## INSIDE R\&R:

Performers Royalty Bill
Appears Dead: Aides to key Congressmen certain that pay-for-play support has evaporated

## Arbitron Reconsidering

 Rep Rule: May adopt policy of providing all market reports to reps even if fewer than $80 \%$ of client stations subscribe, following Jack Masla commentaryPublic's Impression Of Radio - A Different Story: The way professionals perceive radio formats and styles may differ dangerously from how they appear to the audience


NAB's Summers Shoots For The Top: Group's longtime No. 2 man aiming for the presidency

Impressions Of The BMA: Walt Love notes some promising developments arising from the BMA's New Orleans
conference
Air Supply's Ex-Managers Sue For \$1.5 Billion: Breach of contract suit also names new manager Don Arden, Arista Records

Program Suppliers And Networks - Are They Serving AOR? Prominent programmers make strong points about the relevance of outside programming in AOR today and tomorrow
U.S. Shoe Loses In-Store

Radio Case: Court orders
clothing chain to stop playing radio in stores without a BMI
license
Capturing Coal Miners \& College Kids With
Country: WAJR/Miorgantown, WV Operations Director Carl Becker outlines a winning approach toward small market radio

New Daytimers Set
For Clear Channels:
FCC expects 200 -plus applications after voting to go ahead. with plan

## KANC Contest Provokes

 Fraud Questions: Anchorage station's 1980 giveaway to chief engirieer's girffriend causes controversy33.50 Single Copy

## Berkowitz Back To Boston's WROR

Gary Berkowitz, who programmed WROR/Boston in 1979 and 1980, will return to the RKO station as Manager of Programming \& Operations on June 28. Berkowitz, who has been Operations Manager of WPRO-AM \& FM/Providence for the past two years, told R\&R, "I'm delighted to be returning to WROR, and they made the challenge to come back one I couldn't refuse. This new position is really nice since I'm able to combine operations and programming.

## KULF Goes CHR,

Lander New PD
KULF/Houston will change formats from A/C to CHR on July 2 as new PD John Lander takes over. An entirely new airstaff will join the station and the call letters will reportedly be changed.
Lander had
most recently been doing mornings at 195 (WINZ FM)/Miami, and previously served as GM at WCKX/ Tampa. Before that, he was quite successful as PD John Lander of two AM contemporary stations 13K (KGB)/San Diego (now KCNN) and WLCY/Tampa. Lander told R\&R, "There are two things I need in order to do a good programming job: one is commit ment; the other is a good signal. At KULF I have both. There really is a void for this mass appeal format in Houston, and while I don't pretend that we can beat every FM station, I know we can do better with the station than the pre-

KULF/See Page 35

## "BETAMAX" CASE

## Supreme Court To Rule On Home Taping <br> The U.S. Supreme Court this

 week agreed to consider whether home taping of television shows is a violation of federal copyright laws. The court's decision is likely to have an impact on the parallel controversy that has arisen over home taping of records from the radioLast fall a federal appeals court in San Francisco ruled that Sony, which makes Betamax videocassette recorders, was breaking the law because copyright owners get no royalties when viewers tape television shows in their homes. It was Sony's appeal of that decision that the Supreme Court agreed this week to hear early in 1983.
Home taping bills are pending

## "My time here

 in Providence, working for Cap Cities, has been wonderful, and I'll look back on it with pleasure, as they are a great company to work for. For that mat- Gary Berkowitz ter, RKO is also a tremendous company," Berkowitz added, "and the prospect of working for them again really pleases me immerisely."WROR VP/GM Tom Baker commented to R\&R, "I think Gary is the top programmer in the country. I hated to see him leave two years ago, and to get him back is tremendous. I know Gary welcomes the challenge here, and will answer it with positive action."

When asked about the format and current WROR PD Mike Addams, Berkowitz said, "It's too early to tell about any format adjustments, but they are doing very well with what Mike has already accomplished. I'm glad to announce that he will be staying on as Assistant PD. Mike and I are very old friends."
Cap Cities did not immediately announce a replacement for Berkowitz at WPRO-AM \& FM.

## KIX106 Names Thomson PD

Country radio consultant Don Thomson has been named PD at KIX106(KIXK)/Dallas. Thomson told R\&R he will continue to do some limited consulting, but "timewise I just won't be able to handle very much. My primary reason for making a move back to radio, after three years of being away from the day-to-day operations, is that I missed those very operations," he explained. "Also I enjoy being on the air, and I'm back on the air here doing morning drive."
KLX106 President/GM Jim Stansell commented to R\&R, "The search for a PD was pretty extensive . . . and we settled on Don for two reasons: his experience, his programming expertise is outstanding; plus his knowledge of the Dallas-Ft. Worth market just can't be surpassed. He was at WBAP for over ten years."
"Jim has excellent credentials as far as I'm concerned, both as a human being and as a manager," Thomson
 said, "so the two Don Thomson things persuaded me to take the position. We do anticipate making

## STILL NOT OFF HOOK COMPLETELY

## United Wins Renewal Of Cleveland Stations

Officials of beleaguered United Broadcasting were overjoyed last week when the FCC renewed the licenses of WJMO \& WLYT/Cleveland. In doing so, the Commission set aside a 1977 law judge's order denying the renewals.
"We lived with that day in and day out," commented United President Gerald Hroblak. "It's a great pressure off our shoulders. We're ecstatic about it, of course."
Despite the victory, the Bethesda, MD-based group is still in danger of losing all nine of its stations. It is fighting license challenges in each of its markets, and even last week's Cleveland renewals were conditioned upon the Commission's decision in the case of WOOK-FM(OK100)/Washington.
In that proceeding, the FCC intends to decide once and for all whether the misconduct that cost United four licenses (WOOK \& WFAN-TV/Washington, WFAB/Miami, WMET-TV/Baltimore) in the 1970's affects the group's present qualifications to remain a licensee.
'As far as WOOK goes, we're still optimistic," Hroblak told R\&R. "We think we have an exemplary station." He said the record is closed in the case, and an initial law judge's decision is expected by year's end.
It was apparently last year's death of United owner Richard Eaton that rescued the group's Cleveland stations last week. The Commission said there was no reason to believe past misconduct at WJMO and WLYT under Eaton's reign would recur under the new management
At WJMO, the FCC uncovered violations of political advertising, technical and lottery rules, fraudulent contests, failure to file brokerage contracts, and inaccurate programming statements in a renewal application. WLYT was found only to have failed to

## Moffitt To Program KPKE

Larry Moffitt, PD of KGGO/Des Moines for the past $2 \not 1 / 2$ years, will join KPKE/Denver as PD on June 28. With his move to Denver, Moffitt rejoins Doubleday, having worked on the airstaff at KWKFM/St. Louis prior to programming KGGO.
Moffitt told R\&R, "I've had close relationships with the Doubleday chain since I first joined them, and I'm elated to go back with them, especially in a programming capacity. I strongly believe they are the ultimate company in the business for a PD.
Former KPKE PD Alan Baxter
make timely filings of brokerage contracts with the FCC, a rule no longer in effect.
Meanwhile, United's fight on other fronts continues. This week the Commission was expected to designate its WBNX/New York for a comparative renewal hear ing against challenger Osburne Commissions. And on Tuesday (6-15) a previously designated hearing got underway on a challenge to KSOL/San Mateo, CA.
AT SUBURBAN
houston's kyst

## Gish Returns To Radio

Former KRBE/Houston PD Clay Gish has returned to radio as Director of Programming \& Music for KYST/Texas City (approx imately 20 miles southeast of Houston). The station has studios in Houston, and kicked off its new CHR format Monday ( $6-14$ ) under Gish's "consultancy.'
KYST VP/GM Vesta Brandt told R\&R "I'm delighted to have a person of Clay's ability to take this radio station and guide its programming. We
 plan to break new Clay Gish acts, and provide a type of listening and programming not offered in the city.
Moore Heads Operations
"I have also named Hank Moore as Operations Director for the sta tion," Brandt said. "He has been with us for about a year now, and will be responsible for the day-today functions of the station.'

Moore commented, "This is the only station that has been built from the ground up with AM stereo in mind, so we are in a state-

GISH/ See Page 35
will remain with the station as morning drive personality. He told R\&R, "They were interested in someone with more background in research. Programming KPKE was a labor of love, and we did real well.'

Doubleday National PD Dave Hamilton commented, "Alan did a very good job for us, but we needed someone who was more familiar with our systems, and Moffitt's systems are a lot like ours. He's a smart guy, very aggressive promotionally, and he did a super job in Des Moines. He's the man for the job.'


## A/C BREAKERS

| WKBW | KIQQ | WBBQ | WRQK | WGH | KGGI | WTSN |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Z93 | WFBR | WBCY | WCSC | KIOA | KCPX | WAEV |
| KIIS-FM | BJ 105 | WAYS | WNOK-FM | KC101 KHYT | WFLB |  |



## The Music Section <br> Begins on Page 43 <br> This Week In Music History 43 National Music Formats , . . 44 AOR Country 45 <br> Black 50 <br> A/C 52 <br> CHR



ARBITRON RECONSIDERS 80\% REP RATE

The Broadcast Rating Council has completed a restructuring and will now be known as the Electronic Media Rating Council, with added membership in the areas of cable TV and other electronic media. Council Chairman Daniel Kops called the move a "significant step, as we become more all-encompassing." Pictured at the restructuring meetings are (1-r) recently-named Executive Director Juhn Dimling, new member Lawrence Pollock of Capital Cities, Kops, new member Bruce Hoban of the Cable Advertising Bureau, Ron Duboff of Westinghouse (representing new member Bill Baker), Storer Broadcasting's Peter Storer, Cox Broadcasting's Tom McClondon, and KSHB-TVIKansas City's Bob Wormington (all new members).

## "Ratings Option" Task Force Urged

In a follow-up action to his recent letter attacking Arbitron "dominance" (R\&R $5-21$ ), Jack Masla, President of the Jack Masla \& Co. rep firm, has written to the chief executives of his fellow rep firms asking their help to "nurture a second option to Arbitron." He called for a task force formed by the rep firms to "help develop a closer rapport between Birch and the agencies,' describing Birch as "the only alternative that can provide an immediate and viable competitive force to Arbitron."
Masla also believes his earlier letter has caused Arbitron to reconsider one of its key stands on rep firms. In a new letter to his company's repped stations, Masla says, "It appears that Arbitron may be feeling the pressure. Arbitron recently announced it is reconsidering its $80 \%$ rule." Arbitron would allow reps to receive all ARE books even though fewer than $80 \%$ of their stations subscribe, according to Masla. Arbitron representatives confirmed that a different rep proposal is being examined
McVAY MOVES AOR TO A/C

## M105 Becomes <br> "Magic Radio"

As reported last week (R\&R 6-11), M105 (WWWM)/Cleveland has dropped its AOR format in favor of what new PD Mike McVay termed "a hybrid format between CHR and $A / C$." The new format debuted Monday (6-14), with the station now billing itself as "Magic Radio." The station has applied for the new call letters WMJI.
New PD McVay,
 FM/Mobile, told R\&R the waBB-AM \& now be "heavily dayparted and feature

GROUP, ARISTA, ARDEN
NAMED IN ACTION

## Air Supply

 Ex-Managers Sue For $\$ 1.5$ BillionResponding to a recent $\$ 35.5$ million suit filed by Air Supply against them, the Australian group's erstwhile managers, Fred Bestall and Lance Reynolds, filed a cross-complaint in L.A. Superior Court asking for damages amounting to almost $\$ 1.5$ billion.
Named in the suit are Air Supply leaders Russell Hitchcock and Graham Russell and their band members, Arista Records, Arista's Career Music Publishing and its chief executive, Billy -Meshel, and the group's new manager Don Arden, plus


Disclosures by a former program director and by a contest winner have led to charges that KANC/Anchorage is guilty of contest fraud. The charges surfaced after Kent Byus, former KANC PD, now at KYAK/Anchorage, went to the Anchorage Times newspaper to disclose irregularities at the station. In a Times story soon thereafter Juliana Stanaitis Stuart, who won a 1980 Toyota in the KANC "Climb Mt. Denali" contest, admitted that "she was asked to 'win' the contest because the station didn't think anyone would ever win." At the time of the contest, during the fall of 1980, Ms. Stuart was the girlfriend (now wife) of the KANC chief engineer. She claims she was given the correct answers to the KANC contest and told when to call in by former station staffers.

Byus told the Times that Jackie Lindauer, then General Manager of KANC, and now owner of the property, "wanted the contest to end because the station had not secured a car as the grand prize" (a

## ASSUME PD ND PosTs

## Boudreau, Kamen Upped At KGO Radio

As previewed last week (R\&R 6-11), KGO-AM \& FM/San Francisco have named Jeannette Boudreau Program Director and Bruce Kamen News Director. Boudreau is in charge of the stations' talk programming and Kamen the news operations; both will report to Jack Swanson, Director of Programming Operations.
In making the announcements, VP/GM Michael Luckoff stated, "We're pleased to be carrying on a tradition of promoting from within the station. Jeannette has a thorough and professional knowledge of talk programming which has contributed to KGO's position among Talk stations within the marketplace and the country. Under Bruce we are very optimistic about KGO's growth and dominance of news ratings in the Bay Area." boudreau/ See Page 22

## E/P/A DISTRIBUTES

## Tollin GM At New Boulevard Label

Boulevard Records has been formed by independent promotion executive Dennis Lavinthal, and Larry Tollin has been named General Manager of the label. Boulevard is a CBS Associated Label, and Tollin will serve as liaison
 between Boulevard

Larry Tollin and the Epic/Portrait Associated Labels organization. He will also supervise day-today activities for the label.
Before joining Boulevard, Tollin served in promotion/marketing capacities at Motown, Casablanca, and Polygram Records. Boulevard's first release is an album by Clocks, with an LP from the Hughes-Thrall Band to follow shortly.

## KANC Charged With Contest Fraud

contention disputed by the station in the newspapers). There were also worries that the "contest could go on forever while we were trying to change formats."
After learning about the potential discrepancies in the contest Lindauer told the Times she did not report it to the FCC because "that would be up to the licensee, not me. I was General Manager at the time." KANC had been sold to Lindaue and the transfer of the station was com pleted several months after the contest was run. Lindauer told the newspaper that "she wasn't aware of plans to rig the contest.' She later checked with Byus, according to the Times, and felt that since the engineer and Ms. Stuart were not married, technical ly her winning the car was permissible

## FCC "Looking Into It"

At the FCC, Jeff Malickson, Assistant Chief of the Complaints and Compliance Division, told R\&R, "We're looking into it to see what is appropriate for us to do at this time. He indicated that the contest's occurrence under former ownership would usual ly be a mitigating factor, but that since one of the new owners of KANC was a station employee (GM) at the time, that also would have to be taken into account.
Byus: "There's So Much More"
According to reporters at the Anchorage Times and to John McKay, attorney for Kent Byus, Lindauer has raised the specter of legal action against those who delve into the case. However, Byus told R\&R, "I had a skeleton I wanted to get out of my closet I'm hopeful for the right forum to be able to air the whole thing because there is so much more. I want it all out - I can't be dodging my reputation anymore

## Conti Named WHAM \& WHFM GM

Lawrence Conti Jr. has been appointed General Manager of Rust Communications WHAM \& WHFM/Rochester. He joins the stations from the GM position at WJDM/Elizabeth, NJ.
Coinciding with Conti's appointment, WHAM will celebrate its 60 th anniversary in July, an event which Conti plans to use to kick off an aggressive promotional drive on behalf of the station. "Active community involvement coupled with greater emphasis on full service to the listeners present an ex citing challenge that will result in the expansion of WHAM's already-large audience," Conti commented
Before coming to WJDM, Conti was Executive VP of Scott Broadcasting, having been involved with the chain's 12 stations and serving as GM of Scott's WFEM/Ell wood City, PA and WTTM/Trenton. Cont previously programmed WKBN-AM \& FM/Youngstown and was Operations Director for WWL/New Orleans, and has 28 years of broadcast experience behind him

## TRANSACTIONS

## Gulf United Buys Out Kool

Gulf United Corp., which bought $48 \%$ of KOOL-FM \& TVIPhoenix from Gene Autry las year for over $\$ 30$ million, announced an agreement to buy the remaining $52 \%$ from Autry's part ners for about $\$ 48$ million more. Gulf United plans to keep the TV facility, but will sell the radio station following FCC approval of the purchase.

## Eastern Buys WAVZ \& WCKI

Eastern Broadcasting has purchased WAVZ \& WCKI/New Haven for $\$ 6$ million from Kops Monahan Communlcations, subject to FCC approval. Eastern owns (directly or through sub sidiaries) WCVS \& WFMB/Springfield, IL; WHUT \& WLHN/Anderson, IN; WRSC \& WOWKIState College, PA: and WPDC \& WRKZ/Hershey-Elizabethtown, PA. A/C-formatted WAVZ has 1000 watts located at 1300 kHz , while CHR WKC operates at 101.3 mHz with 10,000 watts and an antenna height of 1070 ft

# Washington Report 

## Pay-For-Play Bill Suffers A Quiet Death

There appears to be no chance this year of Congress passing HR 1805, the performers royalty bill. The bill seeks to make radio stations pay artists whose songs are aired.
"Take my word for it, the bill's not going anywhere. It's dead," declared Rick Goldstein, aide to Rep. Barney Frank (D-MA), an HR 1805 cosponsor. He says there were never enough votes to pass the bill out of the House Courts Subcommittee.
Moreover, what support the measure once had has virtually disappeared. Its chief sponsor, Rep. George Danielson

## NAB Board Meets In Washington

Election of new officers, issue briefings, and a possible visit with President Reagan were on the agenda this week as NAB's Board of Directors met in Washington.
On Monday a group of NAB officials went to the White House to urge that any U.S. talks with Cuba include discussions about AM interference. Presenting that case to Deputy Director/Office of Science and Technology Ron Frankum were NAB Board Chairman Eddie Fritts, Radio Board Chairman and Vice Chairman Cullie Tarleton, and Bill Stakelin, and Executive VP/GM John Summers.
An organizational meeting was also held by NAB's Broadcast Industry Council to Improve American Productivity, which will be asking stations to air free spots urging Americans to work harder. President is Jerry Lee, WEAZ/Philadelphia, VP is ABC Radio's Ben Hoberman; SecretaryTreasurer is NAB Treasurer Michael Harwood.

## Democrats Offer Convention Newsline

The Democratic National Committee (DNC) will be offering radio stations a free actuality service from its National Party Conference in Philadelphia, June 23-27. The phone number will be 215-662-5619.
Actualities and voice wraps of national figures will be made available as well as regional Democratic officeholders, such as governors and mayors attending the conference, also known as the Democratic "midterm" convention.

Reagan Talks Well
Received In AP
Radio Survey
A survey of 250 stations by AP Radio found that more than half carried at least some of President Reagan's five-minute radio talks, which concluded last Saturday. Conflicts with regular programming, baseball, and opera broadcasts were some of the reasons cited for not carrying the talks. And Bill Barnes of WQUA/Moline, IL said, "If he wants to politic, let the GOP pay for it."
APR's survey found that the Democratic response got far less airplay. "None of them is President," explained News Director Mark Lonsinger of WTNS/Coshocton, $\mathbf{O H}$, which ran all of Reagan's talks but none of the replies. WLAD/Danbury, CT did the same; and News Director Bob Morano admitted the decision drew some criticism from listeners.
(D-CA), recently left Congress to become a judge. And even Rep. Frank, who came across as an ardent supporter in hearings last year, has now changed his mind. According to Goldstein, Frank now believes pay-for-play would be an "unwarranted intrusion into the relationship between the record industry and radio stations."
A spokesman for the House Courts Subcommittee, while refusing to write an obituary for the bill, confirmed "there does not seem to be sufficient support on the subcommittee to warrant bringing it forward.'

## Supreme Court Won't <br> Take RKO New York \& Boston TV Cases

The Supreme Court this week said it will not consider an appeal aimed at taking away the licenses of RKO's WOR-TV/New York and KHJ-TV/Los Angeles.
License renewals for both stations had been denied by the FCC. But in December the U.S. Court of Appeals overturned the denials and sent the cases back to the Commission with an order that it gather more evidence.
Unhappy with that action, the competing applicants who are trying to win the New York and Los Angeles TV properties away from RKO asked the Supreme Court to reinstate the FCC's original denials. The court's refusal to take the case leaves the fate of the two stations, along with RKO's 12 radio properties, in the hands of the FCC.

## Voters Retire Rep. Mottl

Rep. Ron Mottl ( $\mathrm{D}-\mathrm{OH}$ ) won't be returning to his seat on the House Telecommunications Subcommittee next year. He lost his reelection primary last week by just over 1000 votes.
Broadcasters will probably best remember Mottl as the Congressman who repeatedly introduced legislation which, had it been enacted, would have forced them to make public their annual financial reports to the FCC. The bill never went anywhere, and now Rep. Mottl will be following Form 324 into retirement.

Lately, the conservative Cleveland area Democrat has been most notable for his strong support of President Reagan's economic policies.

NEW BILL SETS 7PM SIGNOFF
FCC To Place New Daytimers On Clear Channels
It looks as if the 25 clear channels are about to become even more crowded. Last week the FCC voted to begin putting new daytime-only stations on the clears for the first time.
The FCC already has 15 proposals on file, and expects to get as many as 200 more. The Commission first began opening up the clear channels in 1980 when it decided to put up to 125 new fulltime 1 kw stations on them. Several licenses have already been granted in that proceeding, and hundreds more applications are pending.
Greg Skall, counsel for the Daytime Broadcasters Association, says last week's action will have little impact on existing daytimers, except for a few who will now be able to apply for higher power.
Meanwhile, FCC Deputy Broadcast Bureau Chief Jeff Baumann says a package of proposals to aid daytimers should go
before the full FCC for vote before the month-long August break begins.

Rep. Applegate Offers Relief In Congress, the latest bill (HR 6129) to help daytimers has been introduced by Rep. Douglas Applegate (D-OH). It would authorize a two-year experiment letting daytimers stay on the air from $6 \mathrm{am}-7 \mathrm{pm}$ to see what technical problems would arise.
A spokesperson for Applegate says there are already 10 cosponsors for the bill, which was introduced largely in response to lobbying from an unidentified daytime operator in Applegate's Ohio district.

## NAB PRESIDENTIAL PROFILES

## John Summers, NAB's No. 2 Man, Feels "Groomed" For Presidency

John Summers, 51 , is counting on his 15 years of experience at NAB to win him the promotion to NAB President. For the last six years he has been the association's Executive Vice President and General Manager.

When the board created his position in 1976, says Summers, it was with the twin goals of providing "a number two person, a general manager, but also to groom someone for the presidency in the event Vince (Wasilewski) would leave ewski) would leave
anytime in the future. I think I've performed the role and I think I've been groomed for the job," Summers told R\&R this


However, don't look for Summers to get a bandwagon rolling on his behalf. "I don't think as a key member of the staff that I should be waging a campaign," he explains. "I think that would be inappropriate. But I'm not turning down any offers of help."

## Broadcast Background Not Essential

On the key question of whether NAB's next leader should be a broadcaster, Summers says, "I just don't think it's an essential ingredient." Summers has no broadcast background, but points out that broadcasters make up NAB's entire Board of

broadcasters meet brown - The Northern California Broadcast Association recently heard California Governor Jerry Brown (running for the Senate this fall) speak on the state's educational system. NCBA executive members, all from San Francisco radio stations, posed with Brown later. Pictured (l-r) are KABL VP/GM Bill Clark, K101 VP/GM Fritz Beesemyer, KGOAM \& FM VP/GM Mickey Luckoff, Brown, KYUU VP/GM John Hayes Jr., and KNEW \& KSAN GM Steve Edwards.

Directors and part of its staff.
After graduating from Georgetown University Law School in 1960, Summers moved directly into the FCC General Counsel's office where he was a staff attorney for seven years. In 1967 he joined NAB as assistant General Counsel. He moved up into the association's top legal job in 1971.

As NAB's number two man for the past six years, Summers has been in charge of daily operations, as well as being "deeply involved in all of the policy decisions." Therefore, it's no surprise that Summers is in accord with the NAB policies and structure he helped formulate, and forecasts no major changes should he become President.

## Different Style

However, he hints that there could be some changes in leadership style. "I would say what I would personally bring to the job would be a lot more working-type meetings with key government figures," he told R\&R. "I would want to deal a lot more in their offices, in half-hour appointments, to really sit down and talk about issues."
Asked to describe NAB five years from now were he to become President, Summers predicts members would be getting "a lot more information" from NAB on new technologies and other issues, and NAB's Capitol Hill lobbying would be "a lot stronger than we are today." He thinks NAB's present government relations staff is large enough, but there needs to be "greater involvement of broadcasters."
Summers is convinced the staff he has assembled for NAB is one of its strongest assets. "There's always been a presumption in Washington as long as I've been here that anybody can work for a trade association," he explains. "I've never adhered to that. I've had to turn down a lot of suggestions by a lot of very good friends and people I respect because they've recommended people that I didn't think were of quality to work for this association."

Win Or Lose,
Will Stay At NAB
Will Summers leave NAB if he doesn't win the presidency? "It depends a lot on who is picked as President," he responds. But then, on second thought, he adds, "I could certainly see myself staying here, yes. Obviously, when you've been here 15 years you've made NAB pretty much a career."
—An Unprecedented Radio Event—
THE
48HOUR
CONTINUOUS

## HISTORY

## OF ROCK \& ROLL

## E,

LABOR DAY WEEKEND 1982

Already Cleared On: WNEW KLOS WYSP WBCN WLLZ DC-101 WDVE KWK KDWB WKLS KYYS KPKE WPLR WQXM WLPX KZAP WDIZ WLVQ KEZO WGRQ WKDF AND 100 MORE


Musical Brush Notes Proper Technique


The expression "tickling the ivories" takes on a whole new meaning with the windup musical toothbrush pictured above, An oral surgeon devised the appliance to cleverly help users brush up on their dental technique. It plays music only if the brush is being aimed at the proper angle. When it's not, you're greeted with silence. Ranging between \$10-\$12, the toothbrush is available at several stores including Aahs! 14548 Ventura Boulevard, Sherman Oaks, CA 91403.

Atlantic Debuts Deluxe Label

Desiring to create a library of "contemporary classics," Atlantic Records has launched a special album series on the Atlantic/Deluxe label. Last week's first na-

tional release included three double albums: "The Last Mardi Gras," Professor Longhair "Masterworks," Albert King; and "Young Blood," the Coasters plus a five-record boxed set, "A Life in Music," Ray Charles. A promotional-only single LP, "The Deluxe Deluxe," spotights three tunes from each of the four new releases.
Executive Producer Kevin Eg gers is handling the project. The music for the continuing series is being culled from.Atlantic's archives, previously-unreleased recordings, and songs originally released on other labels. Coupled with packaging by noted designer Milton Glaser are liner notes authored by leading music critics which outline extensively the artists' bios and the context/content of their recordings.

## Score Ratings Goals With Football Promo

The best defense is a good offense. That's especially true in today's competitive radio marketplaces, where that extra tenth of a point can be the winning difference. With that in mind


LIGHTS, CAMERA, ACTION!

## Device Turns Lights On, Off

In case you didn't know it, SOMEBODY'S WATCHING YOU. No more hanging around the coffee machine or drifting off into dreamland because "Infracon" will turn off the lights, alerting everyone from the boss on down. So who's Infracon? It's a device that automatically turns on lights when you walk into an office and then switches them off 12 minutes after your departure - or after you stop exhibiting sufficient movement to be detected.

According to a recent Wall St. Journal article, Infracon is the joint
venture of United Technologies Corp. and Tishman Realty \& Construction Co. The $\$ 1296^{\prime \prime}$ by $21 / 2^{\prime \prime}$ plastic cylinder attaches to the ceiling, and its infrared sensor measures temperature changes. As a result Infracon can detect motion in a coneshaped "zone of influence," zeroing in on natural body heat. In addition to the initial cost there are installation charges to be reckoned with. However, the manufacturers point out that Infracon will more than pay for itself in one ta three years since it cuts electricity use by lights $30-50 \%$.

FairWest has teamed radio with another competitive cohort and come up with "Football Fortune." By tying a station to the popularity of a local college or pro team, Footbali Fortune pursues the twin goals of forced audience listening and traffic building for sponsors.

Participating players receive custom imprinted four-color game tickets, complete with station/sponsor logos and local team ID. Rubbing these tickets reveals combinations of call letters and team names; prizes are instantly awarded depending on the combination. There's also a bonus ticket stub with a "winning score." To cop major prizes, players must listen to the station at specific intervals. The remainder of the promotion package contains sales presentations, on-air promos, newspaper ads, color TV slides, and point-of-purchase graphics.

Inquiries should be directed to Jim West, President, 3341 Towerwood Drive, \#204, Dallas, TX 75234; (214) 243-7800.

BASED ON MOVIE "TRON"

## Electronic Game Blasts Radio Airwaves

The electronic game craze is beeping its way across the country: arcades, home video sets, hand-held units, and now radio. To promote the July 9 premiere of the film "Tron," Walt Disney Productions has devised an electronic radio game by the same name. Over 45 stations have installed the 30 -second phone-in/video contest, including rocker KMET/Los Angeles.

Similar in size to a home video set Disney's computerized box is hooked up to a cassette deck and a station's mixing board. The machine calls out random numbers and the player presses the corresponding numbers on his telephone. While the game is in progress, the listening audience hears sound effects direct from the film itself - although the player doesn't. A laser blast and explosion signifies a correct answer while a ricochet sound denotes the playur missed the number. During this time the machine keeps a tab on the number of right/wrong responses by means of a counter.

Since just pressing the correct number is a little too easy, "safe numbers" have been incorporated which, in actuality, are the station's dial position. If these diglts are called out, the player must remember to press the corner asterisk button on the phone. To complicate matters even further, periodically there are mystery numbers whose presence is announced at the sound of a tone. Upon hearing the tone, the player starts pressing the buttons like crazy in an effort to guess the number
Winners compete for a variety of Disney-provided prizes, from CBSdistributed soundtrack LP's featuring a single by Journey to $T$-shirts whose Tron logo changes into different colors via liquid crystal (R\&R 5-28). The pro-
motion is geared to begin a couple of weeks prior to the movie's release and run for two to three weeks. It's free of charge to stations with Disney absorbing the cost/installation of the Tron units. The merchandising push has also spawned three new games: a hand-held version by Tomy, a Mattel Intellivision cartridge, and a Tron arcade videogame by Bally.

## Ad Workshop Scheduled

Music and the significant role it plays in advertising will be the theme of the Advertising Agesponsored 25th annual Creative Workshop, August 22-25 at the New York Hilton. A major emphasis will be placed on radio and the concept behind a good radio spot. Brought back by popular demand, Chuck Blore a Don Richman Inc. will explore the use of several advertising techniques in radio, including intimacy, energy, and emotion in a session called "What's the Big Idea?"

A detailed brochure is available by writing 740 Rush St., Chicago, IL, 60611, or call toll-free (800) 621-6877; in lllinois (312) 649-5242

## "HEAR THE LIGHT" SLOGAN

## Polygram Produces Compact Discs

By the end of 1982, Polygram Records plans to hit the compact disc campaign trail with an initial 200-300 titles released in Europe followed by an early 1983 release date in America. Under the slogan, "Hear The Light," Polygram first introduced its audio software line at the surnmer Consumer Electronics Show in Chicago earlier this month, demonstrating the albums "Chariots of Fire," by Vangelis and "Friends of Mr. Cairo." by Jon and Vangelis.
The titles for the European market will be selected from the Polydor, Decca, and Phonogram labels. Recorded on both analog and digital formats, available artists include, among others, the Bee Gees, Luciano Pavarotil, the Rolling Stones, the Platters, Soft Cell, and Eddie Rabbitt. Titles marketed in America will be drawn from Polydor, Mercury, Casablanca, and other labels. In addition to manufacturing these compact discs, Polygram's Hanover. West Germany plant will also handle custom manufacturing for other record companies.
Upon making the announcement Guenter Hensler, President/CEO, PRI, noted, "The superior sound quality of the Compact Disc Digital Audio System and its significant advantages to the consumer have convinced us that this system should ultimately receive the same widespread acceptance as phonograph records and tapes."

ItIt is a sound that is unmistakable, the sound of three voices which together create pure, timeless musical magic.
It is with great pride we present, "Daylight Again," an extraordinary new album from Crosby, Stills and Nash.


SD 19360

Featuring the single, "Wasted On The Way."

Produced by Crosby, Stills \& Nash
On Atlantic Records and Cassettes.


CROSBY, STILLS \& NASH ON TOUR
31 Hartiord Civic Center, Hartiord,
1 Pleasant Mountain, Portiand ME.,
2 Providence, RI.,
4 Butfalo, NY.,
5- 5 Merriweather Post Pavillion, Columbia, MD.,
7 Hampton Rhodes Coliseum, Hampton, VA.,
9 Pittsburgh Civic Arena, Pittsburgh,
10 Hershey Park Stadlum, Hershey, PA.,
11 Spectrum, Phlladelphla,
13 Byrne Arena, East Rutherford, NJ .
16-17 Pine Knob Music Center, Clarkston, M
18 Clvic Center Coliseum, Charieston, W.Va.
20 Market Square Arena, Indianapolis,
21 Poplar Creek, Hofiman Estates, IL.
22 Summerfest Grounds, Milwaukee,
24 Checkerdome Arena, St. Louls,
25 Kemper Arena, Kansas City, MO
26 Tulsa Assembly Center, Tulsa, OK.,
28 Myriad Arena, Oklahoma City,
29 Henry Levitt Arena, Wichita St. Univ., Wichita, 30 Omaha Civic Auditorium, Omaha,
SEPTEMBER
1-2 Red Rocks, Denver,
4 Greek Theater, Berkeley,
5-6 Irvine Meadows Ampitheater, Laguna Hills, CA.

## Networks/Program Suppliers

## HUSIC FEATURES

Watermark
Soundtrack Of The 60's:
immy Webb/t
(July 10-11)
Michelle Prillips/
Nichelle Phililips/Bobby Lewis/Surfaris/Paul Re
Westwood One
Budweiser Concert Hour: atiantic Star (July 9-10)
Jacksons (Huly 23-24)
In Concert:
Ouarterfliash/PTism (July 12)
Flock of Seaguls/Marshall Crenshew/Hak
cut 100 (Juty 23.24 ) cut 100 (July 23-24)
Live From Gilley's:
Kieran kane (August 6 )
Off The Record:
REO Speedwagon/Part II (July 9-10) Sethro Tull/Part I (July 16-17) Karsas (July 30-31)
Rock Years: 1865 (July 30-31)
Special Edition:
ABC
Entertainment Net
Silver Eagle (DIR):
Ronnie McDowell/Calamity Jane (Sury 10) Joe Stampley/Charie McCoy (July 17) Jom ConleelLeon Everette (July 24)
Rock Net/King Biscuit (DIR):
Graham Parker/Sparks (July 11) Foretgner (July 18)
Outlaws with special guests (July 25)
Rock Net/Supergroups:
Byly Squier/Triumph (DNR) (July 10) Sammy Hagar/Emerson, Lake \& Palmer (GK) (Juy 17) (Coertrame (GK) (July 31)
Toby Arnold
Rolling Stones
20th Anniversary Special:
Around The World (July 11) North American Tour of 1981 (July 18)
CBS
PadioRadio:

## On SLage Tonight: Al Jarreau (July 24)

Clayton Webster
Country Calendar:

## Sonny James (July 10)

Mel Tillis (July 11)
Louise Mandrell (July 1
Louse Mard (
Dave Rowland (July 15)
Dave Rowland (July 15)
Rarities:

## Joe Jackson (July 12) <br> Allmans (July 13) <br> Yardbirds (July 15)

David Bowie (July 16)

## Retro Rock

Lou Reed (July 12)

## Earth News

Soll Enz (uduy 12-14) Soverboy (Juty $15-18$ ) Ambrosia (July 22-25) Human League (July 26-29) Gamma (Jury 30 -August 1 )

## Inner-View

Crosby, Stilis \& Nash/Part 1 (July 12)
Crosby, Stills \& Nash/Part II (July 19)
Crosby, Stills \& Nash/Part III (July 28)

## Mutual

$$
\begin{aligned}
& \text { rom Australia With Love/Dick Clark (August } \\
& \text { 28-29) }
\end{aligned}
$$

## Narwood

Country Closeup:
Emmytou Harris (July 12) Charly McClain (Juty 28)
Music Makers:
Tony Bennett (July 12)
Woody Herman (July 19)
Mel Torme (July 26)

## NBC

Country Sessions:
Jerry Reed (July 10) Thrasher Bros, (Uuly 24) Sytria (Juty 31) Dottie West (August 7 )
Source:
Stevie Nicks (July 9-11)
zzy Osbourne Concert (uly 16-18)
ethro Tull (July 23-25)
RKO
Hot Ones (IS, Inc.):
Toto (July 12)
REO Speedwagon (August 9)
Supertramp (August 23)
Musicstar Specials (IS, Inc.):
Cticago (July 19)
Elton John (August 2)
Rolling Stone
Magazine Productions
Rock Star Guest DJ:
Jefferson Starship's Mickey Thomas (Suly 19) Cheap Trick's Robin Zander (July 26) sia's John Wetton (August 2)

## United Stations

Dick Clark's
Rock Roll And Remember:

## Our thanks to Los Angeles's

 KHJfor choosing the \#1 music selection system.

