

## Radio Covers Papal Visit

We're recording the event for people who can't see it live."

As Pope John Paul Il conducted his historic visit to American cities this week, he received blanket media coverage, with radio capitar izing on its own unique resources to provide an extra dimension to the reportage. Stations in Boston, New York, and Philadelphia, (the first stage of the papal visit) utilized everything from reporters along the motorcade routes and priests for interpretive commentary to tips on how to avoid the crowds and humorous reviews of the Pope's new album (R\&R 9-21, $9-28)$.

## Boston: Complete Coverage

In general. radio stations left the minute-by-minute style of coverage to the TV stations and, in some cases, to News-formatted radio outlets. In Boston, however, taking into consideration the city's being the first U.S. stop for the pontiff and its vast Catholic population, both full-service Pop/Adult stations
devoted extensive efforts to covering the events of their day (Monday 10-1). WHDH had people stationed at every location visited by the Pope, according to newsman Joe Parlante. The station also spoke with Boston Diocese officials along strategic points of the Pope's motorcade, and broadcast his Mass and cathedral ceremonies live. That evening the station's regular talk program (along with the overnight talk show) was taken up in discussion of the day's papal events, and the station has dispatched reporters to New York and Philadelphia, with free-lancers providing coverage on the rest of the tour.
WBZ had a news anchorman in the studio from the time the Pope arrived, with a priest providing commentary, analysis, and color. Eight reporters were stationed at various key visit locations, and other reporters offered people's reactions as the motorcade wound its way through the city. Nonstop coverFIRST BLACK PD AT COUNTRY STATION

## Chris Charles Named PD

## At WHYL/Carlisle

Chris Charles has been appointed PD of WHYL-AM-FM/Carlisle, PA. WHYLFM is Country-formatted (the AM is Top 40), which makes Charles the first black PD at a Country station. He was most recently an air personality at Top 40 Z93/Atlanta, and had previously been on the air, among other stations, at WFLB/Fayetteville, NC, working under GM Chuck larsen. Larsen was recently named PD of the Carlisle stations (R\&R 9-21), and hired Charles when the openings came up.
Charles told R\&R, "When I got into radio in 1973, it became a personal goal to involve myself in formats other than the stereotypes expected from a black radio person. That's why I made efforts to get into Top 40 rather than Black or even Disco radio. Most of my experience has been in Top 40 ra dio. Being a music radio man, I've taken the time over the years to listen to and learn other types of music. I worked all-nights at WLAC FM/Nashville, which is Too 40 , and my morning drive relief was John Conlee, who in the past year has become one of the top country vocalists. We spent time together talking about country music during my stay in Nashville. And in that town, there really was no way to get away from country. So I feel I have a good head start on the music from that experience. After

a bit of fine tuning on the AM, my main challenge will be the FM country station."
age, without commercial interruption, went from $2: 30 \mathrm{pm}$ to 9 pm that night, including two hours for the Boston Common Mass. WBZ's coverage resumes Tuesday (10-2), News Director Cathy Lavender told R\&R with coverage of the Pope's airborme departure toward New York.
Dancemusic station WBOS participated in the coverage provided by its AM sister, WUNR (a multiling-ual-format station), along with actualities from the Boston Common area (close to the station). AOR WCOZ's AM sister is WHDH, so News Director Chuck Moshontz said the station decided not to "devote a whole lot of airtime" to the visit, although newscasts were largely concerned with the Pope's activities. AOR rival WBCN acted as an alternative, according to PD Tony Berardini. "What we did was to set ourselves up as an informationa source for how people could get around and what they could do to avoid the crowds going to see the Pope."

## New York:

## No Special Features

New York stations contacted appeared to be somewhat more blase about the papal tour, although the POPE/ See Page 26

## WGMA Threatened

## By "Rednecks"

WGMA/Hollywood, FL wanted to kick off its new "singles lifestyle" format with a bang, so the station celebrated its last night after 12 years as a Country station Sunday (9-30) with a threehour satirical assault on Country music. During the course of the show air personality Earl McDaniel (in reality station PD Dave Denver) blew up, buzzsawed, and smashed various country records, alternating with phone comments from listeners.

When one of the callers used the term "redneck," McDaniel replied that the term was a racial slur. When asked to elaborate, Mc Daniel said, "Rednecks are a race of people who hang out at bus stations and pick their noses." Not surprisingly, this precipitated a rash of angry calls, including one listener who inquired whether McDaniel had ever had his nose picked with a shotgun.

## Invasion Of

The Pickup Trucks
Shortly after McDaniel's show ended at midnight, four pickup
trucks pulled into WGMA's parking lot. Shining their spotlights into the station's studios, about a dozen "rednecks" climbed out of their vehicles and advanced armed with pipes and clubs. While visions of "Easy Rider" danced in his head, Denver ordered all the studio's lights turned out and called the police.
In the parking lot, the intruders busied themselves with some impromptu body and fender work smashing out tailights and denting up a staffer's car, as well as beating on WGMA's bullet-proof windows. Having difficulty in reaching the authorities, Denver returned to the air, requesting listeners to dispatch the police to WGMA. The intruders must have been monitoring the broadcast, said Denver, for they departed imme diately prior to the police's arrival in force. The police remained at WGMA for the next several hours. which proved uneventful, and at Gam Monday, the station began broadcasting under its new format.

## Purely Unintentional

When contacted by R\&R, Denver stated that the incident was purely unintentional, that the station had merely wanted to stimulate word-of-mouth reaction to the format change, and that they "certainly did not anticipate vio lence." Denver also stressed that the "Earl McDaniel Show" was intended to be taken humorously. adding that he was "shocked at the physical response."

The first day under the new format. the station received about 100 threatening calls, including one bomb threat which necessitated the station being evacuated for 10 minutes and another which claimed a bomb had been placed in Denver's car (Denver was out driving the vehicle when the call was made). By Tuesday (10-2) however, everything was back to normal.
As might be expected, the incident received substantial coverage in the local print and television media as well as being picked up by the wire services. WGMA General Manager JIm Glassman told R\&R that the event had no drastic repercussions upon either the station's sales or programming departments, and reiterated Denver's statements as to the incident being simply an attempt to introduce the new format in an entertaining, creative manner.

# Her Heartbeat's For You. <br>  <br> <br> ${ }^{66}$ Do It In A Hearetbeat ${ }^{99}$ <br> <br> ${ }^{66}$ Do It In A Hearetbeat ${ }^{99}$ <br> CARMENE CARTDR 

Produced by Lance Quinn and Tony Bongiovi


# Landphair Exits WMAL, Joins NPR For <br> News Show 

Ted Landphair. News Director at WMAL/Washington, left af ter nine years to become Executive Producer and Director of Na tional Public Radio's new daily twohour news program. "Morning Edition." Landphair sees his new job as a challenge to expand NPR's audience. "Morning is a radio time." Landphair told R\&R, adding he hopes to combine the idealism and production values of public radio with the realities of commercial broadcasting. "Morning Edition." which will be like a fastpaced "All Things Considered." will debut Nov. 5 from Gepm. Landphair was honored recently at the Radio-TV News Directors Association conference in Las Vegas. where he received the Rod Downey Award for outstanding contribution.

## WESTON TAKES OVER AT KBOX

## Porter Appointed PD At WJJD

Pete Porter has been named Program Director at Plough Broadcasting's Chicago AM Country outlet, WJJD. The station's FM sister (also Country), WJEZ, appointed Jon Anthony as PD recently (R\&R 9-21). Porter replaces Bill Hart, who had been with WJJD for five years, mostly as an air personality. Porter joins the station from the PD position at KBOX/Dallas, which named weekend air personality Jack Weston as its new PD.

Plough VP/Programming Craig Scott, commenting on both Porter and Anthony's appointments, told R\&R. "Jon Anthony impressed me by taking an unknown FM station (WLWI-FM/Montgomery) to the number two spot in a market. He has a great enthusiasm for the business, which is something hard to find these days. The same is true for Pete Porter. He was up for consideration when we had the opening at WJEZ-FM. Pete is the kind of person I feel will be a great asset to the Plough organization.
Polygram Changes Returns Policy
Polygram Distribution has become the second giant distributor to announce substantial changes in its returns policies. Polygram President John Frisoli cited "chang ing economic and marketing conditions" as the reason for the policy shift. which takes effect January 1, 1980. Although the new Polygram plan is essentially similar to that recently announced by CBS (featuring a 20\% return privilege). Frisoli called the timing "coincidental" and arising out of a shared

The RER Opinion Line is destgned as your phone forum. We encour age you to call in any time to the Opinton LIne number, (213) 552.3525, and record your ideas and opintons on any industry issue or concern. You can do so anonymously, or sign your name. Foliowing are three OpirIon Line ofterings trom our readers:

Cummenting on John Leader's column (R\&R 9-28), the duplica tion of formats in radio ts nui snly real prevalent, but I think it's obvious that it's causing a lot of people problems, purticularly in the larger markets - Los Angeles, San Francisco, New York, Chicago, etc. It takes a lot of guts for a programmer to go to his General Manager and say I want to take a different path and play " $x$ " number of records, whatever that number may be; e.g., play 35-10 records when the current norm is 20. And it takes a lot of guts for a GM to say yes. The burnout factor is the problem. No one is taking the situation in hand and lengthening the playlist.

- Art Riley

KELI/Tulsa
Will big business halt creative music? That's what I wonder from time to time. It wouldn't surprise me if I opened up R\&R one day and 1 saw the Top 40 section, the AOR section, the P/A section, and the Pop/Rinythms section all combined in one area. We've seen rock a roll progress from rew Chuck Berry style on up through Pink Floyi electronics and what-have-you. Where do we go from here? Is it regression time? Is big radio business going to halt creative music? I commend Lee Abrams for his influence in music. But Hitler had a big following also. The record companies have got to quit prostituting fods in music and quit cloning rock bands and get down to the roots creative good music - and then maybe they won't be going out of business.
—unsigned
With reference to John Leader's comments in last week's R\&R concerning the way "Tusk" was distributed so perfectly around the U.S.A., which Pop/Adult station fringed between Baltimore and Wash ington and dominant in its market hasn't received the new Fleetwood Mac single? It's been two weeks, and the regional office has been called six times, the national office three times. Thanks. Wamer Bros. We're angry.

- Bill McMichael

Music Director, WFMD/Frederick, MD

## the 10 -noon shift for the station

Pete and Jon both seem to get along, and this will be a unique quality for two stations that have in the past seemed like competitors instead of part of a team effort. It was a -very difficult decision to have to let Bill Hart go. He is a good man, and I have worked with him for the past 10 years, even before joining Plough. We just felt a change was needed to gain better rating success within this very competitive market.'
George Dubinetz, GM of WJJD and WJEZFM, told R\&R, "We looked long and hard for the right people to fit the requirements for these positions. Pete Porter is country music expert, having put together the music for TM Produc tion syndication before taking over as PD at KBOX. He shows good signs of being an excellent admin istrator, and with his two-hour daily air shift. he will be able to stay in touch with the music and set an example for the other air people." Porter will be handling
business situation," stating that Polygram's plans had been in the works from the start of 1979.
The Polygram policy allows those customers entirely dealing in retail an 18\% returns allowance. while pure subdistributors get 22\%. Customers involved in both areas have their allowances calculated on a sliding scale depending on their percentage of retail business. The allowances include defectives. Unused return allowances in a given month can be applied to the next month's allow ance, but such privileges are ex tended only till February of the ollowing year
Singles, Christmas product, and product from developing artists to be determined in advance by Polygram) are exempt from the new percentage guidelines, and are still 100 \% returnable. The company is instituting monthly computerized statements to cus tomers, covering return allowances and other concerns, an in novation believed to be a first by Polveram. In addition, a mini mum order of sitiz 0 . I.P's and tapes has been set. along with a 2 -unit minimum on singles orders.

## Beatles

## Reunite In $\$ 60$ Million Suit

## Beatlemania

Proposed Film \& TV Series Uinder Attack
A Beatles reunion of sorts turl place last week in L.A. Superior Court when the four ex-group members filed a $\$ 60$ million suit against Steven Leber and David Krebs, producers and promoters of the "Beatlemania" stage show Wibliam Sargent and Special Event Entertainment Inc., which had planned a film version of "Beatle mania;" the National Broadcast ing Company and Procter \& Gam ble, which had planned a TV series based upon the stage show; Lexington Broadcast Services; and the Plitt Theaters chain. Filed by the BEATLES/ See Page 26

9 kHz BAND SEPARATION: CONSIDER THE IMPLICATIONS - WABC MUSICRADIO 75.6? 92.4 KH? THE FCC TRIED OUT 9 kHz IN TUPELO AND IT WORKED. SOON IT COULD HAPPEN TO YOU. JONATHAN HALL OBSERVES ITS PROGRESS.

See Page 4

## this week...

## THE ARBITRON KEY - PAGE 3

The third page of your Arbitron market report holds the key to the numbers - the diary return llgures for that book. Jhan Hiber points out the advantages of checking out Page 3.

See Page 16

## SAMPLE SIZING FOR PRECISE RESEARCH

You can't always got what you want from your rosoarch, bu you can got what you noed by using the handy formult prescribed by Dr. Alchard Lutz for pleking the most usoful sample size for your research design.

See Page 18
RADIO PROFITS THROUGH THE U.S. MAIL
Difect mall is a low-cost, highly effective, but largoly forgotton mothod of radio station promotion. It's worked for WNOX Knoxville, and it just might work for you. John Leader directs the discusslon.

See Page 22
WINNING WITH DANCEMUSIC IN BOSTON
wXKSMostion (Kles 108) has beon scoring blg ratings by mixing in a little rock and a lot of communlty Involvement with its Dencemusic format. PD Sunny doe White explains the formule

See Page 40
BASIC BLACK IS BACK IN FASHION
A flitation with Dancomusic hasn't always worked for Black. formatted stations. WDAO/Dayton is one station that expert mented, then came back to the basics of black music programming. elll Spoed tells the tale.

See Page 46
CHUM'S AOR REVOLUTION: ONE-ARTIST SETS
Aertape the boldest AOA innovation in years belongs to CHUM FUTOPonto, where their sets are made up of several tracks by
 finds out how it worked in a talk with PD Warren Cosford.
features
Washington Repor
What's Now
Gery Owens
TV Nows
Rip 'N' Read
Ratings \& Research
Media Marketing
Street Talk
Picture Pages
Opportunities
formats
Top 40.
Dancemusic
Black Radio
AOR .
Country
Pop/Adult

See Page 50

## staff

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# Washington Report 

# WELO Undergoes 9 kHz Experiment 

## Preliminary Results Indicate Minor Changes

 In Station's Field StrengthEngineers from two government agencies spent all last week in Tupelo, MS, playing with WELO's 580 kHz frequency, transmitter, and four directional antennas (two day and two night) to determine the effects of reduced AM spacing (from 10 kHz to 9 kHz ). While this was the first
test at the low end of the AM dial, two previous tests were done at KLAK/Denver, a fulltime facility on 1600 kHz with 5000 watts that is directional at night; and WLBH/ Matoon, IL, a 5000 -watt daytimer on 1170 kHz with a directional antenna.

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tests it had been more difficult to go down than up. What this means, according to WELO Chief Engineer B.J. Crabb, is that the difficulty of going to 9 kHz will be on a case-bycase basis.
NTIA Consulting Engineer John Heffelfinger told R\&R why. He said that if stations are required to go to 9 kHz it will mean a change for some in their frequency from one to four kHz , with four being the most troublesome. A change of four kHz , he explained, will be less severe for a station broadcasting at 1600 kHz than 580 kHz .

Not Difficult,
But Could Be Costly
Based on four days of testing,

## Mottl Wants Broadcasters To Make Profits Public

Sees "New Lows In Tasteless, Mindless And Shallow Programming"

Every radio and TV station in the country will have to make full public financial disclosures if a bill introduced by Rep. Ron Moutl (DOH ) last week ( 927 ) passes. Mottl
feels broadcasters, particularly TV, make a mint while the public suffers through bad programming. Financial disclosure, he says, would allow the audience to discuss the financial feasibility of better programming with station managers. Upon request last week, the FCC sent Senate Communications Subcommittee Chairman Fritz Hollings the 1978324 form of each commercial TV license.

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The actual cost, says Doug Crombie, who is NTIA's Director of the Institute for Telecommunications Science in Boulder, CO, depends on the degree to which the FCC would require radio broadcasters with directional antennas to match their original points. Crombie believes it's possible to establish a new 3 dB allowance.

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## RADIO INDUSTRY WANTS 9 kHz PROPOSAL STUDIED

## Clear Channels And Daytimers Unite

## Call Switch "A Clear Trade-Off"

While admitting that "a number of thorny technical and economic questions are raised," Clear Channel Broadcasting Service (CCBS) strongly supported 9 kHz spacing as "a far better means of fulfilling the demand for new stations than duplicating clear channel stations."
CCBS said the benefits of creating a number of new stations outweigh problems of adjacent channel interference, receiver incompatibility, and the expense of making the frequency switch. They also recommended the installation of handwidth limiting filters in all transmitters to combat adjacent channel interference
Comments on reducing channel spacing to 9 kHz were due Mon., Oct. 1. The National Telecommunications and Information Administration (NTIA), which initiated the inquiry, asked for and will probably be granted an extension until Nov. 16 for reply comments.
Networks Urge FCC To
Take More Time
Rather than take a position, ABC, NBC and CBS all advised more study and urged the FCC not to make a hasty decision. Citing inHARRIS WORKED OVER

## AM Stereo Stalled

## Decision Awaits 9 kHz Outcome, Says Washington

"It looks like AM stereo is about to go the way of quad," an FCC Field Inspector told one broadcaster last week. That explanation appears to jibe with an assessment by FCC Broadcast Bureau Deputy Chief Frank Washington, who told R\&R the Commission is waiting to sie how reduced AM spacing, if adopted (see related story), would be affected by stereo. Wash ington admitted, however, that tests haven't even been conducted.

## Is Quad Dead?

Here are the facts

- Both NAB and NRBA want the FCC to get AM stereo rolling again. NAB Chairman Tom Bolger wrote FCC Chairman Charles Ferris last month to that effect. NRBA is likely to follow suit after Sunday's (10-7) board session
- Neither Ňvís nor NRBA is expected to continue to push hard for FM quad.
-The number of broadcaster comments the FCC received mid-May, both on stereo and quad, were minimal.

Now, a year after the FCC pro
AM STEREO/See Page 26

## The Week In Review

Two major broadcast conventions open this week in Washington

- NRRA begins Sunday, Oct. 7, at the Washirigton Hilton. Highlights will be keynciers Sen. Barry Goldwater and Eric Sevareid, and a panel discussion with FCC Commissioners and staff.
- Opening Thursday (10-4) at the Mayflower was the National Black Media Coalition convention.
- Comments pour into FCC on 9 kHz with a funny result. It looks for the moment that clears and daytimers differ only in their reasons for supporting proposition. - Meanwhile, NTIA and FCC Field Engineers found little difficulty in changing frequencies of a Mississippi station with directional antennas.
- Roberto Severini of Argentina selected WARC Chairman.



# Washington Report 

## COST OF CONVERSION FROM $\mathbf{\$ 5 0 0 - \$ 3 5 0 0}$

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creased costs to broadcasters and consumers, ABC said, "Any proposal for 9 kHz at this time is premature and unwise." CBS chal lenged the FCC to show that the public interest would be served by the abandonment of 10 kHz and reserved further comment until more studies have been done.
But some broadcast groups filed comments opposing 9 kHz , including Southern, Cox, and Multimedia. Southern called for expanding the AM Band if the FCC calls for more stations.

## Daytimers Want To

## Move Full Speed Ahead

"Some full-timers don't want to give up' the advantage of getting rid of half of their AM competition at sunset everyday." Ray Livesay, Pres. WBL H/Matoon, IL wrote on behalf of daytime broadcast-

CLEAR Channel/ See Page 26
"It looks like AM stereo is about to go the way of quad," an FCC Field Inspec tor told one broadcaster last week. That explanation ap pears to jibe with an assessment by FCC Broadcast Bureau Deputy Chief Frank Washington, who told R\&R the Commission is waiting to sée how reduced AM spacing, if adopted (see related story), would be affected by stereo. Washington admitted, however, that tests haven't even been conducted.

## Is Quad Dead?

## Here are the facts:

- Both NAB and NRBA want the FCC to get AM stereo rolling again. NAB Chairman Tom Bol ger wrote FCC Chairman Charles Ferris last month to that effect. NRBA is likely to follow suit after Sunday's (10-7) board session.
- Neither rivís nor NRBA is expected to continue to push hard for FMquad.
-The number of broadcaster comments the FOC received mid-May, both on stereo and quad, were minimal.

Now, a year after the FCC pro
AM STEREO/ See Page 26

## The Week In Review

Two major broadcast conventions open this week in Washingtốn

- NRRA begins Sunday, Oct. 7, at the Washirigion Hilton. Highlights will be keynoters Sen. Barry Goldwater and Eric Sevareid, and a panel discussion with FCC Commissioners and staff.
- Opening Thursday (10-4) at the Mayflower was the National Black Media Coalition convention. - Comments pour into FCC on 9 kHz with a funny result. It looks for the moment that clears and daytimers differ only in their reasons for supporting proposition. - Meanwhile, NTIA and FCC Field Engineers found little difficulty in changing frequencies of a Mississippi station with directional antennas.
- Roberto Severini of Argentina selected WARC Chairman.



## Sales Talk

In what may be the biggest sell-radio campaign ever, the RAB an nounced thousands of radio stations will begin scheduling their "Radio: It's Red Hot'" spots Oct. 21. Spots feature comedy and straight sell by Dick Orkin and Bert Berdis (Dick \& Bert) and are aimed at making radio the number one advertising medium in America. NRBA contributed $\$ 5000$ to the fund-raising campaign.

Financially troubled UPI is offering up to $90 \%$ of itself in private sale to selected newspapers and broadcasters. Last week the news service sent a prospectus to potential investors detailing over $\$ 9$ million in losses since 1974.

WJAR/Providence, RI sold for $\$ 2.2$ million to John Franks by Outlet Co., which turned around and bought WRLM/Taunton, MA for the same amount. To comply with FCC rules, Franks had to sell WHIM/Providence. Buyers Philip Dowe and Henry Hampton paid $\$ 900,000$.

Mutual Broadcasting System's parent Amway announced purchase of a 487 -acre site in Western Michigan for corporate expansion. Simultaneously, Amway Chairman Jay Van Andel revealed total sales up $60 \%$ to over $\$ 800$ million.

WRTH/St. Louis chooses Blair Radio as national sales representative. WRTH recently switched formats and hopes to double its daytime power to 1000 watts.

## People

## Washington

Senate Communications Subcommittee member Larry Pressler (RSD) hit the campaign trail last week by announcing his candidacy for President. The 37 -year-old freshman Senator said the country needs a President in the prime, not the twilight, of his career.
Tom Campbell and Jack Sharkey become FCC Acting Associate Executive Directors. Campbell will be in charge of financial and personnel management and Sharkey will supervise computer analysis and processing.
NAB's Assistant Director for Broadcast Management Darlene Palmer leaves to join NTIA.

## Geneva

With the selecton of Roberto Severini of Argentina as Chairman,


WARC '79 finally opened four days late ( $R \& R$ 9-27). Delegates to the world conference on the use of the airwaves had been squabbling over which country would have the honor of chairing the ten-week event.

## Phoenix

Hector Salvatierra, KOOL comptroller, named to NAB's Minority Investment Fund Board of Trustees.

## New Action In News/Talk

Politicians, judges, and corporate executives are learning more about radio news operations. Here are three examples of current developments in the News/Talk sphere.

## Reporter Opens Up

## Arkansas Courtroom

In a courtroom in Morrilton, Arkansas on Sept. 6, Fred Jordan of KARK/Little Rock read a statement challenging a closed trial. According to John Quinn, Gannett Senior VP for News, it worked, and Fred Jordan was allowed to cover the courtroom proceedings. Judges have closed courtroom doors to reporters at an alarming rate since the Supreme Court gave them extra authority in the Gannett vs. DePasquale decision two months ago.

The statement has been distributed in card form to all Gannett reporters. It begins with a newsperson giving his name and station and asks the court to allow the station's attorney to make a case for keeping the court. room open to the press.

## Ruling Is Confusing

Rarely do Supreme Court judges explain their decisions, but recently four justices, including Chief Justice Warren Burger, have publicly commented about the Gannett case. Burger said the decision only applies to pretrials. But Justice Potter Stewart said the rights of the accused are at stake, not the rights of the press. And

going farther. Justice William Rehnquist said judges can close their courtrooms to the public without even giving a reason.

## First Amendment Congress Called

As an outgrowth of the court's action, broadcasters will join with newspaper publishers to hold a First Amendment Congress in January and March. Sponsors include RTNDA, NAB, and the American Newspaper Publishers Association. Also, the court is being asked to rehear the Gannett case on one hand and on the other has been asked by Richmond Newspapers, Inc. to overturn a Virginia Supreme Court decision blocking the press from covering a murder trial.


KSD Switches To News/Talk

## Is This The Way Of The Future

 For All AM's?"When we looked around at the erosion of music on AM, we decided we could serve the market better by going News/Talk," says KSD/St. Louis GM Stan Greenberg, who was just promoted from General Sales Manager. KSD has had evening telephone talk shows since Oct. 1978, but Combined Communications, the new owners, dropped Pop/Adult to go all the way with News/Talk.

Greenberg told R\&R he and news director Hal Brown, formerly of KSDO/San Diego, plan to use a lot of the tricks of the trade in timing and format pioneered largely by CBS O\&O's All-News operations in addition to sports and phone-in talk shows already being aired. KSD became a Mutual affiliate last April, running the "Larry King Show' from 11pm to 4:30am. Quick to follow was a morning all-news block from 4:30am to 10am.

Greenberg stresses the importance of a personality host to tie information together - reading some news and providing bridges between news, sports and weather KSD's morning host is Jackson Kane, who was lured away from KMOX. In August, an afternoon news block from 3pm to 6 pm was added with Bob Hamilton and Kathy Leonard, who were already on the KSD news staff.

Labor Day, the final hours of music were replaced with a midday show called "St. Louis Today," hosted by long time KSD personality Ron Morgan. Greenberg explains that "St. Louis Today" is closer to a magazine format than the news blocks, allowing Morgan to do live interviews and feature material.

## "We’d Just Like A Share Of The Market"

Greenberg admits that KMOX's $26 \%$ share of the market will be really hard to beat. "Everybody says they (KMOX) are the one we're shooting for, but that is damn ambitious," Greenberg laughed. "We'd just like to take a few of their points away."

Greenberg sees more AM stations with big coverage going News/Talk. "There's no reason why big cities can't support two or more News operations." he said. "We present alternatives to listeners and advertisers and give the public better service."

## WRC Host Outlines Format

## Washington Democrats Get Taste Of News/Talk

"At WRC we exist to expose all versions of the truth and hold them up for investigation," said Mike Cuthbert, WRC/Washington talk show host who addressed the Women's National Democratic Club recently.

Cuthbert, who works 8 pm to midnight, told his audience how he prepares for his four-hour call-in show. He begins by reading the newspapers - every page. "If it's Monday morning, I have a pretty good idea of what I'm going to do . . . I have picked out my subjects over the weekend. I work one day ahead. Because Tom Bradden \& Pat Buchanan (3-7pm) will take the top political story of the day. I know I don't want to talk about it at night because it becomes boring, so I'll do it the next day and give my nighttime listeners a chance to deal with it."

Cuthbert says for every one hour he spends about 45 minutes in note-taking. His book load is about six books a week.
"I get home from the studio about 12:20 and I read until 1:30, then start all over again the next morning," he added.

He also commented on

- Weird Calls: "We have kooks and we have regular kooks. The kooks are often our best callers because they challenge us. However, they do not dominate our audience."
- Controversial Calls: "We try to keep views as balanced as possible and frankly look for controversial calls. People have accused the hosts of cutting off people who agree with them more quickly than those who don't
agree."
- Reticent Callers: "The shy caller after two minutes on the air soon gets to the fact that he is just having a telephone conversation and doesn't realize that 250,000 people may be listening until after he has hung up."



## We believe in Brenda Russell's musie.

 The album and the single,"So Good, So Right," are Hits, Its all happening for Brenda Russell just the way expected it to and its' "SO GOOD, SO RIGHT!ZENDA RUSSELL HIFMUSIC FROM HORIZON RECORDS \& TAP Maniufactured and Distributed by A\&M Records, Inc

| WY'H, | (x)X | CKIWW | KRTH | WPCiC | KILT | K Y (;) | 139 | WIDR( | WHE, 3 | WSE\% | KBIM | WTMA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WCA() | 940 | K 3 FP( | K F'I | KIMN | WH13 | WLAC | KNUS | 14Q | KCBN | KYSN | CK101 | FM99 |
| WB13F | W'ICC | WK13() | WKPE | KRI,A | WFBK |  | Q10\% | WPR()-AM | WYRE | WBGM | 788 | KQWB |
| KN()W | WAKY | WAXY | WAYS | WAF;13 | W.JI)X | W(C)I, | KOFM | K(10) | KQDI | WBCN | 95SCF | WAKX |
| KTJ, K | KWFN | KM.JC | KIKOY | W ${ }^{\text {W }}$ S 13 Q | $91 \times$ | WKIS | WNOE | PMII( ${ }^{\text {a }}$ | WISE | WANS | WKIX | WKK R |
| WTIX | KST' | KF,I,I | WYSI. | Y 94 | 14WK | K 104 | WFBC; | Y-103 | KSI, Y | WROK | KWEN | KDYA |



Auto Index Means Instant Access

The "Auto Index," a motorized push-button telephone number listing system, provides quick access to 1008 phone numbers. Utlizing an "automatic transmission" that rotates the index drum laster than you can pick up the telephone, the unit is activated only by using a letter button. Therefore, you don't have to remember to switch it off. Available from: Tokl International, Santa Ana, CA.

## World Series <br> Spots: Then And Now

When the Gillette Co. initially sponsored the World Series on radio in 1939, it spent approximate ly $\$ 200,000$ for broadcast rights, air time and production costs for the entire series. In 1979, the firm will spend that much for each minute of commercial time it runs on TV during the baseball event.

## Full Service Radio Consulting Firm Debuts

Consolidated Communications Consultants has opened what it terms as the nation's first full-service radio consulting firm. The company will offer, according to founder Delbert Mudd, professional expertise in radio station management, sales, programming, engineering, personnel development, marketing, traffic, legal, music, and other related areas as well as offering temporary management personnel for emergencles.

