI, WHBC, WKZE-FM. JIMMY HALL "Fool For Your Love" (Epic) $7 / 4$
Rotations: Heaw 0/0, Medium 21, Light 5/3, Extre Adds 0 , Totel Adds 4, WHEN, WGAC, WWNR, WKZE-FM
EARL KLUGH "I'm Ready For Your Love" (Liberty) 7/3 Rotations. Heavy ${ }^{\text {DI }}$ "Work That Body" (RCA) $7 / 2$

PAUL OVERSTREET "Beautiful Baby" (RCA) 7/0
WITA WGY WSKY WDEF
TERRI GIBBS "Ashes To Ashes" (MCA) 6/3
MOTELS "Only The Lonely" (Capitol) 6/3
Rotetions: Heaw 0/0, Medium 1/0, Light 5/3, Extre Adds 0, Total Adds 3, WKZE-FM, WEIM, WDAY. Medium:
ALABAMA "Mountain Music" (RCA) 6/1
Rotations: Heaw 0/0, Medium 3/0, Light 311, Extra Adds 0, Total Adds 1, KAAY. Medium: WSUS, WHBC, WDAY PRISM "Turn On Your Radar" (Capitol) 5/4
KOOL KOOL $\&$ THE GANG "Get Down On It" (De-Lite/PolyGram) 5/1
WFMK. Heay

## CHR SICNIFICANT ACTION

CARPENTERS "Beechwood 4-5789" (AGM) 16/2 Moves: Up 7, Debuts 2, Same 5, Down 0, Adds 2, KJ100, WGBF, WAEB 18-15, KEEL d-29, CK101 37-35, WGH
13-12, WVIC 39-32, KSTT 16-14, KIOA d-29, KGGI on, WFLB on, KFYR on, KELO 18-13, WCIL-FM on, KSLY 29-27. CHERI "Murphy's Law" (Venture) 15/3
Moves: Up 5, Debuts 2, Seme 5, Down 0, Adds 3, CKLW, BJ105, WDOO, WIFI d-20, WCAU-FM 34 - 28, WXKS-FM 27-18, JB105 on, CKGM d-37, Y100 21-18, KIOO 32-20, KYNO-FM 15-9, KGGI on, WFBG on, WFLB on, KSLY on. WAYLON \& WILLIE "Just To Satisfy You" (RCA) 15/3 Moves: Up 2, Debuts 0, Seme 10, Down O, Adds 3, KHFI, WTIX, WOW, KFI on, KIOQ on, KEZR on, KYYX on,
KZFM 18-16, WZZR on, WVIC on, KBBK on, KSKD on, KHYT on, 95XIL 40-36, WISE on.

## A Classic Performance of a Classic Song

64

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\begin{aligned}
& \text { JOAN JEIT G the } \\
& \text { BLACKHEARTS }
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The Second Single from the Platinum Album:


I Love Rock-N Roll
NB 133243

Y100 2-1
Z93 29-24 WPGC 26-20 KIQO 33-27 B100 23-20 0107 on WIFI add PRO-FM add JB105 add CHUM on CKGM add Q105 add 25 Q102 add 30 KRLA add

KFI add KEZR add KYYX add KIMN add WPHD 29-25 WHFM add WRCK deb 26 3WT add WDRC-FM on WPST add WLAN-FM add 0106 add WYCR add WKRZ-FM add WKEE add

KZFM add
KSET-FM deb 25
KINT add 22 KHFI 25-18 KBFM add KROK add WJDX add WABB-FM add G100 add WZYP on WDOQ 30-20 CK101 deb 39 WBBQ add KX104 add WOKI add

WDCG 40-31
WSSX 17-10 WANS-FM 23-16 WNOK-FM on WRVQ deb 20 WJXQ add 14 KMGK on KZ93 on Z104 deb 30 WKDO on KKXX 31-25 KYNO-FM add 33
KIDD add KJRB on KNBQ add

