## INSIDE R\&R:

Fowler Speech Stirs Spectrum Fee Debate: FCC Chairman delivers strong deregulation, user fee messages, but broadcasters backpedal on the fees issue.

Radio On The Map - ADI
Vs. Metro: Radio executives debate the merits of rival market measurements for ratings purposes

Arista Ups Two Promotion Executlves: Rick Bisceglia new A/C Promotion Director, while Robyn Kravitz heads new Modern Music Department

Buckley Promotes Michael Schaefer \& Ken Trimble To VP: WSEN/Syracuse Manager and WDRC/Hartford Operations Manager elevated

The Great Record Glut Of Fall 1982: A look at recent RaR charts shows an unprecedented profusion of Breakers, caused by more priority product out at one time than anyone can remember. CHR and Country radio programmers and top promotion executives analyze the situation and propose solutions . 18, 32

Selling By The Telephone: Smiling and dialling may produce sales results for stations that even in-person contact can't generate.

Alan Anderson Becomes WPIX PD: Takes New York A/C's programming reins from WAIA \& WIOD/Miami.

Good Sports in A/C: Jeff Green details four imaginative sports promotions, including an elaborate "Fantasy Football" extravaganza at KFMB/ San Diego

## Ray Quinn \& BIII Thomas

 Helm WQEZ \& WCRT: WRKA/Lovisville manager and WRVQ/Richmond PD move to Capitol's new Birmingham stations.
## Return Of The AOR

Consultants' Debate: Lee Abrams, Bob Hattrik, Jeff Pollack, and John Sebastian in a lively round-robin discussion of the format's currently pressing issues

## NEW POSITIONS FOR TAYLOR, PETERS

## Patton Chairman As Bonneville Restructures

John Patton has been promoted from VP/GM to Chairman/CEO of Bonneville Broadcasting Systems in a restructuring of the Easy Listening programming/syndication company. Marlin Taylor, who was President of BBS, has signed a new longterm contract as President/Creative Director of the company's New York division. At the same time, Darrel Peters, who brought his Chicago-based FM-100 Beautiful Music format into BBS in August, has been named President of the Chicago division.

Patton, who joined Bonneville in 1981 following a term as President of RAM Research and a number of management positions in radio, commented. "This new manage ment structure will set the stage for our growth over the years
ahead. With Marlin in New York and Darrel in Chicago, the superiority of our creative product is assured. My concentration will continue to be on the proper marketing of our services to both current and new clients and continued development of a strong support staff."

## KMOX-FM To Become "Hitradio" KHTR

KMOX-FM/St. Louis revealed its plan to officially discontinue its current "soft rock" direction for a new CHR format called "Hitradio," beginning January 3. (WEEIFM/Boston, also a CBS station, switched from soft AOR to its own version of "Hitradio" in mid-

October ( $\mathbf{R \& R}$ 10-15).) Concurrent with the format switch will be a call letter change to, appropriately enough, KHTR, pending FCC approval. The station has been evolving toward a contemporary sound for the past several weeks. Explaining the transition on beat KLAC/Los Angeles, was appointed President of the Metro media Radio Division this week effective November 1. Brazell replaces George Duncan, who gives up the title to devote more time to his duties as Senior VP/Operations for Metromedia, Inc., the broadcast group's parent company.

## WKSZ Signs On In Philly

## WFIL's Chandler To Program Market's Second "Kiss"

WKSZ/Philadelphia (Media) will sign on within two weeks, bringing the former WXUR back on the air after an absence of more than eight years. WKSZ principal and President/GM Dan Lerner explained the situation to $\mathbf{R \& R}$, "Our company applied for the license in May of 1974. We went through a comparative hearing at the FCC which took seven years. We applied for our call letters a year ago, at the time we were granted the construction permit."

Kris Chandler will program the Adult/Contemporary format of WKSZ, having resigned as Operations Manager at WFIL/Philadelphia. Chandler told R\&R

"We'll be more adult than contemporary ... our target demo will be $30-55$. Everything is all brand new - tower, transmitter, equipment. With 50 kw , this is the kind of thing you dream about in radio."
However, WKSZ's pending debut is not without controversy, as the station has announced its intention to use the slogan "Kiss 100." WUSL/Philadelphia switched its Country format to Urban/ Contemporary two weeks ago ( $R \& R$ 10-15), adopting the on-air identity of "Kiss 99." Lerner commented, "Our plan from the very beginning was to call ourselves 'Kiss 100,' and we've been marketing the station as 'Kiss' for a couple of months now. We feel we have established first use of the name in the area, and we're in the process of taking formal action to protect our use of the 'Kiss' slogan.'

## DC101 Decides Against Playing Benatar LP - At All

DC101/Washington will not provide the test case for Chrysalis Records' new anti-album-tracking policy (R\&R 10-22) by playing the label's forthcoming Pat Benatar LP in its entirety. Instead, the station decided late last week not to play the album at all.
In a prepared statement, DC101 VP/Programming \& Operations Don Davis asserted, "If Chrysalis Records plans to direct radio stations as to how their product can be aired and these directions are in direct contrast to DC101's programming policies, DC101 will not air the product in any form."

Last week Chrysalis claimed its compilation copyright would be viclated by radio stations airing the label's albums in their entirety, and indicated that if DC101 went ahead with plans to do so, legal action might ensue.
Davis amplified his previous statements to R\&R: "I think there are two losers in this whole thing: our listeners and the artist. Chrysalis has apparently chosen to forget that DC101 broke Pat Benatar in Washington three years ago. Apparently that doesn't count to them." Chrysalis VP/Promotion Jack Forsythe

## Brazell Named President Of Metromedia Radio

half of CBS Regional VP and KMOX-AM \& FM GM Robert Hyland, KMOX-FM Station Manager Tim Dorsey told R\&R, "We're already using the term 'St. Louis's Hit Music Authority,' and PD Ed Scarborough is working on the gradual implementation of the 'Kitradio' form. This will not be a 'Hot Hits' station like CBS FM sister stations WCAU-FM/Philadelphia and WBBM-FM/Chicago, and (consultant) Mike Joseph will not be involved at all. In fact, there are many dissimilarities between 'Hot Hits' and what we'll be doing. The energy level here will not be as high, and the turnover times are not as fast. However, we will be em phasizing current hit music, and we'll be using a new jingle package. The target is primarily 18-34."
Dorsey did point to the rapid growth of WCAU-FM and WBBMFM as leading factors in the decision to change format. "We would be blind not to see the success of these stations. Also, our focus groups and local research indicated there was nobody doing $\mathrm{kmox} /$ see Pese 36
responded, "If DC101 had enough concern for Pat as an artist three years ago to help break her, I don't know why they don't have concern for her now about damaging sales of her album."
Commenting on the albumtracking issue in general, Davis said, "Reports in R\&R say that less than $20 \%$ of all home taping involves radio at all, and no one has proven that this $20 \%$ has positive or negative value to the industry. Who wants a tape of a record album with our jocks talking over the intros, a stop set in

DC101/ See Page 36

Carl Brazell, who joined Metro media 13 years ago as a newsman

In addition to naming Brazell as his successor, Duncan also appointed Vicki Callahan as Executive VP of the Radio Division. Callahan had been Eastern Re gional VP and Brazell was Western Regional VP
Brazell told R\&R he anticipates no immediate changes in the Radio Division. "The primary challenge will be to keep it on the course it's been on, to keep the stations as successful as they have been."
Brazell said the impending sale of WMET/Chicago to Doubleday Broadcasting creates the first vacancy in Metromedia's 14 -station lineup in some time, and he will be looking to buy "the right station in the right market" as a replacement. Should the FCC lift the 7-7-7 ownership rule, Brazel

BRAZELL/ See Page 36
Birch Report
Summer Quarterlies

## Detroit

WJR Leads WRIF By Two; WUZ Close Third; WHYT Debuts

Pittsburgh
KDKA Off Five, But Still Tops WBZZ, WAMO-FM, WXKX Rise

Minneapolis-St. Paul WCCO Leads; KSTP-FM And WLOL Close Behind; KDWB-FM Top AOR

## Seattle

KISW Slips, Holds Lead; KIRO Second; KZOK Up To Third

## Cincinnati

WEBN Remains No. 1
WKRC Up To 2nd;
WCKY Gains Three
Phoenix
KDKB Alone On Top; KTAR Gains; KOPA-FM Increases With A/C

## Indianapolis

WFBQ Loses Four WIBC Now First; WFMS, WENS, WIKS All Up

## Hartford

WTIC-AM \& FM Both Gain To Dominate Market; WWYZ Improves
For complete results, see Page 12.

# $S U P E R T R A M P$ <br> "...famous last words...." <br> <br> THE LAST WORD IN MUSIC <br> <br> THE LAST WORD IN MUSIC <br> <br> ON AEM RECORDS AND CrO ${ }^{2}$ AUDIOPHILE CASSETTES <br> <br> ON AEM RECORDS AND CrO ${ }^{2}$ AUDIOPHILE CASSETTES <br> <br> TAPE MANUFACTURED WITH bASF PROFESSIONAL II CHROME TAPE. RECORD PRESSED ON KC-600 AUdIOPHILE VINYL. 

 <br> <br> TAPE MANUFACTURED WITH bASF PROFESSIONAL II CHROME TAPE. RECORD PRESSED ON KC-600 AUdIOPHILE VINYL.}

## this week . . 10 -2.:82

Washington Report
What's New
Networks/Suppliers/Reps Ratings: Jhan Hiber.
Sales: Jonathan Hall
CHR: Joel Denver
AOR: Jeff Gelb
A/C: Jeff Green
Calendar: Brad Messer
Picture Pages
Country: Carolyn Parks
Nashville: Biff Collie
Black Radio: Walt Love
Marketplace
Buckley Promotes Schaefer \& Trimble
Buckley Broadcasting has promoted Ken Trimble and Michael Schaefer to Vice Presidential positions. Trimble, who has been Operations Manager of Buckley's WDRC-AM \& FM/Hartford, was upped to VP of Buckley Broadcasting of Connecticut. Schaefer, General Manager of the company's WSEN-AM \& FM/Syracuse, was appointed VP of Buckley Broadcasting of New York.
Trimble has been with WDRC-AM \& FM for more than 13 years, and he will continue to oversee the daily operations of the two outlets. Schaefer, who has been in the broadcast/advertising field for ten years, first joined Buckley when the company purchased WSEN-AM \& FM in 1980. He told R\&R. "This is the first time I have been a VP, and I'm very pleased. The station's come a long way and I'm proud to be a part of the Buckley family.'
KRAVITZ NAMED DIRECTOR

## Arista Forms Modern Music Department

Arista Records has created a "Modern Music" Department, with Robyn Kravitz directing promotion for the new effort. Kravitz had been Arista's Associate Director of National AOR Promotion for the past two years following promotion positions at Ariola and ABC.
Richard Palmese, Arista's Sr. VP/Promotion, commented, "Robyn will be re sponsible for the overall direction of Arista's Modern Music Department. Through Robyn's leadership, imagination, and promotion, Arista has become the leader of the modern music breakthrough in the American market. Robyn's en-


## Hartenbaum \& <br> Kimball Become

## Westwood One VP's

Ron Hartenbaum and Richard Kimball have been promoted to VP/Director of Advertiser Sales and VP/Director of Artist Relations respectively at Westwood One. Norm Pattiz, President of the national program production and distribution firm, said, "Richard Kimball and Ran Hartenbaum are top-flight professionals who have


Ron Hartenbaum Richard Kimball tunity to reward key people and put WestWESTWOOD ONE/ See Page 36 TIMMER NEW PRESIDENT

International Management Changes At PolyGram
In a significant round of executive restructuring at PolyGram's European parent companies, Jan Timmer has been promoted to President/CEO of PolyGram BV/GmbH (the Dutch and German PolyGram companies which administer the firm's worldwide holdings). Timmer, who was Exec. VP, replaces Dr. Wolfgang Hix, who becomes Chairman of the German company's supervisory board and a member of the Dutch board. Timmer has POLYGRAM/ See Page 36
trepreneurial spirit is credited for this im portant breakthrough.'
Director/National AOR Promotion Mike Boone told R\&R, "Robyn will be more involved with the modern music of Arista than she has been in the past. She's evolving into a leadership position within the company. This title recognizes her efforts as being largely responsible for our breakthrough with bands like A Flock Of Seagulls, Haircut One Hundred, the Thompson Twins, and Fashion."

## Bisceglia Elevated To

## Arista A/C Director

Rick Bisceglia has been promoted from Manager to Director of National Adult/Contemporary Promotion at Arista Records. In his new capacity, he will continue to be responsible for the overall coordination and direction of the label's A/C promotion efforts.
Commenting on Bisceglia's efforts, Arista Sr. VP/Promotion Richard Palmese said, "Rick's accomplishments have been outstanding. He has achieved extraordinary results in both national exposure for our artists as well
 Rick Bisceglia倍 know that pick will of chart success. strate exceptional performance and I am delighted he is with us."
Bisceglia, who joined Arista as Manager 17 months ago, told R\&R, "I am very grateful for the continued support that Arista has given me, and the fine direction from (National Singles Promotion Director) Lana Dengrove and Richard Palmese. This recognition is a further reinforcement of Arista's commitment to A/C.'

## Travis Named PD At Country KOCY

Ron Travis has been promoted to Program Director at Country-formatted KOCY/Oklahoma City. He'll continue to handle the af-ternoon-drive shift which he has occu pied since joining the station from KOMA/Oklahoma City last May. Travis admitted to R\&R, "I was surprised this is not just a title (KOCY \& KXXY Operations Manager)


Capitol Broadcasting will shift WRKA/Louisville VP/GM Ray Quinn to its newly acquired WQEZ \& WCRT/Birmingham once FCC approval of the purchase is granted. Quinn announced that current WRKA GSM Joe Koetter will replace him as VP/GM in Louisville, and WRVQ/Richmond PD Bill Thomas will join Capitol as WQEZ's new Program Director.
Quinn told R\&R, "We have every intention of spinning the AM (WCRT) off as soon as we can, and we've applied for the new call letters WMJJ for the FM. We expect FCC approval of the sale in November, and we should be able to take over in early December." Capitol is purchasing the two stations from Magic City Communications for $\$ 3.4$ million ( $\mathbf{R \& R}$ 9-24).
Quinn gave Koetter a vote of confidence on his promotion at WRKA, "He's been my

## Quinn And Thomas To WQEZ \& WCRT Manager \& Programmer Set As Capitol <br> Takes Over Birmingham Stations

right-hand man for two years now as General Sales Manager, and he really deserves the position. He'll do a hell of a job." Commenting on Thomas's appointment as PD in Birmingham, Quinn said, "Bill is extremely well thought of at WRVQ and in the Harte-Hanks organization. Bigger companies than us have come for him, but he wouldn't move until we put the right deal in front of him. He's easily one of the woEZ/ See Page 36

## Anderson Appointed PD At WPIX

After seven years as Program Director for WIOD \& WAIA/Miami, Alan Anderson has resigned to accept the same post at WPIX/New York, effective November 8. Current WPIX PD Jack Miller will continue in his position during the transition.
The announcement was made jointly by WPIX VP/GM John Goodwill and Director/Operations Bert Gould. Goodwill stated, "Mr. Anderson brings 12 years of Adult/Contemporary experience to WPLX, and I feel certain his administrative strengths and music experience will go a long way toward making this station dominant in the New York market."
Gould added, "Having worked with Alan in Miami, I can certainly vouch for his experience and knowledge of music. I agree he will be a major asset to WPIX. This appointment indicates an obvious strengthening of our position as an A/C station.'

Anderson, who previously programmed WINZ/Miami before working at WIOD \& WAIA, commented to R\&R, "The challenge of the opportunity was too good to pass up, and I am delighted. You're going to see WPIX becoming much more aggressive in 1983, both from programming and promotional positions. John and Bert are firmly convinced that $\mathrm{A} / \mathrm{C}$ will be the growth format of the 80 's. That's my area of expertise, and I'm ready to win.'
No replacement for Anderson was named at WIOD \& WAIA.

## TRANSACTIONS

## Walton Buys KYSN \& KKCS In Colorado Springs

## Walton Radio, Inc. has purchased Colorado

 Springs stations KYSN and KKCS in separate transactions. The combined sale price for the AM and FM properties was listed as over $\$ 2$ million. AM station KYSN was sold by KYSN Radio, Inc., which owns no other facilities. KYSN operates at 1 kw day/500 watts night at 1460 kHz . The format was changed from CHR to A/C. KKCS, formerly owned by Mountaln Center Broadcasting, is 69 kw at 101.9 mHz . Mountaln Center also owns KCMNIColorado Springs.Walton Radio also owns KIDD \& KLRBIMonterey, and KDJW \& KBUYIAmarillo.

Leavenworth Stations Sold
For $\$ 1.7$ Million
KCLO Inc. has sold KCLO \& KTROILeavenworth, KS for $\$ 1.7$ million to Wodlinger Broadcasting, subject to FCC approval. Cecil L. Richards inc. brokered the transaction. KCLO Inc. also owns KFLA \& KULL/Scott Clity, NE and principal George Anderson is a part-owner of four other radio stations. Wodlinger owns no other broadcast properties.
KCLO is a 5 kw daytimer on 1410 kHz , while KTRO is a 100 kw facility at 98.9 mHz with antenna 410 ft . above average terrain.

Signal Media Buys
KMYO/Tulsa
Signal Media Corp., which owns KELI/Tulsa and KLRA/LIttle Rock, has purchased KMYOTTulsa for $\$ 650,000$, subject to FCC approval. KMYO will broadcast from KEL's "Broadcast Park" facilities.
KMYO was formerly owned by Broadcast In-
vestors Inc., and has 3000 w at 92.1 mHz .

## Fowler Steps Up Drive For Spectrum User Fees

FCC Chairman Mark Fowler stepped up his campaign for "user

## Eric Bernthal Offered Job

 Of FCC General CounselR\&R has learned that FCC Chairman Mark Fowler has asked communications attorney Eric Bernthal to become the agency's next General Counsel (GC). Reliable sources report that Bernthal is considering the offer, but hasn't yet decided whether or not to take the job.
Bernthal is a partner in the Washington law firm Arent, Fox, Kintner, Plotkin \& Kahn, concentrating on radio and television law. Prior to joining the firm ten years ago, Bernthal spent two years as a clerk in the U.S. Court of Appeals after graduating from George Washington University Law School in Washington, DC

## Eskridge Named <br> To NAB Radio Board

NBC Executive VP/Television Stations/ Radio Mike Eskridge has been appointed as the network's representative on the NAB Radio Board. He replaces Marion Stephenson, who retired. NAB President Eddie Fritts commented that Eskridge's "expertise in business, engineering and broadcast ing" will be an invaluable asset at a time when the industry faces numerous technical challenges.

## FCC Rejects Geller's Bid

To Keep WVCA/Gloucester
The FCC last week denied Simon Geller's petition for reconsideration of the Commission's May decision denying his renewal bid for WVCA/Gloucester, MA. The vote upholds the grant of Geller's license to Grandbanke Corp., which promised to serve a

## USA Today Spotlights Deregulation

USA Today, Gannett's nationwide daily newspaper which debuted last month, this week (10-26) spotlighted broadcast deregulation with a full page of coverage, including an editorial declaring that "today's technology and free marketplace can provide enough control. Let the next click turn off the FCC."
Also featured were man-on-thestreet interviews that found most people opposed to deregulation, fearing more commercials and less truth and balance.
In a blistering guest commentary, former FCC Commissioner Nicholas Johnson denounced Mark Fowler, saying his "pernicious ideology and superficial analysis is either fraudulent or pitifully naive." Taking the opposing viewpoint, NAB Chairman Bill Stakelin wrote that the greatly increased number of stations makes "a strong case for an unencumbered broadcast press."
larger audience, triple Geller's operating hours, and program a far greater amount of news and public affairs.
In the petition turned down by the FCC last week, Geller said he has increased his coverage area, more than doubled his onair time to over 93 hours a week, and will soon be able to devote five additional hours a week, or $5.3 \%$ of his broadcast time, to nonentertainment programming.
Unimpressed, the Commission said its rules don't allow a station in a comparative renewal proceeding to enhance its position with improvements made after the hearing designation.
fees" in a major policy address to the North Carolina Association of Broadcasters Monday (10-25).
Fowler is reportedly annoyed that few broadcasters have backed the fee proposal since he unveiled it at last month's NRBA Convention in Reno. This week's North Car olina speech was seen as a warning from Fowler that he doesn't intend to fight alone for broadcaster freedom. In fact, the plan this week won Fowler the nickname "the James Watt of the airwaves" from former FCC Commissioner Nicholas Johnson.
As envisioned by Fowler, broadcasters and all other users of the spectrum would pay a user fee to the government. In return,

## No Brownie Points Or Finger-Wagging

Here's how FCC Chairman Mark Fowler described the regulatory environment for radio and television he foresees if the public trustee concept were replaced by user fees: "No renewal filings, no ascertainment exercises, no content regulation, no ownership restrictions beyond those that apply to media generally, free resale of properties, no petitions to deny, no brownie points for doing this right, no finger-wagging for doing that wrong. For instance, if a broadcaster plays fast and loose with an advertiser or a ratings service, it'd be a matter for a local court, not a federal agency.'

## Trade Groups Oppose User Fees, But Disagree On Deregulation Strategy <br> Following Mark Fowler's speech on Monday, leaders of the NAB sider a fresh approach?"

and NRBA restated their opposition to spectrum use fees. Here are highlights of the two associations' positions:

- NAB sees hope for Collins-Broyhill-Cannon bills.
- NRBA disavows spectrum fees, renews call for 50-year license leases, and says NAB hopes are unrealistic.
- NAB's Stakelin accuses NRBA of trying to "wiggle off the hook" on spectrum fees.
"Broadcasters shouldn't have to pay for something that's rightly theirs," NAB Board Chairman Bill Stakelin told R\&R. NRBA also opposes spectrum fees, and its Board Chairman, Bill Clark of KABL/San Francisco, commented, "We are not in favor of anything that would be subject to escalation. We're in favor of a fixed fee concept. And when I say fee, we're talking about a contract that would give us definite benefits.'
Stakelin says NAB still prefers legislation now pending on Capitol Hill that would cement the FCC's radio deregulation into law and add First Amendment freedoms. Stakelin strongly disagrees with Fowler's statement in North Carolina that those bills are "gathering dust in the basement of Congress."
Stakelin told R\&R, "I think the bills are alive. I think they're going to be worked very hard during the upcoming Congress. We would hope to have them reported out and passed.'
NRBA Fears Industry Confusion,


## Readies White Paper

Clearly, NRBA is trying to disassociate itself from spectrum fees. Board Chairman Clark emphasizes that the idea informally advanced by NRBA and NPR on Capitol Hill last summer involved a 50 -year contract on broadcast licenses in return for deregulation and lease fees that could not be raised during the contract term. NRBA be raised during the contract term. NRBA
is about to issue a "White Paper" detailing its stance. Clark explains, "The reason for that is we think there's been some confusion in the industry about the NRBA proposal."
NAB Chairman Stakelin is less charitable. "NRBA has evidently come back within the fold. To me that's a 180-degree turn from their announced position. They're trying to wiggle off the hook because among
their membership there has been absolutely no support whatsoever."
Stakelin suggests, "Now maybe we can have nore meaningful dialogue and present a more unified case to the people on the Hill. Because I think one of the things that hurt the case of deregulation bills on the Hill was NRBA putting forth their spectrum fee suggestion.'
NRBA President Sis Kaplan retorts that NRBA has never backed spectrum fees, worked hard for the same bills NAB supports, but advanced its alternative because

## R\&R SPOT CHECK

w Bernard Mann, President of wOKX \&
WGLD/High Point and WKIX \& WYYD/ Raleigh: He feels the benefits Fowler speaks of are substantial enough to warrant use fees that are capped via a longterm contract. Gaining a property right in a license would enable stations to get bank loans far more easily, he's convinced.

- Danny Highsmith, VP/GM at WFAI/ Fayetteville: "My mind is open on the situation. I do know, however, that we want the deregulation and just might have to pay this fee to get it."
- Morton Cohn, President/GM of WCOS/ Asheville: Says fees would be a "camel's nose under the tent" in that they could be "raised every year or twice a year until they're something stations just couldn't live with."


## User Fee Finds Some Friends Among North Carolina Broadcasters

As might be expected, a spot check of North Carolina broadcasters following Mark Fowler's speech in Raleigh this week revealed some adamant opposition to user fees. But R\&R also found some supporters, as well as some open minds. For the first time, several broadcasters pointed out, fees are being linked to benefits for the industry.
the public trustee concept of broadcasting would be scrapped entirely and stations would be given almost total freedom from government control. Fees would be used to fund public radio and television.

## Deregulation Ball <br> In Industry's Court

Fowler clearly attempted to place the responsibility for achieving deregulation directly on the industry's shoulders. "U1timately, though," said Fowler, "it's up to you, the broadcasters, to decide whether such charges are sensible in the deregulation effort in Congress. You, not I, must decide whether to support them. For practically speaking, if you don't, Congress most likely won't. For my part, I think they're worth a look.
"The fee absolutely must be modest. I'm about as fond of big fees as I am of big government. And I oppose even considering a fee so long as the trustee concept remains intact."
Stressing that he is not a "cheerleader for user charges," Fowler called them "a starting point, a way to approach the problem." He added, "All I say is, isn't it time to con-
of the "political reality" that the bills are unlikely to pass the House.
Stakelin points out that at a recent meeting of the Texas Association of Broadcasters, an NRBA Board member, Hicks Communications President Steve Hicks, rose to say he opposes the contract fee idea and believes at least half of the other board members agree with him.
NRBA's Bill Clark responds, "The NAB has board members that are not in favor of every position the NAB takes. I'm sure the NAB had an awful lot of people who were very concerned about some of their recent actions. We don't expect that we're going to have a totally homogeneous board."
In other reaction, NPR Director/National Affairs Bruce Wolpe called the Fowler plan "very constructive," said it will "promote a useful and relevant dialogue," and added, "NPR is interested in exploring fully this alternative."

The giants of contemporary music have joined forces to create "The Girl Is Mine"


## Michael Jackson/Paul McCartney

Produced by Quincy Jones for encrows

FIRST WEEK OUT CHR \& A/C BREAKERS


Gauss Intros High Speed Tape Duplicator


A state-of-the-art high speed tape duplicator has been developed by Cetec Gauss. Through a series of improvements in electronics, design, and automatic componentry, the Series 2400 can duplicate music on microcassettes, and music on metal particle and chromium oxide cassettes It's also ideal for cassettes, 8 -track cartridges, and reel-to-reel (quarter-inch) duplication

Amplifier boards and a microprocessor aid in the production and quality control of prerecorded cassettes with the result being minimal noise in the duplicated effort. The Series 2400 is compatible with the Series 1200 and others in the Cetec Gauss high speed duplicating systems family.


## Women Live Longer, But Work More

Although women are outliving men, those extra years are being devoted to work and not leisurely pursuits. This month's issue of American Demographics points out that most men applied their 2.2 year life expectancy increase (between 1970-1977) to the luxuries of retirement, while their work life expectancy saw a negligible change. Women added 2.3 years onto their life span, simultaneously extending their time in the work force by five years.
Aside from the child-rearing years, males and females exhibit similar work patterns. As young adults they are working on a more steady basis and retiring earlier. But whereas men, on an average, leave the work force only two times, women average 3.3 times - either to raise a family or other familial duties. Women still have an edge, however. A man who became 16 in 1977 faces the possibility of 38.5 years of labor while his twin sister may spend only 27.7 years.

## Veggie Ice Cream

If you're into health food, yet still endure the cravings of a fickle sweet tooth, you may be able to lick it with the latest Parisian delicacy - vegetable-flavored ice cream. The Cristillina Company has concocted such mouthwatering tantalizers as beet, spinach, and carrot. Waiting in the freezer wings is sausage - current food laws prohibit its sale.

## Popular <br> Business

Perks Polled
It looks like three-martini lunches have been supplanted by financial planning as the most popular perk enjoyed by business executives today. A survey of 300 companies conducted by Thomas R. Conlon \& Associates found that almost half offer professional advice regarding investments, taxes, and other money-related concerns. Following that, the most frequently mentioned perks are company cars, medical exams, extra vacations, club memberships, supplementary life and health insurance, and executive dining rooms.

## Utopia, USA Unite For Live Cablecast

A live concert simulcast staged by the USA Cable Network and over 75 FM radio stations on Thanksgiving evening will feature Network's Utopia. In conjunction with this special event, the first live cable concert. Network and its distributor Elektra/Asylum are planning an extensive marketing campaign in association with USA, ericompassing contests involving local radio stations, cable systems, and record stores coupled with special-in store merchandising materials and co-op national and local print advertising. Beginning November 1, group members Todd Rundgren, Roger Powell, Kasim Sulton, and Willie Wilcox will cut radio and television spots for stations participating in the simulcast and the USA network, according to Utopia manager Eric Gardner, who devised the project

The concert itself will be staged at Rismiller's in Los Angeles from $8-10 \mathrm{pm}$ Pacific time. DIR Broadcasting is handling the nationwide radio simulcast. In addition, Universal Television has secured worldwide ancillary rights (syndication, broadcast, pay, video disc and video cassette) to the concert. Both record companies will work in cooperation with Universal when marketing of the rights begins early next year.