$R_{\text {ado }}$
Radio
$\mathbf{C o m p u t i n g}$
$\mathbf{S}_{\text {ervices }}$
two dean drive
TENAFLY, NEW JERSEY 07670

Weekly Country Music Countdown:

$$
\begin{aligned}
& \text { Lacy J. Datton (July 9-11 } \\
& \text { Ed Bruce (July 16-18) }
\end{aligned}
$$

## Three Nets Contract ADDS

ABC, CBS, and NBC have signed eight-year pacts with RCA Americom Communications, Inc. to use its satelite-transmitted Audio Digital Distribution Service (ADDS). ADDS allows the simultaneous distribution of any number of radio shows, either on a nationwide or regional level. Receiving stations will have the ability to choose alternate channels or receive two or more programs at the same time. To expand, networks can add more channel units to existing stations; new stations joining the network fold must install inexpensive 3-meter receive-only antennas.

## NEW PROGRAMMING

- DIR has scored an exclusive interview with the Who's Pete Townshend. Claimed to be Townshend's only radio interview this year, the program will air via "The Inside Track" with host Lisa Robinson the week of June 21. Townshend discusses his solo album, "All The Best Cowboys Have Chinese Eyes," his victorious battle over alcohol, and the Who. Coinciding with the broadcast is a contest for participating stations sponsored by Atco. Winners are eligible for full-color posters of Townshend and discs of the interview. For more information call Carol Klenfner at (212) 371-6850.
- Beginning last week, the Wall Street Journal added a $4: 20 \mathrm{pm}$ report called "Stock Market Final." This new report reflects the last available closing market figures. Additionally, "WSJ Report" will be adding several five and ten part series, 60 seconds each, next January on financial matters, including taxes, mortgages, and money markets.


COOKIN' UP COUNTRY NEWS Recently host Charlie Cook interRecently host Charlie Cook inter-
viewed singer/writer Emmylou Harviewed singer/writer Emmylou Harris for an edition of "Coors Coun-
try News." Caught in the middle of try News." Caught in the middle of
the question and answer session are (l-r) Cook and Harris.

## PEOPLE

- Frederick Marks to VP/GM for New England at UPI. Marks replaces Kenneth Braddick who recently resigned.
- John Chanin tapped as VP/Sports at Mutual. His background includes a stint as Director of Sports at ABC and Sr . VP/Broadcast Operations at the now-defunct Enterprise Sports Network.
- Judson Niver to Director/National Sales for CBS Radio Network. She was most recently Manager/Eastern Sales at the net. In addition, Jim Hunter succeeds Len Berman as host of the net's "Sports Central, U.S.A.
- Dave Roberts has been appointed Manager/Market Research, a newly-created post for the CBS FM Group. Roberts retains his PD duties at KRQR/San Francisco.
- Scott Chapin joins the Creative Factor as Production Manager. He had held the same position at KSTP/Minneapolis.
- Richard Green to Dlrector/Research, Radio Networks at NBC. He moves over from Associate Media Research Director at McCaffrey and McCall advertising agency.
- The Weedeck Radio Network is producing and distributing a one-hour special based on the forthcoming film, "The Best Little Whorehouse in Texas." Besides the film's music, including four new songs by star Dolly Parton, the program will feature interviews with Burt Reynolds, Dom Deluise, Parton, and Jim Nabors. It's free to one station per metro market. "Country Report" and "Country Report Countdown" subscribing stations have the right of first refusal. Contact Weedeck at (213) 462-5922.
- Beginning July 6, AP Radio Network will supply special state news feeds to California stations. The emphasis of the feeds centers upon regional news with West Coast newsman Brian Bland responsible for the operation. This news service will be offered at no additional fee to the network's affiliates in Califormia and will also be available to stations in neighboring states. Call Jim Hood at (202) 833-5925.
- O’Connor Creative Services recently acquired the comedy library/radio features of From Studio B Company. Merrill Barr, Managing Partner of From Studio B, will become Marketing Director at O'Connor. Among the new comedy segments that will be offered are "From Studio B," with Alan Barzman, Pat McCormick, and Arte Johnson; "Somewhere Over The Radio There's Rock Comedy," with Ron Stevens and Joy Grdnic; Rick Dees's American Morning Laugh Track;" "Biff Owens with Sports Exclusive," starring Gary Owens; and "Radio Hotline," short, humorous telephone interruptions for DJ's. O'Connor will aiso distribute "Cinemascore," an information guide for moviegoers. Call (213) 769-3500
- American Entertainment's "Radio Tonight!", a live radio talk/variety program from New Orleans's Hyatt Regency Hotel, is set to air this fall. It will run M-F between $9-11 \mathrm{pm}$ with cohosts Woody Merman and his Young Thundering Herd and Bill McCollough. Contact (201) 575-9195 for more information.
- "Three Hours Of Magic," is the title of an exclusive tribute to the Doors' Jim Morrison, broadcast via the London Wavelength network Loosely based on the recently published "Jim Morrison/An Hour for Magic," this special interviews Morrison's closest friends and couples their insights with music, including the never-before-heard "Orange County Suite" and "Whiskey, Mystics and Men." It's available free on a trade barter basis and is set to run September 1 through September 15. Contact LW at (212) 682-5390.
- Mutual Sports has expanded its schedule to include coverage of six major conferences when "Regional College Football Reports" debuts August 30. More than 60 special sports reporters will be on hand to give daily commentary on the games and the players involved. For more details call (703) 685-2171

NOTE: World of Sound has made some changes in its "'Adult Contemporary Countdown." As of June 19 the show will be known as "Musicamerica" and graduate to four hours from its previous three. The top 40 A/C hits will be chronicled plus recurrent music in the bottom ten will be incorporated. Its oldies emphasis will be based on 60's music and miniinterviews with the artists have been reinstated. Call Tom Dooley at (215) 933-9340 for details

## NEWS \& INFORMATION FEATURES

## ABC

C inion "or Nerk ars "End of A
E.R.A." which detais the Equal Righ
Amendment detate (June 21-25)

Clayton Webster
Sporting News Report:
Jack Nicklas/Craig Stablerkathy Whitworth (ut 15 12)
Earth News
Steven Spieliberg (July 12-15)
Narcotics Aronymous (July 16-18)
Narcotics Anonymous (July 16
-ennard Nimoy (July 19-22)
Leonard Nimoy (July 19-22) Wars," "'Firefox" (Juty 23-25) Mutual
ive coverage of Space Shuttle Columbia
Marwood
Minding Your Business:
-ease Tips/Parts I, II (June 28)
Tromotional Robots/Lower Cost of Dying
(June 29)
mployee Stock Option/Buckstoppers (June
30)

Automated Cash Management/-High Ta Retrrees (July 1)
Outlook:
Abbey Lincoln (June 30)
RKO
America Overnight:
J. Allen Hymek of Center for Ufo Studies,
J. Allem Hymek of Center tor UFO Studiel "Old Radio Show Special Night," with Groucho Marx. from Los Angeles
(June 25-26)

Watermar
TV Tonite:
Ain't Misbehavin'NBC (June 21)
If Things Were Different/CBS (June 22) Shirrey MacL Laine: Illisions/CBS (June 24)
Shaun Cassidy/NBC (June 28)


CRYING HIS WAY TO NO. 1 That's what country artist Ricky Skaggs did when his single "Crying My Heart Out Over You" went to number one on Watermark's number one on Watermark's "American Country Countdown. that particular segment is (left) host Bob Kingsley.

| O | $\mathrm{N} \cdot$ | S | T | A | G | E | T | T | O | N | I |
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He's been described as the man with "a whole orchestra in his throat." Critics agree that his unique fusion of jazz and rock is one of the most exciting innovations in today's music.

Now you can enjoy the distinctive live sound of AI Jarreau in concert, on

RADIORADIO. You'll hear 90 minutes of his music, including songs from his Grammy Award-winning album, Breaking Away.
Don't miss this special evening with AI Jarreau, in exclusive concert. Check your local listings the weekend of July

24th for the RADIORADIO station near you, and the exact time of broadcast.


## Music On TV

Former Little River Band lead singer Glenn Shorrock cohosts "Solid Gold" the week of June 18 along with Marilyn McCoo and guests Karla Bonoff, Joe Cocker, Larry Graham, Haircut 100, Daryl Hall \& John Oates, and T.G. Sheppard . . . Oingo Boingo appears on "American Bandstand" June 19 . . Loverboy leader Paul Dean is interviewed by MTV on June 20, with concert footage interspersed... Ted Nugent joins David Letterman June 24.

COMING UP: The Blair Video Enterprises/Somach-Nelson Productions pilot for their "Rock ' $N$ Roll Show" features exclusive European concert footage of the Rolling Stones, plus concert and interview segments with AC/DC, Asia, Joan Jett, the Kinks, Huey Lewis \& the News, Loverboy, REO Speedwagon, and Foreigner with guests Jimmy Page and Robert Plant ... The "Glen Campbell Music Show," set for September airing, is currently taping, with scheduled guests including Ray Charles, Rita Coolidge, Terri Gibbs, Henry Mancini, Chuck Mangione, Roger Miller, Willie Nelson, Billy Preston, the Righteous Bros., Leo Sayer, and Mel Tillis.


- LOUIS COUTTOLENC NAMED PRESIDENT OF RCA RECORDS — Ken Clancy resigns
- JOEL DENVER BECOMES PD AT WMJX/MIAMI
- NUMBER 1 FIVE YEARS AGO: "Dreams" Fleetwood Mac (WB) (4th week)
- NUMBER 1 COUNTRY: "Luckenbach Texas" Waylon Jennings (RCA) (4th week)
- NUMBER 1 LP: "Book Of Dreams" - Steve Miller Band (Capitol) (4th week)


For the Best in Bumper Strips and Window Labeis, call Byron Crecelius, person to person, COLLECT 314-423-4411

## Pro:Motions

McFadden, Kerr Upped At Capitol
Joe McFadden becomes Manager/National Field Marketing at Capitol Records, replacing Sam Citro who was recently promoted to VP/Sales. With the label since 1974, McFadden had been Minneapolis district manager.
In addition, Judi Kerr has been promoted to Artist Relations Manager from
 Joe McFadden Marketing Projects Manager. She has been with the label since 1973.

## Mancini Moves To Rainbow

Frank Mancini has been named Sales Planning and Promotion Manager at Rainbow Programming Services, Inc. He brings along an extensive radio/music background including a seven-year stint as VP/Artist Relations at RCA Records. Manciini was most recently President of the Dallas-based Chardon Agency.

## Bethel Bows Bridge Records

Stanley Bethel has formed Bridge Records, a Los Angeles-based label whose first single is the Valentine Brothers' 'Money's Too Tight To Mention. Bethel previously owned D.C. International Records in 1973 and partnered with Logan Westbrook in a 1978 venture, Source Records.

## EIR Records Debuts

Emerald International Records, Inc. has been spawned in Philadelphia. The first artist to sign is songwriter/producer Mikki Farrow. EIR may be contacted through Gavin \& Lott Associates, Jefferson Bldg. 1015 Chestnut Street, Suite 719, Philadelphia, PA 19107.

## Salzberg Unveils Decent Exposure

Freddie Salzberg, formerly of Chrysalis Records, has launched a public relations/media consultation firm, Decent Exposure. Ted Nugent and M.S.I. Records, an independent label, are part of the client roster. The address is 440 East 62 Street, Suite 10A, New York, NY 10021.

Hamilton Joins WMC
Greg Hamilton, most recently Sales Manager at WZXR/Memphis, has travelled crosstown to WMC where he will work in the same capacity. He succeeds Larry Rouse, who is now managing WLVV/Statesville, NC.
Sutter, O'Brien Join IRS
Kevin Sutter moves to International Record Syndicate, Inc. (IRS) as Eastern Director/Sales, based in New York. He had served as the local promotion rep in Buffalo for CBS Records during the past four years. In other company activity, Michael O'Brien assumes the post of Director/Business Affairs


Kevin Sutter and Assistant to the Vice President, based in Los Angeles. He worked with Procter and Gamble prior to joining IRS.

## Scott Segues To MCA

Joan Scott, formerly with KDAY/Los Angeles, has been appointed West Coast Black Product Promotion Manager at MCA Records.
WZUU Expands Sales Dept.
Following recent expansion, WZUU recently appointed two separate sales managers. Thomas Kennedy and Brian Baumann have been named Local Sales Managers of the AM and FM, respectively. Both have been with the stations since 1981.

## Millar Moves To SM At WEZG

E. Kelley Millar, has been promoted to Station Manager of WEZG-AM \& FM/North Syracuse. Most recently an account executive at the stations, she brings twelve years' media experience to the new post

Solleveld Segues To RCA
Ronald Solleveld has been named Director/International Product Management and Administration at RCA Records. Prior to accepting this newly-created post, Solleveld served as Director/Creative Services International for CBS Songs during the past year



# Ratings Q ${ }^{2}$ esearch 

## Localized Research Can Help You See The Forest

Remember that old saw that goes, "You can't see the forest for the trees?" That implies that someone is too close to a particular situation to see the overall picture, thus missing some key points. I was reminded of that saying recently as I've been doing my Charles Kuralt impression - on the road, doing focus groups. It's refreshing to talk to a cross-section of the public about radio - their feedback makes me wonder if we broadcasters sometimes are missing the real key items as we concentrate on the "trees." My wife and I spoke to the Broadcast Promotion Association's annual convention in San Francisco last week on this topic so I thought I'd share with you some impressions that the public has recently been feeding back about the state of local radio.
Keep in mind that what I've been researching lately, in major Eastern and Midwestern markets, is attitudes about FM radio among adults $18-44$. My remarks below may be more on target for that group than for other stations with different targets, but there will probably be a moral here for all. I'll take four key areas of radio operations and show how the public's attitude may be different than the common broadcaster assumptions.

## Misleading Format Labels

One of the key items the public seems to be reacting to, at least in the demos mentioned as being examined in my recent studies (although I've seen this nationwide too), is the way station formats are described. One great example is the term "Beautiful Music." Generally, in our business, this term denotes a station with a Bonneville or Schulke sound that some might unkindly call "doctor's office music."

However, when you ask the public to define "Beautiful Music" - either by having them volunteer the types of artists or groups they'd expect or by having them suggest a local station that they feel best fits that description - the feedback is often different from what you might think. Very often the public, especially in the 25-44 demos, thinks of "Beautiful Music" as soft rock, not the lush strings so often associated with this trade term. When you probe for the types of artists, names including Barbra

Streisand, Neil Diamond, and Frank Sinatra come up regularly.
Using this kind of research feedback, it seems that the 25-44 demos may be thinking of "Beautiful Music" as something akin to what we might call a soft rock FM. A station positioning itself as the one that plays "Today's Beautiful Music" might end up with younger demos than those normally associated with the Bonneville-Schulke approach. Check the perceptions in your marketplace. What does the public think about the format labels being used? Besides the Beautiful Music label, others such as Rock, Country, etc. may need to be researched to see if they are delivering the image you want - or expect - for your station or its competition. You may be surprised.

## Logo Colors

You say you just spent megabucks designing a logo and ad campaign for your station, guaranteed to convey the image you really are looking for? Fine, but did you research the color scheme to see how the public perceived it? What kind of station or music did they feel was expressed by the color scheme and design you chose? Or do you know? In testing colors lately it seems that one of the old standby combos, a version of blue and gold or blue and yellow, is not as well thought of as in the past. Naturally this will vary by market and must be compared to what others in your area are doing formattically and externally, but the feedback

## Q\&A

Alan Burns, PD of WRQX(Q107)/Washington, DC, called last week to inquire, "In trying to split out one-month data from the Birch surveys, it seems as though they are not really rolling averages. Is that correct?"

You are right, Alan. A two-month Birch compilation, such as April/May, is not an average of discrete monthly data from two separate monthly surveys. Instead, the data from the two monthly sweeps is pooled and weighted as one survey entity, not weighted separately for each of the two months. As a result subscribers cannot derive exact discrete monthly data from the two-month Birch compilations.

## Century, Arbitron Settlement Imminent

A lawsuit filed by Century Broadcasting against Arbitron over problems in 1981 St. Louis ratings reports may scon be settled out of court. Apparently Arbitron approached Century suggesting an out-of-court agreement. Although written documents are not yet final, Century PD Lynn Christian told R\&R, "We have been negotiating with Arbitron and are confident that in the next 10 days something will be worked out with regards to our action against Arbitron and Doubleday."

## Birch Gainesville

Report Under Fire
Larry Edwards, GM of WDVH/ Gainesville, FL, has called into question the validity of the recent Gainesville Birch Report. Although the report was to be a metro report, " $17 \%$ of the total calls were made outside the metro area." Edwards feels that this boosted the numbers of stations outside Gainesville, thus rendering the survey "invalid, and (it) may cost many local radio stations a great deal of money." Tom Birch told R\&R, "If he's right well reissue the book. Right now we are checking to see what happened."

I've gotten is that the blue/gold combo is thought of as "dull," "conservative," "for classical music," and so on. Unless you want to convey those kinds of impressions of your station you may want to consider another color scheme that tests better in your market. Whatever color and logo design you narrow your final choices down to, be sure to get the public's feedback on the options. They may react differently than you would have thought, but as long as they are the people filling out the diaries you'd better cater to them.

## Music Repetition

One oft-heard programming dictum is, "If I play the hits often enough the public will stay with us cause they know where they can hear the most popular tunes most frequently." As a result some stations, CHR and $\mathrm{A} / \mathrm{C}$ especially, are using fairly short playlists.

Although the public may have certain favorites (as determined by callouts or sales), it doesn't mean they want to hear those tunes ad nauseam. The most fre-quently-cited complaint about music on FM is that it is repeated too often. Indeed, it may be that rather than building loyalty by playing favorites frequently, a station may be putting a ceiling on its quarter-hour audience by repeating the same tunes every 90 minutes to two hours.

Talk to your public - probably through focus groups - about how they perceive the music repetition situation for your station and others in the market. It may be that another station has made itself out to be the "More Variety" choice; thus the public may think you play a few songs too often. Keep in mind also that I've seen many cases where I've known what the station's prime rotation was but the public thought that the station played its hits more than twice as frequently as was really the case. Their facts are wrong, but their perceptions can kill you.

Once you've done your research into the perceptions of music frequency, what's next? If you test out as right on, don't tamper with whatever you're doing (unless another new competitor comes on the scene). If you test poorly you need to determine if you want to design - and have the budget to implement - a marketing campaign to try
and turn around the public's perceptions. This would have to be tied in with some programming refinements too, and will not be an overnight project.

## Clean Up The Clutter

In this competitive radio battle, sometimes it is thought that personalities or entertaining DJ's can be an asset, an item that sets your station apart. Be careful on this one. With regard to FM especially, personalities and how they are positioned on your station can be a two-edged sword.
An excellent example of this came to me on my recent swing across the country. In one market there is a killer AOR with a two-man morning team that features humor as their trademark. In the focus groups in that city there were some positive comments about this morning duo's humor, but there were also negatives. It seemed that the morning bits were seen as intruding on the station's music image. This was thought to be a tuneout factor, leading some of the 18-24 year-olds to go elsewhere for music on the FM band.
If you have a talented morning team, or personalities that are aired on FM generally, it is probably best to have them be as concise as possible, unless you want to give up the music franchise in your positioning. There's nothing wrong with being a full-service FM rocker in the public's mind - unless that isn't what you were aiming for.

## Don't Just Chase The Car

What I hope to leave you with this week is an incentive to step away from the day-to-day hassles for a moment and look - as objectively as possible at some key issues for your station. Local research, such as focus groups and/or a phone survey of your target demo can be a most useful way to do this.
After you've done the research you may still have questions. Work with your researcher or call me and I'll do my best to help. After all, as Jim Eddens, VP/GM of WOW \& KEZO/Omaha, put it recently, "A GM who doesn't understand research is like a dog chasing a car - after you've got it, what do you do next?" Give me your feedback on the topics I've brought up here and if you have any questions I'll be glad to help you with those "next steps."


The supergroup that's got the rock world buzzing. Asia. Now. Get the complete story straight from the band that's causing all the excitement. Exclusively on The Source. Definitive interviews with all four members of Asia. Steve Howe, Carl Palmer, Geoff Downes, and John Wetton. Plus interviews with some of the folks from behind the scenes. who help make tour magic. Reactions from legions of fans. And, of course, music. "Karn Evil 9," "Tempus Fugit," "Roundabout." Plus "Heat Of The Moment," and "Sole Survivor," from their debut album, "Asia," on Geffen Records. Produced by Denny Somach Productions. Asia. The band that's taking rock one step beyond. Don't miss the special that takes their story one step beyond.

The weekend of June 25, 26 \& 27.


Brought to you, in part, by Sony Walkman and Portable Stereos, and by Bain De Soleil.

## THE 'KIND OF' HIT YOUVE COME TO EXPECT FROM QUARTERFLASH: <br> JB105 add 35 <br> CKGM add <br> KITY add KROD add 30 <br> KBFM add <br> WJDX add WABB-FM add WHHY-FM add KX104 add WSKZ add - KOFM add WIKS add KIDD add WCGQ add WISE add KILE add KSLY add KDZA add $96 \mathrm{KX} \mathrm{30-28}$ WXKSFM 22-19 <br> KEGL $94 Q$ <br> WLOLFM <br> WGCL KRLA <br> KFI <br> KIQQ deb 32 <br> KEZR 23-22 <br> KCNR 12-10 <br> | Q103 | WKEE |
| :--- | :--- |
| WPST 26-23 | KHFI |
| KZFM deb 29 | KLPQ |
| KSET-FM 11-9 | WBBQ |
| KINT 15-11 | WOKI |
| WAXY 28-26 | WSEZ |
| BJ105 24-20 | WSSX |
| CK101 35-32 | WANS-FM |
| WQUT 27-24 | WNOK-FM |
| WRVQ deb 26 | WZZR |
| WJXQ 10-10 | WKFR |
| KZ93 15-11 | WKRZ-FM |
| KYYX 24-20 | WMAK-FM |
| KCPX deb 28 | KNBQ |
| KSKD 18-17 | WIGY |
| WJBQ deb 39 | WFBG |
| WGUY 27-24 | WOMP-FM |
| Q104 33-30 | WCIR |
| WFOX deb 32 | WAEV |
| WFLB deb 33 | WGLF |
| WYKS 18-13 | KKQV |
| KFMZ 16-10 | KVOL |
| KKLV deb 33 | KKXLFM |
| KCBN 26-23 | KKLS |
| KYYA 28-25 | WRKR |
| KOZE 16-12 | WTRU |
| WPHD | WAZY-FM |
| WHFM | KRNA |
| 3WT | KENI |
| WYCR |  |
|  |  |


"RIGHT KIND OF LOVE"
Produced by John Boylan

## QUARTERFLASH

The Birch Report
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## Where does talent meet

 opportunity?A-AOR, AC-Adull/Contemporary, B-8lack, Be-Big Bend, 8uBeautitu Music, C-Country, CL-Classical, E-Easy Listening. Llazz, MMiscemaneous. N-News, O-Otles, R-Contemporary Hit Redio. RL-Rieligious, S-Spanish, T-Talk, Uutben Contem porary.

## New York

WPLJ Adds Two, Cops First;
Urban Stations Lose Half-Share;
WKHK Passes WHN; WNEW-FM Up Nicely

| Newr Torla |  |  |
| :---: | :---: | :---: |
| WPLJ Adds Two, Cops First; |  |  |
| Urban Stations L |  |  |
| WKHK Passes WHN; |  |  |
|  |  |  |
| WNEW-FM Up Nicely |  |  |
|  | March/ | April/ |
| WPLJ (A) | 6.7 | 8.7 |
| WOR (T) | 7.0 | 6.0 |
| WKTU (U) | 6.3 | 5.8 |
| WCBS (N) | 5.2 | 5.6 |
| WINS (N) | 5.3 | 5.4 |
| WRKS (U) | 5.9 | 5.4 |
| WBLS (U) | 5.4 | 4.9 |
| WYNY (AC) | 5.7 | 4.4 |
| WNEW-FM (A) | 2.5 | 3.7 |
| WABC (R) | 4.4 | 3.4 |
| WNBC (R) | 4.2 | 3.1 |
| WNEW (BB) | 2.3 | 2.9 |
| WADO (S) | 1.8 | 2.6 |
| WQXR-FM (CL) | ) 2.2 | 2.5 |
| WKHK (C) | 1.7 | 2.4 |
| WRFM (BM) | 1.7 | 2.3 |
| WCBS-FM (0) | 1.8 | 2.0 |
| WMCA (T) | 3.0 | 2.0 |
| WPAT-FM (BM) | ) 2.1 | 2.0 |
| WJIT (S) | 1.7 | 1.8 |
| WPAT (BM) | 1.6 | 1.8 |
| WPIX (R) | 1.0 | 1.6 |
| WHN (C) | 2.2 | 1.3 |
| WALK-FM (AC) | ) 4 | 1.0 |
| WTFM (AC) | 1.3 | 1.0 |

## Cleveland

WMMS Still Dominant; WGCL, WDMT Rise

To 2-3;

## WLYT Down Two

March/ April/

|  | March/ April | $\begin{gathered} \text { April/ } \\ \text { May } \end{gathered}$ |
| :---: | :---: | :---: |
| WMMS (A) | 13.9 | 13.8 |
| WGCL (R) | 6.8 | 8.2 |
| WDMT (U) | 5.1 | 7.5 |
| WZZP (AC) | 8.3 | 7.1 |
| WDOK (BM) | 7.7 | 6.4 |
| WQAL (BM) | 5.8 | 6.2 |
| WWWM (A) | 5.7 | 5.9 |
| WGAR (AC) | 4.7 | 4.9 |
| WHK (C) | 5.6 | 4.7 |
| WERE (N) | 4.8 | 4.6 |
| WBBG (0) | 5.8 | 4.6 |
| WCLV (CL) | 3.3 | 3.5 |
| WKSW (C) | 3.2 | 3.1 |
| WLYT (R) | 4.7 | 2.9 |
| WZAK (U) | 1.9 | 2.5 |
| WJW (AC) | 2.3 | 2.4 |
| WWWE (C) | 2.3 | 2.4 |
| WJMO (B) | 1.1 | 1.9 | KQUE (AC) KQUE (AC)

KODA (BM) KTRH (T) KPRC (N/T) KLEF (CL) KYND (BM) KILT (C)
KENR (C) KULF (AC

## Houston

KMJQ Takes First As KLOL Slips; KIKK-FM, KILT-FM Move Up; KRBE, KRLY, KSRR All Rise March/ April/

|  | April | May |
| :--- | ---: | ---: |
| KMJQ (U) | 10.4 | 11.5 |

$\begin{array}{lll}\text { KLOL (A) } & 13.7 & 11.4\end{array}$
$\begin{array}{lll}\text { KIKK-FM (C) } & 9.0 & 10.5\end{array}$
$\begin{array}{lll}\text { KILT-FM (C) } & 6.2 & 8.0\end{array}$
$\begin{array}{lll}\text { KRBE (AC) } & 5.6 & 6.5 \\ \text { KRLY (U) } & 5.0 & 6.3\end{array}$

| KRLY (U) | 5.0 | 6.3 |
| :--- | :--- | :--- |
| KSRR (A) | 5.5 | 6.0 |


|  | 1.8 | 1.5 |
| :--- | :--- | :--- |
|  |  | 1.0 |

## Washington, D.C.

WKYS Retains First; WMAL Moves To Second; WAVA Tightens AOR Race; WPGC Passes WRQX

|  | March/ <br> April | April/ <br> May |
| :--- | ---: | ---: |
| WKYS (U) | 10.1 | 10.4 |
| WMAL (AC) | 6.5 | 8.1 |
| WHUR (B) | 8.3 | 7.6 |
| WWDC-FM(A) | 7.9 | 6.2 |
| WAVA (A) | 5.9 | 6.1 |
| WPGC-AM |  |  |
| \& FM (R) | 5.7 | 6.0 |
| WGAY-FM (BM) | 4.2 | 5.2 |
| WRQX (R) | 6.4 | 4.8 |
| WGMS-FM (CL) | 3.8 | 4.5 |
| WLTT (AC) | 4.4 | 4.2 |
| WMZQ (C) | 3.6 | 3.5 |
| WRC (T) | 3.5 | 3.5 |
| WPKX-FM (C) | 2.5 | 3.4 |
| WASH (AC) | 3.0 | 3.1 |
| WOOK (B) | 3.2 | 2.7 |
| WTOP (N) | 2.5 | 2.7 |
| WYCB (RL) | 1.1 | 1.5 |
| WEZR (BM) | 2.4 | 1.4 |
| WHFS (A) | 1.3 | 1.3 |

St. Louis
KMOX Shares Still Mammoth; KWK-FM Widens Lead Over KSHE; KSD Tightens Country Contest

|  | April | April/ <br> May |
| :--- | ---: | ---: |
| KMOX (T) | 21.2 | 22.0 |
| KWK-FM (A) | 11.8 | 12.2 |
| KSHE (A) | 10.8 | 8.6 |
| WIL_FM (C) | 6.9 | 6.2 |
| KMJM (U) | 5.9 | 6.1 |
| KSD-FM (AC) | 6.3 | 5.7 |
| KSD (C) | 5.0 | 5.6 |
| WRTH (E) | 4.0 | 4.5 |
| KEZK (BM) | 4.2 | 3.9 |
| KSLQ (AC) | 2.8 | 3.2 |
| WIL (C) | 2.4 | 2.7 |
| KXOK (AC) | 3.6 | 2.6 |
| WZEN (B) | 1.4 | 2.4 |
| KADI-FM (AC) | 1.3 | 2.3 |
| KMOX-FM (AC) | 1.7 | 2.0 |
| KWK (A) | 1.1 | 1.3 |
| KATZ (B) | 1.0 | 1.0 |
| WESL (B) | 1.4 | 1.0 |
| Average persons I2+ |  |  |
| Monday-Sunday Garn-midnight |  |  |
| Rolling Averages |  |  |

## Love Will Turn You Around

the title song from Kenny Rogers'
new album and the theme from the movie Six Pack



## EYE TO EYE

Produced by Gary Katz


Remember when we said consultant Mike Joseph would be taking his "Hot Hits" format into another top five market before too long? Well, he wasn't saying just which top five market, but Street Talk may have figured it out. Word out of Detroit is that WJR-FM has petitioned the FCC for the new call letters WHYT (W-Hit?), and that Mr. Joseph will soon arrive in the Motor City.
Speaking of "Hot Hits,, . . . over at WBBMFM/Chicago Lee DeYoung has been promoted to the newly created position of Assistant to the General Manager. Lee has been with the station since 1976, serving as an air personality, MD, PD and now assistant to VP/GM Brian Pussilano.

Is this the best way to expose new music to AOR listeners? Street Talk has heard that the Burkhart/Abrams/Michaels/Douglas consultancy is urging its Superstars stations to try a novel means of showcasing new rock acts: by cutting together three songs into one five-minute montage and playing it every couple of hours. The latest memo to client stations says this is a better way to expose more new acts on a regular basis than by playing each new act in a lighter rotation. Then, if listener response warrants it, the tracks are added in their entirety to the regular playlist. Interesting, eh?

Bobby Ocean, late of KWST/Los Angeles, will join the personality lineup at K101/San Francisco to do middays, marking Osh's return to Bay Area radio, where he previously reigned supreme at KFRC.

WFFM/Pittsburgh has applied for the new calls WHYW. The station plans to remain A/C, but will now bill itself as Y-97, instead of FM97 as it has been.
Also in Pittsburgh, 96KX has promoted 6-10pm personality Clarke Ingram to Assistant PD. Weekender Brian Matthews has been promoted to middays, and the new afternoon drive man is Craig Jackson from KOAQ/Denver. Craig replaces Suitecase Simpson.

WZOK/Rockford has named Tim Fox (aka Kirk Russell) from Q102/Cincinnati as PD. He replaces Dallas Cole, who joined Q107/Washington. Also at WZOK, longtime MD "Mr. Ed" Lambert has departed, with Tim now handling music and programming.

The one and only B. Mitchel Reed and KLOS/Los Angeles have parted company. Reed exited his midday show to "take some time off," according to KLOS PD Tommy Hadges. To fill the vacancy, KLOS moves Shana into Reed's midday slot, and the station has hired Steve Downes from. KEZY/Anaheim for nights.
KX104/Nashville MD Jon Anthony exits after four years with the station. He was replaced by midday man Bryan Sargent.
Some musical chairs in L.A. Black radio as Levi Booker moves to KGFJ for mornings. He was formerly at KJLH. And former KGFJ PD and morning man J.B. Stone is rumored to be the new morning personality at KJLH.


YOU mUST WEAR YOUR BADGE AT ALL TMES This little pin-it-on-your-shirt gadget is one of those official-looking laminated ID badges that visitors are often asked to wear when entering top secret facilities. However, in this casa it's a clever party invitation from E/A Buffalo promo rep Barry Lyons, as he asked his friends to help him celebrate his recent move to the Chicago slot

Charlie Gross (known as Chuck Kelly) has been named PD at WELI/New Haven. Chuck was formerly PD, MD \& air personality at KYST/Texas City.
Speaking of new CHR's in Houston WGLF/Tallahassee PD Ron Parker has resigned there to join new KULF PD John Lander in an unnamed capacity. You might remember John and Ron working together at WLCY/Tampa.
Also at KULF, GM Dick French has put in a good word for the staffers displaced by the pending format change. He told R\&R, "I'd give my strongest recommendations to Burt $\&$ Kurt, Beau Weaver, Crash B. Crash, Mike Scott, John W. Smith and Anita Martini," who were all given their walking papers.
The Gary Guthrie versus CBS trial over the Streisand/Diamond duet "You Don't Bring Me Flowers" opened in Memphis on Monday (6-14) with jury selection and opening statements. Guthrie was the first to "create" the superstar duet, while he was PD at WAKY/Louisville four years ago. He spliced the two separate versions of the song together in the WAKY production room and sent the tape along to CBS in New York. The rest is history (as they say), but Guthrie feels he should be compensated for his idea . . . thus the trial. Guthrie is currently GM of KOPA/Phoenix.

John Stonis, former MD of KING/Seattle, is the new MD/Research Director at sister King Broadcasting station KGW/Portland.

And finally, all English-language music has been banned from Argentina radio as a result of the recent war in the Falkland Islands. Our bet is that the "Evita" soundtrack isn't exactly selling great in England either.

## Outclass Your Competition!

If your competitors use a tape \& label type sticker, they'll cringe when they see the screen printed decal you bought from us. It will last a lot longer, too!
and we can give you references!
TOLL FREE 1-800-331-4438


| WBEN-FM deb 28 | 293 add |
| :---: | :---: |
| WIF on | 94027.25 |
| 96KX 22-15 | Y100 on |
| 8943027 | 0105 26-25 |
| B104 add | WLS deb 38 |
| JB105 add 33 | WLS-FM deb 38 |
| 0107 deb 20 | WLOL-FM 2927 |
| WPGC 27-23 | KBEO 37.32 |
| CFTR deb 36 | WGCL 28.26 |
| CHUM 2926 | Q102 add 30 |
| KEGL 28-24 | WKTI on |

KIQQ $39-35$
KEZR on
B100 21-18
KYY 30-24
KUBE deb 26
KIMN deb 23
Q103 deb 24
KZZP deb 29
KTSA add
KROD add 23
WTIX add
WNOK-FM add

KIIK add
KOKO add
WLYT add 0101 add KSLY add 26 WPHD 18-15 WHFM 33-27 WTRY 27-24 WRCK 29.25 WPST 22.19 K104.31-27 KSET-FM 2921 B97 20-13
"One of our strongest records! How can you possibly miss with REO?"