KBBK add KCPX deb 31 FM103 add KSKD add KHYT deb 33 KIKI add WFBG add 28 WZYQ on Q104 deb 30 WAEV on Z102 32-28 95SGF add WISE on WXLK add WGLF add

WYKS deb 17
KILE deb 34 KSEL-FM deb 23 KVOL deb 25 KKRC-FM add 25 WSPT add KRNA on 99K G add KFMZ add KENI add KKLV add KCBN add 40 KDZA add KOZE add
$1 / 20$

## тОТО Rosanna (Columbia)

68\% of our reporters on it. Moves: Up 36, Debuts 42, Same 27. Down O, Adds 40 including Q107, CFTR, CKGM, B100, KUBE, KOPA, WLAN-FM, WZYP, WSKZ, WZOK, Y94, KLUC, WFBG, KILE, KDVV. See Parallels, debuts at number 28 on the CHR chart.

## DONNIE IRIS My Girl (MCA)

65\% of our reporters on it. Moves: Up 57, Debuts 17, Same 38, Down O, Adds 26 including WKBW, 96KX, JB105, WLOL-FM, KC101, KROD, KXX106, WANS-FM, KIIK, WNAP, KOKQ, K96, WTSN, WCGQ, KKRC-FM. See Parallels, debuts at number 29 on the CHR chart.

## ASIA

## Heat Of The Moment (Geffen)

63\% of our reporters on it. Moves: Up 39, Debuts 40, Same 22, Down 0, Adds 34 including WXKS-FM, WPGC, Y100, WLS-FM, WGCL, KFI, KIMN, Q103, WHFM, WAXY, WROK, WZZR, KBBK, KSKD, WAZY-FM. See Parallels, debuts at number 30 on the CHR chart.

## (1239) NEW \& ACTIVE

MIKE POST "Theme From 'Magnum P.I.' " (Elektra) 115/10 Moves: Up 53, Debuts 9, Same 32, Down 11, Adds 10, a105, KBEQ, KFRC, Q106,
Z102, KKRC-FM, Z93 11-9, 940 25-15, KIMN 24.20 KOPA SIMON \& GARFUNKEL "Wake Up Little Susie" (WB) 110/19 Moves: Up 41, Debuts 15, Same 35, Down 0, Adds 19 including WIFI, WCAU-FM, WLOL-FM, KEARTH, 92FL Woves: Up KI, BARRY MANILOW "Let's Hang On" (Arista) 110/3
Moves: Up 65, Debuts 13, Seme 27, Down 2, Adds 3, KOFM, WKDQ, WHOT, WNBC 28-25, JB105 30-25, KBEQ 26-23, KIOO 29-21, 3WT 23-20, K104 32-24, WDOO $20-17$ WAYS 28-24, WTSN 27-13, WFOX 21-16, WCIL-FM $34-27$, KCBN $38-32$.
SHEENA EASTON "When He Shines" (EMI America) 109/17
Moves: Up 45, Debuts 13, Same 34, Down 0. Adds 17 including JB105, WGCL KYYX, KIMN, KOPA, 92FLY POLICE "Secret Journey" (A\&M) 105/17
Moves: Up 34, Debuts 10, Same 44, DOWN O, Adds 17 including CHUM, KEGL, WKTI, KIQQ, WTIX, WAYS LOVERBOY "When It's Over" (Columbia) 100/13
Moves: Up 56, Debuts 12, Same 18, Down 1, Adds 13, 96KX, WLOL-FM, KBEO, WHFM, CK101, WZZR, WCIR, 95SGF, WFLB, WYKS, KELO, WAZY-FM, KDZA, WBEN-FM 38 23, 94Q $24-19$.
$\checkmark$ JOHN COUGAR "Hurts So Good" (Riva/PolyGram) 97/53
Moves: Up 2, Debuts 13, Seme 29, Down 0, Adds 53 including Wen FM, WIFI 293, 940, WLOL-FM FI, KFRC, B100, KIMN, O103, WLAN-FM, KHFI, KKKa, KNBQ,
WILLIE NELSON "Always On My Mind"

