S E:

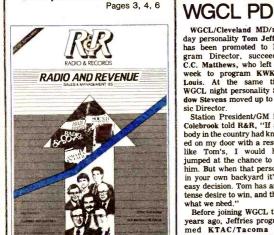
#### **FCC DEREGULATES BUSINESS PRACTICES**

The Commission votes to eliminate seven station business practices, including contest and ratings rules. Three additional policies, one of which covers fraudulent billing, are also earmarked for possible deregulation.

Page 8

#### PEOPLE IN THE **NEWS THIS WEEK**

- Dave Parks VP/Operations, Ron Parker PD at KKBQ-AM & FM
- Jim Richards PD at KYKY
- John Driscoll OM at WLZZ & WZUU
- Tom Gorman National Promotion Director for Capitol
- Rene Evans Station Manager, Robert Glasco PD at KLZI Chris Kampmeler Station Manager at
- **Brad Hunt National AOR Promotion**
- Director at Elektra/Asylum
- Jon Konjoyan Director/Singles at A&M Gary Isaacs GM, J.J. Salvia GSM at
- Michael Ellis National Music Director, Terry Danner Director of Research at Doubleday
- Billy Bass resigns as VP at Chrysalis
- Shella Shipley National Promotion Director at MCA/Nashville
- Ross Elder GSM at WZOU . Jim Moyer GSM at KCNR-AM & FM



In conjunction with this week's RAB Sales Management Conference, R&R takes a look at "Radio and Revenue." Included in this special supplement are industry forecasts from RAB President Bill Stakelin and Chairman Richard Harris, an overview of RAB marketing and sales tools, an examination of the Certified Radio Marketing Consultant program, and a guide to successful planning sessions.

Page 25

Newsstand Price \$3.50



#### **WKKT Selects Travis** As Program Director

Former WGCL/Cleveland PD Bob Travis has been selected as Operations Manager/PD at First Media's newest acquisition WKKT/Boston, which

format in early Fernance CM Mark Schwartz told R&R, "Bob has demonstrated an ability to succeed in a highly competitive major market like Cleveland, and to remain in a situation for a long time. He has an eye toward noor of the hard o Media's policy to advance from within whenever possible. All in



Travis programmed WGCL for six years and WIFI/Philadelphia for three prior to that. "From what I can see," he said, "the market already has enough Hot Hits-type CHRs. I intend to take all of the good tools First Media can provide and deliver a personality-oriented adult CHR, playing all the hits, minus the hard, metaledged records. There is a real need for a full-service, fun-tolisten-to station in Boston, and WKKT will fill the void."

#### **Bieler New Viacom President**

GM Brian Bieler has been named President of parent Viacom Radio. That position had been open since last month, when former President Norm Feuer resigned.

Viacom Broadcasting Presi dent Paul Hughes said. "Brian's a terrific guy who's done an outstanding job for us in Washington. He has a wealth of successful experience in operating stations; we're look-ing forward to his taking that

Jeffries

Named



experience and translating it into our radio operations as head of the group.

Of his appointment, Bieler told R&R, "This is the ultimate challenge. The oppportunity to

work with Viacom's incredible resources, both in people and facilities, culminates 15 years of radio. The group has made great strides in the past year, and I look forward to helping the growth and vitality con-

Prior to joining WMZQ in June 1983, Bieler spent 12 years with Sudbrink Broadcasting. He started there in 1971 as GSM at WLYF/Miami under Feuer, later serving as VP/GM at WLIF/Baltimore, WORJ/Or-lando, and KPOI/Honolulu.

WMZQ is expected to be named

#### **Bolke Returns To KPKE PD Helm**

WGCL/Cleveland MD/midday personality Tom Jeffries has been promoted to Program Director, succeeding C.C. Matthews, who left last week to program KWK/St. Louis. At the same time, WGCL night personality Shadow Stevens moved up to Music Director

Station President/GM Kim Colebrook told R&R, "If anybody in the country had knocked on my door with a resume like Tom's, I would have jumped at the chance to hire him. But when that person is in your own backyard it's an easy decision. Tom has an intense desire to win, and that's what we need."

Before joining WGCL three years ago, Jeffries programmed KTAC/Tacoma and WZZP/Cleveland (now WLTF), and worked on-air at WDRQ/ Detroit and WMET/Chicago. He said, "I've watched and learned from everyone else and now it's time for this station to really do things right. I'm going to predict a turnaround for us in the spring book. Our sights are set only on winning, as we reestablish this station as a pure CHR element for the market. We will have all the tools to work with to win, and with the help of Shadow Stevens as my MD, I can't help but feel positive about our future." Jeffries added that he will retain an air-



VP/GM Eric Stenberg commented, "We're happy that he stuck around after Tim joined us when we made the transition. During that time he's gained the seasoning needed to handle the job on his own."

A station staffer since 1982, Bolke previously worked as Research Director at co-owned KDWB-FM/Minneapolis. "I've inherited a winning situation with a great staff and the sup-



port of Doubleday," he told R&R. "With four of us in the CHR race, we're in a very competitive market, but KPKE will continue to grow. The staff is already in place, and with our dominant position, a lot of changes aren't going to be

## Mark Bolke

#### WKTI Traps Fox As PD

After a year as PD at Doubleday's KPKE/Denver, Tim Fox has accepted the Operations Manager/PD assignment at WKTI/Milwaukee. He replaces Dallas Cole, who became PD at WLS-FM/Chicago earlier this

VP/GM Steve Smith told R&R, "I'm really delighted to have Tim here. He's an outstanding PD, and in fact, has always been high on our list. Tim brings impressive pro-gramming credentials to WKTI. Since Dallas and Tim are such close friends (having



both programmed WZOK/ Rockford), they share similar programming philosophies.

#### Moen To **Program** Bieler's replacement at WASH



John Moen

Former WEZI/Miami PD John Moen has been named Program Director at WASH/ Washington, succeeding Bill Tanner, who coincidentally replaced Moen at WEZI (now WHQT). WASH acting PD Kid Curry will pursue a programming position elsewhere.

VP/GM Tom Durney told R&R how Moen fits into his recently-announced plans to return WASH from CHR to A/C. "I really like a guy who's been at one place for a long period of time, rather than one who hops around. John's national programming experience gives him a rare overview, and his knowledge of the A/C format, as well as this market, makes him the perfect candidate. John was handicapped at WEZI with a limited signal, but I intend to give him the tools necessary to implement our return to a personality A/C format. By mid-February we'll be well on our way.'

Moen said, "This is a return to the area and city I lived in for eight years as PD of WLPL/ Baltimore, OM at OK100/Washington, and then as National PD for United Broadcasting's nine-

MOEN/See Page 4

#### NAB Investigates Ratings Alternative

A resolution passed unanimously last week at the NAB Radio Board meeting which urges the formation of a Radio Audience Measurement Task Force to study and report by June on the "creation of a nonprofit entity to collect audience research for the industry.

Proposed by Medium Market Committee Chairman Ken Johnson, the resolution states that broadcasters are "greatly concerned with the quality of radio audience measurement" and the "high costs and annual rate increases and their impact." Thus, according to NAB spokespeople,

delve into the methodology to be used in collecting radio audience data, as well as the acceptability of such data to the advertising

Johnson told R&R the impetus for the plan came "from broadcaster frustrations with ratings service inconsistency. We want to see what might be done to standardize measurement procedures. It also might be conceivahle that the NAR could offer this service to its members as an additional inducement to join up." However, Johnson added, "We're not suggesting anything but a study at this time. After the investigation, the NAB could say, 'Forget it.'

#### Moen

Continued from Page 1

station chain, so I feel like I'm coming home. Tom and I realize that the original heritage of WASH needs to be recaptured again, and we intend to design the station for the needs of the market, without preconceived plans. This market forces creativity and that's what we're going to give it."

#### E/A Staffers Carried Away By Xavion



When Mirage/Asylum artists Xavion toured recently with Hall & Oates, they stopped by the label's office in New York to lift spirits. Pictured here (I-r) are E/A VP Mike Bone, E/A's Lisa Frank (airborne), Xavion members Derwin Adams and Dexter Haygood, and E/A VP Greg Peck.

#### World Sitizenz Unite



Manhattan Records is now in business with World Sitizenz, its first band. The debut album will be out shortly. Pictured here (I-r) are: World Sitizenz's London McDaniels and Phil Roy, Manhattan VPs Gerry Griffith and Bruce Garfield, World Sitizenz's Khris McDaniels, and Manhattan President Bruce Lundvall.

Continued from Page 3

Continued from Page 3

replaces the morning team of Buck McWilliams & Chris O'Connor. "It's like a homecoming for me," he said, "and I'm looking forward to the battle. I don't have any preconceived ideas about what needs to

Driscoll, whose background includes programming and on-air work at KTNQ/Los Angeles, WCFL/Chicago, and KIMN/Denver, indicated a PD would be named in the

followed six years in promotion for MCA Records. Hunt told R&R, "I'm excited about the new Elektra Records, and working with Mike Bone, the regional album staff, and the entire promotion force. I'm looking forward to putting together the best possible album promotion team for breaking artists in the future."

commented, "To be involved in a station in

your home town is a thrilling experience,

and to have FairWest as a consultant is ic-

ing on the cake. I'm looking forward to a

Kampmeier, who was unavailable for

comment at presstime, was KLZI's first

PD, having previously worked as GM at

KLZI

great 1985."

Hunt

WPLR/New Haven.

#### Driscoll

Continued from Page 3

KJYO

In addition to serving as OM, Driscoll he done, outside of fine-tuning.

near future.

#### KKBQ

Continued from Page 3

established winners, and with the support of the excellent staff already in place, we'll continue our dominance. I'm looking forward to working with Ron Parker, whose work I've been aware of for some time."

Parker added, "This is definitely a career move I had been hoping for. The best part is that this has happened right in my own backvard here at KKBQ." Parker's background includes programming stints at Tampa outlets WLOF and WLCY; he earlier worked as Research Director/air personality at WOXI-AM & FM/Atlanta.

look to expand all of our efforts in promo

tion, visibility, market and sales presence,

and of course, ratings. KJ103 is in a leader-

Salvia previously served as GSM of

CCC's co-owned Oklahoma News Service.

Isaacs noted, "J.J. has been in the sales

arena here for a number of years. Not only

does he have excellent sales skills, but he

also knows everyone in the marketplace.

He'll be a direct and immediate help to us.

ship position, and we intend to stay there.

#### **Mutual Launches New** Satellite Service

The Mutual Broadcasting System has formed Mutual Satellite Services, a new telecommunications system offering nationwide distribution of programming and high-speed data. This division provides uplink and downlink capabilities to programming suppliers and will utilize two systems - MutuaLink and Multi-Comm - for satellite delivery via Westar IV

MutuaLink is a point-to-point satellite delivery system providing transmission of radio/data signals, while MultiComm is a point-to-multipoint distribution service communicating encrypted information over FM subcarriers.

Mutual Exec VP Jack Clements said. "The radio business is, has been, and always will be the roots of the Mutual Broadcasting System. But since introducing satellite technology to commercial radio several years ago, that has become part of our roots too. We've researched and successfully tested some of these new businesses during the last three years and determined that there is a market for them. Through Mutual Satellite Services we will give them our unqualified sup-

In addition to providing a means of distribution, Mutual Satellite Services will also assist businesses in creating ad-hoc networks and working out the logistics of program transmission.

#### As Chrysalis VP/Marketing

**Bass Resigns** 



Billy Bass

Only nine months after rejoining the company, Chrysalis VP/-Marketing Billy Bass has resigned. A longtime record industry executive, Bass had earlier worked for the label as Sr. VP/Promotion & Creative Services until 1981. He later held promotion positions at WMOT and Motown before coming back to Chrysalis last April.

Bass told R&R, "During my tenure at Chrysalis, the company set new sales records, making 1984 the best year in its history. The advertising, promotion, marketing, and creative services departments are set in place, and Chrysalis is now prepared for an even better '85.

"My job is now completed, and I look forward to working with another record company that could benefit from my experi-

Continued from Page 3

#### Fox

Continued from Page 1

This is an ideal segue from one programmer to another."

Noting the intense competition between four CHRs in the market, Fox remarked, "I wouldn't be going there if I didn't like the cold or felt I couldn't hold my own among the other CHRs. Milwaukee is not too dissimilar from the market I'm leaving. Dallas assembled the finest airstaff in town, and all I want to do is build on his foundation. This move puts me closer to my home town of Dayton, OH, and signals the completion of what I set out to do in Denver, which was to build one of the finest CHRs in America."

Succeeding Fox as KPKE PD is Mark Bolke (see separate

#### Konjoyan

Continued from Page 3

Konjoyan assumes the position previously held by Stone, who moved up to VP last year, "My return affirms A&M's commitment to bring home singles in 1985," he said. "This is an opportunity to work with two of the top promotion executives in the business, as well as a well-organized and well-motivated field team."

#### Gorman

Continued from Page 3

Gorman, who begins his assignment upon relocation to Los Angeles, is a veteran of Midwest regional promotion at Arista, A&M and Elektra/Asylum. He said, "This is something I've been working toward my whole life. It feels great to be with a wonderful organization like Capitol. The product ahead in 1985 is fabulous, and it will make this new position very exciting and challenging."



#### A RED-HOT SUCCESS BECAUSE OF...

**WWWD** WABZ-FM WPRR-FM WADZ-FM **KLYD** WMAR-FM WIGY-FM KMAZ-FM WAYC WGEZ WWUS-FM WHLM-AM/FM WHTT-FM **KBOZ-FM WYSL** WKJF-FM WOFF-FM WKAD-FM KKAZ-FM WBBM-FM **WKRM** WKXL-FM WHUB-FM WYGO-AM/FM **WVSG** WHIR WCZY-FM KDCK-FM WGMK-FM KVMX-FM WUFF-AM/FM WECL-FM WLVY-FM **WJMX** WQBZ-FM WXXQ-FM WZXM-FM. WTBZ-FM **WJEJ** WTIC-FM **WASA** 

Albany, NY Albemarle, NC Altoona, PA Americus, GA Bakersfield, CA Baltimore, MD Bath, ME Beatrice, NE Bedford, PA Beloit, WI Big Pine Key, FL Bloomsburg, PA Boston, MA Bozeman, MT Buffalo, NY Cadillac, MI Camilla, GA Canton, PA Cheyenne, WY Chicago, IL Columbia, TN Concord, NH Cookeville, TN Corbin, KY Cornwall, NY Danville, KY Detroit, MI Dodge City, KS Donalsonville, GA Eastland, TX Eastman, GA Elkhorn City, KY Elmira, NY Florence, SC Fort Valley, GA Freeport, IL Gaylord, MI Grafton, WV Hagerstown, MD

Hartford, CT

Havre de Grace, MD

KQFM-FM WHKY-FM KKBG-FM WBLU-FM WMQT-FM WTIB-FM KJCK-FM WKMI-FM WBPM-FM WLAN-FM KLMS KKHR-FM WKZZ-FM WKMZ-FM WAKH-FM WKCD-FM WINZ-FM WCVM-FM **WMIK** WKGL-FM WSYY-AM/FM WBTT-FM WBAM-FM WMOR-FM **WQXX-FM** WCLG-FM WPCN WKCI-FM WHIX WNPQ-FM WKTU-FM WHMP-FM WKHI-FM **WMNS** WJMA-AM/FM WHLY-FM WIYD WJLQ-FM WCAU-FM WRCZ-FM WKPL-FM KQRR-FM

KSKD-FM

WAVT-FM

WJJB-FM

Hermiston, OR Hickory, NC Hilo, HI Hinesville, GA Ishpeming, MI luka, MS Junction City, KS Kalamazoo, MI Kingston, NY Lancaster, PA Lincoln, NE Los Angeles, CA Lynchburg, VA Martinsburg, WV McComb, MS Mechanicsburg, PA Miami, FL Middlebury, VT Middlesboro, KY Middletown, NY Millinocket, ME Milwaukee, WI Montgomery, AL Morehead, KY Morganton, NC Morgantown, WV Mt. Pocono, PA New Haven, CT New Orleans, LA New Philadelphia, OH New York, NY Northampton, MA Ocean City, MD Olean, NY Orange, VA Orlando, FL Palatka, FL Pensacola, FL Philadelphia, PA Pittsfield, MA Platteville, WI Polson, MT Portland, OR

Pottsville, PA

Poughkeepsie, NY

KQQQ-FM WEKY WXI K-FM WPXY-FM KSIT-FM WWMR-FM WFXZ-FM KHTR-FM KISN-FM WCDO/WSID WTOE WMCD-FM WQKX-FM WNTQ-FM WMGG-FM WVTS-FM WTGA-FM KELI-FM WUUU-FM KCAZ-FM WARE **KLEU** WXLC-FM WBMB/WBMI KNIN-FM **KUKU** KUAD-FM **WWRW-FM** KYZZ-FM WXLO-FM WBZK/WDZK

Pullman, WA Richmond, KY Roanoke, VA Rochester, NY Rock Springs, WY Rumford, ME Saginaw, MI St. Louis, MO Salt Lake City, UT Sidney, NY Spruce Pine, NC Statesboro, GA Sunbury, PA Syracuse, NY Tampa, FL Terre Haute, IN Thomaston, GA Tulsa, OK Utica/Rome, NY Walnut Ridge, AR Ware, MA Waterloo, IA Waukegan, IL West Branch, MI Wichita Falls, TX Willow Springs, MO Windsor, CO Wisconsin Rapids, WI Wolf Point, MT Worcester, MA York, SC

If you'd like to be part of this success contact David West in New York (212) 975-2097 or Steve Epstein in Los Angeles (213) 460-3547.



#### Shipley Heads MCA/Nashville Promotion

Shelia Shipley has been appointed National Director of Promotion for MCA/Nashville, filling the vacancy created when Patti Olsen returned to independent promotion in December.

In making the announcement, Senior VP and MCA/Nashville GM Bruce Hinton said, "Shelia has been in the chair for the past two months, and a look at the charts quickly confirms the expertise and organization she has brought to the department. I couldn't be more pleased that this richly-deserved appointment is now official."

Shipley came to MCA in March 1984 as Manager of Promotion and was elevated to Director/Marketing & Sales a few months later. She told R&R, "For the last nine months I've called on retail accounts; it's given me a different perspective of the record business. Taking this position is like



Shelia Shipley

coming home to radio, which is my first love. I'm very proud to be a part of the MCA promotion team."

Prior to MCA, Shipley was Director/Career Coordination for Hallmark Direction Company, an artist management firm. She previously spent five years in sales and promotion at RCA Records.



ANYTHING BUT AN AVERAGE GORRIE — Former Average White Band leader Alan Gorrie premiered his debut A&M solo LP "Sleepless Nights" at a recent executive listening party. From left, manager Dave Margereson, National Director/R&B Promotion Step Johnson, A&M President Gil Friesen, Gorrie, Almo Irving Publishing President Lance Freed, manager Kenny McPherson, VP/A&R Jordan Harris, and VP/East Coast Operations Michael Leon.



PLAYING TO WIN IN '85 — Capitol artists LRB recently joined with friends and label execs to commemorate the release of the band's tenth Capitol LP "Playing To Win," featuring new vocalist John Farnham. From left (front row) are: Picture Music Int'l Director/Music Video Development Mick Kleber, Director/A&R Bobby Colomby. IRB's Stephen Housden, Music Int'l Director/Music Glenn Wheatley (with son Timothy), manager Geoff Schuhkraft, Pasha Studio's Carol Peters, LRB's Wayne Nelson, producer Spencer Proffer, Triad Artists' John Marx, and VP/A&R Ray Tusken. From left (back row) are: assistant engineer Hanspeter Huber, the group's Graham Goble, Farnham, Steven Prestwich, and David Hirshfelder, and engineer Duane Baron.

#### Elder Upped To WZOU GSM

WHDH & WZOU/Boston National Sales Manager Ross Elder has been named GSM for WZOU, while retaining his NSM title. Now handling the day-to-day national sales duties for both stations is WZOU Account Executive Karen Berch.

Elder came to the Blair stations six and a half years ago as an Account Executive, and became NSM in 1981. When asked about working with the CHR outlet, he said, "Having been involved with AM stations all my life, this is going to be a good learning experience for me. WZOU is on the verge of exploding into a major Boston station, and I'm excited to be part of it."



FOGERTY'S ALL-STAR LINEUP — The entire Warner Bros. Records national promotion team was flown to Los Angeles to meet John Fogerty and preview his new album "Centerfield." John is seen front-and-center, flanked by label President Lenny Waronker and Chairman Mo Ostin.



NATALIE COLE SIGNS WITH MODERN — Modern Records has signed vocalist Natalie Cole to a longterm recording contract; her first Modern LP project is now underway. Celebrating the signing are (I-r) Atlantic VP/West Coast Paul Cooper, manager Dan Cleary, Modern Director/Urban Contemporary Music Marc Kreiner, Cole, Modern President Paul Fishkin, and Atlantic President Doug Morris.

#### MUSIC, RESEARCH APPOINTMENTS

#### Ellis, Danner Take Doubleday National Posts

Doubleday Broadcasting has created two national positions in its programming department, naming WAPP/New York PD Michael Ellis, National Music Director, and WHN/New York Director/Marketing & Research Terry Danner as Director of Research. Doubleday VP/Programming David Martin told R&R, "In recognition of their considerable talents, (President) Gary Stevens and I are proud to announce these appontments. Terry and Michael represent two outstanding resources that will benefit all of the Doubleday stations.'

Ellis joined WAPP last September from competitor WHTZ (Z100), where he worked as Assistant PD/MD for 15 months. Before that he served four years as MD at crosstown WKTU. "I'm very excited by this significant broadening of my responsibilities," he said, "and I'd like to thank Gary and David for their confidence in



Michael Ellis

my abilities. However, my first priority is to WAPP, and this in no way will diminish from my work here."

A research veteran, Danner came to WHN nearly two years ago after stops at KYUU/San Francisco and KGW/Portland. "The opportunity to work with Gary Stevens and David Martin is very exciting. Doubleday's commitment to excellence in every area, including research, is fantastic. I feel like I've been drafted by the 49ers."

#### Moyer New KCNR GSM

KCNR-AM & FM/Portland Regional Sales Manager Jim Moyer has been promoted to General Sales Manager, overseeing a staff of five account executives.

An 18-year advertising veteran, Moyer joined the Duffy Broadcasting stations in 1981 as an AE, and moved up to his regional post last year. He said, "We're looking forward to a year of powerful, visible impact on the Portland radio scene in the Adult/Contemporary market."

We had an idea for a meeting in

**KANSAS CITY 1980** 

MAJO Fine

It evolved into an event in

LOS ANGELES 1981



We knew we had a winner in

**MIAMI 1982** 



MAJOR MAI Fine Tuning fo

We gained momentum in

SAN DIEGO 1983



MAJOR MARKE Fine Tuning for The

It will be tough to top TAMPA 1984,

but...



MAJOR MARKET R

Fine Tuning for The 80's



MAJOR MARKET RADIO Fly-In 1985

> KJ92fm 910am

WE CAN'T WAIT TO GET TO PHOENIX FOR THE SIXTH ANNUAL MAJOR MARKET RADIO INFORMATION SHARING FLY-IN!!

featuring:

JOHN NAISBITT • DR. JOYCE BROTHERS • BILL MOYES DWIGHT CASE • MICHAEL BADER • ALLAN MACKEY CAROLL HIGHET • LEWIS KLEINHANS

RKO VOTER CAMPAIGN RECOGNIZED — RKO's nationwide 1984 campaign to register young voters has semed the group an award from the President's Citation Program for Private Sector Initiatives. The 150 honorees also included Westinghouse Broadcasting and Cable for its contributions to the Young Astronaut Program. Above, RKO General President Shane O'Nell (center) receives a C-flag from presidential assistant James Coyne (left). At right is another award recipient, Baseball Commissioner and 1984 Los Angeles Olympic Committee Chalman Peter Usberroth.

## Washington Report

#### NAB Loans \$100,000 To Reagan Inaugural Committee

NAB officials confirm that the association made an interest-free loan of \$100,000 President Reagan's inauguration committee about a month ago. Loans from NAB and other major lenders will be repaid with revenues such as the ticket-sale proceeds from Monday night's (1-21) nine inaugural balls

NAB Secretary-Treasurer Michael Harwood said he expects repayment in a few weeks, and he anticipates no complications from the cancellation of numerous inaugural events due to Washington's sub-zero weather. Reportedly, 25,000 people paid between \$12.50 and \$100 apiece for seats along Pennsylvania Avenue, route of the inaugural parade that never happened. The committee said it will refund the money.

Harwood called the loan "a very common practice in Washington" and said a smaller sum loaned to Reagan's inaugural in 1981 was paid back within two or three weeks of the event.

#### Study Finds Little Cable TV Impact On Radio Usage

A study conducted for NAB by Washington State University communications professor Joey Reagan failed to show that cable television subscribership has any definitive impact on radio listening.

In fact, the survey of radio/cable behavior in five communities found that nonsubscribers and those who subscribe to paycable services have very similar radio listening habits. But those who subscribe to only basic (nonpay) cable channels "seem to be less oriented to radio than the other groups, whether this is considered in terms of in-home or in-car listening," said Reagan. "Basic subscribers also tend to get less of their news from radio." For instance, basic cable subscribers in Daly City, CA spend only 13% of their daily media "news" time with radio. But the radio news percentages for non-subscribers and pay-cable customers were 29% and 33%, respectively.

#### NAB Board Steps Up Alcohol/Drug Campaign

NAB will "accelerate its ongoing nationwide awareness campaign on alcohol abuse and illegal drug use," the association's board of directors pledged last week at a meeting in Palm Springs, CA. New activities will include working with groups like Mothers Against Drunk Driving (MADD) and requesting "written commitment from broadcasters for all non-entertainment programming by time period such as editorials, news, public affairs, and PSAs responsive to the issues."

In other action, the board approved a bylaws change to let Mutual retain its board seat even after ceasing to be a licensee when its sale of WHN/New York is completed.

Multimedia Broadcasting Chairman Wilson Wearn was chosen to receive this year's Distinguished Service Award (DSA) at NAB's spring convention in Las Vegas (April 14-17).

#### Four California Stations Renewed With EEO Conditions

The filing of periodic EEO reports was made a condition of license renewal last week for KAHI & KHYL/Auburn, CA and KOWN-AM & FM/Escondido, CA. The National Black Media Coalition had petitioned the FCC to deny the stations' renewal because of discriminatory hiring practices.

Although the Commission found that no substantial evidence of discrimination existed, it called the stations' EEO efforts "minimal," warranting further monitoring. The Auburn stations failed to direct their recruitment efforts to Hispanics, the dominant minority in their area, and called on their minority referral sources only twice in one 12-month period. KWON overlooked qualified blacks and Asians for fulltime jobs by directing its EEO hiring efforts to partitime positions first.

#### Other Key Developments:

- For the record: Last week's story on United station renewals reported that WKDM/New York shares its frequency with WAWZ/Zarepath, NJ. In fact, WKDM went fulltime last fall after reaching agreement to take over WAWZ's 31-hour weekly schedule.
- Public hearings on the Fairness Doctrine have been slated by the FCC for the mornings of February 7 and 8. Legal scholars, public interest groups, and media representatives will testify.
- A grant to Community Broadcasters, Inc. to build a new AM station on 990 kHz in Miami has been upheld by the FCC over protests from two losing applicants.
- KCLO & KZZC/Leavenworth, KS coowner Mark Wodlinger has beat out four competing applicants for the right to build a new FM station in Naples Park, FL.
- Some thinning is already evident in the massive field of contenders for the RKO radio properties. Three applications for the group's Boston and Ft. Lauderdale stations have already been dismissed.
- Mass Media Bureau attorney David Blank has been named Chief/FCC Auxiliary Services Branch.

#### FRAUDULENT BILLING TARGETED

### Contest, Ratings Rules Part Of Business Practice Deregulation

In its latest "underbrush" clearing action, the FCC voted last week to quit regulating seven station business practices and proposed tossing out three other rules, including its controls on fraudulent billing.

Eliminated altogether were rules that:

- Prohibited station distortion of audience ratings
- Banned so-called "scare" promotions and contests
- Frowned on false, misleading, and deceptive commercials
- Penalized failure to perform sales conracts
- Controlled promotion of a station's nonbroadcast activities and use of a station for personal advantage in other business endeavors
- Imposed conflict of interest standards in the selection of sports announcers
- Governed concert promotion announcements.

At the same time, the Commission issued a Notice of Proposed Rulemaking in which it will seek comments on the elimination of three additional policies covering:

- Fraudulent billing
- Network clipping, or the failure to run network commercials for which a station receives compensation
- Combination advertising rates and joint sales practices.

#### Private Remedies Favored

In justifying its wholesale deregulation of business practices, the Commission reasoned that its rules are either unnecessary or duplicative because the activities in question are either legal under federal antitrust laws, or are illegal under federal and state

Noting that problems should be left to "private remedial mechanisms," the Commission said it "should not directly enforce private rights and obligations of its licensees without a clear and convincing showing that without such enforcement a substantial and immediate danger to viewers or listeners would ensue."

#### Amoeba Invasion No Longer Scary

The deleted policy against contests and promotions which "adversely affect the public interest" was adopted in 1966 after several incidents. One involved "scare" announcements that a city was being invaded by "amoebas." Another station had listeners call strangers at random from the phone book at all hours. Other contests created traffic hazards, and one promotion resulted in the creation of a giant scrap metal heap that blocked entry to a nearby business.

Although it doesn't encourage disruptive programming, the FCC said those harmed by contests can avail themselves of a wide range of civil and criminal remedies, including actions for injunctive relief, trespass, injury, invasion of privacy, disturbing the peace, public or private muisance, and violations of the Communications Act.

#### NIGHT SPORTS SELL BETTER

#### Power Hike Gives Needed Lift To Class 4 AMs

Five weeks after the FCC allowed Class 4 AMs to quadruple nighttime power, an R&R spotcheck finds stations enjoying sizeable coverage gains, while experiencing no new interference problems. Broadcasters are clearly pleased with their new status, but there's agreement that the benefits will be modest.

On December 15 about 1000 stations formerly required to power down to 250 watts at sunset were allowed to begin maintaining their daytime level of 1 kw throughout the night. Backing up the move was the theory that, since only Class 4s operate on the channels involved, each station's own boost would offset potential new interference from its neighbors.

#### **Morale Booster**

KNZS/Pittsburg, KS President/GM Tim Menowsky reports, "The AM staff morale was boosted immediately, which I see as a definite value." The AM staff used to feel like a "stepchild" at night, he says. "We always knew we were hot in programming. Now we're hot in signal as well.

"It has also helped me on the street,"
Menowsky added. Local high school and
college sports have become "much easier
to sell," and he has hopes of wiping out the
prevailing "dawn to dusk" buying attitude
many advertisers have toward Class 4 sta-

WDME/Dover-Faxcroft, ME President/ GM Frederick Hirsch reports, "It's increased our nighttime coverage from a radius of five miles to about ten miles." An immediate benefit has been greater flexbility in dividing coverage of basketall games from six area high schools between Hirsch's AM and FM stations. Previously, poor coverage meant only one team could be covered on AM.

#### 45-Mile Reach

The extra power at night has "solidified" KQIL/Grand Junction's basic coverage area and eliminated some "skittering" of reception on the fringes, according to Station Manager Don Rhea. "I'm more surprised than I am pleased," said Rhea, who has had reports of nighttime listening to KQIL from as far as 45 miles away. Unfortunately, the new coverage area is sparsely populated. Or as Rhea puts it, "I would say we have added several thousand ground-hops."

Another station that boosted to 1 kw nights is WWON/Woonsocket, RI, where Sales Manager Jim Bilyak commented, "From a sales standpoint it certainly sounds better when you talk about it." WWON has also redirected a night show aimed at children aged 6 to 12. "We feel a lot more confident talking to kids in the outlying school districts," he explained.

KROC/Rochester, MN GM Greg Gentling estimates his nighttime reach has doubled to 20 miles, an improvement that will aid the station's coverage and sales of Minnesota Twins night baseball games this summer.

# ANDUMENTALIS COMBINATIONS CESSINATIONS REPRESENTATIVES

#### **CBS RADIO SPOT SALES**

**CBS RADIO NATIONAL SALES** 

**WEEI Boston** 

WCBS New York

WCAU Philadelphia

WTOP/WTKS Washington D.C.

**WNWS Miami** 

WWJ/WJOI Detroit

WCKY/WWEZ Cincinnati

WBBM Chicago

KMOX St. Louis

WCCO Minneapolis-St. Paul

**KPRC** Houston

WOAI San Antonio

KTAR/KKLT Phoenix

KIRO/KSEA Seattle

KCBS San Francisco

**KNX Los Angeles** 

WHTT Boston

WWYZ/WATR Hartford/Waterbury

WCBS-FM New York

WCMF-FM Rochester

WPHD/WYSL Buffalo

WCAU-FM Philadelphia

WWDE/WPEX Norfolk

WAVE Tampa

WBBM-FM Chicago

KHTR St. Louis

KKCI-FM Kansas City

**KLUV** Dallas

KAJA San Antonio

**KPOP-FM Sacramento** 

KFMR-FM Stockton

**KRQR San Francisco** 

KKHR Los Angeles



### Pollack's Software Package Available

Successful radio consultant Jeff Pollack recently introduced a pair of broadcast software packages "designed by radio programmers for radio programmers." The "Programmer I" is a music preprogramming system that enables the user to achieve 'round the clock musical consistency with a minimum of effort. Among the system's features are: artist separation, dayparting, packeting, tempo control, and the ability to preprogram special features.

The "Listener Preference Index" is a callout music system for pinpointing which songs are most appropriate for your target audience. Research data is broken out by demographic, and the system also allows users to rank stations by their market position on a weekly basis.

Both packages will run on most computers using "MS-DOS" and "CPM" operating systems. For more information, contact **Jeff Poliack Communications**, Inc. at (213) 459-8556.

## Top Execs' Raises To Average 12.5% In '85

The average top executive will take home a 12.5% pay raise in 1985, according to a survey of 1000 firms conducted by Princeton, NJ-based Sibson & Co. Although this increase is said to be about the same as last year's, the survey notes that top execs' base salaries will climb only 7.5% in 1985, as opposed to 8.4% last year. Major reasons for the decline include the cooling inflation rate and '84 company performances, which falled to meet projected or previous levels.

These raises aren't expected to vary widely by industry. However, most middle-level managers are likely to see a smaller increase than their bosses, bringing in pay hikes estimated in the 5.5-6.5% range. Why? Number one, there are too many baby-boomers pouring into the workforce. Secondly, this employee group is the prime cutback target of companies trying to reduce their overhead.

## A Clock Radio WACHACK For The '80s

Cube-shaped, but not for squares. That's the "D3110," the latest topof-the-line clock radio from Magnavox. The 4½-inch AM/FM unit contains a digital electronic clock that not only features dual alarm times, but also (and this is what really makes it a clock radio for the '80s) a back-up system for the time and alarms in case of power failure.

#### Radio Scriptwriting Contest

**Deadline Nears** 

The American Radio Theatre, a nonprofit corporation dedicated to the preservation and advancement of radio theatre arts, is holding its annual radio scripting contest. In addition to a \$500 grand prize, the winning entries will be performed, produced, and distributed as part of the "A.R.T. Presents" radio drama anthology series to be aired over noncommercial and public radio stations.

The contest is open to everyone, and all authors will receive a written critique of their work. However, the organization wishes to stress that all entries must be in radio script form; simply dusting off an old screenplay won't do. For additional guidelines and an

all-important entry form, write to the American Radio Theatre, Radio Script Guidelines, 1818 West Victory Blvd. Sulte 104, Glendale, CA 91201. Enclose a SASE to help beat the February 28 entry deadline.

#### The key to increased radio sales is here.



Today's fast paced radio sales environment demands quick answers to sales requests. The Strata-G system allows you to explore thousands of Arbitron ratings relationships in a matter of minutes. You can discard unfavorable relationships and showcase the ability of your station to deliver what the advertiser wants. In seconds, you can design or update a media buy for your station or the entire market.

Strata-G does even more. Why show your client pages of dull statistics when Strata-G will prepare full color 3 dimensional graphs that clearly show the superiority of your station. If you want to increase advertising sales and get a greater share of media buys – call Bruce Johnson at (312) 620-4340 today.



Strata Marketing, Inc.

2 South 306 lvy Lane

Lombard Illinois 60148

#### Self-Employed Ranks Rising In The '80s

It's the "Entrepreneurial '80s!" The number of self-employed Americans climbed 5.8% between 1980-83, while the number ôf wage and selary workers grew by only 1.3%.

According to a recent American Demographics analysis of a report issued by the U.S. Bureau of Labor Statistics, there were 9.1 million self-employed Americans in 1983, up from 8.6 million in 1980 and seven million in 1970. Until the '70s, the number of self-employed Americans had been steadily decreasing, mostly because of the demise of the family farm. Since 1976, the number of self-employed agricultural workers has leveled off at about 1.6 million, or 17% of the ranks of today's self-employed.

Meanwhile, the number of self-employed non-farmworkers has grown from 5.2 million in 1970 to 7.6 million in 1983 — a 45% increase.

The report also indicates that the self-employed are likely to be younger in the future. Currently, 45% of those self-employed are at least 45 years old, down from 49% in 1979. Along with getting younger, the average self-employed person is more likely to be a woman. While men make up 71% of the self-employed work-orce, the number of women opting for self-employment is growing five times faster than their nale counterparts and three times faster than the number of women moving into the wage and salary workforce.

With an average work-week of 40 hours (compared to 38 hours for wage and salary workers) and an average annual income of \$12,600, the self-employment road is rougher than it's romanticized to be. But the tax breaks are substantial, and — best of all — you get to be your own boss.



"It's been like this ever since we hired Selcom to rep us."

An exaggeration? Sure. But the truth is that Selcom station clients do indeed enjoy a substantial increase in the influx of commercial dubs.

With good reason.

Selcom salespeople are different. Masters of the tough sell, their goal is making every situation a growth situation. They're better qualified, better motivated and just plain better at what they do. And, since Selcom is part of the Selkirk Communications team, our salespeople get

better research and better support.

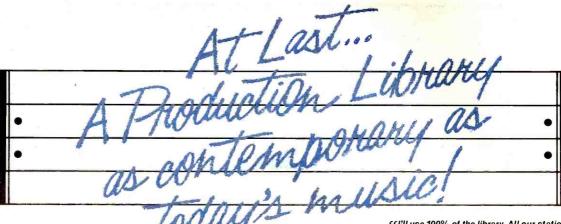
It's why we've increased the sales of our client stations from three million dollars in 1977 to fifty million dollars this year.

It's also why you should be talking to us. Especially if you have the problem of not enough dubs. \_

Jelcon radio You'll appreciate the difference. SELCOM RADIO, 521 FIFTH AVENUE, NEW YORK, N.Y. 10017 212-490-6620

A DIVISION OF SELKIRK COMMUNICATIONS, INC.

Selcom Representation. The advantages will be obvious.



66I've listened to a lot of libraries and this is definitely the best. It's the most contemporary library around.55

Jay Ginsberg Creative Director KYUU-FM, San Francisco

We surveyed hundreds of radio stations to find out what was needed in a production music library. The answers came back loud and clear:

- "Give us something as contemporary as today's hits."
- "Give us something that's unique and different from all the other libraries around."
- "Give us something that's flexible and easy to use."

Thanks to your input, we created The NEW Production Library.



66What I'm really impressed with is the quality. The NEW Production Library is 1st Class all the way! 99

Curt Little Production Manager WYKS-WMGI, Gainesville, Florida

The NEW Production Library was created specifically for radio producers who demand the highest quality production for their station and clients.

And it will give you the sales edge. The NEW Production Library will create those high profile, money making spots demanded by your top time buyers. And it's also great for spec presentations to cinch long term contracts.



We've grouped all cuts of a similar tempo or intensity on the same disc. The back of each jacket has space to note broadcast dates and client name.

66Not only is it contemporary it's got longevity. I'll be using The NEW Production Library for today and tomorrow."

David Schlenker Production Co-ordinator WMYX-FM, WEMP-AM Milwaukee, Wisconsin

To guarantee The NEW Production Library stays new, we provide twelve new discs per year, all based on

monthly input from our subscribers.

A separate catalogue lists all cuts and cross references them for possible retail or promotional application. Plus we provide a series of "instant locater" audio cassettes that allow you to quick sample the right track for the right job fast.



#### AIR FORCE

1985 Airforce Broadcast Services, Inc. 216 Carlton Street Toronto, Canada M5A 2L1 661'll use 100% of the library. All our station and client needs are covered.55

Steve Manitt Operations/Production Manager FM96, Montreal

The NEW Production Library will handle spot production for every retail category and station promotional need. Even those hard-to-find music tracks for night clubs, stereo shops and computer stores are included.

That means you can be the #1 production center in your market

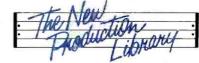
Here's what you get when you order The NEW Production Library:

- A 20 disc initial library containing 18 discs of commercial length :60's and :30's (over 300 cuts including

mix-outs and versions) and two discs of random Jength production tracks (over 60 cues).

- 12 new discs per year over the three year lease term.
- A catalogue listing all cuts that cross references them for possible retail or promotional application.
- A series of "instant locater" audio cassettes that allow you to quick sample cuts.

Exclusive rights to The NEW Production Library can be yours today - if you get to us first. Call Airforce Broadcast Services collect at (416) 961-2541 for rates and market availability.



res. Sena me a de	ino and rates for
The NEW Product	ion Library immediately.
I understand that	market exclusivity will be
determined on a f	irst come first served basis.
Name	
Title	
Call Letters	Phone
Address	8

Return to: Airforce Broadcast Services, Inc. 216 Carlton St., Toronto, Canada M5A 2L1

MFLY 25-20 0100 20-17 MMLS 9-7 MELSIFF 20-12 MILE 9-7 MELSIFF 20-12 MILE 10-12 MILE 10-12 MILE 10-12 MILE 20-20 MILE 10-12 MILE 20-20 MILE 20-16 MILE

MART

MARC 15-12

KKEK 18-16

KGER 25-22

KP95 22-19

KKEM 15-15

EBOR 23-19

SHGE 20-16

EYMOFM 22-1

EIEI 29-23

ELUC 15-13

EDOP 7-18

EMOP 11-11

ECAQ 0-31

MODE 18-15 WSPT 37-33 EDWV 13-16 EPWW 27-21

J. JACKSON & P. ZADORA
When The Rain... (Curb/MCA)
LP: When The Rain Begins To... Sounds

ESSO A EDOSFRI

9

CROI .

# 1000 # 1000

**Q** 

0

SCPX 1-1 SBYT 14-9

WYSG 11-11 WYON 13-6

MCCC 23-21 MCCY 31-33 RBRQ 6-6 #DWBFH 9-14 #RTB 37-31 WLOLPH 14-2:

EPEE d-28 E115FM 16-2 EOPA 25-23 ESEP d-29 EWOO a-29 ES103 3-9 EITE 13-21 EWES 28-25 EORE 5-9

MEDD 26-22 MADC 32-16 MEAU 32-16 MEAU 32-24 92E 28-19 8418 31-19 8418 31-19 8418 31-19 8400 28-12 8410 24-22 8410 24-22 8400 28-18 8400 28-18 8400 28-18 8400 28-18 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-9 8400 18-

### ontemporary Hit Radio

Continued from Back Page

#### **CHART EXTRAS**

#### **ERIC CARMEN**

I Wanna Hear It From Your Lips (Geffen)

71% of our reporters on it. Moves: Up 40, Debuts 49, Same 58, Down 0, Adds 22 including WHTX, CHUM, WHYT, KDWB-FM, KWK, KITS, KHFI. Complete airplay in Parallels.

#### **PAT BENATAR** Ooh Ooh Song (Chrysalis)

70% of our reporters on it. Moves: Up 64, Debuts 30, Same 59, Down 0, Adds 12 including KITS, KSET-FM, KCAQ, WZYQ, KKXL-FM, KKRC, KZOZ. Complete airplay in Parallels

#### BREAKERS.

#### **SURVIVOR**

High On You (Scotti Bros./CBS)

76% of our reporters on it. Moves: Up 14, Debuts 43, Same 38, Down 0, Adds 85 including WXKS-FM, PRO-FM, Z93, Q105, Q102, WLOL-FM, KMJK. Complete airplay in Parallels.

**BILLY JOEL** 

**Keeping The Faith (Columbia)** 

68% of our reporters on it. Moves: Up 16, Debuts 31, Same 44, Down 0, Adds 70 including B104, Q107, WAVA, 94Q, KBEQ, KIMN, KITS. Complete airplay

#### **JOHN HUNTER**

Tragedy (Private I/CBS)

66% of our reporters on it. Moves: Up 85, Debuts 14, Same 35, Down 0, Adds 22 including CKOI, WLS, KIMN, WXKS-FM 36-26, Z93 31-26, WLOL-FM 22-17, WBCY 40-31. See Parallels, debuts at number 40 on the CHR chart.

#### **DURAN DURAN**

Save A Prayer (Capitol)

62% of our reporters on it. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 148 including Z100, B94, Y100, B96, WLS-FM, KIIS-FM, KPLUS. Complete airplay in Parallels.

#### **JOHN PARR**

**Naughty Naughty (Atlantic)** 

62% of our reporters on it. Moves: Up 70, Debuts 26, Same 34, Down 1, Adds 17 including PRO-FM, WAVA, WCZY, KIMN, WGFM, KXX106, KBOS. Complete airplay in Parallels, debuts at number 37 on the CHR chart.

#### **NEW & ACTIVE**

TEENA MARIE "Lovergiri" (Epic) 138/48 Moves: Up 45, Debuts 20, Seme 25, Down 0, Adds 48 including WHYS, CXOI, 894, Y100, 897, Q106, WLOL-FM. KWOD, 930, WDCG, 2259, KYNO-FM, WIXKS-FM 34-21, WCAL-FM 4-3, KAFM 36-27.

WOCK, ZEB, KTWARF "Some body" (ABM) 1367/132. how so 22.
BRYAN ADAMS "Some body" (ABM) 1367/132 how so 22.
Moves: Up 0, Debute 2, Sem 1, Down 0, Adds 132 including WXKS-FM, WNYS, WCAU-FM, B94, CHUM, 94Q, KAFM, B98, KOWH-RM, WALL-RM, KINK, KWOO, KWSS, KNBO.

AUTOGRAPH "Turn Up The Radio" (RCA) 103/17
Moves: Up 43, Debuts 17. Seme 28, Down 0, Adds 17 Including 830, WKFM, WBSQ, WNOK-FM, WZLD, WZYP, WVIC, KKRD, KCPX, WOMP-FM, KINI, KKLT-SM, KAPM, 43-09 WHTE 40-33, KK104 27-21

KCPX, WOMP-FM, KNIN, KKLS-FM, KAPM 34-30 WHTF 40-33, KX104 27-21.

SCANDAL featuring PATTY SMYTH. "Beat Of A Heart" (Columbia) 97/34.

Movies: Up 3, Dabus 12, Sarna 48, Down 0, Adds 34 including KAPM, WKTI, KDWB-FM, WERZ. WGFM, KWIC, WARS-FM, WKCD, WGTZ, KGYH-FM, KKFM, B86 438. WZR 97-34. WJMZ 92-34.

JEFFREY OSBORNE "The Borderlines" (A&M) 96/29.

Movies: Up 10, Disbots 12, Sarna 48, Down 0, Adds 28 including 289, 897, O103, FM102, KPLUS, WMAR, WKRZ-FM, KWIC, KWY, KOPM, KHY-FM-M, WTKS, SMO 3-2-28, KIDFJM 4-39, 0100 40-33.

KRGV, KOPM., KEYN-FM. WYKS, 94G 32-25, KIIS-FM 4-39, 0100 40-33.

CARS "Why Can't I Have You?" (Belkra) 95/40
Moves: Up 9, Debuts 18. Same 28, Down 0, Adds 40 Including WCAU-FM. KAFM., Q103, KWSS, WMAR, WSPK, WZLD,
G100, 92X, "WHOT, KSKD. KTDV, KOCR, KPLUS 98-22, WGR0 39-31, KYNO-FM 37-21.

DAVID BOWIE & PAT METHERN "This is Not America" (EMI America) 90/90
Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 80 Including WXKS-FM, WNYS, WCAU-FM, PRO-FM, 94Q, 293, 195, B96,
KDWB-FM, KHTR, Q103, KISS-M, KM&R, FM 102, KNBD.

REFORCE BENEADOM "20/20" (WWB) 85/2

Moves: Up 37, Debuts 3, Sems 42, Down 1, Adds 2, 0103, KDON-FM, WXKS-FM 31-28, KPLUS 27-25, WNOK-FM 40-33, WOKI
29-25, 6100 3-82, XKRD 3-37, KF96 28-25, KIN 40-35, WOAY 33-28, WNIV 40-35, WGLF 37-34, KQCR 36-32, KCDQ

\*\*TOTAL \*\*TOTAL

38-33.
CHAKA KHAN "This Is My Night" (WB) 82/15
Moves: Up 17, Debus 11, Sama 39, Down O, Adds 15 including 93FM, WHYT, KS103, KPLUS, WPST, WKRZ-FM, WHTF, WNORFM, KBPM, KRDF, KKDP, WCM, WCALFM 38-03, 283 33-29, WBBQ 28-24.

#### **MOST ADDED** ®

**DURAN DURAN (148)** BRYAN ADAMS (132) Somebody (A&M)

DAVID BOWIE & PAT METHENY (90) This Is Not America (EMI America) SURVIVOR (85) High On You (Scotti Bros/CBS)

BILLY JOEL (70) Keeping The Faith (Columbia) JULIAN LENNON (54)

Too Late For Goodbyes (Atlantic)

#### HOTTEST

WHAM! (168) Careless Whisper (Columbia) FOREIGNER (163) Want To Know What Love Is (Atlantic) PHILIP BAILEY W/PHIL COLLINS (134) Easy Lover (Columbia) CHICAGO (102) You're The Inspiration (WR) BILLY OCEAN (80)

Loverboy (Jive/Arista) REO SPEEDWAGON (72)

Can't Fight This Feeling (Epic)

KIM WILDE "Go For It" (MCA) 81/19

WILLDE: GO FOY TE (WICA) 9110 - Up 4, Debuts 7, Seme 51, Down 0, Adds 19 including WLOL-FM, KWOD, KX104, WZPL, ZZ99, WRQN, KCAQ, OK100, WBWB, KKAZ, KZOZ, Z93 d-32, WABB-FM d-23, WJAD 39-35.

KTDY, WBWB, KRAZ, KZOZ, 283 d-32, WABB-FM d-23, WAJD 38-36.

LBB "Flying TO Win" (Capitol) 77/31

WHOT, KIMBG, KOSO, KISR, KFM, WSPK d-38, KKRO d-38, WBNO d-34.

KIM CARNES "Invitation TO Danos" (EMI America) 88/7

MOVes: U.B. 3, Debata 7, Sams 51, Down O, Adds 7 WHYT, WAJA-FD, WKFM, WKRZ-FM, KDON-FM, WZON, SLY96, 293 35-31, WZYP d-39, WOKI d-37, KCR3 d-21, WIGY d-37 WHSV d-40, WD8R 38-31.

WZYP d-38, WOKI d-37, KO93 d-21, WIGY d-37 WJBQ d-37 WJXV d-40, WD88 36-31.

BRONSKI BEAT "Small Town Boy" (MCA) 64/6
Moves: Up 19, Debuta 4, Sems 33, Down 2, Adds 8, PRO-FM, V100, KITS, WLAN-FM, 93Q, KSET-FM, WHITI 38-27, WXKS-FM
18-14, CKO1 1-1, CFTR 7-6, 293 34-19, 198 16-13, WHITI 16-13, WJBQ 28-24, KBM 37-28.

TEMPTATIONS "Treat Her Like A Lady" (Gordy/Motown) 637, Dewn (A, WKFM, KXXX106, WFM, WQUE-FM, WRVQ, WKSFM, WGCM, WKSF, WGE, WKSFM 38-23, WCML+FM 28-23, WMYT 17-12.

DEEP PURPLE "Knocking At Your Back Door" (Mercury/PolyGram) 63/1
Moves: Up 22, Debuta 3, Sems 37, Down (A, Adds 1, WZYQ, WKSF 33-280, WSPT 38-33, KDVV 25-20, KBM 32-26, CKS6
38-26.

ZEMAD.

COMMODORES "Nightshift" (Motown) 61/25
Moves: Up 5, Debus 8, Seme 23, Down O, Adde 25 Inchafing WHYT, KIIK, WHOT, KF95, KSKD, WCGQ, WIXV, WBW8, Y94, KDVV, KKAZ, KDZQ, WHTX 3-26. WJZR 3-22. WHOK-FH9 37-32. NOVE, NOVE, NEWS, WILLIA GOVER, WALEN SKEW, PROM-PRINS JS-34.

JOHN WAITE "Restless Heart" (EMI America) 57/26

MONREL (9.2, Debut 4, Seme 25, Down 0, Adda 28 Including WLOL-FM, WFLY, WYSR, K104, KWIC, G100, KX1104, WKDD, KIIK, KOFM, KEYN-FM, KKRD, WIXV, WJXQ 39-35, K093 37-33, K202 d-38.

#### SIGNIFICANT ACTION

ANIMOTION "Obsession" (Mercury/PolyGram) 47/32

Moves: Up 4, Debuts 2, Same 9, Down 0, Adda 32 including WXKS-FM, WCAU-FM, KWOD, WFLY, Q100, WNOK-FM, KBFM, Y108, WXX.O, WHOT, KLUC, KOBS, KIS-FM 32-29, KCAQ 30-26, KOZE 34-24.

TOTO "Hotyanna" (Columbia) 33/33

Moves: Up 0, Debuts 0, Same 0, Down 0, Adda 33 including WCAU-FM, WHTX, KWK, K104, WRCK, WKRZ-FM, WANS-FM, WOK, WFM, WKN, KUSA, KDR, KOSO, KOSO, KOP, KSO, KCPX.

WORK, WFM, WJXO, KOXR, K093, KHOP, KSKD, KCPX.

ROMAN HOLLIDAY "One Foot Back in Your Door" (Jive/Arista) 32/15

Moves: Up 0, Debuts 1, Sams 16, Down 0, Adds 15, WERZ, WKFM, WRCK, WOKI, WHOT, KSKD, WOMP-FM, T94, WBWB, WAZY-FM, KCDO, KHTX, 0100 on, KX104 6-35, KEYN-FM on.

BRUCE COCKBURN "If Hed A Rocket Launcher" (Gold Mountain/A&M) 30/14

Moves: Up 4, Debuts 0, Sams 12, Down 0, Adds 14, WCAL-FM, KWK, 0100, WERZ, WKFM, WKRZ-FM, WFMI, WRNO, Z104, KBOS, KO33, KHTX, CTFR 40-35, KC103 6-36, W102 36-31, WJ80 33-29

NOLAN THOMAS "Yo' Little Brother" (Mirage/Atco) 28/7

Moves: Up 9, Debuts 2, Sams 10, Down 0, Adds 7, WFFMI, WZPL, KDON-FM, CK100, WFFM, WKV, Z102, Z100 18-18, I95
29-28, WHYT 4-35, FM102 17-15, WTIC-FM 17-11, WZKS 28-25, Y108 32-27, KCA0 29-22

JERMAINE JACKSON/PIA ZADDRA "When The Rain Begins To Fall" (Curb/MCA) 23/23

MOVES: Up 0, Debuts 0, Sams 0, Down 0, Adds 2) including CKGM. CK10. CFTR, 289, FM102, WFLY, 830, W880, KXX108, WJZR, WARS-FM, WFMI, 286, KSKD, KDON-FM. w. JZR, Wans-FM, WHM, 288, KSKD, KDON-FM. JERMAINE STEWART "The Word Is Out" (Arista) 23/13 Movee: Lin 4. Dabuss 1. Same 5. Down 0, Adds 13, WCAU-FM. WHYT, Q100, WTIC-FM, WKRZ-FM, WHTF, WBBQ, KWIC,

Moves: Up A, Debuts 1, Same 5, Down 0, Adds WNOK-FM, KCAQ, T94, WCIL-FM. FIRM "Radioactive" (Atlantic) 21/21 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds KCXR, OK100, 98XIL, KDVV, KZOZ, OK96. , Adds 21 including WFLY, K104, WKFM, WJZR, WOKI, WFMI, WRNO, KZIO, WJXQ,

KOXR, 0K:100. 98XIL KDVV, KZOZ, OK98.

KENNY ROGERS "Crazy" (RCA) 18/1

Morse: Up 5, Debuts 3, Same 8, Down 0, Adds 1, KHY1, K104 38-28, WKRZ-FM on, KAMZ 29-25, KRGV 19-15, KTFM d-28, WKFR on-dx, KOQS 30-24, KRGV on, OK100 43-00, WKV 38-33, KIST d-40.

DOKKEN "Juar Got Lucky" (Elektra) 14/11

Morse: Up 0, Debuts 0, Same 3, Down 0, Adds 11, WRCK, WHTF, WJZR, KX104, WKDQ, WRQM, KKXX, WAZY-FM, WDBR, KHTX, OK98, WJXQ on-db, KKLS-FM on, WSFT on-dp.

MARTIN BRILEY "Dargerous Momentar" (Mercury/PolyGram) 14/8

Moves: Up 1, Debuts 0, Same 5, Down 0, Adds 8, K104, WERZ, WRCK, WOKI, WFMI, WRQM, Q101, WDBR, WLAN-FM on, WHTT on, WJXQ 40-37, WXGV ov, WRSL on, KBM on.

TRIUMPH "Spellbound" (MCA) 13/0

Moves: Up 2, Debuts 0, Same 11, Down 0, Adds 0, C100 38-32, WRCK on-dp, WHTF on, KWIC on, WJXQ 31-27, WZON on, 95XIL, on-dp, WJAD on-dp, WBNJ on-dp, KBNJ on, OK95 on.

TWINSTETS ISSTER "The Price" (Addended on-dp, KBNJ on, OK95 on.

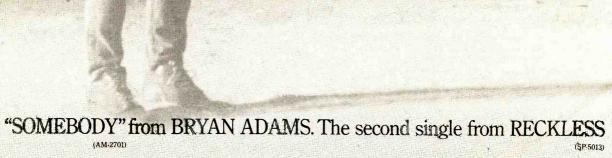
\$8XIL, on-dp, WIAD on-dp, WHSL on, WBNQ on-dp, KBM on, DK99 on.
TWISTED \$15TER "The Price" (Altertic) 13/0
Mones: Up 3, Dabtes 1, Same 9, Down 0, Adds 0, 0,100 on, K104 28-28, WPCK 32-30, WJZR on, WP8NO on, WJXQ 4-40, WFBG
on-dp, WZON on, OX100 34-29, SRXL on, KXQV on, WDBR on-dp, DK96 on.
MADDNINA "Material Clift" (Sirx/WB) 11/5
Moves: Up 3, Dbates 1, Same 1, Down 0, Adds 6, KIJS-FM, KS103, KUBE, WQUE-FM, KWES, WHIT 35-30, CKOI on, KAFM
24-14, KNBQ 4-28, KCAQ 18-16, WRKR 32-24.

JANEY STREET "Under The Clock" (Arista) 11/5
Moves: Up. 1, Dubsta Q, Same 6, Down Q, Adde 6, WHTF, OK100, Q101, WHSL, 99KG, WSPK on, WKFM on, WFST on, WKRZ-FM on, T94 on, KCBN 40-35.

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist/title (label) designation indicate the total number, how many added it for the first time this week. Moves indicate the type of activity this week; Up for upward chart movement. Same for sideways or continued uncharted activity, Down for downward chart activity, and Adds for the number is a sampling of individual station activity. Complete activity can be found in the Parallels.

Note: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay/40.

## "SOVEBODY" FOR EVERYBODY



Produced by Bryan Adams and Bob Clearmountain

AM RECORDS

On A&M Records, compact discs and BASF chrome cassettes.

© 1985 A&M Records, Inc. All Rights Reserved.

YAJASIANOTTAN 1947 JOHN THIE 386F , 35 YIBUREL

ontemporary

18A Begins on Page 102

24 MIDNIGHT STAR/Operator (Solar/Elektra) POINTER SISTERS/Neutron Dance (Planet/RCA) 97 06 @ ASHFORD & SIMPSON/Outta The World (Capitol) 8 13 21 RAY PARKER JR./Jamie (Arista) 38 ON Little Brother (Mirage/Atco) 92 62 75 22 ■ NUANCE I/VICKI LOVE/Love Ride (4th & Brdwy/Island) SHEENA EASTON/Sugar Walls (EMI America) **® ROCK MASTER SCOTT &...**/Request... (Reality/Fantasy) 61 17 15 MADONNA/Like A Virgin (Sire/WB) 91 41 SADE/Hang On To Your Love (Portrait/CBS) 13 STEVIE WONDER/Love Light In Flight (Motown) 21 21 GAP BAND/Beep A Freak (Total Experience/RCA) **D** PHILIP BAILEY W/PHIL COLLINS/Easy Lover (Columbia) 11 07 DEINCE | Moniq Die 4 U (WB) 13 10 (ADM/noitellation) Pause (Constellation/MCA) 91 81 GWEN GUTHRIE/Love In Moderation (Island) **© CEOBGE BENZON**\SONSO (MB) 91 (ADA) uoY gnissiM\2209 ANAIG KOOF & THE GANG/Misled (De-Lite/PG) EUGENE WILDE/Gotta Get You Home... (Phil, World/Atl.) PAUL HARDCASTLE/Rain Forest (Profile) (M&A) JEFFREY OSBORNE/The Borderlines (M&M) 1 NEW EDITION/Mr. Telephone Man (MCA) Black/Urban BREAKER @ D. BOWIE w/P. METHENY/This ls Not... (M&A) SVO J VINO 8'11'SMADA NAYAR ES PS IS BREAKER 🚳 DON HENLEY/All She Wants To Do Is Dance (Geffen) 6. THOROGOOD &.../Gear Jammer (EMI America) 26 BRUCE COCKBURN/If I Had A Rocket...(Gold Mtn./A&M) B ROGER HODGSON/In Jeopardy (A&M) 27 26 TWISTED SISTER/The Price (Atlantic) BREAKER & CARS/Why Can't I Have You (Elektra) (ADR) oibs anT qU muT\Free Radio (BCA) BREAKER THE FIRM/Radioactive (Atlantic) (Capitol) niW oT gniyell (Atlantic) (Atlantic) (Atlantic) 18 KINKS/Do It Again (Arista) £1 9 TA9 (Chrysalis) On Song (Chrysalis) 16 DON HENLEY/The Boys Of Summer... (Geffen) 12 PHILIP BAILEY W/PHIL COLLINS/Easy Lover (Columbia) Santiyon/High On You (Scotti Bros./CBS) 13 GIUFFRIA/Call To The Heart (Camel/MCA) **EVERIGNER/That Was Yesterday (Atlantic)** 55 16 13 15 DEEP PURPLE/Knocking At Your Back... (Mercury/PG) O JOHN FOGERTY/Rock And Roll Girls (WB) 61 18 ⊕ REO SPEEDWAGON/Can't Fight This Feeling (Epic) LULIAN LENNON/Too Late For Goodbyes (Atlantic) ٥ı OL FOREIGNER/I Want To Know What Love Is (Atlantic) JOURNEY/Only The Young (Geffen) ÞΙ DON HENLEY/Sunset Grill (Geffen) g 1

(M&A) ybodemo2\2MAQA NAYA8

GLENN FREY/The Heat Is On (MCA) DAVID LEE ROTH/California Girls (WB)

SMOVELLE LEVERS

● JOHN FOGERTY/The Old Man Down... (WB)

9

BREAKER @ CHERYL LYNN/At Last You're Mine (Private I/CBS) BREAKER @ W. FELDER W/B. WOMACK/I'll Still Be Looking...

BREAKER © COMMODORES/Nightshift (Motown)

Commodores MICHAEL/Careless Whisper (Columbia)

34 BILLY OCEAN/Loverboy (Jive/Arista)

31 VANITY/Mechanical Emotion (Motown)

@ UTFO/Roxanne, Roxanne (Select)

**BONNIE LAWS/City Girl (Capitol)** 

CHAMPAIGN/This Time (Columbia)

26 JANET JACKSON/Fast Girls (A&M)

(ACA) THE WORLD/Tonight (MCA)

BREAKER @ TINA TURNER/Private Dancer (Capitol)

(BW) brid edT/aMIT @

81 OF

OZ LZ

38 30

14

38 STEPHANIE MILLS/Edge Of The Razor (Casablanca/PG)

33 TEMPTATIONS/Treat Her Like A Lady (Gordy/Motown)

**② 10NZUN CREW {\M. JONZUN**\Lovin' (Tommy Boy)

(MCA)

87 ege9 no snige8 A&N

Complete Tracks Chart Begins on Page 85

JULIAN LENNON/Too Late For Goodbyes (Atlantic) DEBUT • 25 BREAKER 3 COMMODORES/Nightshift (Motown) JULIAN LENNON/Valotte (Atlantic) 23 ANNE MURRAY/Time Don't Run Out On Me (Capitol) BREAKER & DARYL HALL & JOHN OATES/Method Of Modern Love (RCA) 13 15 HONEYDRIPPERS/Sea Of Love (Es Paranza/Atlantic) 07 **bHIFIb BAILEY W/PHIL COLLINS/Easy Lover (Columbia)** 52 8 15 BOB SEGER & SILVER BULLET BAND/Understanding (Capitol) CULTURE CLUB/Mistake No. 3 (Virgin/Epic) 3 55 50 23 REO SPEEDWAGON/Can't Fight This Feeling (Epic) MANHATTAN TRANSFER/Baby Come Back To... (Atlantic) 81 KENNA BOGEBS/Crazy (BCA) 0 BILLY JOEL/Keeping The Faith (Columbia) 41 **a CEORGE BENSON/20/20 (WB)** a LL JERMAINE JACKSON/Do What You Do (Arista) u B. STREISAND W/K. CARNES/Make No Mistake... (Columbia) ELTON JOHN/In Neon (Geffen) RAY PARKER JR./Jamie (Arista) JACK WAGNER/All I Need (Qwest/WB) 1 STEVIE WONDER/Love Light In Flight (Motown) (AOR) woY gnissiM\220R ANAIG Sep. STEVE PERRY/Foolish Heart (Columbia) CHICAGO/You're The Inspiration (WB) FOREIGNER/I Want To Know What Love Is (Atlantic) WHAMI\Careless Whisper (Columbia) 

JOHN HUNTER/Tragedy (Private I/CBS)

JOHN PARR/Naughty Naughty (Atlantic)

JOURNEY/Only The Young (Geffen)

TINA TURNER/Private Dancer (Capitol)

PAT BENATAR/We Belong (Chrysalis)

ASHFORD & SIMPSON/Solid (Capitol)

(Mi&A) uoY oT nuR\2MAQA NAYA8

RAY PARKER JR./Jamie (Arista)

TIME/Jungle Love (WB)

CULTURE CLUB/Mistake No. 3 (Virgin/Epic)

GENERAL PUBLIC/Tenderness (IRS/A&M) NEW EDITION/Mr. Telephone Man (MCA)

GIUFFRIA/Call To The Heart (Camel/MCA)

SHEENA EASTON/Sugar Walls (EMI America)

STEVIE WONDER/Love Light In Flight (Motown)

POINTER SISTERS/Neutron Dance (Planet/RCA)

DON HENLEY/The Boys Of Summer... (Geffen)

PHILIP BAILEY W/PHIL COLLINS/Easy Lover (Columbia)

DARYL HALL & JOHN OATES/Method Of Modern Love (RCA)

FOREIGNER/I Want To Know What Love Is (Atlantic)

REO SPEEDWAGON/Can't Fight This Feeling (Epic)

JACK WAGNER/All I Need (Qwest/WB)

DAVID LEE ROTH/California Girls (WB)

MIDNIGHT STAR/Operator (Solar/Elektra)

KOOL & THE GANG/Misled (De-Lite/PG)

MADONNA/Like A Virgin (Sire/WB) CLENN FREY/The Heat Is On (MCA)

BILLY OCEAN/Loverboy (Jive/Arista)

WHAM!/Careless Whisper (Columbia)

CHICAGO/You're The Inspiration (WB)

PRINCE/I Would Die 4 U (WB)

STEVE PERRY/Foolish Heart (Columbia)

KINKS/Do It Again (Arista)

JULIAN LENNON/Too Late For Goodbyes (Atlantic)

FRANKIE GOES TO HOLLYWOOD/Relax (ZTT/Island)

BRUCE SPRINGSTEEN/Born In The U.S.A. (Columbia)

HONEYDRIPPERS/Rockin' At Midnight (Es Paranza/Atlantic)

CYNDI LAUPER/Money Changes Everything (Portrait/CBS)

JOHN FOGERTY/The Old Man Down The Road (WB)

JERMAINE JACKSON/Do What You Do (Arista)

BREAKER ®

BREAKER ®

17 26

15 50

SE 1E

13 9

15

54 32

26 23

30. 51

52 81

11 52

91 82

14 81

91

ÞL

4

01

2

3

HONE CAN'T

34

38 30

TU630

**● 10830** 

68

æ OP

Œ 35

Œ. 9E 6E

52

54

3 33 . 58

3 35 55

0

4

0 31 12

15

₹ 10830

ontemporary

#### Konowitch Directs Arista Video Expansion

Abbey Konowitch has been appointed VP, Video & Artist Development for Arista Records. His appointment coincides with the label's decision to expand its video efforts. Konowitch will supervise the administration, development, and promotion of all video projects. In addition, he will continue to handle artist develop- Abbey Konor



ment and product management for the label

#### Tierney Shifts To Media Design

Thomas Tierney, formerly Assist. Art Director at Warner Bros. Publications, has moved to the Media Design Agency as Art Director. His background also includes graphic artist posts with the "MacNeil/Lehrer Report" and Columbia Communications, Inc.

#### Monroe New Meredith VP

Daniel Monroe has been appointed VP/Staff Operations for the Meredith Broadcasting Group. Prior to this promotion, he served as the group's Staff VP, Controller/Manager, Labor Relations. In his new capacity, Monroe will retain his duties as labor relations manager

#### Meloy Named WMAL Sales Manager

Cathy Meloy has joined WMAL/Washington as Sales Manager. She came to the station from WIYY & WBAL/Baltimore, where she was General Sales Manager. Meloy is also a former KIMN/Denver GSM.

#### Jones Creates SHOWPREP

KOST/Los Angeles personality David K. Jones has established SHOWPREP, a full-service radio show preparation package that also offers aircheck critiques and free job referral. Jones is a 15-year broadcasting veteran, who has worked at WCFL/Chicago, KPLZ/Seattle, KOFM/Oklahoma City, and Sunbelt Communications. Though Jones will relinquish his KOST airshift on March 2, SHOWPREP will be available at the end of January. Initial

clients are KOST and sister KFI. David K. Jones The address is 3241 DeWitt Dr., Hollywood, CA

#### Kott To KKAM & KDES As Sales Manager

90068; (213) 851-4325

Dana Kott has been appointed Sales Manager of KKAM & KDES/Palm Springs, CA. The 25-year radio veteran was most recently President/owner of KDIG & K104/San Bernardino, CA.

#### **Brush Appointed WCMF Sales Manager**

Linda Frame Brush has been named Sales Manager for WCMF/Rochester. She first joined the station two years ago as an AE.

#### **WRFM Names Casey** Sales Manager

Mike Casey is the new Sales Manager at WRFM/New York. His radio career began in 1980 when he signed on as an independent rep for WYNY/New York. Casey had been with WRFM as an



#### Perry-Hoffman Upped TO KKBQ LSM

Two-year KKBQ-AM & FM/ Houston Account Executive Susan Perry-Hoffman has been raised to Local Sales Manager. Prior to joining KKBQ, Perry-Hoffman was an AE at neighboring KRLY and KYND. Before that she served as Regional Manager of WKQQ/Lexington, KY. Susan Perry-Hoffman



#### Mathews Joins KILO

Jim Mathews comes aboard KILO/Colorado Springs as Regional Sales Manager. He brings several years' sales experience from positions with Portland facilities KINK and KMJK, WDOK/ Cleveland, and WKDD/Akron. Mathews was also writer/co-producer/host of the PBS TV show, "Patterns For Change.



#### Important Taps Sinclair, Cultreri, Neben

Gearing up for the expansion of its custom labels division, Important Records has named Steve Sinclair as Manager. Sinclair was formerly VP at Enigma Records. In other related activity, Cliff Cultreri, Branch Manager/Distribution, has been promoted to West Coast Director of A&R. And Important salesperson Jeff Neben has been upped to National Director/ Promotions in the Western region.

#### Pathfinder Ups Dykstra To VP

WCUZ-AM & FM/Grand Rapids GM Ronald Dykstra has been promoted to VP of Pathfinder Communications, the outlets' parent company. He had held the GM post since September 1978.

#### Carelli Manages **WRBQ Retail Sales**

Dan Carelli has been tapped as Retail Sales Manager for WRBQ-AM & FM/Tampa. During the last three years he worked as an AE for the stations. Previous to that he was Sales Manager at crosstown WPLP.



Dan Carelli

#### Hopke Segues To WB

Jack Hopke has become Eastern Artist Development Manager for Warner Bros. Records. For two years he served as WEA's New York Promotion Manager, and prior to that worked as a New York promotion rep for RCA Records. On the radio side, he also programmed WQBK-FM/Alba-



Jack Hopke

#### **Acquaviva Returns To Atlantic**

Kathy Acquaviva has returned to Atlantic Records as West Coast Publicity Manager. She served in that capacity for the label between 1978-82 before embarking on a two-year stint with

Paramount Pictures' Studio Relations department. Acquaviva's early background lists an Administrative Assistant post with the Los Angeles Starwood Theatre, as well as work with Little David Records, Clerow Television Productions, and Monte Kay Management.



#### Chrysalis Ups Borthick, Espy





FROM AMERICA'S HOTTEST NEW RADIO

PROGRAM SOURCE!

Chrysalis Records has promoted Mick Borthick

to Senior Director of Product Control and Ronda Espy to Senior Director of Business Affairs. Borthick has been with the label for nine years, most recently as Director of Product Control. Espy is a six-year staffer who moves up from Director of Business Affairs.

#### **Know How To Make Love?**

(To your audiences and advertisers on Valentine's Day)

We've got a way to make your Valentine's Day a romantic payday. In more ways than one.

With "HOW TO MAKE LOVE TO EACH OTHER: A Valentine's Day Music Special." Hosted by television soap stars John and Sandy Gabriel. This two-hour stereo special has a solid adult contemporary playlist and star interviews with McCartney, Murray, Newton-John, Richie, Warwick and more. Plus up to 20 minutes of avails!

Affordable cash syndication by IGC/Broadcast Products Division. Call Vanessa at (212) 605-0105 to reserve some good love sounds for your station.

Produced by Leslie Corn/Arielle Productions Distributed by THE INDEPENDENT GROUP OF COMPANIES/BROADCAST PRODUCTS DIVISION



## Advertiser-Oriented Research: Unlocking \$\$\$

How can you get it up in '85 — posting station revenues above your '84 sales level? That topic will undoubtedly be on the tips of many tongues as the industry's sales management leaders gather in Dallas for the RAB Managing Sales Conference. When all else fails, you may want to study sales research for advertiser insights that can help unlock more dollars.

How does "Advertiser-Oriented Research" (the sales version of AOR) work? What types of situations cry out for this approach? What sort of sales payoff can you expect? Let's delve into a brief examination of this topic.

#### What Is It?

Basically, AOR is "the confidentially-sponsored retrieval of key advertisers' perceptions of and opinions toward radio station sales efforts." The key words here are "confidentially-sponsored." You can bet your override that you'll get different feedback from a key advertiser when you take him to lunch or golfing, as compared to the opinions he might spout when queried by an anonymously-sponsored researcher.

How can a station obtain that freeflowing feedback so valuable in opening the doors to sales growth? There are three key techniques that have been used by researchers. Listed in descending order of effectiveness (in my opinion), they are as follows:

- · In-person interviews
- Telephone interviews
- Mailed questionnaires

Let's examine the pros/cons of each approach.

#### **In-person Interviews**

The one-on-one, face-to-face approach is probably the most effective way to enter the hearts and minds of the key decisionmakers in your local or national sales arena. The sponsoring station (or network or rep firm, if done on a national level) supplies the researcher with a list of potential interview subjects, who are then contacted in hopes of setting up an interview.

These interviews are ideally held in the advertiser's office — an important factor since the subject is likely to be more comfortable on his own turf. A discussion takes place wherein the researcher probes and solicits the advertiser's opinions and thoughts, using a series of questions determined by the sponsoring station. A typical interview session lasts an hour, although some media decisionmakers are so flattered to be asked their opinions that they go on for two hours or more.

When setting up the appointment and later visiting the advertiser's office, the researcher must stress the confidentiality of the respondent's comments. At the same time, the researcher must not divulge the identity of the study's sponsor. To do so would color the nature of the advertiser's comments, a sin that negates one of AOR's real advantages.

Typically, 10-25 advertisers comprise the sample for such a project. This approach is probably more expensive than the following two techniques (but usually worth the cost).

#### Week In Review

#### Oklahoma City: Ratings Robbery?

The Arbitron scene is a hot one in Oklahoma City these days. First, based on a 122-diary shortfall (11% under its in-tab goal) the ratings firm has promised to make small rebates to subscribers to the fall '84 market report. In addressing the situation, however, Arbitron may have uncovered another problem.

Company spokespeople confirmed to R&R that they are talking to postal authorities regarding reasons why the desired number of diaries did not get back to Beltsville. One of the standard steps in a case when the shortfall is more than 10% is to ask local postal officials to investigate whether any diary-tampering in the mail may have occurred.

Although there is rampant market speculation that some diaries may have been sent back by diarykeepers but plucked from the mails, Arbitron spokesperson Alison Conte told R&R, "The investigation is still ongoing; nothing unusual has been found to date. Some diarykeepers were called back and stated that they had returned their diaries, but this is a typical response." Ms. Conte indicated that research test diaries currently in the market may have somehow fueled the clamor.

generally less expensive than researchers' salaries.

#### **Mailed Questionnaires**

If you need to shotgun advertiseroriented research to a larger sampling (50 or more persons), the mails may be your best bet. In terms of gross costs this approach would likely be the least expensive, but there are some tradeoffs.

The main hassles fall into two areas. First, since you can't probe with a questionnaire, it's tough to be as incisive as you can be during the in-person or tele-

- If you have a new general or sales manager (to help quickly acquaint them with the ins and outs of the local ad market)
- If you are contemplating a format change (perhaps the advertisers see a hole, or maybe they won't support the Punk/Disco/Polka format you have in mind)
- If your ratings are up, but your revenues are flat (why can't you convert those ratings — is it a staff clash problem, is there skepticism about your format's longevity, or are you perceived as being too unreasonably priced?).

#### Revenue Payoff

Properly-executed advertiser-oriented research should result in your station receiving overall conclusions, as well as thorough verbatims (with the in-person and telephone techniques), from each respondent. These responses can be priceless and lead to account exec shifts, rate card redesigns, better communications with the buyers, etc.

The ability to unlock your potential revenues comes from the sales management team's follow-up to the research-findings. In some cases it may make sense to go "public" and have a reception for those surveyed advertisers. You can share the fact that your station cared enough to ask their opinions, then state what changes will be initiated to follow up on their thoughts and suggestions.

A more typical follow-up course, however, is to keep the findings strictly internal. Even AEs may not be privy to the information. The sales team and the local advertisers will, it's hoped, only see the study results put into action — better service, format adjustments, personnel shifts, or an improved PR campaign. I've never seen advertiser-oriented research fail to boost sales, with the increase depending on where you've been and how aggressively you want to implement the ad community research results.

If you're wondering how to get your sales up this year — and meet those '85 sales projections — maybe advertiser-oriented research holds the answer. Give it a try!



"I've never seen advertiser-oriented research fail to boost sales, with the increase depending on where you've been and how aggressively you want to implement the ad community research results."

#### Telephone Interviews

A less expensive, but still useful, approach to obtaining ad community feedback involves soliciting opinions over the phone. Since these calls can't usually take an hour, you get responses from more advertisers. However, these viewpoints may not be as in-depth as those, from an in-person interview. You'll also lose the observational benefits of body language and facial expressions — which, in a personal interview, can often be as expressive as what the media maven is saying.

The good news about the telephone poll concerns sample size and costs. If you want to conduct a national sales survey the telephone might be the best system, especially if you need more than 25 interviews. Costs are also better controlled since travel wouldn't be a factor, and telephone interviewer salaries are

phone interview. Secondly, there is often an extremely poor rate of return with mail surveys. You might receive fewer than half the number you originally mailed.

#### When To Do It

No matter which technique best suits your needs, you still face one basic question: "Is advertiser-oriented research right for my station?" Here are some instances when ad community research has proven to be worth its weight in gold . . .

- If you're contemplating buying a station (to check out how advertisers view the station and its sales effort)
- If you've bought a station (same reason as above; also to see if there is a sales manager or account executive candidate worth approaching about joining your operation)

## Bounce your program off Mutualink.



#### IT'LL GET THERE FASTER, MORE RELIABLY, AND AT A LOWER COST.

Now you can have your talk show or music program delivered to thousands of radio stations across the country simply by bouncing it off us just once.

We're Mutualink. And we can provide the reliability, speed and flexibility you need to market your program in a big way...all at a surprisingly small cost.

This is the same satellite delivery system the Mutual Radio Network uses to deliver programming to its affiliated stations nationwide. And since Mutual was the first commercial radio network to develop, own and operate their own system, Mutual's been bouncing shows across the country for a pretty long time.

Short programs or long. Live or pre-recorded. Once a-month or daily. We can deliver your show more efficiently than the system you've been using. We can do it instantly and even simultaneously to stations all over the country.

We'll also build specialized networks to send your program to a specific list of stations.

So start bouncing your program off
Mutualink. It's the best way to get it there.
For more information call lim Kozlowski

For more information call Jim Kozlowski at (703) 685-2082 or send in the coupon.



## Fall '84 Arbitron Advances

#### Birmingham

WZZK Retakes Top Spot; WKXX Affected By WAPI-FM Move To CHR; WENN Stable; WMJJ Posts Best Score Ever

	Spring '84	Fall '8
WZZK (Ctry)	11.3	12.
WENN (Blk)	11.7	11.3
WKXX (CHR)	13.4	11.
WAPI-FM (CHI	R)* 8.2	8.
WMJJ (AC)	6.9	8.
WATV (Blk)	5.9	6.
WAGG (Rel)	7.2	6.
WSGN (BBnd)	5.5	5.
WVOK (Ctry)	4.1	5.
WERC (N/T)	3.1	3.
WJLD (Blk)	1.9	2.
WQUS (Ctry)	2.6	2.
WAPI (AC)	2.2	1.
WDJC (Rel)	2.6	1.
WYDE (Gold)	2.6	1.
WCRT (Rel)	1.6	1.
*Was AOR in previo	ни вжеер.	