STEVE PERUN, WLS/Chicago
"Great summertime sound, contains familiar REO arrangements that brought them so much success last year. Hard to ignore,"

TOM HUTYLER, KUBE/Seattle
"Great phones, looks like the beginning of another "High-Infidelity" sweep. The summer belongs to REO!"

LOU SIMON, WAYS/Charlotte
"No quote needed, performance speaks again! Top 5 phones immediately."

STEVE KINGSTON, WPGC/Washington D.C.

WFMF $26-22$
Y103 40.36
CK101 37-33
WSKZ 2420
WBCY 2926
WAYS $25-23$
WOCG 27-22
WSSX $28-22$
WJXO 86
KEYN-FM 2824
KZ93 20-10
WZOK deb 19
21042418

WIKS $21-18$
WKDO 26-11
KKXX 26-23 WGLF 25-20
KJRB 30-27 WYKS 35-30
KNBQ 28-24 KILE 22.17
KCPX 28-22 KSEL.FM 19.14
K96 30-26
KHYT $40-33$
WJBO 3929
WIGY $28-21$
WTSN $40-32$
WFBG 2823
95XIL 28-19

0104 31-29
Z102 36-32

KOIZ.FM $26-23$
KELO $35-25$
KKRC-FM 2926
WSPT $20-16$
KWLO 2824
KRNA $23-18$
99KG $32-22$

ON YOUR DESK JUNE 21st GOOD TROUBLE
Incluoes the hit singe "Keep The Fire Burnin'"

See RED SPEEDWAGON On "ENTERTANMENT TONIGHT" June 21 \& 22
National Tour begins July 29

PRODUCED BY KEIIN CRONIN, GARY RICHRATH,
KEIIN BEAMISH, AND ALAN BPATZER

MANAGEMENT: JOHN BARUCK
MOHN BARIICK

Sales 0
JONATHAN HALL

## SHERMAN'S RADIO ADVERTISING VENTURE

## The Thrill Of Success: The Trauma Of Failure

It's amazing the number of people who've asked me, "What happened to Bob Sherman and the NBC Radio Division?" The answer is Sherman wanted to be on his own, as we reported it (4-30). But let's allow the former NBC Radio VP to set the record straight himself. Recently, I spent time with him in his new niche as President of Della Femina, Travisano \& Sherman, a subsidiary of Jerry Della Femina's advertising agency.
BS: This new division is a result of a growing entrepreneurial bent that I've been nurturing and sometimes tried to hold back, not too successfully.
So the fantasy being lived out for me is little Bobby Sherman from Brooklyn is Jerry Della Femina's partner, working with his advertising agency to solicit advertising and marketing on behalf of radio stations. My
 successful experience ce Bob Sherman at WNBC, in particular, was partially the result of effective advertising and marketing. That's how this came about.
I'm an entrepreneur now and I hope for a long time. It's the great American Dream - to learn from the corporation, pay it back by contributing to the profit structure and then go out and do your own thing.
R\&R: Well, you certainly were successful at WNBC.
BS: What I enjoyed very much with NBC was success. I have enjoyed the perception of success, the reality of success, and the rewards of it, one of which is being here right now in this new endeavor.
We should win because Jerry Della Femina and his people are amongst the

## REP REPORT

Barry Dunn named Sr. Accountant for Katz Communications, coordinating ail financial activities. He previously held a similar position at Warner Amex Cable Communications. Katz has assumed representation duties for WKRZAM \& FMIWIIkesBarrelScranton
-Frank O'Neill becomes Research Director for McGavron Guild, coming from the Research Manager post at Com-
 puter Systems. At the Frank O'Neill same time, Jane Sobel joins the company as a research analyst . . . Rick Holmberg appointed San Francisco Manager for Bernard Howard \& Co., having held San Francisco Reglonal Manager positions at Torbet and PRO previously. Also joining Bernard Howard are Ron Nahoum in the New York office from a Blair account executive slot, and Nancy Dundas as an account executive in the Chicago office, from Rosiln Radio Sales Chicago Branch Manager. Bernard Howard has added several stations to its client lists recently, including WCFL/Chicago; WPEG/Concord, NC (Chariotte market); KAEZIOklahoma; and KIBS/Bishop, CA.
very best in the industry. Our agency also has extensive experience in advertising on behalf of media clients. This complements my experience and love for broadcasting on an operational level. Together we are a unique service.

## Radio Philosophy

R\&R: Would you explain some of your own radio philosophies?
BS: Moving a radio station forward in the ratings through marketing and advertising involves four processes. The first is to analyze the readily available data. This includes everything you have on the station, including mechanical diaries and word of mouth in the street.
The second is perception study to see how your and other stations are perceived in the marketplace.
The third is a positioning study. A third person, or the third part of the same person, takes all this data to see where there are opportunities. Where should we try to go? For example, an all-News radio station. Do people care that it is the most professional News station in town? Do they care that it is the station that gives the time most often?
"With respect to advertising, everybody in our business believes he is an expert. I remember lecturing to people, 'If this is the best advertising agency you can find, just get the hell out of their way.

What's particularly interesting to the people in this particular locale? Where is the void? What should we go after?
And when you've gotten the raw data, you have done a special perception study, you have handed it over to a positioning analyst, then you go to a Jerry Della Femina. And then you say, "Here is what we know about us; here is where we need to go, here's what our strength is. What do you think of this particular position we want to take?"
Either he'll say "Yeah, that's a terrific idea" or he'll say, "I've been doing this stuff for 17 years. I've been looking at research for 17 years and while most of the time at first blush this would look wonderful, let me tell you about this trap I fell into a few years ago in trying to do this."
So the answer is "no, and let's do it this way." And I think that is how this process should really work. I think there is too much autonomy in the wrong hands in advertising.

R\&R: So you are really trading on your experience in radio and your partners in advertising.

WMAL'S OCKERHAUSEN HONORED - Andrew Ockerhausen, Exec. VP/GM of WMAL/Washington, recently received the Greater Washington Board of Trade's 1982 "Man Of The Years" award for outstanding contributions to business and the community. Ockerhausen is pictured at left being presented with the award by Board of Trade President Stephen Harlan.

BS: Yes. I don't pretend to have all the answers about the advertising process per se. I believe I have some questions about how radio works and I know who to ask about creative because they are right here in our agency. The whole purpose of this place is marrying what I have learned and have had to unlearn about radio and broadcasting to what is available in this place.
"I got half a million people to that station during the course of one book. And they are still trying to get back some of those listeners that I introduced to an awful product ... It's a big misconception: let's get a giant advertising budget and go spend."
$\mathbf{R \& R}$ : Are there some misconceptions in the marketplace that you have identified? I mean flagrant misconceptions that are generally held by GM's and GSM's regarding advertising.
BS: As in programming, with respect to advertising, everybody in our business believes he is an expert. I remember lecturing to people at NBC, and I rarely do that. I said, "If this is the best advertising agency you can find, just get the hell out of their way."

Once you have decided that these are the people who know the most about the advertising business, give them all the data that they ask for and then stay out of the process. It's their business. And that has nothing to do with arrogance or cockiness or resenting input.
R\&R: Do you restrict input?
BS: Bob Pittman (former WNBC PD and now Sr. VP of Warner Amex Cable Channels) expressed an interesting thought. Somebody was really trying to get into a conversation with him at WNBC about our programming and Pittman asked me to keep the guy out of his office. And I asked why he wasn't willing to take all the input he could get.

He said, "I am very impressionable and that person is very smart. And he is going to talk me into doing something that he is less expert at than I am - only because he sounds real smart and I am impressionable. I don't want the input. I have got to go with my belly and my experience and my history." That is a very important lesson for some people to learn.

The Abuse Of Advertising
R\&R: Can you point to any misconceptions about using advertising that are generally held in the radio industry?

BS: The more money, the more ratings! In 1975, I went to Philadelphia on behalf of CBS to change WCAU from a Talk station to an all-News station. Within a month, I had a new format. And it was summertime and I had this giant budget from CBS to promote the station. Since it was summer and stations typically don't promote that much, I thought I could introduce this new product

and steal a ratings book.
And we went from whatever to a giant number one in the book. And you should have seen all the newspapers and the congratulatory letters and memos and telegrams to CBS.

I got half a million people to that station during the course of one book. And they are still trying to get back some of those listeners that I introduced to an awful product - and they've had lots of wonderful products since that time.

I did them more damage than good with advertising. I gave myself an ego trip for a couple of months and then stayed in Philadelphia - which is a lovely city - four years longer than I should have. I damaged myself, I didn't love myself at all. It's a big misconception: let's get a giant advertising budget and go spend.
$\mathbf{R \& R}$ : One of the themes I've followed in doing this series of articles has been that programming and sales should establish a better working relationship. How do you feel about that?
BS: I see programming and sales as being polarized. It is appropriate that the job of a programmer is to maximize the ratings of a station. The objectives of the sales manager are to maximize the revenue of the radio station. The profit decisions are made by the general manager.
The goals of the PD and sales manager are appropriately antithetical in the best of all worlds. And the GM is called upon to decide in this case or that case which direction will lead to the maximization of profits. R\&R: Any tips for sales people?
BS: Every new salesperson ought to spend four weekends at a flea market. I go to this giant flea market where there are maybe 300 to 400 vendors. And it's the same people week after week, month after month, year after year.
"I see programming and sales as being polarized.
The goals of the PD and sales manager are appropriately antithetical in the best of all worlds. And the GM is called upon to decide which direction will lead to the maximization of profits."

That tells you right away that unless they are psychotic or have no place else to go, these same 300 to 400 people are making money at this flea market every week. Some of them rent two feet by two feet spaces and some of them have 400 square feet. Some sell $\$ 2000$ antiques and some of them sell dollar buttons. And everybody is making money.
The analogy should be clear. It doesn't matter what your radio station's product is for you to be a successful salesman. Every radio station has something to offer, and if you don't believe that, you shouldn't be selling.
(The Bob Sherman interview continues next week).

## IF YOU DON'T HAVE

## UNSIDE TRACR <br> YOUDON'T HAVE PETE TOWNSHEND

Join the more than 200 stations who have Pete Townshend in his only broadcast interview this year, timed to coincide with the release of his new solo album All The Best Cowboys Have Chinese Eyes.

Exclusively on DIR's THE INSIDE TRACK with Lisa Robinson, broadcast the week of June 21.

The Inside Track—a 90-minute monthly special

Produced by DIR Broadcasting


PETE TOWNSHEND PETE TOWNSHEND
AL THE BESTCOWBOYS CHAVE


# Contemporary Hit Radio 

JOEL DENVER

## EXCITEMENT PLUS REALITY

## AM Stereo Draws Response From Two Channels

AM stereo could be the most talked-about subject in radio broadcasting. Following my recent article on the subject (R\&R 5-21) with KFRC/San Francisco PD Gerry Cagle, some interesting mail has come in that should be shared.
Naturally the excitement and positive feelings towards AM stereo are present in these letters, but there is a rather sobering letter from a chief engineer that deserves close inspection. Whatever your feelings on the subject, only the future will be able to demonstrate how quickly the public will embrace this new technology. Before getting to the letters, KTSA/San Antonio Station Manager Lee Randall sent me the following station logo and some accompanying literature
that AM stereo is coming. It's also encouraging all AM stereo manufacturers to adopt the use of the Kahn patent, which automatically adjusts bandwidth on receivers. When there is little adjacent channel interference, the radio automatically tunes wider to allow improved fidelity. Lee also welcomes calls from other AM broadcasters on the subject.

## Now To The Mailbag

- The first letter comes from WTIX/New Orleans Assistant PD Gary


KTSA served as the FCC's AM stereo test station in Texas in 1979. Like KF'RC, it's using the Kahn-Hazeltine system, and the station has gone on record as endorsing the system. Lee points out the following advantages of this system:

- Mono listening will not be affected by the stereo signal.
- Signal strength will not be diminished.
- Two radios may be used to achieve the stereo effect prior to the purchase of an AM stereo receiver.
- Conversion of an existing radio to Kahn AM stereo will be minimal in cost.
Like KFRC, KTSA is already hard at work within its marketplace handing out information about AM stereo to listeners at various events, plus announcing on the air


STAY ALL NIGHT WITH ME. . OK - COUID it be love at first sight between KC101/New Haven night jock Doc Rossi (laft) and Attantic recording artist Laura Branigan? Not realIy, she's just dropping in to say hi to the folks Iy, she's just dropping in to say hi to the folks
on the radio while promoting her new album "Branigan" with the just-released single "Branigan

Franklin. In it, he points out that the hardest people to convince about the positive effects of AM stereo will be those in control of the station budgets.

## Dear R\&R:

The future of AM radio is "stereo" period! The advantages that Gerry Cagle pointed out are obvious to programmers in general whether they are AM or FM. I believe the problem that AM stereo faces will be the old bottom line once again. The people who control the pursestrings at several AM stations are not convinced that AM stereo is a savior. Letting that money go on (what seems to them) a gamble in today's economy is flirting with disaster. Just look around the country at all the (once) AM giants that finally succumbed to FM the easy way . . . by giving up.
I don't think the public will be that difficult to sell on AM stereo. I believe the hardest people to sell on it will be the executives who handle expenditures. These people will have to be convinced that once again their AM radio stations can be exciting entertainment vehicles. I believe the future of radio, not just AM radio, hangs in the balance. The prospect of competitive AM-FM battles will remain a dream until the "boss" is promoted properly. Let the wars begin!

## Too Many Systems?

- The next letter comes from Steve Summers, former MD at WDRQ/Detroit. He's currently looking for a new position, and his perspective comes from someone not caught up within the environment of a radio caught up within the envi
station on a daily basis.


## Dear R\&R:

I found your report with KFRC's Gerry Cagle on AM stereo very interesting. It can only give AM more ammunition to compete on an equal level with FM stereo. Let's go for $i t$ !
However, what concerns me is will AM stereo take as long to catch on as FM did? AM stations turning stereo will need to
heavily promote their new technology. The promotions discussed by Gerry Cagle (radio giveaways, etc.) will be needed to speed the orientation process along.
With five AM stereo systems currently available, will we see a situation where various systems are used in different markets, or even the same market? Driving from San Diego to Los Angeles might mean a whole different system to hear AM stereo. I fear this problem could cloud the entire $A M$ stereo movement.

## Technicalities From A

## Technical Expert

The final letter comes from Dick Hyatt, Chief Engineer for WGHQWBPM/Kingston, NY. He makes some valid points for all AM broadcasters to consider.
Dear R\&R:
As Rich Little says (though I'm old enough to remember Art Baker saying it), "you asked for it." Needless to say, this letter is in reference to Gerry Cagle's comments on AM stereo.
I was genuinely dismayed by the apparent lack of understanding, if not vision, expressed by someone who by virtue of his track record of successes really ought to know better. Gerry does indeed paint a "rosy picture," as you stated, but I think it's time we all took off the rose-colored glasses and addressed the real issue.
AM stereo, generically, is a non-issue. We simply must have it. The first real issue we face is "which system?" That's critical because the systems approved en masse by the FCC are of wildly differing characteristics (burn all those flyers folks, and put your headphones on).
There are manufacturers who would tell you that the Commission would not approve any system that would degrade what we already have. The jury's in on that one already (how many of you went through that now-famous listening booth in Dallas)! Some of the systems actually have the potential for driving down listening spans (two channels of garbage is still garbage, only twice as bad).
When you see all those ads listing stations that have gone with this system or that (and all manufacturers will likely do this), ig. nore the hype. Some stations make good decisions; others make bad ones. Market size is no criterion. Some stations may actually have been forced by the manufacturer to buy the equipment outright before
testing (a pretty outlandish arrangement, but I understand it did occur), and thus have an investment to protect (ask your own engineer; you too, Gerry)
Unfortunately, even if you choose the right system you're still not home free. Gerry is obviously correct in his assessment that stereo has the potential for being the catalyst for at least the technical rejuvenation of AM (we'll talk about programming shortly). Stereo itself is not the key element here.

We as an industry have been forced (by the receiver manufacturers, who in turn blame the consumers) to process, preemphasize, and perform other audio contor. tions to "push" (reluctantly, I might add) programming through receivers that are light-years behind radios that were in common use during the "good old days." Modern FM uses processing to be sure, but not as a "fix" for the receiver end.
If AM stereo does not precipitate significantly higher quality $A M$ receivers, it won't matter which system Gerry has. And, sad to relate, the signals coming from the radio manufacturers clearly indicate there is no priority on this. The prevailing philosophy seems to be "give 'em stereo, sell 'em new (but not better) receivers," and move on. The AM broadcaster does not have that option. The listeners will never believe us next time.
But first things first. Make sure all's well on your end, so the manufacturer can't blame your poor signal as the reason he wouldn't be able to sell better receivers.
Gerry says that with KFRC's choice "if you're listening at a party, in your car or office, you'll find it surprisingly like FM.' Is that as high as we're aiming? Mum's the word, but there is a system that doesn't require a listening environment with high ambient noise to mask deficiencies.
Please don't misread me. I am not proposing a specific system here. The only stake we have in AM stereo is to insure that our stations sound the better for it. Tread these waters carefully; we'll never pass this way again.
Beyond that, Gerry correctly alluded early on to the "ultimate" answer, that FM programming beat $A M$, and not the medium itself. By the end of the article he seemed to have forgotten that bit of wisdom. "All you have to do is put in the bullets and fire back," he is quoted as saying. True enough, but some weapons are better than others.


THE INS AND OUTS OF EXERCISE - Nothing like some good exercise for stimulation and fitness, and TV fitness expert Richard Simmons obviously agrees. Richard recently complated his new Elektre album "Reech," and dropped by to "reach" for KEARTHILos Angeles PD Bob Hamilton. Shown (l-r) are ElA's Scott Burns, Hamilton, Simmons, and KEARTH personality Pat Evans.

## "Advertisers love the way capacity crowds cheer, yell and beg for more." <br>  KHTZ/Los Angeles <br>  <br> Builds Audience And Sales Revenues!

The Great Rock \& Roll Time Machine is a dramatic new approach to rock entertainment and the cornerstone of several major radio promotional events. The soundtrack to our lives, compressed into 25 minutes - a dazzling multimedia experience. In this relatively new art form, slides, film, animation, and special effects combine with a soundtrack to dazzle the viewer's senses with color, sound and movement. Over 100 images a minute flash by.
"The Time Machine reinforced our position as 'Atlanta's Music Radio Station'".

Gary Hiatt - AE Z93/Atlanta

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IF IT NMT ONE THING, THE MUST BE CLEVELAND - Richard "Dimples" Fiolds hit the streets promoting "If It Ain't One Thing It's Another" and stopped in at WGCL/Cleveland. Pictured (l-r) are Pickwick rep Larry Evanoff, PD Bob Travis, Fields, and Boardwalk VP Ruben Rodriguaz.


MORK MAKES THE PLAYS - KRNA/lowa City recently held e softhall game with KCRG-TV/ Codar Rapids, and Robin Williams was the celebrity umpire. KRNA won 13.12 as over 1000 fans looked on. Shown are the starters for KRNA (H-f), Including PD Bart Goynshor, Williams, Operations Manager Rob Norton, morning Jock Tom Hamilton, and MD Jeff Harmon in the Yankees shirt.

J. GEILS ROCKS ROCK107 - After a recent concert appearance by the J. Geils Band, ROCK107MWRCKNUtica PD Jim Roitz took a stroll beckstage to chat with the band. Picstroll backstage to char wher Sere Gells member Seth Justman. Reitz, and leader singer Peter Wohf.

## The Music Section

CHR's Most Accurate Music Information Bogins on Page 55


SUNTANNED SWEET HEARTS - If YOU're in Florida, take edvantage of the sun with your promotions. That's what WYKS/Gainesville did whth these winners of its suntan contest In front of the winners (I-r) are PD Karl Kauf. mann and MD Lou Rodriguez.

## M105

about 75\% gold." However McVay dicated that the station would not necessarily be downtempo, saying, "I think you can be Adult Contemporary and still be contemporary and fun to listen to."
The new airstaff includes: Mike Ivers from WNDE/Indianapolis in morning drive; McVay, 10am-12 noon; Ron Foster of WQIO/Canton, OH for $12-4 \mathrm{pm}$, Beau Elliott of WOHO/Toledo, $4-8 \mathrm{pm}$; Tom Kent from the Continental Satellite Net, 8-12 midnight; and Jennifer Anderson (who was Jenny Cheeks on the M105 staff), 12 midnight-6am. Chuck Collins will remain with the station as Production Director.
McVay revealed that an extensive amount of market research led to the format change, and that the research project would be ongoing.

## Air Supply

Continued from Page 3 several less prominent defendants. The charges include breach of contract, inducing breach of contract, defamation, and conspiracy. More specifically, it's alleged that the defendants conspired to "financially and professionally destroy" Bestall and Reynolds, with Arden accused of conveying "threats of grievous personal and bodily injury.'
Arista and Careers Music are charged with telling the group its agreements with

## Bits

- K96/Provo is presenting the first "Concert Of The Air" for the July 4th holiday as part of the "Freedom Festival." According to MD Kidd Kraddick, "This will be the largest fireworks display in the country, and it will all be synchronized with music which will be aired in stereo over K96.'
- KSEL-FM/Lubbock recently held its "1982 Backyard Concert." The station sits on over four acres of land and literally held the concert in its own backyard. The show featured MCA artists Point Blank and Joe "King" Carrasco. Admission was $\$ 6$ for a full day of rock and roll.
- WQXI-AM \& FM/Atlanta have been named "The Voice Of The Chattahoochee," which makes them the official sponsoring stations for all events at the Chattahoochee National Recreation Area.
-WZYP/Huntsville recently did a " $\$ 5000$ Cash Drop" from a helicopter. People went wild as the chopper made three passes, dropping money, McDonald's coupons, and coupons for T-shirts and albums.


## Boudreau

Most recently assis tor of the coy assistant Program Direcjoin the combo facility, Boudreau first joined KGO in 1973 from WERE/Cleveland. She remarked, "It's an exciting challenge to program a station with the stature that KGO has and to pioneer Talk radio further into the 1980's. It's also very exciting being the first female program director of KGO and of a station this size in the market."
Kamen moves up from Associate News Director, a post he held for the past $21 / 2$ years. Prior to that he served as a correspondent with the ABC Radio Network, simultaneously reporting for New York stations WABC and WPLJI. "I'm more than excited with this new challenge," Kamen commented. "I can say without hesitation that the people in the KGO news department are the most creative and professional team I've been associated with."

Bestall and Reynolds were unfair and inducing the band to break the contracts. In addition, Arista allegedly failed to provide accountings of Air Supply's royalties.
Air Supply's suit against their former managers contends that they had signed unfair and financially harmful agreements owing to their inexperience, and seeks their release. The countersuit asserts that the contracts remain valid until March 1986. Spokespersons for Arista and Arden told $\mathbf{R \& R}$ they had not been served with the suit at press time and therefore could not comment.

## Motion

WIFI/Philadelphta ups Andre Gardner to Production Director, as Steve York departs for ABC's Superadio . . . KEEL/Shreveport names Joff Edman as the new PD replacing Howard Clark who moved to KYKXLLongview, TX as consultant. CKGM/Montreal MD Kevin Shea is leaving at the end of June to become Assistant PD at CJSB/Ot twa.
Sultcase Simpson departs 96 KX /Pittsburgh to be replaced by Craig Jackson from 0103/Denver. Other changes at Bobby Christlan's station include Brian Matthews promoted from swing to replace Mike McGann, who was named PD at wTVN/Columbus, and Keith Abrams joining as swing man from WKSTINow Castle, PA . . . KIMN/ Denver late-night rocker Dave Bogart moves across the hall to Country sister station K YGO . Q101/Meridian promotes MD Bill Evans to sales, and taps former WZYP/Huntsville PD Chuck Mc Cartney as his replacement ... WMJY(Y107) Long Branch, NJ is now " $100 \%$ live CHR," ac cording to MD Beau Richards ... WCGQ/Columbus promotes night rocker Bob McGee to Assistant MD.

WF AIVF YOU THE NIEWS YOUR WIRF MIAUIVIVE MISSES.

WIRELESS
FLASH

And our entertainment pages give you exciusive scoops on AOR, CHR and A/C artists, as well as Hollywood celebrities. Separate services? Nope, they're all part of the Wireless Flash. Maybe that's why more than 350 radio stations in the U.S., Canada \& Australia are subscribing to the Wireless Flash. Maybe you should, too.
The Wrieless flash is an exclusive senvice of Cullay forio Mawort 4


## AOR Futures: News And Special Programming

One area of growing concern in discussing the immediate future of AOR radio is the part news programming will play, especially in light of deregulation. Should News Directors ready resumes and start packing their bags, or will smart programmers retain a full-service news department to cover the stories that listeners want/need to hear?
Also of growing interest to AOR radio is the burgeoning number of radio networks specifically geared toward our format. It is a sure and flattering sign of our format's success nationwide that so many options now exist, and more are sure to follow. At the same time, programmers whose listeners have said they want "more music and less talk" must wonder whether special programming of any sort is a positive or negative programming element.

Our "panel" of experts tackle these questions and more this week in their discussions of the future of AOR news and special programming.

## WZXR/Memphis PD Redbeard

"In head-to-head competitive situations, where two or more AOR's in a market are all playing more or less the same music, the decisive factors in winning lie in three areas: air talent, promotion, and news and special programming.
"With news and special programming, it's definitely the quality and not the quantity that will work. Look at it like the spices in your programming recipe: not enough and
"A significant technological innovation will have a profound effect on both network news and longform special programming; that is digital satellite distribution.'

- Redbeard
your programming is too bland; too much and the mix is unbearable.
"The keys to success for the networks and outside program syndicators will be their understanding of local station goals and their responsiveness to those goals. We'll continue to see successful station programmers consult this field, or better yet, migrate into their ranks. The success of all of these program suppliers depends on understanding the fundamental need common to all good radio stations, while being flexible enough to mold their programming into the unique framework of each station in its own competitive situation. At least one news network, the Source, has responded to its affiliate needs by instituting a capsulized newscast in afternoon drive that can be aired in a 30 - or 60 -second length, at the discretion of the local station. It's this type of responsive, versatile programming that will thrive in the future.
"Conversely, the program syndicators that offer, 12-, 24 , and even 48 -hour megaspecials with five national spots per hour and 144 local spot avails to be aired one specific weekend only between 9am-midnight, all sold without even an audio demo (believe it or not), are going to find it tough going until sales managers start programming radio stations.
"A significant technological innovation will have a profound effect on both network
news and longform special programming; that is digital satellite distribution. This will seemingly bring network newscasters and actualities out of their distant vantage points, and because of the stunning presence this technology provides, create an impact previously possible only in a live local studio. Besides the increased audio fidelity, a large amount of time and money will be saved due to the elimination of disc pressing, tape duplicating, and mailing. This means more timely delivery of dated or late-breaking shows.
"The key to success for the local stations will be making 'outside' programming sound like it's all theirs, by carefully choosing the programs in which the content and production are compatible with their sound and image, and also dressing it up with locally-produced promos, opens and closes, audio logos, and rock performer ID's.
"The bottom line is that outside programming should be a tool, helping to build a better product by providing depth and further reinforcing your image as the new mass appeal format.'


## WDVE/Pittsburgh <br> PD Howie Castle

"Networks are quickly becoming more than news services; they're becoming fulltime programming services offering quality specials and concerts (for example, the merger of the Source and Starfleet Blair). With satellite technology, the quality of live programming will improve dramatically As a result, many of the regular syndication companies could start feeling the squeeze, especially since many of the concerts and specials offered will be duplicated by those networks in the same week."

## Consultant Jim Cameron

"With the imminent split of AOR into two sub-formats, Adult-Oriented Rock and TeenOriented Rock, the future for news/infor mation programming looks bright for the former and dismal for the latter. In tight economic times, deregulation will leave news staffers vulnerable to layoffs at teenoriented AOR's. But for the $25+$ AOR audi-
"Watch for some AM's to battle AOR's for 18-34 listeners with new 'Young Adult Talk' formats.'"- Jim Cameron
ence, a credible news operation will be a tremendous draw. Once the networks complete their switch to satellites, their program clearances will improve as dramatically as the fidelity of their feeds. Syndicators will be in trouble, unable to compete with instantaneous delivery of programming. Watch for some AM's to battle AOR's for 18-34 listeners with new 'Young Adult Talk' formàts. As in TV, 'happy talk' news will fade, as listeners search out credible information to cope with and survive the Eighties
"In 1983, at long last, the programming

## KJET Takes Off

 घK昜了Seattie has a new AOR . . . sort of. On May 31, KZOK-AM was renamed KJET and jettisoned oldies programming for automated "modern rock." It's a daring move, especiaily in a market where there's already been an AM modern rock experiment (KZAM-AM) that failed.

KJET PD Steve Larson explained, "KZAM-AM was exposing too much product too quickly; there was no consistency to their sound, which came off confusing to listeners. KJET puts out a more homogenized sound; we have a tighter rotation of our 'mainstream' artists so as to establish them. Once they're established, we'll add more fringe stuff."

For KJET, 'mainstream' equates to groups like Human League, XTC, Devo, Graham Parker, the Clash, and the B-52's. It also includes some mainstream AOR acts that have crossover potential: the Cars, Pretenders, Police, Tommy Tutone, Johnny \& the Distractions, and Tom Petty, to name a few. Most of KJET's music is post-1975, but a "roots" category includes British invasion bands like the Beatles, Rolling Stones, Kinks, and Who, all of whom Larson credited as trendsetters for modern rock. Also featured are various local bands.

Larson picks the music by texture, familiarity, and how it will fit in with the rest of the KJET music mix. Teens and mid-20's females are the target demo, though Larson reported that early response to KJET indicates quite a few older listeners are in its audience.

Larson claimed that the role of KZOK-FM consultant John Sebastian in KJET is minor: "He's observing. I get some input from John on Top 40 formatics, but he's not consulting - jt's seat of my pants radio." Nor is KJET a clone of KROO/Pasadena, the most famous example of a successful modern rock outlet. Larson stated, "I'm really blazing my own trail here. I did listen to KROQ tapes and was inspired, in the sense of realizing that this sort of programming can work. But they're doing it differently - Los Angeles is so much bigger than Seattie, so they have more room to play really unusual stuff; they can be more extreme."

Automation and AM: two potential stumbling blocks to any rock format - but Larson sees them as challenges: 'If someone started doing this on FM I'd take it in the shorts. But I don't see that happening, so for now, I see us on AM as a plus. Radio is cyclical, and right now it seems that it's AM that's exposing new music while the FM'ers play the 'dinosaur rock.' The automation could be a negative if we tried to hide it. But we're gonna have fun with it, be up-front about it, have the jocks talk about it. Of course, l'd love to go live if ratings warrant it.
"Last fall the Arbitron's showed KZOK-AM with about a .4, so anything would be an improvement. I'd like to see a one share for the station in the fall book; that would mean we're on the right track. I think we'll show; initial response is ten times what l expected.

Best of luck to Seattle's new experimental AOR!
pendulum will swing back, favoring news/ information. And if the music's also right, adults will return to AOR. Diversification and deregulation notwithstanding, there's still a market for full-service radio: music and information."

## KWXL/Albuquerque <br> PD Bill Stambaugh

"AOR radio will see changes in news, syndication and features in the coming year. These changes will be in the areas of content, availability, and form of presentation. I expect the changes in content to be evolutionary. In the past year, the news nets have adapted their programs to target the national AOR audience more accurately. This will continue. Newscasts and network features will become even more usable to AOR programmers. I believe the AOR programmers who incorporate more news and features will find this provides a competitive edge for their stations.
"The syndicated programming scene will become even more competitive. More new programs will be available, along with more variations on the interview/concert/ music and news formats. The possibility of overdoing special programming exists; increasingly we'll be asking, 'How much is enough or too much?' And, 'Which of several features does the best job?'
"The big change I see is in the way the news and features are delivered to AOR stations. Even here in Albuquerque, we're not deciding if, but when, we'll get a satellite receiving station. AOR networks going on satellite will mean major changes in the future: improvements in the quality of signal, and speed and ease of delivery. It's also obvious that the major AOR networks will be absorbing the best of the independent syndicators and programs, so the form of delivery will, to an extent, determine the content.'

Media Consultant John Parikhal
"At last, I think the better PD's have realized that commercial-free is no substitute
for good programming, although it has some positioning value for one station per market. Commercial-free drew attention away from the most important element of radio if it is going to compete successfully against tape . . . that is, the element of surprise, of the unexpected.
"The better PD's will carefully and very selectively integrate news and special programming into the broadcast week. News on AOR will be brief and relevant. Special programming should focus on music or important elements in the lifestyle of listeners. Rock histories, countdowns, and self-help shows will work best. Excellent comedy has a place but must be showcased properly and sequenced in the right spot, not in between two 20 -minute rock jams. Crosspromotion of the shows will be as important as the shows themselves."

## KRQR/San Francisco <br> PD Dave Roberts

"One of my greatest needs right now is for live concert programming. My research has shown that this is the one thing that really seperates the men from the boys. I realize we're working within a finite universe, but many of the groups offered by the syndicators currently are marginal. This isn't to say these bands don't deserve exposure, but when we're running 'specials,' they have to be truly special.
"I'm particularly interested in live-viasatellite concerts. We get great reception to these. It's the kind of program that takes advantage of the immediacy of our medium. I'm sure we'll see an increase in these shows.

As for lifestyle features, our positioning in this market right now demands we keep talk and clutter to a minimum. So we have no immediate need for that type of programming. But, in my estimation, for AOR, network services generally seem to be incompatible. I think news must be local; the audience is very sensitive to the structured produced approach, and I see this as an


ALBUM DEBUTS AT 40 ON R\&R AOR CHART

## FMBQ ALBUM REPORT - DEBUT 47 ALBUM NETWORK - 33-31

BILLBOARD - 85**-72 **
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"Marshall Crenshaw's rock and roll has the kind of simplicity that has to be called classic... There's no point in flogging Crenshaw into the next big thing. But if rock and roll is one of your on-going joys....he's probably the next necessary thing."

ROLUNG STONE MAGAZINE

## IN HOT ROTATION

| WRIF | KZOZ | WDEK |
| :--- | :--- | :--- |
| WMMS | KMTN | WPDH |
| KNX-FM | KSPN | WER |
| KVRE | WXRT |  |

AIREADY ON:

| WCOZ | WLLZ | WRXL | WDHA | WXUS | KTIM |
| :--- | :--- | :--- | :--- | :--- | :--- |
| WPLR | WFBQ | KATT | KBPI | KKRQ | WPYX |
| WNEW | WIOT | KMOD | KILO | KFMG | WRKI |
| WMJQ | WMYK | KLBJ | KBCO | KMGN | WTPA |
| KLDL | KLSS | WYMX | KGB-FM | KBCO |  |

Page 26

WAPP/New York signs on as AOR Mon- departs for a position with Album Network day, June 14 with WHO's "Won't Get Fooled Again" . . WIDD/Johnson City, TN switches from AOR to A/C . . . Dave Kettinger exits as PD of WWTR/Bethany Beach Jona Denz is named PD at KLRB/Carmel

George Bradt is appointed PD for WBRU/Providence ... John Bloodwell joins WCOZ/Boston as Promotion Director from WMMR/Philadelphia . . . Departing WMET/Chicago MD Dave Benson was inadvertently listed as PD last week apologies to WMET PD Trip Reeb! Dave Spodell is named Research Director for CHEZFM/Ottowa; Rob Braide remains MD . . "Big Marty" is appointed MD for KOMP/Las Vegas . . Jon Dillon is named Music Coordinator for KZEW/Dallas ... WSYR/Syracuse MD Tommy Nast

## AOR Reporter Profile

## WWCT/Peoria

PD: Rick Peterson
Power: 36,000 watts
Consultant: none
Slogan: "The Home Of Rock 'n' Roll"
"At 106 WWCT we promote ourselves, both on and off the air, as the home of rock and roll. Put simply. when someone in Central Illinois is in the mood to rock, we want to be the radio station he turns on. Although we are the only AOR in the market, a couple of local CHR's also program album cuts and two Chicago AOR's are available on cable. So the 18-34 competition is tough. We make every effort to keep up-to-date with what's happening in the world of music and other areas of interest to our audience, and relay that information to our listeners in a friendly, one-to-one manner. Frequently, 106 will cosponsor musical events at local nightclubs and area parks, often with the proceeds going to charity. One of our most successful promotions is 'the basement tapes'; during the annual promotion, we solicit recordings from local bands, play many on the air, award studio recording time and band equipment to the best bands, and present those acts in a nightclub showcase. The 'basement tapes' has done wonders in enhancing our image. We don't have a large promotional budget, but we manage to keep visible through bumper stickers; 50,000 were distributed last year. As an incentive to display them, prizes are awarded out of the station's van to cars spotted with the sticker. This promotion has proven to be an effective cume builder.
"Musically, our library ranges from Jackson Browne to Black Sabbath. We lean heavily on classic AOR artists like the Rolling Stones, the Who, and Led Zeppelin. As for currents, essentially we're looking for songs that fit in with our overall air sound. We keep close tabs with what's happening at other AOR's in our region and are more than willing to jump on an album early or embrace an unknown act. That kind of attitude keeps us sounding fresher than the competition, and hopefully keeps us an important station in the eyes of the record companies."