## WCI Charts Record Third Quarter

Net income rose $34 \%$, from $\$ 58.6$ to 78.7 million, while gross revenues gained $\$ 1$ billion from $\$ 872.3$ million in WCI's third quarter earnings report For the nine months ending September 30, net income increased $49 \%$, $\$ 224.8$ million from $\$ 150.7$ million, with revenues climbing from $\$ 2.2$ billion to $\$ 2.9$ billion
As in the past, growth was attributed to Atari's performance within the Consumer Electronics division. Recorded music and music publishing were down
again in both third quarter revenues (\$187.7 to $\$ 174.3$ million) and operating income (\$16.3 to \$8.2 million). This was blamed on a variety of factors, most notably home taping Despite that, however, WCl says this represents the 30th consecutive gain ing quarter for income from continuing operations and earnings per share, with this year's third quarter showing the highest quarterly earnings In WCI's history

## Musical Instruments Rocked By Recession

Industry and lay people alike are well aware of the setbacks suffered by record labels caused by the recession, home taping, and the growing popularity of computers and video games. Also adversely affected are the instruments that make the music. A recent Los Angeles Times article quotes figures from the American

Music Conference, which show that stringed instruments, like guitars and banjos, fell $48 \%$ to 1.3 million in 1981 from a 1972 peak of 2.5 million. Piano sales dropped $18 \%$ to 231,000 as compared to 1978's figure of 282,000 , while organs decreased in sales to the tune of 35\%: 131,000 last year and 202,000 in 1973.

[^0]WEJRE THE ONE FOR CONCERTS


## becording this week: <br> THE BOOMTOWN RATS, <br> JEFFREY OSBORNE \& SYLVIA <br> Alring the week of november <br> GEORGE THOROGOOD

## Networks/Program Suppliers

## MUSIC FEATURES

Global Satellite
Rockline:
Tom Perty (November 15)
Kenny Logains (November 22) eter Gabriee (December 13)
Innerview
Fleetwood Mac/P.1. (November 15)
Fleetwood Macprill il (November 22)
London Wavelength
BBC/London Wavelength:
The Who Special (November 15-December 20 )
Mutual

## (November 20)

op 30 Artists of All Times (November 27)
The Great Entertainers w/Johnny Cash Tribute (November 25-28) Dick Clark Christmas Party (December 24-25)

## Narwood

Country Closeup:
Lary Gatin \& Gatin Bros.
(November 22)
Music Makers
Anita O'Day (November 15)
Duke Ellington Tribute (November 22)
NBC
Source:
Rick Springtield Snowtime Simulcast
(November 21)
Hetwood Mac Weekend (November 19-21)
Linda Ronstadt Live (November 25) Who Special (December 3-5)

## RKO Networks

Hot Ones (IS, Inc.):
Forelgnar (November 15)
Musicstar (IS, Inc.):


Solid Gold Saturday Night (Dick Bartley):

Thas Novarer 201
Rolling Stone
Magazine Productions
Continuous History of Rock \& Roll:
Motown Rocks (November 15)
Guest DJ:
Carlos Santana (November 15) Rainbow's Roger Glover (November 22)

## United Stations

Country Music Countdown:
Gene Watson (November 19-21),
Marty Robbins (November 26-29)
Dick Clark's
Rock Roll And Remember:
B.J. Thomas (November 19-21)
Bobby Vee (November 26-29)

Holiday Speçials:
Chartie Daniels \& Friends (Thanksgiving) $x_{\text {mas }}$ With Oak Ridge Boys (Christmas)
Westwood One
Budweiser Concert Hour: Evelyn King (November 26-28)
The Countdown:
The Time (November 19-21)
Dr. Demento:
Thanksgiving Songs (November 19-21)
in Concert:
REO Speedwagon (November 19-21)
Live From Gilley's:
Moe Bandy (November 19-21)
Off The Record
WholPt. II (November 19-21)
Steve Winwood (November 26-28)

Pop Concerts \& Specials: Billy Joel (November 26-28) Rock Album Countdown:

Pat Benatar/Kenny Loggins (November 19-21) Billy Squier/Rush (November 26-28)
Special Edition:
Zapp (November 19-21)
Tavares (November 26-28)
ABC
Contemporary Net/
Spotlight Specials:
Billy Joel (December 19
Entertainment Net/
Silver Eagle(DIR):
MCA Show/Pt. I w/John Conlee, Terri Gibos (November 20)
Lewis (November 27)
Rock Net/King Biscuit (DIR):
Aprl: Wine (November 21)
Clayton Webster
Country Calendar:
Razzy Bailey (November 22)
Jerry Lee Lewis (November 23)
George Jories (November 24)
Hank Snow (November 25)
Eddie Rabbitt (November 27)
Emrrylou Harris (November 28)
Rarities:
Jimi Hendrix (November 22
Rick Springfield (November 24)
Yes (November 25)
Steey Dan (November 26)
Retro Rock:
Genesis (November 15)
Jefterson Starship (November 29)
DIR Broadcasting Net
Inside Track:

## Earth News

Toni Basil (November 15-17)
Joe Jackson (November 15-18)

## PEOPLE

- Roxy Myzal joins DIR Broad casting as Director/Station Relations. Prior to this she served as Manager/Affiliate Relations at Rolling Stone Magazine Productions.
- Mike Baer returns to TM Productions as General Sales Manager. He was most recently with FirstCom Broadeast Services. During his initial stint at TM he served as National Sales Director as well as GSM.
- Peter Hamilton, formerly a press representative for the NBC Radio Division has been upped to Administrator, Corporate Press, NBC Press Department. He's succeeded by Domenick Giofre who assumes the post of Administrator, Radio Press.


## NEWS \& INFORMATION FEATURES

AP
Special election coverage (November 2)
Ten-part serles "Keeping Warm" (November 8-12) Thanksgiving (November 22-28)

## CBS

Reid Collins, Charles Osgood provide election coverage on "Campign "82" (November 2) coverage of 1 ifth
(November 11, 16)
RadioRadio:
Newscasts and "In Touch" feature series cover

Clayton Webster
Sporting News Report:
College recruiting with Digger Phelps, Mike Gelleran \& Frank Droyles: hockey violence
with Emil Francis and Roger Gottilieb (November 22)

Earth News
Author Irwin Schiff discusses not paying income
taxes (November 11-14)
(November 18-21)

## Mutual

"Billy Packer-Al McGuire Show," daily collegiate basketbal analysis show, returns for a second year (November 29 Debut)
Basketball Game-of-the-Week,"."The college
Birs with Cheek and Fred Snowden
(Debuts December 11)

## Narwood

Minding Your Business:
Olympic Losers: Merchandisers/Employee Health
Update (October 29)
Outlook:
Technical skills (November 2)
Temple Univ's first Black
Chaney (Novermber 3)
Bill Cosby (November 4)
Shirley Chisholm (November 5)

National Public Radio
Sunday Show:
Slight Return Productions, with a grant from the NPR Satellite Program Developments Fund has put together a four-hour radio documentary. "Jimi Hendrix.

NBC
Eleven hours of live continuous coverage of '82
elections (November 2)
Halt-Century of NBC Comedy" (November 20-21)

Progressive Radio Network Laugh Machine:
Woody Allen/Bob Newhar//David Steinberg Week of November 1)
News Blimp:

```
    weight majorettes (Week of November 1)
```

UPI
Live coverage of launchlanding of Space Shuttle
(November 11.16)

## Watermark

TV Tonite:
Checking in on the soaps (November 2) Alice" - CBS (November 3) "Cheers" - NBC (November

## Westwood One

## Competitors:

Stewart Granger/Frank Stallone (November 19-21) Spaces \& Places:
Real Live Valley Girss (November 5-7)
Shootin' The Breeze:
Eddie Murohy (November 5-7)
Tellin' it Like it Was:
Marcus Gavey (November 5-7)
George Washington Carver (November 12-14)
Slack educator Charlotte Hawkins
(November 19-21)

## This holiday give YOUR listeners <br> a gift like no other.. <br>  MARIA TON TRAPP

## 

 her convent to tutor the clyldren of a retired World War I Austrlan naval hero.When she later fulls in love and marrtes him she becomes Baroness Marla von Trapp The cr luis in love and marries him she becomes Baroness Marta vo Trapp. The storn clouds of war and invasion of Nazi forces eventually force
the family to flee their beloved Austria and settle in the United States wher the Trapp Farnily Singers become famous through twenty years of natorwide concert tours.
"The Sound of Music" has made Marta von Trapp famous but many people
in Stowe, Vermont.
in Stowe, Vermont. CCRISTMAS WITH MARIA VON TRAPP is a delight ful and inspirational
hour-long program featurting actual holiday recordings by the Trapp Family etght minutes of commerctal avadiabilltes (actual program content is 52 minutes). This holdday bring to Ufe a modern-day legend. Write or phone today to
(P) 1981 MAN FROM MARS PRODUCTION

## MAN FROM MARS

 PRODUCTIONS
## 99 Orange Str

## Every weckend is Special on



Can we do something special for you? Unlike some programs which give you a steady diet of the same old thing, at the United Stations we believe we owe you something special. Not just on holidays, but on every program, every week. Big name artists, in-depth interviews On your station, every weekend is special with "Dick Clark's Rock, Roll and Remember.

## Entertainment Directory

Publishes Final Edition


The final volume of the Official Talent \& Booking Directory is currently available. This ninth annual international edition comprises over 900 pages of 80 classifications. These 80 classifications include the names and complete addresses of more than 20,000 listings: U.S. recording artists, booking agents, promoters, record companies, musical instrument manufacturers, and more.
In addition to the Market Report Study, a fixture since 1971, the book also provides interstate highway touring maps, charts outlining the distances between 175 cities in the U.S. plus a compilation of domestic/international airlines. Similar information for both Canada and London is also supplied.
Further details regarding cost and shipping information may be obtained by writing Box 2772, Palm Springs, CA 92263.

## Like It Or Lump It <br> Remember when the holiday

season was approaching and your parents threatened you with a lump of coal in your stocking if you weren't good? Or perhaps you've wished at some point for someone to get the lumps he or she deserves? Well, Christmas is around the corner and it's always the season for getting lumps. "Santa's Lumps," for people you'd "Love" to remember is a unique novelty gift item that's found its way onto the airwaves of the Source network, WOR/New York, KMET/Los Angeles, WTRY/

Troy, and WLW/Cincinnati among other stations. Packaged by handicapped workers, Santa's Lumps is actually five Oz . of chestnut coal nestled in a $51 / 2$ inch Christmas stocking that also doubles as a stocking/tree ornament. Each stocking also comes with the verse "Legend of Santa's Lumps.

For more information regarding the promotional capabilities of Santa's Lumps, contact company President William Johnson at (518) 436-1215


## Pro:Motions

## Oz Label Formed

In a production agreement with A\&M Records, Mushroom Records in Australia has created the $\mathbf{O z}$ label in the U.S. The first release under the A\&M/Oz banner is Mental As Anything's LP "If You Leave Me, Can Come Too?" This album will be a full-fledged A\&M product, but will contain the Oz logo. Anne Wright has been named Director of the North American Operation, based in Los Angeles. A\&M will also distribute Oz in Canada, which will utilize its own logo and be known as Oz Records. Originally signed to A\&M by Mushroom, the group Split Enz will now transfer over to the Oz family

## Shrier Named WKHK GSM

Barry Shrier has been appointed General Sales Manager of WKHK/New York. He first joined the station in August as an account executive, bringing with him a background that includes Local Sales Manager at WBLS/New York as well as sales posts at neighboring WRKS and WKTU

## Harris Joins KCBS

Dee Harris has been named National Sales Manager of KCBS/San Francisco, moving up from a national sales rep position with CBS Radio Spot Sales/San Francisco. Prior to that she was an account executive with WEEI/Boston.

## Parallel Communications Bows

Parallel Communications, a firm specializing in music and video product, has been established by Barry Grieff and Iradj Vahabzadeh. Grieff, formerly a VP with A\&M and ABC Records, will serve as Presi dent with Vahabzadeh as Financial Officer. Jon Small, most recently President of CBSdistributed Decent Records, has been appointed Exec. VP, combining Decent with Parallel. The firm may be reached at (212) 308-5200.
Levinson Upped At Chrysalis
Janet Levinson has been promoted to Art Direc tor/Creative Services at Chrysalis Records. The three-year label veteran was most recently Creative Services Manager


## Noble Vision Debuts

Noble Vision Records, based in Atlanta, has been created under the direction of President Don Tolle. First artist to be signed is Jim Glaser, who will continue to record with Tompall and the Glaser Brothers.

## Ford Becomes RCA GM

John Ford has been promoted to General Manager of RCA Records, Canada. He joined the label in 1970 as a salesman, moving up through the ranks to become Regional Promo tion Manager and then Di rector of Marketing. He also served as National Product
 Manager for Ariola Records.

## Franklin Debuts Radio, TV Dating Company

Kenjamin Franklin, who handled national promotion at Millennium Records for four years, has inaugurated "Date Line: New York." Aimed at capturing the singles demographic, Date Line is a dating show concept for both radio and cable TV, which can be adapted by markets across the country. Franklin can be reached at (516) 239-3744 or (516) 371-1294.

## Houghton, Buchanan <br> Appointed At WCCO

Robert Houghton assumes the General Sales Manager post at WCCO/Minneapo-lis-St. Paul. During the past two years he was the Chicago Sales Manager for CBS Radio Spot Sales. Concurrent with this appointment, Victor "Buck", Buchanan has been promoted to National Sales Manager, mov-
 ing up from the Local Robert Houghton Sales Manager position. He succeeds Clayt Kaufman, who was recently elevated to WCCO Station Manager.

## Alive Video Launched

Shep Gordon, President of Alive Enterprises, has formed a full-line video label, Alive Video, designed to function like a record label, including possible signings of new acts. The new firm's first product is "The Legends," a series of musical biographies. Gordon will serve as Chairman of the Board with Ian Ralfini as President and Bob Emmer as VP/Business Affairs, based in Los Angeles. Also in Los Angeles, Alive Films head Carolyn Pfeiffer serves as a board member and consultant. Alive Video is headquartered in New York at (212) 977-8780

## Every weekend is Special on  counim wusc COUNHDOW

Some people think specials are only for holidays. At the United Stations we believe every program should have the impact of a special. That's why every week's program features a major artist and in-depth interviews. On your station, every weekend is specia/ with -The Weekly Country Music Countdown.


# Page 10 <br> Patings \& Pipesearch 

## Weck In Review

44 vs. 48 Survey Weeks?
Arbitron is considering extending from 44 to 48 the maximum number of weeks a market could be surveyed annually. Arbitron VP Mike Membrado is sending a letter explaining the option to subscribers. Broadcasters are invited to register their opinions on an enclosed card, to be returned to Arbitron. The results will be discussed with the Advisory Council at the December meeting between the Council and Arbitron.

Anthes Resigns From Arbitron
Connie Anthes, longtime Director of Communications for Arbitron Ratings Co., has resigned her position effective immediately. Ms. Anthes, who was in charge of the firm's public relations and media efforts, had been in poor health recently. No replacement has yet been named to her position. Reacting to the Anthes departure, Arbitron Vice President Mike Membrado said, "Personally, I'm saddened by it. Connie did a good job and we're sorry to see her go."
ed proposals he was sending to Arbitron's Executive VP Rick Aurichio. One proposal included doing away with the metro and relying on the ADI definition for radio. Boyle's rationale was twofold - the ADI catered more to agency usage, and it might save Arbitron some money.

Interestingly enough, Aurichio, in his response to Boyle, confirmed that there might be some monetary savings. The key is being able to stretch the current metro sample to survey the larger ADI coverage areas. "We could probably generate the estimates with a smaller than current sample size. This concept could have a noticeable impact on our costs of surveying as well as reduce costs of printing and distribution," stated Auŕichio.

## Anti-ADI

To represent the opposing side on this vital issue I obtained perspectives from two notable broadcasters. George Green is VP/GM of KABC/Los Angeles (and also chairs the Arbitron Radio Advisory Council). Fred Walker is President of Broad Street Communications, a group station owner.

How does Green differ from fellow L.A. radiocaster Dalton in his feelings about the better geography for radio? Green told me, "Why don't we just use the current metro definitions? The growth of radio is on a local basis, not national. Let's be sure we have a good measurement of our backyatu."
Green cites the following points to support his argument against the ascendance of ADI in the books

- $95 \%$ of all local radio is bought on metro or TSA.
- $80 \%$ of all network or national business is bought off computer, so why change the book?
- Diminishing metro numbers diminish local budgets.
- Large coverage stations have TSA numbers to sell - why crush metro?
As you can see the two L.A. broadcasters have views that are radically different. I can imagine what GM's in other markets must feel about their respective situations - the emotions probably vary as much as they do in L.A.

Fred Walker, while agreeing with points made by Boyle in his letter to Aurichio, differed on the ADI issue. Walker wrote to Boyle, "I do not believe ADI should be the geographic standard for measurement. Radio is predominantly a local medium and as
such the metro is a far more realistic measurement." Walker added, "Other geographic measures, such as TSA or ADI, would be available in the computer . . . hence no one would be denied access to that information."
No matter your perspective on this metro vs. ADI debate, the outcome of it can be significant for many stations. Let's consider some of the implications.
Sales: It seems likely that for some stations the ADI definition will be a boon to higher audience levels. The ADI designation may also make it easier for reps to sell national network or spot time since the agencies would be able to use a consistent geography in their allocation of media dollars for radio, TV and newspapers.

On the local level the size of the ADI may be a factor. If the market is a huge one, as in the cases of Los Angeles or Salt Lake City, a station might have to have sales offices in various locales to cover the regional business opportunities. However, in markets such as San Diego and Bakersfield the ADI is identical to the metro, so there is little impact.
Programming: Maximizing a station's signal would quickly become a PD's priority if the ADI was to become more prevalent. Assuming there is a significant audience "out there," you may be well advised to consider setting up music research systems to keep up with the tastes of that group.

Advertisingipuomotion: Since in most cases the ADI is larger than the metro (see the L.A. example on this page), this could be a notable factor. However, if your station has been advertising on TV anyway, no additional outlays should be required. If you've been into other media, though, including direct mail, newspaper, boards, or transit, costs could go up if these media were used in the ADI area outside your current metro.

Rick Aurichio puts it well. "I am positive that Arbitron could produce a more efficient (less costly) service. The key, however, is a single standard the industry could live with."
The ball is in your court. If you want the ADI to become more of a factor in the radio picture make your voice heard to the Advisory Council or to your Arbitron representative. If you want the metro to remain dominant, express that urge also. Arbitron (and Birch) are awaiting guidance on this - let's give it to them.

## POPIN' OUT OF THE BOX the new Tony Carey album 3 NEW SINGLES <br> FROM <br> 1 NEW ALBUM <br> 

.AOR-I WON'T BE HOME TONIGHT

AC. RUNNING AWAY FROM THE THOUGHT OF YOU

CHR. WEST COAST SUMMER NIGHTS

AVAILABLE
ON
ROCSHIRE

##  <br> ax contes

RECORDS AND TAPES

RADIO'S MOST DISTINCTIVE VOICE IS BACK ON THE AIR.


96KX WKDD WBWB WPST WACZ KRNA
WYCR WIGY KFMZ
WKEE WERZ KCBN
KYST WIKZ KCDQ
KSET-FM WSQV
KROD WOMP-FM
WBBQ WZYQ
WCSC WJAD
WSSX WHSL
WJXQ WYKS
Z104 KSEL-FM
"Guess 1 ll
Always Love You"
ROD
STEWART
Produced by ROD STEWART

Manufactured and Distributed by WARNER BROS. RECORDS

## The Birch Report

## Detroit

First Quarterly Sees WJR Overall Winner; WRIF Tops AOR's WHYT Debuts; WNIC-FM Takes A/C Crown

|  | Sum. '82 |
| :--- | ---: |
| WJR (Misc) | 12.6 |
| WRIF (AOR) | 10.0 |
| WLLZ (AOR) | 8.5 |
| WNIC-FM (AC) | 7.5 |
| WABX (AOR) | 5.6 |
| WDRQ (Urbn) | 4.2 |
| WMJC (AC) | 3.9 |
| WCZY (AC) | 3.8 |
| WWWW (Ctry) | 3.7 |
| WHYT (CHR) | 3.5 |
| WXYZ (Talk) | 3.2 |
| CKLW (CHR) | 3.1 |
| WOMC (AC) | 3.1 |
| WWJ (News) | 2.9 |
| WCXI-FM (Ctry) | 2.8 |
| WJOI (BM) | 2.2 |
| WHND (Gold) | 1.9 |
| WCXI (Ctry) | 1.7 |
| WJLB (Blk) | 1.6 |
| WLBS (Blk) | 1.3 |
| WGPR (Blk) | 1.2 |
| WJZZ (Jazz) | 1.2 |
| WQRS (Clas) | 1.2 |
| CKJY (BBnd) | 1.1 |

## Seattle

KISW Drops Two, Still Tops; KZOK Closes AOR Gap; CHR's Rise

|  | Spr. 88 |  |
| :--- | ---: | ---: |
| Kum. 'g2 |  |  |
| KISW (AOR) | 12.3 | 10.3 |
| KIRO (News) | 8.1 | 8.5 |
| KZOK (AOR) | 6.7 | 8.1 |
| KUBE (CHR) | 5.8 | 6.0 |
| KOMO (AC) | 4.9 | 5.4 |
| KVI (N/T) | 4.5 | 5.1 |
| KNBQ (CHR) | 3.7 | 4.6 |
| KJR (AC) | 3.6 | 3.9 |
| KKFX (CHR) | 3.3 | 3.9 |
| KSEA (BM) | 3.9 | 3.7 |
| KMPS-FM (Ctry) | 2.7 | 3.5 |
| KBRD (BM) | 3.4 | 3.3 |
| KZAM (AOR) | 3.0 | 2.9 |
| KING-FM (Clas) | 3.6 | 2.8 |
| KPLZ (AC) | 2.4 | 2.6 |
| KMPS (Ctry) | 2.7 | 2.1 |
| KIXI (BM) | 2.1 | 1.9 |
| KIXI-FM (AC) | 2.5 | 1.9 |
| KRPM (Ctry) | 2.1 | 1.9 |
| KBIQ (Rel) | 2.2 | 1.8 |
| KEZX (AC) | 2.0 | 1.7 |
| KING (AC) | 1.6 | 1.6 |
| KYYX (CHR) | 2.3 | 1.2 |
| KJZZ (Jazz) | .9 | 1.0 |


| Format Legend <br> AC-Adult/Contemporary. AOR-AI-bum-Oriented Rock, BBnd-Big Band. Bik/Urbn-Black/Urben, BM/EasyBeautiful Music, Easy Listening, CHR-Contemporary Hit Radio, Clas-Classical. Ctry-Country. Gold-Oldies, Jazz-Jazz, MiscMiscelleneous, News-News, Rel-Religious. Spen-Spenish. Talk-Talk. |
| :---: |
|  |  |

## Phoenix

KDKB Widens Lead; KNIX-FM, KTAR, KUPD Tightly Bunched; KKLT Gains; KUKQ Drops

|  | Spr. '82 |  |
| :--- | ---: | ---: |
|  | Kum. 82 |  |
| KDKB (AOR) | 13.0 | 14.0 |
| KNIX-FM (Ctry) | 9.9 | 8.6 |
| KTAR (News) | 6.7 | 8.5 |
| KUPD (AOR) | 8.3 | 8.4 |
| KKLLT (AC) | 6.9 | 7.4 |
| KMEO-FM (BM) | 5.1 | 5.5 |
| KQYT (Easy) | 4.9 | 5.1 |
| KZZP-FM (CHR) | 5.1 | 5.0 |
| KOY (AC) | 5.3 | 4.1 |
| KOOL (AC) | 3.8 | 3.9 |
| KUKQ (Urbn) | 6.1 | 3.6 |
| KOPA-FM (AC) | 1.5 | 3.3 |
| KJJJ-FM (Ctry) | 2.4 | 2.2 |
| KNIX (Ctry) | 1.3 | 2.1 |
| KSTM (AOR) | 3.1 | 2.0 |
| KHEPPFM (Clas) | 1.7 | 1.7 |
| KOPA (AC) | 2.8 | 1.4 |
| KLFF (BBnd) | 1.3 | 1.2 |
| KJJJ (Ctry) | 1.2 | 1.0 |

## Indianapolis

WIBC New Kingpin As WFBQ Loses Four WFMS, WENS, WIKS Hit Double Digits

|  | Spr. 8 | Sum. '82 |
| :--- | ---: | ---: |
| WIBC (AC) | 14.3 | 12.8 |
| WFBQ (AOR) | 16.3 | 12.2 |
| WFMS (Ctry) | 9.6 | 12.0 |
| WENS (AC) | 8.3 | 10.9 |
| WIKS (CHR) | 9.3 | 10.8 |
| WIRE (Ctry) | 7.6 | 8.7 |
| WTLC (Urbn) | 10.0 | 7.1 |
| WXTZ (BM) | 7.1 | 6.3 |
| WNAP (CHR) | 5.6 | 5.6 |
| WIFE (N/T) | 3.3 | 2.3 |
| WGRT (Misc) | .4 | 1.4 |
| WATI (BM) | .9 | 1.3 |
| WGTC (Ctry) | .4 | 1.3 |
| WNDE (AC) | 1.2 | 1.1 |

## Cincinnati

WEBN Slips,
Still Number One;
WKRC, WBLZ, WWEZ, WCKY Jump; WLW, WKRQ, WYYS Drop

|  | Spr. 82 |  |
| :--- | ---: | ---: |
|  | Sum. 'g2 |  |
| WEBN (AOR) | 18.2 | 15.7 |
| WKRC (AC) | 6.3 | 9.0 |
| WLW (AC) | 10.3 | 8.0 |
| WKRQ (CHR) | 10.2 | 7.9 |
| WBLZ (Urbn) | 6.1 | 7.8 |
| WWEZ (BM) | 5.0 | 6.8 |
| WCKY (N/T) | 3.5 | 6.5 |
| WRRM (AC) | 6.6 | 5.6 |
| WMLX (BBnd) | 4.2 | 4.6 |
| WUBE (Ctry) | 5.1 | 4.6 |
| WCIN (Blk) | 1.9 | 2.9 |
| WYYS (AC) | 5.8 | 2.5 |
| WSAI (Ctry) | 1.3 | 2.4 |
| WSKS (AOR) | 2.8 | 2.2 |
| WNOP (Jazz) | 1.1 | 2.1 |
| WSAIFM (Ctry) | 1.5 | 1.6 |
| WLYK (BM) | 1.1 | 1.3 |

## Pittsburgh

KDKA Down Five, Remains First WDVE Stable;
WBZZ Up; WXKX Adds Two; WAMO-FM, WJAS Improve

|  | Spr. 82 | Sum. 82 |
| :--- | ---: | ---: |
| KDKA (AC) | 28.2 | 23.7 |
| WDVE (AOR) | 9.8 | 9.8 |
| WBZZ (CHR) | 7.0 | 8.3 |
| WAMO-FM (Blk) | 6.8 | 7.7 |
| WXKX (CHR) | 3.9 | 5.8 |
| WJAS (BBnd) | 4.7 | 5.2 |
| WTAE (AC) | 4.2 | 4.4 |
| WSHH (BM) | 4.3 | 3.8 |
| KQV (News) | 4.0 | 3.7 |
| WWSW (AC) | 2.8 | 2.8 |
| WDSY (Ctry) | 1.9 | 2.7 |
| WYDD (AOR) | 2.7 | 2.6 |
| WEEP (Ctry) | 2.4 | 2.5 |
| WPNT (BM) | 2.3 | 2.1 |
| WHYW (AC) | 1.5 | 1.6 |
| WTKN (N/T) | 1.7 | 1.5 |
| WBVP (CHR) | .9 | 1.3 |
| WIXZ (Ctry) | .9 | 1.1 |
|  |  |  |

MinneapolisSt. Paul
WCCO Tops First Birch Quarterly; KSTP-FM Edges WLOL; KDWB-FM Takes AOR Crown

| WCCO (AC) | 17.4 |
| :--- | ---: |
| KSTP-FM (AC) | 12.1 |
| WLOL (CHR) | 1.9 |
| KDWB-FM (AOR) | 8.3 |
| WDGY (Ctry) | 7.5 |
| KQRS-FM (AOR) | 7.1 |
| KEEY-FM (BM) | 4.8 |
| KSTP (N/T) | 3.0 |
| WCCO-FM (CHR) | 3.0 |
| WAYL (BM) | 2.9 |
| WWTC (AC) | 2.3 |
| KJJO (Ctry) | 2.2 |
| KTWN (Jazz) | 2.2 |
| KDWB (AOR) | 1.6 |
| KLBB (BM) | 1.1 |

## Hartford

WTIC-AM \& FM
Both Up, Dominate Market; AOR's, Beautiful Music Stations Slip

|  | Spr. '82 | Sum. ' 82 |
| :--- | ---: | ---: |
| WTIC (AC) | 19.7 | 22.7 |
| WTIC-FM (CHR) | 7.9 | 10.0 |
| WHCN (AOR) | 9.4 | 7.7 |
| WCCC-FM (AOR) | 7.5 | 7.1 |
| WWYZ (AC) | 3.6 | 4.7 |
| WKSS (BM) | 4.5 | 4.2 |
| WRCH (BM) | 5.5 | 3.9 |
| WRCQ (AC) | 4.1 | 3.7 |
| WDRC-FM (CHR) | 3.4 | 3.5 |
| WDRC (AC) | 2.4 | 3.3 |
| WPOP (News) | 3.8 | 3.3 |
| WIOF (AC) | 3.4 | 3.3 |
| WAQY (AOR) | 2.2 | 2.6 |
| WKCI (CHR) | 2.5 | 2.1 |
| WPLR (AOR) | 2.9 | 1.8 |
| WKND (Blk) | .8 | 1.5 |
| WMLB (Cry) | .8 | 1.2 |
| WHYN (AC) | .8 | 1.1 |
| WNBC (CHR) | .3 | 1.0 |

## Dionne Warwick Meets Barry Gibb And History Results.

## Triple Breaker!

## CHR BREAKER.

DEBUT: 29*

R\&B BRIGAK=R
DEBUT: 29*

## A/C BREAKKR

THIS WEEK: $5^{*}$
"Heartbreaker" is the crowning achievement for the Queen of urban song as it surges towards the top of all the charts. And it's just one of the many smash hits from her classic brandonew Heartbreaker LP.
Dionne breathtakingly sings ten sensational new songs, nine co-written ${ }^{*}$ by the master himself, Barry Gibb. Each destined to become a pop classic.