Mudd explains that the new firm will utilize the talents of a pool of experienced broadcasters, with the goal being to match the best professional individual with the client For further information contact Mudd at (213) 957.0957.

## Boston Marketing Firm Offers <br> Programming, Sales Studies

Wallace \& Washburn, the Boston-based marketing research firm, is currently offering radio stations a bi-annual syndicated study, the Wallace $\&$ Washburn Programming Report. The study provides programming and qualitative sales information on a market-by-market basis costing less than customized studies. W\&W are rolling out the service in the top 20 radio markets with the programming section covering everything from basic listening and switching behavior to the top 80 announcers and the top 350 recording artists broken out by stations and demographic group.

The qualitative sales information section incorporates basic demographics such as income, occupation, education and ethnic origin; as well as buying behavior ranging from ownership of homes, credit cards and automobiles, to movie-going and air travel. For further information, contact: Wallace \& Washburn Inc., 118 Newbury St., Boston, MA 02116, (617) 262-5978.

## Worsted For <br> Wear To Air Via Radio

Worsted, a wool tabric used in men's and women's clothing, will be the subject of a radio and print campaign aimed at consumers in New York, North Carolina and Virginia in October by Burling. ton Industries, a New York-based manufacturer of men's and women's wear. The campaign is based around the theme, "Take A Little History Today," with expansion into the Dallas, Chicago, Atlanta, and San Francisco markets set for 1980

## McCartney's Record Achievements Honored



Former Beatle and now Wings-man Paul McCartney will be honored by the Guiness Book Of World Records in special ceremonies to be held next month. McCartney will be celebrating such impressive achievements as his being the most successful composer of all time, having written 43
million selling songs between 1962 78; having amassed the greatest number (60) of gold record awards 42 with the Beatles, 17 with Wings and one with Billy Preston: and be ing the world's most successful re cording artist with estimated global sales of 100 million singles and 100 million albums.

## PSA's \$2.5 Million Campaign Takes Off

Pactic Southwest Airlines recently announced it will spend $\$ 2.5$ million on its current multimedia campaign, consisting of multiple radio spots, TV spots and newspaper and magazine ads in eight Western markets Radio spots divide into two categories, "image" and "originatlon/destina tion," with 80 percent of the spots devoted to "image."

PSA is seeking to establish itself as the low-cost/no-frills atrline in the image spots, which will air via 63 stations in Los Angeles, San Francisco, San Diego, Fresno, Phoenix, Las Vegas, Reno and Salt Lake City.

$\square$


COMING OFF A TOP 10 GOLD SINGLE AND NOW ON A SELL OUT NATIONWIDE TOUR. THE STAGE IS SET FOR ELTONS NEW RELEASE. "VICTIN OF LOVE"
ALSO CONTAINS THE FIRST SINGLE, "VICTIM OF LOVE"
[PR(OI)UCED BY PESE BELLOTTE

## W/HAT'S NEW

## MCA, WCI DEBUT

## Procter \& Gamble

## Top 100 Leading

 National AdvertisersHeading up the tist of the 100 leading national adver. tisers for 1978 as reported by Advertising Ago was Procter \& Gamble with ad expenditures totalling $\$ 554$ million. RCA Corp was tops among entertainmentrelated firms, placing 21 st while spending $\$ 140$ million. CBS Inc. spent $\$ 122.3$ million to place 30 th with MCA lnc. spending $\$ 61$ million and placing 65 th. Warner Communications totalled $\$ 47.7$ million in expenditures and ranked 75th. Both MCA's and WCl's appearances marked their lirst time on the list

Joining Procter \& Gamble in the top ten were, from the top down Soarta. Roobuck \& Co. (\$417.9 million), General Foods ( $\$ 340$ million), General Motors Corp. ( $\$ 266.3$ mil Lon), I Mart (\$250 million), Philip Morris Inc. (\$236.8 million) Warner-Lambert Co. (\$211 million), Ford Motor Co. (\$210 million), Bristol-Myers Co. (\$192.8 million), and Chryster Corp. (\$188.9 million). The U.S. Government, Incidentally, placed 25 th, spending $\$ 128.5$ million

## Double Reverse Discs

## From Phonogram

Phonogram lnc./Mercury Records has developed a pair of in-store sampler alburns that track inside out. Entitled " $331 / 3$ Counterrevolutions In Fock" and "331/3 Counterrevolutions In R\&B," the special discs start to track the groove at the point where conventional records end. The records are especially cut to prevent the needle trom falling off the edge of the disc once the side is completed

Artists featured on the "Rock" disc âre Carolyne Mas, Larry Raspberry And The Highsteppers, Scorplons. John Cougar. and Southside Johnay And The Asbury Jukes. The "R\&B" record contains performances by Con Funk Shun. Kool \& The Gang. David Oliver, and Heaven \& Earth. The albums will be available to retail stores through the nearest Polygram Distribution branch.

## Portable Poochie Pottie

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Starart is a hardcover collection of art work from noted recording artists Jonl Mitchell, John Mayall. Cat Stevens, Ron Wood, and Commander Cody (George Frayne), the latter of whom holds an MFA degree, incidentally. Designed and edited by Debby Chesher, the book contains between $35-50$ reproductions of drawings, paintings and sculpture by each of the abovementioned musicians. The volume also includes excerpts from interviews as well as comments written by the artists themselves concerning the works pictured.

Starart is available from Starart Productions Limited, P. O. Box 38486, Los Angeles, CA 90038 , (213) 227-8180. A special leather-bound Collector's Edition of 300 numbered and signed copies is also available at $\$ 1000$ per copy.

## FTC Claims Health. Hazard Warnings Benefit Consumers

American consumers have benefitted substantially from the 1964 Surgeon General's report on the hazards of cigarette smoking, according to a recent report by the Federal Trade Commission. Covering the $1964-75$ period, the FTC report claims that people who had decided against smoking as a result of the cigarette warnings had added approximately two years to their lives. Furthermore, those who continued to smoke also gained three months of life, because cigarette manufacturers had reduced the tar and nicotine content of their products.

Additionally, the FTC's Bureau of Economics calculated that average consumption of cigarette tar and nicotine would have been 80 percent higher in 1975 if extensive publicity had not created the decline in tar and nicotine levels. Inter esting, the study noted that the effect of anti-cigarette smoking commercials aired on television duning the $1968-70$ period (prior to cigarette commercials being banned from the medium) had been overestimated. According to the FTC study, the anti-smoking commercials failed to affect the downward trend in per-capita cigarette use evident since 1964

## Radio: Energy. Efficient

## Entertainment

In these economy conscious times, it's nice to know that radio is far and away the least expensive, most efficient form of home entertainment. According to General Electric, the electricity required to operate a radio for an hour costs you a mere $1 / 2$ cent. In constrast, a color TV costs $11 / 4$ cents per hour's use, while cost of electricity per hour for many ap pliances is downright shocking: clothes dryers, 14 cents per load; washing machines, 30 cents per load if elec tricity is used to heat the water, 8 cents If gas; electric water heaters, 62 cents per day; central air conditioners, 24 cents per hour; room air conditioners, 7 cents per hour; and double electric blankets, $31 / 2$ cents per night

## Bornstein Named VP/Sales \& Mktg.

 For Atkin \& Co.Doug Bornstein has been named Vice President of Sates and Marketing for Atkin \& Co. Prior to his Atkins appointment. Bornstein held the posts of Associate Advertising Director at Rolling Stone. Eantern Marketing Director for the 133) Corporation. Eastern Advertising Director Ior National Lampoon, and Publisher of The Birectory Of Classes.

Bornstein will supervise the syndication commercial division for Atkin 8 Co. as well as serving as General Marketing Director for Amalgamated Phrogg. Inc., Atkin's parent firm.

Jackson Named Nat'l. Promotion Consultant At Radio Records
Scot Jackson has been named National Promotion Consultant for Radio Records. Jackson, most recently Vice Prenident of Album Promotion at Arinta Records, will remain based in New York City, consulting with the Ft. Lauderdalebased label on a daily bnsis. Along with coordinating national promotion campaigns for Radio Records' product, he will serve as trade liaison for the label.

## Rogers, Donovan Upped To VP's At Insilco Outlets

Buh Rogera and David Donovan have been promoted to Viop President of KZUE/Oklahomn Gity and WGSO.WQUE New Orleann, respectively. Both Rogers and Donovan had
served as General Managers of the reapective Insilco Broadcast Group stations.

Prior to his post as GM of KZUE. Rogers was General Sales Manager of KTOK/Oklahoma City, also an Insilcoowned station. while Donovan held positions in Little Rock. Knoxville and Seatle with Multimedin, prior to joining Insilco earlier this vear.

## Tjaden Named VP/Engineering At Cox Cable

Dr. Garold S. Tjaden has been appointed Vice President of Engineering and Technolory at Cox Cable Communica. tionn Inc. Dr. Tjaden moat recently served four years as 1 )irector of Hardware Technolozy Ior Sperry Univac. having previously served nine years at Bell Telephone Laboratorien. He received his doctorate in electrical enkineering from Johns Hopkins University.

WFIL add WPEZ add 293 add 28 940 22-17 0105 on WLCY add KSLQ 25-23 KBEQ 38-33 WOKY deb 32 WZUU on


| KIMN on | WKEE add | WBBC deb 29 | Wmee on | WHEB deb 39 | WCGQ 40-39 | WAKX 26-24 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KOPA 20-16 | KLIF add | WHBC on | 92X on | 13FEA on | WSEZ 37-35 | WRKR 32-27 |
| WFBR deb 29 | 298 on | WLAC on | 91×20.13 | WEEO on | WISE on | WEAQ 27.24 |
| WBEN-FM 34.33 | WJDX add 25 | WSKZ deb 28 | KMJC deb 28 | 14WK deb 40 | WFLB on | WSPT deb 29 |
| WBBF 39-31 | KXX106 deb 30 | WRJZ 3431 | KFXM add 29 | WCIR add | WANS-FM on | KYSN on |
| WBLI add | WSGN deb 33 | WNOX 29-24 | KJRB add | WAAY on | WROV on | KDZA add 40 |
| WPST add | Y103 add | WAYS deb 34 | KCPX on | WHHY add | FM99 deb 33 | KQDI on |
| JB105 add 34 | WAPE add | WRVQ deb 30 | WJBQ deb 27 | WERC add | WKXY add | KBOZ on |
| O106 deb 28 | BJ105 29-27 | KOFM on | WLBZ 34.32 | KX104 on | KKXL on | KRLC add |
| WHYN add | 95SGF add | KWEN add | WIGY 32-28 | WFOX on | KKLS deb 25 | KBIM on |

Pemens
There was a veritable bunch of radio visitors to Hollywood in the last couple of weeks. Among the greats gawking at Southern California's wrap-around smog and smoke were the legendary Dick Purtan of CKLW/Detroit, who was chatting with Zsa Zsa Gabor and trying to get a lifetime pass to her weddings.

Dick recently signed a $\$ 1$ million 5 -year contract with the Windsor powerhouse and took time out from his busy schedule to drop by the lavish Gary Owens building to scribble a riddle on the sidewalk
"How do you tickle a Beverly Hills jet set girl?" "Gucci, Gucci, Gucci." Ohh . . . Dick!

Charley O'Neil and Suzzane Benson from WMAQ/Chicago were out doing a telethon for the California State Home for the Tired Wino. Charley reminded all of us that Joan of Arc was the first French Fry.

The many tentacles of Radio \& Records have grasped the journalistic confines of Grand Forks, North Dakota! The GO column of some weeks ago was quoted by Jack Hagerty in the Grand Forks Herald. This referred to my scribblings about the place names of North Dakota cities sounding very much as though they were created by Charles Dickens when he was drunk.

Jack French, the well-known radio station owner and brother of longtime programming great Don French, showed the R\&R piece to Hagerty, who in turn reprinted much of my article re: such strong names as Anamoose. Kulm. Gackle, and Zap. North Dakota. Thanks, Guys.

I was on KHJ-TV in Hollywood last week with Ed Parker... a longtime friend of Elvis and an expert Karate man. Ed was a bit miffed at ABC's program about Elvis's
doctor and his activities with prescriptions and the talk of a possible exhumation of Presley's body. Ed's book on Elvis is being made into a motion picture, and will deal with Elvis from a close friend's viewpoint plus his interest in the martial arts. Ed's comment: "Why don't they just let Elvis sleep?'
Rolling Stone reported that according to medical records, the day before Presley's death he received the following prescriptions: 20 cc and 50 pills of Dilaudid (a painkiller usually given cancer patients), 100 Percodans, 150 Quaaludes, 178 Dexedrine pills, 112 Amytal, and 100 Biphetamine pills, (and a partridge in a pear tree?).
Incidentally Radio \& Records sources have found out that there is no truth to the rumor that Pat Boone's doctor was arrested for prescribing two St. Joseph's aspirin for children for Pat!

Well, gang . . . they've finally found a new Morris the Cat. His name is Benjamin Franklin Pierce, and he's owned by Sandra Lynn Midgett of Jacksonville, Florida. They filmed his first commercial last week in Hollywood, and apparently everything went fine. He gets a $\$ 15,000$ salary (about average for those who live in a Hollywood Cat House). Insiders say Ben is insured for $\$ 50.000$ by the Meow Mix people. O.K., programmers, everybody schedule the Righteous Brothers recording of "You've Lost That Lovin' Fe line" on behalf of the late great Morris!

## 0 <br> YEARS AGO TODAY


E. ALVIN DAVIS EXITS WAXY - Ft. Lauderdale sta-

2
tlon goes to automated Oldles format.
CHARLE LAKE RESIGNS AS WYRE/ANNAPOLIS PD.
$\sum$
BRUCE BIRD RESIGNS NATIONAL PROMOTION DIRECTOR POST AT BUDDAH - Plans Independent promotion company "at home In Cleveland.
T NUMBER ONE FIVE YEARS ACO - "I Honestly Love You" - Ollvia Newton-John (MCA)

LTAS NEWS

## ABC Wins 1984 Olympic Rights

ABC has won the bidding for the right to broadcast the 1984 Los Angeles Olympics, for a mere nine times the amount the network paid for the 1976 games. ABC will pay $\$ 225$ million to the International Olymplc Commiltee and related organizations, compared to the $\$ 25$ million pald for the 1978 Montreal rights. NBC has already obtained the 1980 Mos cow games rights for an estimated $\$ 87$ million. ABC will provide over 200 hours of programming on the athletic compettions.

CABLE A RATING THREAT TO NETWORKS? - A Nlelsen ratings report on homes wired with one of two pay-cable systems seems to indicate that programming on the cable systems may well give the networks some stiff competition, according to Varlety. One example cited was a cable showing of "F.I.S.T.," the Sylvester Stallone film which was hardily a boxoffice smash, but garnered an 18 rating compared to a Friday "Happy Days" eplsode's 19 (ABC), "Wonder Woman" (CBS) at 5, and "Diff'rent Strokes" (NBC) with 11 . The survey, of coutse, only covered certain cable-wired homes, but at the rate that pay-cable is spreading, in a few years' time the free-TV leaders may have a new contender breathing down their nets.

NBC Wins First Full New-Season Week, Nearly Wins Second
No typos in that headline - it was perennial cellar.dweller network NBC which won the first Nielsen week in which all three networks were running predominantly new shows (the week ending September 23). NBC, relying heavily on movies, earned a 20.6 average rating to beat ABC (18.0) and CBS (16.9) easily. NBC took four of the top ten places with $A B C$ and CBS dividing up the remaining six. Leading show was a special wedding episode of "Eight is Enough" (ABC) followed by 2) "Charlie's Angels" (ABC) 3) "60 Minutes" (CBS) 4) "Coming Home" (NBC movie) 5) "The Outlaw Josey Wales" (NBC movie) 6) "Chips" (NBC) 7) "Three's Company" (ABC) 8) "Litte House On The Prairie" (NBC) 9) "Alice (CBS), and 10) "The Jeffersons" (CBS). (ABC edged NBC 19.4 to 19.1 in the following week.)
"WKRP in Cincinnati" 's premiere episode finished 22nd, not tremendous but better than "Mork \& Mindy:" last year's hew series smash finished 27 th, losting out to the tirst episode of "Archie Bunker's Place," which came in 17 th. Highest rated new series was ABC's "Soap" spinoff "Benson," which finished 15 th, eight places higher than "Soap" itself. CBS's "Trapper John, MD," sort of a "MASH" spinoff 25 years later, came in at 25 for a reasonably healthy start. New series
 Out Of The Blue" (ABC); and "The Last Resort" and "Struck By Lightning" (CBS)

The way Arbitron saw it in New York, Chicago, and Los Angeles, ABC was still dominant, with the top seven pro grams in the nation's largest city. New York put "Benson" atop the ratings for the week ending September 21 , followed by 2) "Barney Miller," "Eight Is Enough," and "Soap".tied 5) "Mork \& Mindy" 6) "Charlie's Angels" and "Love Boat" lied with NBC's "Coming Home" and ABC's "Three's Company," and 10) "Quincy" (NBC).

In Los Angelés, "Love Boat," "Mork \& Mindy." and "Quincy" tied for the top spot,4ollowed by 4) another tie between Coming Home" and "Three's Company" 6) a tie between "Benson" and "Charlle's Angels," and 9) a three way tie be tween "Barney Miller," "Laverne \& Shirley," and "60 Minutes." Chicago gave the nod to "Love Boat" alone, followed by 2) "Charlie's Angels" and "Vegas" (both ABC) tied 4) "Barney Miller" 5) "Benson" and "Soap" tied 7) a four-way kno featuring "Mork \& Mindy," "Coming Home," "Taxi" (ABC), and " 60 Minutes.

## FLDIDSODENA

General Telephone and Electronics edged closer to the home computer market, announcing it has been licensed to market Mattel's computer-based "Intellivision"' home entertainment and Information-processing system. Intellivision, a sophisticated game and learning device that attaches to TV sets, will be sold under the Sylvania label ... Magnetic Video Corp., largest U.S. distributor of prerecorded software, announced the across the-board price cut of $\$ 10$ per program last month. MV's deciston has reduced the price of a one-cassette fea ture film to $\$ 44.95$, bringing MV's feature cassettes to within $\$ 20$ of MCA's Discovision videodiscs

TOP TEN VIDEO PROGRAMS for September '79 according to Videography magazine are: 1) "M M A $\mathrm{A}^{\circ} \mathrm{S}^{\circ} \mathrm{H}^{\prime}$ (20th Century-Fox/Magnetlic Video) 2) "The African Queen" (Viacom International/MV) 3) "Patton" (20th/MV) 4) "The Sound Of Music'" (20th/MV) 5) "The Story of O" (Allied Artists/Allied Artists Video) 6) "The Graduate" (Avco Embassy/MV) 7) "The Wild Geese" (AA/AAV) 8) "Tora! Tora! Tora!" (20th/MV) 9) "The Lion In Winter" (AE/MV) and 10) "The Making Of Star Wars" ( 20 th/MV). VHS maintained its dominance over Beta in the format battle, 65 percent to 35 percent
ERR WAVES


## The "Dream Police" Are Coming For You!




Brad Messer's

## Rip "N' Read

## Want A Computer, Or Something More Friendly?

Some people are too smart for the room. like a man I know who is so intelligent that - with his near-photographic memory - he can sprak meaningfully on any subject you suggest and impress everyone with the depth and brearlth of his knowledge. Not the kind of person who spouts confusion and horse dropping. but the type who really knows what he' talking about and can make it clearly understandable to the rest of us.

We call him our computer. Need to know something? . . . ask the computer. This fellow is brilliant but he frighten people. Intimidates them with his brilliant mind. Makes em feel inferior. Result of that is, we use him for a computer sometimes but no one is really close to him: the friendships seem to go only as deep as the mind without reaching the heart

I think if anyone asked, he could probably give an admirably logical explanation of even that, but I also think no one would ask . . . because he's a specialist in matters of the mind and the rest of us are plain ol' people mostly guided by our motions and feelings.

Birds of a feather flock together, Grandma said, and he's frequently alone while the rest of us dummies are flocking around together.

So what in the hell does that have to do with radio news?
Patience, patience.
There's going to be a needle-like point to this but I have to peel back a bit more haystack first, by immediately shifting the scene to a car driving through the Los Angeles smog with a woman in ther 20's moring on tiately shifting

It is morning, she's on her way to work, and the FM dial shows 94.7 "a little bit of Heaven" KMET; the news is by Ace Young. He talks about how people in Australia love ice cream so much they are number two in the world in per-capita spooning, then explains the global champions are still us. because we average 45 pints each per year. Ace fita in a quick report on the possible use of cocaine by David Kennedy, there's a brief unemployment story and something about the MX missile plans, then he launches into a detailed explanation of how there's a dog whose snore can turn on a remote-controlled TV set. This story is considered so worthy of attention that Ace has obtained tape. The woman driving along listening gets a small smile on her face as the story develops and ends.

It seems she has been pleased with the newscast.
Why'd she choose Ace? "Because he always has different stuff, that's not really 'news' but it's interesting most of the time." she explains.

Well, his newscast did have "real news" in it, but it was the feature material that impressed that listener, who could have had all the "real news" imaginable by punching up KNX or KFWB. Look at the latest ratings tor the ones before that or the ones even before thatl and you'll see KMET on top of the whole Los Angeles heap of music stations.

Those other stations our morning commuter could have chosen but didn't. churn out the hard news like
. . computers Ace is just ol' Ace and you'll be damned if you can predict what he's gonna talk about because he always surprises you He's real human. Other plain ol' humans who don't think like computers seem to like that. So Young, working virtually alone in a small room inside Metromedia Square. can create a newscast so easily-listenable that he slays the competing giants with all their resources and manpower.

People like Ace's news because he's just another "people," not pretending greatness, not trying to sound like anyon else, not worrying about what "should" be "real news." Some competing newspeople have criticized Young's delivery style and editorial selection as "sounding unprofessional" because he's different than nearly everyone else in front of news mikes. He's winning. They're losing.

Maybe it's time to re-compute what humans out there in Radioland really want to hear from us newspeople: friendly human delivery of news and information and neat stuff . . or material so brilliantly conceived and businesslike that it' "too smart for the room."

MONDAY OCTOBER 8: In 14 -hundred- 92 Columbus sailed the ocean blue and today is Columbus Day Ishifted to Monday although Christopher actually arrived on the 12 th, not the $8(\mathrm{~h})$, when we honor the memory of the man who began the flow of European colonizers to this continent. His three small ships took two months and nine days to get Irom Spain to what he thought might be China's offshore islands, which turned out to be San Salvador. The redhead sailed back home in January land claimed the reward offered to the first person to sight land on the journey, even though one of his sailors had actually been first).

The Great Chicago Fire began 108 years ago. Mrs. O'Leary's cow kicked over a lantern, we're told, and started a twoday holocaust that left $\mathbf{3 0 0}$ dead and 90 -thousand homeless in 1871 .

TUESDAY OCTOBER 9: John Lennon hits 39 today. Jackson Browne is 31 . The safety pin was invented 130 years ago today, in the same year as the California Gold Rush (1849). Walter Hunt of New York had the idea for the safety pin. He took about three hours twisting some wire around until it worked right . . . and subsequently sold the rights
for a mere 8400 .

WEDNESDAY OCTOBER 10: America's naval officer training achool was eatablished on this date at Annapolis. Maryland, in the same year Florida became the 27th state and Texas the 28th (1845)

Six years ago today Spiro Agnew resigned the Vice Presidency during a Lax investigation.
One hundred years ago today professional baseball players signed an agreement raising their salaries to $\$ 12$ a game (1879).
Greg Lake is 32. Ben Vereen is 33. Tanya Tucker hits 21. If life really begins at 40 . Grace Slick starts to live today.

THURSDAY OCTOBER 11: Finder's Day. I looked through about 30 reference works and wouldn't glean anything really super about this date, so please go find your own today.

FRIDAY OCTOBER 12: Columbus sighted San Salvador in 1492, after a sailor told him where to look Dick Gregory is 47 . Sam Moore (Sam \& Dave) is 44
Gene Vincent died eight years ago of a seizure at age 36. He entered a 1956 Capitol Records contest staged to find singers who were as much like Elvis Presley as possible, and won; "Be Bop A Lula" and three lesser hits were charted in 56-57, but his career was essentially dead fourteen years before he was.

# ISHEAUTURE 



From UFOs to monoralls, from fashions to films, tomorrow is here now - on FUTURE FILE - ten 3 -minute segments each week featuring the thinkers and the dreamers who will steer Spaceship Earth into the twenty-first century. Ray Bradbury talks about the cities of tomorrow - space scientist Dr. Stanton Friedman looks at UFOs - Lowell Ponte of the Rand Corporation think-tank looks at the upcoming ice age. Hosted by San Francisco news personality David McQueen, FUTURE FILE premieres Winter 1980.

Available to one station per market on a barter basis in Arbitron measured markets. and on a cash basis in unmeasured and foreign markels.

## GOLDEN EGG

THE FORCE IN RADIO SYNDICATION


1373 Westwood Boulevard, Suite 202, Los Angeles, California 90024 (213) 475-0817


## Page Three May Be The Key

In my travels around the country I try to reinforce to broadcasters that one of the most important pages in every ratings book is lowly page three, right in the front of the report. Many persons neglect this vital page full of facts and figures. zooming instead to see how the station's $12+$ share came out. However, careful study of this maze of numbers can help explain what went wrong - or right - with your numbers in the relevant survey. Let's examine some of the worthwhile data you can glean from page three.

## Diary Return Problems

Most of the fluctuation in estimates is caused by having fewer diaries that are usable. It makes sense that if you try to represent the listening habits of a metro with 1000 diaries in one survey and 600 in the next, there will be a potential for more statistical flux in the latter report. Thus, when you receive your latest market report and are examining the figures on page three, first check the in-tab (usable diaries) figure and compare it to the figure from the previous report and the report for the comparable survey last year. For example, if your market is measured twice per year and you have just gotten your A/M'79 report check the metro (or TSA if you want that) figure to both the $\mathrm{O} / \mathrm{N}$ ' 78 total and the $\mathrm{A} / \mathrm{M}$ ' 78 number. This allows for in-tal) variations by season, since Spring surveys should be roughly comparable to each other, etc. If the figures vary by more than $10 \%$ overall, you may have had a diary return problem in your market in the latest survey (unless, of course, your latest book shows an increase in in-tab diaries). Remember that an increased diary return can be a problem also if the return is atypically high. Depending on which demographic the diaries fall into you may find that a station with the same demo target as the group which returned extra diaries may suddenly take a cume jump owing to more usable diaries coming back with mentions to the station.

## Examine Each Demographic Cell

Page three contains breakouts for at least two geographic areas (metro and TSA, plus ADI if relevant). Under each geographic area heading are four columns of important information. Broken out by each discrete sex/age cell are numbers for the following:

## Estimated Population

Estimated Population as \% of Total Persons $12+$
Percent of Unweighted In-Tah Sample
Percent of Weighted In-Tab Sample
Each of these groups of numbers are important to understanding what the diary returns are trying to tell sou. Here's how to interpret the data under pach heading (take out your local market report and look at page three of your rating book).

## Estimated Population

The figures under this heading show what Market Statistics, Inc. has supplied to Arbitron as the estimated population for the relevant sex/age cell. Men 18-24 may be 45,600; men $25-34$ may be 67,200 , etc. This number may be updated every Fall (or Spring if you are in a market measured only once per year) as MSI further adjusts the 1970 census figures based on migration, birth and death rate, and aging.

Even though MSI is a competent organization, there is a limit as to how precise population projections can be. If, for example, you are in a rapidly growing Sunbelt market, MSI (and thus Arbitron) will probably not be able to catch up with the growth in certain sex/age cells until after the 1980 census. The 1980 census figures will probably affect the $A / M$ ' 82 survey for Arbitron. At any rate, the estimated population figure is the base for each cell from which Arbitron will make ratings projections.

Estimated Population As \% Of Total Persons $12+$
The numbers under this column translate the population figures from MSI into a piece of the total $12+$ pie. If, for example, MSI estimated the $12+$ population in your metro to be 100,000 persons, and there were according to the estimates 10,000 men 18-34, then under this column's heading for men 18-34 would be the figure $10.0(10 \%$ of the $12+$ total). This is an important column because it defines what amount of diaries Arbitron would ideally like to get back from each sex/age cell.

## Percent Of Unweighted In-Tab

As we know, what Arbitron (or any random sample) would like to get back and what actually comes back in a usable form are almost often different beings. The numbers under this column tell you what actually came back from each of the particular sex/age cells. For instance, under men 18-24 the number might be 4.9. That tells you that $4.9 \%$ of the total $12+$ amount of usable diaries came back from men 18-24. When you read the numbers in this column, compare them to the figures to the left under the heading of Estimated Population. What you will then be able to do is compare what Arbitron would ideally like to get back from each cell (men 18-24 was $10 \%$ in our example above) and what they actually received in a usable form ( $4.9 \%$ in this case). In this way you can determine if there was a poorer or better return in a cell than might have been desired. Also, compare the unweighted in-tab return by cell from survey to survey for additional keys to possible diary fluctuations.

Percent Of Weighted In-Tab Sample
If the unweighted in-tab figures represent the "raw" diary return, how does Arbitron compen-

With the October/November '79 sweep soon upon us (or already happening if you are in Seattle. New Orleans, or Indianapolis) we are getting queried at R\&R about when stations will be able to find out about the release of their Fall books.

In discussions with Arbitron officials last week we learned that the mailing schedule for this $O N$ survey probably will not be out until after the sweep is over. Most likely you'll be receiving the mailing schedule in late Novemher or early December. We'll advise when there is more specific information on this topic.