Rick Peterson

AOR's Most Accurate Music Information
Begins on Page 50
departs for a position with Album Network
on July 1st (leaving the station without both a PD and MD if no new choices are made by then) ... Burkhart/Abrams signs WKDF/Nashville as a client station John Thomas exits production and airwork for DC101/Washington . . Tom Sheehy is named Promotion Director for WMMR/Philadelphia ... Michael Bright joins WCOZ/Boston for overnights from wLLZ/Detroit ... Michael Keating exits afternoon drive at WIZD/W. Palm Beach as Jeff Allen joins from K102/Pompano Beach

Geoff Babb joins WXUS/Lafayette from WIOU/Kokomo from afternoon drive

Bob Gelms moves from overnights to 10p-2a at WLUJP/Chicago . . . KICT/Wichita hires Daid Stone from neighboring KEYN for production ... New to WIQB/Ann Arbor is Jeff Carter for overnights and Lisa Oliver as Public Affairs Director.

## Futures:

area where the station can benefit by area where the station can benefit by is a potential problem the networks will have to deal with in the future.
"My most important consideration for special programming is its compatibility artist compatibility, and program compatibility. I've encountered some AOR programs that incorporate Top 40-style narration, inappropriate commercials inside the shows, and many times, just too much talk. For example, we ran a show featuring a solid AOR act that included a 60 -second spot for the Jacksons. I realize it's hard to meet every programmer's needs, but I am often amazed at how out of touch some syndicators can be in terms of the discipline we impose on our own formats. They must address this situation.
"Syndicated programming is so incestuous - I ran a Tommy Tutone show and a few weeks later another station adjacent to this market carried Tutone from another syndicator. It all begins to sound the same, and the specials are going to end up sounding less special if this continues. If syndication and networking has a future with AOR, it will require innovation."
Next week we complete our monthlong look into the future of AOR as we ask programmers for their predictions of the direction stations will take in promoting themselves, in terms of both contests and community visibility.
As with all columns in the AOR section, this series is open to your own thoughts and feedback. If you have a strong opinion on one of the topics covered throughout this series, and would like to share it with the rest of the AOR community, contact Jeff Gelb at R\&R, 1930 Century Park West, Los Angeles, CA 90067 . This forum is industrywide, by the way; you needn't be an R\&R AOR reporting station to have your comments printed in our pages. So share your thoughts!


DIVER DOWN WITH VAN HALEN - Warner Bros. record rep Richard Wolod (center) personalized his delivery of the new Van Halen album to WLLZJDetroit by getting PD Joe Urbiel (ieft) and Assistant PD Dave Scott (right) in the right spirit to receive the record


FOREIGNER FANTASY - KAZY/Denver picked a winner to see Foreigner in an expenses-paid Hawaiian vacation by holding a "fantasy island" contest that asked listeners to come as their fantasy. Pictured (kneeling, l-r) are KAZY staffer Kathy Ward, "Tattoo," KAZY Promotion Director Ann Quinn; (standing, l-r) KAZY staffer Melanie Moore, winner, KAZY newsperson Mark Samansky, jock Kelly O'Neal, and Sales Manager Jon Howe.

## UPDATE

The Rolling Stones are the hottest ticket in AOR promotions these days: KQRS/Minneapolis received 8000 entries in its contest to send a winner to see the band in London

Travel in general has become a very popular promotional prize, with WLPX/ Milwaukee sending listeners to England for the world-premiere of Pink Floyd's "The Wall" movie. WLPX also just cosponsored "Young Milwaukee Night," combining baseball and rock and roll. Of course, the evening's highlight was MD Bobbin Beam's annual live rendition of the National Anthem . . WAAF/Worcester's going to try the sort of coordinated fireworks/music display that has been so popular for KGB-

## COLOR

ROCK TIMES SEVEN: WCCC/Hartford has compiled a list of the "seven greatest rock albums of all time," with the help of listeners' votes and local sales. Listeners were then invited to register their guesses of the final seven choices, and from those entries, seven will be drawn to receive complete sets of the seven winning LP's.
WORLD TOUR TRIP: In WMET/Chicago's latest World Tour contest offering, listeners were asked to send in their three favorite rock songs of all time, which were tabulated for a Top 500 weekend. One entry was picked whose winner gets to choose any rock concert anywhere in the world to attend, with WMET picking up all costs. Coming up on WMET is a World Tour contest that will send a winner to Ireland to see the Rolling Stones.
JAMAICAN SUNSPLASH: KNAC/Long Beach is giving a listener and a companion the chance to win a trip to the "Reggae Sunsplash" festival in Jamaica in an expensespaid weeklong vacation. To register for the drawing, listeners must enter the full name of the late reggae superstar Bob Mariey on a postcard.
ANOTHER GREY AREA: WBCN/Boston, in conjunction with Arista and the latest Graham Parker album "Another Grey Area," held a drawing to send a winning listener on an expenses-paid tour of Mount St. Helens.

FM/San Diego in recent years. WAAF's display, held in conjunction with Coca-CoIa, is set for July 2, with crowds of 100,000 ex pected . . . WEEI-FM/Boston has installed a "state-of-the-art" audio system designed by PD Rick Peters and Technical Supervisor Bob Cook. The system, which took seven months to design, required the rerecording of every piece of music played on the station to achieve optimal aural re sults . . . WIQB/Ann Arbor's on the march promotionally, sponsoring a free beer and pizza party featuring live rock music and a talent contest. Needless to say, it was SRO. Also, the station got involved in a benefit Chili Cook-Off for the National Kidney Foundation that included food, live rock, and the WIQB Midwestern Egg Drop Championship (for real!) . . KLOS/Los Angeles broadcast live from the pressbox at the recent "Peace Sunday" superstar concert that benefitted anti-nukes group the Alliance for Survival. KMET was also on hand to host the show, which made for very complete coverage on Los Angeles AOR radio of an event that drew over 100,000 fans . . . Birch has been kind to KDKB/ Phoenix: the latest monthly results showed KDKB \#1 in the market with a 14.2. plus \#1 25-54 men and \#2 $25-54$ women . . Get-well wishes to WHMD/Hammond morning man Kevin Webb, currently hospitalized WAAF/Worcester has moved to 19 Norwich St., Worcester, MA 01608. The phone number remains the same.

CONVERSATIONS: Scorplons, Ralnbow, Split Enz, Toronto on Q107/Toronto . . . Ian Anderson, Moon Zappa on WIOT/Toledo . . . Noel \& Red Wedge, TaxxI on KFMH/Muscatine . Cheap Trick on KEZEISpokane, CITI-FM/Winnipeg . . . Dave Edmunds on KROQ/Pasadena Jon Anderson, Ian Anderson on WLAV/Grand Rapids . . Ozzy Osbourne, Split Enz, Clarence Clemons, Mick Ronson, Jon Anderson on CHEZ-FMIOttowa...Ian Anderson on WBAB/Long Island, WAAF/Worcester . . . Jean Luc Ponty on KFMGIAlbuquerque . . . Chubby Checker on WMMSICleveland . . . Joe King Carrasco, Krokus, Glenn Frey on Klaqiel Paso.



## Adult/ <br> Contemporary

CAN WHHY PRESERVE ITS TEENS?

## Dayparting Rock To Maximize Audience

The notion of dayparting (or to be more precise, nightparting) rock music to increase audience is a programming strategy being used by more A/C stations than ever.

Perhaps the main reason for this practice is based on the generally accurate assumption that teens and young adults make up the majority of nighttime music listeners, since upper demos shift to TV, sports, talk shows, family, out-of-home events, and other activities to fill their evening's entertainment.
However, this does not mean that stations utilizing this approach drop everything at 7 pm and convert completely to CHR. Most A/C stations that daypart rock do so sparingly, interspersing one or two current rock records per hour. It should also be emphasized that rock records that do make it onto the restricteddaypart lists of $\mathrm{A} / \mathrm{C}$ stations are ususally well-established CHR hits already.
 program rock at-night are to

- Attract wandering teen and 18-24 female cume
- Fragment CHR competition
- Increase sampling from different 18-34 lifestyles than the station usually targets
- Provide variety to established audience base
- Accommodate nighttime shifting in adult mood and attitude
- Respond to certain rock records' appeal with $25+$ demos


## Preserving The Teens

WHHY (AM)/Montgomery, AL is one station that uses rock product at night, but for a reason unlike any of those listed above. Although rated No. 1 with teens (spring 1981 Arbitron, M-S 6am-midnight MSA), WHHY recently switched to $\mathrm{A} / \mathrm{C}$, and is now trying to preserve those teens still listening.
Program Director David Beecher explained their strategy. "For a long time, we were a CHR powerhouse in Montgomery," he began, "and had built a large listener base with both younger and older demographics. Because we've already developed an image with younger demos, by programming the big rock hits at night we're able to keep the teens. Teens are the main audience that's available to us at night."
WHHY's case is a specific erosion to FM. According to the Arbitron, evenings are where FM penetrated most, as WHHY lost over a third of its overall teens, clearly indicating the station needed to take corrective measures quickly
David said, "This approach enables us to keep from chasing teens over to the FM side." Noting that the FM competition also

## Question Department

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WHERE'S THE MONEY - WITY/Danville, IL hid $\$ 1500$ in the desk drawer of the church at the Mission at San Juan Capistrano, CA. Four clues a day were given as to its location. The winning family is shown here with PD Steve Armstrong (left) a travel firm rep, and Bates Broadcasting President Allan M. Thomann (far right).
includes sister station WHHY-FM, he said "Our FM was AOR until last year. Now they've gone mass appeal, while we've graduated to a more adult format."

Conflict Of Image?
One of the biggest dangers in dayparting rock is the potential conflicting image, which occurs when adults hear artists such as Joan Jett at night, while teens encounter heavier spot loads and generous doses of softer records during the day. David isn't worried about it. 'If we were a new station, that might be a problem," he said. "Most of our adult listeners have been with us since long before we shifted to $\mathrm{A} / \mathrm{C}$. They expect us to be rocking more at night."
What about the teens? "I don't think they perceive us as A/C. One reason is because we do play rock at night, and another is because the AM simulcasts with our FM CHR in mornings. Although (FM morning man/PD/OM) Larry Stevens's show is actually more similar to the AM's regular programming than to CHR, the teens don't associate it that way."
David keeps a low profile over the dayparting element. "We don't promote it inside or outside the station," he said. "But understand that we're not solid rock at night, by any stretch of the imagination. About 10pm, after the evening news on TV is over, (MD/6-11pm personality) Phil Horton starts backing off on the rock product and resumes a much more adult-oriented sound.'

Working On The Night Mix
Describing the mix at night, David continued, 'It's a record-by-record evaluation There's one group that plays after 3pm, another after 7pm, still more between 3-11pm only, and some that we back off on between

4:30-6pm. Overall, Phil keeps it pretty much uptempo. There is a significant amount of uptempo material that is certainly not rock, and there are some A/C oriented ballad songs we don't play unless we're getting requests for them.
David pointed out how WHHY-FM helps determine which are the correct rock records for the AM. "Basically, we use the FM to help expose the rock initially, which we then research. This is done through some sales studies, but primarily through callouts. We can rely on these callouts to tell us if a record is spreading and what kind of acceptance it's getting with its base audience.'

## Advice To Other PD's

Warning A/C programmers to exercise caution in dayparting rock, David stated, "Whether you should try this or not depends on your market situation. If another station has already locked up the teens at night, I don't think you'll be able to pull them away.
"However, if you're a station like ours that has recently switched from CHR to A/C, has a good teen base, or doesn't face any other heavy teen competition, then this might be a good idea."
Candidly assessing WHHY's own position, David concluded, 'I'm sure there are risks involved with our approach. We'll find out more during the summer, with the teens being out of school. We don't want to change our daytime image, just because of this. In fact, if the teens start to dominate the phones during the day, we'll have to be careful not to fall subject to their requests. The key is to not overreact.
If you have thoughts about this subject, please contact me at R\&R. We're very interested in your views and experiences.

## KEY103 Wings It Through Promotion

KEY103/Austin was in the middle of a very successful promotion last month when, without warning, its cosponsor went bankrupt! That's right Braniff Alrways was footing the bill for the grand prize of a trip for four to Hawaii for eight days and seven nights, including beach front hotel, complimentary meals, and spending money. Left hanging in the air, so to speak, the station quickly changed its contest questions, which had been about Braniff, to questions about Hawaii and picked up the tab itself, booked through another airline. Station Promotion Director Bonnie Startek reported that listeners were very understanding,
and the promotion has continued without a hitch Advising other programmers who might ever find themselves in a similar situation, she said, "Always try to have a back-up plan ready, and be as flexible as possible." Music Information Begins on Page 54


## TOTAL RADIO WAJR

## Attracting Coal Miners And College Students Alike

Programming a radio station in a small market has its own unique set of circumstances. On the one hand, intraformat competition is not usually as fierce; on the other, you're expected to be all things to all people - the impossible task. Or is it?

WAJR has successfully carved a niche for itself amongst the coal miners and college students who make up the majority of listeners in the four-station Morgantown, WV market. It's been accomplished through the use of heavy dayparting, lots of community involvement, and a strong commitment to news and information services The only Country station in town, it competes with a CHR, an A/C, and an AOR facility locally, plus 14 other signals which get into the market (including WEEP/Pittsburgh, WWVA/Wheeling, and three other Country stations)
Although not an Arbitron subscriber, the station gauges its success through the response it gets from the community Operations Director Carl Becker gives some examples:
"We have a 'Country Club' which re quires people to sign up for membership cards. A couple of years ago we had basically older folks who were members However, as the years go by, we've found that we now have many college kids who are members, as evidenced by the number of prizes we're giving away to them. We also do a talk show in the morning from $9-10 \mathrm{am}$, and from the telephone response we've found that we have a young audience there as well. It seems as if we have a good
"Everything that you could possibly think of for a radio station to do, we're attempting to do it . . . that's total radio.'
cross-section of just about every age group represented."
I asked Carl to elaborate on how WAJR has picked up the younger college audience, which traditionally would not be attracted to a Country station. "We compete with the rockers for the college audience by trying to play more modern country music than traditional. We feature a lot of crossover artists like Eddie Rabbitt or Bertie Higgins, especially at night because we feel we're programming to an entirely different audience then. We eliminate the traditional sound altogether.
"West Virginia University, which is located here, is the largest state school in

WV and also the biggest employer in town. The Mountaineers have just been phenomenal this year in both football and basketball, and since we are the flagship station for the Mountaineers Sports Network, I think that's a key factor in our favor. Not only do we air the games, but we incorporate all types of programming built around the Mountaineers. For instance, on our talk show we do 'Football Fridays,' where we put the entire hour aside to give out ticket and other information on the up-

coming game. The Wednesday before a game we feature a live one-hour talk show with the coach, which has proven very successful. So that's where we're picking up some of our younger audience; and once we get them, we hope to keep them with us through our basic music plan which is to go more modern as the day progresses."

## Keeping The Coal Miners

At the other end of Morgantown's diverse spectrum of radio listeners are the coal miners, who traditionally are Country fans. Carl explains how WAJR also appeals to that segment of its audience. "What we try to do is to spice up the music during the day with some traditional country gold, using the cream of the crop. We're also very careful about playing records with double entendres, such as Earl Thomas Conley's current single 'Heavenly Bodies.' When we did play that type of music in the past, we got a very negative response from our listeners, so we tend to go along with the philosophy that what you don't play isn't going to hurt you. We could probably get away with it at night, but during the day we definitely stay away from that.
"As far as our radio station goes, we are possibly known as much for our news and information as we are for our music. We have two full-timers plus three part-timers on our news staff, which is a pretty fair staff for this size market. Not only do we have

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WAJR staff members are (l-r, rear) John Aitken, Loray Robinson, ND Hoppy Kercheval, GM Dale Miller and Greg Gooden; (front) Gary Mertins, Kevin Nicholas, OD Carl Becker, Mary Anne Zban, and Sports Director Rick Sample. Not pictured are Public Service Director Kay Murray and Steve Hunsicker.


MASCOT MANIA - With summer almost upon us, can station mascots be far behind? In almos every market there's at least one radio station with a highly-visible mascot, which shows up at the parades, shopping centers, and sporting events around town. It's a great way to provide extra visibility for your station as well as just being lots of fun for listeners and staffers alike (unless you happen to be the one wearing the costume!). Pictured are some examples. Top left \& right: KHSL/Chico, CA takes its inflatable 25 -foot cowboy (and an airpump) everywhere, from live remotes in shopping centers to the numerous parades the station participates in each summer Bottom left: WXBQ/Bristol, VA's rabbit accosts T.G. Sheppard during an autograph signing party at a local record store. Bottom right: WIRE/Indianapolis morning man Doug Dahlgren with the 1982 National Sports Festival mascot Sneakers, promoting the pre-Olympic events to be held in the city this summer, proving that if you don't have your own mascot, you can always borrow one!

## COUNTRY CLOSEUP

## Country Gold Pans Off

Several weeks ago I mentioned that KSON/San Diego had gone the "Classic Country" route as per KIKK/Houston. I also stated that those two stations were the only ones I knew of which were airing that type of format. Never let it be said that I don't admit it when I'm wrong. It seems as if this trend is much more prevalent than I had imagined, as the calls and letters from similarly-formatted stations are still coming in.

To name a few: WvoJ/Jacksonville has been "Country Gold" since January, 1982, averaging about $70 \%$ oldies in most dayparts with a "Country Gold Memories" show running middays, which is $100 \%$ oldies. WTOD/Toledo, a daytimer, has been very successful programming an oldies format for the past ten years or so. WSAI/Cincinnati, under the tutelage of GM Jim Wood (he put WTOD on the air), is now also utilizing the same format. As of April 1 KEND/Lubbock joned the "Country Gold" ranks, with a $70 / 30 \mathrm{mix}$ of oldies to currents. However, my favorite response comes from Jack Ross, formerly associated with KIRL/St. Louis during its "Real Country" days in 1979. Jack writes, "When I added Ernest Tubb and Webb Pierce, cut back on currents and crossovers, and played the heck out of Merle, Mel, Don \& Conway, we doubled our numbers $18+$. Al Ham take note! Country Ham?'
Call it what you want, a trend towards more traditional Country formats seems to be in the works. I'll be doing a full-fledged article on this in an upcoming issue. If your station is presently airing this type of for mat and you'd like to be involved, give me a call or drop me a line. Thanks!

Conversions \& Congratulations
KFMA/Rocky Mountains, NC has changed from automation to a live, 100,000 -watt Country FM with a trademarked format it's calling "Caroline Country." OM Ray Massey (from WFMS/Indianapolis) re

## quests record service (919) 442-3108 and

 also sends along his new lineup: 5-10am Rob Lynn (MD), 10am-3pm Tim Taylor (from WLLE/Wilson, NC), 3-7pm Ray Massey, 7pm-1am Shawn Michaels (from KKPL/Spokane) ... Hank Morgan, PD/MD of 100,000 watter WIGL, serving central South Carolina, also requests record service. Station went Country June 7. Contact Hank at (803) 534-1716 KRUX-FM (K102)/Lubbock is the latest Country facility in that market. GM is Jim Arnold, formerly of KROD \& KLAQ/El Paso. New station lineup is as follows: 6-10am Chris Michael (PD), 10am-3pm Dave Hunter, $3-7 \mathrm{pm}$ Brian Morris, 7 pm mid. Larry Kendall, mid-6am Sam Stephens. Weekends: Dorothy Power and Jim Vincent . . Other news in Lubbock finds Steve Sever, KEND PD (not PD of KLLL as previously reported!), becoming a father ao his first child, daughter Natalie Lauren, on April 6 . . . Also congratulations to KMPS/Seattle Asst. PD Addy McKay on becoming Mrs. Randolph Hansen June 1 in a Las Vegas ceremony. If you're going to take a chance, you might as well do it in Vegas!
## Changes

Lots of personnel changes in the past several weeks, some of which you may already be aware of from previous articles in R\&R. Here's what's happening: Former OM at KJJO/Minneapolis Don Shore moves Continued on Page 33

## WyleyIsOnTheWay WITH "TEDEDIH TONES"



## WyleyMcPherson

FROM THE SOON TO BE RELEASED ALBUM.


CORBIN/HANNER COME HOME - The Corbin/Hanner Band proved the old saving of "you can't go home again" wrong when they recently performed at a sold-out concert in their hometown of Pittsburgh. Shown backstage after the performance are (l-r) WXKX DJ Ranoy Miller, WEEP PD Alan Furst, Deve Henner, WEEP MD Dennis Reed, and Bob Corbin.


KING LOVES SPRING - WGEE/Grean Bay's midday personality Joe King celebrated spring by moving his show to the great outdoors - atop the station's downtown billboard location During the week Joe was perched above the city, he conducted a number of spring-related contests and even had some on-air visitors who weren't afraid of heights.


YOUR TICKET PLEASE - Winners of WBZIIXenia's ticket/T. shirt promotion wore thair tickets to the Con Hunley show at the Dixie Electric Co. in Deyton. Con Hunley (left) and station PD Kelly Burke (right) admire one of the 20 winning entries.


WHERE THE SUN DOES SHINE - During a visit to KHJ/Los Angeles to promote his current single "Where The Sun Don't Shine," Ray Stevens also took to the mike for a guest DJ stint He's pictured with the station's Terry Moss (left) and PD Charlie Cook (right).


FAVORITE DS WITH FAVORITE ARTIST - Prior to the KXYLBrownwood, TX-sponsored Ronnie Milsap concert, the station also conducted a "Favorito DJ Contest," with the winner receiving a night on the town with his/her hero. And the winnar is . . John Swan, picturad backstage with Milsap and the two contest winners.


DOUBLE DREAM COME TRUE - When KSD/St Louis heard that 10 -vear-old cancer patient Richard Turngren wanted to meet the station's "Wilkie In The Morning," they immediately invited the boy and his femily in for an on-alr exchange While at the station, Richard got his second surprise, a visit from Mickey Mouse and Pluto plus a one-week trip for his whole family to Disney Worldl Surrounding the surprised youngster are (l-r) mother Ruth, sister Becky. Pluto, Mickey, Disney World rep Jeannie Field, and "Wilkie."


EDDIE RABBITT WATCH OUTI The KVOC/Casper Easter Egg Hunt was a giant succass again this yoar due, no doubt, to station personality David Shaw, who hopped right into the swing of things.


A COUNTRY BULL-OFF? - WPOC and Salam Country Gold kicked off the National Concert Tour, featuring Alabama Mickey Gllley, Johnny Lee, and the Thrashers, with a ride a top Gilley's famous mechenical bull. Pictured taking the bull by the horns are stetion personalities Brende Bissett and Bob Raleigh. Riders won all sorts of artist souvenirs including tickets to the sold-out Baltimore concert... and thet's no buill!


DANIELS DESCENDS ON PHILLY - WFILPhiladelphie recently welcomed Charlie Daniels to the studio for a little chat and e quick beer hug. Pictured ere (I-r) Epic's Biff Kennedy, station personality Den Malloy, former WFIL PD Dean Tyler, and (who else?) Charlie.


WTJT SIGMS IN (AND ON - Tom T. Hall and Jeannle C. Riley were both interviewed by WTIT/Franklin, TN Station Manager Chuck Adair during the station's live remote broadcast from Mill's Bookstore in Nashville recently. The book debut party for Hall's first novel 'The Laughing Man Of Woodmont Coves" reunited the two artists, who have had intertwined carears, since he originally wrote "Harper Valley PTA" for Joannia, a song she later incor porated into the title of her autobiography "From Harper Valley To The Mountain Top.
the morning talk show and the 'Sportsline' features during the football and basketball season, we also air a morning news block from 7-8:10am and another in the afternoon from $5-6: 10 \mathrm{pm}$. We also feature RKO II and pick up its updates on the hour at night. Overnights we broadcast RKO's 'America Overnight.'

## Stressing Visibility

Having explained WAJR's commitment to its music and news, Carl then expanded on the role the station plays in community involvement. "I would say that we are definitely the most visible station in the market hands down. We enjoy getting involved with people, and feel we can help the community through various projects such as bloodmobiles and raising funds for special causes through radiothons. It gives us a bond with the community because more than any other station our people are out there. They know who we are, they know what we're about, and they know what we do.
"One instance in particular where I think we outdid the other stations in the market was when Kenny Rogers came to town. Can you imagine Kenny Rogers coming to Morgantown, WV? It was the biggest news to hit since Jesus walked on water! We weren't even sponsoring the concert (the University was), but I got all the information on it I could, and we became the Kenny Rogers concert information station, providing interviews with people connected with the show and any other information we could lay our hands on. After the show was sold out (they sold all 15,000 seats at the

WVU Coliseum within 24 hours!), we also went on the air with a big promotion where we gave away two front row seats, dinner for two, a chauffered limousine whole bit.
"Besides being involved in the community with outside promotions, we do a lot of on-air promoting as well. There are a lot that we do on an annual basis, such as our 'Album Avalanche' during Country Music Month (October), where we feature an album a day with the prize being all the albums we featured that month. Listeners keep their own individual lists of each album spotlighted, the artist, and the date it was featured, and send it in to us. Last year we received over 300 entries
"Each winter we give away a trip to Miami Beach in our 'Coldest Day in February' contest, plus other annual events such as an Elvis weekend each year on his birthday. From the feedback we've gotten, people really look forward to the annual things, plus we try to take advantage of what's happening here and really be on top of what's going on locally.'
Carl credits station GM Dale Miller as "the guy who really started to turn us around" from the automated facility it was in 1976 to the "Total Radio" station it is today. "We took that name and logo because we provide not only entertainment, but information and community involvement. Everything that you could possibly think of for a radio station to do, we're attempting to do it . . . that's total radio. We feel that country is the best music in the world, and we think more and more people are turning on to it. That's another reason I think we've been picking up the younger audience. We want people to feel that they are a part of our radio station.'

# Country Closeup 

Continued from Page 30
to GM of KWJJ \& KJIB/Portland, with Don Michaels upped to PD/MD at KJJO Dean Tyler leaves WFIL/Philadelphia, as Kris Chandler becomes OM for both WFIL \& WUSL . . . Bill Main (former PD at KCNR/Portland) replaces Tom Allen as OM of KVET/Austin. Tom's now doing mornings on sister FM KASE . . . Chuck White promoted to OM of both KUUY \& KKAZ/Cheyenne ... Mucho changes at WNOX/Knoxville, with GM Christopher T. Gallu leaving the station, Judy Wheeler named SM, and Scott Majors moved into the PD position. Scott also announces a new station lineup: 6-10am "Your" Dave Young, 10-am-2pm Scott Majors, 2-7pm Jerry Howell, 7pm-mid. Jim Donovan, mid-6am Jan Jennings. Jim Donovan named as MD and Jerry Howell takes over as Production Director. Whew! . . Jim Reese takes over vacant PD slot at WNOE-FM/New Orleans. He was most recently at WWJ/Detroit Tim Baxter officially named PD at WQAM/Miami ... Bill James moves from PD of KCWM/Victoria, TX to PD of KDBH \& KNOC/Natchitoches, LA. He'll also do both the morning and afternoon drive shifts. Busy guy! . . WGNA/Albany names

## The Music Section

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

Douglas J. La Rocque as ND (from WRUN/Utica) . . Elena Metro Newton is new Promotion/Public Relations Director at KBRQ/Denver . . . Former WSEN/Syracuse MD Tony Cerio is now on the air at wUSN/Chicago. PD Gary Agnew is temporarily doing the MD duties but is looking for a replacement . . . Broadcaster/professional comedian Woody Flae joins KS100/Cleveland for morning drive Maggie Ross now handling overnight duties on KLAC/Los Angeles from KHTZ in town

Charlie 0'Neil returns to WMAQ June 28 in the morning drive slot, replacing Joel Sebastian. Charlie formerly worked at WIL-AM/St. Louis and was WMAQ's afternoon driver from 1979-81 . . T.N. Tanaka joins Don Pratt for the morning show at KBBQ/Ventura . . Gordon Baxter returns to KLVI/Beaumont for his 13th nonconsecutive year with the station, this time in the 6 pm -mid. shift . . KWMT/Ft. Dodge adds two new staffers, Kevin Whipple (from KSMN/Mason City, IA) for evenings and Public Service Director, and Tom Edwards for afternoons and Production Director . . . Fred Imus (yes, he is Don's brother) new to WWWE/Cleveland for weekends and vacation fill-in . . KKAL/Arroyo Grande shifts Nyke Kross from nights to $2-7 \mathrm{pm}$, while Anna Hanson moves from that slot to the 7pm-mid. shift . . . Former KEEN/San Jose afternoon drive jock and Promotion Director Don Scott has left the station and is looking for similar work in the Phoenix area. Contact Don at (602) 963-2151. That's all folks! !


WICHITA AIRLINEMEN: KFDI, as host station for the FICAP Mini-Clinic Summer ' 82 this weekend (June 18 \& 19), is displaying class Midwestern hospitality, as FICAP members and guests attack such challenges as "The Endangered Species of Radio Personality," "The Door To Programming, Management \& Ownership," and "Management \& Role-Playing Communications."
Midwestern Country broadcasters' turnout Darrel Waltrip, Richard Petty, and Mario shows the interest, concern, and need for Andretti won't have to worry about their the regional Country radio clinic which emphasized opportunities for small market personnel. I get closer to the basic feelings of radio (where it starts, and from where come the major market radio giants of tomorrow) at those FICAP mini-clinics. Over 20 states represented at this year's affair.
FAN FAIR ECHOES: Upwards to 20,000 superfans filled motel rooms for 30 miles and saw more live spectaculars than ever before at the 10th annual fair affair, the first at the Tennessee State Fairgrounds Grumbles by some vet attendees due to "less convenience" were quickly drowned out by the 11,000 who'd never been before who said it was the "best by far." Hundreds of fair booths manned by fan clubs, artists, labels, publishers, and hardcore hucksters who came to Sell Something! (And they did! Watching long green flow like a new gusher into the Nashville economy last week has me and many like me asking, "Where do they get the money?") . . . Jeannie Pruett's fair activity, I think, was the most unique this year. Her booth had a raffle (\$2 per ticket which benefits the Professional Drivers Association who drive the star's buses). The raffle winner won Jeannie's "Satin Sheets" Cadillac, which she drove on the "Satin Sheets" tours' in '74, '75, \& '76. Other winners won some satin sheets, satin pillow cases, etc. The new "AllAmerican Country Games" Saturday could become a TV special next year, with country superstars competing in fun events such as grass ski race, earth-ball game, soccer shootout, bike relay, obstacle course, etc. An estimated 12,000 fans came to Vanderbilt University's Dudley Field for the two-hour laugh-a-thon and loved watching their favorite stars win, lose, fall down, and "step in things!" . . The other new event in Fan Fair week was the "Tammy Wynette 100 " with race cars manned by stars like the Oak Ridge Boys, Marty Robbins, Sylvia, Razzy Bailey, Con Hunley, and others. Talk about a "SMASH HIT," this was it! (Ever been to a Jalopy Derby????)


WB artist Emmylou Harris dropped by the ASCAP offices following her recent performance at Vanderbilt University to present ASCAP Baard Member Wesley Rose lpublisher of many of her hits) with copies of her gold records. She's shown flanked by (left) Bob Doyle, Nashville Director of Membership Relations, and (right) Wesley Rose.


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

Page 34
Black

## GRASS ROOTS MOVEMENT STARTED

## The BMA's Changing Face

Attending the annual Black Music Association Conference in New Orleans June $3-6$ was really a pleasant and welcome experience. So much took place that I decided to get two representatives of the BMA Executive Council to talk with us about the organization. I hope to give you an overview of the conference from my vantage point.
First, let me say that I think the BMA as a whole seems to be headed on the right track. To be truthful, I never thought I'd see the day when any changes in aid of the "little guy" would take place within the BMA, but it could be happening.
Finishing up here at R\&R, I didn't land in New Orleans until late Thursday. Fortunately, I arrived in time to hear Wayne Cornils, VP/Radio Division of the NAB. In a nutshell, he said radio has its work cut out for it because of the advent of telecommunications. He also stated that he hoped more Black programmers would attend NAB's pro-
 gramming conven-

Richard Smith tion to be held in New Orleans August 29-September 2. I only wish that more people had been there to hear his presentation, but as usual, a number of us missed information that could be very useful to us.
When I assess the entire conference, it was a good one. It was well-attended, but I expected that because the powers that be used some common sense by having the convention where more blacks could afford to travel. There happens to be more Blackformatted stations in the South than anywhere else. It seems to me that more individuals want to see the BMA surface as a powerful organization with increased influence. I watched, listened, and talked with a number of people who want the organization to operate, not just exist.
The only thing that didn't work out quite right was the scheduling of sessions. Sessions generally were $1 / 2 / 2$ hours late starting, which naturally made the following sessions late. Perhaps too many events were planned. I must say, however, that the sessions were productive for those who attended. There also seemed to be enough time for business and enough time for pleasure, which was good for everyone.

## An Emotional Moment

One positive experience that took place was the highly emotional speech by WYLDFM/New Orleans PD, Brute Bailey. In essence Brute said,
"Save the black community." He talked about how $75 \%$ of all crime is black-onblack with hand guns. "We're committing genocide when we stand by as blacks in the communications business and we don't
 communicate these Everett Smith radio," Brute said - who Iisten to Black broke down at the podium and cried, I felt great. Why? Because I knew he really felt what he was saying. Two years ago at the BMA in Philadelphia, I was criticized for doing the same thing and saying similar things. He was not criticized, but applaud-
ed. People in the room became silent because they knew he was right and they also knew it took a man who was sincere and one who believed in his convictions strongly to do such a thing.
After Brute's opening remarks, Bob Law, the host of "Night Talk" on the National Black Network and a BMA Director, made some solid remarks. The main thing he said that stuck with me was his admission of poor black ownership of broadcast facilities. On this particular issue Mr. Law said (I'm paraphrasing) that we need more blacks owning broadcast properties, but we don't need to worry so much about the number of blacks owning them as about the quality of black owners. I've always felt that way, and it was encouraging to hear my feelings echoed.

## Richard \& Everett

## Smith's Perspectives

I spoke with Richard Smith, VP/R\&B Promotion for Arista Records, and Everett Smith, VP/R\&B Promotion for Atlantic/ Cotillion, both members of the BMA Executive Council. I asked Richard about the by-law changes which will put six new members on the Board of Directors.
"I'm sure as the organization grows there will be more by-law changes because as the attitude and the drive of the organization changes, we've got to make sure that we're
"I want to see the BMA become the vehicle by which we come together and identify and solve our problems. What's needed is a combination of all those who are part of the problem to be part of the solution."
structured properly to do the things we want to do in the future," Richard told me. "My original opinion of the BMA was like a country club for the quote 'Aristocracy' unquote. I must give credit where it's due. I've only reactivated myself in the BMA because of Bunky Sheppard (Destiny Records) and most of all Everett Smith. Everett came to me and said he understood how I felt about the BMA being dormant, and we probably shared some of the same views. But he also said if you want to see positive change don't stay away, get involved. It's like people in our country complaining about the President but yet they don't register to vote. So I reactivated myself as a member."
What does he foresee for the future for the BMA? "We have to broaden our scope as to the type of constituency the BMA is going to have. Right now we're overloaded with record industry personnel. We need to extend further into the retail area, which Ted Hudson is doing." (Ted Hudson is a wholesaler \& retailer of record product out of the St. Louis area).