[^1]Some of the radio and record industry notables that participated in (and finished!) the more than 26 -mile New York City marathon last weekend were: ABC Radio's Rick Sklar, who called it "an incredible feeling of triumph" . . . ABC's Bill McClenaghan . . . TM President Pat Shaughnessy, saying, "It sure is an elite group to belong to" . . . PolyGram's Bob Edson, and independent promoter Jerry Meyer. Interestingly, Sklar was injured early in the race, but went on to run and finish with a severe cramp in his leg.

KOME/San Jose PD Mikel Hunter has resigned after five years with the station. Named to the programming helm on an interim basis was MD Dana Jang. KOME GM Dan Tapson told Street Talk, "(Dana) is interested in the PD spot, but he also knows that I'm talking to anyone qualified who's interested in the position."
E. Karl has resigned his Vice Presidency with Sunbelt Communications to form his own consultancy. The Transtar network will be his first prominent client. No word on whether he'll be replaced within Sunbelt.

Ron Oberman is now Columbia VP/A\&R West Coast from a similar Marketing position. Current VP/A\&R Michael Dilbeck moves into a new position working closely with label artists.

WLS-AM \& FM/Chicago convinced the Who to make a return concert appearence in the Windy City (the group's already played two dates there on its final tour) by buying all 18,000 seats of the Rosemont Horizon. The December 8 show will belong to WLS exclusively

Meanwhile, Whomania rocks on . . . DIR has lined up exclusive rights to broadcast the group's last show on its current (and final, "We really mean it this time!") tour from Toronto December 17. Stations are reportedly paying five figures for market exclusivity on the show, along with a DIR-produced four-hour Who special. Lots more goodies are part of the package, which several leading AOR's have already committed to, including KFOG/San Francisco.

Veteran promo ace Bob Perry joins Pickwick promotion for the Southeastern states. He'll be based in Ft. Lauderdale, after most recently working for Warner Bros. in Miami.

When International Harvester finally lowered the boom on Ft. Wayne, Indiana by closing its plant there, the jocks at WMEE/Ft. Wayne decided to have their say. Since more than 3000 people were put out of work, the WMEE staff wrote new (less than complimentary) lyrics to Olivia Newton-John's "Heart Attack" and recorded their retitled version of "Harvester." 1000 copies were pressed and distributed amid lots of local publicity

Kitty Stern of the American Federation of Musicians Los Angeles Local \#47, widow of Bob Stern, longtime L.A. record distributor, passed away Monday ( $10-25$ ) after an extended battle with cancer. Kitty was the sister of independent record promoters Barney and Lu Fields; and the mother of Lee Stern of Capitol/EMI-A; Steve Stern, formerly of Screen Gems/EMI; Ed Stern of A.S.A.P.; and Mrs. Ellen Beck.

Rick Fowler, who had been MD and most recently Promotion Director at Q107/Washington, has resigned. He'll be announcing his future plans shortly. Recent arrival Lou Simon from WAYS/Charlotte has given up the MD slot with Mary Taten upped from Assistant MD to Music Director

Charley Lake is now working with A\&M's new Australian label OZ Records in Hollywood. Charley continues his association with the management of Columbia's Men At Work.

It's official: KEZL/San Diego is now KSDO-FM, with an on-air identity of KS-103.
WOKV/Jacksonville bounced its A/C format in favor of ABC Talkradio on October 25.

A new management team is in place at KQDS/ Duluth with Monte Rifkin from WLAV/Grand Rapids set as GM, Bruce McGregor promoted from MD to PD, and Brian Taylor upped from within to MD. Donna Halper is consulting the AOR-formatted station

A fire destroyed more than half the building housing the business offices (but not the studio or transmitter) of WFLT/Flint last Thursday (10-21). Fire Department officials said damages were extensive in the arson-caused fire, but there were no injuries.

At KMGG/Los Angeles (the former KWST), Roger Rose is now MD and Rick Kymala is Assistant PD and Research Director, having performed the same duties for PD Jeff Salgo at Magic 91/San Diego. Midday personality Pat Garrett has been named Promotion Director.

Robert Ryan is now interim PD at KWEN/ Tulsa. Rob has been the Music Director for the station since mid-1981.

KYUU/San Francisco MD Terry Danner will be leaving the station as of November 30, and she's looking. Terry can be reached through the station.

Jay Michaels has resigned as PM-drive jock and Production Director of KFQD/Anchorage to become Director of Programming for Multivisions, Inc., Anchorage's cable TV company.
Our deepest condolences to Z93/Atlanta morning man Steve McCoy and his wife on the recent loss of their newborn child.


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JONATHAN HALL
A NEW PERSPECTIVE ON AN OVERLÓOKED SALES TOOI,

# Reach Out And Sell Direct By Telephone 

The telephone just may be the most overlooked, misused, and least understood sales devices for radio. That's the contention of sales consultant Dan Tyler, who feels every radio salesperson could benefit from using the phone more. Dan is a former KHJ/Los Angeles and KHOW/Denver air personality who made the switch to sales and was until recently VP/GM of KZJO (formerly KSXX)/Salt Lake City.
"Having done it both ways," Dan says, "I'm convinced of this: once you learn how to work with the telephone, you'll sell more than you've ever sold before and you'll service more effectively."
The telephone can be misunderstood because we tend to equate it to insurance salespeople and others who call homes and can be a nuisance, Dan says. But there are a number of intriguing reasons why the phone can be helpful. For one, some recent studies indicate that it's easier to judge someone's honesty and enthusiasm by phone than in person. As an example, when so meone is being less than candid, often his or her voice rises. But in a face-to-face meeting, that trait may not be detected.
"Once you learn how to work with the telephone, you'll sell more than you've ever sold before.'

Another reason for increasing the use of the telephone is its ability to maximize the use of your time. Many small market stations successfully use a bank of telephone salespeople to do phone pitches constantly.
How far do you go with a sales effort by phone? Dan emphasizes that with skill it's possible to get a commitment, and always get a good idea of the value of the prospect. He explains, "When selling an intangible, you're dealing with a philosophy
"Telephone prospecting, selling, and servicing will save time, energy, and money."
(a concept), and for the most part, it's words and ideas that will form the basis for selling that philosophy."
Dan explains that "telephone selling" means doing most of the things that you do when you're selling in person:

- Having something specific to sell (packages, promotional tie-ins, features, etc.)
- Handling objections
- Talking dollars, budgets and commitments
- Getting information about the prospect's business
- Giving information about your radio station and matters relating to advertising.


## Reasons For Using The Telephone

"The most important thing is not to get an appointment," Dan reasons, "but to make a sale with the least amount of expended energy and time. Weigh the value of the prospect against the effort it will take to make the sale."
Next, Dan offered several additional reasons for using the telephone:

- Telephone prospecting, selling and servicing will save time, energy, and money. By decreasing driving time, a salesman will automatically give himself a substan-


## RAB Sets Third Sales Convention

The RAB has announced dates, location, and the names for its third annual Managing Sales Convention. According to Managing Sales Conference Committee Chairman Fred Walker, the meeting will be held January 29-February 1 at the Amfac Hotel \& Resort in Dallas. Keynoter will be Herb Cohen, author of "You Can Negotiate Anything." Broadcaster/psychologists Dr. Toni Grant and Dr. Joyce Brothers will be featured participants. The closing address will be delivered by Beveridge Business Systems President Don Beverldge in an "upbeat, motivational" mode.

Other participants include BIII Brower, President of Bill Brower Associates, on effective management style; Dr. William Joyce of the Wharton School of resolving management/sales conflicts; Purdue's Dr. Robert Schwarz on brainstorming creative solutions; and sales/management training consultants Ken Greenwood and Charles Reilly. Panels on co-op, demographic sales strategies, women in sales, hottest promotions, dealing with cable, and "Everything Sales Managers Need To Know About Programming" will also be featured

## The Push For More Retail Sales

Many of the conversations l've had recently regarding sales involve a great deal of discussion about calling on retail accounts directly. After all, some suggest, radio account executives, especially in major markets, spend too much time with media buyers and not enough time with the general managers and presidents of retail outlets - the ones concerned with the bottom line.

For example, K101/San Francisco General Sales Manager Dick Stein has a retail sales staff totally autonomous from his local sales staff. K101 has a retail sales manager and three retail sales executives who never call on agencies.

Instead, Dick described their duties as going direct to stores and chains, in addition to packaging co-op advertising. The station pays higher commission on all direct accounts: $10 \%$ commission on Grid Four, $11 \%$ on Grid Three, $12 \%$ on Grid Two and $15 \%$ on Grid One.

As a result of calling on top decision-makers - CEO's, presidents, and marketing VP's, most of whom know very little about the station - account execs seldom discuss ratings, rates or GRP's. Dick said his staff emphasizes three points:

1) Stress the importance of K101's $25 \cdot 34$ audience
2) Emphasize that the worst newspaper readers are in their demographic.
3) Go for a 15 to 20 -spot schedule or promotion.
"We also talk to them about our writing the copy," Dick said. "We do not do a whole lot of ad jingles because we emphasize the concept of price and item advertising.
tial salary increase, especially in markets where there is a large area to cover.

- Intelligent use of the telephone for prospecting will help you to avoid meeting with unproductive people. By asking the right questions, and directing the conversation toward those things you need to know about the potential of the prospect, you'll cut down the number of wasted appointments and it'll make your in-person calls more effective.
RESULT: Lower call/close ratio
- Using the telephone as a sales tool may enable you to reach many more people. The one irrefutable fact that all good salespeo-
"The telephone takes precedence. Have you ever been in a client's office when a competitor called on the phone? What happens? You get put on hold!'
ple know is the more people you talk to the more sales you'll make. And, as you develop better telephone-selling skills, you'll be able to sell at a higher percentage rate.
- The telephone takes precedence. Have you ever been in a client's office when a competitor called on the phone? What happens? You get put on hold!
- Selling on the telephone works fast and creates the potential of a larger volume of sales in a shorter period of time than outside trips. The results are immediate. After feeding your system with callbacks, you'll always have potential clients.
- With the telephone you're using the four most important strengths of radio:
- Reach (call many people)
- Frequency (call many times)
- Selectivity (choose the businesses that need your station's target audience those that are ripe for seasonal advertising . . . ideas that would appeal to a certain type of business)
- Sound.
- The telephone offers an efficient, timesaving method of developing new business, and is a strong selling device for presenting special packages in weak areas such as weekends, evenings, all-night shows and slow times of the year. It allows you to isolate a business category and cover it in a relatively short time.
- It's easy to get important information on the telephone. The threat of a contract is not present and the prospect knows that he is in control . . . so he will give you what you need most; his time to listen to you and open up with his feelings about advertising. He's also aware that you are armed with the potential to increase his business.
- Using the telephone for servicing your client in any size market is by far the best and most efficient way of doing it. He'll appreciate your thoughtful consideration of his time.
- While working with the telephone at your desk you'll have easy access to more information (tickler file card, service information, payment record, present and old copy, special sales packages, features, etc.), resulting in a stronger appearance of someone who is good at his work.
- To increase productivity, you may be faced with some agonizing decisions on what to do with marginal accounts - those that spend little, but still demand much of your time. You could continue to handle them as you do your more profitable accounts, but that's costly. You could stop
"The best way to service marginal accounts is to do the bulk of it by telephone."
calling on them, and hope they continue to do business with you. Here you risk losing their current volume and the growth potential they represent. The best way to service marginal accounts is to do the bulk of it by telephone.
- Research has shown that a contact soon after a contract has been signed is often critical to retaining the client. Clients often "rethink" the correctness of their decisions immediately afterwards. By a planned program of telephone contact following the sale, "perceived risk" is reduced and the correctness of the buying decision is reinforced.

In summary, increased use of the telephone may aid your sales efforts to a significant degree, saving time and quite conceivably generating money. And in today's economy, the phone is not a method to overlook.
 AND ADUL CONTEMPORARI

- Build your audience with long-form entertainment series from the
RKO Radio Networks.
- One out of ev.
radioshow.

Radioshow.

- Available cash-rree in stereo, via satellite.
assembly-line proportions with our promotional activities.
"I really think that everyone realizes it takes six to eight weeks for a record to really kick in but no one wants to operate that way. It scares me. If radio won't stick with a record for six to eight weeks then don't play it. The same goes for a record company. If you don't believe in it, don't put it out there. Record companies need to use smaller test market situations again before spending a lot of money to find out the record isn't a hit," he concluded.


## Superstar Logjam Causes Concern

The Christmas buying season is fast approaching, and with it the number of products to spark the public's gift-buying imagination exponentially increases. This is also the time of year when the most record albums are sold . . . and is the record labels' last opportunity to turn around a less-than-spectacular financial picture for 1982.

For that reason, a lot of superstar product is released. This year there's a glut of superstar record product being promoted which surpasses any year in recent memory. In a market already splintered by video games, home taping, and a soft economy in general, the hope is that all of this superstar product will lure people into the record stores to buy in record numbers.
The theory is a good one. Put better and more of it in front of the public, and you should have more sales. But if there is a limited amount of dollars to go around, isn't an overabundance of product, no matter how strong, going to dilute the dollars, no matter how big the artist?
Over the last three issues of R\&R, not including the one you are currently reading, there have been 17 CHR Breakers! In one particular week (R\&R 10-15) there were eight Breakers. . . a new all-time high. This alone illustrates the overabundance of product being heaped on programmers, and eventually the buying public.
While no one in radio should be upset about having good product to play, there are a number of programmers who have expressed some concerns about being able to play all the potential hits currently available in rotations that will allow the listening audience and buying public to absorb them. Sharing many of the same concerns are several record executives. I talked with some radio and record representatives for their thoughts on this unusual situation.

## RCA VP/Promotion <br> John Betancourt

John Betancourt heads one of the most aggressive promotion teams in the business. RCA has a lot of records on the charts right now timed to coincide with the Christmas rush. However, John doesn't necessarily agree with this philosophy.
"While every label

## has a lot of great pro-

 duct out there right John Betancourt now, this glut will end up costing every label a lot of money. RCA has lots of product all year long, but for everyone to jump into the arena with all of their heaviest acts at one time is defeating the purpose."I'd say that $80 \%$ of a record company's yearly business is done between September 15 and January 15 of each year. "The problem is that I've never seen so much heavy product at one time before. It's almost impossible for radio to handle this amount of product based on the kind of rotations they currently have set up. As a result, many of the unknown or newer acts are going to get
caught in a squeeze. This means a loss of money spent already on their development.
"Today, it takes from four to six weeks to see sales start in a market. Radio is almost being intimidated into changing their system. PD's aren't paid to break records, they are paid to get ratings, and those ratings bring in sales. While music is important, it isn't the top priority it once was at many radio stations. I just don't think there are that many music programmers left.
"It's almost impossible for radio to handle this amount of product based on the kind of rotations they currently have set up. As a result, many of the unknown or newer acts are going to get caught in a squeeze.
-John Betancourt
"It's a big investment for a record company to release a new artist. The signing of the act, and the cost of your promotion staff, independents, marketing costs, and in some cases tour support, runs into a lot of money. I predict that many of these newer acts with releases out now will not last through six weeks of sustained airplay for us to find out if they are hits."
If there is such concern over too much product, does the record label have much say as to when product is released? "You don't often know when an artist is going to deliver material," replied John. "Most of the time you schedule it according to the strengths and weaknesses of the other product surrounding it, if given that choice."
John went on to caution, "The industry has got to take another look as to what makes a hit record for radio. I think after you take the top five singles on a chart, those below it have a sales variance of 300 to 400 pieces. The difference between the number 6 record and the number 14 record might only be six pieces.
"I fear that this problem is one that might not go away. This fourth quarter's logjam of product should make all labels more open to spread their product more evenly throughout the year. If the money situation stays tight this will become a seasonal business. It's a war out there and there are a lot of records getting caught in the middle of that war.
"My concern is that you can't go out there with records for two or three weeks and then let them go. Radio is almost forced into that situation because they only have a certain amount of slots to work with. I can't expect to take every one of those slots every week. I'm not sure if we haven't reached

Scott Shannon, PD Q105/Tampa
Scott is a seasoned veteran who's also spent time as VP/Promotion for Casablanca and Ariola Records. He agrees with John that too much product is a problem. "There are just too many great records out there for radio to handle right now. The record companies are under pressure from these heavy artists. There are too many big acts with too
 much clout behind Scott Shannon them all going for a limited amount of available airplay time.
"I've never seen it this bad before," Scott remarked. "The new acts, or shall we say the up and coming acts, might be in trouble right now. I've recently seen enormous amounts of pressure being applied to projects by big-name acts that have stiff records. This stems from artist's management bringing pressure on the promotion department.'

Does Scott think record companies need to plan better next year? "Yes, but I can't say that it's all their fault. The artists have a lot more control of their careers than they used to. They keep putting off completion of their albums then the deadline is staring them in the face. It's just like taxes. Lots of people file just before April 15.
"In a sense this situation will force artists to consider their product more carefully. Many major acts have recently seen their product stop on the charts at number 20 and wonder why.
"If people say that only the big hits are selling, then only make big hits and put them out exclusively. Give us a hit, we'll play it and it will sell. I don't see any problems with those records that are really hits. Virtually every record that you see exploding right now is a big-name artist. Unfortunately they will push some lesserknown acts to the wayside.
"Everyone knows just like with motion pictures this is a heavy release time, so there is more competition than ever before. I think they should have put this stuff out many weeks before now."
-Scott Shannon
"A couple months ago no one had heard of Men At Work, but we played it and it became a hit. If 'Who Could It Be Now?' were released today, it might be having a bit more trouble with everything else out there right now. We are already exposing new material, but there is just too much of it out there to deal with."
Will Scott Shannon be opening up the Q105 playlist a bit to accómmodate? "We've already expanded a bit," he said.
"Record companies are very late this year in their big holiday release schedule. Everyone knows just like with motion pictures this is a heavy release time, so there is more competition than ever before. I think they should have put this stuff out many weeks before now, and it should run in a steady flow throughout the year."

## PolyGram VP/Promotion

## Bob Edson

Bob Edson has also been in radio, but has spent the last 15 years of his career in records. "In a way I'm glad to see all of the big guns out," he says. "It's traditional for this time of year. Hopefully from a total industry point of view it will mean more attention is focused on the record stores, but in the end the real quality stuff is going to sell, and the marginal
 material will be in trouble.'
Will all this product out there at one time end up as a self-defeating force? "In general, yes. Anything that's not of outstanding quality really won't have a chance today. I think next year you'll see things spread out more than they are now. You've got to remember one thing, the release date is not always the choice of the record company. We were promised product in May that was just recently delivered. We are helpless to solve this problem," he confessed.
"You can best believe that this backlog of product is the subject of some important conversations at this record company. I don't believe in this fall release thing as the only time to come with major acts. Sure there are times of the year when the sales are a bit slower, but look at John Cougar. He's over 2 million albums and that's through the summertime.
"You've got to remember one
thing, the release date is not
always the choice of the record
company." -Bob Edson
"I see a lot of records going on a lot of radio stations based only on the name of the artists, not on the basis of the quality of the music. I can and will include some of my own product in that category. If radio is having a problem with this influx of material, then they need to become more selective and go with what they think sounds right, not what has the right name on it.
"These choices aren't easy. Can you justify passing on a name act? By the same token, can a record company afford to sit around and not be in there with their big product? It's better to have $7 \%$ of the market than zero. The creme de la creme will rise to the top every time. What is considered a hit varies with the available product."
Bob directed his next statement directly to radio. "If this is really becoming a problem, then why don't PD's expand their playlists a bit more. Everyone is tired of all the oldies we've heard for so many years. I don't think that record companies need to make all of the adjustments . . . radio needs to help out too."

## WQLT/Florence, AL

## PD Ralph Carroll

Ralph Carroll is one PD who thinks the glut of product is just fine. "I'm going to continue to expand my list to accommodate the situation. I'll cut back on the oldies as long as there is a lot of good current product to play. The audience wants to hear good product.
"Being in a smaller area allows me to do this. With a shorter turnover rate in a bigger market, you've


Continued on Page 20

## THE COUNTRY'S


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second to none.

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& \text { rice's top only music } \\
& \text { rds' The favorite playlist. }
\end{aligned}
$$



Continued from Page 18
got to be somewhat more conservative, but here we have people that will listen to the station for hours on end. I'm glad I have that flexibility.
"If there is a record on my playlist, then it gets played. No lunar rotations here. A record is given about four weeks to show some reaction, and that's about as fair as I can get. I think some PD's need to give things a fair shot. If a record doesn't get good rotation, it can't sell."

## Network President Al Coury

Al Coury has headed some of the most successful promotion teams at Capitol and RSO Records. Now that he runs his own label, the glut presents a special set of problems for him.
"I've never seen anything like this before, and I think it's a reflection of the strain of business conditions in the record industry. Everyone is hoping to get that hit single out in time so that the album is peaking in sales at the Christmas season. Everyone has been trying over the last few weeks to get their product ready for the fall."
In defense of the
 glut, Al remarked, "I don't think everyone knows what everyone else has got coming out. This has all been planned anywhere from six months to a year ago. Record companies aren't taking the time to look at all sides of things. They are looking out for themselves, not the other companies."
About six or eight weeks ago we had a product lull. Wouldn't it have been smarter to release some of this heavy product back then? "This is true," Al agreed, "I just don't think that the labels have as much control over those areas as is needed. When
"I think this year's problem will be a tremendous lesson to all about spreading the product out. If there is this much major product out there, then all of the work and effort over the last six months spent on up-and-coming acts was for nothing.'
-Al Coury
a Lionel Richie, or a Hall \& Oates wants their record out, are you gonna say no to them? You might have more control over a Stray Cats or Toni Basil, but you put out your big acts when you get them.
"I think this year's problem will be a tremendous lesson to all about spreading the product out. If there is this much major product out there, then all of the work and effort over the last six months spent on up-and-coming acts was for nothing. That's a tragedy that shouldn't have happened.

Given the choice next year, I think they will spread it out. It's tough to stifle the enthusiasm of a major act.
"This adds pressure to me like I have never seen before. For a group like Moving Pictures, it is tough. Everything that's a work record is struggling to survive. We aren't shooting just for a Breaker, we're looking to stay alive. It's a week-to-week thing."

## B104/Baltimore PD Jan Jeffries

Jan runs an average length playlist of about 25 to 30 songs, about three or four adds a week, and carries a couple of extras How has this situation affected him?
"This large amount of product has prevented us from giving the proper rotation to some of these new tunes. If you don't play them, and the guy down the street is, then you can get hurt.
"Each week it seems we've been having to add four to five songs, and it becomes too much to play effectively enough for the au-
 dience to get familiar the artist, the radio station, and the audience.
"Each week it seems we've been having to add four to five songs, and it becomes too much to play effectively enough for the audience to get familiar with. This becomes an unfair situation to the artist, the radio station, and the audience."
-Jan Jeffries
"I've given some thought to adjusting my rotations to compensate. The trend to A/C has made everyone play more oldies than ever. But that's also created a void to play more currents. In a sense, this extra amount of product is good if you aren't locked into a lot of oldies. This product makes being a CHR station that leans on currents a lot easier to pull off right now.
"In nine years as a PD it's never been this heavy. A few months ago we were starved for great records. Now we've got plenty of them . . . too many in fact. During the last two weeks, the amount of pressure from companies has been amazing. They are going to hurt themselves. This is a case where more is not better, and they've got to exercise more control over the flow of product."

## VP/Promotion MCA

 Pat PipoloPat Pipolo echoed the sentiments of the other promotion executives by saying, "What are you going to do? You call them
as you see them. I wouldn't complain about the glut of good records at all. I only wish more of them were mine. Record companies have no control over the release of product. Most of the releases are controlled by con tractual obligations
 Sure it's tough out there, but it's just heavier this year than in years past.
"Other factors that dictate when product is released are the artist, the manager, and the publishing company too. If a promotion VP thinks he has a shot with something, they are going to release it, but in most cases there is no control. Macy's doesn't tell
"Record companies have no control over the release of products. Most of the releases are controlled by contractual obligations."
—Pat Pipolo

Gimbel's. I can hold some new product until the first of the year and I have, but these are not superstar acts . . . they are newer acts. It was done to protect the new product from the onslaught of this product that demands airplay."

## WZOK/Rockford PD

 Tim FoxTim is new to the PD position at WZOK, but following in the footsteps of his predecessor (Dallas Cole), he runs a conservative playlist and is feeling the effects of the glut more than most.
"No doubt about it, the pressure is really on right now. The best stuff is out there, and it makes it very tough for a PD or MD of a station with a short list like ours to deal with all of it.
"We've got to really think about what songs we're going to get the most mileage out of, and what the audience really wants to hear. Do you go with a hit record by an
 or with a superstar that's got a right now," he stressed.
"I can't remember when it's been this heavy. A lot of new product is good, so you beat your brains in trying to make a decision. When we go on a record we really play it to educate the audience to the artist and the song. It's the only fair way. We emphasize this especially during the first three to four weeks, and open the phones to get their reaction."
Can a radio station afford to expand its list right now just for a temporary heavy product load? "In some cases yes, but in many others, I'd say no. Dumping all of the big guns on the market at once isn't the
smartest thing to do. The economy can't take it. Here in Rockford we have an unemployment rate of $20.3 \%$, the highest in the country.
"We've got to really think about what songs we're going to get the most mileage out of, and what the audience really wants to hear. Do you go with a hit record by an unknown or with a superstar that's got a new record? Your guts are very important right now." 一Tim Fox
"Our position is that we have a 21 -record playlist, and we're going to keep it that way. We'd rather stick with a sure thing. I don't have to expose new music, but want to when it makes sense for the station, and the audience."

Cooperation From Both Sides
The record glut we are currently experiencing is a double-edged sword. Sure, the music is great, but all the great music in the world won't keep the doors of record companies open if the cash register isn't ringing.
Let's hope this situation will cause record executives, artists, and their managers to consider alternative release schedules, instead of the fourth quarter for all the heavy product.
Radio should also keep its eyes and ears open to aid record companies with good business practices. If you are going to play something, then it's only fair to give it good rotation. One play a day on the all-night show isn't going to sell any product. If you play new music, you might want to consider a temporary format adjustment to compensate for the overflow of product. If you add a record, give it a sufficient number of weeks to kick in before dropping it.
The old thoughts and philosophies of what worked a year or two ago need to be scrutinized closely by both radio and records. With things being what they are today, neither side can afford to continue pulling in opposite directions any longer.


KRNA TURNS GOLD AND PLATINUM - In recognition for its efforts in breaking E/P/A acts Aldo Nova, and Survivor, KRNAllowa Ci. ty was given gold and platinum awards respectively. Shown (1-r) is PD Bart Goynshor and Epic rap Dan DeNigris.

## WIRELESS FLASH <br> Maximum Strength Programming Aid

GET' EM WHILE THEY'RE HOT!

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# Son Of Station Security Stories 

## The Last Word On Consultants

Consultants have been in the limelight lately, appearing on AOR panels at annual radio conclaves, including the NRBA, which I covered in depth in the $9-24$ issue of $\mathbf{R \& R}$. Ordinarily I wouldn't return to the same cast of characters for an article so soon, but when I listened to a cassette recording of an AOR consultant panel that was taped at the recent CBS rep firm's annual sales seminar, there was some material that was too good not to be shared with R\&R's readership. So, excluding areas covered in previous articles with the same people, here are some of the highlights of that meeting.