## Week In Review

## Why Page 3 Can Be The Most Important

## Page Of Your Radio Market Report

see column on this page
Arbitron Releases Non-Response Study.
Other Research Efforts
Arhitron now has available copies of three studies dealing with important aspects of its methodology. Non response study most awaited to examine what might happen if people who do not respond to the diary were included in Abritron's radio samples. Other studies examine measurement of Black audience and measurement of Hispanic audienco. Non-reaporne and Black study are now available. Hispanic results to be out soon. R\&R will in the near future examine and write about these important areas of Armitron's techniques for radio measurement.
Stations Unhappy In Charleston
Several Charleston. SC area broadcasters get together, write Abtitron to protest promotion. al activity of WCSC. which did well in A/M ' 79 rating book. Astitron reps fly to Charkeston last week to meet with complaining stations. Abtitron agrees to review file on WCSC activities, hut seems unlikely to take any action. Complaining stations also ran promotions dur. ing the $A / M$ sweep. Letter being circulated to local agencies and to national reps trying to discredit the Spring results, in which WCSC went up more than nine shares $12+$
Arhitron Reviewing Spanish Weighting After problems in Miami, San Antonio and Turson. Athitron is reviewing the Spanish sampling in these areas. Results of soon to be released Hispanic radio measurement study may thed some light om this problem. Fewer Spanish diaries coming back 183 in $\mathrm{O} / \mathrm{N} \cdot 78$ in Tucsom 45 in the AM '79 sweep). perhaps owing to outmoded (1970) definitions of areas of Spanish density.
sate for imbalances so the estimates are not fluctuating wildly? Weighting is the answer. In essence a poor diary return in a cell means the diaries will have to be inflated in value until they represent the amount of population estimated to be in that demographic. If an overabundance of usable diaries are returned from a particular sex/age group, the diaries are weighted down so the demographic won't be over represented due to heavier diary return. Essentially, then, the numbers in this column will match the figures in the Estimated \% of $12+$ population column because Arbitron will adjust the raw diary return to some state of population balance. This involves massive amounts of calculations on Arbitron's part. What it means to you, the radio station, is that in our earlier example of men $18-24$ the $4.9 \%$ of diaries that came back had their value inflated to equal the $10 \%$ population figure estimated to reside in that demographic group. When the unweighted figures are low, as they are often in the younger adult demos, this means more weighting has to be applied. The more adjustment the weighting has to do, the larger the potential for station fluctuations based on the woblle of a few key diaries.

## How Many Diaries Came Back <br> From Each Demographic

With the above knowledge, you can now not only analyze marketplace fluctuations more closely, you can also compute how many usable diaries came back from each demographic. Simply take the unweighted in-tab percent for the demo you are concerned about and multipiy it by the total $12+$ in-tab figure. If your total metro in-tab was 575 , our above example of $4.9 \%$ would then mean there were 28 men 18-24 diaries returned in a usable state. Knowing how many diaries came back from survey to survey can help you determine if the flux you may see in your market report is statistical or really due to the efforts of a station in your area.

# THE <br>  <br> ARE <br> COMING TO YOU 

## W 1980

# WASHINGTON D.G. CHICACO ATLANTA SEATTLE DALLAS KANSAS CITY LOS ANGELES 



## Sizing Up Your Sample

The following column discusses a mathematical formula for calculating the proper sample size for the audience research you want to accomplish. Some of the material may seem com plex, but the formula is crucial to accurate research practices, and I urge any readers who may feel unsure about the topics covered below to feel free to call for further discussion

Probably the most frequently asked question regarding survey research is "How large a sample do I need?" It is natural that this question would be of concern to the person paying for the research, for sample size is the single largest factor determining the cost of any research project. Therefore, it is desirable to use the smallest sample size possible which will still offer you an acceptable degree of accuracy in your results.

Unfortunately, there are no hard and fast rules of thumb for specifying sample size. The required sample size will vary with a number of factors

- What it is that you are trying to estimate? (e.g., percentage of listeners in the market who listen to your station; percentage of listeners who are tired of a particular record)
- How precise do you wish the estimate to bel (i.e., how much of a range around the "true" value you are willing to accept)
- How much confidence do you wish to place in the results? (i.e., how certain you want to be that the true value does fall into your range estimate)
Each of these factors, and its impact on sample size, will become clearer in the discussion below. But first, I have to lay a formula on you. I know how you hate formulas, but just think of it as the musical score of your favorite song .. Did that help? I didn't really think it would, but it was worth a try. Well, here goes with the formula (sing to the tune of "The Logical Song"):

$$
n=\frac{z^{2}}{r^{2}} \cdot \frac{(1-P)}{P}
$$

$n$ is the required sample size to be included in the survey
$z$ is the confidence coefficient (usually set at a value of 2 - I'll discuss this more below)
$r$ is the relative precision coefficient, which specifies the relative range desired around the "true" value (e.g., 10\%) - in other words, the plus or minus variation you're willing to accept
$P$ is the prior estimate of the true percentage in the population for the characteristic you are trying to estimate via the survey - your educated guess as to the right answer

## A Sample Problem

et's start off by considering a sample problem that we can use to illustrate the use of the formula. Suppose you wish to determine what percentage of the local radio audience listens to your station at least once during an average week. In order to estimate the necessary sample size, you must first answer three questions

Based on other estimates (e.g., Airbitron, Burke) or your own intuition, what percentage do you think it is? This prior estimate beconnes $P$ in the formula above and is an important deierminant of sample size. The closer $\mathbf{P}$ is to zero, the larger the sample size will have to be in or der to attain a given degree of precision and con-
fidence. This is because $(1-P)$ is divided by $P$ Here are some examples

$$
\begin{array}{cc}
P & (1-P) \div P \\
\cline { 1 - 1 } 10 & 9 \\
.30 & 2.3 \\
.50 & 1 \\
.70 & .43 \\
.90 & .11
\end{array}
$$

Second, you must decide upon the range of estimates you are willing to accept. This range, $r$, is expressed in relative terms, such that it is a certain percentage of $P$. So, for instance, an r value of $10 \%$ would mean range estimates of the following for differing levels of $P$ :

\[

\]

Notice how, for a given value of $r$, the range increases with $P$. Thus, other things equal, a given level of $r$ will provide greater absolute precision at lower levels of $P$, even though the relative precision remains the same ( $\pm 10 \%$ ).

Finally, you must select a coefficient of confidence, $z$. The most commonly used $z$ values are shown below, together with their degree of confidence

| $z$ | Degree of Confidence |
| :---: | :---: |
| 1 | 70\% |
| 1.6 | 90\% |
| 2 | 95\% |
| 3 | 99\% |

The degree of confidence refers to the percentage of the time the "true" value we are seeking would fall into the range estimate provided by the sample. As is clear from the formula, the more confident we wish to be, the larger our sample size must become

Now let's put everything together and determine our sample size for estimating our percentage of total listeners. Let's assume that we believe, a priori, that the true percen tage is about $30 \%$. Further, we are willing to accept a range of $\pm 10 \%$ (i.e., plus or minus 3 percentage points, or from 27 to 33), and we wish to be $95 \%$ confident that our estimated range includes the true value. Thus, we have decided that $P=.3, r=.1$ and $z=2$. Substituting these figures into our formula, we have:

$$
n=\frac{2^{2}}{(.1)^{2}} \cdot \frac{(1-.3)}{.3}=\frac{4}{.01} \cdot \frac{.7}{.3}=933
$$

So, for a sample size of 933 , we can determine our proportion of listeners to within 3 percentage points and be $95 \%$ confident in the result, assuming our initial $30 \%$ estimate is reasonably correct. If that sample size seems too large, then you may wish to relax your confidence requirement. For example, let's say that you set $z=1.6(90 \%$ confidence instead of $95 \%$ ). Then your required sample size would be:

$$
n=\frac{(1.6)^{2}}{(1)^{2}} \cdot \frac{(1-.3)}{.3}=\frac{2.56}{.01} \cdot \frac{7}{.3}=597
$$

Thus, for a sample of 597 , you could be $90 \%$ certain that the estimated range would include the true value of $\mathbf{P}$. For most practical applications, $90 \%$ confidence should be sufficient, although some researchers prefer to work with $95 \%$ confidence

Suppose you have gone through all the calculations based upon $P=.3$; you determine a needed sample size of about 600, and run the survey; and the estimated proportion from the survey comes back at $P=.5$. What then? Basically, when the observed $P$ exceeds the prior estimate of $P$, you have increased your relative precision. The new relative precision, $r$, can be determined by re-arranging the formula

$$
r^{2}=\frac{z^{2}}{n} \cdot \frac{(1-P)}{P}
$$

Substituting $n=600$ and $P=.5$, we get:
$\mathrm{r}^{2}=\frac{(1.6)^{2}}{600} \cdot \frac{(1-.5)}{.5} \quad \frac{2.56}{600} \cdot \frac{5}{.5}=.004$
and $\mathrm{r}=.06$ (instead of .10 ).
Thus, our observed $P$ of .5 results in range of .47 to .53 , whereas a $10 \%$ relative precision would have given a range of .45 to .55 .

The opposite effect occurs if the observed $\mathbf{P}$ is lower than the estimated $\mathbf{P}$. For example, suppose $P$ comes in at 2 instead of . 3 . Then our new relative precision is
$r^{2}=\frac{(1.6)^{2}}{600} \cdot \frac{(1-.2)}{.2}=\frac{2.56}{600} \cdot \frac{.8}{.2}=.017$ and $r=.13$ (instead of .10 ). '

Thus, our new range estimate would be from $17.4 \%$ to $22.6 \%$. In order to tighten up that range to a $10 \%$ relative precision level, we would have to increase the sample size from 600 to 1024 , as shown below:
$n=\frac{(1.6)^{2}}{(.10)^{2}} \cdot \frac{(1-.2)}{.2}=\frac{2.56}{.01} \cdot \frac{.8}{.2}=1024$
It should be clear that it is quite costly to obtain very precise estimates of a population percentage. Many managers make the mistake of trying to reach a point estimate of population percentages. This is not possible, and so we are forced to deal with range estimates. The more precise that range must be (i.e., the narrower the range), the more respondents you need. So, you will have to learn to live with the uncertainty of a range estimate or be prepared to pay through the nose for huge sample sizes

## A Note Of Caution

Please take note that the formula pre sented here is useful only for probability sampling procedures. If your sampling plan is of the nonprobability type, then you need not even bother with computing sample size. Range estimates and confidence coefficients are based upon the assumption of a representative sample With a nonrepresentative sample, it doesn't matter how large it is - you still cannot place any confidence in it. So, as I pointed out two weeks ago, the type of sampling procedure is really more critical than sample size. In practice, you must have both a probability sampling plan and a sufficient sample size to generate the kind of results you need in order to make sound programming decisions.

Dr. Richard J. Lutz is Associate Professor of Marketing at UCLA's Graduate School of Management, and an acknow ledged research and marketing expert. To direct questions to Dr. Lutz, call R\&R at (213) 553 4330 or write to Radio \& Rec ords, 1930 Century Park West Los Angeles, CA 90067.

## "STILL"

The Commodores' second single from "Midnight Magic" is a smash!

## Themerict

BREAKERS
COMMODORES
Still (Motown)
69\% of our reporters on it. Moves: Up 71, Same 23, Down 0 Adds 30, including $96 K X$, F105, WRKO, Q102, KRLA, KFI, B100 KJR, KC101, WHYN, KELP, Y103, WLAC, KENO, KRQ, WJBQ, KILE, KDVV, KDZA. See Parallels, charts at number 27.

## COMMODORES

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Pago 20


## ALREADY JUMPING AT THESE STATIONS:

## WNBC 30.26

WRKO on Q105 deb 21 WIFI
CKLW add 19 CKLW add
KFRC on KFRC on
WFBR WFBR
KLIF KLIF
KEEL 20-13
920 deb 26 WRJZ add

WKIX add WING
WHB 27-23 WVLK
KING on WFBG
KCPX 26-23 BJ105
KIMN WNOE
K104 11-1 KILT
WFBG add WYRE
WTMA on 293
3WD KCBQ
FROM THE hit SElling album


PRODMCED EV: PABL WILIAME EXECUTIVE PMODUCER: JIM WENSOM

Congratulations to KBEQ/Kansas City's Bob Laurence on his promotion to National Program Director for Mariner Communications, Inc. Bob has named former KBEQ Promotion Director Bobby Kline as KBEQ's new PD. Also taking on new responsibilities at the Kansas City station is Kathy Roths, who becones Music Director. Marsha Lerenberg will be leaving the station for a move to Minneapolis.
"Saturday Night Live" has its season premiere on October 13th with guest host Steve Martin. Musical guests for the opener will be Blondie.

Spanky has announced his resignation at WAYS/Charlotte for the big move west. Spanky will join the staff at B100/San Diego on October 15th for the 7pm-midnight shift. No immediate replacement was named for Spanky, who was WAYS's Music Director.

Former Wings guitarist Jimmy McCulloch was found dead last week in his London apart. ment. The immediate cause of death was not made public pending a complete postmortem report which will be presented"at an inquest scheduled for October 24th. The police have ruled out foul play. McCulloch, 26, joined Wings in 1975 after stints with Thunderclap Newman and Stone The Crows, playing on four Wings albums, the last one being "London Town." He left the group in 1977 to join the reformed Small Faces, and then joined a new group, the Dukes, who just released their first album in England.

Jim Quinn, formerly morning man at 13Q/Pittsburgh, has joined the formidable staff at WTAE/Pittsburgh for middays. Pittsburgh must be glad to have Jim back on the air . . . we wish him the best!

Barry, Robin, \& Maurice Gibb, also known as the Bee Gees, presented the Martin Luther King Jr. Center For Social Change with a check for $\$ 50,000$ on Monday (10-1). This charitable donation is the third such major grant by the group this year, and apparently the Gibb generosity is becoming quite a tradition.

Ken Scott exits KRAV/Tulsa, reportedly to take over the PD slot at WMJC/Detroit, and Phil Hall will become KRAV's new PD. Congratulations to both Ken and Phil.

Red Mountain has severed his ties with KCBN/Reno, where he had been recently acting as consultant, to join KKBC/Reno in a similar capacity. Palmer Stewart continues in the programming position at KCBN and Chuck Van Horn will remain as PD of KKBC, working with Red.

This exclusive bit is getting out of control. First the Eagles' new single mysteriously found its way to selected radio stations, and now the much heralded duet with Barbra Streisand \& Donna Summer has done the same thing. Seems that KFI/Los Angeles got an advance copy of the Barbra \& Donna song "No More Tears/Enough Is Enough" but were stopped before they could air it by a telegram from CBS. But the story doesn't end there . . KFI also got an advance copy of Donna's new solo single "On The Radio" and proceeded to blast it over the air all last weekend be-
fore a similar telegram from Casable fore a similar telegram from Casablanca halted that on Monday (10-1). Meanwhile, several other copies of the Barbra \& Donna single have made their way to various stations around the country and no one is saying where they came from. Ain't it fun?


BREAKERS CELEBRA TE BIG WINS - The RER softhall team, the Breakers, pased for this recent taam photo for
lowing a recent victory over RCA Record'' team, the Nipoers, Not thet we would boest, or any why not heve a look at some of the great bellplavers who help bring you R\&R every weat? Aack row like that, but Zumwalt, Art Director; Ken Barnes, News Editor, Kent Thomas, Production Assistent Frank Kitchin (Ir): Rlcherd Creative Services; Dick Krizman. Vice President, Sales \& Marketing; and Jack Toothman, Research, Middle ront (1.r): Richard Agata, Production Assistant Linde Moshonte, Associate Editor Ken Rose, Marketing Reprasentothe Jim Duncan, Country Editor land Breakers manager). Front row (l-r): Dennis Gray. Traffic Director: Claudio Stewart, Research; Bob Wilson, Editor \& Publlsher; Jhen Hiber, Ratings \& Research Editor: and Lectio; Claudie Production Manager with team mascot Shyla Inot picturad: winning pitcher Top 40 Editor Leslie Halpern, In case you think the RCA win was a fluke. . . last Sundey (9.30) the Breakers bested KIIS.4M. EMII Leader). $6-5$ with a two-out rally in the bottom of the seventh inning!

## ELECTRIC. <br> P.O. Box 25-866

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THE ELECTRIC WEENIE, RADIO'S NUMBER 1
GAG SHEET GETS LETTERS
BILL MAHONEY, WHAR: "Thanks for the quick action on the back issues. Am writing this as my personal live-in seamstress is applying sutures to my split side.

## 等

## INFINITY RECORDS

## If You Like Pina Coladas* Then You'll Love"Escape"



The new hit single from the just released RUPERT HOLMES album "PARTNERS IN CRIME"

```
KSTP add WSKZ add KOFM on KWEN deb 29 KRAV 28-26 WFOX deb 30
```

KDZA on KBOZ add KTLK add KELI add WKAU add WINW add WRKR deb 29

## WILS add

 KLIV add KNOW add KYYX-FM add WFLB LP cut WGOW add

## PUT YOUR STATION IN THEIR HANDS

## Promoting With Direct Mail

When gearing up for any major promotion on your radio station, the immediate outside methods of supplemental advertising such as billboards, TV and newspaper come to mind. But what about a technique that was used quite extensively in the past? What about direct mail? The thought of putting a promotional piece right in the hands of your listeners and potential listeners is pretty exciting

## The Little Blue Winner Card

In 1974 when Scott Shannon and I were both at WQXI/Atlanta, Scott introduced me to the use of direct mail in conjunction with a promotion he had successfully used while at WMAK/Nashville. The promotion was called "The Little Blue Winner Card," and in order to play the contest, you had to have one. Each card was individually numbered, and the numbers were the key to winning all sorts of great prizes. The card was originally mailed as a part of a small paperback book of special values from a local discount department store. Anyone who received the book also received a "Little Blue Winner Card," which completely explained our contest. I don't recall the exact number of homes that received the initial mailing, but it was significant.

What happened after the initial mailing was also significant, in that the WQXI switchboard literally lit up with requests for more little cards. They were made available at various client locations and our studios. The promotion was a success.

I spoke with Scott, now Program Director of WPGC/Washington, and asked him why he thought direct mail was worthwhile. "One of the things direct mail is really good for is making people, who aren't usually exposed to it, aware of your radio station. The kind of people who may not listen to your radio station for the music are the types that have potential to be affected by a direct mail piece. I know you remember the reaction to our 'Little Blue Winner Card' at Quixie. The switchboard went off the wall with questions like, 'Where are you on the dial?' and 'When do you play this contest?' These people were tuning us in for the first time, not our regular cume audience. That's exciting!
"It's a whole different lifestyle with people who are affected by this kind of promotion. They clip coupons in the paper, and they enter every contest that comes along. They are real 'participators,' and though I can't back this up with research, I believe these are the kind of people who are more likely to take the time to fill out a diary should they get one."

## The Promotion Has To Be Right

Bob Savage, currently the PD of WNOX/Knoxville, used a direct mail promotion during this Spring's sweep in his market. It was a promotion recycled from his days at 13Q/ Pittsburgh. As the example (of the $13 Q$ contest) shows, cash was offered for all radios that were tuned to the radio station. The key to any direct mail promotion is that the contest (incentive) has to be good enough to produce the desired result (listening to your station). In other words, give them a reason to listen. In the WNOX contest, as in the 13Q contest, money was the great dial twister and it worked. WNOX's ratings increased. I'm not naive enough to believe that the contest was the sole cause of that increase, but Bob believes it helped, and I do too.

## Isn't It Expensive?

Ah yes, the cost . . . I went right to the source by contacting three different direct mail specialists in Los Angeles inquiring about costs. Firms exist that do nothing else but provide exactly this kind of service. They will help you design, print, and then actually mail your promotional piece.

The cost breaks down like this. To reach 1000 homes, and remember, we're talking addresses here, not individual people, one direct mail house quoted me a figure of $\$ 35.50$. The postage for 1000 pieces, mailed using the post office's third class bulk rate, is an additional $\$ 84.00$. So, to serve up 1000 pieces of mail to potential listeners you pay $\$ 119.50$, exclusive of your printing costs. Depending on how fancy you get with the actual design of the piece to be mailed (size, paper stock, color, etc.), printing can be reasonable or not so reasonable. But dealing with the reach of 1000 households for less than $\$ 120$, that's not too bad. Carried to its logical extension, reaching 50,000 homes equates to $\$ 5975,100,000$ would be $\$ 11,950$ and 200,000 jumps to $\$ 23,900$. If you've priced a decent showing of billboards or any kind of TV time lately, you shouldn't be anything but pleasantly surprised with the figures on direct mail.

I'm not sure to whom this statement should be credited, but I have heard it said, "If you are going to promote your station in another medium, you should dominate that other medium." In other words, if you're going to buy billboards, buy a bigger showing than any other station that buys billboards. TV time . . . make sure your spot is more visible than all the other radio facilities doing TV. From a cost standpoint, direct mail has to be the cheapest way to dominate another medium, and with the advanced techniques available to you from the people who do direct mail, it could be the most cost efficient as well.


The direct mail houses I spoke to could target my hypothetical piece to all male households, houses only (as opposed to apartments), certain zip codes, endless strata of income groups, and the usual demographic groups we are all familiar with. It's not just "junk mail," not by a long shot. These people know what they are doing and can be very helpful in putting your promotional piece in the hands of those you most want to reach.

The key is having a promotion worthy of a direct mail effort. The right contest, supplemented by a well-designed direct mailing, can turn a good contest into a great one. And who knows, once people tune you in hoping to win your contest, maybe they'll stay because you sound so good!

## Bits

DON'T STEP ON OUR STAR: KHJ/los Angeles morning man Rick Dees has been the catalyst in a radio campaign that seems to be spreading nationwide. Rick originally wanted to have Paul McCartney receive a star in the world-famous "Hollywood Walk of Fame." He had listeners begin signing petitions, which were then delivered to the Hollywood Chamber of Commerce, the body that administers the Walk of Fame. Now the campaign has taken on new dimensions, as all of the Beatles are to be included as a group. KZ93/Peoria morning man Tom Wood hooked up with Rick via telephone recently to carry the fight into his market. KZ93 is now circulating petitions in Peoria, inviting listeners to sign their names to the documents which will eventually help the Beatles get their "star" recognition on the sidewalks of Hollywood. Interested stations should contact Rick Dees at KHJ for further details.

SWEET HOME ALABAMA: Following Hurricane Frederick's destruction of Mobile, Alabama recently, WHHY \& Y102/Montgomery mounted an intensive effort to gather es sential items for the troubled city to their south. King Motor Lines donated a 40 -foot trailer which was stationed in front of the WHHY studios, and the listeners quickly filled it to overflowing with 8500 pounds of food and clothing. The Red Cross was given the donation from the citizens of Montgomery along with some $\$ 500$ in cash that was raised at the same time. This was just another fine example of the kind of impact a radio station can have on its community. Hats off to WHHY \& Y102 for their thoughtfulness in a time of real crisis.

QUICKIES: Thinking about a Halloween contest? Here's one that's worth "borrowing." with a tip of the hat to Fred Bryan, PD of WTAC/Flint. WTAC is offering listeners a chance to visit Amityville, NY on Halloween night. The contest, part tie-in with the current movie and part macabre genius, also features a guided tour of the village by Amityville's mayor . . . KX104/Nashville sponsored a shot at the record books when it held a Guiness Book contest. The station had various groups attempt to break the world's record for number of people on a single waterbed (before the bed bursts). In cooperation with a local waterbed store the station had a tremendous response to the contest.

## Motion

Lisa Kay (pictured) has joined the staff of WCAO/ Baltimore coming in to do $12-5 \mathrm{am}$ Monday through Friday and 9pm-2am on Saturdays. Her PD, Ron Riley, tells me Lisa is getting a lot of attention, especially at personal appearances. It's easy to see why McKenzie has joined WJDY/Salisbury, MD as new PD. Kevin comes from his most recent position as PD of P/A formatted WWTR-FM/Bethany Beach, DE . . . Pete Maus has exited WDZ/Decatur, IL, taking a new slot as midday man for WROK/Rockford . . . Mike McCarthy exits KOMA/Oklahoma City, where he had been doing AM-drive. He would like to get back to work immediately and can be reached at (405) 329-1291 . . . Chuck Stevens leaves the MD post at KSLY/San Luis Obispo to join KROY/Sacramento. Brad Ranger has been promoted to Chuck's MD slot at KSLY.

## WITH OUR NEW CARS <br> "IT'S ALL ICANDO"



THE HIGH-PERFORMANCE NEW SINGLE FROM THE SECOND PLATINUM CARS ALBUM CANDY-O ${ }_{\text {[Es50] }}$

PRODUCED BY ROY THOMAS BAKER • MANAGEMENT: FRED LEWIS ORGANIZATION • ON ELEKTRA RECORDS



MAROONED IN A LAGOON - KENIIAnchorage held a drawing among lts air staff to determine the lucky per sonality to be marooned for a week on a tiny island in a nearby lagoon. The maroon corps was selected to raise money for muscular dystrophy, and T/m Allan was chosen to spend a claustrophoblc week on "Charity sland." After a grualling ordeal, Allen returned to thè real world to find $\$ 34,000$ had been raised, almos four times last vear's figure. Pictured showing off their fundraising abilities are (l-r) Assistant PD Dan Boone Allen, and PD Randy Robbins.


MEATBALLS ASSEMBLED - WSGN/Birmingham held a meatball-eating contest with two winners (who ate 39 gargantuan burger soheres in 6 minutes 10 seconds) taking home their heights in albums. Pictured (front 1-r) are WSGN's Reid Lundy. PD Jay Michaels, and a runnar.up; (rear, 1.r) restaurant amplovee, WSGN's Sandy Smith, Beau Braxton, and Sandra Newby, and the two big winners


MCGOVERN VISJTS THE DIFFERENT WORLD OF KHS - WB's Maureen McGovern stopped by KHJIL os Angeles recently during a promotional tour. Pictured (I-r) are manager Marcia Day, WB's Chris Crist McGovern, and KHJ


MOTOWN MAGIC FOR RADIO - Motown staged a presentation of the new Commodores LP for LA. radio figures at Hollywood's Magic Castle recently. Pictured in the Houdinl Room are the following musical prestidigitators (seated, 1-r): Motown's Larry Tollin, KHTZ's Jim Comee, KRTH MD Guy Zapolean, and RKO National MD Dave Sholin; (rear, I-r) former Motown VP Promotion Denny Davis (now with Casablanca), KIIS PD \& MD Mike Wagner and Sherman Cohen (making guest appaarances in the Top 40 section for this picture), KRLA 's Rick Stancato, and KEARTH PD Bob Hamilton.


PALMER RULES ROOST IN HOUSTON - Robert Palmer visited Houston duing an externsive promotional redio rour, and stopped by KRBE. Picurnad


## "Be On The Lookout For A New Van On The Bright Side Of The Road...'

 "Bright Side Of The Road"

Directions Bill Graham Management rim on Warner Bros. Records $\mathbb{V}$

## Pope

Continued from Page 1
media glare from TV and other sources was of course fiercer than any place else. WHN PD Ed Sala mon commented, "There is a real impact on the city from the Pope's visit." The Country station's News Director, Dan Abernathy, was present at the Pope's key stops in the city, calling in with actualities. 'The station concentrated on traffic and transit information; "we feel this affects everybody in the city." Salamon said. Newscasts were not increased, but bulletins were slotted into various air shifts.
WNEW.AM/New York scheduled special live news reports from a re porter following the Pope through the city. The station interrupted reg ular programming for these reports at key destinations, News Director Cathy Calhoun said, but no special features were developed. Meanwhile, Top 40 and AOR stations did "nothing out of the ordinary," as a WPLJ source put it.

## Philadelphia:

Stressing The Significance WIP/Philadelphia is mounting a special effort throughout the week and beyond. Al Herskovitz, PD of the P/A station, told R\&R that regular programming continued, but a number of special features were developed. Reporters covered the airport and Logan Square, site of
the Pope's Philadelphia Mass cel- the people who can't see it live, ebration; and a helicopter followed as it will be covered live by many the motorcade for continuous cov- other sources. We're centering erage. News of the visit was slotted more on the effect the visit has on in during every hourly newscast the city rather than on the event itand in one or two-minute updates every 20 minutes. Excerpts of the Mass were broadcast, and it was recorded for later airing. WIP also used commentary from priests (including a special with a Polish priest interpreting the Pope's album), and next week will air a onehour special with Philadelphia Cardinal Kroll on the significance of the visit. Herskovitz told R\&R, "We want to record the event for

Most other music formats planned nothing out of the ordinary, although the Italian Radio NeL work used the facilities of Dancemusic WZZD to broadcast to Italy during the event. AOR WMMR concentrated on traffic information, and also did, according to News Director Mark Scheerer, "a feature on the Pope's album, sort of a review using all the industry jar-


MATCH GAME AT KQEO - KQEO/A/buquerque and the Sound Ware house record store sponsored a promotion in which listeners were invited to match the speed racked up by 092 PD David K. Jones at the local Mallbu Grand Prix. The winner won 100 gallons of gasoline, and is pictured (right) along with Jones (center) and Sound Warehouse's Peggy DeMever.


BATTLE OF THE BEDS - 14QWorcester angaged the town in a "Downtown Bed Race," as thousands turned up to watch souped up hospital beds jockey for position in a race to raise funds for MDA. Pictured aiding and abedding the promotion are (l.r, top) 140 MD Steve York, PD Cliff Blake, and air personality Lennia James; Il.r, second row), News Director Steve D'Agostinod and Promotions Director Jim Schakenbach; and below, a number of unnamed station aides, an MD patient, and (center) Mayor Early of Worcester.
 BILLBOARD:" PRODUCT OF
U.S. TAPE \& LABEL COAP. Call Me Collect. 314-423-4411 Byron Crecelius
1561 faIRVIEW AVE. • ST. LOUIS, MO. 63132
gon about his promotional tour.' Meanwhile, at AOR competitor WIOQ, a station jock is privately making up a few T-shirts reading "Road Crew - Pope's Fall Tour 1979." although this is not an official station promotion
In addition to the coverage from stations in the cities visited by the Pope, numerous stations of varying formats reported that they had been playing parts or all of the Pope's album this week.

## Clear Channel <br> continued from Page 4

ers. Livesay, Chairman of the Day Time Broadcasters Association, heartily endorsed 9 kHz because it would allow local radio at night for the first time in some markets. KWNT/Davenport, IA, a 500 -watt daytimer, agrees, noting, " 9 kHz spacing will promote diversity in broadcast programming and result in better service to the public."

## Public Radio Asks FCC

## For A Set Aside?

Besides daytimers, other strong proponents of 9 kHz spacing are National Public Radio (NPR), the Corportation for Public Broadcasting (CPB), and NTLA. Both NPR and CPB called on the FCC to reserve a number of new channels for non-commercial use. NTIA be lieves "the need for more broadcasting outlets, the high possibility of inter-regional interference at 10 kHz spacing, and the technical ease of moving to a 9 kHz spacing plan give an overall desirability to making this change."