#### **Dayton**

WHIO-FM Wins By Bigger Margin; WTUE Loses Two, Holds Double Digits; WHIO Softer Without Baseball

	Spring '84	Fall '84
WHIO-FM (BM)	14.4	16.0
WTUE (AOR)	13.6	11.5
WHIO (AC)	9.8	8.0
WDAO (Urbn)	6.4	6.5
WONE (Ctry)	7.6	6.1
WGTZ (CHR)	6.6	5.8
WAVI (Talk)	3.6	4.2
WING (AC)	5.4	4.1
WYMJ (AC)	4.4	4.1
WVUD (AC)	3.9	3.6
WBLZ (Urbn)	2.1	3.1
WSKS (AOR)	2.1	2.6
WBZI-FM (Ctry	1.9	2.4
WPTW-FM (AC	1.3	2.1
WBLY (Ctry)	-	1.9
WLW (AC)	3.0	1.8
WAZU (AC)	_	1.6
WFCJ (Rel)	1.2	1.4

#### Charlotte-Gastonia-Rock Hill

WSOC-FM Softer, Still Number One; WBT Zooms Into Double Digits; WBCY, WROQ-FM, WJZR Post Strong CHR Showings

Strong CHR Showings		
ing '84	Fall '84	
17.3	15.8	
7.7	13.3	
10.8	10.9	
7.4	9.2	
* 7.2	7.7	
6.1	6.7	
5.4	6.4	
4.1	6.0	
3.7	2.8	
2.3	1.8	
2.7	1.1	
2.8	1.1	
1.3	1.1	
	17.3 7.7 10.8 7.4 * 7.2 6.1 5.4 4.1 3.7 2.3 2.7 2.8	

·Was AOR in previous sweep

#### Albany-<mark>Schene</mark>ctady-Troy

WPYX Dethrones
Perennial Leader; WGY
Drops As WTRY Segues
To A/C; Healthier
WOBK Climbs To Third

S	pring '84	Fall '84
WPYX (AOR)	12.5	11.8
WGY (AC)	12.8	9.0
WQBK (Talk)	6.6	8.3
WGFM (CHR)	9.4	7.8
WROW (AC)	5.0	6.8
WWOM (AC)	6.5	6.4
WFLY (CHR)	6.0	5.6
WROW-FM (BM	6.0	5.5
WGNA (Ctry)	4.9	5.0
WTRY (AC)*	3.9	4.1
WQBK-FM (AOI	3.1	3.6
WABY (BBnd)	2.3	3.3
WPTR (Ctry)	5.4	2.4
WCKL (AC)	_	1.6
WWCN (N/T)	.4	1.5
WHAZ (Rel)	1.0	1.1
WASM (BM)	.8	1.0
*Was CHR in previou	s sweep.	

#### Oklahoma City

KKNG Adds Three, Takes Honors; KTOK Strong Second; KATT-FM Slips; Country, CHR Races Tighten

	Spring '84	Fall '84
KKNG (BM)	9.3	12.6
KTOK (N/T)	11.2	11.8
KATT-FM (AO	R) 10.9	9.8
KXXY-FM (Ctr	y) 9.8	9.1
KZBS (AC)	8.9	8.8
KEBC (Ctry)	8.3	8.5
KJYO (CHR)	8.2	7.9
KOFM (CHR)	5.5	6.9
KLTE (AC)	6.0	4.5
KOMA (Ctry)	4.1	3.2
WKY (Ctry)	2.4	2.3
KJIL (Rel)	2.2	2.0
KXXY (Ctry)	.5	1.6
KAEZ (Blk)	2.4	1.4
KKLR (AC)	_	1.3

#### Norfolk-Portsmouth-Newport News-& Hampton

WFOG Stable; WCMS-FM Takes Second As WNOR-FM Softens; WOWI Wins Urban Battle; WLTY Jumps

	Spring 84	ran or
WFOG (BM)	10.7	10.5
WCMS-FM (Ct	ry) 8.6	8.3
WNOR-FM (AC	OR) 10.3	8.0
WOWI (Urbn)	4.8	7.5
WLTY (AC)	5.6	7.3
WNVZ (CHR)	9.3	7.3
WMYK (Urbn)	6.9	5.0
WWDE (AC)	4.5	4.8
WTAR (AC)	5.3	4.7
WPCE (Rel)	2.6	4.0
WNSY (CHR)*	2.1	3.6
WXRI (AC)	1.3	3.4
WRAP (Blk)	3.9	3.1
WQKS (Urbn)	3.4	2.8
WNIS (News)	2.9	2.5
WCMS (Ctry)	- 1.1	1.8
WTID (Ctry)	1.2	1.8
WTJZ (BBnd)	1.1	1.2
WNOR (Gold)	1.2	1.1
WPMH (Rel)	_	1.0
*Was A/C in previo	us sweep.	

#### Rochester

WVOR Enlarges
Winning Margin;
WPXY-FM Wins Close
CHR Race; WCMF
Softer, Loses Three

	Spring '84	Fall '84	
VVOR (AC)	13.5	14.7	
VEZO (BM)	12.9	12.5	
VHAM (AC)	9.1	9.2	
VCMF (AOR)	11.6	8.8	
VPXY-FM (CH	IR) 7.7	8.4	
VMJQ (CHR)	8.1	8.2	
VBBF (N/T)	4.6	5.3	
VYLF (BBnd)	6.7	5.2	
VNYR (Ctry)	4.3	4.5	
VDKX (Blk)	2.5	2.3	
VHFM (CHR)	2.4	2.3	
VFLC (Ctry)	1.1	1.8	



## Our TV commercials drive people to the radio.

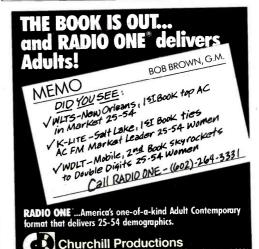
Which is exactly where we want them to go.

That's because Creative Works specializes in award-winning tv spots that sell radio stations. With concepts that are innovative, entertaining and attention-getting. The kind of commercials that stand out from the crowd instead of getting left in it.

To find out more, call Jay Bigelow at (215) 525-6430. Once you do, we think you'll agree that Creative Works is the quickest way to get people from their tv set to your radio station.



We sell radio.



130 E. Missouri/Suite 800 Phoenix, AZ 85014 (602) 264-3331

Shoot your sales sky high

i, I'm Pam Lontos from Dallas, Texas with a 30 session Video Sales Training Course that will help you increase sales to unheard of heights. A proven course that has already helped stations around the country increase sales 300% to 500% in their first month.

John Tyler, Chairman/CEO Satellite Music Network says, "I would recommend Pam Lontos as the best broadcast sales trainer in America. Her video sales training course will create phenomenal increases and promote teamwork with the entire staff."

Jim West, President of Fairwest says, "Pam Lontos has a proven track record in the broadcast industry for increasing station's sales. I am a believer in Pam Lontos, her methods and her video course. It works.'

If you'd like to turn your sales around and stop your sales staff turnover even if your station has low ratings, call or write me, today. As a special bonus, if you're one of the first 33 decision makers to call, I'll send you a cassette, free.

To everyone who uses my video course, I promise results and, believe me...the sky's the limit.

Temporarily Offered At 2/3 Trade!

- 1. Power in Your Mind
- 2. Pam's Story
- 3. Formula to Change Your Life
- 4. Goal Setting
  5. Get Out of Your Comfort Zone
- 6. Visualization Exercise
- 7. Planning 8. Prospecting
- 9. Telephone Technique
- 10. Emotional Rapport-How to Build Trust
- 11. Find Client's Hot Button
- 12. How to Eliminate Objections

#### INDIVIDUAL VIDEO SESSIONS

- 13. Guide Client to Answers You Want
  - 14. Sell Benefits
  - 15. Buying Signals & Body
  - Language
  - 16. When to Close Sale
  - 17. What Are Trial Closes?
    - 18. Safe Question
      - Close
    - 19. Assumptive Close
- 20. Ben Franklin Close
- 21. Physical Action Close
- 22. Colombo-Close
- 23. Impending Event Close
- 24. Sharp Angle Close
- 25. Summary Close
- **Testimonial Close**
- 27. Should Have Done It Sooner Close
- **Review of Entire Sales Course** How to Sell Different Kinds of Buyers
- Role-Play with Salespeople & Client

from Start to Finish

OR WRITE: P.O. BOX 741387, DALLAS, TX 75374-1387

#### **NETWORKS** PROGRAM SUPPLIERS



**REED BUNZEL** 

**NETWORK INTERVIEW — DICK BRESCIA** 

#### **Growth, Strength Projected For '85**

Increasing advertiser awareness is a top priority for the radio industry, on both national and local levels. Being included as part of every media buy is vital to radio's survival, and advertiser education is the surest way to effecting such a decision. The Radio Advertising Bureau provides this educational function for individual station-client relationships, while the Radio Network Association (RNA) covers the same ground on a network level.

To further explore the role of the association, and ponder the future of the radio network industry, this week's column features a brief interview with CBS Radio Sr. VP Dick Brescia, who recently replaced ABC Radio Sr. VP Ed McLaughlin as RNA



R&R: As the Radio Network Association moves well into its second year, what objectives do you see for yourselves if you are to 'spread the network word?"

DB: The basic goal of the RNA is to make the national advertising community feel comfortable with the network and with the concept of using the network as an advertising vehicle. To achieve this we use an approach incorporating informational and educational meetings, either one-on-one or as

We are trying to do this both with advertisers who are comfortable with radio and who know radio, and those who either underutilize radio or don't use it at all. There are some major advertisers whom we need to better educate about the values of radio as a medium, and then networks as a second part of that.

R&R: Doesn't this process duplicate the efforts of the Radio Advertising Bureau?

DB: There is no question that the RAB does an excellent job. However, they have to concern themselves with a very broad membership base, which generally lies at the station level. It is very difficult for them to represent, as best they can, thousands of radio stations and rep organizations, and also cover the radio networks. They do a very good job for radio as a whole, but can't really bring focus to the value of radio networks. Their first concerns are - and should be - the radio stations.

R&R: Last year's reports of affiliate underpayments and advertiser overcharges raised fears that network radio's reputation might be tarnished. Is this still a pervasive

DB: I don't think there is a reason for concern as far as stations or advertisers are involved. There was obviously a great deal of concern that arose last year, but that is really just a part of history now. If the radio network industry as a whole was going to be

adversely affected, we would have felt it in the fourth quarter of last year. 1984 was a tough year, but my guess is that we will come out of the fourth quarter with a market growth of somewhere between 10 and 15%. This is pretty good when you consider that we came out of the first nine months of the year with 2.8% growth.

R&R: What sort of business are you expecting for networks in 1985?

DB: In general, I don't believe we have a major concern regarding how the business is going to be in 1985. It looks like the first quarter, and probably the first half of 1985, will show considerable growth over 1984.

The best kind of expression of confidence that you could see is that advertisers are ng money into network radio in the fourth quarter. As far as '85 is concerned, I see that same growth factor working for radio networks as a whole. This is a pretty strong endorsement from advertisers. Obviously, many of them are returning to network radio because they feel it is the important part of their mix or their marketing

R&R: We always look at short-term growth, but what about longterm results?

TICKET TO RIDE EIGHT DAYS A WEEK - Scott Muni, host of DIR's new "Ticket To Ride" program, gathered with the show's production team following the premiere taping, Pictured (I+1) are: Denny Somech, Tom Couch, Muni, Bob Meyrowitz, Charile Kendall, and Peter Kauff.

#### DIR Tickets Beatles Show

All-Beatles, all-the-time? Not quite. But DIR Broadcasting is putting the finishing touches on its first new program of 1985 - "Scott Muni's Ticket Collins, Mick Jagger, David Bowie, and

The program, which is (obviously) hosted by WNEW-FM/New York's Scott Muni, debuts next Friday (2/1), and features a variety of Beatle memorabilia, including:

- Old and rare Beatles cuts
   Interviews with John, Paul, George, and
- Ringo
- Beatle trivia in a question-and-answer for-
- · Guest stars including Elton John, Phil

Robert Plant. According to DIR's Bob Meyrowitz, "Ticket

To Ride" fills a programming void untouched by all-Beatles weekends or formats. "Music survey tests conducted coast to coast show atles capturing the kind of audience impact that makes everything and everyone else pale by comparison.

The program is produced for DIR by Charlle Kendall and Denny Somach.

What will the network industry look like five, maybe ten years down the road?

DB: If you want to look into the future of network radio, you're going to see some changes. I'm not sure that all the networks that are around today will have the same look in four or five years that they have now. It wouldn't be going too far out on a limb to suggest that during the next five years the role of networks in the marketplace is going to change. Some networks may go away, and others may grow up. We are dealing with a medium that is so fantastically competitive that there appears to be a lot of opportunity to step in and deal with the needs of the stations.

R&R: How are networks going to have to alter their ways of thinking in order to keep pace with the rest of the radio industry?

DB: The companies that are in the business now, and I include all of those that are in the Radio Network Association, are pretty well positioned to take advantage of ese kinds of opportunities. Still, we will all probably change because radio is changing. and we will be doing things a little bit differently in the future.

A big question is whether the networks can come up with some kind of programming that will address local challenges. Two areas of concern are attracting newer and perhaps younger listeners, and to help get costs under control. Obviously, if a network or a program service can come up with some kind of programming that meets those two criteria, there's going to be a pretty good marketplace both from a station and advertiser point of view.

R&R: Do you think the traditional, oldline networks will move even further into programming ventures, to compete with those syndicators who are already supplying product?

DB: One of the definite changes coming on is the temptation to get into the program development business, tempered by the economy. Radio has to deal with the realities of economics - the potential return on investment coupled with the needs to fill a programming void.

You've got an FM marketplace which is, on the whole, very successful. But a lot of radio stations have to carve out an identity for themselves. How many CHR stations can you have in a market? Networks offer an opportunity for those stations on the FM side of the band to have some sort of uniqueness. We've had great experience doing this for AM radio stations through the years and there are definitely some great opportunities on the other side of the dial.

R&R: A year ago at this time, 1984 was projected to be a good year for radio, but the first nine months turned out to be sluggish. Is 1985 going to follow suit, or will there be real changes in revenues by this time next year?

DB: It is gratifying to see the current growth figures because it says, despite the fact that there's been a little turmoil in our marketplace, that we are still viewed as a valuable part of an advertiser's marketing plan. We feel very good about the end of 1984, and are very confident about 1985. The association has some fascinating things planned to help our main mission - to draw attention to the values of network radio.

#### **Network Spots**

#### IRS R US

AP Radio has announced production of a new 10-part series discussing taxes and the taxpayer, scheduled to be fed January 28 to all AP affiliates. "Taxbreak," a :60 program hosted by AP business correspondent Alan Schaertel, takes a look at the complicated American tax system and suggests ways the payer can keep more from the

"Taxbreak" is done in conjunction with another AP 50-part tax-oriented feature. For more information call (202) 955-7243.

#### **Independent Programming**

The Independent Group Of Companies has reached separate agreements with both Arielle Productions and Cinema Sound, Inc. to jointly produce and distribute a variety of new radio programs. IGC, headed by Henry Kavett, will kick off its new joint arrangement with Arielle's Leslie Corn by offering an encore presentation of "How To Make Love To Each Other," a Valentine's Day feature hosted by daytime serial stars John and Sandy Gabriel. The two-hour music special is being offered on a cash basis, and heads a list of other program features in various stages of develop-

IGC and Cinema Sound will explore development and production possibilities for a variety of

For further information contact (201)

#### **Big Event Lovemakers**

Barnett-Robbins Enterprises has announced that it is currently syndicating "The Lovemakers," a 3-hour music special distributed as part of the Big Event Radio Network, The program, scheduled to air the week of Valentine's Day (2/8-17), features "the greatest love songs of all time" from artists such as Barbra Strelsand, Nell Diamond, Lionel Richie, Kenny Rogers, and Pat Benatar.

"The Lovemakers," produced by Draper & Hampton, Inc., is available to stations on a barter basis. Call (818) 788-2331 for further details.

#### **Hispanic Inquisition**

UPI's Spanish-language Nuestras Noticlas radio network has added a new feature, "Quien Soy Yo," to its lineup of programs. The 5-minute daily feature focuses on the lives of important historical figures in and events of importance to the Hispanic listener.

"Quien Soy Yo" is formatted as a "quiz" program, wherein questions are asked regarding famous events and dates of past or present Hispanic history. A brief discussion of that segment's topic follows, and the answer to the question is given at the close of the program. This format is designed to increase audience involvement and maintain quarter-hour listening.

The program is produced by Productions 19 Ltd. of Chicago, and is available to network affiliates on a barter basis. Contact (202) 898-8231 for more information, por favor.

## Why are more stations than ever choosing Surrey?

In the last year, Surrey Research has been privileged to experience its greatest clientele growth ever. Among reasons most commonly given for choosing Surrey are their superior quality, past performance and vast experience in radio research. Beyond this more general reasoning, some stations are pointing to more specific features. Here are just a few repeated most often.

#### Clearness of Research

As most programmers will agree, the clarity of research is vital to its usefulness. At Surrey our attempt is to design and display research in its clearest, most concise and easiest to put to use form. One example of this is offered in our A & O Auditorium Music Testing. Results are presented to you alphabetically by artist, in rankorder and also in a page-by-page

cross-

tabulation of each song's

level of appeal to your key audience groups. To assist you in distinguishing the

you in distinguishing the winners from the losers,

Surrey applies colorcoding to each ranked

title. This exclusive Surrey feature puts an end to the once burdensome task of determining the cut-off point in Music Test results.

#### Stringent Recruiting Methodologies

One of the most important aspects of qualified

qualified research is the assembly of those individuals whose opinions most / reflect that of your core-listene.

core-listener. This approach, as opposed to the often used

targeteddemo

concept,
ensures you
a representation
of people more closely identi

of people more closely identified to your "perfect" listener. Not only does Surrey encourage this more defined sample of your desired audience, but additionally seeks those types of individuals most prone to participate in a rating study. We call them *diary-types*. Aside from your study providing you with listener data, this added recruiting technique lends itself well to the one thing you strive for most—ratings efficiency.

#### Affordability

Understandably, cost is a key in determining the amount of research you're able to acquire. Now for

the first time, through Surrey's *invest*ment planning and package discounts, many stations are conducting research programs designed

to accommodate their objectives rather than just their budgets.



planning, stations who contract for more than one study over a period of time are now afforded the luxury of monthly

payments to accommodate the total investment. Aside from the benefits derived from investment planning, by contracting for more than one study over the course of a year, additional discounts are realized. These discounts

projects conducted.

These are just a few of the many reasons stations are choosing Surrey.

Why not let us tell you more? To arrange

are determined by the number of

for a personal visit from one of our representatives, call today (303) 989-9980. We'd like to become your choice.



BONGO BONGO

0

The new hit by

STEVE MILLER BAND

From the album, ITALIAN X-RAYS

STEVE MULER BYRON ALLRED HENNY LEE LEWIS GARY MALLAGER

Capitol

#### MUSIC CALENDA

#### Monday **FEBRUARY** Behind The Music (RKO2 Culture Club Checkin' In (RKO2) **Private Session** (RKO1) **Solid Gold Country** (US) Birthdays Of The Month uesday **FEBRUARY Behind The Music** (RKO2) (RKO2) Checkin' in Waylon Jenning Private Session (RKO1) Solid Gold Country (US) Conway & Loretta

Wednesday	6
FEBRUARY	يت
Behind The Music Barry Manilow	(RKO2)
Checkin' in	(RKO2)
Private Session	(RKO1)
Bryan Adams Solid Gold Country	(US)
Country Blues	
Thursday	7
FEBRUARY I	
Behind The Music Commodores	(RKO2)
Checkin' in	(RKO2)
Private Session	(RKO1)
Ashford & Simpson Solid Gold Country	(US)
Songwriter Bob McDill	
Friday	
	8 4
FEBRUARY L	
Behind The Music	(RKO2)
Checkin' In	(RKO2)
Nitty Gritty Dirt Bend Private Session	(RKO1)
Kim Carnes Solid Gold Country	(US)
Feature Year 1973	(,

FEBRUARY 4	-8
Country Closeup Larry Gatlin Part 1	(NP)
Country Music Radio Magazine Emmylou Harris	(CRN)
Earth News U2/Gregory Hines	(WO)
Encore w/ William B. Williams 1942: Glenn Miller/Alvino Rey	(WO)
Gary Owens' Supertracks	(CRN)
In Concert Tommy Shaw	(WO)
Live From Gilley's Ronnie McDowell	(WO)
Music Makers Herb Alpert	(NP)
Off The Record John Fogerty/U2/Giuffria	(WO)
Off The Record Special Cars	(WO)
Special Edition Stephanie Mills	(WO)
Star Trak Profile Olivia Newton-John	(WO)

The Week Of

#### The Weekend

#### **FEBRUARY 2-3**

American Christian Countdown David & The Giants	(SP)
American Gospel Rock Countdown	(SP)
Glen & Wendi Kaiser	
The Countdown Philip Bailey/Janet Jackson	(WO)
Countdown America Wit	h
John Leader Kool & The Gang	(RKO)
Dick Clark's Rock, Roll, & Remember	(US)
Martha Reeves & The Vandellas	
Dr. Demento Hawaii Mixture	(WO)
The Great Sounds	(US)
Lee Arnold On A Country Road	(MBS)
Gus Hardin/Reba McEntire/	
Anne Murray/Willie Nelson	
Musical!	(WO)
Golden Globes Special	
Rare & Scratchy Rock & R	oil (PIA)
Rick Dees' Weekly Top 40 Jack Wagner	(US)
Rock Album Countdown Foreigner/Pat Benatar	(WO)
Rock Over London Heaven 17	(RI)
Scott Shannon's Rockin'	
America Top 30	(WO)
Julian Lennon/Philp Balley/REO Sp	
Solid Gold Saturday Night	(RKO)
Buddy Holly	(0000)
Top 30 USA	(CBSR)
Greatest Male Stars	
Weekly Country Music	
Countdown	(US)
Ronnie Milsap	

CBS Radio has appointed William McGee Southeast District Director/Affiliate Relations, McGee ioins CBS from the National Black Network, where he was Account Executive in the New York office since 1983. Prior to moving to NBN he was GSM at WLOU/Louisville, and also worked with WKLR-FM/Toledo.

Also at CBS, Jean Medd and Stephen DiNardo have been named Account Executives for the network's National Sales office. Medd comes to CBS from WBBM-FM/Chicago, and prior to that she was National Sales Manager at WZUU-WLZZ/Milwaukee. She will be based in the network's Chicago office. DiNardo comes to CBS's New York office from WHIT/Boston, and prior to that he was with WGTR/Natick, MA.

Nick Young has been named Co-Anchor of "Newsweek On Air" for RKO Radio Networks. He joins Newsweek Sr. Editor David Alpern, and replaces RKO News Correspondent Gil Gross, Young came to RKO in 1983 as News Anchor/Correspondent, and prior to that anchored the morning news at WHDH/Boston. He also worked in news at WEEI/Boston and WLW/Cincinnati.

Denny Somach Productions has appointed Kevin Dunn Program Coordinator/Staff Writer. Gunn will be involved with the company's new "Ticket To Ride" program, and will contribute to other productions as well. He was previously with Friday Morning Quarterback, and prior to that was Assistant PD at WMMR/ Philadelphia.

## When the Music Stops...

The Newspaper for Information Programmers... Now Available to You at Charter Subscription Rates!

#### You Need WillEarshot

ADDRESS \_\_\_

To keep up with the latest developments in radio information programming... technical innovations...what's going on in other markets...what your competition may be doing next...

#### |||||**||Earshot Is...**

The only publication completely and exclusively devoted to radio information programming...the place to find complete details about who's working where...what jobs are open...and what's coming next!

Take advantage of our introductory \$36 a year rate and stay within Illearshot!

Yes! I'd like to be one of Earshof's readers at the \$36 introductory price, and get the most thorough coverage of news for information programmer applicable agreement. To: Earsbot Circulation Dept. 88 First Street, Suite 302 San Francisco, Ca. 94105 grammers available anywhere. (415) 974-1622 Charge my: ☐ Visa ☐ MasterCard ☐ Bill Me \_Exp. Date \_\_ ☐ Payment enclosed \_\_\_ JOB TITLE \_\_\_ NAME \_ COMPANY -

\_\_ STATE \_\_\_

#### **NEWS & INFORMATION FEATURES JANUARY 28-FEBRUARY 1**

#### Entertainment

Assignment Hollywood

Stockwell /1/28

Ghoulies (1/31)

Penny Stocks (2/1)

Judy Davis (1/29) Chuek Norris (1/30) Deborah Adair (1/31) David Lynch (2/1) Entertainment Coast-To-Coast (CBSR) Eddie Murphy/Brad Davis/Veronica Cartwright/Sting/Pointer Sisters (1/26) On The Radio Rock Report (SOU) (1/28)Screen Scenes (SOU) Songwriter (1/28)
Party Animal (1/29)
That's Dancing (1/30)

#### Lifestyle

kend Hits & Misses (2/1)

Beat The System	(RKO1)
Housing Help (1/29)	
Neighborhood Checks (1/31)	
Mindgames	(RKO1)
Video Kids (1/28)	
Power Stares (1/29)	
Middle Class Credo (1/30)	
Making The Pitch (1/31)	
Nutrasweet (2/1)	
Smart Money	(RKO1)
Medical Claims Service (1/28)	
Ethical Investments (1/30)	

#### **General Information**

Computer Program Software for kids/battery powered Models/Compatibility Standards micros/co-processing Ed Busch Talk Show (AP) Eating meat economically/gangs (1/26) Air bags/diets/free nuclear energy (1/27) Health Care Low Stress (1/27) Jim Bohannon Show (MBS) Larry King Show (MBS) Francis Mullen (1/29)
Joseph E. Granville/Lynn Elgert (1/30) Ken Delmar (1/31) Sidney Sheidon (2/1) News Blimp Rock & roll collectibles/martial arts/ (PRN) job trends/box office turkeys/ break dancing hazarda Newsline Extra (NBC) The Party's Over — The Inaugu Public Affairs (PIA) ets & The Deli (1/27)

Sound Advice

Power ratings/speaker cross-over/ delay distortion/micro peakers/

(PRN)

A BETTER APPROACH TO UNDERSTANDING EACH OTHER

#### Improving Internal Communications

By Gary Kaplan

"We are in the communications business, yet we cannot communicate with each other." How many times have you heard that all-too-familiar refrain?

Although certainly ironic, the communications gap is by no means strictly limited to radio. Many businesses within and outside the broadcast industry share this common dilemma - internal communications whose effectiveness leaves a lot to be desired.

Page 22

So what is the solution? It begins with an understanding of the interdependent relationship between effective internal communications and a good, skillful manager. You cannot have one without the

First, let's break internal communications down into three categories. Downward involves management communicating with its employees; letting them know what is happening. In upward communications, the roles are switched, with the employees keeping management informed on issues that may positively or negatively affect their performance. Then there's lateral, i.e., PD, GSM, chief engineer discuss problems or ideas that may affect each of their departments

Successful implementation re-lies in turn on how attuned the manager is to his or her leadership role. All skilled managers should understand that their job centers around three primary

functions:

Satisfying Employees' Needs

Employees expect and are entitled to direct and honest appraisals of their job performance, strengths, weaknesses, job direction, priorities, and goals. Managers must also provide a sense of "belonging," show sincere concern for the employee as a person, and not dismiss him as just another cog in the working machin-

Satisfying Group Needs

As a group, station staffers

should receive regular updates as to company and job-related progress, staff promotions, terminations, resignations, policy changes, and potential or current problems. Again, the feeling of belonging or being an integral

When you check the CHR Parallel One Playlists in this week's R&R, try to guess how many of the reporting stations are currently using jingle packages from JAM. Want a hint?

America's leading programmers know how important the right station ID's are to their success. And when it comes to creating the sound they want, the leaders come to JAM. Why? Because they need bright, exciting production that sparkles on the air. And JAM does it better than anyone else.

Let us show you what stations like Z-100, KIIS-FM, and WLS already know: Time after time JAM sounds the best. Call us and find out what's new for '85. After all, what's the percentage in going anywhere else?



JAM Creative Productions, Inc. • 4631 Insurance Lane • Dallas, Texas 75205 • (214) 526-7080

Gary Kaplan presently serves as Executive VP/Partner of Garofolo, Curtiss & Kaplan, a national executive search firm headquartered in Philadelphia. In addition to heading the Los Angeles office. Gary is responsible for the firm's entertainment and broadcasting specialty practice. During the last five years he was Sr. Partner with a major international executive search firm. All in all, Kaplan has 20 years' experience as a personnel profes



part of the team contributes to high morale, trust, and loyalty, and can have an incredible impact on productivity.

**Defining Goals And Objectives** It is in the best interest of the station or company to make employees aware of its goals and objectives. Staffers armed with this knowledge are more inspired to adopt the "all for one, one for all" work ethic. Managers who keep employees uninformed run the risk of distrust, overblown speculations, paranoia, wasted time, low morale, and decreased pro-

To implement and maintain effective internal communications, managers can draw from one or more of the following suggestions:

ductivity.

#### One-On-One Feedback

Whether in a formal performance appraisal (which will be covered in a future article) or informal discussion, managers should provide honest, candid evaluations. Frequently, managers engage employees in conversation only to reprimand them when something is wrong. When offering praise or constructive criticism, be direct, get straight to the point, respect employee feelings, stand by your convictions, and do not apologize for them.

Since communication is a twoway street, the manager must encourage employee feedback as Though many workers well. should like to share their ideas and opinions, they fear retaliation. They also believe that manage ment couldn't care less, does not welcome comments from the lower-status "workers," and only wants to hear from the "yes-men." This means fostering an open-door policy for the staffers and other managers: there is easy access to all levels of manage ment, whose ears and minds are

Managers should also ask questions and be able to interpret nonverbal behavior. Again, employees may have a problem but are afraid or uncomfortable about approaching management

#### **Staff Meetings**

Periodic meetings with various departments or the entire staff should be meaningful, not held just for the sake of having a meeting. Meetings lacking real discussion substance waste employee and management time. Always have an agenda, even if the session will only last for half an hour. In addition, well-planned and substantive meetings should not take the form of a lecture; allow for maximum participation veen yourself and the employ-

Taking into consideration travel time, try not to schedule meetings more than an hour in advance of or beyond normal business hours. Better yet, cater in lunch and have the meeting before or during the meal. Strategic issues such as upcoming conventions, sales campaigns, and programming promotions should be discussed well in advance at these

#### Retreats/Workshops

Retreats and workshops are excellent ways to become better acquainted with fellow staffers/ managers and strategize for the future. These do not have to be held out of town; renting a hotel suite in the same city can work wonders. Uninterrupted by the usual office distractions, participants can clearly focus on the tasks at hand. And if you do decide to go out of town, remember that it is psychologically healthy for those who work together to play together. Allow for some leisure time.

#### Miscellaneous

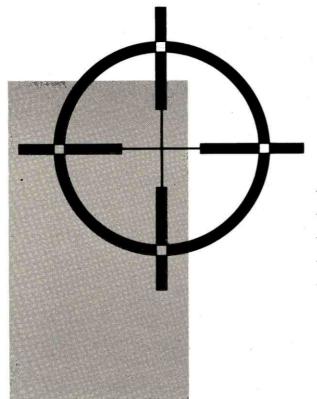
Under this category fall news-letters, bulletin boards, announcements, memos, and suggestion boxes - anything that keeps employees informed and encourages participation. Like meetings, any form of office correspondence meaningful should contain material. For example, newsletters should report more than just the latest bowling and softball scores, deaths, births, marriages, and retirements. Though this information is important, today's employees are looking for more.

Suggestion boxes open the door to both management and employee henefits. Management receives new ideas, and employees are rewarded for their contributions, cultivating healthy internal communications.

Since many employees cannot afford their own subscriptions, routing trade press to the appropriate people is another option to consider; i.e., current issues of the many broadcasting trade publications

So there you have it. Effective internal communication relies on management encouraging and practicing candid dialogue with its employees. Open dialogue leads to understanding, which paves the way toward successachieving teamwork. But it takes two to communicate, and the employee must also share part of the responsibility. This subject -peer group and management communications from the employee's perspective - will be explored in my next article.

## Research and Marketing Aimed at the Sales Payoff



For the past six years Jhan Hiber & Associates has helped clients improve their ratings and revenues. Over 90% of the stations consulted have benefited from our experience in broadcast sales, management, market research, rating strategies and creative consultation. Among the services we offer are:

- Market X-Ray Perceptual Research
- Post-Survey Diary Reviews
- Advertising Community Perceptual Studies
- Sales Staff Training
- Advertising Industry Seminars

Look for us at the Managing Sales Conference in Dallas and pick up a copy of "Hibernetics, A Guide to Radio Ratings and Research", at our booth. Or, call us at (408) 625-3356 for details and market availabilities. Let Jhan Hiber and Associates help you hit the ratings and revenue bullseye.



#### The First Annual National Black/Urban **Radio Sales Conference**

A Two-Day Radio Sales Seminar Designed Specifically To Increase Black/Urban Radio Station Revenues

#### TOPICS OF DISCUSSION

- Identifying the Importance of the Black Consumer
- Specific Brand and Category Preference of Blacks
- Examining Ways to Prospect
- Proven Techniques in Getting Through to the Decision Makers
- Pre-Conditioning your Prospect
- Black Listening Habits
- Building a Strong Rapport with Your Prospects
- Examining Black Listenership by Location
- Mastering the Art of Asking Questions
- Examining Heavy Ethnic Users
- Creating Buyer Signal Awareness
- Increasing Agency/Client Servicing Effectiveness
- Determining Black Purchasing Patterns
- Closing Questions and Phrases
- Over 30 Ways to Overcome Objections
- Effective Use of Newspaper Consultancy Form
- Mastering the Art of Writing an Effective Black Presentation

Ralph Brown, President of Ralph Brown and Associates, is the Executive Director of the Conference. As Northeast Editor for Black Radio Exclusive he developed these meetings as a direct response to the need for more information about the effective marketing of Black/Urban Stations.

Conducting the seminars will be Richard Kaufman, President of Radio Advertising Dynamics, a New York-based sales/marketing training and consulting firm. Mr. Kaufman was the guest sales speaker at the Black Radio Exclusive Conference in Houston in 1984.

Data on the Black consumer's buying behavior and media habits are provided by The Wellington Group, the nation's foremost Black marketing research and marketing firm.

Dates and Cities: February 6th and 7th - Washington, D.C. February 12th and 13th - Atlanta February 27th and 28th - Los Angeles March 6th and 7th - Detroit

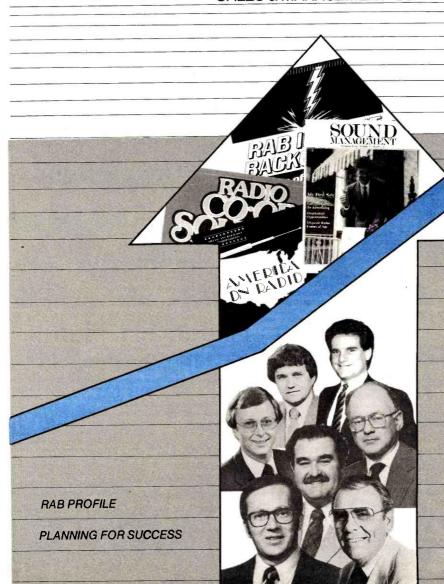
To register or for further information: Contact Ralph Brown at (215) 879-0625 or Richard Kaufman at (718) 225-1515

SPECIAL SUPPLEMENT



#### RADIO AND REVENUE

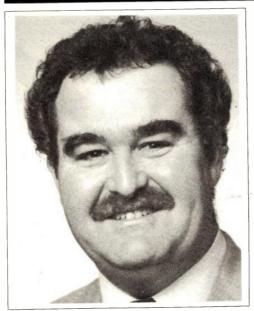
SALES & MANAGEMENT '85



CRMC PROGRAM

RAB MARKETING TOOLS

## RAB On RAB The Bureau Chiefs Speak



Bill Stakelin President, RAB

he objective of the Radio Advertising Bureau is one of developing dollars and developing people, and we will be working along that theme during 1985.

#### Radio & Revenue

On the revenue side, we will continue to zero in on major advertising clients and decision-makers to try to increase radio's share of advertising expenditures. It is our mission to represent the radio stations across the country at key client meetings, speaking as their marketing voice and making presentations on how and why to use a radio. These presentations will target such groups as the National Retail Merchants Association, Automobile Dealers of America, and other organizations that can spread the word on

radio. The sales and marketing side of our job is to target the clients and make presentations, and to continue an ongoing effort to bring more money into the industry.

Looking ahead to 1985, some of the things we're very excited about have to do with the development of people - such as our new on-line co-op service. We have been working on this project for some time, and it is now fully developed. We have put it through rigorous tests, and it will be available to our membership later this year. The complete RAB coop database will be on-line for the stations to access on their in-house computers. The system will tell them how to use it, how to contact the manufacturer, and how to turn the database and the co-op information into dollars for the individual radio stations. We have plans to offer other on-line systems in

the future, but at the moment they are at various stages of development.

#### Training For Dollars

Another project we have in the works is an RAB training manual, "How To Sell Radio For Radio Stations." This is a sales training manual or primer for radio stations to use in training new salespeople - and for ongoing training for salespeople in every size market. Also, we are continuing our focus groups across the country and meeting with the broadcasters on a regional basis to target activity and determine how we can be in closer contact with them. We are working to be more supportive of the member stations and different regions, and one way to do that is to do local marketing seminars and sales seminars in their individual cities. Sponsoring "radio days" and helping broadcasters target in on regional accounts is a project of top priority.

We are also attempting to get a grass-roots new business development system in place during 1985. This would be designed along the same lines perhaps of what's being done on a national level with the National Association of Broadcasters and the National Radio Broadcasters Association. Every state association and city association would have a designated New Business Development Committee and Chairman. That chairman would work directly with the RAB, and we would provide how-to information and presentations to help them target specific groups They would do on a local level what we do on a national and regional basis, making calls on key clients and selling them on the medium of radio instead of selling individual stations. This is a very big project, which we think can work as effectively as the systems which work with legislative pro-

#### **Onward And Upward**

There is no doubt that radio in 1985 will be able to sustain the growth that it experienced in its record year of 1984. Of course, it may not be the 15% increase which we had last year; right now we're looking at 13%. However, radio will be as strong, and that

Continued on Page 27



#### Richard H. Harris Chairman, RAB

he irrepressible
John Madden endeavored to make a
point before this year's Super Bowl contest. He was
talking about how much
puss and vinegar oldtime
quarterbacks like Norm
Van Broklin and Sammy
Baugh used to play with —
lamenting that their brand
of enthusiasm is notably
absent from today's signal
callers.

"Heck," Madden said, "if you didn't pay attention to those guys, they'd just spit at you."

#### Play Action Pass

There will be no such lack of intensity in Dallas this week, where the Radio Advertising Bureau is again hosting what has come to resemble the radio industry's Super Bowl for sales professionals. The players who turn out for the RAB's Managing Sales Conference all come to play, and the exchange should once again be lively. At its best, radio sales is a contact sport.

Some people worry about the radio industry's penchant for butting heads. I believe just the opposite. I think it's all part of our unique character and a needed element in our industry's continuing process of self-renewal.

My own involvement in the RAB and National Association of Broadcasters reinforces my faith in radio's capacity to learn from lively discussion and debate. The RAB, at this moment center-stage in Dallas, is foremost in our

#### Signs Of Progress

Can the RAB be made a better organization? Obviously there are

Continued on Page 27

## RAB On RAB

#### Bill Stakelin President, RAB

Continued from Page 26

13% increase will be a real increase because we expect the rate of inflation to remain low. 1985 should be a good year for the medium, and it will continue to be good in the coming years — for several reasons.

First, radio broadcasters are now approaching selling the radio medium as a medium first and as their station second. Using this more intelligent and effective approach to interest people in radio advertising is beginning to pay off. Also, we are seeing more and more companies establish their own in-house training programs, making better use of computers and data that is available to them. Altogether we are beginning to see a more intelligent sales approach for radio, and we are getting a lot of feedback from clients. Advertisers are really beginning to see a difference in the way that our medium is positioned and sold, as well as in the quality of presentations and data. As a result, radio will sustain itself.

The big factor continues to be whether we can increase the share of radio as part of the advertising pie. While everybody said, "1984 was a great year for radio," our share remained at 7% of total advertising dollars. The real key here is to get everybody to lock in on raising this share. We have es-

tablished a task force to address this problem, and we are researching what programs and action plans we can initiate to increase that share. These efforts will hopefully lead us to attracting at least 10% of the advertising dollars by 1990.

#### Opportunity Knocks . . .

As we enter 1985, radio has a golden opportunity to increase its business and its share. Because many large advertisers who have been spending all their money and their time in the mass advertising approach turned to targeting, and because radio is the premier targeting medium, advertisers who have used radio less in the past than they should have are open to new presentations. They are looking for new ways of "doing it," and are taking a fresh look at radio because their marketing strategies are changing. As a result of our efforts we are

now receiving requests for presentations from people who haven't really been interested in radio for the last few years. Some of the advertisers who have ignored the medium in the past really have some sizable increases in their budgets, and they are beginning to take a look at radio. They're beginning to say, "I've got to target right in on my customers, and a very effective way of doing that is radio."

#### Richard H. Harris Chairman, RAB

Continued from Page 26

ways in which it can be strengthened, but I think Bill Stakelin and his management team have done some outstanding things in their first year on the job. The most notable of these is their effort to bring enormous energy and creativity to the task of structuring a more effective RAB. Some of these accomplishments follow:

 They have reorganized the RAB to put the organization in closer touch with radio broadcasters.

 They have formulated and begun acting on a comprehensive marketing plan with specific targets and objectives.

They strengthened co-op services with an improved 'Source Book,' as well as an extremely promising new co-op information system that brings the computer to our co-op selling activities.
Bob Galen's research group

 Bob Galen's research group responded aggressively to an RTNDA study purporting to show radio losing out to television as a timely source of news.

• RAB's staff created a firstrated sales A/V presentation, "The Power of Sound," and put it to good use in numerous presentations to potential new radio advertisers. It was good enough to win a gold medal in international comnetition

 The new RAB administration managed the affairs of the organization within the budget approved by the executive committee.

#### The Power Of Radio

Sales calls to major advertisers were an important RAB activity this past year. Presentations to the jewelry, motion picture, and automotive industries marked exciting initiatives for our industry.

Selling radio's effectiveness door-to-door to different industries is hardly glamorous work. But largely because the RAB called on the automotive industry in Detroit — and helped coordinate the efforts of reps, networks, and local stations — Chevrolet is using actionable information that creates sales. By requiring a fair return for their dues-investment. By communicating honestly and often. And by using the RAB.

On the last point, I wonder how many RAB members really do try to make the organization work for them. We have broad industry representation in the various committees that advise each RAB Department. These groups are providing important direction. But we need more.

Members must individually commit themselves to the objectives of the RAB in order for it to work for their maximum benefit. The RAB isn't a collection of people working in New York, or at the regional level. It is us — all of us demanding quality and, just as important, setting the criteria for

The rough and tumble world of radio calls for active players. Radio people are known to thrive on the give-and-take of competition. The will to win marks us all.

"Members must individually commit themselves to the objectives of the RAB in order for it to work for their maximum benefit. The RAB isn't a collection of people working in New York, or at the regional level. It is us — all of us demanding quality and, just as important, setting the criteria for it."

radio again to introduce new models.

Certainly there's more work to be done, and it's up to the RAB membership and Board members to see that progress continues on all fronts.

How is this possible?

It is possible by members taking an active interest in the services RAB was created to provide. By personally evaluating the literature and materials being made available. By critiquing what's provided. By insisting on It is our nature to question and probe, to push for the limit. It's in our blood to tussle and talk loud, because those instincts have helped keep the radio business alive and vibrant. Yet, ultimately we must be wise enough to close ranks when it is in our common interest to do so. We must play with abandon — but know when it's time to shake hands and get on with the business of building radio.

The RAB is doing that. It needs everyone's participation.

**TMC** proudly announces the creation of **CUSTOM** jingle packages for another two outstanding stations...

WBZ

- Group W, Boston Cary Pahigian, Program Manager

WTIC-FM

Ten-Eighty Corp., Hartford
Tom Barsanti, Senior Vice President/Programming
Garry Wall, Program Director

TMC helped Cary, Tom, and Garry create their own CUSTOM jingles... and we can do the same for you. Call Janie Autz, toll-free, 1-800-527-7759, to discuss details or request a demo of the music packages that have made TMC the custom music-maker for so many of the best!



TM Communications, Inc.

1349 Regal Row • Dallas, TX 75247 • 214-634-8511 • 1-800-527-7759

**EPA** 

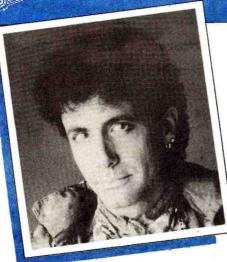


## SURVIVOR "High on You!"

#1 NEW & ACTIVE 138/48 58% WXKS-FM 34-21 WNYS add CKOI add Z100 29-23 WCAU-FM 4-3 B94 add 24 940 deb 27 KAFM 35-27 Y100 add 30 B97 add Q105 add WGCL 22-16 WCZY 25-16 WHYT 23-17 KIIS-FM 22-16 KZZP deb 30 KMJK deb 32 FM102 16-10

KWOD add KS103 32-24 KPLUS 24-20 KUBE deb 29 KNBO 25-20 Z106 4-4 KZZB 20-14 WOAY 19-10 OK95 16-10





JOHN HUNTER "Tragedy"

## BREAKERS

One Of The MOST ADDED
180/85 76%



TEENA IMARIE "Lovergirl"



## BREAKERS

156 Stations 66%

CHR Chart: Debut 40



## SAENAERS

One Of The MOST ADDED
780/85 76%





## AVIERIP GILHANI "Luignovol"

## SUENVERSE



%99 saottats 981



## Planning Makes Perfect Promotion & Sales

by Dwight Case



fun, so buy one. 'Chase's Annual Events" is great hot dog producers, vendors, and eaters sure do! At any rate, Month" is great shakes, but the the fact that July is "Hot Dog and months. You may not think plies you with all the input you need about special days, weeks, coffee table for browsing! It supthat you should have one on your of them all. This book is so great pook - berhaps the most fun tool · "Chase's Annual Events"

go out and buy some or make your own, don't be left without them. · Planning forms. Whether you

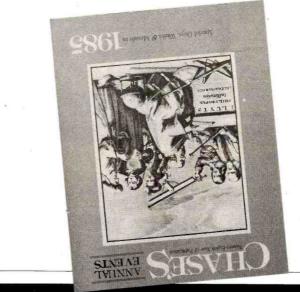
to find the real "meat" of the stereo hilarity and never be able ing correctly you'll have hours of to record these things on tape. However, if the meeting is work-Because we're in radio we all tend your meeting takes copious notes. · Notes. Make sure someone at

#### Life After Planning . . .

DINES to enhance clear uninking. or three hours. Air does wonderful around outside at least every two keep your head clear Walk For the approximately two days

to be the least productive. you are going. Sometimes the on what you are doing and where way. It is important to put a value seems impossible, but do it anydollar amount next to each of the efforts on your list. Often this place, the next step is to affix a After you have all your plans in

Type up your plan and get to it! Now comes the hard part.



#### Chase's Annual Events Fun Planning For Profit

facts and dates for your planning and reading pleasure. the answer is at your fingertips in "Chase's Annual Events," an indispensable compendium of question "When is the Cordova Icework Festival" when you play Trivial Pursuit. In either case, Ever wonder what the "Tar Skiing Race of Oulu" was? Perhaps you've been expecting the

if your contest prizes mesh with the seasonal "mind set" of your

By studying this data you can see

You can obtain your own copy of this valuable promotion and sales tool (\$14.95 each) by

tract in the coming year.

target accounts you want to at-

Another list contains the names of

live, what they look like, etc.).

you wish to attract (where they

including who the folks are that

confacting the publisher at:

Chase's Annual Events

Best Publications, Dept. C

180 N. Michigan Ave.

Chicago, IL 60601

the books to radio folks for a discount. You can also purchase copies from the National Association of Broadcasters, which sells

you, but to me it's a great reason to have a tew triends by for a cocktail — or, in Kansas, it's a Knowing that May 3rd opens the "Kansas Barbed Wire Show" may not be important to

sales package.

· Last year's history of promo-

formation tells you not only when be misled by this chart - this intool tells about the business activity within most industries. Do not

· An RAB Action Chart. This

tion and sales packages.

#### The Basic Tools meeting exciting and on track. An

"professional enabler" to keep the

cidentally, some stations use a

consultant, if you have one. In-

Promotion Manager - even your Director, Operations Manager,

tional Sales Manager, Program

al Manager, General Sales Man-ager, Local Sales Manager, Na-

ger in the pie, including the Gener-

SUSMELS EVERYORE Who has a fin-

attend the planning session. The The next question is who should

Whatever you do, don't meet in your office. It possible, try not to even gather in the same city.

· Within the contines of your In your own backyard?

. On poard a cruise ship?

is where are you going to do it?! The first question in this process

Fun planning, however,

The Fun Of Planning

about exciting stuff and genera-ting ways to beat the socks off of

cise the grey matter, thinking

time of enjoyment while you exer-

Planning is supposed to be a

I, for one, really look forward to

contesting that will go on through-

execution of the packaging and

heads of their fiscal responsibility, before and during the successful

by informing the department your annual plan. It also helps you

plugs the costs and rewards into

annual budget to the bank or to the plans is prior to submitting your promotions and programming It is my feeling that the special planning time for setting up sales The Merits Of Planning tor change or enhanceand includes many options ning is done for a full year rect - as long as the planthese ideas is probably cor-It is my guess that each of promotion should be done. ning for sales and station when annual plan-

First off, planning in advance

her own idea about veryone has his or

• In a hotel suite?

Some ideas:

your competition.

the planning session.

out the year.

home office.

interesting idea!

groups interweave for success. They are not two separate subjects. the ratings success you hope for, your listeners are thinking about. : epnjour esequ "Hope Chests" — lists of those people you are keying on with your promotion or sales package. One list should reflect business, but it also tells you what tools you will need. Among others, We often overlook how these two each category of advertiser does Next in line comes the planning

# BLAIR RADIO. WHERE WHERE PERFORMANCE IS THE IS THE TRADITION.

Talair bills the most dollars per client
with us an average of 21 years.
Blair clients in the top-10 markets have been
top-50 markets.
Blair Radio has more #1 stations in the
top-50 markets.

☐ Blair bills the most dollars per client station of any major radio representation company.

That's Performance!



## A Program For Professionals Marketing Consultant Certified Radio

WTQR/Winston-Salem Sasser Ray

sales requirements. gram has to meet the same oue who enters the profor salespeople, but everygram isn't designed just dio salespeople. The produstry which certifies rabroadcasting inprogram in the he CRMC is the only

The CRMC program offers the ial, he or she will never finish it. son doesn't understand the materradio sales examination. If a perof a three-hour, five-part written acter; plus successful completion ed on experience, ability, and char-The CRMC certification is bas-

SASSER/See Page 34 only certification that says a per-

KIZN/Boise

in what he is doing and son who takes a lot of pride on the street. He is the percard and sells advertising son who takes out the rate isn't just the average perknowledge. This person toward the acquisition of son who is motivated he or she is the type of pereffort. It also suggests that certain amount of time and advertising. It indicates that the person has put in a in the marketing of radio demonstrates a certain amount of professionalism It signifies that a person of attainment it indicates. tage of becoming a CRMC is the level he greatest advan-

DOBBS/See Page 34 level of professionalism. wants to achieve a higher





Ken Costa





·ssəutsna knowledge about the a greater capacity of are a true professional with industry, they know you gram in the broadcasting the only certification pro-

ISAACS/See Page 34 going to be more trustworthy, and little more than the next guy, I am what we are talking about. The advertiser sees that I am a CRMC; he realizes that I know a an added indication that we know been certified by the industry, it is dealing with somebody who has when they understand they are CEMC is the opportunity it pro-An added advantage of being a

> KJYO/Oklahoma City ISSECS Gary

plain to advertisers and conversation. Once you exname it becomes a topic of those initials after your ness card. When people see designation on your busiing a CRMC is the advantages of bene of the greatest

retailers that the CRMC is

the client-station relationship. more prestige and importance to dealing with a salesperson cer-tified by the industry, lending · The advertiser realizes he is

son apart from the typical "spot technique that sets the salespereffective and successful sales cates the consultant sell, a more · The CRMC program advo-

career benefits they have realized acronym has given them, and the gram, the opportunities the CRMC hind their involvement in the prothey discuss the motivation besuccessfully completed the course. In the following article For a personal perspective on RAB's CRMC program, R&R spoke with three managers who

through their participation.

fessional excellence. developed to recognize procertification program industry's only national business, and it is the radio signation in the accounting ed Public Accountant dethe program to the Certifisional skills. RAB likens and sharpen their profesment personnel to improve radio sales and manageing Bureau is designed for ed by the Radio Advertisant program offer-Marketing Consulthe Certified Radio

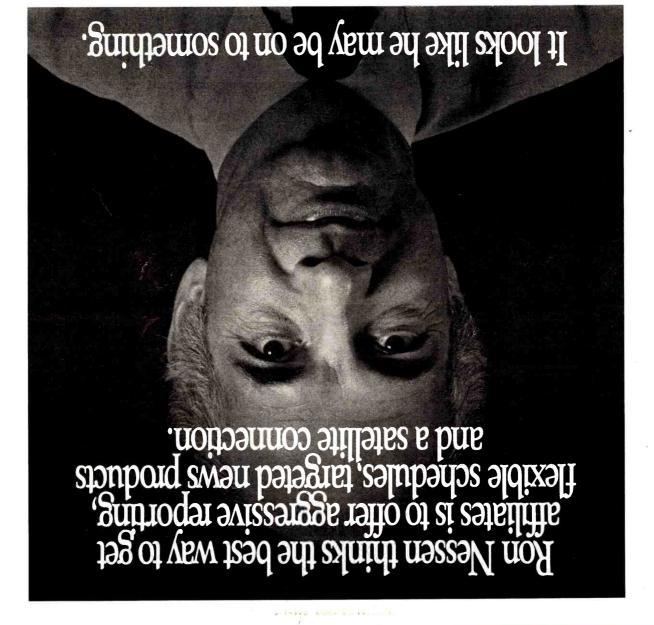
Candidates who wish to become sales and management positions. percentage of women in radio Costa's target of 40%, which is the by the program, and 36% of those who passed last year were women. This comes close to 1177 individuals had been certified ials and exam. By the end of 1984 ed and developed the study mater-Marketing Information, research-1973, and Ken Costa, RAB VP/ conceived the CRMC program in The RAB Board of Directors

broblems. advertising and business principles; and solutions to marketing understanding of marketing, arguments countering adver-tisers' objections to radio; basic knowledge of competitive media; dio's dimensions and strengths; three-hour, five-part examination covering basic knowledge of racandidates must pass a rigorous tion must be an RAB member. All station management, and the stamust be recommended by their keting experience. Individuals years of related advertising/marment experience, or two years of radio sales and two additional fulltime radio sales or manage bility requirements. Applicants must have at least three years a CRMC have to meet strict eligi-

sional in a number of tangible cation benefits the radio profes-RAB claims the CRMC certifi-

sary to do a top-rate job. and problem-solving skills necesperson as having more experience • RAB certification marks a

over 50% of all CRMCs are now in managers when they take the test, of all certification candidates are The CRMC is a ticket to career advancement. While 25%



HOW ABOUT A FREE SATELLITE DISH? the combination that best fits your format. rate into your own presentation. You choose that you can broadcast directly or incorpoclosed circuit updates and special reports in the Morning," business reports, and

fast-breaking news events and special simultaneously, continuous live coverage of We'll help you deliver the news with a free satellite dish. It'll provide you with our regularly scheduled programming and,

When you want radio news, come to the radio network. To learn more call Mutual Station Relations at (703) 685-2050. short-form updates. Nobody else offers anything else like it.

*lloh* a no slautu

Beirut; the resignation of James Watt. Lebanon; the evacuation of dependents from big stories. Like the plans to send Mannes to beats the TV networks and wire services on

over television news. listeners really getting? Often just warmedthe TV networks, but what are you and your Sure you can take your radio news from

OK EFEXIBILITY

magazine "America

Your station can have our news any way

all wrapped in a rigid package that allows the hour or up to five minutes on the half hour. And, unlike the TV networks, it's not your listeners want it: up to five minutes on

mark, plus the news 3½ minutes at the :55 features—targeted to younger
listeners—for up to you no scheduling options.

We also offer "Lifestyle" news and

> substantive radio news. editor, author, and former presidential press secretary means he knows how to deliver edge. His background as broadcast journalist, Kon's jeadership gives our news team an He is. As Vice President, Mutual News,

> Just the way affiliates want it. Proof: over 800 carry the Multual news product. And the

THERE'S NO SUBSTITUTE FOR SOLID REPORTING. list is growing fast.

from the first radio correspondent to reach Grenada after the U.S. invasion. Ask them where they tuned to hear reports News is news, you say? Ask your listeners.

Mutual. assassination attempt. reporter at the operating room after the condition of President Reagan from the only Or where they heard reports on the Mutual.

The Mutual Radio Network regularly

The test administered by RAB

your job, and passing the test

vided by RAB prepares you for

Just learning the materials pro-

the CRMC indicates, you have the confidence to go out and succeed.

brings it all together.

industry. Every time that sales-person goes in to talk with an ad-

the mark of professionalism in our

confirmation that you have passed

most like passing a final exam, a

certifying this knowledge. It is al-

salesperson has passed an exam

about the industry, the CRMC

ing radio knows the basic facts

to think that anyone who is sell-

self-confidence. While I would like

by clients is a greater degree of

planning to do in newspaper, print, or television.

whatever they may or may not be

clients, because you can speak to

more professional with your

ing so prepared you can be a little

competitive media as well. By be-

but you are also aware of the other

the radio industry inside and out

and exam you not only understand

cessfully completing the course

how they relate to radio. By suc-

talk intelligently about the dif-ferences of various media and

CRMC comes from being able to

tion, so we have to know more.

eral months of study and prepara-

three-hour exam that covers sev-

have been through a rigorous

than the next guy. All CRMCs

think a little bit better on my feet

I'm going to be somebody who can

Continued from Page 32

Gary Isaacs

The greatest benefit of being a

Accompanying this recognition

### Ray Sasser

necessary to handle your affairs. Continued from Page 32

tor each of them. Is the exam asked to write a marketing plan examples of businesses and are you are given several hypothetical The other half is essay, in which consists of answering full-in-the-blanks and true-false questions. tually every media. Half the exam and cons and vital statistics of vir-The candidate will learn the pros various demographic categories. ing with radio and consumption by tions, which forces a person to learn every fact and figure deal-Eacts" book and other publication comes from its "Radio knowledge. Much of the informaone examination of industrywide for CRMC certification is a seri-

sou - all because of proven abilithem above the average salesperapart from the others and raises capable of achieving. It sets them a fraction of professionals are can live up to a standard that only gives the individual so he or she tion is the added confidence it valuable than the cuent recognivalue of the CRMC, but even more just beginning to recognize the The average advertiser is really tough? In a word, yes.

knows he is professionally compecompetitive media. If a person figures that relate to radio and ped with a full range of facts and vertiser he can be sure he is equip-

aspects of radio sales and comtitms that you are aware of all the you probably have no business taking the test. The CRMC conare not committed to radio sales, itely advantageous to become cer-tified. On the other hand, if you radio sales a career, it is defincareer. If you intend to make CRMC is the value it has in your An added advantage to being a tent it builds his self-esteem.

understand the radio industry contse and exam you not only successfully completing how they relate to radio. By ferences of various media and to talk intelligently about the dif-CRMC comes from being able "The greatest benefit of being a you need to know to be successful. firms that you know everything petitive media, and basically con-

are as far along in your career as valuable asset. If you know you from being a CRMC is another The self-assurance derived media as well."

aware of the other competitive

inside and out but you are also

it is at all possible. You know the you need to buy it from a CRMC if you are going to buy advertising, The same is true in radio - if person knows all of the basics cause you are assured that the son you want to find a CLU, beto deal with a life insurance persurance industry. If you are going Underwriter (CLU) for the life inson has passed the test of being a pro in the broadcasting business. It's much like being a Charter Life

done that was to dig in, put her ing, the better you should be able to do it. Our newest salesperson, money? They should, because monetary and the second psychological. Do CRMCs make more Non two bsychecks - the first self-fulfilling prophecy. It gives In a way the CRMC creates a advertising campaign is all about. person understand what a total of the program is that it helps a media as well. Another advantage his own industry but competing which indicates he knows not only and passed the industry's exam, CRMC has trained and studied

because they knew if they didn't and the reason they train for it is all this is because they train for it, ing, advertising, and broadcast-ing. The reason they understand because they understand retailmarket income, and the reason is CRMCs make well above average as rapidly as possible. All our nose to the grindstone, and learn ords. The only way she could have ril, has set some company recwho will be taking the test in Apyou know about what you are doknowledge is power. The more

second best. fessional. Everybody else is bositions the CRMC as a proit starts to mean a lot because it certification signifies, however, Once they understand what the gram to agencies and retailers. means, so we promote the prowhat the CRMC designation Most advertisers are unaware

another reward for achievement.

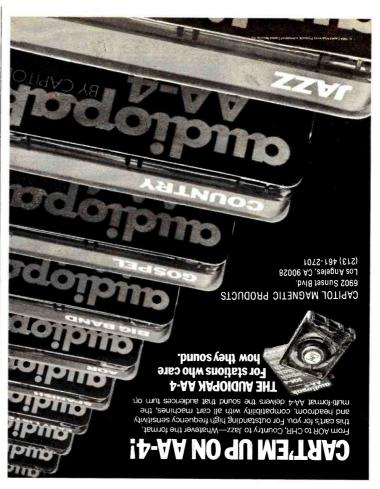
job. As far as I'm concerned, it is

pass the test they wouldn't have a

mark you have to take the test and 30 days. If you have less than three years, when you pass that Jop. you must pass the test within perience when you come on the have more than three years' exment for our salespeople. If you market which has this require-We are the only station in our

starts to mean a lot because it positions the CRMC as a profes-sional. Everybody else is second certification signifies, however, it Once they understand what the gram to agencies and retailers. means, so we promote the pro-Most advertisers are unaware what the CRMC designation pass it - no its, ands, or buts.

hard enough to really catch on. gram hasn't been pushed long and but not to a great extent. The pro-Wanted: sales, CRMC preferred," eds in the trades reading "Help and no. I have seen some classifithe industry. The answer is yescapacity to move quicker through question whether CRMCs have a Some people have raised the



accomplish something. the fact that you have been able to business card, and you're proud of minais aner your name on your your work, you're proud of those a little harder. You are proud of tion that you will go out and work what you are doing is an indicafact that you have a lot of pride in CRMC program is all about. The own self-esteem. That's what the bit harder, does it for his or her a little bit extra, and works a little Anybody who goes out and does money to the wind.

going to just go out and throw my

CRMC will make sure that I'm not

of knowledge and education. The

depend on, someone who has at-tained a certain, measured level the CRMC is someone I know I can

marketing plan. I also know that

what I want to achieve with my a greater interest in me and my business, and will understand

that a CRMC will most likely take

a prospective advertiser I know

tified by other industries. If I am

quite similar to those people cer-

non nas a protessional designation

and pass if you don't have the ac-

the kind of test you can cram for

about other people's businesses. The CRMC exam is not exactly

that comes from going out and calling on accounts and learning

considerably on a lot of other knowledge – latent learning –

it. In addition, the program relies comprehend it you intend to pass

certain amount of information to

time-consuming, and there is a

the examination is extremely

tified was a professional goal that I had continued to put off because

became a CRMC Becoming cer-

years, it was only recently that I

of management for a number of

While I have been selling radio and have been involved in a level

easy if you know what you're do-

self-esteem involved, and it is

phy. There is a lot of pride and

plishment, just like winning a tro-

learn things he was supposed to

the candidate is forcing himself to

during the study period, because

he gets a commission and wins. I have seen billings flow rapidly

ime a salesperson makes a sale

person is tested every day. Every

that person realizes that a sales-

process becomes a lot easier if

hasn't taken a test in 20 years. The

who has been out of school and

ceived pressure felt by a person

pass. Also, there is a lot of per-

about the industry in order to

to nave considerable knowledge

to memorize, and a candidate has

tough. There are a lot of statistics

Make a cafeet in this industry

ing. But anyone who is looking to

Lhey also enjoy what they are do-

they would make less money.

for anything in the world because

wouldn't move into management

wants to become a manager. There are many CRMCs who

management. Nor does it mean he

son has the aptitude or attitude for

his CRMC does not mean that per-

Also, Just because someone gets

should definitely go for it.

One word of warning: the test is

Becoming a CRMC is an accom-

Continued from Page 32

know already.

Robert Dobbs

A person with a CRMC certificatual sales experience behind you. Nothing boosts listener awareness, loyalty and ratings like personality.

And no other network, service or programming aid gives your station as much personality as the Wireless Flash.

Maybe that's why more than 700 stations around the globe receive the *Flash*.

Or why most of our subscribers consistently pull high numbers in the book.

Or why so many group broadcasters have signed on for our twice-a-week programming service.

Ratings, personality and listener loyalty. It's yours in a Flash.



### Find out more.

station. Please send	abligation, let me see how dd zip, zing and personality to our a two-week sample of the Wireless it free and judge its programming	Call to the Call Collect (619) 203.1818 Overseas:
	NAME  TITLE  STATION  STREET	- 6/8 Perseas.
Name (	CITY/STATE/ZIP/COUNTRY	Án Exclusive Service From  - Copley Radio Network  Box 190/San Diego, CA 92112

# Marketing The Medium

Training Tools For Sales Success



s a moving force in the radio broad-casting industry, the Radio Advertising Bureau claims two objectives: to develop dollars and to develop people. The organization works to bring new dollars to the radio industry through an aggressive sales and marketing campaign, and maintains a close relationship with advertiser trade associations and industry groups. As a

clearinghouse for marketing information, RAB also helps build radio's share of media expenditures through an education program focused at both advertisers and members alike.

### Sales & Marketing Services

As part of its service to member radio stations, and as part of an ongoing effort to inform the advertising community about the advantages of radio, RAB organizes numerous seminars and workshops, and publishes scores of educational materials. Some of these programs and publications (though certainly not all) which are part of this educational service include:

 Radio Workshop: This seminar, cosponsored with the Association of National Advertisers, brings together current and prospective advertisers to share information, strategies, and techniques while helping to expand the use of radio advertising.
 Wharton Sales Management

 Wharton Sales Management School: An intensive, nuts-andbolts course taught by Wharton faculty members, this program helps radio managers refine and expand their professional skills. Limited to 50 students, this annual weeklong course covers topics ranging from motivation and time management to the mechanics of human interaction.

RAB Managing Sales Conference: This annual convention is an industrywide gathering of over 1000 radio executives, managers, and salespeople for three days of intensive panel discussions, workshops, and forums.

 CRMC: The Certified Radio Marketing Consultant program is designed to educate radio salespeople and managers as professional marketing consultants, indicating achievement in the industry. For further discussion, see Page 32.

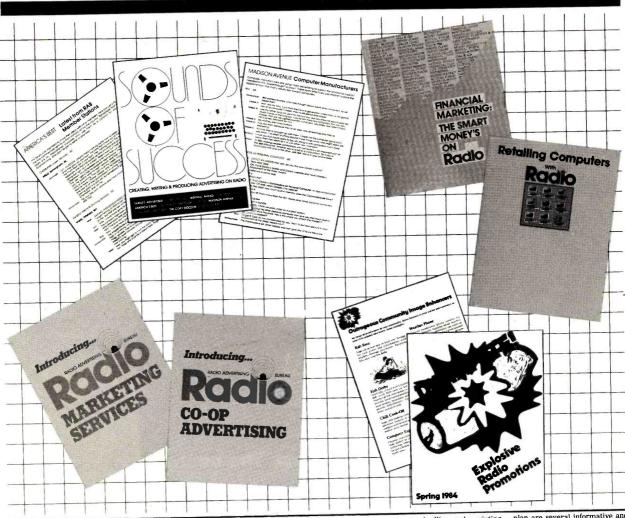
 "Sound Management": A new monthly magazine circulated to RAB members only, "Sound Management" contains numerous articles on sales, marketing, promotion, motivation, consulting, and broadcast law.

 "Radio Facts": A handbook providing a comprehensive overview of the commercial radio industry in the United States. It contains information on the latest me-

Continued on Page 38



# **Marketing The Medium**



Continued from Page 36

dia buying trends, shows the use of radio vs. other media, and documents radio's strengths compared with other media.

 "Introducing Radio Consultant Sales & Marketing": This booklet defines the basic terms of sales and marketing, and prepares the novice for a career as a professional radio marketing consultant.  "Explosive Radio Promotions": A book outlining successful radio promotions and presenting step-by-step guidelines to preparing and executing a promotion – from setting objectives to checking legalities.

 "Flex-I-Format": Using this ready-to-use artwork, the manager or salesperson can design, adapt, and produce graphs, flipcharts, brochures, slides, and posters for sales presentations or other marketing tools. • "RAB Instant Background": This series of loose-bound publications profiles industries and critical marketing information. Material usually covered includes target business characteristics, who a client's customers are, when business takes place, and why consumers choose the products they purchase.

 "Sounds Of Success": A series of periodic publications discussing the challenges of copywriting, offering tips on creative writing and selling, and reprinting effective and successful spec scripts to assist the local station in preparing copy for a wide range of advertisers.

"America On Radio": More success stories highlighting a variety of industries and the marketing strategies they incorporate.

### Co-Op Advertising

According to RAB literature, there are only two ways to build radio station revenues: increase the budgets of active clients and attract new advertisers. Simple as this may sound, many broadcasters have difficulty achieving either increase. One way a sales department can achieve both is better utilization of co-op advertising dollars. Because of this, RAB has developed a co-op information program to better inform its members about all aspects of this lucrative yet often ignored source of revenue.

Included in this co-op education

plan are several informative and

"Introducing Radio Co-Op Advertising": A booklet designed to assist management and sales in developing a sound co-op advertising effort. The publication discusses the basic terms, systems, forms, and strategies involved in the co-op process. Covered topics range from "Tapping Co-Op's Potential" to "Retailer Record-Keeping & Reimbursement."

"Radio Co-Op Sources": This handbook lists thousands of manufacturer co-op plans grouped together by advertiser category. Typical entries include company name, address, contact, telephone number, and co-op plan. All data is verified by RAB prior to publication, so all information is up-to-date.

date.

"Co-Op Bulletin": A monthly update of the co-op sourcebook, this news bulletin lists the latest co-op programs of hundreds of manufacturers.

Continued on Page 40

### COMEDY WRITER

The First Electronic Humor Service

Write on stolen station letterhead or use station phone to call (collect if you have to)

1747 Lincoln Blvd., Suite 314 Santa Monica, CA 90404

(213) 305-7216

# CHECK OUT MOTOROLA C-QUAM® AM STEREO ON THE HOTLINE!

There are solid reasons our C-Quam AM Stereo system has rolled up such tremendous momentum. Technical excellence is just one! Receiver manufacturer acceptance is another! And the C-Quam system is also news in your market... big news that you can merchandise aggressively.

If you're a station owner or manager who's thinking AM Stereo, use our Hotline to get the story of the C-Quam system and its exciting potential. If you already have the C-Quam system, call to find how to build audience, advertiser interest and time sales with creative promotions.

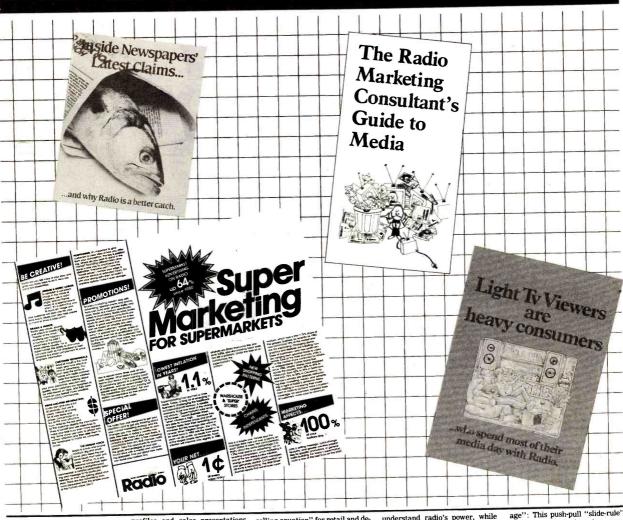
We have ideas to help boost your visibility and your ratings. We can suggest incentive programs to psych up your sales force. We know how to make your co-op money more productive.

Whatever your questions, concerns or problems, Hotline wants to answer them. Call Steve Kravitz, Sales/ Marketing Manager, at 312-576-0554 collect.

MOTOROLA AM STEREO. THE WINNING SYSTEM.



# Marketing The Medium



Continued from Page 38

### Sales Presentations To Client Businesses

Local radio sales depends on a wide variety of businesses, each of which has its own particular quirks and buying habits. Department stores approach their customers from a different perspective than do automobile retailers, and supermarket advertising incorporates a more direct approach than do financial institutions. Because of these differences, RAB publishes a number of

profiles and sales presentations targeted directly to a specific

These monthly information packets identify trends and outline effective marketing approaches for the local salesperson or manager to follow. Financial statistics, projections, and consumer buying habits are outlined for the manager to follow, while sales presentations are designed for the advertiser's information and education. This is all part of a move to better educate all parties involved, and to get that sale.

Recent topics of these monthly presentations include "radio's

selling equation" for retail and department store marketing, "retailing computers with radio," "financial marketing with radio," and "super marketing for supermarkets."

### Competitive Media Presentations

One of the facts of life radio broadcasters must face is the presence of other media in the advertising arena. The competition from television and newspaper, as well as outdoor, direct mail, and cable, cuts the advertising pie into a number of slices of various size. Many advertisers

understand radio's power, while others adhere to the "seeing is believing" philosophy.

To better prepare the salesperson and manager for the competitive forces at work, RAB provides its members a wide range of material which points out the advantages and disadvantages of other media when compared with radio. While radio is not always the number one choice for an advertising buy, these publications suggest why radio should at least be included in a client's overall marketing plan.

Some of the titles of recent

Some of the titles of recent presentations include:

o "The Radio Marketing Consultant's Guide To Media": This booklet is designed to assist the salesperson by presenting the advantages and problems involved in advertising on broadcast TV, outdoor, newspaper, yellow pages, direct mail, cable television, magazines, and shopping supplements.

RAB "Profiler Of Media Us-

age": This push-pull "slide-rule" profiler breaks out target consumer groups and ranks them according to radio usage compared with TV and newspaper. Statistics incorporated in this media tool were compiled by H.R. Bruskin Associates.

 "Inside Newspapers' Latest Claims": An RAB "position paper" negating many of the statistics promoted by the Newspaper Advertising Bureau, and clearing up many of the myths equating circulation with readership.

• In addition, other publications such as "Light TV Viewers Are Heavy Consumers" and "How Effective Is Your Advertising Reach And Frequency" take a look at the reach of various media and how advertisers are (or are not) best served by them. Various statistics in support of radio advertising are presented as better alternatives to other media, and demonstrate how reach and frequency combine as an instrumental key to an effective marketing plan.

# **BILL HENNES & ASSOCIATES, INC.**

### **BROADCAST CONSULTANTS**

1814 CATALPA LANE MT. PROSPECT, ILLINOIS 60056 (312) 364-6966 Offering expert advice in all formats - with proven results!

(NO MATTER HOW HIGH I GET)
I'LL STILL BE LOOKIN' UP TO YOU

# WILTON FELDER

FEATURING

# **BOBBY WOMACK**

INTRODUCING ALLTRINA GRAYSON

FROM THE MCA LP WILTON FELDER . SECRETS MCA-5510

BREAKER

MCA RECORDS

DELIVERING THE MUSIC OF THE 80'S

# TURN UP THE RADIO!



# AND LISTEN TO AUTOGRAPH'S DEBUT SINGLE "TURN UP THE RADIO"

### CHR NEW & ACTIVE

NOW ON OVER 100 CHR STATIONS INCLUDING:

WXKS-FM	WCAU-FM	KAFM
WPHD	Q107	KHTR
		KPLUS

### ADDED THIS WEEK:

930	WVIC	KTDY
WKFM	KKRD	KNIN
WBBQ	KO93	KKXL-FM
WNOK-FM	KCPX	KKLS-FM
WZLD	WOMP-FM	KFMW
WZYP	WYKS	

FROM THE RCA DEBUT ALBUM "SIGN IN PLEASE"

RСЛ

**AUTOGRAPH** 

# **Street Talk**

Lots of talk this week about who'll nab the KMET/LOS ANGELES PD gig. No definite decision yet, but it's no secret that GEORGE HARRIS, PD at METROMEDIA sister station WMMR/PHILADELPHIA, is a leading candidate.

In case you're a newly-converted 49ers fan, you might want to check out some openings in the Bay Area. Longtime market personality TOM PARKER has left the morning show at K101/SAN FRANCISCO. Tom says he'll stay in northern California to further his on-air television career.

Meanwhile, crosstown KITS PD BOB GARRETT has resigned; he can be reached at (415) 924-1941. The acting PD is PM driver RICHARD SANDS who's been with the Hot Hits station since day One. Contact KITS VP/GM ED KRAMPF if you're interested in this one.

More West Coast (read "Warmer") openings? OK. Owing to ratings slippage, KIXI-FM/SEATTLE GM DEAN SMITH and PD BILL NORTON have departed. No replacements have been named, but the station is now being consulted by BPI.

Across town, RON NORWOOD has exited the PD slot after eight years at KMPS-AM & FM/SEATTLE to set up his own computer business. Sister station KRAK/Sacramento PD DON LANGFORD is Acting PD at KMPS while maintaining his KRAK duties. The search is underway for a new PD.

If you're headed for the B/A/M/D conference in sunny Miami, E/A's AOR Field Director JEFF COOK and AOR indie WYNN JACKSON have arranged a special forum for the record promotion folks attending. For details, contact Wynn at (404) 399-0409.

However, if business brings you to the RAB Sales Management Conference in Dallas, say hi to ANTHONY MIRAGLIA, the new Director of Marketing for CBS RADIO National Sales/N.Y. He joins CBS from McGAVREN GUILD, where he was VP/co-manager of INTERNET.

PD NEAL MIRSKY is leaving WCKO/MIAMI to take on programming duties at WPLR/NEW HAVEN, as of February 11.

Country promotion indie **GENE HUGHES** has a new home: 6 Music Circle North, Nashville, TN 37203; (615) 255-1633.



Congrats to ED ECKSTINE, who's the new VP/A&R-R&B at ARISTA. Ed was formerly a longtime executive with Quincy Jones's companies.

After a hiatus from the

industry, JAY JOHNSON is back in broadcasting, joining KDKO/DENVER as PD. Jay once worked in

Ed Eckstine PD. Jay once New Orleans at WYLD and WAIL.



Thirty-year broadcast sales veteran MIKE HORN has announced the formation of MIKE HORN & ASSOCIATES, a consultancy organization aimed at building local, retail, and national sales for radio stations, groups, and cable systems. Among the many pros in the group are RICK SKLAR, DAVE

Mike Horn RICK SKLAR, DAVE KLEMM, and DAVID CRONINGER. The new firm can be reached at (617) 536-8392.

WUSL/PHILADELPHIA MD FRED BUGGS hoined WRKS/NEW YORK as MD. Replacing Fred at WUSL is TONY GRAY, who moves north from WOWINORFOLK.



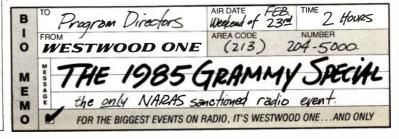
David K. Jones Director.

KOST/LOS ANGELES morning man DAVID K.
JONES is stepping down March 2 to start
SHOWPREP, INC., a full service show preparation package. You can reach David at (213) 851-4325 for more info. By the way, David will stay on at KOST & KFI as Production

And if you heard that M.G. KELLY is going to be KOST's new morning man, you heard right. However, the rumor that M.G. will simulcast on co-owned KFI (which would displace LOHMAN & BARKLEY) is absolutely false.

In additional L.A. personality patter, KRLA reportedly plans to bring in the REAL DON STEELE for afternoons when GREATER MEDIA takes over the station next month.

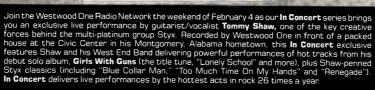
Continued on Page 44





# TOMMY SHAW in concert

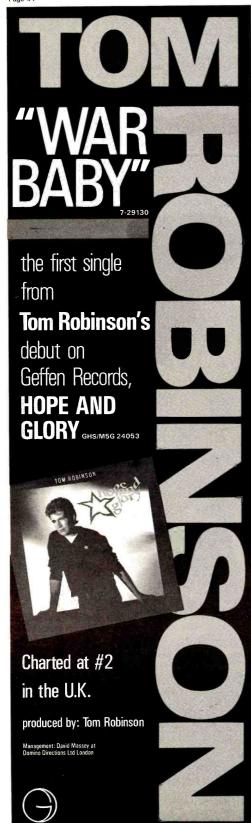




brought to you by

Budweiser

FOR THE BIGGEST EVENTS ON RADIO, IT'S WESTWOOD ONE...AND ONLY!



# Street Talk

Continued from Page 42

GARY RODRIGUEZ has exited his GM post at KBEQ/KANSAS CITY. No word on a replacement yet, but you can find Gary at (913) 383-9217.

Also departing this week is Z98/TAMPA MD JOHNNY WALKER. With all this frigid weather, that may be a nice opportunity to check out . . . Apparently Savannah, GA is just not warm enough for RAY WILLIAMS. He's left as PD at Z102 to become programmer for KBIU/LAKE CHARLES. While we're in Louisiana, RAY WALDON has left WLCS/BATON ROUGE to take the OM slot at KWKH/SHREVEPORT. Current OM PETER STEWART, who came to Country KWKH about three months ago, returns to CHR as PD at KQIZ-FM/AMARILLO.

Score a round in the Sacramento
News/Talk battle for KFBK. The McClatchy
station has hired away KGNR's entire morning
team and signed them to a two-year contract.
The package includes host/anchors DAVE
WILLIAMS and BOB NATHAN, and
editor/producer BETSY BRAZIEL.



Listen up! KIRT
DANIELS is the new
National Sales Manager for
the CREATIVE RADIO
NETWORK. As you can
see from his picture, Kirt's
a guy you don't want to
mess around with.

Former WKTM/

Kirt Daniels LAWSON replaces RANDY
CULPEPPER as WLSQ/MONTGOMERY PD.

Seeking to shed its outmoded teen image, WPGC-FM/WASHINGTON this week became WCLY ("Classy 95"). The old calls remain in place for WPGC-AM, and there's been no change in the combo's simulcast A/C format.

Many other call letter changes are occurring: KKMI/SEATTLE has applied for the calls KQCK. After bouncing around Boston, the WCOZ handle has settled down at the former WNCW/PARIS, KY as of February 25. KOGO, another familiar sign, goes back to work soon at KBBQ/VENTURA, CA.

KS103(KSDO-FM)/SAN DIEGO Assistant PD MIKE PRESTON has been tapped as Acting PD, following Dave Parks's move to KKBQ-AM & FM/HOUSTON (see Page 3).

Kudos to FRED DISIPIO SR. on receiving the 1984 New Jersey Martin Luther King Service Award for feeding over 500 destitute black families this past Christmas.

Former WLS-AM & FM/Chicago Operations Manager STEVE CASEY has landed at MTV. He'll be the Director Of Music Programming for VH-1.

WRKA/LOUISVILLE PD DAN TOBIN becomes the PD at WFWQ/FT. WAYNE next week. Both outlets are consulted by MIKE McVAY. No replacement for Dan in Louisville yet.