## Research, Music Choices

The panel's four members were Lee Abrams, Bob Hattrik, Jeff Pollack and John Sebastian. When the panel was asked how songs were tested in callout research, Bob Hattrik responded, "It's ludicrous to attempt to evaluate a song over the phone no matter how much of the hook you play. The purpose of playing a hook down a phone line is to help your respondent recognize it. If he doesn't, you don't ask him any more questions about it. If he does, we ask questions regarding his listening behavior, and other evaluative questions. We do multidimensional scaling and factor analysis of these research results. It sounds complex, but the actual printed results are easy to assimilate, more meaningful, far more accurate, but most importantly, the respondent has an easier time understanding what it is the interviewer wants from him."
In discussing the music choices made on his stations, Jeff Pollack noted, "I'm seeing less 'brand-name' loyalty among the stations and their listeners. Everything seems to depend on the strength of the songs, not the artists. A major artist could have a stiff album if the songs aren't right.' John Sebastian stated, "The reason we don't play anyone but bands like the Beatles and Rolling Stones is that record companies haven't given us anyone as good as they are. As soon as they do, we'll play them too.'

## R.I.P. Kickass

When an audience member wondered aloud whatever happened to the "kickass" terminology popularized on Sebastian's early client stations, he responded, "Its popularity has waned so we haven't used it in about eight months. However, it was a magnificent positioning statement to help create an image for a station through talk in the marketplace. Its negative reaction among some advertisers was more than made up for by the quick ratings gains made by the stations that used it as a positioning statement. In that regard, it was very successful."

## TV or Not TV

Another positioning tool, TV commercials, were discussed with an emphasis on whether it was better to buy a generic but customized spot, or to try to do one yourself. All the consultants agreed that homemade spots often look homemade, while prepackaged spots can absorb their higher production costs through sales of the spot to many stations. Jeff Pollack advised, '"The questions to remember when buying a TV spot are: What do I want the spot to say, and, is this spot telling my station's story?'

## Ratings Comparisons

No radio discussion lasts long without references to ratings. This audience wondered whether the consultants favored Birch to Arbitron, as Birch usually shows AOR with higher $12+$ figures. Jeff Pollack voiced a universal truth: "When the ARB is good, we love the ARB. But," he added, "Birch provides a better picture of the format's strengths, so long as you average the results over a three-month period to spot trends. One-month Birch results don't tell the whole story." Sebastian said, "Birch is my preference because their recall time is shorter, which leaves less room for error.'
"Stations without consultants usually get beaten."

- John Sebastian

Hattrik agreed, noting, "To create our rotations, we have to use time-spentlistening estimates. Basing those estimates on ARB data is ludicrous because of their seven-day diary. If you've ever looked at one that's been filled in, you can see that times are often rounded off, and most of them look like they were filled out at one sitting. Perhaps the first day's entries are accurate but the rest is just a mess. We do inhouse research that employs a one-day diary with telephone retrieval, making eight attempts to retrieve the information by phone. It's ridiculously cost-prohibitive on a national scale, but it gives us the most accurate information we would ask for. Birch comes closer to what we use than Arbitron.'

## Whither Goeth 25+ Listeners?

Lee Abrams was questioned at length about "Superstars 2" and its initial client station, KFOG/San Francisco. Of course, he was quite enthusiastic about the format's future potential for capturing $25+$ listeners, which is its target demo. But John Sebastian expressed doubts about the immediate ratings benefit of ignoring AOR's 12-24 core audience. He pointed out. "AOR's strength in teens and up to 24 has just emerged in the past few years. Those people will grow up listening to AOR, but it's going to be a few years till they're 25 or older. So I see real growth in that age group still a couple years away."

## Consultant Picks

Consultants love to talk about consulting. When asked to defend their jobs, Bob Hattrik offered, "We play the role of teacher,
t's always a great feeling when a column l've written evokes positive reader response. It seems I really hit a chord with my recent round of stories from AOR programmers about the tough question of jock safety. Two readers took the time to offer their own stories that merit passing along

## Century VP Shelley Grafman:

"KSHE's St. Louis studios are on the ground floor, with a window facing the parking lot that looks directly into the air studio. For 15 years now, listeners have been by the station to visit outside the window. The jock actually faces away from the window when he's on the air, but when he's not, he'll often talk to the crowds out there Often, the windows are kept open in the hotter months, but the opening isn't sufficient for someone to crawl through. The most he could do is extend his arms into the studio.
"In all the time we've been working in this potentially perilous situation, we've never had a seriously hostile individual show up. It's a blessing, really. The crowds can be overly enthusiastic sometimes, so we'll have to close the windows for a few minutes. Invariably, those people will go away quickly. But most of them are there out of affection and curiosity. Many are frequent visitors, and are very understanding of the jocks' other duties.

We have made one concession to the situation: we never put a female announcer on the air when it's dark. It's an obvious company policy to protect our women against elements which might be perilous to them
"The kids are really just there to party. And their enthusiasm is infectious to the jocks. Also, the crowd noise on the air makes for great party ambience. And that's what good rock radio's all about.
The following comes from Steve Sutton, now midday air personality at WMMR/Phlladelphla. But in 1971, Steve was doing nights at WMMS/Cleveland, where he recalls:

In those days they were at 55th and Euclid, the baddest part of the solar system.
injecting systems, coordinating music and promotions, and sharing information from other stations on diverse levels." Jeff Pollack noted, "Most businesses use consultants, and radio is a very successful business. In major markets, a radio station can make millions of dollars in a year. You don't want to play around with those kinds of numbers. When you make major decisions you want professional input, and we can offer a learned, objective opinion." John Sebastian pointed out, "Look at our track records. Stations without consultants usually get beaten. We are very successful Generally, when we're against an unconsulted station, we win."

Even the police were afraid to come up to that part of town. We had a guarded parking lot that the guards didn't want to patrol. I recall our GM at the time, David Moorhead, getting rolled in that parking lot by guys with a lead pipe. If that lead pipe hadn't been rolled in newspapers, it could have killed him David Kemp, who was doing middays for us, carried what cops called a 'purse gun' - a .25 calibre automatic. One time, two guys had tried to roll him in the parking lot, and he shot one of them in the tush!
"Anyway, one night I was walking down the hall and I saw the engineers chaining the doors to the parking lot, and piling furniture in front of the doors! I asked one of them what was going on, and he opened the door a crack for me: outside were three guys dressed in Black Panther outfits (and this was at the height of Black Panther activity) with highpowered rifles!
"I figured it was all over: the revolution was here and it was starting by taking over radio stations! Well, the engineers, in their panic, had forgotten to call the cops, so 1 rushed back to the control room and called them. For some reason, they didn't come right away it took them about fifteen minutes, and by that time the Panthers had split.
"The moral is, always know the number for the police department, and don't be afraid to use it!"
It's nice to run stories like the above that have happy endings. But these stories suggest the necessity for strong security measures that can be put into place at a moment's notice. If you've never met with your staff or administration to discuss the security of your airstaff, what are you waiting for?

The loaded question of the evening was what one other consultant would each panelist recommend . . . if he had to. After much good-natured grousing about the unfairness of the question from everyone onstage, all four answered in this order: Bob Hattrik: John Sebastian; John Sebastian: Bob Hattrik; Jeff Pollack: Lee Abrams; and Lee Abrams: Jeff Pollack. Do I detect some mutual admiration societies forming behind the scenes?
And that is the last word on consultants, at least for a while.
Honest!
Unless, of course . . . but that's another story!


WGRQ TAKES TO THE AIR - WGRQ/Buffalo was picked as the official area Who station for that band's local concert date. To cover the full scope of the event, WGRQ night rocker Carl Russo (right) took to the air in a rented plane for traffic and concert reports.

## LEGENDARY MUS CREATED IT.

 "Alum Greats' was the 'Roy ill of Rock is en better".
for radio. Rook for radio. producer. Anever-before-offere the Rolling del , Steely Dan, Pink Simon zITS A FIRST. A A giants ghat in , The Who, Ste Buddy Holly, Si



TESTED LOS Angeles called
KMET. LOS never heard
 A CELEBRATION
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## EVOLUTION

It's a good week for new AOR's: First, welcome back KAWY/Casper as an AOR The station, now known on the air as KY94, is programmed by Mark Rainer ... Former WXUS/Lafayette PD Stuart McRae starts up new AOR WHSP/Mobile as PD, switching the station from religious to AOR by December 1 . . WMGM/Atlantic City goes live AOR from TM Stereo Rock on November 1 with Tom McNally as PD and Mark Didia as MD . . . Bruce MacGregor is named PD at KQDS/Duluth and Brian Taylor MD . . WMMR/Philadelphia names Pauline Babikian Assistant MD . . John Dibella moves from WLIR/Long Island mornings to same at WMMR . . KMEL/ San Francisco hires former KSAN/San Francisco PD Bonnie Simmons and KOME/ San Jose's Gene Mitchell for weekend air work (Simmons retains her position with Bill Graham Management as well) . . . Dan Carlysle exits airwork at KLOS/Los Angeles . . . Timmo Cawley joins WXLP/ Davenport from WTAO/Murphysboro.

## AOR Reporter Profile

## KEZO/Omaha

PD: Greg Gillispie
MD: Joe Blood
POWER: $\mathbf{1 0 0 , 0 0 0}$ watts
CONSULTANT:

## Superstars

SLOGAN:

## 'Z92 - The Rock"

"Z92 is 'the Rock,' Omaha's only AOR station. Our main competition is an FM CHR station which plays a wide variety of mass appeal music. Z92 targets for the 18-34 demo, with our strength lying in the 16-24 age group.
"Promotionally, Z92 is very active We offer our listeners several lowcost or free things to do around town, as well as constructing major promotions that tie in with local events concerts, home entertainment, and various merchandising compaigns. Z92 is Omaha's concert connection, promoting all rock shows in the area. When major groups like the Who, Stones, or Springsteen don't come to town, Z92 loads up a couple of buses and rocks down the highway.
"Musically, we're making firm commitments to new music as well as maintaining the best classic rock in town. As Omaha's premiere AOR outlet for the past four years, Z92 has a loyal listener base that spends many hours during the week with the radio. They expect variety and freshness from Z92, and they get it. We're not afraid to try new bands, because we quickly find out if Omaha wants to hear them. $\mathrm{Z92}$ has a multi-faceted research department that aids us in our musical selections. If it's good rock and roll, you'll hear it on Z92, the Rock.'
-Greg Gillispie

## The Music Section

AOR's Most Accurate Music Information Begins on Page 44


WABX EXPOSES PRODUCERS - WABX/Detroit has begun a series of "Budget X-Posure" concerts for rising talents. The first to headline a show were Portrait's Producers, in a $\$ 2.99$ debut to Detroit audiences. Pictured (1-r) are band's Van Temple and Wayne Famous, WABX PD Carey Curelop and MD Greg St. James, band's Bryan Holmes.


UTOPIA IN CLEVELAND - Cleveland has long been a haven of popularity for Todd Rund gren and Utopia, so it was only fittling that the band kicked off its new tour, in support of its first Network album release, in Cleveland. Pictured backstage afterwards (1-r) are Network President AI Coury, WMMS MD Kid Leo, Rundgren, band's Rogert Powell, Willie Wilcox and Kasim Sulton

## COLOR

THE PROFESSIONAL HOUR: Many AOR's have "Amateur Hours," where listeners are invited to do guest DJ shows and get paid to do so. Well, WRVU, the campus station of Vanderbilt University in Nashville, has turned the tables on this promotion. WRVU has started a new weekly show called "The Professional Hour," wherein various local radio pros are invited to host an hourlong show of their favorite songs - for free. WKDF/Nashville's MD David Hall was the premiere host for the series.
ROCKTOBER ROCKER SEARCH: Rocktober's in full swing at WMJQ/Roches-


MEN AT WORK AT PLAY - Columbia's Men at Work held an autograph party in conjunc tion with WKQQ while passing through Lexington on their current concert tour. Pictured $(1-r$. top) are band's Greg Ham, Jerry Speiser and Colin Hay, WKQQ PD Gary Dickerson, and Col umbia's Al Stann; (l-r, bottom) band's John Rees, Columbia's Randy Broadus, Record Bar's Bruce Holloway.
ter, where station staffers are cruising the street in the station's van to spot cars sporting only WMJQ bumper stickers. When a car is pulled over, if the driver's listening to WMJQ at the time, he's an instant winner of $\$ 100$, or a pair of concert tickets, or both, in the pockets of the "I'm a Rocker" satin tour jacket.

PASSPORT TO ROCK: KGON/Portland celebrated Rocktober with a promotion that asked listeners to register by mail to win trips to famous "rock" locations around the world, including Rocks Sound in the Bahamas, the rock of Gilbraltar, Stonehenge, or the Himalayas.


MYSTERY MIDRIFF - No, this isn't a modernday slave auction. It's a KENO/Las Vegas bikini contest that's a bit different - every contestant was also asked to wear a mask (presumably so as not to detract from the charms of the bikinl). Pictured is one such contestant with mc and KENO PromotionDlrector Charlie Morris.


TALKING BACK TO THE STAR - When Island's Steve Winwood was interviewed via satellite on Rockline recently, he was actually sitting in WPLJ's New York studios. Winwood (right) is pictured chatting with WPLJ air personality Mark Coppola (left).

Yes, that's Karla DeVito wearing WMMS jogging wear in a photo in the October 11th issue of "People" magazine . . . WMJQ/ Rochester held a music guarantee contest promising five in a row or $\$ 5000$ and showed it was serious by mentioning on the air that it would purposely screw up and play less than five in a row sometime during the week to get a winner . . . KGON/ Portland just held a very successful "Rockworld" lifestyle fair, which sold over $\$ 250,000$ worth of merchandise in 14 hours. Geffen's Quarterflash played at the event . . "Dunk the DJ": WQDR/Raleigh DJ's participated in this carny sideshow favorite as a benefit for the SPCA . . WAPP/New York celebrated the Who's local appearance by handing out 125,000 concert patches WKLC/St. Albans cosponsored an "ugly bartender" competition that raised $\$ 6000$ for MS research ... WLRS/Louisville's giving out Halloween masks of its morning team, Ron Clay and Terry Meíners Congratulations to KFMF/Chico's Ron Woodward and wife Carol on the birth of Lindsay Morgan, their first child.

## BROADCASTS: Tracy Nelson on KTIMISan

 Rafael.GUEST DJ'S: Peter Frampton on WPDH/ Poughkeepsie . . . Bllly Joel on WAPL/Appleton . . Blackioot on WIOTIToledo.
CONVERSATIONS: BIIly Joel on WAPP/New York... Judas Prlest on WSYR/Syracuse... Firefall on KBCOIBoulder . . . Chicago on KUFOI Odessa . . Eddie Money on WBCN/Boston . . . Bllly Squier, Men At Work, Flxx, Headpins, Mental As Anything on CITI-FM/WInnipeg. Peter Tosh on KFMG/Albuquerque . . . Jethro Tull, Paul Carrack, Nick Lowe on KRQR/San Francisco... Robin Williams on KTIM/San Rafael.

## CONCERT PERFORM OF ROCK.

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# Adult/ Contemporary 

# A/C Sports Spotlight 

When it comes to sports on radio, the A/C team can't be beat. This week, R\&R takes a look at four interesting and entertaining sports ideas A/C stations have developed over the last several weeks. If your station has a hot promotion cooking, be sure to let us know about it!

## KFMB Stages <br> "Fantasy Football" Tailgate Party

Expanding on its highly successful "Fan tasy Baseball" promotion during last year's pro baseball strike, KFMB/San Diego recently entertained over a thousand fans at a giant "Fantasy Football" tailgate party in the parking lot of San Diego Stadium.
The unusual event included a simulated and somewhat hilarious "live" play-by-play broadcast of the just-cancelled ChargersRaiders game with NFL announcer Charlie Jones and KFMB personalities. Also featured were many outrageous festivities to help fans forget about the current football strike for an afternoon.
KFMB Promotion Director Joan Hiser described the details to R\&R. "The whole thing was just fun and crazy. Rather than allowing the strike to be a cold interruption in people's lives, we decided to make a spoof of the whole situation
"We brought in Longshot Les to predict the winner of the game. Longshot is a bottle-fed nine-month-old orangutan who began her career at KFMB predicting the winners at Del Mar racetrack.'
In order for Les to concentrate on her forecasting ability, she required top security. KFMB went the "whole nine yards." Joan explained, "We dressed Les up in a KFMB T-shirt and chauffered her in a limo with five bodyguards to a nearby bank PD/Operations Manager Mark Larson and a zoo escort accompanied her into a vault where she secretly selected the winning team. Only Les knew the outcome."
KFMB promoted the Fantasy Football game as a big tailgate party, with free beer for all, marching bands, theme float competition, and other activities. Even though the weather was rainy, the bash went on as scheduled. Joan continued, "People brought tents and food, and were having their own parties. KFMB had its own version of 'luxury' owners' skybox seats: a flatbed truck, and we awarded people prize tickets to sit in it! During halftime, there were high school cheerleaders, marching bands, even a float parade competition. One of the floats was a rolling hamburger grill, another a sailboat on a trailer. Our morning team of (Mac) Hudson and (Joe) Bauer wrote 'strike' songs, and they were out there singing and leading the fans in chorus."
What about the game? "It was scripted in advance," Joan said, "and was written by advance," Joan said, and was written by Tom Bass, and our news team. It was fast paced and action-packed, with all kinds of crazy plays. People were going wild!'

As it turned out, Longshot Les picked the exact score: the Chargers came from behind to beat the L.A. Raiders 29-27. The winning play came when Charger place kicker Rolf Benirschke booted (are you ready for this?) a 96 -yard field goal with one second left!

Interestingly, KFMB doesn't even carry the Chargers. So why get involved? Joan simply replied, "The station that has the Chargers wasn't doing anything, and we felt it was an opportunity some station needed to take. It was a big success and a lot of fun."

## PGA Sanctions WCLR's "Miniature Open"

Capitalizing on the excitement of the Windy City's Western Open PGA tournament, wCLR/Chicago recently held its first annual "Miniature Golf Open."
WCLR morning personality Phil "Doctor" Duncan, who created the idea, re quested the PGA tour officially "sanction" the event. As the humorous letter below reveals, his wish was granted!

## Dear Doctor Duncan.

While Commissioner Dean Beman and the entire staff of the PGA Tour are always looking for new ways to broaden interest in the great game of golf, quite frankly we never thought of the trailblazing techniques you are about to employ!
There are problems, however, as I'm sure you understand. For instance, what are we to tell the equipment manufacturers who will tell the equipment manufacturers who will complain when each player is able to play an entire 18 holes with just one ball? Not to mention the lightened load of clubs, since a putter is all they'll need; not much use for a golf bag or caddy either!
Despite the steep obstacles you face, the PGA Tour dubiously agrees to issue a one-time-only "sanction" for your Doctor Duncan Open Tournament. If you can find enough putters in the Chicago area willing to participate in goofy golf, we'll be goofy enough to sanction it.
Let us know how it goes. If the event proves to be the "success" we expect it to be, this could very well be the start of something small.

Sincerely,
Steve Rankin
PGA Director/Public Relations


LONGSHOT THE GREEK - From the security of a local bank, KFMB's Mark Larson and a zoo escort watch expert sports forecaster and partime orangutan Longshot Les select the "Fantasy Football" winner between the Chargers and Raiders. Longshot, of course, was "right on the money." For those of you who have trouble differentiating programmers from apes, Longshot's the one in the middle.


STRIKE? WHAT STRIKE? - Over 1000 happy Charger cheerleaders and fans turned out in the rain to enjoy free beer, fun, and a out in the rain to enjoy free beer, fun, and a
fantasy victory over the L.A. Raiders. The KFMB promotion included special station $T$-shirts just for the occasion.

WCLR Promotion Director Madeline Lane reported to R\&R, "It was terrific Over a hundred listeners came out to win gift certificates from a sporting goods store and they all loved participating. Wendy's Hamburgers cosponsored the event and gave away food coupons. Phone-in updates of all the action came in from our PD Dave Martin. It went over so well, we'll surely do it again next year."
Host Duncan added, "Not only did I have a great time but this was the first time I enjoyed 'teeing off' my listeners.'

## WTAE Rebroadcasts Steeler Super Bowls

Rather than go without pro football entirely this fall, WTAE/Pittsburgh just concluded its rebroadcasts of the Steelers' Super Bowl games, which ran on consecutive Sundays during the past four weeks.


WTAE Program Administrator Mark Roberts told R\&R how the idea was conceived. "Our VP/GM Ted Atkins and I came up with the notion severai months ago and filed it away as a contingency just in case the strike did occur.'
The games were promoted in the same ways as those during the regular season. From a sales perspective, the rebroadcasts have helped WTAE financially a bit. Mark continued, "Some spots were sold for more than our regular Sunday rate, but for considerably less than we'd get for a


JUST PUTTERING AROUND - At right, WCLR's "Doctor" Duncan greets one of the happy contestants at the station's first Miniature Golf Open. The winner picked up a $\$ 150$ gift certificate for covering the 18 links in just 47 strokes.
new Steelers game. We've also tried to accommodate as many of the regular Steelers sponsors as we can."
Following the Super Bowl replays, WTAE ran its regular postgame talk show with station sportscasters Myron Cope and Jack Fleming. The two announcers are the same ones who called all four championship games. Commenting on the reaction, Mark said, "It's been interesting and favorable. The first victory against the Minnesota Vikings brought back the most memories, because a lot of players that were on that team are no longer with the Steelers. It was really spinetingling to hear that game again - not at all boring as you'd might expect a replay to be. It seemed every bit as exciting as the first time, even though I knew what the outcome would be. The other games have been the same way.

## Broncos Play DJ On KPPL

On the afternoon of what would have been the Denver Broncos's first home game, wide receiver Steve Watson and linebacker Jim Ryan weren't on the gridiron - they were playing disc jockey on KPPL/Denver. Billed as the "Best Offensive Bronco Play In Denver," the special Sunday show was created, as described by PD Rick Brady, to "mirror the community as far as what's going on. Even though we don't carry the Broncos, the strike was certainly the hottest topic of conversation.'
Rick continued, "Our promotion people told the newspapers in town that it wasn't going to be talk-oriented. The players didn't want to do the show if it meant being on the phones for three hours. We invited Steve and Jim to just be themselves, play music, and simply reveal their personalities a bit to the audience."
Commenting on the player's performance, Rick added, "Even though neither of them was very good as a jock, the community reaction was positive. They talked a bit about the other players, and made some jokes about the strike, but basically played music just as anyone else would. We got local TV coverage, stories in both morning newspapers, even visibility on CBS-TV's 'NFL Today' show."
KPPL doesn't plan to extend the idea any further, however. "There have been such negative feelings about the strike, we figured the one special show was sufficient. The fans here are just as hostile toward the players as they are toward the owners."

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

## THERE'S ONLY ONE LIVE SHOW.

NETWORK OVER N
 night into day with
via satellite.
 Midnight to $5: 00$ AM.
show is being added. $500 \%$ cure inc re A $500 \%$ That's what

FEATURES AND hits as well as specials "Classic Duets", all is
the week's top A ward Winners Nigh ers al listeners oldies." "Gram". And ever featured on the air. OVER NO MONEY MA TY

# CALENDAR 

## Equipment Hots? Grab Checkbook, Rush Out!

About seven notches down from Important Bulletin (yeah, I know all bulletins are inherently important, but don't sidetrack me here), we encounter a hazy grey area of lesser information that maybe should go on the air but there's no big hurry. Sometimes this marginally-unimportant info gets on, sometimes not.

It is for this reason that you should quickly buy a little bitty computer keyboard and TV screen for your newsroom.
Here's the setup. This is fairly hot stuff and I don't want you to be deaf to the loud knocking - in stereo! - of a rare and genuine Combination Opportunity, wherein you not only get to solve a bunch of problems you didn't even know you had, but even far more exciting than that, you get to solve them with a great new prestige toy you didn't even know you needed! See, we're into some good stuff here!

Let's get right to the solution to these unnoticed problems so you know what to buy. A cheap electronic keyboard that will display messages on two CRT's, one so your newsman can type onto a screen in front of him and one in front of the jock Without walking or even talking, the newsperson can instantly type out updates of weather readings, punch in traffic info, put not-quite-bulletins on the screen, and even promote the next newscast with a list of top stories

An electronic message link allows your high-output News Department to furnish airable info to your busy jock to run in due time. The facts just wait on the screen until the announcer gets to a good place to use 'em. Oh, I could just go on and on The possibilities are almost limitless!

So that should about settle it. Try to get this equipment pretty soon (prior to end of tax year) and get it hooked up and looking real spiffy, so when clients come around you can tour 'em past the newsroom and they'll look in and be awfully impressed.

As a service to industry executives, from time to time I may write additional carefully-balanced think pieces such as this, to give you all the information you need to make intelligent equipment-purchasing decisions.

## Two Full Moons This Month

MONDAY, NOVEMBER 1 - Pretty rare. Two full moons this month. The full Beaver Moon tonight, then the Hunting Moon on the last day of November. Harry Weingarten of the National Astrological Society believes full moons make some people act a bit loony, and says, "You bleed more profusely, it leads to emotional and erratic behavior, and there should be some drastic rises and falls in the stock markets.

On this date in 1913 the forward pass came to football when coach Knute Rockne's Notre Dame team whipped Army 35-13. In 1952 the first H-Bomb was exploded on Aniwetok Atoll in the Pacific Ocean. In I966 President Lyndon Johnson told his most famous white lie: in a speech to our Vietnam troops, LBJ claimed his great-grandfather was among the Texas heroes who died at the Alamo.

This month brings the Christmas buying season and Thanksgiving. Nineteenth century poet Thomas Hood wrote, "No fruits, no flowers, no leaves, no birds, November!"

## Hughes Loose In His Spruce Goose

TUESDAY, NOVEMBER 2 - It is still the world's largest airplane. Howard Hughes's H-2 Hercules Flying Boat, nicknamed the Spruce Goose, was test flown over Long Beach Harbor 35 years ago today, then parked in a hangar never to fly again. The $\mathbf{H}-2$ 's wingspan ( 320 feet) is over a hundred feet wider than that of a 747 . The wing is longer than the Wright Brothers' first flight. The mostly-wood, eight-engine amphibious aircraft came out of hiding after Hughes died and will go on public display early next year in Long Beach, CA.

On this date in 1878 a 55 -foot-long squid - the world's largest - was captured off Newfoundland. Squid have teeth in side the suckers on their tentacles and have been known to claw their way from inside a whale after being swallowed. Sixty eight years ago this week, 19 -year-old Mary Jacob fashioned the world's first modern bra from two handkerchiefs. She sold the multi-million-dollar patent rights for $\$ 15,000$. Two decades ago in 1962, President John Kennedy announced that Russian missile bases in Cuba were being dismantled, ending the brink-of-war Cuban Missile Crisis.

Burt Lancaster is 69 . He was a New York University dropout, then an unsuccessful circus trapeze artist, then a depart ment sore lingerie salesman. Lancaster was "discovered" in true Hollywood tradition, almost forty years ago, when a big time Hollywood producer saw him in an elevator.

## No Starters At First Car Show

WEDNESDAY, NOVEMBER 3 - There were 31 makes and models to see when America's first national automobile show began in Madison Square Garden 82 years ago today. The 1900 car show featured steam, gasoline and electric cars, but not one had a self-starter

Thirty years ago today the first frozen bread went on sale, made possible by earlier quick-freeze technology developed by Clarence Birdseye, who experiments had been inspired when he tasted naturally quick-frozen Arctic fish.

On this date in 1837 Americans were paying six cents for a dozen eggs, twenty cents for a pound of coffee, and $\$ 1.25$ per acre of good farm land.

Heavyweight boxer Larry Holmes is 33. Others born on this date have included the legendary Texan Stephen $\mathbf{F}$ Austin in 1793, Football Hall of Famer "Bronko" Nagurski in 1908, and Baseball Hall of Fame member Bob "Rapid Robert" Feller in 1918.

## Bartender's Enemy: The Cash Register

THURSDAY, NOVEMBER 4 - The cash register, which was patented 103 years ago today, was invented by a tavern owner whose bartenders were raking off money. James Ritty's problem was that he didn't even know how much was being stolen, because incoming cash wasn't, uh, registered. (More than half the sales in some modern department stores don't involve cash, but the newer registers easily handle plastic too.)

Richard Gatling patented the machine gün in 1862. America's Embassy in Teheran was seized, and hostages taken, three years ago today.

Loretta Swit, best known as "Hot Lips" Houlihan in M*A*S*H, has a birthday today, but I frankly can't confirm her age. 45? Art Carney is 64 . W. Leland Cronkite, Jr. is 66: Walter Cronkite had been a newspaperman and wire service correspondent before he began anchoring CBS news in 1962.

## Our First President: George Or John?

FRIDAY, NOVEMBER 5 - Everyone knows George Washington was our first President, but technically everyone is wrong, because on this date in 1781 the delegates from the thirteen original states elected John Hanson "President of the United States in Congress Assembled." Even George called John "Mister President." Eight years and six successors later, with our new Constitution in effect in 1789, George got the job.