## Associations Echo Call

For More Study
Both NAB and NRBA submitted comments calling for additional study, differing only in how much study they feel is required. NRBA wants to look at 9 kHz on its own, while NAB reiterated its desire for an all encompassing spectrum study. In addition, both the Association for Broadcast Engineering Standards (ABES) and the Association of Federal Communications Consulting Engineers (AFCCE) said far too little study has been done on interference to adjacent channels. ABES wants the FCC to undertake a channel-by-channel test before deciding the issue.

## Beatles

Continued from Page 3
Law firm of Shearer, Fields \& Shearer, the suit seeks $\$ 30$ million in compensatory and $\$ 30$ million in punitive damages, an accounting of the defendants' receipts, and immediate injunctions to halt not only the proposed film and TV ventures but also the stage show itself.
The suit's basic contention is that the proposed film and TV productions as well as the stage show represent attempts to damage the Beatles' reputation and to trade upon the group's fame. In explanation as to why the suit was not filed earlier ("Beatlemania," featuring Beatles' music and imitations of the group's performances, has been running for two years), the Beatles' attorneys said that while relatively few people saw the stage show, the potential audience for the proposed projects numbers in the millions.
Leber \& Krebs relused comment, saying they had not yet been served, when contacted by R\&R.

## AM Stereo

Continued from Page 4
posed a new rulemaking on AM stereo and over seven years since the National Quadrophonic Radio Committee was formed, broadcasters are still not holding their breath waiting for action.

## Manufacturers Feud Goes On

The companies fighting for FCC approval of their AM stereo systems apparently will stop at nothing to discredit their competitors First Harris Corp, attacked Kahn Communications system (R\&R 9 14). Now Hazeltine/Corp. wants the FCC to scrutinize a tiny segment of a tape submitted by Harris.
Harris taped reception of its stereo system as broadcast on WGN/Chicago and sent it to the FCC so the Commissioners could hear it for themselves. Hazeltine says there's a 11 -second section which is much worse than the body of the material, exhibiting "extremely poor stereo quality and . . co-channel interference." Meanwhile, Motorola also criticized the Harris system, saying it aggravates monophonic incompatibility, sacrifices low frequency separation, and does not increase


NEW ENGLAND IN THE OLD SOUTH - Infinity's New England recently performed In A tlanta, and were joined backstage by a large radlo and record contingent Pictured (standing, l-r) are WRFC/A thens's Stu Wright and Gary Klrk, group's Gary Shaa and John Fanon, Infinity's Andrea Ganis, Infinity VP Rick Swlg, Infinity's Ron Phelps, Pegye Merket, and Larry Ferris, group's HIrsh Gardner and JIm Waldo, and Infintiv VP Peter Gldion:
(front, l-r) Infintty's Charlle Ross, Roger Sayles, and Bob Osborn.

## THIS NIGHT WON’T LAST FOREVER


from his newalbum "DIALOGUE"
At last, something to talk about...

NEW:

| CKLW add | WKBO add |
| :--- | :--- |
| 940 add | WHYN add |
| KDWB add 26 | Z98 add 37 |
| WFBR add | WGH add |
| WTIC-FM add 31 | KSTT add |
| JB105 add 32 | KRSP add |
|  |  |
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CKLW add
940 add KDWB add 26 WFBR add WTIC-FM add 31 JB105 add 32

## MOVES:

| KSLQ 5-2 |  |
| :--- | :--- |
| KSTP 4-3 | CK101 21-19 |
| WOKY 4-3 | WLEE 12-8 |
| KIMN 9-6 22-17 |  |
| WBBF 22-14 | WFIL 18-15 |
| WBEN-FM 20-15 | BJ105 11-9 |
| WLOF 22-20 |  |
| WBBQ 9-5 | WZUU deb 22 |
| WKBW 21-19 | WAAY 17-13 |
|  | KMJC 16-11 |
|  | $91 X 27-19$ |

KSTP 4-3 WOKY 4-3 KIMN 9-6 WBBF 22-14 WBEN-FM 20-15 WBBC 9.5 WKBW 21-19

CK101 21-19 WLEE 12-8 WRVQ 22-17 WFIL 18-15 BJ105 11.9 WLOF 22-20 WZUU deb 22 WAAY 17-13 $91 \times 27-19$

KTLK 36-29 KRKE-FM 11-9 WKY 12-11 KWEN \#5 KLIF 30-27 KNUS 33-30 WHB 23-21 KRLA \#16 WOW \#18 WKIX \#18

V97 \#15 WLAC \#19 WFYR \#19 92X 39-31 WAKY $29-27$ KXX106 26-22 qWSGN 32-29 WRJZ 30-27 WJDX 9.8




## These Stations Are Healthier Because Of Ashford \& Simpson:

WCAO deb 23
WPGC 24-21
KRBE 13-12
Z93 11-11
Y100 15-12
CKLW 17-15
WOKY 24-21
KFI on
KOPA deb 28 WGCL on

WXLO on
WFBR 13-9
WBLI deb 27
PRO-FM deb 22
JB105 29-20
WAEB add
O106 11-10
KAUM add 30
WFMF add
WJDX 20-13

WAXY 18-16
Y103 37-30
BJ105 26-24
FM100 21-18
WHBQ on
WLAC on
920 on
WRJZ add
WKIX 17-15
KSTT add

KWEN add
92X 37-21
KHJ deb 29
WYRE deb 29
KX104 26.19
WISE 7-6
WFLB 3-2
WANS-FM $30-25$
FM99 23-14
KILE 23-16
WRKR 28-25

# "FOUND A CURE" ASHFORD \& SIMPSON 

produced by Ashford \& Simpson


On Warner Bros. Records



Composed and Producea by Hacoués moral tor Can't STOP Productions $\bigcirc$ Execulve Producer: HENRI belolo Watch for their new movie "CAN'T STOP THE MUSIC" Soon To Be Released from Casablanca Record and FilmWorks

 From The Forthcoming Album "A PART OF THE GAME",

Parallels
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## COMMODORES <br> 'Still" (Motown)

$52 \%$ of our reporters are on $\mathrm{it}, 4$ new adds WKTK, WCAU, WBOS and WZZD. Key moves: 2-1 WDON, 41-17 KHYS, 14-5 WDRQ, hot rotation WMAK, on KXTC, WMJX, KRLY, KTLK, KSET. Charts at Number 29 on Airplay $/ 30$.

## ELTON JOHN <br> "Victim Of Love" (MCA)

$52 \%$ reporting airplay, 8 new adds KIIS-FM, WCAU, KSET, WBOS, KITTFM, KFMX, WKYS, KTLK, moving from $33-32$ WKTK, Debut 31 WOKV, debut 40 WDON and on WEZB, KXTC, KHFI. Charts at Number 30 on Alrplay/30.

## NEW \& ACTIVE

All other new and recent releases getting substantial airplay. These are listed in order by their activity levels at our reporting stations.
FRONT PAGE "Love Insurance" (Panorama - 12') 48\% reporting activity, 2 new adds WBOS and KHFI. Key moves: 5 -3 KITT-FM, 15-11 WOKV, 10-6 WMJX, 15.14 KIIS.FM, 29-20 KRLY, hot rotation WKYS, WDAI, WMAS, medium airplay KXTC, WKTU, On WEZB
O'JAYS "Sing A Happy Song" (Philadelphia International - LP) $48 \%$ report. ing action, added at KITT-FM. Key moves: 9.5 WCAU, 15-11 WEZB, 16.13 WZZD, 16-14 WDON, 27-25 WOKV, hot rotation WMAK, WBLX, medium airplay WMAS, WKYS, on KRLY. FUNKADELIC "Knee Deep" (WB - 12") $48 \%$ of our reporters are on it, 6 new adds WKTU, KHFI, WEZB, WBOS, KXTC and WZZD Key moves: 5-2 WDRQ, 12-10 WDON, 19-10 KHYS, 28-26 KTLK, hot rotation WBLX, WMAK, debut 18 WCAU
CORY DAYE "Pow Wow" (New York International - 12') $44 \%$ reporting airplay. Key moves: $12-6$ WBOS, 16-12 WCAU, 30-29 WEZB, $9-9$ WMJX, hot rotation KXTC, WDAI, medium airplay WMAS, WMAK, WKTU, debut 32 WZZD.
TAANA GARDNER "When You Touch Me" (West End - 12") $44 \%$ reporting airplay, 4 new adds KLAV, KITT-FM, WBOS, KTLK. Key moves: $16-13$ WMJX, 33-27 WDON, medium airplay WKTU, WMAS, KXTC, WKYS, on WDAI
KAT MANDU "The Break" (TK - 12') $40 \%$ reporting action. Key moves: 12.7 KIIS-FM, 18.17 WMJX, 29-28 WEZB, hot rotation KXTC, WKYS, medium airplay WKTU,
KSET, on KTLK.
KC \& SUNSHINE BAND "Please Don't Go" (Sunshine/TK - LP) 40\% of our reporters on it, 2 new adds WDRQ and WOKV. Key moves: 6.5 WEZB, $32-25$ KTLK, 29-20 KHFI, 10-9 KRLY, 24-21 WKTK, medium airplay WMAK, on WBLX, KXTC, WMJX. BRENDA RUSSELL "So Good, So Right" (Horizon/A\&M - LP) 40\% reporting activity. Key moves: 19.16 WDON, 21.15 KTLK, 10.10 WDRQ, 30-28 WKTK, medium airplay WMAK, debut 30 KRLY, on KXTC, WCAU, KHFI, WBLX
CORY DAYE "Green Light" (New York International - 12') 36\% reporting airplay Key moves: 12-6 WBOS, 23-19 KRLY, 25-19 KTLK, 9-9 WMJX, 16-15 KIIS.FM. airplay. Key moves: 12.6 WBOS, 23.19 KRLY, $25-19$
hot rotation KXTC, medium airplay WMAK, WDAI, WMAS
ISAAC HAYES "Don't Let Go" (Polydor - 12") 36\% reporting action, 3 new adds KIIS-FM, KRLY and WDRO. Key moves: hot rotation KFMX, medium airplay KXTC, WBLX, WMAK, ON KHFI, WCAU.
DOOBIE BROTHERS "Dependin' On You" (WB - LP) 32\% reporting activity, added at WMAK, KITT-FM, Key moves: $25-19$ KHFI, 24-11 KTLK, 17-13 WKTK, 34-28 KHYS, medium airplay KFMX, WMAS, on WBLX
ROBERT JOHN "Sad Eyes" (EMI America - LP) $32 \%$ of our reporters ars on it. added at WKTU Key moves: $4-1 \mathrm{KRLY}, 7-3 \mathrm{KHFI}, 17-13 \mathrm{WDRQ}$, medium airplay KFMX,

## THE BEAT

## Pam Bellamy \& Gail Mitchell

## WXKS/Boston Interview with Sunny Joe White, PD

With Fall officially here, station gears are being cranked up and oiled for the next ratings race. Included in the ranks is WXKS (Kiss 108)/Boston, which is also enjoying healthy summer ratings - an impressive 5.9 from a 5.5. A Disco-formatted station since January 15, the station is programmed by Sunny Joe White. We decided to talk with him this week and discuss the philosophy behind the success of Kiss 108
R\&R: What, II anything, did you do dif. ferently during this last book?
WHITE: We did a lot of things different. The thing that we've probably done different from all other Disco stations is that we've consistently watched the market. And we saw a lot of things happening with music trends in the market. One of them was that some of the discos were going very discooriented rock \& roll, like the $M$ record. There has been some new wave disco - we put on the lan Dury and played that during certain dayparts. It gave us a newer image and it gave us a chance to also branch out and grab other listeners like some of the rock station listeners.

R\&R: What kind of promotions or contests
did you do?
WHITE: We did an otdies weekend on July 4, the "Best Summer Dance Records" of all the summers gone by. A lot of the roots of disco music come from the good time rock 8 roll days - Motown, etc. It was well recelved by the listening audience. We put some bumper stickers out and we had a contest in conjunction with MacDonald's where they were giving cash prizes and free gas. We didn't do a real major promotion. Just small things like $\$ 108$ in cash to go with our 108 frequency. This says a lot to us as far as increasing our listeners. That means we did a good portion of that 5.9 just by being a

## good radio station

R\&R: You opened up and played more mass appeal records. Did that help you?
WHITE: That helped image-wise our standing in the city. People were taking a new look at us and saying hey, WXKS doesn't play all disco. which can be a negative and also a plus. It can be a negative to the real diehard disco fan. But it it's done right, if it's introduced to the disco fan right, then you don't have a problem. At least we haven't had a problem. I think the people are constantly looking for something new: especially the disco audience. They are always looking for something new and progressive. And as long as it isn't offensive they are open to it and willing to accept it. I think that helped work to our advantage in this last book just by having new music and trying to stay up with the audience and a little ahead of them, but not too far ahead. The secret is, and it is no rea programming genius idea, just watching and following the audience. Because if you aren't out there with the people who listen to radio then you don't know. They change so quick ly.

R\&R: What do you think of the qually of music now?
WHITE: The music is better than it's been in a long time. If people are looking for disco music as it was, say a year ago, then they aren't going to find it. Or they will find it and it is not going to work for them. Two of the hottest records at Kiss 108 are by Herb At pert and Johnny Nash. Those certainly aren't stereotyped disco records. But they are still danceable and they are both very good songs. R\&R: So, you do belleve there is a future for Dancemus/c-formatted stations?

WHITE: I think there is a future for progressive Disco-formatted stations. If you are going to limit yourself only to disco, then there may be a problem. But it you are going to be mass appeal you will survive, I think. R\&R: Do you describe the station as "Dis. co?"
WHITE: We still use "Disco" on the air We don't constantly keep reminding them. If it fits into the conversation and if you want to say "this is a great disco record" or "we're

# ADDS \& HOTS 

| Most Added | Hottest | Most Added | Hottest | Most Added | Hottest | Most Added | Hottest |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commodores "Still" Funkadellc Elton John | Michael Jackson France Joll M Brunl Pagan Destination Donna Summer | Spinners <br> Gloria Gaynor Raydio "More" Anlta Ward | Michael Jackson M <br> Donna Summer Mass Production GO | KC \& Sunshine Band | Michael Jackson Herb Alpert | Taana Gardner Elion John Village People | France Joll Destination Michael Jackson Donna Summer Suzl Lane |


wxks/Boston Interview
(Contrued trom Page 40)
playing some great disco this aftemoon," you do it. But we don't label ourselves as a Disco station. We are just known as Kiss 108 and we just happen to play good music and disco happens to be a lot of the music we play. We aren't trying to hide the label because it has definitely been a tremendous asset to us. You don't find that many AOR stations on the air saying, "Hi, this is AOR radio" or "Hi, this is Pop/Adult radio." So we're just going to do what we do best. We're so successful with what we are doing; we want to be a good radio station, period.


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WEST


## Reporters

EAST
WKTKBaltimore, MD - Lou Krieger WCAUPhiladelphla, PA - Roy Perry WZZD/Philadelphia, PA - Mark Serpas WKYSIWashington, DC - Steven Manuel WDONIWashington, DC - Barry Richards WKTU/New York, NY - Michael Ellis WBOS/Boston, MA - Jane Duncklee WMASISpringtield, MA - Chris McLoude
south
WMAKMashville, TN - Dan Vallie WKGNKnoxville. TN - Mike swaggerty WEZBNow Orleans, LA - Gary Franklin KSETIEI Paso, TX - Chuck Kelly KHYSReaumont, TX - Doris Thompson KRLYMouston, TX - Michael Jones
KHFIIAustin, TX - Jack Starr
WBLX/Mobile, AL - Carmen Brown
WMJX/Miami, FL - Frank Walsh

MIDWEST
wOKVICIncinnatl, OH - Charlie Brown
WDAllChicago, HL - Mary Klug
WGCIIChicago, IL - Barry Mayo
WDRO/Detrolt, MI - Jim Ryan
KFMX/MInneapolis, MN - Gary De Maroney

WEST
KXTC/Phoenix, AZ - Rick Nuhn KTLKIDenver, CO - Paula Matthews KLAVILas Vegas, NV - Susan Korngold KIISR os Angeles, CA - Wagner/Cohen KITTISan Diego, CA - Erik Garcia

# THE PICTURE PAGES 

Infinity Lines Up Holmes


Infinity Records has signed Rupert Holmes, with his debut album for the lebel, "Pertners In Crime," sche dulad for October release. Picturad in the llnoup are, from laft Infintt's Ire Sherman, Infinity Vp Gary Mant koff, Infinity President Ron Alexanburg, Rupart Holmes, Holmes's manager Normand Kurta, and MCA Dist President A/ Bergamo.

## Pousette-Dart At The Whisky



Capitol's Pousette Dert Band recently performed at the Whisky in Hollywood, and was met backstage by record company execs. Picturad are (l.r) Capltol VP Walter Lee, Capitol/EMI-A/UA President Don Zimmermann, Cepitol VP Rupert Perry, group leader Jon Pousetto Dert, group member John Curtis, Capitollemi.a/UA VP Helmut Fest group's Micheal Dawe and Johin Troy, and Capitol VP's Bobby Colomby and Dannis White.

## Midsong Signs The Now



Midsong Records has fust signed a rock band called the Now. Pictured at the inking are (1-r) Executive Vp Stephen Matt, Now membars Jaff Lennon, Mamle Francls, Bobby Ore, Midsong President Bob Reno, and pra-

Carolyne Takes Chappell Vows


Mercury recording artist Carolyne Mas recently signed a co-publishing egre日ment w/th Choppell Music. Se日n at the signing are (standing, If) Mas's managar Faris Bouhafo, Cheppell's Richie Cordell, and Chappall Vp Frank Milltary; (seated, Lr) Chappall Presidant Irwin Robinson, Carolyne Mes, and Chappell's Bob Cutarella

Johansen, Foley Show City Style


Following his recent appeerance at New York's Palladlum Theater in sup port of his latest LP "In Style," Blue Sky recording artist David Johansen (left) wes caught pasing backstage with Cleveland international recording ertist Ellen Foley (centerl and CBS Associated Labels' Gordon Anderson.

Curry Favors Jeep's Store


Prior to his necent performance at the Paradise in Baston, A\&M's Tm Curry autogrephad copies of his latest LP. "Fearless," at an In-store appearance. Pictured at the Music City store are, from left Curry and store managar fand former legendary Motor Clty rock entrepreneur) and sfore m

# THE PICTURE PAGES 

Abba In Anaheim


Following Adanic recording group Abbe's recent performance at the Anaheim Convention Center, the group wes congratulated backstage by several Southern Calfornia radlo reps. Seen at the party are from left KIIS.FM PD Mike Wagner, A tlentic's Rock Allen Dibble, group's Benny Andersson, KRTH MD Guy Zepoleen, and KRLA MD Rick Stancato.

## Polydor Signs Sundholm



Polydor Records has pacted Roy Sundholm with his debut album, "The Chinese Method, "scheduled for Septem ber release. Seen at the signing are (standing, I-r) Polydor Exec. VP Dick Kline, Polydor Sr. VP Dr. Ekke Schnabel, Sundholm's managar Alan Parsons, and Polydor VP Rick Stevans; (seated, l.r) Polydor President Fred Haeven, Sundholm, and Enslgn Records Menaging Director Nigal Grainge.

## Retail Honors Cleveland International Records



When the Disc Records retall chain hald its recent convention In Sandusky, Ohio, it presented Cleveland Intarna tional Records with an award as "Record Company of the Year." Photo'd at the festlultias are (standing, I-r) Cleve land Int'l group the Euclld Beach Band's Peta Hewlett, Maurean and Pam Popovich, Disc Records President John Cohan, Claveland Int'l President Steve Popovich, Chrysalls recording artist (managad by Clavelaad Int'l) lan Huntar, Claveland Int'l artist Ellan Folav, Dlsc Records VP Paul Acevedo, and Claveland Intll VP Stan Snyder, (knealing) Clavaland Int'l's Marty Moonay and Bill Catino.

Ford Links Up With Country Celebs


Former President Gerald Ford visited backstage with recording artists Buck Trant and Roy Clark as wall as promotarlmanager Jim Halsay prior to the "Star Night" concert held in conjunction with the Roy Clark Celebrity Golf Classic in Tulse recenty. Photo'd at the fate are, from left Trant, Ford, Halsey and Clark.

## Casablanca Bullish On Bullens



Casablanca Record \& FilmWorks hes signed Cindy Bullans and will release her debut album for the label, "Messages," in m/d-October. Shown at the signing are (seeted, I-r) Casablanca Exec. VP Bruce Bird and Cindy Bullaris: standing I-f) Bullens's meneger IC Andrews, and label President Nell Bogart.

Arista Pens Byron


Ariste Records has signed D.L. Byron with his dabut alburn for the labal to be released earty in 1980. Pictunad at the pacuing are (fr) Byron's manager John Small, attornay Josaph Sarling. Arista VP Bob Faldan, D.L. Byron, labal Pies/dant Clive Davis, and a trorney Judy Bergar.

## FPGK redia



SHAKE YOUA MONEYMAKER - Congratulating WYEC New Haven's
Jazzy Jordan (lell) for the station's elforts in -raising over $\$ 28.000$
during its 13 -hour radioth


# RADIO LOVES -summers" 

 AM 2192Due to unprecedented radio response from programmers and listeners...
STRANGER-.. THE SINGLE FROM は

From the album DEVOTION LTD ON A\&M RECORDS \& TAPES


## WDAO Takes It Back To The Basics

We've talked several times about the ways in which Black radio stations have reacted to disco. Some would rather switch than fight, others ignored it, others counterprogrammed to it, and some experimented with adding a disco flavor to their basic programming.

Sometimes these metnods work, sometimes they don't. WDAO/Dayton is one station that tried to move with the disco phenomenon and found it really wasn't the answer for its market. Now the station has returned to more basic Black programming. PD Turk Logan, who's been with the station for ten years (four as PD), explains.
"In 1976, when I went into programming, one of the first things I did was to incorporate disco into our format on the weekend. We had something called the Disco Gold Weekend, which just meant we would play new disco. As it grew we would program it into our regular week to see how the audience would receive it. At first our audience received it very favorably, but as time went on there was a different reaction. We had been playing disco for almost three years when the trend came to radio. And when it did come on the radio stations, they made it disco this, disco that, and people were discoed to death."

## All The Way Disco

At that point WDAO's management decided to go with the trend and move more toward disco. Logan says, "They said, 'Hey, let's go all the way Disco, let's get a jingle package. let's be 'Disco 1077.' let's disco 'em to death.' Well, we had been playing disco for three years already, and I felt a little uncomfortable with it. But we went that way and we incor-
"Find a format that is favorable to your audience and stay with it. Be consistent; don't change format every time you drop in numbers."
porated more disco into our weekday format; from 6am to midnight Monday-Friday we geared our entire format around disco music."

The results in the recent ratings reports weren't exactly everything WDAO had hoped. "We took a drop in the ratings." Logan says, "not necessarily because of the disco." He cites competition from newer stations in the area with lower commercial loads playing more music as a prime factor in the ratings decrease. "We looked at the last book," Logan says. "and we realized that we did take a slight drop in the ratings following the disco says,

## Bring Back The Gold

Logan brings up the case of WBLS/New York: "You see what Frankie Crocker did to WBLS in four books - he came back, and he didn't necessarily do it doing all disco, he did it with playing a lot of gold, some ballad tunes, a little jazz, being more communityoriented. And he got the book right back up! WBLS is number one. We are trying something similar. I went back to our library, and we have $3-5000$ pieces of gold that haven't been played for four or five years. So I've incorporated that gold and adjusted our format, and the people have responded to records by Linda Jones and Bobby Taylor \& The Vancouvers, some of that good gold that people like to hear. It's been received very well on the streets, the jocks feel comfortable with it, management feels comfortable. The disco music is still being played, because it's still very popular, so we're going to experiment with it to see how the people receive it."

WDAO also has a disco-oriented jingle package in the works, although for the moment they're using an older, more traditional-sounding set of jingles. The station has also changed a policy of forbidding jocks to talk over the intros to records; Logan says that his experienced staff has "convinced me that they can talk over intros and have something to say, so I've given that back to them."

Summing up WDAO's experience with disco and back, Logan says, "Find a format that is favorable to your audience and stay with it. Be consistent; don't change format every time you drop in numbers, or when management starts to scream. Find the right format for your audience even if you have to research your audience on your own. Do that. stay with it, and make that format work for you."

## WHUR-FM Presents Donny Hathaway Day

WHUR-FM/Washington, DC recently saluted the life and music of the late Donny Hathaway in a special birthday tribute (10-1) beginning 6am and continuing to 12 midnight. Hathaway attended Howard University (which owns WHUR) and performed frequently in the Washington area. This salute had special significance to the area residents; throughout the tribute, WHUR not only played his music, but also recorded comments of his friends and associates in the recording industry.

In a special tribute, Hathaway's song "This Christmas" has been given new lyrics by Carrie Lucas and was recorded by the Whispers. The proceeds from the single will be given to Hathaway's wife and children.

## Racila

## BMA - One Year Later

Just a little over a year ago the Black Music Association (BMA) was organized and offices were opened in Philadelphia with a purpose to "preserve, protect, and perpetuate" the artistry of black music around the world.

The real substantive measures by which BMA would in fact carry out its aims, however, were not described to the organization until the first gathering of industry leaders, one year ago. At that La Costa meeting Stevie Wonder brought forth a message of another BMA meaning, "Bringing Minds Alive." Also at that same gathering, Berry Gordy, in an unprecedented visit to an industry gathering, gave BMA his blessing and official approval by becoming the honorary Chairperson of the organization's Advisory Board.

At that historic meeting, BMA's corporate government charged the organization, with three overall goals for each division's membership constituency: 2) improvement of the image of Black Music around the world 2) increasing the dissemination of substantive information about black music's contribution to world cultures, and 3) improving the business of black music's bottom line through economic parity for each member of the black music community

Steps have been taken toward reaching these goals. What have you done?


HEATWAVE'S HEART KNOK - In conjunction with the American Heari Association and KNOK.FMIFt Worth, Epic recording group Heatwave took part in a benefit autograph party. Pictured after the party along with the group's members are KNOK PD Dewayne Dancer and KNOK air personality Quen Echols.

## People

Air personality Lon Thomas will once again be handling the music chores at KUTE/ Los Angeles . . . Walter "Butterball" Martin Jr. was recently promoted from in-house to Assistant Program Director at WILD/Boston... Happy Birthday to Val Calmer, the $12 \mathrm{pm}-3 \mathrm{pm}$ personality at WBMX/Chicago. Afternoon drive jock there, Ray Cooper, has won a small part in the upcoming Blues Brothers film currently in production . . . WTLC/ Indianapolis Office Manager Joyce Christmas will be leaving to pursue her education full time ... Brandy Henderson, KJLH/Los Angeles Office Manager, was recently in a car accident and luckily received only a broken finger . . . Recording artists Harold Melvin and Sharon Paige have signed with Source Records with releases due out at the end of October ... Please be sure to send me all of your station's news, photos, promotional materials, etc. Remember, you don't have to be a reporter to participate. Address to: Bill Speed, Radio \& Records, 1930 Century Park West, Los Angeles, CA 90067

## Places

ATLANTA JAZZ FEST: WCLK/Atlanta participated in a three-day jazz festival, free to the public, last week. Requaya Ward, Music Director, acted as opening night emcee on September 28; the concert featured such heavyweight talents as Woody Shaw, Bobby Hutcherson, Jack DeJohnette and Jimmy Owens as well as local talent, including the Clark College Jazz Band. Held at Piedmont Park, the affair was also highlighted by daily jazz workshops

## Things

NEW ADDITION TO THE FAMILY: KTUF are the call letters of a new radio sta FL has found a new TX. It is also the sister station to KAPE . . WPDQ/Jacksonville, FL has found a new owner. It is now officially owned by Broadcast Enterprise National Inc. (BENI) ... WBMX/Chicago is currenty featuring "Chicago Underground" on Sunday nights. Beginning at 10 pm and going through the night, the show is comprised of jazz and jazz-fusion music, and is hosted by Don Rasheed... WKWM/Grand Rapids recently welcomed Tower of Power to its studios, while further south, WAOK/Atlanta's Dr. Feel good taped interviews with 7th Wonder and the Commodores' Ronald LaPread

# A S P-E C IA L I T I I B U T E "A SON G TOM DOMN'TY.0." <br> (D: Hathaway) (Special Lyrics by Carrie Lucas) <br> THE WHilsspais 

# Pup/Rhythms 

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

FUNKADELIC<br>"Knee Deep" (WB) MICHAEL JACKSON<br>"Don't Stop 'Tll You Get Enough" (Epic)<br>KOOL \& THE GANG<br>"Ladies' Night" (Do-Lite) GQ<br>"I Do Love You" (Arista) MASS PRODUCTION<br>'"Firecracker' (Cotillion) CAMEO<br>'II Just Want To Be" (Chocolate City) DONNA SUMMER<br>"Dim All The Lights" (Casablanca) COMMODORES<br>"Sail On"' (Motown)<br>HERB ALPERT<br>"Rise" (A\&M)<br>ARCHIE BELL \& THE DRELLS<br>"Strategy" (Philadelphia International)

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

MAYFIELD/CLIFFORD "Between You..." (RSO/Curtom) 37\% reporting airplay. In the Eest it is hot at WKND. WILD. WWRL and WDAS. In the South it is hot at WOWI, KOKY and WDIA: climbing at WGIV and WTMP. The Midwest reflects it climbing at WJMO and WKWM; hot at WDAO. In the West it is hot at KDAY and elimbing at KSOL.
ISAAC HAYES "Don't Let Go" (Polydor) 37\% of our renorters are on it Climbing in the Midwest at WJLB, WKWM and WDAO. Climbing in the West at KDKO. Added in the South at WANT and WDIA; hot at WEAS. WILE, KMJQ and WGIV. In the East it is climbing at WKND and WILD; otherwise hot at WOL.
FATBACK BAND "King Tim" (Spring/Polydor) 37\% reporting activity. In the East it is new at WKND and WWRL' hot at WILD. In the South it is now at WENN; hot at WDIA, WGIV. WLLE. WANT and cllmbing at WKXI, WAOK and KOKY. The Midwest reflects new adds at WJLB, KPRS and WDAO while climbing at WLOU.
DAVID RUFFIN "Break My Heart" (WB) 34\% reporting action. Hot in the West at KDAY and KSOL In the Midwest it is in medium airplay at KPRS, WJMO, WTLC and WBMX: hot at WDAO and WJLB. Medium airplay in the South WKXI, WTMP. WLLE and WPDO while hot at WDIA and WOWI. In hot rotation at WKND. WDAS, and WOL in the East and cllmbing at WWRL.
ISLEY BROTHERS "It's A Disco Night" (T-Neck) 34\% reporting activity. Hot in the East at WOL and WKND; climbing at WWRL and WILD. Hot in the South at WPDQ WAOK. KMJO: climbing at WLLE and WGIV. In the Midwest it is new at WDAO and hot at WKWM and WJMO: in medium airplay at KSOL in the West
COMMODORES "Still" (Motown) 34\% of our reporters are on it Added at WGIV in the South; in medium airplay at WKXI. KOKY and WAOK while hot at WVEE and WHRK. In the East it is now at WWIN and climbing at WOL while hot at WXYV. Added in the Midwest at WBMX and WJMO; climbing at KPRS. New at KYAC in the West
JIMMY "BO" HORNE "You Get Me Hot" (Sunshine/TK) 34\% reporting airplay. Hot in the South at WTMP, WKXI and WPDO; medium airplay at KMJQ. WAOK and WDIA. Hot in the Eest at WDAS. Climbing in the West at KSOL. Debuting in the Midwest at WDAO; in medium airplay at WTLC. WKWM and KPRS while hot at WCIN.
RUFUS \& CHAKA "Do You Love What You Feel" (MCA) 34\% of our reporters are on it Added in the East at WAMO; hot at WXYV. In the South it is new at WPDQ. KOKY. WDIA, WTMP and KMJO: hot at WVEE and WHRK. Added at WBMX. WTLC, WCIN. WJMO, KPRS in the Midwest and edded in the West at KDKO.