Changes at WUSY/CHATTANOOGA, as PD Big JON ANTHONY moves into sales. MD JOHN HART has been promoted to PD, while staffer PETE PORTER takes over as MD.

WSOC(AM)/CHARLOTTE has dropped A/C in favor of Country, simulcasting mornings and afternoons with market leader WSOC-FM.



Wedding Bells: To D.I.R. BROADCASTING Office Manager DORIS JELTES and Director of Production BOB KAMINSKY

(12-8). Just last week, POLYGRAM Denver promotion rep KATIE ARNOLD and Mark Pedretty took their vows (1-19). And advance congrats to RAB President BILL STAKELIN and LOUISE HALLAHAN of CBS SPOT SALES on their engagement. They're planning a June wedding in Washington.

Diaper Duty: WHOK & WLOH/ LANCASTER, OH News Director CATHY FITZPATRICK and husband Dave welcome daughter Sarah Catherine (1-16)

Finally, a real radio romance: KFOG/SAN FRANCISCO Station Manager TONY SALVADORE and bride Beverley were married way back in November, but waited to take their Maui honeymoon until the book was over. Now that's loyalty!

# BOB! THREE EXPERTS IN ONE

MAHLMAN • STEINBERG • BIERNACKI

The Mahlman Company One Stone Place Bronsville, New York 10708 914-779-7003

Brokerage

Appraisals

# You'll Never Get Enough.



"Gimme, Gimme, Gimme"

A duet with Patti Austin, new from Narada Michael Walden

The first single from his forthcoming Warner Bros. album,

The Nature Of Things, in stores Feb. 11

Produced and Arranged by Narada Michael Walden

for Perfection Light Productions



# On The Records



**KEN BARNES** 

HEAVY PHONES

# Calling Up The Telephone Songs

Songwriters seem to have a hangup about telephones. Three current Black/Urban hits, two of them sizable CHR hits, deal with the subject: "Mr. Telephone Man" by New Edition, "Operator" by Midnight Star, and "Beep-A-Freak" by the Gap Band. But phone songs probably go back to the days of Alexander Graham Bell (title of a Sweet song). The telephonic total is probably a seven-digit number, so to stay within the three-minute limit (of reading time), I'll have to hit the highlights in musical telephone history, but feel free to call in any significant additions

### And The Number Is . . .

The most basic approach is the song built around an actual phone number. In the predigital era, the most famous rock phone song was "Beachwood 4-5789" by the Marvelettes. Wilson Pickett, first to adapt to seven-digit numbers, changed only the initial number and kept the Marvelettes' other six for "634-5789." The biggest recent phone number hit was Tommy Tutone's "867-5309 (Jenny)," although the Time scored with "777-9311" and the B-52s released "606-0842." (One of the amusing side effects of these hits is the way they inspire fans to call those titular numbers - amusing, that is, to everyone but the rock-hating elderly folks who always seem to be victimized. More polite artists, like the Four Tops with "Just Seven Numbers" and Steely Dan on "Rikki Don't Lose That Number," have avoided specifics.)



Telephone takes its name literally on this

### Hello Baby, This Is The **Big Bopper Speaking**

A more complex phone approach is actually including a phone call in the record. The Big Bopper's "Chantilly Lace," a very one-sided conversation, is the stylistic model here. Carol Douglas started "Doctor's Orders" with a phone chat, while "Walkin' In The Rain With The One I Love by Love Unlimited ends with one. And Sugarloaf's "Don't Call Us We'll Call You" features the first-ever touchtone phone solo. The ultimate operator title must be Mother Earth's "Goodnight Nelda Grebe, The Telephone Company Has Cut Us Off." (Stretching it a bit, you could probably classify a lot of "Hello" songs in this group, such as "Hello Darlin" by Conway Twitty, "Hello Josephine" by Fats Domino and Jerry Jaye, and of course "Hello Hello" by the immortal Sopwith Camel.)

### Long Distance Information, Get Me Memphis, Tennessee

As Midnight Star proves, operators pro-

### Don Henley & The Boys Of Shiloh

"The Boys Of Summer" is a baseball metaphor, adapted from Roger Kahn's book on the '50s Dodgers, one of the great teams in diamond history. Henley himself was on a pretty strong team, the Eagles. And even his earlier musical teams included some interesting players

Henley and Richard Bowden, now of country comedy duo Pinkard & Bowden, were born in Linden, TX, and formed a group together around 1967 called the Felicity, whose single featured a Bowden song on the A-side and a Henley tune on the flip.

Later both Henley and Bowden migrated to L.A., where they worked together in a group called Shiloh, a country-rock aggregation whose one 1970 album turns out to be sort of a country superstars of the future gathering

Besides Henley and Bowden, the group included noted steel guitarist Al Perkins, who later recorded on his own, and one Jim Norman, who after inserting an "Ed" between his first and last names became first a star producer and now head of Warner Bros. Nashville. The album's Art Director was Bruce Hinton, who's now second-in command at MCA/Nashville. Producer of the LP was the leader of an in-between-hits combo, the First Edition - Kenny Rogers. And the label was Amos Records, owned by MCA/Nashville President Jimmy Bowen (and also Kim Carnes's first label as a solo artist).

Somehow this collection of megatalent failed to ignite, and Shiloh broke up. Henley teamed with Glenn Frey, who'd been in a folky duo called Longbranch Pennywhistle with J.D. Souther, and Bernie Leadon, formerly of Hearts & Flowers and the Flying Burrito Bros., and started backing up Linda



Ronstadt. That group became the Eagles, who took off in 1972 with "Take It Easy" for a long run. But if Shiloh had made it, Henley could now be one of Nashville's reigning superstars (or executives).

vide the human side to phone songs. Jim Croce's "Operator" is near-definitive; Manhattan Transfer and the Grateful Dead also had songs by that title. Chuck Berry and Johnny Rivers pleaded with operators on "Memphis," and Nick Lowe wrote an ode to "Switchboard Susan." And, shifting the gender focus, Meri Wilson made a con-nection with the "Telephone Man." In the realm of phone-oriented titles (or

POT, as we call it in radio), there are far too many to list. Among the more well-known are "Telephone Line" by ELO, "Love On The Telephone" by Foreigner (and not forgetting "Love On The Phone" by Suzanne Fellini), "Phone Call" for the Pretenders, "Hotline" by the Sylvers, "You

Know My Name (Look Up The Number)" by the Beatles, "Call On Me" by Chicago, and "Call Me" by Al Green, Aretha Franklin, Skyy, and Blondie (who also did "Hanging On The Telephone"). Recently Stevie Wonder ("I Just Called To Say I Love You") and Sheena Easton ("Telefone") have jumped on the party line (title of a Kinks song). And the Gap Band's current interest in phone technology was shared earlier by Rupert Holmes on "An-swering Machine" and (bit of a stretch again) the Rolling Stones on "Off The Hook.

### Ma Belle Amie

There are even a few songs about the phone company itself, notably last year's novelty rewrite of "Breaking Up Is Hard To Do," dedicated to AT&T by the American Comedy Network. ELO did "Ma Ma Ma Belle" in the '70s, and I guess even the Tee Set's "Ma Belle Arnie," which I always thought was about the Bellamy Brothers' mother, could be lumped into this class.

And as a final addition, I should mention a few bands who've adopted euphonious names, such as the Yellow Payges, a late '60s rock band; Human Switchboard from Akron; a Midwest band called the Phones; and a French band simply called Telephon

Before it's time to put some more change in the slot, I need to credit a few sources. Concept & Inspiration: Hurricane Heer-

an, Ellen Gazecki Research: Hurricane Heeran, Greg

Leschishan, the "Green Book."

### **More Irrelevant Titles**

Mark Lindow of WQUS/Birmingham came up with a couple more songs with titles not mentioned in their lyrics, following up on my column two weeks ago. His excel-lent examples are "Superstar" by the Carpenters and many others and "Romeo's Tune" by Steve Forbert.

Final note: if you would like to extend sympathies to Richard Allen, the Def Leppard drummer who recently lost his arm as a result of a New Year's Eve auto accident, send cards to Allen c/o Sian Thomas, International Dept., Phonogram Ltd., 50 New Bond St., London WIY 9HA, England.

### ONE YEAR AGO TODAY

**BEEP A FREAK** 

- SKIP MILLER SR. VP/DIRECTOR OF OPERATIONS AT MOTOWN
- AL BRADY LAW GM AT WFLA & WOJC/TAMPA
- . JIM OPSITNIK NAMED PRESIDENT/CEO FOR BONNEVILLE FRANK FLORES APPOINTED STATION MANAGER AT WJITINEW YORK
- •#1 CHR: "Karma Chameleon" Culture Club (Virgin/Epic) (2nd week)
- •#1 A/C: "Joanna" -- Kool & The Gang (De-Lite/PolyGram) (2nd week)
- #1 Country: "Stay Young" Don Williams (MCA) #1 Black: "If Only You Knew" - Patti Labelle (Philadelphia International/CBS) (4th week)
- •#1 AOR Track: "Jump" Van Halen (WB) (2nd week)
- •#1 LP: "1984" Van Halen (WB)

Top, Wilson Pickett's got the Marvelettes' number; below, the Gap Band scores a beeper hit

### **FIVE YEARS AGO TODAY**

- O DAN MASON NAMED GM AT KFMK/HOUSTON
- CHARLIE KENDALL NAMED PD AT WMMR/PHILADELPHIA ODEAN TYLER NAMED PD AT KLIF/DALLAS
- RICHARD SMITH VP/NATIONAL R&B PROMOTION FOR ARISTA
- #1 CHR: "Sara" Fleetwood Mac (WB)
- •#1 A/C: "Deja Vu" Dionne Warwick (Arista) (2nd week)
- •#1 Country: "Leaving Louisiana In The Broad Daylight" Oak Ridge Boys (MCA) #1 Black: "I Shoulda Loved Ya" - Narada Michael Walden (Atlantic) (3rd weel
- #1 LP: "Damn The Torpedoes" Tom Petty & Heartbreakers (Backstreet/MCA) (2nd week)

### TEN YEARS AGO TODAY

- JOHN SEBASTIAN PD AT KDWB/MINNEAPOLIS
- BOBBY RICH NAMED PD AT KFMB-FM/SAN DIEGO
- ERIC CHASE NAMED PD AT KI00/LOS ANGELES
- #1 CHR: "Mandy" Barry Manilow (Arista) (3rd week)
- #1 A/C: "Best Of My Love" Eagles (Asylum)
  #1 Country: "Legend In My Time" Ronnie Milsap (RCA)
- •#1 LP: "Dark Horse" George Harrison (Apple/Capitol) (2nd week)

announce its selection as the exclusive advertising announce its selection as the exclusive advertising representative for the new monthly publication of the Radio Advertising Bureau, Sound Management.

All inquiries relative to participation in this new association should be directed to Radio & Records at either 213/553-4330 or 202/466-4960.

A Guide to

**Radio Ratings** 

and Research

by Jhan Hiber

**SEAN ROSS** 

# Watley's Nth Time Around

"They'd say you're moving to the devil's land, where the anti-Christ resides, all kinds of weird stuff." That's what Jody Watley's friend told her when she announced her move to Britain. In a recent interview with NME's Simon Witter, the ex-Shalamar vocalist says she decided to go ahead anyway, largely because she felt stereotyped by the American music industry.

"I was so pissed off," Watley says. "I couldn't stomach (A&R people) sitting there telling me my limitations, because I'm black, who I should work with, etc."

Watley turns 24 on Wednesday. She was born in Chicago but moved around frequently. She joined Shalamar along with fellow "Soul Train" dancer Jeffrey Daniel and, with the R&B hit "Take That To The Bank," helped make the group one of those rare producers' creations that survive not only changes in members but also a change in producers (from Simon Soussain to Leon Sylvers III).

### I Am A Camera

It might conceivably mean something that on Roddy Frame's 20th birthday, January 29, 1984, Van Halen's "Jump" was already America's top AOR track and about three weeks away from number one CHR. In Britain, Frame's Aztec Camera may be known for a few relatively intellectual hits, "Oblivious" and "All I Need Is Everything." In America, the Scottish group's finally got some sort of following from the B-side of "Everything," an acoustic

Frame's fascination with "Jump" was born from contempt, not admiration for the song. He's described the song's overhaul as "an attempt to make something good out of something totally worthless

Frame jokingly promises a bigger change than Van Halen covers for his next project. "I was thinking that Aztec Camera's next thing should be like the New Romantics, because it was never really milked, was it? It would be good

### **MONDAY, JANUARY 28**

1956/Elvis Presiey's first national TV appearance on the "Dorsey Brothers Stage Show."

1973/Graham Central Station makes its concert debut

1977/Freddle Prinze commits suicide.

1982/Jackson Browne's son Ryan born

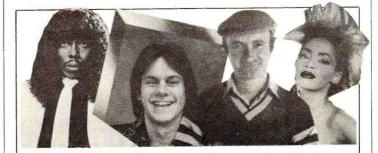
### **TUESDAY, JANUARY 29**

1958/The Champs' "Tequila" released. 1962/Peter, Paul & Mary signed to Warners. 1979/Emerson, Lake & Palmer disband.

1983/Stevie Nicks gets married

### WEDNESDAY, JANUARY 30

1969/The Beatles' last public performance, on the roof, as seen in "Let It Be." 1973/Kiss's first show at Queens' Coventry Club. Birthdays: Marty Balin 1943 or 1945, Steve Marriott 1947, William King (Commodores) 1949



### THURSDAY, JANUARY 31

1970/Slim Harpo dies Birthdays: Phil Collins 1951, KC 1951, Phil Manzanera (Roxy Music) 1951. Terry Kath would have been

### FRIDAY, FEBRUARY 1

1939/RCA initiates its "Project X," which leads the introduction of the 45rpm record on February 1, 1942. 1964/"I Want To Hold Your Hand" hits #1 in the U.S.

1973/Steppenwolf comes out of retirement.

Birthdays: Don Everly 1937, Ray Sawyer (Dr. Hook) 1939, Lisa Presiev 1968. This is definitely Rick James's birthday, but the official tally, 33 years old, is questioned by almost everybody.

### SATURDAY, FEBRUARY 2

1955/Petuls Clark's first hit, "Majorca," enters the UK charts, nine years before anybody hears about her in

1959/Frankle Avalon's "Venus" released.

1978/WB signs Van Halen.

1979/Sid Vicious dies at age 21

1981/REO Speedwagon's "Hi Infidelity" goes Platinum

Birthdays: Graham Nash 1943, Howard Bellamy 1946.

### SUNDAY, FEBRUARY 3

1959/Buddy Holly, the Big Bopper and Richle Valens die in a plane crash. 1967/Tornadoes producer Joe Meek commits suicide 1969/The Beatles, minus Paul McCartney, hire, Allen Klein. 1978/The Jan & Dean biopic, "Dead Man's Curve," airs on ABC.

1982/Nick Heyward's departure from Haircut 100 first reported.

ORDER NOW! Final Pre-Publication Price Offer

Here's what you get in simple, easy to read and useable form

Radio Research Overview

a history of research

Chapter 2 **Focus On Focus Groups** 

- Definition, use, do-it-yourself

**Telephone Studies** 

- strengths/weaknesses, do's and don'ts

Other Market Research Techniques

- Mail, in-person, when/how to

A Look Inside Arbitron

Intro and production

The Almighty Diary evolution, longevity, history

**Diary Analysis** 

- how to get the other 75% of information

**Quarterly Measurement** - how to succeed, history and problems

**Birch Radio** 

- background, methodology, comparison with ARB

Sales Research - a key to better revenues Chapter 11
Sales Breakouts

computer options, types of breakouts

Order your copy now and take advantage of this SPECIAL PRE-PUBLICATION OFFER:

... copies at \$39.95 of Please send me \_

Hibernetics, A Guide to Radio Ratings and Research.

STATION/AFFILIATION

ADDRESS

CITY

MASTERCARD #

EXPIRATION DATE .

VISA #

EXPIRATION DATE.

Make check payable to: R&R Books/Hibernetics (please allow 4-6 weeks for delivery.)

Ca. residents add 61/2% sales tax

HIBERNETICS © R&R BOOKS 1984 1930 CENTURY PARK WEST LOS ANGELES, CA 90067







# KEEP A CHANGING MARKET FROM CATCHING YOU BY SURPRISE.

If you know radio, you know it's important to keep up with the way the market changes. Your audience is often on the move, and new trends in listening habits and programming preferences can change between rating periods. Those trends are of prime importance to you and sometimes getting information from quarterly reports isn't fast enough. That's why Arbitron Ratings developed ARBITRENDS, the computerized ratings tool for the eighties.

ARBITRENDS delivers a radio market report from our computer to yours. All you do is pick up the phone, turn on your IBM® XT, and you're ready to catch up on the latest audience trends. ARBITRENDS is a first in radio marketing. It's a technological breakthrough that can give you a picture of your market in a shorter time than ever before, so you can make up-to-the-minute business decisions.

And ARBITRENDS does most of the work for you, helping to turn the numbers into information you can actually use. You get user-selectable report formats that let you pick the specific demographics, dayparts, and estimates you need to study. That's the power, precision and efficiency of ARBITRENDS.

So don't let the ratings catch you by surprise. Call Arbitron Ratings at (212) 887-1300 and find out about the major new trend in radio. It's ARBITRENDS, the radio resource of the eighties.

ARBITRON RATINGS

# Air Personalities



# The Job-Hunting Survival Guide—

Part One

When To Look For A New Job: There are four good reasons for actively seeking employment at another radio station. You know it's time to look for another gig when:

1. Your present job no longer offers you any challenge and you feel you've learned all you can there. This is an especially good gauge to use in the first few years of your career. Most personalities start in small markets and have hopes of moving up to in-creasingly larger ones. But there's no point in leaving a good situation solely because the new job is in a bigger market.

When you start your first radio job, you're almost overwhelmed by the task of competing with the more experienced "pros" in your market. After a while, however, you realize most of those guys aren't all that good. Your first few years, especially, should be ones of continued growth. One way to measure that growth is to aircheck yourself daily and save the tapes for future reference. If you're continually improving, you'll probably find that that "great" aircheck you made six months ago is filled with flaws ... just as today's "great" aircheck will pale by comparison with what you'll be doing another six months from now.

But if you've met with success in your market and discover that meeting or beating the competition no longer is much of a challenge, then it might be time to start looking around for bigger things.

2. You're unhappy with your present job. Sure, this should be obvious, but the inverse of this rule should be considered: If you are happy where you are, perhaps you should stay there. Having a job that you enjoy, working with people you respect, and living in a community that suits your personal and social needs are riches that shouldn't be given up lightly. It's important not to let your national ambition catapult you out of an enjoyable position and into a betterpaying or more prestigious one that isn't right for you. Do you absolutely hate the snow? Then why leave St. Petersburg for Detroit? Do you relish your freedom to do extended on-air phone bits? Then why leave your happy medium market job for a major market time & temp gig?

"It's important not to let your national ambition catapult you out of an enjoyable position.'

I know a jock who for years held down a drivetime shift at a major Los Angeles station. He made good money, had a good home, was highly visible in the market, and had a fairly secure position. He was offered a job in New York City. The people offering the job were rather vague about what they wanted him to do, but they were willing to pay more than he could get in L.A. He took the gig. As soon as he went on the air in New

couldn't do any of the daily features he'd developed so successfully in L.A. He became frustrated there; his new station didn't seem to know what to do with him. After a few months, he left New York and has moved around through a few other major markets since then. Was it worth it?

3. Your job appears to be in jeopardy. Too many jocks are shocked to find themselves unemployed when they should have seen it coming: constant hassles with management, credible rumors of a major format change, serious personality conflict with the PD. The insecurity and unpredictability of life as an air personality constitute the other good reason to aircheck yourself

You want to tell them what they can do with York, his new management told him he their job: "You can't fire me; I quit!" You than stride purposefully from the room, pride intact, door slamming behind you. dent and adequate source of income, you never resign in that situation! If you quit, you won't qualify for unemployment com-

> you're entitled to your unemployment benefits. It's not unheard of for management to try to maneuver you into quitting. Don't take the bait! Last year a station in the Southwest wanted to fire an air personality,

a jerk and the GM doesn't know the first

thing about radio. And now they're about to

pull the plug on you. Your immediate shock

is quickly followed by a feeling of anger.

WRONG! Unless you've got an indepen-

pensation . . and if you're being "let go" or "phased out" or "terminated" due to reasons beyond your control (ratings,

economics, politics, format changes, etc.).

every day. Keep the five best telescoped shows at home. Review them each month to keep them up to date.

4. You lose your job. Obviously, looking for a new job when you're unemployed is a lot harder than when you're working. Psychologically, you're at a disadvantage. You're much more desperate to land something, and this can make you more likely to take a chance on a gig you otherwise wouldn't consider. Also, an unemployed air personality is more attractive to a program director than an unemployed one. It's easy to understand why most PDs would rather "steal away" a jock from another station than hire someone who's just been rejected by his or her employer

### If You Love Your Job

You haven't been getting along with management. Personality clash, philosophical difference, whatever you want to call it. The PD or GM calls you into his office and says, "Ed, we're really unhappy with your work. I think you've got an attitude problem.

An attitude problem?? Hell, you've been busting your back for this station, putting in very long hours for very low pay. The PD's who happened to be woman. The PD decided women don't belong on the air, at least not as disc jockeys. Instead of saying, "We're letting you go," the PD told the jock he wanted her to be news director . . . even though the jock in question had no experience in news and no desire to change her career in that manner

"Just try it out for a week or so," the PD said. What should the jock have done?

Well, the jock had a contract that specified her job as "disc jockey." She wasn't described as "general announcer" or "member of air staff" or "on-air employee"; she was described only as a 'disc jockey." Had she agreed to try being a newsperson and ended up quitting, she probably would not have qualified for unemployment compensation. The station had, after all, given her another job.

She told the PD, "I'm not qualified to be news director." The PD replied. "So you're quitting, then?" "No," she said, "I'm willing to continue in my job as a disc jockey and, in fact, I would like to continue in that They went back and forth like that for some time, until finally the PD uttered the fateful words: "We'll have to let you go,

# Did You Hear The Nice Story About The Jock And The Salesman?

Tom Kennedy of Miami's KISS-FM talks about the practice of having jocks cut "spec" spots, "those little boogers that rarely get on-air but often are used as a tool to get an advertiser to place the buy. I think it would be great to be paid for these babies, but that may be asking too much. How about a little 'bonus' if the spot actually sells the client? I hate to bust my buns on a spec spot and then never hear whether or not the guy liked it.

'Recently one of the sales guys here at WKQS sold a client because of the way I did his spec spot. The rep gave me a bottle of wine for helping him make that sale. The thought was nice and I really appreciated it. Needless to say, I probably try a little harder for him now...

### The Gracious & The Guilty

So . . . You haven't quit; you've been fired. Now can you let the PD know what you think of him & his operation? No. Because you still need the PD's assistance, and the time to ask for it is immediately after you're terminated, while he's still feeling guilty and uncomfortable. The first

"You still need the PD's assistance, and the time to ask for it is immediately after you're terminated."

thing you ask for is a letter of recommendation. It's important to ask for and get that letter the same day you're fired, if at all possible, because that's when the PD (and the GM, too) will be most likely to be generous with you. After all, guilty can be a powerful motivator.

Be both direct and gentle: "Well, I guess I'd better start looking for another job. Would you mind giving me an honest letter of recommendation so I can show prospective employers that we parted on good terms?" Usually the PD will graciously agree, and when he does you add, "Great! Why don't I get my things together while you type up the letter?"

At this point the PD might indicate that you should come back later in the week for the letter. It's crucial for you to be firm on this point: "Gee, I'm really feeling overwhelmed at suddenly being unemployed, and I'd like to start sending out tapes this afternoon. I don't mind waiting around for

Remember, the PD wants to be left off the hook and is grateful to you for not making a scene. He's so grateful, in fact, that you hit him up for another "favor": "I really wasn't prepared for this. Would it be okay with you if I were to use the production room a couple of nights this week to dub off airchecks? I'll provide my own tape, of course." Get the PD's commitment before he has second thoughts and posts a notice informing all employees that Ed Jock no longer is allowed on the premises.

Getting fired is an unsettling and upsetting experience. It takes character to see it through with some style and class... and it builds professional points that may help lead to your next job.

NEXT: Job-Hunting, Part Two.

I NEED YOUR INPUT, Letters, comments, and cassette airchecks are welcome. Due to a large volume of mail, however, I regret that I cannot critique the tapes I receive.





# MICK JAGG

"JUST ANOTHER NIGHT"

The First Solo Release By The Man From The Band That Has Sold Over 100 Million Records! From The Album: "SHE'S THE BOSS" Columbia FC 39440





"KEEPING THE FAITH"

Last Seen In Heavy Rotation On MTV From The Album: "AN INNOCENT MAN" Columbia QC 38837

CHR BREAKERS 161/70 68%

One Of The



# FEATURING

"BEAT OF A HEART"

From The Album Heavily Armed With Platinum Status And Top 10 Requests At AOR From The Album: "THE WARRIOR" Columbia FC 39173

97/3441%



# 'HOLYANNA''

Escaped From The 1984 Grammys With 8 Awards And Over 5 Million In Sales

33 Adds Out of The Box!

ON YOUR DESK TODAY





introduce recordings of

musical quality by a diverse

roster of uniquely talented

artists, and to present

their work with care,

integrity and vision. 99

New York City, January 1985



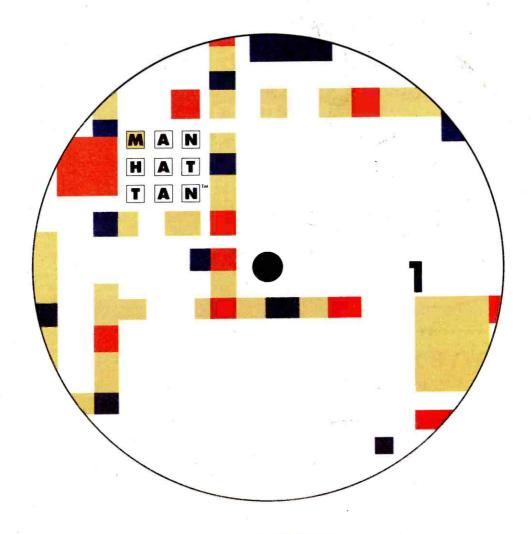
### THE MANHATTAN FAMILY OF DEDICATED MUSIC PEOPLE

BRUCE LUNDVALL - STEPHEN REED - STAN SNYDER - GORDON ANDERSON - BRUCE THERIOT

BRUCE GARFIELD - GERRY GRIFFITH - VARNELL JOHNSON - SARI BECKER - JAYNE LIPMAN - GEOFF BYWATER

DIANE NIYON - TERRI BURKE - RRIDGET SULLIVAN - FRED KRESSNER - LISA JACKSON - CANDIE TAYLOR

AND SUPPORTING SERVICES



THE ARTISTS OF MANHATTAN RECORDS

GRACE JONES · AL DIMEOLA · URGENT · PIECES OF A DREAM · THE TOUCH

MICHAEL MASSER · WORLD SITIZENZ · ROBBIE NEVIL · DOPPELGÄNGER

TANIA MARIA · T. S. MONK & ERIC MERCURY · VICIOUS PINK · OUTBAR

THE ORIGINAL CAST OF MA RAINEY'S BLACK BOTTOM

ASSOCIATED PRODUCERS: MICHAEL BEINHORN - PATRICE RUSHEN & CHARLES MIMS

And announcing the return and exclusive worldwide distribution of the incomparable Blue Note Label, the finest in Jazz since 1939.



**STARRING** 

Radio stations can now make RICK DEES a part of their air-staff all week long.

"AMERICAN MUSIC MAGAZINE starring RICK DEES" ... five one hour shows, one for each day Monday through Friday, every week. Ideal for drive time adjacencies, mid-days or early evenings.

Just as TV's Entertainment Tonight lets everyone know what's happening in the entertainment world, "AMERICAN MUSIC MAGAZINE starring RICK DEES" will let your listeners know what's happening day by day in the world of music . . . from Rick's vantage point in Hollywood - the record capital of the world.

You'll find out the WHO, WHAT, WHERE, WHY AND WHEN of videos, tours, new albums and new projects. Who's hot and who's not.

"AMERICAN MUSIC MAGAZINE starring RICK DEES" is filled with lots of music, Rick's ingenious wit, his irresistable charm and his entire cast of comedic characters who have made his week-end program a giant success. Drop-ins from the actual stars themselves will complete the program.

For station clearance information call our Washington, D.C. office at (703) 556-9870,

For national sales information call our New York office at (212) 869-7444.

New York • Chicago • Washington, D.C. • Los Angeles

# Contemporary Hit Radio



JOEL DENVER

FORMAT FRAGMENTATION

# Slicing Up New York's Apple Pie

You knew it would happen sooner or later; the signs were everywhere. It's just human nature to follow the path of success and try to coax lightening to strike in the same place twice. In the case of New York City's CHR race, Z100, WPLJ, and recent format converts WKTU and WAPP are looking to lure a large enough bolt from above to steal the other guy's thunder and survive. The question is, "Just how many ways can the CHR pie be split?"

The fragmentation occurring in New York is also happening in markets of alizes. Any time there are more than two similarly-formatted stations in a market, there's bound to be one that's clearly dominant. Another is usually within striking distance, while the rest jockey for position.

### The Reasons Why

With approximately 9000+ radio stations in this country and a limited number of clearly-defined formats, it stands to reason that owners seeking to improve their bottom line will try to follow successful examples. Often the goal is more appealing than the work needed to reach it. That's why changing formats to whatever is currently working is no guarantee of success. Historically, those operators who don't put a sincere effort into the programming of their stations, regardless of format, end up being marginal successes. Within a year or so, they are likely to take aim at the format dartboard one more time.

Four stations in New York doing the same format, or a slight variation thereof,

represent an interesting study of the success CHR has enjoyed in the past two years. The format delivers desirable results: high cumes, big 12+ numbers, and great demos. You can make a lot of money being the number one or number two CHR station in a market. Below that, the pickings can become slim

### **CHR Saturation**

Each programmer involved, Z100's Scott Shannon, WPLJ's Larry Berger, WKTU's Neil McIntyre, and WAPP's Gerry Cagle and Michael Ellis, is eminently qualified to program CHR. It will eventually come down to who programs the best hit music and serves the young-thinking 12-44 demos with the most entertaining presentation.

CHR is now reaching a saturation level in a number of markets. Only so many stations can survive by duplicating the service of another successful station within the format. The more stations doing the same format, the smaller the shares are split until the fallout begins . . . and it will happen.

Continued on Page 56

# 5.9 1.8 WPLJ 2.8 4.3

# New York's Not Big Enough For Four

Last spring it became evident that a format shift was underway at WKTU/New York. WXKS-FM/Boston programmer Sunny Joe White signed on as consultant, and a number of changes began to transpire in the on-air lineup and playlist. WKTU is now programmed by industry veteran Neil McIntyre, whose multi-format programming credits include WPIX/New York (when it was CHR, A/C, and AOR) KDKA/Pittsburgh, WCAR/Detroit, WOWO/Ft. Wayne, and CJRN/Niagara Falls, Ontario. He's also worked as MD at WHK/Cleveland and Assistant PD at WINS/New York when both were CHR, as well as Radio Editor at Record World.

From a historic perspective, Neil noted, "N.Y. is only big enough for three of us; the fourth will barely survive. The last time I

saw this happen was in 1972. There was WWDJ, WABC, WNBC, 99X, and WPIX. In a short period of time, WWDJ went religious. I was programming WPIX and we were battling out the small contemporary market which



George Taylor Morris.

"It's important for everyone doing the format to have in mind the goal of being number one. If they don't, then they should be selling something door-to-door, or soon will be. Only the future will be able to tell us who will fall out, but I can tell you WKTU won't be the number three CHR station. We are out to be the number one station."

### **Keeping Pace With Trends**

Every station needs to have a niche in the market. "92KTU's objective is to be N.Y.'s music station," explained Neil. "This might be pretty broad, but we want to play the most popular music in town. Because this is a trendsetting market in music and fashion, the two become part of our personality. We want to mirror the activity and tastes of the N.Y. area. We don't want to be too far ahead of the market, but we aren't going to be

the last, either. WAPP is the most conservative with music, followed by WPLJ and Z100 being the least conservative."

### **Ingram Makes A Statement**

Just how far into the realm of CHR is WKTU going? It would seem it's diveright in with the recent hiring of New York legend Dan Ingram. "If the audience had any doubts to our direction, then Dan should put it to rest. His employment really puts his stamp of approval on what we're doing for the audience. He wouldn't come to a place where the format wouldn't hold. It would jeopardize his own credibility.



"We plan to actively promote Dan, as well as the morning show featuring Jay Thomas and 'The Madame.' Each Friday morning we invite listeners to be a studio audience on Jay's show, and he interacts with them the whole time. We're fortunate to have someone in afternoons who complements Jay in the morning. Z100 has good

Continued on Page 56

# Being First Is Most Important



Z100/New York PD Scott Shannon takes the philosophy that a win is a win is a win. Pragmatically speaking, it's a view that's hard to argue against. "As far as I'm concerned, I approach every ratings sweep like the Kentucky Derby or the Indy 500 or the Super Bowl. In the end, it doesn't matter how many points you scored or how fast you ran the race. What's important is to be first."

But how does he feel about all of the direct CHR competition, and does he think it has affected his numbers? "Just because we're off

a bit doesn't mean we're dying or doomed. There are simply more stations going for it. The ratings we see are a product of the system we're governed by. No one in their right mind would say Arbitron does it properly; they just do it best.



During this past year, Scott Shannon the returned sample for the New York metro has varied by great degrees each book. How can you expect a consistent trend?"

### Wait Out The Glut

Scott addressed the problem of increased competition within CHR as something to live with. "No one can control how many are doing it within the market, but you can control who does it best. It doesn't take a rocket scientist to know that more stations within the same format lead to fragmentation. You must either run faster or get out of the race, you've admitted defeat.

"The more times you win the race, the more discouraged the others will get, which will help you return to domination. Each station has said, 'We're here for the long hauf.' Well, to me it's painfully obvious that there won't be four of us doing CHR in the market a year from now.

Continued on Page 56

### Three Steps To Victory

As programming head of the most recent convert to CHR in New York. how does WAPP Operations Manager Gerry Cagle view things? "(PD) Michael Eilis and I are still getting the station to sound like we want it to. We're not too far away from being there. When that happens, then we will paint a target on someone's back and take careful aim.

"With four CHRs in New York, each of us has a closet competitor which could be rmined by ratings or by sound. We have

to see who we can beat first. It's sort of like knocking each of the other guys off one at a time. This is my 'three steps to victory' plan, in WPLJ's position, they have to beat Z100, but we can take aim anywhere. In the end I want to beat ev-



Gerry Cagle

Gerry had some observations on the CHR fragmentation and how it has affected things "Looking at the book realistically, I'm not sure why everything is down, but it seems the audience WAPP had at the begining and the end of the sweep are completely different. After spending some time observing everything. I've got to admit everyone in this town is good. Usually one CHR is outstanding and the others are lightweights. This is really going to be a PD's battle. Innovation is the key, it will take a

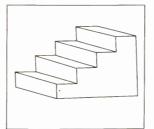
### Trying To Become The Siy Fox

Like Scott Shannon, Gerry is known for be ing a hard-charger bent on success, "WAPP will win with its innovative programming and promotion, plus active community involvement in the coming months. With all of us being pretty tight-listed CHRs, it's impossible to play the wrong current records, so this battle will go far beyond the music. We need more curries and loyalty before we can expand. Thanks to Michael, our music is on target.

"It won't be a question of how many dollars are spent, but how they're spent and how quickly the city takes the station into its heart, One of us is going to be New York's favorite. but I couldn't predict how soon it will be us. Today I don't see Z100 deteriorating, but six months from now I do

"I liken WPLJ to a defensive football team, while Z100 plays offense. WPLJ is just waiting for Z100 to make a few mistakes. I'm not sure what WKTU is doing, but I have a lot iof respect for them and Sunny Joe. I think he's still putting the building blocks together too. At one time Jay Thomas was one of the best morning talents I'd ever heard, but since I really don't pay much attention to the competition, I wouldn't know about him now. Anyhow," he noted with confidence, "all of this will soon change as we really gear up."

Part of that gearing-up process is the hiring WBTT/Milwaukee PD/morning man R.J. (Rick) Harris. "He's one of the freshest, funniest guys I've heard in years. R.J. will be a killer for us. Unlike others in this town, we're going to be innovative in every daypart."



Using the theater of the mind, Gerry is doing a contest called the "Little Black Box." Ongo ing clues prompt listeners to call in to win its contents. "In addition, I've got a ton of cash to hand out in simple, uncomplicated ways. Our TV campaign will let people know that we're new and exciting

"We're not overhyping as we go in. In other places I've dropped a bomb, but here I think patience will be a virtue for us. When WAPP vas an AOR station we had ratings but no heart." Gerry admitted, "The listening audience does have a wait-and-see attitude about us. But once we prove it to them, I know we'll have them locked in."

### Being First Is Most Important

Continued on Page 55

Someone's going to take a fall. You can book the fact that we'll wait them all out.

### Program For Your Audience

Scott wouldn't comment on who he thought would be the first to fall out. "I've got no vested interest in commenting on that subject.

"In the end, it doesn't matter how many points you scored or how fast you ran the race. What's important is to be first."

--- Scott Shannon

We're like Kentucky Fried Chicken; we do one thing right, and that's being the best CHR in N.Y.C. I spend more time worrying about improving my product then I do about the penguins running behind me. I've been on top for five of the last six books. They better put on er track shoes to catch up.

With increased competition there is the tendency to look over your shoulder more at what others are doing. According to Scott, that's a mistake. "I get so amazed by stations

that let their competition control their programming. Anyone that's worried about their competition is wasting a lot of sleep and energy. It's obvious that others in this market are paying a lot of attention to us by what they're now programming. I'm not saying don't pay attention, but don't clone, either. You might improve your position, but you can't win unless you offer a better product.

"Our energy and personality levels were unique to this market. Now others are trying to imitate us. There was a time when no one handed out money; now everyone is." During the fall book, Z100 used the "\$10,000 Mys tery Superstar" contest. Each time the contest was run, the 100th caller took a guess at the identity of the four mystery voices. Also during the book, in cooperation with Wendy's and Agree Shampoo, the station used 7100 Superatickers to give away a Corvette. Superstickers, version two, is underway now.

Scott remarked, "The newcomers are already seeing it's not going to be as easy as it once was. Personally, I like WAPP's outward sound better than the rest. It's more specificsounding, more cohesive, it's a clean, creative, but disciplined sound. They sound a bit like Z100. So does New York need another Z100?

### New York's Not Big Enough For Four

personalities around the clock, but most would be hard-pressed to tell you who's on the air after Scott and Ross.'

So why does Neil think WKTU's numbers declined this past book? "WKTU has always had a very high cume, and continues to do so. Our cume is shifting to a less ethnic mix than before, so this decreases the TSL (time spent listening). I think our approach is more one-on-one with WPLJ, as we both play a lot of Urban music and have more of an adult feel.

"Z100 and WAPP seem more head-tohead. It might boil down to a playoff-type situation. Because of WAPP's history, the market has more of a wait-and-see attitude about it. I don't agree with those who think we can't make it because we're a latecomer. No one is too late getting into any race if they are doing something unique and are presenting a better product than the rest.

Neil is hoping that WKTU's "\$10,000 Music Monitor" (where listeners check off their ten favorites from a list of 92 songs, return the entry to win \$5000, and grab an additional \$5000 if they hear their name and call in within nine minutes and 20 seconds). will have an impact on its audience. The contest has been supported by liberal TV

spots. In addition, the station's "Artist Of The Day" promotion means \$92 and an en-tire catalogue for listeners calling in when they hear the day's designated artist.

"It's important for everyone doing the format to have a goal in mind of being number one. If they don't, then they should be selling something door-to-door, or soon will be."

-Neii Mcintyre

### Follow The Music Leader

Confident about the future. Neil added. "Our input from Sunny Joe allows access to his research. I've no doubt we'll be a big winner. I'm really more concerned with staging promotions that are more timely than the competition, rather than the overall efforts of what they're doing. I don't worry about the music end, since we're always going to beat them on the hits. We intend to be 'New York's Music Station.'

### Predictions Of Demise For Johnny-Come-Latelys

With years of New York experience behind him WPLJ PD Larry Berger feels victory for his station is in the near future. "We're here for the long run. Our decision to change from AOR to CHR a year and a half ago using the handle 'Hit Radio 95' was a well-thought-out and original idea. ABC is a conservative company, and by nature so am I. Anyone expecting us to drop out will be old and gray before that happens. The 'Johnny-Come-Latelys' are going to have a tough row to hoe.

Larry recalled, "This happened before when everyone went Country, and when everyone went Disco. Broadcasters are too trendy



Larry Berger is controlling formal cisions rather than market-dema

"Anyone who has heard WPLJ and WHTZ can tell an immediate difference in presenta tion, so we both serve different functions in the market. I don't see that WAPP or WKTU demonstrate unique functions within CHR for New York, I feel those two stations are doomed to lower shares.

And speaking of lower shares, I asked Larry if he thought the increased CHR competition caused him to lose a full share. "Sure, that may have something to do with it, since every one is sampling everyone else right now. But I don't think the music was as good this fall as in the summer. Many major artists put out big hits, but they weren't as broadbased as earli ses from the same album. We can be victimized or enhanced by playing moetly currents. It's still the better alternative to oldies.

We also contributed to our loss, but have since corrected our mistakes

### From Frying Pan To Fire

Calling upon the recent past to act as a pattern for the future, Larry said, "When WAPP changed from AOR to CHR they set themselves up for history to repeat itself. They came on the air as the third AOR, and now as



the fourth CHR, they're in no better shape They will clearly have to do things better than us or Z100 to make an impression

"WKTU's hiring of Dan Ingram does say something about their commitment to the format," he observed. "They've got to go lower in the ratings before getting better, as much of their audience hasn't really gotten the message about what they're up to. WPLJ is already established and we're set to continue making inroads within the format, no matter how many competitors come at us."

### Slicing Up New York

Playing the hits is the basic philosophy of CHR. It's a proven concept which will always work. Whether there is one station doing it or four, there will always be a winner who is satisfied with the money and ratings returned. Should competitors decide

move into a less crowded arena, then those winning stations who stick with CHR will only prosper. Remember, if you change formats, go into it with the commitment to accept nothing but the best in all areas. With this attitude, the chances for success are greatly improved.



A LOOK AT DENVER'S FINEST — KPKE/Denver celebrated Halloween this past year by presenting a "Dungeon Of Terror" for over 35,000 visitors. Nightman Chris Knight broadcast live for the two week run of the dungeon, which raised nearly \$70,000 for the Metro Denver Chapter of the March of Dimes. Pictured (back row, I-r) are KPKE's Ron Brooks, Assistant PD Mark Adams, personality Don Hawkins, PD Tim Fox, and ND Dean Curfman. Shown (front, I-r) are air talent Steven B. and Chris Knight — he's the one with his own built-in mask.



Rebbie Jackson stopped by the 793/Atlanta studios to thank the staff for supporting her debut single "Centipede." From left, Columbia's Alan Oreman, Z93 morning mar Steve McCov, Rebbie Jackson, and Z93 PD



THE WARRIOR HITS DALLAS - KEGL/Dallas had the pleasure of meeting with Scandal's Patty Smyth during her recent national tour. Smiling scandalously (rear, I-r) are CBS Dallas's E'Lisa Pillow, the station's Kurt Wise and Ann Wise, and Columbia's Michael Scurlock. Pictured (front, I-r) are KEGL's Brian Shannon, Patty Smyth, KEGL MD Joe Folger, and KEGL's Shar

### Bits

· After The Female Heart - WLZZ/Milwaukee recently gave its listeners a taste of "The Glamorous Life." Working in theme with Sheila E., the awards included a \$195 gift certificate to Robert Hack Diamonds, a 95-minute makeover from Arlene Wilson Modeling & Career Center, dinner at an exclusive Milwaukee restaurant, and limo service. Now that's glamorous!

· Big Bam Booming KPKE! - KPKE/ Denver kept in touch with its listeners when Hall & Oates came to town. The station gave away "Big Barn Boom" LPs and treated two winners to Thanksgiving dinner and Hall & Oates's Thanksgiving concert. But that's not all! Winners could choose a guest from anywhere in the U.S. and fly him or her in for the festivities, all courtesy of Continental Airlines and KPKE Hit 96!

· Chicago Says "Up With AM!" Chicago AM broadcasters, in conjunction with the Sony Corporation, have joined together to promote AM stereo. WLS, WMAQ, WGN, WAIT, and WGCI will be providing periodic on-air information and giving away some of Sony's best AM stereo equipment. Over 150 local retail outlets will provide informational brochures and displays so consumers can listen to the sound of AM stereo through headphones, and, it's hoped, promote AM radio in general. Good luck, Chicago!

### Motion

Brian Cleary has been promoted to Assistant PD at 98ESA/Charleroi, PA, holding onto MD duties and an evening airshift as well. Also at 98ESA, Paul Goodman moves into morning drive from Y97/Pittsburgh ... KS103/San Diego welcomes Dave Fogel to evenings from KBEQ/ Kansas City . . . Johnny Edwards joins the AM team at KHFI/Austin as "J.R. In The Morning" Stu Patterson moves across town from WPFM/ Panama City to the PD/MD slot at T94 . . . Midday personality Carl James is promoted to MD at WSQV/Williamsport . . . Paul Roberts is named PD at WMJY/Long Branch from WDRC/Hartford Jeff Jennings exits AM drive at WGRD/ Grand Rapids for mornings/promotions at WIBM/ Jackson-Lansing Chris Landon leaves Q100/Allentown for evenings at WPIX/New York City, and Bryan Geronimo becomes PD/MD. Barry Adams segues from WKAU/Appleton,

WI to become News Director at KBOI/Boise, while Randy Arnold is upped to ND at WKAU . KRQ/Tucson advances Andv Stevens from overnights to AM drive, replacing Scotty Johnson, who accepts middays at KBZT/San Diego Chuck Finney becomes a Corporate PD for Skyhi, Inc., presiding over KKFM/Colorado Springs and KVMT/Vail ... Dick Hylton drops his morning airshift at G100/Mobile to go into sales for the station; PD Scott Griffith is filling in . . . Bob Brown joins WGCL/Cleveland as Creative Services Director.

At KBIM/Roswell, PD Tim Mack jumps across town for the MD spot at KCKN. Replacing him is KBIM Sports Director Rich Eldman, who adds PD to his existing title . . . Q107/Washington announces the following shift changes: Sandy Weaver climbs from late nights to middays, Gary Murphy moves from middays for PM drive, and Vinny Brown is upped from overnights to 10p-2a

Bruce Chandler and Tony St. James return to mornings at KIQQ/Los Angeles, and the rest of the lineup looks like this: Jim Carson middays, Ernle Sanchez PM drive, G.W. McCoy evenings, and Jay Coffey nights . . . Happy 1st Birthday to



KWSS IS ROCK IN AMERICA - KWSS/San Jose got to party with Brad Gillis of Night Ranger its recent "KWSS Celebrity Days. Shown here (I-r) are KWSS PD Dave Van Stone, morning teammate Bill Kelly, Night Ranger's Brad Gillis, morning cohost Al Kline, and MCA's Billy Brill. In front being tickled is KWSS MD Robin Kipps.

# PICTURE PAGE TEMPTATIONS

"TREAT HER LIKE A LADY"

### CHR NEW & ACTIVE

NOW ON OVER 65 CHR STATIONS!

WXKS-FM Z93 Q100 WKDQ CKOL 195 WMAR KOFM WCAU-FM WCZY **WVSR** WRQN PRO-FM WHYT WBBQ **KMGX** WAVA FM102 KZZB KQMQ 94Q KITS KXX106 KO93

. . . AND MANY MORE!



# **COMMODORES**

"NIGHTSHIFT"

### A/C BREAKERS

A/C CHART DEBUT: 2

Black/Urban BREAKERS

BLACK/URBAN CHART: DEBUT 65

NOW ON OVER 65 CHR STATIONS! CHR NEW & ACTIVE

WXKS-FM WCAU-FM WERZ WJZR **CKGM** WHTX CKOL 94Q WHYT

Q100 K104

WSPK WZLD KZZB **WQID Z104** 

WKEE WNOK-FM KIIK

. . . AND CROSSING FAST!

KQKQ

WHOT

**KF95** 

**KSKD** 

KHYT

MOTOWN DELIVERS. ALWAYS HAS . . . ALWAYS WILL!!



STEVE FEINSTEIN

PROGRAMMERS' SALARIES

# Are PDs Getting Their Money's Worth?

Take the following radio biz truisms:

"A good program director is an integral part of a station; ideally, he's part showman and part businessman."

"This is a people business; winning requires hiring the best people available."

Combine with these universal truths:

"Each according to his ability."

"Money talks."

And mix in the correlation between ratings and revenue that generally applies. The equation would seem to add up to PDs' paychecks growing commensurately as stations grow in profits. After all, successful programmers produce the audience that brings in the bucks, right?

Unfortunately, this isn't always the case. Granted, in recent years, there's been substantial improvement in the salaries PDs command, particularly in larger markets. Enlightened management no longer views a PD as the chief disk jockey and pays him accordingly.

and pays him accordingly.

There are two financial frontiers that the majority of PDs hasn't crossed, though:

 More often than not, a PD's compensation doesn't rival that of a general sales manager.

 Most PDs, particularly outside of major markets, work on a straight salary with no bonuses offered for ratings performances.

We'll study why those situations prevail, and take a look at some exceptions.







John Beck

### PAY BY NUMBERS

# Ratings Incentives

"As ye reap, so ye shall sow" is a noble concept. Though it's not yet the industry standard, some operators are applying this tenet to PD salaries by offering incentives for ratings performance, much as account execs receive commissions.

Dwight Douglas, President of consultancy Burkhart/Abrams/Michaels/Douglas & Associates, says, "A smart programmer will ask for a bonus system or even equity in a company that offers stock. In our own company, we have a bonus structure that rewards our associates for performance when the numbers come in."

At KSHE/St. Louis, says GM John Beck, PD Rick Balis gets a base salary and receives a cash bonus for each 12+ ratings point over a benchmark figure — the share that Balis inherited when he took over the programming reins. As the station's double-digit numbers start to level, Beck anticipates setting an incentive system linked to Balis's ability to meet budget. He explains, "I try to get the PD into the business of the radio station, and I look at us

as partners instead of as employer/employee."

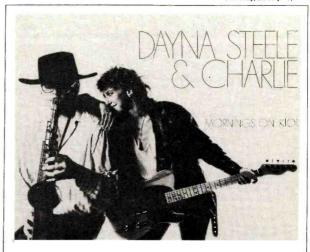
Not all PDs embrace the bonus system. Some feel they should be rewarded on the basis of their expertise and how they perform their duties day-to-day, rather than according to what Arbitron says. "I don't want my salary to hinge on Arbitron's methodology," says KISW/Seattle PD Beau Phillips. "Bad sampling or bad returns can screw up the numbers. I look more for overall trends and growth."

### Have It Your Way

President Mel Karmazin says Infinity lets programmers choose between a straight salary or an incentive program. He feels a PD "gets a salary just for being in the position and the effort he makes, while a bonus rewards on the basis of performance and meeting goals. Because of the fragmentation and competition for audience, it can be in the interest of owners and managers to establish goals and reward people for achieving and exceeding them."

Karmazin's system offers rewards for

Continued on Page 60



BORN TO POSE — KLOL/Houston morning team Dayna Steele and Charlie struck this familiar pose for a poster that the station gave away while Springsteen-mania gripped Houston.

PD vs. GSM

# Earning Power

From a programmer's perspective, earning less than the GSM seems inequitable. Consultant Jeff Pollack says, "Both jobs (PD and GSM) are critical, and interchangeable in their importance to the station's success. There's parity in the responsibility, so why not parity in the pay?"

KISW/seattle PD Beau Phillips notes, "If a PD can deliver a couple of ratings points that are going to make a half-million-dollar difference in billing, he deserves his fair share as much as the person who is then better able to write the additional business. It pays to hire the best. It's silly to spend \$15,000 less and get a C+ caliber PD instead of an A caliber."

### **Beck And Balis Bond**

One GM who'll offer no argument to that school of thought is KSHE/St. Louis's John Beck, who indicates that PD Rick Balls receives a salary comparable to the station's GSM. (Balis clearly earns his keep, as KSHE has risen 5.6-7.2-8.8-12.0 since his return to the station in March '84.)

Beck's thoughts on the matter will earn him points with programmers. "Ratings equate to dollars, in the end. In a highly competitive market, if your PD is either making the station's numbers grow or maintaining great numbers, his happiness directly relates to the bottom line. I look at paying a PD of that quality a good salary as a profitable investment."

Beck feels a top-notch PD has at least as broad an understanding of what makes a radio station tick as a GSM. "A GSM doesn't have to understand the intricacies of researching and marketing the product, while a strong PD will be able to go on sales calls; he understands the station's budget and the overall operation of the station.

"Also, the PD not only controls the largest chunk of the operating budget that's set from month to month, he also manages the biggest group of people at the station. He has to be a leader and weave a fine fabric of communication and security among the airstaff."

### Consultants' Effect

Do consultant fees often cut into the salary left for a PD? Beck recalls an owner he knew who proposed hiring a "drone" PD at a salary virtually identical to the amount of money the station's consultant would receive. Beck objects to this approach, feeling even if the station does well with a cookie-cutter approach to programming, it will eventually suffer when faced with competition.

### Why The Difference?

In some instances, AOR PD salaries may lag behind the job's increased responsibilities in comparison to the '70s, when some PDs functioned as glorified music directors. Phillips observes, "It now takes a smarter programmer who can do more than just music rotations. He's got to know how to position, image, market, and merchandise a radio station, and how to fire up an airstaff."

Nonetheless, the GM who sets the respective salaries usually comes from a sales background, and as Infinity President Mel Karmazin notes, "may not regard the PD position as highly as the GSM. The PD may be the guy he used to battle with over the spot lead."

At Infinity, according to Karmazin, "we pay PDs at least as much, and in some cases more, than sales managers. We feel the single biggest factor in the success of the radio station is Arbitron, and the person who influences Arbitron the most is the program director. If you have any doubt on the importance of the numbers, try to get through on the phones when the advances

This applies particularly in major markets, whereas "in a smaller market, personal relationships with clients and financial institutions mean more. There, if you're a retailer who advertises and gets results, you don't need to look at the numbers as closely."

### Weidel Tells Why

KZAP/Sacramento VP/GM Tom Weidle has been through the programming ranks himself. He also believes that a PD in a hotly competitive market is worth the same

Continued on Page 60

TO RAISE FUNDS FOR THE AMC CANCER RESEARCH CENTER.

DRIVE

LICK IT UP

# **ROUND AND ROUND**

KING OF PAIN

**HOLD ME NOW** 

### MTV NETWORKS INC.

Dear Record Retailers and Distributors:

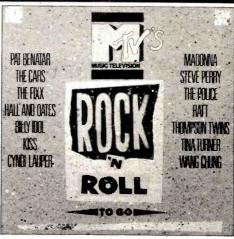
PRY'S first IP is coming so bick off '85 - and it's one of the attrospent problem in a tone and the Arman at the attrospent in a long time. But the big new stores and the Arman in a long time. But the big new special problems, artists, or titles, but it is a special problems, artists, writers) will be donated to the ARC Cancer Research Center And we need your maje to give it high in-store visibility and we need your maje to give it high in-store visibility.

Titled "NTV's Rock 'n Roll To Go," the album contains 14 hit songs all from different labels. Our commitment to this project is high, and we need you to position the alb for maximum exposure. We certainly hope you will give it your all.

NTV is donating an extensive promotion campaign for the attack of the state of the

Match for "MTV" Book in Roll To Go, "released soon through Elektra Records and distributed through MEA. Thank you very much for your high in this worthy cause.

RWP:bph



**AVAILABLE ON ELEKTRA MUSIC CASSETTES AND RECORDS** 



1985 Elektra / Asylum Records, a Division of Warner Communications Inc.

### Earning Power

Continued from Page 58

money as a GSM, but offers explanations as to why that doesn't apply across the board.

First, the inequity reflects a historical bias in our society that started in the time of the Industrial Revolution. During that era, we began to place more value on the selling of products rather than the manufacturing of them, and came to regard the person who sells a product as worth more than the person who makes it.

Second, says Weidle, a salesperson "comes back with finite, measurable results every day – orders for business that he alone is directly responsible for. A station's ratings, whether they're lousy or good, are often attributable to a number of factors – programming, jocks, competitive nature of the market, promotions, consul-

tant, signal, diary placement — that are not always as immediately identifiable with only one person."

(Of course, that argument begs the question of whether or not the AE deserves sole credit for landing the accounts. In most cases, the buy is at least partly a function of the station's ratings.)

Third. Weidle notes another underlying precept of radio: "You can go out and sell a station that doesn't have tremendous numbers, but excellent numbers by themselves do not necessarily guarantee excellent sales; an excellent sales department does."

/ Last, he proposes that the ranks of astute, inspired programmers are relatively thin, thereby enabling the top-drawer PDs to command megabucks while the rest earn more modest stipends.

### SEGUES

Consultant Jeff Pollack signs WCKO/Miami and KLOL/Houston. KLOL retains the services of Burkharl/Abrams/Michaels/Douglas, and Pollack no longer works with KSRR/Houston. Also, B/A/M/D has signed KZOK/Seattle for consultation.

WCMF/Rochester MD Dave Kane adds Assistant PD duties ... Andrea Karr named Assistant MD at WMMR/ Philadelphia from crosstown WFIL.

Smokin' Joe Simpson replaces Promotions Director/night rocker Brian Krysz at WAQX/Syracuse.

Lee Howard takes over from Scott Iversen on KFMF/Chico, CA late nights . . . KZAP/Sacramento's Adrian Bolt goes to KGB/San Diego for weekends.



HALLOWEEN HOWLER — KBPI/Denver brought Wolfman Jack to town to provide thrills and chills



SQUIER CHECKS OUT SOUNDLY — WDIZ/Orlando brought two winners to a Billy Squier sound check. From left, Capitol's Keith Gershow and Stan Gleason, midday guy Gary Mandino, Squier, and the winners.



STEVIE RAY AT KKDJ — Stevie Ray Vaughan found the blues alive and well at KKDJ/Fresno when he stopped in to see afternoon driver Harlan "Wingnut" Winslow (right).



MR. BROWNE GOES TO WASHINGTON — Jackson Browne dropped by DC101 while in town for a political rally. From left, afternoon driver Adam Smasher, Browne, and late nighter

### Ratings Incentives

Continued from Page 58

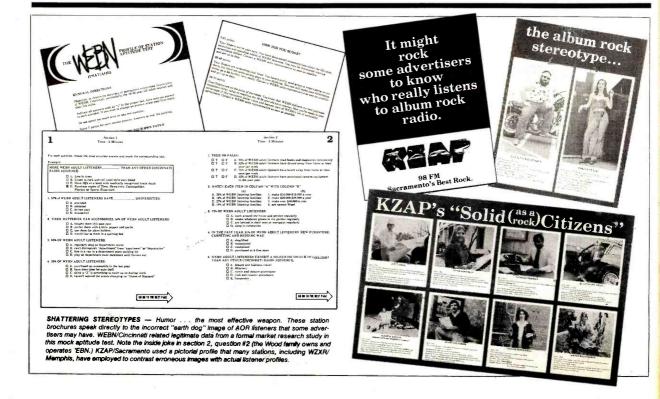
first-place showings, and in some cases, second-place showings in demographic rank, rather than for 12+ numbers. "My advice is to not always use traditional compensation plans." says Karmazin. "Create one that targets the problems you're faced with."

Accordingly, one of his stations may structure a bonus to inspire performance in areas that need improvement. For instance, if an 18-34 station is weak in the demo's upper end, the bonus may be constructed around growth in 25-34 numbers. A GM at a station with a problem in accounts receivable may be rewarded according to

how many he collects, rather than for bill-

Karmazin cautions, though, "You have to know who you're dealing with when you set up a bonus system. A greedy programmer who sets his sights so narrowly only on being #1 in his core demo so he'll make his bonus can lose you spillover audience in other demos."

His final observation is most telling: "Programmers react to your concern that they're being treated fairly financially. Whether or not they choose to work on a bonus system, just the fact that you're willing to sit down and structure a program with them makes a difference."



# Adult/ Contemporary

**RON RODRIGUES** 

# KS95 Scores Coup: Steals Viking Broadcasts

n a surprising announcement over the holidays, the NFL's Minnesota Vikings called an end to their long affiliation with WCCO/Minneapolis, joining crosstown competitor KSTP-FM (KS95). This significant move marks the first time that an FM A/C facility will flagship a major sports franchise. (Also last month, the Houston Oilers said their 1985 games will be heard on KODA, an FM Easy Listening outlet.)

### **Sporting Conflicts**

This is not the first time the Vikings have left 'CCO. The team spent its 1970-74 seasons with Hubbard's KSTP (AM) because it could not settle a dispute over "conflict" dates with WCCO when both Vikings and Twins baseball games were scheduled on the same day at the same time. WCCO opted for one game and farmed the other to another outlet in the market. The teams, of course, would prefer to stay on the primary station so their fans would find them with ease.

According to WCCO VP/GM Clayt Kaufman, at that time the station 'resolved the matter to the Vikings' satisfaction, and we were able to woo them back." It was arranged so that when a conflict occurred during the regular season, WCCO would carry football and give up baseball.

### Other Factors

Everything was fine until this year, when a series of events precipitated the station switch. First, the Twins were in playoff contention until the final day of the season. Had they prevailed, WCCO, by contract under playoff conditions, would have been required to take the Twins on the conflicting dates and move the Vikings elsewhere.





Clayt Kaufman

Also, the Twins were sold last year. In negotiating a fresh broadcast contract, new owner Carl Pohlad reportedly required that the Twins stay with WCCO on all conflicting dates.

Then, near the beginning of the '84 football season, KS95 Station Manager/PD Chuck Knapp attended a party in honor of the new Twins owner, held at the house of the Vikings' Executive VP/GM Mike Lynn. Recalled Knapp, 'IT mentioned to Mike that I'd like to have the Vikings on KS95, and he said, 'Well, it's a good time to be talking about it, because the contract is up.' I just got the feeling that he was very interested in us. Mike knew that 70% of market listening is already on FM, and that we had been the top station among 25-49 adults for many years; I believed they were ready for a change. As time passed, we talked more often and more seriously. Finally, we made them an offer, they counteroffered, and we settled somewhere in between.''

"I have no hesitation about doing a one-hour pregame and perhaps a 30-minute postgame show. Since we've never made a living just playing 'ten in a row,' there's no problem doing lots of that kind of programming."

-Chuck Knapp

### Kaufmann Perplexed

What miffed Kaufman was getting snubbed by the ball club. "The whole situation was a surpise to me, particularly in the way it occurred. We made several attempts to



VIKINGS SIGNING — Shown attending the signing ceremony of the Vikings' new association with KS95/Minnèapolis are Station Manager/PD Chuck Knapp, Hubbard Broadcasting President/KS95 GM John Mayasich, Vikings Executive VP/GM Mike Lynn, and Vikings Director/Operations Jeff Diamond.

initiate negotiations for a new contract with Lynn, who for one reason or another kept putting us off. Then on December 19 at 8:20am, Lynn informed me by telephone that he 'had some bad news for us.' And that was the only discussion we ever had relative to the contract." (Less than 20 minutes later, Lynn called Knapp on the air at KS95 to announce their new partnership).

Kaufman said Lynn told him the main reason for the switch was the Vikingsidesire to move to a station that carried no other sports teams. Rebutted Kaufman, "If you're trying to reach a sports audience, you use us. Their reasoning just doesn't wash."

### **Money Matters**

While wishing he didn't lose the team, Kaufman added, "Bottom line, this will have zero financial impact on the station. At best, Minnesota Vikings football is a break-even situation. It's great for promotion and it's great for prestige, but it certainly doesn't have a significant ratings effect. The Twins have a far greater revenue and ratings impact."

Responded Knapp, "If WCCO claimed the Vikings were mainly good for prestige, I'll take that too! They also claim they didn't have an opportunity to negotiate; I don't know if that's true or not. But when all is said and done, I truly believe that the Vikings wanted to be on KS95 as much as we wanted them."

the Minneapolis Star and Tribune that most of the Vikings' season-ticketholders are in their 50s, leaving many younger fans out of the stadium

Knapp is understandably excited about the station's newest addition. "It's going to bust our butts to insure that both the fans and the team are happy. And we're experienced at this too, because our AM sister station had them in the early '70s when we were doing Top 40. So I have no doubt that it'll work well again. Since we use personality liberally here, there will be no problem bringing (Vikings head coach) Bud Grant or one of the players on the air when we feel like it."

"I know this move is the beginning of more good things for FM."

-Chuck Knapp

### TV Pictures/Radio Sound

Knapp continued, "We'll also repeat our 'turn down the sound' campaign which will encourage televison viewers to use the radio audio. We're looking for a dynamic radio play-by-play guy, and I know that fans will want to hear him instead of the television announcers.





Some newspaper reports indicated that KS95 paid \$3 million for the three-year contract, which, if accurate, could be twice as much as WCCO paid during the previous three-year period.

The Vikings also desired to expand their radio network, the size of which was limited by WCCO's gargantuan clear-channel signal. Knapp said he's received many inquiries from GMs about the new network. "We've heard from around 50 broadcasters so far. As many as four from one market har. As many as four from one market locked out for a long time, and that now the door is wide open. They're right." Knapp predicted the new web could be as large as four times the size as last year's network.

### Youth Rules

KS95's younger audience profile was also attractive to Lynn. He told Jon Bream of

"The station will have a complete complement of pre and postgame shows as well. I have no hesitation about doing a one-hour pregame, and perhaps a 30-minute postgame show. Since we've never made a living just playing 'ten in a row,' there's no problem doing lots of that kind of programming."

Will this move (and the one in Houston) trigger a mass exodus of sports to FM? Probably not, even though once-a-week gridiron broadcasts are unobtrusive to most formats and football's appeal covers a very wide demographic spectrum (it ranks first among females). Both baseball and football operators are looking to expand their appeal downward, and younger-skewing FM stations may be one answer in that ouest

Concluded Knapp, "I know this move is the beginning of more good things for FM."

# Black/Urban Radio



WILLIE DAVIS COMMENTS

# The Proposed Alcohol Advertising Ban

he suggested ban on broadcast beer and wine ads, which is at the top of the Congressional agenda for 1985, will probably be the biggest and most-talked-about debate in the past two decades. Indeed, it is the number one subject on the minds of broadcasters and affected advertisers.

Naturally, there are some who applaud and support this kind of thinking. But there are also those who are working to fight off the "ban plan," as they feel it would not hinder the drunk driving problem. Moreover, such a ban would take a serious financial toll on many businesspeople, especially minority broadcasters.

To get more information in the debate and a perspective on the impact of such proposed legislation, I contacted All Pro Broadcasting President Willie Davis, who is involved with both the NAB's drive against drunk driving and the Drug Abuse Task Force. Ironically, he's also a wine and beer wholesaler/distributor.

Willie is a member of a committee assigned to protect the rights of manufacturers, advertisers, and broadcasters involved with these products. His goal? "To ultimately work towards not having these pro-- beer and wine - banned from radio advertising as we know it."

### **Taking A Responsible Stand**

As one working with anti-drunk driving campaigns, radio properties, and alcoholic beverages, where does Willie stand on the issue? "If alcoholic beverages are handled in a responsible way by responsible people, I have no problem with it. What I really don't like is overindulgence by anyone at any time. If there is one thing I really detest, it's a totally inebriated person who jumps in a car and takes another person's life through stupidity and irresponsibility. An intoxicated driver can potentially cause great harm to innocent people, and that can't be tolerated by our society."

"Sometimes there have been broadcasters who have conducted themselves in irresponsible ways about situations dealing with alcoholic beverages, and I find that deplorable."

### The Rights Of Consumers

At the same time, Willie defends consumers' rights to enjoy their spirits. "I do value an adult's right to be able to go home, sit down, and enjoy a relaxing drink, if that's what he chooses to do. Nine times out of ten he'll be staying at home and not go out driving on our local highway endangering himself and others. When I decided to get into both of these businesses, I strongly felt that responsible use of beer or wine as a product justifies my being involved with it as a business. More importantly, I also feel that these products have a responsible right to be advertised to the American public through all media."

### **Protecting The Youth**

Davis continued, "On occasion, we have been irresponsible about how we have presented malt liquors and other alcoholic beverages to the public. I also have a problem with an over-focus on youth that has been exhibited too many times. Younger people have to be protected until they can make the correct decisions for themselves.



"When I put on my other hat as a broadcaster. I have to realize that the revenue generated from these products is probably the strongest segment of advertising for minority broadcasters. Obviously, those of us in the radio industry appreciate the revenue because it has helped us build our businesses. But I must say that if the revenue came at the expense of misinformation and marketing approaches that advocated overindulgence, I would have to make a change.

"I feel very good about my position on both sides of this issue. It's up to us to see to it that these products stay on the air, but that we also take a responsible attitude about the marketing approaches that will be used to sell the product. Sometimes there have been broadcasters who have conducted themselves in irresponsible ways about situations dealing with alcoholic beverages, and I find that deplorable.'

### Ban Is Unreasonable

Davis said, "It's time for us to take a more responsible role in how we present alcoholic advertising to the general public. It would be a bit drastic for us to try to remove product advertising from any type of medi-

### The Three Main Points

- Provide more information to the public regarding the alcohol and drunk driving problem
- Educate the public to using beer and wines in moderation
- Prevent any ban of alcoholic beverages in the broadcast media.

um. Look at other products, such as cigarettes. From what I understand, you can't see any noticeable decline in smoking compared to when cigarette advertising was allowed. We would be kidding ourselves to think that removing beer and wine advertising would stop the problem of drunk driving or overindulgence. What's needed is information, education and some additional help from law enforcement.

"A number of broadcasters would face major revenue losses if a total ban took place . . . minority broadcasters would get hurt the

### **Responsible Actions From All Parties Encouraged**

Willie mentioned that the committee he's on will be working from the position of be ing more responsible from each point of view. This, in his opinion, is another reason why a ban should not occur. He said, "A number of politicians are looking at this situation because a lot of pressure is being exerted from many different activist organizations. This is a very high-profile issue right now, and my group feels the challenge is to try something that will be more effective at removing the problem of overindulgence, as opposed to removing advertising from the air. Advertising is not the cause of people drinking too much and creating dangerous situations. Advertising may have created greater product awareness, but that's what it's supposed to do. I've never seen any advertising that invites people to overconsume, esspecially if they're going to drive an automobile."

"Advertising is not the cause of people drinking too much and creating dangerous situations. Advertising may have created greater product awareness, but that's what it's supposed to do."

### Who Gets Hurt The Most

If a ban was decided on, what would the effect be on minority broadcasters? Willie replied, "These products are so well established within our society that removing them from the broadcast media would probably not affect in any great way the person who buys these products and overindulges. Along with intoxication, drinking and driving is the problem, not the advertising of the product. A number of broadcasters would face major revenue losses if a total ban took place. Some minority owners would most likely have to close their doors because they would be strapped for cash. I also think that these broadcasters would really become totally ineffective in pro-viding information and education to their listeners about overindulgence of alcoholic erages because of their overall financial

loss. Minority broadcasters would get hurt the most.'

### **Advocating Caution In Spirits Advertising**

In closing, Willie said, "We're going to have to study closely how we advertise these products. As we look to the future and try to be more responsible for our actions, we may have to look at even who we use to do the advertising.

Expanding on this point, he continued, "Right now, there is a basic ban on using active athletes in the endorsement of a alcoholic product. We have to make sure that we are not, maybe even unintentionally,



impacting in some way on young people through symbolic or personality endorsement. If that is one of the problem areas in current advertising approaches, then we have to do something about it.

"It's time for us to take a more responsible role in how we present alcoholic advertising to the general public."

"It's just time for those of us involved in either of these industries to get our priorities in order and address this problem. Whether you're on the inside or on the outside of this situation, we need to exercise a more responsible attitude. That will see to it that the problem is rectified so there would be no need for any kind of ban.'

Who knows where it will all end? But we all hope the awareness of not drinking and driving will sink in with the irresponsible violators of this common-sense social trust.

# TAKE 5 TO PLAY 5



**KOOL & THE GANG** 

"Misled" From the album "Emergency"



**OLLIE & JERRY** 

"Electric Boogaloo"

From the smash soundtrack "Breakin" 2"





KURTIS BLOW

"Basketball" Featured in the "Ego Trip" album



STEPHANIE MILLS

"Edge Of The Razor"

From the "I've Got The Cure" album



polydor



Down On The Street"

Title track from the album "Down On The Street"

PolyGram Records

Marketed by PolyGram Records



**BARBARA BARNES** 

### THE PROOF'S IN THE RATINGS PUDDING

### **Super Simultaneous Success!**

There is much to be proud of for Jazz radio, according to the latest ratings results! It appears that the public's interest in Jazz radio is approaching new highs, and we'll hear from radio and record executives in the coming weeks for insight on what's generating all the excitement. Here's a brief wrap-up of the major market figures.

### Arbitron, Fall '84

Thus far, the most impressive Arbitron gain was made by KIFM/San Diego. Climbing 9/10ths of a share, the A/C-Jazz station increased from a 2.7 12+ (tied for 12th in the market) to a lofty 3.6 (ninth). The increase is particularly noteworthy in light of KIFM's forthcoming license transfer to an interim operator and "no promotion budget to speak of," according to Operations Manager Bruce Bauer. Bruce attributes at least part of his station's growth to a greater awareness of jazz in the market.

Our silver anniversary friends, KKGO/Los Angeles, climbed 12+ from 1.0-1.2, the first upward movement for the station in a year. Meanwhile, crosstown KUTE surged from 1.3-1.7, using a playlist comprised of around 0-45% Jazz-oriented artists. Up North, KJAZ/Alameda (San Francisco) rose from

1.1-1.5, a new station high. Back East, WBBY/Columbus, OH climbed half a share to a 2.0, while WJZZ/Detroit maintained a healthy 2.5 share.

### Birch, Fall '84

On the Birch board, noncommercial stations performed well, too, though no trends are available. WGBH/Boston marked a commendable 2.4; WBFO/Buffalo notched a 1.0; WIAN/Indianapolis scored a 1.3; KPLU/Seattle-Tacoma came in at a 1.1; KUOP/Stockton picked up a 1.4; KXPR-FM/Sacramento delivered a 1.9; and KMCR/Phoenix, which switched calls to KJZZ on New Year's Day, carried a 1.4.

Arbitron results on NPR stations are not usually available until a few weeks after the first advances of commercial stations are released. We look forward to those numbers!



MACDONALD VISITS WJZZ — Raiph MacDonald was in Detroit to promote his latest Polydor/PolyGram album, "Universal Rhythm." Pictured (I-r) at WJZZ are DJ Cliff Coleman, former MD John Hill, Raiph, and DJ Billy Walden.



2AM IN TWO HOURS — KKGO/Los Angeles recently presented a special two-hour interview with Arista artist Barry Manilow. The show featured selections from his new album "2am Paradise Cafe" and other jazz musich be was influence d by. The program, which included a long-distance (Italy) live interview with Gerry Mulligan, was produced by KKGO Operations Manager Jeff Gehringer (at left).



GROVER AWARDED — WBFO/Buffalo's MD John Hunt (sitting) Interviewed Grover Washington Jr. before a special right at Shea's Buffalo Theatre, where Hunt presented Washington with WBFO's 1983-84 Jazz 88 Listener's Polir Award.

### All That Jazz

KRVS/Lafayette now signs off overnights, Monday-Thursday, when the station formerly carried Jazz programming. However, some jazz is being put back in during the new "Harmonics" show between 10pm-midnight . . Carol Handley, who was MD at former Jazz outlet KJZZ/Seattle (now A/C KLSY), has moved to KPLUTacoma-Seattle for Sundays 9am-1pm.

Sunday evenings at KRML/Monterey are now spreviously with KJAZ/San Francisco ... KWMU/St. Louis' Saturday afternoon host Joe Holtzman moves to NPR station WSKG/Blinghampton, NY, while jazz critic Walter Parker resumes the KWMU position ... PD Bill Hunt and news producer Maggie Thompson of

WIAN/Indianapolis segue to KDKS/Shreveport.
Bill's taking over the PD/morning positions, while
Maggie covers the News Director duties.

WBFO/Buffalo MD John Hunt was named National Radio Chairman for the National Association of Jazz Eduçators . The Tampa Bay Jazz Society recently held its first meeting; it's headed by Joe Urso . . . WUSFITampa, whose staff includes some Jazz Society members, is now broadcasting 24 hours and has added another 20 hours of Jazz programming weekly . . . KPOA/Lahaina, Hi debuted as fulltime outlet, programming Hawaiian music during the day and jazz five nights a week from 8pm-1am. Call PD Paul Douglas at (808) 667-9110.

WNOP/Cincinnati has a new show entitled "Africa Panorama." Slotted from 2-4pm on Saturdays, the program is hosted by Chuka Anlagolu Jack Wilke, former producer/host of the defunct NPR "Jazz Plus Service," moves to APR (American Public Radio) in the same canacity.

WRTI/Philadelphia quells rumors spawned by the abrupt resignation of Station Manager Vincent Thomas that the station will be changing format. Acting as interim Station Manager is engineer Mark Humphries . . . New afternoon jock at WMGI/Galnesville is Dave Hand.

Our condolences to the family and friends of Oregon sitar/tabla player Collin Walcott, who died recently after an automobile crash in Germany.

Stations with new CDs include KBEM/Minneapolis (four of 'em!), KXPR/Sacramento, KIFM/San Diego, and KJAZ/San Francisco.

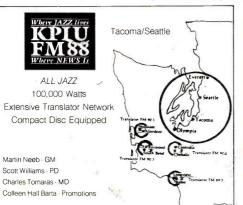
Orrin Keepnews, cofounder of Riverside Records and the Milestone labels, announces the formation of Landmark Records ... Rounder takes over production, distribution, and promotion of Philo Records ... Jam Records is now distributed by Alleglance, while Progressive is being covered by Jazzology ... Gramavision's promotion and publicity departments are now

under the wing of **PolyGram**'s Urban Contemporary/Black Music Division. They were previously handled by **PolyGram Classics**.

KKGO/Los Angeles installed a new antenna on metro peak Mt. Wilson, using a 30-kw transmitter

.... KLCC/Eugene also has a new transmitter; it boosted its power from 30 kw to 86 kw .... KXPR/Sacramento upped its signal from 22 kw to 50 kw, with a new transmitter, tower, and frequency (from 89 to 91 mHz).

KXPR also broke its fundraising record, collecting \$152,000 ... Another station surpassing its fundraising record is **WGBH/Boston**, tallying \$215,406. That's a 21% increase over last year's fall pledge drive ... **WHRO/Norfolk**, whose **GM Joel Seguine** resigned to become Station Manager at **WUOM/Ann Arbor**, raised \$204,444 in its drive ... **KLSK/Santa Fe** raised \$10,000 for the Insight Learning Clinic during a three-day on-air campaign.



Primary Air Staff: Dale Bundrant, Charles Tomaras, Jim Wilke

KPLU FM Tacoma, Washington 98447 (206) 535-7758



EVERYBODY'S PICTURED IN THIS PIZZAI — And some are gamished with Wayne Johnson's release "Everybody's Painting Pictures." Nabbed at a New York pizza parior during last fall's Jazz Times convention are (I-I) Zabra Records/Word Of Mouth Marketing President Ricky Schutz, Laura Caprita, KERA/Dallas-Ft. Worth MD Ed Budanauro, WXRT/Chicago MD Lyn Brehmer, WLVE/Miami MD Dave Caprita, KPLU/Tacoma MD Charles Tomaras, WBGO/Newark Executive Producer Al Pryor, and Infront. Elektra/Svylum Jazz Coordinator Susan Levin.

# CALENDAR



**BRAD MESSER** 

# **Tiny Computer Helped NBC News**

Thanks for writing! Here are lifts from two letters written in response to issues recently raised here.

At least one spokesman disagrees with my remark that private weather services are "taking generous amounts of cash from radio." His logic on the subject is that a weather service "becomes part of the station, (which will) find no trouble selling weather spots, and even smaller-market stations find they make money

"In many parts of the country, weather is just as essential as news and sports," writes AccuWeather, Inc. Senior VP Elliot Abrams. "If the meteorologist is able to communicate a credible account of how the weather will unfold and at the same time mesh well with the others on the station's team, the product is super. The station not only has another salable asset but becomes the weather source for the market."

Regarding word processors and computers for newsrooms, NBC Radio News VP James Farley Jr. writes to say that network headquarters at 30 Rockefeller Plaza installed "the

cheapest little Radio Shack computer" a couple of years ago "to send late word to anchors during their newscasts. The main thing that this single terminal did for us was to beep audibly the flash Urgent or Bulletin whenever the AP or UPI moved one. We could then call them up a few seconds and sometimes a few full minutes before they moved on the printers, even on our high-speed printers. The producer could then type the late word onto the screen in the studio. Time after time, with just the one computer terminal and the one little Radio Shack jobbie being used as a quiet intercom, we beat our network competition in getting breaking stories on the air. Other folks in the newsroom began asking when they would be able to get a terminal at their work stations."

Now NBC News has computerized its newsrooms in a big way, but that's another

I'm still soliciting letters from radio newsrooms where inexpensive microcomputers are being utilized to good advantage (or disadvantage if there have been problems).

MONDAY, JANUARY 28 — When the phone rings, we say "Hello," but our ancestors answered with a different word. When the world's first commercial switchboard opened 107 years ago (1878, New Haven, CT) the standard greeting was "Ahoy, ahoy!"

Andrew Carnegie established the Carnegie Institution with a \$10 million gift 1902. Coast Guard established 1915. First Emmy awards 1948. Vietnam ceasefire ended direct US involvement 1972 (last troops departed March 19, 1972). Six US Embassy employees who had been hidden from Iranian terrorists by Canadian diplomats escaped from Iran 1980.

TUESDAY, JANUARY 29 — The first successful gasoline automobile was patented 99 years ago today by Karl-Frederich Benz (1886), a 32-year-old engineer in Germany. It was a three-wheeler, had a one-cylinder engine, and was capable of speed bursts up to ten miles an hour. One of the two Motorwagons Benz built is in a museum in Munich, still

Kansas 34th state 1861. Liliuokalani (author of the song "Aloha Oe") was declared Queen of Hawaii 1891. Baseball Hall of Fame established Cooperstown, NY 1936. The deadliest peacetime disaster in Coast Guard history occurred in 1980 en the vessel "Blackthorne" hit the oil tanker "Capricorn" in Tampa Bay, Florida, killing 23 seamen.

Kathryn Ross 42. Victor Mature 69. John Forsythe 67.

WEDNESDAY, JANUARY 30 — The first U.S. Presidential assassination attempt was 150 years ago today (1835) when a "demented" painter (Richard Lawrence) took two shots at Andrew Jackson and misse

Yerba Buena renamed San Francisco 1847. USS Monitor launched 1862. 32nd President Franklin D. Roosevelt born 1882. First Lone Ranger radio show 1933. Hitler became Chancellor of German Reich 1933. Mohandas Gandhi assassinated in India 1948. Beatles played together last time 1969

Marty Balin 43. Vanessa Redgrave 48. Gene Hackman 54.