On this date in 1872 Susan B. Anthony was arrested for attempting to vote. In 1911 C.P. Rogers completed the first American transcontinental airplane trip after 49 days, including 24 lost on the ground because of breakdowns and bad weather. In 1979 Washington rejected Iranian demands for the return of the Shah, and Ayatollah Khoumeini announced his backing of the seizure of American hostages in Teheran.

The youngest Academy Award winner ever, Tatum O"Neal, is 19; she was named Best Supporting Actress for "Paper Moon" when she was ten. Basketball wizard Bill Walton is 30 . Art Garfunkel is 41 today, and so is actress Elke Sommer. Tina's ex-husband Ike Turner is 50 . Watergate figure Jeb Stuart Magruder is 48. Actress Vivien Leigh is 69 .

## AMERICAS LIES SHOW.

ONLY LINE, ATONAL OLe spotlights to weekly to 12.00

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# THEPICTURE PAGES 

Cougar Caked With Success


Before joining a group of New York radio notables for a photo session at a party celebrating his necant success, Rlva/PolyGram's John Cougar had the final makaup touch appliad to him - a liberal helping of birthday cake. Following the party, a stern label directive forbade further cakes at PolyGram affairs. Pictured (1-r) are WNBC's Lyndon Abel, WPLJ MD Dorothy Vanturini, WNBC air personality Jesse Anderson, WPLJ alr personality Tony Pigg, Cougar, WPLJ's Debra Stain, WBAB MD Ralph Tortora, WAPP MD Chip Hobart, and PolyGram's Fred Disipio Jr. and Sue De Benedette.

City Of Hope Gets Big Mac Certificate


WB's Fleetwood Mac played a benefit concert at Irvine Meadows in Southern California for the City of Hope Ne. tional Medical Center. Pictured at the presentation of a $\$ 200,000$ check are (l-r) City of Hope Music Industry Chapter President Bob Fead (President of Monument), group's Mick Fleetwood, Lindsey Buckingham, Stevie Nicks, Christine McVie, and John McVie, and Music Industry Chapter Exec. Director Bill Varnon.

Loggins Logs Universal Date


Columbia's Kenny Loggins performed at the Universal Amphitheatre in Los Angeles, with a large contingent of label executives on hand for opening night. Pictured backstage are (l-r) Columbia's Debbie Newman, CBS VP/GM West Coast Myron Roth, Loggins, Columbia VP Ron Oberman, Columbia's Jim McKaon and David Gales, and CBS's Shirley Brooks.

Capitol Among The Missing


Following a Missing Persons performance at Los Angeles's Greak Theatre, Capitol axecutives visited beckstage. Pictured (tr rear) are Capitol VP's Bruce Wendell and Wafter Lee, group's Terry Bazzio, Capitol President Don Zim mermann, VP's Helmut Fest and Rupert Perry, and label's Bruce Ravid; (1-r front) group's Dale Bozzio, Warren Cucurullo, and Chuck Wild.

Alpert Returns To Stage


A\&M cofounder Herb Alpert neturned to live concert performing for the first time in ten years with a Unlversal Amphitheatre show in Los Angeles. Pictured after the show are (l-r) A\&M President Gil Friesen, Sr. VP Harold Childs, Alpert, and Chairman Jerry Moss.

## Genesis Booked At Forum



Attantic's Genesis played two shows at the Forum in Los Angeles recent IV. Pictured backstage after the show are (1-r) A tlantic President Doug Morris, group's touring guitarist Daryl Stuermer, group's Tony Banks, Mike Rutherford (kneoling), and Phil Collins, and Atlantic Exec. VP/GM Dave Glew.

Olivia Opening


Olivie Newton-John recently played four shows at Los Angeles's Univer sal Amphitheatre, and was honored with a sizable backstage celebration after opening night. She's pictured with MCA President Bob Siner.

Golden Swing For RCA


Larry Elgart received a gold record for his "Hooked On Swing" album on a visit to RCA's New York headquarters. Pictured (l-r) are RCA VP Den Loggins, label's Jack Maher, RCA VP Joe Mansfield, Elgert, VP Vince Pellegrino, and RCA's Susan Wax.

## THE 3O-HOUR MASTERPTECE THEMSELVES!

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# How Radio Copes With Copious Record Releases 

Even if you've misplaced your calendar, you can still tell that the holiday season is approaching simply by counting the number of new releases you've received in the mail recently. Or take a glance at last week's R\&R Country chart with seven Breakers and you'll have some idea of the glut of new product which is now out. In fact, it makes one wonder if there's anyone left recording down in Nashville!
Once again music directors are faced with the annual problem of wading through a mass of material by major artists as well as the incredible amount of product they already receive from lesser-known artists and labels. Combine that with an already tight playlist, and you're faced with the dilemma of waiting on a lot of good records or somehow restructuring your list to include more new releases. Each of the MD's we talked with this week had their own solution to this oversaturation problem and, surprisingly, all welcomed the increase in product availability. Following are their comments on how they cope with this feast or famine situation.

## Joel Raab

WHK/Cleveland
When there's a lot of good current material out, we certainly up our percentage of current music that we play, not necessarily by increasing the length of the playlist but by increasing the amount of currents which are played in significant dayparts. Then, when there doesn't seem to be a whole lot of material out, we'll go back to leaning heavier on the oldies. However, we can expand our playlist if we want and, in fact, we're now numbering 40 records when we were only numbering about $34-35$ about a month ago. Everything we play is either numbered or in the "Adds" category, although occasionally they'll be a few stragglers.
"I think all this current release of product is positive because if the product is hot and you can lean heavier on the current material, that'll make your station sound hotter.'

- Joel Raab

We feel that it's important not to let the current material dictate the sound or success of the radio station. Generally speaking, you'll notice that Country stations as a whole seem to go up in certain books and seem to decline during others, and I think that's partly due to the product that's out. About two months ago the product seemed to be real weak. However, I think all this current release of product is positive because if the product is hot and you can lean heavier on the current material, that'll make your station sound hotter.
Most stations like mine are in competitive situations where we've got to be playing the established artists because so is our competition. For that reason when we have a
choice between an established artist and a newer artist, we'll definitely lean towards the established artist because of sound and name recognition. In a period like this, the newer artists have got to have something really exceptional to establish themselves.

Tim Tyler

## KCUB/Tucson

There's so much stuff out and it's so good that we've lengthened our playlist somewhat. We were down to playing about 33 records a couple of months ago and now we're at between $48-52$. Right now our currents are rotating about once every six hours where before, during noncommercial hours, they were running anywhere from $31 / 2-4$ hours. When we had the shorter rotation, we got some complaints from listeners
"I prefer a longer playlist and I welcome all the product that's out right now.'

- Tim Tyler
so our GM Jim Slone, who actually makes the final decision on what we're playing, and I sat down and decided to expand the playlist.
If the amount of available product dries up later, we might again cut the list a little bit, but I don't see that happening now. I prefer a longer playlist and I welcome all the product that's out right now. It makes for some tough decisions sometimes, but I welcome it because so much of the product that's out is really good.


## Scott Brody <br> KBBQ/Ventura

I'm having to work a little harder to make sure I can find time to listen to everything that's coming in, but I can't say it's a problem because it gives me more to choose from. I've found that there's a lot of talent out there, and sometimes it's the established major label artist and sometimes it isn't. More product just means there's more to choose from.
I have an "Extra" category now which I'm using, but I'm not particularly lengthening my playlist. However, I'm also previewing about eight songs per week, which I don't report as "Adds" unless they test out well. That allows me greater flexibility to pick and choose and get more things on the air, which I'm finding helps me a great deal. Really what I'm trying to do is let my audience make some decisions


WOKQ STICKS IT TO LISTENERS - When WOKQ/Dover, NH decided to run its variation of the old "black box" promotion, using a "WOKQ Bumper Q-ube," the station had no idea it would be such an enormous success. Over 10,000 people from a four-state area submitted their guesses as to how many bumper strips were on the outside of the Q-ube, prominently displayed from the ceiling of a local shopping mall. Sitting under the Rubik's Cube lookalike was the enticement . a 1982 Pontiac T1000. Surprisingly, only one person came up with the correct number of stickers used (667). Station Promotion Director Tony Young (right) is shown with the 668th bumpersticker, which grand prize winner Mike Milne (left) promptly placed on his new car.
for me since I don't have a sophisticated research plan. However, I do feel that there's a limit as to how much new music the audience can absorb and make sense of, so I try to hold my new adds to seven or eight a week.
"It's up to radio people to use their own judgment to pick and choose what's really best for their markets and for their radio stations.
-Scott Brody

There are, of course, some songs that I'm not worried about, and I'll add them on immediately. I can't look at it in terms of gross product; I have to look at it in terms of how much really good material there is. If I felt that there were ten songs that were all clamoring for airplay, then I'd put them on. I'm in a rating period right now, so I want to add my strongest material. On the other hand, in what week do I not want to add my strongest material?
Although I know it's a problem for some of the lesser-known artists to get airplay when there's so much product out, I don't think we can hold the major artists or labels responsible for that. It's up to radio people to use their own judgment to pick and choose what's really best for their markets and for their radio stations. I try to keep a pretty close pulse on what's going on in my market, and every week I find that some of the lesser-known acts and labels can be just as strong, if not stronger, than the major label product. The truth is in the vinyl, not the label. I wouldn't say that I make a conscious effort to add new material just for the sake of adding new material. Every week I simply try to add the best songs I can find.

## Jay Phillips WMAQ/Chicago

No matter how much product is out there, we just look for the records that are right for our station and will meet our needs. It's what we've always done. Sometimes you go through gluts and sometimes you go through really bad periods, but even during the gluts there are records that don't meet our needs so we bypass them. Some really traditional records just don't do well here. On the whole I don't think we can make this station very traditional and survive.
I don't think that right now there's more product out than usual. Actually, earlier this summer there was more out than there is right now and at that point we did expand our playlist. I'd like to expand it even more, but we're not going to do it unless the pro duct's there. In order to expand your playlist you really have to find a week
where virtually all your records are doing well, and that doesn't happen very often. And then you have to have enough good records to go into a low rotation. You can maintain a larger list once you've done that because you only have to replace a few elements at a time.
Included in our current rotation are also some LP cuts which we feel will do better for us than some of the current singles. We're lucky we have a tracking system in this market so that when we put a record on we can see how the record does regardless of whether it's a single or an LP cut. A lot of things on the charts right now are burned for us because we went early on them. However, once we add something, the record stays on the air by what's happening here in Chicago, and if it loses its bullet in the trades I could care less. The people who listen to your radio station don't know anything about bullets . . . they just know what they like, and the way to win is to play what people like.
"The people who listen to your radio station don't know anything about bullets . . . they just know what they like, and the way to win is to play what people like."
-Jay Phillips

To get off the subject for a moment, there are people in the radio industry right now, especially in Country, who follow the national charts, and even though they may have a hot record on their radio station, if it loses its bullet they drop it. You just can't operate that way. You've got to find out what's happening in your local market and play to your local market. For instance, Charley McClain's "Dancing Your Memory Away" is still hot for me even though it's over nationally. If I had dropped that record when it lost its bullet, I would have been hurting myself because people still wanted to hear it.
We really try to use our ears here. If we hear a record that we don't feel belongs on the radio station, we don't play it. Sometimes we miss, but most of the time we don't. That's how we weed through all the product that's out there by just playing what fits on WMAQ. That's also why we program LP cuts which we feel are better than the current singles. People don't care what size the hole of the record is . . . all they care about is the record!

## The Music Section

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


COUNTRY CHUCK'S MANNING THE KRAM-MOBILE - "Country Chuck Manning, morning personality at KRAM/Las Vegas, was one of the celebrity drivers who took part in a spacial promotion at Caesars Palace to stir up some excitement over the Caesar's Palace Grand Prix Race run in late Saptember.


MINNESOTA STATION FA VORS FARGO - Donna Fargo dropped by KMHLMarshall, MN recently for a visit with 14 Country PD Bob Wilder, shown hare anjoying avary minute of it!


RCA PARTYGOERS - Found socializing in the RCA sufte during CMA we日k were (l-r) artist Charley Pride, RCA's Dallas promotion man Wayne Edwards, and KNUZ/Houston PD Bruce Nelson


HERE SHE COMES . . "MISS WIL" 1982 - The WILSt Louis Six Flags Wild West Jamborea and Miss WIL promo tion, held before a crowd of over 32,000 during an Oak Ridge Boys concert found Gine Marie chosen to repre sent the stations for personal appearances and other promotions for the next year. Gina, winner from over 400 en tries recelved, also won $\$ 500$ and a diamond and gold pen dent. She is shown being crowned by (left) WIL DJ Davie Lee and (right) Promotions Director Al Agius.


KICK CREW WELCOMES LOU - Now York's KICK 106.7 FM (WKHK) brought Yankee outfielder Lou Piniella to "Kick Night At Yankee Stadium," where Lou hosted 25 winners and their guests at an excluslve club room party. Shown above are (1-r) air personality Tim Byrd, Lou, and station DJ Cliff Powers.


MISS PIGGY PROTESTS PORK PATTIE LUNCHES - As WDG Y/Minneapolis gave away frea lunches of pork patties and baked beans from their broadcast booth at the Minnesota State Fair, Miss Piggy visited daily to protest the pig product picnic. She also got to vent her hamhocks in daily on-air interviews. Pictured at the broadcast booth with our favorita ham is WDGY Account Exec Bonni Bownds.


MINOT MAKES MUSIC - The North Dakote State Fair was the scene of the annual KCJB Country Show, during which nine aree bands competed for the first prize of $\$ 500$ and all the beer you could drink land with temperatures in the 90 's, that could add up to more than the prize moneyll. During the competition, the Minot station also took the opportunity to market its $T$-shirts and made more than enough to cover the winner's check. Pictured is KCJB PD Mark Ess (right) awarding some blg bucks to winner Rich Cheney.


WOWW'S DIXIE DARLUNG - The WOWW/Pensacola and Southern Comfort-sponsored annual "Dixie Darling Swimsuit Competition" wowwed not only station staffers and judges lincluding "Playboy" magazine's David Meceyl, but also the record crowd of 3000 spactators who showed up to watch 60 Gulf Coast beauties compete for $\$ 3000$ in cash and prizas. Pic-

tured at right are the judges giving a close avaluation of one contestant, while photo on loft shows (l-r) WOWW DJ J. Christopher, 2 nd runner-up Shelly Bryant, station PD John B. Canterbury, 1 st runner.up Lori Anne Graham, Southern Comfort representative Jim Ceroni, and the 1982 Dixie Darling Brenda Peacock following the competition.

## Inside Nashville



TRICK OR TREAT? Glen Campbell married Kim Woolen at North Phoenix Baptist Church Monday. They'll live in Phoenix ... Dave Rowland's hunting for Sugar again. His sugar-free diest wasn't good for him! . . Jerry Reed recorded the theme of Burt Reynolds's Tampa Bay Bandits of the South Florida Football League . . Tom Jones came to Nashville to concert. He still "ain't Country". . . Tickets to the Alabama concert were sold out in eight hours ( 15,000 seats) at nearby Murfreesboro. The only other time that's happened in the beautiful Murphy Center was for Elvis Presley in 1975.

Mel Tillis guested last week on the "Dukes Of Hazzard." (Wonder when John Schneider will guest on that show?) Connie Stevens coming to Nashville to do an album for PolyGram? Engelbert Humperdinck was here during convention recording; Connie Francis made an album with Harold Shedd at Music Mill; Lou Rawls was here last week for an album; George Burns, they say, is coming back for another; Buck Owens started an album with Buddy Killen, got sick and went home . . . Barbara Mandrell's 15 minutes on ABC's " $20 / 20$ " was taped in August ... The Country Music Association will celebrate its 25 th anniversary next March with a 90 -minute show from Washington's Constitution Hall, which will be taped for broadcast on CBS, produced by the "pros," Dwight Hemion and Gary Smith. More on that later . . Johnny Lee is suing the National Enquirer for printing a story saying his marriage to Charlene Tilton is over ... Emmylou Harris's new album features Emmylou playing electric guitar lead on the late Bobby Morris's "Buckaroo," long the theme song of the Buck Owens band
"PAPPY'S PLACE": Moe Bandy, Burrito Bros., Susie Allanson, Denise Price and Tennessee Express guesting on "Pappy's Place," starring Wade Ray. The show's being taped aboard a cruise ship by Group W for Salt \& Pepper Productions, to be seen on the USA satellite network. Wade Ray is a legend to many, from his National Barn Dance days with Rex Allen, Sr. to his Cowtown days in Los Angeles (he was one of the first to soundtrack fiddles for Hollywood Studios), and a longtime RCA Victor record artist. Sam Cooke, the late contemporary million-seller of the $60^{\prime}$ 's, was once a bootblack at Cowtown, the nightclub which Wade co-owned and headlined for years. Sam Cooke's style evolved directly from Wade's singing style, which he studied between shoe shines in the men's room at Cowtown. "Pappy's Place" was inspired by the name Wade's friends have called him since he was in Chicago at the National Barn Dance, and before on the Pappy

Cheshire Barn Dance in St. Louis with the likes of "Little Georgie Gobel." Wade is currently a daily live show star on WIL in St. Louis. He's somethin'!
LABEL-SWITCHING: Dallas-based Permian Records has signed Lynn Anderson as its first artist . . Another new record company, Noble Vision Records out of Atlanta, has already released a single on its first artist, Jim Glaser of Tompall and the Glaser Brothers. Jim will now have a dual career as a single artist as well as remaining a member of the group ... Veteran artist Porter Wagoner moves to the Warner/Viva label with his first release coming from the Clint Eastwood movie soundtrack of "Honkytonk Man." The Snuff Garrettproduced movie is scheduled for release in early December; the record's out now Glen Campbell, now recording for the newly established Atlantic America label, will also return to national television with a weekly prime-time program "The Glen Campbell Music Show" . . Tex Davis of recently-revived Monument is excited over the label's first album release "The Winning Hand," featuring "two Kings and two Queens of country music," Willie Nelson, Kris Kristofferson, Brenda Lee, and Dolly Parton. The interesting thing about this two-record package is that none of the artists (except Kris) are signed to the label! All the others got permission from their current labels to record this special tribute to the man who was instrumental in starting the careers of Willie, Kris, and Dolly ... label founder \& current Chairman of the Board Fred Foster.
RADIO ROW: Stan Davis (WVAM/Altoona, PA) promoted the Barbara Mandrell Show at nearby State College but had a hard time getting into the show. Seems that Jimmy Carter's favorite fishing hole is a half-hour away in Spruce Creek and when Carter came to the show, seemed every other person there had a walkie-talkie. Stan says watching them talk into their lapels was almost as much fun as the show Brian Hale (WIXY/E. Longmeadow, MA) whips the only Country signal into the Springfield/Holyoke market . . . George


LAY LANDS TV SPOT - As part of a CBS Evening News piece on Rodney Lay's politically. inspired single "I Wish I Had A Job To Shove," Rodney was interviewed by CBS Evening News correspondent Steve Kroft at the Tulsa-based haadquarters of Churchill Records.

Conrad (WIXL/Newton, NJ) still excited over the CBS News piece filmed at his station playing Rodney Lay's "Wish I Had A Job To Shove" for an unemployment story on Dan Rather's evening news. Great exposure for the station... George has an hourly mix of bluegrass throughout the station's 24 hours, which undoubtedly inspired the annual Waterloo Village Bluegrass Festival, which draws tens of thousands each year to that community. Chamber of Commerce cited WIXL for promoting tourism. Gives the station a unique dimension as well ... Rich Kimball (WBGW/Bangor) promoted "open season on Moose" in Maine, with a thousand winners Gary Agnew (WSEN/Syracuse) promoted a zuchini Festival; the winner's was a 12-pounder. (What's this about counting license plates at the city limits, Gary?) Chris Warren (WGNA/Albany) announced the winner of his station's recent "Where the Country Is" talent contest is a supergroup called Aged-In-The-Hills,
featuring George and Cherry Schacher, Dave Wagner and Barbara Morehouse. They won a Nashville record session and 45 record with Biff Collie's Winner Productions ... Rick Johnson (WCAW/Charleston) announced the first annual Casey Cash Chicken Feeding Clinic, with morning man Casey Cash hosting this therapeutic session on the city square in Charleston, with "hundreds of chickens and thousands of people" (now that's country!) . . . Congratulations to Tom \& Jerry (Tom Collins \& Dennis "Jerry" James), KSO/Des Moines's AM team, on their latest 19.5 rating, again making them the \#1 morning show in their market.
POST SCRIPT: Helen Cornelius in a Broadway musical?? . . Martha Hume's guide to country music "You're So Cold I'm Turnin' Blue" is the best source book of fact and trivia ever published on country music

Sad to hear of the death of Cal Smith's 21 -year-old son, killed recently in an automobile accident.


THE TALL AND THE SHORT OF IT - WITLLansing's Wayne Waters commented that he never knew how tall he was $\left(6^{\prime} 7^{\prime \prime}\right)$ until he was surrounded by a bunch of "shorties" at Betty and Joe Gibson's annual NSD bash during DJ week. Pictured (l-r) are Soundwaves recording artist Lynn Hargis lof Jon and Lynn), Wayne (as if you couldn't guessl), Carolyn Parks, and independent promoters Jack Pride and Gene Hughes.


PAPA JOE AND CREW - Discussing singles, sales, and station airplay are (l-r) Soundwaves recording artist Gary Goodnight, Nationwide Sound Distributors (NSD) President Joe Gibson, WSLC/Roanoke's Steve Akers, and NSD's David "Noel" Gibson.


HANK IS HUMANITARIAN - One of the highlights of the annual SESAC Awards was the presentation of the Humanitarian Award to Hank Snow for founding the Hank Snow Foundetion For Child Abuse. Making the presentation is CMA Executive Director Jo Walker-Meador


## ACTION

A number of interesting things have taken place since our last all Action column, so let me bring you up to date. I'm sure you've noticed the "migration" of formats slipping over to Urban Contemporary, like WUSL/Philadelphia. WUSL will be WDAS-FM's newfound competition - this should be a good hard-fought radio battle reminiscent of days gone by! Jeff Wyatt, formerly Asst. PD at WXKS-FM/Boston under Sonny Joe White, is the new PD at WUSL

WLOQ/Orlando (Jazz) has a new Music Director. Congratulations to Paul Gerardi, who's been a member of the staff for the past several years.
KOKY/Little Rock announced the appointment of Paul Todd as Program Director. Paul was the Promotions Director at WJMI/Jackson, MS.
WTKL/Baton Rouge has a new morning personality, Bobby Allen, better known as "Machine Gun Bobby." Allen replaces Skip Taylor, who has relocated to South Carolina. Allen's most recent gig prior to WTKL was at WAIL/New Orleans. WTKL is an Urban format also.

KACE/Los Angeles PD/MD Alonzo Miller did the impossible recently. Miller was the guest host of the timeless "Soul Train" TV dance show. This was the first and only time that regular host Don Cornelius didn't do the show himself. I wonder what "Big Don"' has in mind. For those who may not know - Alonzo was a co-writer of the Rick James smash "Super Freak."
Since we're talking television for a moment, it gives me great pleasure to inform you that WXYV/Baltimore PD Tim Watts has been hired as the Entertainment Editor for WJZ-TV (Channel 13)'s black-oriented magazine show, "City Line," airing for one hour every Sunday at noon. Tim's segment is called "The Entertainment Page." He does album and concert reviews, artist interviews, etc., and each week spotlights a video of a major artist, supplied by the record companies. Tim could use more service from all labels. If you would like to have your artist seen on this program, send your videos to WJZ-TV Channel 13, 8001 Park Heights Ave., Baltimore MD 21208 , ATTN: Tim Watts. Our congratulations to Tim.

WPLZ/Petersburg, VA hosted a concert featuring Midnight Star and Push at the Virginia State Fair last week. Admission was only 999 in observance of sickle cell anemia month. All proceeds went to the Sickle Cell Research Foundation. Sickle cell screening clinics were set up for those in attendance.


KGFJ WELCOMES MCDONALD - While in Los Angeles on a promotional tour, Warner Brothers recording antist Michael Mc Director Lydia Nicole. I betcha Michael never forgets Lydia Nicol
that visit!


WBLX WINNER - WBLX/Mobile GM Larry Williams (left) presents a check for $\$ 1000$ to Jay Ball of Daphne, AL, who won WBLX's "Music All-Star Team" game.

KRLY (LOVE 94)/Houston is uidizing a new and creative approach through its public service messages. LOVE 94 hopes to help its listeners survive in the 80 's by giving them helpful tips on all types of services offered by the local government, state government, local businesses, etc. KRLY runs these 60 -second public service messages in three parts, all during afternoon drivetime, $3-7 \mathrm{pm}$. The feature is called "Survival 82."
KRLY has also figured out a way for its listeners to still enjoy "Monday Night Football." LOVE 94 premiered "Fantasy Football" last Monday by having Houston Oilers players Kenny Burrough, Robert Brazile, and J.C. Wilson on the air. All three did air shifts and answered the request lines so they could communicate with the loyal LOVE 94 listeners.
Similarly, K104/Dallas found a way to keep its local football fans happy by acquiring some of the "Cowboys" to be air personalities for a few days. The moonlighters included the Cowboys' 1981 \#1 draft pick Howard Richards, wide receivers Drew Pearson and Doug Donley, All-Pro defensive back Emerson Walls, defensive safety Michael Downs, the 1982 \#2 draft pick Ron Michael Downs, the 1982 \#2 draft pick Ron
Springs, Super Bowl MVP and defensive end Harvey Martin, linebacker Anthony Dickerson, and wide receiver Tony Hill. By the way, K104 FM arranged for each player to handle his own air shift, accept phone calls, take some requests, and run contests while on the air. The station sent special limousines to pick up each of the Cowboys before his air shift.
Gary Shepard, former PD/MD of WSSJ/Camden, NJ, will be doing the allnight show on WUSL/Philadelphia. It's a shame he couldn't stay with black ownership, but some of our black owners continue to let good black talent go elsewhere, and not always by choice!
A\&M recording artist Janet Jackson is on the move. Los Angeles Mayor Tom Bradley declared the month of October as "Commitment To Education" month and Janet kicked off the month's activities as a spokesper-


KACEILOS ANGELES SAYS KEEP AWAY GIRLS - WE'RE DOING OK - Recently, Casablanca/PolyGram recording artist Stephanie Mills paid a visit to KACE. Pictured (l-r) are PolyGram's Willie Tucker, KACE Operations Manager Cal Shields, Stephanie, and PD/MD Alonzo Miller
son at L.A.'s Crenshaw High School. Janet received a proclamation from the Mayor for her efforts. Crenshaw High was the first of thirty schools that the 16 -year-old artist will visit through this month. Her theme is "A Commitment To Education Is A Commitment To Survival . . . stay in school." Involved in this campaign is L.A.'s KGFJ, owned by Inner City Broadcasting. KGFJ has donated both broadcast time and promotional efforts to this cause.

The BMA (Black Music Association) has long asked its membership to set up local chapters of the parent organization. Well, Washington, DC has done just that with the recent election of Saleem Hylton as its President. Vice President went to Jerry (Zeke) Sanders, RCA Regional Promotion; Treasurer Ms. Vern Goff, Vern Goff Associates; Secretary Ms. Edith Smith of WHUR; Announcement Secretary Paul


Kearney. (Pictured standing is the new President of the Capital City Chapter BMA, Saleem Hylton).
WBMX/Chicago GM Kernie Anderson announced that the station's fall promotional campaign will be based on one of the largest cash giveaways in the history of WBMX and Chicago radio. Nearly $\$ 150,000$ in cash giveaways, prizes, and trips to Las Vegas, and Puerto Rico, as well as ski vacations to Switzerland, will be available to win. The promotion will culminate in a $\$ 100,000$ giveaway to one person!! Anderson said, "All of us at WBMX are very excited about this promotion, for it surely is 'super'
in magnitude. In addition, entry blanks at participating Kentucky Fried Chicken locations in the Chicago area make the contest an easy one to enter. WBMX plans to make someone very, very happy this Christmas."
WDIA/Memphis General Manager Charles Scruggs was the recent recipient of the NRBA Certificate of Merit Award for outstanding public affairs service to his community. This award goes to WDIA because of its outstanding efforts to save Mound Bayou, MS, as reported in R\&R, raising $\$ 209,000$ to accomplish the goal. WDIA will be included in an engraved honor roll of certificate winners that will be presented to the Chairman of the FCC and the Chairmen of the House and Senate Communications Subcommittees as evidence of radio's outstanding performance in the public interest.
WJMO/Cleveland air personality Jeffrey Foxx put it on the line last week - he ran in a Cleveland marathon. The event was the first annual marathon sponsored by the United Negro College Fund. "Run For the Mind" was the theme of the marathon, and all proceeds from the run benefitted UNCF.
WJMO's Tony Harris has a new gig in addition to his morn-
 ing show ( $6-10 \mathrm{am}$ ).