## Album Airplay <br> Following are listed in order of their airplay activity

## COMMODORES "Midndet Mactc" (Motown) "Sail On": "Stih"e "Midnight Magic

 MICHAEL JACKSON "Off The Wall" (Eplc) "Don't Stop 'TII You Get Enough""OH The Wall'CRUSADERS "Street Life" IMCA) "Street Life"e
O'JAYS "Identify Yourself" (Phal Int'L) "Sing A Happy Song"e "Forever Mine" ASHFORD \& SIMPSON "Stay Free" (WB) "Found A Cure": "Stey Free". "Nobody Knows
MINNIE RIPERTON "Minnie" (Capitol) "Memory Lane"e "Lover \& Friend"*
TEDDY PENDERGRASS "Teddy" (Phil Intil.) "Come Go With Me"e "Turn Off The Lights"
GQ "Disco Nights" (Arista) "I Do Love You"• "Disco Nights"•
CHIC "Risqua"' (Atante) "Good Times": "A Warm Summer Nighr" "My For. bidden Lover"•

O'JAYS "Sing A Happy Song" (Philadelphla Internationall 32\% reporting alr. play. Deciline In activity due to airplay of another single on the album. In the East it is hot at WWRL. WILD, WDAS, WKND and WXYV. Hot in the South at WOWI, WEAS. WLLE, WVEE and WHRK; medlum alrplay at WJJS and WAOK. In the Mldwest it is hot at KPRS and cllmbing at WBMX. Hot at KDKO in the West
CHIC "My Forbidden Lover" (Atlantic) 32\% of our reporters are on It South is out front with adds at WDIA WGIV. KOKY and WPDO; hot at WLLE. Added in the East at WAMO and WKND. The Midwest reflecte hot rotation at WBMX and medium at WJMO while new at WCIN. Added at KYAC and KDKO in the West
RAYDIO "More Than One Way To Love A Woman" (Arista) 29\% reporting activity. In the South It is hot at WGIV, WDIA, WVEE, WHRK and WEAS; medium at KMJQ and KOKY. In tha East it is in hot rotation at WXYV. WDAS and WILD: cllmbing there at WWRL. New in the West at KSOL
SMOKEY ROBINSON "Cruisin" " (Tamla) 29\% reporting airpley. Climbing in the West at KSOL and KDKO. Hot at WBMX and WLOU In the Mldwest, medium at WTLC, WKWM and WJMO. In the South it is showing medlum airplay at KMJQ and KOKY: hot at WAOK, WDIA. WENN and WKXI. In the East It is in hot rotation at WILD while in medlum airplay at WWRL and WDAS.
NATURE'S DIVINE "I Just Can't Control Myself" (Infinity) 29\% reporting ac tion. Hot in the West at KDAY. Hot at WTLC and WCIN In the Midwest medium at WKWM. In the South it is hot at WVEE and WHRK; medium at KOKY and added at WANT. Hot at WXYV and WILD in the East, medlum at WKND and WDAS while added at WAMO
PRINCE '"I Wanna Be Your Lover" (WB) 29\% reporting airplay. In the South it is new at WJJS and WGIV, hot at WEAS and KMJQ while climbing at KOKY. WAOK and WKXI. In the Mldwest it is new at WBMX and WJLB, medium at WCIN and hot at WDAO. Added in the West at KYAC and in medium airplay at KDKO.
CON FUNK SHUN "(Let Me Put) Love On Your Mind" (Mercury) 26\% of our reporters are on it. Climbing In the West at KSOL. In the Midwest it is hot at WLOU and WDAO. medium at WJLB and WJMO. In the South it is medium at WDIA and WEAS; hot at WKXI. In the East It is new at WAMO and climbing at WILD.
VERNON BURCH "Never Can Find The Way" IChocolate City) $26 \%$ of our reporters are on it. Now in the West at KDKO, otherwise hot at KYAC. In the Mldwest it's cllmbing at WKWM. WTLC, WDAO, and WCIN. Debuting in the South at WLLE and WDIA with medium rotation at WGIV. New In the East at WKND.

## NEW \& ACTIVE

LTD '"Stranger" (A\&M) 24\% of our reporters are on it New in the South at WPDQ and KOKY, climbing at WLLE, while hot at WDIA, WAOK. WHRK and WVEE. It's hot at WXYV In the East
EARTH, WIND \& FIRE "In The Stone" (ARC/Columbia) 24\% of our reporters are on it New in the East at WILD. Debuting in the South at WPDQ, WAOK and KPRS while climbing at KMJO. New in the Midwest at WJMO. Just added at KDKO end KDAY and hot at KYAC in the West.
CHAPTER 8 "Ready For Your Love" (Ariola) 21\% of our reporters are on it in the Midwest it's new at WLOU white climbing at WCIN and WJLB and hot at WDAO. Just added at KDKO in the West. Debuts in the South at WAOK. Climbing at WKND and WILD in the East.
JOHNNIE TAYLOR '"She's Killing Me" (Columbia) 21\% of our reporters are on it. Debuts in the South at WLLE and WDIA. Just added at WAMO and climbing at WKND in the East Now in the Midwest at WDAO and WCIN while cllmbing at WTLC and WKWM.

## JAZZ

## HOTTEST

JEFF LORBER FUSION . ...................................... Water Sign (Arista)





 FREDDIE HUBBARD ..................................................... Vave Connoctions Cuts

 Various Cuts

## NEW \& ACTIVE

## FLORA PURIM

нояа purim .................................................... Carry On (Wb) Various Cuts
EAST: WRUR/Now York, NY HerschelPrescort WHURWentington, D.C., Jesse fax WEAABattimore, MD, Chauncey Lewis. SOUTH: WCLNA danta, GA, Requaye Ward. MIDWEST: WBBY/Cokumbus, OH, P. Norman Grant WJZZIDetrolt, MI, Dorian Paster. WEST: KADX/Denver, CO, Chuck Edwards; KRE/Berkeloy, CA, Hal Jackson: KKGO/Los Angeles, CA, Monica Riordan: KJLH/Los Angeles, CA,



## Jeff Gelb

## CHUM-FM Programming Experiment Wins Ratings

Some months ago CHUM-FM/Toronto was spotlighted in an $\mathbf{R \& R}$ AOR column for its virtually unprecedented AOR approach, playing sets of music by the same artist instead of playing several artists per set. When last we spoke with station PD Warren Cosford, the experiment had yet to undergo its most important phase: a ratings period. Now it has, and has passed that test with flying colors: in the Summer Canadian ratings. CHUM-FM went up in total listeners from 595,400 to 622,200 . It was both the station's, and Canadian FM radio's best book ever.


## Blow Away

An important consideration in looking at CHUM-FM's ratings is that the ratings for everyone else in the marketplace went down, in some cases by as much as 30\%. "That's not unusual," reflected Cosford, "because during summer books, what with the weather and increased outdoor activity, listening is generally down. It's significant, though, that we rose, because frankly, when you make the kind of radical changes we did, we expected it might take a little while for the audience to get into it. We had the potential of blowing away all our regular people and taking awhile for new people to come around. In this case that seemed to happen very quickly."

## Exposure

The actual structure of the station's music system has changed substantially since the inception of the programming experiment. Hours are broken into four sets, each spotlighting a single artist and a single album. The station no longer programs sets from artists who have less than a set's worth of worthy material from the same album. "We're dealing with artists who are strong enough to play four songs back-to-back from the same album," said Cosford.

Two sets per hour are devoted to currents, which means that new artists receive substantial airplay exposure on CHUM-FM. "One of the concerns of the music industry people up here was that we were going to go fairly heavily into 'gold' for audience familiarity. But we've found that there's a real curiosity factor with a new album. I think it helps establish a new artist more quickly, and as the album becomes more established we play even more songs off it." The station initially plays three or four songs off a new album, but in the case of a new group as popular as the Knack, for example, the station will end up playing nearly every song on the album.

## Mind-Altering Radio

Cosford commented on how the station has already begun to alter the Toronto audience's listening habits. "You have to really sit here and listen to this thing for awhile before you start to pick up on some of its subtleties. Someone mentioned to me the other day that he was listening to us and we were playing something he didn't like. Of course, this is the negative aspect of the format: if you don't like a particular artist you know you're going to have to wait 15 minutes for the next one. Anyway, this guy switched to another Toronto rocker and heard a Knack song and then of course they went into another artist next, and he felt pissed off. He had grown to expect to hear another cut from the same album next.,"

Slowly but surely CHUM-FM is in the process of redefining what radio can mean to its audience. The process is one of education, both for the audience and for the station staff members themselves.

READERS PLEASE NOTE: Once again let me remind you that you can now find singles listed in station reports both under a special Singles rotation, or as Adds, Mediums, or Hots. If listed in the latter categories, they'll be denoted by a hyphen ( - ) at the left margin.

## Update

KZOK/Seattle bought all 15,000 tickets to an upcoming Judas Priest concert appearance and will be passing them out through record outlets . . As a promotional event WZZO/ Allentown intends to play the upcoming Fleetwood Mac album in its entirety seven nights in a row . . WMMS/Cleveland now has two Cleveland Browns team members working for them. Thom Darden is already hosting a weekly jazz show on WMMS and last week interviewed Howard Cosell. Now Browns man Lyle Alzado has begun a sports show for the station . . WHCN/Hartford raised $\$ 5000$ for M.D. through a benefit concert . . . Congratulations to KBBC/Phoenix MD Linda Thompson, who just became a mother. Plucky lady that she is, Linda missed only three weeks of work ... A thousand fans and listener showed up to hear WXKE/Ft. Wayne's giant batte of the bands, featuring 22 area acts WIBA-FM/Madison provided live coverage of the area Equinox Festival, including concerts and a festival of the arts . . WRQR/Farmville air personality Allan Handelman recruited Frank Zappa to be his telephone talk show guest for the third time in less than five months. The two have apparently struck up quite a friendship ... WKLS/Atlanta, WSHE/Miami and WZXR/Memphis have all tied in with Elektra recording group the Shoes to offer a dollar off the cost of the group's debut album in return for listener donations of old shoes to be given to charity.

## Concerts $\mathcal{\&}$ Conversations

PRESENTATIONS: KDKB/Phoenix presented Bram Tchaikovsky for $\$ 2.93$ WFBQ/Indianapolis presented David Johansen, Breathless for $\$ 1.95$. . WZAM-WMYK/ Norfolk presented Point Blank for $\$ 2.94 \ldots$ Y-94/Rockford presented Yipes! for $\$ .95$
WORJ/Orlando presented Axe for free.
RADIO CONCERTS: Southside Johnny on KAZY/Denver . . . Blue Oyster Cult on WRHY/York . . . Shirts on WQBK/Albany . . . Rory Gallagher on WLIR/Long Island Southside Johnny on KQ-98/Omaha . . . Axe, Wet Willie on WORJ/Orlando.

GUEST DJ'S: Robert Palmer on WIBA-FM/Madison . . . Steve Dahl on WWWW/Detroit.

CONVERSATIONS: Louise Goffin, Bram Tchaikovsky on KWFM/Tucson . . . Gary Burton, Flora Purim, Matrix, Sweetbotiom on WAPL/Appleton . . . Dire Straits, Ian Gomm on LOVE-94/Miami . . Ellen Shipley on WQBK/Albany . . . Knack on KBPI/Denver Frank Zappa, Jimmy Messina, John Prine on WXRT/Chicago . . . Clash on WBCN/Boston Joe Jackson on WVBR/Ithaca . . . Brand X on WRVR/New York . . . Sammy Hagar on WGRQ/Buffalo . . . Jimmy Messina on KYA-FM/San Francisco . . . Rainbow on WAAL/Binghamton . . . Good Rats on WRCN/Long Island . . . Elvis Costello on WLIR/ Long Island . . . Marshall Chapman on WYXE/Madison . . . Ian Hunter, David Johansen on WMMS/Cleveland Leonard Nimoy on WCOZ/Boston. . Clash on WWWW/Detroit JIS Saider Shirts on WIOQ/Philadelphia troit . . . J.D. Souther, Shirts on WIOQ/Philadelphia ... Little River Band on WKDF Nashville . . . Bad Company on WZLD/Columbia, SC . . Cars on KISW/Seattle
Stanley Clarke on KAZY/Denver . . Ian Gomm, Dire Straits on WJAX/Jacksonville Knack on Z-92/Omaha . . . Dire Straits on WORI/Orlando . . . Stanley Clarke on KTUF/ San Antonio ... Elliot Easton (Cars) on KQFM/Portland.

COMING NEXT WEEK: Three radio stations, all rocking to the limit, all vying for the same audience. Detroit is one of the most highly competitive AOR markets in the country right now, and next week we'll speak with the PD's of WABX. WRIF and WWWW about their programming policies.

## EVERYBODY IS TALKING ABOUT OUR NEW <br>  <br> BUT DON'T JUST TAKE OUR WORD FOR IT:

## RECORD WORLD (9/29)

"... Interesting rock roots. ..the overall refreshing material is prime for several formats. A real standout debut."

CASHBOX (9/29)
"Nearly two years ago Shoes . . . released a dazzling, totally 'homegrown' LP which sold far too well for the underground to contain them and claim them all to themselves...'Present Tense’ is anything but an 'overground' sell-out.'

BILLBOARD ( $10 / 6$ )
"... a very impressive new foursome that takes their musical cues from the pre-"Sergeant Pepper" Beatles and comes up with a full dozen catchy rock and roll and pop tunes that are clean, crisp, and immediately accessible."

## SHOES

## Present Tense

One of the top most-added albums of the week.
RECORD WORLD
\#4 Most Added—Album Airplay (9/29)
CASHBOX
\#4 Most Added—FM Albums (9/29)
BILLBOARD
\#3 Top Add Ons-National Albums (9/29)
RADIO \& RECORDS
\#40 - Album Airplay (9/28)
\#4 Most Added Album
WALRUS
Reviewer's Choice-New Releases (9/26)
One of the most dynamic debuts in our history.



MLOS EATS O BLONDIET BEAT - Picfured ar a post-concert reception for Chryselis re cording artists Blondie are group's Debbie Horry llefl and KLOS/Los Angeles PD Damion frigne.


WKLS WELCOMES VANNELUI - WKLS/A flanta greeted A\&M recording artist GIno Vannelll during a promotional vistt Picrured (tr) are AGM's Johnny Shulor, WKLS MD Rlck Plombino, Vannelli, GM Dick Meeder, Joe Vannell., WKLS PD Frank Holler, A\&M's Don Tolle.


RITENOUR ROCNS DENVER - Elakire recording artist Lee Rits,nour visited KAZY during a Oenver ared concert stopover. Plctured (tri) are KAZY air personalli; Carey Bruce mD Grag Gillispie. Aitenour, band member Don Grusin ElA promorion person Kevir. Knee.


PARMER PICKS PRIZEWINNER - Aristo recording artist Grwham Parker lloft) chost tho win. ning posicerd in a WMET/Chicago promotion Top prixe was o videocossortio dock ond a videotape of Parker and his band in concere Plctured with Parker is WMET PD Bob Coburn (righer.


STREET MACHINE - KMELSSan Francisco reamed up with Capitol Records to commemorate e track from the now Sammy Hagar album by giving away a Trans Am to a lucky llstener. Pictured with the car (l.r) are KMEL Genaral Sales Manager Mike Brandt Capirol's Sandy Thompson, KMEL PD BoDby Cole, account exec Vicki Hoffmeister, Hagar, KMEL Promotions Director Kenny Wardell, GM Rlck Lee and MD Mark Cooper


COUGAR STALKS ST. LOUIS - R/Va/Mercury artist John Cougar spopped by KSHE/St Louis prior to an area concort appearance. Pictured (tr) are Mercury's Joe Grassman, KSHE air personality John Uleth and Cougar

## Henrya Washinglan Naver Stepl Heret



Foghat. Boogie Motel. Produced by Foghat and Tony Outeda. On Bearsville Records and Tapes. (BHS 6990)

 111
$-\quad 142$ 105

## October 5, 1979

LED ZEPPELIN
FOREIGNER
CHEAP TRICK
BOB DYLAN
ALAN PARSONS PROJECT
KNACK
MOLLY HATCHET.
JETHRO TULL
CARS
JIMMY BUFFETT.
EAGLES
S. $\qquad$
AC/DC............
MOON MARTIN.
TALKING HEADS.
NEIL YOUNG
IAN GOMM
REO SPEEDWAGON
LITTLE RIVER BAND
STYX.
NICK LOWE
AGAR $\qquad$
KINKS.
SNIFF ${ }^{\prime}$ ' THE TEARS
.....
.....
TIM CURRY
...
son
$\qquad$
CHARLIE ......... ï $\qquad$
$\qquad$
156 REPORTERS
. In Through The... (Swan Song).
Head Games (Atlantic).
Dream Police (Epic) Slow Train Coming (Columbia) Eve (Aristal).
Get The Knack (Capitol)
Flirtin' With Disaster (Epic).
Stormwatch (Chrysalis).
Candy-O (Elektra)
Volcano(MCA)
The Long Run (Asylum).
Highway To Hell (Atlantic)
Secrets (Island).
Escape From... (Capitol).
Fear Of Music (Sire)
Rust Never Sleeps (WB/Reprise)
Gomm With The Wind (Stiff/Epic).
Nine Lives (Epic)
First Under The Wire (Capitol)
Cornerstone (A\&M).
Labour Of Lust (Columbia)
Street Machine (Capitol).
Low Budget (Arista).
Fickle Heart(Atlantic)
The Records (Virgin).
Fearless (A\&M).
Fight Dirty (Arista)
Into The Music (WB)
Various Artists (Polydor)
Present Tense (Elektra)
The Jukes (Mercury)
The Glow (WB).
Evolution (Columbia).
Restless Nights (Columbia)
David Werner (Epic)
Goose Bumps (Scotti Bros.)
Various Artists (Lorimar)
Down To Earth (Polydor)
John Cougar (Riva)
Go For What You Know (Polydor)

Album cuta are listed in orde of airpley praference.
"Love" "Rain" "Evening" "Crawl"
"White" Titte "Telephone" "Rev"
The "Voices" "Hell" "Tonight"
"Serve" "Train" "Think" "Angel"
"Damned" "Dogs" "Man" "Lucifer"
"Good" "Frustrated" "Selfish"
Tite "Whiskey" "Khkin" "Pleasure"
"Oil" "Move" "Orion" "Ghosts"
Title "Type" "Do" "Held"
"Flns" Title "Sandbar" "Survive"
"Heartache" Titte "King" "Shoes"
The "Girls" "Bush"
"Case" "Jaalous" "Suspicion
"Rolena" "Reason" "Hot" "Chance"
"Life" "Zimbra" "Air"
"Blua" "Bleck" "Sall" "Mothers
"Hold" "Come" "Can't Do"
"Road" "Heavy" "Survive"
"Loser" "Wonder" "Mistress"
"Baboo" "Lights" "Eddie" "Say"
"Cruaf" "Susan" "Deap" "Dose"
"Jana" "Pains" "Trans Am"
"Falling" "Gas" "Emotion"
"Sear" "Lines"
"Eyes" "Teenarama"
"I Do The Rock"
"Cut" Title "California"
"Bright" "Gale" "Stop
" $5: 15$ " " Joker " "Roal"" "Reign"
"Night' "Late"" "Now" "Miss"
"Anxious" "Vertigo" "World" "Time"
'What's" "Thank" 'Wild" "Baby"
"Lovin'" "Way" "You" "Late"
"Trouble" "Don't" "Walk" Titte
"Right" "Imagine"
"Simp" "Staaler"
"Move" "Chelsea"
"Since" "All Night"
Lovar" "Dancin'
"Boom Boom"

The 2EP were once again favorites with AOR's natorwide, holding their top epot this weok Fortech ER continued thelr growth as TRICK jumped right up to third place this weok. parsons hit top five whilo MATCEET and TULL hit top tun. BUFFETT made major airplay gains this weok, especially in hot reports. EACLEs were the woek's highest debut with a solid combination of album adds and significant single reports. MEADS bobbed upward as did GOMM. 8TYX wore this woek's most added album and debuted handsomely. CURRY maintained while QUADROPHENIA and 8MOES jumped up. RNTT and BONOFF debuted. WERNER rewurged, MOYD bounced back, and COUGAR dabuted. 8CORPMOW8 and 8AD CAFE al most charted this weok.

The Album Airplay/40 chart re presents activity based on a com-
bination of add. medium and hot reports. Artists' chart numbers are displayed over a four-week period. The artists in italics regislered the most rapid gains in airplay for the week Album cuts listed in bold type




From The Beatles to Pink Floyd to Al Stewart, his dazzling musical vision has won unprecedented critical acclaim. Now, following the worldwide multi-platinum success of "I Robot" and "Pyramid" comes "Eve"-the fastest-breaking album of his remarkable career!

## In just 4 weeks!

"Eve". The album:
BB-16*/RW-20*/CB-23*
\# 5-Radio \& Records
\#9.Album Network Hottest \#12-Bill Hard

## Plus the hot single! <br> "Damned If I Do." <br> BB-75*/RW-80*/CB-85*

"Eve"
By The Alan Parsons Project. Featuring the hit single "Damned If I Do" On Arista Records and Tapes. ARISTA

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

## STYX

Comerstone (AEM) Babe" "Eddil"' "Llahts" "Nover." es\% of our $m$ portare on 12 Total alfurn roporte: 106. A-103, MO H3. Dubuted thlo woek at number 20.


## EACLES

EAGLES
Tho Long Run (Asybum) "Hoartache" Tits "King" "Stroen" 86\% of our re portore on he Total ellbum reporte: 102. A-89, M-3, H 10. Dobutod thit woak at number 11.

SINGLES
"Tusk" (WB)
SCORPIONS
"Sunday Morning" (Mercury)
3 DAVE EDMUNDS
"Girls Talk" (Swan Song) SUPERTRAMP
"Goodbye Stranger" (A\&M)
BLONDIE
"Dreaming" (Chrysalls)
SINCEROS
"Take Me To Your Leader" (Columbia)
ELECTRIC LOHT ORCMESTRA
Don't Bring Me Down" (Jot)
PRISM
"Virginia" (Arioka)
CHICAGO
"Must Have Been Crazy" (Columbia) 10 POINT BLANK
"Mean To Your Queenie" (MCA)
are oituer not evalisbite on on altum or are from en eltbum woet. These aingies
Album Alippovito chert The otbert is liteted in order of tovel mentione recatved

## JAZZ ON A@

WEATHER REPORT JEFF LORBER FUBION ....... Water Slon (Ariata) Blue L/ck" "Frionds" Product (Paseport) -Waves " "Rhasus" High Gear (Horizon) Tite "Tlime Tomorrow Street Lifo (MCA) Thto "Rodeo Drive" BEN BIDRAN ... The Cat And The... (HorizonA\&M) ...... "Llke Sonnv" "7/Heaven Take It Home (MCA)
$\qquad$
Carry On (WB) Vartous Cuts STANLEY CLAAKE .... I Wonna Ploy... (Nemperor) All About" "ROR Jally" "Togother
these albume recalved signincenn sirpley reports the woeth but did not chan on the Album Alrplayluo tit the The chart represente evotvity beeced on e com The alburn's preforred alppioy cute are histed.

## REGIONAL AOR ACTIVITY




Say What You Feel!

## CALL THE R\&R OPINION LINE <br>  <br> 213-552-3525

Your Comments Are Welcome, Signed Or Anonymous. Selected Comments Will Be Published Each Week All Signed Comments Will Be Verified Before Publication.






# Jim Duncan 

## October Is Country Music Month



5is mintry

I say "Country Music is EVERY month of the year!" But let's face it. our music format has something very unique and special in having an entire month proclaimed to celebrate its existence. The President of the United States, most of the state governors, and many local chiefs have proclaimed October as "Country Music Month. "So let us make the most of it. Already, many Country radio stations have reported interesting month-long promotions. In coming weeks, R\&R will let you in on some of the best. The country radio and record industry are buzzing with excitement over the annual CMA awards show on CBS TV next Monday (8) night, the first-time ever live post-awards show on NBC Radio, and, of course, the Nashville convention next week. R\&R will be bringing you its annual pictorial coverage of the event, with my report. (Thank God for the pictures; sometimes after all those functions, I lose track of what or where I am at.)

The first official event of the month was in the nation's capital. Washington, D.C. Last Tuesday night, October 2, an impressive lineup of country talent took part in the Ford Theater's "A Celebration of Country Music." The show is being laped to be aired on NBC-TV as a two-hour "Big Event," as reported weeks ago in Biff Coltie's R\&R Nashville column. President Carter's observations on proclaiming October as Country Music Month seems an appropriate way to begin this month's country column for R\&R:
'Every year at this time the harvest season is celebrated throughout the hills and valleys of rural America where country music has its roots. Country music chronicles the richness and fullness of American life . . . because it expresses the simple human emotions we all share. Country music is in tune with our everyday experiences, whether we live on a farm or in the city. This authentic American art form has grown to be one of the most popular styles of music in our nation today.
Once again, this reporter is looking forward to being among the creators, promoters, and sellers in radio and records taking part in this annual celebration America's music

## News Notes

Pete Porter takes over the PD reins at Plough's WJJJD/Chicago, replacing Bill Hart, who had been with the station for five years. Porter joins WJJD from KBOX/Dallas where he had been PD. He will be doing 10 to noon on-the-air. Jack Weston has been upped to PD at KBOX. More details on Page 3 of this week's R\&R . . . By the way, Bill Hart, a 14 -year veteran of the business, is now available. His experience at WJJD has been on-air, Operations Manager, PD and MD. (312) 8847181 . . Word is KNEW/Oakland-San Francisco, a Metromedia Country station, is up for sale. Let's watch this one ... WUNI/Mobile, reports PD Bill Knight, had a transmitter fire last Monday (2) night. The station has been on low power since Hurricane Fredrick hit a couple weeks ago. Fire inspectors seem to think the fire might have been arson. Knight thinks it might be hurricane related. WUNI hopes to have some of its problems solved by the end of this week. Until then, the station will be off the air ... Bob Lee, PD of WVMI/ Biloxi, told R\&R. "During the recent hurricane we had more than 86 hours of continuous news coverage and very little music. Things seem to be back to normal now." Lee also reports Dan Browning from WMVG/Milledgeville, GA is the new afternoon driver His first day on the job turned out to be hurricane coverage rather than a music show ... Crazy story (I'm sure you've all heard it) about the format change of WGMA/Hollywood, FL from Country (after 12 years) to an easy rock format. R\&R's Lee Wade gathered some interesting facts on that story you may not have heard. See Page 1 of this week's H\&R . . . Ron Tatar, former PD of KVOC/Casper, WY has landed a job as MD and 10 -noon air personality at KOKE/Austin. Word is out that after almost two years, PD Dave West, at KOKE AM-FM has resigned and will remain with the station until he finds another radio job. Tatar might be the man to fill his shoes. (Probably "boots" there in Austin.) Country radio's first black Program Director makes the news this week. Chris Charles takes on the PD job at WHYLFM/Carlisle, PA. The full story on Page 1 of your R\&R ...After 11 years, nine as PD, two as MD, Earl Morgan has exited Malrite's WNYR/Rochester, NY. He had been doing the midday air show. The new PD of WNYR is Jeff Goodridge, formerly with WEET/Richmond, VA. Morgan is now available: (716) 924-7867 . . . After a brief exit to a local Top 40 station KkZY/Albuquerque morning man and PD Jerry Groner has returned, this time only as morning man. No official word on the PD, but it looks as though MD Phil Gonzales has the inside track ... Weekender Buddy Van Arsdale has been appointed Program and Music Assistant for WIL-AM-FM/St. Louis. He will report to new PD Mike Carta...After three years as PD/MD and middays at KTRB/Modesto, CA. Kenny Roberts is looking for a new challenge. Station was number one in the last ratings. (209) $521-7249$. No replacement has been announced ... Seems like I reported this, but in case I didn't, former WRCP/ Philadelphia MD Trish Hennessey is the new 7 -midnight air person on WPOC FM/Raltimore . . . Dan Laramy is been selected to handle the music at WKXA/ Brunswick, ME...A first this week on the R\&R Country chart: The top 5 songs, still moving up in most markets, remained in the same spot as last week. (That's


BREAKERS

## EMMYLOU HARRIS

Blue Kentucky Girl（WB）
On 71\％of reporting stations．Charts：28－19 WCXI，dolvut 23 WMC，37－23 KEEN，35－29 KRMD， $33-21$ WSM， $38-28$ WSAI， 19－13 KRGO， $34-27$ WKDA， $33-25$ KEED， $32-22$ WMAQ，debut 30 KNEW，21－15 WJJD， $24-17$ WPLO．Adds this weok Inchude WHK，WOQT，KSON，KRZY，WBAX．RER Chart 39－28．

## ANNE MURRAY

## Broken Hearted Me（Capitol）

68\％of our reporters on it Now adds include KLZ，KNEW， WMAQ，KSO，WFMS－FM，WDAF，WADR，KCUB．Charts： 21 － 13 WUNI，37－20 WXZQ－FM，48－27 CKLW－FM，38－30 WWVA． debut 29 KWKH， $30-22$ WJJD，debut 27 KMPS，37－28 WKDA． 37－29 WTHI，debut 27 WOKQ．R\＆R Chart Debut 31.