WILLIE NELSON "Always On My Mind" (Columbia) 94/20
Moves: Up 50, Debuts 13. Same 10, Down 1, Adds 20 including WKBW, WIFI, B
WLOL-FM, KBEQ, KRLA, WAEB, KITY, KLPQ. WKFR, FM102, WTSN, KOWB.
JOAN JETT \&... "Crimson And Clover" (Boardwalk) 89/5 JOAN JETT \&... "Crimson And Clover" (Boardwaik) 89/51 Moves: Up 13, Deburs 12, Seme 13, Down 0, Adds 51 including WIFI, PRO
CKGM, Q105, Q102, KRLA, KFI, KEZR, KYYX, KIMN, WYCR, KX104, WJXa, WXLK.

## T.G. SHEPPARD <br> Finally (WB/Curb)

$52 \%$ of our reporters on it. Rotations: Heavy 12/0, Medium 39/3, Light 22/7, Extra Adds 3, Total Adds 13, WJMD, KPLZ, WHYN, WAIV, WAKR, WFDF, WENS, KKRD, KKUA, WWNR, WNAB, WKZE-FM, KSRO. Debuts at number 26 on the A/C chart.

## BERTIE HIGGINS

Just Another Day In Paradise (Kat Family/CBS)
$50 \%$ of our reporters on it. Rotations: Heavy 2/1, Medium 38/19, Light 29/18, Extra Adds 3, Total Adds 41 including WBEN, WJMD, 97AIA, WCZY, WHB, WCCO, KOY, KEZL, KFMB, WHAM, KULF, WSLI, WRVA, WFDF, KOB, and 26 more. Debuts at number 27 on the A/C chart.

## NEW \& ACTIVE

$25-49$

$\checkmark$
KARLA BONOFF "Personally" (Columbia) 67/31
Rotations: Heaw 40, Medium 30/10, Light 30/18, Extra Adds 3, Total Adds 31, WCZY, KOY, WICC, WKAZ WIBA, K1OB, KCEE, KTKT, WNAB, WCHV, KSEL, WJBC, KCRG, WSGW, WBOW, KRKK, KSRO. beATLES "Movie Medley" (Capitol) 64/3
Rotations: Heavy 9/0, Medium 39/2, Light 16/1, Extra Adds 0 , Total Adds 3, KHOW, WSBA, KFOD. Heavy: WBEN KULF, WAAY, WRVA, WOWO, WWNR, WEIM, WROV, KRNO. Mediurn: WCBM, GR55, KDKA, WFYR, WGAR, KEX, KNBR, KPLZ, WICC, WRIE, WWYZ, KEY103, WBT, KMGC, WAKR, WHBC, YES95, KOB CAROLE KING "One To One" (Atlantic) 58/12
Rotations: Heaw 5/0, Medium 31/4, Light 20/6, Extra Adds 2, Total Adds 12, WSB, WCCO, KEZL. KPLZ, WKAZ, WAFB, KULF, WAIV, WFDF, WIBA, WEIM, KSRO. Heavy: WCZY, WSRZ, WFMK, WKZE-FM, WDEF. Medium WCBM WHE WICC WHYN WGAC KEY103 WSLI SM95, WARM98, WHIO WMHE KWAV KSL
DARYL HALL \& JOHN OATES "Did It In A Minute" (RCA) 56/5
Rotations: Heavy 20/0, Medium 25/1, Light 10/3, Extra Adds 1, Total Adds 5, 97AlA. WKAZ, WAIV, WKZE-FM KSEL. Heav: WRIE, WAFB, KULF, WAAY, WHHY, WOUE, Y1O6, WSRZ, WOWO, KKUA, KWAV, WWNR, WEIM WCHV, WLVA. WORG, KPAT, WBOW, KBAI, KRKK. Medium: WCBM, WASH, KVIL. WFYR, $55 K R C$. RICK SPRINGFIELD "Don't Talk To Strangers" (RCA) 54/5
Rotations: Heavy 28/0, Medium 19/1, Light 7/4, Extra Adds 0. Total Adds 5. WKAZ, KMGC, WQUA, KOB, WSGW Heav: KDKA. WASH, WFYR, WGAR, WSFM, WAFB, WSGN, WAAY, WHHY, SM95, WQUE, Y106, WSRZ, WOWO, WFMK, WMHE, KWAV, K108, KTKT, WWNR, WKBR, WSKY, WBOW, KBAI, KRKK LITTLE RIVER BAND "Man On Your Mind" (Capitol) 46/12
Rotations: Heav 510, Medium 20/3, Light 19/7, Extre Adds 2, Totel Adds 12, WZZP, WHE, KNBR, WGY, WGAC KEY103, KMGC, WSLI, WHBC, WKBR, KRKK, KISN. Heaw' WHHY, KWAV, WKZE-FM, WCHV, WLVA. Mediurn: LARRY LEE "Don't Talk" (Columbia) 38/8
Rotations: Heaw O/O, Medium 19/4, Light 18/3, Extre Adds 1. Totel Adds 8, wCCO, WHIO, KMBZ, WLVA, WDAY KBOZ, KTWO, KRNO. Medium: KEX, WGAC, KEY 103, WFMK, WMHE, KBOI, WKZE-FM, WEIM, KRBC, WSKY KBOZ, KTWO, KRNO. Medium: KEX,