THURSDAY, JANUARY 31 — The biggest coordinated military action of the Vietnam war, the Tet Offensive, began in 1968 with simultaneous Communist attacks on thirty-plus locations including Hue and Saigon (now Ho Chi mpany introduced Scotch Tape in 1928. First "Green Hornet" radio show 1936. Pres. Truman announced

project to build hydrogen bomb 1950. First US space satellite Explorer-I launched 1958. A chimpanzee named Ham became America's first space rocket passenger 1961.

Harry Wayne "KC" Casey 34. Nolan Ryan 38. Suzanne Pleshette 48. James Franciscus 51. Ernie Banks 54. Jean nons 56. Carol Channing 62. Norman Mailer 62.

FRIDAY, FEBRUARY 1 - 25th anniversary of the first civil rights sit-in demonstration, in which blacks occupied a "For Whites Only" lunch counter inside Woolworth's at Greensboro, North Carolina. Today is National Freedom Day, commemorating the signing of the 13th amendment abolishing slavery. By Presidential proclamation, February is Black History Month.

US Supreme Court first meeting 1790. First automobile policy issued 1898 (Travelers Insurance Co.). Clark Gable born 1901. Ayatolah Khoumeini returned to Iran from exile 1979.

Ray Sawyer 46. Don Everly 48. Stansfield Turner 62.

turday (2-2) Groundhog Day: Farrah Fawcett 38, Graham Nash 43, Tommy Smothers 48. Cub Scouts founded

Sunday (2-3) Melanie 38, Bob Griese 40, Fran Tarkenton 45, James Michener 78, Buddy Holly died in plane

Odyssey File Proudly Welcomes WNIR-FM/Akron, OH 131 Ocean Park Blvd., Santa Monica, CA 90405

(213) 392-8743

CHERYL LYNN



"At Last You're Mine"

Black/Urban BREAKERS

DEBUT 40

From the Original Motion Picture Soundtrack

"HEAVENLY BODIES"



New For You — To Program Too!

ISLEY. JASPER, ISLEY "Kiss And Tell"

> MTUME "I Simply Like"

**ALEXANDER** O'NEAL

"Innocent"

JAK "I Go Wild"

Distributed By CBS Records



ACM, CMA MEMBERSHIP

# What's In It For Me?

A lot of people ask that question when deciding whether to join either the Country Music Associaton or the Academy of Country Music. Both groups grapple with answering that query in their quest for those vital additional members. Only by attracting new members while renewing established ones can they prosper and provide the services which help Country grow. When it comes right down to it, the growth of Country is what it's all about

I've been on the ACM board the past few years and recently attended my first meeting as a Director of the CMA. My overriding first impression of both organizations was the tremendous diversity of those donating their time and talents. The members represent a wide range of interests tied by the common thread of making a living from some aspect of Country. There are record company personnel, from presidents to marketing directors to promotion people. There are representatives from the record retailing/merchandising field as well as talent buyers. There are artists, personal managers, and people from BMI, ASCAP, and SESAC, not to mention radio personalities and trade publication folks.

The amazing thing about the meetings is that everybody takes off his "corporate hat" in order to address the problems facing all of us in Country, even though it's obvious that many of the members are in direct competition with others on the board. The very evident, overall feeling is that if the entire board can effectively work toward the enhancement of Country as a whole, each segment the individuals represent will also prosper - the trickle-down theory at work, no doubt.

The work being done by committees is just as diverse as the membership, but again focused on the development of Country around the world. The recent CMA meetings included members from New Zealand, Japan, and the UK. Issues addressed ranged from the home-taping bill legislated by Congress (the CMA was singled out for its efforts toward passage of that bill) to the most effective way to support individual Country radio stations. Personally, I never realized the full extent of the work done by these organizations until I had the opportunity to become part of the inner workings.



I imagine the same is true for many people, which is unfortunate because it's an in-dicator that many of us take for granted the efforts made on our behalf and the benefits which accrue to us all, no matter how indirect they may be

If you make your living from Country in any way, shape, or form, look into membership for both the CMA and the ACM. They exist to promote Country, which makes it easier and hopefully more profitable for you to do your job.

The next time you receive membership information or see an ad, don't ask, "What's in it for me?" You're already benefitting. Think of it as "job insurance Or, as John F. Kennedy said, "Ask not what your Country can do for you . . .

# I Fall For Pieces

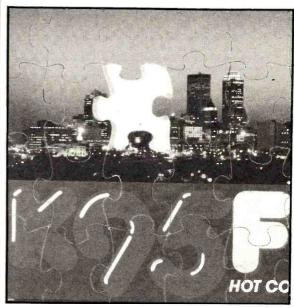
Twas a few days before Christmas and all through the land — at least in New York. Chicago, L.A., and Tulsa - curious little boys and girls were busy assembling puzzles sent to them by an unknown Santa. Unknown at least until the jigs were all sawed, and KWEN(K95FM)/Tulsa screamed out from their

KWEN GM Lee Masters explains: "The puzzle was, of course, a sales piece. Just a little direct mail campaign — designed to maintain name awareness - sent to advertisers and our national reps." Did it result in sales? "Naw, no one called and said, 'I want to place an order because you guys are so clever.' But it's fun and creates a lot of talk by keeping your name in front of people in a different and interesting way.

You'll notice there weren't any call letters or other markings on the can to indicate who was behind the gift. "That was part of the plan," Lee said. "We didn't want people to know who it was from, so curiosity would almost force them to put it together." The ploy worked — at least in my case. Then and there I stopped what I was doing to put the puzzle together and decipher the identity of the creative nuts behind this great idea.



For you budding promotional pranksters with an eye on the bottom line, K95 sent out 2000 of these little ditties at a cost of about \$2900, excluding mailing.



# Classing Up Your Cans



Among the yuletide goodies I received this year was a great tin of cookies from KNIX/Phoenix. What most impressed me (outside of the delicious cookies, which were gobbled in a matter of minutes by several unfed R&R staffers) was the striking, classy packaging. Instead of placing a sticker on the outside or a card inside the tin. KNIX had its logo screened directly onto the lid.

According to Promotions Director Sheryl Henderson, going first class "only cost about 30 cents more per can than if we had sent them without the silk-screened logo." And that's a small price to pay for the subliminal message you send to clients, listeners, or station friends



TUXEDO JUNCTION — The staff of WTCR/Huntington, WV was decked out in style to host a recent concert by Johnny Lee. Displaying their finest duds to Johnny before the show are (I-r) PD Jim Schneider, MD Dave McLain, Kim Lane, Johnny, Terry Collins, Jim Forbes, and Michael Fincham.

# Silk and Steel.

### First the steel:

Crank up your CHR, AOR, Urban, or Modern Country format in home or car. What you'll hear is an audience-grabbing sound that jumps off the dial, out-punches the competition, and makes points with your listeners.

### Then the silk:

Take the same signal and play it softly on a little bedroom clock or table radio with a tiny, tinny speaker. Many "competitive" processors can't pass this seemingly-simple test — they sound fine when you listen loud on big speakers, but collapse to reveal a pumpy, unnatural midrange when the boom and sizzle are taken away.

Not the new Six-Band Optimod-FM. Thanks to our patented multiband distortion-cancelling clipper, the sound is simultaneously spectacular and subtle—the peak limiter uses no gain reduction, so neither the bass nor the highs can ever cause midrange pumping.

If you own an 8100A or 8100A/1 Optimod-FM of any vintage, our new 8100A/XT Six-Band Limiter Accessory Chassis can readily upgrade it to aggressive, six-band operation at surprisingly low cost. That's because the 8100A/XT uses the host 8100's power supply and most of its circuitry to achieve an efficient, affordable *system* whose parts and sonics are perfectly harmonized.

Ratings leaders in every format have overwhelmingly chosen the 8100A system. Its preeminence comes from our basic audio processing patents, proprietary circuitry, and stable, professional design, plus our proven commitment to quality and service. With the availability of the new Six-Band Accessory Chassis, now more than ever, you can't go wrong with Optimod-FM — no matter what your processing objective.

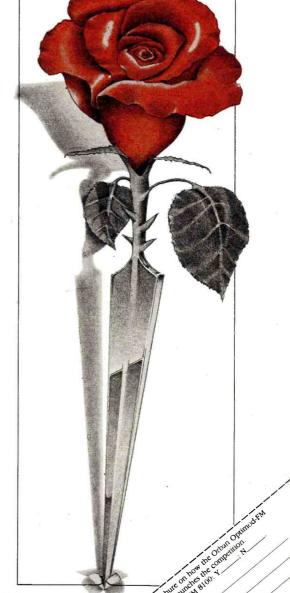
See your favorite Orban dealer, or write or call us for more information.



### Orban Associates Inc.

645 Bryant St., San Francisco, CA 94107 Toll Free: (800) 227-4498, In California: (415) 957-1067

Telex: 17-1480



Orban Processing Keeps you competitive

send a complimation

Name Organization

# Nashville This Week



SHARON ALLEN

# CRS Panels Set

Panel discussions for the 16th annual Country Radio Seminar, to be held March 7-9 at the Opryland Hotel in Nashville, were set by the Board of Directors and the Agenda Committee. Agenda Chairman Beverlee Bleisch announced that 18 sessions will be held in the areas of programming and promotion, sales, and management, designated to reach the various aspects of station operation.

Here's the rundown for 1985:

"Don't Get Caught With Your Pants Down . . . Like Levi's Did" – Research revisited.

"Takin' It To The Streets . . . The Ears Have It" — Music research . . . who, what, when & where do you ask.

"What Goes On Before The Mike's On" -Preparation, concentration & moderation.

"Survey Says . . ." - Presentation of results from the CRS's first-ever research survey of the radio, records, and trade industries.

"Radio's Most Desirable Prizes . . . Diaries" — Effective promotion and advertising.

"Get Your Act Together Before You Put It On The Air" — Know your market before you promote in it.

"The Farm Show . . . It's Not 'W.E.I.E.I.O.' Any More!"

"News In The Nineties – The Death Of The Five-Minute Newscasts."

"The Programming Answer Man" – Ask questions, discuss problems with top programmers and managers.

"Never Try To Teach A Pig To Sing; It Annoys The Pig & Wastes Your Time" — Hiring the right people.

"S.O.S.... Strategies On Selling" – Help in maximizing your sales.

"Where Good Ideas Start . . . Small Markets." "Things Your Mother Never Told You

"Things Your Mother Never Told You About Radio Sales" — Bring all the questions you were afraid to ask.

"Are You An 'Island In The Stream?'" —

Develop teamwork for success.

"FCC & Legal" – Managing your people

and your license,
"So You Wanna Be 'The Big Guy' "
learn how to go from PD to GM.

"Lifestyle Management"

"Not Your Usual Boring Engineering Session" – Recruiting, training and the management team.

### Music Industry Agenda

The agenda for the Music Industry Professional Seminar session includes:

"You Gotta Have A Plan" – Examining the essential role of the artist/manager in developing the total entertainment personality.

sonality.
"The Deal Makers" — Top attorneys and bargaining agents reveal how they negotiate contracts for those whose talents are in demand.

"What Comes First, The Chicken or the Egg" — Who are we making records for? Do we create what they want, or do they want what we create?

"Pie Crust To Pickup Trucks" — Advertising executives and recording artists discuss the growing importance of artist endorsements and corporate sponsorships.

dorsements and corporate sponsorships.
"Synergism — Working Together For
Mutual Benefit" — How the artist, label,
radio, promoter, merchandiser cooperate
to influence the marketplace.

"Reaching Millions - Country Music On Television" - It's more than the music video.

### **TNN Debuts New Program Series**

The Nashville Network will mark its second anniversary in March by debuting three new programs. They are: "Video Country," a 30-minute weeknight music video series; "Play It Again, Nashville," a 30-minute weeknight nostalgic talk/variety series hosted by Charlie Douglas; and "Country Notes," also a 30-minute weekend country music newsmagazine series.

In addition, the current weekly music video program "Country Clips" will be expanded to one hour.

### Who's New?

RCA's new group Restless Heart is the result of five Nashville session players who kept crossing paths in the studio. They occasionally jammed together after sessions and friendships developed, but it wasn't until producer Tim DuBois recognized their potential and brought them together as a unit that Restless Heart evolved.

John Dittrich (drums) attended North Texas State University on a drum scholarship, and led various bands around the U.S. before moving to Nashville where he worked with Gail Davies and the Boys Band. Paul Gregg (bass) led several country, rock, and folk bands in the Southwest before coming to Nashville where he then worked with the Boys Band, Sylvia, and as a musician at Opryland. Greg Jennings (guitar) began in local rock n' roll bands. Since moving to Nashville, he's played on the road and recorded with Keith Stegall, Jim Glaser, Sylvia, and Randy Parton. Dave Innis (keyboards) is a graduate of the Berklee Jazz Conservatory in Boston. Since moving to Nashville in '81, he has recorded with Anne Murray, Michael Murphey, Lee Greenwood, Tammy Wynette, and Rosanne Cash. Larry Stewart (keyboards) majored in music business administration at Belmont College. With the encouragement of producer Jerry Crutchfield, be began writing ("Goin' Goin' Gone," "Statue Of A Fool") and singing backup on sessions. One of his biggest credits to date is singing on Lee Greenwood's "It Turns Me Inside Out,"

Country News
This Week's Guests:
THE STATLERS
RAZZY BAILEY
DAN SEALS

131 Ocean Park Blvd., Santa Monica, CA 90405 (213) 392-8743



RESTLESS HEART — Greg Jennings, Paul Gregg, Larry Stewart, Dave Innis, and John Dittrich

which he also cowrote

### Get Well

We at R&R send wishes for a speedy recovery to Gary Morris's road manager Steve Small, who is hospitalized in St. Elizabeth's hospital on the island of Curacao in the Dutch Antilles. Small was hospitalized after feeling disoriented following a scuba dive off the island, and is reportedly "doing fine."

### **Gray Repays Debt**

Mark Gray took advantage of his first opening for the Oak Ridge Boys in Merrillville, IN to repay a 13-year-old debt.

Gray had been hired by the Oaks (prior to their transition from gospel to country) to work in their Nashville publishing company. As Gray remembers, "When I moved to Nashville, I took a real dive financially because the Oaks were struggling. So things were tight. But even then, they treated their employees like family. Anyway, I had a little Vega that I could hardly make payments on, and the car company was going to repossess it if I didn't come up with some money. So I went to Bill Golden and told him I needed \$300 real bad. They were going to come and tow my car off. Right then and there he wrote me a check for \$300, and I've never forgotten."

Gray proved that he hadn't forgotten that kindness when he walked out in the middle of the Oak Ridge Boys' set and presented them with three \$100 bills and a very special inscription: "To The Oak Ridge Boys/When I needed help/My help came from you/Now 13 years later/My dream has come true/So hang this plaque somewhere in a room/And may it remind us of old gospel tunes/Because it was much more than money/You gave me that day/Our God calls it love/I thank you/Mark Gray."



# BECOME A MEMBER OF THE LARGEST PROFESSIONAL MUSIC TRADE ASSOCIATION

Company		
Mailing Address		
City	State	Zip
Tel. No		
Job Description:		
Annu	al membership fee: \$3	5 (U.S.)
METHOD OF PAYMENT  VISA MASTE	: □ CHECK, MONEY RCARD	ORDER
Charge Card Number		
Expiration Date:		_

P. O. Box 22299-R Nashville, TN 37202

# MCA'S 1985 SUPERSTARS ...

# Kicking Off A Super Year



OAK RIDGE BOYS - "Make My Life With You" Another #1 from "GREATEST HITS TWO"



LEE GREENWOOD - "You Got A Good Love Comin" "Title song from the Soon-To-Be-GOLD album!



STEVE WARINER - "What I Didn't Do"
The debut single from the 'just shipped'
LP "ONE GOOD NIGHT DESERVES
ANOTHER" A Promise Fulfilled ... At Last



DON WILLIAMS - "Walkin" A Broken Heart" Consistent chart action from the "CAFE CAROLINA" album



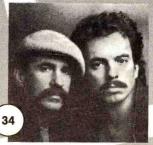
NICOLETTE LARSON -''Only Love Will Make it Right'' A Major Music Event... The Debut MCA album!



JOHN SCHNEIDER - "Country Girls"
"The 'breakthrough' act of '84, continues his best-selling streak! From his album
"TOO GOOD TO STOP NOW"



RAY STEVENS - ''Mississippi Squirrél Revival'' THE Hottest-selling single in the industry...From the album, ''HE THINKS HE'S RAY STEVENS''



BELLAMY BROTHERS -''I Need More Of You'' Their fastest \*Dreaking record ever! From their album ''RESTLESS''



BRAND NEW AND HOT ALREADY...
BARBARA MANDRELL/LEE GREENWOOD AND
"It Should Have Been Love By Now"



GEORGE STRAIT -"The Cowboy Rides Away"



NEWEST SINGLE FROM REBA MCENTIRE - "Somebody Should Leave"

.MCA RECORDS

DELIVERING THE MUSIC OF THE # 0'S

# **Marketplace**

#### COMEDY



Contemporary

Hundreds renewed again! Free sample!

Contemporary Comedy 5804-D Twineing Dallas, TX 75227

FREE SAMPLES.

"Can't get thru '85 without my subscription!" Jim Payne, WMAR/Baltimore

Write on station letterhead or phone: 10918 Foxmoore Ave (804) 270-7206 9AM-5PM EST

Richmond, VA 23233



Disk Jockey Comedy
Funny Horoscopes, Krazy Kommerctals, Silly Soap
Operas, Ridiculous TV and Movie Reviews, over 1000
different bits (25 pages per month) delivered to your
mouth. For FREEBEE, write: HYPE, INK., 7805 Sunset Blvd., #206, Los Angeles, CA 90046.

O'Liners

FREE SAMPLE ISSUE of radio's most popular humor service For sample, write on station letterhead to: O'Liners

1237 Armacost Ave., Suite #6-R Los Angeles, CA 90025



'Quick-quip,' Topical Humor!! Introductory month's 500 topical one-liners and 'BONUS'...Just \$2.00!! Phantastic Phunnies, 1343-A Stratford Drive, Kent, Ohio 44240

#### PROFESSIONAL SERVICES



#### At Last, An Attorney Who's Been There

as a jock, PD, Account Executive, GSM, and GM. Stations include WMMR, WRVR, WRKS, WCOZ, WBOS, Whether it's to negotiate a better contract or to make your ownership dreams reality, call me. Initial consultation free. BARRY SKIDELSKY, (212) 370-0130.

#### EMPLOYMENT/INSTRUCTION



#### 10,000 RADIO, TV JOBS

- Over 10,000 Radio & TV jobs are published every year. Up to 98% of the nationwide openings can be found in THE AMERICAN RADIO JOB MARKET weekly paper.

  The most current and complete radio and television job publication in
- America. Subscribed to by nearly every major broadcast school, if: colleges.
- Soldanium of the present major proacties servoir, in colleges, Compilete Islangs for Gis, Program Directors, News people, Salesmen, Engineers, Production Directors. At Imagor, medium & small markets. At Iomats: AOR, COUNTRY, MOR, CHR, BEAUTIFUL MUSIC, NEWS, TALK.
- any openings for those men and women with fittle experience oney Back Guarantee.

  'One week SAGG SOCTORES
- Back Guarantee. 9 week \$6.00. SPECIAL 6 weeks \$14.95—you save \$21.

American Radio
JOB MARKET
6215 Don Gaspar. Dept. R. Las Vegas. NV 89108

#### **FEATURES**



#### **FREE FREE FREE**

Famous PSYCHIC David Guardino, Psychic to the Stars, is available FREE for talk shows, phone interviews and news actual-24 hr. phone . (702) 386-0702 or (702) 386-0827



icate COUNTRY or

RADIO'S DAILY PREPARATION SERVICE

Airshift-ready music notes star facts calendar, more

#### **PROGRAMMING**

Prerecorded comedy bits for the discriminating radio personality. Air-quality cassette containing ready-to-use parody commercials, slice-of-life skits, and drop-ins. Unlike other prerecorded comedy services, our bits require no set-up by the jock. Send \$5 (check or mon-



### INSTANT REAGAN

more fun than the real one! LIVE WITH YOUR TALENT (as heard on KFMB San Diego

#### **PROMOTIONAL**

#### **BUTTONS**

#### Custom Printed



REPRODUCE YOUR CALL LETTERS OR PROMOTIONAL IDEA ON THE MOST POPULAR WEARABLE! FREE CATALOG & SAMPLES AVAILABLE

#### JOY PRODUCTS

25 West 45th St., NY, NY 10036 (212) 869-3743

#### PERSONALITY

#### INFO-BITS

FOR MODERN AIR TALENTS. THERE'S NEVER BEEN A SHEET LINE IT. AT LAST A SERVICE FOR THE 1980s1 FREE SAMPLE: INFO BITS, % KFMB, SAN DIEGD, CALIFORNIA 22138. GREAT SHOWS EVERYDAY!!

#### CONSULTANTS

#### "DROPINZ"

New, fresh wild tracks for your show each month, only \$20. Semi-annual and yearly rates too. Sample cassette \$4

Aircheck critique and production by a 21-year major market veteran. Call or write for rates.

Stu Collins Broadcast Services

174 King Henry Court, Palatine, IL 60067 (312) 991-1522

#### **AIRCHECKS**

"AIRCHECK ARTS" knows it's hard to prepare a tape for your next career move . The hassle of late-night splicing, worwing about the boss finding out you've looking for another job. Put your confidence in AIRCHECK ARTS' professional staff to put your tape together! We know what PDs are looking

Send on cassette or reel your best efforts and let us do the rest. Special instructions welcome. Send \$15 w/tape to: AIRCHECK ARTS, P.O. Box 13437, San Luis Oblspo, CA 93406

FXTRA DURS \$3

#### Current and Classic Airchecks!

Current Issue #58 features NY's new WAPP/Harry Nelson, Z100/Z Morning Zoo, KFRC/Dr. Don Rose, KMEL/Mark McKay, WJMK/Dick Biondi, KIIS-FN/Big Ron O'Brien, the new KIIS-AM/Larry Morgan, Cleveland's WGCL/Tom Jeffries, Portland's KGW/Steve Lloyd and Phoenix's A/C battle between KKLT & KLZI. 90-minute cassette, \$5.50. Current Issue #57 features KFRC/Chuck Browning, KITS/

Craig Roberts, Phoenix CHRs KOPA & KZZP, Dallas' new CHRs KEGL & KTKS, WFYR/C.K. Cooper, WBBM-FM/Don Geronimo, plus KRTH/Dean Goss. 90-minute cassette, \$5.50. Special Issue #S-48 features SAN BERNARDINO's CHRs KFXM & KGGI, AOR KCAL-FM, A/Cs KMEN & KQLH, LAS VEGAS' CHRS KLAY, KLUC & KITT, A/Cs KUDO, KMJJ & KMZQ, and AOR KOMP, plus BAKERSFIELD CHRs KOXR & KKXX. 90-minute cassette. \$5.50.

Special Issue #S-49 features PITTSBURGH & CHARLOTTE! PITTSBURGH CHRs WHTX & WBZZ, A/Cs WWSW, KDKA & WPNT, AORS WDVE & WYDD, plus CHARLOTTE CHRS WROQ, WBCY, WZVR & Urban WPEG. Cossette, \$5.50. Classic Issue #C-51 features KIMN/Jay Mack-1971, KFWB/

B. Mitchell Reed-1960, KCBQ/Gene Knight-1973, KHJ/Real Don Steele-1966, KSFX/Bob Foster-1974, WABC/Howard Hoffman-1979, KHJ/Tony Mann-1974, KLOS/Jim Ladd-1975, KHJ/Dr. John Leader-1976. Cassette, \$10.50.

CALIFORNIA AIRCHECK Box 4408 — San Diego, CA 92104 (619) 460-6104

# **Opportunities**

Openings

**Openings** 

### NATIONAL

### Are You A Radio **DJ**Who Wants To Be A **VJ?**

Channel 66 in the Boston market is the first 24-hour-a-day full-power major market music video TV station. Send us your video audition tape or sit in front of a home VHS camera and tell us about yourself in 3-4 minutes. Send tape and resume to:

Program Director Channel 66 P.O. Box 405 Fayville, MA 01745

No phone calls please. Channel 66 is an EOE

#### **Radio Personnel Needed**

NATIONAL, recognized as the leader in radio personnel placement, is currently receiving job orders for acronouncers, news people, programmers and producin personnel, male & female, from radio stations in all size markets coast to coast. Over 1,000 radio stations used our placement service in 1984. Are you ready for a move? Let NATIONAL help! For complete detail and registration form send \$1 postage and handling to:

NATIONAL PART COO

BROADCAST TALENT COORDINATORS
Dept. R, P.O. Box 20551
Birmingham, Al. 35216

(205) 822-9144

Mature Urban format station in Carolinas seeks experienced PD, airstaff, News Director. Rush your tape, resume and cover letter with salary history, references and your statement of programming philosophy to: Landsman Media, 575 Lexington Ave., New York, NY 10022 No calls please. EOE M/F

\_ Landsman Media \_

#### MOVAY MEDIA

.WANTS YOU!

A/C and CHR morning people, middays and PM drive talent. T&R to: McVay Media, 24650 Center Ridge Rd., Suite 340, Cleveland, OH 44145. EOE

If you think you're in the same league as ...

APMAN RON CHAPMAN RON CHAPM OWENS LOREN OWENS LOREN OWE Y BRINE WALLY BRINE WALLY BRINE T SIMON CAT SIMON CAT SIMON T SIMON CAT SIMON CAT SIMON K KNAPP CHUCK KNAPP CHUCK KN K KNAPP CHUCK KNAPP CHUCK RI WY DIXON LARRY DIXON LARRY DIX MY DIXON LARRY DIXON CHRICK RIL UCK RILEY CHUCK RILEY CHUCK RIL GE AUSTIN GREG AUSTIN GREG AUSTIN GREG AUSTIN GREG AUSTIN MAGIC CHRISTIAN MAGIC

Please send sample tapes to Reg Johns,



120 Prospect, Suite 102 La Jolla, CA 92037 (619) 454-3202

#### EAST

Nawsperson: Experience necessary, small/medium market. Opportunity to assume ND's position. T&R: Carl Lang, WELM/MVLVY, 1705 Lake St., Elmira, NY 14901. EOE M/F (1-25)

WNYU-FM/New York University needs partitine engineer. FCC first, three years maintenance & construction experience. John Hrynyszyn, 566 LaGuardia PL, NYC, NY 10012. EOE M/F (1-25)

Personalities, not announcers for 50kw CHR, A/C on Maine coast. T&R's for future opportunities. Females encouraged. Tim Moore, KISS 94FM, Box 9494, Ellsworth, ME 04605, EOE M/F (1-2.5)

#### PROGRAM DIRECTOR

NYC vicinity A/C looking for a PD with major market experience. Strong music and research background and the ability to motivate a must! Replies will be held in strict confidence. T&R to: Radio & Records, 1930 Century Park West. #907. Los Angeles, CA 90067. EOE

WKVT AM & FM seeking fulltims anchor/reporter for expanding CBS affiliate news department. T&R: Box 1490, Brattleboro, VT 05301. EOE M/F (1-25)

Team player for opening as news anchor. One year experience.
Chance to use reporting skills. T&R: Judie Yuill, WEIM, Box 727, Fitchburg, MA 01420. (617) 343-3768 EOE M/F (1-25)

Suburben Boston A/C has two fulfithme openings for DJ & newsperson. Join New England's friendliest sounding station. T&R: Cathy Doran, Box 487, Marshfield, MA 02050. EOE M/F (1-25)

#### PROGRAM DIRECTOR AND AIR STAFF

Including news for New England Class B A/C FM. T&R to: Radio & Records, 1930 Century Park West, #909, Los Angeles, CA 90067. EOE M/F

Morning DJ wanted for easy listening WFPG FM, T&R: Stacey Hill, 2707 Atlantic Ave., Atlantic City, NJ 08401. EOE M/F (1-25)

Powerhouse looking for person for drive time news/production shift. Automation experience a plus. T&R: Kim Stevens, OM, WKXZ-FM, 14 Broad St., Norwich, NY 13815. EOE M/F (1-25)

92FLY looking for morning entertainer. Topical, fun & team player. Join our winning team. T&R: Todd Martin, WFLY, Box 12279, Albany, NY 12212. EOE M/F (1-25)

Here's a chance to grow — we'll make you a prol A/C market leader in small Northeastern town is looking for an entertaining morning personality. Minimum one-year experience. Send cassette and resume to Radio & Records 1930 Century Park West, #910, Los Angeles, CA 90067. EOE

#### Openings

Experienced air talent wanted for parttime opening at ASTRA station. Good benefits. T&R: Roy Sampson, WXYV, 8001 Park Heights Ave., Baltimore, MD 21208. EOE M/F (1-25)

#### Major Market

50kw Christian MOR FM seeks PM drive person. Ministry-minded team player who relates well. Rare opening. Competitive salary/benefits. Tape & resume to: Tom Bisset, WRBS, 3600 Georgetown Rd., Baltimore, MD 21227, (302)

Creative copywriter/Production Director needed at CHR-formatted WKPE FM. Good salary & benefits. Jack Alix: (617) 771-2998 EOE M/F (1-25)

ND & drive announcers needed for new Fairfield County station. Adult communicators only! T&R: WVFR, Box 1085, Ridgefield, CT 08877. EOE M/F (1-25)

#### **PRODUCTION**

Large market Northeast AOR market leader needs a Production Director. We are looking for an organized individual who can create and write commercial copy, produce effective spots and brilliant promos

We offer a stable company, good salary, and a quality city.

Cassettes and resumes to: Radio & Records, 1930 Century Park West, #905, Los Angeles, CA 90067. EOE

Aggressive salesperson wanted for WZFM/White Plains, NY, Excellent market & money, personal interview at own expense. Call John Zanzarella: (914) 747-1071 EOE M/F (1-25)

Opening for GSM at market on Atlantic coast. Opportunity to develop & lead sales at AOR & A/C. No calls. Resume: WWTR, Box 717, Ocean City, MD 21842. EOE M/F (1-25)



Boston MA – WMUX – Bright, music-intensive A/C looking for experienced Morning Air Performer. If you are a team player yet have the talent, sense of humor and confidence to host a music-intensive A/C morning show in Boston, send 18/R to Jack Casey, PD, WMUX, PO, Box 352, Boston, MA 02117. No phone callisplease.



13FEA/Manchester needs a midday & all night communicator. T&R: Rick Ryder, Box 5300, Manchester, NH 03108. EOE M/F (1-25)

Immediate openings in NYC market Oldies station, Experience of oldies a must. T&R: Bill Trotta, 1290 Peconic Ave., Babylon, NY 11704. EOE M/F (1-25)

### **WSTW**93.7<sub>FM</sub>

#### Wilmington's Dominant CHR

has immediate opening for dynamic, humorous and informative evening entertainer who can have fun without screaming. Good pay, excellent benefits in first class state of the art operation. T&R to Steve Michaels, PD, WSTW, 2727 Shipley Rd., Wilmington, DE 19803. EOE

#### **Openings**

Top-rated WIGY hot CHR station has immediate opening. Strong production required. T&R: Bob Anderson, Box 329, Bath, ME 04530. EOE M/F (1-18)

WMMR needs an assistant MD. Must have knowledge of contemporary music. Parttime hours: Erin Riley: (215) 561-0933 EOE M/F (1-18)

Looking for parttimers who fit in with one of the best air staffs in the country. No calls. T&R: Greg Gillispie, WDVE, 411 7th Ave., Pittsburgh, PA 15219. EOE M/F (1-18)

#### SOUTH

A/C AM seeks experienced announcer with management ability. Good production skills & personality. Resume/air check: OM, Box 827, Lakeland, FL 33802, EOE M/F (1-25)

Partimer needed at top-rated FM Country station. Could lead to fulltime. T&R: Steve McNee, Q102, Box 2869, Winchester, VA 22601. EOE M/F (1-25)

### News Director With A Shovel!

Must be a digger — Low cost of living — Growing company willing to pay good money for right person committed to excellence. Tape/ resume to: KTEM/KPLE, Box 1230, Temple, TX 76503. EOE

New AM stereo station in SE needs mature A/C personalities for all shifts. T&R: PD, Box 5314, Meridian, MS 39302. EOE M/F (1-25)

Immediate A/C & CHR openings: AM news & personalities, Fernales encouraged. Rush T&R: Michael Jetter, WVLD/MLGA. Box 1327, Valdosta, GA 31603. EOE M/F (1-25)

KSJL: 50kw AM Hot Hits style format has afternoon opening. T&R: Keily McCann, 217 Alamo Plaza, San Antonio, TX 78205. EOE M/F (1-25)

Midday & morning drive now open. Heavy on production: T&R: J. Michael Pruet, WZDQ, Box 3289, Jackson, TN 38303. EOE M/F (1-25)

Urban Contemporary experienced jock wanted. Good salary & great benefits. T&R: Chris Bryan, PD, WQUE AM, 1440 Canel St., Suite 800, New Orleans, LA 70112. EOE M/F (1-25)

KBFM is now looking at T&R's for future openings. Top CHR needs creative, energetic personality. T&R: Dave Delgado, Box 3764, McAllen, TX 78501. EOE M/F (1-25)

I need a midday ster. Someone who can breathe life into A/C format. Rush T&R: Dave Dillon, WEZS FM, 121 Wyrick St., Suite 300, Richmond, VA 23225. EOE M/F (1-25)

Parttime position open for experienced announcer to work various shifts, including weekends & holidays. T&R: Bob Grissinger, WINK, Box 331, Ft. Myers, FL 33902. EOE M/F (1-25)

Personable radio Promotions Coordinator needed parttime for WINK AM/FM. Radio background prefered. Contact: Joe Schwertzel, GM, Box 331, Ft. Myers, FL 33902. EOE M/F (1-25)

KVOP has an opening for skilled News Director. T&R: Greg Allen, Box 1420, Plainview, TX 79072. (806) 298-2771 EOE M/F (1-25)

Rare fulltime opening at one of Florida's only remaining sreel AOR's. Rush T&R: Rad Measick, WDIZ, 2699 Lee Rd., Suite 470, Winter Park, FL 32789, EOE M/F (1-25)

Experienced afternoon news anchor needed at top-rated Sun Belt CHR & A/C combo. T&R: Tom Kelley, Box 5314, Meridian, MS 39301. EOE M/F (1-25)

Quil Coast resort town AM/FM combo needs PM news anchor/ reporter. Contact Kris Braley, WDLP/WGNE, Box 759, Pename City, FL 32402. EOE M/F (1-25)

100kw "Hit Country" FM seeks ambitious personalities for future positions. T&R: Keith Davis, KFXE, 920 Commerce Rd., Pine Bluff, AR 71B01 EOE M/F (1-25)

WNOE-FM seeks T&R's from pros of all formats for future openings. Kris Robbins, 529 Bienville, New Orleans, LA 70130. No calls. EOE M/F (1-18)

beings. Send T&R: Kevin Casey, BJ105, Box 8105, Orlando FL 32790, EOE M/F (1-18)

KFXY is now looking for air talent. Send T&R: Kevin Bonner, Box 1430, Morgan City, LA 70381. EOE M/F (1-18)

# **Opportunities**

#### **Openings**

WQEN-FM has openings for PD. Five years minimum experience & PM announcer, three years minimum. No calls, T&R: Rich Wood, Q104, 752 Chestnut St., Gadsden, AL 35901. EOE M/F (1-18)

Top-rated 100kw CHR on Gulf Coast needs progressive & promotion-minded morning talent. Excellent pay, benefits, T&R: WJST, 3101 W. Hwy. 98, Panama City, FL 32402. EOE M/F (1-18)

Guif Coast AM/FM combo needs anchor/reporter who wants to grow in management. T&R/writing samples: Mike Sockol, KIEZ/KWIC, Box 6067, Beaumont, TX 77705, (409) 842-2210 EOE M/F (1-18)

KX104 CHR is looking for air talent: AM drive, overnight with traffic duties & AM news. T&R: Mike Murphy, WWKX, 11 Music Circle South, Nashville, TN 37203. EOE M/F (1-18)

#### MIDWEST

Indiana CHR looking for future air telent for all shifts. Be creative, enthusiastic & personable. T&R/salary: Scott Howard, PD, 293, Box 2208, Kokomo, IN 46902. EOE M/F (1-25)

Fulldime newspeople for possible future openings. T&R: Gary Wescott, WSPT, Box 247. Stevens Point, WI 54481. EOE M/F (1-25)

100kw A/C FM looking for creative communicator for afternoon drive. T&R: Michael O'Conner, Box 1017, Hannabel, MS 63401. EOE M/F (1-25)

#### BROADCAST PRODUCTION DIRECTOR

Excellent opportunity in top 20 market for strong, dramatic male voice. Good production very helpful. State-of-the-art studios, benefits, salary, limitless opportunity. Send T&R (record/concert spots preferred): Radio & Records, 1930 Century Park West, #908, Los Angeles, CA 90067.

KJJY is seeking one terrific air personelity. Prefer background in Country. Music intensive format. C&R: Beverlee Bleisch, 1551 NE 66, Des Moines, IA 50313. EOE M/F (1-25)

K-Lite needs warm, netural A/C personalities, C&R; Pern Finn, KLTE, 2814 Quell Plaze Dr., Oklehoma City, OK 73120, EOE M/F (1-26)



#### 94.5 fm

is looking for a News Director/Morning News Personality for this 50,000-watt 25+CHR. Skills should include personality/life-style approach to news, ability to work with wacky morning man, and personal appearance talents. New facility, great city and good bucks for the right person. Females encouraged. Equal Opportunity Employer. Tapes & resumes to: Jim Owen, WKLQ, 60 Monroe Center, N.W., Grand Rapids, MI, 49503

MD/talem needed for top-rated central Minneaota station. 100kw FM/CHR. T&R: Jack Hicks, KCLD, Box 1458, St. Cloud, MN 56301. EOE M/F (1-25)

#### **TOP 75 ADULT CHR**

Is looking for News Director/Moming News Personality. Must be able to relate to and banter with morning man and be familiar with "ilfestyle"-type news. Personality is the key word. \$25-30,000 annual salary and great benefits. Females encouraged. An Equal Opportunity Employer. T&R to: Radio & Records, 1930 Century Park West, #904, Lbs Angeles, CA 90067.

Clear chemist A/C needs strong midday entertainer, Must use phones. Fernales encouraged. T&R: Kelly Carls, 74KRMG, 7136 S, Yele, Tulas, OK 74136. EOE M/F (1-25)

#### **Openings**

#### - p - . . . . g -

WMBD NEWSWATCH! 30,000 metro needs a news pro to join our 15-person AM/FM/TV news department as a radio reporter/anchor. We offer good pay solid benefits, excellent facilities, the chance to advance. We need a contemporary writer/reporter/thinker that lives news and loves to dig. Send tape, resume, writing samples: Duane Wallace WMBD-AM-TV, 3131 University, Peoria,

Exceptional, Creative Director needed, includes eirshift. T&R/production sample: Ray Reynolds, WDIF, Box 10,000, Marion, OH 43302. No calls. EOE M/F (1-25)

IL 61604. EOE M/F

Take charge Operations Manager/ Morning Personality. Must be a people-oriented, motivational selfstarter. Must be creative and promotion-minded. State of the art facilities, a number one rated Midwest Class C powerhouse, a top compensation package, and an opportunity to grow and develop can be yours if you qualify. Rush aircheck and complete resume along with a detailed statement of your management and motivation philosophies to Radio & Records, 1930 Century Park West, #911, Los Angeles, CA 90067. EOE/MF

Need CHR personality newsperson ASAP. Good bucks for the right person. T&R: Ken Hegen, KHHT FM, Box 1686, Minot, ND 58702. EOE M/F (1-25)

We're stumped. Immediate need for PM drive announcer, strong in production & a steady, healthy check. T&R: Brad Shupe, WQLX, Box 608, Galion, OH 44833. EOE M/F (1-25)

#### HITS 106/WIOG

Is looking for a high-energy jock to make evenings special! Join a great CHR team that's really hot! (Sept./ Nov. Birch: #1 12+ with a 21.1 share) 97th Arbitron market. Rush tape & resume to: Rick Belcher, WIOG, Box 1945, Saginaw, MI 48605. EOE M/F

Staff expension! Big bundles for big talent. T&R: Bob Beck. Y93 FM, Bismarck, ND 58502. EOE M/F (1-18)

Wanted: Reporter, afternoon enchor at capitol city CHR FM. T&R: Al Setka, KYYY, Box 1738, Bismerck, ND 58502. EOE M/F (1-18)

Foxy 101/Seginaw has prime slot open soon. Rush C&R: Kim Travis, Box 357, Pinconning, MI 48650. EOE M/F (1-18)

Full & parttime amployment for WXLP/KKZX. Great production A must. T&R: Gabe Baptiste, Box 3788, Davenport, IA 52808. No calls. EQF M/F (1-18)

Morning personality needed for modern Country format. Teams & females encouraged. T&R: J.D., 2234 Camelot Court, Altoons, IA 50009. EOE M/F (1-18)

facility & bucks. T&R: Mark Jones, Box B, Wichita, KS 67218. EOE M/F (1-18)

Morning entertainer needed to fill heavy shoes. Can you make a name in our Top 100 market? Good bucks. C&R: 4890 Slaton, Jackson, MI 49201. EOE M/F (1-18)

WCRM/Chicago's premier Contemporary Christian station is looking for sharp, committed air talent. T&R: Bob Souer WCRM, Dundee, IL 60118. (312) 428-0104 EOE M/F (1-18)

Morning & afternoon communicators for full color Great Lakes regional FM. Females encouraged. T&R: Jim Lien, Box 207. Washburn, WI 54891. (715) 373-5151 EOE M/F (1-18)

#### Openings W E S T

PD & or morning jock needed at KO93. We want talented, aggressive people! T&R: Mike Novak, 2121 Lancey Dr., Modesto CA 95355. EOE M/F (1-25)

Central California soft A/C seeks afternoon sir talent with production skills. Garry Brill: (805) 488-8511. T&R: Q104, Box Q, Atascadero, CA 93423. EOE M/F (1-25)

#### SPACE CADETS!

Mountain West CHR seeking morning star. Must give good production and community involvement. \$18-20.000/year 188 to Radio & Records, 1930 Century Park West, #872, Los Angeles, CA 90067. EOE . . . no Klingons please

Experienced ND wanted for information powerhouse. Three years seasoning & degree preferred. T&R: KPQ, Box 159, Wenatchee, WA 98801. EOE M/F (1-25)

Morning news anchor needed in northern California, T&R: Jonson Communications Corp., Box 2424, Sacramento, CA 95811, EOE M/F (1-25)

Rock in the Rackiesi R&R reporter looking for future personality jocks. All day-parts. C&R/salary: John Edwards, KRQU, Box 818, Laramie, WY 82070. EOE M/F (1-25)

#### **KAZY-DENVER**

Successful state-of-the-art Adult AOR station has immediate opening for midday announcer with experience and a good knowledge of Album Rock. Looking for a team player with a positive attitude that can grow with us. NO CALLS PLEASE! Tapes & resumes to: Chuck Browning, Operations Manager, 2149 S. Holly St., Denver, CO 80222. EOE M/F

KORV in northern California seeks newsperson. ND's job to the right person. T&R: Charlie Foxx, Box 1340, Oroville, CA 95965. EOE M/F (1-25)

Hot Rock-102 needs air talent & news pros. T&R: Jay Walker, KFIV FM, Box 3408, Modesto, CA 95355. (209) 527-8100 EOE M/F (1-25)

Rocky Mountain regional class C FM seeks committed broadcast journalist for News Director. Gathering, writing and presentation skills are a must. We look for dedication and enthusiam. With us your future is unlimited. Tapes and resumes to:

David Elliot

David Elliot Assistant Program Director Box 1111 Eagle, CO 81631

Weekend air talent needed immediately. Experienced with A/C only. Context Larry Irons at KRNO: (702) 826-1355 EOE M/F (1-25)



K-101 is looking for a great morning talent. Doing inorming now? Doing afternoon? Want to do morning drive at one of the country's legendary radio stations? Send cassettes only to: Jeff Sattler, Box 101, San Francisco, CA 94101. If you are a major market talent in a small or medium market, please apply, EOE

#### Openings



1060/KQ, PHOENIX . . . The South-West's leading Urban Contemporary station has rare opening for high-profile, high-quality air personality. Extensive experience preferred, but if you're positive you are a hot item, belong in a major market, and know and love music, flash tape & resume with refs to: Jay Stone, Program Director, KUKQ, 2021 E. Thomas Rd., Phoenix Arz. 85016. No calls please. E.O.E. Both men and women encouraged to reply.

Seeking mature sounding announcer, two years experience, good production for afternoon drive CHR. T&R: Rich Eidman, KBIM, 214 N. Main, Roswell. NM 88201. EOE M/F (1-25)

Need on-air talent with production skills. Also need newsperson. T&R: Ed Nickus, PD, KZUN, Box 1360, Modesto, CA 95353, EOE M/F (1-25)

Excellent opportunity for AM drive personality with top-rated Country station in growing company. T&R: Gary Donovan, KYAK, 2800 Dowling Rd., Anchorage, AK 99507. EOE M/F (1-2-5)

KKRB/KFLS accepting resumes for future opening for Chief Engineer. Contact: Charlie Van Hall, Box 1450, Klameth Falls, OR 97601. EOE M/F (1-25)

KGB/KPOP is looking for an Engineering Assistant. Basic electronics & good all-around mechanical skills required John Bar croft: (619) 292-1360 EOE M/F (1-25)

Aggressive community-oriented Country station looking for future talent. Good production a must! T&R: Bob Campbell, KIDN, Box 293, Pueblo, CO 81002. EOE M/F (1-25)

PD needed for western Colorado A/C & CHR. Experience necessary managing people, music programming, production & promotion. T&R: GM, Box 1120, Grand Junction. CO 81502. EOE M/F (1-25)

News woman wanted! Be part of Reno's #1 CHR station and live on beautiful Lake Tahoe! Someone to head own department and have fun on the morning show! Send to O.M. John Chommie, KHTX, P.O. Box 1365, Crystal Bay, NV 89402.

Class-C FM seeks committed News Director. We look for dedication and enthusiasm. Future unlimited. T&R: to David Elliot, KGMJ, Box 1111, Eagle, CO 81631. EOE M/F (1-18)

Fun CHR, full power FM, needs tight personality/communicator with strong production skills. T&R: Mike Purdy, KSND, Box 10767, Eugene, OR 97440. EOE M/F (1-18)

News Director, KBCO/KADE, 3-5 years experience. Natural delivery, communication, good production skills. T&R: Dennis Constantina, 4801 Riverbend Rd., Boulder, CO 80302. EOE M/F (1-18)

92 KOMP looking for experienced AOR talent. Parttime openings availiable immediately. C&R: Chartie Morris, Box 26629, Las Vegas, NV 89126. EOE M/F/H (1-18)

Friendly people, fun station & great scenery. Medford, OR's new MOYL station needs great air talent. T&R: Rick Kymala, Box 1400, Cave Junction, OR 97523. EOE M/F (1-18)

Multi-station company offers good pay & working conditions. T&R for air & production talent. Jay Moore, PD, KLZY, Powell, WY 82435. EOE M/F (1-18)

Top notch Production Director needed now. New studios, excellent salary. Tremendous growth potential. T&R/photo: John A. Katz, 717 N. Mooney, Tulare, CA 93274, EOE M/F (1-18)

100kw FM needs creative bot hits personality to run evening show. Good pay, benefits. T&R: Dennis Conrad, KMTW, Box N, Twin Fells, ID 83303. EOE M/F (1-18)

Modern Country personality for AM. Good opportunity, experience required. Versatility & desire a must. T&R: Dennis Conrad, KLIX, Box 1259, Twin Falls, ID 83303. EOE M/F (1-18)

KLCY/KYSS looking for ad person with basics in sales & marketing skills. Be enthusiastic & creative! Must have auto. R: John Pulasky, GM, Box 7279. Missoula. MT 59807. EOE M/F

# Opportunities

#### Openings

PD for San Diego's premier MOR/ Nostalgia radio station, KPQP-AM 1360. Seeking bright, innovative, articvaluate leader. Must have at least 3-5 years programming experience. All tapes and resumes: Tom Baker, KPQP-AM, 7150 Engineer Rd., San Diego, CA 92111.

#### **Positions Sought**

Presently employed, but looking for a bigger challenge. Experienced in CHR and other formats. Would love AOR. P.J.: 1409)

Detroit BOB MARTIN, WDLT/Mobile & WCZY/Detroit moving hack to Motown. Seeking air or programming. Light rock/BM back to Motown. Seeking air or program pro. Top ARB's. (205) 661-7095 (1-25)

Phoenix 4-track production pro with own studio seeks production & or on-air position. Medium markets considered. BRUCE: (602) 997-8155 (1-25)

Entertaining morning man & experienced PD seeks new A/C challenge! Big on community involvement. ROLLY: (518) 355-3761 (1-25)

Personality, OM/PD/MD for Country A/C & CHR with 12 years experience. Looking for stable to JORDAN: (417) 782-1524 (1-25)



Personality-oriented pro in Western Major seeks CHR, A/C or AOR air and/or production slot. Winning track record in majors, multitrack background, National voiceover credits. Prefer NYC, Chicago or LA, but open to any Top 50. Call Paladin (801) 298-0558.

Former MD with five years experience on the lookout, DJ/VJ for medium/large market AOR/CHR. Have degree & enthusiasm. Relocatable. PAUL DeWITT: (602) 795-7154 (1-25)

"Graat Spot! We got the contract!" Employed major market copywriter/producer/midday personality seeks pr Creative Director position. (301) 899-0150 (1-25)

Major market experience. Looking for on-air position as person-ality/news/sports. AOR, A/C background. East Coast preferred. DAVE: (716) 836-8118 (1-25)

emperious female jock, availiable immediately. Interested in the East Coast area. DEBRA ANDERSON: (301) 555-2970 or (202) 493-6251 (1-25)

Numerous national speaking awards. Seeking medium/lamarket, Call JAMES: (309) 662-4706 after 1pm cst (1-25)

Brrr . . . I'm freezing in North Dakota, looking to relocate to Col CLAIR: (701) 838-8791 (1-25)

Announcer with over two years experience at CHR including programming & production. Will relocate to small/medium market CHR, A/C, or Urban. TOM: (612) 823-1439 (1-25)

Natural sounding talent wants A/C or CHR opportunity. 14 years, good production, & excellent references. Currently in Sen Jose, KIRK RUSSELL: (408) 378-3483 (1-25)

Budget cuts cut me out! WGRX, WMET, five year pro, hard working, responsible, good references & will relocate. PAUL NELSON: (301) 386-3126 (1-25)

Major market news anchor, formerly with KFWB, KFRC & WNEW. Seeking similar position. Call: (602) 266-9229 (1-25)

#### PROMOTION SPECIALIST w/production

MAJOR MARKET EXPERIENCE in all phases of marketing including sales client tie-ins, promos w/major bands, and commercial production. Conception to execution. Tape & portfolio w/excellent refs upon request. R. Keith Wilson. (303) 980-9293. PO. Box 781, Englewood, CO 80110

#### Positions Sought

PM drive/Production Director looking to move back to CHR medium market in south, Interest in first PD position, SEAN: (505) 722-9025 or (713) 728-1348 (1-25)

Looking for someone? I'm RICH STEVENS, relocatable CHR jock with experience. Ready to mold personality with a good PD. Partial air check on enswering machine. (305) 583-3825 (1-2.5)

Experienced, creative program, Promotions Director/jock with A/C background, great references & attitude. Prefer NE. Call 808: (607) 733-8680 (1-25)

perienced ND wants anchor for reporting position in adjum/large market. CARL: (807) 733-8680, before 11am est

Young, personable female DJ with three years experience at college level seeking first pro on-air gig. AOR/CHR preferred. WENDY: (312) 485-5633 (1-25)

Looking for a new challenge! Five years experience & desire small/medium CHR/Urban market. ANDRE: (803) 279-2330, between 10-2pm est (1-25)

#### Committed To Country?

Let's talk about putting my 20+ yrs. experience on your team. Experience includes music research, RCS Computer Music System/IBM-Apple basic language. PD/ Assistant PD/MD.

Jay Phillips (312) 670-6879

Dependable CHR & A/C professional, experienced DJ/MD/6 outstanding deep voice, delivery & production. Greater Cincinati. KRIS: (513) 528-5793 (1-25)

Stopped working yesterday! PD looking for any shift with any format in any market, prefer South, Call (601) 335-8277 (1-25)

AOR DJ with gads of potential looking for southern California radio station to grow with! Lots of promotional experience tool LESLEE BROOKS: (714) 861-5536 (1-25)

Marketable voice & looks. A/C female, national voice-over credit & writing, seeking air or production slot. Prefer South, no small markets. (409) 532-0785 (1-25) 12 year pro DJ/PD/MD/TV announcer seeks Top 100 market, CHR or A/C jock position. KEVIN EVANS: (412) 856-5834

Top CHR going A/C automated. If you can explain, don't call. It can help your CHR, AOR, A/C hit top. Prefer medium market in MW/SE. LARRY: (513) 777-9440, after 5pm est (1-25)

KIIS, KOST, KUTE, KIK-FM . . . , ten year pro available immediately for LA/San Diego. Good numbers, hard working & dependately for LA/San Diego. Good numbers, hard wable. SCOTT WEST: (714) 241-8008 (1-25) Small market personality seeks opportunity at aggressive sta-tion in central MA or southern NH. THOM WHETSON: (617)

Air personality seeking postion in medium/large market. Over five years experience in A/C & Country formets. Will relocate. Cell DAVE: {701} 772-9195 after noon CST (1-25)

#### Experienced PD

With winning attitude. Ready to roll up sleeves and work hard for you. Solid professional background with top-rated Country, A/C stations. A truly dedicated pro looking for a Country station. Call MARK (205) 759-2936

Looking hard, looking low, need a new job. I'm ready to go. En try level with two years experience as newsperson. Want new job. ANGELA: (213) 758-1820 (1-25)

Californian wants to return to the East Coast. 11 years radio & TV, seeking medium/major radio news. Call CARL: (805) 393-2661 (1-25)

Major market talk host looking. Serious inquiries only. JON: (412) 331-0995 (1-25)

Team player looking for a new team. Little experience, lots of desire. Could start yesterday. Country, A/C, CHR anywhere. DAVE: (503) 230-0822 (1-25)

Following six years as Producer of TM Country, DEAN BAILEY exits TM. Experience includes on-sir & multi-track. For T&R, call: (214) 386-7783 (1-25)

FL & Greet Lakes areal Pro seeks large/medium market for PD/production/copy/air work. Call the creative & talented MARK; (813) 474-5064 (1-25)

#### **Positions Sought**

Have milke, will travell AOR/CHR/Jazz pro looking to program in the future. Great numbers & humor. Loves production. JOHN: 19041 932-7839 (1-25)

Looking for someone who will give 150%? Commercial radio experience, DJ/production/commercial copy, tight board, dependable, personable on-air. RICK: (516) 599-1143 (1-25)

ND seeks to relocate, preferably SE. Call (205) 245-2540 (1-25)

Diversified background in music, programming, management & consulting. Seek programming or OM position in Sun Belt. 16 years experience. MAX HEYWOOD: (216) 456-2592 (1-25)

Energetic broadcaster looking for small/medium market. Call NAT GILMORE: (212) 926-3792 (1-25)

PBP. Smooth, entertaining, informative & available. College football, basketball & baseball experience. JOHN: (415)

Young, energetic broadcaster with on-air & MD experience seeks CHR position. Not afraid to break a sweat, Dependable. STEVE: (818) 368-4403 (1-25)

Need challengs with successful team in medium/major market. Six years experience with good numbers in CHR, AOR & A/C, plus research background. DAN: (517) 366-9051 (1-25)

College graduate in music/broadcast seeking position with music station. Over one year parttime experience with CHR. Interest in programming. ED LARSON: (402) 477-4696 (1-25)

This afternoon drive personality helped turn Connecticul newest into top-rated Country music station. Ready to mol nliCH GABRIEL; (203) 289-2908 (1-25)

Talk show host with 14 years radio, six years in Top 50 market. Personality oriented, friendly with good following. JOEL RAP-POPORT: (919) 924-1795 (1-25)

Family man, stable 856-5834 (1-25)

'84 Indiana graduate looking for show with sports-minded sta-tion in good sized market. Currently morning drive newsman in Milwaukee. DAVE SINYKIN: (414) 332-7676 (1-25)

Experienced on-air News Producer seeks to re-enter broad-casting after eight years in entertainment management. Prefer NW or Southern CA. (818) 353-1710 (1-25)

#### News Personality/Reporter

For all seasons, climates, time zones and formats. Talk host also. Excellent references who will tell you about my dedication. Last worked WGR/Buffalo. Call JIM BLEIKAMP now at (505) 758-9380.

Parttime on-air professional desires fulltime CHR/AOR please. GINA T.: (305) 229-3754 (1-18)

Team-player currently with top-rated Country station in NV looking for that elusive LA on-air/production opportunity, Leave message: (702) 369-9265 (1-18)

15 year vet entertaining offers for OM/PD in medium & secondary markets. Great references. Rated markets only. Call STEVE: (919) 847-4003 (1-18)

Conversational talk show pro seeking new market to grow with, Informed with great sense of humor, GARY: (814) 539-4353 (afternoons only) T&R available, (1-18)

Aussie personality DJ/MD. Over 10 years experience in homeland, now in Dallas, Have aircheck & references. Will need visa help. DOUG: (214) 891-4154 EDE M/F (1-18)

PBP. Smooth, entertaining, informativa, availlable. College football, basketball, baseball experience. JOHN: (415) 479-6204 (1-18)

Reliable, ready & right! Air personality, RALPH RICHARDS, for your CHR/AOR station. T&R: (216) 238-3028 (1-18)

Stability is more important to me than money. Loyal, hard worker. Can do sports, 400 mile radius of NYC. (518) 842-2296 or 842-0473 (1-18)

Entry level position in sports sought in small market. I know a sports & need a break in radio as a sportscester. Willing relocate now. HOWARD: (614) 385-5153 (1-18)

Beginning weekend DJ for two years looking for a job during the week at a small market outside Houston, Cell TROY: (713)

MATTHEWS & MORRIS in the morning are spending their mornings at home. Would rather spend them at your station. TREY: (615) 366-7352 (12-7)

Mature pro available for any area Country, news, sports, PBP or talk. MUFF EDWARD: (602) 748-1742 (1-18)

dcast school grad entertainment background, good produc-all unions. Will relocate. ARTHUR: (213) 472-4166 (1-18)

Now renting: One CHR. A/C volce. Experienced, team oriented MD/PM drive. For a nominal fee, human is included. MARK SCOTT: (714)979-7784 (1-18)

#### Changes

RADIO Terry Bergren named Director of Co-op Sales KNBR/Sa

Dianne LoMonte appointed as Account Executive

Gwendolyn Stevens joins WFYR/Chicago as Acccount

Audrey Olson appointed Account Executive Kelly Kissman-Shuken promoted to Account Executive

Abe Tatosian joins Q103/Denver as Account Executive.

Tom Bennett returns as Account Executive WZLD/Colum-

Glodean Gates appointed Account Executive KFWR/Los

RECORDS

Gloria Feliciano appointed Director of Personnel PolyGram

#### INDUSTRY

Ron Young named Account Executive Texas State Net-

#### Miscellaneous

FM102/Secremento is in the market for a production library & related materials. Contact Mike Green, Production Director: (916) 422-1025. (1-25)

KOWO AM & FM needs A/C & Country service from all labels. Contact: Lee McCoy, 222 N. State St., Waseca, MN 58093. (507) 835-5555 (1-25)

Country & A/C service needed from all labels. Contact: Dave Qually or Mike Steinfeldt, KDOM, Box 218, Windom, MI 56101. (517) 831-3908 (1-25)

Dates appearing at the end of each listing

#### **R&R** Opportunities **Advertising**

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought. All other advertising must run display. Changes must be mailed in on company let

#### Deadline

To appear in the following week's issue, we must receive your ad by Thursday 12 noon (PST) prior to issue date

#### Display Advertising

Display: \$30 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$45 per inch per week (maximum 35 words per inch). Includes border, box number and postege/handling.

#### Payable In Advance

Display & Blind Box advertising orders must be typewritten or printed and accompanied by check mailed to our office in ad-

For Opportunities you may place your free listings by phone only on Wednesday, Thursday & Friday 9am-5pm (PST) (213) 553-4330 or mail to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA

# The Music Section

# National Music Formats Added This Week

#### **BPI**

John Sherman/Bob English (206) 624-8651

Adult Contemporary

BILLY JOEL "Keeping The Faith" COMMODORES "Nightshift" BARRY MANILOW "Paradise Cafe"

#### Modern Country

ANNE MURRAY "Time Don't Run Out On Me"
BARBARA MANDRELL and LEE GREENWOOD
"It Should Have Been Love By Now"
JANIE FRICKE "The First Word In Memory"

### Radio Arts John Benedict (818) 841-0225 Country's Best

JUDDS "Girls Night Out"
GEORGE STRAIT "The Cowboy Rides Away"
DOLLY PARTON "Don't Call It Love"

#### Soft Contemporary

JULIAN LENNON "Too Late For Goodbyes" COMMODORES "Nightshift"

#### Sound 10

TINA TURNER "Private Dancer"
KENNY ROGERS "Crazy"
GLENN FREY "The Heat Is On"
HONEYDRIPPERS "Rockin' At Midnight"
JULIAN LENNON "Too Late For Goodbyes"

#### **Concept Productions**

Dick Wagner (916) 782-7754 CHR

BILLY JOEL "Keeping The Faith"
ASHFORD & SIMPSON "Solid"
CARS "Mb/ Can't Have You?"
JOURNEY "Only The Young"
ROMAN HOLLIDAY "One Foot Back In Your Door"
LRB "Playing To-Win"
SCANDAL featuring PATTY SMYTH "Beat Of A Heart"

#### Country

MARIE OSMOND "Until I Fall In Love Again" RESTLESS HEART "Let The Heartache Ride" JUDDS "Girls Night Out"

#### Peters Productions, Inc.

Debbie Welsh (619) 565-8511

#### Country Lovin'

LEE GREENWOOD "You've Got A Good Love Comin'"
RAY CHARLES with WILLIE NELSON
"Seven Spanish Angels"
NITTY GRITTY DIRT BAND "High Horse"
HANK WILLIAMS JR. "Major Moves"
BELLAMY BROTHERS "I Need More Of You"

#### The Great Ones

BARRY MANILOW "Paradise Cafe" FOREIGNER "It Want To Know What Love Is" BILLY JOEL "Keeping The Faith" REO SPEEDWAGON "Can't Fight The Feeling" JULIAN LENNON "Too Late For Goodbyes"

#### Media General Broadcast Services

Bob Dumais (901) 320-4433

#### **ACtion**

COMMODORES "Nightshift"
ERIC CARMEN "I Wanna Hear It From Your Lips"
JULIAN LENNON "Too Late For Goodbyes"
JIM DIAMOND "I Should Have Known Better"

#### **Your Country**

BELLAMY BROTHERS "I Need More Of You" ANNE MURRAY "Time Don't Run Out On Me" HANK WILLIAMS JR. "Walpr Moves" WAYLON JENNINGS "Waltz Me To Heaven" RESTLESS HEART "Let The Heartache Ride" DOLLY PARTON "Con't Call It Love"

#### **Hit Rock**

REO SPEEDWAGON "Can't Fight Back"
DAVID LEE ROTH "California Girls"
ASHFORD & SIMPSON "Solid"
HONEYDRIPPERS "Rockin' At Midnight"
JOURNEY "Only The Young"
PAT BENATAR "Ooh Ooh Song"
FRANKIE GOES TO HOLLYWOOD "Relax"
JULIAN LENNON "Too Late For Goodbyes"

#### **Drake-Chenault**

Bob Laurence (818) 883-7400 XT-40

ASHFORD & SIMPSON "Solid"
JOURNEY "Only The Young"
JULIAN LENNON "Too Late For Goodbyes"
BILLY JOEL "Keeping The Faith"
SURVIVOR "High On You"
CARS "Why Can't Have You?"

#### Contempo 300

TINA TURNER "Private Dancer"
BILLY JOEL "Keeping The Faith"
JULIAN LENNON "Too Late For Goodbyes"

#### **Great American Country**

BELLAMY BROTHERS "I Need More Of You" ANNE MURRAY "Time Don't Run Out On Me" JUDDS "Girls Night Out"

### Century 21 Greg Stephens (214) 934-2121 The Z Format

JOURNEY "Only The Young"
FRANKIE GOES TO HOLLYWOOD "Relax"
SURVIVOR "High On You"
SCANDAL featuring PATTY SMYTH "Beat Of A Heart"
CARS "Why Can't I Have You?"
DURAN DURAN "Save A Prayer"
JOHN PAR "Nauchty Nauchty"

#### The A/C Format

REO SPEEDWAGON "Can't Fight This Feeling" ERIC CARMEN "I Wanna Hear It From Your Lipe" PHILIP BAILEY & PHIL COLLINS "Easy Lover"

#### Super-Country

JUDDS "Girls' Night Out"

ALABAMA "There's No Way"

GEORGE STRAIT "The Cowboy Flides Away"

MICKEY GILLEY "I'm The One Mama Warned You About"

BARBARA MANDRELL and LEE GREENWOOD

"It Should Have Been Love By Now"

#### Transtar Country

Tom Casey (213) 460-6383

RAY STEVENS "Mississippi Squirrel Revival" KENNY ROGERS "Crazy" JOHN SCHNEIDER "Country Girls" DON WILLIAMS "Walkin' A Broken Heart"

### JAZZ TIONAE\*AIRPLAY/30®

January 25, 1985

PAQUITO D'RIVERA/Why Not! (Columbia)

0 SCOTT COSSU/Islands (Windham Hill) 2 3

DIANE SCHUUR/Deedles (GRP) PAT METHENY/First Circle (WB)

WYNTON MARSALIS/Hot House Flowers (Columbia)

MISTER SPATS/Mister Spats (Track) LAUREL MASSE/Alone Together (Pausa) 10 a

VICTOR FELDMAN/Fiesta (Palo Alto) 8

SHADOWFAX/The Dreams Of Children (Windham Hill)

JACK WILKINS/Captain Blued (Greene St./2001) 9 10

RON McCROBY/The Other Whistler (Concord) 11

MANHATTAN TRANSFER/Bop Doo-Wopp (Atlantic) 14 Ø

EARL KLUGH/Night Songs (Capitol) 12 13 22 BOB THOMPSON/7 In 7 Out (Rainbow)

17 IN SYNC/Sync Or Swim (Silver Seven)

19 Ō RODNEY JONES/When You Feel The Love (Timeless/Zebra)

13 RICHIE BEIRACH/Elegy For Bill Evans (Palo Alto)

18 18 AL JARREAU/High Crime (WB)

GROVER WASHINGTON JR./Inside Moves (Elektra) 16 19

SUPERSAX & L.A. VOICES/Supersax & L.A. Voices, Vol. 2 (Columbia) 20

27 0 E. FITZGERALD/D. ELLINGTON/Stockholm Concert, 1966 (Pablo Live)

JOÉ FARRELL/LOUIS HAYES QUARTET/Vim 'N' Vigor (Timeless/Zebra) 28

DEBUT > 3 SKYWALK/Silent Witness (Zebra)

ART PEPPER QUARTET/Maiden Voyage Sessions, Vol, 3 (Galaxy)

21 25 ALEXANDER ZONJIC/Romance With You (Inner City)

ART BLAKEY & JAZZMESSENGERS/Album Of The Year (Timeless/Zebra) 30 20

27 JEAN-LUC PONTY/Open Mind (Atlantic) 20

OSCAR PETERSON TRIO/The Good Life (Pablo Live) 25 28

LONNIE LISTON SMITH/Silhouettes (Doctor Jazz) 29

DEBUT SO GEORGE BENSON/20/20 (WB)

Black/Urban stations contributing to Jazz:

WKND/Hartford, Melonae McClean; WJAX/Jacksonville, Chris Turner; KJCB/Lafayette, Beatrice Evans; WYLD-FM/New Orleans, Dell Spencer; WGCl/Chicago, Graham Armstrong; WDMT/Cleveland, Dean-Dean Rufus; WVOI/Toledo, Maxx Myrick; XHRM/San Diego, Duff

#### **NEW & ACTIVE**

CLAUDE BOLLING TRIO "Jazz A' La Francaise" (Columbia) 15/6
articloris: Heavy 4/0, Medium 2/1, Light 6/2, Extra Adds 3, Total Adds 6, WBEE, WIAN, KLON, KJZZ, KUOP, WYBC. Heavy:
WHRO, WNUR. WYPE, KLSK. Medium: WBBY.

NORTHWIND "Circle In The Fire" (Palo Alto) 11/5
Rotations: Heavy 1/0, Medium: 4/2, Light 4/1, Extre Adds 2, Total Adds 5, WBFO, WRTI, WIAN, KMHD, WYBC. Heavy:
U. Medium: KRVS, WVPE

u. Medium: KRVS, WVPE SHORTY ROGERS/BUD SHANK "Back Again" (Choice/Bainbridge) 11/5 Rotations: Heavy 2/1, Medium 3/1, Light 5/2, Extra Adds 1, Total Adds 5, WBBY, KCSC, KLON, KKGO, XHRM, Heavy: KPLU, m: KADX, WFSS.

TOTTON CLUB "Soundtrack" (Geffen) 11/2
Rotations: Heesy 81, Medium 4/1, Light 10, Extra Adds 0, Total Adds 2, WKSU, KLSK. Heesy: WYRS, WIAN, KADX, WYBC, WYE. Medium 1, WWCI.

L. SUBRAMANIAN & STEPHANE GRAPPELLI "Conversation" (Milestone/Fantasy) 10/4
Relations: Heavy 2/2, Medium 2/0, Light 5/1, Extre Adds 1, Total Adds 4, WNOP, WKSU, KKGO, KJZZ. Medium: KPLU, KXPR.
LINDA RONSTADT w/NELSON RIDDLE "Lush Life" (Asylum) 10/2
Rostions: Heavy 1/0, Medium 6/2, Light 3/0, Extra Adds 0, Total Adds 2, WNOP, WYPE. Heavy: WMGI. Medium: WBEE, WUWM,

Arms, N.Jon. BILL BARRON "Variations In Blue" (Muse) 10/1 Rotations: Heavy 1/1, Medium 7/0, Light 2/0, Extra Adds 0, Total Adds 1, WUWM. Medium: WIAN, K.JZZ, KPLU, WFSS, KLCC,

DAVID SANBORN "Straight To The Heart" (WB) 9/9

RRML, KFM, WKND.

RRML, KFM, WKND.

KRML, KIRM, WKND.

LARRY CHERNICOFF "Gallery Of Air" (Muse/Art) 9/4

Rotations: Heavy 010, Medium 3/1, Light 5/2, Extra Adds 1, Total Adds 4, WBEE, KCSC, WNUR, KRML, Medium: WZAM, KWMU.

GEORGE ADAMS/DON PULLEN QUARTET "Decisions" (Timeless/Zebra) 9/3

Rotations: Heavy 2/0, Medium 2/1, Light 4/1, Extra Adds 1, Total Adds 3, WKSU, KJZZ, KRU. Heavy: WRTI, KLCC. Medium:

WoBH.
WYLONS "'One Size Fits All" (Open Air) 9/3
Retations: Heavy 4/1, Medium 1/0, Light 4/2, Extra Adds 0, Total Adds 3, KCSC, KKGO, KLCC. Heavy: WMOT, WLOQ, KTCJ.
Medium: WYPE.



THIS IS NOT AMERICA instrumental version by the Pat Metheny Group

vocal version also available

featuring David Bowie and the

**Pat Metheny Group** 

@1985 EMI America Records, Inc., a division of Capitol Records, Inc.



DAVID SANBORN (9) Straight To The Heart (WB) GEORGE BENSON (8) 20/20 (WB)

SCOTT COSSU (7) Islands (Windham Hill) SKYWALK (7) Silent Witness (Zebra)

**CLAUDE BOLLING TRIO (6)** Jazz A' La Française (Columbia)

DIANE SCHUUR (14) Deedless (GRP) PAQUITO D'RIVERA (13) Why Not! (Columbia) VICTOR FELDMAN (9) Fiesta (Palo Alto)

MORGANA KING "Portraits" (Muse) 9/2
Rotations: Heavy 1/0, Medium 5/0, Light 3/2, Extra Adds 0, Total Adds 2, WUWM, WFSS. Heavy: KLCC. Medium: WGBH, WYRS,

WFAE, WBEC, WKNU.
MONTY ALEXANDER/RAY BROWN/HERB ELLIS "Overseas Special" (Concord) 8/0
Rotations: Heavy 1/0, Medium 4/0, Light 3/0, Extra Adds 0, Total Adds 0, Heavy: WHRO. Medium: WGBH, WFSS, WVPE.

MOVETT ALCAMIDENTIAL CHOPTENTICIDE LELIG OVERSed S OPECIAL COTTON OF THE CONTROL OF THE CONTROL OF THE COUNTRY "Soundtrack" (Windham Hill) 8/0
Rotations: Heavy 4/0, Medium 2/0, Light 2/0, Extra Adds 0, Total Adds 0, Heavy: WUWM, KCSC, WVPE, KIFM, Medium: WIAN, WIA

KTCJ.

CHET BAKER "Once Upon A Summertime" (Fantasy) 7/1

Rotations: Heavy 2/1, Medium 1/0, Light 4/0, Extra Adds 0, Total Adds 1, WNUR. Heavy: WVPE. Medium: WMOT.

BOB MAGNUSSON QuihtTET "Song For Janet Lea" (Discovery) 7/1

Rotations: Heavy 2/0, Medium 3/0, Light 2/1, Extra Adds 0, Total Adds 1, WBEE. Heavy: KJAZ, KXPR. Medium: WGBH, WMOT.

KPLU.

PATRICK WILLIAMS "Dreams & Themes" (Allegiance) 7/0
Rotations: Heavy 1/0, Medium 2/0, Light 4/0, Extra Adds 0, Total Adds 0, Heavy: KIFM. Medium: KTCJ, KLSK.

DINAH WASHINGTON "Fats Waller Songbook" (EmArcy) 6/3
Rotations: Heavy 4/1, Medium 0/0, Light 2/1, Extra Adds 0, Total Adds 3, WRTI, WBEE, KLCC. Heavy: WYRS, WDET, KLON.

COUNT BASIE "Afrique" (Doctor Jazz) 6/0
Rotations: Heavy 2/0, Medium 3/0, Light 1/0, Extra Adds 0, Total Adds 0, Heavy: WBGO, WRTI. Medium: KBEM, WNUR, WKND.

ROSEANNA VITRO "Listen Here" (Texas Rose) 5/4
Rotations: Heavy 0/0, Medium 1/1, Light 2/1, Extra Adds 2, Total Adds 4, WMOT, WNOP, KKGO, WFSS.

DAVID MATTHEWS "Super Funky Sax" (GNP Crescendo) 5/1
Rotations: Heavy 1/0, Medium 3/0, Light 1/1, Extra Adds 0, Total Adds 1, WYBC. Heavy: KLCC. Medium: WMOT, WLOO, WVPE.

RORRY SIREW & CHILICK FINDIE EY "TITIONPATE NO FOR!" (Dalpos) 6/1

Rotations: Heavy 1/0, Medium 3/0, Light 1/1, Extra Adds 0, Total Adds 1, WYBC, Heavy: KLCC, Medium: WMOT, WLOO, W BOBBY SHEW & CHUCK FINDLEY "Trumptes to Be Tadd" (Delos) Str. 1987. Rotations: Heavy 1/0, Medium 1/0, Light 3/1, Extra Adds 0, Total Adds 1, KJAZ, Heavy: KXPR. Medium: WNUR. DAVID MURRAY QUARTET "Morring Song" (Black Saint) 5/0
Rotations: Heavy 2/0, Medium 2/0, Light 1/0, Extra Adds 0, Total Adds 0, Heavy: WDET, WKSU, Medium: WRITI, WUWM

#### Regionalized Adds & Hots

	ed Adds are	first ten provid	ded by station.	Hots are pr	inted in or
WYBC/New Haven (*) Tenal Enrieb	WRTI/Philadelphia	SOUTH	KSAX/Dallas-Ft. Worth	KRVSA afayette	WZAMNorfol

EAST SETWALE BOTTEST: MICHAEL URBANIAR REBECCA PARRISE BOR TROMPSON ETERNAL WIND MR. SPATS

DAVID SARBORN
PITTGERALD & ELLI
JACK DELORNETTE
ART PEPPER
BOS TROWDSON
IN SYNC
GEORGE BENSON
SHADDWRAX
NOATHRIND
MCDONALD'S ALL AM

Tends Envisor
JACK HILEINS
CLAUDE BOLLING
CLAUDE BOLLING
HABAVISSNU
HOATHMIND
JOHN ABRACKOMBIE
ALEXANDER 200410
ALEXANDER 200410
ALEXANDER 200410
AND ALAXIMA
STEVE SOUGHPON
HOAK LEVIS OUNT
BOLTER
STEVE SOUGHPON
FOLLOW
SOR THOMPSON
JACE HILEINS
ESTHER FRILLIPS PREW GOLFOLISTS
RED MITCHELL
MEMPHIS SLIM
ALBERTA MUNTER
NORTHNIMD
GERI ALLEM TRIO
DINAM MASSINGTOM
ROTLOSI
PAQUITO D'RIVERA
MASSINGTOM
ART BLAKEY
JACK DEJOMNETTE
ADAMS 6 PULLEN

The following stations called in a frozer playlist this week: WBGO/Newark

WYRS/Stamford KWMU/St. Louis KSAX/Dallas-Ft. Worth KJCB/Lafayette WZAM/Norfolk WUSF/Tampa

KKSN/Portland

SHADOMPAX JACK WILKINS PAQUITO D'RIVERA WFSS/Feyettevite KERA/Dallas-FI, Worth DAVID SANDORN GEORGE BINSON MORGANA KING SONNY CRISS ROSEANNA VITE GERRY WIGGINS ROTEEBT FITTGERALD & MANRATTAN T IN SYNC ART PEPPER

IN SYNC MAMEATTAN TRANS NYLONS ART PEPPER FOGERS & SHANK L. SUBRAMANIAN BOB TROMPSOR

GEORGE BENSON NEW PULSE JAZZ BA JURN ABERCROMBIE AFSARS NOTEST PAT NETHENY DIANE SCHUUR VICTOR FELDMAN SCOTT COSSU PAQUITO D'RIVERA WMOT/Neshville

WLOO/Orlando (\*) RICH FORMS
RILL FING
SFYMALE
DAVID TRONCOSO
ROSEANNA VITRO
IRA SCHULMAN
ROTCHST
SCOTT COSSU
LAUREL MASSE
RICHIE BERRCH
NYLONS
RON MCCROSY VICTOR FELDMAN

54 Reporting Station 44 Current Reports

MIDWEST WHURLEY WBEE/Chicago (\*)

BOB MAGNUSSOM CLAUDE BOLLING BOTLEST: AL JARREAU PAT METBENY GROVER MASEINOTON IN SYNC LONNIE LISTOM SMI

Chris Wagner
LINDA SCHEZE HUSIC
LOMNIE LISTON S
CHEZE HUSIC
LOMNIE LISTON S
L SUBRANAHIAN
GEORGE BERBON
ROSZARMA VITBO
ARMAND BOATMAN
BOTESEL SIERACH
ROS NCCROST
SEADOWRY
ROSMORT JOHES

Miles Davis
sill Barrow
Laurel Masse
sed Rodner
sill Bing
hondry sill Bing
hongana find
Paggito D'Rive
Angela Borill
Barnet RESSEL
COUNTRY
CLIFFORD JORDA
LARRY CORVELL
JINNY EMEPPER
MILES DAVIS

DAVID MURRAY ART BLAKEY DINAS WASHIN

皿

BE ORON

JACK DEJORNETTA
ART BLASEY
CRET BASER
ANDRE PREVIN
PED MITCHELL
ART FARMAT
CREMICOP
TOM SPLICT
JOHN ABERCHOMSI
HOTELL
ART FARMAT
JACK DEJORNETTA
ART BLAREY
LARD SLAREY
LARD BLASEL
LARD BOLLING
RED MITCHELL KTC./Minnes

NIEA REJTO SKYMALE ROTTEST: AL JAEREAU LOWNIE LISTON SHI VICTOR FELDMAN NYLONS ROM MCCROSY Dick Dickerson

ROOMET JOHES
WENDELL HARRISON
FARRELL & HAYES
NOTTHIND
CLAUDE BOLLING
BOTTES
VICTOR FELDMAN
PAGGITO D'RIVERA
SCOTT COSSU
SUPERBAX & L.A. V
ROM MCCROEY

IN SIDE
TON SCHEET
TON SCHEET
TON SCHEET
TETERAL MIND
LAART CHEARTCOFF
ROGERS & SHARK
NILOWS
ROTEOSE:
SANDY OWER
VICTOR FELDMAN
SOOTT COSEU
FAQUITO D'RIVERA
AL JARREAG WKSUKent Linds Yoke LIMBA YOMN

L. SUBRAMANTAM

AGANS & POLLEN

COTTON CLUB

OO'A

BAYID SAMBORN

LAUREL MASSE

GEORGE BRISON

MOLESEL

ART BLAKEY

PAGGITO D'RIVERA

DIRTY DOLEN SRASS

DAVID MURRAY WVPE/So Tim Ety

LINGA MONSTADT MOTTERS: REARTLAND COMSONT CLAUDE SOLLING SCOTT COSSU LAGREL MASSE HORTH TEXAS STATE

WEST

ANTHUN BLITHE BOTTOMER RICHIE BEIRACE IN SYNC BARRY MANILOW SANDY OWEN SHADOMPAX IMAN MASKINGTON ARRELL & BAYES

none Rottest; PAT METHENY DIANE SCHOUR MYSTON MARSALIS OSCAR PETERSON PAQUITO D'RIVERA

COTTON CLUB BOTTON CLUB BOTTON CLUB BOTTON CLUB CLAUDE BOLLIN ROW MCCROSY COTTON CLUB DAVID SAMBORN DIAME SCHUDE HOTTOET GAVID SAMBORN GEORGE BENSON SCHEER MUSIC PATRICK MILLI/ PAT METREMY

PITIGERALD & ELLI RODMET JOMES CLADDE BOLLING FARMELL & HAYES BOTTOMETER FAQUITO D'RIVERA PAT METHEMY SCOTT COSSO DIAME BCBUOR MR. SPATS

JOINNY COLES
MOODS & BMANSEN
FIGE LIGATHEY
HOMEN SIMMONS
FIGH LIGATHEY
HOMEN SIMMONS
FIGHE COLETION
GOSS
MAN
SIRVE
HOMEN
FINILE
HOMEN
FOR
HOMEN

The following station failed to report this week, therefore its playlist was frozen:

WFAE/Charlotte

The following station failed to report a new playlist for three consecutive weeks and was not used in this week's data:

KUHF/Houston

### Black/Urban

### BREAKERS

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

#### **COMMODORES**

Nightshift (Motown)

75% of our reporting stations on it. Rotations: Heavy 4/0, Medium 23/1, Light 32/12, Total Adds 13, WRKS, WAOK, KKDA-FM, WEDR, WDMT, KDAY, KJLH, WPEG, WQMG, WKXI, WJJS, KHYS, KDKO. Debuts at numbere 35 on the Black/Urban chart.