## NEW \＆ACTIVE

 The firet represent totel mumber of out repartang statione pleying ine record ins week．The second

TOM GRANT＂Sall On＂（Republic）94／6，wJJD．WUNI，KENR．WIXY，KRZY，wCUZ． Charts 108 WWOK， 32.27 KNEW． 2921 WLZ 27.21 WSAL． 1512 WSM． 21.17 WMZO－FM． 2922 KSO $3427 \mathrm{KNIX}, 36.30$ WFTN， 20.21 WKDA， 31.22 K HAK．R\＆R Chert Dobul 34
MEL TLLLS＂Blind In Love＂（Elektra）9216，WCMS，WADA．WHN．WEEP，WKS， WSUN．WYMI，WOKK，WU日E，WJJD．WDAF，WFIMS－FM，WHBF，WYTL WCUZ KMAK，Charks
37.20
WMAQ 17.9 WCXI， 3026 WKDA 2621 KCKC． $48.30 \mathrm{KKYX}$,38.28 WKKN． 32.26 KFTN， 3030 WM2Q－FM，dobut 25 KRGO， 2615 KLZ RGR Chart Debut 35 ，
CHARLV MCCLAIN＂You＇re A Port Of Mo＂（Epic）91／17，WUEE，WHK．KENR WSM WHN，WFMS－FM，WEEP，KLZ KRTV，KSON，KGRZ．KAET，KCEY，WTHI，WNVY，WSUN
 JOHNNY DUNGAN＂The Lady In The Blue Mer
JOHNNY DUNCAN＂＇The Lady In The Blue Mercedes＂（Columbia） $84 / 21$,
 KSSS．KGRZ KIDN．KSON，KMAK Charte： 33.25 KWKH． 30.30 CKLW．FM， 38.30 WUBE， 3620 KHAK 33.30 WOOT
JACKY WARD＂You＇re My Kind Of Woman＂（Mercury）73／11，KSON，KLZ KCUB，KLAK．WYTL WMAQ WTHI，WNVY，WSUN．WPLO．WCMS，Chartai 2822 KRGO， 3420
 WMZQ．FM，WEEP，WNVY．WINN，WMC．WSLR，WCXI，KGFX，WYTL WHEF，KWMT，WSAI
WKMF，KSSS，KVOC，KLZ KFTN Charte 3420 WWVA debut 27 WSUN， 3428 KFGO，debut 30 KRGO MOE BANDY＂I Cheated Me Right Out Of You＂（Columbia）63／16，KLAC， WFMSFM．WONE．WIRE，WOAF，KLVI，WOOT，WKKN，WSLA，WDOD，KWMT，WTHI，KSSS． WFMSFM．WONE．WIRE WOA
BUCK OWENS＂Hangin＇In And Hangin＇On＂（WB）62／10，KENA，wNUT，kaFX WONE．WHK．WTHI，KVOC KSON．KCEY KLAC Chart： 30.25 WUNI， 19.19 KUZZ． 2823 KAMD． 3830 WKKN． 12.9 KCKC． 3629 WKOA debut 29 WPLO
HANK THOMPSON＂I Hear The South Callin＇Me＂（MCA）6216，WPOR waAT， WOGY．WNAS WOCD KSON Charte 27.18 WCXI， 2821 KMPS 22.17 WWVA． 2823 WEAT． 3929 KXLA． 10.9 KYNN， 2922 KRMD． $32-21$ WMZO－FM． 2015 KUZ2， 3830 KIKX

## Others Getting Significant Action

CUFF COCHRAN＂Frst Thing Each Morning（Last Thing At Nightu＂（RCA 4719， KEEN．KLZ WIAE WHK．KYNN，WXCL KXLA．WCMS KSSS，dBDUI 27 WEAT， 32.27 KAMO． HANK WILLAMS JR．＂Whiskey Bent And Hell Bound＂（Elektra）45／15， KZIP．WIRK．FM，WKDA KKYX，KGFX（both），WONE，WSAI，WXCL WO
KNIX，KCEY，KIDN ChArts dobut 29 KROO，dabut 30 WUNI， 2514 WCXI．
STEPHANIE WINSLOW＂Say You Love Me＂（WB／Curb）39／14，WLAS WINN JIM CHESNUT＂Let＇s Take The Time To Fall In Love Again＂（MCA）38／8， KEEN，KLAK．KMAK，KIKX，WKKN，KWKM，WSUN．WINN RED STEAGALL＂Good Time Charlie＇s Got The Blues＂（Elektra）37／6， REBA McENTIRE＂Sweet Dreams＂（Mercury）34／9，kCU日，wIRE KWMT．WSLA WXCL KWKM，KXLA WBAM，WM2OFM．Charts：debut 20 KVOC． 3628 WCXI． 2822 WKMF CHARLE DANIELS BAND＂Mississippi＂（Epic）33／11，KLAC，KSOP KELD WBAM， WPOR．WOKK．WDDD，KTVN，KCEY，KIKX，27．23 WSEN．
R．C．BANNON＂Winners \＆Losers＂（Columbla）32／6，kVOC．KLAK．KSO，WIRE， KKLA KNOE，dobul 2 A WMC．
LACY J．DALTON＂CraZy Blue Eyes＂（Columbia）30／11，KEED．WPLO．KENR， KAGO，KUZZ KSOP．WHBF KTVN，WAXX．WXCL．WSEN
LEON EVERETTE＂The Sun Wont Down in My World．．．＂（Orlendo）30／6， KAZY．KWKH．WIAK．FM，KIKX．KWMT．KXLA， 2924 KFTN．
LORETTA LYNN＂I＇ve Got A Picture Of Us On My Mind＂（MCA）28／27 The＂Mool Added＂ong this wook Some now adde include KMPS．KNEW，KCKC．WUEE，WSLR．
WCXI．KSO，KWKM．WKDA WBAM，WWVA WMZO．FM，KKYX．WKSJ，WTHI．WKMF，KEED WRAK，KFGO，KNIX，dEBUI 29 WUNI．
JOHNNY PAYCHECK＂IStay Away From）The Cocaine Traln＂（Epic）28／18，

## Radio\＆Records <br> NATIONALEARPLAY／4O

Three Two Last
Wheks Weoks Week

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| 21 | 16 | 11 | 0 |
| 5 | 2 | 6 | 8 |
| 30 | 24 | 15 | 10 |
| 35 | 23 | 13 | 11 |
| 34 | 29 | 18 | 11 |
| 7 | 6 | 9 | 13 |
| 24 | 19 | 16 | 14 |
| 36 | 28 | 20 | （1） |
| 3 | 3 | 8 | 16 |
| 23 | 21 | 17 | 17 |
| 10 | 13 | 14 | 18 |
| － | 38 | 29 | （1） |
| 8 | 11 | 12 | 20 |
| － | 32 | 27 | （21） |
| － | － | 37 | 2） |
| － | 40 | 36 | （2） |
| － | 33 | 28 | （2） |
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|  | － | 39 | （2） |
| － | 36 | 32 | （1） |
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| － | 37 | 36 | （2） |
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October 5， 1979

OON WILLAAMSII Must Be Love（MCA） JOHN CONLEE／Before MY TIme（MCA） OAK RIDGE BOYS／Drenm On（MCA） T．G．SHEPPARD／Last Cheut tor＇s Walt（WB／Curb） BARBARA MANORELLFoolod By A FBeling（MCA） RONNIE MILSAPIII No TIme At All（RCA） LARRY OATUNIAll The Gold In Californio（Columbia） BELLAMY BROTHER\＆／You Ain＇t Jugt Whiatiling Dixio（WB／Curb） JIM ED BROWN \＆HELEN CORNELLUS／FOOIS（RCA） CRYSTAL GAYLE／Half The Way（Columbia） DOLLY PARTON／Sweet Summer Lovin＂（RCA） KENNY ROOERS／You Decorted MY Life（UA） ELVIS PRESLEYTThere＇s A Honky Tonk Angel（RCA） THE KENOALLS／I Don＇t Do Like That No More（Ovation） RAZZ BAILEVII Ain＇t Got No Business Doin＇Business Today（RCA） MOE \＆JOEJJust Good Ol＇Boys（Columbia） BILLY＂CRASH＂CRADDOCK／Robinhood（Capltof） MICKEY GILLEY／My Silver Lining（Epic／Playboy） WAYLON JENNINGS／Come With Me（RCA） KENNY OALEJOnly Lova Can Braak A Heart（Capitol） GENE WATSON／Should I Come Home IOr Should I Go Crazy）（Capitol） WILLE NELSON／Crazy Arms（RCA）<br>JOE STAMPLEY／Put Your Clothes Back On（Epic） merle hagcardimy Own Kind Of Hat（MCA） Charley pridef you＇re My Jamaica（RCA） EMMYLOU HARRIS／Blue Kentucky Girl（WB） GLEN CAMPBELUHound Dog Man（Capitol） REX ALLEN JR．II I Feil In Love With You（WB） CRISTY LANESSIippin＇Up．Sllppin A Around（UA） tOMmy OVERSTREET／What More Could A Man Need（Elektra） ANNE MURRAY／Broken Hearted Me（Capitol） JENNIFER WARNES／I Know A Heartache When I See One（Ariste） ROSANNE CASH w／BOBBY BARE／No Memories Hangin＇＇Round（Columbia） TOM GRANT／Sall On（Republic） MEL THLLS／Bilind In Love（Elektra） CONWAY TWITTYII May Never Get To Heaven（MCA） CHARLY McCLAIN／YOU＇re A Part Of Me（Eplc） BILLE JO SPEARS／Livin＇Our Love Together（UA） RONNIE McDOWELLLove Me Now（Epic） MARGO SMITH／Baby My Baby（WB）

## This chart is bes sed solay on complied weakt movement from the majoriny of our reportars

Odde include KLAK．WSLA．WCXI，WNRS WXCL，WPOR，WBAM，WWOK，KFGO，KBMA WAXX KTYN，KOFX，WKMF，WKKN，KBET，KCEY，KEED，debut 26 KROO
MARTY ROBBINS＂Buenos Dias Argentina＂（Columbia）27122．One of the ＂Mort Added＂Hib wook．Now at KCKC．KNIX KSOP，KNEW，KRGO，KIKX，KEED，KCUB，KHAK KTVN，WSLA．KDI，KAKA．WXCL，KFEQ WLAS，KWKH，WIAK．FM，WKDA KKYX，WACP，WPOR MOYT AXTOON＂A Rusty OId Halo＂（Jeremiah）26／9，KRAK．KsOp，knix．kso K日MA．KFDI．KHAK，KAMD．KE日C，debut 27 WUNI
MEL STREET＂The One Thing My Lady Never Puts Into．．．＂（Sunset）26／5，
RAYBURN ANTHONY \＆KITTY WEUS＂The Wild Side Of Lite＂（Mercury） 2015. WEAT，KZIP．KXLA．KUZZ．KIKX． 3929 WXC
ETC BANO＂＇Stranded On A Dead End Street＂（WB）19／5，ksop，khak，wKKN， ERNEST TUBB 8 FRIEND
WMZO．FM．KENA．WIRK．FM，WEAT，WBAM KKYX The Floor Over You＂（Cachet）16／16， WMZQ．KM．KENA，WIRK．
JOHN WESLEY RYLES＂You Are Always On My Mind＂（MCA）16／15， KNIX，KRAK，KHAK，KAOO，WNRS，WAXX，KFDI，WHK，CKLW．FM，KWKH，KKYX，WBAM， WKOA KEBC，WMZQ．FM，debut 28 WUN．
DIANA＂Lonely Together＂（Elektra）15／6，KFTN．WSLR．WKKN．KWKH．WIRK．FM．KZIP LYNN ANOERSON＂See Of Heartbreak＂（Columbia）13／13，kso．кckc．KWKH． KAMD，WBAM，KKYX．WMC，KM S，WHS，KFDI，KBMR．KFGO，KFEO
SYLVIA＂You Don＇t MISS A Thing＂（RCA）13／11，KEED．KIKX．KION，KFTN，KSOP． WNAS，KFGO，KHAK，WPLO，KAMD，WWVA ON KUGR WEAM
JOHNNY CASH＂COCAINE BluEs＂（Columbla） $12 / 12$ KUZZ WNAS，WAXX，KFDI． KBEL KFGO，KEL WI＇＂Loln＇Stort Where
MEL MCDANIEL＂Lovin＇Starts Where Friendship Ends＂（Capltol）11／11 KION．KAAK，KIEN．KHAK．WIH．KFDI，KVOC，KLLA．WEAT，KKYX．WOK
FREDDY FENDER＂Squeare Box＂（Starilite）11／9，kso．WHK．WUNI，WLAS BRENDA LEE＂T ${ }^{\prime}$ M What li＇s Like＂（M
KENR WKKN KYNN KUZZ

## Most Requested

LW Tw
T．O．SHEPPARD IWB／CuTb
DON WILLAAMS IMCA LARAY OATLIN ICOLUMD MARGO SMITH（WB） OAK RIDGE BOYS（MCA） CAYSTAL GAYLE ICotumble） MOE © JOE（Cotumbic） DOLIY PARTON IRCA
Active Re－Currents hinkies thut huve drupped off moen curront ulen and or mapural．
charlie daniels aano The Dovil Wont Down To Georgio（Epic） Your Kibeen Will（UA） MOE © JOE Just Good Or＇Bove iColumbin CHARLEY PRIOE OU＇HO MY Jumatica IRCA
EDOIE PABEIT Sunpictona（Elek tro） MELTLUS Coce Cow Cowboy IMCA CONWAY TwTTY I MOY Nover Gat TO Hoovon IMC Know A Hanracte Whan I See WILIE GLEON

## Biff Collie

 Inside Nashville"D.J." CONVENTION MEMORIES: "This place is as crowded as the rest room of a one-pump gas station in Mobiddy, Texas!" - Roger Miller, 1964

As Joe Allison stood over the broken body of a poor soul who had been convinced by Jim Beam he could fly out of the third story window of the old Andrew Jackson Hotel, the drunk picker-turned-D.J moaned: "Why didn't you stop me from trying to fly out that window??" Joe answered: "Are you kidding? I thought you could do it!" ... The first official trade function of the "Convention" was in 1952 when Steve Sholes (RCA), Ken Nelson (Capitol), Don Law (Columbia), and Paul Cohen (Decca) paneled a discussion on the possible change in configuration of record product from 10 -inch 78 rpm to 7 -inch 45 rpm . The overwhelming D.J. reaction was negative. "It'll never work." "My boss would s-if I told him he would have to buy new control room equipment to play some little bitty records," "Only reason the record companies want to do that is to have something new to sell to the record customers." "It's hard enough to get 'em to buy the records we play now. If they gotta pay $\$ 40$ or $\$ 50$ for an adaptor to play those little records, they may not even listen anymore!' "That's too much trouble. I ain't learned to play big records good yet!" . . "I've been standing in this hotel lobby every year for 14 years and this is the first year anybody has spoken to me. I've always been the one tryin' to speak." (Carl Butler, the year of his hit "Don't Let Me Cross Over") . . "By the time I've gotten from one side of this Andrew Jackson Hotel lobby to the other, I'm drunk just having to breathe at such close quarters" (Carl Smith)
'Man, I've tried everything I can think of to get rollin' and I just can't seem to do it. I'm tired of my wife having to work. I'm thinkin' about going back to Atlanta. I know I can at least work regular there."
(Jerry Reed - 1965) . . . M.C.'ing the 3rd annual CMA Banquet with Homer \& Jethro was special The all-night Shelby Singleton parties ... "Wow! It's only 1:30, and I've already had more fun than I ever had in my life!" (Charlie Walker - 1954)

NUTS \& BOLTS: Nashville Metro Trustee Glenn Ferguson's 9 -month-old, $\$ 10,000$ lawsuit against Johnny Paycheck jumped to almost $\$ 4$ million. Ferguson is asking $\$ 650,000$ from Paycheck claiming he breached their contract of management which extends to 1993; 231,000 which he says Paycheck owes as commissions through November '78; $\$ 92,000$ in unpaid loans to Johnny; and a total of $\$ 2$ million against Paycheck's new manager Gary Smith of Ft. Walton Beach, Florida . . Jim Ed Norman, the talented producer responsible for the Anne Murray hits, will take over producing the music of Mickey Gilley . . Dave \& Sugar are featured in the soundtrack of an upcoming series of Dr. Pepper commercials for radio and television . . RCA Records here tells of a special edition single serviced to sfations by Charley Pride. The single, "The Dallas Cowboys," is a tribute to Pride's home team and is featured on a custom silver label complete with the Cowboy team helmet . . . No truth to the rumor that Bobby Bare and Rosanne Cash
have a "thing" going; just a hit duet . . . Andy Williams came to town with West Coast Producer Dick Pierce to find a hit and found some real cowboy boots and a fur-felt hat. He cut all new Nashville writer material in the traditional Andy Williams style Sarah McKenzie brought her .22 automatic with her to town and cut a record she says will be a "hit or else." Sarah used to be a policewoman . . . Minnie Pearl hosted CBS's "A Country Christmas" in Tulsa with guests Loretta Lynn, Roy Clark, Barbi Benton, David Soul \& George Gobel ... Tommy \& Johnny bought their dad Ray Cash something he's wanted since 1976 - a 1976 Cadillac! . . . The Bee Gees' November 15th NBC-TV special guests are Glen Campbell and Willie Nelson... Larry Gatlin's making a career out of the "Union Mission" song he sang on the recent Jerry Reed-hosted "Country Salutes Amer-
 ica" special; did it again on the "Tonight" show . . Kenny Rogers's hit "You Decorated My Life" was written by Debbie Hupp of Louisville, the mother of five kids! Mercury's Jacky \& Tanya Ward announced the arrival of Casey Brennan Ward, 7 lbs. 14 oz; Cedarwood Publishing's Susan \& Michael Heeney named theirs Shea after ASCAP's Ed Shea. Man, that's a commercial!!

The National Quartet Convention met here since Tuesday (2nd) nightly and sang to an estimated total of 30,000 gospel fans . . Charlie Lamb's wife Frances is doing well after successful surgery .. . Sonny ThrockSonny Throckmorton morton didn't tell me that he'll sing his title tune on the sound track of the movie "Middle-Aged Crazy." (See, Sonny, I told you I'd make a star out of you!) Nobody could appreciate or enjoy his success any more than Sonny and his family . . Glenn Sutton's got a new 1979 "Football Card." He rewrote and updated the lyrics on that nutty true-to-life story about the guys who get hung up on "playing the games" Pete Porter told me last Thursday he couldn't divulge where he's going until this week. Congratulations, Pete. (He just left KBOX/Dallas - see Jim Duncan's $\mathbf{R} \& \mathbf{R}$ column this section for details.)

FICAP SEMINAR: I'm looking forward to being on the panel "Put Personality Back Into Country Radio" Tuesday, (9th) at 9am, hosted by Charlie Douglas with Paul Kallinger, XERF; Arch Yancey, KNUZ/Houston; King Edward IV, WSLC/Roanoke; and current FICAP President, WSM's Ralph Emery, and yours truly. With these outspoken people, it's a super-warmup for the week's convention activities, discussing a vital question relating to commercial radio and its future.

PICKER PICTURE - A Coupla wasks ago this column geve you the news of Chet A thins being featured on the covers of Guitar Pleyer and Frets magezines this month. Well, Chester B. didn't want you to miss seeing his unique honor. (Hey, Chet, is it true that when guitar players go on strike, they don't pick it?l)
happenings: The 3 rd annual WORST (World's Oldest Rock Stars Together) show was a combination costume party/gong show/moldy oldies and featured the Newbeats ("Run Baby, Run"/"Bread \& Butter"), Jimmy Bowen \& Buddy Knox ( $2 / 3$ of the original Rhythm Orchids), rock legend Link Wray, Charlie McCoy (the Over-The-Hill Gang), the Crickets, Gary Miles (Buzz Cason), Bill Justis ("Raunchy"), Gene Hughes of the Casinos ("Then You Can Tell Me Goodbye"), and Steve Alaimo ("Everyday I Have To Cry Some"). Master of Ceremonies was "Big Hugh-Baby" Jarrett . . . Jim Ed Brown \& Helen Cor nelius will work separately beginning Jan. 1. They had five \#1 records as a duet since they teamed in 1976 . . . Tammy's back in the news, with reported prowler incidents, rumored hospitalization in New Jersey, prank phone calls and petty vandalism around her Franklin Road mansion. They've had 24-hour security at the South Nashville home since three fires broke out in 1976, and windows broken in other incidents; Tammy was kidnapped a year ago while at a shopping center in the city, followed by a written threat shortly afterward. The kidnapping has not been solved. . CMA members coming for the convention here should remember the annual membership meeting, Thursday, October 11 at the Opryland Hotel. It will include the election of board members for next year. CMA President Ralph Peer will give a report on the CMA's activities for the past year. There will be a presentation of awards for the CMA Producers of the Year, as announced on the CMA awards show. The meeting begins at 9:30 that morning

AIRLINES: Helen Cornelius won the Ted Mack Amateur Hour on TV three times! . . Tammy Wynette was the first female Country singer ever to host a major British TV special . . Brenda Lee started taking piano lessons . . . at age 33! Funnyman Jim Stafford says he plays all stringed instruments except the yo-yo! ... Mel Tillis says: "Don't undertake vast ideas with half-vast ideas!" . . . Billy Bob Bowman has divulged that he has a Master's degree from college. The subject of his thesis was "What College Done For Me."


## Country Albums

reported airplay.

BELLAMY BROTHERS - The Two And Only - (WB/Cumb) "Making Music Mama JOHNNY CASH So Young
"I'm Gon CASH - Sitver - (Cohmbla) "The LEN Don't Stop Here Anymore" (Lately I've Been Leaning Toward The Blues" ROSANNE CASH - Right Or Wrong - (Cohmbla) "Baby, Better Start Turnin Em Down" Anybody's Darlin
JOHN CONLEE - Forever - IMCA "No Rellef In Sight" "Crazy" "Forever" "Baby, You're Something" "The In Crowd" "Lat's Keep It That Wav"
CRYSTAL GAYLE - Miss The Mlaskashppi - (Cotumbia) "Room For
Mlss The Mississippl And You" "A Litte Bit Of Tholal Room For One More" MERLE HAGGARD - Serving 190 Proof - (MCA "Hein" "Don't Go Mr Love" Wine" "I Must Have Done Something Bad" (MCA "Heeven Was A Drink Of BARBARA MANDRELL - Just For The
Can Do No Wrong" "Derlin" ". "Yeers" "/second - (MCA "Seffish" "My Love You". No Wrong Darlin' Years" Is It Love Yer" "Using Alm To Ger To

MOE \& JOE - Just Good Or Boys - (Columbla) "Better Get On Home" "Honky Tonk Mon
CHARLEY PRIDE - You're My Jamaica - (RCA "To Hove And To Hold" "Mis sin You Lat Me Heve A Chance" "What Are We Doing Doing This Again ODIE RABBIT - Loveline - (Eiaktra) 'Loveline
JOHNNY RODRIGUEZ - Sketches - (Mercury) "I Fought The Law"' "Leeve Me
Tomorrow But Love Me Tonight
KENNY ROGERS - Kenny - IUAN "I Wont To Make You.Smilo" "Cowerd Of
The Coumty" "Goodbye Marie" "Sontlego Midnight Moonlight" "One Man's MARTY ROBBINS - All Arcut On" "She's A Mystery
The Badge" "Buenos Dlas Argentine"" "Tumbling Tumbleweed" "The Drearner" "Pride \& T.G. SHEPPARD - $y_{4}$ Lonely - (WB/Curb) "/r's Ont Loweed

For More
JOE SUN - OUR Of Your Mind
Gone So Long" "A Little Bir Of Push" "Shotgun Rider" "Ir" Find You Been Can" "I'm Still Crazy Abour You" Push" "Shotgun Rider" "I'll Find It Where Can Im Still Crazy Abour You
MEL TLLLIS - Mr. Entertainer - IMCA "Babe, It's Your Momory" "Corton-
mouth"
GENE WATSON - Should I Come Home - ICaptoo "I Can't Halp If" "That Eull Child" "Bedroom Ballad" "Nothing Sure Looked Good On You"


This week, we conclude our conversation with Ray Quinn concerning tips on license renewal.

R\&R: Anything else a young programmer should look for to avoid getting hurt?
QUINN: He should make sure that his staff, at least the ones with certain positions, should really understand these legal things. I mean. let's face the facts, there are a lot of ways to say that you could have a chance to win $\$ 1$ million. and as long as you spell it out property, you're covered. But if you get a jock on the air who is a wacko - and there are plenty of them - and if he doesn't follow your instructions precisely, you may have the contest explained in an improper fashion, and it can come back to haunt you. The point I'm making is that once the Program Director has set up the gridelines that are proper, he had better make sure the on-air people don't cross some of these very dangerous lines that could potentially get you into a lot of trouble.

R\&R: How closely do you work with management in terms of renewal?
QUINN: Well, at WCBM the Metromedia law people have taken care of most of it; in fact we just filed and got renewed this year. It went uncontested. We had no problems at all. Between myself, General Manager Harold Deutsch, our Public Affairs lady and the News Director, we put all the field work together, turned in all the various elements the legal department had requested, and they took it from there. So. the contact comes initially from the legal department to Deutsch, and then he has me get into the area of contests, public affairs, the percentage of news, etc., and the News Director gives us a description of what percentage of the news time is local, national, what public affairs programs we have run and what topics we have covered. Then of course we have to - like all other radio stations - put in our public file a list of what we feel are the 10 biggest problems facing the community. So when you go to renew. the name of the tune is to see to it that you've dealt with those important topics that you have described as big problems for your community It all makes a lot of sense once the system gets going. And it makes it easy for a Program Director to do an honest-to-goodness service to his community. It's almost like doing music research. You do your call-outs and you find what it is that's on the minds of the people and then you program an answer to it. There are two kinds of research - one is with leaders of the community and the other is with general people. If you research it properly you'll really get some valid information back. They're going to tell you about inflation, potholes in the street, crime, and other things that could be turned into valuable programming tools.

R\&R: What do you find most irritating in dealing with license renewal?
QUINN: The FCC each year randomly selects what they call a composite week, and will send it to the station filing for renewal. The list will state: "for the composite week for anyone who is renewing this year. the Monday that will be used will be Monday. August 1, 1978; the Tuesday will be Tuesday. July 15, 1978
$\mathbf{R \& R}$ : A total of seven days worth?
QUINN: Yes. You then get the appropriate logs and check them and count the number of PSA's that you've run during that pre-selected composite week, then break down the percentage of news, religion, public affairs, and other entertainment. Then you keep your fingers crossed that the percentages of that composite week have equalled or been better than you've promised to do.

R\&R: What if the figures aren't in your favor?
QUINN: You can plead a case that that wasn't a typical week on your station. Let's say that I decided that I was going to run the "History of Rock ' $n$ ' Roll" or do some other kind of promotion that would require me to blow out news and other community commitments - I could then call the FCC and ask for another week. They might even say. "Don't worry about it; we understand that that's not a typical week."

R\&R: Anything in closing for the younger programmers?
QUINN: In terms of license renewal, the sooner you learn what makes it work, the sooner you can take the thorn out of your side and actually make it work for you.

## Update

POP/ADULTS COMING AND GOING: KQEO longtime Top 40 in the Albuquerque market, has made the move as so many similarly-formatted stations seem to be doing, to a Pop/Adult presentation. Program Director David K. Jones commented on the change to $\mathbf{R \& R}$, "We've found that the demographics of our city are going upwards continually. The very young market is wearing off from the baby boom - so we're looking into the ' 80 's in Albuquerque, being a majority of $25+$ audience to draw from, and that's exactly where we're heading." . . . Another significant switch in direction was made by WJNO veteran P/A station in West Palm Beach, which has decided to convert to an All News format. Again the PD explains: "We're very heavily into features, continuing serial type programs, and as a result," stated Russ Morley. "We're not the typical news operation. of course we've increased our news department, but we will target primarily younger than is normal for a news-type operation." . . . In cooperation with the area's dental association, KEX/ Portland sponsored a "Smile Day" at the local zoo. Children under 12 and senior citizens were admitted free, and given free dental check-ups by the many volunteer dentists in attendance. The turnout, according to Bob Swanson, was a large one and was met with very positive reaction...The two Nevada State Universities had a football exhibition - Las Vegas vs. Reno. Well, morning men, Dave Finley and Watson Jelks of KOLO/Rene and KORK/Las Vegas respectively bet that whoever's team won would give the other guy the day off. Vegas won, so Dave Finley went to the gambling capital and did his show on a simulcast basis. Great response from listeners . . Over 15,000 people attended a two-day
music festival sponsored by KGNR/Sacramento featuring big bands, wandering minstrels, and special guest Jose Feliciano with the Sacramento Symphony . . . The Charlie \& Harrigan syndicated show is scheduled to enter the morning drive slot at WCHS/Portland ME in the coming weeks


YES, TANKS - If You saw the top portion of this picture, you'd really be impressed. Not that whet you see is thet bad - in fact well you can see the phone number and I've been calling for two days now. Serioushy, this is but one "technique" used by WHEN/Syrecuse to promote their gas availabillty informetion phone line to help listeners save time - insteed of spending it in a ges line.

## Transition

Lee Fowler (pictured) has been named Program Manager of Westinghouse giant KDKA/Pittsburgh as announced by VP/GM Tony Hirsh. Hirsh stated, "Lee is a welcome addition to the KDKA management staff. His broad experience in programming and his enthusiasm are assets to us at KDKA and to our listeners." Fowler most recently programmed KSD/St. Louis . . . Bob Ray has resigned his Assistant Programmer position of KSFO/ San Francisco and would like to get back into an on-air position in the Bay Area; he can be reached at (408) $725-2627$ WTAE/Pittsburgh has a new midday jock, Jim Quinn, who comes from across town at 13Q...WGY/Schenectady has a new morning man, John Leslie from KCKN/Kansas City, who replaces George L. Davis, who exits the station

Mark Stevens has been promoted to
 Assistant PD of WCWA/Toledo, along with the appointment of a Don King, who comes from the station's sales departmen new sportscaster, has two new personalities. Jayne Ryder from WDJZ/Bridgeport, who will do week ends, and Paul Ballner from WPIX-FM/New York, who'll handle the all-night shift

Andy Parks is the new all-night man at WQUD/Memphis coming from across town at WLVS and replacing Larry Cotler who returns to Des Moines radio to continue his career there

Ann Robinson is the new newsperson of KRMG/Tulsa from that city's KXXO KROD/EI Paso has a new Music Director, Tim McKay, who comes from KMJJ/Las Vegas; also Jay Murray is now the Production Director in addition to his $10 \mathrm{am}-2 \mathrm{pm}$ shift at the West Texas station . . . WTIC/Hartford has a new production man - Dennis Mallery, who comes from WIP/Philadelphia Mark DeMarino is the latest addition to the WGAR/Cleveland news team, coming north from WRAL/Raleigh

Jim Abens has been promoted from Program Director to Station Manager of WCER/Charlotte, MI . . . Gary Zane, all-night man at KDWN/Las Vegas, has been promoted to Assistant Music Director of the station and will assist PD Jack London in the music area.