BMA SALUTE TO NEW ORLEANS - The painting above was created expressly for the BMA's 1982 Conferenice by New Oreans-based artist Albox. The BMA commissioned the artist to salute the critical role. New Orieans played in the birth of black music.
"We've ultimately got to get the most important person involved with us, and that's the consumer; we need grass roots people. The other area that needs a lot of attention is Black radio. I think we've got some very talented people in Black radio whom I would like to charge openly that they should have been here - and it's an absolute must that they be here from this date forward. Those people in particular are Earnest James, GM at KDIA/Oakland, Donnie Simpson, PD at WKYS/Washington, DC; Steve Harris, PD at KRLY/Houston; Barry Mayo, Asst. PD of WRKS/New York; Sonny Joe White, PD at WXKS-FM/Boston these people have a-lot to offer, and I think they should offer their talents to the BMA."

## Involving Everyone

Along with Richard Smith, Bunky Sheppard, the BMA's George Ware, and R\&R's own Dick Krizman, Everett Smith's persistent urging convinced me not only to attend the BMA Conference this year, but to participate on a panel. I must thank all of them for their urging. I asked Everett what the Executive Council did. "The Executive Council is an extension of the Board of Directors," he replied. "What we do has been to get more involved with the general membership because of a request from the Board of Directors. The reason for this is to help unite the general membership."
How will this BMA get Black radio personnel more involved in the direction and the decision-making process of the organization? "I'm not at liberty to speak for the BMA about how this will be done, but I can say that these changes have been discussed. At present I think it's a facade talking about Black radio involvement, but the positive change of uniting all of us is at least underway. All parts of this business being united is very important because we all need each other to survive. We must communicate with each other and talk things out. It's imperative to identify our problems and then produce solutions for solving those problems. What we've got to do is get some of you radio people on board, then we can get to work on functioning properly."

I asked Everett if he knew anything about an envoy from the BMA talking with some people at the CMA (Country Music Association). He said, "Once again I'm not at liberty to discuss the particulars of that situation, because I'm not totally clear on what's being done. I do know that some BMA board members have made contact with the CMA. Let me say this, being on the Executive Council has shown me that there have been some positive accomplishments made by
"I think we've got some very talented people in Black radio, and $I$ think they should offer their talents to the BMA.'
the BMA. One of those accomplishments is that ongoing dialogue between the Board of Directors and the Country Music Association. I can assure you that what you heard about contact being made is true."
Finally I asked Everett to tell us what he felt about the BMA overall. "I'm contributing my time and efforts to the BMA because we all have a common goal in this industry," he said. "We all make our livings in this industry. Radio has its problems the manufacturers have theirs, artists, promotion people etc. I want to see the BMA become the vehicle by which we come together and, once again, identify and solve our problems. What's needed is a combination of all those who are part of the problem to be part of the solution.'
I don't know what will happen next, but maybe the BMA can do what NATRA couldn't - i.e., SURVIVE.

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

RGRR/Friday, June 18, 1982

Clothing Chain Loses In-Store Radio Case

In the second court ruling against unlicensed in-store radio play by retail outlets, an appeals court ordered U.S. Shoe Corp. to pay $\$ 14,000$ damages plus over $\$ 40,000$ in attorney fees to BMI. The court also ordered the company to stop airing radio music in its 600 Casual Corner stores, which were held to exceed the allowable size limit for in-store play. The decision follows the recent Gap stores/ASCAP battle in which a similar verdict favoring the licensing society was handed down. U.S. Shoe has the option of appealing to the U.S. Supreme Court, but indicated that it would not; the highest court declined to review the Gap decision earlier.

## Thomson

some on-air changes with the station, and have already started to implement that, but I think I would rather wait until I get everything in place before I get specific about it. One thing we intend to do is market research, which I don't think anyone else in the market is doing to any extent."
Most recently Thomson was VP/ Consulting for Century 21 in Dallas, a position he left last November to set up his own consultancy, "The Country Doctor." Thomson's appointment was effective Monday (6-7).

## Taping

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in both the House and Senate, and a major question is whether Congress will wait for the Supreme Court's ruling in the case before taking action. An aide to Sen. Charles Mathias (R-MD) told R\&R the senator will press for immediate Congressional action.
Mathias plans to offer an amendment to S. 1758 to include home audio taping from the radio to the bill's provisions on television recording. The bill exempts individuals who tape TV shows from having to pay copyright royalties, but says fees must be paid by those who manufacture or import recording equipment and blank tape.
The office of Rep. Don Edwards (D-CA), author of a similar bill (H.R. 5705) in the House, said he also favors moving ahead immediately in Congress. Hearings on the Edwards bill are scheduled in Washington next week.

Gish
Continued from Page 1
of-the-art situation. With the format, and Clay's expertise, this will be a very successful operation." Moore is a 24 -year veteran of the Texas radio scene, having spent the last eight years at KMJQ, KENR, KULF and KPRC, all in Houston.

Gish, who left radio to venture into syndicated television, commented to R\&R regarding his return to contemporary radio: "Nothing has excited me as much in the past two years as the possibility of AM stereo and playing CHR music again right here in Houston. KYST has an incredible signal ( 5 kw at 920 kHz ) that goes all the way to Lake Charles, LA. Coverage won't be a problem.
"Working with (owner) Roy Henderson and Vesta Brandt will make this position more than just another radio job for me," Gish continued. "These people have vision, and are as excited as I am about the future for this radio station, and AM broadcasting in general."

Former KRBE personality C.C. McCartney has joined KYST for afternoons, and Bob Lewis (formerly of WQAM/Miami) will do mornings. Moore will handle an oldies show on weekends, with other staff announcements to come.

## KULF

## Continued from Page 1

 sent 1.6 share. There is no reason for companies to throw away great AM radio stations just because they are on AM."The announcement of Lander's appointment was made by HarteHanks Radio Regional VP Pete Schulte, whose corporate responsibilities have expanded to include KULF. Schulte, who also oversees WSGN/Birmingham and WNSI \& WRBQ/Tampa, told R\&R, "We know how good Lander is because he competed with us in Tampa when he was at WCKX. And we were well aware of his track record with AM stations both in Tampa and San Diego. We're glad he's back on our team."
Lander described the new KULF format: "We are going to be music and personality-oriented. The entire new staff is necessary because this format doesn't lend itself to those who are unfamiliar with it. When we hit the air, we will sound like we've been a part of Houston for years."

## Hit Us With Your Best Shot

## R\&R wants you . . . to send

 us your station's pictures. Any format, any size market, whether you're a reporter or not, we're here to give your station's promotions, contests, activities, and staff changes the kind of widespread exposure only the industry's most-read publication can provide. Send photos (preferably black \& white) to the editor of your format, or to Ken Barnes, Radio \& Records,1930 Century Park West, Los Angeles, CA 90067.

## CALENDAR

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# Another Slant On The News (Or) "What's The Sponsor Think He's Getting?" 

Most of us would have a heart seizure and flop around on the newsroom floor if a sponsor were to ask us to rephrase a news story to his personal liking. It occasionally happens (the request, not necessarily the floppingl, but almost always the person making the request doesn't know that his innocent suggestion is interpreted by the newsperson as a request to (gulp!) slant the news. Occasionally a business person will merely want this little aspect played down, or that little part emphasized, and he will seem not to understand that it's wrong to even ask.

I worked with one radio sales pro who neatly defused such situations before they could ever arise, by carefully explaining to a news client exactly what sponsoring does and does not mean. He would explain that his station promised always to put together its information programs in the fairest, most balanced manner possible, and that sponsorship never implied editorial powers. "It is as if the News Department has no knowledge of who sponsors what . . . just as though the newspeople don't even know which commercials run in the news blocks," I once heard him tell a news sponsor. The quotes aren't exact but I remember him saying something like, "You are assured that our editorial policies are kept isolated from commercial influence. That means you'll have no say about what goes in or gets left out. It also means you can trust no other sponsor will have any such influence either."

That (Los Angeles) salesman quickly eliminated possible future misunderstandings with a few meaningful sentences, then moved on to other matters. He had neatly prevented the client from perhaps making a naive and embarrassing mistake later thus saving the news staffers from being driven to floor-flopping - and had reinforced the station's hard-won image of news integrity. It impressed me as a perfect example of how different departments can work together to help the whole station do a better job.

## First Day of Summer

MONDAY, JUNE 21 - This is as close as Santa and the elves ever get to Miami Beach weather. Today the North Pole is pointed as directly toward the sun as it ever gets, and areas north of the Arctic Circle have 24 -hour daylight. Summer begins at 12:33pm Eastern time. Sherwood Harrington of the Astronomical Society of the Pacific says in about 13,000 years (because of the polar orientation cycle) "when we're at this place in our orbit, instead of being the beginning of summer, it'll be the beginning of winter!

Columbia introduced the first commercial 33rpm LP record in 1948. Frank Woolworth opened the first of what would become known as dime stores in 1879. He promptly went broke, but quickly reopened in a better location and succeeded.

Jane Russell is 61 . Willie Mosconi the billiards pro is 69 .

## Water Ski Jumpers Bite Waves

TUESDAY, JUNE 22 - The first national water ski tournament was held in 1939 (at Jones Beach, Long Island) using a jump ramp made of wooden rollers. "The rollers were pretty dangerous," sayd Duke Cullimore of the American Water Ski Ass in. "In that first Nationals, the winner was the only guy who managed to stand up going over the jump ramp!" Several would-be jumpers broke parts of their bodies, and the safer solid-surface ski jump was introduced the following year. The current water ski jump record is 197 feet and the flat-water speed record is well over a hundred.

The "Old Farmer's Almanac" says today's PM tides will be the highest of the year.
Former Bionic Woman Lindsey Wagner is 33. "Pistol Pete" Maravich is 34. Ray Davies of the Kinks hits 38. Kris Kristofferson is 46. Ralph Waite, best known as the father on "The Waltons," is 53. Designer Bill Blass is 60 .

## Which Are Smarter: Porpoises or People?

WEDNESDAY, JUNE 23 - There's a case to be made for porpoises being amarter than people. They pay no taxes, don't worry about Exoset missiles or inflation, have no natural enemies, and are never repeatedly subjected to the phrase "Attention K-Mart shoppers!" Just over four decades ago a night watchman tossed a clamshell to a porpoise in a Florida tank, and when the porpoise playfully tossed it back the idea of show-training was born. That led quickly to Marineland of Florida opening as a tourist attraction 43 years ago in 1939. There is now serious scientific speculation that porpoises may have humanlevel brainpower.

136 years ago Joseph Sax patented the musical instrument he invented, the saxophone.
Named for the month of her birth, June Carter (Johnny Cash's wife) is 53. Another member of a famous singing family, Diana Trask, is 42.

## American Pioneers Saw UFOs

THURSDAY, JUNE 24 - In covered-wagon days there were reports of cigar-shaped things flying in the American sky. (Makes you wonder what those Great Plains wagon drivers might have been smoking. That was 'way before the Goodyear blimp). We graduated from blimp shapes to flat crescents on this date in 1947 when the first of the modern UFO's was reported by pilot Ken Arnold, flying over Mount Rainer in Washington State. From Arnold's description a newspaper reporter named them flying saucers.

Golfer Billy Casper is 51. Jeff Beck's 38 .

## Custer Wore Arrow Shirts

FRIDAY, JUNE 25 - The United States was high on patriotism the week before the nation's 100th birthday, but some bad news put a chill on the American Centennial. Civil War hero George Custer and 266 cavalry troopers had been wiped out by Indians somewhere out West near a river called the Little Bighorn. The attack known as "Custer's Last Stand" which happened in Montana 106 years ago today - turned the balance of American settlement: before another year had passed nearly all surviving American Indians were on reservations.

CBS broadcast the first one-hour color TV show in 1951. The Korean War began in 1950. The table fork supposedly was introduced to America by Gov. John Winthrop on this date in 1630. Jimmy Walker ("Good Times") is 33. Carly Simon reaches 37 and June Lockhart ("Lassie", "Lost in Space") is 57.

# THE PICTURE PAGES 

Nugent Makes Trophy Run At Attantic


Hunter/guitarist Ted Nugent has been signed by Attantic though the negotiations ware apparently not without dif. ficulty and apparently two top label executives lost their heads. Pictured after the successful hoadhunting raid are (l-r) the atrophied Doug Morris, A ttantic President Nugent and a similarly taxidermetized Dave Glew, Atlantic Exec. VP/GM.

## Capitol Accomplishments



The Capitol Records Group held its annual conference and awards banquet in Palm Springs recently. Pictuned at left (I-r) are VP Capitol Promotion Bruce Wendell, label's Steve Meyer, Pop Promotion Manager of the Year James Waugh label's Rusty Moody, R\&B award winner Jack Wollmon, AOR winner Randy Robbins, and label's Ray Tusken; at right are Country Promotion Director Gerri McDowell (left) and Country winner Steve Powell. Also honored were Salesmen of the Year Don Kewkirk, District Manager of the Year Jack Reynolds (Detroit, and in performance a wards, Ronnal Cotherine and the Miami branch.

## Epic Vocal Production For Levy



Epic artist Marcy Levy led a chorale of Epic executives in singing background vocals for her forthcoming label debut Epic artist Marcy Levy led a chorale of Epic executives in singing background vocals for her forthcoming label debut
"Marcella." The singers were rated as an "OK chorale," but were passed on for the LP. Pictured (1-r) are E/P/A VP "Marcella." The singers were rated as an "OK chorale," but were passed on for the LP. Pictured (1-r) are E/P/A VP the LPI, EIP/A Sr. VP/GM Don Dempsey, Levy, Epic VP Gregg Geller, managers Trudy Greon and Arthur Spivak, and EIPIA VP Larry Douglas.

Polygram Mills About Mills


A large gathering of Polygram executives participated in a label luncheon for Stephanie Mills on behalf of her new album 'Tantalizingly Hot " Pictured (1-r) are Polygram VP Sterling Devers, manager Cassandra Mills, Polygram President Guenter Hensler, label's Mike Kidd, Sr. VP Bill Haywood, label's Sonny Taylor, Sr. VP's Chip Taylor and Harry Losk, Mills, Polygram's Dan Young, VP's Tommy Young, Bill Levy, and Eileon Garrish, Sr. VP Jack Kiernan, and Lask, Mils, Polygram's

## Mangione Moves To Columbia



Chuck Mangione has signed to Columbia Records, with his first album for the label, entitted 'Love Notes," due imminently. Pictured (1-r) are Columbia Sr. VP/GM Al Teller, CBS Records Group Dep. Pres., Dick Asher, Mangione and CBS Records Group Pres. Walter Yetnikoff.

EMI/Liberty Honors Top Promotion


In addition to the Capitol awards presented at the Capltol Records Group's annual conference in Palm Springs (see separate picture), EMI America/Liberty handed out several honors. Pictured at left is Pop Promotion Manager of the Year Howard Bernstein (left) with VP/Promotion Dick Williams; at right, Ken Bolden (left) receives the R\&B award from R\&B Promotion Director Ronnie Jones. In addition, Howard Lesnick won EMI's AOR Promotion award.

## Seattle Cagers Battle AM vs FM



Ten Seattle-area radio stations participated in the annual Broadcaster's Challenge, a celebrity benofit baskethall game, pitting AM's against FM's. Over $\$ 7000$ was gathered for county Boys \& Girls Clubs through pledges and sponsors. The score? A $68-68$ tiel Pictured (front row, I-r) are Jay Hamilton, KMPS-FM, Charlie Brown, KUBE; Greg Cook, KPLZ; Matt Reidy, KZAM; Jlm Poteet, KVI; (back row I-r) Dick Haugen, KTAC, Norm Gregory, KJR; Bill Yeand, KIRO; Jim Bouma, KBIQ: Jim Williams, KMPS.

Baio Logical RCA Acquisition


TV star Scott Baio recently signed to RCA, and the label's top executives flew out to hear his first RCA LP, "Scott Baio." Pictured (1-r) are RCA VP Jack Cralgo, producer Bob Reno, Baio, and RCA President Bob Summer.

## LOOKING FOR SOME HITS? <br> COLUMBIA HAS THE BEST NEW MUSIC:



CHUM add WLOL-FM add KEZR add WPHD add WRCK add 3WT add WPST add KZFM add KSET.FM add 30

KINT add G100 add WZYPadd WOKI add WSSX on WGH add WZZR add WVIC on WJXQ 26-22


KMGK add KZ93 add 2104 add KKXX on KIDD add KNBQ add KBBK add KCPX add KHYT add

WIGY add WAEV add WFOX add WISE on WFLB add WYKS add KSEL-FM add KRNA add KFMZ add

## THE PIN-UPS "SONG ON THE RADIO"

"Strong pop sound. These girls can really sing!" Robert Moorhead, KIQQ/Los Angeles


KKXL-FM
WCIL-FM
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## MEN AT WORK "FWHO CAN IT BE NOW?

The most talked about new act of the year!
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B100
WHHY-FM
WJXQ
KJRB


WAEV
95SGF
KRNA
KYYA

TOMHY TUTONE "WHICH MAN ARE YOUP³


# THE PICTURE PAGES 

Circle Of Gold For Miller


Steve MIller and his bend received gold record awards for their last album, "Circle Of Love," in the studio where they were finishing their next release, "Abracadabra." Pictured (l-r) are Capitol VP Dan Davis, attorney Greg Fischbech, VP Rupert Perry, bend members Gary Mallaber and Gerald Johnson, Miller, Capitol VP Walter Lee, group's Byron Allred and Norton Buffalo, Capitol Music Products President Dennis White, and executive producer John Palladino.

## Columbia Sets Tone For Tutone



Fallowing Tommy Tutone's recent New York Palladium performance, Columbia executives greeted the group backstage. Pictured (l-r) are group's Jim Keller, Columbia VP's Terry Powell and Bob Sherwood, group's Tommy Heath, VP Mickey Eichner, and menager Paul Cheslaw.

## Nova Explodes Gold



Portrait Pecords celebrated Aldo Nova's gold status with a reception following his Now York Palladium appear Portrait Records ance. PPIGM VP/GM Don Dempsey, managements SalP is Harvey Loods.

## RCA Signs Lisa Hartman



Actrass/singer Lisa Hartman has boen signed by RCA, with her first album due ourt in May. Pictured on RCA's Actusa RCA VP Barry Oslander, and RCA's Barry Gross and Don Wardell.

Atlantic Signs Spacek


Attantic has signed actress Sissy Spacek, who began her recording career under the pseudonym Rainbo and also sang Loretta Lynn's songs in "Coal MIner's Deughter." Pictured (I.r) are Attantic President Doug Morris, Spacek, and Attantic Exec. VP/GM Dave Glow.

## ACM Goes West



Dottio West gathers with menagement executives after her cohost stint for the recently telev/sed A CM Awards. Pictured (1-r) are Kragen 8 Co. Vp Micheel Brokaw, West, Capitol/Mexico's Manuel Montoya, and Kragen 8 Co. President Ken Kragen.

## Platinum-Plated Cars



Elektra's Cars received platinum awards for Canadian sales on their "Panorama" and "Shake It Up" albums recently. Pictured (1-r) are WEA Canada's Kim Cooke, group's Elllot Easton, Greg Hawkes, and David Robinson, and management's Steve Berkowits.

MCA Allocates Alley Cats Funds


MCA has signed Los Angeles band the Alley Cats, with a midsummer release scheduled for their label debut Pictured at a rally in the alley are (l.r, rear) MCA VP's Vince Cosgreve and Denny Rosencrentz, group's John McCarthy, Dianne Chal, and Randy Stodola, and manager Marshall Berle; (1-r, front) MCA VP George Osaki, kabel President Bob Siner, and habel's Leon Tsills.


# Opportunities 

## Openings

## EAST

Neoded night lock. Upstate NY's only CHR. Looking for 6 pim 12 midnight. Up, warm, friendr. TER: Kelly MCCann, 344 East Ave., Rochester, NY 14604. EOE M/F Cann,
$(6-18)$

## DJ <br> MORNING DRIVE

If you have a terrific personality and a desire to relocate. opportunity knocks.
Individual selected will work with a renowned program director and complement some of the best on-air talent in the country
You must have 3-5 years experience in Top 40 or $A / C$ morning drive levening drive an added plus).
Qualified individuals seeking confidential interview should send tape and resume to:

## Drive Time DJ

P.O. Box 1269

Radio City Station
New York NY 10019

## Openings

PD, major Northeast AOR powerhouse. WSYR-FM ("94 RockI"), Syracuse frontrunner. Prestige industry position. Rare opportunity to work with great professional staff, state-of-the-art facilities. Requirements: ability to relate and motivate, demonstrated creativity, admin and planning abilities. Solid air and production a plus. Please respond by fleshing out your resume with description of how your abilities fit the skills required. Send to Hugh Barr, GM, WSYR, Two Clinton Square, Syracuse, NY 13202. EOE M/F Square,
(6-25)

One of the hottest A/C stations in the country is building a talent bank of performers for the future. T\&R to Radio \& Records, 1930 Century Park West, \#350, Los Angeles, CA 90067

WLIR-FM, Long Island's original rock ' $n$ ' roll radio station, is looking for personably, musically knowledgeable air talent. Please send cassette to Denis McNamara, c/o WLIR-FM, 175 Fulton Ave., Hempstead, NY 11550. No phone calls. EOE M/F (6-18) -

## Openings

## PROGRAM DIRECTOR

We're looking for a PD to work in a sophisticated, technologically advanced environment.
This individual must have 3-5 years winning track record with Top 40 or A/C format and have a willingness to relocate.

For confidential consideration, please send tape and resume to:

Program Director PO. Box 1396 Radio City Station New York, NY 10019

Production person, must be creative. New studios. TGR: Gary Bruce
EOE M/F (6-18)

Our newspeople keep leaving us for bigger and better. We want more of those types. Call Kevin Bradley,
WINR/Binghamton, NY, (607) $775-4240$. EOE M/F ( $6-18$ )

## Openings

ND WANTED: Must orgenize dept., treir/motivate/su pervise. References a must. TGR: Steve Christian, 156
Broadway, Long Branch, NJ O7740. No Calls. EOE (6-18) Eastern Maryland Contemporary Country accepting TGR's for eir/production/news. Openings July. GM,
WDMV, Box 210 , Pociomake City, MD 21851 EOE M/F WDMV, Box 210, (6-18)

Morning Man, Pro's onlyl Heavy competition from NYC. Must create moming magic. TER: Steve Christian,
156 Broactway, Long Branch, NJ OT740. No calls. EOE 156 Bro
$(6-18)$

Good money for right combination A/C air tal ent/sports. Ability to get along with co-workers. TER: Chip Morgan, W
EOE M/F (6-18)

96 Rock Superstars needs ovemight jock. Good voice and production a must. If you like the beach, send T\&R to Brian Krysz, P.O. Box 717, Ocean City, MD 21842. (6-18)

## SOUTH

WANTED: Fultime reps for premium supplier firm Sell/Distribute Foot D-Signs. Field experience necessery. Resumes: Boin Hess Associates/2120
New Holstein, WI 53061. EOE M/F (6-18)
Texas' most talked about CHR. . . KBFM104 is look ing for Production programmer. TGR: Steve Owens, Box
3764 . McAlien, DX 78501 . EOE M/F (6-18)

First Media's KFMK/Houston looking for 6 -10pm air talent ther performs well in adut environment. TGR: Jim
Sumpter, 6420 Richnmond, Suite 600 , Houston, TX 77057. EOE M/F (6-18)

## Marketplace

WKLR, TOLEDO, Thank You!
For Chosing 'Country Consultants' in your recent switch to country. Your compliments are appreciated.
BILL TAYLOR-CONSULTANTS - 2137914836 1425 E Orange Grove, Pasadena, Ca. 911044

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Los Angeles, Calif. 90067 (213) 553-4330
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## pro 't' call

## CONSULTANTS

Now the small market broadcaster/owner as ac cess to major market know-how. We can provide direction in programming/sales, merchandising, and station image. Call or write today for more details: (504) 392-3665.

Pro't'call, 3700 Rue Delphine, New Orleans, LA 70114


Hundreds renewed again
Free sample! Write on station bettertiead to Contemporary Comedy
5804.D Twineing
Dallas. TX 75227

## RADIO PERSONNEL NEEDED

If you are currently employed, but thinking of improving your position "in the future," or if you are "in between and looking...NATIONAL can help. We specialize in radio personnel placement. For confidential details/registration form send $\$ 1.00$ postage and handling. NATIONAL BROADCAST TALENT COORDINATORS Dept. f, P.O. Box 20551, Birmingham, AL 35216, (205) 822-9144


# Opportunities 

## Openings

WZZK-FM/Birmingham seeking on-air Production Director. 5 years experience and programming. Great
company, facilities and ratings. T\&R: Rusty Walker, 530 Beacon Parkway West, Birmingham, AL 35209. EOE M/F (6-18)
Dominant Southeastern Contemporary Country and AOR combo searching now for a Production Director with strong administrative and copywriting skills. Diversity and ability to function under the gun most important. Minorities encouraged to apply. Also air talent, all dayparts, for Country AM. Promotional appearances and community involvement a necessity. T\&R to Radio \& Records, 1930 Century Park West, \#352, Los Angeles, CA 90067

Country KDBN and AC KNOC now accopting T\&R's for future openings. No calls. Send to Bill James, PD, Box
607 , Natchitoches, LA 71457 . EOE M/F (6-18) 607. Natchitoches, LA 71457. EOE M/F (6-18)

Aftamoon drive/MD. Send TER to Lewis Fryer, Box (6) Momer, AL 36198 . EOE M/F (6-18)

Looking for TER's for future openings. Send clo Kris Van Dyke, 4180 N. Mese, El Paso, TX 79902 . No calls

Top flight sales persons needed. Could be $\$ 20,000$ at
Top fight sales persons needed. Could be $\$ 20,000$ at
end of first year. Good starting pay. 100,000 watt AC. WCUP, Box 1466, Tifton, GA 31794. (6-18)
Virginie Beach/Norfolk: VA's top news operation seeking anchor/reporter. If you're the best, ready to work
hard, send TGR to ND, WGH, Box 9347, Hampton, VA 23670. EOE M/F (6-18)

WTBC/Tuscalcosa, AL, CHR station, desires TER of on-air talent for future openings. Include salary require
ments to: Programming Department, Box 2000, Tusca loose, AL 35403 . ( $6-11$ )

## Openings

TX Panhandle AM/Class C FM combo seeks top announcer and/or sales combo for future opening. Great for beginners or experienced jocks who want to escape the pressure. Country format. Numbers are super. TGR: KLSR-AM/FM, Box 400, Memphis, TX 79245. (806) 259-3511 (6-25)

If you're exceptionaily talented and on your way to the top, we need you. 100,000 watt CHR FM in P-3 market looking for an afternoon drive talent. Be a part of one of the Mid-South's best sounding radio stations. Send T\&R to Radio \& Records, 1930 Century Park West, \#351, Los Angeles, CA 90067

## MIDWEST

Cleaning out T\&R file. Weekends avallable now TER: Denny Collier, 99KG, Box 995, Saline, KS 6740
EOE M/F $(6-18)$ EOE M/F (6-18)
Tulsa's largest nows operation needs tapes and resumes on file from experienced newspersons
TER, selary requirements: Bruce Hughes, News Consut tent, KELO, Box 52185, Tulsa, OK 74152. (6-18)

Magic 108-FM, Urban seoking summer relief/part time personalities. Great opportunity with winning team. TER \& photo: Majic 108, Programming, Box 4860
St. Louis, MO 63108. EOE M/F (6-18) St. Louis, MO 63108. EOE M/F (6-18)
KFRM/Seline, KS seeks experienced MD for Country format. Part-time air help needed. TER G solary re
quirements: Abram Bumetr, Box 1857, Salina, KS 67401 (913) 825-4611. EOE (6-18)

## Openings

PD needed for WFBQ/Indiannopolis - creative, good adminstrator, good with people. TGR: L. David EOE (6-18),

News Director and newspersons sought for Midwest broadcast chain that is expanding rapidly. Investigative reporting skills, one-to-one conversational delivery. We want people who need only to be told once how the job is done. Our staffers respond to good pay, benefits and secunity with consistent quality performance! Send tape, resume, writing samples and salary history to Radio \& Records, 1930 Century Park West, \#347, Los Angeles, CA 90067
MNMNMNMNMNMNMN

WXYO/Stevens Point has August 1 opening for mid days. Country format. Must be strong on production MFI (6-18)

Fall opening for reporter/anchor. Minimum one $y$ Box 97 , Moorhead, MN 56560 (218) 233-1522. EOE ( $6-18)$

Experienced Sports Director noeded for station with commitment to sports. T\&R, selary requirements Tulse, OK 74152. EOE (6-18)

KFOR needs AVC moming drive parsonality. Send T\&R: Rick Alloway, Box 80209 Lincoln. NE 68501. EO M/F (6-18)

Alr talent, production for CHR station in Sante Bar bara. TER: Scotty Johnson, KIST, Box 1169 , Santa Bar
bera, CA 93101 . EOE (6-18)

## Openings

KJJO-FM/Minneapolis Contemporary Courntry looking for midday or aftemoon air talent. T\&R: Don Michaels,
11320 Valley View Rd. Eden Prairie, MN 55344 . EOE M/F

Experienced news pro needed. Concise copy with an understanding of demographics, right delivery. No calls. TER: Bill Bames, WQUA, 1801 6th Ave., Moline, IL 61265 EOE M/F (6-11)
99 WIKS.FM/Indianepolis searching for afterncon drive personality. Must be tight, bright and occasionally off-
the well. TGR: C.C. Matthews, WiKs-FM, 1800 N. Meridian St., Indianapolis, IN 46202. (317) 462-7790. EOE M/F (6-11)

Production Director/air shift opening. "1 station in liv able Midwest community. T\&R: Ron Eric Taylor, KEYN
2829 Saline Avenue, Wichita, KS 67204 EOE M/F (6-11)

ND needed ASAP. T\&R \& salary requirements to Charie Bennett, OM, WNAM, Box 707, Nine, WI 54956. No calls. EOE M/F (6-11)

PD For \#1 AM \& FM

MOR/Personality and Country ex perience plus music research, promotions, planning skills, ARB expert and a people person with strong administrative skills. Send resume to Radio \& Records, 1930 Century Park West, \#349, Los Angeles, CA 90067 EOE M/F

WGAR/Cleveiand has a rare and immediote opening
for aftemoon drive. Humor, and content a must. T\&R: Mike Scort, WGAR, Broadcast Park, Cleveland, OH 44147. EOE M/F (6-11)

## Marketplace

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It's a sure way to generate qualified sales leads Just call PAM at (213) 553-4330 call PAM at (213)
for more information.

# Opportunities 

## Openings

KLTE/Oklahoma City looking to expand staff. Fulltime music research experience, swing/production. TER: Tony
Stone, KLTE, 2814 Quail Plaza Drive, Oklahoma City, OK 73120. EOE (6-11)

KDWB will have a weekend opening. TER: Joe Folger Business conglomerate searching for trainable, teented programming people for our growing radio di-
vision. TGR: Tim De Capua, (216) $744-5115$ WGFT, 275 Federal Plaza West, Youngstown, OH 44503. EOE M/F (6-11)
pro. Call Curt Radel (419) 422-4545. EOE M/F (8-11)

## WEST

KIMN/Denver. T\&R: Doug Erickson, 5350 West 20t Ave., Denver, CO 80214. EOE M/F (6.11)
KEYY/Provo, UT seeking PD. Good opportunity to leam programming or to bettar skills in programming
Contact Eric Rhoades, Box KEYY, Provo, UT 84601 . EOE M/F (6-18)

## ENGINEER <br> San Jose, Calliornia

KLOK radio is a 50,000 watt
directional AM radio station located in San Jose, CA. We are looking for on experienced RF/maintenance oriented person to join our staff Call or send resume to:

## Mr. Allen Waterous,

KLOK Radlo
P.O. Box 21248

San Jose, CA 95151
(408) 274-1170

KLOK is an equal opportunity employer

Need two edult air personalities for fulltime openings 89510. EOE M/F (6-18)

CA top 76 markets daytime openings at FM AC. No phones, no gags. TER, photo, and salary: Box 1973, resno, CA 93718. EOE M/F (6-18)

Coabishop, CA AC FM needs on-air parsonimi, Art Fishier, Good production. Immediete openings. TER: Art Fis
GM, KIOO, Box 1388 , Bishop, CA 93514 . (8-18)
Talk host. Issue oriented, entertaining and experienc Taik host. Issue oriented, entertaining and experienc-
od. Full and part-time positions. TER: Deve Scort, PD,
KOA News Talk, Box 5012, Denver, CO 80217. EOE M/F KOA, News Talk, Box 5012, Denver, CO 80217 . EOE M/F
$(6-18)$

KIST/Senta Barbara needs an air talent/production pro for this personality CHR station. TER: Scotty
Johnson, Box 1169, Santa Barbare, CA 93101 . EOE M/F Johnso
$(6-18)$

> Here's a great way to get rid of the compett tion! Tell 'em about an unusual opportunity in Seattle/Everett/Tacoma.
> Moming drive - team or individual at a contemporary music station. Looking for entertainers who enjoy what they're doing, and have experience in CHR, A/C or AOR.
> Work with good people, an excellent company, in a great city. Send T\&R, and picture to Radio $\&$ Records, 1930 Century Park West, \#348, Los Angeles, CA 90067 .