Jeffrey Fox ing show (6-10am). Magazine" show seen every evening at 7:30 in Cleveland. Tony travels locally in and around the Cleveland area searching out new and unique subjects and events to report about. Congratulations, Tony, from all of us at R\&R. This influx of Black Radio personalities into TV seems to be contagious!!
For those of you into Birch ratings, here are some interesting figures from New York:

$$
\begin{array}{lr}
\text { WRKS (KISS-FM) } & 5.5-6.3 \\
\text { WKTU } & 6.7-4.4 \\
\text { WBLS } & 4.9-4.3
\end{array}
$$

These are summer quarterly numbers for the "Big Apple."


KJLH \& BLACK UHURU - Pictured at the KJLH/Los Angeles 'Community Appreciation Day' concert from left to right: KJLH's Lance Williams, concert stage manager; Black Uhuru drummer Sly Dunbar; KJLH air personality Lawrence Tanter; concert coordinator Carl Smith; KJLH's Louise Foster; and Black Uhuru bassist Robbie Shakespeare.


America played the Greek Theetre In Los Angeles and were met backstage by Capitol executives. Pictured (I.r) are label VP's Walter Lee and Helmut Fest, group's Dewey Bunnell and Gerry Beckley, and Capitol Record Group President Don Zimmermenn.

## Attantic Acquires Gaynor



Glorie Gaynor has signed with Atentic Records, with a self-titled album out early next month and a single to precede it. Pictured at the signing are (l.r) Atlantic President Doug Morris, manager Linwood Simon, Gaynor, and Atlantic Chairman Ahmet Ertegun.

DC101
Continued from Page 1
the middle, and all the other stuff that happens when you record a record off the radio? We feel (album-tracking) actually induces people to go and buy the record so they can have it in its purest state.
'Remember, our listeners' perceptions of hearing albums on the radio have not changed. Only the record companies' positions have changed. Listeners have always liked hearing records all the way through."

Chrysalis:
"It's Unfortunate"
In response, Chrysalis's Forsythe told R\&R, "It's unfortunate that they're not going to play it at all. Obviously, that wasn't our objective. Our objective was to stop them from playing the album in its entirety." National Album Promotion Director Louie Newman added, "This is the only station we've had problems with so far. Everyone else has been very supportive. DC101's reaction to this is a very unprofessional attitude. and one that's not supportive of what this industry needs right now."
Davis, responding to Chrysalis's contention last week that DC101 had offered not to play the Benatar album in its entirety in return for getting an advance copy, said, "The story suggested we tried to work a deal with them. We never made any suggestion of that, and they still went ahead and said that in the story, which is
really cheap." Asked if he would be faced with removing other top albums from airplay rotations if other record companies adopted an approach similar to Chrysalis's, Davis told R\&R, "Our expectation is that this won't happen. We don't think other record companies will take the shortsighted view that Chrysalis has."

## Brazell

Continued from Page 1 said Metromedia will seriously consider buying more radio properties. Brazell added that he feels the company's radio activities are as exciting as any of Metromedia's other ventures.
Brazell began his broadcast career in 1955 at KSIG/Crowley, LA, delivering news in both French and English. After 10 years at KTRH/Houston, he joined Metromedia at KLAC. Following a stint heading up the group's Washington bureau, Brazell became News Director at WNEW/ New York.
When Duncan's duties as Radio Division President became too pressing, he relinquished his GM title to Brazell, who subsequently also held the VP/GM jobs at WOMC/Detroit and KRLD/Dallas. He became Western Regional VP this spring.
In his new capacity, Brazell said he would continue supervising Metromedia's seven Western stations plus the Texas State Network, while Callahan will continue to have responsibility for the seven Eastern stations. Callahan was unavailable for comment at presstime.

## WQEZ

 Continued from Page 3hottest young programmers in the country."
Regarding his new position, Thomas told R\&R, "Leaving Harte-Hanks after eight years was a tough decision to make because (H-H President) Gary Edens and (WRVQ VP/GM) Phil
Goldman have been such tremendous people to work with. However, the commitment that Capitol Broadcasting and Ray Quinn are making to this project Quinn are making to this project
have convinced me that this was an opportunity I couldn't pass up."
When asked about a possible format shift for Beautiful Music WQEZ, Quinn commented, "The jury is still out. The market's pretty volatile right now with several stations changing hands and probably formats. The call letter change will merely identify us with the city's nickname, 'The Magic City.' It's just too early to show our hand yet."

## KOCY

Continued from Page 3
Charlie Marcus has given me a free hand to program the AM, but I will continue to work under him."
Regarding KOCY's format, Travis said, "We will probably start leaning more toward the right (more traditional) musically. I'd like to see us go in that direction, and we're discussing it right now. I don't anticipate any staff changes. Everyone we have here is very enthusiastic."
Travis previously programmed KNOR/Norman, OK in 1976.


Quarterflash received platinum awards for their first album in Canada after a Toronto concert recently. Pictured (l-r) standing are WEA Canada's Chris Allicock, manager Jay Isaacs, WEA Canada's Roger Desjardins, and group's Jack Charles and Rich Gooch; (I-r, kneeling) group's Marv Ross, Rick DiGiallonardo, Rindy Ross, and Brian David Willis.

## RCA Loves "Nobody"



At a recent RCA Nashville party staged by producer Tom Collins to celebrate Sylvia's "Nobody" single, the artist is pictured with RCA VP/Nashville Operations Jerry Bradley.

## KMOX-FM

hit music here. The time is ripe."
Agreeing that the call letter change will do more than provide a new image, Dorsey said, "When you share calls with a station as well defined as our AM sister KMOX, there's confusion. This is the one sure way to avoid that. Now the FM will have its own separate identity." Dorsey added enthusiastically, "We've been waiting a long time for this to happen. Mr. Hyland has been instrumental and most supportive in the decision. Our goal is to have our stations here number one and two in the market."

## Westwood One

Continued from Page 3
wood One in the best possible position for continued growth and ex pansion."

Hartenbaum, who joined the company in 1981 as Director of Advertising Sales, will continue to be based in New York. Kimball, who also began his Westwood One affiliation in 1981, will remain in the Los Angeles headquarters. A veteran AOR programmer and air personality, Kimball had been Director of Concert Programming prior to his promotion.

## PolyGram

 company's supervisory board and a member of the Dutch board. Timmer has spent much of a 30-year PolyGram career supervising African branches of the company.In addition, David Fine has been appointed Exec. VP, moving to the parent company from the chief executive position at PolyGram Leisure, which controls PolyGram's British record and publishing division. Fine joins Timmer and Exec. VP's Dankert Punt and Dr. Hermann Franz on the PolyGram Group Management team. Ramon Lopez, Managing Director of PolyGram Record Operations UK, replaces Fine.
Finally, Dr. Werner Vogelsang, President of PRO International and VP of PolyGram, has resigned, effective at the end of the year, because of health reasons. He had been with the company for 14 years and served as President of PolyGram Corp. in New York for three years.

## Kravitz

Continued from Page 3
Kravitz told R\&R, "I've always liked this kind of music. It's new, exciting, and up. I think this is an important step in developing AOR airplay for these bands, by getting a buzz going through the clubs, and then through college radio. The whole key is that because we're dealing with music actives, we see immediate sales on these records, from radio and club play."

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| WSPK add | WSQV 21-20 | WCIR |
| WPHD add | WQLT add | WKHI |
| 3WT add | WYKS add | WAEV |
| WPST 38-35 | KISR deb 31 | WFOX |
| G100 add | D93 add | WJAD |
| CK101 deb 39 | KFMZ 23-16 | WHSL |
| FM100 deb 29 | KGHO add | WPFM |
| WOKI deb 37 | KBIM add | KVOL |
| WSSX add | 96KX | KNOE-FM |
| WNOK-FM add | WLOL-FM | KDZA |
| WZZR 34-33 | KTFM | KCDQ |
| WJXQ 25-22 | WQUT | KOZE |
| WNAM add | WRVQ |  |

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# Opportunities 

## Openings

## EAST

AC WGAN/Portand, ME seeks per-time Weekend on nouncers. Send TGR: Cory Parioien, WGAN,
Plaza, Fortiend, ME 04104. EOE M/F (10-29)

Needed vesterdey: semsorned pro for afternoon drive NC with outstanding production and copywniting akille TGR: Ken MCGreil WSPR, Box 58, Springfield, MA 01101. EOE M/F (10-29)

PD with A/C background for medium Northeast market AM \& FM. Includes airshift. Applicant must be able to work with consultants and researchers. Salary negotiable based on experience and ability. Send tape, resume and programming philosophies to Radio \& Records, 1930 Century Park West, \#398, Los Angeles, Ca 90067 . No tapes returned.

Telented pro's needed now at ME'a 50,000 wett CHR outbet. TER: Scott Robbins, Box 329, Beth, ME 04530 . EOE M/F (10-29)

WOBM-FM hookhng for morning dive personairy, TER: WOBM MF (10-28)

Niohte are open at one of America's highest-rated CHR strations. WFBG/Altoone. TER: Tony Booth, WFBG, Box moca fmocer ciry MD Ing perwonelly. TGR: Deve Alden, Box 1860, Montego Boy Stution, MD 21842 . EOE MF (10-28)

## Openings

CHR FM In upetate NY needs fulturme moming man with production exp. Atso nod ND. TER: Joe Moss
WZOZ, Box 1030, Oneonta, NY 13820 . EOE M/F (10-29)

## -kiss

THE SEARCH IS ON FOR TWO-NIGHT TIME ANNOUNCERS AND ONE PRODUCTION MANAGER AT KISS-108, TOP-RATED CONTEMPORARY IN THE BOSTON MARKET. SUCCESSFUL APPLICANTS FOR ANNOUNCER POSITIONS WILL BE ENTERTAINING COMMUNICATORS WHO ARE ABLE TO MAKE FRIENDS WITH HUGE "NUMBERS." PRODUCTION MANAGER MUST DISPLAY EX CEPTIONAL CREATIVE TALENT.
SEND RESUME, CASSETTE AIRCHECK AND PRESENTATION TO KISS-108, ATTENTION SONNY JOE WHITE, P.O. BOX 128, MEDFORD, MA, 02155.

No phone calls please. WXKS is an EOE.

Oh of WOCB/Cepe Cod lost ennouncer to Boston AVC, good production. TER: Alon Cant
Yermoth, MA 02873. EOE MF (10-29)

## Openings

AM mualc redio, WOBM-AM/NJ shore needs momO8701. EOE M/F (10-29)

Middoy nows opening at Erio': "1 AM G nowaleade PA 16503. EOE M/F (10-29)
WTSL-AM/Hanover, NH looking for "IWy Leegue Talent." Part-time/possible future fultime opening. T\&R,
salary history: Peter Acker, Box 1400, Lebenon, NH 03766. No calls. EOE M/F (10-22)

Wented: Personality with strong production. immediate opening. TGR: Jack Brady, WKZE-FM, Box 1170, Orieans, MA 02853. EOE M/F (10-22)
PRODUCTION DIRECTOR WANTED. Organized, coordinate dept. Female preferred. TER: Steve Chr
WMJY, Long Brench, NJ 07740 . EOE M/F (10-22)

Enginear/announcer. Maintenance experience plus A/C jock shift. Possible future opening. T\&R: Mark 07060. EOE M/F (10-15)

PD with $A / C$ background for medium Northeast market AM\&FM. Includes airshift. Applicant must be able to work with consultants and researchers. Salary negotiable based on exper ience and ability. Send tape, resume and pro gramming philosophies to Radio \& Records, 1930 Century Park West, 1398 , Los Angeles CA 90067. No tapes returned.

Nowspeople naeded for Utica/Rome \#1 AC station. TER: Fred Miller, WRUN, Thomess Road, Oriskany, NY 13424. EOE M/F (10-15)

## Openings

SOUTH
arm NC const-bturnoonvioducuon. Personable Wilimington. NCR: WGNFFM, B. Corton, 211 N. 2nd, WOMF/Loulsulte to ming a creative moming 40201 . No calls. EOE M/F (10-29)

Experienced Production Director needed et top-rated station. Job includes eirshif. Ferneles encouraged. TGR David Cote, WLVA, Box 2179, Lymchburg, VA 24501 o
( 804 ) $528-6969$. EOE M/F (10-29)

WAIL-FM, "1 station now accepting TER for part \& fulltime openings. Comedian act. Big bucks. TER: Barr EOE M/F (10-29)
I you've got great production, top CHR is looking fo EOE M/F (10-29)

Flortia CHR needs experienced pro for future opening Strong production e must. TGR: Rick Sprinkles,
Box 1815, Tallahesee, FL 32302. EOE M/F (10-29)

WSLO-AM Burkhart/Abrams Superntera/WREZ-FM Schulke Beautiful Muakc hes immediate opening fo combination PD. No calls. TER: Gene Moorehead
WSLC-AM, Box 5000 , Montgomery, AL 36192 . EOE M/F (10-28)

Uurse

4446, Jeckeon, MS 39208 EOE MIF 9446, Jeckion, MS 30208 . EOE M/F (10-29)

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# Opportunities 

## Openings

B97-FM/New Orleans needa two fult-tme air per sonalities with excestlent production skills. TGR: Nick
Bazco, Box 53447 , New Orfeans, LA 70153 . EOE M/F Bazoo,
$(10-29)$

Shenandoah Valley AC Covering 4 states/Washington, DC needs evening personality/production. Good benefits. TER: Frank Mitchell, WINC, Box 3300, Win

Medium size Southwest market looking for production, AM and PM drive persons for Adult/Contemporary format. Send T\&R: Mike Hedges, 3341 Towerwood, Suite 204, Dallas, TX 75234. EOE (11-5).

## Program Director

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Program Director
Successful candidate must have a proven track record as a program director with a contemporary facility, have success. ful background with the use of research. working with a con-
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Newsperson needed for Adult/Contemporary small market, Southwest station. T\&R: Mike Hedges, 3341 Towerwood, Suite 204, Dallas, TX 75234. EOE (11-5)

The new southern mother. 099, 100 watt CHR looking for PD/air tulent. TER: Kirk Sherwood, GM, Box 76 ,
Vicksburg. MS 39180 . EOE M/F (10-22)

Openings
FM99/Tallahassee, FL looking for creative up-tempo 7-12mid personality \& MD. TER: AI Brock, Box
Tellahassee, FL 32303. No calls. EOE M/F (10-22)
wSSX, CHR wants personality oriented moming per son. An outstanding opportunity and good bucks. TER (10-22)

Needed immediately. Personality newsperson to an chor morning news on top Southeastern leader. Contact
Frank Carvell (502) 442-6311. EOE M/F (10-22)
WSGF-FMWKBX-AM noeds Chief Engineer. Stickler auto chain and maintenance. Jock ability a pius. Tíf Doug Weldon, Box 876, Savanneh, GA 31498. EOE M/F (10-22)

Part-time position available to WSAG/Miami. Please contact: PD, Sonny Fox, 3000 S.W. 60 th Avenue, Miami

Morning man for Tri-Cities area. Humorous, able to follow format. Community involvement s. must. Good bucks. TGR: Frenk George, WFHG, Box 1399, Bristol, VA 24203. 110-22)

Ft. Lauderdele/Miami calling if you cen breathe life in to a format and enjor Country musill. TVRA, Ro 3881 Sheridan St., Hollywood, FL EOE M/F (10-22)
WYDE/Birmingham, AL needs ovemight air talent AL 35255. EOE M/F (10-22)
Newsperson with boerd shift ability in KY 's Capitol $\mathrm{C}_{-}$ ty. TER: Mark Herbert, WKED, 115 Myrtle Ave.

EOE M/F (10-22)
ing for experienced engineer for AMIM in car trai TX. Grest working conditions and good pay. Call
Robert Helimark, KXYUBrownwood (915) 646-3535. EOE M/F (10-22)

Now Country station, K 99 (KBCB) has opening for air personalities. TER: J.J. Stone, PD, Box 9698, Corpus Christi, TX 78408، EOE M/F (10-22)

Needed: TER for top flight communicator in medium S.W. market. We are a growing company. TER: Jay
Glass, KIXY. City Hall Plaza, San Angelo, TX 76903. EOE M/F (10-22)

Copywriter for Talkradio/AOR. Must be able to furm out "urgency" quality copy. T\&R \& samples: Larry NC 28216. EOE M/F (10-22)

Com to Virginia's beautiful Shenandoah Velley. Immediate opening. TGR: Frank Keily, PD, WSGM-FM, Box 2189, Staunton, VA 24401. EOE M/F (10-22)

Openings
News anchor/Dalies Urban format FM. Head, voice News anchor/Dalias Urban format FM. Hesd, voice
production. Calls OK. (214) 647-1831. TGR: Drew Heyes, KKDA-FM, Box 860, Grend Prairie, TX 75051. EOE M/F W
We are creating an extraordinary radio station - which means we need extraordinary people. We are offering opportunity with the right incentives to attract extraordinary people. Air personalities with top production skills, and news \& information specialists apply with full information to Chizãites A. Brooks, WORD-AM, P.O, Box 3257, Spartanburg, SC 29304
No calls. EOE Minorities encouraged to apply.
unbelt AOR needs serious AM drive rocker. Los the last one to WQXI/Atlanta. TER: Dick Blackmon,
WOWD, Box 12337. Talahassee, FL 32308 . (904) 386WOWD, Box 12337, T
5141. EOE M/F (10-15)
6-10pm shift open Good company and excellen staff. Country format. T\&R: Brack Boulette, WX
Box 8887 , Jackson, MS 39204 . EOE M/F (10-15)

Bright, entertaining morning personality for Florida AM. CBS AVC with strona news, community involve
ment. TER \& salary: Box 1318, Melboume, FL 32935. EOE M/F (10-15)
WJMI/Jackson's "1 Urban Contemporary has fulltime opening for announcers. Fernales encouraged. Experienced only. TER: Car Haynes, Box 3320, Jackson,

WJBOIWFMF in need of a news anchorireporter TER: Susen Brown, Box 496, Baton Rouge, LA 70 ह̀21

## MIDWEST

KHAK, dominant Country station needs manageKHAK, 101st Ave. NE, Cectar Rapids, IA 52401 or (319) 365-9431. EOE M/F (10-29)
Major markot FM seoks personable CHR air talemt. Send resume and cassette only: PD, 10785 Oakmont, Overtend Park, KS 66210. EOE M/F (10-29)
WXUS/Lafayette's noweat comtemporary mustc sto thon is accepting TER. Al deyparts Don. Good bucks for the right peopte. WXUS, Box 7093, Lafeyette, IN 47983.
EOE M/F (10-29)
WRGI-FM/Naples, FL will listen to your tape if you have a minimum of 2 years ANC-CHR experience, great
production, and prepared to work hard in a large market production, and prepared to work hard in a lerge market
atmosphere. Tapes, resumes, and solid references to ${ }^{\text {stmoser }}$ Rogere. GM, WRGI, 950 Manatee Road, Naples, FL 33942. No phone cells. EOE M/F (10-29)

## Openings

Cleveland's "1 AM station needs meture-sounding ant rouncer. Interested in working fillirv weekends. TER: M/F (10-29)
1230 KICKs/Stoux Falis, SD'e "1 Country station needs all-night air talent now. Excoellont opportunity for advance Falls, SD 57103. EOE M/F (10-29)
WEBN/Cincinnet may be looking for a creativa, im aginattve, moming personnalty. No calls. TER onty EOE M/F (10-29),

Poaltion avaliebte November 15 with growing com pany. PD, production, airshift. Minirmum 5 yms experience, no exceptions. Good salary, annual guaranteed

Smalt market A/C seeks announcer/production for WAXC, P.O. Box 146, Wapakonera, OH 45895, or (419) 738-2413. EOE M/F (10-29)

KELS-FM looking for experienced Nows Director. TER: Jeff Angel, Box 2300, Ardmore، OK 73401 or call (405) 226-535\%. COE M/F (10-22)

Chief Engineer needed for 100 kw FM/1 kw AM. Good facilities and equipment. Resumes: Torn Jordan, Box
1667, Joplin, MO 64802 or call (417) 623-1450. EOE M/F (10-22)
Q98-FM/Fargo is seeking on-air talent and production 58108. EOE ( $10-22$ )

KQWB-AM/Fargo is seeking on-air talent and production professionals. TGR: Wayne H
2983, Fargo, ND 58108 . EOE (10-22)

PD/morning drive personality. AC AM in medium Midwest market. Promo-tionally-minded, community involved person who knows how to reach adults Must have good production skills. Minimum two years experience. Reply with tape, salary history and resume to: Meredith Crook, Box 142, Danville, IL 61832. EOE M/F (10-29)

Regional Country/farm powerhouse needs ex-
perienced pro. Middeys solid production, writing! TधR: perienced pro. Mid idays solid production, witingI TER
Ken, KBUF, Box 998 , Garden City, KS 67846 or cell 9:00 -12:00 Noon (316) 276-2366. EOE (10-22)

AC air personality needed for overnights. Good place to grow with a cornpany that is supportive.
Mann, KCRG, Box 816, Cedar Rapids, IA. 52401. (10-22)

# Opportunities 

## Openings

## WEST

Wented: oxperiencesd salosmon. Exciting now formes
of Country end Country-Gospel mix Contect GM: P.O. of Country and Country-Gospel mix Contact
Box 587, Sidney, MT 59270. EOE M/F.(10-29)

Mature sounding par-timer warted for No. CO AC
boomer. TER: Do P Philios Ouch 99 Box 117 . Windsor boomer. TER: DOC Phillifes, Oued-99, Box 117, Windsor
CO 80550. EOE MF (10-29)
Future taient Sonte Fo, NM. 3 yrs minimum experience Openings for Contemporary and Countr. TER: PD,
KAFE, Box 4097 , Sonta Fe, NM B7501. EOE MIF (10-29)

Major market CHR FM is looking for a high profile, exciting, entertaining, morning person, or team! If you're not afraid of hard work, and want to get in with one of the best companies around, this is for youll If you want to work with winners, and make good bucks doing it, send us a sample of your best work. Send tapes, resurmes, and salary history to: Radio \& Records, 1930 Century Park West, \#400, Los Angeles, CA 90067 . EOE M/F

KPKE/Denver needs professional to foin expanding strff at Doubledey's rocker in the Rockies. TER: Larry Moffitt, 8975 E. Kenyon Avenue, Denver, CO 80237. EOE
M/F (10-29)

KOLLGiliette, WY has opening for announcer/Creetve Director. Experienced only. TGR: Deve Kallaway,
KOLL, $311 / 2$ South Gillette Ave., Gillette, WY 82716 (307) KOLL, $311 / 2$ South Gillette A
$682-5101$. EOE M/F (10-29)

GM for now FM in. Southwest, 500,000 plus metro. Strong sales background necessary. Results rewarded. Resume to: Box 208, 536 Cordova, Santa Fe, NM 87501. EOE M/F (10-29)
Progresalve FM needs crackeriack anchor/reporter. Expenience a must. Excellent benefits. TER, writing
samples: Jan Thomas, News Director, KYA, 1645 Censamples: Jen Thomas, News Dinector, K/FA, 1645
trai Avenue, Billings, MT 59102 . EOE M/F (10-29)
KVNU/Logan, UT 5kw AC needs midday/Production Director. TER: John Gath, Box 267, Logan, UT 84321

Are you ready for KFQD? We are a 60 year old number one station with a brand new 2.5 million dollar facility. KFQD has the latest state-of-the-art equipment. Our market size is 200,000 plus. We can offer you beautiful summers and white winters, number 1 ratings, a professional staff to work with, and we're also "AM Stereo. What "we" need is a strong afiernoon drive personality to mix with our Adult Contemporary format, who also happens to be a production genius. This career opportunity is for seasoned pros only. Call Jim Scott at 907-349-6551, or, send tape, resume, and salary requirements to KFQD, 9200 Lake Otis Pkwy, Anchorage, Alaska 99507. EOE

## Positions Sought

## $16 y$. w. uxperience. Past $3 \mathrm{~K} / \mathrm{z}$ in production. Want back in live radio. Mediumlarge market. IN, IL, KY, OH. Prefer live radio. Medium/large market. IN, It, Country. TiM (812) 866 -3988. (10-29)

DAVE LYONS, WHHY-FM, KRUX \& currently afternoons \& MD WKMX looking for CHR position. 8 yrs. experience in programming. music, research. (205)
$347-2278 .(10-29)$

8 Yr . small $\&$ medium marker experience seeks $A O R$ or CHR pasition in South. MD experience. TIM TAYLOR
(912) $386-1537 .(10-29)$

JOHN VOLPE, 13 YT . Pro with PD/MD/reaearch/jock experience at B97-FM, WRNOFM, KOPA-FM, KOAM,
KUKQ, KILT-AM \& FM, and WIXZ, Available immediately (504) 456-9758. (10-29)

3 yr. pro whth CHR. Country, MOR seeks high mediumllarge merket. Herd worker will go enywhere.
PAUL ROBERTS (213) $347-4322$. (10-29) If noatralaio's yo
586-4586. (10-29)

## Positions Sought

Enthusiastic, varsatio broadcoster seeks position to work hard E progress. Experiencad in Country. AC, per sonality, P-B-P \& news. NELL ISAACS (618) 798-4613. (10-29)

GM's: I PROGRAM TO WIN! Im the aggressive winner your station needs! I offer FULL SERVICE 18-49 contemporary hit programming: PASSIVE CALLoUt, FOCUS GROUPS, REQUEST CHARTING, CRITIQUES, JOCK MEETINGS \& POLLCY enforcement. Firm but personal leadership, I also pull alrshif. Fine references, 8 year pro, blg results. Prefer Western markets, right challenge may be from anywhere SERIOUS INQUIRIES FROM STABLE COM PANIES ONLV! Formerly WDRQ/Detroit, WEAM/Washington, DC (PD), KINT/EI Paso (PD) - JIM ZIPPO, (915) 594-8571 - Available Now! 4 rr . major market, great voice, excellent production.
know people E music. Dependable \& herd-working.
JOHN SHENEMAN (219) $656-8973$. (10-29)

Experienced broadcastor has taken 1 yr . off, now looking for small'medium market challenge. Production ex pert, tight airshift, som
(419) 586-3078. (10-29)

10 yr. pro seeking sportatelk, P-B-P. Can also hendie news \& announcing. Will consider all offers \& all loc
tions TOM $(616) 530-8273$. $10-29)$

CHRIS TODD, former afternoon drive personality a J96/Morehead City, NC (10 yrs. experience). Femily men

Take the cotton out of your ears. This Top 40 iock is for real. 8 vrs experience. Natural communicator, prefer gig in Midwest. GREG (214) 793-1238. (10-29)
Bright giffed jock with B.A., 4 yrs. seeking a well
motivated station that understands 1982 JOE (713) motivated station that understands 1982. JOE 1713 )
$638-3112 .(10-29)$ Need someone difforent? Experienced personality seeking medium market Top 40 , AC format. Prefer East
Coast. Hire en original, call COSMO (319) 753 -6831. Coast.
$(10-29)$

Arnorican clitien working in Toronto warta to come home. Looking for ovemight FM position in the sun
KEVIN (418) $791-2970$, (418) $453-7452 . .110-29)$ KEVIN (416) 791-2970, (416) 453-7452.. (10-29)
PAUL H. MEHRTENS JR. nowamen, bom, bred $\varepsilon$ educated in New England sen
MN. (413) 567-3281. (10-29)

Experienced air personnility soeking position as sports | announcer, P-B-P, or cotor commentary. Redio and/or |
| :--- |
| television. Good sports background. BRYON | television. Good sports background. BRYON 1607

$739-1353 .(10-29)$

If you need a solid alr performer who is strong in pro duction, knows music $G$ eutomation, you need MAA

Morning marv seles. Allow me to sell my own personal $y$ morning show and make us both very successtul. BO (213) 0929550 . (10-29)

JOHN VOLPE looking for a programming or MD/air talent position in major market. Formerly with
B97-FM/New Orieans \& KOPAPTioenix, AZ. (504) B97-FM/New Orieans \& KOPA/PHioenix, AZ. (504) 456-9758. (10-29)
5.year PD/FM avaliable now for postron within
80 -mie redius of Cincinnati. Call MORRY (513) $631-4657$ $(10-29)$

Natural sounding aduit air talent. Personality, pipes, production. Double digit expenience. AC or Country fo
mat. West or South. Call TIM (602) 323-7828. (10-29)

I'm ready to work. My broadcast training is complete. Willing to ratocate. On eir music, news, or production. Call JIM O'HARE (312) 895-3893. (10-29)
Looking for airshift in small/medium market. Prefer Midwest. Contact: CHRIS HANSEN (414) 7393746
$(10-29)$
alg volce, 4 \% years axpertence, AVC G CHR. Noed
My girlfriend is so fat that when we go to the beach, people ask what I used for bait. I'm a hard working, dedicated, uproarious CHR jock presently out of work. If you are a small market or small/medium marke station looking for someone unusual, call me! If you want someone funny and entertaining, call me! Definitely not a time and temp jock. I'm looking for a good job to polish my act. If you want somebody "different" call ROB (312) 894-3987. (10-29) •

TED KELLY, formenty with B97/B94WAIL. Looking for fultime air telent position in medium to major merker (504) 242-7847. (10-29)

Skiing DJ wants fulldime ANC or AOR alrahift near motions. Call RON (518) 561-8319. (10-29)

## Positions Sought

Professional news/Sports Director, P-B-P, com-
munications degree. DAVE MELROSE,P.O. Box 30343 munications degree. DAVE MELROSE, P.O. Box 30343 Billings, MT 59107. (406) 656-2110. (10-29)
DAN CARLISLE, part of the KLOS \#1 success is
available. Prefer San Francisco/Los Angeles. (213) evailable. Prefer San Francisco/Los Angeles. (213)
8541114. (1029) 854-1114. (10-29)
Young mail D.J whth previous experience wants to move on and get out of the slums in New York City. For TER: Call LARRY W (212) 340-3641. (10-29)

Assistant ND at Upstats New Yor ooking for a position as anchor or reporter
market. Call after 7pm. (315) 853-8228. (10-29)
A good Jock . . . terrible thing to wasto. Country personality, 6 years experience WIRE, KUKH, KUUY. Cal now or forever eccept
News anchor/reporter ready for ND position at medium market station in Michigan. Impressive credentials, inMichigan. Impressive credentials, in-
cluding major market experience. Quality costs a little more, but you know it's worth it. College grad with superior writing and producing skills. Contact David Stein, 1204 Lincoln, Port Huron, MI 48060. (313) 982-2354 (11-5) .
Have ratings will travel. Our morning show is ready to hit the road and take on the big guns. We're fun and effective, and Arbitron agrees. Our sales department will hate to see us go, because we deliver. Bonus: Our friend with Femme Fatale News. For confidential TGR write: TWO GENTS, c/o, EGE, P.O. Box 8538, Detroit, MI 48224. (11-5) •

## Alr Condifioner, Needs Work!

50,000 FM Country Music Director and PM drive time looking for bigger chat lenge. Dave Hinckley, 182 Lincoln, Galesburg, III. 61401 309-342-4436 or 309-342-5131.