WILTON FELDER with BOBBY WOMACK

(No Matter How High I Get) I'll Still Be Looking Up To You (MCA)

71% of our reporting stations on it. Rotations: Heavy 2/0, Medium 14/5, Light 40/17, Total Adds 22 including KYOK, WHRK, WTMP, WZAK, WJLB, KACE, KDAY, WRDW, WATV, WENN, JET94, KIIZ, WBLX, KHYS, WTOY, WDAO. This week's most added record. Debuts at number 39 on the Black/Urban chart.

**TINA TURNER** 

Private Dancer (Capitol) 66% of our reporting stations on it. Rotations: Heavy 6/0, Medium 19/1, Light 27/13, Total Adds 14, WWIN, WILD, KRNB, WHRK, WTMP, WJLB, KOXL, WATV. WQMG, WJJS, WPLZ, WVKO, WKWM, KUKQ. A most added record. Debuts at number 37 on the Black/Urban chart.

**CHERYL LYNN** At Last You're Mine (Private I/CBS)

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 17/3, Light 32/8, Total Adds 11, WDAS, WAMO, KYOK, KACE, KDAY, WXOK, WPEG, WQMG, KAPE, WQKS, KDKO. Debuts at number 40 on the Black/Urban chart. Debuts at number 40 on the Black/Urban chart.

### **NEW & ACTIVE**

CASHMERE "Can I" (Philly World/Atlantic) 46/5
Rotations: Heavy 3:0, Medium 26/3, Light 18/2, Total Adds 5, WDJY, WHRK, XHRM, WPEG, WQQK, Heavy: WYEE, WPDQ,
KOROdium: WNN, WXYY, WILD, WDAS, WHUR, KRIB, WEDR, WDIA, WZAK, WXQK, WENN, WQMG, WKXI, WJAX, WLOU,
KHYS, KAPE, WAAA, WDAQ, WTIC, WWWS, KOKO.

KHYS, KAPE, WAAA, WDAO, WTLC, WWWS, KOKO.

WHAMI featuring GEORGE MICHAEL "Careless Whisper" (Columbia) 45/14

Patientows: Heavy 131, Medium 18/3, Light 18/10, Total adds 14, WXYV. WHUR, WGC, WZAK, KDAY, 293, WOMG, KIIZ.

KLGE, WBLX, KHYS, KAPE, WWM, KUKC, Heavy, WILD, WDLY, KHUND, KRNB, WHRK, WULM, KACE, KJHI, WJJS, WOOK.

WWDM, WOKS, Medium: WUSL, KNOK-FM, WYLD-FM, WTMP, WBLZ, XHRM, WRDW, KOXL, JET94, WJAX, K94, KOKA.

WWCO, Debuts at number 35 on the Black/Uban charge.

WYCO, Debuts at number 35 on the Black/Uban charge.

WITCO "ROxanno, Roxanno" (Select) 44/5

Rotations: Heavy 21/2, Medium 15/1, Light 8/2, Total Adds 5, KMJD, WDGI, WLUM, KLICB, WDKS, Heavy, WRKS, WDAS, WUSL, WAMD, WUSE, KYOK, KRINB, WDIDI, WHRK, WDMT, WZAK, WDRQ, WJLB, RDAY, KIZ, WDGK, WPLZ, WWDM, WAS, Medium; WWW, WIDI, WADK, KKDA-FM, WEDR, KMJM, WMD, WPEG, K94, WANT, WTOY, WANN, WYWS, Moves 93-29 on THOMAS McCLARY "Thin Walls" (Motown) 41/1

THOMAS MCCLART THIN Walls (INDICATED) ATT A RESULT OF THE WARD (INDICATED) AND THE WARD, W FAT BOYS "Can You Feel It" (Sutra) 40/12

Rotations: Heavy 2/0, Medium 16/3, Light 22/9, Total Adds 12, KKDA-FM, WEDR, WGCI, WJLB, WLUM, KDAY, JET94, WJMI, KIZ, WANT, WANM, WDAO, Heavy: WAMO, WQQK, Medium: WXYV, WDAS, WYEE, KYOK, KRNB, WDIA, WDMT, WZAK, WDRQ, WKND, WPEG, WTLC, WWWS.

DARYL HALL & JOHN OATES "Method Of Modern Love" (RCA) 40/4 Rotations: Helwy 917. Medium 2612, Light 517. Total Adds 4, WYLD-FM, WZAK, KDAY, WWDM. Helwy: WDJY, KKDA-FM, JET94, WJAX, KIIZ, WJJS, WANM, WGKS, Medium: WWIN, WXYY, WILD, WUSL, WHUR, WYEE, KNOK-FM, WHRK, WBLZ. WBMT, WULM, AGCE, XHRM, WROW, WXXO, 293, WFKC, WBLX, K94, KOKA, WYKO, WKWM, WWWS. WYO!

WIDMI. WLUM, RACE, XHMM. WRDW. WXUK, 293, WFXC, WBLX. K8, M93, QUAR, WYAD, WXVM. WWWS. WVOI.

JOHNNY GILL "Half Forzay" (Corlino) Atoo) 397, WBLX. WAS USED. WIDMING WAS USED. WRD. WRDW. WGCW. WRDW. WGCW. WRDW. WGCW. WRDW. WGCW. WRDW. WGCW. WGCW.

EVELYN "CHAMPAGNE" KING "Out Of Control" (RCA) 37/14
Rotations: Heavy 10, Medium 10.2 Light 28/12. Total Adds 14, WHUR, KYOK, WDIA, WEDR, WENN, WFXC, WKXI, KIIZ,
KXCB, WJJS, KHYS, KAPE, WWDM, WWWS, Heavy, WAOK, Medium: WUSL, WTNP, KACE, XHMM, WATV, WFEG, WANM.

WDAD
PENNYE FORD "Change Your Wicked Ways" (Total Experience/RCA) 37/10
Retations Hawy 7/2, Medium 17/4, Light 13/4, Total Adds 1,0 MXYV, KRNB, WHRK, WGCI, WENN, 293, WPEG, WJAX, WQQK,
WTIC, Hawy, WOIA, WYLD-FM, WXOK, WXX, KAPE, Medium: WWIN, WDAS, KNOK-FM, WDMT, WZEN-FM, KDAY, WQMG,
WPDQ, WIQU, KHYS, WEAS, WDAQ, WSILB,
KURTIS BLOW: "Basketball" (Mercury/PolyGram) 37/3
Retations: Heavy 8/0, Medium 17/0, Light 12/3, Total Adds 3, WXYV, WQMG, WKWM, Heavy: WYEE, KKQA-FM, KNOK-FM,
WROW, WENN, WFEG, KIZ, WWWS, Medium: WDAS, WAMO, KYOK, WDIA, WHRK, WEDR, WDMT, WZAK, KMJM, WZEN-FM,
WATV, K84, WATT, WYDM, WANN, KDKO.

WATV, 194, WANT, WYUM, YMARIN, RUND.

ROCKWELL "He's A Cobra" (Motown) 36/9

Rotations: Heavy 1/0, Medium 13/4, Light 22/5, Total Adds 9, WXYV, WDAS, WDJY, WDMT, KDAY, WKND, WPDQ, KAPE, WEAS, Heavy: WAMO, Medium: WILD, WADK, WYEE, KSDL, WRDW, WFXC, WJMII, WWWS, KDKO.

WHODINI "Freaks Come Out A Night," (Juve/Airsts) 36/9
Rotations: Heavy 10/0, Medium 12/3, Light 14/8, Total Adds 9, WDAS, WDJY, KULH, WATV, WENN, WEAS, WWOM, WVKO, KUKC, Neavy: KYOK, WDMT, WZAK, WZEN-HA, WKND, WRDW, WJMI, WDAD, WWWS, KDKO, Medium: WUSL, WAMO, WWEE, WHIRK, KUMM, JETSA, WOMG, WOOK, KO

WVEX. WINN, KNOW, JE 1984, WAND, NO. 3" (VFigin/Epic) 33/5
COLLTURE CLUB "Mistake No. 3" (VFigin/Epic) 33/5
Rotations: Heavy 2/0, Medium 19/2, Light 12/3, Total Adds 5, KNUQ, WGCI, KACE, WLOU, WQKS, Heavy: WANO, WAND,
Medium: WHAI, WVEX, KNIR, WYLO-M, WZEN-FM, KSOL, WNHC, WRDW, KQXL 293, JET94, WBLX, WQGK, WPLZ.

KOKA, KDKO. RAY, GOODMAN & BROWN "Who's Gonna Make The First Move" (Panoramic) 33/5 Rotations: Heavy 1/0, Medium 10/0, Light 22/6, Total Adds 5, KMJQ, WULB, KDAY, 293, WDAO, Heavy: WPDQ. Mer WILD, WBMX, WZAK, WHICH, WBWQ, WFXC, WOMBQ, KARE, WEAR

WILD, WBMX, WZAK, WHIC, WBDW, WFXC, WOMG, KAPE, WEAS.

PORCE MD'S "Forgive Me Girt" (Tormy Boy) 29/9

Rotations: Heavy 1/0, Mediam 13/3, Light 16/6, Total Adds 9, WADK, WDIA, KDAY, XHRM, WATV, WANT, WEAS, KOKA,

KOKO, Heavy: WPYZ, Mediam: WYVY, WILD, WWEE, KYOK, WOMT, WZAK, KIIZ, KJCB, WJCKS, WWWS.

GRANDMASTER FLASH "Sign Of The Times" (Elektra) 28/13

Rotations: Heavy 0/0, Mediam 19/3, Light-19/10, Total Adds 13, WAHO, WYEE, KRNB, WDIA, WEDR, WDMT, KDAY, XHRM,

WROW, WATV, WENN, WPGC, WJAX, Mediam: WKKS, WAOK, KNJO, WTMP, WAS WKNO.

ERNIE ISLEY/CHRIS JASPER/MARVIN ISLEY "Kliss And Tell" (CSS Associated) 28/9

Rotations: Heavy 2/0, Mediam 11/1, Light 16/8, Total Adds 9, WXVV, WAHO, WYEE, WENN, WPGG, WJAX, KHYS, KAPE,

WWOM, Heavy: WJML, WXXI, Mediam: WAOK, KRNB, WHRK, KJCB, WOOK, WORL, KOKA, WOAO, WTLC, KDKO.

GRAD Y HARRELL "Belling" ("Constellation/MCA) 26/4

Rotation: Heavy 0/0, Mediam 7/1, Light 19/3, Total Adds 4, WDAS, WPEG, KJCB, KOKA, Mediam: KRNB, WENN,

WANN, KSOL.

HONNIE HILL "Hard Times" (Urban Sounds) 26/0 Rotations: Heavy 1/0, Medium 11/0, Light 14/0, Total Adds 0, He WPDQ, WLQU, WBLX, KHYS, WAAA, WATV. leavy: WXOK, Medium: WDAS, WAMO, WEDR, WENN, WKXI,

#### **MOST ADDED** ®

WILTON FELDER W/BOBBY WOMACK (22) I'll Still Be Looking Up To You (MCA)

JOHNNY GILL (20) Half Crazy (Cotillion/Atco) **REBBIE JACKSON (19)** A Fork In The Road (Columbia) ASHFORD & SIMPSON (16)

CHAKA KHAN (16) This Is My Night (WB) **ROCKIE ROBBINS (16)** We Belong Together (MCA)

#### HOTTEST

PAUL HARDCASTLE (41)

Rain Forest (Profile) NEW EDITION (37) Mr. Telephone Man (MCA)

**EUGENE WILDE (36)** Gotta Get You Home... (Philly World/Atlantic) STEVIE WONDER (22)

Love Light In Flight (Motown) MADONNA (21) Like A Virgin (Sire/WB)

KASHIF "Ooh Love" (Arista) 25/5
Rotations: Heavy 1/0, Medium 18/3. Light 8/2. Total Adds 5, WHRK, W.JJS, WTOY, WEAS, KDKO, Heavy: W.JMI. Medium:
WAOK, KACE, KHRM, WKND, KOXL, WFXC, WOMG, W.LOU, WORL, KAPE, WWDM, WDAO, WWWS.
WISH featuring FONDA RAE "Touch Me (All Night Long)" (KR/Personal) 25/3
Rotations: Heavy 2/0, Medium 8/1, Light 15/2, Total Adds 3, WILD, WDMT, KHYS, Heavy: WBMX, W.LOU, Medium: WDAS, WAMO, KRNB, WEDR, KACE, WFXC, WDMS.

### SIGNIFICANT ACTION

ROGER (f/SHIRLEY MURDOCK) "Girl, Cut It Out" (W8) 24/2
Rotations: Heavy 3/0. Medium 10/0. Light 11/2. Total Adds 2, WFXC. WAAA. Her FM, WTMP, XHRM, WATV, WPEG, WORL, WDAO, WTLC. KDKO, KUKQ. avy: WAOK, WRDW, WANM, Medium: KKDA

SHRILEY BROWN "This Used To Be Your House" (Sound Town) 23/3
Rotations: Heavy 4:0, Medium 12/1, Light 17/2, Total Adds 3, MYLD-FM, KIZB, WWDM, Heavy: KRNB, WDIA, WBLX, WKWM.
Medium: WZER-M, WKND, WXGK, WATV, WENN, WONG, WPDC, WORL, KARE, WAS, WTLC.

BUTCH SAM & THE STATION BAND "Say That You Will" (Private I/CBS) 23/2
Rotations: Heavy 0/0, Medium 7/1, Light 16/1, Total Adds 2, WRDW, WWDM, Medium: WAOK, WYEE, KRNB, WDIA, WPEG,

A.
REBBIE JACKSON "A Fork in The Road" (Columbia) 22/19
Rotations: Heavy 0/0, Medium 4/2. Uph 18/17. Total Adds 19 including WXYV. WILD. WRKS, WUSL, WAOK, WVEE.
R-M.KNOKE,M. KRBI, WTMP, WGG, KMJM, KUJH, WXKJ. KDK. Medium: WOQK, KOKA.

KKDA-RM, KNOK-FM. KRINB, WTMP, WGCI, KMJM, KJLH, WKXI, KDKO, Medium: WLUK, NOVA.

ROCKIE ROBBINS "We Belong Together" (MCA) 21/16
Rotations: Heavy 010, Medium 4/4, Light 19/12, Total Adds 16, WAOK, KNOK-FM, KYOK, WDIA, KMJM, WROK, WAOK, WORD, WANN, WORS, WAOK, MORE, WAOKA, WWOM, WANN, WOKS, WAOKA, KNOK-FM, KYOK, WDIA, KMJM, WROW, WARD, WARD, WANN, WORS, WAOK, WANN, WORS, WANN, WORS, WANN, WANN

WYDMA, WYDMI, WYZEN-FM, WYUNI, KUNA, WYMM, WYWM.
PATTI LABELLE "New Attitude" (MCA) 19/10
Rotations: Heavy 0/0, Medium 7/3, Light 12/7, Total Adds 10, WDAS, WAOK, KYOK, WKND, WFXC, WJAX, KJCB, WORL,
WWDM, WANM, Medium: WUSL, WVEE, WQGK, KOKA. WWDM, WANM, Medium: WUSL, WYEE WIGH. KOKN.

DAZZ BAAD "HeartDeat" (MOTOW) 17/14
Rotsions: Heavy 3/0, Medium 6/6, Light 8/8, Total Adds 14, WDAS, WAMO, KNOK-FM, WYOK, WTMP, WBMX, KMJM.
KRAY, WENN, WJMR, KS4, WOKS, WWXM, WWWS, Heavy: WGCL, WZAK, KIZ.

ROAT, WENN, WON, AS, WENN, AS, WENN, AS, WENN, WENN, WENN, WENN, WPEG, WQQK, WEAS, WWDM, WAAA, Rotations: Heavy 1.0, Medium 7/0, Light 8/0, Total Adds 0, Heavy: WTLC, Medium: WENN, WPEG, WQQK, WEAS, WWDM, WAAA,

DIONNE WARWICK & GLENN JONES "Finder Of Lost Loves" (Arista) 15/15

Rotations: Heavy QIO, Medium 2/2, Light 13/13, Total Adds 15, WDAS, WHUR, WHRK, WTMP, WZAK, KULH, XHRM, WKND, WTOY, KAPE, WOAO, WKWM, WTLC, WWWS, WVOI.

WQGK, K94, KHYS, WANT, WWDM, Heavy: WRKS.

ROGER KELLAWAY "Moon" (Greene St/2001) 14/5

Rotations: Heavy 0.0, Medium 2/0, Light 12/5, Total Adds 5, KMJQ, WATV, KJCB, WANM, WQKS. Medium: KRNB, KOKA.

FATBACK "Spread Love" (Spring) 14/0

Rotations: Heavy 0.0, Medium 2/0, Light 12/0, Total Adds 0, Medium: WAOK, KRNB.

WHISPERS "Some Kind Of Love" (Solar/Elektra) 13/12

Rotations: Heavy 0.0, Medium 3/3, Light 10/9, Total Adds 12, WHUR, KNOK-FM, WTMP, WDRQ, KDAY, WJMI, WBLX, WORL.

WWW, WWS, WOO, RORG.
CICI "(You Got Me) Hypnotized" (Creative Funk) 13/6
Rotations: Heavy O/O, Medium 5/1, Light 8/5, Total Adds 6, WWIN, KRNB, WQMG, WJMI, WANT, WQKS, Medium: WXYV.

JOHNNIE TAYLOR "Lady, My Whole World Is You" (Malaco) 13/3
Rotations: Heavy 1/0, Medium 4/1, Light 8/2. Total Adds 3, KMJQ, KACE, WJMI. Heavy: WXOK. Medium: WILD. WYLD-FM.

WBLX.
DYNAMIC BREAKERS "Dynamic (Total Control)" (Sunnyview) 13/2
Rotations: Heavy 0,00, Medium 6/1, Light 1/1, Total Adds 2, WHRK, WTOY, Medium KRNB, WKXI, WPLZ, KOKA, WENN.
FOREIGNER "I Want To Know What Love Is" (Atlantic) 12/2
Rotations: Heavy 3,00, Medium 7/1, Light 2/1, Total Adds 2, WUSL, WJJS, Heavy: WDJY, WJAX, WQKS, Medium: WHRK, WBLZ.

MICHAEL WYCOFF "Gonna Chase You ('Till You Catch Me)" (Valley Vue) 12/1
Rotations: Heavy 0/0, Medium 3/0, Light 9/1, Total Adds 1, KMJQ, Medium: KRNB, WATV, KHYS,
JESSE JOHNSON'S REVUE "Be Your Man" (A&M) 11/11 m 2/2, Light 8/8, Total Adds 11, WXYV, WRKS, WDAS, WHUR, KNOK-FM, KMJQ, WEDR, KDAY,

WOLK, WARS, WAAA.

CONTROLLERS w/VALERIE DENECE "Just For You" (MCA) 11/4

Rotations: Heavy 1/0, Medium 4/0, Light 6/4, Totel Adds 4, WXYV, WILD, WZAK. WANM. Heavy: WATV. Medium: KKDA-FM.

ANGELA BOFILL "Let Me Be The One" (Arista) 10/10
Rotations: Heavy 0/0, Medium 1/1, Light 9/9, Total Adds 10, WRKS, WHUR, KKDA-FM, WTMP, KACE, WRDW, WJMI, WAAA.

WOAD. WILE.

RICHARD "DIMPLES" FIELDS " We Gotts Stop Meeting Like This" (RCA) 10/6

Rotstons: Heavy 0/0, Medium 1/0, Ughn 19/6. Total Adds 6. WADK, WGCI, WHHC, WKXI, WAJX, WANM. Mediu

ELEANOR GRANT "Don't Stop 'Till You Get Enough" (Catawba/CBS) 10/2

Rotstons: Heavy 1/0, Medium 2/0, Ughn 7/2, Total Adds 2. KNRB, WANT. Heavy: WPEG. Medium: WDIA, WEDR

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are receiving airplay at 25 or more stations. Records in Significant Action are receiving airplay from 10-24 stations. Records with substantial heavy and medium rotation airplay activity do not have to achieve Breaker status to enter the Black/Urban chart. Records which have achieved Breaker status must also have sufficient heavy and medium rotation airplay to enter the chart. Checkmarks signify the most added of the non-charted records.

# Motoum Hit Herald

# \*\* EXTRA \*\*

MOTOWN RECORDS

 $\star\star\star\star$ 

MOTOWN RECORDS

agua — A icaragua's ing much xacerbate il crisis.

governge on the raged by n as conusands of ave had to

iee-growel operaarvest by tion and away. coffeervest has

rvest has ule, some crop will revenue llarging a ua's trade

try needs for fuel, nachinery essential

vest now of farm ven worse and cotton ain export

nent farm nountaina, most of hest-high ig to be d too long ed.

a harvest about 220 e on the

are need-

the coffee at under a d brought s for the They have topped every kind of chart in this country and throughout the world. The Commodores have to their credit twenty-two gold records, six platinum, two double platinum and three triple platinum albums.

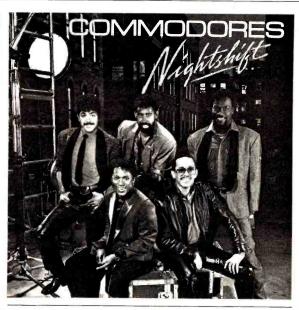
Our first release for '85!

THE SIZZLING SINGLE:

Vightshift
BREAKER 35

A/C BREAKER (24)

...And wait until you hear what we've planned for the rest of the year!



MOTOWN DELIVERS, ALWAYS HAS... ALWAYS WILL!! Escobar the manp more than lar worker fight rebel

"They'r mobilized said,

An add from near coffee in v with 44 v the Nethe Finland.

The voinefficient them can large tins experience 12 or 14.

During 1 governme thousands coffee-picl labor short

#### Invasior

Before 1 November planned to students fi cities to he were form defend th Sandinista possible a States.

The puinvasion hastudents hastudents has coffee.

About the gua's coffe Jinotess



### Black/Urban

### Regional Adds & Hots

IME

KRNB/Memphis Jerry Mason

#### Stations are listed by region. Hots are listed in order of their airplay activity.

MIDWEST

WBMX/Chicago Lee Michaels

READY FOR THE WOR

DAZZ BAND JOHNNY GILL POINTER SISTERS CHAMPAIGN

WGCl/Chicago

#### FAST

TINA TURNER CICI Hottest: EUGENE WILDE PAUL HARDCASTLE NUANCE STEVIE WONDER DIANA ROSS

#### WXYV/Raltimo

KLIQUE NARADA MICHAEL EGYPTIAN LOVER

EGYPTIAN LOVER SHAKATAK REBBIE JACKSON ISLEY, JASPER & ROXANNE SHANTE JABICE CHRISTIE XAVION NUMARX WHAMT JOHNNY GILL RECENA EASTON KURTIS BLOW PENNYE PORD HOLLES: PENNYE PORD
HOTTEST:
DIANA ROSS
POINTER SISTERS
PAUL HARDCASTLE
GAP BAND
JEFFREY OSBORNE

#### WILD/Boston Elroy R.C. Smith

WISH
MAGNUM FORCE
REBBIE JACKSON
CONTROLLERS
NUANCE
TINA TURNER
Hottest: HOTTEST:
TEMPTATIONS
PAUL HARDCASTLE
NEW EDITION
JERMAINE JACKSON
UTFO

#### WKND/Hartford Jordan/McLean

JORGANMALGEN
KLIQUE
JOENNY GILL
ROCKWELL
WARNICK & JONES
PATTI LABELLE
KEY-MATIC
INTRIGUE
HOTLEST:
MADONNA
GEORGE BENSON
SADE
PAUL HARDCASTLE PAUL HARDCASTLE PRINCE

ANGELA BOFILL RUN D.M.C. JESSIE JOHNSON TIME REBBIE JACKSON LEBBLE JACKSON
COMMODORS
WHODINI
EVELTY KING
WHODINI
FULLY KING
WHOLLY
WHO THE GAMO
THE WORD THE WORDER
READY FOR THE WORD IN THE
MIDNIGHT STAR

WEST

KDKO/Engley Danny Harris

Danny Harris
ASHPORD & SIMPSON
REBBIE JACKSON
KASHIF
FORCE MD'S
READY FOR THE WOR
SHENNA EASTON
CHENYL LYNN
COMMODORES
HOTLEST
PHILIP BALLEY
PAUL HARDCASTLE
VANITY

VANITY DIANA ROSS NOLAN THOMAS

JOHNNIE TAYLOR CBERYL LYNN DAVID SANBORN WILTON FELDER HELEN TERRY CULTURE CLUB ANGELA BOFILL HOTLEST

HOTTEL
HOTTEST:
PAUL HARDCASTLE
KLYMAXX
JEFFREY OSBORNE
SHEENA EASTON
DIANA ROSS

#### WNHC/New Haven

RICHARD D. FIELDS RICHARD D. ALL KLIQUE STYLISTICS Hottest: RAY PARKER JR. MADONNA MIDNIGHT STAR

#### WUSL/Philadelphia Jeff Wyatt

REBBIE JACKSON POREIGNER POREIGNER
JOHNNY GILL
THELMA HOUSTON
HOTTEST:
KLYMAXX
ROCK MASTER SCOTT
UTFO
SHEENA EASTON
TEENA MARIE

#### WDAS/Philadeiphia

PATTI LABELLE
DAZZ BAND
ROCKWELL
WARWICK & JONES
CHERYL LYNN
LEVERT
JESSIE JOHNSON
WHODINI
OHIO PLAYERS
ROXANNE SHANTE
GRADY HARRELL
HOTESEL WRDW/Augusta Charlotte Logan GRADY HARRELL
HOTTEST:
TEMPTATIONS
PAUL HARDCASTLE
VANITY
TIME
JEFFREY OSBORNE ROCKIE ROBBINS GWEN GUTHRIE GWEN GUTHRIE
WILTON FELDER
BUTCH SAM & THE S
NOLAN THOMAS
READY FOR THE WOR
JONZUN CREW
GRANDMASTER FLASH
ANGELA BOFILL
NEWCLEUS
HOUTEST:
PAUL HARDCASTLE

#### WAMO/Pittsburgh

GRANDMASTER FLASH JOHNNY GILL ISLEY, JASPER & CHERYL LYNN DAZZ BAND COSMETIC RODMEY SAULSBERRY HOTTEST: GEORGE BENSON NEW EDITION PRINCE DARMY. GRANDMASTER FLASH PATTI LABELLE ASHFORD & SIMPSON

#### WDJY/Washington

ASHFORD & SIMPSON CASHMERE WHODINI ROCKWELL ROCKWELL SAMSON & DELILAH BRONSKI BEAT HOTLEST: PHILIP BAILEY POREIGNER WHAM! POINTER SISTERS HALL & OATES

#### WHI)R/Washington

WARWICK & JONES ANGELA BOFILL NOLAN THOMAS WHAMI JESSIE JOHNSON WHISPERS EVELYN KING JEFF LORBER

KDAY/Los Angeles Jack Patterson

WHAM!
ROXANNE SHANTE
ICE T
RUN D.M.C.
FAT BOYS
CHERYL LYNN
MAGNUM FORCE
GRANDMASTER FLASH
ASHPORD & SIMPSON
TIME

ASHFORD TIME BOBBIE JIMMY ROCKWELL

TWILIGHT 22 DAZZ BAND WHISPERS

ROCKWELL WILTON FELDER POINTER SISTERS HALL & OATES COMMODORES

MTUME RAY GOODMAN & BR

PORCE MD'S STYLISTICS JOHNNY GILL JESSIE JOHNSON DREAM TEAM BEASTIE BOYS

READY FOR THE W

HOTE HOTEST STAR TEENA MARIE STEVIE WONDER KLYMAXX NEW EDITION

#### SOUTH

WAOK/Atlanta Larry Tinsley REBBIE JACKSON PATTI LABELLE RICHARD D. FIELDS RICHARD D. FAL-KLIQUE RITA HART JOHNNY GILL ROCKIE ROBBINS FORCE MD'S COMMODORES

#### MADONNA PAUL HARDCASTLE NEW EDITION ROCK MASTER SCOTT WVEE/Atlanta Scotty Andrews

MADONNA MIDNIGHT STAR NEW EDITION STEVIE WONDER

KQXL/Baton Roug Gaylord Boyd TINA TURNER DAN HARTMAN TIME SKYY SHEENA EASTON

Ron January

GRANDMASTER FLAS
KYM YANCEY
ROCKIE ROBBINS
ROGER KELLAWAY
HOTEST:
KOOL & THE GANG
EUGENE WILDE
NEW EDITION
MADONNA
DIANA ROSS

WHODINI WHISPERS COMMODORES CHAKA KHAN REBBIE JACKSON WARWICK & JONES

Hottest: MIDNIGHT STAR MADONNA

KLYMAXX REBBIE JACKSON ISLEY, JASPER & GRANDMASTER FLASH RITA HART GENERAL PUBLIC COLORS DAZZ BAND GENERAL PUBLIC KOPFIE Hottest: NEW EDITION KURTIS BLOW GAP BAND UTFO ROCK MASTER SCOTT

#### wwwZ/Charlesto

MADONNA KOOL & THE GANG KLYMAXX DIANA ROSS

ISLEY, JASPER 6 DIANA ROSS KURTIS BLOW JONZUN CREW NUANCE

#### JET94/Chatte WATV/Birmingham

FC... E MD'S
NEW EXPERIENCE
ASHFORD & SIMPSON
WILTON FELDER
SHEENA EASTON
TINA TURNER
WHODINI
GRANDMASTER FLASH
KYM YANCEY

#### KKDA-FM/Dallas

J. BLACKFOOT ANGELA BOFILL FAT BOYS REBBIE JACKSON JUNIE MORRISON COMMODORES COMMODORES
HOTTEST:
KURTIS BLOW
PAUL HARDCASTLE
READY FOR THE WOR
ROCK MASTER SCOTT
PHILIP BAILEY

#### WFXC/Durham

DIANA ROSS MADONNA
EVELYN KING
PATTI LABELLE
ROCKIE ROBBINS
JOHNNY GILL
ROGER

#### KUKQ/Phoenix

JAY STORE
WHISPERS
WHODINI
ROCK MASTER SCOTT
WHAM!
NUANCE
SKYY
TINA TURNER
HOTEGET:
TEENA MARIE
KLYMAXX
PRINCE
STEVIE WONDER
MADONNA

#### XHRM/San Diego Duff Lindsey

ASHFORD & SIMPSON GRANDMASTER FLASH WARWICK & JONES CASHMERE FORCE MD'S Hottest: PAUL HARDCASTLE MADONNA MADONNA KLYMAXX EUGENE WILDE KOOL & THE GANG

#### WXOK/Baton Rouge Al Wallace

KURTIS BLOW ASHFORD & SIMPS TIMA TURNER TIME COMMODORES CHERYL LYNN READY FOR THE WOR WILTON FELDER JONZUN CREW CHERYL LYNN CHERYL LIM...
Hottest:
KLYMAXX
STEVIE WONDER
NEW EDITION
PENNYE PORD
EUGENE WILDE WHAM! SHEENA BASTON

#### WENN/Birmingham Michael Star

PENNYE PORD GEORGE BENSON WHODINI RODNEY SAULSBERRY ASHRORD & SIMPSON NODNEY SAULSBERRY ASHFORD & SIMPSON EVELYN KING WILTON FELDER YARBROUGH & PEOPL ISLEY, JASPER & GRANDMASTER FLASH REBBIE JACKSON COLORS

WPEG/Charlotte

ISLEY, JASPEN &
CASHMERE
PENNYE FORD
ASHFORD & SIMPSON
CHAKA KHAN
GRANDMASTER FLASH
COMMODORES
ROCKIE ROCKIE ROCKIE
FLYNN
GRADY HARRELL
HOTLEST
PAUL HARDCASTLE
PAUL HARDCASTL

WILTON FELDER FAT BOYS Hottest: NEW EDITION PRINCE PAUL HARDCASTLE TIME

Alvin Stowe ROGER
Hottest:
KOOL & THE GANG
PAUL HARDCASTLE
STEVIE WONDER
PHILIP BAILEY
ROCK MASTER SCOTT

#### KNOK-FM/Ft. Worth Kenny Byrd

NUANCE ROCKIE ROBBINS JESSYE JOHNSON PATTI LABELLE DAZZ BAND ROXANNE SHANTE WHISPERS JUNIE MORRISON REBBIE JACKSON REBBIE JACKS
Hottest:
NEW EDITION
KURTIS BLOW
EUGENE WILDE
MADONNA
DIANA ROSS

#### KMJQ/Houston Brute Bailey

UTFO
JOHNNIE TAYLOR
MICHAEL WYCOFF
ROXANNE SHANTE-JESSIE JORNSON
RAY GODDMAN & I
ROGER RELLAWAY
CULTURE CLUB
HOTTEST: HOTTEST:
NEW EDITION
PAUL HARDCASTLE
EUGENE WILDE
NOLAN THOMAS
UTFO

NOLAN THOMAS CHAKA KHAN CHAKA RHAN
TIME
INTRUDERS
CULTURE CLUB
HOTTEST:
NEW EDITION
PAUL HARDCASTLE
TEENA MARIE
STEVIE WONDER
EUGENE WILDE CICI
Hottest:
STEVIE WONDER
NEW EDITION
PAUL HARDCASTLE
EUGENE WILDE
KOOL & THE GANG WJJS/Lynchburg Lad Goins

### KYOK/Houston Steve Hedgewo

MAGNUM FORCE DAZZ BAND CHAMPAIGN CYNDI LAUPER FOREIGNER GAP BAND KASHIP TIMP POINTER SISTERS
EVELIN KING
ASHFORD & SIMPSON
CHAKA KHAN
JOHNNY GILL
CHERYL LYNN
KLIQUE
SHERYL LEE VANITY
COMMODORES
STAPLE SINGERS
TINA TURNER
EVELYN KING
HOTEST:
MADONNA SHERYL LEE RALPH WILTON PELDER JERMAINE JACKSON ROCKIE ROBBINS PATTI LABELLE HOTLEST: MADONNA PHILIP BAILEY PRINCE BILLY OCEAN RAY PARKER JR.

#### READY FOR THE WJMI/Jackson Carl Haynes

Jery Mason

NOAN THOMAS

NOAN THOMAS

NOAN THOMAS

PENYEF FORD

CICI

JORGUE CREW

BLACK LYOKSON

MAGNUM POSC

KYM YANGEY

GRAINMASTER FLASS

REMANCET FLASS JOHNNIE TAYLOR WHISPERS WHISPERS
SADE
WILTON FELDER
DAZZ BAND
FAT BOYS
STYLISTICS
ANGELA BOFILL
CICI CICI Hottest: DIANA ROSS EUGENE WILDE STEVIE WONDER JERMAINE STEWART TIME

#### WKXI/Jackson Tommy Marshall

TOMMY MAISHEIL
COMMODORES
REBBIZ JACKSON
NUANCE KHIGHT
FULKEN WORLD
EVELVN KING
EVELVN KIN

#### WJAX-FM/Jacksonvi Chris Turner

PENNYE FORD GRANDMASTER FLASH ASHPORD & SIMPSON RUN D.M.C. GWEN GUTHRIE ISLEY, JASPER & NUANCE NUANCE BILLY JOEL RICHARD D. FIELDS GLADYS KNIGHT PATTI LABELLE KLIQUE HOTTEST: PRINCE PRINCE PHILIP BAILEY PAUL HARDCASTLE POREIGNER CHICAGO

#### WPDQ/Jacksonville Bob Scott

BOCKWELL. ROCKWELL
HOTTEST:
COMMODORES
KOKO POP
EUGENE WILDE
JEFFREY OSBORNE
JANET JACKSON

DIANA ROSS EVELYN KING SHEENA EASTON FAT BOYS WILTON PELDER MIDNIGHT STAR MIDHIGHT STAR
WHAM!
SOS BAND
JANET JACKSON
HOTESE:
PAUL HARDCASTLE
KIDS AT WORK
KLYMAXX
KURTIS BLOW
PHILIP BAILEY

#### KJCB/Lafayette Beatrice Evans

Bestrice Evans
WILTON FELDER
EVELYN KING
UTRADY HARRELL
MEHANY
HARRELL
MEHANY
PATTI LABELLE
STRIEFY BOON
ROGER KELLAWAY
HOŢESE:
NEW BEDITION
STEVIE WONDER
EUGENE WILDE
PAUL HARROCASTLE
TEMPTATIONS

FROM HARVEY
JESSIE JOHNSON
CHAKA KHAM
RUN D.M.C.
PENNYE FORD
JEFFREY OSBORN
CASRMERE
HOTLEST:
GAP BAND
EUGENE WILDE
CHAMPAIGN
GEORGE BERSON
STEVIE WONDER

#### WYLD-FM/New Orlea

HALL & OATES
TIME
JOHNNY GILL
SHEENA EASTON
ASHEORD & SIMPSON
CHARA KHAN
SHIRLEY BROWN
KLIQUE
MADONNA
HOTTEST:
EUGENE WILDE
NEW EDITION NEW EDITION MIDNIGHT STAR TEENA MARIE STEVIE WONDER

DAZZ BAND RONNIE LAWS ROXANNE SHANTE HOTTEST
HOTTEST
HOTTEST
HALL & OATES
PRINCE
TEENA MARIE WORL (Orlando

WILTON FELDER MADONNA STEVIE WONDER SHEENA EASTON

#### WPLZ/Petersburg

WDIA/Memphis Bobby O'Jay Hardy Jay GEORGE BENSO EUGENE WILDE SHEENA EASTON MADONNA STEVIE WONDER UTFO

WHRK/Memphis Stone/Smith DON HENLEY
RONNIE LAWS
PENNYE PORD
DYNAMIC BREAKERS
WILTON FELDER
TINA TURNER
WARNICK & JONES
ROXANNE SHANTE
RASHIF
CASHMERE
HOTLEST:
EUGENE WILDE
UTFO UTFO PHILIP BAILEY MADONNA PAUL HARDÇASTLE

#### WEDR/Miami Jackson/Jones

PHILIP BALLEY
VANITY
VANITY
PRETTY TONY
ROBEY M.C.
ROBEY M.C.
READY FOR THE WOR
JESSIE JOHNSON
EVELIN KING
COMMODORES
COMMODORES
COMMODORES
ROBER
ASRFORD & SIMPSON
PAT BOYS
BOTLEST
BOTLEST
BOTLEST
ROBER
KOOL & THE GANG
SADE

SADE WHAM! ASHFORD & SIMPSON ASHFORD & SIMPSON WHISPERS WILTON PELDER HOTTEST HOTTEST STEVIE WONDER JERMAINE JACKSON NEW EDITION KILWMAYY

POINTER SISTERS KASHIF XAVION

#### K DA/Norfolk

B.B. Davis Hottest: NEW EDITION TEMPTATIONS PAUL HARDCASTLE EUGENE WILDE CASHMERE

WWDM/Sumter Mays/Hart HALL & OATES DEODATO WHISPERS
CHAKA KHAN
PATTI LABELLE
PAUL HARDCASTLE
TEDDY PENDERGRASS
ROCKIE ROBBINS
KLIQUE
HOTTEST:
NEW EDITION
DIANA ROSS
MADONNA DEODATO
ISLEY, JASPER &
ROCKIE ROBBINS
ROXANNE SHANTE
SHIRLEY BROWN
JOYCE KENNEDY
PATTI LABELLE PATTI LABELLE WHODINI EVELYN KING WHISPERS BUTCH SAM & THE S HOTCEST: EUGENE WILDE

UTFO JEFFREY OSBORNE READY FOR THE W PAUL HARDCASTLE

WANM/Tallahassee

TEDDY PENDERGRASS ROCKIE ROBBINS

ROCKIE ROBBINS PAT BOYS MANHATTANS PATTI LABELLE OLLIE & JERRY ROGER KELLAWAY NUANCE STAPLE SINGERS SADE NOLAN THOMAS REBBIE JACKSON WILDUIK

KLIQUE RICHARD D. FIELDS CONTROLLERS

CONTROLLERS
HOTLEST:
KOOL & THE GANG
RAY PARKER JR.
HALL & OATES
POINTER SISTERS
GWEN GUTHRIE

WILTON FELDER WARWICK & JONES DA22 BAND TINA TURNER ASHFORD & SIMPSON WHISPERS

WHISPERS
REBBIE JACKSON
ANGELA BOFILL
DAVID SIMMONS
BOTHER

WQKS/Williamsburg Steve Crumbley

Steve Crumbley

HONEYDRIPPERS
COLUTURE CLUB
DAZZ BAND
TIME
LOF
CREATL JOHNSON
JOHNNY GILL
ROCKIE JOHNSON
JOHNNY GILL
ROCKIE ROBBINS
ROCER RELLAMAY
CICI
HOLLERS:
ROCKIE ROBBINS
ROCER RELLAMAY
ROCKIE ROBBINS
ROCKIE ROSTON
NEW EDITION
NEW EDITION
RALL & OATES
ROCK MASTER SCOTT

WAAA/Winston-Salem Eric St. James

ROCKIE ROBBINS JESSIE JOHNSON ANGELA BOFILL ROGER REBBIE JACKSON

HOTTEST:
BUGENE WILDE
NEW EDITION
TEMPTATIONS
KOOL & THE GANG
PAUL HARDCASTLE

WTMP/Tampa Michaels/Moore

toe Bullard

TIME
OLLIE & JERRY
TINA TURNER
HOTTEST:
PAUL HARDCASTLE
ROCK MASTER SCOT

#### KHYS/Port Arthur

Mark Petry OLLIE & JERRY STEPHANIE MILLS SHEENA EASTON ROXANNE SHANTE TIME WILTON PELDER ASHFORD & SIMPSO WISH ASHFORD & SIMPSI WISH CHAKA KHAN ISLEY, JASPER & WHAM! EVELYN KING COMMODORES HOTHCOST HIDNIGHT STAR EUGENE WILDE TEMPTATIONS STEVIE WONDER KOOL & THE GANG

#### WANT/Richmond

FORCE MD'S FAT BOYS CHAKA KHAN JANET JACKSON JANET JACKSON SHEENA EASTON ROXANNE SHANTE CICI ELEANOR GRANT ELEANOR GRANT
HOTTEST:
NEW EDITION
PAUL HARDCASTLE
MADONNA
KOOL & THE GANG
GWEN GUTHRIE

MADONNA DIANA ROSS KLYMAXX WHAM! NAMMI EVELTH RING
JOHNNY GILL
TEDDY PENDERGRAS
WARNICK & JONES
STYLISTICS
CHERYL LYNN
PERFECT TIMIN'
ROCKWELL
HOTTER
HOTEST
GAP BAND
JEFFREY OSRORNE

JEFFREY OSBORNE NEW EDITION

#### WTOY/Roanoke Duke Ellington

XAVION
JOHNNY GILL
MARMICK & JONES
WILTON FELDER
FORMAMIC BREAKERS
AM-PM
HOTEST:
NEW EDITION
PAUL HARDCASTLE
EUGENE WILDE
EUGENE WILDE
KOOL & THE GANG
STEVIE WONDER HOTTEST:
THEIMA HOUSTON
EUGENE WILDE
MIDNIGHT STAR
RANDY HALL
STEVIE WONDER

Don Jones
MADONNA
MCCRWELL
CHAKA KHAN
FORCE MD'S
FURIOUS FIVE
JESSE JAMES
WHODIN!
KYM YANCEY
KYM YANCEY
RANFORD 6 SIMPSON
HONIGHT STAR
POINTER SISTERS
MEN EDITIONS
EUGENE WILDE
EUGENE WILDE
EUGENE WILDE CULTURE CLUB UTFO WHAM! JOHNNY GILL KLIQUE NOLAN THOMAS RICHARD D. FIELDS PENNYE FORD REBBIE JACKSON NEWCLEUS FAT BOYS BOTTEST: K OK A/Shrevepor

WBLZ/Cincinnati Brian Castle GLENN FREY CHAMPAIGN CHAKA KHAN Hottest:

#### WDMT/Cleveland

KOOL & THE GANG NUANCE NUANCE
WISH
ROCKWELL
COMMODORES
STRAPE
GRANDMASTER FLASH
RUN D.M.C.
ROXANNE SHANTE
HOTLEST
PAUL BARDCASTLE
EUGENE WILDE
NEW EDITION
READY FOR THE WOR
UTFO

#### WZAK/Cleveland Lynn Tolliver

INTRUDERS
LEVERT
WARNICK & JONES
WILTON FELDER
WHAM! ACTES
CHAKA KHAN
STYLISTICS
JOHNNY GILL
GEORGE BENSON
CONTROLLERS
TEELMA HOUSTON
HOTESET:
READY FOR THE WOR
UTFO INTRUDERS PREDERI WHODINI

CHAMPAIGN WHODINI WHODINI
TINA TURNER
WILTON FELDER
JOHNNY GILL
HOTTEST:
EUGENE WILDE
NEW EDITION
PHILIP BAILEY

#### PRINCE PAUL HARDCASTLE

WHODINI PHILIP BAILEY

WJLB/Detroit James Alexander

James Metalder
FAT BOYS
JOHNNY GILL
WILTON FELDER
RAY GOODMAN & BR
TINA TURNER
HOTCEST
PAUL HARDCASTLE
TEENA MARIE
NEW EDITION
TEMPTATIONS
EUGENE WILDE

WDAO/Dayton Lankford Stephen Rod King Lanktod Stephen
TEDDY PENDEGRASS
INTRUDERS
RAY GOODMAN & BR
JONZUN CREW
WILTON FELDER
WARWICK & JONES
ANGELA BOPILL
STYLISTICS
FAT BOYS
IVY
HOLDER
WILDER
WINNITY
WILDER
W WVOI/Toled

UTFO NEW EDITION

#### 79 Reporting Stations 77 Current Reports The following stations reported a frozen

WDRQ/Detroit

Jim Snowden
CAPTAIN ROCK
WHISPERS
DEBBIE DEB
GAP BAND
JONZUN CREW
NUANCE
PHILIP BAILEY
HOTTEST
EUGENE WILDE
PAUL HARDCASTI
SHEENA EASTON
TEENA MARIE
UTFO

#### WKWM/Grand Rapids Frank Grant

KURTIS BLOW CHAMPAIGN WILTON FELDER JOHNNY GILL JONZUN CREW CHAKA KHAN STAPLE SINGERS TINA TURNER WARWICK & JONES WHAM! WHAM!
HOTTEST:
PAUL HARDCASTLE
SHIRLEY BROWN
NEW EDITION
MADONNA
ROCK MASTER SCOTT

#### WTLC/Indianapolis Jay Johnson

PENNYE FORD
JOHNNY GILL
ANGELA BOFILL
RYM YANCEY
KLIQUE
WARWICK & JONES
RODNEY STEPP RODNEY STEPP Hottest: EUGENE WILDE PHILIP BAILEY PAUL HARDCASTLE NEW SDITION FURIOUS FIVE

#### WLUM/Milwaukee Brown/Austin

Brown/Austin

GAP BAND

GLENN FREY
SHEENA EASTON
FAT BOYS
UTFO
HOTLEST:
CHICAGO
PAUL HARDCASTLE
NEW EDITION
RAY PARKER JR.
PHILIP BAILEY

### wwwS/SagInaw Kermit Crockett

KYM YANCEY EVELYN KING WHISPERS
DAZZ BAND
WARWICK & JONES
DAVID SIMMONS
JEFF LORBER JEFF LORBER HOTTEST: ROCK MASTER SI SHEENA EASTON MADONNA STEVIE WONDER PRINCE

#### KMJM/St. Louis

WHODINI DAZZ BAND JONZON CREW
HOTTEST:
MADONNA
JERMAINE STEWART
READY FOR THE WOR
NOLAN THOMAS

#### WZEN/St. Louis

ROTTEST: STEVIE WONDER TEMPTATIONS MIDNIGHT STAR READY FOR THE WOR PAUL HARDCASTLE

CAPTAIN ROCK NEWCLEUS WARMICK & JONES WHISPERS HOTEST: EUGENE WILDE PAUL HARDCASTLE SHEENA EASTON UTFO

playlist this week: WZEN/St. Louis KSOL/San Francisco



### **NEW & ACTIVE**

GEORGE STRAIT "The Cowboy Rides Away" (MCA) 94/42
Rotations: Heavy 3, Medium 28, Light 63, Total Adds 42 including WGNA, WRKZ, WILQ, WYMI, WESC, WLWI, WCMS, WUSQ, WAXX, WORA, WTOD, KUON, KMPS, KGR, KCUB, Debuts at number 48 on the Country chart.

BARBARA MANDRELL/LEE GREENWOOD "It Should" ve Been Love By Now" (MCA) 89/52
WONE, KWMT, WFMS, KTTS, KLZ, KWJJ, KCKC, KGA, Debuts at number 48 on the Country chart.

WORE, XMM, WINS, NTS, ALE, XWJ, KAK, XWS, Debth at national 40 of the Country Limits.

SHELLY WEST "Now There's You" (Viva) 87/19

Rotations: Heavy 0, Medium 37, Light 50, Total Adds 19 including WWVA, KMML, WVMI, KXYL, WEZL, WFNC, WESC, KIKK, KYKK, WUSS, KWMT, WMNS, WIMIL, KIKFM, KAKA, Debuts at number 49 on the Country chart.

KUUV, KEIN, KCCY, Hasvy: WCKK.
EVERLY BROTHERS "The First In Line" (Mercury/PolyGram) 64/5
Rotations: Heavy 0, Medium 24, Light 40, Total Adds 5, KSSN, KLLL, WPAP, KWMT, WDAF. Medium: WBGW, WCMS, KRMD,
WIRK, KEBC, KFO, KUZZ, KSOP, KMPS, KCUB.

ALABAMA "There's No Way" (RCA) 53/53
Rotations: Heavy 2, Medium 11, Light 40, Total Adds 53, WSNO, WWVA, KASE, KPLX, KXAS, WAMZ, WMC, WWWW, KXXY, K102, KYGO, KVEG, KNIK, KWJJ, KSON.

KXXY, K102, KYGO, KVEG, KNIX, KWJJ, KSON.
FORESTER SISTERS "(That's What You Do) When You.," (WB) 53/16
Rotations: Heavy 2, Medium 10, Light 41, Total Adds 16, WCAO, WBGW, WWVA, WILQ, WYII, KEAN, WFNC, WWOD, WLWI,
WIRE, WTOD. KFOR, KUGN, KEIN, KMPS, KIGO.

MOE BANDY & JOE STAMPLEY "Daddy's Honky Tonk" (Columbia) 50/12
Rotations: Heavy 1, Medium 14, Light 35, Total Adds 12, WCAO, CHOW, WYII, KMML, WGTO, WFNC, WWOD, WTGR, WITL,
WTHI, KYAK, KGA. Heavy: WAMZ. Medium: KVOO, KGIL.

SAWYER BROWN "Step That Step" (Capitol) 18/18
Rotations: Heavy O, Medium O, Light 18; Total Adds 18 including WTSV, WDSY, WWVA, KRMO, WIRK, KSO, KEBC, KKAL, KMAK, KSOP.

TARI HENSLEY "I'm The One Who's Breaking Up" (Mercury/PolyGram) 17/6
Rotations: Heavy O, Medium O, Light 17, Total Adds 6, WGNA, WSNO, KRRV, KKYX, KEBC, KRWQ, Light: WIXY, KRMD, WMNI,

SSUERRA "The Almighty Lover" (Awesome) 15/5 Rotations: Heavy 0, Medium 1, Light 14, Total Adds 5, WWOD, WPAP, KKYŽ, KEBC, KOIL, Medium: WOW, Light: WIXY, WYII, KVOO, KEIN.

NICOLETTE LARSON "Only Love Will Make It Right" (MCA) 14/14 Rotations: Heavy 0, Medium 0, Light 14, Total Adds 14 including WBGW, WTSV, WWVA, KRRV, KRMD, KEBC, KVOO, KUZZ. KRWO, KSDP.

KRWU, KSDF.

ZELLA LEHR "You Bring Out The Lover in Me" (Compleat/PolyGram) 13/9

Rotations: Heavy 0, Medium 1, Light 12, Total Adds 9, WSNO, WWVA, WDXE, WCMS, KKYX, KBMR, KEBC, WOW, KIGO.

LOIS JOHNSON "Loveshine" (EMH) 13/2

Rotations: Heavy 0, Medium 2, Light 11, Total Adds 2, KBMR, KFDI. Medium: WYII, WCUZ. Light: WSNO, KRRV, KSO, KSOP.

JOE SUN "Why Would I Want To Forget?" (AMI) 12/2
Rotations: Heavy 0, Medium 3, Light 9, Total Adds 2, WYII, WTOD. Medium um: WPAP, KKYX, KVOO, Light: WQYK, KFGO, WTSO,

RSUF: N.GA.
THE SHOPPE "Hurts All Over" (American Country) 11/2
Rotations: Heavy 0, Medium 2, Light 9, Total-Adds 2, KSO, KFDI. Medium: KMPS, KIGO, Light: KRRV, KEBC, KTTS.
MARIE OSMOND "Until I Fall In Love Agein" (Capitol/Curb) 10/9
Rotations: Heavy 1, Medium 1, Light 8, Total Adds 9, MLWI, KKYX, KRMD, KBMR, WAXX, KFGO, KVOO, KRWQ, KVEG.

KATIE MCKINZIE "What Do You Take For A Heartache?" (Poverty) 10/2
Rotations: Heavy O, Medium 2, Light B, Total Adds 2, KRWQ, KEIN, Medium: WAJR, KIGO, Light: WKYG, WDXE, KTTS, KTOM.

EDDIE EASTMAN "Dreaming All Over Again" (Artisan) 10/1
Rotations: Heavy O, Medium 1. Light 9, Total Adds 1, WYII, Medium: CHOW. Light: WVAM, KRRV, WDXE, KBMR, KRWQ.
SIMON & VERITY "We' es Still Got Love" (Liberty) 9/7
Rotations: Heavy O, Medium 1. Light 8, Total Adds 7, WSNQ, WWVA, KKYX, KBMR, WAXX, WCUZ, KEBC, Light: WOKK, KRMD.
BILL ANDERSON "Win O'The Clown" (Southern Tracks) 9/3
Rotations: Heavy O, Medium 0, Light 9, Total Adds 3, KFGQ, KTTS, WTOD, Light: WPAP, KKYX, KVOO, KFDI, KSOP.
CABLETTE: "Any Waw You Worth Mar" (Pack) 8/6

CARLETTE "Any Way You Want Me" (Oak) 8/6
Rotations: Heavy 0, Medium 2, Light 6, Total Adds 6, KEAN, KMML, WLWI, KRMD, KSO. KFGO. Light: KVOO, KSOP

### **COUNTRY ALBUM TRACKS**

Cuts are listed in order, with the first cut receiving the heaviest airplay.

ARTIST/Song Title (Label)

Album Title

SIGNIFICANT ACTION

DARRELL CLANTON "I Forgot That I Don't Live..." (WB) 48/12
Rotations: Heavy 1, Medium 9, Light 38, Total Adds 12, WYII, WFNC, WWOD, WLWI, WPAP, WITL, KUGN, KMAK, KEIN, KVEG,

NOV.), NOTO: JOHN FOGERTY "Big Train (From Memphis)" (WB) 47/21 Rotations: Heavy O, Medium 5, Light 42, Total Adds 21 including WGNA, WWVA, WMC, KKYX, WCXI, WCUZ, WDAF, KUGN, KKEW, KMPS.

TERRY GREGORY "Perdon Me, But This Heart's..." (Scott Bros./CBS) 46/12
Rotations: Heavy O, Medium 9, Light 37, Total Adds 12, WCAO, WOKO, WVMI, WWOD, WUSO, KFGO, WITL, WTSO, KUZZ,

NARVEL FELTS "Hey Lady" (Evergreen) 45/6.
Rotations: Heavy O, Medium 8, Ught 37, Total Adds 6, WBGW, WKYG, WFNC, WWOD, KFDI, KUGN, Medium: WVAM, KMML, WSLR, WTL.

TONY ARATA "Sure Thing" (Noble Vision) 27/14
Rotations: Heavy O, Medium 2, Light 25, Total Adds 14 including WCAO, WSNO, WYII, KEAN, WXBQ, WFNC, KFGO, KTTS, KQIL,

MAINES BROTHERS BAND "Everybody Needs Love..." (Mercury/PolyGram) 25/20
Rotations: Heavy O, Medium 4, Light 21, Total Adds 20 including WVAM, WTSV, KRRV, KIKK, WDXE, KRMD, KBMR, WOW, KFDI,

BENNY WILSON "Acres Of Diamonds" (Columbia) 25/7
Rotations: Heavy O, Medium 2, Light 23, Total Adds 7, WYII, WGTO, WCMS, WAXX, WOW, WTOD, KMAK. Medium: WLWI,

JOHN CONLEE/Working Man (MCA) GEORGE STRAIT/Any Old Time (MCA) GEORGE STRAIT/The Fireman (MCA)

EARL THOMAS CONLEY/Love Don't Care (RCA) JUDDS/Drops of Water (RCA/Curb)

GAIL DAVIES/Break Away (RCA) GEORGE JONES w/BARBARA MANDRELL/Daisy Chain (Epic) Lady's Choice

EARL THOMAS CONLEY/Treadin' Water (RCA) RICKY SKAGGS/Country Boy (Epic)

JUDDS/Bye Bye Baby Blues (RCA/Curb)

JANIE FRICKE/Another Man Like That (Columbia) GUS HARDIN/What We Gonna Do (RCA)

GAIL DAVIES/The Trouble With Love (RCA)

STEVE WARINER/Heart Trouble (MCA)

JUDDS/My Baby's Gone (RCA/Curb) ED BRUCE/I Think I Could Love You Better (RCA)

Blue Highway Does Fort Worth Ever ... Does Fort Worth Ever Treadin' Water

Why Not Me Where Is A Woman To Go

> Treadin' Water Country Boy Why Not Me

The First Word In... Wall Of Tears

Where Is A Woman To Go One Good Night Deserves Another

Why Not Me Homecomina

### Support Your Position In The Industry . . Join The Academy Of Country Music

20th **ANNIVERSARY** 1985

1985 AWARDS SHOW MAY 6, 1985 KNOTTS BERRY FARM **NBC-TV** 

For Additional Information and Membership Applications Please Contact:

**ACADEMY OF COUNTRY MUSIC** 6255 SUNSET BLVD., SUITE 915, **HOLLYWOOD, CA 90028** 213-462-2351

"DEDICATED TO THE PROMOTION AND ENHANCEMENT OF COUNTRY MUSIC WORLD-WIDE"



### NATIONAL AIRPLAY/50 January 25, 1985

Total   Machine   Machi			_			-		
§ 4		Lest Week				Heavy	Medium	Light
§ 4	2	1	0	OAK RIDGE BOYS/Make My Life With You (MCA)	158/1	130	18	10
8 3 4 T.G. SHEPPARD/One Owner Heart (WB/Curb) 155/0 122 24 9 9 10 8 ED BRUCE/You Turn Me On (Like A Radio) (RCA) 156/0 116 31 9 9 10 8 G GARY MORRIS/Baby Spe Bye (WB) 160/0 120 35 5 5 12 10 G RICKY SKAGG/SS/Cemething In My Heart (Epic) 144/0 100 32 12 12 10 G RICKY SKAGG/SS/Cemething In My Heart (Epic) 144/0 100 32 12 14 11	9	4	ĕ	MEL McDANIEL/Baby's Got Her Blue Jeans On (Capitol)	160/2	125	26	9
7 5	3	2	3	CONWAY TWITTY/Ain't She Somethin' Else (WB)	157/0	129	18	10
10 8	6	3	4	T.G. SHEPPARD/One Owner Heart (WB/Curb)	155/0	122	24	9
11	7	5	6	ED BRUCE/You Turn Me On (Like A Radio) (RCA)	156/1	116	31	9
12   10	10	8	Ö	GARY MORRIS/Baby Bye Bye (WB)	160/0	120	35	5
14   11	11	9	ŏ	EDDY RAVEN/She's Gonna Win Your Heart (RCA)	155/0	114	36	5
THE STATLERS/My Only Love (Mercury/PG)  15 13	12	10	ŏ	RICKY SKAGGS/Something In My Heart (Epic)	144/0	100	32	12
16 13	14	11	_		159/1	98	50	11
16 13	17	12	Ō	THE STATLERS/My Only Love (Mercury/PG)	156/0	84	62	10
21 17	16	13			161/0	78	72	11
19 16	18	15	Đ	EXILE/Crazy For Your Love (Epic)	162/2	73	78	11
5 6 15 MERILE HAGGARD W/JANIE FRICKE/A Place To Fall Apart (Epic) 125/0 79 28 18 22 19	21	17	Œ	LEE GREENWOOD/You've Got A Good Love Comin' (MCA)	160/3	52	95	13
22 19	19	16	Ø	GUS HARDIN w/EARL THOMAS CONLEY/All Tangled Up In Love (RCA)	150/2	68	64	18
23 20	5	6	15	MERLE HAGGARD w/JANIE FRICKE/A Place To Fall Apart (Epic)	125/0	79	- 28	18
28 25	22	19	0	VERN GOSDIN/Slow Burning Memory (Compleat/PG)	148/2	53	82	13
27 24	23	20	Ð	MICHAEL MARTIN MURPHEY/What She Wants (EMI America)	155/1	43	91	21
24 21	28	25	1	KENNY ROGERS/Crazy (RCA)	153/4	32	99	22
25 23	27	24	1	STEVE WARINER/What I Didn't Do (MCA)	157/2	34	97	26
25 23	24	21	<b>@</b>	JIM GLASER/Let Me Down Easy (Noble Vision)	134/2	55	59	20
29 28	25	23			144/2	32	86	26
34 28	33	27	2	DON WILLIAMS/Walkin' A Broken Heart (MCA)	158/13	23	99	36
1 7 25 ALABAMA/(There's A) Fire In The Night (RCA) 108/0 65 22 21 36 32	29	26	Œ	JOHN ANDERSON/Eye Of A Hurricane (WB)	143/3	31	90	22
36 32	34	28	Ø	JOHN SCHNEIDER/Country Girls (MCA)	148/10	15	90	43
39 35	1	7	25	ALABAMA/(There's A) Fire In The Night (RCA)	108/0	65	22	21
38 33	36	32	20	EARL THOMAS CONLEY/Honor Bound (RCA)	149/14	16	85	48
40 36	39	35	Đ	RAY CHARLES w/WILLIE NELSON/Seven Spanish Angels (Columbia)	125/20	29	62	34
44 37	38	33	ā	GEORGE JONES w/BRENDA LEE/Hallelujah, I Love You So (Epic)	134/12	20	75	39
32 29 31 RAY STEVENS/Mississippi Squirrel Revival (MCA) 106/5 27 51 28 45 38 € NITTY GRITTY DIRT BAND/High Horse (WB) 146/17 10 75 61 20 18 33 EMMYLOU HARRIS/Someone Like You (WB) 114/1 31 60 23 49 40 ₺ BELLAMY BROTHERS/I Need More Of You (MCA/Curb) 141/23 8 67 66 4 14 35 CRYSTAL GAYLE/Me Against The Night (WB) 94/0 42 32 20 42 39 ₺ DAVID ALLAN COE/She Used To Love Me A Lot (Columbia) 113/12 15 63 35 41 ₺ ANNE MURRAY/Time Don't Run Out On Me (Capitol) 128/12 4 65 59 8 22 38 JOHN CONLEE/Years After You (MCA) 86/0 33 37 16  BREAKER ₺ DOLLY PARTON/Don't Call It Love RCA) 116/39 4 36 76 40 ₩AYLON JENNINGS/Waltz Me To Heaven (RCA) 116/19 4 36 62 44 ₺ WAYLON JENNINGS/Waltz Me To Heaven (RCA) 117/16 0 54 63  BREAKER ৳ JUDDS/Girls Night Out (RCA/Curb) 108/63 6 39 63 47 45 ₺ JOHNNY PAYCHECK/I Never Got Over You (AMI) 79/5 10 48 21 35 34 44 REX ALLEN JR./Running Down Memory Lane (Moon Shine) 91/3 20 49 22 DIBUT ₺ ₲ GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb) 61/0 20 23 18  BREAKER DESTITED BARBARA MANDRELI/LEE GREENWOOD/It Should've Been (MCA) 89/39 0 28 70 DEBUT ₺ BARBARA MANDRELI/LEE GREENWOOD/It Should've Been (MCA) 89/39 1 21 17 16 DEBUT ₺ SHELLY WEST/Now There's You (Viva) 87/19 0 37 50	40	36	æ	JANIE FRICKE/The First Word In Memory Is Me (Columbia)	139/13	13	74	52
45 38  NITTY GRITTY DIRT BAND/High Horse (WB) 146/17 10 75 61 20 18 33 EMMYLOU HARRIS/Someone Like You (WB) 114/1 31 60 23 49 40  BELLAMY BROTHERS/I Need More Of You (MCA/Curb) 141/23 8 67 66 4 14 35 CRYSTAL GAYLE/Me Against The Night (WB) 94/0 42 32 20 42 39  DAVID ALLAN COE/She Used To Love Me A Lot (Columbia) 113/12 15 63 35 44 35 CRYSTAL GAYLE/Me Against The Night (WB) 128/12 4 65 59 8 22 38 JOHN CONLEE/Years After You (MCA) 86/0 33 37 16 BREAKER DOLLY PARTON/Don't Call It Love (RCA) 116/39 4 36 76 4 30 WAYLON JENNINGS/Waltz Me TO Heaven (RCA) 115/16 5 48 62 4 4 WAYLON JENNINGS/Waltz Me TO Heaven (RCA) 117/16 0 54 63 BREAKER JUDDS/Girls Night Out (RCA/Curb) 108/63 6 39 63 47 45 5 JOHNNY PAYCHECK/I Never Got Over You (AMI) 79/5 10 48 21 35 34 44 REX ALLEN JR./Munning Down Memory Lane (Moon Shine) 91/3 20 49 22 DEBUT GEORGE STRAIT/The Cowboy Rides Away (MCA) 94/42 3 28 63 13 30 46 GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb) 61/0 20 23 18 BREAKER MICKEY GILLEY/I'm The One Mama Warned You About (Epic) 98/39 0 28 70 DEBUT GENE AND SHILLY WEST/Now There's You (Viva) 87/19 0 37 50	44	37	0	JOHNNY LEE/Rollin' Lonely (Full Moon/WB)	138/14	12	78	48
20 18 33 EMMYLOU HARRIS/Someone Like You (WB)  49 40	32	29	31	RAY STEVENS/Mississippi Squirrel Revival (MCA)	106/5	27	51	28
49 40 C BELLAMY BROTHERS/I Need More Of You (MCA/Curb) 141/23 8 67 66 4 14 35 CRYSTAL GAYLE/Me Against The Night (WB) 94/0 42 32 20 42 39 DAVID ALLAN COE/She Used To Love Me A Lot (Columbia) 113/12 15 63 35 - 41 D ANNE MURRAY/Time Don't Run Out On Me (Capitol) 128/12 4 65 59 8 22 38 JOHN CONLEE/Years After You (MCA) 86/0 33 37 16 BREAKER D DOLLY PARTON/Don't Call It Love RCA) 116/39 4 36 76 - 40 HANK WILLIAMS JR./Major Moves (WB/Curb) 115/16 5 48 62 - 44 D WAYLON JENNINGS/Waltz Me To Heaven (RCA) 117/16 0 54 63 BREAKER D JUDS/Girls Night Out (RCA/Curb) 108/63 6 39 63 47 45 D JOHNNY PAYCHECK/I Never Got Over You (AMI) 79/5 10 48 21 35 34 44 REX ALLEN JR./Running Down Memory Lane (Moon Shine) 91/3 20 49 22 DBJU D GEORGE STRAIT/TINE Cowboy Rides Away (MCA) 94/42 3 28 63 13 30 46 GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb) 61/0 20 23 18 BREAKER D MICKEY GILLEY/I'm The One Mama Warned You About (Epic) 98/39 0 28 70 DBBUT D SHELLY WEST/Now There's You (Viva) 87/19 0 37 50	45	38	æ	NITTY GRITTY DIRT BAND/High Horse (WB)	146/17	10	75	61
49 40	20	18	33	EMMYLOU HARRIS/Someone Like You (WB)	114/1	31	60	23
42 39		40	_		141/23	8	67	66
- 41	4	14	35	CRYSTAL GAYLE/Me Against The Night (WB)	94/0	42	32	20
## ANNE MURRAY/Time Don't Run Out On Me (Capitol) ## 465   59    ## 8 22 38 JOHN CONLEE/Years After You (MCA) ## 36	42	39			113/12	15	63	35
8 22 38 JOHN CONLEEI/Years After You (MCA) 86/0 33 37 16 BREAKER ₺ DOLLY PARTON/Don't Call It Love (RCA) 116/39 4 36 76  - 46 ₺ HANK WILLIAMS JR./Major Moves (WB/Curb) 115/16 5 48 62  - 44 ₺ WAYLON JENNINGS/Waltz Me To Heaven (RCA) 117/16 0 54 63  BREAKER ₺ JUDDS/Girls Night Out (RCA/Curb) 108/63 6 39 63  47 45 ₺ JUDNNY PAYCHECK/I Never Got Over You (AMI) 79/5 10 48 21  35 34 44 REX ALLEN JR./Running Down Memory Lane (Moon Shine) 91/3 20 49 22  □BBUT ₺ 母 GEORGE STRAIT/The Cowboy Rides Away (MCA) 94/42 3 28 63  13 30 46 GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb) 61/0 20 23 18  BREAKER ₺ MICKEY GILLEY/I'm The One Mama Warned You About (Epic) 98/39 0 28 70  □BBUT ₺ ₿ BARBARA MANDRELL/LEE GREENWOOD/It Should've Been (MCA) 89/52 1 21 67  □BBUT ₺ SHELLY WEST/Now There's You (Viva) 87/19 0 37 50	-	41			128/12	4	65	59
- 46	8	22	38		86/0	33	37	16
WAYLON JENNINGS/Waltz Me To Heaven (RCA)   117/16   0   54   63	BREAK	ER	3	DOLLY PARTON/Don't Call It Love (RCA)	116/39	4	36	76
BREAKER → JUDDS/Girls Night Out (RCA/Curb)         108/63         6         39         63           47 45 → JOHNNY PAYCHECK/I Never Got Over You (AMI)         79/5         10         48         21           35 34 → 44 REX ALLEN JR./Running Down Memory Lane (Moon Shine)         91/3         20         49         22           DEBUT → GORGE STRAIT/The Cowboy Rides Away (MCA)         94/42         3         28         63           13 30 → 46 GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb)         61/0         20         23         18           BREAKER → MICKEY GILLEY/I'm The One Mama Warned You About (Epic)         98/39         0         28         70           DEBUT → BRBARA MANDRELL/LEE GREENWOOD/It Should've Been (MCA)         89/52         1         21         67           DEBUT → SHELLY WEST/Now There's You (Viva)         87/19         0         37         50	-	46	0	HANK WILLIAMS JR./Major Moves (WB/Curb)	115/16	5	48	62
47 45.	-	44	3	WAYLON JENNINGS/Waltz Me To Heaven (RCA)	117/16	0	54	63
35 34 44 REX ALLEN JR./Running Down Memory Lane (Moon Shine) 91/3 20 49 22    OEBUT	BREAK	ER	3	JUDDS/Girls Night Out (RCA/Curb)	108/63	6	39	63
DEBUT         ● GEORGE STRAIT/The Cowboy Rides Away (MCA)         94/42         3         28         63           13 30         46 GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb)         61/0         20         23         18           BREAKER © MICKEY GILLEY/I'm The One Mama Warned You About (Epic)         98/39         0         28         70           DEBUT         ● BARBARA MANDRELL/LEE GREENWOOD/It Should've Been (MCA)         89/52         1         21         67           DEBUT         ● SHELLY WEST/Now There's You (Viva)         87/19         0         37         50	47	45	3	JOHNNY PAYCHECK/I Never Got Over You (AMI)	79/5	10	48	21
DEBUT       ● GEORGE STRAIT/The Cowboy Rides Away (MCA)       94/42       3       28       63         13 30       46 GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb)       61/0       20       23       18         BREAKER       ● MICKEY GILLEY/I'm The One Mama Warned You About (Epic)       98/39       0       28       70         DEBUT       ● BARBARA MANDRELL/LEE GREENWOOD/It Should've Been (MCA)       89/52       1       21       67         DEBUT       ● SHELLY WEST/Now There's You (Viva)       87/19       0       37       50	35	34			91/3	20	49	22
13 30 46 GENE WATSON/Got No Reason Now For Goin' Home (MCA/Curb) 61/0 20 23 18  BREAKER	DEBUT	•			94/42	3	28	63
DEBUT         © BARBARA MANDRELL/LEE GREENWOOD/It Should've Been (MCA)         89/52         1         21         67           DEBUT         © SHELLY WEST/Now There's You (Viva)         87/19         0         37         50	13	30			61/0	20	23	18
DEBUT SHELLY WEST/Now There's You (Viva) 87/19 0 37 50	BREAK	ER	1	MICKEY GILLEY/I'm The One Mama Warned You About (Epic)	98/39	0	28	70
State Tree Tree Tree Tree Tree Tree Tree Tr	DEBUT		<b>@</b>	BARBARA MANDRELL/LEE GREENWOOD/It Should've Been (MCA)	89/52	1	21	67
	DEBUT		49	SHELLY WEST/Now There's You (Viva)	87/19	0	37	50
		31	_		53/0	11	23	19
							-	191 5

#### **MOST ADDED** ®

JUDDS (63) Girls Night Out (RCA/Curb) ALABAMA (53) There's No Way (RCA) B. MANDRELL/L. GREENWOOD (52)
It Should've Been Love By Now (MCA) **GEORGE STRAIT (42)** The Cowboy Rides Away (MCA) MICKEY GILLEY (39) I'm The One Mama Warned You About

DOLLY PARTON (39) Don't Call It Love (RCA) **BELLAMY BROTHERS (23)** I Need More Of You (MCA/Curb) JOHN FOGERTY (21) Big Train (From Memphis) (WB) MAINES BROTHERS BAND (20) Everybody Needs Love... (Mercury/PG) **RAY CHARLES with WILLIE NELSON (20)** Seven Spanish Angels (Columbia)

#### HOTTEST

MEL McDANIEL (94) Baby's Got Her Blue Jeans On (Capitol) OAK RIDGE BOYS (62) Make My Life With You (MCA) **CONWAY TWITTY (57)** Ain't She Somethin' Else (WB) T.G. SHEPPARD (39) One Owner Heart (WB/Curb) ED BRUCE (36) You Turn Me On (Like A Radio) (RCA) **GARY MORRIS (35)** Baby Bye Bye (WB) RICKY SKAGGS (32) Something In My Heart (Epic) THE STATLERS (27) My Only Love (Mercury/PG) RAY STEVENS (26) Mississippi Squirrel Revival (MCA)
MERLE HAGGARD w/JANIE FRICKE (25) A Place To Fall Apart (Epic)

most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in paren-theses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters

### BREAKERS

**DOLLY PARTON** Don't Call It Love (RCA)

On 71% of reporting stations. Rotations: Heavy 4, Medium 36, Light 76, Total Adds 39 including WAJR, WHN, WMZQ, WYNK, KXYL, WEZL, WCOS, KIKK, WGKX, WQYK, WUSN, WBCS, KNIX, KWJJ, KSOP. A most added record. Moves 47-39 on the Country chart.

**JUDDS** 

Girls Night Out (RCA/Curb)
On 66% of reporting stations. Rotations: Heavy 6, Medium 39, Light 63, Total Adds 63 including WTSV, WRKZ, WDSY, KASE, WXBQ, WAMZ, WSIX, KSO, WFMS, WMIL, WOW, KYGO, KCBQ. KMPS, KCUB. A most added record. Debuts at number 42 on the Country chart.

The information shown on the National Airplay 50, Breakers, New & Active and Hicant Action, is current. The results shown are based on reports taken from our reporters on Monday, 1-21-85.

**MICKEY GILLEY** 

I'm The One Mama Warned You About (Epic)

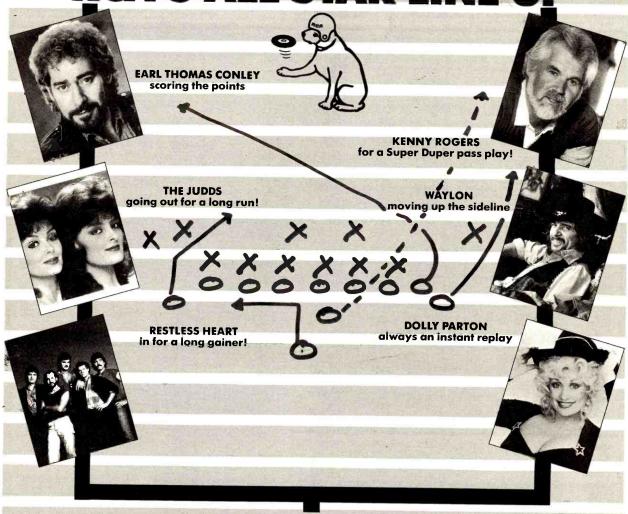
On 60% of reporting stations. Rotations: Heavy O, Medium 28, Light 70, Total Adds 39 including WCAO, WOKO, CHOW, WZZK, WFNC, KSSN, KKYX, WMNI, WITL, WOW, KVOO, KFRE, KVEG. KCCY, KGA. A most added record. Debuts at number 47 on the Country chart



# Promote Yourself In The Marketplace

Call Nina for R&R Marketplace advertising information (213)553-4330

# PLAYS THAT WIN RCA'S ALL STAR LINE UP



#### FOR THE EXTRA POINTS:

#### EARL THOMAS CONLEY RESTLESS HEART WAYLON "Honor Bound" "Let The Heartache Ride" "Waltz Me To Heaven" PB-13960 PB-13969 PB-13984 R&R BB CB R&R BB 60 CB R&R BB CB 23 32 37 New & Active 58 4 43 **6**1 74/12 THE JUDDS KENNY ROGERS **DOLLY PARTON** "Girls Night Out" "Crazy" "Don't Call It Love" PB-13991 PB-13975 PB-13987 R&R CB BB R&R BB @ CB R&R BB CB **B** 47 Œ 29 39 56 BREAKERS. BREAKERS.

WE'RE PENALIZING THE OPPOSITION!

1st Week Out

Touchdown!



### Regional Adds & Hots

FAST udds (RCA/Curt laberns (RCA) , Mandrell/L. Gr

WSWO DOTTO, VT

MOST ADDED MIDWEST Judds (RCA/Curb) B. Mandre'''

MOST ADDED Judds (RCA/Curb) Alabama (RCA) George Strait (MCA)

WGEE Green Bay, WI

CRONER STRAIT
MARKHELL & GREEN
RICKEY CILLEY
JUDGS
DAVID ALLAN COME
BOLLY PARKE
BOLLY PARKE
RICKE STACC
COMMAY SWITT?
RICKY STACCS
WELL RESS
STATLE RS

WFMS-FM Indianapolis, IN

SCHLAMY INCTERS
DAVID MALAN OR
MANORALL & GREEN
JUDGE
ERLLY WEST
NOTES
MALAN MAGGARD
OAK SIGGE
STATLERS
COMMAN TWITTY
STRYE MARKER
WIRE
Indianapolis, IN

KFKF Kenses City, MO

SOUTH Mel McDaniel (Capitol Conway Twitty (WB MOST ADDED Alabama (RCA) B. Mandrell/L. Gree Judds (RCA/Curb)

WUSY Chettanooga, TN

KYKX Longslew, TX

Longrisse, TX
RESTLESS HORSE
RESTLESS
REST

RUNDOCK, TX
HICKEY CILLEY
JUDOS
HARIES MOTHERS
GOOGE STRAIT
RAY STRVENS
EVERY PARTOR
BOCKEY PARTOR
BOCKEY PARTOR
LES CREMINGO
LATE FROM LES
LES CREMINGO
LATE FROM LES
LES CREMINGO
LATE FROM LES
LES CREMINGO
LYCCHOMORY, VA

Lynchburg, VA

FORESTER BISTERS
SIERRA
TERRY GREGOST

TERRY GREGOST

DARRELL CLAFTON
RANGE & STAMPLET
RANGE.
HOLLOW:
EDOT RAVE:
COMMAY WRITTY
NEL NICAMORS

ED SIGNE
WORK

Memphis, TN

HOLDBELL & CHE JUDGE COLLY PARTON HOTAGE TELLY MARKET HELL HODARI EL BAY CENAUSE HERLE RAGGARD ALABAMA WINC-AM Moraphie, TN

Memphie, TW
ALBANA
ALBANA
ALBANA
ALBANA
ALBANA
ALBANA
ALBANA
ALBANA
BOOKACO
BOOKACO
COMAY TWITTY
ECOT JANEN
BITTI CHITTY DIST
WOKK
Mentdlen, MS

WEST HOTTEST Mel McDaniel (Capitol) Oak Ridge Boys (MCA)

WCMS-FM Norfolk, VA

STREET WILLIAM GENERAL SERVICE STRAIN GENERAL SERVICE STRAIN SERVICE S

PROMING CITY, FL.

MOCKEY GILLAY

GRONG STRAFT
BOLLY PARTON

DON N. SETHAT

BOLL P. SAFTHAT

DON N. SETHAT

SAFTE STRANG

ROWELL CLARYOR

RADELA FISKR

SIERRA

MAND SKITTE

RADELA FISKR

SIERRA

MOLERI

LAN STRUMM

ROMELL

RAY STRUMM

RAT COLARIE

POSSOTER SIERRA

WALK

WKIX Raleigh/Dur none Rottest : tone

WINL

WINL

SEE ALLEN JR.
DAVID ALLEN COR

JOHN STREETER

AT COURTE ATTORICE

RAY COURTE

EXCEPTED

KOLLEST

COUNTY TWITTY

T.G. STEEPAND

REI ROUNTIE

BECKY EXACES

GARY POPELS

RICHY BRACIA
KKYX
Sen Antonio, TX
GEORGE STRAIT
HICKEY GILLEY
JUENE
THICKEY GILLEY
JUENE
THICKEY
T

KRIND-AMFM
Shreveport, LA
Shreveport, LA
SAVER BROME
BLASSON
B

WHINE, FAIR BEACH, 2000 A SHOTE SHOW A SHORE SHOW A SHOW A SHORE SHOW A SHOW A SHORE SHOW A SHORE SHOW A SHORE SHOW A SHOW A SHORE SHOW A SHORE SHOW A SHOW A

EAST

JUDGE LEE C THROCO

M.ADAMA
TONY AMERA
YANK SEMELAY
YANK SEMELAY
ZELLA LEM
LEON RATERS
ZENOR SYNCH
STRON 6 VERTY
RECOMPT EL
COMPAT VERTY
WYFRE
SWIFIGO, NY
SWIFIGO, NY Mottest: E.J. THOMAS Nottant: ME. MCDANTEL RAY STEVERS SITTY GRUTTY JUDGS

JUDGE
ALIENNA
ANTER SIGNET
RESCRIPTE LARGON
RESCRIPTE LARGON
ROCKER!
COMPAY TRITTE
ED SHOCE
T.G. SHEFFARD
OAF REGGE EOT
RES. RECARTED.