UT FM needs overnight jock for A/C format. TER:
Jeff Weber, GM, KMXL, Box 3450, Logan, UT 84321 . (6-18)
Experienced sales personnel being considered for im mediate openings ot KIOQ/Bishop, CA. Resume:
Fishier, GM, Box 1388, Bishop, CA 93514. (6-18)

KGE - Oldies/Bakersfield has immediate opening for strong aftemoon drive personality. TGR: Beau Reyes, Color 95 FM/Salt Lake City needs night jock. TER
KLRZ, 307 S .1600 West. Provo, UT 84601. EOE M/F
$(6-18)$ (6-18)
CA opportunity to move up. 7-12pm/12-6am person, strong production/on-air abilities. TER: KLPV, 777
Silverspur, Rolling Hills, CA 90274. No colls. EOE M/F

Openings
KAFY/Bakersfield opening for FCC 1st. Experience in microwave, FTL transmitter \& studio maintenance, plus
board shitt. TER: Joseph King, 1527 19th St. Bakersfield. board shitt. TER: Josep

## Positions Sought

British accent, AOR experience seeking 9
U.S. Call (813) 251-2929, anytime. (8-18)
BROTHER BILL in the momingl 10 yrs . experience in CHR. Good pipes, wents to stay in Northeast. Disciples
phone BILL (516) 423-0167. (6-18)

Available immediately. Looking for air position in meor umimajor market. 5 yr. pro. Country, AOR, CHR. DEBBI (904) 731-2574. (6-18)

Dynamite jock looking for real redio, reel PD, real format I'm better then
ASAP. (6-18)

2 for 1 sele. Husband with 4 yrs. A.C, CHR, Marketing degree $\&$ wife with 9 wis. CHRUC. East 4 South prele red. (717) 299-3227. (6-18)

Journallst seaking news, position with viewer \& writer. B. A./Joumalism. BOB (213) 993-1909.
(6-18) (6-18)
Experienced AOR/CHR looking to work in West or (806) 745-3129. (6-18)

Excellent personállty seeking position at Urban Con temporary station. B.A./Communications. Experience:
PD, MD. Only serious inquines need apphy. MR. HAYES (212) 733-2583 or (212) 993-0276. (6-18)

The SUSAN STRAMBERG of rock radio news. Werm, witty, enchor/writer, 8 yrs. experience teat)
specialty. (317) $924-3400$. Top 20 only. (6-18)

Young experienced anrouncer. 5 yrs. ACC, Country \& CHR. Looking to relocate in South or Midwest. JIM (502) 825-1711, before 9:30am. (6-18)

Talented female with 4 yrs. On air experience looking for PD/MD, on air position in Northeast. DONNA (203)
$354-7405$, you'll be glad you didl ( $6-18)$

All American boy available for medium market Top 40 station. Single, 18, 3 yrs. experience, terrific evening
humor. Call (318) $436-8764$. Formerty efternoon drive in resort town.(G-18)

Expedits: Syracuse-Oneide, NY. Currently: smell/medium Midwest merket. Country. A/C preferred. WAYNE (701)
$251-2336 .(6-18)$ 251-2336. (6-18)

Dedicated, enthusiastic Eflexible. Seeking opportuni ty in medium market. Single, 23 yrs. Old, 5 yrs. ex-
perience. WCKX, Q105, WDAE, WJYW. CALLAHAN (813) 526-8943. (6-18)

Wait till you hear my play-by-play. Sports Director, 437-2688. 16-18 Sports, news combo looking to move. 5 yrs. ex perience, ege 23. Top P-B-P, news delivery, writing skills.
STEVE FRENCH (216) 322-9955, before 11 am EDT. (6-18)

Now England top 100 market CHR/A/C personsality Nowking career move to larger merket or programming
sean
opoortunity in smaller market. Cell AL (617) 275-7977. oppor
(6-18)
TO announced, MICHAEL TURNER, 23, 5 yrs . radio, college, commerciel and club experience,
all formats. Will relocate. (213) 752-2336. (6-18)
Night jock hets it rockl But not since station went AC. Energy, comedy, voices, production pro, community in
volvement. I play for keeps. Rated markets only. 601 . 649-8155. (6-18)

10 years, Los Angeles, seeks ND position wit air Mid-Southern CA or Az. Call WILLIAM (213) 553-4972 (714) 242-8452, efter 7om. (6-18)
tion ConNe: the feminine touch with no ego, fust motiva Call (213) 557-2901. (6-18)

HAPPY HARRIGAN is friendty, experienced, willing end able to work for vou and with you to build or keep
sudience. Evenings after 6pm (213) 288-6572. (6-18)

15 yr . radio experience. Availeble fulljpart-time nowl computers. For resume: DOUG, 10435 Lindley, \#250, computers. For resume:
Northinge, CA $91326 . ~(6-18) ~$

Communicator with B.A., 5 vrs. experience and pipes, looking for a medium market ACC jock position
Contect J.D. (703) 638-3112, before 2 PM. (6-18) I want to help you grow. Call. MIKE (314) 781-9195 or (618) $654-7293 .(6-18)$

DAVE KETTINGER, former superstars Operations DirectoriPD seeks PD or MD medium market or greét

DJ for AOR or CHR. Thoroughly treined with good per sonality \& production. TOM (312) 371 8664, for TER. (6-18)
duction. Looking for stable FM CHR position in medium or mejor market. GARY (505) 325-9804. (8-18)

## Positions Sought

Cleveland or Columbus aree I want you. Major market D experience but will consider all offers. Fhessional E ducated. Call JAN (513) 894-0339, (6-18)
eatte, Indianapolis, Chicago personalty jockette, strong numbers, serks
312) $348-3384$. (8-18)

Entertaining, lssue-oriented, talk show host wants to e pert of your stations team E community. Sincere, ef(502) 245-8933. (6-18)

The JACK ARMSTRONG: Programmer and/or jox (AVC, CHR, AOR etc.) Highestrated KFI personality-600,000 cume/3.3 share-2 year tenure-22 years experience including KTNQ (10Q), KHTZ, 13Q, WKBW, CHUM, on camera for "Popclips"-Pilot for MTV (Warner/Amex), etc. Hardworking family man who has a format that will win in the most competitive markets. An innovator who can take direction and limitations. vator who can take direction and limitations. 5, Box 222-A, Chapel Hill, NC 27514. Avait , Box 222-A, Chapel Hill
$J$ yrs. AC, CHR. MD experience, strong production. ED (513) 675-2861. (6-18)
Aftemoon drive jump over 10 points with me. Maybe I'm what you need. RIC (313) 984 2456. Available now. Avalibble now and reedy to work herd. Experienced AOR, CHR jock, prefer West. No ster trip, just hard worker. Call BOBBY (806) 792-4830 of (806) 745-3129.
$(6-18)$ tab
table, hardworking, 26 yeer-old PD/jock/OM. 10 yrs. ANC expenence. Looking for opport
marker. RANDY (815) 223-6755. (6-18)
Creative personality whth 5 yrs. experience being stift ed. Ready to move up $E$ get the numbers for your station. Herd working \& entertaining. JOHN (307) 672-5313. (6-18)
Looking for a hard working. experienced CHR perTIM (219) 267-7029. (6-18)
JOHN THOMAS Of DC-101 moving to LA. Available for full or part-time air work. Cell (202) 547-4859 or (213) 397-7285. (6-18)
Raungs proven prograinming, production, prototions E talient with mejor market experience \& 1st phone vaileble. MARK HILL (916) 241-9152 707) 822-6912. (6-18)

Young personality announcer with 10 yrs. Urtan Con po, tight boards, excellent production. Seeks medi umimajor market. JERRY (716) 891-5482. (6-18)
Live \& in color. Former MD with Country, CHR \& AC xperience. DAVE (213) 671-3039. 16-18

JIM WALSH WJDX, WPST, WAMS) see
gremming position. (601) 856-6651. (6-18)
Experienced night owl announcer looking for secure 3rd shift roost. Personable, respon
show. JAKE (513) 681-6446. (6-18)

Major market air personality currently in Urban Con temporary seniousty looking. 8 vrs. expenence, including
KIIS-FM, KUTELLos Angeles. Heve done CHR, AC. KIIS-FM, KUTELLO8 Angeles
MARK (314) $361-0956$. (6-18)

Attention Southern and Central loca tionsl Wanted: Smart, understanding PD or GM to hire me. Resume, writing samples, newstape available. Prefer announcing production, news, copywriting. Sales combo considered. Background in areas mentioned. Radio, TV, others. Degree, broadcast graduate. Experienced in noncommercial, oldies and rock formats JANET LYNCH, 3743 Deep Dale, Louis ville, KY, (502) 895-5208 before 2 EDT, after 6 EDT or weekends. No religious formats. (6-18)
Talk Show Host. Translate topical conversations into provocative, informative entertainment. Comprehensive preparation, quality callers, enthusiastic local improve
ment. Excellient education, skills, major market ex ment. Excellent education, sk
perience. (305) 949-5417. (6-18)

Creative, energetic, TOp 5 major market PD seaking position with growing company that rewerds work $\Theta$
achievement with advancement. JOHN (713) 367.8979. (6-18)
Air personality with 2 rrs. On air experience. Creative
\& relieble. For TGR: JIM MULVANEY (312) 388-3040, 2832 May, Chicago, IL 60643. (8-18) 388 -3040

We always hear that here are more fish in the ocean, but why do they have to look like hammerhead sharks?? If you are looking for a bright, dependable, and topically funny CHR announcer, let's talk. I've got experience, a first phone, and I'm looking for a medium market job preferably in the Midwest, but will consider all that make my liver quiver. If you want a tape and resume via the Post Office (also called the U.S. snail), Call ROB (312) 894-3987. (6-18)

## Positions Sought

NY personality looking for exciting ef energetic CHR Ready to rock $G$ roll $G$ work with your teem immediately
(203) $257-0143$. 6 . 18 ) (203) 257-0143. (6-18)

Hey Indianapolis, K s boen 9 yrs. since I started sending TER to the circle city. I've not gone mad yet. Call me to
day. CHUCK (414) $469-0550$. 6 (18) day. CHUCK (414) 469-0550. (els)

## Need challenge of working at compettive station

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\$ if not completely sotisfled with the rotings and revenue ? this mass appeai morning concept generotes. Cur$\$$ rently succeeding through community involvement, iocalized humor, credibility, ond no ego problems. This a criterion for winning. (305) 77 -1962 (offer good $\$$
\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ Changes

## RADIO

Davina Greenspan joins WKHK/New York, NY ount Executive

Tony Odachowski nemed Account Executive at WKHK/New York, NY.

Mary Gerwig joins WBBM-FM/Chicago, il sales ataff as an Account Execurive
Ronda Kay Korzon has joined WLAK-FM/Chica go, IL as a Sales Account Executive.

Cynthia Revisore joins KRMG/Tuisa, OK as an
Tracey P. Rehnstrom has joined the Northem Sroadcasting Co. Inc. radio team as Manager of Local

## RECORD8

## Rick Peoples

Susan Koscis appointed Director, Press Informe ion for CBS Masterworks.
Robynne Modiano named National Director of
Club/Video Promotion and
Vyto Lazauskas named District Maneger, neapolis office, Capitol Records.
Joyce Johnson has been promoted to Associate Director, Production, Anista Records.
Ray Jenns named Manager, Inventon Contro Ariste Records.
Jess Auerbach promoted to Manager, Pre

## INDUBTRY

Mickey Wallach has joined the Raleigh Growp, Lid Mickey Wallach has
os an Account Executive.

## R\&R Opportunities Advertising

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Rate for Opportunities ads excecding 3 -line maximum is $\$ 12$ for up to one inch ( 12 lines: 96 words).

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| :--- | :---: | ---: |
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| $\$ 12.00$ | $\$ 20.00$ | $\$ 2500$ |
|  | - Must run consecutive weeks. |  |
|  | Payable In Advance |  |

Orders must be typewritten or printed and must be accompanied by check
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## min mixithe Music Section Music History

BY DAN FORMENTO OF THE SOURCE

## Columbia's New LP

MONDAY, JUNE 21 - Members of the press were summoned to the Waldorf-Astoria Hotel in New York City on June 21, 1948 to hear about a "revolutionary new product" from Columbia Records. It was a non-breakable, microgroove disc, with a playing time of 23 minutes per side. Columbia named it the "LP" (Long Playing) record. The concept wasn't new by any means; Neophone made an ill-fated attempt at it in 1904, as did Victor in 1931. The difference was . . . Columbia's worked. EXTRA FACTS: Steely Dan disbands, 1981 ... Ray Davies bom, 194

## Kris Kristofferson Born

TUESDAY, JUNE 22 - Singer/songwriter/actor Kris Kristofferson was born in Brownsville, TX on June 22, 1936. A Rhodes scholar with a Ph.D from Pomona College, Kris seemed destined for an academic career. While studying English literature at Oxford, he started writing songs (unsuccessfully) under the name of Kris Carson. In 1965 he moved to Nashville where he took
a job cleaning studios at Columbia Records. One of his songs, "Me and Bobby McGee," caught the ear of Roger Miller, who recorded it and brought it to public attention. But it wasn't until Janis Joplin recorded it that Kris finally landed his own contract.
EXTRA FACTS: Marl David Chapman pleads guilty to the murder of John Lennon. 1981

## June Carter Birthday

WEDNESDAY, JUNE 23 - Multi-talented June Carter, the second of the three Carter Family daughters, was born June 23, 1929, in Maces Spring, VA. The three girls began singing as the Carter Sisters in 1943, and by 1951 they and mother Maybelle Carter were invited to join the Grand Ole Opry. By the late 50 's June's career was taking off independently, singing on television programs and acting in several dramatic shows, including "Gunsmoke." In the 60's, June was turning out many songs, including coauthoring the classic "Ring Of Fire" in 1963. Johnny Cash recorded that one, and she ended up marrying him soon after. EXTRA FACTS: Antolne Joseph Sax is awarded a patent on his saxophone, 1846 .

Mac's Mick Is 37
THURSDAY, JUNE 24 - Leader and cofounder of one of the most popular rock groups today, Mick Fleetwood was born June 24, 1947, in $\longrightarrow$ Cornwall, England, the son of a Royal Airforce wing commander. Fleetwood Mac (its name formed by combining Mick's last name with the "Mc" prefix of group bassist John McVie) was born in 1967 under the leadership of Peter Green, but made no mass breakthrough until 1975 with the additions of vocalist Stevie Nicks and guitarist Lindsay Buckingham. With this new cast, the band exploded onto both U.S. and British rock charts. Mick not only plays drums in the group, he manages it as well. EXTRA FACTS: Lenny Bruce's last performance, 1966 EXTRA FACTS: Lent
"All You Need Is Love"
FRIDAY, JUNE 25 - Direct from EMI's London studio, the Beatles recorded John Lennon's "All You Need Is Love" during a live worldwide television broadcast. Mick Jagger, his girlfriend Marianne Faithfull, and Donovan are among those present and join in on the repetitive chorus, a hypnotic chant of "All you need is love." An estimated 150 million viewers catch the broadcast worldwide. EXTRA FACTS: Happy 37th birthday to Carly Simon.

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \# | тото (2nd week) | RONNIE MILSAP (2nd week) | 38 SPECIAL | DON WILLIAMS (2nd week) | JEFFREY OSBORNE |
| Next Week's \#1 Contenders: | JUICE NEWTON (5.5) | JUICE NEWTON <br> (2-2) <br> NEIL DIAMOND <br> \|3-3| <br> KARLA BONOFF <br> (5.4) <br> ALABAMA <br> (10-5) | ASIA (1-21) JOHN COUGAR (3-3) KANSAS (4.4) VAN HALEN (5.-5) | CHARLEY PRIDE [3-2] CONWAY TWITTY (4.3) <br> RONNIE MILSAP [5-4) <br> BARBARA MANDRELL 17.51 | RICK JAMES 1431 STEVIE WONDER (9.4) ONE WAY (7.5) |
| Breakers: | CHICAGO 167\%\| <br> SURVIVOR (67\%) <br> GARY U.S. BONDS (63\%) <br> VAN HALEN (57\%) | CROSBY, STILLS, NASH <br> (61\%) <br> HERB ALPERT <br> (55\%) <br> FLEETWOOD MAC (50\%) | ROLLING STONES (92\%) <br> FLEETWOOD MAC (86\%) <br> SURVIVOR (73\%) <br> STEVE MILLER BANO (67\%) APRIL WINE (66\%) | R. MILLERW. NELSON (75\%) REBA MCENTIRE (72\%) EARL THOMAS CONLEY (67\%) DAVID FRIZELL (61\%) T. \& GLASER BROS. (60\%) | RAY PARKER JR. (73\%) <br> CHERYL LYNN 170\%] <br> ATLANTIC STARR 168\%) <br> CAMEO <br> (65\%) <br> HIGH FASHION <br> (65\%) <br> WAR <br> (65\%) <br> ISLEY BROTHERS (64\%) |
| $\begin{aligned} & \text { Most } \\ & \text { Added: } \end{aligned}$ | CROSBY, STILLS, NASH <br> CHICAGO <br> hall \& OATES <br> FLEETWOOD MAC SURVIVOR <br> POINTER SISTERS | CROSBY, STILLS, NASH <br> HERB ALPERT <br> FLEETWOOD MAC <br> POINTER SISTERS <br> LESLIE PEARL <br> REDIINGS | ROLLING STONES STEVE MILLER BAND SURVIVOR | WAYLON JENNINGS CHARLY MCCLAIN GEORGE STRAIT GAIL DAVIES | ISLEY BROTHERS RAY PARKER JR. DAYTON DREAMGIRLS |
| Hottest: | ```TOTO \\ JOHN COUGAR JUICE NEWTON SOFT CELL ASIA 38 SPECIAL HUMAN LEAGUE``` | JUICE NEWTON RONNIE MILSAP KARLA BONOFF NEIL DIAMOND McCARTNEYWONDER ALABAMA | 38 SPECIAL ASIA JOHN COUGAR KANSAS VAN HALEN | CONWAY TWITTY AlABAMA RONNIE MILSAP DON WILLIAMS | GAP BAND <br> DAŻ BAND ONE WAY JEFFREY OSBORNE |
| Biggest Chart Jumps: | STEVE MILLER BAND <br> (28-20) <br> MOTELS <br> (17.10) <br> KARLA BONOFF <br> (21-14) <br> RICK SPRINGFIELD <br> (26-19) | CHICAGO <br> (17.10) <br> LESLIE PEARL <br> (25-18) <br> ALABAMA <br> (10-5) <br> AIR SUPPLY <br> (13.8) | APRIL WINE (35-211 REO SPEEDWAGON 121-9i GLENN FREY (23-14) ALAN PARSONS PROJ. (28-19) GARY U.S. BONDS (40.-31) | MARTY ROBBINS (43-32) <br> AlABAMA <br> (20-11) <br> HANK WILLIAMS JR. (33-24) <br> ROSANNE CASH (40-31) <br> OAK RIDGE BOYS (38-30) | $\begin{aligned} & \text { DREAMGIRLS } \\ & \text { (28-13) } \\ & \text { "D" TRAIN } \\ & \text { (19.12) } \\ & \text { WAR } \\ & (25-19) \end{aligned}$ |
| Debuts: | AIR SUPPLY <br> (25) <br> GLENN FREY <br> (29) <br> J. GEILS BAND <br> (30) <br> CHR | CROSBY, STILLS, NASH <br> (24) <br> FLEETWOOD MAC <br> 1261 HERB ALPERT <br> (27) <br> A/C | GENESIS 1111 <br> FLEETWOOD MAC 1221 <br> STEVE MILLER BAND (23) FRANK ZAPPA (32) JOHN WAITE 1361 MARSHALL CRENSHAW (40) <br> AOR | EARL THOMAS CONLEY <br> (44) <br> T. \& GLASER BROS. <br> (46) <br> GEORGE STRAIT <br> (48) <br> BOBBY BARE <br> (49) <br> WAYLON JENNINGS (50) | SOUL SONIC FORCE (18) <br> CAMEO (22) <br> RAY PARKER JR. (261 ATLANTIC STARR (27) ISLEY BROTHERS (28) CHERYL LYNN 1301 <br> Black Radio |

## National Music Formats

century2l
Bob Stevens (214) 934-2121

## The 1 Format.

GARY U.S. BONDS "Out Of Work" (EMI America) OLIVIA NEWTON-JOHN "Landslide" (MCA) CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
MELISSA MANCHESTER
"You Should Hear How. .
" (Arista)
THiz int Juruait
FLEETWOOD MAC "Hold Me" (WB)
GLENN FREY "I Found Somebody" (Asylum) CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
HERB ALPERT "Route 101" (A\&M

## 

KENDALLS "Cheater's Prayer" (Mer-
cury/PolyGram)
WAYLON JENNINGS
"Women Do Know How To Carry On" (RCA) gEORGE STRAIT "Fool Hearted Memory" (MCA) GAIL DAVIES
"You Turn Me On, I'm A Radio" (WB)
JOHN CONLEE
"Nothing Behind You, Nothing In Sight" (MCA)


WLTH WELCOMES JONES GIRLS - Pictured (1-r) are WLTH/Gary, IN air personality Bob Coleman, Jones Girls Shirley and Brenda Jones, WLTH's receptionist Wanda Gay, Valerie Jones, and Program Director Fred Moore (seated).


KGFJ GIVES TENDER LOVING CARA TO IRENE - KGFJ/Los Angelos opened its doors to greet singerlactress Irene Cara, who was in town doing spacial appearances and interviews. Pictured (1-r) ara morning personality J. B. Stone, Cara, E/A's Jim Blevins, and Cara's manager Selma Rubin.

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| Satellite |  |
| :---: | :---: |
|  |  |
|  | Network |
| George Willams (214) 343-9205 |  |

THE STARSTATION
STEVIE WONDER "Do I Do" (Tamla/Motown)
POINTER SISTERS "American Music"
(Planet/RCA)
DR. HOOK "Loveline" (Casablanca/PolyGram)
Country Coast-To-Coast
MARTY ROBBINS
"Some Memories Just Won't Die" (Columbia) OSMOND BROTHERS
"I Think About Your Lovin' "( Elektra/Curb) STATLER BROTHERS "Whatever" (Mercury/PolyGram)


Doblo Wolsh (714) 565-8511

KENDALLS "Cheater's Prayer" (Mercury/Polygram)
CALAMITY JANE
"Walkin' After Midnight" (Columbia)
MAC DAVIS "Rodeo Clown" (Columbia)
ROGER MILLER \& WILLIE NELSON
"Old Friends" (Columbia)

## 其路

AIR SUPPLY
"Even The Nights Are Better" (Arista) LARRY ELGART "Hooked On Swing" (RCA) DR. HOOK "Loveline" (Casablanca/PolyGram) REDDINGS
"(Sittin' On) The Dock Of The Bay" (Believe in A Dream/CBS)

## TM

Cal Casey (214) 634-8511


FLEETWOOD MAC "Hold Me" (WB)

## 9 Sminitin

ROCK)
REDDINGS
"(Sittin' On) The Dock Of The Bay" (Believe In A Dream/CBS)
STEVIE WONDER "Do I Do" (Tamla/Motown) STEVIE NICKS
"After The Glitter Fades" (Modern/Atco)

## dinn

ROGER MILLER \& WILLIE NELSON "Old Friends" (Columbia)
CHARLY MCCLAIN
"Dancing Your Memory Away" (Epic) WAYLON JENNINGS
"Women Do Know How To Carry On" (RCA) TOMPALL \& GLASER BROS.
"I Still Love You. . ." (Elektra)

## Goncept <br> Lee Nyo (916) 782.775

Adult Rock
FLEETWOOD MAC "Hold Me" (WB)
EDDIE MONEY
"I Think I'm In Love" (Columbia)
CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)

## 

Chick Watkins (303) 578-0700
FLEETWOOD MAC "Hold Me" (WB)
SURVIVOR "Eye Of The Tiger" (Scotti Bros./CBS)

## Added This Week


musctervion im

Buzz Brindle (212) 944-5399
HUEY LEWIS \& NEWS
"Hope You Love Me Like You Say You Do" Chrysalis)
ROXY MUSIC "More Than This" (WB
GLENN FREY "I Found Somebody" (Asylum) HAIRCUT 100 "Favourite Shirts" (Arista)

## Drahr Chrount

Bob Laurence (213) 883-7400

## Contempo 300

FLEETWOOD MAC "Hold Me" (WB)
MELISSA MANCHESTER
"You Should Hear How. .." (Arista)
GLENN FREY "I Found Somebody" (Asylum)
XI-40
FLEETWOOD MAC "Hold Me" (WB)
HALL \& OATES "Your Imagination" (RCA)
REO SPEEDWAGON
"Keep The Fire Burnin'" (Epic)
GARY U.S. BONDS "Out Of Work" (EMI America)
Great American Country
RONNIE McDOWELL "I Just Cut Myself" (Epic)
CON HUNLEY "Oh Girl" (WB)
SYLVIA "Nobody". (RCA)

## BPI

John lles (800) 426-9082

## ant

extiernana
STEVIE WONDER "Do I Do" (Tamla/Motown) JOHN SCHNEIDER "Dreamin" " (Scotti Bros./CES) REDDINGS
"(Sittin' On) The Dock Of The Bay" (Believe In A Dream/CBS)

## (coulby I Iingy

WAYLON JENNINGS
"Women Do Know How To Carry On" (RCA) GAIL DAVIES
"You Turn Me On, I'm A Radio" (WB)
CHARLY MCCLAIN "Dancing Your Memory Away" (Epic)
DAVID FRIZZELL
"l'm Gonna Hire A Wino To Decorate. . ." (WB)

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TalMAPE. Munsical
Spectrum
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Kenny Bosak (901) 320-4433

## Bright Blue

FLEETWOOD MAC "Hold Me" (WB)
CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
HERB ALPERT "Route 101" (A\&M)

## TANner Country

ROGER MILLER \& WILLIE NELSON
"Old Friends" (Columbia)
DAVID FRIZZELL
"I'm Gonna Hire A Wino. . ." (WB)
EARL THOMAS CONLEY "Heavenly Bodies" (RCA)
TOMPALL \& GLASER BROS
"I Still Love You. . ." (Elektra)
"I Still Love You. .." (Elektra)
KENDALLS "Ch
cury/PolyGram)
gEORGE STRAIT "Fool Hearted Memory" (MCA)
MOE BANDY "She's Not Cheatin'..." (Columbia)
ALBERT COLEMAN'S ATLANTA POPS
"Just Hooked On Country" (Epic)
EDDY RAVEN
"She's Playing Hard To Forget" (Elektra)
PATSY CLINE \& JIM REEVES
"l Fall To Pieces" (MCA)
MAC DAVIS "Rodeo Clown" (Casablan-
ca/PolyGram)
WAYLON JENNINGS
"Women Do Know How To Carry On" (RCA)
CHARLIE ROSS
"The High Cost Of Loving" (Townhouse)

|  |  |  |  |  | 169 REPORTERS | Album cuts are listed in order of airplay preference. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 528 2 | 2 | ${ }^{671}$ | 678 1 | 38 SPECIAL | Special Forces (A\&M) | "Caught" "Chai |
| 1 | 1 | 1 | 2 | ASIA. | Asia (Geffen) . . . . . . . . | "Sole" "Only" "Heat" "Dreams" |
| 4 | 3 | 3 | 3 | JOHN COUGAR | American Fool (Riva/PolyGram) | "Hurts" "Jack" |
| 7 | 11 | 4 | 4 | KANSAS | Vinyl Confessions (Kirshner/CBS) | "Play" "Right" "Face" "Fair" |
| 3 | 4 | 5 | 5 | VAN HALEN | Diver Down (WB) | "Dancing" "Good" |
| 9 | 7 | 6 | 6 | MOTELS | All Four One (Capitol) | "Only" "L" "Art" "Mission" |
| 11 | 9 | 7 | 7 | QUEEN | Hot Space (Elektra) | "Fire" "Calling" "Body" |
| 6 | 5 | 9 | 8 | RAINBOW | Straight Between The Eyes (Mercury/PG) | "Stone Cold" "Power" |
| - | - | 21 | 9 | REO SPEEDWAGON | Keep The Fire Burnin' (Epic) | 12-inch Single |
| 35 | 19 | 12 | 10 | HEART | Private Audition (Epic) | "City's" "Man" "Perfect" "Situation" |
| - | - |  | 11 | GENESIS | Three Sides Live (Atlantic) | Paperlate" "Misunderstanding" "Turn" |
| 5 | 6 | 8 | 12 | SCORPIONS | Blackout (Mercury/PolyGram) | "No One" "Dynamite" |
| - | - | 16 | 13 | SURVIVOR | Eye Of The Tiger (Scotti Bros./CBS) | Title "American" |
| - | - | 23 | 14 | GLENN FREY | No Fun Aloud (Asylum) | "Partytown" "Found" "Don't" "One" |
| 10 | 10 | 11 | 15 | TOTO | IV (Columbia) | "Rosanna" "Afraid" "Africa" "Good" |
| 8 | 8 | 10 | 16 | PAUL McCARTNEY | Tug Of War (Columbia) | Take" "Ballroom" "Pound" |
| - | - | 18 | 17 | ROLLING STONES | Still Life (Rolling Stones/Atco) | 'Going" "Thumb" 'Start' "Satisfaction" |
| 18 | 15 | 13 | 18 | CHEAP TRICK | One On One (Epic) | "If" "Tight" "Want" Title |
| - | - | 28 | 19 | ALAN PARSONS PROJE | Eye In The Sky (Arista) | "Fingers" "Psychobabble" Title |
| 25 | 20 | 17 | 20 | 707 | Mega Force (Boardwalk) | Title "Can't" "Fast" |
| - | - | 35 | 21 | APRIL WINE | Enough Is Enough (Capitol) | 12-inch Single |
| - | - |  | 22 | FLEETWOOD MAC | Hold Me (WB) . . . . . . . | 12-inch Single |
| - |  |  | 23 | STEVE MILLER BAND | Abracadabra (Capitol) | Title "Wonderin'" "Give" "Cool" |
| 19 | 18 | 20 | 24 | FRANKIE MILLER | Standing On The Edge (Capitol) | "Dream" "Danger" "Stop" |
| 15 | 13 | 22 | 25 | HUMAN LEAGUE | Dare (Virgin/A\&M) | Don't You Want Me" |
| 12 | 12 | 15 | 26 | ALDO NOVA | Aldo Nova (Portrait/CBS) | Fantasy" "Hot' "Foolin' " |
| 14 | 16 | 19 | 27 | GREG KIHN BAND | Kihntinued (Beserkley/Elektra-Asylum) | "Testify" "Dedication" |
| 24 | 25 | 25 | 28 | SHERBS | Defying Gravity (Atco) | "Ride" "Alive" |
| 34 | 31 | 30 | 29 | MONROES | The Monroes (Alfa) | "People" |
| - | 37 | 31 | 30 | AXE | Offering (Atco) | "Party" "Video" "Burn" |
| - | - | 40 | 31 | GARY U.S. BONDS | On The Line (EMI America) | 'Work" "Hold" "Rendezvous" "City" |
| - | - |  | 32 | FRANK ZAPPA | Ship Arriving... (Barking Pumpkin) | "Valley" |
| 38 | 35 | 33 | 33 | A FLOCK OF SEAGULLS | A Flock Of Seagulls (Jive/Arista) | "I Ran" "Space" "Telecommunications" |
| 23 | 22 | 27 | 34 | ELTON JOHN | Jump Up (Geffen) | "Ball' "Robot" "Garden" |
| 13 | 14 | 26 | 35 | JETHRO TULL | Eroadsword \& Beast (Chrysalis) | Fallen" |
| - |  | $\rightarrow$ | 36 | JOHN WAITE | Ignition (Chrysalis) | "Change" "Temptation" "Going" "Life" |
| 17 | 17 | 29 | 37 | LOVERBOY | Get Lucky (Columbia) | Over" "Lucky" "Take" New |
| - | - | 39 | 38 | SOFT CELL | Non-Stop Erotic Cabaret (Sire/WB) | Tainted Love" Entry |
| 22 | 26 | 32 | 39 | FRANKE \& THE KNOCKOUTS | Below The Belt (Millennium/RCA) | Never" "Without" "Gina" |
| - | - |  | 40 | MARSHALL CRENSHAW | Marshall Crenshaw (WB) | "Somedav"' "There" "Dance" "Cynical" |



|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $6 / 78$ |  | 64 | 5728 | 521 |
| F | 9/79 | 10281 | 98/79 | 1026 | 81/36 |
| Standing On... (Capitol) "Dream" | $\begin{aligned} & \text { A.3 } \\ & H+12 \end{aligned}$ | A. 10 $\mathrm{H}, 19$ | ${ }_{\text {A88 }}{ }_{\text {A }}$ | A. 27 H .7 | A. 43 $\mathrm{H} \cdot 2$ |
| 2 Quek | 14476 | 145159 | 136163 | 13067 | 12816 |
| Tie Hot Space (Elektra) | A. 2 | ${ }^{\text {a }}$ | A6 | A. 13 | A.122 |
| "Put Out The Fire" <br> 2 GLENN FREY | $\left\lvert\, \begin{aligned} & 4.66 \\ & 132 / 76 \end{aligned}\right.$ |  | H/67 9/7 | W.50 | $\begin{aligned} & \mu-1 \\ & 0 \times 1 \end{aligned}$ |
| No Fun Aloud (Asylum) | A. 29 | A. 109 | As |  |  |
| 4707 "Partytown" | ${ }^{4} 27$ | ${ }^{\text {in }}$ - 7 | 4, |  |  |
| 4707 Mega Force (Boardwelk) | 106/75 | A 918 | 83/24 | 2/7 | 00 |
| Mega Force (Boardwalk) Title | A. 12 $H 18$ 1 |  |  | A <br> Ho |  |
| 5 HEART | 13070 | 13019 | 123/11 | 164 | 00 |
| Private Audition (Epic) | A.9 | ${ }^{4} 1$ | ${ }^{\text {A.1 }}$ | A. 1 |  |
| "City's Buming" | H51 12257 | ${ }_{\text {H1-47 }}^{173}$ | H5 702 | $5 / 2$ | 40 |
| Eye in The Sky (Ariste) | A. 29 | A. 105 | A. | A. 2 | A 4 |
| "Fingers Bum" | ${ }^{\text {W }} \mathrm{i} 26$ | $\xrightarrow{+5}$ |  | ${ }_{\text {che }}$ | H0 |
| CHEAP TRICK | 171/5 | 1708 | 102503 | 101/59 | 1005 |
| e On One (Epic | A.5 | A. 5 | A 5 | A.1 | 4.92 |
| 8 "If You Want" | $\begin{aligned} & \text { H. } 41 \\ & 6,58 \end{aligned}$ | $\left.\right\|_{86 / 72} ^{1} 4$ | H23 H/5 | ${ }_{86}^{+124}$ | ${ }_{72 / 55}$ |
| Detring Gravity (Atco) | A. 2 | A. 2 | A. 2 | As | A. 13 |
| "We Ride Torighr" | ${ }^{\text {H. }} 16$ | ${ }^{\mathrm{H} .12}$ | ${ }^{\mathrm{H}} \mathrm{C}$ | ${ }_{56}$ | H4 |
| 8 AXE Offering (Atco) | $\left.\right\|_{A .15} ^{7 / 58}$ | $\begin{aligned} & 67 / 58 \\ & A 8 \end{aligned}$ |  | A56/7 | 10 |
| "RER Party" | H4 | H. | +0 | ${ }^{\text {Ho }}$ | H0 |
| 10 Monroes | 735 | T758 | 67/9 | cors | 4321 |
| The Monroes (Alfa) "Peopie Know" | ${ }_{\text {A }}$ | ${ }^{\text {A9 }}$ | H9 | A.20 H 2 | A-2 |
| 11 Rainbow | H 13 12453 | H10 13650 | ${ }_{1419}{ }_{14}$ | ${ }_{18}^{4} \times 15$ | ${ }_{142}$ |
| Streight... (Mercury/PG) | A. | A. 0 | A-0 | ${ }^{\text {A }}$ | Ao |
| "Stone Cold" | H71 | He6 | H93 | ${ }_{\text {H.87 }}$ | H80 |
| 12 A FLOCK OF SEAGULLS | $67 / 51$ | 63/49 | 5937 | $53 / 35$ | 39/30 |
| A Flock Of... flive/Arista) "I Ran" | A.7 H | A. <br> H | A. 13 H 9 |  | A.7 +2 |
| 13 MOTELS | 14245 | 151/60 | 149/55 | 14074 | 13177 |
| Al Four One (Capitol) | A. 2 | A. | A9 | ${ }^{\text {a }}$ | A 10 |
| "Only The Lonely" | ${ }^{\text {Hes }}$ |  |  | ${ }_{14152}$ |  |
| 14 PAUL MCCARTNEY |  |  |  |  |  |
| Tie "Take it Awav" | ${ }^{\text {H/7 }} 7$ | H.95 | H-100 |  | H-81 |
| 14 GREG KIHN BAND | 3/44 | 90,51 | 96.57 | 11466 | 1167 |
| Tie Kihntinued (Baserkley/E-A) | ${ }^{\text {A }}$ | A. 1 | ${ }^{\text {A }} 1$ | A. | ${ }^{\text {a }}$ |
|  | $\begin{aligned} & \mathrm{H} 29 \\ & 64 / 40 \end{aligned}$ | $\left\lvert\, \begin{aligned} & H 38 \\ & 4820 \end{aligned}\right.$ |  | $\begin{aligned} & \mathrm{H}, 47 \\ & 3 / 7 \end{aligned}$ |  |
| 14 JOHN WAITE | A 16 | A.27 | A. 36 | A2 |  |
|  | H. 4 | $\mathrm{H}^{2}$ | H-1 | н-O |  |
| period They are listed in order of total reports within the specific rotation for the week Two numbers follow each album title. The first represent: total number of our reporting stations playing the album this week. The ser ond is the number of those stations that reported it in medium rotation this week. Below these numbers are breakdowns of the album's reports in sther rolations for the week The album's preferred airplay cut is listed |  |  |  |  |  |

THE HOTTEST

38 SPECIAL
Tie Special Forces (AEM) "Caught Up In"
Asia (Geffen)
"Sole Survivor"
JOHN COUGAR
"Hurts So Good"
4 KANSAS
Vinyl... (Kirshner/CBS)
"Play The Game Tonigh
VAN HALEN
Diver Down (WB).
"Dencing In The Street"
MOTELS
MOTELS
All Four One (Capitol)
toto
iv (Columbie
"Rosanna"
Tug Of War (Columbia)
"Take It Awa
RAINBOW
RAINBOW
Straight... Mercurv/PG
SCORPIONS
Blackout (Mercurv/PG)
NO One Lik
OUEEN
"Put Out The Fire"
12 HEART
Private Audition (Epic)
"City's Buming"
One On One (Epic)
"If You Want"
HUMAN LEAGUE
Dare (Virgin/AGM)
Dare (Virgin/AEM)
'Don't You Want
15 ALDO NOVA
ALDO NOVA
Aldo Nova (PortraivCBS)
"Fantasy"








The Hottest reports of charting artists are displayed over a fiveweet period. They are listed in order of total reports within the specifife rotation for the week Two numbers follow each album title The first represent
total number of cur reporting stations playing the alhum this week The ser ond is the number of those stations that reported it in hot rotation this week rotations for numbers are breakdowns of the alhums reports

\section*{A- R BREAKERS <br> Breakers are those newer records that have the greates ROLUNG STONES <br> 

## Significant Action

## JAZZ ON ÅR



1 1 PAT METHENY GROUP . Offramp (ECM/WB)
Eighteen" Title
32 CRUSADERS

Royal Jam (MCA
23 JEFF LORBER
it's A Fact (Arista)

64 DAN SIEGEL
Tierra" "Moon"
$\rightarrow 5$ B. COBHAM'S......."Uptown"
$\rightarrow 6$ NIGHTWIND ... A Casual Romance (Pausa) 87 WEATHER REPORT Weather Report (ARC/Col. "Volcano"
98 ALDIMEOLA . Electric Rendezvous (Columbia) 7 JEAN-LUC PONTY . Mystical Adventures (Atl.) 510 LEE RITENOUR Rio (Mus cian/Elektra) Various Cuts
These albums, displayed over a two week penod, received significant reports but did not chart this week on the National Ainplay/40 listing,
This chart represents activity based on a combination of add, medium and hot reports, as well as special jazz programming. The albur's

## REGIONAL AER ACTIVITY

## 3,25 most ADDED

| Roiling Stones | $(34 / 27)$ |
| :--- | :--- |
| Steve Milter | $(28 / 24)$ |
| Survivor | $(27 / 16)$ |
| Genesis | $(14 / 12)$ |


| MEDIUM |  |
| :---: | :---: |
| Thitucimist |  |
| Asia <br> 38 Special <br> Van Halen <br> John Cougar <br> Kanses | $\begin{aligned} & (35 / 34) \\ & (33 / 31) \\ & (33 / 27) \\ & (35 / 26) \\ & (33 / 23) \end{aligned}$ |
| NOTE: Two numbers follow each name. The first totals all reports in all rotations in the given region. The second displays the number of reports in that region for the notec rotation. |  |

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## 0055105

## BREAKERS.

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

## ROGER MILLER \& WILLIE NELSON

Old Friends (Columbia)
On $75 \%$ of reporting stations. National Summary: Up 36, Same 28, Down 0, Debuts 21, Adds 17. RER Chart: 48-42

## REBA McENTIRE

I'm Not That Lonely Yet (Mercury/PolyGram)
On $\mathbf{7 2 \%}$ of reporting stations. National Summary: Up 41, Same 22, Down 0, Debuts 20, Adds 15. R\&R Chart: 49-43

EARL THOMAS CONLEY
Heavenly Bodies (RCA)
On 67\% of reporting stations. National Summary: Up 22, Same 31, Down 0 , Debuts 15, Adds 23. A Most Added Record. R\&R Chart: Debut 44 DAVID FRIZZELL

## I'm Gonna Hire A Wino To Decorate... (WB/Viva)

On 61\% of reporting stations. National Summary: Up 44, Same 19, Down 0, Debuts 12, Adds 8. R\&R Chart: 50-45.