## Color

REVERSE CREATIVITY?: KMRJ/Pittsburg, KS has an example of what to do when you can't think of a promotion - but still come up with one. They're holding a "We Don't Know The Answer Either Contest" contest. Listeners are asked to send in a postcard guessing how many people are going to send in postcards! It sounds like a new version of "Who's On First?", and also scored big with the audience. Winners got $\$ 50$ and a pocket calculator.

THE CINCY CINCH, I WISH: WLW/Cincinnati is into its second phase of its "Best Year Of Your Life 1980." The promotion works with call-ins and registrants and at the end of the contest a lucky listener will be drawn for one of the most expensive radio promotional gifts in the Ohio city's history: one complete year of cost-free living. Now I've got two reasons to watch "WKRP." Anyway, the financial freebies breakdown for the winner is: all mortgage payments or rent. all utilities, food, clothing, a brand new car, a completely paid vacation trip plus enough cash left for incidentals.

# BREAKERS 

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

No Records Qualify For Breaker Status This Week.

# NEW \& ACTIVE 

Vou'll nofice two numbers immadiataly follow oach song iling betions example 30/5). The first represents rotal is the number of those stations that added it this week.

BARBARA MANDRELL "Fooled By A Feeling" (MCA) 48/6 add wPTF, WISN, WKIQ WNEW, KGNR. WHAM. Koy moves: $13-10$ KUKI, 18.14 WJBO. 19.13 WSOW, 21.17 WHAG. 2522 WORG, 20.25 WHec 20 WIVA debul 24 KEX, debut 29 KOLO, dobut 29 KSTP. Increased $30-28$ on P/A chert
IAN COMM "Hold On" (Stiff/Epic) $43 / 10$ add WHEN, WLW, KVI, WHIO, WBOW. WWWE. KNBR, K59, WSGW, WRIE. Koy moves 15.9 WDIF, $20-17$ WYMC, 2318 WSM. FM, 28.22 WOWO. 2416 WCWA. 21.18 FM97, 2926 WNEU, 31.28 WCHV. Increasod 3629 on P/A chort WSIX. WFTL WKIQ KSTP, KOLO, WPTF, KAKE. Koy mover: 29.16 WJBO, 2824 KRKO, 27.22 WLNH, debut 29 WORG. Increased 32.30 on PIA chart
CARLY SIMON "Spy" (Elektra) 40/2 add WGY, WHAM. Kay moves: 11.7 KDWN. $24-19$ WJBO, 2519 WHBC. 28.25 WSGW. 19.16 WLNH. 21.16 KVI . Increased 33.32 on PIA chart
DONNA SUMMER "Dim All The Lights" (Casablanca) $36 / 8$ add WHEN, WFDF, WTAE. WTIC, KRKO. KSTP, WHAG, WFTL. K OY mover: 17.12 WCHV, 26.12 KOLO, 12.7 WCWA 2420 WRIE. $28-24$ WORG, 3628 FM97, 2819 WOWO. $20-16$ WQUD. 16-13 KRMG. Heavy rotation WASH. Inc.
J.D. SOUTHER "You're Only Lonely" (Columbia) 33/12 add KNBR. WBAL. WWWE WQUD, WSLI, WASH. KUKI, WHBC, WSOW, WTIC, WHDH, KHOW. Koy moves: 15-11 WSM.FM. 3330 FM97, dobut 19 KRMG, debut 21 WBEN. debut 29 WYMC. debut 30 KSTP, debut 30 KRKO. COMMODOR PIA Chart
WHIO. WDIF, KSTP "Still" (Motown) $28 / 19$ adds include wCCO, KOY, KMBZ WBEN WHIO, WDIF, KSTP, WPRO, WIP, WTAE, K59, WTMJ, WSIX, WORG, WHIZ. EarIY hor moves

DIANA ROSS "The Boss" (Motown) $26 / 2$ add WOWO, WsIX. K ay moves: 1811 WDIF 16-13 WHIZ, $17-15$ WORG, $26-23$ WLW, 97 WLNH. Incress od 40.39 on P/A chart
ORLEANS "Forever" (Infinity) 27/12 odda includo WBAL KRNT, WTMJ, KAKE, WSGW WGY, WJBO, WHIO, WGIR. KRKO. Key moves: 30.29 WSM.FM. 25.19 WDIF, debut 30 WIVA Debuts el No. 40 on PIA chart

## Others Getting Significant Action

JOHN STEWART "Midnight Wind" (RSO) 32/2 KMBZ. WQUD. Moves 21.13 KOLO 2823 WORG, 2521 WYMC. 2825 FM97, 2926 WLW.
OAK RIDGE BOYS "Dream On" (MCA) 25/3 add KHOW, WQUD, WKIQ. Moves 28-2a WJBO. 22.20 WHAG. 29.24 KROD, dobut 29 KRKO.
OLIVIA NEWTON-JOHN \& ANDY GIBB "Rest Your Love..." (Polydor) $24 / 1$ odd KRKK. Moves 2521 KUKI. Heavy rotarion: WTMA
JIMMY BUFFETT "Fins" (MCA) $23 / 4$ add WJBO, WCER. WLW, WKIO Moves 17.13 WBEN, 3930 WCHV. debut 28 WPRO. Haevy rotadion KRKK.
LAUREN WOOD "Please Don't Leave" (WB) 225 add wCHV, wJBo. Kolo WHDH, WELI. Moves 22.17 WBEN, debut 28 WDIF, debut 30 WSM. FM

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    Pop/A dult Album Airplay Tracks
The following ablem tracks, a/phabebicalty listed by artist are getting
significant airplay on many of our Pop/Adut stations).
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## ABEA Ladmerta "Chigultion . Have A Dromit




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Hoart coorme laneo -Swort Emotion
oos orlaniconemin "I Edieve in You" "Do Right TO Mo Beov IDo Unro Orterst
ELO Nod "Contusion"
OCKIE LEE JONES MWI "Night Train
nccultre Larsen wa "You Sond Me
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DLARA ROSS (MHOLOWN "NO One GeEs The Prizo
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DONMA SUNHNEA ICM Llevina "On MV Honor"
JAMES TAVLOR ICohmany "Day Trippar" "Raimy Day Man" "Company Man RANOY VAMWARMER FBeorvivil 'Losing Our On Love DNONNE WAAWMCK (Ahtev "Doja Vu WHNGS ICohentid "Baby's Reguest"
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## RadiodRecords

 POP/ADUULT AIIRPLAY/40Three Two Last
Weaks Weaks Weerk $\begin{array}{ccc}\text { Weaks } & \text { Weaks Weak } \\ 21 & 11 & 6\end{array}$

| 6 | 6 | 6 | 2 |
| :--- | :--- | :--- | :--- |
| 3 | 2 | 2 | 3 |

KENNY ROGERSIYou Decorsted My Life (UA) COMMODORES/Sail On (Motown) LOBOWhere Were You When I Was Falling In Love (MCACurb) HERB ALPERT/Rise (AGM)
MICHAEL JOHNSON/This Night Won't Last Forever (EMI Americe) EARTH, WIND \& FIRE/ After The Love Hes Gone (ARC/Columbia) MARY MACGREGOR/Good Friend (RSO) TOBy BEAUTThen You Cen Tell Me Goodbye (RCA) RITA COOLIDGEIOne Fine Day (AGM) GERRY RAFFERTY/Get it Right Next Time (UA) ATLANTA RHYTHM SECTION/Spooky (Polydor) ANNE MURRAY/Brok en Hearted Me (Capltol) MAUREEN McGOVERN/Different Worlds (WB/Curb) BRENDA RUSSELUSo Good, So Right (AGM/Horizon) DOOBIE BROTHERS/Dependin' On You (WB) DIONNE WARWICKI'II Never Love This Way Again (Arista) ROBERT JOHN/Sad Eyes (EMI America) LTTLE RIVER BAND/Lonesome Loser (Capitol) ART GARFUNKEUBright Eyes (Columbia) CRYSTAL GAYLE/Half The Way (Columbia) WINGs/Arrow Through Me (Columbia) OLIVIA NEWTON-JOHN/Dancin' 'Round And 'Round (MCA) NICK LOWE/Cruel To Be Kind (Columbia)
CHARLIE RICH/Life Goes On (UA)
JENNIFER WARNESII Know A Heartache When I See One (Arista)
CHRIS THOMPSON/If You Remember Me (Planet)
BARBRA STREISAND/The Main Event/Fight (Columbia) BARBARA MANDRELLFooled By A Feeling (MCA) IAN GOMM/Hold On (Stiff/Epic)
LEIF GARRETT/When I Think Of You (Scotti Bros.)
BEACH BOYS/Lady Lynda (Caribou)
CARLY SIMON/Spy (Elek tra)
MAXINE NIGHTINGALE/Lead Me On (Windsong) BONNIE POINTER/Heaven Must Have Sent You (Motown) DONNA SUMMERJDim All The Lights (Casablanca) J.D. SOUTHER/Y ou're Only Lonely (Columbia) ABBA/Angel Eyes (Atlantic) COMMODORESIStill (Motown) DIANA ROSSIThe Boss (Motown) ORLE.ANS/Forever (Infinity)

STEPHANIE MILLS "What Cha Gonna Do With My Lovin" " (20th) 21/0. Moves 10.9 WCHV. 124 WOWO. $23-19$ WCWA. 22.22 WQUD. Heavy rotation WGY. VONAE ELLIMAN "Love Pbins" (RSO) $20 / 9$ edd kOY, KPPL wBOW, kHOW. WPRO, WRIE WSGW, WELI, WTMJ. Movas $24-20$ WBEN, d Ibui 29 WINH
KANSAS "Resson To Be"" (Kirshner) $20 / 3$ add WIP. WHBC, WBOW. Movee 21.13 WRIE. 18.11 KOLO. 30.27 WCHV, 21.19 WPRO. 22.17 WSM. FM.
KERMIT THE FROG "Rainbow Connection" (Atlantic) $18 / 4$ add WATR. WHBC. WCER. WKIO
DOLLY PARTON "Sweet Summer Lovin" " (RCA) 16/4 add WSIX, WSGW. WSEA KGNR.
STYX "Babe" (AGM) 15/14 addz include WDIF, WBEN. WSM.FM. KRKK. KEX. WSLI, WTME. WNEU WHAG. WCHV
FLEETWOOD MAC "Tusk" (WB) $15 / 5$ add WBEN. WSLI. WQUD, WOWO IdDI. KAKE ENGLAND DAN \& JOHN FORD COLEY "What Can I Do..." (Big Tree) 147 Edd WHIO, WSM.FM, WDEF, WCER. KEX. WTMJ, WORG.
ELTON JOHN "Victim Of Love" (MCA) $14 / 6$ add WORG. WYMC. KAKE. WGIR. WCER. KRKK. Debute 29 WDIF, debut 30 WPRO.
K.C. E THE SUNSHINE BAND "Please Don't Go" (TK) $14 / 4$ add WHDH, WEL. WCER, WFDF MGVES 27.24 WNEU. 27.21 WSM-FM.
EAGLES "Heartache Tonight" (Asylum) $12 / 6$ add wORG. WCMB. WCWA KNBR. KRKK, WLNH (dp). Dobuts 22 WNEU, dobut 29 WCHV.
HOTEL "Hold On TO The Night" (MCA) 1013 add WPRO. KRKO. WKIO
BOB DYLAN "Gotta Serve Soniebody" IColumbial 9/5 add WCWA. KRKO. wLnh. WCER WKIO.
MELSSA MANCHESTER "Pretty Girls" (Arista) 9/5 odd FM97, wrmc, KRMG. WCER KDWN.
ALESSI BROTHERS "I Wish That I Was Making Love (TO...)" (AGM) 9/1 odd KDWN. Dobut 31 WORG
LOU RAWLS "Tomorrow" (Philadelphia Internationall) $8 / 3$ add WGY, KMRJ
wsba
JANIS IAN "Fly Too High" (Columbia) 777 add WHIO, KDWN. WSM.FM. KMBZ WCCO. WGIR KUKI

## Most Added:

COMMODORES still (Morown) Added at 25\% of our reporting stations. anNe murray Added ot 20\% of our reporting utationa $87 v x$ 000 (ASMI Added of 19\% of our raporting ataions. ORLEANS Added at 16\% of our reporting atations. J.D. BOUTHER
rourn OnN loneri (Columbia) Added as $16 \%$ of our reporting stritions LAN GOMM
Hold On (Sumiepic)
Hottest:
COMMODORES
Reported holl On (Motown) KENHY ROGERS You Dacorered My UHo IUA) Roporied hot et 81\% of our statione HERE ALPERT
RISO $A$ AOMI Reported hot at a9\% of our aterione RITA COOLDOE Reportad hot et Bev ing our statione.
LOBO Whare Wors You Whon 1 Wos IMCACUrbl Reportod hot nt 31\% of our sta MICHAEL JOHNBON Reported hot et $25 \%$ of our itations


# OPPORTUUNIIIES 

## Openings

KOOK/Billinge, MT lookiry for 12 mdd-Aam jock 11 station in atote's largeet market Send toppen and resumes
to Jock Stevens, PO, KOOK Box 1278 . Bllinges. MT 58103 Io lack Stevens, PO, KOOK, Box 1278, Billinge, MT 59103 EOE M/F (10-5)

KaCY 50,000 watt giant in Sourtern Criltionnia has minediote denyime shutt opening for a multi-talented, one at production. Last wo announcera left for jobs in L.A Send rapas and reaurnes to Jim Barker, Operetions Diractor, KACY, Box 1620, Oxnerd. CA 93034 EOE M/F (10-5) an's io staking tapes for furure openings. Mid Mich. ${ }^{10} \mathrm{Jim} \mathrm{St}$. John, WVIC, 2617 E MI Hope, Lensing. MI 48910 (10-6)
KEZYIAnol wirr needs expertenced AOR sir personnality or ummediate part-time opening. Prefer somebody from Forman, 1190 E Ball Rd., Anaheim, CA 92805 EOE M/F KSLY/San Luis Obispo needs 7.12 midnight jock with good production Tapas and resumes to Marty May, KSLY

Notion's hottest suation is accepting apolicavions for huture openings. If you'd like to join one of the best theins. Doubtedey Broedcesting, end one of the most succassful now stations in history, mall tspes end resumes to Bob Hertnk, Program Maneger. KWK Radio, 2380 Hamp-
ton Ave. St. Louis, MO 63139 EOE M/F (10-5) WKOO/Lexingron's ovenuhermingly successful AOR nas two posshons open; morning ar personality and news
director. Tapes and resumes to Gary Dickson, Box 100 . director. Tapes and resumes to Gary Dickson, Box 100
Lexungton, KY 40590 . No calls please. EOE M/F (10-5)

WNAPAIndienapolis is hooking for expenenced full ime and port ome personallty for Top 40 lormat. Also inter"moming teern" eddition, Production telents for ell open. ings desired but not necessany. Immediete openings for ight Dersonelity. Send tspes and resurnes to Cris Conner.
WNAP 2835 illinois Indianaoodis, in 46208 . No colls please. EOE M/F (10-5)
awDC-AM/1280washingron, DC is now accepting capes and rasumes for part time on-air positions. Join us 1150 Connecticut A ne N. Low Kstz. PD. WWOC.AM. 1150 Connecticut Ave., N.W. Weshington. DC 20036.
No csils plesse. EOE M/F (10-5)

Unique radio magazine newaroom is looking for the tight person. If you enjoy the challenge or vilecurunie
conversational news, let's tsik. A creative end polished delivery essentital. Tepoes and resumes and writing samples to Jelt Micheels. News Director, KMJJ Radio, Box 14805 ,
Les Vegas. NV 89114 a Coll (702) 7396600 EOE M/F (10-5)

## Openings

KBOX/Dnllne needs expatenced strong production oereon with on-bir capabilities an well as continuity nbil ity. Send topes ond resumee to Jock Weston, KBOX,
9900 McCrae. Dellas, TX 75238 No callo plense EOE 9900
$(10-5)$

Full Sonvice Nowa Director wanted for Sen Francinco Bev's most adventurous radio atbition. Format: Progrese sive Country plus. Person must be eble to collect, pro duce and write the news end insitie and lead futur newsips. Ground floor situation for FM that's home to San Jose marker. Send tapas, resumes and anlary re
quiramente to PO. Box FAT, Giliroy, CA 95020. (10-6)

Ware losing soma key personnel to largar merkate We need two Top 40 personalities who hsve s natural but exciting delivery. Applicante must be strong on pro duction and some news is helpful. If you have at leas 6 monthe experience and are on the way up, rush you WTBO, Box 1644 , Cumberlsnd, MO 21502 EOE (10-5)

5,000 watt FM In Ocaen CIty. MD seeks good an nouncer with good promotion and production ability 11 in marker. Send rapes and resumes to WKHI, Box 75
Ocean City. MD 21842 EOE (10 5)

KODI/Great Falls, MT looking for dynamite PM drive production person. Our present affernoon men is buy ing into 8 Wisconsin radio station. Tepes snd resumes to
Scott Greeley, KODI, Box 6760 , Great Falls, MT 69400 EOE (10-5)

Contemporary full time AM in medium college marker needs midday or afternoon on-eir person with produc-
tion experience. Excellent ssisry and benefits. Contact PD. KRUS, 106 Park Ave., Ruston, LA 71270 EOE (10-5)
Modern Country AM/Soft Rock FM in medium mer ket needs experienced pro for athernoon drive. Tapes NE 68506 EOE M/F (10.5)

K8OXVOllas tooking for experienced news com municator. Must be street-wise and have exceilent Sand reopes and resures to Dave O'Brien 9900 McCree. Dallss, TX 75238 EOE (10-5)

KUZZ-KKXX/Bakersfield needs experienced new person for AM/FM. Must have good writing skills, ebil iv to gether news nnd good delivery. Only experienced or send Chester Ave., Bskersfield, CA 93308 EOE M/F (10.5)

IPREA Music hedio in Mencnester wos tull ond Der time openings for Top 40 communicetors. Top notch evening killer needed yesterday. Tapes end resumes to
Rick Ryder, PD, 13FEA, Box 370, Merrimeck, NH 03054 No calls please EOE M/F (10-5)

Openings
WMRF/Lewlatown, PA han opening for full rima, an nouncer, minimum 3 yre brondcinting experience re quired knowledge of commercibl production and abil hy 10 communicate. Send tuper ind esurnan

WKTK/Batimore seoking nggresaiva newsperson to hend up newly formed deparmont. Send tepes and resumes to Lou Krleger, 52
MD 21206 EOE M/F (10-6)
WEBO-3WTIOwego, NY looking for newe reporter writer to gother and announce nows. Minimum 2 yr college or training schnol. Selany negotiable. Send tape and renumes to Jey Purdy, News Director, Box 399
Owego, NY 13827 or call (607) 687 -0371 EOE M/F (10-6)

Radio Newa Reporter: Experlenced iske-charge broad Cost journelles to share n we gathering, writing, editing and anchor duties in thi eperson department. Mus College degree required. 8 . id tepas and resumes im medistely to Patrick Binghern, Nows Director, KOLO, Box 821. Reno, NV 89504. Membe of Donrey Media Group EOE (10.5)

WJAR/Providence is looking fic experienced, mature sounding neweperaan for morning drive anchor. Send ispes and resumbe to Jim Martin, News Ditactor, WJAR EOE M/F (10.5)
WLLULynchburgh, VA looking for on air personality with outstanding capsbihties. Send tspes and resume to Bob Abbott,
EOE M/F (10-5)
100,000 watt stereo FM.CNW with unique program ming approech, medium market, needs solid morning person with production expenence. Exceilent salsry snd umes to KXKZ. Box 430, Ruston, LA 71270 or call (318) 255-5000 EOE M/F (10.5)
WCWATOledo needs air personality TOD 40 or POD Adult beckground. Possibility of advancement. Needed WCWA 604 Jackson St. Toledo. OH 43604 . No csils plesse. EOE M/F (10-5)
KOEO/AIbuquerque looking for atternoon person Personality Pop/Adult format. Rush tepes to David Jones 2000 Indian School Rd., NW. Albuquerque. NM 8710 EOE (10.5)

High callbre talent wented to staff e new Pop/Adult redio stration in one of Americe's mose delightiful smal
cities. We need cities. We need s top notch Progrsmmer with a track record, a working News Director, and sir telent that cen
get involved in our community. Aircheck todays show get involved in our communitr. Aircheck toders show 284. Garthersburg. MD 20760 EOE (10-5)

## Openings

WOKU/CIncinnetis looking for n portime nownpe son end an experienced rembarch person to head up Ull ume reatarch ospormont Tapan and rosumee to Chirhe Brawn WO11 EOE MF 1051 (in OH 45011 EOE M/F (105)

Arnertca's greatest radio aumion KFRC/Son Finnciaco has a rare opportunity in tis newe departiment. The morn ing drive arichor slot te open. The right pernon must be able to write and doliver intollgent and entertaining nuwacsats. Voice should bo converbational, journalis rreck record must be solid Tapes and renumbs only ro CA 94108 . No calla please. EOE M/F H/V (10 5)

Ahternoon drive ls open in one of Ambrice's mos boautful markers WKIX and WY YOAnieigh. Wa need a person of major merket cellbre. Good voice, writing beneflis, new seudios. full equor taper paumen and anlery Box 12526, Releigh, NC 27805. No culle please. EOE (10-6)
News Director, ledias ancouraged, atrong ablity to obtsin, write and defliver local news. Heavy on Publlc ects and persone. News features. Good natural delivery and above average production skille. We are Black Contemporen. Cassettes and resumes to M.A. Chasin, 1483 Hilltop Drive, Grand Blanc, MI 48439. (10-5)
WWSA/Savanneh. GA now accepting tapee and reaumes for possible future openinge. Send materiols to
Mark Daniels, Box 1247. Sevennah, GA 31402 EOE (10-6) Looking for someone who "knows they are a top pro, even if not presently working in a comparsble en Tironment. you are a rop-norch entartiner who is into ToD 40 mubic, Ahip Your aircheck and resume to Fred
Brian. PO, WTAC, Box 600 , Flint. MI 48501 EOE (10-6)

## Drive Time Personalities - Competitive Morket Modern Country outter with new fealmies in Southesst seeking experienced drive communicator Send tepes and resumes to Redio \& Recorde, 1930 Century Park West, Box 161, Los Angeles CA 90067.

KRKK/Rock Springs, WY needs a marning com KRKK cator. Very contemporsry Pop/Adult formstred Tspes end resumes to Rod Tucker, KRKK, Box 2128 Rock Springs, WY 82901 EOE M/F (10-5)
Midwest medium market AOR \#1 18-34 needs Newa Director. Repidly growing company good people. Cell
Berry Grsnt (203) 649-1695. After Oct. 15th cell (608) Berry Grsnt (203) 649. 1695. Ahter Oct. 15th cell (608) Also possible future openings for jocks. (10-5)

## Radio

ANNE HORN joins KCS-FM/Colorado Springs, CO to do middays, formerly with KNOE/Monroe, LA
J. J. CLARK joins WYVA/Yorktown, VA from Z-104/Frederick, MD.

JIM WOOD named Operations Manager of KZLALOS Angeles, CA formerly with VüSĩZiCinatranooga, TN.
MICHAEL JONES rejoins WMET/Chicago, IL as Account Executive
JAMES C. LOSH named Account Executive for WMET/Chicago, IL
TOM KELLY joins WSAI/Cincinnati. OH doing morning and afternoon sports end
information.
JOHN DRISCOLL named PD at KYGO/Denver, CO
CARTEH LAM'S :oins WREC/Memphis, TN as PD, formerly with KLiritourton, TX GENE BAXTER joins WUGFin:Herndon, VA doing mornings, formerly with WLPL Baltimore, MD
ELISA LONGO joins 68RKO/Boston, MA as an Account Executive
SUE ELLEN SCHWAM joins 68RKO/Boston, MA as an Account Executive.
ROBERT J. SYERS appointed as Account Executive of RKO Radio Network

## industry Cinañges

MARY WHITE joins WEEDECK as Director of station relations.
BOB GILLIGAN nemed Productions Director for ARIES II Records
JOE LEWIS named Executive Vice President in charge of sales for ARIES II Records DEBORAH DEFRAITES appointed Director of Promotion for Front Line Management East. DEBORAH DEFRAITES appointed Director of Promotion for Front Line
EVAN PACE appointed Professional Manager for Rick's Music and Cafe Americana Music, Casablanca Publishing Companies
SHERRY WINSTON named National Director of college promotion for Elektra/Asy lum Records.
CHRISTINE REHLICH joins Noreen Jenney Communicates, Beverly Hills, as Account Coordinator.
NORM UNG appointed to an Art Desianer position with Capitol Records,
CONNIE PLIMSOUL joins Capitol Records as West Coast Publicity Manager

## Station Line-Ups

WSKZ/Chattanooga, TN LINE-UP: 5:30am-9am David Carroll (MD), 9am-12noon Ron Richardson (PD), 12noon-3pm Chris Thomas, 3pm-6pm Gary Beach, 6pm-10pm Rich Phillips, 10pm-1am Tim Cunningham, $1 \mathrm{am}-5: 30 \mathrm{am}$ Tony Davis. WEEKENDS: Jeff Masingill, Jim Guy, Bill Cody.
KDRK/Spokane, WA LINE-UP 6am-10am Al Gilson, 10am-2pm Tom Newman, 2 pm 6pm Dennis Bookey, $6 \mathrm{pm}-12 \mathrm{mid}$ Dave Barnett, $12 \mathrm{mid}-6 a m$ Tom Parker, Weekends:

Richard Clear, Judy St. John, Keith Roberts
V-100/Charleston, WV LINE-UP: Gam-10am Jack Dilion, 10am-2om Dan OToole (PD) 2pm-7pm Gary Mitchell (MD), 7pm-12mid Bob Spence, $12 \mathrm{mid}-6 a m$ Ken McClain
Weekends: Steve Adams \& Nancy. 3pm-7pm George Thomas, 7pm-12mid Brent Todd, 12 mid -Gam Kelly Evans. KKXX/Ba!ersfielú, CA LiivÉ-U'F: Єam- 1 Oem Rick Neuwirh, 10am-2pm Chris Souniras (PD), 2pm7pm Jim Rash (MD). 7pm-12mid Johnny Bradley, 12 min inam Sue Delany Weekends: Don McCoy, Dave Buckner, Mark Spirbuge,
WBBF/Rochester, NY LINE-UP: 5:30am-10am Hans Petersen, 10am-2pm Jim Snow den, 2pm-6pm Mike O'Brian (PD), 6pm-10pm Tommy Nast (MD), 10pm-2am Chris Summer, 2am-5:30am Bob Santucci. Weekends: Don Harvey, Joe Nason KAZY/Denver, CO LINE-UP: Gam-10am Brock Whaley, Mark Semansky, 10am-2pm Greg Gilispie, 2pm-6pm Dave \an Dyke, 6pm-10pm Steve Cooper, 10pm-2am Greg Fitzgerald. Weekends: Jim Beers, Garth Kiemin
WTUE/Dayton, OH LINE-UP: 6am-10am Sean Scort (MD), Dan Pugh, 10am-12noon Chuck Browning (PD), 12 noon-4pm Jim Tobin, 4pm-8pm Alan Michael McConnat!

WIOT/Toledo, OH LINE-UP: Darī-! @am Terry Sullivan, 10am-2pm Lee Fandall, 2 pm 6pm Dan Clark, 6pm-10pm Don Jardine, iû́ni:2am Joan Major, 2am-6am Tern Dorsey
KCS-FM/Coloràdo Springs, CO LINE-UP: 6am-10am "Big" Jed Blakovich, 10am-3pm

KYGO/Denver, CO LivE UlP Gam-10am John Driscoll (PD), 10am-2pm Lee Cory 2pm-6pm Dave Anthony, 6pm-10pm Giag Stuert, 10pm-2am Dave Avalos, 2 am 6am Kurt Hermann. Weekends: Dave Anthony, Lee Cory, John Driscoll, Brandy Cooke, Kurt Hermann
WOHN/Herndon, VA LINE-UP: 6am-10am Neal Michaels \& Gene Baxter, 10arri-2pm Lee Chambers, 2pm-6:30pm Chuck Dickemann (PD). Weekends: Kelly Anderson, David Mintz.
KFAS/EI Paso, TX LINE-UP: 6am-10am Domino Rippy, 10am-3pm John Marinakos (MD), 3pm-6pm Bo Jagger, 6 pm -10pm Frank Intrieri, 10pm-2am Gayle Miller, 2am6 am John Lyons. Weekends: Tom Novak, Rick Novick, Gene Remolde, Libby Zabriskie. News: Sam Cassiano
WBIR-FM/Knoxville, TN LINE-UP: Gam-9am Frank Greene, 9am-3pm Dave Soloman \& Pam Batts, 3pm-7pm Roger Hyman, 7pm-12mid Carson Cooper, $12 \mathrm{mid}-6 \mathrm{am}$ Rick Long. Weekends: Keith Lamber, George Estell.
WKTM/Charleston, SC LINE-UP: Gam10am Ken Morgan, 10am-1pm Bob Kaake WKTM/Charleston, SC LINE-UP: Gam 10 am Ken Morgan, 1Oam-1pm Bob Kaake
(PD), $1 \mathrm{pm}-3 \mathrm{pm}$ Bill Enloe (MD), 3pm-7pm Steve Russell, 7pm-12mid Chris Porter, 12 mid-6am Rob Braddock. Weekends: Gene Oliver, Monty Jett.
WORG/Orangeburg, SC LINE-UP: 5am-10am Stu Wright (PD/MD), 10am-3pm Mark Sanders, 3pm-7pm Mark Sanders, 7pm-1am Mark Reynolds. Weekends: Lee Price, Brooks Heir.