WRKZ-FM Horshey, PA

HAT CHARLES JUDOS BANK BILLIAMS GRONCE STRAIT EXTATLES HEL HICHARISE OAS FIOCE HOY EDMY ROCETS RAY STEVERS

Morgenkown, JOHNY LEE WAYLON JEMMIN ANGE MUREAT MOLLY PARTIN MOLLY PARTIN MALEAUM, OUR FIDOR MOTE RICHY SEASON COMMAY TWITTY ED BROCK

SHILLANT BROTHER
RIPTY CALTY D
GROUGE JOHNS
ROCKER!
TERMY ROGERS
CLES CAMPSELL
STATLEMS
EARL TROUBLE CO
LES CAMPSELL MICKEY GILLEY MADES BROTHER BOULSHI ORK HIDGE BOTS COMMAN TWITTY 7.G. SEREPARD ED SEUCE GARY HIMBELS NICERY GILLRY TERMY GRECORY TUDOS NAMEDURL & CREE ROTTER BY BOXCE ROW ROCASTE GLAY HORSES OAN MEALE

RELLANT SHOTHER TENEY CHECKY FORSETER SIGHT FORST AND A JOHNNY LEE BANDY A STANFA VATLOW JENNING BOXLANT MICHAEL BANDANC COMMENT WHITTY T.G. SHEPPARD OAK BIDGE BOYS

BANGER, ME.
ALBANG
SANYES BROWN
FORESTER SIFTERS
STOCKETS LABOUR
HAWEL PELTS
DAVID SALAM COE
ROLLES
T.G. SERSYAND
OAK RIDGE SOYS
EAS SECTE
CAN SEALA
CLEM CAPPBELL

WHIN New York, NY EXILE
DOLLY PAPTON
BOLLOC:
OAX BIDGE BOTS
REFUL MAGGARD
EDOLE MARBITT
JIDGE
CHYSTAL GATLE
WIXL-FM
Newton, NJ

Newton, NJ
none
Sottest:
sons
Sottest:
sons
WKYQ
Parkersburg, WV
RAY CRAFEE
SELAMY SESTING
NOTER PART
SOULT PARTS
SOURCE
SOURC

none Bottest: none WDSY Philaburgh, PA

none fottest: none

Westand, ONT
JUGGE
AMORRES & GEREIN
GEORGE START
BARD & STAMPLEY
BARDS & S Windowing, WV

SHELLY MEST
ZELLA LERM
PO DIES BROTHERS IN

RADDWELL & CREENW
E[COLUTTE LANSON
E] DENS & WENLY

STOKE & WENLY

LANSON
EANTER BROTHE
EAST TWENTY
BAY STEVENE
LEE (CHESPHOOD
EAST CHESPHOOD
EAST CHESPHOOD NAMERICA A DES JUDIOS JUDIOS JUDIOS JUDIOS JUDIOS JUDIOS SONS SONTANTO JUDIOS J WPOR-FM Portland, ME WHYR Roches

WILO Williamsport, PA WHItemsport, PA

INTIME JEMBINGS

INTIME JEMBINGS

SANCY INTENSES

SANCY

SAN

WMZQ Washington, DC

JIN GLAMER VERN CONDIN HOTELE NACIANO BICKE STADES T.C. SHEEPPARE CONNAT TWITTY NEL HOUNELE CHOW Welland, ONT

WHIMMSPORT, MED SAMPT JOHNS ALLEADS PAY CHARLES JUDGS FORESTER SISTERS CHOOSE STRAIT DOLLY PARTON MOTERCE STRAIT COMMAY TWYSTE CRYSTAL GAYLE GLEN CUMPBEL MES FARKER VAYLON JERGINGS

MIDWEST WILL POPPOSEL IA

SECLARY SECTIONS
SECURITY SECTIONS
SECTIONS
SECTIONS
SECTIONS
SECTION
SECTION WSLR Akron, OH JOHNSY PAYCHKY MATLOS JENNINGS BIZLANT HOCHERS BUTE WILLIAMS JR. JUMNY IZE HOCHER! MEL MUDIATE CAK RIDGE HOTS EXTERNS RAY CHARLES RAY CHARLES WONE Dayton, OH

KBMR Blemarck, ND ANNE MURRAT MANDRELL E GREENN DOLLY PARTON TARE THOMAS COMLE MOREMENT OAK RIDGE BOYS COMMAY THITTY EDOT RAVEN SICK SKAGOS T.G. EKEPPARO Blemarck, ND

WALHES SHOWNER
SELLA LERR
SINGUE & VERREY
HARLE ORNERD
RALESHAR
HOLOLETTE LARDHARLE ORNERD
MACO SHITTE
LOTS JOHNSON
MACO SHITTE
MEDICANITE.
MEDICANITE.
AND SHITTE
MEDICANITE.
AND SHALE
AND S

NA.ASANCA MITTY CRITYY DIRT JORNAY LEE ROTTON; T. C. SETEPARD ED BROTE CARY MODRIS NEL HODAIS UNE MODRIS UNE MODRIS KSO Des Moines, IA

Des Moines, IA

SANTER BECHN
THE SHOPPE
JUDGE
DOLLY BARTON
CARLETTE
HAMPRELL E GIRE
HOLLEST, BAY STEVENS
JURGENY FAXCHES
JURGENY FAXCHES
GROWGE JUNES WUBE-FM Cincinneti, OH CHICKHOMES, OFFI
DAVID M.L.M. CORE
DAVID M.L.M. CORE
DAVID M.L.M. CORE
MINTY CHITTY CHITTY
CHITTY CHITTY
CHITTY CHITTY
CHITTY CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CHITTY
CH WCXHFM Detroit, MI BARE, THOMAS CONCE ALABAMA JOHN FOCESTY HOCKASE: T.G. SHEPPAND VERN GOED IN JOHNNY PAYCHECK ELABAMA SELLE

Cleveland, OH

PITVE WARINER
LEE GREENWOOD
ROCKEST:
HEREE BENGARD
CONNAI TWITTY
DAM RIDGE BOYE
T.G. SHEPPARD
RICKY BENGES WWWW-FM Detroit, MI ALABAMA RAY CHARLES DOW HILLIAMS HOTELAN HOTELAN HEATLENS HERA HOSMITEL HERE HODGATO RAY OTEVERS

KNEW Oakland/S.F., CA

Oakland/S.F., Gr
JANIE FRICKE
JONE SCHOOLDER
JONE SCHOOLDER
BRE THOMAS COS
RAY CHARLES
JONE POCKETY
BOALER
LOCK BOTE
BEL HOOM BCL
CLES CARD SELL
LES CARDSHOOD
RICKY STANCES

KNIX-FM Phoenix, AZ

KWJJ Portland, OR

KFTN Provo, UT

COLUMBUS, OH
CHOOSE STRAIT
HICKEY GILLEY
HAMDWELL & GREE
SHELLY WEST
JUECES
RALARAMA
SHELLY WEST
EMETICO RANNIS
OCCURRENCE
ONA RIDGE BOTA
SEL RECORNEL
COMMAN TRITTY
COS BANDIR
STRAILES WKKQ-AMFM Duluth, MN CUE MARGON
HARK WILLIAMS JR.
JUEDS
DOLLT PARTON
JIM CLASER
ROSTORY TWITTY
OAK RINGE ROTS
EDDY BAYEN
CLEN CLAPPELL
T.G. SWEPTAND KRRK E. Grand Forks, MN

RAY CHARLES JOHNS TRICKS JANIS FRICKS Hottest: COMMAY TWITT! CAR RIDGE HO! HEE HCCAMISE. GARY HORRIS CUE MARDIN WAXX
Esu Cleire, WI
CROSCE START
JUDGE
HARRE COMMIN
SINCE A VERTY
SUBST WILLOW
ALARMA
OME RIGGE BOTE
RICKY STAGGS
RICK, ROCANIEL
EXILE

EXTLE
KFGO
Fergo, NO
JUDGE
GROWGE FFAALT
GROWGE FFAALT
GROWGE FFAALT
GROWGE FFAALT
GROWGE FFAALT
AND FFAALT
GROWGE FFAALT
AND FFAALT
GROWGE
TOWY ARKEA
SOUTH GROWGE
TERMY CRECORY
CAMPATTE
ROST-OR
ELICKY BEAGGE
COMMAN TWITT
OA FERGOR BOYN
TO BRITCH
WATHER WKMF Filmi, Mi

JOHN STHEIDER
EAST TWOMAS COWLE
GEORGE JOHNS
HITTI GALTY DIST
BOTTOM:
HELL HODANIEL
EXILE
RICKE SKAGGS
SAMTER ZHOME
BAY FEVENS HOS MECES
LACY J. DALTON
EMPTILOS MAJOS S
ANNE HOTBRAY
ALABANA
CLEM CHOMMELL
REAL SHOOMELL
DAN SERLE
SAN SERLS KWMT Fort Dodge, IA WDAF Kenses City, MC EVERLY BROWNING
GRONCE STRAIT
JUDGE
SWELLY WEST
BANDWELL & CHEED
ROTTER
ELICTY SEASON
COMMAN TRITYI
STRILL NO
SAY STRYKHS
SAY STRYKHS

EXILE
EXILE
DOS WILLIAMS
EVERLY SHOTHER
JUES FORSETT
GENERAL STRAIT
SOLUBLY
EXILES FRANCE
RICKY STRAIGS
RIEL HUDANIEL
REFLE HU HAT STEVENS
WOOK
PL Wayne, IN
BELLANY ROUTHERS
HARK STLLTANE JS.
COLLY PARTIE
GARY HORRIS
OAN HEALS
ON BELLS
ON HEALS
ON HOUSE
HEL HOUNT E.
COMMAN THISTY
MODITS
AMERICA WITL-FM Lensing, MI

DARREL CLAFFOR
DOLLY PARTON
BANDY E STANFLEY
TERMY DREGORY
HICTEY CILLEY
HOTHER TRACTEY
RICKY STANGES
JOHNNY PATCHECK
GUE HAR DI
RAY STEVENS WCUZ-AM/FM Grand Repida, Mi WTSO Madison, Wi

Madison, WI
JUDGE
JUDGE STRAIT
RESTLÉSS HEART
RESTLÉSS HEART
RESTLÉSS HEART
RESTLÉSS HEART
RESTLÉSS HEART
RESTLÉSS HEART
AUXILIAN
COMMENT TWATTY
CAR SIDGE BOTS
GLEN CAMPBELL
STATLESS
WBCS
MNWEUKES, WI

PRINDRELL & GREE DOLLT PARTON ALABAMA NOTICES TOLEN CHAPPELL STATLE RS NEL HODANIEL GUS RANDEN DOM HILLIAMS WMIL Milwauken, Wi

JUDDS
JUDDS
SWELLY WEST
NOTES OF SINCE
OAK MINGES
OAK MINGES WDGY Minnespolis

MITTY CRITTY STEVE MARINES CON WILLIAMS Mothest: ALASANA MEL HCTANIEL GAST MODELS RICKY STAGGS T.G. SKEPPARO KCJB Minot, ND GEORGE JONES
RAY CHARLES
RAY CHARLES
RAY CHARLES
RHELLY WEST
HOTEGE:
CAX RIDGE SOYS
T.G. SHEPPARD
RICKY STAGGS
RD BAUCE
RDDY PAVEN

KXXY Oklahoma City, OK ALARAMA
DAVID ALLAM COF
GEORGE JONES
HOTCHES:
EAY CHARLES
EXILE
GUS HARDIN
REL HCDANTEL
STATLERS

KEBC-FM Oktahoma City, OK Oktahoma City,
SINCH & WRITTH
HANTPELL E HANTPELL E EL
DOLLT PARTON
BITTON
TARE HOMBLEY
ZELLA LENN
SANTEN BROMN
ALAMMA
JUDGE
HI COLETTE LARS
HOKLARE
EDOY NAVES
HAY CHARLES
HOE HATCH
ETHOLISE
CITH CHAMILL

KEAN-AMFM Abliene, TX

JUDIOS PARIES RECTYFEAD S REGISTRA RECTYFEAD S RECTYFE WXCL Peorle, IL

none Bottest: KIOV-FM Sloux Falle, SD REARBORA
RICKEY GILLEY
WAYLOR JEMPIFOR
HANDREL & GREE
ROTLER
HEL HOMBIT IN
BELLEY BROTHE
JUDGE
KTTS-AMFM
Springfield, MO

GEORGE STRAIT
MANDRELL & CRM
R[CHEY GILLEY
JUDGE
TOSY ARATA
SILL MODERSON
HOTTEST; SKAGGS
COSMAN THIFFY
HE, MCDAMIS.
GARY MESSIS
EXILE

WWJO \$1. Cloud, MN SI. Cloud, MM
SILTY CRITY DEAT
NO DIES BOTTERS S
JUDGE
HOUTBELL & GREEN
BOTTERS L
GREEN
BOTTERS L
GREEN
BOTTERS
HOUTBELL & GREEN
BOTTERS
HOUTBELL & GREEN
BOTTERS
HOUTBELL
BOTTERS
WIL-AMFE
SI. Louis, MO

ALABAMA
RAY CHARLES
RESTLESS END NY
EOSTERS:
RD BRUCH
CAX ATOMS BOYE
REL HOLDARIEL
T.G. SHEPPARO
CONMAN TWITTY K102 St. Paul MN

St. PROL MN
ALABAM
DAVID ALLAW CDE
JORDAY LEE
REE, THOUGH CORLE
JANIE FRICER
ROTEST:
GAR RIDGE HOYS
T.G. BEEPPAND
ED HOYSE
ROT, HOLMSIE
WITHSFM
Terra Hauts, IN

MICHEY CILLEY
CHOCK STRAIT
BANGY & STANGLEY
GOTOR FORES
T.G. SHEPPAND
STATLEN
JOHN MICKESON
WICE WTOD Toledo, OH

Toledo, OH
GEORGE STRAIT
RESTLESS WERE RT
NAMEMBELL & CREENE
FILE ANDERSON
FILE ANDERSON
FILE ANDERSON
RANGO SATURATION
RANGO SATURATION
JOHN FOCERTY
OAX RICCE SOT
OAX RICCE SOT
OAX RICCE SOT
JOHN SCHEELDER
JOHN SCHEELDER KTPK-FM Topeka, KS

none Nottest: KWEN
TUISE, OK
JOSH BEHNELDER
SAY CHARLES
JOHNEY LEE
BELLIMY BROTHE
ROCKER!
OME RIDGE BOYE
COMMY THITTY
T.C. SHEDPARD
CHYSTAL GAYLE

KVOO Tulsa, OK JUDGE GILLEY SEASIE CHHORT GILLEY SEASIE CHHORT GILLEY SEASIE CHHORT GILLEY FAULT LARGE THE CHILD CHIL

KFD-AMFM Wichte, KS  SOUTH

MARIEM ANOTHER JUDGE THAIR YOUNG COOKE STAIT JUGGE POOSET AND JUST POOSET AND

KASE Austin, TX

AUSTIN, TX

ALARA

JUDGE
DAVID ALLAS COS
DAVID ALLAS COS
DAVID ALLAS COS
ENTER VALUES
ENTER VALU

WYNK Baton Rogue, LA

BAIO HOGUS, LA MARI THOMAS COMIL MARILON JIMOTHOGS COM WILLIAMS MITTY GENTY CERT MELLANT SHOTHERS SOLLY PROPERS SOLLY PROPERS SOLLY PROPERS SOLLY PERSONNES LEE GREENHOOD BAIN SOLLS LEE GREENHOOD BAY CHARLES STEVE WARLES

KLVI Besumont, TX

JANI'S PRICKE
GEORGE STRAIT
HAMPSHELD & GRIENN
HAMPSHELD & GRIENN
HAMPSHELD
HAMPSHELD
HOLEST
HELL HOLMETE
TETHINES
GLES CHAPHELL
BARL THYROLS COMEA

BEOLI, MS
TERRY GREGORY
JUDGES
GROWGE STRAIT
SKELLY WEST
MORECELL & GREENW
MORECELL

MEL MEDARIES.

WZZK-FM
Birmingham, AL

WAYLON JENNINGS
ALABANA
PICTORY GELLEY
NOCKORY TOTAL
COMPAY TOTAL
TO, SMEPAND
EACT NAVIN
GARY TORKES

GARY MORRIS

WXMSQ-FM
Bristol, VA
JUDOS

NICKEY GILLEY
RAT STEVENS
RAY CHARGES
TONY A ROTA
MORRIS
MO

KXYL Brownwood, TX

Brownwood, TX
RICHEY GILLEY
SMELLY MEET
DAVID ALLAM ONE
COLLY PARTOR
BOCLEST:
BOOT PARTOR
BOT PARTO

WEZL-FM Charleston, SC

PRACHETL 4 GR
GENERAL TARTE
DOLLEY PARTON
JODGE
STRAIT
DOLLEY PARTON
JODGE
SERELAT WEST
BOOLEST.
BOOLE

WVMI Bloxi, MS

motest ; none WCOS-AM/FM Columbia, SC Abhene, TX
TONT ARRIVA
COLLY PARTICLE
RECTOR COLLERY
FORESTER SIGT
AND COLLERY
CARRITTE
COMPOSE JUSTES
ROUTERS
ROUTERS CONUMBIA, SC

DOLLY PARTON
MENTION JUNETIMOS
MELLAN BENTHER
CATTO RELAN COR
BOTEON: NITCE BOTS
CAN MITCE BOTS
CAN MERLE
ALABANA
MEDIE RASSITT
MEDIE RASSITE
MEDITE RASSITE
MEDITE RASSITE

WGTO Cypross Garder Alexandrie, LA
maire southers
manomel. A grees
crosse stall
micret cleary
text messeley
taxon safet
alone safet
to colorie
to colori Cypress Gerdents,

ALABAMS
EARDY SENABLEY
JUDICS
BADDEY WILLEGE
ROCKLOST TREITTY
MEL. NICHARTEL
EXTLE
CONNEXT TREITTY
AGE. NICHARTEL
EXTLE
CONNEXT MICHARDON
KPLX-FM
DellessFt. Worth KMML Amerillo, TX

Defige Ft. Worth

ALBARY DOWNERS

SKELARY REPOYNERS

SKELARY REPOYNERS

SKELARY REPOYNERS

KEY RELIABLE JR.

ROCKETAL GATLE

ALABARA

BOOT RAVEY

NO BRICKE

T.G. SESSIPAND

WKLO

Dervelle, KY

Denville, KY
KORNY HOUTHS
BELLANY PROTURES
RAWK WILLIAMS JR.
HITTY CRITTY CHRY
ROCCOL;
ALARAMA
HERLE REGGLED
GARN HOUSE BOTS
GARY HORSES
ED BRUCE
METRY WTVY Dothan, AL

KHEY El Paso, TX EI PARO, TX

JORN FOGENTY
HICKEY GILLEY
HICKEY GILLEY
HICKEY GILLEY
GEORGE SFRAIT
SAME AUGUS
SOCIET JOHN
SOCIET
HICKEY TORNES
SOCIET
HICKEY
HI

Physicsella, NC
COM STLAMBA
BASE, THOMBA CORES
SILVEY GOLFFO GORF
BASE, THOMBA CORES
SILVEY GOLFFO GORF
BASE, THOMBA CORES
SILVEY FOR THE CORES
BASE, THOMBA CORES
BA

KXAS-FM Houston, TX

HOUSION, TX

MAT STEVENS
ALABASEA

MOTEORY :
MERIE NAGGAND
T.G. SEMPPAND
EDDY RAVEN
HEL. HCDANTYL
TO BRECCE

WHOX Knoxyllie, TN

ALABANA
JOHNEY LEXE
DAYID ALLAN ONE
SELLANY SHOTNERS
HOLLOW'S HOMERS
HALD HANGARD
GARY MORELS
T.G. SHEPPAN
DAN HEALS
EVILLE
WDXE
Lawrenceburg. TN

Lawrenceburg.

ALABAM
SANTES BROWN
SANTES BROWN
SANTES BROWN
SELLA IZER
SELLA
IZER
SELLA
LITTE ROCK, AR
LITTE ROCK, AR

PECENT GILLET JUDGE EVERLY BROTHERS NITTY GRITTY DIRT ROCKERS IN THE GRANGE PERSENT NACIONAL TRAINING PERSENT NACIONAL TRAINING PERSENTED READING PERSENTED

Meridian, MS
JUDGE
HAMMORELL & GREENE
TORY ARATA
RADIES SHOWNES S
RAY CREEY
HOTENES L
GEORGE JORES
JORES AVERSACH
VERS GOED DE
KISS-FM
Mismi, FL MODEL HOUSE SETT HELL HOUSE GENE WATSON JUDGE SEMET ROCKES PANK STELLIAMS WKSJ-FM Mobile, AL none Hottest:

WESC-AMFM Groenville, SC CROMER STRAIT JUCOS BOLLY PARTON SIGELT MIST NOT CHARLES TENNY BOCKES TENNY BOCKES SCHOOL JORGA JUNIE PRICKE WLWIFM Montgomery, AL MONIGORNEY, AL

NAM SHALE
OUGLY PARTON
MANORILL & TRUEDO
MANORILL & TRUEDO
MONICO PRATT
JUDGO
MONICO
MONITO
MONITO MAKEM HOUSEON, TX

MEX. SLEW JR.

SEEDLY SCHITT

DOLLY HATCH

MICHAEL STATT

MAKEMENT CHART

MAKEMENT HATT

MAKEMENT CHART

MAKEMENT HATT

MAKEMENT CHART

MAK

WSIX-FM Nastrille, TN 

none BottSat : noné

162 Reporters 152 Current Reports The following stations reported no change in their rotations this week

WIXLINawton WNYR/Rochestal WIXY/Springfield WTVY/Dothan WKIX/Raleigh-Durh KRSY/Roswell The following stations failed report this week and therefore their playlists were frozen

air playlists were tro
WPOC/Baltimors
WYRK/Buffalo
WXTU/Philedelphia
WPOR/Portland
WUSY/Chattanoogi
WKSJ/Mobile
WXSL/Mobile
WXCL/Peoria
KTPK/Topeks
WIRE/Indianapolis

WEST

ALABAMA MEMPEREL 6 GMM GROWER STRAIT NOTEST: LEW GENERACO ANNE MUNICAT DAVID ALLAW CO JOHNEY LAW DOW WILLIAMS

KRST-FM Albuquerque,

JUDOS
BOTTOST:
RAY CHARLES
REL RODATIN:
CLEH CAPPRILL
STRILLING
BELLARY ENOTHS
KKK-FM
Angholm, CA

ANCHORAGE, AN ANCIE PRICES BANCY & STANDS HICKEY GILLAY MOL HOCKAST EL GRONZE JOHNE ANT CHARLES JOHN SCHIETORY KERNY HOGENS

Arroyo Granda, ALABARA SANTER SPORM BOTTEST, OAK STOCE BOYS BO SECCE MEL MCCANIEL GLEF CAMPBELL GARY MOSSIE

KUZZ Bekersfield, CA

KGHL BMIngs, MT

JUDES
WAYLON JUMNINGS
GEORGE STRAIT
HANCETL & CREE
MICKEY GELEY
HOT LOST,
HEL HODANIEL KLZ Denver, CO

KKCS Colorado Springs, CO

Denver, CO

JANEE FRICKE
NO THY GRITHY
RESTRICTS
NO THY GRITHY
RANDOMEL & C
ZARE TROMAS C
ROCKER & C
ZARE TROMAS C
ROCKER & C
ZARE CAMPRIES
GURN CAMPRIES
REE HCOMPRES
RESTRICT
RESTRIC BOILE, D

ANT CHARLES
ANTE MERCAT

ANTE MERC

KUGN-PM Eugene, OR JUDGE JOHN FOCKSTY DARBELL CLANTO DARBELL CLANTO DARBELL & CHE CONCE STARL FRANCE FELTS SOCIALIS FRANCES FRANCES FRANCE FRANCES FOR THE FRANCE FOR THE FRANC

JUDGE HITT GRITTY O JOHNT LEE HALLEST: LEE GREENWOOD ALRAMA DOW WILLIAMS T.G. SHEPPARD JOHN SCHEDICE KFRE "Freeno. CA JFRONDO, CA
MATLON JENNING
JOHN FOGERTY
HICKELT MEET
HICKEY GILLEY
HICKEY GILLEY
JUDGS
ALARANA
HOR BORN
HICK SHAGGS
HERLE RAGGARD
COMENY TRITTY
JOHN ANDERSON
ED BRICE
D BRICE KUUY Chayenine, WY Cheyenine, MY
JOHN SCHEEDER,
JODGE
BU BEKER
BELLANT NOTHER
BAY CHARLES
BAY CHA

ALASAMA
DA MEREL CLANTO
TENTY GREGORY
DESMY WILCOM
BANYER SHOW
HOLORY
HOLOR
ALTER SEAGOS
OAE RIDGE BOYS
EXITE
EX. MCDAFIEL
FO SHUCE

KRWO-FM Gold Hill, OR

ACADAGA
RAYER SHOWN
MAKER CHICKO
TARE HOMELEY
EACTE MCELMEE
MOTERATE
MOTERATE
COMMAN TWETTY
ED BRUCE
MCE. HCDAMIEL
T.C. SHEPPARO KQIL Grand Junetion

Grand Junction, C SIERDA JUANDO SANTED BROWN TORT ARREA ROCKEST TOWN SCHEETIORS FAX STEVENS STATLERS JUNIOTY CARE ERLLINY BROTHERS KEIN Great Falls, MT

THENY GREGORY

COLLY PARTOR

AN REAL CLARTON

ALABAMA

RESTLES TENY

FORMITTE STOTE MA

RETTE MCKIMITE

CAR NIDGE BOYS

RYILE

LEY GREGOMODO

STEWN WARLER

KYDORY FOCERS POTIENE, ON JOHNSY LEE ALADADA DOLLY PARTON DANGELL CLAMPS HANDRELL CLAMPS HONDRELL S GRE HONDRELL S GRE HOLDRE S HANTER STONM BAX COMPLES HAY STEVENS

KVEG Las Vegas, NV LES VAGES, NV
HOCKET GILLEY
HANDSELL & CHKES
GEORGE STRAIT
ORBELL CLARTON
HARIE GENOMO
ALAANDA,
HOCKEST HEL
HOLL ROBATE EL
COMMAY PRITTY
RAY STEVNING
DOS WILLIAMS
KESNY ROCKES KZŁAKLAĆ Los Angeles, CA EMPLY BOOKING
JAMES PRICES
BAY CHARLES
JOHN SCHMEION
BOX WILLIAMS
BOX HOURIB
CONNAY TWITTY
OAK RIDGE MOYE
EXE GREENWOOD
EXILE

Provo, UT

MET ALIM JR.
ALAMAN
ALAMAN
MAN WILLIAMS JR.
DOLLY PARTON
JUDGE
HICKEY GLILLAY
BRILLY WEST
ROCKEST
OAN RICCE BOYS
CONNAY THITTY
T.G. SERPPAND
HE. HCDAFEL
ED BRUCE KCCY-FM Pueblo, CO NOTIFIED OF THE PROPERTY OF TH

KRAK SECREMENTO, CA
BELLANY SHOTHERS
SHELLY MEST
BAY CHARLES
GEORGE JOSES
HOUSES MAGGIND
CHYSTAL GAYLE
ALABAMA
1.0. SHEPPARD
HEL HCTAN: EL KTOM Salines, CA

ALABAMA JOHNY PAYCHE Nottest: COMMAY PMITTY MEL MCDASTEL GARY MORRIS RAY STEVERS GEORGE JOHES KSOP-FM Sait Lake City, UT

ALABAM CHY, OF ALABAM DOLLY PARTON MANDREL & GREEN BANTER SOUME NO DICK FOOD FOR FOOD FOR THE STORY THE SAFETY LYBE SAFETY SAFETY LYBE SAF

KCKC Sen Bernardi MANDRELL & GREENWALLANDER MORTEST: DAR RIGGE BOYS MES. MESSAGEST MES. MESSAGES MESSA

KCBQ San Diego, CA

ALABAMA HEL HICHARIEL Hortosti GRONGE STRAIT
JUDGE
HANDRELL & GREEN
HOTLEST.
MERLE HAGGAND
AICHY SEAGGS
COMMAN THITT
OAR RIDGE SOYS
T.G. SHEEPPARD

SLABAGE
SINCE S VERITY
SIDELETTE LABOUR
SAMPLE BOOM
JOHN FOORSTY
SMELLY WEST
MOREME:
EARL THOMAS COWLE
LEE GREENHOOD
LAVE BURKEY
SOULT PARTOM
KERNY BOORS KMPS-AMFM Seettle, WA

Seattle, WA
GEORGE STRAIT
BELLIANT SHOTHERS
KENEY HOGERS
JOHN FOGERS
JOHN FOGERS
JOHN FOGERS
JOHN FOGERS
JOHN FOGERS
JOHN FATCHERS
BAY CHARLE
JOHN FATCHERS
JOHN FATCHERS
BAY CHARLE
JOHN FATCHERS
JOHN FATCHERS
BOY STRAIT
KROM
GEORGE STRAIT

KRPM Tacoma, WA JANIE PRICKE GEORGE STRAIT JUDGE BOTTONI EL CAL REDAT EL CAL REDGE ROYS STRELERS VERN GOED IN STEVE MARJHER

KGA Spokene, WA Spokene, WA
JULOS
GEODER HTRAIT
PRANSELL & GREENE
HICKEY GILLAY
BABBY & STANFLEY
TORY ARRY
TERRY GRECORY
BOLLER
ED BRICE
HOLL CAMPREL
TORN CAMPREL
T

KIGO St. Anthony, ID

TELLA LENG TOMBOTES STATEMENT TOMBOTES SISTEME ENVIRONMENT SISTEME ENVIRONMENT LANGUM FOLLAND COM-INCLUDE LANGUM FOLLAND SISTEMENT TOMBOTES SISTEMENT TOMBOTES SISTEMENT SISTEMENT SELLAND SOUTHES CANT ROPPIE KSON-FM San Diego, CA KCUB Tucson, AZ

# dult/Contemporary

Continued from Back Page

### BREAKERS.

#### **ANNE MURRAY**

Time Don't Run Out On Me (Capitol)

65% of our reporters on it. Rotations: Heavy 7/0, Medium 60/2, Light 23/7, Total Adds 9, WBEN, WRMM, WMJI, 610TVN, WWOM, V100, WGOW, WLAC-FM, KDUK. Debuts at number 22 on the A/C chart.

#### **COMMODORES**

#### Nightshift (Motown)

61% of our reporters on it. Rotations: Heavy 3/1, Medium 50/1, Light 31/15, Total Adds 17, WSB, KVIL-FM, 97AIA, WOMC, KFMB, WAEB, WICC, WSFM, WGOW, CK101, WRKA, WLAC-FM, KDUK, KKUA, KKPL, WWPA, WAHR. Debuts at number 24 on the A/C chart.

### **NEW & ACTIVE**

JULIAN LENNON "Too Late For Goodbyes" [Atlantic] 82/38
Rotations: Heavy 4/2, medium 35/11, Light 43/25, Total Adds 38, WKBW, WPIX, WPIXM, 97AIA, W101, WARM98, KMGG,
KOST, KGW, BIOO, KFMB, WWOM, WRIE, WKIOW, WBT, CK101, WRKA, WIAC.FM, WSFL, WHBY, WNAM, K10A, WLINT,
WENS, KFL, KWAV, KKR, WWNR, WKNE, WWPA, WKYX, WJBC, WCIL, KFSB, WJDN, WBDW, KFQD, KRNO, Heavy: K106,
WCHV, Medium, WFBR, WLIT, KHOW, WARB, WICC, WKYK, WJBS, WGY, WPIX, WAVE, MWGN, KKIFAM, WEIM, WCKN, WKSW, WAY, WAY, BAYER, KKIFAM, WEIM, WCKN, WKSW, WAY, WAY, BAYER, KKIFAM, WEIM, WCKN, WKSW, WASE, WFFX, WVBS, KEEZ, KWEB, KTWO, KALE. Oue to heavy siplay activity, debuts at number 25 on the A/C chart.

DARYL HALL & JOHN OATES "Method Of Modern Love" (RCA) 76/8
Rotations: Heavy 22/0, Medium 38/4. Light 16/4. Total Adds 8, 3WS, 2WD, WOMC, KS94, KMGG, WIVY, WHAS, WHB, Heavy, WKBW, KLSI, V100, WPJB, KC101, WKJL, WSFL, WAVE, KKUR, KF, KWAV, KKPL, WWNR, WSKI, WWPA, WCKQ, WCHV, KRLB, WFFX, KTVL, KKLV, KALE, Medium: WSB-FM, KVIL-FM, 97AIA, WSNY, WNIC, WMYX, KOST, B100, KEZR, WAEB, WICC, WSFM, WXFV, KWGW, WST, WLGC-FM, WNAM, KIOA, WTRW, KWGM, KOIL, WHNN, WMHE, KRBA, WSKY, WSFV, WZLQ, WYZLQ, WYSS, KEEZ, WJON, KFQD, KGSW. Due to heavy airplay activity, debuts at number 21 on the AJC chart.

PHILIP BAILEY with PHIL COLLINS "Easy Lover" (Columbia) 73/9

Rotations: Heavy 32/0, Medium 31/2, Light 10/7, Total Adds 9, WILT, KFMB, WIVY, KIOA, WHB, 3WM, KBOI, KDUK, WBOW,
Heavy: KVIL-M, 97AIA, KMGG, KZEY, WAER, WICK, WSFM, WYFE, WHB, WHAS, WLUJ, WSFL, WAVE, WHT, WENS, KRAV,
KKUA, KWAY, WWNR, WEIM, WSKI, WWPA, WSKY, WCKO, WCHV, KRIB, WKYX, WFFX, KTVL, KKIV, KOSW, Medium
WTAE, 2WD, WITT, WMJI, WSN, WINC, KIS, KUDI, KHOW, KMJ, KGW, KIR, VIOO, CK101, WRA, WLAC-FM, WING,
KBNT, WTRX, WMGN, KOIL, WHNN, WMHE, WTNY, WZLO, WCIL, KFSB, KEEZ, KALE, Due to heavy eirplay activity, moves 25-19
on the Alf-Chart.

ERIC CARMEN "I Wenna Hear It From Your Lips" (Geffen) 65/19
Rotations: Heavy 2/0, Medium 29/8, Light 34/11, Total Adds 19, WKBW, 97AIA, W101, WISN, WMYX, WCCO, KGW, V100, WRIE, WGV, WLAC-FM, WSFE, KKUA, KWAW, XSL, WAGE, KTWO, KRNO, KMGO, Heavy, KOST, KALE, Medium: WFBR, 8100, WKYE, K106, KRNT, WENS, WMGN, KIXI-FM, WKNE, WSKI, WSKY, WCHV, WGSV, WKYX, KTYL, WJBC, WCIL, KEZ, KKU, KGSW, KRSB.

### **ROTATION BREAKOUTS**

	Total			
	Reports/Adds	Heavy	Medium	Lig
WHAM!	138/0	117	21	0
2 FOREIGNER	135/2	117	16	2
3 CHICAGO	130/1	108	21	1
STEVE PERRY	135/7	96	38	1
3 DIANA ROSS	119/1	79	33	7
6 STEVIE WONDER	117/0	78	33	6
7 JACK WAGNER	106/0	61	38	7
8 RAY PARKER JR.	116/1	70	38	8
ELTON JOHN	116/0	72	36	8
TO BARBRA STREISAND W/KIM CARNES	118/2	53	53	12
11 JERMAINE JACKSON	98/0	36	54	8
GEORGE BENSON	106/5	44	53	9
BILLY JOEL	114/17	16	75	23
KENNY ROGERS	112/17	12	80	20
MANHATTAN TRANSFER	100/4	32	62	6
TO REO SPEEDWAGON	113/20	16	71	26
CULTURE CLUB	102/16	20	62	20
18 BOB SEGER & SILVER BULLET BAND	81/0	21	49	11
PHILIP BAILEY W/PHIL COLLINS	73/9	32	31	10
20 HONEYDRIPPERS	72/0	6	51	15
DARYL HALL & JOHN OATES	76/8	22	38	16
② ANNE MURRAY	90/9	7	60	23
23 JULIAN LENNON	64/0	8	39	17
COMMODORES	84/17	3	50	31
3 JULIAN LENNON	82/38	4	35	43

#### **MOST ADDED** ®

JULIAN LENNON (38) Too Late For Goodbyes (Atlantic)
D. WARWICK with G. JONES (24) Finder Of Lost Loves (Arista) B. MANDRELL/L. GREENWOOD (23) It Should Have Been Love By Now (MCA)

JANEY STREET (22) Under The Clock (Arista)

KIM CARNES (20) Invitation To Dance (EMI America)
REO SPEEDWAGON (20) Can't Fight This Feeling (Epic)

#### HOTTEST

WHAM! (105) Careless Whisper (Columbia) FOREIGNER (104) I Want To Know What Love Is (Atlantic) CHICAGO (87) You're The Inspiration (WB) STEVE PERRY (60) Foolish Heart (Columbia) STEVIE WONDER (40) Love Light In Flight (Motown) RAY PARKER JR. (36) Jamie (Arista)

DIONNE WARWICK with GLENN JONES "Finder Of Lost Loves" (Arista) 61/24 Rotations: Heavy 010, Medium 24/8, Light 37/16, Total Adds 24, WKBW, WPDK, WPPO, WP101, WGY, WKGW, K106, WBT. CK101, WLAC-FM, WING, K104, WTRX, K801, WMRN, WCHW, WZLG, KEZ, WJON, KKLY, KRSB, KMGQ, KALE, Medium: KVILFM, KFMB, WMAZ, WRVA, KSL, KIXI-FM, WEIM, WTKO, WKNE, WSKI, WAHR, WJBC, WCIL, KWEB, WBGW).

AMERICA "(Can't Fall Asleep To A) Lullaby" (Cap'nol) 57/0
Rotations: Heavy 8/0, Medium 38/0, Upht 13/0, Total Asso, O Heavy, WCCO, K105, K5L, WWNR, WTKO, WKNE, KRSB, KMGO, Modium: WLI, WSN, KGW, WBE, WBT, WRSN, KGW, WHEE, WBT, WMSN, KW, WHEE, WBT, WMSN, KW, WHEE, WBT, WMSN, KOW, WHEE, WBT, WMSN, KOW, WHEE, WBT, WMSN, KW, WKN, WSN, WKN, WSN, WKN, WSN, WAHR, WAGE, WKYX, WFFX, WXUS, WJON, KTWO.

JOHN HUNTER "Tragedy" (Private I/CBS) 55/1
Rotations: Heavy 2/0, Medium 29/0, Light 24/1, Total Adds 1, WKGW, Heavy: WEIM, KALE. Medium: WFBR, KLSI, WCCO, KEZR,
WRIE, WKYE, WGY, WMAZ, WSCL, WNAM, WHBC, WMGN, KIXI-FM, KKPL, WWNR, WKNE, WSKI, WWPA, KORQ, WCKQ.
WAGE, WZLQ, WFFX, KTYL, WCIL, WXUS, KKIV, KOSW, KRSB.

KIM CARNES "Invitation To Dance" [EMI America) 49/20 Rotations: Heavy 0/0, Medium 16/3, Light 33/17, Total Adds 20, KEZR, WICC, V100, K106, WLAC-FM, WSFL, WRVA, KRNT, WTRX, WHNN, KWAV, KSL, WWNR, WAG, WZ1Q, WFFX, WVBS, WJBC, WCIL, KFQD, Medium: WFBR, WMAZ, KIXI-FM, WEIM, WSKI, WCHV, WGSV, WKYX, KEZ, K99, KMGQ, KALE

POINTER SISTERS "Neutron Dance" (Planet/RCA) 48/5

ROBLING: HENRY 120, Medium 2021, Light 103, 103 and 405, 52 WW, WOMC, WNAM, WMHE, KWAV, Heery: KMGG, V100, WPLB, WK.J., WSR., WSR., KWA, WSR., WMPA, WCKU, WCHV, KRLB, Medium: KVIL-FM, KLSI, B100, KEZR, WAEB, WRKA, KFI, WWHB, WK.Z., WRYX, KTYL, WCL, KFSB, KEEZ, KKLV, KGSW, KMGG, KALE.

TINA TURNER "Private Dancer" (Capitol) 45/5
Rotations: Heavy 0/0, Medium 26/2, Light 19/3, Total Adds 5, WFBR, WNIC, KLSI, WCCO, WRIE, Medium: KEZR, V100, WPJB,
KKLV, KTWO, KOSW, KRSK, KLE, WMCN, KWAV, KIXI-FM, WWNR, WEIM, WSKI, WWPA, WCKQ, WCHV, WKYX, WFFX, KTYL, WCIL,
KKLV, KTWO, KOSW, KRSK, KLE,

HONEYDRIPPERS "'Rockin' At Midnight" (Es Paranza/Atlantic) 42/5
Rotations: Heavy 2/0, Medium 18/0, Light 22/5, Total Adda 5, KMGG, B100, WPJB, WENS, WCIL. Heavy: KJR, KALE, Medium:
WERR, WKBW, KYIL-FM, KHOW, WAYE, KRNT, KWAY, WWNR, WEIM, WSKI, WCKQ, WCHV, WFFX, KTYL, WJBC, KEEZ, KKLV,
KGSW.

JANEY STREET "Under The Clock" (Arista) 41/22

Rotations: Heavy 0/0, Medium 6/3, Light 35/9, Total Aads 22, WFBR, WRIE, WKYE, WKGW, KEY103, K016, WMAZ, WAVE, KIDA, WHNN, WKNE, KORQ, WCHV, WGSV, WAHR, WFFK, WJBC, WCIL, KFSB, KWEB, WBOW, KKLV, Medium: KRRT, WCHV, WC

JOHN FOGERTY "The Old Man Down The Road" (WB) 40/3
Rotations: Heavy 8/0, Medium 22/2, Light 12/1, Total Adds 3, KVIL-FM, KRNT, KDUK, Heavy: KEZR, WKYE, WSFL, KWAV, KKLV,
KALE. Medium: KGW, WICC, WEZS, WAYE, WNAM, WTRX, WENS, KOIL, KKUA, WWNR, WEIM, WSKI, WSKY, WCKQ, WAHR,
KRLB, WFFK, KTYL, KFSB, KGSW.

KOOL & THE GAÑG "Misled" (De-Lite/PolyGram) 39/1
Rotations: Heavy 1/0, Medium 26/0, Light 12/1, Total Adds 1, WLTF. Heavy: WWPA: Medium: KVIL-FM, WSNY, KLSI, KEZR, KJR,
WAEB, V100, WYBB, KEY'103, WMAZ, WSFL, WMGN, WSKI, KORQ, WSKY, WCKQ, WCHV, KRLB, WKYX, WFFX, KTYL, WVBS,
KKLV, KASW, KALE:

JOHN WAITE "Restless Heart" (EMI America) 35/18
Rotations: Heavy O/O, Medium 4/O, Light 31/18, Total Adds 18, WFBR, WCCO, V100, KEY103, WNAM, KIOA, WTRX, KORQ, WGSV, WAGE, KRLB, WZLQ, WYBS, WCIL, WJON, WBOW, KRSB, KALE, Medium: WMAZ, WSKI, KQSW.

DON HENLEY "The Boys Of Summer..." (Geffen) 33/2

DOIN TERLEY 1 130. Medium 19. UT Summer..." (Geff A. S. P. 18. M. WILT. Hebby: WLTF, B100, KEZR, KJR, WPJB, WAVE, WTRX, KKUA, WSKI, WCKO, KRIB, KTYL, KOSW, Medium: WFBR, 97AIA, WSNY, WICC, V100, WHAS, WKJJ, WENS, KIXI-FM, WKNE, WSKY, WKYX, KKLV.

JIM DIAMOND "I Should Have Known Better" (A&M) 31/6
Rotations: Heavy 0/0, Medium 6/0, Light 25/6, Total Adds 6, WSFM, WKYE, K106, KWAV, WFFX, KFSB. Medium: WMAZ, WRVA, KKPL, WEIM, WKNE, WSKI.

#### SIGNIFICANT ACTION

CARS "Why Can't I Have You" (Elektra) 28/18

Carstions: Heavy 00, Medium 00, Light 28/18, Total Adds 18, WCCO, WAEB, WICC, WSFL, WNAM, WTRX, WHNN. WEIM, KRIB, WYSB, WISS, KEEZ, WJON, WBOW, KRLV, KTWO, KAIE.

ASHFORD & SIMPSON "Solid" (Capitol) 27/5
Rotations: Heavy 5/0, Medium 12/2, Light 10/3, Total Adds 5, WSFL, WAVE, WHNN, KWAV, WSKI. Heavy: 97AIA, 2WD, KOST, KFI. Medium: WSR-FM, KVIL-FM, KMGG, WICC, V100, WWPA, WKYX, WFFX, KTYL, KQSW.

GLENN FREY "The Heat Is On" (MCA) 27/2

Rotations: Heavy 3/0, Medium 11/1, Light 13/1, Total Adds 2, KVIL-FM, KALE, Heavy: KMGG, WKJJ, WWPA. Medium: 2WD, WPJB, WSFL, WAVE, WENS, WCKQ, KRLB, KTYL, KQSW.

BARBARA MANDRELL/LEE GREENWOOD "It Should Have Been Love By Now" (MCA) 24/23
Rotations: Heavy 010, Medium 615, Light 18/18, Total Adds 23, WCCO, KEY103, WMAZ, WRVA, WNAM, KIOA, KRNT, WTRX, WBIM, WTKO, WSKI, KORQ, WGSV, WAHR, WAGE, WKYX, WZLQ, WCIL, WJON, KTWO, KQSW, KRSB, KMGQ. Modium; KSI.

DAVID LEE ROTH "California Girls" (WB) 20/9
Rotations: Heavy 0/0, Medium 8/1, Light 12/B, Total Adds 9, KYILL-FM, WICC, V100, WEZC, WENS, WMHE, WV8S, KFQD, KKLV.
Medium: 97AIA, KMJI, WPJB, KWAV, WWPA, WSKY, WJON.

DURAN DURAN "Save A Prayer" (Capitol) 19/19
Rotations: Heavy 0/0, Medium 0/0, Light 19/19, Total Adds 19, W101, WPJB, KEY103, WNAM, WTRX, WWNR, WEIM, WSKI, KORQ, WAGE, KRLB, WKYX, KTYL, WVBS, WCIL, KEEZ, KTWO, KQSW, KALE.

DIANE SCHUUR "New York State Of Mind" (GRP) 16/8
Rotations: Heavy 0.0, Medium 3/1, Light 13/7, Total Adds 8, WMAZ, WEIM, KORQ, WJBC, KWEB, KTWO, KRSB, KMGQ.
Medium: WAHR, WCIL,

BILLY OCEAN "Loverboy" (Jive/Arista) 15/2
Rotations: Heavy 4/0, Medjum 7/1, Light 4/1, Total Adds 2, KVIL-FM, B100, Heavy: KMGG, KEZR, WSFL, KTYL. Medium: 2WD, V100, WENS, KRUA, WTNY, KRID.

PRINCE "I Would Die 4 U" (WB) 13/1 Rotations: Heavy 3/0, Medium 3/1, Light 1/0, Total Adds 1, WHAS, Heavy: WPJB, WKJJ, WSFL, Medium: KMGG, 8100, KEZR, WCC, WSKY, WCK, KRIB, KEZR

JERMAINE JACKSON/PIA ZADORA "When The Rain Begins To Fall" (Curb/MCA) 11/11
Rotations: Heavy 0/0, Medium 0/0, Light 11/11, Total Adds 11, WKYE, WHNN, WWNR, WEIM, WKYX, KTYL, WVBS, KEEZ,

EUROGLIDERS "Another Day In The Big" (Columbie) 10/6
Rotations: Heavy 0/0, Medium 2/0, Light 8/6, Total Adde 6, KEZR, WWNR, WKNE, WSKI, KTYL, KQSW. Medium: WMAZ, KALE.



### Regional Adds & Hots

RENNY ROGERS ASO SPEEDMAN ROCKEST: CRICAGO WEAM: POREIGNER STEVE PERRY DIAMA ROSS

Hottest: STEVIE WONDER RAT PARKER JR. DIAMA ROSS WEAM! POREIGNER

DIAMA BOSS ELTON JOSS

POINTER SISTERS DAVID LEE ROTE SOCKES! CBICAGO PORSIGNES NEO SPEEDWAGON NEAR!

MARI HILLIP BAILSY

RESSIT ROCERS
COLTURS CLUB
PRILIP SAILEY
EOTTORS
FOREIGNES
JACE UNABER
JESMAINE JACE
SOB SEGGR
SYEVE PERRY

STEVE PERRY RAY PARKER JE SOCKEST JACK WAGHER CHICAGO WEAR! PORSIGNER RBO SPESONAGO

EAST

Parallel One

TIMA TORREST JAMET STREST JOHN MAITE Hottest: CHICAGO PORRIGHER MEAN! STIVE PERRY REO SPEEDMAG

Fortest: JACE WAGNER POREIGNER WEAR! RAY PARKER JE. CEICAGO

ZADORA & JACEBON JAMET STABET JIN DIAMOND SOCKEST: PRILIP BALLET PORZIGNER CBICAGO WHAM! RED SPEEDMAGON

POREIGNER
CHICAGO
CULTURE CLOB
ARME MORRAY
HOT'SET!
JACK MAGRER
MMANI
POREIGNER
CHICAGO
CULTURE CLUB WPJBProvidence Tem Hunter BORRITORIPPERS DORAM DORAM BOTLORI FRILIP BAILST FOREIONER WMAN1 BALL & OATES FOINTER SISTERS Bendy Besch

BILLY JOEL

REO EPERDMACON
JULIAM LEMMON
BRISC CARNEN

BRISC ADMES

BOTLORI
BOTLORI
BOTLORI
COMMODORIS

PAUL RECARTHEY

RALL 6 OATES

WGT/Saho WPLE/New York Anderson MARMICE & JOH ERIC CARMEN Mottest: MRANI POREIGNER STEVE PERKY STEVE PERKY STEVE PERKY STEVE PERKY JULIAN LEMBON MARMICR & JONES Rottost: DIAMA EDES PORSIGNER WEAM! STEVE PERRY BARRA STREISAN

Cerpenter/Cerv
JOSH SUNTER
RADOWNA
JULIAN LENMON
MARWICK & JOHN
JAMEX PRESS
BOTLONI
STEVIE MONDER
EL-YON JOHN
STEVIE PERST
PORE (SMESS
MEAR) OSDOGE SEMBOR COLTURE CLUB Sottest: RAY PARKER JE. HEAR! STEWE PERRY PORE!GMER JULIAN LEHMON

Parallel Three none Sottest:

TULIAM LEMMON MARNICH & JONES DORAN BURAN SADDRA & JACESON FIN CAMMES SUNDOZIDENS ROGER MODOGON ROTENER PORTINER PORTINER MANIPALLEY MEANI PRILIP BALLEY ROG SPERMOCON RALL 6 CATES SILLY JOSL SOTTEST JACK MOMER JERNARE JACKS FOREIGNER RAY PARKER JE, BOS REGER

MARVICE & JONES SORTEST: CRICAGO RAY PARKER JE, LISDA ROMETADY WEAR! POREIGNER RESHY BOGERS SARRY MANILOW SOO BEGER BOHEYDRIPPEMS PAUL MCCAPTHEY JEMMAINE JACKS JACK MEGHER JACK MEGHER

PAUL MAROCASTLE
CULTURE CLUB
DORAN DIRAN
DIANE SCHOUL
AMBORLA GREE
RANDORLA GREE
RANDO WTKOMhace Wayne Flok

MANDRELL 6 GREE TERDY PEROGRAMA REO SPESDWAGON BOTTOST ELTON JOHN EARBHA STREISAM COLTORE CLUB CAE RIDGE BOTS AMME HORRAY

WKNEKcone, MH Howard Cordey Howard Cordey
SUSSOCIIONES
JUBLIAN LESSOO
ALAN GORRIE
JANNIY FYRENT
JUDY COLLINS
SOCTOOLINS
SOCTOOLINS
SOCTOOLINS
ELTON JOHN
ERMITY BOCKESS
COLFUNG CLUD
PANISATTAN THA
AMERICA

WSKIMbentpeller, VT Bruce Stabbine Bruco Stabbins
ASEPCOD & SIMPSON
ZOROGLIDESS
DURANS DURANS
ROB TRO
MANDRELL & GREEN
HOTTON
HOTTON
SALL & CATES
ELTON JORN
POINTER SIFTERS
BARBAR STREISAND

COMMODORAS JULIAN LANGOR CARR

Vercennedivers
RED EPERDMAGOS
SILLY JOSEPS
LERBY ROGERS
ARRES MUSICAT
EARLY RAMILOW
ROTLOST
CSICARO
PORLIGHER
STEVE PERRY
WEARI
DIARA ROSS

616TVN/Columbu FitzGeroldfJones ERMY ROGERS AMER NURRAY Rottost: JACE MAGNER CHICAGO BAY PARKER JR POREIGNER MAMINIANI

MIDWEST

SBKRC/Cincinns Devo Mason STEVE PERSY BOTTEST CHICAGO POREIGNER JACK WAGNER WHANE

WLLT/Cincinner Dichle Shannon

PELLY BOURN REMEY BOURN ROUTOUS PORECOMER JACK MAGNER MEAN JEMMARE JACKSON AL JARREAU

WARRISO/Cin Mark Tipton

JOLIAN LEMMO Sottost: CHICAGO STEVE PERRY ELTON JOEN MEAN! POREIGNER

ROOL 5 THE GA COLTURE CLOS BOXLOST: POREIGNER CHICAGO JONE CAPPERTY STEWN PERKY JACE MAGNER

Parallel One

Parallel Two

POREIGNER SILLY JOEL STEPREN STILLS GALMAY & MARCES JULIAN LEMMON SOTTON TOWN PERST DIAMA DOSS ELTON JOEN MANUATTAN TRANSFI WHAN!

BALL & ORTES BILLT JOEL CULTURE CLUB HAMMATTAN TRAMET COMMCOOGNE POISTER SISTERS BOLDET NAY PARKER JA, BANDRA STREES STRVE PERMY POISTER SISTERS

ASO SPEEDMAGON TINA TUBERS SOCTEST: JACE WAGNER CHICAGO RAT PARKER JR. FORE IGNER HADOWNA

KUDL/Kanaes City Heliam/Taylor

SARSKA STREIGA ROTTOST JACE GAUMER SERGIO HEMDES CHICAGO PORRIGHER STRVE PERKY

Marrommurphy
RED SPSEDWAGON
REIC CARMEN
ROTTOR:
CHICAGO
WHANI
DIAMA ROSS
SYSTIE MOMOGR
RAY PAREER JR.

REO SPEEDING SILLY JOEL -ERTC CARMEN HARMATTAN TR ROTLOGI: CHICAGO PORE!GMER MEAN! SPEVE PERRY STEVIS HOUDE

MARDRELL & GREENW JOSH MAITE CASS PAGL BARDCASTLE SRIC CANNES TEMPTATIONS TIMA TOWNER

SALL & CATES BEC SPESSMAGON BILLY JOEL BARRY MANILOW

LINDA BONSTAC WHMG/Dayton Rick Johnson MARMICE & JON Bottooti POREIGNER PLANA ROSS MEANI ELFON JONN KIDA/Des Meir

THE STATE OF THE S

(CRNT/Des Maines Stove Gibbons BOVE ORBITADO
LINDA SOUSTADO
JOSE PODERTY
ELM CASMES
MANDREL L GREENW
ROTTEST
NEMATINE TRANSFE
NEMATINE TRANSFE
NEMATINE TRANSFE
NEMATINE TRANSFE
CONNECTIONS
CONNECTIONS
CONNECTIONS

Burhardmith
EIM CARMES
JOHN MAITS
DOBAN BOTAN
MAMBRICE & JOH
CARS
MAMBRELL & GS
BOTLONIC
TORRIGHER
CHICAGO
MMAN
DOS BERKLAY
STEVE PERKY

Ashford@rown
JULIAS LERMON
Botteet:
JACK MAGNER
STEVS PRARY
PRILIP BAILST
POREIGNER
CHICAGO

WheelerEegen
JULIAN LEMBOR
MONSTDEIPPERS
MONSTDEIPPERS
MONTOLIER SIPTERS
MONTOLIER
MONTOLIER
MONTOLIER
MONTOLIER
PRILIP MAILET

Parallel Three CULTURE CLOB PRILIP GAILEY BALL & OATES BOTLEST: JACK MAGNER CHICAGO RAT PAREER JR. ELTOM JOHN HEAR!

SILLY JOBL EIM CAMBES OLARS SCHUOR JULIAN LEMBOM JAMEY SPERT STEWN PERRY SLTON JOBS ERMY BOGERS CULTURE CLUB NAMERATTAN TRA

NORTH NECESSA SORT DELTA SERVICE SORT DELTA SERVICE SORT DELTA SERVICE SERVICE

BILLY JOEL Sottest: JACE MAGNER MMAN! SAY PARKER JR. STEVIE MONDES CBICAGO KPBBLisplin, MO Dan Carponter JAMET STREET JIM DIAMOND JULIAN LEHNON Bettest: WEAN! CULTONE CLUB FOREIGNER ELTON JOHN STEVIE NOMOER KOMJONON Maconfilme BARRY MARILON Sotbati POREIGNED CHICAGO STRYIE MONDER STRYE PERRY BARRA STRIBARO

CersonModicale
CULTORS CLAM
HARMICT & JORES
ASSPORD & SIMPO SIM CAMMES
JAMET STREET
CAMS
RADDEA & JACKSOM
BOOLDOR :
PORSIONER
RAY PARKER JR.
WHAN! CASE
MARMICK & JONES
PAUL MARMICKS & JACKSON
DORAN DURAN BOTAN
EACOMA DURAN
FORMIGMEN
MEANI
BAT PARKER JR.
FTSVIE WOMDER

KWESMoot Al Azoloon ALAMONN
JAMET STARRY
ALAH GORRIE
DIAHE SCHOON
ROO SPEEDMAC
GOTOLOGICARO
GETON JOHN
STEVS PERY
WEAN I
POREIGHER

WJONISt. Cloud DismiFine Desmifiee
HANDRILL & GREEN
EARDOR & JACESOW
CARS
JOHN MAITE
SOTTORIC
CHICAGO
STAVE PERTY
ELTYON JOHN
PORBIGHER
HEARI

PETLIP SALET JOHN MATTE JULIAN LENNON JAMET STREET CAMB ROTCOST WHAN! PORTIGMER CEICAGO STRVIN WONDER EARDRA STREISA

SOUTH

Parallel One

JULIAN LEMNON ANNE MORRAY COLTURE CLUB BARRY MARILON BOXTOST: JACK WAGNER CHICAGO WHAN! DIAMA BORS BARRA BYREIS

WS8rAtlente Greg Picciene COMMODORES Sottost: EAY PARKER JR STORE PERRY WEARN DIAMA SOES ELTON JOSH WSS-FWAtter

nome Nottost: JULIAN LEMMON LIONEL RICEIS SYSVIS MONDER POREIGNER WEAN:

Chush Rhodes

DOM BENLET

BILLY OCEAN

BILLY OCEAN

BILLY OCEAN

BILLY DOWNER

CLEND PART

JAVE DE BOTH

COMMISSION

BILLY JOSE,

RAFTEN BELLET

BOTLES

CHICAGO

POSSIONER

PRILLY BAILEY

WASH

AMERICARY
COMMODDES
Sottest:
PORSIGNER
STOVIE NOMORR
CHICAGO
ELYON JORN
DIAMA SOSS
CK101/Coccs Sea
Edwards/Philips JULIAN LANDON CONMICONARI MARMICE & JONES BORTOST CHICAGO POREIGNER STEVE PERRY WEARI AND SPERDMAGON

Chris Gebte

JGLIAM LESSON
LIOMEL RICHES
CHEMPIL LYNN
BILLY JOEL
RESELY BOOKES
RAMENT TOOK
BOOKES
HAMMATTAN TRANS
BOOKES
PRILLY BALLEY
CHICAGO
PORGIGNES
REO SPEEDMAGON
WINDLESSON FASDERMYON
NADOWA
COLTURE CLOB
SILLY JOSE
SALL & OATES
PRILLY BAILEY
SED SPECIMONOUS
HOTESET
CONCARO
JACE MACHER
FORSE GREAT
FORSE GREAT
WHAN 1 2WD/Horlett Richardson/A POINTER SISTEMS ASO SPEROMAGON REMMY ADDRESS HALL & OATES BOTTON'S CHICAMO JACE MAGMER PORSIGNER STEVE PERSY WEAR!

PRINCE STEVE PERRY SALL & CATES Sotteet: CHICAGO JACK MAGNES PHILIF BAILEY FOREIGNES WEAR!

WKJJ/Louleville Leigh Jacobs none Sottoet: GLESS PRET POREIGNES SHARI BALL & OATES RAY PARKES JE.

WRKA/Louisel Jeff Crewlard

**Parallel Two** 

DECATOMINES

ZRIC CASURES

JULIAS LERMON
BARRICK & JOHN
BORRAN
BOTOSTAN
BOT

COMMODORES
ASIO SPESDMAGOS
JULIAN LEMMON
BOTTEST:
CRICAGO
JACE MAGNER
POREIGNER
RAY PARKER Js.
DIARA NOES

MANDRELL & G JAMEY STREET JAMES SCHOOL BOXTOST. JACK WACHER CHICAGO POREIGNER WEAR! STEVE PERRY

HOLLES HOLLES HOLLES HOLLES LENGTH CAMERICA GROUNDE BELLY JOEL

ThemselJenkins
COLTURE CLUB
RED SPEEDWAGOR
BARRY MARILOW
BOTLOST
STEVE PERST
WHAM!
POREIGNER
RAY PARKER JR.
CRICAGO

WBT/Charlotte Dave Stohop

DARRICE & JOHES COLFURS CLUB JUSIAN LERMON ROTLEST CRICAGO RAY PARKER JR. STEVIE MONDER STEVE PERKY MEANI

WEZC/Charlotte Reigh Rhoodes

DAVID LEE SOTE REO EPEEDMAGON Sottost: CHICAGO POMEIGNES SOMEYDEIPPERS WHAM; STEVIE WOWDER

WGOW/Chat

Bottest: CBICAGO POGEIGNER WMAR! PEILIP BAILEY REO SPEEDMAGON MANDRELL & GRE JOHN MAITE JAMEY PREET ROTTON ELTON JOHN DIAMA ROES WEARI POMEIGNER STEVE PERST WLAC-FIMMe Mohele/Gergi

MARWICK & JOHNS JAKET STREET

AMPE AUGRAY
JULIAN LERRON
CULYURE CLOB
ERIC CARMEN
MARMICE 5 JOH
CONNOCORES
BOX LOST
FOREIGNES
STRVIE WONDER
DIAMA ROSS
CEICAGO
CEICAGO ConnonDellos
JOSS POGESTY
CONNODORES
HANDORELL & GRE
JARRY SPREST
GROOGE MESSON
ALAGAMA
BORTOR
JACK WASTEN
TRANS
STOVE PERSY
WEAST
WHAST

WHAREL ASSESSED AND ASSESSED ASSESSEDAD ASSESSED ASSESSED ASSESSED ASSESSED ASSESSED ASSESSED ASSESSED ERIC CAMMEN CARS RESSET ROQUERS SIN CASSING JULIAN LESSON

ASSPORD & RING Bottest: PBILIP BAILEY CHICAGO PORRIGHER DIAMA NOSS WEAM!

HAMBATTAN TRAM RAD SPEEDMACH ESHOT ROUGHS SOCTOOL CHICAGO POREIGHES SAT PARKES JR. JACE MOMBE STEVIE WONDER

EIN CAMBES MANDRELL & CRES STEPRING STILLS SOTTOS PERRY DIAMA NOSS ELTON JOSS SAMERA STREISAM MEAN! HundingtenTellone
ARBFORD & EINPRON
JAMEY STREET
TOTO
BONIES & METHEMEY
EOSTEN PRENY
FOREIGNER
PETLIF BAILEY
MEANT

MARKICK & JOSES RIM CARRES JOSE MAITE TEDOT PERDERGRASS MANDREL & GREEN ROLLOW CRICAGO

Parallel Three WFF X/Tuocale Sander Walker

gim Cammes
JAMET STARRY
JEM DIAMOND
sottest:
gravis Woulder
STAVE PERSY
DIAMA NORS
PONEIGNER
MEAN! HAMDORLL & GREE DORAN DORAN JAMEY STREET DIAMS SCHOUG JOHN MAITE ROTEONER RAY PARKER JS. JEMMAIN JACESO HEART CRICAGO KTYL/Tyter, TX Brien Meleney

none Botteet: CRICAGO PORBIGHER MEAN: GROEGE BENEON PHILLY MAILET

JOHN WAITE SIM CAMMES DURAN BORAN EARORA & JACESO DAVID LEE HOTE CAMB BORTOST: CHICAGO WHAM! FOREIGNER STEVE PERT RAY PARKER JR.

**Parallel Two** 

AMME MORRAY JULIAN LESSON SOCTEST: RAY PARKER JR. WOAM! STEVE PERRY DIAMA MORE POREIGNER

COMMISSION CARS
Sottest:
MEAN!
975VE PERST
POREIGNER
GRONGE BENSS
BILLY JOHL

ESSMY BOGERS DAVID LES BOYE COMMODORS EIN CARMES CAME Bottest: MEAN! STOYS PERRY STOYS MODER ELYON JOHN PELLY MONDER

ANNE RORRAY DAVID LEE RO JOHN MAITE ERIC CARMEN JEPPREY OBSO EIN CARMES Botteet: STEVIZ MONOR

WEST

138 Reporters

123 Current Reports

Parallel One

STEVE PERST GROWDE RESSON SILLY JOEL CULTURE CLUB MADORMA RESSNY ROGERS REC SPEEDWAGO ROCKORT ROCKORT

EZHRY ROGE Bottest: PORSIGHER WEAR! CRICAGO ROD SEGER ELTON JOBS

EALL & OATES JULIAN LEMMON HOMEYDD I PPERS

HOMETON I PPENS Hottest: POINTER EISTEI POREI GMER WEARI PRILIP BAILET MACOMMA

ESO SPERDAN-BILLY JOEL Bottest: CHICAGO STEVE PERRY ELTOW JOES WEAR! PORSIGNER

KGW/Pertland Mile Ohtu

JULIAN LEMMON ERIC CAMMEN Sottest: BAY PARKER JR. STEVIE MORGER HEAR! STEVE PERRY GROUGE REMOOR

Nome Bottest: Bongybrippens Jack Hedmin CHICAGO RAY PARESS JE, WEAM! KFMMMon Diago Mork Lorson

JULIAN LEHNON PRILIP BAILEY COMMODORES

BILLY OCEAN SOMETORIPPERS SARBAN STREEM JULIAN LEMMON SOCTEST: FOREIGNER RAY PARKER JR. WEAN! CHICAGO PEILIP BAILEY

KEZR/Ban Jook Harlow/Davis MartewiDavie

EDROGLIDERS

SURVIVOR

EIN CAMMES

SOUTE & RETHE

ROCCEST

CHICAGO

PRILIP BALLET

WASHI

FOREIGNER

SILLY CCEAN

Parellel Two

Lime Miller
ERIC CARMEN
COMMODORES
BARRY MARILON
BOTTOST
CHECAGO
MEAR!
MADOWNA
RALL & GATES
STEVIS WORDER

KFULes Angeles KoyalKiloy JULIAN LEHNON GRMERAL PUBLIC BOTTORES CHICARD WEARI

PAGE BARDCASTE JOLIAS LEMMOS ERIC CAMMEN POINTES SISTES EIN CAMMEN ASSTORD & EINP JIN DIAMOND JORN POMENTY PORLIGHER PTENT PERRY WHANT HEART PAGE A CAMMEN

**Parallel Three** 

Nable/Owers
Egmer soders
Mammics & John
BOWNIVOR
DAVID LAE BOYN
JAMEY STREET
CARE
Sottest:
DIAMA SOSS
SHEART
FOREIGNER
POREIGNER
POREITY
JORN PORENTY

KTWO/Coops John Leader

ERIC CARMEN DURAM BURAM CAME MANDRELL & GI DIAME SCHOUR BOTTO IT WEATH DIAMA ROSS SLYON JOHN MANUATTAN TRA GROWGE BRISON COUNTAINS
COMMODORS
RED SPEEDMONDO
JOLIAN LESSON
ROTTOST
RAT PARKER JR.
STEVE PERRY
ELTON JOHN
MRANI
MRANI
MRANI
MRANI
MRANI

MANDELL & GRE SADORA & JACES GLES CAMPRELL MANNICE & JOSE JOSE MAITE DIAME SCROUR ROCKOCK TOWN PERRY MAANI CULTURE CLUB POREIGNER

Diame Schoul
Diame Schoul
Manmice & Joses
Paul Bardcaptle
Manmicel & Green
Estc Calmen
Sottost:
STEVE PERT
CEICAGO
MANH
GEORG BERSON
POREIGNER KALE/Tri Cities Bill Templeton MARRICE & JO CLEMP PREY CARS DORAR BURAR JORN WAITE ROTTORIPER BLLT JOSE LUX FOREST COLTURE CURRY COLTURE CLUB

WHBC/Canton WSB-FM/Atlenta WHHY/Montgomery WCKQ/Campellsville KIXI-FM/Seattle K101/San Francisco

WMGN/Medis WKJJ/Louisville KOY/Phoenix WTNY/Watertov K99/Great Falls

Summed Tryen
AMME MURRAY
COMMODORES
JOHN POCETY
PELLY BALLEY
STOYLES
STOYLES
WHAN I
BRO SPEEDMAGOS
BILLY JOEL

George Lemich EIN CAMMEN ERIC CAMMEN Nottest: CHICAGO DIANA NOSS PONEIGNER JACE SWAMEN WEAR!

nome Nottest: CHICAGO STEVIE MONDE PORGIGHER MHAM! STEVE PERRY

The following stations reported no adds or changes in rotation this week:

The following stations falled to report this week and their playlists were frozen:

WTAE/Pittsburgh

### MOR/TRACKS

1	Tw. We	O Las	11 104	152 AOR REPORTERS	Total	Hot I	Medium	Tota
	1	1	0	JOHN FOGERTY/The Old Man Down (WB)	144 :	= 136+	7-	2+
	9	3		DAVID LEE ROTH/California Girls (WB)		+ 119+		2-
	8	4	•	GLENN FREY/The Heat Is On (MCA)	139-	111+	26-	4-
	14	6		BRYAN ADAMS/Somebody (A&M)	137-	110+	27~	10-
	7	5		DON HENLEY/Sunset Grill (Geffen)	136 -			3+
1	-	14	_	JOURNEY/Only The Young (Geffen)	135 -			9-
	2	2	7	The state of the s		- 110-	6+	0=
	10	10		JULIAN LENNON/Too Late For Goodbyes (Atlantic) REO SPEEDWAGON/Can't Fight This Feeling (Epic)	130+			10+
	31	19		JOHN FOGERTY/Rock And Roll Girls (WB)	123		27 - 67 +	5+ 26-
	13	12		DEEP PURPLE/Knocking At Your Back (Mercury/PG)	125=		65+	20-
	22	16		FOREIGNER/That Was Yesterday (Atlantic)	116+		57+	11-
į	6	9	_	GIUFFRIA/Call To The Heart (Camel/MCA)	103-		33-	0-
	15	17	C	SURVIVOR/High On You (Scotti Bros./CBS)	111+	- 52+	59+	14+
1	4	7		PHILIP BAILEY w/PHIL COLLINS/Easy Lover (Columbia	95-	72 -	23+	1 -
-	3	8		DON HENLEY/The Boys Of Summer (Geffen)	85-	78-	7+	0=
	24	21		PAT BENATAR/Ooh Ooh Song (Chrysalis)	111+		61+	13-
1	5	13		KINKS/Do It Again (Arista)	87-		26 –	1+
	12	15		JOHN PARR/Naughty Naughty (Atlantic)	92 -		47-	2+
1	DED	29	_	LRB/Playing To Win (Capitol) THE FIRM/Radioactive (Atlantic)	120+ 107	26	103+	26-
	DEBL 19	20	_	AUTOGRAPH/Turn Up The Radio (RCA)	100 -		60 73-	107 2-
ı	13	34		CARS/Why Can't I Have You (Elektra)	105+		79+	36-
1	25	25	_	TWISTED SISTER/The Price (Atlantic)	92+		79+	6-
١	27	26		ROGER HODGSON/In Jeopardy (A&M)	95+		76+	15+
ı	18	18		BRUCE COCKBURN/If I Had A Rocket(Gold Mtn./A&M			58=	1-
1	34	28	3	G. THOROGOOD &/Gear Jammer (EMI America)	103+	6+	96+	7-
١	42	36		DON HENLEY/All She Wants To Do Is Dance (Geffen)	82+		43+	22+
ı	21	24		BRYAN ADAMS/It's Only Love (A&M)	71 –	<i>36</i> –	<b>35</b> =	0-
1	DEBU			D. BOWIE w/P.METHENY/This Is Not (EMI America)	96	9	66	96
1	28	27		DOKKEN/Just Got Lucky (Elektra) DEEP PURPLE/Perfect Strangers (Mercury/PG)	87+	9-	76=	5-
1	17 43	22 41		KINKS/Living On A Thin Line (Arista)	58 – 66 +		20 38 +	1- 13+
١	54	42		MARTIN BRILEY/Dangerous Moments (Mercury/PG)	79+	6+	68 +	14-
ı	37	37	_	HALL & OATES/Method Of Modern Love (RCA)	53+	36+	16+	3-
ı	39	38		GENERAL PUBLIC/Tenderness (IRS/A&M)	59 +	22+	37+	5+
ı	32	31	37	MOLLY HATCHET/Stone In Your Heart (Epic)	64-	10=	<b>54</b> –	1-
I	=	57	<b>1</b>	JOHN WAITE/Restless Heart (EMI America)	70+	5+	56+	28-
ı	20	32		BRYAN ADAMS/Run To You (A&M)	42-	36-	6-	0=
ı	16	23		TRIUMPH/Spellbound (MCA)	50	17-	33 -	0-
ı	-	52		SCANDAL f/PATTY SMYTH/Beat Of A (Columbia)	60+	12+	44+	16-
I	29	35		CYNDI LAUPER/Money Changes Everything (Epic)	55 -	18-	37-	1=
I	26	33		TRIUMPH/Follow Your Heart (MCA) PAT BENATAR/Diamond Field (Chrysalis)	55+ 46-	11+ 23-	39 + 23 -	21+
I	49	45		ANGEL CITY/Underground (MCA)	46 - 56 +	23 - 1 =	23 - 52 +	8-
	23	30		LOS LOBOS/Don't Worry Baby (Slash/WB)	49-	12-	36-	2-
1	33	39		U2/Wire (Island)	39 -	15-	24-	0-
ı	38	40	48	HONEYDRIPPERS/Rockin' At Midnight (Es Paranza/Atl.)		17-	20+	3+
ı	DEBUT	ightharpoons	49	ROMAN HOLLIDAY/One Foot Back In (Jive/Arista)	5 <b>1</b> +	<b>3</b> =	41+	17-
ı	59	51		FRANKIE GOES TO HOLLYWOOD/Relax (ZTT/Island)	44+	10=	31+	7-
I	DEBUT			CARS/Breakaway (Elektra)	41	9	24	35
1	60	48		STEVE PERRY/Foolish Heart (Columbia)	38 -	9-	27+	3-
1	DEBUT		_	ROBIN GEORGE/Heartline (Bronze/Island)	42+	4+	32+	14=
1	44	46 53		FOREIGNER/Tooth And Nail (Atlantic) FOREIGNER/A Love In Vain (Atlantic)	28 – 26 –	15- 15-	13- 11-	0-
١	41	44		PRINCE/I Would Die 4 U (WB)	37-	15-	25-	0-
I	55	55		CHICAGO/You're The Inspiration (WB)	30 -	15-	15-	1-
I	30	43		BRUCE SPRINGSTEEN/Born In The U.S.A. (Columbia)	29-	12-	17-	0-
1	52	54		U2/The Unforgettable Fire (Island)	30-	9-	21=	1-
ı	58	-	<b>©</b>	FOREIGNER/She's Too Tough (Atlantic)	28-	9-	19-	3=
-							_	_

#### **MOST ADDED** •

THE FIRM (107) Radioactive (Atlantic)
DAVID BOWIE w/THE PAT METHENY GROUP (96)

This Is Not America (EMI America)
CARS (36) Why Can't I Have You (Elektra) CARS (35)

Breakaway (Elektra) **DURAN DURAN (29)** Save A Prayer (Capitol) JOHN WAITE (28) Restless Heart (EMI America)

#### **MOST HOTS**

JOHN FOGERTY (136) The Old Man Down The Road (WB) **DAVID LEE ROTH (119)** California Girls (WB) **GLENN FREY (111)** The Heat Is On (MCA) BRYAN ADAMS (110) Somebody (A&M) FOREIGNER (110)

I Want To Know What Love Is (Atlantic)

### BREAKERS.

#### THE FIRM Radioactive (Atlantic)

70% of our reporters on it. 107/107 including adds at: WNEW, WMMR, DC101, KSRR, WMMS, KLOS, KMET. Debuts at #21 on the Hot Tracks

#### CARS

#### Why Can't I Have You (Elektra)

69% of our reporters on it. 105/36 including adds at: WHJY, WNOR, KQRS, KDKB, KQME, WOOS. Moves 34-23 on the Hot Tracks chart.

#### DAVID BOWIE with THE PAT METHENY GROUP This Is Not America (EMI America)

63% of our reporters on it. 96/96 including adds at: WBCN, WNEW, WLUP, WXRT, WMMS, KBCO, KMET, KROQ. Debuts at #30 on the Hot Tracks chart.

#### DON HENLEY

All She Wants To Do Is Dance (Geffen)

54% of our reporters on it. 82/22 including adds at: WIYY, WNEW, KORS, WXLP, KFMG, KKDJ. Moves 36-28 on the Hot Tracks chart.

#### **MARTIN BRILEY**

#### Dangerous Moments (Mercury/PolyGram)

52% of our reporters on it. 79/14 including adds at: WKLS, WPYX, KMJX, WLAV, WIOT. Moves 42-34 on the Hot Tracks chart.

#### **NEW & ACTIVE**

DWIGHT TWILLEY "Keep On Working" (Private I/CBS) 38/23 (20/14) adds include WHUY, WQFM, WZC, WOUR, KNON, WQB, KQDS, KATT, WGR, WRUF, KWRK, KYD. Hots: 1, KRQU, Mediums: 25 include KYXQ, KQFB, KAZY, KOME, KLAQ, WRXL, WRXL

DONNIE IRIS "Injured In The Game" (HME) 37/20 (18/17) and add Include WIMS, MCP, WORK, WORK, WIRK, WIGH, WORK, WOR

BilLY O'CEAN "(Loverboy" (Jive/Arista) 33/2 (32/3)
Adds: WXLP. WQBK, Hots: 12 include WMMS, WZZO, WKLC. Mediums: 21 include WLUP, WQUR,

WEYV, WIMZ, KMJX, WRDU.

DURAN "Save A Prayer" (Capitol) 30/29 (1/0)

Adds Include KLAQ, WIMZ Hots: 3 WPDH, K97, KKDJ. Mediums: 21 include WMMS, WPYX,

WZZO, WKLC, WCCC, WHON, WFVY, WKDF, WIOR, WWX, WOT, XEEL KOMP.

GIUFFRIA "Do Me Right" (Camel/MCA) 30/10 (20/8)

Adds include KLAQ, WTLB WLAV, KWHL Hots: 9 WKEW, WOFM, KSHE, KCAL, KISS, KILO,

WWW, KROU, KYD, Mediums: 20 include WDVE, KLOS, WOUR, WAAF, KLBJ, KATT, KICT, KFMG.

WWW. KROU, KTYD, Mediums, 20 Include WDVE, KLOS, WOUR, WAAF, KLBJ, KATT, KICT, KFMG.
TINA TURNER "Private Dancer" (Capitol) 29(5 (224)
Adds: WHEB, WCKN, WRDU, WIQB, WHMD, Hote: 9 include CHOM, CHUM, WMMS, WKQQ, K97.
Mediums: 19 include WZZO, WCCC, WBLM, KLYV,
JOHN HUNTER "Tragedy" (Private I/CBS) 29/2 (31/4)
Adds: WLC, KFMX, Hotes & Ricule WMMS, WINZ, WIQB, WXCS, KSPN. Mediums: 23 include WMMS, KBCQ, WCMF, KOMP, WWW, WIUF, KLYV, KWMLOUDNESS "Crazy Nights" (Atco) 25/6 (21/9)
Adds: WBCN, WHEB, WEZX, WINZ, WXIP, WRUF, Hots: 0 Mediums: 22 include WBAB, WHY,
KLOS, KMET, WOUR, KLAQ, KISS, KICT, KFMG.
JOHN FOGERTY "I Saw It On T.V." (WB) 24/7 (17/6)
Adds include WTXX, WXCS. Hots: 10 include WMMR, KTXQ, KZWF, KUPO, WCCC. KLBJ, WDIZ,
WXKE, Mediums: 14 include WBAB, KINK, KZAP, WOUR, WRDU, WOOS, KADS, KEZO, KEZE.
KROKU "Gallroom Bilkz" (Arista) 23/4 (120/6)

KROKUS "Bellroom Blitz" (Arista) 23/4 (20/6) Adds: KMJX, KWFM, KRQU, KOZZ. Hots: 1 KISS. Mediums: 1

WKDF, KODS, WLAV, KRSP.

JOHN HIATT "The Jusual" (Geffen) 22/9 (13/8).

Adds: WYSP, KROQ, KGB, WHEB, WAAF, KIBJ, WAPL, KFMF, KTYD. Hots: 3 include KILO, KSPN.

Mediums: 15 include KGON, KNCN, KKDL, KEZE.

JOHN FOGERTY "Centrefield" (WB) 22/5 (19/6).

Adds: KIDL, WMMS, KCAL, WXCS, WBLM. Hots: 10 include KAZY, KMET. WCCC, WHCN, WWCT,

KMBY, WIZN. WWWY, KTYD. Mediums: 12 include KAZY, KMET. WCCC, WHCN, WWCT,

KMBY, WIZN. WWWY, KTYD. Mediums: 12 include KAZY, KMET. WCCC, WHCN, WWCT,

JANEY STREET "Under The Clock" (Arista) 21/9 (14/11)

Adds: WHEB, WPH, WOUR, WTKX, WIGB, WIGN, KTCL, KRQU, KOZZ. Hots: 1 WDHA. Mediums: 14 include WMMS, KBCO, KAZY, WQBK, WHMD.

RRILICE SPRINGSTEFN. "W. OD, Size" (Columbia) 20/9 (110/6).

BRUCE SPRINGSTEEN, "I'm On Fire" (Columbie) 20/9 (10/6) Adds include WNOR, WOUR, WRDU, WGIR, WRUE, Hots: 7 WHJY, KZEW, KKCI, KFOG, WAQX, WXKE, KILO, Medigma: 13 include WKLS, WLUP, WMMS.

WXKE, KILO, Mediums: 13 include WXLS, WILUP, WMMS.
WHAMI "Careless Whisper" (Columbia) 20/3 (16/2)
Adds: KCAL, WRCN, WCKN, Hots: 11 include WLUP, WMMS, WZZO, WKLC, WRDU, Mediums: 9 include KMJX, WOBK, WBM.
JOHN FOGERTY "Mr. Greed" (WB) 20/3 (22/7)
Adds: WPDH, KFMG, WXCS, Hots: 9 include KZEW, KRR, KSJO, KZOK, WLAV, KKDJ, KFMF, KTYD.
Mediums: 11 include KGB, KRRR, KLAQ, WILB, KATR, WIOT.