TOMPALL \& GLASER BROTHERS
I Still Love You (After All...) (Elektra)
On 60\% of reporting stations. National Summary: Up 17, Seme 24, Down 0, Debuts 20, Adds 20. R\&R Chart: Debut 46.

## MOST ADDED.

WAYLON JENNINGS (59)
Women Do Know How To Carry On (RCA) CHARLY McCLAIN (36)
Dancing Your Memory Away (Epic) GEORGE STRAIT (34)
Fool Hearted Memory (MCA) GAIL DAVIES (30)
You Turn Me On I'm A Radio (WB)

## HOTTEST

CONWAY TWITTY (65) Slow Hand (Elektra ALABAMA (60) Take Me Down (RCA) RONNIE MILSAP (49) Any Day Now (RCA) DON WILLIAMS (40) Listen To The Radio (MCA)

## NEW \& ACTIVE

 100251 macate how many of our reporters are on the record this weet 11001 and of those 100 now many acoed $k$ this week
1251 .
 most acoed new songs.

GEORGE STRAIT "Fool Hearted Memory" (MCA) 79/34
National Summary Up 9, Same 20, Down 0, Debuts 16 , Adds 34 including WPOR-AM-FM, WWVA, WILQ, WPLO, KOKE-AM-FM, WCM
KEEN. RER Chart: Debut 48 .
BOBBY BARE "If You Ain't Got Nothin'..." (Columbia) 79/10
BOBBY BARE "If You Ain't Got Nothin'.." (Columbia) 79/10
National Surnmary: Up 36 , Same 23, Down 0, Debuts 10, Adds 10, WwNA, WFNC, waik-FM, WMPS, WSLR,
www WUWN-FM, WTSO, KEIN, KLAC, KYTE, KID,

WA YLON JENNINGS "Women Do Know How To Cerry On" (RCA) 75/59
National Summary: Up 3, Seme 6, Down 0, Debuts 5, Adds 59 including WGNA-FM, WMZO-FM, WM WRLO, WAMZ-FM, WSM, WNOE-AM, WIRK-FM, WHK, WCXI, WIRE, WDGY, KEBC-FM, KLZ, KNIX-FM, KCBO-A
R\&R Chert: Debut 50 .
JACK GRAYSON "Tonight I'm Feeling You (All Over Again)" (Joe-Wes) 70/6
 WITL-FM, KYTE, WGNA-FM $37-34$, WYII $46-43$, KOKE-AM-FM $32-29$, KRMD-AM-FM $50-39$, WIRK-FM $40-34$, WHBF
$40-33$, KFDI-AM-FM $46-38$, KEED $45-39$, KTOM $41-33$. -33, KFDI-AM-FM 46-38, KEED 45-39, KTOM 41-33.
MOE BANDY "She's NO
MOE BANDY "She's Not Really Cheatin"..." (Columbia) 65/24
National Surmmary: Up 7 , Same 20, Down 0,
Netional Surnmary: Up 7, Seme 20, Down 0, Debuts 15, Adds 24 including KIX106, WWVA, WCOS-AM-FM, FM, KEBC-FM 42-35.
KENDALLS "Cheater's Prayer" (Mercury/PolyGram) 65/9
National Surnmary: Up 23, Seme 23, Down 0, Debuts 10, Adds 9, WCAW, WOIK-FM, WNOE-AM, WDAF, KECK, National Surnmary: Up 23, Seme 23, Down 0, Debuts 10, Adds 9, WCAW, WOIK-FM, WNOE-AM, WDAF, KECK,
WXCL, KVEG, KSOP-FM, KEEN, KYXX 3427 , WFMS-FM $30-26$, KVOO $41-33$, KWJJ $48-43$, KSON-AM-FM $40-34$, KBBC $41-34$.

EDDY RAVEN "She's Playing Hard To Forget" (Elektra) 64/25
National Summary: Up 7, Same 18, Down 0, Debuts 14, Adds 25 including WSEN-AM-FM, WILQ, KLVI, WMC-
WSM. WNOE-AM, KWKH. WKMF, WFMS-FM. KYGO-FM, KMAK, KRAK, KEEN. KBBQ WBGW-FM A7, 37 . BILLY PARKER 'The Last Country Song' (Soundwaves) 63/1
National Summary: Up 31, Same 26, Down 2, Dobuts 3, Adds 1, KEIN, WGNA-FM 45-42, WIXY 33-29, WIXL-FM 48-33,
KRRV 27-22, KHEY 31-27, WAMZ-FM 39-31, KEBC-FM 10-8, KVOO 20-15, KRWQ-FM 45-39, KWWJ $34-30$ KS0 AM-FM $36-30$.
MAC DAVIS "Rodeo Clown" (Casablanca/PolyGram) 52/9
National Summary: Up 18, Seme 19, Down O, Debuts 6, Adds 9 , KIX106, WWVA, WSIX-FM, WOYK-FM, WMNI,
KWMT, WGEE, WITL-FM, KLAC, WMZO-FM 37-33, KHEY 47-37, WSM 37-29, KSO 29-20-KFH 4237, KUZ2
CHARLY MCCLAIN "Dancing Your Mernory Away" (Epic) 51/36
National Summary: Up 3, Same 9, Down 0, Debuts 3, Adds 36 icluding WFKZ-FM, WPOR-AM-FM, WPLO, WSOC-FM, KHEY
JIM REEVES \& PATSY CLINE "I Fall To Pieces" (MCA) 49/8
National Summary: Up 18, Same 17, Down O, Dobuts 6, Adds 8, WADR, WFNC, WKSIIFM, WSM, WMNI, KWMT,
KFH, KSOP-FM, KIX106 30-22, WMZZQ-FM 22-18, KHEY 49-39, WMC-AM 22-19, WMPS 18-14, KEBC-FM 37-32, KRAK KFH, KSOP-FM, KIX106 30-22, WMZQ-M 22-18, KHEY 49-39, WMC-AM 22-19, WMPS 18-14, KEBC-FM 37-32, KRAK
ALBERT COLEMAN \& ATLANTA POPS "Hooked On Country" (Epic) 46/8 KRSY, KBBQ, WVAM 15-9, WHN 1413, WLWLFM 9-6, WIRK-FM 9-3, WITL-FM 24-19, KEBC-FM 16-13, KOMA 22-16, KSOP-FM 18-17.
CHARLIE ROSS "The High Cost Of Lovin" " (Townhouse) 44/13

## SICNIFICANT ACTION

## CINDY HURT "Talk To Me Loneliness" (Churchill) 39/9

CINDY HURT Tational Summar: Up 4, Seme 18, Down o, D
WIRK-FM, WMNI, WXCL, KRSY, KHEY $50-40$.
GAIL DAVIES "You Turn Me On I'm A Radio" (WB) 38/30

## jecherienorls. <br> NATIONAEARPLAY/50

$= \pm= \pm J u n e$ 18, 1982

| 3 | 1 DON WILLIAMS/Listen To The Radio (MCA) |
| :---: | :---: |
| 863 | 2 CHARLEY PRIDE/I Don't Think She's In Love (RCA) |
| 1054 | (3) CONWAY TWITTY/Slow Hand (Elektra) |
| 1385 | (4) RONNIE MILSAP/Any Day Now (RCA) |
| 14117 | 5 BARBARA MANDRELU'Til You're Gone (MCA) |
| 322 | 6 EDDIE RABBITT/I Don't Know Where To Start (Elektra) |
| 17129 | 7 JOHN ANDERSON/Would You Catch A Falling Star (WB) |
| $\begin{array}{lllll}21 & 15 & 12\end{array}$ | (8) ED BRUCE/Love's Found You And Me (MCA) |
| $27 \quad 2014$ | (9) JOHNNY LEE/When You Fall In Love (Full Moon/Asylum) |
| $2619 \quad 15$ | (10) JANIE FRICKE/Don't Worry 'Bout Me Baby (Columbia) |
| 342920 | (1) ALABAMATake Me Down (RCA) |
| 302218 | 12 MERLE HAGGARD/Are The Good Times Really Over (Epic) |
| 121010 | '13 LEE GREENWOOD/Ring On Her Finger... (MCA) |
| 151311 | 14 RAZZY BAILEY/Everytime You Cross My Mind... (RCA) |
| 16 | 15 T.G. SHEPPARD/Finally (WB/Curb) |
| 2821.19 | (16) LACY J. DALTON/SIow Down (Columbia) |
| 448 | 17 BELLAMY BROTHERS/For All The Wrong... (Elektra/Curb) |
| 312821 | 18 TERRI GIBBS/Ashes To Ashes (MCA) |
| 373225 | 19 RICKY SKAGGS// Don't Care (Epic) |
| 331022 | 20 OSMONDS/I Think About Your Lovin' (Elektra/Curb) |
| 383328 | 21) DOLLY PARTON/Heartbreak Express (RCA) |
| $\begin{array}{lllll}16 & 14 & 17\end{array}$ | 22 LEON EVERETTE/Just Give Me What You... (RCA) |
| $\begin{array}{llll}9 & 9 & 13\end{array}$ | '23 TAMMY WYNETTE/Another Chance (Epic) |
| 423733 | 24) HANK WILLIAMS JR./Honky Tonkin (Elektra/Curb) |
| 393529 | (25) EMMYLOU HARRIS/Born To Run (WB) |
| 403431 | 26 CON HUNLEY/Oh Girl (WB) |
| 413630 | (2) RONNIE McDOWELLI Just Cut Myself (Epic) |
| $\begin{array}{llll}2 & 7 & 16\end{array}$ | 28 MICKEY GILLEY/Tears Of The Lonely (Epic) |
| 433835 | 29 JUICE NEWTON/Love's Been A Little Bit Hard On Me (Capitol) |
| 42 '38 | $(30)$ OAK RIDGE BOYS/So Fine (MCA) |
| 4340 | 31 ROSANNE CASH/Ain't No Money (Columbia) |
| 4843 | (32) MARTY ROBBINS/Some Memories Just Won't Die (Columbia) |
| 292624 | 33 JERRY REED/The Man With The Golden Thumb (RCA) |
| 4439 | 34) LARRY GATLIN/She Used To Sing On Sunday (Columbia) |
| 504137 | 35 JOHN SCHNEIDER/Dreamin' (Scotti Bros./CBS) |
| 5042 | 36 SYLVIA/Nobody (RCA) |
| $7 \quad 16 \quad 23$ | 37 STATLER BROTHERS/You'll Be Back... (Mercury/PolyGram) |
| $6 \quad 1726$ | 38 WAYLON 8 WILLIE/Just To Satisfy You (RCA) |
| 4944 | (39) MEL TILLIS/The One That Got Away (Elektra) Entry |
| $25 \quad 2327$ | 40 BILLY SWAN/With Their Kind Of Money... (Epic) Entry |
| 232534 | 41. RAY PRICE/Forty And Fadin' (Dimension) |
| 48 | 42 ROGER MILLER \& WILLIE NELSON/OId Friends (Columbia) |
| 49 | (93) REBA McENTIRE/I'm Not That Lonely Yet (Mercury/PolyGram) |
| $-\longrightarrow$ | (2) EARL THOMAS CONLEY/Heavenly Bodies (RCA) |
| 50 | 45 DAVID FRIZZELLI'm Gonna Hire A Wino To... (WB/Viva) |
|  | 46 TOMPALL \& GLASER BROTHERS/I Still Love You... (Elektra) |
| 111832 | 47 MEL McDANIEL/Take Me To The Country (Capitol) |
|  | 48 GEORGE STRAIT/Fool Hearted Memory (MCA) |
|  | 49 BOBBY BARE/If You Ain't Got Nothin'... (Columbia) |
|  | (50) WAYLON JENNINGS/Women Do Know How... (RCA) |

MICHAEL MURPHEY "What's Forever For" (Liberty) 38/17
National Summary: Up 5 , Sarme 13, Down O, Debere 3 , Adds 17 including WCAW, WPLO, WMPS, WTRR-FM, KSO,
WDAF, WXCL, KTPK-FM, KVEG, KBBQ, WCMSFM 45-31. LOUISE MANDRELL \& R.C. BANNON "Our Wedding Band" (RCA) 34/7 National Summary: Up 8, Seme 15, Down O, Debuts 4, Adds
KSON-AM-FM, KYXX $33-29$, WTSO 40-36, KSOP-FM 40-35.
STEVIE NICKS "After The Glitter Fades" (Modern/Atco) 34/5
National Surmmary: Up 9, Seme 16, Down 0, Debuts 4, Adds 5 , WILQ, KKYX, KY
46-42, KRMD-AM-FM 48-37, WCMS-FM 42-36, KRWO-FM 13-10, KUGR 30-26.
JOHN CONLEE "Nothing Behind You, Nothing In Sight" (MCA) $32 / 26$
National Surnimary, Up o, Same 5, Down 0, Debuts 1, Adds 26 including WGNA-FM, WADR, WSM, WRNL WIRK-M, WUBE-FM, WCUZ-AM-FM, WFMS-FM, KFH, KEED, KRSY
TERRY GREGORY "I'm Takin' A Heart Break" (Handshake/CBS) 30/14
National Surnmary: Up 2, Seme 12, Down 0, Debuts 2, Adds 14, WWVA, KRRV, WSOC-FM, WDAK, KHEY, KRMD
AM-FM, WCMSFM, KSO, WKMF, WHBF, KTTSAM-FM KVOO, KKAL KEED
JIM \& JESSI \& CHARLIE LOUVIN "North Wind" (Soundwaves) 29/2
National Summary: Up 7, Seime 18, Down 1, Debuts 1, Adds 2, WGVM, KBMY, WSIX-FM 14-13, KSO 25-24, WXCL
23-18, KTTS-AM-FM 47-38, KVOO 44-39, KFDI-AM-FM 38.33 , KUUY 18-15, KRWO-FM $5-5$
CALAMITY JANE '"Walkin' After Midnight' (Columbia) 28/8
National Surmmary: Up 5, Sarme 14, Down 0, Debuts 1, Adds B, WYKR, WPLO, KXYL, WCMS-FM, KEBC-FM, WHBF
KEED, KRAK, WKS IFM 37-32, KRWO-FM 37-31. KEED, KRAK, WKSU-FM 37-32, KRWQ-FM 37-31.
DEAN DILLON "Play This Old Working Day Away" (RCA) 26/6
National Summary: Up 1, Same
KSOP-FM, WWVA on, KFDI-AM-FM on, KRST-FM on, KWJJ on.
RONNIE ROGERS "First Time Around" (Lifesong) 25/7
National Surnmary: Up 3, Same 13,
KYTE, WIXL-FM 38-27, KUZZ 45-40.
BRENDA LEE "Keeping Me Warm For You" (MCA) 24/6
National Summary: Up 1, Seme 12, Down O, Debuts 5, Adds 6, KXYL, KSO, WHBF, KFH, KRWQ-FM, KRAK, WFMS
FM d-32, KFDI-AM-FM on, KEEN on, KMPS AM-FM on.
FM d.32, KFDI-AM-FM on, KEEN on, KMPS-AM-FM on.
JOE SUN with SHOTGUN "Fraulein" (Elektra) 23/9
National Summary: Up 1 Same 11, Down 0, Deturs 2, Adds 9 WYK,
National Summary Up 1, Serme 11, Down 0, Debuts 2, Adds 9, WYKR, WWVA, WSOC-FM, KHEY, WAMZ-FM,
KRWOFM, KWJJ, KRSY KRAK KLVI 3824 ,
LLOYD DAVID FOSTER "Blue Rendezvous" (MCA) 22/5
National Summary: Up 2, Same 11, Down 0, Debuts 4, Adds 5, KHE
$30-27$, KRMD-AM-FM on, KFDI-AM-FM on, KLZ on, KSOP-FM on.
JACKY WARD "Take The Mem'ry When You Go" (Asylum) 18/13
National Summary. Up 0 , Seme 3, Down 0, Debuts 2, Adds 13, WGNA-FM, WVAM, WCAW, WYII, WESC-AM-FM
KKYX, KBMR, KFGO, KTS-AM-MM KRAK KMPS AM-FM, KiG, KCUB KKYX, KBMR, KFGO, KTIS-AM-FM, KRAK, KMPSAM-FM, KIGO, KCUB.
MARLOW TACKETT "Ever-Lovin" Woman" (RCA) 17/14
National Summary: Up 0, Same 1., Down 0, Debuts 2, Adds 14, WVAM, WBGW-FM, WIXL-FM, KSO, KRSTFM, KLZ,
KEED, KCCY-FAM, KRAK, KTOM, KSOP-FM, KEEN, KMPSAM FM, KIGO
SUE POWELL "Gonna Love Ya ('Til The Cows Come Home)" (RCA) 16/5
National Summery: Up 2, Same 7, Down 0, Debuts 2, Adds 5, WIXL-FM, WAMZ-FM, KRMD-AM-FM, KBMR, KVOO,
WBGW-FM on, WSIX-FM d-29, KRST-FM on, KRWO-FM 46-40, KSOP-FM on.
RICH LANDERS "Pull My String" (AMI/NSD) 15/2
National Summary: Up 1, Same 8, Down 0, Deburs 4, Adds 2, WESC-AM-FM, WAXX, WGNA-FM on, WXCL on,
BIG AL DOWNING "Illl Be Loving You"
BIG AL DOWNING "I'll Be Loving You" (Team Entertainment) 14/12
WaxX, KVOO, KUZZ, KMAK, KTOM, KSOP-FM, KIGO


## Hottest Tracks:

"She cot the Goldmine (I cot The Shaft) JERRY REED (RCA)
COUNTRY ALBUMS
Cuts in bold type are receiving the heaviest airplay ALABAMA - Mountain Music - (RCA) "Close BOBBY BARE - Ain't Got Nothin' To Lose - (Co lumbia) "Golden Memories" BELLAMY BROTHERS - When We Were Boys (Elektra/Curb) "Untll The Money's Gone" "Goin' Sane" "You ROSANNE CASH - Somewhere In The Stars (Columbia) "I Wonder" "Third Rate Romance" "Down On Love" "Thet's How I Got To Memphis" "It Hasn't Happened Yer" "Looking For A Corner

JOHN CONLEE - Busted - (MCA) "A Litte of You CHARLIE DANIELS BAND - Windows - (Epic) RONNIE McDOWELL - Love To Burn - (Epic)
BARBARA MANDRELL - ...In Black \& White MCA) "You're Not Supposed To Be Here"" "Some Things Never RONNIE MILSAP - Inside - (MCA) "Caroline Drearns" Inside" "He Got You" "I Love New Orleans Music" "Hate The JUICE NEWTON - Quiet Lies - (Capitol) "Falling in OAK RIDGE BOYS - Bobbie Sue - (MCA) "I Wish OOLLY PARTON - Heartbreak Express - (RCA) Do Ever Cross Your Mind Prime Of Our Love My Blue Ridge JERRY REED - The Man With The Golden Thumb - (RCA) "She Got The Goldmine (I Got The Shaft"" "44" "IShu Doo

SYLVIA - Sylvia - (RCA) "Like Nothing Ever Heppened" MEL TILLIS - It's A Long Way To Daytona - (Elektra) "She's Been Doin' That For Yeers" "Irs Gonna Be One Of Them DON WILLIAMS - Listen To The Radio - (MCA) Mistakes" "If Hollywood Don't Need You" "I Can't Get To You HANK WILLIAMS JR. - High Notes - (Elektra/ Curb) "The South's Gonne Rattle Again" "If Heeven Ain't A Lot Like Dix

## Most Requested:

CONWAY TWITTY "Slow Hand" (Elektra) ALABAMA "Take Me Down" (RCA) JOHN ANDERSON "Would You Catch A..." (WB) RONNIE MILSAP "Any Day Now" (RCA) DAVID FRIZZELL "'l'm Gonna Hire..." (WB/Viva) LEE GREENWOOD "Ring On Her Finger..." (MCA)

## Black Radio <br> BREAKERS

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

## RAY PARKER JR．

Let Me Go（Arista）
73\％of our reporting stations on it．Rotations：Heavy 4／0，Medium 13／3，Light 15／7． Extra Adds 16，Total Adds 26 including WWIN，WDAS，WVEE，WHRK，WBMX， WJPC，WCIN，KDAY，XHRM．A Most Added Record．Debuts at number 26 on the Black Radio Chart．

CHERYL LYNN

## Instant Love（Columbia）

$70 \%$ of our reporting stations on it．Rotations：Heavy 2／0，Medium 18／1，Light 21／3， Extra Adds 5，Total Adds 9，WWIN，WJMO，WWRL，WATV，WOIC，WPDQ，WVOL WDAO，WKWM．Debuts at number 30 on the Black Radio Chart．

## ATLANTIC STARR

## Love Me Down（A\＆M）

$68 \%$ of our reporting stations on it．Rotations：Heavy 5／0，Medium 18／1，Light 16／2， Extre Adds 6，Total Adds 9，WAOK，WBMX，WSSJ，WANT，WANM，WWWS WVOI，KDIA，KUKQ．Debuts at number 27 on the Black Radio Chart．

## WAR

## Outtaw（RCA）

$65 \%$ of our reporting stations on it．Rotations：Heavy 14／0，Medium 15／2，Light 8／2 Extra Adds 6，Total Adds 10，WAMO，WHRK，WYLD－FM，WDMT，KSOL，KOKY WDAO，WKWM，WTLC，KDIA．Moves 25－19 on the Black Radio Chart．

## HIGH FASHION

Feelin＇Lucky Lataly（Capitol）
$65 \%$ of our reporting stations on it．Rotations：Heavy 7／0，Medium 19／1，Light 15／1， Extra Adds 2，Total Adds 4，WENN，WOWI，WLTH，WJMI．Moves 26－25 on the Black Radio Chart．

## CAMEO

## Firt（Chocolate City／PolyGram）

$65 \%$ of our reporting stations on it．Rotations：Heavy 11／1，Medium 17／0，Light 12／0，Extra Adds 3，Total Adds 4，WDAS，WJLB，KDKO，KPOP－FM．Debuts at
number 22 on the Black Radio Chart．

ISLEY BROTHERS
The Real Deal（T－Neck／CBS）
64\％of our reporting stations on it．Rotations：Heavy 4／1，Medium 9／1，Light 15／12 Extre Adds 14，Total Adds 28 including WXYV，WDAS，WVEE，KMJQ，WDIA WYLD－FM，WGCI，WJPC，WCIN，WJLB，KDKO．A Most Added Record．Debuts at

## NEW \＆ACTIVE

## Recent reteases are listed worder of neecon tivs week and of those，now many adoed it this week．The rotational <br> breakcowns wnich follow inalicate now many stations have the song in the respective rotation and of those．how many <br> adoed in hto that particuar rotation this ween．Parkates one of this week＇s most noded new song

## SOUL SONIC FORCE＂Planet Rock＂＇（Tommy Boy）37／6

Rotetions：Heevy 20，Medium 9／0，Light 4／2，Extra Adds 4，Total Adds 6 ，WGCI，WCIN，KSOL，WJJJ，WVOI，KPOF
He日V：WDAS，WAMO，WHUR，WAOK，KMJO，WDIA，WHRK，WAIL－FM，WOMT，WJLB，XHAMM，WSS，
WM，WM，KELP，WJAX，WOWI，WANM，WTMP，WLTH．MOdiUm：WXYV，WVEE，WJMO，KMJM，WPDO
DAYT，KRLY．Debuts at number 18 on the Black Radio Chart．
Rotations：Heavy O／O，Medium 31，Light 21／6，Extra Adds 11，Total Adds 18 ，WxM，WAMO，WHUR，WEDR
YYLD－FM，WGCI，WJLB，KDKO，XHRM，WATV，
Medium WSSU，KNOW．
O＇BRYAN＂Still Water＂（Capitol）35／4
Rotations：Hean 6iO，Medium 190，Light 8／2，Extra Adds 2，Totel Adds 4，WILD，WOIA，WBMX，WDAO．Heav：
WWIN，WXYV，WEDR，WJMO，WATV，WJMI Medium：WAOK，WYLD．FM，WCIN，KDAY，WENN，＇WOIC，WKXI， CANDELA＂Love You Madly＂（Arista）33／3
Rotations：Heavy 210 ，Merdium $14 / 10$ ，Light $151 / 1$ ，Etra Adds 2，Total Adds 3 ，WWIN，WSSU，WTMP．Heavy：WNHC，
KUKO．Medium：WDAS，WAOK，WHRK，WJMO，XHRM，KSOL，WKNO，KNOW，WLOU，WJJS，WTOY，WLTH， MICHAEL WYCOFF＂Looking Up To You＂（RCA）30／3
Rotations：Heavy 20，Medium 120，Light 14／1，Extre Adds 2，Total Adds 3，WVEE，WCIN，wVOI．Heavy：WJMO GENE CHANDLER＂Make The Living Worthwhile＂（Chi－Sound Intli．）30／1 Rotations．Heavy 4／O，Medium 18／O，Light 7／0，Extra Adds 1，Toral Adds 1 ，WAIL－FM，Heàv：WAOK，KNOW，WLTH，
KACE．Medium：WWIN，WILD，WBMX，WJPC，WCIN，WJMO，KDAY，XHRM，WKNO，WENN，WGIV，WOIC，WKXI， SISTER SLEDGE＂All The Man I Need＂（Cotillion／Atco）29／2
Rotations：Heav，BIO，Medium 19／1，Light 4／1，Extra Adds 0 ，Total Adds 2，WJAX，WANT．Heavy：WDAS，WBMX，
WOIC，WPDO．WDAO，KPOP－FMM Medium：WILD，WVEE，WDIA，WVLD－FM，WCIN，WJMO，KDAY，WSS，WATV， WENN，WKXI，KOKY，WJJS，WVOL，WOWI，WLTH，WTLC，KUKQ．
DENNIS BROWN＂Love Has Found Its Way＂（AGM）29／1
Rotations：Heaw，6iO Medium 131，Light 1010，Erra Adds O，Total Adds 1，WKND．Heaw：WXY，WYLD．FM
WJMO，WGIV，WJAX，WLUM．Medium：WIL，WEDR，WBMX，KDAY，WNHC，WWRL，KNOW，WOWI，WTOY SUPERIOR MOVEMENT＂Wide Shot＇（CIM／CBS）26／5
Rotations：Heavy 210，Medium 11／0，Light 10／2，Exire Adds 3，Total Adds 5 ，KMJO，WJPC，WJJS，WOWI，KACE，
Heaw：WHRK，WJMI．Medium：WEDR，XHRM，KSOL，WGIV，KOKY，WLOU，WANM，WDAO，WLTH，WLUM，KPOP．
FM
RANDY CRAWFORD＂One Hello＂（WB）26／4
Rotations：Heavy 3IO，Medium 10／2，Light 121，Extra Adds 1，Total Adds 4，WXY，WJMO，WKND，WVOI．Heovs
WAMO，WSSJ，KACE．Medium：WWIN，WDAS．WVE，WEDR，WWRI WJAX，WOWI，KPP．FM， ST．TROPEZ＂Femmes Fatales＂（Destiny）26／0
Rotations：He日W， $5 / 0$ ．Medium $15 / 0$ ，Light $6 / 0$. Extra Adds O，Total Adds O．Heavy，WBMX，WGCI，KELP，WJAX，WLTH．
Medium：WWIN，WDAS，WHUR，WAOK，WHRK，WEDR，WVLD－FM，WJMO，WSSJ，WATV，WENN，WGIV，WOWI， Medium：WWIN，WDAS，WHUR，WAOK，WHRK，WEDR，WVLDFM，WJMO，
KACE KDAY．
SEQUENCE＂I Don＇t Need Your Love＂（Sugar Hill）25／4 Rotations：Heav，20，Medium 100，Light 1011，Extra Adds 3，Total Adds 4，WEDR，WCIN，WANT，WANM
WGIV，WOOC Medium：WOAS，WOOK，WAl－FM，WJMO，WNHC，WENN，KOKY，WJJS，WTOY，WDAO． DRAMATICS＂Live It Up＂（Capitol）23／1
Rotations：Heevy 5／0，MMdium 8／0，Light 9／0，Extre Adds 1，Total Adds 1 ，WSS．Heavy：WDAS，WAOK，WCIN，KAEZ
WWUS．Medium：WBMX，WGCI，WGIV，WJS，WANT，WTLC，WVI，KACE． ODYSSEY＂Inside Out＇（RCA）22／8
ODYSSEY＂Inside Out（RCA） $22 / 8$ A 1
 KID CREOLE \＆THE COCONUTS＂I＇m A Wonderful Thing，Baby＂（Sire／WB） $22 / 6$
Rotations：Heavy 6 （10，Medium 6io，Light 713，Extre Adds 3．Total Adds 6，WAMO，WAIL－FM，WLUM，WOI，KACE， Rotetions：Heav 660，Medium 610 ，Light $7 / 3$ ，Extre Adds 3 ．Total Adds 6，WAMO，WAIL－FM，WLUM，WOI，KACE，
KPOP－FM．Heav：WDAS，WHRK，WBMX，WGCI，WSSJ，WPDO．Medium：WHUR，KDAY，WNHC，WWRL，WOL，
VALENTINE BROTHERS＂Money＇s Too Tight＂（Bridge）22／0
Rotations：Heaw $4 / 0$ ，Madium $13 / 0$ ，Light 50 ，Extra Adds O，Totel Adds O．Heav：WDAS，WAOK，WEDR，WJMO

[^1]
## NATIONAEARRPLAY／30．

| June 18， 1982 |  |  |
| :---: | :---: | :---: |
| 9.512 | （1） | JEFFREY OSBORNE／I Really Don＇t．．．（AGM） |
| 21 | 2 | GAP BAND／Early In The Morning（Total Experience／PGM） |
| 1084 | 3 | RICK JAMES／Dance Wit＇Me（Gordy／Motown） |
| 21159 | 4 | STEVIE WONDER／Do I Do（Tamla／Motown） |
| 1197 | 5 | ONE WAY／Cutie Pie（MCA） |
| 125 | 6 | TEMPTATIONS／R．JAMES／Standing On．．．（Gordy／Motown） |
| 643 | 7 | ASHFORD \＆SIMPSON／Street Corner（Capitol） |
| $\begin{array}{lll}3 & 6 & 6\end{array}$ | 8 | DAZZ BAND／Let It Whip（Motown） |
| 171110 | 9 | JUNIOR／Too Late（Mercury／PolyGram） |
| 161613 | （1） | CHIC／Soup For One（Mirage／Atlantic） |
| $7 \quad 711$ | 11 | BLOODSTONE／We Go A Long Way Back（T－Neck／CBS） |
| 262119 | （12） | ＂D＂TRAIN／Keep On（Prelude） |
| 28 | （13） | DREAMGIRLS／And I Am Telling You I＇m Not Going（Geffen） |
| 231714 | （1） | LARRY GRAHAM／Don＇t Stop When You＇re Hot（WB） |
| 121212 | 15 | P．McCARTNEY／S．WONDER／Ebony And Ivory（Columbia） |
| $5 \begin{array}{lll}5 & 3\end{array}$ | 16 | CHANGE／The Very Best In You（RFC／Atlantic） |
| 201917 | 17 | WHISPERS／Emergency（Solar／Elektra） |
| － | （1） | SOUL SONIC FORCE／Planet Rock（Tommy Boy） |
| 2925 | 19 | WAR／Outlaw（RCA） |
| 242420 | （20） | LAKESIDE／Something About That Woman（Solar／Elektra） |
| $25 \quad 23$ | （2） | REDDINGS／（Sittin＇On）The Dock．．．（Believe In A Dream／CBS） |
| $-\longrightarrow$ | （23） | CAMEO／Flirt（Chocolate City／PolyGram） |
| 181818 | 23 | NARADA MICHAEL WALDEN／You＇re \＃1（Atlantic） |
| 2624 | 24） | RITCHIE FAMILY／I＇ll Do My Best（For You Baby）（RCA） |
| 2726 | （23） | HIGH FASHION／Feelin＇Lucky Lately（Capitol） |
| $-\longrightarrow$ | 26 | RAY PARKER JR．／Let Me Go（Arista）New |
| $-\longrightarrow$ | （2） | ATLANTIC STARR／Love Me Down（A\＆M）Entry |
| $-\longrightarrow$ | 28 | ISLEY BROTHERS／The Real Deal（T－Neck／CBS） |
| － 29 | 29 | CARRIE LUCAS／Show Me Where You＇re．．．（Solar／Elektra） |
|  | 30 | CHERYL LYNN／Instant Love（Columbia） |