Country PD desines position in medium mid-Atiantic market. Progressive philosophy on music and promo-
Sales and eutomation experience. DON 1919$)$ tion. Soles and
$552-9036 .(10-29)$

Top 40 rock lock soeks fultime in AORCHR medium merker East or Sourth. Good writing and production GEORGE (518) 499 5178. (10-29)
Attention winners. With programming/research exAerience in mediurvimajor markets. I want to win or con $346-0949$. (10-29)

Looking for a moming man to turn hoods, ears and stomachs for your AOR station? Call Mark (703)
$388-9659 .(10-29)$
st. Louls MD/personality, who's bright, up, converes tional is looking for AC, CHR or Utben station. Worked Los Ange
(10-29)

Broke but good. You ball me out . . I'll beil you ourt.
top 10 market experience. Will consider enywhere. BOB (301) 759-4777. (10-29)

Hardworking and dependable jock. 4 years experience
in ANC, CHR, Country. Desires job in Westam U.S. Call in AVC, CHR, Country. Desires job in We
DAVID BAXTER (702) 734-0602. (10-29)

Sports Director/DJ/ 8 years expertience in amall and large merket. Bachelor Science degree. Will relocate with
right offer. Call RUSS KNIGHT (802) 277-8788. (10-29)
did it in Mobile I can do it for you. Major incrased ratings. 18-34 and 25-54. Programming, MD or middays. ratings. 18Y 34 and 25-54. Programming,
Cell GARY HILL (206) 342-0326. (10-29)

Bright, creative trient needa greaner pastures, aleo
does good news. Call DAN (316) $4293701 .(10-29)$ Experant Experienced, disclpilined AC. CHR jock looking for
stabie medium or major in the East. KEITH $(301)$ 78-1688. (10-29)
Need a D.J who knows when not to talkl Who does sports and nows. Good prochuction
$849-0742$ or (312) $389-7045$. $10-29$ )

My goal is general management, but need sales experience to complement my nine years of programming, production, and promotion background. If your company is an aggressive, goal, and people oriented organization with a policy of promotion from within and the room to grow, I want to talk with you. When was the last time your sales department had a Productime your sales department had a Production Director who would join them on
calls? Remember, you're only as good as calls? Remember, you're only as good as
those who work for you. (209) 688-7947. those who work for you. (209)
West Coast preferred. (11-15)

## Positions Sought

## Morning team, male and fernalo, ready to entertain

 your lise(10-29)
Professionall Ratings winner. PD/DJIMD. 20 years. Good production. Available now, greater Cincinnati area
(CHR, AVC, ubben) AM \& FM. (513) $528-5793 .(10-29)$

Hello. I have $21 / 2$ years experience on the air. I have worked with A/C, CHR MOR, and Beautiful Music formats. I am seeking an on-air dosition on an A/C or CHR medium market station, preferably in the West (especially CO or the West coast). I do my best in being a one on one communicator. If you would like to talk with me and receive my TGR, please cal me, TIM JACOBS (303) 586-4016. (10-29

## Changes

## RADIO

Leanne Sarkisian named Account Executive at NGBSWLYFIMiami, FL

Fran Yacovone appointed Account Executive a WGBS WLYF/Miami, FL
Joe Puckett \& Michael Keane join the new WLAK-FM/Chicego, IL sales depertment as Account Ex

## RECORD8

Curt Swedlow

## INDUSTY

Dovida Lazer

## Miscellaneous

 Now Country starion 99K (KBCB) needs record service, currents and oldies. Please send to: Ancy Anderson
MD, 99K, Box 9698 , Compu Christi, TX 78408 . (10-29)

## Wanted: Rock interviews, old and new. <br> Wanted: Rock interviews, old and new. Must be air quality. Payment upon accepMust be air quality. Payment upon accep- tance. Send inquiries to Denny Somach Pro ductions, 19 Rock Hill Road, Bala Cynwyd Pennsylvania 19004 or call 215-667-5118.

Country record service noededl KTXI (FM108), Box 1808, Haringen, TX 78655. Noec Country Giriente tix gotd. 110-29
Now ANC. Color 96, KLRZISalt Lake City, neede pro duct from all labels ASAP. Tony Driscoll, Color 95, 30
West 200 South, 5th Floor, Salt Lake City, UT 84101. (10-29)

## R\&R Opportunities Advertising

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

1 Week 2 Weeks 3 Weeks $\$ 1200 \quad \$ 20.00 \quad \$ 2500$

## Payable In Advance

Orders must be typewritten or printed and must be accompanied by check.
Blind Box ads or Classified Display ads are $\$ 20$ per inch (recommended 50 words) per week, plus $\$ 15$ per week for postage/hand ling. $\$ 35$ minimum for Blind Boxes
Deadline for all Opportunities ads is noon
(PST) Thursday
For Opportunities. call (213) 553-4330 or mail to Radio \& Records 1930 Century Park mail to Radio \& Records, 1930
West. Los Angeles. CA 90067

BY DAN FORMENTO OF THE SOUACE

## Keith Emerson's Birthday

MONDAY, NOVEMBER 1 - Keith Emerson, the flamboyant master keyboardist of Emerson, Lake \& Palmer fame, was born November 1, 1948, in England, the son of an electrical engineer. Keith studied classical piano as a boy, and in the mid- $60^{\circ}$ s, joined Lee Jackson in the British R\&B band Gary Farr \& The T-Bones. In 1967 the two formed Nice, where Keith developed his stage trademarks of stabbing, stomping and mauling his organ . . . theatrics he perfected when he joined with Greg Lake and Carl Palmer in 1969. Emerson, Lake and Palmer split up in 1979, and Keith has since scored films while, presumably, awaiting the right time to re-emerge in rock.
EXTRA FACTS: Beatles opened at Star Club, Hamburg, Germany, $1962 \ldots$ RCA is first to raise singles price to $\$ 1.99,1981$.

## Rock Movie Madness

TUESDAY, NOVEMBER 2 - Two rock films premiered in San Francisco on November 2, 1969 ... "Popcorn," featuring documentary footage of the Rolling Stones, Otis Redding, Jimi Hendrix, and the Bee Gees. The other, "Sympathy For The Devil," showed the Rolling Stones in rehearsal. Exactly ten years later, another rock film premiered in a nationwide release . . . the Who's "Quadrophenia," featuring Sting of the Police in a lead role. For the soundtrack, the Who rerecorded and remixed their entire original album.
J.T. and Carly Wed

WEDNESDAY, NOVEMBER 3 - One of the biggest social events on the New York fall calendar took place November $3,1972 \ldots$ the marriage of James Taylor and Carly Simon. The celebrity couple exchanged vows in her Manhattan

apartment at $6: 30 \mathrm{pm}$, but the honeymoon would have to wait, as the groom had a concert appearance to make that evening at Radio City Music Hall. Carly joined him on stage for a bow
EXTRA FACTS: "Great Balls of Fire" by Jerry Lee Lewis
Beatles By Command
THURSDAY, NOVEMBER 4 - None was saved from the rising tide of Beatlemania . . . and Queens were no exception. On November 4, 1963, the Beatles accepted an invitation to appear at the Royal Variety School at London's Prince of Wales Theater before the Queen Mother, Princess Margaret, and the cream of the British aristocracy. The night is perhaps best remembered for John Lennon's introduction to "Twist and Shout"
"On this next number I want you all to join in. Those in the cheap seats can clap your hands. The rest of you can rattle your jewelry."
EXTRA FACTS: "The Last Waltz" premiered in New York, 1999 . . . the Doors entered LP charts with "Strange Days," 1967.

## Guy Lombardo Died

FRIDAY, NOVEMBER 5 - Guy Lombardo was felled by a mammoth heart attack on November 5, 1977, in Houston, where his band was playing. Guy and his orchestra, the Royal Canadians, was one of the most imitated big bands of all time, and sold more records than any other dance band. On his many radio appearances, including his annual New Year's Eve broadcasts, Guy introduced many hit songs, including "Seems Like Old Times" and "Little White Lies," but not "Auld Lang Syne," as is popularly believed. At the time of his death, Guy and the Royal Canadians were booked through 1981.
EXTRA FACTS: Johnny Horton killed. 1960 . . . Roy Rogers born, 1912.



L．A＇S HOT－EST NEW BAND ESTABUISHES A UNIQUELY APPEALING IDENTITY WITH THEIR NEW ALBUM
 D＝ธTINATION UNI＜NOWN
Plus AOR Action Tracks＂WALKING IN L．A．＂＂WINDOWS＂，＂NOTICEABLE ONE＂and＂WORDS＂

## MISSING PERSONS

ACR RREAKERS

## Spring Session M（Capitol）

＂Destination＂＂Walking＂＂Word＂＂Bizniz．＂50\％of our reporters on it．Total album reports：85．A－25， $\mathrm{M}-39, \mathrm{H}-21$ ．Album charted this week at number 28.


REBA McENTIRE "Can't Even Get The Blues" WAYLON \& WILLIE "(Sittin' On) The Dock Of The Bay" MERLE HAGGARD "Goin' Where The Lonely Go"
LACY J. DALTON "16th Avenue"
SYLVIA "Like Nothing Ever Happened"
EMMYLOU HARRIS "(Lost His Love) On Our Late Date"

## Radio Arts

John Benedict (213) 841-0225

## Bright \& Easy Country

MEL McDANIEL "I Wish I Was in Nashville"
ELVIS PRESLEY "The Elvis Medley"
EDDY RAVEN "San Antonio Nights"
GENE WATSON "What She Don't Know Won't Hurt Her"

## The Entertainers

BILL CONTI "Theme Fróm 'Dynasty" "
BERTIE HIGGINS "Casablanca'
MICHAEL MURPHEY "Still Taking Chances"

## Sound 10

SUPERTRAMP 'It's Raining Again' TOTO "Africa"

## Tanner Musical Spectrum

Kenny Bosak (901) 320-4433

## Bright Blue

SHEENA EASTON "I Wouldn't Beg For Water"
SUPERTRAMP "It's Raining Again"
MICHAEL MURPHEY "Still Taking Chances"
TOTO "Africa"
BILL CONTI "Theme From 'Dynasty'

## Tanner Country

ROSANNE CASH "I Wonder"
GEORGE STRAIT "Marina Del Rey"
WAYLON \& WILLIE "(Sittin' On) The Dock Of The Bay" CON HUNLEY "Confidential"
MERLE HAGGARD "Going Where The Lonely Go"

## Drake-Chenault

## Bob Laurence (213) 883-7400

## XT-40

SUPERTRAMP "It's Razining Again CHILLIWACK "Whatcha Gonna Do DON HENLEY "Dirty Laundry'

## Contempo 300

## sUPERTRAMP "If's Raining Again"

Great American Country
JOHN ANDERSON "Wild And Blue
ROSANNE CASH "I Wonder"
DAVID FRIZZELL "Lost My Baby Blues MERLE HAGGARD "Going Where The Lonely Go"

## MTV Music Television <br> Buzz Brindle (212) 944-5399

LINDA RONSTADT "Get Closer"
HALL \& OATES "Family Man
ROSE TATTOO "Branded"
HEAVEN "In The Beginning"
805 "Young Boy"
TOTO "Africa"
CAPTAIN SENSIBLE 'Wot'
BLOTTO "Metal Head"
PETER GODWIN "Images Of Heaven'
AUSTRALIAN CRAWL "Shutdown"

## BPI

John lles (800) 426-9082
Adult Contemporary
LIONEL RICHIE "Truly"
DIONNE WARWICK "Heartbreaker"
KENNY ROGERS "A Love Song'

## Country Living

SYLVIA "Like Nothing Ever Happened"
MERLE HAGGARD "Going Where The Lonely Go" MOE BANDY "Only If There is Another You'

## Century 21

Greg Stephens (214)934-2121
The Z Format
SUPERTRAMP "It's Raining Again"
TOTO "Africa"
MICHAEL JACKSON \& PAUL MCCARTNEY
"The Girl Is Mine"
KOOL \& THE GANG "Let's Go Dancin"
DONNIE IRIS "Tough World"
CHARLENE \& STEVIE WONDER "Used To Be"
CLASH "Rock The Casbah"
ROD STEWART "Guess l'll Always Love You"

## The A-C Format

SUPERTRAMP "It's Raining Again"
TOTO "Africa"
SHEENA EASTON "I Wouldn't Beg For Water"

## Super-Country

KIERAN KANE "Gonna Have A Party" DOLLY PARTON "Hard Candy Christmas" MEL McDANIEL "I Wish I Was in Nashville"

## Concept Productions

## Dick Wagner (916) 782-7754

## Adult Rock

CHILLIWACK "Whatcha Gonna Do'
KOOL \& THE GANG "Let's Go Dancin'..."
EDDIE MONEY "Shakin' "

## Transtar

Chick Watkins (303) 578-0700
DAN FOGELBERG "Missing You" JOE JACKSON "Steppin' Out"


WCAU-FM 15-9 WXKS-FM 1-1
PRO-FM 18-12
KEGL 2-2
Y100 add
195 deb 24
WLOL-FM deb 29
WGCL deb 18
KIQQ 5-5
XTRA 25
WPHD 14-10
WIFI add 8
WKRZ-FM 31-21
KSET-FM 4-3
KKXX 12-5
KIDD 27-15
KYYX 1-1
KRQ add 24
WGUY 3-3 WERZ 11-6 2102 add 37 95SGF add WHSL add 2104 add

| KFMZ add | WSPT 24-21 |
| :--- | :--- |
| KSLY add | KGHO deb 27 |
| B104 on | WSPK |
| WKFM deb 35 | WRCK |
| WHFM deb 37 | 3WT |
| 92FLY deb 29 | WKEE |
| WROR 17-15 | WABB-FM |
| WPST 21-18 | WSEZ |
| WLAN-FM deb 27 | WNOK-FM |
| 79Q 24-21 | WGH |
| KTFM 14 | WZZR |
| KZFM deb 28 | KMGK |
| CK101 31-28 | WMEE |
| WOKI 40-35 | WKDD |
| WRVQ 26-17 | KHOP |
| WVIC deb 31 | WSQV |
| WJXQ 13 | KNOE-FM |
| KFI 21-19 | KISR |
| KNBQ 26-21 | WBWB |
| KQMQ deb 28 | D93 |
| WACZ 26-22 | KRNA |
| WIGY 30-22 | KIST |
| WZYQ deb 28 | KCDQ |
|  |  |

FROM THEIR HIT ALBUM COMBAT ROCK:

## October 29, 1982 <br> 171 REPORTERS

| 128 | 10 |  | 1028 |  |
| :---: | :---: | :---: | :---: | :---: |
| 4 | 3 | 2 | 1 | DON HENLEY |
| 2 | 2 | 3 | 2 | RUSH |
| 1 | 1 | 1 | 3 | WHO |
| - | 26 | 5 | 4 | PAT BENATAR |
| 3 | 4 | 4 | 5 | BILLY SQUIER |
| 30 | 13 | 6 | 6 | BILLY JOEL |
| 21 | 17 | 12 | 7 | SAGA |
| 22 | 18 | 10 | 8 | STRAY CATS |
| - | - | 22 | 9 | JEFFERSON STARSHIP |
| 14 | 7 | 7 | 10 | BRUCE SPRINGSTEEN |
| 16 | 9 | 8 | 11 | PETER GABRIEL |
| 11 | 11 | 14 | 12 | MEN AT WORK |
| 28 | 22 | 16 | 13 | JOE JACKSON |
| 19 | 19 | 17 | 14 | CLASH |
| 6 | 8 | 9 | 15 | KENNY LOGGINS |
| 10 | 6 | 13 | 16 | STEEL BREEZE |
| 27 | 25 | 21 | 17 | DIRE STRAITS |
| 5 | 5 | 11 | 18 | BAD COMPANY |
| 7 | 10 | 15 | 19 | STEVE WINWOOD |
| 9 | 12 | 18 | 20 | SANTANA |
| 12 | 15 | 20 | 21 | JUDAS PRIEST |
|  | - | 35 | 22 | DONALD FAGEN |
| 36 | 31 | 29 | 23 | UTOPIA |
| 20 | 24 | 26 | 24 | A FLOCK OF SEAGULLS |
| - |  |  | 25 | SUPERTRAMP |
| 40 | 30 | 27 | 26 | LINDA RONSTADT |
| 13 | 16 | 19 | 27 | FAST TIMES AT RIDGEMONT HIGH |
|  | - | 40 | 28 | MISSING PERSONS |
| 8 | 14 | 23 | 29 | FLEETWOOD MAC |
| 24 | 27 | 25 | 30 | PAULCARRACK |
| 15 | 20 | 28 | 31 | ROBERT PLANT |
| 39 | - | 33 | 32 | FIXX |
| 17 | 21 | 24 | 33 | AEROSMITH |
| - | - | 37 | 34 | CHILLIWACK |
| 18 | 23 | 32 | 35 | EDDIE MONEY |
| 25 | 28 | 31 | 36 | SHERIFF |
| - |  |  | 37 | DARYL HALL \& JOHN OATES |
| 23 | 29 | 30 | 38 | MIKE RUTHERFORD |
|  | 33 |  | 39 | PAT TRAVERS |
| 29 | 33 | 34 | 40 | JOHN COUGAR |

I Can't Stand Still (Asylum)
Signals (Mercury/PolyGram) It's Hard (WB)
Shadows Of The Night (Chrysalis) Emotions In Motion (Capitol) The Nylon Curtain (Columbia) Worlds Apart (Portrait/CBS) Built For Speed (EMI America) Winds Of Change (RCA/Grunt) Nebraska (Columbia)
Security (Geffen)
Business As Usual (Columbia)
Night And Day (A\&M)
Combat Rock (Epic) High Adventure (Columbia) Steel Breeze (RCA)
Love Over Gold (WB)
Rough Diamonds (Swan Song/Atco)
Talking Back To The Night (Island/WB)
Shango (Columbia)
Screaming For Vengeance (Columbia) The Nightfly (WB)
Utopia (Network/Elektra-Asylum) A Flock Of Seagulls (Jive/Arista)
It's Raining Again/Waiting So Long (A\&M)
Get Closer (Asylum)
Various Artists (Full Moon/Asylum)
Spring Session M (Capitol) Mirage (WB)
Suburban Voodoo (Epic) Pictures At Eleven (Swan Song/Atco) Shuttered Room (MCA)
Rock In A Hard Place (Columbia) Opus $\times$ (Millennium/RCA)
No Control (Columbia) Sheriff (Capitol)
$\mathrm{H}_{2} \mathrm{O}$ (RCA)
Acting Very Strange (Atlantic) Black Pearl (Polydor/PolyGram) American Fool (Riva/PolyGram)

Album cuts are iisted in order
of airplav preference
"Laundry" "Run" Title "Johnny"
"Worlds" "Subdivisions" "Analog"
"Athena" "Front" "Dangerous" Title 12-inch Single
"Everybody" "Live" Title "Satisfied" "Pressure" "Room" "Scandinavian" "Loose" "Wind"
"Rock" "Strut" Title "Boys"
"Lady" Title "Find" "Dreamin' "
"Atlantic" "Open" "Johnny" "Trooper"
Monkey" "Touch"
"Down" "Who"
"Steppin' Out"
"Casbah" "Should" "Angel"
"Fight' "Heartlight" "Swear" "Try"
"Don't" "Who's"
"Industrial" "Road" "Rains" Title
"Electricland" "Face" "Knot" "Ryder"
"Game" "Valerie" Title
"Run" "Hold" "Nile" "York"
"Thing" "Eye"
"I.G.Y." "Ruby" "Frontier" Title
"Hammer" "Libertine" "Princess"
"Space" "I Ran"
12-inch Single
Title "Easy" "People" "Mr. Radio"
Title (SH) "Baby" "Surrender" "Waffle"
"Destination" 'Walking" "Words" "Gypsy" "Hold"
"Need" "Lesson" "Better" New 'Burning" "Pin" "Dancer" $\longrightarrow$ "Stand" "Skies"
"Lightning" "Jailbait" "Butterfly" Title "Whatcha" "Don't" "Really"
"Shakin' " Title "Think" "Runnin' "Remind" "Makin'"
"Maneater" "Family" "One" "Open" "Halfway" "Maxine"
"Dead" "Love" "Rockin' " "Stand" Jack" "Thundering" "Close" "Hurts"



The Hottest reports of charting artists are displayed over a five week period They are listed in order of total reports within the speciflc rotation for the
weak. Two numbers foliow each album titie. The first represents total num-
 number of those stations that reportad it in hot rotation this week. Balow these numberr are breakdowns of the albums' reports in other rotations for the week The alburi's preferred airplay cut is listed.

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

SUPERTRAMP
It's Raining Again/Waiting So Long (A\&M) 12-inch Single
$70 \%$ of our reporters on it. Total single reports: 119. A-90, M-14, H-15. Single debuted this week at number 25

## DONALD FAGEN

The Nightfly (WB)
"I.G.Y." "Ruby" "Frontier" Title. 56\% of our reporters on it. Total album reports: 95. A-14 $\mathrm{M}-46, \mathrm{H}-35$. Album charted this week at number 22.

MISSING PERSONS
Spring Session M (Capitol) "Destination" "Walking" "Word" "Bizniz." 50\% of our reporters on it. Total album reports: 85. A25, $\mathrm{M}-39, \mathrm{H}-21$. Album charted this week at number 28.

## Significant Action

FOGHAT In The Mood For Something... (Brsville/WB) "Slipped"" "Livin"" ........ Total: 63. A-59, M-4, H-0 BUCK DHARMA Flat Out (Portrait/CBS) Total: 60. A-26, M-29, H-5 DONNIE IRIS "Tough" Title TALK TALK
Title"Serious PAYOLAS

LYNYRD SKYNYRD HUGHES THRALL "Look" "Number" SURVIVOR. .... . Eye ICEHOUSE. "Uniform" "Cafe
GEORGE THOROGOOD
Title "Nobody"

High \& Mighty (MCA) Total: 58. A-17, M-36, H-5
Talk Talk (EMI America) Total: 57. A-32, M-18, H-7 Total: 49. A-6, M-36, H-7 . Best Of The Rest (MCA) Total: 45. A-10, M-26, H-9 Total: 43. A-1, M-38, H-4 The Tiger (Scotti Bros./CBS) Total: 41. A-5, M-20, H-16 Primitive Man (Chrysalis) Total: 40. A-0, M-34, H-6 .Bad To... (EMI America) Total: 37. A-0 M-29, H-8

JAZZ ON A.R
nout The

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| 2 TOM SCOT |  |  |  |
| CHICK COREA |  |  |  |
| 74 PAT METHENY ... . . Offramp (ECMNB) "James" |  |  |  |
| 45 KENNYG ........................... "Shuffle" |  |  |  |
| 56 GIL SCOTT-HERON . . Moving Target (Arista) "Lane" |  |  |  |
| 7 CASINO LIGHTS . . . Various Artists (WB) |  |  |  |
| 68 DAVID SANBORN .... . . As We Speak (WB) |  |  |  |
|  |  |  |  |
| 1010 FREE FLIGHT The Jazz/Classical (Palo Alto Jazz) Various Cuts |  |  |  |
| These albums, displayed over a two-week peniod, recelved significant eports but did not chart this week on the National Arplayi40 listing This chart represents activity besed on a combination of add, medium and hot reports, as well as special jazz programming. The aboum's preferred aiplay cuts are listed; singles are in bold type. Artists in larger type registered significant airplay gains this week. |  |  |  |

## REGIONAL AER ACTIVITY

Significant Action listings showcase product in all musical conigurations that has received significant airplay but which has not
gamered sufficient reports to chart on the National Airplay/40 listing. These records are listed in order of airplay. They may be etther still on the rise, or former National Airplay/40 chart acts.



## InC Most ADDB.

## Foghat <br> Pat Travera Talk Talk Talk Talk Chilliwack <br> $(15 / 14)$ $(12 / 10)$ <br> $1149 / 8)$ $(19 / 8)$ $19 / 8)$ $(8 / 8)$ <br> MeDIUM Sage Mike Rutherfore Aerosmith Strel Breeze Utopia Sheriff






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## "YOU CANT HURRY

 Love"
# The first single from the 

 forthcoming album from PHIL COLLINS, "HELLO,I MUST BE GOING!""YOU CAN'T HURRY LOVE" ONE OF THE
"MOST ADDED"' CHR

ON ATLANTIC RECORDS AND CASSETTES


## 005510

## BREAKERS.

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

MERLE HAGGARD
Going Where The Lonely Go (Epic)
On 74\% of reporting stations. National Summary: Up 25, Same 33, Down 0, Record Record. R\&R Chart: Debut 46. SYLVIA
Like Nothing Ever Happened (RCA)
On 65\% of reporting stations. National Summary: Up 15, Same 23, Down 0 Debuts 16, Adds 41. A Most Added Record. R\&R Chart: Debut 47.

## MOST ADDED . <br> SYLVIA (41)

Like Nothing Every Happened (RCA) ELVIS PRESLEY (38) The Elvis Medley (RCA) GENE WATSON (31)
What She EDDY RAVEN (29)
San Antonio Nights (Elektra) MEL McDANIEL (28) Wish I Was In Nashville (Capitol) DOLLY PARTON (28) Hard Candy Christmas (RCA MERLE HAGGARD (27)
Going Where The Lonely Go (Epic)

## HOTTEST

RICKY SKAGGS (75) Heartbroke (Epic)
ALABAMA ( 63 ) Close Enough To Perfect (RCA) E. RABBITT \& C. GAYLE (43) You And I (Elekrra) T.G. SHEPPARD (42) War is Hell... (WB/Curb) CHARLEY PRIDE (40)
re So Good When You're Bad (RCA) JUICE NEWTON (38)
Break It To Me Gently (Capitol)

## NEW \& ACTIVE

## CHARLY McCLAIN "With You" (Epic) 84/21

National Summary: Up 20, Same 26, Down 0, Debuts 16, Adds 21 including WSEN-AM-FM, WRJZ, WAMZ-FM, WNOE-AM, WIRK-FM, WTOR-FM, WMNI, KSO, WCXI, WITL-FM, KYNN-AM-FM, KLZ, KYGO-FM, KRAK, KMPS AM-FM, KXRB 25-14. RER Chert: Debut 50.
KENDALLS "That's What I Get For Thinking" (Mercury/PolyGram) 83/3
National Summary: Up 45, Same 26, Dowr 4, Debuts 5, Adds 3. KIX106, KEIN, KNIX-FM, WGNA-FM 17-14, WMZO-
FM 36-30' WKSJ-FM 20-19, WLWI-FM 21-18, WSM 22-17, WNOE-AM 47-42, KRMD-AM-FM 17-15, O102 30-14, KSO FM 36-30, WKSJ-FM 20-19, WLWI-FM 21-18, WSM
14-13, KFH 27-23, KVOC 24-17, KRWO-FM $23-12$.
TOM JONES "A Woman's Touch" (Mercury/PolyGram) 78/11
National Summary: Up 51, Same 13, Down 0, Debuts 3, Adds 11, WOKQ, WZZK-FM, WXBQ-FM, WCOS-AM-FM WSLR, WGEE, WTHFFM, KKCS, KLAC, KMPS-AM-FM, KCUB, WVAM 22-11, WHN 35-29, WEZL-FM 8-3, WSIX-FM 8-4, WWWW-FM 10-6, KCKC 2-2
STATLER BROTHERS "A Child Of The Fifties" (Mercury/PolyGram) 75/20
National Summary: Up 18 , Same 22, Down 0 , Debuts 15, Adds 20 including WYRK, WCAW, KASE, WZZK-FM,
WHOO, WMNI WXCI, WFMS-FM, WDGY, KYAK, KVOC KVEG, KBBQ KRMD-AM-FM 43-36, KTOM $36-28$ JOE STAMPLEY "Backslidin" " (Epic) 63/7
National Summary Up 20, Same 27, Down 0, Debuts 9, Adds 7, WHOO, WOYK-FM, WMNI, WGEE, KFH, KRST-FM,
KWUJ, WIXL-FM 45-27, WCMS-FM 42-39, KRMD-AM-FM $34-29$, KTTS-AM-FM 43 ,39, KUGN-FM 38-33, KRWQ-FM 41-30, KTOM 46-41, KSOP-FM 37-31.
CON HUNLEY "Confidential" (WB) 61/4
National Summary: Up 21, Same 26, Down O, Debuts 10, Adds 4, KIX106. WTOF-FM, KFGO, WHBF, WVAM 2921 WMZQ-FM 23-18, WYNK-FM 35-29, WRJZ 40-30, WMC-AM 20-16, WLWI-FM 37-33, WCMS-FM 43-37, WTSO 37-27,
KIERAN KANE "Gonne Have A Party" (Elektra) 55/18
National Summary: Up 3, Same 21, Down O, Debuts 13, Adds 18, WSNO, WCAW, WAJR, WIXY, KXYL, WGVM
WRJZ, WKSJ-FM, KFGO, WFMS-FM, WTHIFM, KTPK-FM, KFDI-FM, KIK-FM, KKCS, KSOP-FM, Q105, KCUB. MOE BANDY "Only If There Is Another You" (Columbia) 54/11
National Summary, Up 8 , Same 26, Downo, Debuts 9 . Adds 11 , KSSN, WWOD, WMNI, WXCL, KKAL, KBMY, KYGO-
FM, KVEG, KWJJ, KRAK, KTOM, KRMD-AM-FM 44 .