## OPPORTUUNIIIES

## Openings

3roadcosters now working in the LOB Angeles marcet are needed on a part time basis as counselors and ional environment, good pay. Call Earl Trout (213) 462. $3600(10-5)$
Veeded Experienced, bright, uptempo morning man inth strong personality, strong production for 50,000 watr
=M AOR in Charieston, SC. Why spend enothar winter M AOR in Charieston, SC. Why spend anothar winter
$n$ the snow? Send tapes and reaumes to Bob Kaeke, NKTM, Box 5758. N. Chariesion, SC 29406 EOE M/F (10.5)

Two openings at KSTN/Stockton, CA for afternoon trive. 1 st class license needed. Good production, eble to read the news. Stockton is a great place to get somewhers from: 70 miles eest or CA 95206 or coll (209) 9 )
CAT PST EOE MFF (10-5)

Exating pro to handle afterncon drive or midday. Must relate one to one with edults, uptempo Comemportry formet. Successtul station, medium market. Great Lakes area. Good salary, super to Resio \& Recorrds, 1930 Certury Pe
158 Los Angeles, CA 90067 EOE.

KLMS is seeking a mature communicator to join our morning tearn. Great location to settle down in and en-
poy the good life. Company benefits includa insurance and profit sharing. Call Gary Claus (402) 489-3855 EOE (10-5)
B8YCR (WYCRIMork, Lancaster. Harrisburg, PA is accepting tapes and resumes for future full tima opanings. Must be a pro and do good production. Contact
Mark Richards, Box 234, Henover, PA 17331. EOE (10-5) WrVAWTCR-FM has immediote opening for a Chief Engineer. Resumes to John Lawrance, Box 234, Han
over, PA 17331 EOE (10-5) over, PA 17331 EOE (10-5)
Uve and skl in the Rockies... Mile High Denver's 1 news department looking for professional neweper
son with good voice end excellent deliven. If you heve son with good voice end excellent daliver. IT You have
above sverage qualities end are en edult meture individual
send unoes end resurness to Mike Anthony. News Director, gend unpes and resurnes to Mike Anthony, News Director,
KHOW, Petrofeum Club Building, 18 th \& Broeowey, DenKHOW, Petroteum Club B
ver, CO B0202 EOE (10-5)
Ol02/Cincinnati, OH looking for weekend talent Anyone in the arae who would like to ger his foot in
the door of one of Americe's truly fine redio stations please send tepes and resurnes ASAP to Jim Fox, Q102,
1906 Highiand Ave., Cincinnati, OH 45219 EOE M/F (10-5) AM/FM Combo, medium morket, Capital City seeking ahternoon reporter/enchor, Diggers preferred. Send to $95 / 97$ News, Box 871, Cherieston, WV 25323 EOE M/F (10-5)
WDRQ-FMIDatrott: We're looking for the air telent thet can help make our moming show the "main eventl" Broadcasting, Tapes and resumes to Mark Driscoll, PD Broadcasting. Tapes and resumes to Merk Driscoll, PD
WDRQ. 20300 Civic Center Dr., Suite 300 , Southfield WI 48075 EOE (10-5)
Tapes and resumes being accepted for future open ings. Good working knowledge of AOR music. No put
ons. Send to WXLM, Box 9705 , Savannat, GA 31402 ons. Send to WXLM, Blox
No colls pleese. EOE (110-5)
$\begin{aligned} & \text { Top rated Mass Appeel Contemboreny station in } \\ & \text { the Sunbelt neede en aggressive, euthoritative }\end{aligned}$
anchor to join merker's most oynamic news
$\begin{aligned} & \text { team. Conversertional writing style and good pro- } \\ & \text { duction a must. Good bucks - will negotiete. }\end{aligned}$
$\begin{aligned} & \text { duction a must. Good bucks - will negotiste. } \\ & \text { Tapes and resumes to Redio \& Records, } 1930\end{aligned}$
$\begin{aligned} & \text { Tapes and resumes to Redio \& Records, } 1930 \\ & \text { Century, Park West, Box 182, Los Angeles, CA } \\ & \text { 90087. }\end{aligned}$

WOHN/Hemdon. VA, Top 40 has woekend opening,
Tapes and resume to Chuck Dickemenn, PD. Box 888 , Herndon, VA 22070 or cell (703) 471-6484 EOE M/F (9-28) Production Director needed for contemporary radio etation. Excellent equipment and opportunity. Tapes Ave., Sioux Fells, SD 57103 or call (605) $335-6500$ EOE
(928)

Tapes and resumes being accepted for future AOR opening in Oregon. Send to Jonah Cummings, KEJO-
FM, Box K, Corvallis, OR 97330 EOE M/F ( 8 28)
WTNT Countery dynamite is bok ing for top notch atternoon drivalmusic director. Must do No. 1 production,
Topes and resurnes to Tom Flanigan, Box 1047, Teille Topses and resumes to Tom Flanigan, Box 1047, Talle
hassoe, FL 32302 or call ( 9004 ) 222-1270. An Ingstead hassio, FL 32302 ,
sintion. EOE (9-28)
WHNN/Soginow. MI is looking for a Chief Engineer.
Resumes to Dan Stawart, WHNN, Box 96 , Saginaw, Resurnes to Dan Stewort, WHNN, Bor 96, Saginaw,
MI 48800 or call ( 517 7 $892-9628$ EOE $(9-28)$
WTMALCharionton, BC is looking for locke nnd news peraple for future openings. Tapas ond resurnas to
Borty Nast, Box 10208 . Cherkstion, SC 29411 EOE ( 928 ) WORG AM/FM looking for Nawe Director to arinbliah good local news departmant. Morning and afternoon
drive newsceath, Edey work week. Corne scutth where druve newecasth, 6-dey work week. Corne south where
the witerts bre worm. Thpes nnd reeumes to Stu Wright,
WORG, Box 1388 , Orangeburg. SC 29115 or call (803) 538.1680 EOE M/F (8-28)

Goods \& Services

## Aircheck Factory

Thank Vou bor Owens Reking up where the Birth Of KTNQ" Ief off, THE AIRCHECK FAC"ORY Offers
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Box 156, Franklin Park, llinois 60131 .

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The NAB announced The Aircheck Gulde service to its
4600 member stations, UP1 and AP caries stories nation wide end colls strons UFt and AP caries stories netion poured in.
One phone call puts stations et the instent listening of vour iercheck. Beccuse of the number ot stations calling there is now a becklog of currant openings. All formats, all positions and market sizes. If you're looking for new,
openings or a career edvancement just forverd your airopenings or a career advencement fust forward vour eir-
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From roo Holmwood comeary witer E DJ. Froeboe,
HYPE INK, Box 99581 R, Los Angeles, CA 90069.

## Information You Need

Current grtist info lall formets), daily colender, much morel
Pro bi.weakly service . Free sample issue: GALAXY, Box 20093-C. Long Beech CA 90801. (213) 438-0508.

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| 5804 . | $5804-\mathrm{D}$ T

$381-4779$.

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CA 93711 or

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vearch 925.00 Call (812) 8892907 or write R2, Box 25-A.

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onatiners, inphormation end gipht. Just $\$ 20011$ PHANTASTIC PHUNNIES, 1343 - Strariord Drive, Kent 444240


## Openings

Operations Manager needed for 105,000 watt FM in beeurful Southern Calfornia coastal market. On-sif work will be key
$337-7504(9-28)$

WFMB/Springifield, 6 replacemente for 2 full time air people who have beft for larger merkets. Send tepe, resume and selary requirements to Jim Moore, WF
820 Myers Bldg., Springfield, IL 62701 EOE (8-28)
WANTED: Aftemioon ditiver personality for Pop/Aduh format. MO experience helpful. Tapes and resumes to Kurt Scheeffer, WFUR, 1880 Plain Ave., Aurore, iL 60505
EOE M/F ( $9 \cdot 28$ )

Opening for a "woll organized" Nawe Director, Fan tostic opportunity. Satellite to two major markers. Miniand reaumer to Johr Fager, PD, Sucer Q-103. Box Q103.
Grnsonville, MD 21038 (9, 28)

Callfomio besed oroup senks music/reseorch
director for contsmporany formats. No nifr/pro director for contemporany duction required, but applicants should be experienced in all types of audience and munic re search. Programming experience helpful. Excel lent opportunity with young, expanding com-
pony. Detalled resumes and lettors to: Radin 6 pony. Detailed resumes and lettars to: Rading
Records, 1930 Contury Park Went, Box 160 . Los Angeles, CA 90087 . EOE.

WAVELLOulsville, KY now nccnpting tapes and ras Umos from top notch Pop/Adult communicetorn. Full thon ace. Minorities and famales encoureged to apply. Send tocien, resumos and inferancie to Mark to apply, Box 32970, Louisville, KY 40232. No celle pleseso. EOE
M/F (9 28)

## Positions Sought

Experianced MOIDJ with 1 st phone, dedicatad and loval with 10 yrs experiance in record industry, Looking
for on-sir position in Las Vegas area. Call J.C. SIMON (702) 452-3906 (10-5)

Midday man at 60,000 wott MWVAWheeling W looking for full time on-eir position in medium marker
Pop/Adut or Country. Call KEN SIBURT berween 10arn Pop/Adutr or Couner. 232-1170 (10-5) 5pm Mon-

Fomale jock axperienced and avallable for work
Los Angeles. Cell (213) 532-1048 (10-5)
Porsonality who sounds very bright, natural and com municates one-to-one. Available immediately. $3 \%$ yre
experiance in Midwast with Top 40 end Pop/Adult experiance in Mo wast with Top 40, end Pop/Adult ing (402) 477-6755 end esk for JACK. (10-5)
For sale: 1 allghtiy used PD, discerded by e new GM Healy air work, production, operations. Profer centr
Pennaylvanlo. Will relocete. Call (717) 299-4613. (10-6)

Obviously not your average Pop/Adult personality work har Gnd teke direction. Cell MARV at (315) 342 -2503. You'll heer what thousends of central New Yorkers elreedy know and love (10-5)
Automation wiz reedy to breathe the life Into you top 50 market station's air product. Do great live work shif plus FM/PD. Expenence with Drake-Cheneult en other syndicators. Serious offers only please. Call MIK LENNEN (215) 253-6895 (10-5)
Sportacaster looking for a shot in medium or large sports minded, let's telk. Call DOUG ot (313) 984-8922 (10-5)
J.J. JOHNSON looking for air talentproduction promotion director positton. Expenence in copywiting,
news and telk ahow host. Cell (209) $484.3209 .110-5)$

Talk show host, interviewer, foeture news reporter, AM/PM drive personslity, Clessical/Jezz epecialist look ing to relocete in merro Peclfic Northwest. THEODORE GARRET LENIO, Box 8143. Aspen, CO 91811 or cell (3031925-7010(10-5)
Female personality, professional in Pop/Adult with experience in Top 40 and Countr. Merkers, smail (305) 482-5479. (10-5)

Experienced profesilonal air personality. Hard work ing, can pull good numbers for you. Will relocate. Cell
CHARLIE PHILLIPS (617) $527-5803$ and leeve message CHAR
$(10.5)$

Personality entertainer with 9 yrs expertence look ing for Adult Contemporary/Top 40 opportunity. Pre errenged "bits" and "shows" geared for either drive time
Pleese cell MIKE RYAN ot (612) 738.9686 efter 6 pm CDT. (10-5)
Announcer 15 yrs experience, good volce, 1 st ticket Heve worked Country and Pop/Adult formets. Can do
production end e good newscest. Prefer to stay in Flor ide but will relocete to enother state in the Southeas or Gulf Coest. Cell BILL SMITHSON (305) 448 - 1260
"Major Market Comedy Teem" rwo-man show look ing around for AM or PM drive position. Call for dem
(313) 341.6400 (10-5)

Califormle only. Humen sounding medium paced con temporerv jock. 7 yrs mejor and madium merkets. Currently programming in Mldwest, seeks jock or progrem
ming position. Cell efter 2 pm at (415) 341 . $6934(10-5)$

ALAN SELLS, formeriy of WTUEIDenton for pest 5 yre, looking to move up. Currently seeking jock position cinnatl ares, or South or West, or programming position in e amaller
9538 ( 10.5 )

20 yre experience, heew Country. Good voice and knowladge of major market. Currenty MD WCXI/Detro ralocate. Contact R.T. GRIFFIN at (313) 229.2881 (10-5)

Juat changing, Moving from LA. to Michigan. Top rated personality will be in Michioen at the end of the month, ready to work. AOR, Disco, Jazz and REB experience, Contact SQUIRE TEE, 19444 Lelaure Ave., Detroit, M
48224 or call (313) 341 -8237 evenings. (11-E)

College graduate, melored in communicotions studies
ot Univeraity of Detroit. Looking for DJ position. Will admpt to formar. Prefer Michigan or Ohw nren. Call HARRY
at (313) 522.0144 . Tapes and resumes upon requent

## (10-6)

MARK WAYNE, moming drive, midday PM drive, PD. MD and production. Pop/Aduth and Country. 10 vre , good worker, ocod murnbers. Woudd like this to be my tnst move,
but don't want to be ellibible for food stamph. Working in Providence, RI, Call before 10 m or nfter 5 pm EST ot (4011) 942-3842 (10-5)

If you're looking for a klllar lote nlohe lock, when a mmooth up-tampo delivery with medium markat experkAt. Please call RAY ROGERS at (601) 843-2488 TuasFribeforo 12 noon, (105)
STEVE JONES, hard working jock with knowledgo of music, experienced in naw with good production skilita randy to movn up from nmall marker to stention in medium or ingoe manket. Willty to matociere prafernbty ing the Sounth want, Presantly amployed at KADS/EIK CIty,
Call (405) 2252384 or (405) $2253333(10-5)$

## Positions Sought

Announcer 5 yrs experience, lest 4 in medium marker. mojor market suburben. Emploved, married, looking for
atebility. Call CARL at (518) 477-8169 after Bom (10-5)

BRUCE ARTMAN is bock seeking a steady position with a winning taam and willing to put in 110 多 to do this.
Experienced $\mathrm{DJ} /$ /naws/production. Let's telk. Call (213) Experienced DJ/I
$430-6957 .(10-5)$

KEN E. MARKS la looking for $a$ Top 40, P/A or Disco gig. Just beck from Reno. Super production - will ravel. Whte or call. 9315 Certaraugus Ave., Los Angeles, CA 90034 or (213) 838.5384 after 5 om . (10-5)
Very mellow but polished black jock looking for firs big braek. Can do any format. Need a job instead of raf JERRYL. (914) 941-3035 doys (212) 788-1328 evenings Call now. (10-5)
TEN-Q's BOYD. R. BRTTTON is avaibble for full or pert time ali work of eny type in Southern California. Prefe
lunetic role. Awerd-winner, unique, call (213) 396-2860 l(10-5)
lune. Awerd-winner, unique, call (213) $390-2680$

FOR SALE: YOu can heve one working, expenenced DU He's looking for a station to establish himself and give It all he's gor. Call now before this short supply runs out
GARY in the momings: In NJ (201) $869-8082$. Elsewhere (201) $869-8082$. (10-5)

MIKE BUTTB, former morning drive ar K 100 /LOB Ange les, KCBO/San Diego, KIMN/Danver, KDWB/Minneapo lis, afternoon drive at WTIC/He
Please coll (817) 382-5789 (9-28)

JEFF CONRAD, former K108, WIRK seeks mornings or other slot with medium or major merket station that requlres outregeous personality. Cross between Don
Imus, Steve Dahl \& the Greesemen all rolled into onel Imus, Steve Danl $\&$ the Greaseman all rolled into onel
Phone bite, sound effects, etc. $A$ "wild $\&$ crary" guv, Phone bits, sound effects, etc. A "wild
Call(305) $968-7250$ for tepe and fesume.
"Attention Midwest:" Availabla now, 16 -yr program veteran. More than music man, experience in all phases of programming. Experlence includ les WhF, KBCa KLWN. license renawais, budgats, CAE STEVENS 1815 877-9755 (9-28)

Experienced female looking for full time or pert timo on-bir end/or production position. Good knowledge of music, great volce. Prafor Southeast Florida. Plasse call (305) 940-5007 anytime. (9-28)

Former Nows Director for WHHY Beaks e simlar position. Will rel
269-9428 (9-28)

ALISON BLOCK formeriy of KFMI, currently jock e KATA, seeks opportunity at medium market AOR ste tion. Strong. comfortable volice, production beckground, $31 /$ vrs experien
$668.5307(9-28)$

HARV BLAIN former PD WDAR/Springfield, IL end WFRLFreeport, IL is looking for a PD/MD position. Pre fer Midwest. Call anytime (217) 787-9474 (9-28)
GARY TEE, MD for WAMT, formeriy WRMFIT Trusville FL hooking to do Top 40 Rock ' $n$ ' Roll for medium o major market. Over ( Yrs experiance.
work for a team. Cell (305) 288 -0073 ( $9-28$ )

8 yre expariance in programming, production and muslc. Currently PD at No. 1 stetion in merket. Ready for challenge of medium or major markot Top 40 Please call ehe oll Mil for GARAY O'NELL. (1-28)
Minority Jock with Top 40, AOR and Disco expe rience, willing to relocate to Southeest or Southwester rience in music research for a top Chicago station. Call BILL MORGAN (312) 521-3022. (9-28)
GREG BANDB, Sen Dlego jock with 1 yr pro, 2 yo college agement. Prefer AOR, Pop/Adutt, Top 40 in West, but agement. Prefer AOR,
willing to move. Coll 71 ) 7442045 ( $(-28)$
TALENTED AND BORED. General marker diac jockey looking for position somowhere on East Cosst. Familie witous enculities. Contact JOHN JOHNSON at (212) 680-817i (9-28)
7-yr pro avallable immediately due to anle of atation Formeriy PD and MD in both Contemporary and Coun In. Mortied, hardworking and

Mejor market personality who doee excelent pro Miscellens

## Miscellaneous

14KONG Pon/Adulf for the San Jomquin Valiov meede tect Andr Toylor, MD, Box 3329, Vianlio, CA 93277 o call (209) 734 -5812, 110-5)
KLOM/Lompoc, CA needn Top 40 nervicn from all majo labelf. Send to K)
CA 93438 (9-28)
WNNC/Newton Conover, NC, the Cntnwabn Volloy No. 1 P/A station nuëds mancice trom nll Inbalin for P/A Ouco $G$ Janz Sand
NC 28658. (9.28)
WREADAvion. TN looking for rocord sarvice from all lebele, aspecially oldien. Send to WREA Radio, Box 46 Deyon. TN. (9-28)


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

## COMMODORES

Still (Motown)
69\% of our reporters on It. Moves: Up 71, Seme 23, Down 0 Adde 30, inctuding 98 KX, F105, WRKO, Q102, KRLA, KF, B100, KJR, KC101, WHYN, KELP, Y103, WLAC, KENO, KRQ, WJBQ, KILE, KDVV, KDZA. Soe Parallels, charts at number 27.

## BARRY MANILOW <br> Ships (Arista)

60\% of our reporters on it Moves: Up 0, Seme 0, Down 0 , Adda 107, including WFIL, WCAO, WPGC, Z93, Y100, WLCY. WLS, CKLW, KSLO, KBEQ, WGCL, WOKY, KEARTH, KRLA, KIMN, WBLI, KC101, KXX106, WHBQ, WNCI, KMJC, KCPX. See Parallels, charts at number 28.


Recent releases with airplay reported by at least 50 of our reporting stations are listed in order
of their activey inokate how many of our reporters are on the recora enis week (100) and texample: 100/25) many added it this week (25). "Moves" are broken down for each reard of those 100 now many statlons moved ene song up on their charts. held it the same ron to on and Indicate how etc 1 , moved it Down on their charts, or Added it this week. Complete alrplay activity on all songs ilsted in now a active can be found in the paralleets.
JIMMY BUFFETT "Fins" (MCA) 104/18
Moves: Up 66, Same 20, Down 0, Adds 18, including WGCL, KFI, KIMN KOPA, WSGA, WHBQ, WRVQ, WVIC, WHB, KMJC, KCPX, KGW, 29317 13. 940 8-4, WLCY 8.5.

ANNE MURRAY "Broken Hearted Me" (Capitol) 98/14
Moves: Up 56, Same 29, Down 0, Adds 14, including KOPA, WBBF, JB105,
140, WAXY, WOW, KTAC, KGW, KRO 14Q, WAXY, WOW, KTAC, KGW, KRQ.
KC \& THE SUNSHINE BAND "Please Don' Go" (TK) $88 / 18$
Moves: Up 67, Same 12, Down 1, Adds 18, including CKGM. B100, Q106, KAUM, Y95, WGH, WISM, KFXM, KRSP, WPGC 22-19, Y100 1-1, Q 106 14-9, KBEQ 30-25, KEARTH 13-10, KOPA 24-20.
JOHN STEWART" "Midnight Wind" (RSO) 84/7
Moves: Up 62, Seme 23, Down 2, Adds 7, CKGM, KRBE, CKLW, KSLQ, KZ93, KHJ, KCPX, 96 KX 16-13, Q102 20-18.
MICHAEL JOHNSON "This Night Won't Last Forever" (EMI/ Amarica) 80/14, Moves: Up 57, Seme 14, Down 5, Adds 14, including 94Q, CKLW, KDWB, WFBR, WHYN, KTSA, WGH, KSTT, KRSP, KWIC.
JOHN DAVID SOUTHER "You're Only Lonoly" (Columbia) 85/23, Moves: Up 40, Same 22, Down 0, Adds 23, including WRKO, KRLA. WBEN-FM, WKEE, WJDX, 92Q. WNOX, WOW, KERN, KRUX, WERC, WISE,
WRBR.
LAUREN WOOD "Please Don'i Leave" ME) 81/24
Moves: Up 34, Deme 23. Down 0, Adds 24, including WFIL, WREZ, 293, WLCY, WBLI, WKEE, KLIF, WAPE, KWEN, KFXM, WTSN, WERC.
BOB DYLAN "Gotta Serve Somebody" (Columbia) $75 / 21$
Moves: Up 33, Same 20, Down 1, Adds 21, including CKGM. WOLF WKBO, KLIF, WAPE, WAYS, KSTT, WOW, $91 \times$, KTAC, V100, KSEL. BLONDIE "Drearning" (Chrysalls) 73/32
Moves: Up 15, Seme 26, Down 0, Adds 32, including $96 K X$, WPEZ, CKGM.
Q105. KFRC, KJR. WAXY, BJ105, WSGA, 95SGF, WBBQ, WLAC WAYS Q105, KFRC, KJR, WAXY, BJ105, WSGA, 95SGF, WBBQ, WLAC. WAYS,
WVIC, KOFM, KMJC, KERN, KJRB, KRSP KRUX, WVIC, KOFM, KMJC, KERN, KJRB, KRSP, KRUX.
ASHFORD \& SIMPSON "Found A Cure" (WB) 58/6
Moves: Up 36, Seme 11, Down 3. Adds 6, WAEB, KAUM, WFMF, WRJZ,
KSTT, KWEN, WPGC 24-21, KRBE 13-12, Y100 15-12 CKIW 17-15 WOKY
KSTT, KWEN, WPGC 24-21, KREE 13-12, Y100 15-12, CKLW 17-15, WOKY
24-21, WFBR 13-9, JB105 29-20, Y103 37-30, 92X 37-21, KX104 26-19.
Moves: Up 27 Season To Be" (Kirshner) 54/1
Moves: Up 27. Same 25. Down 1, Adds 1, WZZP, 96KX 24-20, WPEZ 24-21,
Z97 23-22. KMJC 23-21, K104 25-20, WANS-FM 33-29, 297 23-22. KMJC 23-21, K104 25-20, WANS-FM 33-29, WEAO 17-11, KBOZ
14-11.
CHEAP TRICK "Dream Police" (Epic) 52/15
Moves: Up 14, Same 23, Down 0. Adds 15, including CKGM, WLS, B100. KJR, WKEE, 95SGF, WVIC. KJRB, 14WK, WISE, WROK, KCBN.
ELTON JOHN "Victim OF Love" (MCA) $52 / 11$
Moves: Up 19, Same 22, Down 0, Adds 11, including WOLF, WBBF, PROFM, WKBO, WLAC, WCGQ, WKXY, KWIC, WSPT, KBOZ, WTIC.FM $32-27$ WSGA 24-20. KRUX 36-31.
BRENDA RUSSELL "So Good, So Right" (A\&rM/Horizon) 51/11
Moves: Up 30, Seme 10. Down 0, Adds 11, including WFIL. WPGC, KC101,
KRLA 20-17. KIMN 4-4, WFBR $16-13$. WYRE, WAKX, WCAO d-30, $94030-26$
CHRISTHOMPSON
CHRIS THOMPSON "H You Remember Me" (Planet) 48/17 Moves: Up 21, Seme 10, Down 1. Adds 17, including 293, WLCY, KBEQ WSGN, Y103, WLAC, WOW, KING WAAY, WFOX, FM99, KCBN, KODI, 940 10-6, CKLW 9-5, KWEN 17-14. WLBZ 30-25.

## Others Getting Significant Action

KISS "Sure Know Something" (Casablanca) 4719
Moves: Up 30, Same 8. Down 0, Adds 9, KSTI, KOFM, WOW, WGUY WLBZ, WFOX, WTMA. WRKR, KDZA, WRKO 22-18, KRBE 23-20, Y100 29-26, KOPA 30-27, WBEN-FM 37-31, 140 8-7, KX104 20-17, FM99 7-4.

19-17

## , matace.esis NATIONALAIRPLAY/30



Black circled numbers indicatesignificant aptics compiled weekly from our Top 40 reporting stations.

## MOST ADDED <br> \section*{BARAY MANILOW "Ships" (Arista)}

STYX"Bebe" (A\&M)
BLONDIE "Dreaming" (Chrysalis)
COMMODORES "Still" (Motown)
LAUREN WOOD "Pleese Don't Leeve" (WB)

## HOTTEST

## HERE ALPERT "RISe" (AEM)

MICHAEL JACKEON "Don't Stop 'Til You... (Epic) COMMODORES "Sail On" (Motown)
KENNY ROGERS "You Decorated My Life" (UA) M"Pop Muzik" (Sire)

MAUREEN McGOVERN "Different Worlds" (WB) 4211
Moves: Up 21, Same 11, Down 9, Adds 1, KSLQ, F105 13-8, WRKO 20-16, KVIL 20-14, KEARTH 29-25, KFI 28-25, SUPERTRAMP ${ }^{\circ}$.
Moves. Up 12 Sp Take The Long Way Home" (A\&M) 39/16
WHHY, KDWB 16-13, KUPD 20.12, KLUC 10-5. CRYSTAL GAYIE ".
CRYSTAL GAYLE "Half The Way" (Columbia) 35/9
Moves: Up 21, Same 5, Down o, Adds 9, WFIL, KRLA, KFI, WFMF, WKIX, KMJC, WCIR, WAKX, WEAQ, $14022-19$
KTSA 19-14, KXX106 27-23, WERC 24-18, KODI 17-10, FRANCE 1011 "C-23, WERC 24-18, KODI 17-10.
Moves: 17 "Come To Me" (Prelude) $30 / 7$
18-13, Y100 6-5, KEARTH 7-4, KRLA 5-4, WBLI29.15, JRO, KWEN, KJRB, WSEZ, WTMA, FM99, WABC 14-11, WNBC STEPHANIE MILLS "WRLA 5-4, WBLI 29-15, PRO-FM 11.7, KHJ 16-9
STEPHANIE MILLS "What Cha Gonna Do With My Lovin" "o (20th) $30 / 1$
MARY MACGREGOR " 6, Adds 1, KVIL. JB105 15-9, KLIF 28-23, KELP 19-10, KHJ 12-10, WFLB 5-4.
Moves. Up 18 Ser
ELO "Confusion" (Jet) 25/19
Moves: Up 2, Same 4, Down 0, Adds 19, including KRBE, WBEN-FM, WBLI, WKEE, KXX106, KLEO, Kz93, WOW KRUX, K104, WFOX, KKLS, KODI.
ALAN PARSONS "Damned If I Do" (Arista) 25/12
Moves: UP 5, Seme 8, Down 0, Adds 12, including WPEZ, KIMN, Q106, KSTT, WZZP. KRKE-FM, WFBG, KQWB.
FM.
CRUSADERS "Street Lifo" (MCA) 25/4
Moves: Up 12, Same 7, Down 2. Adds 4, KEARTH, WKEE, KING, WHEB, Y100 20-16, KBEQ 37-30, KFRC 28-20
EDDIE MONEY "Get A Move On" (Columbia) 24/1
Moves: Up 11, Same 10, Down 2, Adds 1, KORL. CHUM 19-18, KIMN 29-27, BJ105 18-14, WZZP 23-20, WERC 22-15,
KKXL 22-17.
WHO "5:15" (Polydor) 21/5
Moves: Up 3, Same 13. Down 0, Adds 5, 96KX, WPEZ, KFI, KTSA, WXIL.
DR. HOOK "Better Love Next Time" (Capitol) 19/15
KERM: Up 2, Same 2, Down 0, Adds 15, including WOKY, Z98, BJ105, WNOX, KGW, WFBG, WTMA, KFXD.
Moves: Up 8, Seme 6, "Rainbow Connection" (Attantic) $19 / 4$
KEEL 20-13.
GLORIA GAYNOR "Let Me Know (I Have A Right)" (Polydor) $19 / 1$
Moves: Up 8, Same 9, Down 1. Adds 1, KRLA, F105 on. WLCY on, KTSA 27-23, WSGN 29-23, WHEB $40-36$
DIANA ROSS "The Boss" (Motown) 19/0
Moves: Up 10, Same 6, Down 3. Adds 0, K VIL 18-17, Y100 12-10, WOKY 19-18, KLIF 24-22, WAXY 22-19, WNOX 12-6,
WCIR 10.7.


[^0]:    Dog owners can now purchase the "Portable Poochie Pottie," a device featuring a bag and harness that, when strapped on the canine, acts as an automatic pooper scooper. According to a mail-order ad in the New York Times, the patent-pending apparatus is "easy to use and won't hamper your dog's movements." Available from Poochie, 1332 Mar ket St., Linwood, PA 19601 . Cost: $\$ 9.95$ plus $\$ 1.25$ for shipping and handling