Mediums: 11 include KGB, KRDR, KLAQ, WIGB, KATT, WIOT.
FOREIGNER, "Stranger in My Own House" (Atlantic) 18/4 (15/3)
Adds: WYSP, KNCN, WPV, KTVD. Hots: 11 include WIMMR, KMET, WHCN, WLVQ, KKDJ, KOMP.
Mediums: 7 include WKLS, KEZO, KICT, KEZE.
BILLY JOEL "Keeping The Faith" (Columbia) 17/5 (14/8)
Adds: WTXC, WRDU, WIGB, KGGO, WGBK, Hotes: 2 WDHA, WRKJ. Mediums: 13 include WBCN,
WBAB, WMMR, WMMS, WZZO, WRCN, KLAQ.

\*\*COLUMB COLUMB COLU

BRYAN ADAMS "Kids Wanna Rock" (A&M) 17/1 (16/0)
Adds: WNDR. Hots: 11 include KTXQ, WYNF, WQFM, WFYV, KISS, KFMG, Mediums: 6 include KLOL,
WRIF, KLOS, KEZO, KICT.

DANNY SPANOS "I'd Lie To You For Your Love" (Epic) 16/16 (0/0) Adds include WHJY, WSHE, KLAQ, WIQB. Hots: 0. Mediums: 11 include WDVE, KSHE, KUP

RATT "You Think You're Tough" (Atlantic) 16/6 (10/6)
Adds: KUPD, KISW, WTXX, KXZL, KEZE, WXCS. Hots: 0. Mediums: 13 include WHJY, KSRR, WQFM,
KSB, WCCC, WAQX, KISS.

KEEL "The Right To Rock" (Gold Mtn./A&M) 16/6 (14/9) Adds: KLOL, WILZ, WAAF, KNCN, KWFM, KFMX, Hots: 1 KLOS. Mediums: 1 WOFM, KMET, KUPD, KLAQ, KISS. 13 include WHJY, KZEW,

WOFM, KMET, KUPD, KLAQ, KISS.

TRIUMPH "Killing Time" (MCA) 15/12 (4/1)
Adds include WDVE, WPYY, WKDF, WTUE, KEZO, KICT, KOMP, KOZZ, Hots: 4 KNCN, WFYY,
WLVQ, KRDJ. Medium: 10 include KTQK, WAAF.
FLASH AND THE PAN "Midnight Man" (Epic) 15/9 (6/5)
Adds include WBCN, WXRT, KBCO, WOUR, Hots: 2 WLIR, WCPZ, Mediums: 10 include KQAK, WQBK.

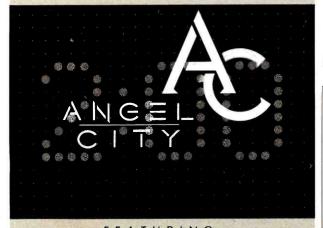
TOTO "Holyanna" (Columbia) 15/9 (5/4)
Adds include KZEW, KGCO, WGIR, KLYV. Hots: 6 include WTKX, WXCS, WCPZ, KFMF. Mediums: 8 include WSTKX, KSHE.



# AOR/ALBUMS

T-w We	D Less		January 25, 1985	152 AOR REPORTERS	Total Reports R			Total Adds All Rotations
¥	114	Ω	JOHN FOGERTY/Centerfield (WB)	"Old Man" (144) "Girls" (128)	151 <b>+</b>	141 +	9-	1-
- 6			DON HENLEY/Building The Perfect Beast (Geffen)	"Sunset Grill" (136) "Boys" (85) "All She Wants" (82)	148+			1+
2			FOREIGNER/Agent Provocateur (Atlantic)	"I Want To" (116) "Yesterday" (116) "Tooth" (28)		133 -		1+
3			BRYAN ADAMS/Reckless (A&M)	"Somebody" (137) "It's Only Love" (71) "Run" (42)		128+		0-
9			BEVERLY HILLS COP/Soundtrack (MCA)	"The Heat Is On" (139)		113+		4-
10			REO SPEEDWAGON/Wheels Are Turnin' (Epic)	"Can't Fight" (123) "I Dowanna Know" (11)	129+			5+
1:			JULIAN LENNON/Valotte (Atlantic)	"Too Late" (130) "Valotte" (10)	132+			9+
8			DEEP PURPLE/Perfect Strangers (Mercury/PG)	"Knocking" (125) "Perfect Strangers" (58)	134 -			0-
			KINKS/Word Of Mouth (Arista)	"Do It Again" (87) "Living" (66)	123-			3+
	1 11		PAT BENATAR/Tropico (Chrysalis)	"Ooh Ooh Song" (111) "Diamond" (46) "Belong" (19)	131+	66 -	65 +	1-
	- Mary		GIUFFRIA/Giuffria (Camel/MCA)	"Call" (103) "Do Me Right" (30)	117-	71 -	46+	2-
11	5 14	P	SURVIVOR/Vital Signs (Scotti Bros/CBS)	"High On You" (111) "I Can't Hold" (12)	119+	56-	63+	12+
6			PHILIP BAILEY/Chinese Walls (Columbia)	"Easy Lover" (95)	98-	74-	24+	1-
13			JOHN PARR/John Parr (Atlantic)	"Naughty Naughty" (92)	99 –	46 -	51-	6+
14			TRIUMPH/Thunder Seven (MCA)	"Follow" (55) "Spellbound" (50) "Killing" (15)	111-	29 -	78+	6+
10			AUTOGRAPH/Sign In Please (RCA)	"Turn Up The Radio" (100) "Girlfriend's" (10)		27=		3=
-	26			"Why Can't I Have You" (105)	111+	21+	84+	35 -
19				"In Jeopardy" (95) "Had A Dream" (14)	100+			12+
1			BRUCE COCKBURN/Stealing Fire (Gold Mtn./A&M)	"Rocket Launcher" (87)		28-		1-
24			TWISTED SISTER/Stay Hungry (Atlantic)	"The Price" (92)		12-	-	6-
23			DOKKEN/Tooth And Nail (Elektra)	"Just Got Lucky" (87)	-		74-	4=
2			HALL & OATES/Big Bam Boom (RCA)	"Method" (53) "Bank On Your Love" (30)	72 -	40 =	31-	3-
18			U2/The Unforgettable Fire (Island)	"Wire" (39) "Unforgettable" (30) "Pride" (18)	72 -	26-	46-	0-
	30		MARTIN BRILEY/Dangerous Moments (Mercury/PG)	"Dangerous" (79)	80+	6+	69+	14-
25				"Tenderness" (59)	63+	26+	36+	5-
26			MOLLY HATCHET/The Deed Is Done (Epic)	"Stone" (64)	64 -	10-	54-	0-
20		27	BRUCE SPRINGSTEEN/Born In The U.S.A. (Columbia)	"Born" (29) "I'm On Fire" (20)	53-	24 -	29=	0-
2	7 29	28	FRANKIE GOES TO / Welcome To The (ZTT/Island)	"Relax" (44) "Welcome" (10)	58-	18=	37+	7-
	35		SCANDAL f/PATTY SMYTH/The Warrior (Columbia)	"Beat Of A Heart" (60)	61+	13+	44+	16-
	38		JOHN WAITE/No Brakes (EMI America)	"Restless Heart" (70)	70+	5+	56 +	26-
2	2 23		LOS LOBOS/How Will The Wolf Survive? (Slash/WB)	"Don't Worry Baby" (49) "Will The Wolf" (13)	<i>56</i> –	16-	38-	4-
2!		32	HONEYDRIPPERS/Volume One (Es Paranza/Atlantic)	"Rockin' " (38)	48 -	22 -	25+	4+
38	5 33	<b>3</b>	ANGEL CITY/Two Minute Warning (MCA)	"Underground" (56)	56 +	1 =	52+	8-
DEF	TUE	. <b>©</b>	ROBIN GEORGE/Dangerous Music (Bronze/Island)	"Heartline" (42)	45+	4+	35 +	14+
32	_		KROKUS/The Blitz (Arista)	"Ballroom Blitz" (23) "Our Love" (20)	43-	4-	<b>36</b> –	4+
3:	7 40	<b>3</b>	CHICAGO/Chicago 17 (WB)	"Inspiration" (30)	<b>33</b> –	17-	16-	2=
38	8 37		STEVE PERRY/Street Talk (Columbia)	"Foolish Heart" (38)	<b>38</b> -	9-	27+	3-
DEE	BUT	0	HEAVENLY BODIES/Soundtrack (Private I/CBS)	"Keep On Working" (38)	<b>45</b> +	1 =	32+	26+
3	í 32	39	PRINCE/Purple Rain (WB)	"I Would Die 4 U" (37)	37-	13-	24 -	0-
33	3 -	<b>@</b>	TOTO/Isolation (Columbia)	"Stranger In Town" (21) "Holyanna" (15)	<b>33</b> +	15 –	18+	5+
_		Ť						

### TWO MINUTE WARNING



UNDERGROUND MCA RECORDS

### **BREAKERS**.

#### MARTIN BRILEY Dangerous Moments (Mercury/PolyGram)

53% of our reporters on it. 80/14 including adds at: WKLS, WSHE, KMJX, KISS, WAPL. Moves 30-24 on the Albums chart.

NEW & ACTIVE — Records building in airplay and coming closest to charting. Numbers indicate total reports/fotal adds; for example, 40/20 means 40 reports and, of those, 20 added it this week. Figures in parentheses are last week's data. Checked records are those that were among the week's most added.

AOR ALBUMS — Album airplay data, with four-week trend of chart movement. Records showing significant upward momentum are buileted. An album's most-reported tracks are listed, with number of stations reporting each song in parentheses. Current singles are BOLDED. Current week's total reports, hot and medium rotation reports, and total adds, are also listed. Symbols represent more (+), less (-), or equal (=) reports compared to last week's figures.

**TRACKS** — Track airplay data for songs from all configurations, including albums, EPs and 45s. Shows four-week trend of chart movement. Records showing significant upward momentum are bulleted. Current week's total reports, hot and medium rotation reports, and total adds, are also listed. Symbols represent more (+), less (-), or equal (=) reports compared to last week's figures.

# ACTIVES IN RADIO



ROBERT A. WELCH KLYV Dubuque, IA

"This competition makes me more aware of new product, especially those that may have been passed over, AIR causes me to go much deeper into those albums I may have thought only had 1-track potential. There's a lot of good product out there that never gets a chance, but now with AIR, those records at least get a listen.

#### TOM KELLY Z-95 Bethlehem, PA

"Picking the hits in 1985 is tougher than ever before. Being on the hits early and beating the competition to the best music is the key. With AIR we at Z-95 have the incentive and the opportunity to listen not only sooner, but more intensely."



AIR . . . The fastest, most reliable tool for getting radio to listen to music. Call Alan Smith at (301) 964-5544 for more information.

**WEEK #16** 

### **AIR** Priorities

WFFK #16

Listen to the Tracks listed below. Decide if each has the potential to attain New & Active, Top 40 or Top 25 in the R&R AOR Hot Tracks. Then call in your responses to AIR at 301-964-5544. Deadline for AOR responses is 6pm, Thursday, January 31, 1985.

A	
0	
_	

### DANGEROUS MOMENTS "It Shouldn't Have Hurt" "Think Of Me"

TITLE/CUTS

MARTIN BRILEY

MERCURY

THE RIGHT TO ROCK
"The Right To Rock" "Electric Love"
"Let's Spend The Night"

TITLE

KEEL

GOLD MOUNTAIN/A&M

Listen to the selections listed below. Decide if each has the potential to attain New & Active, Top 40 or Top 25 in the R&R National Airplay Chart. Then call in your responses to AIR at 301-964-5544. Deadline for CHR response is 6pm, Wednesday, January 30, 1985.

CHR

#### JUST A SHADOW BEHIND THE MASK THE WORD IS OUT RESTLESS HEART UNDER THE CLOCK

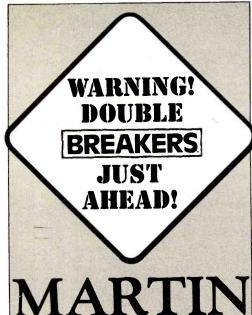
BIG COUNTRY GREG PHILLIGANES JERMAINE STEWART JOHN WAITE JANEY STREET

ARTIST

POLYGRAM
PLANET/RCA
ARISTA
EMI-AMERICA
ARISTA

AIR (Active Industry Research) is a nationwide network
of program and music directors who assess CHR and AOR music
for artist managers, producers and record companies.

™ Active Industry Research • P.O. BOX 1136 • COLUMBIA, MARYLAND 21044 • 301-964-5544



"DANGEROUS

BRILEY

ALBUM 24 TRACK 34

**MOMENTS**"

ADD REPROPES

PolyGram Records



#### MOST ADDED 0

CARS (35) Heartbeat City (Elektra) **DURAN DURAN (27)** Arena (Capitol) JOHN WAITE (26) No Brakes (EMI America) HEAVENLY BODIES (26) Soundtrack (Private I/CBS)

#### **MOST HOTS**

JOHN FOGERTY (141) Centerfield (WB) DON HENLEY (134) Building The Perfect Beast (Geffen) FOREIGNER (133) Agent Provocateur (Atlantic) BRYAN ADAMS (128) Reckless (A&M) BEVERLY HILLS COP (113) Soundtrack (MCA)
REO SPEEDWAGON (100) Wheels Are Turnin' (Epic)

### **NEW & ACTIVE**

JOHN HIATT/Warming Up To The Ice Age (Geffen) 38/13 (25/15)

JOHN HIATT/Warming Up 10 The Ice Age (General 3d) 13 (2s) 1978

Adds: WYSP, KGB, WAAF, KLBJ, WAPL, WGIR, WWWY, KTYD. Hots: 8 include WXRT, KBCO, WLIR, KILO, KWFM. Mediums: 23 include WBAB, KAZY, KGON, KOME, KKDJ, KEZE.

DURAN DURAN/Arena (Capitol) 36/27 (13/0)
Adds include WMMS, WPYX, KLAQ, WIMZ, WIQB, KZEL. Hots: 4 WPDH, K97, KKDJ, WBYG. Mediums: 27 include WZZO, WKLC, WFYV, WWCK, WIOT, KOMP.

BILLY OCEAN/Suddenly (Jive/Arista) 33/2 (32/3)
Adds: WXLP, WQBK, Hots: 12 include WMMS, KKCI, WZZO, WKLC, WYDD, WWWV. Mediums: 21 include WLUP,

KDKB, WOUR, WFYV, WIMZ, KMJX, KWFM.

JOHN HUNTER/Famous At Night (Private I/CBS) 30/2 (32/4)
Adds: WKLC, KFMX. Hots: 6 include WMMS, WIMZ, WIQB, WXCS. Mediums: 24 include WMMR, WYSP, WXRT, KBCO, KOMP, WRUF.

TINA TURNER/Private Dancer (Capitol) 29/5 (27/4)
Adds: WHEB, WCKN, WRDU, WIGB, WHMD. Hots: 9 include WMMS, WKQQ, K97, WIZN, WCPZ, KSPN. Mediums: 19 include WZZO, WIMZ, WWCT, WBLM, KLYV.

WHAMI/Make It Big (Columbia) 22/2 (19/3)

Adds: WRCN, WCKN. Hots: 11 include WLUP, WMMS, KKCI, WZZO, WKLC, WYDD, WPDH. Mediums: 11 include KINK, WLIR, KMJX, WBLM, KSPN.

JANEY STREET/Heroes, Angels, & Friends (Arista) 21/9 (14/11)
Adds: WHEB, WPDH, WOUR, WTKX, WIQB, WGIR, KTCL, KRQU, KOZZ. Hots: 1 WDHA. Mediums: 14 include WMMS, KBCO, KAZY, WWWV.

FLASH AND THE PAN/Early Morning Wake Up (Epic) 18/11 (6/5)
Adds include WBCN, KBCO, KAZY. Hots: 2 WLIR, WCPZ. Mediums: 12 include WXRT, WPDH, WOUR, KNCN.

DANNY SPANOS/Looks Like Trouble (Epic) 17/17 (0/0) Adds include WHJY, WSHE, WPLR, KLAQ, WIQB. Hots: 0. Mediums: 12 include WDVE, KZEW, KSHE, KUPD, KGB, WAAF, KLBJ, KISS.

RATT/Ratt (Atlantic) 17/7 (10/6) Adds: KUPD, KISW, WRCN, WTKX, KXZL, KEZE, WXCS. Hots: 0. Mediums: 13 include WHJY, KSRR, WQFM, KGB,

WAQX, KISS, KTYD. BILLY JOEL/An Innocent Man (Columbia) 17/5 (14/8)
Adds: WTKX, WRDU, WIQB, KGGO, WQBK. Hots: 2 include WRKI. Mediums: 13 include WBCN, WBAB, WMMR,

WMMS, WZZO, KLAQ, KLYV. KEEL/The Right To Rock (Gold Mtn./A&M) 16/5 (14/8)
Adds: KLOL, WLLZ, WAAF, KNCN, KFMX. Hots: 1 KLOS. Mediums: 13 include WHJY, KZEW, WQFM, KMET, KUPD, KLAQ, KISS.

KIM WILDE/Teases & Dares (MCA) 15/5 (11/6) Adds: WBCN, KCAL, WCCC, WQBK, KUFO. Hots: 3 WLIR, WBYG, KRQU. Mediums: 11 include KQAK, WPDH, KFMF.

A DROP IN THE GRAY/Certain Sculptures (Geffen) 15/4 (11/9) Adds: KNCN, KMBY, KUFO, KOZZ. Hots: 1 KBCO. Mediums: 10 include KAZY, KQAK, KKDJ, KEZE, KSPN, KTCL.

ERIC CARMEN/Eric Carmen (Geffen) 15/3 (15/8) Adds: KBPI, WIMZ, KGGO. Hots: 4 WMMS, WBYG, KSPN, KRQU. Mediums: 10 include KAZY, KLAQ, WTKX, WXCS,

NEW & ACTIVE — Records building in airplay and coming closest to charting. Numbers indicate total reports / total adds; for example, 40/20 means 40 reports and, of those, 20 added it this week. Figures in parentheses are last week's data. Checked records are those that were among the week's most added.

AOR ALBUMS — Album airplay data, with four-week trend of chart movement. Records showing significant upward momentum are bulleted. An album's most-reported tracks are listed, with number of stations reporting each song in parentheses. Current singles are BOLDED. Current week's total reports, hot and medium rotation reports, and total adds, are also listed. Symbols represent more (+), less (-), or equal (=) reports compared to last week's figures.

AOR BREAKERS — A record is a breaker the first week that it's reported by at least 50% of our AOR reporters. Total reports/total adds information listed; for example, 100/50 means 100 total station reports and, of those, 50 added it this week.

A	әбед 1хән п	o pən <mark>un</mark> aeq on	MAKED PARKUS	Harrie Town					Hemptet		
Column   C	TOTAL STATE OF THE	"OL BED HIMMAN FRANCISCO CONTROL CONTR	CHAPTER ADDRESSES ADDRESS ADDRESS ADD	MULTIPLE CONTRACTOR CO	ELEMENT COLUMN TO THE PARTY OF	AND STATE OF THE S	Another State of the Control of the	## GENERAL FOR THE PROPERTY OF	PODGE - BODGO	MATERIAL ENGINEERS COMMITTED TO THE COMMITTED	A STATE OF THE PARTY OF THE PAR
Company   Comp	IN JAMES OF MINOS OF	A PATROLOGICA STATE OF THE STAT	CONTRACTOR OF THE CONTRACTOR O	man per  Transfer of the Trans	000 200 000 000 000 000 000 000 000 000	STATE OF THE PARTY	e cooperation of the cooperation	KHOCHICANE  KHOCHICANE  KHOCHICANE  KHOCHICANE  MANUACHICANE  MANUACHICA	LEAST AND ADDRESS OF THE ADDRESS OF	OCCOMENTAL DESIGNATION OF THE PROPERTY OF THE	A CONTRACTOR OF THE PROPERTY O
Second Column   Second Colum	and the second of the second o	A CONTRACT OF THE CONTRACT OF	2015-976 (POS) puomus+ji/Qipui-M  April 100	AND PRICES	(804) PGS-1002  MAEAN/PSCFBOURIJIS*  LANCE WAS	THE STATE OF THE S	Paulos no. 14 ure includ no. 1129-222 (216) Oquotuy urs/SSIX	2011-599 (SOE) OpusIvO/ZIQM	STATES COCCEMENT LES TANABITE L	wol a bangizea	Paraller Three: Stations at a stig. Stations at a stig. Stations at a stig. Competitor(s) are et parallel.
PARTY AND PARTY	OF BA OF SOM (	Management of Ma	or comments of the comments of	CONTRACTOR	SAMPY (OME  TOTAL  TOTA	ALITHUM EMERICAN MATERIAL PROPERTY AND A PROPERTY A	AND COLOR OF THE C	AND FINE MATERIAL BY AND THE A	THE SOLVE CONTROL MEMORIAL SOLVE SOL	Agent with a series of the ser	Parallel Dres. 120.
ellysen Bylles HIRW 350ddu MAT MAT V	ANALOSOM DANA CONTROL OF THE CONTROL	STATE OF THE PARTY	Will write a control of the control	PARTICIO COMPANIA DE LA COMPANIA DE	CROSS SECTION CONTROL OF CONTROL	200 STATE OF THE PARTY OF THE P	THE CONTROL OF THE CO	THE PROPERTY OF THE PROPERTY O	ALL DOWN  MARINE TOWN  T	THE VALUE OF THE V	Assessment of the control of the con
	AllineaniaDMR34JURW	KEWX EWI II PROCE						and the set of		(pand	EAST (contin

# REGIONAL MORR ACTIVITY

THE TO STATE OF THE TOP TO STATE OF THE TOP	COULING ON THE PROPERTY OF THE	ENTER ALL PROPERTY OF THE PROP	POTENTIAL TO THE PARTY OF THE P	MADDIMIPOLOGY  AND DESCRIPTION  AND DESC	Section 1997 Secti	The second secon	- CADDO - CADO - CADDO	SALE COLLEGE  STATE OF THE MAN PART OF THE MAN	and	AND COMMENT OF THE PARTY OF THE
MISAME AND	MAX CZILARGE  MA	PART OF THE PART O	A CONTRACTOR OF THE STATE OF TH	A march control and a marc	ACTION ACTIONS  ACTION ACTION  ACTION ACTION  ACTION ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  ACTION  A	The world and the second and the sec	OLDON STATES OF THE STATES OF	Consideration of the considera	The control of the co	CONTRACTOR OF THE PROPERTY OF
3M. Jonathod M.Jaw.  2005-057 (OS)  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-7-96  1518-96-	Part and the state of the state	ACTION AND ACTION ACTION AND ACTION AND ACTION	The control of the co	THE ACT OF	ACCOUNTS OF THE PARTY OF THE PA	WANTE PARTY OF THE	THE PROPERTY OF THE PROPERTY O	THE STATE OF THE S	STORY AT THE STORY	



PO: PAUL PREDETCRA HD: JACK EMERSOR THE PROPERTY OF THE PROPERTY O WEBN/Cincinnati (513) 871-8500

CITI-FMW/Innipeg
(204) 786-6181

William Committee Commi PO TOTA CHIMBAN

TO TOTAL CHIMBAN

TO TOTAL CHIMBAN

THE TOTAL CHIMBAN

WLVQ/Columbus

(614) 224-1271

PO: PRT STILL

BEET PROPERTY OF THE PROPERTY

KQRS/Minnesp (612) 545-5601 NO: ATCKT MOCRON Bot DOM HERCET (L) MED EFREDWAGGE FRILLY BAILEY FORZIGNER (R) JOHN FARR JOHN FORZIFTY (H) DAVID GER FOTH

MALTER MANA SOCIETY MANA SOCIET

Parallel Two

WWCK/Filnt (313) 744-1570

PO: MARK RELLER MD: LENDA LANS!

MOT MEO SPEZDANCOM FORZIONES (M) DAVID LEE WOTH JOHN PARM BEVERLY MILLS COP GIOPPSIA

WRIF/Detroit (313) 827-9505 MANUS SPRINGET NEW SPEEM ADOMS (N) POWE COMES OOK RESELET PER SELECT ON TENDER SEED PLOSTER PER LEP SALLEY JOHN POOKENTY THE STEED SISTER

KSHE/St. Louis (314) 842-1111

PO: RICK BALTS

THE PROPERTY OF THE PROPERTY O

WSKS/Cincinneti (513) 868-3696 ----Bet PRILIP BALLEY VAN KALEN TRIURIN TOTO KINES ADO SPEEDINGON DAVID LEE BOTH

PO: BRUCE HOSPEGOR

WIBA-FM/Mediso (808) 274-5450

PO: JACK RETCHALL NO: COPIETA LANE

THE MAN STOCKES OF THE MAN STOCK

PD: JOE THOMAS MD: THE MDE CONTRACTOR (III)

CONTRACTOR (

KICT/Wichita (316) 722-5600 PO: BILL BROWN HD: LEE ROBERTS  LES
TRIUMPHORADE
ORDE PURPLE
ANYOGRAPH
ANYOGRAPH
ENGLE NATURE
LOS LOSOS
ROGHE PARP
ENGLE COCKMINS
ROGHE PARP
BILLY SOULES
# FIRS

WFBQ/Indianap (317) 257-7565 NO BILL WISE MB) THE MEANONI
MAN
PORECREE (N.)
PORECREE (

VINISTED BISTER
LOS LOSSOS
CERNES TRUBCOCOS
CERNES TRUBCOCOS
CERNES TRUBCOCOS
CERNES TRUBCOCOS
CERNES TRUBCOCOS
CERNES TRUBCOCOS
CERNES
CANODA
FIRM
BOOGRE RECOCOS
CARS

WXLP/Davenport (319) 326-2541

PO: GARE SAPTISTE

BRILL ROMO (N)

SPINI ROMO (N)

SON, INDEXT (N)

SON, INDEXT (N)

SON, INDEXT (N)

SON, INDEXT (N)

SON INDEX (N)

SON IN

WXKE/Ft, Wayne (219) 484-0580

FO: RECK MEST ME: HAL BRANDT

Both POCKETY
AND STREET AND STREE

WYFE/Rockford (815) 877-3075

PD: MES DAVIS

BENEFIT DE LE BOTTO
DESTO LE EL BOTTO
DE LE BOTTO
DE L

(216) 492-5630

PO: RICE SINGER

Bot P(K)
BYTAN ADMAC IN
BYTAN ADMAC

LOB LOWERS
DOWNERS
DOWNERS
DISCOMENS
DISCOMENS
STRING PRILLEY
SILLEY SOUTER
FALCOMEN POLICION
FALCOMEN POLICION
FALCOMENS
FALCOMENS
DOWNERS
DISCOMENS
DOWNERS
FALCOMENS
DOWNERS
FALCOMENS
DOWNERS
DOWNERS
DOWNERS
FALCOMENS
DOWNERS
DO

KQDS/Duluth (218) 728-6421

90: BRIAN TAYLOR NO: HITE EXCLER

CONTROL (III)

PROBLET IN IN PROBLET IN IN PROBLET IN IN INFORMATION IN INFORMATI

WWCT/Peorla (309) 674-2000 PO: JOHN MOSTIC

WIQB/Ann Arbo (313) 662-2881 PD: LES COOK ND: DENSIS DALYCE Description of the control of the co

WAPL/Appleton (414) 734-9226 NE, WAS CONSTRUCTED BY THE PROPERTY OF THE PRO

> KATT-FM/ Okiahoma City

PO: PAT WELSE HD: STOTT ODEGLAS NO. SPORT CONSIGNATION OF THE PROPERTY OF THE

Date in Collect (in) your roaders (in) your road WLAV-FM/ Grand Rapids (616) 456-5461 ON: TONT GATES

KSQY/Rapid City (605) 578-3533

PO: JACK DANCELS MD: JEFF HICHARLS

PRIVATE AND STATES OF THE PRIVATE AND STATES WKLT/Kalkaska (616) 258-2800

NO. COME NOTE

BY THE STATE OF STATE OF

PO CHUCK PORT

Parallel Three

WCPZ/Sandusky (419) 625-1010 PD: KANDY RUGG RD: KEVIN YOUNG KLYV/Dubuque (319) 557-1040

See Total Control Cont PC: ROBERT WELCH NO: THE JAMES THE CONTROL OF THE CO

PO ; JOH ERDAND

AOR WZZQ/Terre Haute (812) 232-5034 PD: EEVIN YOUNG NO: DAN HICHATLS

KFMQ/Lincoln (402) 476-8565 Description of the control of the co Description of the control of the co

PLAYUSTS — An artist's name appears once per playlist in the highest reported rotation. For example, if cuts from an album are reported in both hot and medium, the album will appear in hot. A small 'a' before an artist's name indicates the record is newly reported that week, or additional tracks have been added. An (M) or (L) after an artist's name shows that other tracks from that record are in those rotations (medium or light add). An artist's name with no abbreviations means all airplay of that artist is in the listed rotation. When three or more tracks from the same aiburn are reported in medium, that album will receive credit as being in hot and be listed as such. The album's tracks will continue to receive credit as being in medium rotation.



Parallel One

TERMA WAST COMEAN TO THE THE TOTAL T KINK/Portland, OF (503) 226-5080 PO: RICK SCOTT HD: CAPL WIDDIG SOI BLUE WOND

BERT STATE WOND

BERT STATE STATE STATE

BERT STATE

KRQR/San Francisco (415) 765-4045 PO: CHRIS MILLER NO: LIGA HOVAR KCAL-FM/ San Bernardino

AND STOTONICAN
STOTONI

Continued on next page

WBYG/Kankakee (815) 939-4541 NO: BILL TATLOR

MAN TO LET SOTTE

MAN TO LET SOTT

MAN 

(714) 825-5020 PO: JIN JAMES

NO. NIES STONAM

BANTO LAS NOT

BANTO LAS NOT

BANTO LAS NOT

BANTO LAS NOT

BANTONIO

AND BANTONIO

CONTROL

C

KSPN/Aspen (303) 925-5776

PO: GAPY WITPFLE

WEST (continued)

KGB/San Diego (619) 292-1380

PO: TARRY BRICE ADST. PO: TEO ED

MAN TOWN THE MONTH OF THE MONTH Description of the control of the co

KBCO/Boulder (303) 444-5600 PD: JOHN BRADLEY NO: DODG CLIFTON

KZOK/Seattle (206) 281-5600 PO: PHIL STRICER HO: DARPT SHARP

ON THEST JOHN TO STATE OF THE S

See FOREST

ONE FO San Francisco (415) 474-9100

KBPI/Denver (303) 936-2313

NO: LINKS WELLS

DESCRIPTION OF THE PARTY OF THE

KAZY/Denver (303) 759-5600

PO: SCOTT JUNESON

SIGN STATE OF POTE TO POST OF THE STATE OF T

GRAND, PROJECT GRAND, PROJECT GRAND, PROJECT GRAND, GRAND GR

KROQ-FM/ Los Angeles

(213) 578-0830 PO: RECK CARROLL HO: LARRY GROVES

MO: LAWY CHOYES

BEE

DEFECTE MODE

MILEOTTON

CHEEDAM, OF THARS

CHEE

AOR

SCOTT COMBU A DROP IN THE GRA VISION GRANGER VISION GRANGER LAWY TOWAY ROUTE ROUTE, TOWAY ROUTE ROUTE SCOOGEN LIGHT AND LI

CFOX/Vancouv (604) 684-7221 91 X/San Diego (619) 291-9191

U2 UND SAMPY KAGAR, SEVERNY MILLS COP-MOLLY HAYCHST DOKUSE # FIRM # PALCOS AND THE SHO DOKUSE # PALCOS AND THE SHO DOKUSE # PALCOS AND THE SHO DOKUSE # RATT # HONAN HOLLIDAY ADVOCEMBR PAT SHATCAM

Bertham State | State PO: HAD HAX HD: STEVE WEST CONTROL OF THE STATE OF THE STA

KDKB/Phoenix (602) 897-9300 PO: MATREY WILLIAMS KSJO/San Jose (408) 268-5400 DOME PARTS
COME PARTS

PO: DER NOT HARD NO: END APTHONY DIRE FOOD PET IN)
DIRE FOOD PET IN)
DIRE FOOD PET IN)
DIRECTOR DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIRECTOR
DIR

KMET/Los Angeles (213) 464-5638

BETSAN AGAME
PAT SERVICES
PAT S KISW/Seattle (206) 285-7625 PO. BEAD PRILLIPS NO. STEVE SLATOR BOTO SPANNOTTH PORECOMEN STANDARD CREEK POWER LES AND CREEK POWER U2 TWESTED SESTER ALIGHE ANNO FERN PALCON AND THE SHO ROCES HOOGEN

KLOS/Los Angeles (213) 557-7250 PO TOMPY MADDES KUPD/Phoenix (602) 836-3062 

PO: VAL No DETONE MD: CURTISE JOHNSON THE CONTEST JOHNSON THE CO KFOG/San Franci (415) 885-1045

BLACKFOOT IRO SPEEDWANDS LODDERED ANGEL CITY TWISTED SISTER A SEAVERLY SOLIES MOLLY MECENT 4 FIRM 4 TRIGHTS MARTIN SPILLY

KEZE/Spokane (509) 448-1000

PO: JOHAN CUMMINGS

KKDJ/Fresno (209) 226-5991

PD: NOW PISCHES MD: JEFF RIECEL

THE CONTROL OF THE CO

KPOI/Honolulu (808) 524-7100

PD: BILL HIMS MD: ANDY PRESTOR

THE STORE STORE ADMINISTRATION OF THE STORE ADMINISTRATION

KZAP/Sacramento (916) 925-3700 PO: TOM CALE

PO JOAN COMPOSE
PO JOAN COMPOS INTO CASE MAY SEE TO CASE IN THE CASE IN T

(408) 246-6811

PD: PRT EVANS ASST. PD: DANA JAME ASPT. FOR DAMA JAME

ME
SETAN ADMIC (HI
SETAN

PO: DAVE EPVIN

DOL TOWN STORY OF THE TOWN STORY OF TOWN STORY OF

**Parallel Two** 

KLPX/Tucson (602) 622-6711 ON: JEH RAY HO: BRYAN HOLLER

NO. BETWA NELLER

SEY ADDREY (N)

SERVIN ADDREY (N)

SERVIN ADDREY (N)

SERVIN (N)

FAT BETWATA (N)

FAT BET

KZEL/Eugene (503) 342-7096 PO: EEN HARTIN NO: VINCE HERTE

DO VICE REPTE

OUR PRICE PER

OUR PER

OUR PRICE PER

OUR PER

OUR

K97/Edm (403) 428-8597 HO HETE REMARDS

LAND THE STATE OF THE STATE OF

KWFM/Tucson (602) 623-7556 POI HOWIE CASTLE

BOOK PRINTED AND THE PRINTED A

KOMP/Las Vegas (702) 876-1460 PO: CHARLES HORRESS

DOTE TORSILEY (III)
JOHN FORDERTY (III)
JOHN FORDERTY (III)
JOHN FORDERTY (III)
DOVID LIKE BOTH
BOYTOL LIKE BOTH
FORDERT (III)
JULIAN LIKE BOTH
JULIAN LIKE
GRAND
JULIAN LIKE BOTH
JULIAN LIKE
GRAND
JULIAN LIKE
JULIAN LIN

KMBY/Salinas-Monterey (408) 394-9000 PO: HARK KAUPHANN NO: JANICE TAYLOR

MALCH TAYLOR

BANK

GON HORSEY

HORSE

HORSE

HORSE

SATURN

S

Back to be a server of the control o

KEMG/Albur (505) 265-8811 PO: TON HARSHALL MD: NICHAEL DAVIS

DAME FORGETT (N)
DOWN FORGETT (N)
FORGETT

KRSP-FM/ Salt Lake City (801) 262-5541 FD: RANDY ROST HD: BARRY HOLE

PROTECTION OF THE PROTECTION O

(303) 634-4896

PD: RICH HANK HD: ALAN WHITE John moderny power notice of the control of the con

Parallel Three

KTCL/Ft. Collins (303) 571-1232 ---

CONTROL OF THE CONTRO

(406) 728-5000

CONTROL OF THE STATE OF THE STA

KRQU/ Laramie-Cheyer

Learning Control of the Control of t (307) 745-7396

VILLOW COMMENT
VILLOW
V

KOZZ/Reno (702) 329 9261 FO: DALLE: COOK HD: STEVE FOR MOST POREIGHTP (HI DON NEWLEY (H) PRINCE PHILIP BATLEY

JOHN POGERTY (N) STVERLY MILLS COP GIOFFRIA DAVID LEE BOTH JULIAN LESHON SETAN ACARS (N) DEEP PURPLE (N) 02

BETTAL ACCESS (4)

BOTH TOPOLOGY

BOTH TOPOLOGY

BOTH TOPOLOGY

BOTH TOPOLOGY

CONTROL OF TOPOLOGY

BOTH TOPOLO

KFMF/Chico (916) 343-8461

sent of the control o THE STATE OF THE S

PO: CAPTER 9. STADLE

Both Controlled Contro

KTYD/Santa Barbare (805) 967-4511

KWXI /Albuquerque

(505) 765-5400 PO ERA GORDON HD: PRANK JAKSON THE GREEN PROPERCY OF THE GREEN PROPERCY OF

153 Reporters 148 Current Playlists

Two stations reported a frozen playlist this week.

WDHA/Dove

Two stations failed to report this week. Their rotations were frozen.

KYYS/Kansas City

One station reported a frozen list for a second consecutive week. Its playlist was not included in this week's data:

WAQY/Springfield

The following station is a new AOR reporter:

WRDU/Rateigh

### CHR PARALLEL ONE PLAYLISTS

#### **EAST**



- MD: John Piccillo

DOWN

JOHN JOSE, Mampdag The Palkh

JOHNSON, Mampdag The Palkh

JOHNSON, JOHN JOHN

JOHN JOHN JOHN

JOHN SITE JOHN

JOHN JOHN JOHN

JOHN JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN JOHN

JOHN

JOHN JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

JOHN

Washington, D.C.

PD: Alan Burns MD: Mary Taten

(D.: Marry Taten

1 October 1 Notice of the property of the pr

STREAK MASTON/Super Table JOURNEY/Only The Young JULISH LEMMON/YOU Late For Goodlyes No SPERMONOS/Com.Y Fight Table SILIS JOEL/Keeping the Faith

WHIX-FM STEREO
Pittsburgh PD: Todd Chase MD: Keith Abrams

MD: Keith Abran

1 | Artistical St. | Book William |
1 | Artistica

27, 26, 29 BEXCE @PRINCIPEDI/I 's On Pire

B104 WBSB Baltimore

PD: Steve Kingston MD: Amy Kronthal

STRAN CORAN/Seve a Prayer STRAN JOSE/Newploy The Paith JULIAN LAUSSON/Too Late For Co. PRANKER CORE TO M/Selas

Buffalo

PD: Bill Todd MD: P.J. Foxx

COMMUNICATION OF THE PROPERTY OF THE PROPERTY

TEDIA MARIK/Lovergirl DIRAM SERAN/Sere A Prayer BRIAM MANAS/Rowelody BILLY JOSE/Marphay The Telth BOWIS A MITHINITY/Thie Is Not Aperica

CKSM

Montreal

PD: Stephen Anthony

1 | Management | Managemen

CECCHOOPTHOIR THE ARMS, ARMS,

MOLT WOOD & TOWNSON What a Short of MATERIA STATE OF THE STATE OF THE

Color Philadelphia

The second secon

Chief/Why Can't I Serve You SECTS COCKSCHOUT! I Send A Rochet Law ANY SETTING (Deceasion IN SERVE IN STREAM) Word In Cold COCKSCHOOL COMMENT A Proper COTO/SOLITANIAN

SETME ADMIT/Semebody ADMIT & METERSTYTHSE In Not America AGMES A METERSTYPHIA I As NOT AMARY EAST CAMENDAL I AS NOT AMARY EAST CAMENDAL IN A STATE OF THE REAL CAMENDAL IN A STATE OF THE STATE

PD: Scott Walker

Marinum Long Negic Island

PD: Bill Terry Music Coord: Ruth Tolson

Music Coord: Ruth Tolson

| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| The Section of Coord: Ruth Tolson
| Th

SCHREY/Only The Young CORNE CORNE/Save & Prayer BILLY JOHL/Resping The Faith PAT EXECUTE/Och Gab Rung TIME/Jungle Love TIME TUNGER/Private Dahcar TIME CAMBER/F Hanna Haar It From

Boston
PD: Charlie Quinn
MD: Cindy Bailen

MD: Cindy Balls

| MD: Cindy Balls
| MD: Cindy Balls
| MD: Cindy Balls
| MD: Cindy Cindy
| MD: Cindy C

35, 40 STEVE PERSY/Poolish Searc DYNAS CORAS/Serva & Prayer SUBS/EVER/Milgh De You CHARA HAMP/This is My Might HAIC ChimEN/J Warms Bear It from HIM MILOR/On For It FRANKIE GOES TO R/Melax

**WPLJ** PD: Larry Berger New York
MD: Lisa Tonacci

MD. Lisa Tonnecs

1 | Montestines A register

1 | Montesti

B94<sub>FM</sub>
PD: Scott Alexander Pittsburgh

MD: Bruce Kelly

Di Bruce Kelly

1 Ottober Service Wager

2 Ottober Service Wager

3 Ottober Service Wager

4 Ottober Service Wager

5 Ott

DI TDIA TURNER/Private Denom-CORAN CORAN/Rava & Prayer NATION ACRONS/Scombody

JOHN PARK/Houghty Houghty GLENN PREY/The Best, In On

Montreal

PD: Bob Beaucham

D.: Guy Broutland

| Compared Compared

JOHN SHYPEL-Trapedy

OE CHOO'N over the Inspiction

REC CHOMES T Shame San TE From

REC CHO CHO CHO CHO CHO CHO CHO

REC CHO CHO CHO CHO CHO CHO

REC CHO CHO CHO

REC CHO CHO CHO

REC CHO CHO

REC CHO CHO CHO

REC CHO CHO CHO

REC CHO CHO CHO

REC CHO CHO

REC CHO CHO CHO

REC CHO CHO CHO

REC CHO CHO

REC CHO CHO CHO

REC CHO

REC CHO CHO

REC CHO

R

CFTROOQ.

Toronto 1D: Bob Saint

34
ROMETORIEPERM/Rockin' At Midnight
gacons a Jacobson Phone The Amin Sevine
ROWLYNOVAL of On You
ROOL A TWEE CAMPO/Nichad
COUNEY RANFALOR SE Midnite
gTRANFIE NOTAMOSA/Ne Nam

PTETT BORDER/Love Light in Plight DOM HOMELT/The Boys Of framer... RIVEL/Do It lepis TOTA TOWERS/Private Desows NEXUS IMBU/Dom Hight In Bangkok STATA ATRAK/Somphody SPORS/Romantle Tyaffig

WXKS-FM Kisson PD: Sunny Joe White

MD: Geni Donaghey

MD: Geni Donaghey

1 3 1 Controller on the Empirets
2 3 1 Controller on the Empirets
3 1 Controller on the Empirets
4 1 Controller on the Empirets
5 1 Controller on the Empirets
5 1 Controller on the Empirets
5 1 Controller on the Empirets
6 1 Cont

JULIAN LEMENTAY POP LATE FOR 400
ANTINOTION / December to
NOTE: A HERTERMENT/THE TO THE
TOTAL PROMISE AND ADDRESS AND ADDRESS

1050 chum

nto PD: Jim Waters MD: Brad "Knobby" Jones Toronto

MD: Brad "Knobby" Jones

2 1 amount of the many and the m

28
ASSESSED A SINGSON/Solid
ESIC CAPSED/E vesses near it Prom
EQUA I THE CAME/Miled
DIRAW DURAS/New & Prayer
COMMY RAPY/Lesp At Midsite
STYME ADMINISCRAMS
STYME ADMINISCRAMS

ATTAL MARKET/Mem Boys of Parent .

COM NUMET/THE Boys of Parent .

SINGEAPO IS A SHAPE .

S

7 SOOO WHTZ 11 PD: Scott Shannon New York

MD: Frankie Blue

MD. Franche Blue

1 | MORROWALD & Margin

1 | MORROWAL

92 PROFM

Providence

perations Manager: Tom Cud

3 1 Interest Materials (Interest Company)

3 2 Interest Materials (Interest Company)

4 2 Interest Materials (Interest Company)

5 2 Interest Materials (Interest Company)

5 3 Interest Materials (Interest Company)

6 3 Interest Materials (Interest Company Operations Manager: Tom Cuddy

othe PORTER/TAMENTIAL THE BOOK TO A THE BOOK TO A THE PORTER THE PROPERTY OF THE PORTER THE PORTER



PD: Smokey Rivers Assist. PD: Tom Kent

19 DURAN DURAN/Bave & Prayer JOHN PASK/Macabby Hampbly Disks NOSE/Missing For BILLY JOHL/Macaba The Paith

SOUTH

PD: Robert W. Walker

MD: doni Siapi

| 1 | Mills Mi MD: Joni Siani

B97 New Orleans PD: Kris O'Kelly MD: Greg Rolling

Service of the control of the contro

DIRAM CORAM/Save & Preyer STRV/WOR/Eigh On You JEPPET COMMUNITY BOCOSTLINE TERM MARK/Lovergirl



HOUSTON Houston
PD: John Lander

MD: Patty Hamilton

MD. Patty Hamilton

1 1 Manufacture Business

1 2 Manufacture Business

1 3 Manufacture Business

1 3 Manufacture Business

1 4 Manufacture Business

1 4 Manufacture Business

1 4 Manufacture Business

1 4 Manufacture Business

1 5 Manufacture Business

SURVIVOR/Kigh On You CHARA DRAW/This Is My Fight TOTAL HE HOMEN TO LAKE OF GOODING THE TOTAL HE HOMEN TO LAKE THE FORM MOMENTS HOMEN THE FORM MOMENTS HE PERMANANCH HOMEN HOMEN TO THE ANALYSIS AND ANALYSIS ANALYSIS AND ANALYSIS ANALYSIS AND ANALYSIS ANALYSIS AND ANALYSIS AND ANALYSIS AND ANALYSIS AND ANALYSIS AND ANALYSIS ANALYSIS AND ANALYSIS ANALYSIS AND ANALYSIS ANALYSIS AND ANALYSIS ANALY

MD/Assist PD: Pamela Storie

Hot Hits! WNVZ PD: Jeff Morgan

PUD: del Morgan
MD: Greg South

1 1 Cottom From the Inspectation
1 2 Cottom From the Inspectation
1 3 February and the Inspectation
2 Cottom From the Inspectation
3 February Annual South South South
2 February Annual South
2 February Annual
3 February

10. 10. 40 Desire VILLE/Cotto Sys No Com Filial Mattheway Late Do Coolings ESAF JOSE/Susping The Politic

-93 Atlanta

PD: John Young MD: Chris Thomas

CHIND SINUSIAMS
1 MINISTANCE AND Milegar
2 AMPOND 4 SINGSON/SULID
3 MINISTANCE COMMILECTORY
4 FOREIGNIN/S Want to Base What 5
7 TOMORPHINES
5 TOMORPHINES
6 FOREIGN/T Would bit 4 0
7 MINISTANCE LINE
6 FOREIGN/Line 5 Vergin 

mman scoperous a Proprior STATE & STATE & STATE AND STATE & ST

JUNEAU AND A STATE OF THE STATE OF T

755 Miami

PD: Keith Isley WINZ-FM MD: Mark Shands

William Stands

| 1 | William Stands | W

mpagin midipali, th/deams, diame, diame, somm a submitted field to first Aprofice mainted statement of the form VINE/Aprile Serve MONT/One Might in Qualitat

G105 Tampa

PD: Steve Rivers

PD: Steve Rivers

1 1 continue on impactation

2 1 1 continue on impactation

2 1 1 continue on impactation

3 1 1 continue on impactation

4 1 1 continue on impactation

4 1 1 continue on impactation

4 1 1 continue on impactation

5 2 continue on impactation

6 2 continue on impactation

7 2 continue on impactation

8 2 continue on impactation

9 2 continue on impactation

9 2 continue on impactation

9 2 continue o

JULIE (Miller / Inc. Late for decodings JULY TOWNS / Inc. Date for Dec. The PAT MINISTRAÇÕES ORS Song

94-Q Atlanta PD: Jim Morrison

MD: Jeff McCartney

JANUARY/Jonly The Trens COMMISSION/In ghachift NIN WILME/IN Per 20 MINISHIES SHOP/Small Twen Day TOWNYSCHOOL/Small In In Middle Sho STOC CAMBERT Woman Smar Ht Pros

MIDWEST

96 WHYT

Detroit PD: Gary Berkowitz

SOLIS WHOMEN TO PROPER THE STATE OF THE STAT

JETRO JOTE OF COMMITTEE OF THE STREET OF THE

Q102 Cincinnati

Ope Mgr. Jim Fog.

Ope Mgr. Jim Fog.

Ope Mgr. Jim Fog.

Ope Allen

I manufacture a war with a second a war with a war with a second a war win a war with a second a war with a war with a second a war with a

4888 33, 31, 35 SH 558E/Sho Staff

Minneapolis

PD: Dave Anthony MD: Don Michaela

MD: Does Mitchesta

| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| Does Mitchesta
| D

SEED Short/Descholy SILLY JUEL/Descholy The Paith SCHOOL/Desch of a Bear's SONES & SECONDEY/Dea to Dot America SUNC CLASSITY Theses Not TR From JULIUS SEMENTATION then Per Greenbyon

WGGL Cleveland

PD: Tom Jeffries MD: Shadow Steve

March 2015 Control of the Control of

In 10 SEAF AUGA/Renging the Pulth JULIS EMPLOYEES Lain by deadless FURNITIES and to Grains EMPloying to the SEMPLOYING to the

Chicago
PD: Buddy Sco
MD: Joe Bohan

Chicago

PD: Buddy Scott

MD: Joe Bohannon

MD:

30, 31 UNGL PUBLIC/Pundemness ES & SERVEMNES, Phile Is that Assertes On HARMAN Assertes CHEMPALess Commo & Nomes

Chicago

Ops. Mgr.: John Gehron PD: Tim Kelly

PD: Tim Kelly

1 2 1 with Mild Mary Jones

1 2 1 with Mild Mary Jones

2 1 1 with Mild Mary Jones

2 2 2 with Mild Mary Jones

2 2 2 with Mild Mary Jones

2 3 2 with Mild Mary Jones

2 3 2 with Mild Mary Jones

2 3 2 with Mild Mary Jones

2 4 with Mild Mary Jones

2 5 2 with Mild Mary Jones

2 5 2 with Mild Mary Jones

2 6 with Mild Mary Jones

2 7 with Mild Mary Jones

2 8 with Mild Mary Jones

2 9 with Mild Mary Jones

2 1 with Mild Mary Jones

2 1 with Mild Mary Jones

2 1 with Mild Mary Jones

2 2 with Mild Mary Jones

2 2 with Mild Mary Jones

2 3 with Mild Mary Jones

2 4 with Mild Mary Jones

2 4 with Mild Mary Jones

2 5 with Mild Mary Jones

2 5 with Mild Mary Jones

2 6 with Mild Mary Jones

2 6 with Mild Mary Jones

2 7 with Mild Mary Jones

2 8 with Mild Mary Jones

2 9 with Mild Mary Jones

2 9 with Mild Mary Jones

2 1 with Mild Mary Jones

2 2 with Mild Mary Jones

2 3 with Mild Mary Jones

2 4 with Mild Mary Jones

2 4 with Mild Mary Jones

3 4 with Mild Mary Jones

3 4 with Mild Mary Jones

4 with Mild

St. Louis

KW/K 106.5 ##

PD: C.C. Matthews

PD: C.C. Matthews

1 | messions | m. b we when

1 | messions | m. b we will

1 | m. b we w

15 SHEC CAMMEN'S Weeks Many Ft Free TOWN/OLLYSON JUNE FORMSTRY/The GLE New Serie The MINCH COCKRESS/TE 1 Mad & Sealest Law

SPALE SEPCEMP/Dease to timer Smort sections. SEMEST/Deas Up and Lorre So

ATT Chicago

Ops. Mgr.: John Gehron PD: Dallas Cole

PD: Dellan Cole

| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State of the Cole
| The State o

organic State Charles State of roser sum/Lessly School sportros/State on Ten James Alby We been

WCZY 795.5 Fm Detroit PD: Lee Douglas Aast PD: Steve Kelly

a decidio Cate a Virginia

a procession of the control of the cont

John 2000/Respiny Complety

St. Louis

Ops. Dir.: Dave Robbins MD: John Frost

MD. John Foot

Intelligible of the imperiod of the intelligible of | 33 MB LEME/Norver - we ---| 32 ALTHOUGH CHARL-Species
| 33 ALTHOUGH CHARL-Species
| 34 ALTHOUGH CHARL-Species

10, 10, 40 JULIES SCHOOL/New Labor Per Green

квео

Kansas Citu PD; Pat McKay MD: Karen Barber

PD: Tac Hammer Minneapolis

Asst. PD/MD: Gregg Swedberg

200 29, 22, 23, 25 E23 VELEE/An Per 2t JUNEST/Anily The Te

Milwaukee

PD: Tim Fox

# 1 | PRESE MINIST/Many Lower

# 2 | Semantine Control of the Cont

adds MILLY JUME, Jamping The Poith Josephy July The Venne SCHOOL Jose Of a Manry

WEST

Q103FM

KOAQ PD: Jack Regan MD: Alan Sledge

Denver

compare assistant for the Audit Section of the Compared and Section Se

Tacoma-Seattle

PD: Ric Hansen
MD: Sandy Louise
PD: Sand

CHIEF LANDSATurey Changes brought the MATTON/Nr. Weighten the MALLY SOLL-Trouping Five Indich MINISTER OF AMPRICA PROPERTY OF THE SOUTH OF AMPRICAN PROPERTY OF THE SOUTH OF AMPRICAN PROPERTY OF THE SOUTH OF AMPRICAN PROPERTY OF THE SOUTH O

CCO COD

P. D. TOON Chairs Sacramento

1. Toon Chairs Sacramento

1. Tool Chairs Sac

20 controlling to the STATE PAGE. Among the Patch STATE PAGE. Among the Patch STATE STATE

SCHOOL-SHOT OF A SHOP

Phoenix PD: Reggie Blackwell

26, 25 Joseph Coaly The Broad PASS, MARCHOTLE/Tola Percet

Los Angeles

VP/Prog.: Gerry De Francesco Assistant PD: Mike Schaefer

20 JOHNSON / Dolg The Toung Hadding/Names Lol dirl HOUSE & Hadding/White to that Agent or Glogg HELDE/Dare & Toughar

Continued on Page 95

#### WEST

Continued from Page 94





PD: Jon Barry MD: Steve Naganuma

MD: Steve Naganu

1 7 PRINTING AND THE SECOND STATES AND THE SECON

JOURNEY/Only The Towns JAMPHAT ORDOWES/The Rocderlines JOHN WRITE/Restless Beart CHAIR REMS/This Is By Hight SCANDAL/Rest Of A Reset GROSCE MERCEN/20/20 GROSCE MERCEN/20/20

#### KWSS 94.5 PM

San Jose PD: Dave Van Stone MD: Robin Kipps

PAT MEMBATAR/Dob Oob Song
JOURNEY/Only the Young
MEMO OFFENDMACHS/Can't Fight This...
ENTER/Do It Apain
JULIAN IMPROVITION Late For Goodbyes
SILLY JUEL/Keeping The Faith

### KS IOS ITM HOT HITS!

PD: Dave Parks San Diego MD/Assist. PD: Mike Preston

# 2 | Manification Majors
# 3 | Manification Majors
# 3 | Manification Majors
# 3 | Manification Majors
# 4 | Majors
# 5 | Manification Majors
# 5 | Majors
# 6 | Majors
# 6 | Majors
# 7 |

NH. 39 CENER MEMP/Ente Is By Hight BUSHTWON/Migh On You JOHNSTYONLY The Young FRANKIE GOST TO R/He LAX JULIAN LEWEN/YOU Late For Gradbyes

PAT MEMATAR/Och Och Song ERIC CARMEN/I Manne Rear It From



PD: Doug Erickson MD: Gloria Avila

The Control of the Co

33. 40
SUMMINOR/Righ On You
JOHN PARM/Haughty Naughty
BILLY JOHL/Keeping The Faith
JOHN HUNTER/Tragedy

### Hot Hits San Francisco

Acting PD: Richard Sands MD: Craig Roberts

\$ 1 1 MACONDA/Alba & Utryla

2 2 1 ACT MANTACA LITTER

2 3 1 ACT MANTACA LITTER

3 2 1 ACT MANTACA LITTER

4 FILLS AND ALLER TO THE ACT MANTACA LITTER

5 1 FILLS AND ALLER TO THE ACT MANTACA LITTER

5 1 FILLS AND ALLER TO THE ACT MANTACA LITTER

5 2 CHICAGO THE THE ACT MANTACA LITTER

5 3 CHICAGO THE ACT MANTACA LITTER

5 4 CHICAGO THE ACT MANTACA LITTER

5 4 CHICAGO THE ACT MANTACA LITTER

5 4 CHICAGO THE ACT MANTACA LITTER

5 5 CHICAGO THE ACT MANTACA LITTER

5 5 CHICAGO THE ACT MANTACA LITTER

5 5 CHICAGO THE ACT MANTACA LITTER

5 7 CHICAGO THE ACT MANTACA LITTER

5 7 CHICAGO THE ACT MANTACA LITTER

5 7 CHICAGO THE ACT MANTACA LITT

TIMA YOMETR/Frivata Dancer RED SPEEDMAGDE/Con't Picht This... JOSNETTAGD YTH Y TOME FRANCIS GORES TO S/Nales PAS SECURAÇÃOS ON Song EXIC CAMMEN! WHEN BENT IT From SELLY JOHN. JARGENIN THE Faith FROMENI SENT/SMAll your Boy

TAMES THAT WAS IN TOOL BOY MIDSE OFF STANCEPERS LIKE A Lody MIDSE OFF STANCEPERS CALL GITSE CONST. LAWRENCES CALL GITSE CONST. LAWRENCES TOOLS AS MIDSELL SOUTHWARD CONTROL AS MIDSELL TOOL SEARCH TOOLS AS MIDSELL TOOLS SHEET TOOLS TOOLS

#### PM 102

Sacramento PD: Rick Gillette MD/Assist PD: Chris Collins

MD/Assist PD: Chris Collin

1 | 1000 or manby-stee

1 | 1 | 1000 or manby-

SHOWERI SEAT/Small Town Boy FRANKIE GOES TO M/Melas CTMO: LANTER/Mensy Changes Everyth DIAMA FORSY/Missing You MEDDIMI/Freeks Come Out At 81

### KUBE 93FM

Seattle
PD: Bob Case
MD: Wendy Christopher

MD: Wendy Christopher

3 1 Manufacture Mayer

3 2 1 Manufacture Mayer

3 3 1 Manufacture Mayer

4 1 Manufacture Mayer

5 1 Manu



Denver

1 | TOTAL MAINTAN, DOUBLE |
1 | TOTAL MAINTAN, DOUBLE |
2 | 1 | STATE AND TOTAL OF THE STATE |
2 | 1 | STATE AND THE STATE |
3 | 1 | STATE AND THE STATE |
5 | 1 | STATE AND THE STATE |
5 | 1 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | 10 | STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE AND THE STATE |
6 | STATE AND THE STATE

30 CTRDI LAUPER/Money Changes Everyth MEN EDITION/Rr. Telephove Man SURVIVOR/Righ On You

7272 Phoenix

PD: Guy Zapoleon

1	MARINI-VINE WARREN	
1	MARINI-VINE WARREN	
2	1	MARINI-VINE WARREN
3	2	MARINI-VINE WARREN
4	1	MARINI-VINE WARREN
5	1	MARINI-VINE WARREN
6	1	MARINI-VINE WARREN
7	MARINI-VINE WARREN	
8	MARINI-VINE WARREN	
9	MARINI-VINE WARREN	
1	MARINI-VINE WARREN	
2	MARINI-VINE WARREN	
3	MARINI-VINE WARREN	
4	MARINI-VINE WARREN	
5	MARINI-VINE WARREN	
5	MARINI-VINE WARREN	
6	MARINI-VINE WARREN	
6	MARINI-VINE WARREN	
7	MARINI-VINE WARREN	
8	MARINI-VINE WARREN	
9	MARINI-VINE WARREN	
1	MARINI-VINE WARREN	

JOURNAY/Only The Towns BILLY JOEL/Emping The Faith CORMS (UTAME/Same & Proper)

CHEERL FURLIC/Tenderness
JULIAN LEMMON/Too Late For Goodbyee

**PLAYING** 



Capitol Produced by Spencer Proffer for Pasha ( Management: WHEALEY &

CHR NEW & ACTIVE 77/31

MOR / TRACKS

WEEK

Z102/Sevenneh, GA Williams/Sommers

Williama/Sommera
DURAN DURAN
COMMODORS
GENERAL
BORNES
BETAN ADARS
SOWIE & HETTERBY
SURVIVOR
ANIMOTION
BOTTON
BOTTO

Rick Sprinkles
SURVIVOR
BILLY VOEL
DURAN DURAN
BOWIE & METREMET
TEMPTATIONS
BOTHER
BOTHER
FOREIGNER 2-1
PRILIP RAILEY 7-2
MRANH 8-3
TIME 31-22
REG SPEEDNAGON 35-23

WGLF/Tailehas Rick Sprinkles

JOURNEY CBARA KBAN COMMODORES

COMMODORES
CAPEN DURAN
CAPEN DURAN
REYAN ADAMS
FIRM
ANIMOTION
TADORA & JACKSON
BOTTON
TADORA & JACKSON
BOTTON
TADORA & JACKSON
DOTESTICATE
CBICAGO 2-1
FOREIGHER 4-3
FOREIGHER 4-3
FOREIGHER 4-3
WEAM! 12-7

KNIN/Wichita Falls Barry Michaels

Barry Michaels
ATPOGRAPB
TIME
TIME INTERNET
BOTH A MANUAL
BOTH A MANUAL
BOTHAN DURAN
BOTHAN DURAN
BOTHAN DURAN
BOTHAN DURAN
BOTHAN
BOTH

WHSL/Wilmington, NC Stewart/Stone

#### **EAST** Most Added .. Hottest

Bryan Adams Bowie & Metheney

Foreigner WHAM Bailey & Collins CHR ADDS & HOTS of the day and/or night. (RA) indicates

SOUTH Most Added. Hottest

Bryan Adams Foreigner P. Bailey w/ P. Collins Survivor

#### EAST

Parallel Two

DAVETHER
JOHN FOGERTY
JOHNSTY
JOHNSTY Todd Martin BOWIE & METEEREY JOHN MAITE DURAN DURAN ASIMOTION BEYAN ADAMS SADORA & JACKSON FIRM BOTTOM FOREIGNER 4-1 FRINCE 6-2 WEAN! 10-5 EOOL & THE GANG 1 WSPK/Poughkeepsis, NY Dayton/Anthony

MEAM! 10-5 ROOL & THE GANG 12-6 BALL & OATES 16-11 Bryan Geronimo

DURAM DURAM

BOWIS & HETSENEY

BOWIS & HETSENEY

BROCK COCKNUM

SENDARY STEMART

HARAD-HICRAEL MA

ARIMOTION

FOREIONER -1

CELLOP BALLEY 4-3

DOM ERKLEY 7-5

SHESHA SASTON 15-9 QB2/Rochester, NY Stevens/Messner

DURAN DURAN JOURNEY BRYAN ADAMS CARS ERIC CARMEN JEFFREY OSBORME SURVIVOR BOTTEST: none

none Rottest: PORBIGNER I-1

MADONNA 2-2 JACE MAGNER 3-3 CBICAGO 6-6 RALL & OATES 8-8 WVSR/Charleston, WV Chris Bellay Tom Perket
BRYAN ADAMS
SCANDAL
CARS
DURAN DURAN
JOHN PARR (dp)
BOTLEST:
POREIGNER 5-2
PRINCE 4-4
DON BRNLEY 6-5
BILLY OCRAM 9-7
MEANI 10-8

WKFM/Syrecuse, NY

Kevin Fennessy
BRIAM ADAMS
FIRM
DURAM DURAM
DURAM DURAM
COMMODERS
AUTOGRAPH
TOTO
KIM CABMES
AUTOGRAPH
FOTO
ROMAN BOLLIDAY
BRUCE CCRESUM
ROCKESSON
BRUCE CCRESUM
ROCKESSON
FOTORIONES
FOTORI

930/Syracuse, NY Laird/Dunes

WRCK/Utice, NY Jim Reitz

DURAN DURAN BRYAN ADAMS

BRYAN ADAMS BOWIE & METBENEY JOHN WAITE DURAN DURAN BOTTOST: PBILIP BAILEY 3-1 REO SPEEDMAGON 25-17 NEW EDITION 30-24 DAVID LEE ROTH 34-27 PRANKIE GOES TO 8 37-31

K104/Erie, PA

BOWLE & RETBENEY
TOTO
FIRM
BRYAN ADAMS
JOHN WAITE
SIM WILDE
ERIC CARMEN
MARTIM BRILEY
BOTCHBER
FOREIGHER 1-1
ROO STEWART 6-4
CLENN FREY 8-5
BILLY OCEAN 11-7
PRINCE 14-8

WERZ/Exeter, NH Scott MacKey

Scott MacKay

BONEYDRIPPERS

DURAN DURAN

BOULE A HATERMET

JOURNEY

TOTOMAL

BONEY

BONEY

TOTOMAL

BONEY

BONEY

BONEY

BONEY

TOTOMAL

BONEY

B

NAME OF STEMART
SORVIVOR
DURAN CORRAS
BRITAN ADAMS
BOTLEST
POLICY

none Hottest: FOREIGNER 1-1 PBILIP BAILEY 2-2 CEICAGO 3-3 WHAMI 5-5 BILLY OCEAN 6-6

WLAN-FM/Lancester, PA Jerry Michaele
BRONSEI BEAT
EIN CARMES
BILLY JOEL
BONEYDRIPPERS
BRYAN ADAMS
BOXEYDRIPPERS
BRYAN ADAMS
CBICAGO 1-1
PHILIP BAILEY 3-2
FOREIGNER 5-4
BALL & OATES 19-10
GLEMB FREY 26-14

KC101/New Haven, CT Stef Rybak

TERNA HARIE
DUBAN DUBAN
NEW BOITION
FRANKIE GOES TO B
CABS
CBICAGO 1-1
FOREIGRER 6-3
WHANI 10-4
RED SPEEDWAGGON 25-8
DAVID LEE ROTE 30-16

DORAN DURAN BOWIE & METRENEY BRYAN ADAMS ROCKMELL JERMAINE STEWART DOKKEN JAMEY STREET

Deyton/Anthony
TINA TURKER
DDRAM DURAM
JULIAN LERNON
CARS
SOREYDRIPPERS
BEYAR ADAMS
BILLY JOEL
BOTCHER
BOTCHER
BOTCHER
BOTCHER
BOTCHER
PRINCE 16-8
REO SPEEDMAGON 37-JULIAN LENNON DURAN DURAN DURAN DEADLEY 2-1
POREIGNER 5-3
BILLY OCEAN 6-4
BALL & OATES 9-6
WHAM! 10-7

Parallel Three

Stevens/Messner

ROOL & THE GAMG
BRYAR ADARS
JULIAH LENHON
DORAN DORAN
TOYN

CHILLE BALLEY 4-1
CHICAGO 5-2
POINTER SISTERS 18-7
REO SPEEDMAGON 20-8
BILLY OCEAN 24-14 WFBG/Altoons, PA BOTE BOTEST: CRICAGO 1-1 PRILLY BAILEY 4-4 DON RENLEY 6-6 MEAM! 11-11 BILLY OCEAN 14-14

WZON/Bangor, ME Michael O'Here TERRA MARIE DURAN DURAN SETAR ADAMS SILLY JOEL SOWIE & METERNEY ROTESEN 1-2 WEARIE 6-4 JOEN FOCERTY 19-10 SILLY OCEAN 12-11 DURAN DURAN TEENA MARIE KIM MILDE PATTI LABELLE KIM CARNES TOTO BOTTOMER 1-1 PERLIP BAILEY 8-2 NBAMI 13-6 ROOL & THE GANG 14-8 AUTOGRAPH 27-21

WIGY/Bath, ME Bob Anderson BOD ANDERSON
BOWLE & RETEREY
BRUCE COCKSUEN
FIRM
DUBAN DUBAN
BOTTER 6-2
WHAN 1 107
HEAD TO BOTTER 14-8
REGO SPEEDWAGON 32-15
FRANKIE GOES TO B 29-16

103CIFVBackley, WV Bob Spencer Bob Spencer
JULIAN LENNON
BILLY JOEL
BRYAN ADAMS
CARS
DURAN
BORAN BOLLIDAY
BORAN BOLLIDAY
BELLOACO 2-1
PEILIP BALLEY 3-2
FOREIGER 4-3
BILLY OCEAN 9-8

WOAY/Backley, WV Jim Mertin

DURAN DURAN
RYAN ADAMS
ROMIE & METRRNEY
CARS
FIRM
JEFFREY OSBORNE
JOOR MAITE
BOTTEST
HIDMIGHT STAR 5-2
FOREIGHER 4-3
SILLY OCEAN 6-3
TERMA NAILE 19-10

WIKZ/Chambersburg. Matthewa/Alexender

LairdDunes
AUTCORAPH
BROWSKI DEAT
BROWSKI DEAT
BROWSKI DEAT
BROWSKI DEAT
ENDING A METRENEY
TERMA MADRE
BRILDT JOSE
BRILDT JOSE MatthewalAssander
ERIC CARMEN
JULIAN LENNON
SURVIVOR
BRITAN ADAMS
SCANDAL
BRITAN ADAMS
SCANDAL
BRITAN ADAMS
FOREIGNER 2-1
TIME 7-5
HEIANI 10-6
BOOL & TRE GANG 20-17
REO SPEEDNAGON 27-18 Tom Teylor
BRYAN ADAMS
ANIMOTION
ANIMOTION
CHARLE REPREMEY
CRAFA SEAN
OUGAN ODGAN
BILLY JOEL
BOTTOM
FRILLY 1-1
WHEAM 5-4
ECOD to THE GANG 12-8
REC SPEEDMAGOG 31-19
FRANKIE GORS TO E D-33

Kemnosbildes
HICHIGHT STAR
STEVE FERRY
JULIA LEMON
JOLIA LEMON
JOURNEY
BILLY JOEL
ARREAD LEMPON
BILLY JOEL
ARREAD LEMPON
BILLY JOEL
ARREAD LEMPON
BERRY JOEN
LAB (dp)
PAT BERRATAR
BERRY PURPLE
COMPANY
DORSELEY 4-1
DON BERLEY 4-1
REM EDITION 19-10 BBYAN ADARS
TOTO
MARTIN BRILEY
ROMAN BOLLIDAY
ANIMOTION
ADORA 1 JACKSON
BOWIZ & METBERRY
DONERS (4D)
DON LEMLEY 1-1
CRICAGO 6-4
BILLY OCEAN 9-6
GLENN FREY 15-10
DAVID LEE ROTE 21-16

WKRZ-FM/Wilkes-Berre, PA Don Hallett

Don Hallett
CULTUME CLUS
COLCIUME CLUS
DOGAN DURAM
BOWLE & METHERY
BOWLE & METHERY
BOYLE AMENGE
BILLY JOSEL
JEFFRAT ORBORIE
CHARAC
JEFFRAT ORBORIE
CHARAC
JEFFRAT ORBORIE
CHARAC
JOSEL BILLY
JOSEL BIL WHI Kenffman

PAT BERATAR

FORTAL ADAMS

CARS

BOMIE & METREMET

DURAN DURAN

TEMPTATIONS

BOTHER STEMART (dp)

BOTHER FOREICHER 2-1

PRILIP BAILEY 6-2

WHAMI 11-5

FALL & COTES 12-9

FALL & COTES 12-9

FALL & COTES 12-9

Music Key: (DP) indicates the song is getting play during cell the song was dropped from the playlist then re-added.

WKHI/Ocean City, MD Jack Gillen TEENA MARIE TERRA MANIE
CARSCOORES
DORAN DOTAN
EIN MILDS
JEFFRAY OSBORME
JOHN MAITE
ROTTES

TOTO
BEYAN ADAMS
DURAN DURAN BOMIE + METHENEY
SCANDAL
JOHN MAITE
FIRM
BOUTES 100HY SEAM 8-2
FOREIGNER 4-3
WHANI 7-4
ELTON JCHN 12-5

WQID/Blloxi, MS Mickey Coulter

Phoenia/O'Neil
REO SPEEDMAGON
JULIAN LEMNON
BILLY JOEL
TERNA MARIE
DURAN BURNEN

JOURNEY
CARS
BOTTOST
FOREIGNER 1-1
HEAMI 7-3
JOHN FOGERTY 13-9
CYNDI LAUPER 31-21
GLENN FREY 37-22 WOMP-FM/Whee

WOMP FMINNHEAD TOWNING BONDS
DESIGN BONDS
AND TOWNING BONDS
AND TOWNING BONDS
ENGINE OF THE TOWNING BONDS
BETAN ADAMS
JUPPERT OSIGNES
JULIAN LENNON
AUTOGRAPH
ROALT BAND
ROALT BAND
AUTOGRAPH
ROALT BAND
AUTOGRAPH
ROALT BAND
AUTOGRAPH
ROALT BAND

CTUBLEMES

DUBAN DURAN

SURVIVOR

BRYAN ADAMS

BOMIS & METBENEY

BOTES & METBENEY

BOTES & METBENEY

BOTES & METBENEY

BOTES & METBENEY

BALLEY 2-1

STRVE PERRY 3-2

HALL & ONTES 11-8

SBEENA PASTOW 19-11

#### SOUTH

Parallel Two

WBBO/Augusta, GA Bruce Stevens Bruce Stevens
DURAN DURAN
BILLY JOEL
SURVIVOR
AUTOGRAPH
BONIE A METBREY
BOYNE A METBREY
BUTAN ADAM
JEMANINE STEMART
FANDRA A JACKSON
TIME 3-1
BILLY COCAN 2-2
PBILLY EALLEY 7-4
JOEN FOOGRYT 18-13
TEENA MARIE 19-17

KHFI/Auetin, TX Weylon Richards Weylon Richards
BOMEDDIPPERS
JULIAN LEMPON
JULIAN LEMPON
JULIAN LEMPON
JULIAN LEMPON
JULIAN LEMPON
JULIAN LEMPON
JULIAN DIAN
JULIAN LEMPON
JULIAN DIAN
JULIAN LEMPON
JULIAN DIAN
JULIAN LEMPON
JULIAN

WFMFiBaton Rouge, LA Blom/Ahysen
DURAN DURAN
JULIAN LENNON
JULIAN LENNON
JOURNEY
Bottest:
Bottest:
PSILIP SAILEY 3-1
CBICAGO 1-2
FOREIGNER 4-3
NRAM: 8-5
CYNDI LAUPER 20-14 Carson/Glmeburg
BILLY OCEAN
POINTER SISTERS
SERENA EASTON
NEW EDITION
BOTTERS:
CHICAGO 3-1
PBILIP BAILEY 9-2
FOREIGNER 6-4
PRINCE 11-5
WHAM: 16-11

KWIC/Beeumont, TX Rason Perry
SCANDAL
SORN MALTE
BETAN ADANS
DURAN DURAN
BOWIE & HETTERHEY
ANIMOTION (dp)
JERNALIES STEMART (dp)
BOXTOS IN COLOR
BOXTOS STAN 6-4
HIGH GOT STAN 6-4
HIGH STAN 6-4
HIGH GOT STAN 6-4 WDCG/Durham-Ra FraemanWright
ASBPORD & SIMPSOM
JORN ROWTER
TERMA MARIE
BILLT JOEL
DURAN DURAN
BOTTER
BILLT JOEL
PRINCE 2-1
WEAN: 4-3
PRINCE 5-5
DON BENLEY 6-6

KZZB/Beaumont, TX Jerry Lousteeu Bob West

JOBN POCERTY
CARS
SURVIVOR (dp)
BOWEYORIPPERS
LRB
BOTTERIT
CRICAGO 1-1
PRILIP RAILET 3-2
WHAM: 4-3
FOREIGNER 5-4
PRINCE 12-6 DURAN DURAH BEYAN ADAMS BILLT JOEL SUMPIYOR COMMODORS BOTTES FOREIGER 2-1 BILLT CCEAN 5-4 PEILTP BAILEY 10-5 TERMA MARE 20-14 REO SPREDMAGON 23-17

KSET-FM/Ei Paso, TX Crosno/Rodriguez Crosmo/Rodriguez

JOSN SUWTER

JOSN SUWTER

PAT BERATAN (dp)

ERIC CARMEN

BRONSEL SEAT

DURAN DURAN

BOOMLE A NETHENEY

ROCLED 2-1

FORECORER 6-3

WEARL 7-4

DON BERLEY 10-7

BALL & OATES 18-13 Mickey Coulter
DURAN DURAN
BILLY JORL
BORSTORIPPERS
BORSTORIPPERS
BOTTORIPPERS
BOTTORIPPERS
PSILLEY 6-2
BALL 4 OATES 7-3
STRUE PERRY 12-6
WHANN 15-7
DAVID LEE NOTH 35-29

BALL GORES 18-13
WANS-FMQreenville, SC
ROM Meta
BONETRIPPERS
EADORA - JACEBON
BONETRIPPERS
EADORA - JACEBON
DURAN GORAN
FERNA RARIE
SCANDAL
BETAN ADARS
BOTTERIN FARIE
FERNA RARIE
SCANDAL
ESTAN ADARS
BOTTERIN FARIE
TENNA RARIE
TORREN
TORREN KXX106/Birmingham, AL Galther/Balley GathedBalley

DURAN DURAN

BILLY JOSEL

ZADDRA P JACKSON

ROWETORIPERS

JOHN BUNTER

TEMPTATIONS

BOLIVER J-2

HEAMIS 3-2

HEAMIS 8-3

POINTER SISTERS 10-6

PRINCE 14-9

WSSX/Charleston, SC Philips/Allen WZYP/Huntsville, AL Steve King SURVIVOR SRYAN ADAMS DURAN DURAN LRB MID\*\* Steve King
CARS
SURVIYOR
DURAN DORAN
ADTOCRAPB
BILLY JOEL
LRA
BILLY JOEL
LRA
BILLY JOEL
ROBERTO COS TO B
TUDLIAN LEMNON
COMMODORES
BRYAN ADAMS
BOXTEST
BILLY OCEAN 3-1
SERENA EASTON 23-10
TIME 22-14
RED SPEEDWAGON 33-17 LRB
MIDNIGHT STAR
BOWLE & METHENEY
BOTCOST
BOT WBCY/Charlotte, NC

Bill Martin SCANDAL SURVIVOR BRYAN ADAMS JULIAN LENNON BOTLERE' FOREIGNER 2-1 PBILIP BAILEY 4-2 BILLY OCEAN 5-3 NELAN' 11-7 TIME 13-8 94TYX/Jackson, MS Jim Chick
none
Bottest:
FOREICNER 2-1
CBICAGO 3-2
PBILIP BAILEY 4-3
BILLY OCEAN 9-6
WRAM! 12-7
WQUT/Johnson City.'
Steve Taylor

Chrysler/Daniels
ROCKWELL
FIRM (dp)
RADDE & JACKSON
RADDE & JACKSON
RETAIN ADAIS
BETAIN ADAIS
DURAN DERAIN
BURAN DERAIN
BOATE OFF TO B
BOATE & TO B
ROCKER 2 - 2
HERMIGAPH 18-10
DAVID LEE ROTH 23-14
RED SPREDWAGON 29-18 JULIAN LENNON
LRB SURVIVOR
SURVIVOR
SCANDAL
REO SPEEDMAGON
HOTESET
FOREIGNER 13-5
PHILIP BAILEY 16-11
BILLY OCEAR 20-14
WHAMI 25-15

WOK!/Knoxville, TN Gary Adkins WSKZ/Chattanoogii, TN Chase/Page Gary Addina
JULIAN LEHNON
BUGADRIPPERS
BUGAD ENLLY JOEL
GENERAL PUBLIC
JULIAN LENNON
JOURNEY
BOTLEST:
FOREIGNER 1-1
CEICAGO 2-2
DON REMLEY 3-3
GLENN FREY 14-9
STEVIE MONDER 20-12

Peter Hamiatt
JEMMAINE STEMART
BRYAN ADAMS
ANIHOTION
DUBAN DURAN
CHARA KHAN
SURVIVOR
JOBN SUNTER
BONIE L ARTHRHEY
AUTOGRAPH
TEENA MARIE
BOCCEST.
GESCAGO 1-1
WEAM! 14-5
GENERAL POBLIC 1:
GENERAL POBLIC 1: WFMI/Lexington, KY Fox/Moeley FIRM TOTO IADORA & JACKSON MARTIN BRILEY MARTIN BRILEY
COMMCODERS
TAMPATATIONS
BNUCE COCKBORN
HOLAN TROWAS
DOWN BOAN BOANE
ENTAW ADARK
BOTHE & METREFEY
BRIAD ADARK
BLEEN
CLEMB PRY 17-10
HIDBIGHT STAR 23-11
TIME 26-17
SEEEMA EASTON 29-19 MRAMI 14-9 GENERAL PUBLIC 17-14 DAVID LEE ROTE 27-21 TINA TURNER 38-28 WZLD/Columbia. SC Hunter Herring BILLY JOEL BRYAN ADAMS BALLA JORGE CARE AUTOGRAPH (dp) DUBAN DURAN BOWIE & METHEMEY COMMODORSE FRANKIE GOES TO B BOTTOSIE WONDER 15-7 GILNNE FRAY 22-14 RED SPEEDWAGON 10-21 JOURNEY 36-24

Casey/Wright
GIUFFIA
TIME
MIDNIGHT STAR
JOURNEY
ASBFORD & SIMPSON
JULIAN LEMMON
BOCKNET:
1-1
GUENNE 31-6
GLEMN FREY 21-1
FOUNTER SISTERS D-24 KKYK/Little Rock, AR Mark McCain Mark McCain
POINTER SINTERS
DAVID LER ROTE
Bottest:
CBICAGO 2-1
REW RDITION 3-2
PBILIP BAILEY 7-5
POREIGHER 10-7
REG SPREDMAGON 19-

Stacy/Steal
JOHN SUMTÉR
DURAN DORAM
BANN DORAM
BOTLON DORAM
BOTLONER 7-5
FOREICHER 7-5
FOR TIMA TURBER MEW SDITION CYMDI LAUPER ASEFORD & SIMPSON JULIAN LENNON JOURNEY

JODERRY BOTTEST: CBICAGO 2-1 WHAMI 4-3 BALL & CATES 16-9 DOM HENLEY 19-10 REO SPEEDMAGON 28-19 WABB-FM/Mobile, AL

Franty-User

OURAN DOURAN
HEM EDITION
JOGABEY
ASSPORD & SIMPSON
TIMA TORNER
BOTESET
PRINCE 6-1
PREIGHER 3-2
PRILIP BAILEY 5-3
TIME 17-10
REO SPEEDMAGON 24-14

G100/Mobile, AL Griffith/Ocean Griffith/Ocean
JEFFREY OBBORNE
JOHN MAITE
JOHN MAITE
JOHN SONTHR
SUNYIVON
FRANKIE GOES TO B
CASE ABI
CEICAGO 1-1
FOREIGHER 2-2
PHILIP BAILEY 3-3
MEAN! 4-4
PRINCE 9-5

none Bottest: MADONNA 1-1 CBICAGO 2-2 PHILIP BAILEY 3-3 POREIGNER 4-4 PRINCE 5-5

KBFM/McAllen-S DelGado/deHaro DEMARGE TIMA TURNER DURAN DURAN DURAN DURAN CORAN BAM ANINOTION (dp) Bottest: CRICAGO 1-1 FOREICNER 2-2 PELLIP BALLEY 5-3 HEART 10-4 PRINCE 8-5

KRGV/McAlle Perry/Molano
FRAMELE CORS TO B (dp)
JOHN FOGERTY (dp)
JOHN FOGERTY

DURAN DURAN BRYAN ADAMS JOHN MAITE EIM MILDE BOWIE & METHENRY DORKEN BOTESH GOLGGO 1-1 REO SPEEDMAGON 1 REO SPREDMAGON 10-4 DAVID LES ROTE 23-12 JOHN PARR 28-19 JOURNEY 37-25 WZKS/Neshville, TN Larry Martino

CYNDI LAUPER Bottest: PSILIP BAILEY 4-1 MADONNA 2-2 FOREIGNER 5-4 DON HENLEY 6-5 JOBN FOGERTY 22-13 WKSF/Asheville, NC John Stevens John Stevens
CANS
CANS
EIN MILLOR
BRYAN ADMAS
BRYAN ADMAS
BOWIE & HERTEREY
ANIHOTION
TEMPTATIONS
SURVIVOR
JULIAN LENHON
BOLTER
PRILEY 4-1
BRANI 10-5
PRINCE 12-9
JOBN PARR 19-14 JOHN FOORETT 22-13
WQUE-FMINEW Orleans. CA
Kevin McCarthy
HADONIA
SIBERA RASTON
DURAN DOMAN
TERPTATIONS
JEFFREY ORRORME
BYAN ADAMS
FORE CHEES
FORE CHEES
FORE CHEES
ASTOND 15-10
REGORD 15-10
REGORD 25-13
REG SPEEDMAGON 25-13

WRNO/New Orleans, LA Costello/Wetkins

PRINCE BILLY OCEAN BILLY OCEAN BILLY JOBL CARS DURAN DURAN FIRM BADCE COCKBURN BAYAN ADAMS

8J106/Orlando, FL Cassy/Wright

WJAD/Beinbridge Elliot-Osborne EBIOLO-BOORDE
COMPODORES
BRYAN ADAMS
DUBAN DUBAN
DUBAN DUBAN
DOWN TOTOLO
BOONLE & METHERNEY
JOHN PARM
ADDRA & JACKSOM
HOLLES
CRICAGO 2-1
PILLIP BALLEY 3-2
FORE JANER 4-3
MEANI 6-4
DON BERLEY 5-5 BRYAN ADAMS
BOTTEST:
FOREIGNER 1-1
PMILIP BAILEY 5-2
NEAM! 8-4
JOHN PARR 24-15
REO SPEEDMAGON 34-20

WCGQ/Columbus, GA Raiph Carroll SURVIVOR LAB DURAN DURAN COMMODORES JOURNEY ANIMOTION EIN WILDS KIM WILDE SCANDAL BEYAN ADAMS JOBH BOWTER BOTTER HADDWAY CRICAGO 17-4 KOOL & THE CANG 12-8 BILLY OCEAM 13-9 FOREIGMER 21-14

NOTE: WASH/Washington is no longer a CHR reporter.