MOST ADDED．
ISLEY BROTHERS（28） DAYTON（18）
DREAMGIRLS（12）
FATBACK BAND（11）SKYY（11）

## HOTTEST

GAP BAND（32）
OAZZ BAND（27）
JEFFREY OSBORNE（25）

IMAGINATION＂Just An Illusion＂（MCA）21／3
Rotations：Heavy $6 / 0$, Medium 4／O．Light $8 / 0$ ，Extre Adds 3，Total Adds 3 ，
WBMX，WJLB，WWRL，WLTH．Medium：WNHC，KNOW，KELP，WOWi．
RONNIE DYSON＂Heart To Heart＂（Cotillion／Atco）21／2
Rotations：Heav， 010 ，Medium 100 ，Light 90 ，Extre Adds 2，Total Adds 2，WJMO，WTLC．Medium：WILO，WDIA
 Rotations：He日V，3／，Medium 10／0，Light 8／1，Extre Adds O，Total Adds 1，WOL．Hee
Medium：WXYV，KDAY，XHRM，WSS，WJAX，WOWI，WLTH，KAEZ，WWWS，KACE．
HEATWAVE＂Lettin＇It Loose＂（Epic）20／2 HEATWAVE＂Lettin＇It Loose＂（Epic）20／2
Rotations：Heavy 20, Medium $12 / 0$ ，Light 4／0，Extra Adds 2 ，Toral Adds Total Adds 2 ，WDAS，WBMX．Heavy：WAOK，
WJMI．Medium：WWIN．WHRK，WGCI，WCIN，XHRM KOKY WOWI
Z．Z．HILL＂Cheating In The Next Room＂（Malaco）20／2
2．2．HILL＂Cheating In The Next Room＂（Malaco）20／2
Rotations：Hean4 41，Medium 9／，Light 7／1，Extre Add o，Totel Ads 2，WANT，wDAO．Heavy：WJLB，WTMP，
KAEE．Medium：KRLY，WDIA，WNHC，KOKY，WOL，WOWI，WKWM，WWWS，WOI． KACE．Medium：KRLY，WDIA，WNHC，KOKY，WVOL，WOWI，WKWM，WWWS，WOI．
SINNAMON＂Thanks To You＂（Becket）20／1 SINNAMON＂Thanks To You＂（Becket）20／1
Rotations：Heavy $4 / 0$ ．Medium 7／0，Light 9／1，Extre Adds 0，Total Adds 1，WOWI．Heavy：WwIN，WDAS，WBMX，
KACE．Medium：WXN．WAOK．WHRK，WJLB，WWRL，WLTH，WWS．
R．J．＇S LATEST ARRIVAL＂（Aerobic Dancin）Keep Dancin＂（Zoo York）19／1 Rotations：Heav6 6／0，Medium 9／O，Light 4／，Extre Adds O，Total Adds 1．WJPC．Heenk：WEDR，WJMO，WENN
WGIV WTLC．WWWS M Mium WIN，WDAS WDIA WC． FREDI GRACE \＆RHINSTONE＂Help（．．．Save This Frantic Heart Of Mine）＂（RCA）18／1 Rotations：Heank 3 ，Medium $8 / 0$ ，Light $7 / 1$ ，Extra Adds 0 ，Total Adds 1，KDIA．Heaw：WOOK，WEDR，WENN． KLIQUE＂Dance Like Crazy＂（MCA）18／0
KLIQUE＂Dance Like Crazy＂（MCA）18／0
Rotations：Heaw $2 / 0$, Modium 1010，Light 610, Extre Adds O，Total
WAOK，WJPC，WGIV，WLOU，WOWI，WTOY，KAEZ，KACE，KUKO
Rotations：Heavy 20， $17 / 6$ WWWS．Heaw：WNHC，KELP．Medium：WEDR，WJPC，WCIN，WJMO，WVOL MIKE \＆BRENDA SUTTON＂Don＇t Hold Back＂（Sam） $17 / 4$
Rotations：Heavy O／O，Medium 8／O，Light 5io，Extre Adds 4，Total Adds 4 ，WAOK，WYLD－FM，WSSJ，WATV．Medium：
WWIN，WDAS，WHRK，WEDR，WGCl，WJMO，WJLB，WTOY
EDWIN BIRDSONG＂She＇s Wrapped Too Tight．．．＂（Salsoul／RCA）17／3 Rotations：Heavy 1／0，Medium 7／0，Light 7／1，Extra Adds 2，Total Adds 3，W×Y，WENN，KACE．Heaw：KDKO．
Medlum：WWIN，WAOK，WDIA，WOMT，WJMO，WGIV，WLOU． RICH LITTLE＂President＇s Rap＂（Boardwalk）17／2


#### Abstract

Rotations：Heavy $3 / 0$, Medium $7 / 0$ ，Light $5 \% 0$ ，Extra Adds 2，Total Adds 2


LESLIE SMITH L－FM，WOMRY WKI，KTFM，WIM，WNW．
Rotations：Heavy $1 /$ \＆MERRY CLAYTON＂Before The Night Is Over＂（Elektra）16／2
SHARON BROWN＂I Specialize In Love＂（Profile）15／2
Rotations：Heavy $4 / 0$ ，Medium 80 ，Light 1／0，Extre Adds 2 ，Total Adds 2，WAIL－FM，KDAY．HeaVy：WXY，WILD，
BILLY OCEAN＂Calypso Funkin＇＂（Epic）15／2
Rotations：Heav， $1 / 0$ ，Medium 510 ，Light 710 ，Extra Adds 2，Total Adds 2，WJMO，KDAY．Heavy：WJMI．Medium：
WHRK，WGCI，XHRM，WDAO，KACE． XAVIER＂Do It To The Max＂（Liberty）15／1
Rotations：Heavy 20，Medium 60，Light Eib Extion
Rotations：Heavy 2\％，Medium 80，Light \＆io，Extra Adds 1，Total Adds 1，WENN．Heavy：WBMX，KUKQ Medium
$\checkmark$ SKYY＂When You Touch Me＂（Salsoul／RCA）14／11
Rorations：Heary $1 / 0$, Medium 110, Light $5 / 4$, Extre Adds 7 ，Total Addr 11 ，WHUR，WCIN，WJMO，KOKO，WGIV DUNN \＆BRUCE STREET＂Shout For Joy＂（Devaki／Mirus）14／10
WKXI，WTOY，WANM，WDAO，WTLC，KACE．
PLUSH＂Burnin＇LOVe＂（RCA）14／8
PLUSH＂Burnin＇Love＂（RCA）14／8
Rotetions：Heavy $0 / 0$ ，Medium 40，Light $5 / 3$ ，Extre Adds 5 ，Total Adds 8 ，WXIV，WAMO，WVEE，WAIL－FM，WYLD
FM，XHRM WTOY WVOU Medium WHUR WHRK，
$\checkmark$ FATBACK BAND＂On The Floor＂＇（Spring／PolyGram）13／11
FATBACK BAND＂On The Floor＂（Spring／PolyGram）13／11
Rotations Heavy $1 / 1 /$ Medium 2／0，Light 4／4，Extra Adds 6．Total Adds 11 ，WWIN．WDAS，WAOK，WEDR，WGCI， SADANE＂One Minute From WM．Medium：WHRK，WANM．
SADANE＂One Minute From Love＂（WB） $13 / 4$
HOWARD JOHNSON＂So Fine＂（AGM）13／4
Rotations：Heary $1 / 0$ ，Medium $5 / 1$ ，Light 40
Madium：WHRK，KELP，WKWM，WVOI．
FELIX \＆JARVIS＂Flamethrower Rep＂（RFC／WB）13／2
Rotations：Heavy 3／O，Medium 6／O，Light 2／0，Extra Adds 2，Total Adds 2 ，WAIL－FM，KPOP－FM．Heav：WATV，KELP，

## Black Radio Regionalized Adds \& Hots




\section*{MIDWEST <br> | whmuchicape Lee Mocheelo | wcuvcinctinnes Everoll Cont |
| :---: | :---: |
| ray parker jr. | jean carn |
| Perch bors | isley bros |
| $\bigcirc \bigcirc{ }^{\circ} \mathrm{BRYAN}$ | ray parker jr |
| richard d. pields | RIChard D. fizlds |
| heatwave | SOUL SONIC PORCE |
| atlantic starr | stouence |
| Hotert | Boots collins |
| Jeffrey oshorne | MICHAEL WYCOPF |
| Junior | sky |
| sinhmmon | Hottest |
| ST. Tropez | temptations/james |
| Stevie wonder | JEFFREY OSBORNE |
| wnpcicineapo | ONE WAY |
| Jerry Boukding | BLOODSTOI |
| RJ's Latest arriv | wourticieme |
| SUPERIOR MOVEMENT | maglolemee |
| ISLEY BROS | huey lewis a news |
| ray parker jr. | CHIC |
| Hottest: |  |
| dazz Band | richard d. pields |
| Roberta flack |  |
| GAP BAND | JUNIOR |
| deniece willimm | jeprrey osmorne |
| patrice rushen | sout sonic porce |
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| GINO SOCCIO | RONTIE DYSON |
| DAYTON | drenmgirls |
| SALSOUL ORCHESTPA | billy ocen |
| SOUL SOWIC PORCE | bill sumars |
| Hottest, | JUMP A PLask |
| GAP BAND | vidreo |
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Hottate
DAZZ BAND
GAP BAND
GAP
GACARTNEY/WONDER
MCCARTMEY/WOWDER



## BLOODSNONE JFFRET THANGE CSB

## JAZZ

NATIONAEARPLAY/30.

## $=\quad$ June 18, 1982

1 1 PAT METHENY GROUP/Offramp (ECM/WB)
MAYNARD FERGUSON/Hollywood (Columbia)
JEFF LORBER/It's A Fact (Arista)
DAN SIEGEL/Dan Siegel (Elektra)
LEE RITENOUR/Rio (Musician/Elektra)
BEN SIDRAN/OId Songs... (Antilles/sland)
PATRICE RUSHEN/Straight From The Heart (Elektra)
PHIL UPCHURCH/Free \& Easy (JAM) FATHERS \& SONS/Fathers \& Sons (Columbia) MILES DAVIS/We Want Miles (Columbia) FREDDIE HUBBARD/Ride Like The Wind (Musician/Elektra) WEATHER REPORT/Weather Report (ARC/Columbia) herbie hancock/Lite Me Up (Columbia) RAMSEY LEWIS/Live At The Savoy (Columbia) HERB ALPERT/Fandango (AEM)
SONNY ROLLINS/No Problem (Milestone/Fantasy) JEAN-LUC PONTY/Mystical Adventure (Atlantic)
SARAH VAUGHAN/Gershwin Livel (CBS) FUSE ONE/Silk (CTI)
GROVER WASHINGTON JR./Come Morning (Elektra) MICHAEL FRANKS/Objects Of Desire (WB)
DEXTER GORDON/American Classic (Musician/Elektra) MOSE ALLISON/Middle Class White Boy (Musician/Elektra) NIGHTWIND/A Casual Romance (Pausa) BOBBY MCFERRIN/Bobby McFerrin (Musician/Elektra)
TANIA MARIA/Taurus (Concord) HEATH BROTHERS/Brotherly Love (Antilles//siand)
2529 JUDY ROBERTS/Nights In Brazil (inner City)
$\rightarrow 30$ CRUSADERS with B.B. KING.../Royal Jam (MCA)
Page

## CHR PAPAIIEL ONE PLAYISIS


Page 56
Pran



## Parallel I: Selected stations in major mar and/or exert a significant national influence one status. 

Parallel II: Selected stations in secondary markets that are format dominant andor exent a significant local or regional influence. This parallel

Parallel lli: Selected stations in smaller markets that are format dominant* and/or exert a significant local influence. This parallel may contain Note: (") Format dominance is based on the Monday-Sunday, 6AM
12Midnight, total persons 12 plus shares as published by Arbitron. All pre sent and possible future reporting stations are evaluated and updated twice

EXAMPLE



| ALABAN Take Me LP: Mount | MA o Down (RCA) tain Music 141/8 67\% |  |
| :---: | :---: | :---: |
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| Hix | $\\| \text { (8) }$ |  |  |  |  |  |
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## CHR mas THISIDE BICK PISE

LARRY ELGART \& HIS ORCHESTRA "Hooked On Swing" (RCA) 33/6
Rotations: Heavy 2/0, Medium 21/2, Light 10/4, Extra Adds 0, Total Adds 6, WIP, WAFB, KMGC, WQUE, WHBC WMHE. Heav: KFMK, WSBA. Medium: KVIL, KHOW, KJR, KPLZ, WSGN, KBOI, KUGN, WWNR, WNAB, WKZE FM, KRBC, WSKY, WDEF, O96, WORG, KCRG, WJON, KFQD, KBOZ.
MICHAEL MURPHEY "What's Forever For' (Liberty) 31/8
Ratations: Heev, 110, Medium 18/2, Light 13/5, Extra Adds 1, Total Adds 8, KMGC, WFMK, KBOI, WORG, WJON WBOW, KBOZ, KRNO. He日V: WLVA. Medium: WLTA, WSB, WCZY WCCO, KEX, KEY103, WHBY, WHBC
HUEY LEWIS \& THE NEWS "Hope You Love Me Like You..." (Chrysalis) 31/2 Rotations: Heevy $8 / 0$, Medium $13 / 0$, Light $12 / 2$, Extra Adds O, Total Adds 2, WFYR, WARM98. Hegvy: WSRZ FM, Q96, WORG, WROV, KBAI, KRKK.
BARBARA MANDRELL " Til You're Gone" (MCA) 31/1
Rotrtions: Heavy $6 / 0$, Medium 18/0, Light 9/1, Extra Adds 0 , Total Adds 1, WRVR. Hesw: WSB, WCCO, WRVA KMBZ, KSL, WLVA. Medium: WCZY, KEX, WICC, WSBA, KEY103, WVLK, WHBC, KRNT, WFDF, KLTE, KBO
WDEF, WWSA, WDAY, KFOD, KSRO.

## SCNIFICANT ACTION

B.J. THOMAS "But Love Me" (MCA) 28/3

Rotations: HeBY 3/O, Medium $14 / 2$, Light $11 / 1$, Extra Adds 0 , Total Adds 3, WSLI, WPTF, KRBC. HeBvY: WLTA
WDEF, WLVA. Medium: WSB, WCCO, KEX, WRVA WHBY, WHBC, KRNT KSL, KSEL, KCRG, WDAY, KBOZ. EARL KLUGH "I'm Ready For Your Love" (Liberty) 28/2 Rotations: HE. WFD, Medium 13/0, Light 15.2, Extra Adds 0, Total Adds 2 KIXI

POINTER SISTERS "American Music" (Planet/RCA) 27/19
Rotations: Heevy $0 / 0$, Medium $7 / 1$, Light 18114 , Extra Adds 4, Total Adds 19, WLTA, WCZY, WCCO, WSFM
WHO WSLI, WHBY, WHIO, KKRD, KIXI, WKZE-FM, WEIM,
Medium: KEX, WHBC, WSKY, WLVA, WDAY, KBOZ
RICK SPRINGFIELD "What Kind Of Fool Am I" (RCA) $27 / 4$
Rotations: Heavy 4/0, Medium 13/2, Light 10/2, Extre Adds 0, Total Adds 4, WRVR, KMJJ, WKZE-FM, KISN
Heaw: WHEN, WHHY, WSRZ, WFMK. Medium: WLTT, WAFB, KSLO, WMHE; KWAV, WWNR, WSKY, WORG, Heavy: WHEN, WHHY
WBOW, KBAI, WEIM.
JON \& VANGELIS "I'll Find My Way Home" (Polydor/PolyGram) $27 / 2$
Rotations: Heavy $3 / 0$, Medium 14/2, Light 10/O, Extra Adds 0, Total Adds 2 , WFDF, KRNO. Heavy: K
KWAV. Medium: WSB, WCLR, KEY103, WSRZ, KRNT, KBOI, WNAB, WSKY, KFOR, KFQD, KRKK.
JOURNEY "Still They Ride" (Columbia) 26/4
Rotations: Heavy 1/0, Medium 13/2, Light 12/2, Extre Adds 0, Total Adds 4, WKAZ, WSLI, KWAV, WLVA. Heav WSRZ. Medium: WHHY, KKUA, WWNR, WKZE-FM, WEMM, KRBC, O96, KSEL, WORG, WROV, KRKK OAK RIDGE BOYS "So Fine" (MCA) 24/4
Rotations: Heavy 1/0, Medium 13/2, Light 10/2. Extre Adds 0 . Total Adds 4, WHIO, KSL, WEIM, wROV Heam COT "OF WRVA WHBC, KRNT, KMBZ, WVNR, KSEL. MOTELS "Only The Lonely" (Capitol) 21/4
Rotations: Heavy 7/0, Medium 10/1, Light 4/3, Extra Adds 0, Total Adds 4, WFMK, WWNR, WCHV, WBOW
Heevy: WHHY, SM95, Y106, WSRZ, KWAV, WEIM, a96. Medium: KHOW, KEY103, WSGN, KSLO WM HeevY: WHHY, SM95, Y106,
WKZE-FM, WSKY, KSEL, WDAY
RAY PARKER JR. "The Other Woman" (Arista) 21/1
Rotations: Heavy 7/0, Medium 9/0, Light 5/1, Extra Adds O, Total Adds 1 , KSEL. Heavy: WROR, WFYR, WZZF Y106, WOWO, WEIM, WSKY. Medium: WASH, WGAR, KHOW, WHEN, KEY103, 610 TVN, WCHV, व96, KBAI OLIVIA NEWTON-JOHN "Landslide" (MCA) 19/5
Rotations: Heavy O/O, Medium 11/2, Light 7/2, Extrg Adds 1, Totel Adds 5, Y 106, KBOI, WKZE-FM, WKBR, WCHV
BLONDIE "Island Of Lost Souls" (Chrysalis) $17 / 3$
Rotations: Heavy O/O, Medium 9/1, Light 8/2, Extra Adds 0, Total Adde 3, WFMK, WSKY, KBOZ. Medium WYNY
DARYL HALL \& JOHN OATES "Your Imagination" (RCA) 13/5
DARYL HALL \& JOHN OATES "Your Imagination" (RCA) 13/5
Rotations: Heavy $0 / 0$, Medium 5/2, Light 8/3, Extra Adds 0, Total Adds 5, KJR, WSRZ, KWAV, a96, wORG
HUMAN LEAGUE "Don't You Want Me" (Virgin/A\&M) 13/2
Rotations: Heevy 6/1, Medium 3/0, Light 4/1, Extre Adds 0 , Totel Adds 2, WTAE, WRIE. Heevy: WHHY, wowo WFMK, KSLQ Q96. Medium: WGAR, KYUU, WKZE-FM
GREG GUIDRY "Into My Love"' (Badland/Columbia) 12/7
Rotations: Heevy 0/0, Medium 211, Light 10/6, Exe Ad 0
PATRICE RUSHEN "Forget Me Nots" (Elektra) $12 / 2$
Rotations: Heavy 20, Medium 5/0, Light 5/2, Extra Adds 0, Total Adds 2, WFYR, KHOW. Heavy: WLVA, KBA Rotations: HeaY, 20, Medium
Medium: WCLR, WFMK, WMHE, WWNR, WSKY.
PETER McCANN "Dream Lover" (Columbia) $11 / 4$
Rotations: HeevY $0 / 0$, Medium $5 / 1$, Light $6 / 3$, Extra Adds 0 , Total Adds 4 , WSLI, WHBC, KRBC, WLVA. Medium
WLTA WSB, WCIY FLORENCE WARNER "Only Love" (Mercury/PolyGram) 11/3
ium 4/0, Ligt $7 / 3$, Extre Adds 0 , Total Adds 3, WHBY KRBC WSGW Medium: WLTA MAXUS "Keep A Light On" (WB) $11 / 0$
dds 0 , Totel Adds 0 . Medium: WCCO, SM95, KRBC, WJON EYE TO EYE "Nice Girls" (WB) 10/2
Rotetions: Heav $4 / 0$, Medium 4/0, Light 222, Extra Adds 0, Total Adds 2, WKZE-FM, WORG. Heavy: WHHY QUARTERFLASH "Right Kind Of Love" (Geffen) 10/1
Rotations: Heevy $1 / 0$, Medium 4/0, Light $5 / 1$, Extra Adds 0 , Total Adds 1, WWNR. Heavy: KGW. Medium: KEX WRIE, WSKY, KRKK
HAIRCUT 100 "Love Plus One" (Arista) 8/7
Rotations: Heevy $0 / 0$, Medium 0/O, Light 87 , Extra Adds 0 Total Adds 7 Y Y 106 , WHBC, MWNR, WSKY a96,
PLATTERS "Platterama Medley" (Mercury/PolyGram) 8/3
Rotations: Heew 1/0, Medium 1/0, Light 5/2, Extre Adds 1, Toly
ROSANNE CASH "Ain't No Money" (Columbia) 8/1
Rotations: Heavy $0 / 0$, Medium 5/0, Light 3/1, Extre Adds 0, Total Adds 1, WHBC. Medium WCCO, KMBZ, WKZEGARY U.S. BONDS "Out Of Work" (EMI America) 7/4
Rotations: Heavy 0/0, Medium 21, Light 5/3, Extre Adds 0, Totel Adds 4, KPLZ, WHHY, KYUU, Q96. Medium:
STEVE MILLER BAND "Abracadabra" (Capitol) $7 / 2$
WCHV.
SOFT CELL "Tainted Love" (Sire/WB) $7 / 1$
Rotations: Heavy O/, Medium 51, Light 20, Extre Adds 0, Total Adds 1, KWAV. Medium: WHHY, WKZE-FM
J. GEILS BAND "Angel In Blue" (EMI America) $7 / 0$

REO SPEEDWAGON "Keep The Fire Burnin" " (Epic) 6/2
O. Tota Adds 2 WFMK, Medium WSRZ, WCHV

CHARLIE ROSS "The High Cost Of Loving" (Townhouse) 6/1
Adas 1, KISN. Medium: KRBC
GORDON LIGHTFOOT "Blackberry Wine" (WB) 5/5
hotations. Heavy 0, MR
ALAN PARSONS PROJECT "Eye in The Sky" (Arista) 5/5
Rotations: Heavy 0/0, Medium 2/2, Light 3/3, Extra Adds 0, Total Ads 5, $5 / 1$
Rotations: Heavy 1/0, Medium 211, Light 2/0, Extra Adds 0, Total Adds 1, WHEN Few. WHHY Medium: KYUU 38 SPECIAL "Caught Up In You" (A\&M) 5/1

## DOUBLEN EREAKESS

CHICAGO (Full Moon/WB)
Hard To Say I'm Sorry (Full Moont 43 , Debuts CFs. WLOL 26, Hard $\%$ of our reporters on it. MOVes. UP WCAU, WPGC, CFTR, WACZ, $67 \%$ of our reports 43 including WFMF, KEYN-FM, NN week on the Down OGCL, KRLA, WPST, See Parallels KILE, WRKR CHR chart.

|  | Two len |  |
| :---: | :---: | :---: |
| 2 | 21 | (1) TOTO/Rosanna (Columbia) |
| 1 | 12 | 2 P. McCARTNEY/S. WONDER/Ebony And Ivory (Columbia) |
| 8 | 65 | (3) JUICE NEWTON/Love's Been A Little Bit Hard On Me (Capitol) |
| 5 | 44 | 4 ASIA/Heat Of The Moment (Geffen) |
| 3 | 33 | 5 HUMAN LEAGUE/Don't You Want Me (Virgin/AGM) |
| 13 | 96 | 6 JOHN COUGAR/Hurts So Good (Riva/PolyGram) |
| 16 | 1311 | 738 SPECIAL/Caught Up In You (AGM) |
| 12 | 119 | 8 WILLIE NELSON/Always On My Mind (Columbia) |
| 29 | 1913 | 9 SOFT CELLTainted Love (Sire/WB) |
| 25 | 2117 | 10 MOTELS/Only The Lonely (Capitol) |
| 23 | 1816 | (11) KANSAS/Play The Game Tonight (Kirshner/CBS) |
| 24 | 1614 | 12 RONNIE MILSAP/Any Day Now (RCA) |
| 45 | 57 | 13 RAY PARKER JR./The Other Woman (Arista) |
| 2 | 2721 | (14) KARLA BONOFF/Personally (Columbia) |
| 26 | 2218 | 15 HUEY LEWIS \& NEWS/Hope You Love Me Like You... (Chrysalis) |
| 98 | 88 | 16 JOAN JETT \& BLACKHEARTS/Crimson And Clover (Boardwalk) |
| 18 | 1412 | 17 LOVERBOY/When It's Over (Columbia) |
| 2 | 2822 | 18 ALABAMA/Take Me Down (RCA) |
| 2 | 2926 | (19) RICK SPRINGFIELD/What Kind Of Fool Am I (RCA) |
|  | 3028 | 20 STEVE MILLER BAND/Abracadabra (Capitol) |
| 28 | 2523 | (2) HEART/This Man Is Mine (Epic) |
| - - | 27 | (22)JOURNEY/Still They Ride (Columbia) |
| 30 | 2624 | 23 STEVIE NICKS/After The Glitter Fades (Modern/Atco) |
| 77 | 710 | 24 LITTLE RIVER BAND/Man On Your Mind (Capitol) |
| - | - | 23 AlR SUPPLY/Even The Nights Are Better (Arista) |
|  | 30 | 26 FLEETWOOD MAC/Hold Me (WB) |
|  | 29 | 27 REO SPEEDWAGON/Keep The Fire Burnin' (Epic) |
| 171 | 1515 | 28 QUEEN/Body Language (Elektra) |
| - |  | 29) GLENN FREY/I Found Somebody (Asylum) |
|  |  | 30 J. GEILS BAND/Angel in Blue (EMI America) |




## CHICAGO

## Hard To Say I'm Sorry (Full Moon/WB)

$67 \%$ of our reporters on it. Moves: Up 43, Debuts 28, Same 26, Down 0, Adds 43 including WCAU-FM, WPGC, CFTR, WLOLFM, WGCL, KRLA, WPST, WFMF, KEYN-FM, KNBQ, WACZ, KILE, WRKR, KDZA. See Parallels, will debut next week on the CHR chart.

## SURVIVOR

## Eye Of The Tiger (Scotti Bros./CBS)

67\% of our reporters on it. Moves: UP 51, Debuts 28, Same 21, Down 0, Adds 40 including WCAU-FM, 96KX, Q107, 195, WKTI, KRLA, KUBE, KOPA, 92FLY, WHHY-FM, KOFM, KSPZ, Q104, KPUR. See Parallels, will debut next week on the CHR chart.

## GARY U.S. BONDS

## Out Of Work (EMI America)

$63 \%$ of our reporters on it. Moves: Up 15, Debuts 22, Same 67, Down 0, Adds 29 including CFTR, KEGL, KEZR, Q103, KZZP, WDRC-FM, KITY, WZYP, WNOK-FM, KQKQ, KJRB, WJBQ, WXLK, 99KG, KOZE. See Parallels, will debut next week on the CHR chart.

## VAN HALEN

## Dancing In The Street (WB)

$57 \%$ of our reporters on it. Moves: Up 57, Debuts 7, Same 37, Down 1, Adds 17 including 96KX, KIQQ, KEZR, KYYX, KUBE, Q103, KROD, KROK, Y103, WDOQ, WQUT, WAYS, WZZR, KYNO-FM, 95XIL. See Parallels, will debut next week on the CHR chart.

## (12.39 NEW \& ACTIVE

## ROLLING STONES "Going To A Go-Go" (Rolling Stones/Atco) 113/14

Moves: UP 22, Deburs 23, Seme 54 , Down 0, Adds 14 , WCAU-FM, CFTR, CKLW, WHFM, KSET-FM, KINT,
KBFM, KIIK, KMGKK, FM103, WFLB, WXLK, O101, $99 K G$, B100 $22-16$. KBFM, KIIK, KMGK, FM103, WFLE, WXLK, O101, 99KG, B100 22-16.
EYE TO EYE "Nice Girls" (WB) $111 / 12$
Moves: Up 52, Deburs 13, Seme 33, Down 1, Adds 12, WXKSFM, 92FLY, 3WT, WLAN-FM, WTIX, WSEZ, WNAM, WOW, WIGY, WTSN, KKOV, KYYA, Z93 17-10, 940 43, KEZR 9
BLONDIE "Island Of Last Souls" (Chrysalis) $110 / 7$
BLONDIE "Island Of Lost Souls" (Chrysalis) $110 / 7$
Moves: Up 53, Debuts 12, Same 37, Down 1, Adds 7, WCAUFM, Y100, 92FLY, KROD, KIOA, WIGY, 99KG, PATRICE RUSHEN "Forget Me Nots" (Elektra) 108/19
PATRICE RUSHEN "Forget Me Nots" (Elektra) 108/19
Moves: Up 50, Debuts 7, Seme 27, Down 5, Adds 19 including B94, B104, PRO-FM, J8105, KYYX, B97, WHHYMoves: Up 50, Debuts 7 , Seme 27, Down 5, Adds 19 including
FM, WROK, WVIC, WNAM, WKDO, KRO, O104, 99 KG , KKLV.

DARYL HALL \& JOHN OATES "Your Imagination" (RCA) 105/42
Moves: Up 2, Deburs 21, Same 40, Downo, Adds 42 including WIFI, WXKS-FM, JB105, Q107, CFTR, KEGL,
Up 2, Debuts 21, Same 40, Down 0, Adds 42 including WIFI, WXKS
940. WLOL-FM, KEEO, WGCL, KRLA, KFI, KYYX, KIMN, WOUT.
CROSBY, STILLS \& NASH "Wested Ort The Way" (Atlantic) 89/89 CROSBY, STILLS \& NASH "Wasted Orf The WaY" (Atlantic) 89/89
Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 89 including WNBC, WIFI, $96 K \times$, B94, WPGC.
insiof
aACK
SAGE Moves: Up 0, Debuts 0, Sarne O, Down O, Adds 89 including
GL, Z93, O105, WLOL-FM, KEZR, B100, KIMN, Q103, KZZP.

## CROSBY, STILLS \& NASH

## Wasted On The Way (Atlantic)

$61 \%$ of our reporters on it. 84 adds set new record for most adds in one week. Rotations: Heavy 1/1, Medium 38/38, Light 38/38, Extra Adds 7, Total Adds 84 including WCBM, GR55, WYNY, 3WS, WLTT, WLTA, WSB, WCLR, WCZY, WCCO, KEX KEZL, KFMB, KPLZ, WRVR, and 69 more. Debuts at number 24 on the A/C chart.

## HERB ALPERT

## Route 101 (A\&M)

$55 \%$ of our reporters on it. Rotations: Heavy 5/0, Medium 27/12, Light 43/27, Extra Adds 0, Total Adds 39 including WBEN, WLTT, WISN, KOY, KEZL, KJR, WHAM, WSGN, KMGC, Y106, WPTF, WARM98, WFDF, KMBZ, KSL, and 24 more. Debuts at number 27 on the A/C chart

## FLEETWOOD MAC <br> Hold Me (WB)

$50 \%$ of our reporters on it. Rotations: Heavy 5/0, Medium 37/13, Light 24/13, Extra Adds 2, Total Adds 28 including WCBM, WTAE, WLTT, WSB, WFYR, WISN, KS94, KHOW, KPPL, KOY, WGY, WAAY, WRVR, WOMC, KYUU, and 13 more. Debuts at number 26 on the $A / C$ chart.

## NEW \& ACTIVE

(25-49)
JOHN SCHNEIDER "Dreamin' " (Scotti Bros./CBS) 55/3
Rotations: Heav, 13/0, Medium 2811, Light 142, Extre Adds 0, Totel Adds 3, WTAR, WORG, KBAI. Heevy: WLTA WSB, WCCO, WRVA, WHBY, WHIO, WFDF, WFMKK, KSL, WWNR, WDEF, WLVA, W
WICC, WGY, KEY103, WSLI, WVLK, WPTF, WHBC, KMBZ, KOB, KBOI, KIXI, KCEE.

DR. HOOK "Loveline" (Casablanca/PolyGram) 52/11
Rotations: Heav, $3 / 0$, Madium 21/3, Light 28/8, Exrra Adds 0 . Total Adds 11 , KEX, KPLZ, WKAZ, WVLK WSRZ, WHIO, KOB, KSL, WEIM, WJBC, KRNO. Heevy: WLTA. WLVA, WWSA Medeium: WSE, WCZY, WHB KEY103, WHBY, KBOI, KUGN, WWNR, KRBC, WDEF, WORG, WDAY, WJON, KBOZ, KRKK, WRVA.
STEVIE WONDER "Do I Do" (Temia/Motown) 50/8
Rotations: Heew 8/0, Medium 28/4, Light 18/4, Extre Adds 0, Total Adds 8, KFMKK, WKAZ, WSGN, WRVR, KRNT WENS, KYUU, WLVA. Hervy, WBEN, KVIL WAFB, Y106, WSRZ, KKRD, KWAV, WCHV. Mediunn: WCBM, $97 A I A$,
WFYR, WCCO, KEX, KPZ, WICC, WRIE, WBT, KMGC, WSLI, WHHY, WQUE, WQUA, KKUA, WWNR WSKY, KSEL, WORG, KADE, KBOZ, KSRO.
$\checkmark$ GLENN FREY "I Found Somebody" (Asylum) 49/10
Rotations: Heow 5/0, Medium 21/0, Light 21/8, Extra Adds 2, Totel Adds 10, KPPL, WICC, WAIV, WOUE. KOB, WJBC, WJON, KTWO, KRNO, KRKK. HEAW: WCZY, WSFM, WFMK, KWAV, WLVA, Mədiumr KPLZ, WRIE, STEVIE NICKS "After The Glitter Fades" (Modern/Atco) 49/6 Rotations: Heow, B/O, Mediurn 27/3, Light 14/3, Extra Adds 0, Totel Adds 6, WCBM, WKZE-FM, WCTC, WCHV
WJBC, KBAI. Heavy: WRIE, WSGN, WHHY, SM95, WWNR, WLVA, WORG, KFOR. Medium: WSB WCZY WZUU, KNBR, WICC, KEY1O3, WAFB, WSRZ, WHBY, WQUA, WMHE, KBOI, KWAV, KSEL, KCRG, KISN. HEART "This Man Is Mine" (Epic) 43/2
Rotations: Heav 660, Medium 21/1, Light 181/, Extra Adds 0, Total Adds 2, WRIE, WHBC. Heew: KPLZ, WGY
WSRZ, KKUA KWAV, WORG. Medium: 97AIA KJR, WICC, WHHY WOUE, Y106, WARM98, KRNT, KIXI WSRZ, KKUA, KWAV, WORG. Mediurn: 97AIA, KJR, WICC, WHHY, WQUE, Y106, WARM98, KRNT, KIXI. WWNR, WNAB. WIZE-FM, WEIM, KRBC, WSKY, WCH
BILL CHAMPLIN "Sara" (Elektra) 35/7
BILL CHAMPLIN "Sara" (Elektra) 35/7
Rotations: Heevy 0/0. Medium 14/4, Light 20/2, Extra Ad
Rotetions: Heew Oo, Medium 144, LIght


[^0]:    Q: (Regarding R\&R's June 4 A/C Breakers) "How could Toto, with $48 \%$ reporters and 8 adds, debut higher (22) than Air Supply (24) with $54 \%$ reporters and 75 adds?"

    A: Chart positions are determined by four factors:

    1) Total number of stations reporting a song.
    2) The market size of those stations reporting the song. P1's score more than P2's which score more than P3's.
    3) The rotation the song is reported in at each station. Heavy rotation scores more than medium, which is more than lights or adds.
    4) Conversions from light to medium or medium to heavy rotation
    in this case, Air Supply had a higher total number of reporting stations, but Toto claimed more major market stations, led in stations reporting in heavy rotation, and also in conversions. Combined, Toto outscored Air Supply and therefore debuted higher.

    Q: How can stations that continually play Ray Parker, Asia, Kansas, Joan Jett, and Soft Cell be considered A/C? Be on the lookout for A/C imposters. Let's make sure people are making an honest effort at 25-49 adults.

    A: There is more debate about this question than just about any other issue in A/C radio.
    First of all, it's important to remember that what is $A / C$ is not a sound or type of antist. $A / C$ is whatever contemporary programming that wins with 25-49 adults without attracting a heavy teen base.

    The stations that are playing the above artists usually daypart them severly. Others are finding in their research that these records are indeed appealing to 25-34 demos, which certainly qualifies them as $A / C$ product.

    We've pointed out before that two music stations winning 25-49 may sound totally different. There are various lifestyles within the basic $25-49$ cells, and each market carries its own ratio of these lifestyles. One station may win 25-49 with artists such as Anne Murray, Barry Manilow, and Bobby Vinton, while others succeed with Journey, Eye To Eye and the Motels. Noted A/C consultant Bob. Henabery admitted in a recent interview that he couldn't believe a 30 -year-old adult liked REO Speedwagon, but his research proved otherwise. Many programmers at one time or another have doubted the occasional A/C appeal of artists such as those mentioned above, or others like Dire Straits, Styx, Rick Springfield, Forelgner - even the Go-Go's. R\&R is not in a position to judge the records played, only the ratings performance of the stations that program these records.

[^1]:    RICHARD＂DIMPLES＂FIELDS＂Taking Applications＂（Boardwalk）21／5 Rotations：Heav， $1 / 0$, Medium $10 / 0$ ，Light 7／2，Extra Adds 3，Total Adds 5 ，WAMO，WBMX，WCIN，WDM
    Heaw：WAOK．Medium：WWIN，WXM，WDAS，WHUR，WHRK．WEDR，KDAY，WSSJ，WWRL，KUKO．