## SICNIFICANT ACTION

HUEY LEWIS AND THE NEWS "Do You Believe In Love"' (Chrysalis) 29/4 Rotations: Heaw 5/0, Medium 1811, Light 6/3, Extre Adds O, Total Adds 4, WTAE, KKUA, WCHV, KBOZ. Heav KDKA, KVIL, WFYR, WSRZ, WLVA. MOdium: WGAR, KOY, KRBE, WHHY WOUE WOWO WFMK, WMHE KYUU, WWNR, WSKY, Q96, WROV, WDAY, WBOW, KBAI, KRKK.
SMOKEY ROBINSON "Old Fashioned Lave" (Tamle/Motown) $28 / 7$
Rotations: Heaw 10, Medium 15/4, Light 1011, Extra Adds 2, Total Adda 7, WCCO, WICC, WGY, WHYN, WRVA WKBR, KRKK.
WDAY, WJON.


[^0]:    SICNIFICANT ACTION
    TERRI GIBBS "Ashes To Ashes" (MCA) 38/16
    National Summary: Up 2, Same 14, Down 0, Debuts 6, Adds 16 including WPOR-AM-FM, WIRK-FM, WAXX, KEBCG. STEWART \& D. DILLON "Brotherly Love" (RCA) $35 / 4$
    G. STEWART \& D. DILLON "Brotherly Love" (RCA) 35/4
    National Summary Up 15, Same 15. Down 0, Debuts 1, Adds 4, KIXZ, KHEY, KUZZ, KGEM, wIXL-FM 13-8, wWOD National Summary: Up i5, Same 15. Down 28 , Debuts , KRMD-AM-FM 48-42, KFH 49-45, KWJJ 47-41, KRAK $35-33$.
    CORBIN/HANNER BAND "Everyone Knows I'm Yours" (Alfa) 30/3
    National Summary Up 9, Same 15, Down 0, Dabuts 3, Adds 3, WITL-FM, KUZZ, KMAK, WEEP 13-19, wwoD 39-36,
    RONNIE ROGERS "MY Love Belongs TO You" (Lifesong) 30/1
    RONNIE ROGERS "My Love Belongs To You" (Lifesong) 30/1
    National Summary Up 13, Seme 12, Dowm 2, Debuts 2, Adds 1, WMNI, wGNA-FM 27-23,
    National Summary, Up 13, Semn 12, Down 2, Dobuts 2, Addd 1, WMNE, WGNA-FM 27-23, KIXZ 41-34, WSM 24-19,
    WNOE-AM 32-25, KKYX 22-18, WTSO 45-40, WXCL 29-26, KFDI-AM-FM 39-36, KRWO-FM 28-21.