KISRFEL Smith
Rick Heyes
HIDBIGST STAR
BORVIVOS
BOTATO
BOT WXLK/Rosnoke, VA Don O'Shee Q104/Gadaden, AL

TERRA MARIE 31-22
WRYU/Richmond, VA
Bob McNeill
JULIAN LERMON
TERPIZATIONS
SURVIVOR
JURNET
PRAMEII GOES TO B
STANFILLEY 1-1
POREICHER 1-1
POREICHER 12-7
HEART 14-7
BALL & OATES 15-8
HEW EDITION 22-13 Gatther/Davia

DURAN DURAN (dp)

SURVIVOR (dp)

IADORA = JACKSON

SAMABLLDE (dp)

DOTESEL:

TIME 1-1

RIDMIGHT STAR 2-2

FOREIGHER 8-4

MRAMI 7-7

ASEFORD & SIMPSON

KITY/San Antonio, TX McGee/Upton GENERAL PUBLIC JULIAN LENNON JULIAN LEHROM SURVIVOR NAM EDITION (dp) TEERA MARIE (dp) DURAN DURAN (dp) BOTLEST CEICAGO 2-1 PSILIP SAILEY 3-2 FORRIGMER 4-3 SILLY OCEAN 5-4 RALL & OATES 7-5 ASHYOND & SIMPSON TERMA MARIE JEFFREY OBBORNE SCANDAL AUTOGRAPH (dp) BONIE & METHENBY BOTTES! CRICAGO 2-1 FOREIGNER 4-3 MEAN! 5-4 PRINCE 8-5 BILLY OCEAN 9-8

KTFM/San Antonio, TX Thorman/Owens
JOHN FOGGRTY
SEESHA SASTON
JOHN FOGGRTY
SEESHA SASTON
JOHN FOGGRTS
TILLY JOHER
GOT
STILLY JOHER
HOTESEL
HADONNA 1-1
FORE[CORE 3-2
HEAHI 5-3
BILLY OCEAN 11-9
STEVIE WONDER 16-13 BILLY OCEAN 9-8
KTDYLINGVELLA
StevenulBerry
BETAN ADAMS
SCANDAL
ARIMOTION (dp)
SURVIVOR
AUTOGRAPH (dp)
AUTOGRAPH (dp)
CARS
HOLLER
POLITER S12
FOREIGER 3-2
FOREIGER 3-5
BALLE LOATES 5-5
BALLE LOATES 6-5

Z98/Temps, FL Johnny Welker
TERMA MARIE
LANDRA & JAKESON
DUBAR DURAN
BOWIE & METHEREY
BILLT JOSEL
ROTTERST
HILLT JOSEL
ROTTERST
HILLT JOSEL
ROTTERST
HILLT JOSEL
ROTTERST
JOSEL
ROTTERST
JOSEL
JOSEL
JOSEL
ROTTERST
JOSEL
JOSEL Q101/Meridian, AL Tom Kelly

TOM Kelly
BOWETDI PPERS
SURVIVOR
SIENT ACAMS
FOR ACAMS
F WSEZ/Winston-Salem, NC Rob Leonard

NONE BOTTEST: CCBICAGO 1-1 FOREIGNER 3-3 JULIAN LENNON 8-8 PRILIP BAILEY 11-11 MEAM! 14-14 KNOE-FM/Monroe, LA Knighten/Shee

Parallel Three

O DURAN

DURAN DURAN LRS SOMIE & METRENEY SEYAN ADAMS SURVIVOR BOTLEST: CBICAGO 1-1 PELLIP BAILEY 2-2 FOREIGNER 4-3 WRAM: 8-4 PRINCE 9-6 StewartTroy
JULIAN LEWHON
JOHN BUNTER
ASHFORD SIMPSON (dg
SCANDAL
DUBAN EDGRAN
ANIMOTION (dp)
BOOKIE & ARTHEREY
FOREIGHER 2-1
CBICAGO 6-2
PRILIP BALLEY 7-3
REO SPEEDWAGON 20-12 KWES/Midlar

HADONNA SURVIVOR ERIC CARMEN ANIMOTION DURAN DURAN Bottest: CBICAGO 1-1 HADONNA 2-2 MADONNA 2-2 WHAM! 8-4 DAVID LES ROTH 19-15 REO SPEEDMAGON 34-25 TS4/Penama City, FL Stu Patterson

STAP PATRIATON
WHIS LIVERING STORM
JERNALIS STEMPACT
OCHROCORES
BATTAM ROAMES
BATTAM ROAMES
BATTAM ROAMES
SAMPLE STORM
JAMPA TAPRET
SOUNCE STORM
LAFFERS STORM
TO COMMON SOUNCE STORM
T

237 CHR Reporters

The following stations reported a frozen playlist this week:

WBEN-FM/Buffalo WSEZ/Winston-Salem

The following stations failed to report this week; therefore their playlists were frozen:

WPHD/Buffalo WKEE/Huntington
WHHY-FM/Montgomer
KJ103/Oklahoma City
WZOK/Rockford WFBG/Altoona

#### **MIDWEST** Most Added . Hottest

Bryan Adams Duran Duran Foreigner Billy Joel Philip Bailey w/Phil Collins

# CHR ADDS & HOT

Music Key: (DP) indicates the song is getting play during certain p. the song was dropped from the playlist then re-added.

#### WEST Most Added. Hottest

Duran Duran Bryan Adams WHAMI Survivor Philip Bailey w/Phil Collins

#### MIDWEST

Parallel Two

WKDD/Akron OH BONIE & METBENEY BRYAN ADAMS

SCANDAL
JOBN MAITE
JOBN PARR
DURAN DURAN (dp)
BOTTER
BOTTER
CBICAGO 1-1
BILLY OCEAN 4-4
DON BENLEY 6-6
PRINCE II-10
REO SPEEDNAGON 22-17

WAHC/Appleton-Oshkosh

Chris Caine
JOORNEY
CARS
DUBAN DURAN
BRYAN ADAMS
ROTHER:
CBICAGO 1-1
REO SPEEDNAGON 20-9
TIME 32-16
DAVID LEE ROTH 33-17
FRANKIE GOES TO B D-18

WKAU/Appleton-Oshkosh Ross/Bradleigh

SURVIVOR JULIAN LENNON JULIAN LEMNON
BILLY JOSL

DURAN DURAN (dp)
BRYAN ADAMS (dp)
BOTTON (dp)
BOTT

92X/Columbus, OH Cook/Cella

ERIC CARMEN BRYAN ADAMS TEENA HARIE BILLY JOEL CARS CARS
BOTTEST:
PHILIP BAILEY 2-1
FOREIGNER 1-2
PRINCE 6-4
DAVID LEE ROTE 19-11
REO SPEEDWAGON 34-29

KIIK/Davenport IA BILLY JOEL NEW EDITION JOURNEY TEENA MARIE (dp) JOBN WAITE COMMODORES COMMODORES
BOTTEST:
CBICAGO 1-1
WBAM! 2-2
PRINCE 6-5
BILLY OCEAN 14-9
TIME 31-19

WGTZ/Dayton, OH

JOURNEY
BRYAN ADAMS
ASSERD & SIMPSON
SCANDAL
BOTHER:
FOREIGNER:
1-1
DON RENLEY 2-2
WEAM! 4-3
HIONIGHE STAR 26-12
REO SPREDMAGON 27-15

KZIO/Duluth, MN Berry Knight Barry Knight

DURAN DURAN
FIRM

BRYAN ADAMS

BILLY OZEL

ERIC CARMEN

BELLY OZEL

ERIC CARMEN

FORE GARE 2-2

PHILLY BALLEY 3-3

BILLY OZEAN 4-4

REO SPREDMAGON 23-13

WKDQ/Evansville, IN Payne/Westrich

Paynewestron
JOURNEY
BILLY JOEL
DURAN UNEAN (dp)
BRYAN ADAMS (dp)
BRYAN ADAMS (dp)
TEENA MARIE (dp)
DOKKEN (dp)
BOTEST
FOREIGNER 2-1
FILLP SAILEY 4-2
BILLY OCEAN 5-3
PRINCE 7-6

WSTO/Evansville, IN Taylor/Lindsey

POINTER SISTERS DAVID LEE ROTE REO SPEEDMAGON 13-5 WHAH! 20-8 BILLY OCEAN 15-10 GLENN FREY 27-14 STEVE PERRY 26-15

WMEE/Ft Wayne JULIAN LENNON
FRANKIE GOES TO B
DURAN DURAN
SURVIVOR
LRB DNIGHT STAR MIDNIGHT STAR Hottest: CHICAGO 2-1 POREIGNER 6-3 BILLY OCEAN 12-6 WEAM! 14-7 REO SPEEDMAGON 28-14 WGRD/Grand Rapids, MI Swart/Stevens

SURVIVOR
JOEN PARR
BOMETORIPPERS
BOTTORIPPERS
BOTTORIPPERS
BOTTORIPPERS
BILLY 4-1
PORTIGUER 5-3
BILLY OCEAN 6-4
NEAN! 13-8
REO SPEEDMAGON 27-16

WZPL/Indiananolia IN Jim Miles JIM MINES

ROMETOR LPERS

ROOL & THE GANG

ROWLE & METTERPEY

NOTAN TROMAS

RIM WILDO

DURAN DURAN

BOTTER | 1-1

RECO SPERDMAGOR | 17-2

GLENN PREY 8-3

MEANI 4-4

DAVID LEE ROTH | 16-12

WJXQ/Jackson, MI Rysn/Cheeks Ryan(Cheeks
BYTAM ADAMS
FIRM (dp)
TOOL (dp)
TOOL (dp)
TEENA MARIE (dp)
TEENA MARIE (dp)
DURAN DURAN (dp)
EUNOGLIDERS (dp)
EUNOGLIDERS (dp)
BOCKERS
BOOK BERNEY 1-1
JOHN FOGERTY 15-5
FIRES 19-6
FIRES 19-6
FIRES 18-6
FIRES

WKFR/Kalamazoo, MI Welnacht/Chapman Weinscht/Chapman
BETAM ADAMS (dp)
SURVIVOR (dp)
ASBRORG SIMPSON (dp)
CARS
JULIAN LENRON
JULIAN LENRON
JULIAN LENRON
BOWLE A METERNEY
TEENA MARIE (dp)
BOULE A TEENA MARIE (dp)
BOTTENA CARE (dp)
BOTTENA CARE (dp)
BOTTENA CARE (dp)
SOL TEENA CARE (dp)
SOL TOE CARE (de)
SOL TOE CARE (d

ZZ99/Kansas City, MO

DURAN DURAN KIM WILDE TEENA MARIE BRYAN ADAMS CARS CARS
SCANDAL
JULIAN LENNON
BILLY JOEL
HOTELET
FOREIGNER 3-3
NHAM! 10-4
MIDNIGHT STAR 18-11
REG SPEEDMAGON 22-12
DAVID LEE ROTH 31-28

Read KITHOGGE
TIME
KINES
BILLY JOSE.
BRYAN ADANS
AUTOGRAPB
TEENA MARIE
BOTLESE:
CBICAGO 1-1
PRILIP BAILEY 4-3
WHANI 7-4
BILLY OCEAN 12-7
BALL & OATES 13-9 Z104/Madison, WI Little/Hudson

RRO SPEEDMAGON BILLY JOZL BRUCE COCEBURN JOHN BUNTER PAUL BARDCASTLE BOTLEST: PBILIP BAILEY 2-1 FOREIGRER 3-2 WEAN: 5-3 DON BENLEY 8-5 PRINCE 12-7 WZUU/Milwaukee, Wi

JOHN FOGERTY ROOL & THE GANG (dp) ROOL & THE GANG (dp) BOTTEST: MADONNA 1-1 CHICAGO 10-2 BRYAN ADAMS 6-4 TIME 16-9 POINTER SISTERS 15-11

KJ103/Oklahoma City, OK

NONE
ROTTEST:
PRINCE 1-1
TIME 4-4
POREIGNER 6-6
MHAMI 8-8
REO SPEEDMAGON 21-21 KOFM/Oklehome City OK

KOFM/Oklahoma CI Miller/Cooper BRIAN ADAMS ROCKMELL DURAN DURAN JOHN WAITE BONIE & METHENRY LRB Jet toom
MIDNIGHT STAR
SURVIVOR
JOURNEY
BILLY JOSL
BOTEST:
PRINCE 5-4
WHANI 7-5
BALL & OATES 8-6
POINTER SISTERS 10-7
DAVID LEE ROTH 18-8 BOWLE 6 METERNAL LRB MARHATTAN TRANSFE JORN BUNTER JEFFREY OSBORNE BOOLESE: CBICAGO 1-1 PEILIP BAILEY 3-3 WHAN! 9-6 REO SPEEDMAGON 14-10 JOURNEY 30-22

KQKQ/Omehe, NE Taylor/Dean

FRANKIE GOES TO B TEERA MARIE BRYAN ADAMS BOTTEST: WBAMI 2-1 FORBIGNER 3-2 PBILIP BAILEY 5-4 TIME 11-6 REO SPEEDWAGON 16-8

KZ93/Peoria, IL Edwards/Meloney SURVIVOR ELERT PREY ROOL & THE GANG BRIAN ADARS JOURNEY HIDRIGHT STAR BOTTER CHICAGO 1-1 FORSIGHER 2-2 PHILIP BAILEY 4-3 MEANI 8-4 DON BENLEY 14-9

WZOK/Rockford, IL

none Bottest: PRINCE 10-10 DON BENLEY 11-11 BALL 4 OATES 17-17 WHANI 23-23 POINTER SISTERS 25-25 US3/South Bend, IN POINTER SISTERS DAVID LEE ROTS

DAVID LEE NOTS BOTTEST: HADOWNA 1-1 JACK MAGNER 2-2 WEAN1 26-12 BILLY OCEAN 17-13 REO SPEEDNAGON 28-21, WRQN/Toledo, OH Schaffer/Mitchell

Schaffer/Mitchell
BOWLE & METHEREY
MARTIM BRILEY (dp)
DURAN DURAN
SIM WILDE
BRYAN ADAMS (dp)
TEMPTATIONS (dp)
DOKKEN (dp)
DOKKEN (dp)
EXPENDED STORM
SOLUTIONS (dp)
TEMPTATIONS (dp)
TEMPTATIONS (dp)
TEMPTATIONS (dp)
TEMPTATIONS (dp)
TOTAL 13-8
TOTAL 13-8
TOTAL 13-8
TOTAL 13-8
TIMA TURNER 37-29

KAY107/Tulsa, OK Blain/Stephens ERIC CARMEN BRYAN ADAMS BRYAN AVANCE
HOTLEST:
FORBIONER 1-1
EALL & OATES 8-4
DON BENLEY 7-5
RAY PARKER JR. 12-7
PRINCE 16-14

KEYN-FM/Wichita, KS TeylorBrown
BYIAN ADAMS
BYIAN ADAMS
JEFFREY OSGORNE
DORAN DOGAN
SCHUDAN
SCHUDA

KKRD/Wichits, KS

OliverWillame
BRYAN ADAMS
DGRAN DURAN
BOWIE & METERNEY
JOHN WAITE
AUTHOGRAPH
JOHN BUNTER
BELICAGO 1-1
PRILIP BAILEY 2-2
FOREIGNER 7-3
DON BENLEY 9-4
WHAMI 10-5 WHOT/Youngstown, OH Dick Thompson

JOURNEY BILLY JOEL LRB LOGHOCORES

ANIHOTION
ACHAN BOLLIDAY
BRYAN ADAMS
CARS, BRYAN ADAMS
CARS, BRYAN ADAMS
TERMA MARIE
BOLLORY
PRILITY BAILBY 1-1
POLITER SISTEMS 8-6
CLEARN FREY 17-12
CLEARN FREY 17-12
CLEARN FREY 17-12
JOSE PARR 27-22 MODORES

WYFM/Youngstown, OH Jeff Tobin

Parallel Three

SURVIVOR BILLY JOEL BONSTDRIPPERS BOTTEST: CHICAGO 1-1 PELLIP BAILEY 8-3 DON FRELEY 7-4 JOHN FOCKRYY 19-13 GLENN FREY 20-15

WBNQ/Bloomington, IL JULIAN LENNON JULIAR LEMBNOS
TOTO
BRYAN ADARS
JOHN MAITE (dp)
FRANKIE GOSS TO 8
SCANDAL (GROSS TO 8
SCANDAL (GROSS TO 8
SCANDAL (GROSS TO 8
SCANDAL GROSS TO 8
SCANDAL GOST TO 8
SCANDAL GOS

WBWB/Blood Bob Leonard SURVIVOR BILLY JOBL SCANDAL KIM WILDS ROMAN BOLLIDAY TEENA MARIÈ COMMODORES
ROCLEST:
CBICAGO 1-1
JOBN FOGERTY 19-14
SBEENA EASTON 20-15
GLENN FREY 21-17
CYNDI LAUPER 23-1B

WCII -FM/Carbondale II DURAN DURAN HONEYDRIPPERS KOOL & THE GANG JOHN POGERTY JERMAINE STEWART HOLLEST: WHAM! 1-1

ROTTEST: WHAM! 1-1 DAVID LEE ROTH 12-2 JULIE BROWN 2-4 RICK SPRINGFIELD 7-6 REO SPEEDWAGON 29-10 KQCR/Ceder Rapids, IA Gary Dixon CARS
BRYAN ADAMS
DURAN DURAN (dp)
Hottest:
FOREIGNER 2-1
FILLIP BAILEY 3-2
WBANI 23-8
MEM 2017100 21-15
REO SPEEDMAGON 30-20

KCMQ/Columbia, MO Tuttin/Baker TuttivBaker
ASFFORD ( SIMPSON
JOHN PARR
JURAN
JU

Y94/Fergo, ND Collins/Anderson BILLY JOEL
ASBPORD & SIMPSON
BRYAN ADAMS
SCANDAL
JEFFREY OSBORNE
COMMODORES (dp)

COMMODORES (dp) Bottest: PBILIP BAILEY 4-1 POREIGNER 5-3 PRINCE 6-5 WHAM! 7-6 JOEN FOGERTY 20-12 KKXI FMIGrand Forks, NO

STEVIE WONDER AUTOGRAPH (dp) AUTOGRAPE (dp JOURNEY TINA TURNER PAT BENATAR BONEYDRIPPERS Bottest: DON HENLEY 6-5 PRINCE 9-7 TIME 18-13 DAVID LEE ROTH 30-18 NEW EDITION 34-24

WAZY-FM/Lafevette, IN STROYLOUISON
BYTAN ADAMS
SURVIVOR
ROMAN BOLLIDAY
CARS
ROMAN BOLLIDAY
CARS
POR MATTE
DORREM
BOLLE COCRBURN
SOLUCE COCRBURN
SOLU

KFRX/Lincoln, NE Tracy Johnson LRB PRANKIE GOES TO B (dp) JOHN BUNTER DURAN DURAN TEENA MARIE TERNA PARTICIPATOR OF THE PARTICIPATOR ILLY 3-2 FOREIGNER 7-4 BILLY OCRAM 8-6 WHAM! 11-8

WRKR/Recine Pat Martin

KKLS-FM/Rapid City, SD PRANKIE GOES TO B AUTOGRAPH PAT BENATAR BRYAN ADAMS BRYAN ADAR-BOTTEST: CRICAGO 2-1 (dp) PHILIP BAILEY 5-2 PRINCE 10-5 BILLY OCEAN 14-6 NHAM! 18-11

99KG/Saline, KS Denny Collier Denny Coller
BRYAN ADAMS
ASEPORD & SIMPSON
RORETORIPPERS (dp)
ROME MATERIAL
JAMES STERET
JOURNEY
TERNA MARIE (dp)
ROCTER
CRICAGO 1-1
FOREICHER 6-2
RALL & OATES 9-7
PRINCE 13-8
MEANI 26-12 KKRC/Sloux Falls, SD Dan Kieley

TINA TURNER
PAT BENATAR
FRANKIE GOES TO 8
JULIAN LENNON
HOTES:
DON HENLEY 3-3
FOREIGNER 6-5
RALL & OATES 15-9
REO SPEEDMAGON 29-19
DAVID LEE ROTH 30-20

KWTO-FM/Springfield, MO Mike Schmidt 

WDBR/Springfield, IL Moore/Lawley

TIME
DURAN DURAN
BOWIE & METEENEY
JEFFREY OSBORNE
BRYAN ADAMS
DOKKEN (dp)
TOTO TOTO

ROMAN BOLLIDAY (dp)
MARTIN BRILEY (dp)
TEENA MARIE
BOTLEST:
PBILIP BALLEY 2-1
WHAM! 3-2
FOREIGNER 7-5
POINTER SISTERS 8-6
BILLY OCEAN 9-7

WSPT/Stevens Point Wi

BoulsylTracy
SILLY JOSL
CULTURE CLUB
BRYAN ADAMS
BRYAN ADAMS
BOTTE METBENRY
HEANIS 3-1
FOREIGNER 4-3
BILLY OCEAN 8-6
PHILIP SAILEY 10-7
REO SPEEDWAGON 27-16 KDVV/Topeke, KS Rabet/Permely

DURAN DURAN COMMODORES (dp) FIRM BONIE & METBENRY (dp) BRYAN ADAMS BOTTES WEAM! 3-2 REO SPEZDHAGON 4-3 JOHN FOGENTY 28-24 FRANKIE GOBS TO 8 30-29 SUNYIVON 0-38

KFMW/Weterloo, IA Mark Potter Mark Potter
AUTOGRAPH (dp)
FRANKIE GOES TO R (dp)
JOURNEY
TIMA TUBHER
TIMA TUBHER
ROMAN BOLLIDAY
LENGTH BOLLIDAY
LENGTH BOLLIDAY
ENGLIDAY
FOREIGNER 9-4
FOREIGNER 9-4
FOREIGNER 9-4
RILLIP BALLEY 11-5
REO SPEEDMAGON D-32 WEST

Parallel Two

Stucker/Roundtwe Fe,
JOURNEY
SURVIVOR
JULIAN LENNOM
DURAN
LURB
BRYAN ADAMS
ROTTER
ROTTER
PELLIP BALLEY 4-2
MEAMI 10-5
POINTER SISTERS 12-6
REO SPEEDWAGON 29-22

KKXX/Bakersfield, CA Squires/Kamper GLENN FREY REO SPEEDMAGON JULIAN LENNON JULIAN LENNON JOURNEY JOURNEY FORMER SISTERS BRYAN ADANS BOTTERS CRICAGO 1-1 FOREIGHER 5-1 DON BENLEY 12-7 DAVID LEE BOTB 21-11 Mike Novak

KQXR/Bakersfield, CA Bonnie Knox EUROGLIDERS BRYAN ADAMS

DOTO
BONIE & METBENEY
ANIMOTION
PIRM
BOTTEST:
POREIGNER 2-1
PBILIP BAILEY 3-2
MBANI 4-3
DON BENLEY 5-4
BILLY OCEAN 7-6

KF96/Boise, ID Does/Gregory DoadGregory
DUBAN DORAN (dp)
BEYAN ADAMS
JEFFREY OSBORNE
BILLY JOEL
SCANDAL (dp)
BOWLE & METHEMEY
COMMODORES
HOLE & METHEMEY
FOREIGNER 1-1
WHAM! 6-2 4-3
BILLY OCCEAN 5-4
POINTER SISTERS 15-10

KKFM/Colorado Springs. Finney/Anderson

Finney/Anderson
JOHN PARR (dp)
FRANKIE GOES TO B
ERIC CARMEN
SCANDAL
BRYAN ADAMS
ROTEST:
FOREIGNER 2-1
BILLY OCEAN 6-2
MEAM! 8-6
STEVE PERRY 16-9
REO SPEEDWAGON 20-13

Len E. Mitchell
CARS
BONIZ & METHEMEY
DOTTO
DURAN DURAN
BRYAN ADAN
ROMAN BOLLIDAY
JOHN MAITE (dp)
JOHN MAITE (dp)
JOHN MAITE (dp)
HOCLEGI:
BADORA & JACKSON (dp)
HOCLEGI:
FOREIGNER 3-3
PEILIP BAILEY 4-4
DAVID LEE ROTE 37-19
SERENA EASTON 34-20 KBOS/Freeno, CA Kris Van Keme DURAN DURAN SURVIVOR JORN PARR LRB
BILLY JOEL
BILLY JOEL
BRUCE COCKBURN
TERNA MARIE
BOTTEST:
BOTTEST:
BOTTEST:
BILLY 4-2
BILLY 4-2
BILLY 4-5
BILLY OCEAN 7-6 KDON-FM/Sall Kirk Cliatt

KIRK CHERT

DURAN DURAN
GEORGE BERSON
RIM CARBES
BRYAN ADAMS
ZADORA & JACKSON
HOLAN TBOMMAS
ANIMOTION (dp)
Bottesti
HEARI 1-1
POINTER SISTERS 3-3
FOREIGNER 6-4
BRO SPERGMAGON 38-21 DURAN DURAN BRYAN ADAMS JOURNEY BRIC CARMEN LRB (dp) LRB (dp)
CARS
ANIMOTION (dp)
Hotteet:
WBAM! 1-1
PRINCE 5-3
NEW EDITION 7-5
POREIGNER 11-6
TEENA MARIE 9-8 KCPX/Selt Lake City, Aushem/Main

TIME DURAN DURAN BRYAN ADAMS KYNO-FM/Freano, CA BRYAN ADAMS
TOTO
LRB
DAVID LEE ROTH
AUTOGRAPB
SOTTEM:
WHANN 1-1
BILLY OCEAN 3-3
REO SPEEDMAGON 12-5
JOURNET 30-25
ERIC CARMEN 28-27 DURAN DURAN
TERM MARIE
DAVID LEE ROTH
BRYAN ADAMS
LRB
HOTTES
HEALL & OATES 8-6
WEAM! 11-8
JACK MAGNER 15-10
FOREIGNER 20-12 KHYT/Tucson, AZ Shermen Cohen

KIKI/Honolulu, HI Kong/Shlehido RENNY ROGERS BRYAN ADAMS LRB Kong/Shishido
BILLY JOZL
JULIAN LENNON
ERIC CARMEN
SURVIVOR
JORN BUNTER
BOTEST:
MEAN! 8-1
FOREIGNER 3-2
JACK MAGNER 5-4
PBILLIP BAILEY 10-7
TIME 11-8 LRE
SURVIVOR
BILLY JOEL
DORAN BORAN
BOWLE & METBERRY
HOCKES:
PHILIP BALLEY 7-2
FOREIGNER 8-8
MEANI 14-9
BALL & OATES 24-12

KQMQ/Honolulu, HI

KRQ/Tucson, AZ Kelly Norris

JEFFREY OSBORNE TEENA MARIE

TEENA MARIE SCANDAL (dp) DURAN DURAN (dp) BRYAN ADAMS (dp)

Parallel Three

KGOT/Anchorage, AK

Kay Taylor
JOURMEY
BILLY JOEL
SCANDAL
CARS
LRB
BRYAN ADAMS
DURAN DURAN
BOTEAN
FOREIGNER 2-1
BILLY OCEAN 5-3
WHAM! 7-5
PRINCE 9-7
TIME 21-14

LRB DURAN DURAN CARS BILLY JOEL SURVIVOR BOWIE & RETURNEY BRYAN ADAMS BOTTER: CEICAGO 2-1 WHAN! 3-2 FORRIGHER 7-5 PBILLY BAILEY 9-6 EALL & OATES 8-7 KLUC/Les Vegas, NV Richards/Christian

CANS ANIMOTION (dp)
BATAN ADAMS
BOTTCHET
HALL & OATES 11-7
GENERAL PUBLIC 18-12
TIME 21-14
KOOL & THE GANG 22-16
MIDNIGHT STAR 25-19

KO93/Modesto, CA

Mike Novak

REO SPÉEDMAGON

RAVID LÉE ROTB

SILLY JOEL

TOTO

STORYLOR

ASIMOTION (dp)

BOWIE A METHEMEY

ANTIOGRAPH (dp)

BOWIE A METHEMEY

AUTOGRAPH (dp)

BOLLY OCCASORN

BOLLY OCCASOR

ROUL STEE CAME 13-7

ROME THE CAME 13-7

ROME THE CAME 13-7

ROMEDME 27-16 KYYA/Billings, MT Charlie Fox

KROZ-FM/Rozeman, MT Michael Hosse Michael Hesse
MIDNIGHT STAR
JULIAN LENNON
BRYAN ADAMS
ASHPORD & SIMPSON
BOTLEST:
CBICAGO 1-1
FOREIGNER 4-4
PRILIP BAILEY 5-5
MHAMI 6-6
BALL & OATES 15-9 HONEYDRIPPERS
CHAKA KHAN
BOWIE & METHENEY
BRYAN ADAMS
DURAN DURAN (dp)
SURVIVOR
TOTO

TOPO TEMPTATIONS (dp)
BOTTEST TOPO
TEMPTATIONS (dp)
BOTTEST 1-1
FOREIGNER 2-2
BILLY OCEAN 5-3
WHAM! 10-7
DAVID LEE ROTH 21-14 KCDQ/Bozeman, MT KCAQ/Oxnerd-Ventura, Ca Thomse/Jay

Greg Williams
BOWLE A BETREMBY
ANTHOTION
ROWAN BOLLIDAY
SCANDAL
BRYAN ADAMS
CARS
DUBAN DURAN
BOSTAN ADAMS
CARS
CARS
CARS
DUBAN DURAN
BOSTAN ADAMS
CARS
JOHN FOR ANTHON BOSTAN
DUBAN DURAN
BOSTAN DURAN
JOHN FOR JOHN FOGERTY
PAT BENATAR
RIM MILDE
DURAN DURAN
JERMAINE STEMART
JEFFREY OSBORNE
BOTTEST Bottest: FOREIGNER 3-1 PBILIP BAILEY 4-3 PRINCE 5-4 NEW EDITION 12-8 DAVID LEE ROTE 19-15 KTRS/Casper, WY

Todd Cavanah

BILLY JOEL

TIME
JULIAN LENNON
PAT BERATAR
TEENA HARIE
BERIAN ADAMS
BRIAN ADAMS
CHICAGO 1-1
FOREIGNER 3-3
BALL & OATES 11-6
BILLY OCEAN 8-7
GLENN FREY 19-14 KSKD/Salem, OR Len E. Mitchell KKAZ/Cheyenne, WY John Remsey

John Remsey
JORNEY SIMPSON
JOURNEY GOES TO B
JOURNEY GOES TO B
JOHN LERNON
JOEN PARK
SURVIVOR
BILLY JOEL
RIM WILDE
COMMODORES
BOLLEGE: COMMODORES

KOZE/Lewiston, ID Jay McCell JMY WHICH IN THE STATE OF THE S

K96/Provo, VT Gentry/Green SURVIVOR BILLY JOEL DURAN DURAN JOHN PARR TEENA MARIE JOHN HUNTER BRYAN ADAMS BRIAN ADARS
BOTTEST:
PBILIP BAILEY 1-1
FOREIGNER 3-2
WHAM1 11-7
BILLY OCEAN 12-8
REO SPEEDWAGON 20-13

KCBN/Reno, NV Jim O'Neal BRYAN ADAMS (GP) HOTTEST: FOREIGNER 1-1 MEAN! 7-2 HALL 6 OATES 10-6 BILLY OCEAN 16-9 GLENN FREY 22-15

JHM ON Meal
BOMIE 4 METHERRY
ASSERDED 6 SIMPSON
BURKINOR
BURKINOR
BURKINOR
BURKINOR
BOTHER
BOTHER 5-1
BILLY OCEAN 3-2
WEARI 6-3
DAYID LEE BOTH 27-20
FARMIE GOES TO E 32-23

KHTX/Reno, NV John Chommie

ANIMOTION ROMAN HOLLIDAY ROMAN BOLLIDAY
JORN MAITE
DORKEN (dp)
BRYCH (COCKBURN (dp)
BRYCH AND AND
BRYCH AND
BRY

KBIM/Roswell, NM

Ray Suele
DURAN DURAN
JOHN MAITE
CARS
BAYAN ADAMS
DONLE & METRENEY
HOTEORY
BOTTON
BOTTON
BOTTON
GUIPPRIA 9-7
PRINCE 18-14 

JULIAN LENNON SURVIVOR JULIAN LEANON
SURVIVOO
DURAN DURAN
BRYAN ADAMS
CARS
BILLY JOEL
BOMLE & METHENEY
ANIMOTION
TERMA MARIE
GOTCAGO 2-1
PRILIP BAILEY 5-3
PRINCE 6-4
TIME 10-7
BILLY OCEAN 14-10

SLY96/San Luis Obispo, CA Joe Collins

JOE COIIINS
SURVIVOR
SIFFREY OSBORNE
SCANDAL
LRB
DURAN DURAN
KIM CARNES
JOHN WAITE
BOTTER
CEICAGO 2-1
PHILIP BAILEY 3-2
WHAN! 8-4
DON-HERLEY 7-5
TIME 29-23 KZOZ/San Luis Oblepo, CA

Mike Dawson
JOGANEY
DURANS DURAN
PAT BENATAR
RIN WILDE
BYAN ROANS
FIRM
DURAN SHYNN ROANS
FIRM
TERM MARIE
BOLLEAL:
MIRAHI 4-1
FOREIGRER 7-3
BOAVID LEE ROTH 26-18
SURVIVOR D-28

KIST/Sente Barbara, CA Dick Willems
SCANDAL
TOTO (dp)
DURAN DURAN
LRB (dp)
DURAN ERB (dp)
FRANKIZ GOES TO B
BROTE STERREY
GOTE STERREY
FOR STERREY
FO

OK95/Tri-Cities, WA BRYAN ADAMS
BOWIE & METRENEY
DOKKEN
FIRM
DURAN DURAN
JOHN WAITE
BILLY JOEL
SCANDAL
TOTO

# PARALLELS

anulo isket a significant inautoria interestical praelial ili: Selected stations in secondary markets that are format dominant and/or exert a significant local or regional influence. This parallel may stop contain some major market stations that do not qualify for parallel are status. Peraelial III: Selected stations in smaller markets that are format dominant and/or exert a significant local influence. This parallel may contain some secondary market stofficant local influence and qualify for parallel may contain some secondary market stofficant local influence.

two status.		& Simpson Cor	
237 Reports	Q103 34-29 8/18PH 17-15 8/1P 20-26	111# d-23 1071 a (110 27-26 1200 35-29 121 10-10	MNOWEST WE NO d-37 SCHO a-35 T94 a WALTPH 38-30 WARS 23-18
JOHN DOE	F.175 19-16 RMS 24-20 RPLUS 33-29 RDR 28-25 RMSQ 40-37  D2  0100 26-20 WALF 10-12 VSWRFW 17-7 WYSR 22-16 E100 13-11	IOPR 35-31 BOOM 39-23 EXTMPH 28-24 ERRAD OR MEST 30-28 WEST ENRO 32-27 ERRAD 32-27 ERRAD 39-27 ERRAD 39-36 ERRAD 39-37	99EG a NEBR 40-35 HSPT d-40 SDWV on 1007 d-30 EXCQ 40-32 EXCQ 40-32 EXC
EXAMPLE	WEER 13-33	ECAQ 11-10 #5#0 28-24 FOOMFM 24-19 EBYT 29-25 #8Q 23-16	OR95 d-32

EXAMPLE	WEER 33-33 ECCUPY #C101 26-22 ERYT
100/25 — 100 CHR reporting stations on it this week including 25 new adds.	2106 6-6 KMG 2
44% — Percentage of this weeks re- porters playing it.	AUTOGRAPH Turn Up The Ra
Regional Reach — Percentage of reporters playing the song within each region.	LP: Sign in Please
National Summary	103/17
Up 51 - Number of stetions moving	Reach Z 539

it up on the charts.	
Debuts 20 - Number of st	ations
debuting the song th	is week.
Same 4 — Number of stati ting no movement the week. (On to On, Ac to On, 31-31, etc.)	vis
Down 0 - Number of state t down on their cha	
Adds 25 — Total number of	

Down On Number of stations moving h down on their charts.   Some of the stations and the stations adding it this week.	Week. (On to On, Add	1 Cur	MOR1 33-27	BOUTH
Down O - Number of stations moving holds or 2 - 1   1   1   1   1   1   1   1   1   1	to On, 31-31, etc.)	WXESPN on	MYHI ON	****** * **
Modern on their Charts   Modern on their Cha				
Ado down on their charts.  Add down on their charts.  Ado down on their charts.  Ado down on their charts.  Add down on their cha	Down 0 - Number of stations moving	HCAUFH d-38	WIFE OF	WIAD OR
### ADDAMS	It down on their charts	0107 30-28	MRS0 35-31	
A Section 1 10 1 10 10 10 10 10 10 10 10 10 10 10		1		1 \$158 d-36
### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14-79   ### 14	Adds 25 - Total number of stations	BOUTH	ADDRESS	WYES A
BRYAN ADAMS  Sombody (A&A)  PRecision 138/122  B776 ***International Control of the Control of t		1		STOY A
BRYAN ADAMS  Sombooky (A6M)  Precision 138/132  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS  BRYAN ADAMS  Sombooky (A6M)  BRYAN ADAMS	adding it this week.	EAFM 34-30	MEDD 40-35	0101 00
BRYAN ADAMS  Sombody (ABM)  Proceedings 135/132  57% 125-0000  Sombody (ABM)  Proceedings 135/132  57% 125-0000  Sombody (ABM)  Proceedings 135/132  57% 125-0000  Sombody (ABM)  Sombody				
BRYAN ADAMS  Somebody (A&M)  UP Reckless  Somebody (A&M)  Somebody (A&M)  UP Reckless  Somebody (A&M)  So		HIGHERT		
BRYAN ADAMS  Somebody (A&M)  UP Reckets  100 0 3-21  War 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			WGTI on	
BRYAN ADAMS  Sombody (A6M)  Dr. Reckess  180132 57% **Island  180132 57%		Male 13-71		
BRYAN ADAMS Sombody (A&M)  U. Readers 138/132  57% 12-1000 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1 102 1	TA TO	1	W180 24-18	1800 9-39
BRYAN ADAMS  Somebody (A&M)  UP Reckless  1 141				MHIN 4-37
BRYAN ADAMS  Somebody (A6M)  UP Reckles    100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100		EPESS 4-19		ARSC 13-30
BRYAN ADAMS Somebody (A&M)  UP Received  1 87 12 87 12 12 12 12 12 12 12 12 12 12 12 12 12				
BBYAN ADAMS  Commbody (ASM)  IP Recklass  Region 134/132  BTA 2		1 22		WICHEST
BRYAN ADAMS Sombody (A&M)  IP Recklas    1		1 4		FEVE OF
Somebody (A&M)  PRecision 195/122  \$756 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***   150 ***	DOVAN ADAMS	_		
Somebody (A&M)		EAST	1.000	
Description   136/132   57%   system   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/132   136/1	Somehody (ARM)			MC11.PM 4-26
P. Reckess   1			*****	
### A ST   12   12   12   12   12   12   12   1	LP: Reckless	WMAR 40-29	EOX8 32-30	
Main			EP95 34-29	SEXLPH &
1			EEPH d- 35	MASYPH 40-34
1	135/132 57% ***Clonal		K093 a	
NEA   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100			1840 on	
1   1   1   1   1   1   1   1   1   1			EDONFM 37-35	
# 625	I see		ECPE A	
# 625	NEA CON ALL	1 770 4		
March   Marc	# 434 Apos 192	Water 40-37	1 1281	EPHH a
### 1		HRCH 33-34		
MCC		WESTER 18-16		WEST
Wilst   Wils		HHTF 40-33	LAST	FCD0 34 -33
MAT	MSCY a MOAY a		Total or	KCDQ 76-73
MAT	MATE A I MAKE A	BOUTH		
MARTY A COUNTY A COUN		200	WIGH ANDI	
VESTF a 9331. 8 AND 4-3 AND 4-				
MESSEN B WORLD B 1818 37-24 WCCH 39-24 WHS A WCCH 39-24 WS A WCS A WCS A WCCH 39-24 WCS A WCCH 39-30 WCS A W			WIES 35-30	1
##75 a ##76 a ##		R110 32-26	NOCH 29-24	1
CROM & RX104 a MSOV & MSER 14-10 MRME 4-40 MSCAPPM & MSDEPM A MRME 4-40 MSCAPPM & MSDEPM A MS		MBCY 4+33	06100 37-33	
MCAUPH & WORFH & MINO B MONTH			WENE d-40	
894 a MINO a BOUTH		MSK2 on		1
		NHOKPH &		1

Z 535 S 474 H 456 H 264

Q)

43% 5 cas

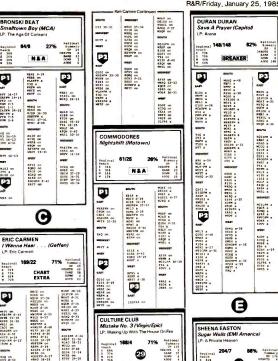
WILD a NDCG 15-32 MARSPR On HITP a MORI 33-27 HPHI ON MARSPR 6-29 EX104 27-21 WIES ON WINO 16-31

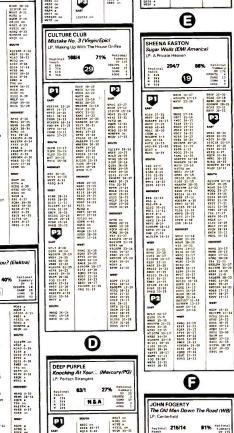
SAME DOWN ADOS

ı	LAST	MARSEM &	DE100 a	MBBQ a	MOAY 39-36	0495 25-18
ı		MITT &	95X16 4	KHIC 30-22 8110 32-26	MIRE 35-30	
ı	WKESPH &	MOSI &	MJAQ e	MPCA 4-33	NQCH 29-24	1
ı	WHYS A	MPHI &	HOMP PH a	WJER 14-10	OE100 37-33	1
1	CRGM &	EX104 a	MSQV a	WSEZ OD	MEH E 4-40	1
1	HCAUPH &	WQUEFM a		NHORPH &		1
ı	CPTR on	Y105 a	BOUTH			
	CRUM e	1700 4	SOLUTE O			
	4.11071	MADWERT	9537 0		_	
	BOATTH		MJAD a			
		WEDD 4-37	wcco e		<b>(:)</b>	
	940 a	MARC &	RISR o		4-7	
Ġ	EAPH &	MEAU &	Q104 A			
	93FK 0	92X a	ETOT 4" 39	A COLUMN TWO IS NOT THE PARTY OF THE PARTY O		
	HIDWEST	BIIO A	0101 a			_
		WEDG &	794 4			
	094 A	WEPL 0-28	MPFH a	PHILIPR	AILEY W/ PHI	L COLLINS
	EDWS PH B	MJ NO 4-24	MIXV 4			
	MLOLFM a-33	WEFE 4	1102 a	Easy Lov	er (Columbia)	
	9537	WYIC a	EEQV a	LP: Chinese	Well	
	l was	EOPH A	ESIN a	LF. Cimicas		
	1907 a	KORO a	WRSL a			
	EM00 a	EI93 e	MACHINEST	111 .	237/0 100	Nations.
	KWSS A	NROH a	1		23//0 100	
	KPU28 4-36	8AY107 a	MIND a	Reach	_	DEADTS 14
	XMBQ a	SEYMPH A	EQCS a	# 1000 # 1000	8	DEBUTS T
		EERO A	Y94 a	H 1005	-	DOWN 2
	P2	MROT a	HAZYFH D	W 1009	_	ADDB
	_	WEST	KELSEN A			
	EAST .		198G a			
		STRO a	MORR &		MERTEN 1-6	E093 6-8
	WPLY a	IIIX a	WSPT &	PI	0106 2-1	4 KROP 1-1
	Q100 a	FOX4 &	KDVV e		MITT 3-3	ECAQ 4-3
	WHAS B	EF95 a	WET	145	800/04	ESTD 4-4 EDOMPH 2-1
	£104 a	ENGX 0	WEST .	1		RCPX 2-2
	WTICPH 8-32	SYNOFE 4-40	EGOT a	#105 4-3	1000 7-4	1 ERYT 7-2
	WLANTH &	ECHO e	EROLPH a	METT 3-3	Aprt 2-3	880 6-5
	MSPR a	SLUC &	SCDO B	MXXXFM 4-3	WFRF 3-1	
	98PXY a	\$11.00 a	RTRS a	METS 3-2	EMIC 2-2	1.00
	092 8 MGPH 8-90	EDO-FF a	sost a	WBL1 7-4 .	NOID 6-5	
	\$30 A	SCPX e-34	896 S	CRGM 3=3	STE106 2-1	SAST
	WESTER &	AUTT 0	KBIH a	C#01 9-4	MSS X 2-1	
	MP57 A	KRO A	ERSP A	MPEJ 2-2	MBCT 4-2	MPBG 4-4
	week a		gior a	\$100 2-2	WJIR 1-1	MIOR 8-5
	MERTPH &	1283	O#95 a	WCAUFM 1-6	WEER 7-6	MIGE 8-6
	WHITE &			MHTX 3-3	WHORFH 3-2	103CIR 3-
	801/791	EAST	1	PRO-FH 5-1	ETER 3-2	MOAT 7-7
				CPTR 3-2	MDCG 2-1	W270 7-4
	MRZQ e	MIGY &		C80H 8-5	KAME 3-2	HOCH 6-2
	EMPI a	103C1R a	4	Q107 5-3	ESETFH 4-2	Q#100 8-5
	gmic a		1	WAVA 1-2	MANSPH 2-2	1-6 1sta:
	F\$10 4		1	804794	94TTX 4-3	95RIG 14-
	MASK P	1	1		WOOT 16-11	MJRQ 9-5 WOMP#R 21
				940 10-7	MOET 8-5	WSQV 2-1
				193 11-8	MFM1 3-2	walk Lal
				EAPH 22-32	KEYE 7-5	<b>еоути</b>
	II ASHFOR	D & SIMPS	ON I	93PM 2-3	PH100 7-5	
				195 1-1	G100 3-3	IQUIPM 7-
	Solid (Ca	prior)		92 3-1 027 3-3	HARREN 5-3	WESF 4-1
	LP: Solid			MKV1 8-2	ERPH 5-3	MJAD 3-2
	C. SONG			0107 3-3	1 marm 3-3	MCGQ 27-1

MPTY a Q100 a mrnd a q q q q q q q q q q q q q q q q q q	SANC A SERIA A	1986 a MORE A MO	EAT 4-3 801 4-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 13-3 801 1	MARRY 1-6 0166 2-1 0107 3-3 0166 2-1 0107 3-3 0007M  MBGC 7-6 APP 2-3 APP 2-3 APP 2-1 APP 3-2	1093 4-8 1007 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 1004 1-1 100
ASHFORE Solid (Cap LP: Solid segional 17 seach s sis s sis s sis s sis s sis s sis s sis s sis			940 10-7 193 11-7 194 11-7 197 12-32 197 12-3 197 12-3 197 13-3 197 13-3 19	MOSE 8-5 MFM1 3-1 EFFX 7-5 CHOO 7-5 CHOO 7-5 CHOO 3-7 MARAPH 5-3 MBMSYM 3-3 EMFW 6-6 MINS 4-1 MODERM 1-6 MEMO 5-2 MINO 5-2 MINO 6-7 MEMO 5-7 MEMO 1-1 ELTY 3-2 STFM 6-4	MSQV 2-1 80UTM 3011FM 7-3 MSBF 4-1 MJAD 3-2 MCGQ 27-21 ACSR 4-2 Q1044 3-7 NYRS 3-2 ACTO 3-1 C101-4-4 RNOEFM 2-2 RNES 9-8 T94 5-5 MPZH 13-8
MART 10-10  SIGN 1	**************************************	MAT  WEG 00  100 17-22  WORT 72-22  WORT 72-32  WORT 7	mm   1-2	### 19   19   19   19   19   19   19   1	#102 1-10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1

MSPE 4-3 98FEY 1-1 G92 4-1	EBOS 4-2 EBOS 4-2 EBOS 6-7 EYNOPH 4-1 EIKI 10-7 EQNG 9-6 ELUC 3-3	ETOS 2-4 8LT94 3-2 8LST 10-4 0895 1-2		BRONSKI	BEAT Boy (MCA)	
MSFE 4-3 987XY 1-1 092 4-1 MGFM 1-1 930 1-2 MSFM 5-3 MPST 1-1 WACE 3-1	EDUC 3-3	0.00		LP: The Age	Of Consent	Mational
GEORGE E				Regional 64 Reach £ 368 £ 268 M 168 W 328		National Summery UP 19 DESUTS 4 SAME 33 DOWN 2 ADDS 6
LP: 20/20  Augional Single Sin	5/2 38% N&A	Mational Summary UP 37 ORBUTS 3 SAME 42 COMM 1 ADDC 2		MART 14-27 HXXS PN 19-14	NERI d-39 HERE on HIAMPH a 130 a HERE on HERE on HERE on	EAST NO STATE OF STAT
<b>E</b>	BOUTH WBBQ 27-25 \$WIC 28-28 WSSI 26-25 WBCT on	<b>2</b>		HBTT 34-27 HIXESPM 19-14 HEBD ON CSGOM 2-5 CSGOM 2-5 CSGOM 39-35 PRO-PM a CFTR 7-5 CSGOM 3-6	W080 on M531 on M38 36-33 A387FM a W081 37-31 W7W1 d-40	MAAD on KISR on FROT on Q101 35-32 794 39-35 WOLF on ERGY 6-40 HRSL 32-30
MXESPW 31-28 MOLOFM d-37 SOUTH 940 d-30 173 28-28 WNV1 on	WECT on MOSEPH 40-33 HOGG on EART ON ESETTH on MASEPH on MATEP 39-18 MOSE 29-25 MOSE 39-25 MOSE 39-25 MOSE 39-32	MPSC on 103CIR on NORT 33-28 MCOM ON MESIT ON MSCV 28-27	1	940 on 593 34-19 695 16-13 Y100 a-31	#10 on MING on MINE on MED on EXTER ON MEDT 33-31	MEGV 6-40 MRSL 32-30 MRDWEST MASYPH OD 19KG ON EDGV 36-34
MATI 23-21 WSET XINN 36-35 Q103 a	######################################	WESF on FTOT 26-24 T54 on WINY 40-35 WGLF 37-34 XEOV on		PHID2 on XITS a EPLUS on	MERT  RP95 on  KQNQ on  EN09 on  6CAQ on  KSXD on  KD0RPH d-40  RBY7 on	#EDO OR #DSE on #BIH 37-29 #BIH 37-29 #BOT 36-31 #BT 39-33 0#95 40-36
XIMM 35-35 0103 a ELISPH on EMIS on KITS on KPLOS 27-25		WRMQ 25-25 EQCH 34-32 ECHQ on SELSPH on 99EG on EMPOPH on WORR on NSPT on EDWY 29-25		WSF on		
WPLY 31-30 SMAR OF WRESFM 22-22 WYSR 6-36 WYICFM 22-21 HERE OR HLANFH ON WSPS 36-36 WESRFM OF WESRFM OF	WART  K785 28-25 FEFR 22-20 F865 on EYNOTH 32-31 K181 46-35 ECNO 30-28 A091 15-7 ESOP 32-24 ESOP 32-26 ESOPT 8 ESOP 32-26 ESOPT 8 ESOP 32-26 ESOPT 8	WEST	,		9	
	KOONPX a	RBOIFW 35-33 RCDQ 38-31 8028 31-36 RSIN 29-23 ESSP on FLOS 25-19 SLT94 on FLST 30-25 OE95 23-20		LP: Eric Car	Haar (Ge: men	
PAT BEF Ooh Ook	NATAR In Song (Chry	- 1		Regional 16 Reach E 76% 8 736 H 66% W 70%	CHART EXTRA	% Summary UP 40 DesOTS 49 SAME 58 GOMM 0 ADOS 22
Regional 1 Reach 5 76% 5 67% H 63% W 74%	66/12 7 CHART EXTRA	D% Summary DF 64 DEBUTS 35 SAME 55 DOMM 0 ACOS 12		<b>3</b>		WIGT 38-33 103C18 on MOAT d-31 HIES S HOOM d-35 ORIDO ON MARI d-39 95YIL ON MISQ d-33 MORPAT ON MSQV on
Uaf7 d-33	ESER OR WOID ON HISSE ON WESE ON WISE ON WISE 0-30 MICEPH ON MICEPH ON MICEPH ON MICEPH ON MICEPH ON MICEPH ON	EAST WAS 30-34		wart on wisser d-34 wars 39-38 wars 39-38 was 36-36 wall on CEOI on 894 d-10 war a-2e 990-FM d-37 CRUM a	BMIC on 1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34 (1910 37-34	
MBT7 0-33 MERSEPH 38-25 MMYS 34-32 MPMD 30-30 MBLI on CRO1 on BCAUPH on PRO-PH 33-25	MELD 32-28 MECG on EARL on ESETYW B WAMSPW 35-32 WEST ON HODE 40-33 WORL d-36	WENG 38-38 MICH 37-28 MICH 37-28 MICH 38-30 MICH 38-30		PRO-FM d-32' CRUM a BOUTH 940 on 193 d-34 AAFM on 93FM on 1100 31-29 897 30-27	#33TFM on #33TFM on #3FFM d-19 #X104 d-39 #IES on #00EFM d-27 #8HD 3E-28 T106 on	MCGQ om KISR d-38 Q104 32-24 MYRS on ETDY 39-36 Q101 d-36 MHES A
EAPN d-15 93FM on 897 d-29 MWY2 39-30 Q105 on	MECC on EART on EART on EART on EART on EART on MCST 40-33 NOSI 4-36 NEWS 0-34 NEWS 0-			T100 31-27 B97 30-27 IMPORTST B96 d-39 MEYT a KSEC 34-30 EDMBPH a MUCLEM 35-31	198 d-29 800WWRT MEDO 37-32 WASC on MEAO on 928 a-35	EQUITM  IQ1IFM d-26 WKSP 31-26 WKSP 31-26 WKSD 18-31 WKSG 08 G109 d-32 WYSS 06 ETOY 39-36 WYSS 06 ETOY 39-36 WYSS 06 HINTO 06 HINTO 06 HINTO 06 HINTO 06 HINTO 06 HINTO 07 HINTO 1192 d-39 WKSL 31-29 WKSL 31-29
896 39-33 MC2Y 36-35 MRYT on KONDFW 6-29 EBTR 39-36	MEAD 33-26 MARC 35-30 MEAU on	RESF 36-31 8JA0 35-38 MC00 d-35 E188 d-35 MTME d-30 ATDT on C101 30-23 EMES 33-28 T94 con WELK on WELK on WELK on WELK on WELK on WELK on WELK on WELK on WELK on WELK on		WEST	MADO 37-32 MAJC 9- MEAO on 92K a-35 MEAO on 92K a-35 MEAO on 92K a-35 MEDO on MEPL 29-26 MAJKS 37-34 MAJKS 37-34 M	SPYR d-20 WENG 30-26 WENG 34-29 EGGR 38-34 ECRO on
E200 on DSJE 31-27 DBCO 40-38 E3103 on KITS a E885 on E9LUS on END 37-34	MEAN 37-12 MARC 33-26 MARC 35-30 MARC 35-30 MARC 35-30 MARC 35-32 MARC 35-28 MARC 35-32	WILE on WILV on WILV on WILF 0-35 EROV 0-37 WHEL 30-28		FM102 79-24 EMOD d-40 ES103 ON AITE & EPLUS ON EDS2 d-33 EMS0 39-35	#3103 40-40 #30FX on #30F0 34-33 #80W d-34 #AT107 a #871FFW on WEST d-40	RETAR 6-20 SENG 30-16 SUNG 30-16 SUNG 30-16 SUNG 30-16 SUNG 34-29 EACA 38-14 EACA 00- TH 19-26 EKELPM 6-21 FERE 6-20 MARY A ELEFTH 6-21 EREC 5-20 EREC 5-
2	E199 on NVIC 28-23 £104 33-24 £3103 39-39 EOPN 37-32 EQEQ 30-29 WHOT 38-29	EFTR ON WORN 36-31 ECCR d-39 ECRO d-40 T94 d-40 EXILIPH # MAITER & EFEL ON EXILIPH & MAITER & EFEL ON EXILIPH & MORE 31-19 MORE 31-1		WALT ON Q100 ON NAME & HARRY N 19-39 WYSE 16-32	######################################	ROVY 17-36 XPMM on WEST EGOT on ETTA 0 RCDQ d-39
##LY 0n-10100 35-29 was 4-39 w	B MEXX OR EGRN 34-28 EAPH OR ERD'S d-38 EMGE OR EXPORE 26-23	EREC & EMPOPH OD HORR 31-29 HSFT ON EDVY 24-21 EPHN OD		WPLT on 0100 con mous a service of 0100 con mous a service 10-39 wys 16-32 with 6-32 wide 6-32 wide 6-38 w	E093 34-30 F802 6-39 ESED on EDDEPM 34-27 ECPE 28-27 EAQ on	MEST  KGOT On KIYA & KI
EC101 on HMMPE on 98PXY 40-38 092 28-20 HGFM 36-28 93Q on WEFM 35-31	# REXX ON FOR 34-28 EXPH ON FINE 26-23 EXPH ON FINE 26-23 EXPG 29-23 EXPG 29-			200111	H785 31-31 H700 6-38	#103 40-35 5LT96 on #15T 6-37 0E95 d-38
WERETH 33-3 WEST 34-30 WEST 34-30 BOUTH WEST 31-27 KM1C On	ERC on	EDOT 32-26 EDOLFM d-34 ECOQ d-36 ETRE a-40 ERAL on EDOTE 29-26 ESP 34-29 ERAP 34-29 ERAP 31-28 ELTS d-37 ERAP 31-28 ELTS d-37 ELTS on OR95 34-29		CARS	n't   Have You	2 (Elakten)
DAVID	BOWIE & PA	T METHENEY		LP: Hearth	eat City	% Nationa Summar UP PERUTS 1 SAME 2
This Is I	Vot America (I licon & The Snow	men Soundtrack		Regional Resob C 514 S 394 H 324 W 401		ADOS 4
Beginnal Reach 6 446 5 416 H 316 W 364	NBA	DEBUTS 0 SAME 0 DOMM 0 ADDS 90		EAST HXE SPH ON HYRD ON CROI ON HCAUPY &	BOUTH  HRT On HRIC On ARIB d-35 NJR On HRID A AAXI B HRIF d-40 Glob a KROV on RIDO d-18 HOOD a TIDE on	MCAY a MGCH a OKIOO d-3 WEST a 95XIL on MJSO a MGGPPH a MGGV on SOUTH
WIESTM . WAYE A . WAYE A . WOODN . PRO-PM .	MORGO A KNIC A MSSX A MSSX A MHORFM A MILD A BRITHM A MABRE S MORI A MORGI A M	95XIL a MJBQ a MSQV a BOUTH EQLIFM a MKSP a		HOADPY a SOUTH EAPH a MOWERY	G100 a EROV on EX104 d-18 MRNO B Y104 on	FOIRPM ON WERP & MUJAD d-39 EISR & COLD d-34 ETOT & COLD d-36 EMES ON UPPM ON UPPM ON UPPM ON UPPM d-36 EEQV & WESL &
960 a 193 a 195 a		FOLIFF B MISF B MISF B KISE B KISE B OIO1 B SHOTEN B THE B SHOTEN B S		0103 0 1955 0 17103 38-33	MARC a MARAO or 922 a MARAO or 922 a MARAO 39-31 MARC 36-33 MARC 36-33 MARC 40-35 MARC 4	HMES on 194 on MP/M on MIXV d-36 REQV o
B96 a ROWDEN a ERTE a-29 WEST	MEDO a-14 EX10 a MSPL a MSPL a MSPL a MSPL a MSPR a EXPRA a EXPRANA EXPRANA EXPRANA EXPRANA EXPRANA EXPRANA EXPROS MEDO a MEDO a	MIDWEST		0100 on MAA 8 MYSH d-37 E104 40-36	E104 d-39 EJ103 on EOFK 40-35 WROM on EAY107 d-39 WEST	MRHQ d-30 MBMB 38-3 EQCR B 194 on MAINTH & WREE d-27 NOSE on
DIOS a RIISPR - ENIS a PM102 3 ENBQ a	WEST	WREE a 598G a EMPOPPE a MODE a MODE a KOUV a MODE		Q100 on MMAR a MVSH d-37 I104 40-36 HR32 d-29 HTICFM 30-1 HLAWFH on SC101 a WSFE a MGFM à 330 a WRGEN on WERTF on WERTF on WERTF on	16 EQUE OR ESOT OR ENGL A FANOTH 37-21 FOWO B BLUC	WRRT
EAST  MFLY A 0100 a EXIST A	KONP a KP95 a KONO a KBOP a KSRD a KSRD a	ECOO a ECOM a-36 EBIM a ERSF a EIST a OR95 a		WEST on WEST on WEST on WEST o-35	BART	#EDOT & #EDOQ & #EDOE & #ASP & #102 d-39 %LTST d-34 0895 d-24
			1		101CIR a	L





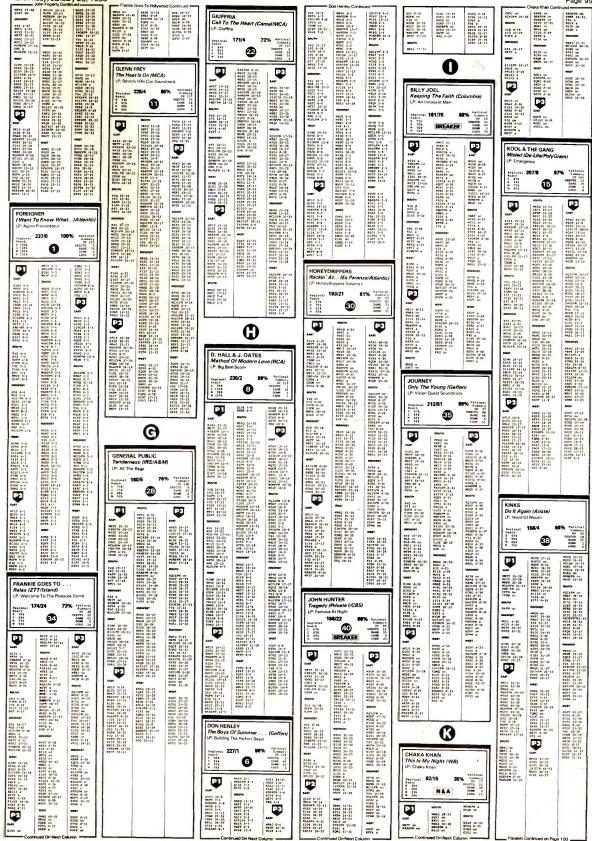


Nation Summ UP DESCTS SAME DOMN ADDS

DE NAME

W78G on W10E a W1GT 6-37

**D** 



ANIMOTION Obsession (A

	y, January	
LP: Vitel Sign	ou (Scotti Bro	
Regional 180 Faech 5 754 5 744 H 734 W 848	BREAKER	Mational Summary UP 14 Depots 43 SARE 38 DOMB 6 ADDS 85
MATT # 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	### 1	## COM 6-12 ## COM
EAST  WYLT OR  0100 0-35  WARR a  WYSF OR  1104 OR  1104 OR  1104 OR  1107 0-30  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-31  1107 0-	REME OF 26 REME OF ROME OF 39 REME OF REME OF	MOOT 0-31 15TA a REOSTM ON RCDQ ON KKAT a EOST ON 164 a-40 KCBN a-38 SHTS d-40 RAIN ON 1857 a RIST d-15 SLTSG a RIST d-15 OB95 d-35

WINESPM 29-22 CROI a WCAUPH 26-2 PRO-PM on MAYA 28-25	EXELOC -	MF8G on 103CIR 6-38 MOAT 40-29 MCGN a MESS on MJ8G on MSGO on		0	
LP: Truly Fo	r (Gordy) or You	Motown)  Sational Solventi Double Dou	WELLER 3 = -25  WILLIAM 18 = -25  LIGH 18 = 25  WELLER 18 = -25  WELLE 18 = -25  WELLER 18	KNOX on 5-24 KYNOVA 5-24 KYNOV	SOOT 33-38 4007M on 19 SCOO 31-39 SCOO 31-39 SCOO 40-31 SCOO
FRIGO 4 EBJ03 a EBJ03 a EBJ	HACK 6-40 HACK 6-35 HACK 6-35 HACK 6-35 HACK 6-36 HACK 6	EFFE ON FILEPR ON FILEPR ON READ d=17 READ d=17 READ d=18 READ d=18 RE	WCLT 37-27 WCLT 37-24 WCLT 37-25 WCLT 37-26	RFF# = 18 379 d = 28 380 d = 28 380 d = 28 380 d = 28 4800 d = 28	AROSETE 0-36 TYR 0-31 TYR 0-31 HPFN 33-29 HPFN 33-29 HPFN 33-29 HRG 35-31 EGO 35-31 EGO 35-32 EGO 35-33 EG

BOUTH	EARS on ESETFH 28-25 WOK: 4-39	MEOV on		
940 a-32 193 21-21 195 25-22 MIDWINT WC1T 28-22 MIDT 17-12 WINT PM102 22-19 K1TE ON	MENT a MODEPH a YIGG on MENT a MEND d-17 KOPH d-18 MEND a MENT on MENT KNOX 17-14 KNOX 00 KNOX 12-17	HERF 8 HALD ON HCCO 40-33 C104 21-17 C101 On T34 On MCCF 8 RECV ON MROWERT WARF 6-25 WERT	JOHN WAITE Restless (EMI Am LP: No Brakes  Regional 57/28 resen 1 204 1 204 1 224	24% Hatlonel Summary Deadles 4
1010 00-13 mas 4-13 mas 4-13 mas 4-13 mas 4-13 mas 4-13 mas 5-13 mas 5-13 mas 6-13 m	ECAQ on ESET 38-33	£187 24-19	SOURCE   S	On SAPET A COLOR OF THE COLOR O
90479 940 7-5 193 7-5 193 7-5 193 7-5 193 8-897 7-6 195 8-897 7-6 195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-195 8-	WPHI 26-17 G103 28-19 MARRYM 17-10 MARRYM 17-10 MORE 18-25 MINO 20-17 MINO 20-17 MINO 20-17 MINO 4-6 Y106 4-6 Y106 4-6 Y106 4-6 Y106 4-6 Y106 4-6 Y107 4-21 MINO 20-21 MINO 20-21	BOUTH PO PART OF THE PART OF T	WHAMI Careless Whispe LP: Make it Big septons 1 236/1	100% Het lonal Busher 10 100% Busher 10 100 100 100 100 100 100 100 100 100
WHET	92K 29-19 E11E 31-19	MEDICAL T	south	scex 1-1

**Q** 

WHEQ 1-1 DIFF 11-8 WIFF 6-5 ENIC 14-8 Kgt8 6-5 WQ1D 15-7 EKING 8-7 HESE 5-2 WBCY 11-7

MADOWNEY

MADO 26-22

MADO 26-22

MADO 32-24

MADO 32-24

MADO 32-24

MADO 32-24

MADO 32-24

SINO 24-22

SINO 24-22

MADOWNEY

MUHO d-27 MUHO d-27 MUHO 28-24 ECC8 35-30 ECN0 36-24 Y54 25-21 EXXLFM 16-1: MAITEM 12-8 EFEX on MERS 5-11 EXLERN on 1980 25-21 EUNC 4-31 EUNC 4-31 EUNC MIN 18-1

### Company   C	mational file from the file file file file file file file fil	Section   Sect	MOC 1471  MOC 14	GOOD 11-10 GOOD 12-5 GOOD
NIM VILDE   GROWN   First   Grown	MFIG 36-36 MFIG 36-36 MFIG 36-27 MFIG 37-28 103018 on MONT on MFIG 36-36 MFIG 36-36 MFIG 36-36 MFIG 36-36 MFIG 36-26 MFIG 36-26		1000 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 12-15 100 1	
	MONROET  MENCO 15-23  MINCO 15-32  MCILPM 32-30  MCILPM 32-36  KCMO 6-38  KCMO 6-38  KCMO 6-38  KEMO 6-36  KEKLYM a  MALTYM 36-32  KFM 29-25  MRAE 29-25  MRAE 28-25	Go For I	r (MCA) s & Dares 31/19 3	Matfocal Summary Up a PERUTS 7 SAME 51 DOWN 0 ADDM 19

MOST 21-14 REGIFM 27-2 RCDG 22-14 RYRE a-38 EASS 40-32 ROSE 26-18 ROSE 25-21 RCBM 33-28 RBTX 35-28 RBTX 35-28 RBTX 35-28 RBTX 35-28 RBTX 35-28 RBTX 35-28 RBTX 35-29 RBTX 35-29 RBTX 35-29 RBTX 35-29

EMMC 20-16 REXX 22-20 RORE 16-12 RPS 39-31 KERN 33-37 REAL 28-22 REAL 13-8 RORO 6-4 REAL 21-16 REOP 34-22 RESE 10-5 RECEX 21-16 RECEX 21-16

TINA TURNER
Private Dancer (Capitol)
LP: Private Dancer

3

WERE 34-12 WERE 27-27 EC101 6-28 5106 11-18 98787 14-13 930 30-25 WERE 23-19 WERE 23-19 WERE 24-91 WERE 24-91 WERE 24-91 WERE 26-24

W880 3-1 ESFI d-24

**3** 

94Q 26-22 193 29-25 8AFH d-36 93J\*\* d-26 897 23-19 Q105 a

WGCL 28-27 WCIT 37-34 HBYT 32-25 6880 19-19 KDWDFH d-30 WLOLFM 33-28

C on 804TH 8 on 904TH 8 on 90
7FM d-39 MJA0 19: F on MCGD a I d-36 E188 on I on Olda a O on STOY a SFM d-23 Old1 on 04 a SMCEFM c S on T34 d-35
P on BCGQ a I d-36
1 d-36
1 on Q104 a 0 on 8707 a 35% d-23 Q101 on 64 a SHORFW c 55 on 794 d-35
0 on STDY a g101 on SHOEPR c
8FK d-23 Q101 on 84 s seager c 5 on T94 d-39
S on T94 6-39
EEOV on
WEST MEST ON
0 15-14 MIDWINET
o on
no DHEM a J
to on wave a
MALYPH C
ON A MAKE 30-
ED on ENTOPN
on work on
KDAA 40-
TORN
95 00
of on got on
AQ e ECDQ on
ED on   EFAS a
OMPH on BRTE on
EBIA on
ERSP d-
\$1,796 O
4T 0E95 d-
OH a HO
AY on
1100 a
CEI A.
1

STEVIE WONDER
Love Light In Flight (Mos

Reach	82/2 81	% Mational Summary UP 156
E 850 6 806 M 730	12	DESCRIPTS 4 SAME 23 DOMN 7 ADDS 2
<b>1</b>	MNSQ 22-31 KBF1 26-22 HPMF 9-4 KMIC 25-24	#58D 25-25 #50HFW 17-11 #CP# 18-16 #8TT 31-24 #80 17-14
B104 17-15 HB1T 3e-24 HB1T 3e-24 HB1S 16-14 HBLI 22-18 CKGM 22-17 CBGJ 18-13 HFLJ 26-18 HCAUPH 32-27	MQID 21-19 EXX106 20-13 MASE 15-16 MDCY 23-20 MJ1F 12-8 MGSZ 20-12	WPBG 19-19 WION 6-34 WIGY ON 103CIN 14-1
HITTS 10-14 FRO-FM 28-25 CFTR On CROM ON Q107 26-26 MAYA 19-17 BOWTH	WELD 15-7 WOCG 17-13 EARS 22-16 ESETYM 21-17 WARSPW 13-9 WITF 15-11 WOUT 6-34 WOWE 15-11 WFM 21-15	MOAT 28-26 MIES ON METO 34-25 MOCH 22-20 OK100 12-10 MEMI 20-15 95XIL 4-9 MJNQ 34-28 WONDPW 6-5
93FM 22-21 195 28-27 897 26-25 MMVE 19-15	FM100 27-16 G100 18-12 WARREN 26-19 WERTH 19-19 ESPH 10-19 ERPU 22-19 WEEK 31-37	ROLFH 29-1 HRSF 26-22 HJAD 16-12 MCGD 19-12
MLS 34-36 MLS-PH 34-36 MC1Y 20-21 KBSQ 23-23 MKY1 17-16 ERTR 11-9 MLOLFF a-38	MODERN 18-14 8J105 23-17 T106 27-26 MRTD 28-17 ETFN 16-13 198 On	Q104 6-6 HYRS 16-11 STOY 18-12 Q101 15-10 ENERS 29-29
WEST	MEDO 20-14	WPFH 18-14 WXLE 32-23 WINV 14-14 E102 18-14
EIMN 19-17 EPEE 24-22 Q103 16-11 E115FM 25-22 EOPA 17-15	WARC 28-27 WEAU 18-15 92X 32-10 EIIX 18-12 WOTE 12-19 ESIO, 15-12	E102 18-14 WGLF 16-13 ERGV 24-19 ENIN 19-13
ETTP 29-27 SMJE 18-15 FM102 15-13 SE103 9-8 EMSS 21-16 EP108 31-28	WEDQ 19-13 WHEE 17-15 WEPR 22-14 WVIC 28-28 -8104 20-20	WBMQ 21-13 WBMB 25-21
EPLOS 31-28 5082 19-18 5880 16-31 P2	#3103 24-24 #50PW 27-25 #573 36-24 #108 10-28 #50W 17-16 #4107 26-22 ##50W 15-12 ##50P 15-12 ##50P 15-14	ECHQ 20-12 Y94 27-27 EEXLFH 4-39 MAXYFH 19-1 EFRX 3-29 HRER 16-15 EELSFH On
WYLY 23-20 0100 20-17	EAT107 26-22 EETHFH 15-12 EERO 20-18 MEROT 19-16 METH 17-14	EELSPH On 99KG 31-28 ENTOPR 23- HOSH 18-15 HSPT 37-32 KDVV 13-16 EPHW 27-21
NMAR 9-7 NREMPN 20:20 NVSR 14-12 £104 9-9	MMET EPHQ 15-12 EEEE 18-16	EPHN 27-21

HMMQ 15-12 EXIX 18-16 EQUR 25-22 EF95 22-13 EF95 22-13 EMOC 33-19 EMOC 20-16 ETMOFM 22-EIEI 29-2 EIEI 25-2 EMOC 15-13 EMOC 15-13 EMOC 11-11 XCAQ d-31

RGOT 24-23 ISOSIFM 20-1 ECUQ 29-20 ETMS 14-12 EMS 27-14 EOTS 27-28 ESTX 19-17 EMS 21-18 ESTX 19-17 EMS 21-18 ESTX 19-18 ESTX 19-18 ESTX 19-18 ESTX 19-18

CEGN & CEGI & CPTR A

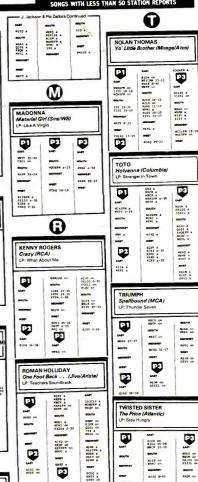
Bushery OF 194 DEBUTS 0 SAME 37 DOME 4 ADDS 1

EC7X 1-1 EATT 14-7 EE0 7-2

WF8G 11-11 W10W 13-6

L	-: Acremotica			-		
Ę	T I	BOUTH	KOLIFE &	AA-		
w	ESPH A	ENIC 4 WHOEPH A WORL ON WINI ON EBPM A TIOS A	MJAD on MCGQ a SISS on			0
804	VIN	MEDINEST	KQIIFM a MEEF a MIAN on MODQ a EISS on ITOY a QUOI on NMEE a T94 on MPFM a EIG2 a KKQV a MEEG a MEEG a	-		U
-	DWEST	HJ XD & MHOT #	S102 a SEQV a WEST a	M	ADONNA aterial Gl	d (Sir
EI EM EP	ISFM 32-29 00 a CUS d-40	EQUE a EMGX a ELOC a ECO3 a ECOG 30-26 ESSD on EDOMFM a	WEST	LF	: Like A Virg	_
1	<b>P</b>	ECAC 30-26 ESED on EDOMFR a	ECDQ 8 KOSS 34-24 KRTX 8 KRSP 8 KEOT 6-32 SLT96 On OS95 31-24		<b>3</b>	0
MP 01	LY a 00 a IRI a IST a ICS a	<b>23</b>	EEOE d-32 ELY96 on 0E95 31-24	90	177 15-30 101 on	801/7
142 143 143	ST a ICR a ITF on	W80 +			N/TH LFM 24-14	HQ01
		<b>3</b>			1011	ECA4
Ī.,	ARTIN B	DII EV		# # # # # # # # # # # # # # # # # # #	18PM a 103 a-3E 28E a 680 d-26	
10	angerous	Moments (A s Moments	Nercury/PG)	L		-
ഥ		WEST &		_		(
1.		WEST a WEARFR on WACE a WETF on			KENNY R	OGEF
1.	MVO	MORI &	WSQV ON BOUTH		P: What Ab	out M
1	MARIA MARIA	HJXQ 40-37 HXQK a	Q101 A MEST ON MOWEST	۱F	CT .	w1.0
	<u> </u>	WEST	WDSF &	1.		200 220 272
L	E104 +		ESIM ON	]	DUTH .	#E1
		Θ			10W1E1	we
ſ	earlor O	OCKBURN			<b>2</b> 2	100 100 100 100 100 100 100 100 100 100
I	HI Had A	Rocket(G	old Mt./A&M		1104 36-26	14
L			P3	۱,		-
l	<b>1</b>	MEPS & MEPS & MECS ON MERSEYS & METT ON	EAST		ROMAN One Foot	Back
1	MPRD ON MCAUPH & CPTS 40-34	BOUTH BUTHE B	WIGT & WOAT OR OKIGO 36-31 95X1L 35-31 WJBQ 33-39		LP: Teache	_
1	MENUNTATI	MJXQ on 1104 a WRQM on	MUAD ON REQV ON	П	<b>(3)</b>	1
1	WHET	VI001	MEDWEET	$\Box$	HPED On	1
	<b>P2</b>	ED05 0 ED93 0	MENG OF	11	HTUDS	
	0100 a #104 27-27		ECDQ on	$\prod$	WEST	
		0	n		- T	1
ľ		$\stackrel{\smile}{=}$		7	Olad on WYSE on	
	Just Got	Lucky (Elek	tra)	11		1
1		HOTF &		╣.		
	<u> </u>	MUES a	MICHIEFT	11	JERMA	NE S
1	BOUTH	MACHINET	MASTER OF MESS & WEST ON	.	LP: The V	rd Is ford is
	W287	MEDQ & MADE & MEDG &	STITE A		00	1
Į	<b>2</b>	23	0111	П	CEGH 11-11 MCAUFH &	
	MACK *	LAFT		╛╽	BOMTH	
í		G			195 12-7 1100 12-8 MANUTET	
1	_			7	west FR102 d=:	
	FIRM Radiosc	tive (Atlantic	c)			
	<u> </u>	K104 a wkps 4	_	4	JANEY Under LP; Hero	STR
	<b>1</b>	BOUTH	MOAY a OGIOD a SSKIL a	Ţ	LP; Hero	es, Ar
	804/74	MORI B MORI B MPRI B MRRO B	Q101 a WIRV a SEQV a WHSL a		<b>E</b>	1
1	WEST	REIO Q	MIST &		LAFT	
	<b>P2</b>	FORR a	XOVV a	1	MOUTH	
	MPLT a		ESOS a OR95 a		*****	
				_		
		<u> </u>		=	MSFE ON	
1		(SON & P. Z			MSFK on	
	LP: When	The Rain Begin	s To Soundtra	ck	MSFE on	
				4	MSFR on	

#### PARALLELS SIGNIFICANT ACTION SONGS WITH LESS THAN 50 STATION REPORTS 0



### 0 STEWART S Out (Arista) Is Out COLOR DESCRIPTION OF THE PROPERTY AND CAPE OF DIGE 16 BOUTH 174 a MICHAEL WEST

<b>P1</b>	WEFN on	P3
	MPST on MERSPH on	100
	BOUTH	08100 a
SOUTH .	amounts!	BOUTH
MACHINET.	1	Q101 a
WEST	U/007	WHEL I
22	ł	991C a
		WEST
MERK OF		gCB# 40-3

#### **Picture** Yourself in R&R.

BOUTH

EEQV on

MIDWEST

WORR on

WHAT

MANO On

**2** 

If something's happening at your station or company send R&R the photo and we'll put it on the Picture Page.



Los Angeles, CA 90067 (213) 553-4330