## GAIL DAVIES "Hold On" (WB) 48/24

National Summary: Up 1 , Same 14, Down O, Debuts 9 , Adds 24 including WOKa, WEEP, WYNK-FM, WEZL-FM, VERN GOSDIN "Today My World Slipped Away" (AMI/NSD) $48 / 11$
National Summary: Up 5, Same 23, Down 0, Debuts 9, Adds 11 , WSEN-AM-FM, WMC-AM, WNOE-AM, WHOO, National Summiany: Up 5 , Same 23, Down , Debuts 9, Ads 11 , WSE-AM-FM, WMC-AM, WNOE-AM, WHOO,
WKMF, WITL-FM, WTSO, KGEM/KJOT, KVEG, KRAK, KBBO, WYNK-FM $50-44$, WKSJ-FM $50-47$, WOYK-FM $36-30$, KBMY 40-36.
MARLOW TACKETT "634-5789' (RCA) 46/14
National Summary: Up 7, Same 22, Down O, Debuts 3, Adds 14, WXKW, KRRV, KHEY-AM, WOIK-FM, WWOD, KECK,
ELVIS PRESLEY "The Elvis Medley" (RCA) 44/38
ELVIS PRESLEY "The Elvis Medley" (RCA) 44/38
National Summary: Up 0, Seme 5, Dowri 0. Debuts 1, Adds 38 including WEEP, WSEN-AM-FM, WEZL-FM

## SICNIFICANT ACTION

[^2]GLEN CAMPBELL "Old Home Town" (Atlantic America) 30/9
National Summary: Up 5, Same 12, Down 0, Debuts 4, Adds 9, WFIL, WIXY, KRRV, WSM, WCMS-FM, WIRE, WTSO.
KFDI-FM, KSOP-FM. KRMD-AM-FM 46-38. MIKE CAMPBELL "No Room To Cry" (Columbia) 30/2
National Summany: UP 12, Seme 13, Down o, Debuts 3, Adds 2, KHEY-AM, KGA, WIXL-FM 28-20, WEZL-FM 37-33,
KRMD-AM FM 40-34, WOYK-FM 29-24, KBMR 35-30, KYNN-AM-FM 37-28, WXCL 36-32, KW
ROY CLARK "Here We Go Again" (Churchill) 22/9
National Summary: Up 1, Same 9, Down 0. Debuts 3, Adds 9, KRRV, WY
FM, KGA, KIGO, KBBQ. WVAM 45-38.
BIG AL DOWNING "Darlene" (Team Entertainment) 21/4
 MICKEY GILIEY "Talk TO Me" (IR
National Sumilley "Talk To Me" (Epic) 19/19
AM KIKK-FM WaIK-FM WMC-AM, WKKQ-AM-FM KMPS-AM-FM
TOMPALL \& GLASER BROTHERS "Maria Consuela" (Elektra) $19 / 5$
National Summary: Up 3, Same 10, Down 0, Debuts 1, Adds 5, WSNO, WGVM, KFGO, WITL-FM, KRMD-AM-FM on, KTTS-AM-FM on, KRWQ-FM 38 -28, KSOP-FM on
GUTional Summany: Up 3, Same 11, Down O, Debuts 2, Adds 3, WDAK, KBMY, KVOC, WGNA-FM on, WXKW on,
WIXL-FM 39-31, WAMZ-FM 108, WCII 26-25, KBMR Dn, KEIN On BILLY PARKER \& CAL SMITH "Too Many Irons In The Fire" (Soundwaves) 18/4 National Summary: Up 1, Same 11, Downo, Debuts 2, Adds 4, WVAM, KHEY-AM, WAXX, KFGO, KRMD-AM-FM O TERRI GIBBS "Baby l'm Gone" (MCA) 17/16
TERRI GIBBS "Baby I'm Gone" (MCA) $17 / 16$
National Summary: Up O, Same 1, Down 0, Debuts 0, Adds 16
FM WIRK-FM, WKKO-AM-FM, KFGO, KMAK KUGR, KRSY
BURRITO BROTHERS "Blue And Broken Hearted Me" (Curb/CBS) 17/15 National Summary: Up O, Seme 1, Down O, Deburs 1, Adds 15 including WVAM, KKYX, WKKO-AM-FM, KFDI-FM SONNY JAMES \& SILVER "川, KCUB.
National WSIX-FM 17-15, WIRK-FM $35-30$, KSO $31-28$, KYNN-AM-FM $29-19$, KTTS-AM-FM $28-24$
PORTER WAGONER "Turn The Pencil Over" (WB/Viva) 16/16
National Summary: Up 0, Same 0, Down 0, Debuts 0, Adds 16 in
KRMD-AM-FM, WIRE, KEBC-FM, KFDI-FM, KLZ, KMPSAM-FM.
PETULA CLARK "Dreamin' With My Eyes Wide Open" (Scotti Bros./CBS) 16/2 National Summary: UP 1, Same 13, Down O, Debuts O, Adds 2, WBGW-FM, WGVM, WGNA-FM on, WSENAM-FM
on, WYll on, KHEY-AM on, KSSN on, KXRB on, KUGR 29-26, KSOP-FM on. SKIP \& LINDA "Can't Turn Temptation Down" (MDJ) 15/3
National Summary: Up 1, Same 9, Down 0, Debuts 2, Adds 3, KHEY-AM, WESC-AM-FM, WNOE-AM, WGNA-FM on
BOBBY BARE "Praise The Lord And Send Me The Money" (Columbia) 14/11 National Summary: Up 0, Same 3, Down O, Deburs 0, Adds 11, WIXL-FM, WCMS-FM, KYXX, KSO, WAXX, KTTS-AM

BRENDA LEE "Just For The Moment" (MCA) 14/3
National Surnmany: Up 1, Seme 7, Down O, Debuts 3, Adds 3, WSEN-AM-FM, WMC-AM, WXCL, WESC-AM-FM on National Surnmary Up 1, Seme 7, Down O, Debuts 3, Adds 3, WSEN-AM-FM, WMC-AM,
WLWI-FM, WCMS-FM 46-36, KRMD-AM-FM on, KBMR on, KMPS-AM-FM on, KIGO on.


## Black Radio BREAKERS.

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

## ZAPP

Doo Wa Ditty (Blow That Thing) (WB)
67\% of our reporting stetions on it. Rotations: Heavy 24/2, Medium 16/2, Light 8/2 Extre Adds 1. Total Adds 7, WAMO, WOOK, KWAM, WNHC, WLOU, WTOY

## DIONNE WARWICK

Heartbreaker (Arista)
60\% of our reporting stetions. Rotations: Heavy 3/0, Medium 18/0, Light 23/6 Extra Adds O. Total Adds 6, WOOK, WJPC, WJMI, WPLZ, WTOY, WVKO. Debuts at number 29 on the Black Redio Chart.

## NEW \& ACTIVE

BAR-KAYS "Do It (Let Me See You Shake)" (Mercury/PolyGram) 41/5 Rotations: Heav, 12/0, Medium 10/0, Light 18/4, Extra Adds 1, Tortal Adds 5, WXYV, KMJO, WZENFM, KJCB,
WKWM. HeaWy WKYS, WAOK, WHRK, WATV, KUKO Medium: XHRM, WJMI, WVOL, WANM, WWWS, "D" TRAIN "Walk On BY" (Prelude) 39/4
Rotations: Heavy $8 / 0$, Medium $17 / 0$, Light $15 / 3$. Extre Adds 1. Total Adds 4, WBLZ, WJMI, WANT, WTMP. Heaw:
WHUR, WAOK, WBMX, WGCI, WENN, WAAA. Medium: WXVV, WAIL-FM, WZEN-FM, WGIV, WPDO. RAY' PARKER JR "It's Our Own Affair" (Arista) 39/2, WZ W, WD RAY PARKER JR. "It's Our Own Affair"' (Arista) 39/2
Rotations: Heaw 3/0, Medium 21/0, Light 15/2, Extra Adds 0, Total Adds 2 ,
Rotations: Heav, 3/0, Medium 21/0, Light 15/2, Extra Adds O, Total Adds 2, WVKO, WKWM. Heaw: KSOL, WNOO,
KPOP-FM. Medium: WILD, WAOK, K104 FM, WZENFM, XHRM, KNOW, WOWI, WTMP WWWS, KUKO, S.O.S. BAND "High Hopes" (Tabu/CBS) 39/1

Rotations: Heav, 5/0, Medium 19/0, Light 15/1, Extra Adds , Total Adds 1, WGIV. Heawr: WKYS, WOOK, WAOK
KWAM WBMX. Medium WHUR, WVEE, WGPR, KACE, KSOL WKND WPEG WPZ, WiTH DONNA SUMMER "State Of Independence" (Geffen) 36/4. WL DONNA SUMMER "State Of Independence" (Geffen) 36/4
Rotations: Heaw $11 / 0$, Medium $11 / 0$, Light $12 / 2$, Extra Adds 2. Totel Adds $4, \mathrm{~K} 104 \mathrm{FM}$, Rotations: Heaw $11 / 0$, Medium $11 / 0$, Light 12/2, Extra Adds 2. Total Adds 4, K104FM, WVOL, WANT, WTMP. Heev
WXY, WILO WYKS, WZEN-FM. WLUM, KPOP.FM. Medium: WYID-FM, WOMT, KDAY, WGIV WTC GEORGE CLINTON "Loopzilla" (Capitol) 36/3
 PIECES OF A DREAM "Mt. Airy Groove" (Elektra) 34/1 PIECES OF A DREAM "Mt. Airy Groove" (Elektra) 34/1
Rotations: Heav 10/0, Medium 160, Light 8/1, Extra Adds 0, Total Adds 1 , Rotations: Heaw 10/0, Medium 160, Light 8/1, Extre Adds 0, Total Adds 1. WGIV. Heaw: WOAS, WHUR, WEDR,
WAIL-FM, WCIN, WJMO, WNHC. Medium: WRKS, WAMO, K104FM, KSOL, KJCB, WPLZ, WLTH, KAEZ. SHARON REDD "Beat The Street" (Prelude) 34/1
Rotstions: Heewy 4/O, Medium $18 / 0$, LLght 1211 , Extrra Adds O, Total Adds 1 , KUKO. Heavy, WHUR. WAOK, WENN,
WAAA. Medium: WOAS, WOOK, WAIL-FM, WGCI, WCIN, XHRM, WNHC, WOIC, WBLX, WLTH. WAAA. Medium: WDAS, WOOK, WAIL-FM, WGCI, WCIN, XHRM, WNHC, WOIC, WBUX, WLTH. ALICIA MYERS "I Want To Thank You" (MCA) 33/1
Rotations: Heaw 100 , Medium 18/0, Light $5 / 1$, Extre Adds 0 . Total Adds
Rotations: Heaw 1000, Medium $18 / 0$, Light $5 / 1$, Extre Adds 0 . Total Adds 1. WLOU. Heavy: WXYV, WKYS, KRLY
WGCI, WCIN, KACE, WKND, WATV, WAAA. Medium: WJPC, WJMO, XHRM, WTLC. WOAS. BOOTSY'S RUBBER BAND "Body Slam!" (WB) 32/2
Rotations: Heew 130, Medium 100, Light 9/2, Extra Adds 0. Total Adds 2, WOOK, WTOY. Heaw: WAOK, WHRK,
WBMX. WZEN-FM, WATV, WPEG, KOKY, WWWS. Medium: WXYV, WBLZ, XHRM, WJJS, WTLC. GRAND MASTER FLASH... "Scorpio" (Sugar Hill) 29/4
Rotations: Heaw, 210, Medium $18 / 0$, Light $9 / 2$, Extra Adds 2 , Total Adds 4 , WXY, WCIN, KMJM, WKXI. Heaw
WOMT, WANM. Medium: WOOK, K104FM, KWAM, WAlL-FM. WGPR, WNOO, WJAX WPOO
KOOL \& THE GANG "Let's Go Dancin' (Ooh La, La La)" (De-Lite/PG) 28/19

SKYY "Movin' Violation" (Salsoul/RCA) 28/14
Rotations: He日V 2/2, Medium 7/0, Light 15/10, Extra Adds 4, Toral Adds 14 including WILD, WOIA, WCIN,
LIM,
STEVIE WOODS "Woman In My Life" (Cotillion/Atco) 28/3
Rotations. Heew, 5/0, Mediurn 130, Light 10/3. Extra Adds 0, Total Adds 3, WZEN-FM, WPEG, WBLX. Heavy: KWAM,
KNOW, WPDO, WLOU, WOAO. Medium: WOIA WYLD-FM WGCI, WKXI, WOWI, WM, KPOPFM
CHERI "Give It To Me Baby" (Venture) 28/2
Rotetions: Heayy 40, Medium 1er1, Light 8/1, Extra Adds 0 .
Rotetions: Heaw 4/O, Medium 181, Light 81, Extra Adds O, Total Adds 2, WJJS, WLTH. Heaw, WOOK, WHRK,
WATV, WENN. Medium: WXYV, WHUR, WAOK, WEDR, WZENFM, XHRM, WNHC. WNOO, KPOP-FM TEDDY PENDERGRASS "I Can't Win For Losing" (Phil. Int.'./CBS) 28/1
Rotations: Heew 3/0. Medium 1811, Light 9/0, Extra Adds O, Total Adds 1. WLTH. HeeWS: WBMX, woIc, KOKr
PLANET PATROL "Pley At Your Own Risk" (Tommy Boy) 26/5
Rotetions: Heevy 311, Medim 110, Light 10r2, Extra Adds 2, Total Adds 5 . WCiN, WGPR, WLOU,
BILL SUMMERS \& SUMMERS HEAT "Seventeen" (MCA) 26/4
Rotations: Heavy 3/0, Medium 10\%, Light 12/3, Extre Adds 1, Total Adds 4, K104FM, WJMO, WKXI, WOAO. Heavy
POINTER SISTERS "I'm So Excited" (Planet/RCA) 26/2
Rotetions: Heary 20, Medium 13/0, Light 1011, Extra Adds 1, Total Adds 2, WXYY,
Medum: WJMO, KOAY, KNOW, WBLX, WANM. WTLC.
SONNY CHARLES "Put It In A Magazine" (HighRise) 26/2
Rotations: Heavy 710, Medium 14/1, Light 5/1, Extra Adds O, Total Adds 2, WVOL, KUKa. Heav: wook, wJPC WCIN, WGPR, WJLB, WZEN-FM, WGIV. Medium: WXYV, WOA WILLIE HUTCH "In And Out" (Motown) 25/3
Rotations: Heew 4/, Medium 710, Light $11 / 0$, Extre Adds 3, Totel Adds 3. WBMX, KACE, WWWs. Hesw: KWAM
WEDA
$\checkmark$ : F : HARLEtions: Heaw \& STEVIE WONDER "Used To Be" (Motown) $24 / 21$ WJPC, KMJM, KOAY, WKNO, KNOW, WMWS. KPOP-FM. Medium: WHUR, KOIA.
CURTIS MA YFIELD "Hey Baby (Give It All To Mel" (Boardwalk) 24/2
Rotations: Heavy 4/O. Medium 9/0. Light 11/2, Extra Adds 0, Totel Adds 2, WAMO, WCIN. HeaV: KWAM, WZEN-FM
KACE, WENN. Medium WOOK, WDIA WANM, WITH.
DeBARGE "Stopl Don't Tease Me" (Gordy/Motown) 24/1
Rotations: Heaw 510 , Medium 1210, Light 711 , Etre Adds 0 , Total Adds 1, WVKO. Heaws: WGCI, WZEN-FM, KACE,
WJMI, WLUM. Medium: WOAS, WAOK. WOWI, KAEZ.
CHAKA KHAN "Got To Be There" (WB) 23/23
HOWARD JOHNSON "Keepin' Love New" (A\&M) 22/4
ROtaions: Heaw, 2/0. Medium 102, Light 9/1, Exitra Adds 1 , Total Adds 4, WGPR, WVOL, WTOY, WLTH. Heav:
WILO, KPOP-FM. Medium: WHUR, WROW, WOIC, WWWS MILLIE JACKSON "Special Occasion" (Spring/PolyGram) 22/3
WDA, WKWM, WLUM.
ISLEY BROTHERS "It's Alright With Me" (T-Neck/CBS) $22 / 3$
Rotations: Heaw 20. Medium 100, Light 81. Extra Adds 2, Total Adds 3, WBMX, XHRM, KUKO. Heavy: KWAM, TYRONE BRUNSON "The Smurf" (Believe In A Dream/CBS) $21 / 4$
Rotations: Heev, 20, Medium 10/1, Light 8/2, Extre. Adds 1, Total Adds 4, WYYV, WAT
WKYS, WGPA. Medumi WNHC, WNOO, WBX, WWWS.
STARPOINT "All Night Long" (Chocolate City/PolyGram) 21/3
Rotarions: Heaw 210 , Medium 1000, Light 822, Extra Adds 1. Total Adds 3, WENN, WTOY, WKWM. Heaw: WKYS, ALFIE SILAS "A Puppet To You" (RCA) 21/0
Rotations: Heew $2 / 0$, Medium 1010 , Light $9 / 0$. Extre Adds O, Totel Adds 0 . Heav: WOOK, WAAA. Medium: WHUR
GRACE JONES "Nipple To The Bottle" (Island/Atco) 20/7
Rotations: Heaw, 210, Medium 211, Light 15/5, Extra Adds 1, Total Adds 7, WXYV, WRKs, WGCI, KJCB, WPLZ, WTOY, DONALD FAGEN "I.G.Y. (What A Beautiful World)" (WB) 20/6
 JERMAINE JACKSON "Very Special Part" (Motown) 20/6 Rotations: Heow, 3io, Medium 511, Light 11/4, Extra Adde 1. Toral Adds 6, WX

|  |  |
| :---: | :---: |
| $\pm==\text { October 29, } 1982$ |  |
| 1862 DIANA ROSS/Muscles (RCA) |  |
| 301632 MARVIN GA | al Healing (Columbia) |
| $6 \begin{array}{llll}6 & 3 & 1 & 3 \\ \text { LUTHER VAN }\end{array}$ | /Bad Boy/Having A Party (Epia |
| $\begin{array}{lllll}2 & 2 & 4 & 5 & \text { TIME/7T7-931 }\end{array}$ |  |
| - 2418 ( PRINCE/1999 (WB) |  |
| $\begin{array}{lllllll}13 & 9 & 7 & 7 & \text { JEFFREY OSBORNE/On The Wings Of Love (AEM) } \\ 19 & 15 & 14 & 8 & \text { STEPHANIE MILLS/Keep Away Girs ( } \\ \text { (Casablanca/Poly }\end{array}$ |  |
| 191514 (8) STEPHANIE | Away Girts (Casablanca/PolyGran) |
| $\begin{array}{llllll}5 & 5 & 8 & 9 & \text { MELBA MOORE/Love's Comin At Ya (EMI America) }\end{array}$ |  |
| $7 \quad 71010$ PEABO BRYSON/Give Me Your Love (Capitol) |  |
| 292119 (1) BOBBY NUNN/She's Just A Groupie (Motown) |  |
| $\begin{array}{lllll}4 & 4 & 6 & 12 & \text { CHERYY LYNN/If This World Were Mine ( }{ }^{\text {Columbia) }} \text { ( } \\ 22 & 14 & 11 & 13 & \text { STACY LATTISAW/Attack Of The Name... (Cotilion/A }\end{array}$ |  |
|  |  |
| 11 1 5 <br> 14 EVELYN KING/Love Come Down (RC  |  |
| 9121215 TAVARES/A | Y Your Thoughts (RCA) New |
| - 30 (6) ZAPP/Do | (low That Thing) (WB) Entry |
| - 28 (1) JANET J | oung Love (A\&M) |
| 11101318 CARL CARLTON/Baby I Need Your Loving ( |  |
| 252321 (9) VANITY 6/Nasty Girl (WB) |  |
| 10131720 MICHAEL McDONALD/I Keep Forgettin' (Ev |  |
| - 2927 (2) A. JARREAU \& R. CRAWFORD/Your Precious Love (WB) |  |
| - 2823 23 SPINNERS/Magic In The Moonlight (Atla |  |
| 8111623 SUNRIZE/Who's Stickin' It? (Boardwalk) |  |
| 272725 (24) JOHNNIE TAYLOR/What About My Love (Bev |  |
| 15172025 JONZUN CREW/Pac Jam (Tommy Boy) |  |
| 16182426 G |  |
| - 3029 27 JENNIFER HOLLIDAY/I Am Ch |  |
| $\longrightarrow$ BAR-KAYS/Do It (Let Me See You Shake) (Mercury/P |  |
|  |  |
|  |  |
| This chart is based sovely on complied weekly reports from our reporting stations. Blacin circied numbers inaicate continued upward movement from the majortty of our reporters. |  |
| MOST ADDED <br> CHAKA KHAN (23) <br> CHARLENE \& STEVIE (21) KOOL \& THE GANG (19) SKYY (14) <br> CON FUNK SHUN (13) <br> DYNASTY (13) | MOTTEST |
|  | MARVIN GAYE (35) |
|  | DIANA ROSS (30) |
|  | LUTHER VANDROSS (30) |
|  | EVELYN KING (20) |

RICK JAMES "She Blew My Mind ( 69 Times)" (Gordy/Motown) 20/5 Rotations: Hean, 5/1, Mediumn $5 / 1$, Light $8 / 1$, Extra Adds 2 , Total Adds 5 , WOAS, XHRM, WOIC, WLOU, wVOL.
Heal: WAOK, KWAM, WAT, KPOP-FM. Medium: WIA, WBUX, KUKO. R.J.'S LATEST ARRIVAL "Stay With Me"' (Zoo York/CBS) 20/3
Rotations: Heavy 311' Medium 5io, Light 122, Extra Adds 0 , To Rotations: Heavy 311; Medium 5/0, Light 122, Extra Adds 0, Totel Adds 3, WJPC, WZEN-FM, WLOU. Heavy: WENN DENIECE WILLIAMS "Waiting" (ARC/Columbia) 20/1
Rotations: Heaw 1/0, Medium 9/0, Ught 10/1, Extre Adds 0, Totel Adds 1, WGIV. Heavy: KPOP-FM. Medium: WILO. MAGIC LADY "Red Hot Stuff" (A\&M) 20/0

## Rotations: Heavy $9 / 0$, Medium 10/0, Light 1/0, Extra Adds O. Total Adds 0 . Heavy: WAOK, WEDR, WATV, WENN

## SICNIFCANT ACTION

VALENTINE BROTHERS "Just Let Me Be Close To You" (Bridge) 19/4 Rotations: Heav, 1/O, Medium 11/0, Light 5/2, Extre Adds 2, Toteal Adds 4, WOOK, WGPR, WKXI, KOKY. HeeW
WZENFM. Medium: WOAS, WHUR, WAOK, WYLD-FM, WBMX, WGCI, KDAY, KJCB, WLTH, WLUM, WVI. DYNASTY "Strokin'" (Solar/Elektra) 18/13
Rotations: Heaw, O/O, Medium 4/2, Light 1017, Extra Adds 4, Totel Adds 13. WILO, WAOK, WHRK, WBMX,
II, WZEN-FM, XHRM, WNOO, WOIC, WJJS, WPZ, KUKO, KPOP-FM. Medium: WHUR, WPEG. WEST STREET MOB "Ooh Baby" (Sugar Hill) 18/2 . Medium: wHUR, WPEG.

CON FUNK SHUN "Ain't Nobody, Baby" (Mercury/PolyGram) $17 / 13$
CON FUNK SHUN "Ain't Nobody, Baby" (Mercury/PolyGram) $17 / 13$
Rotations: Heav, 11, Medium 3/2, Light 10न, Extra Adds 3, Total Adds 13, WOIA, WHRK, WEOR, XHRM, KSOL, WGIV, WNOO, KJCB, WLOU, WJJS, WANM, WDAO, KUKO Medium: WPEG.
HARRY RAY "Sweet Baby" (Suger Hill) $17 / 8$
HARRY RAY "Sweet Baby" (Suger Hill) 17/8
Rotations: Heaw 1/1, Medium 3/0, Light 12/6, Extra Adds 1, Total
WLOU, WBLX, WOAO. Medium: WOOK, WAOK, KWAM.
STEVE ARRINGTON'S HALL OF FAME "Way Out" (Konglather) 1710
Rotations: Heew, 610 , Medium 710 , Light 4/O, Extra Adds 0 , Total Adds 0 . Heaw. WJPC, KACE, WDAO, WLTH,
WKWM, WTLC. Medium: WOAS, WHUR, KWAM, XHAM, WOWI, WTMP, KAEZ.
WKWM, WTLC. Medium: WOAS, WHUR, KWAM, XHRM, WOWI, WTMP, KAEZ.
ONE WAY "Wild Night" (MCA) 16/7
ONE WAY "Wild Night" (MCA) 16/7
Rotations: Heevy 20 , Medium 5/0, Light 8/4, Extre A
Rotations: Heevr 2/O, Medium 5/0, Light 8/4, Extra Adds 3, Total Adds 7, WhLO, WEDR, WGPA, WKXI, KOKY, WTOY,
WANM. Heaw: WAOK, KACE. Medium: WOIA, WHRK, WYLD-FM, XHRM, KUKQ.
FREDA PAYNE "In Motion" (Sutra) 16/3
Rotations: Hedvy 2/O, Medium $5 / 0$, Light $8 / 2$, Extra Adds 1 , Total Adds 3, WZEN-FM WATV, WTMP. Heavy: WAOK,
WANM. Medium: WRKS. WOOK WHUR XHRM, WWWS
CHOCOLATE MILK "Take It Off" (RCA) 15/7
Rotations: HaOn OO, Medium 311, Light 10/4, Extre Adds 2, Total Adds 7, WJMO, KSOL, WNOO, KJCB, WBLX,
WANM, WVOI. Medum: WHRK, WJLB.
DARYL HALL \& JOHN OATES "Maneater" (RCA) 15/6
Rotations: Hean, 210, Medium 20, Light $9 / 4$. Extra Adds 2 , Totti Adds 6 , WOMT, WGPR, WJLB, KOAY, WBLX, WPLZ.
Heawy WAMO, WAIL-FM. Medium: KNOW, KPOP. RAW SILK "Do It To The Music" (West End) 15/0
Rotations: Heevr 40, Medium 88 , Light $30 / 10$, Extre Adds 0 . Total Adds 0 . Heaw: WRKs, WOOK, wHUR, WTLC.
Medium: WXYV, WOAS, WKYS, WBMX. WGPR, WJJS, WANM, WLTH. JAMMERS "And You Know That" (Salsoul/RCA) 15/0
Rotations: Heev, 20. Medium EO. Light 710, Extra Adds 0 , Total Adds O. Heew: WEOR, WZEN-FM. Medium: WJMO,
WNHC, WGIV, WVOL, WOWI, WTH.
WNHC, WGIV, WOL, WOWI, WLTH.
Rotations: Heany 30, Medium 30, Light 7/0, Extra Adds 0, Total Adds O. Heav: WILD. WNHC, KNOW. Medium:
WAIL-FM, WPLZ, KPOP-FM:
CHIC "Hangin" " (Atlantic) 12/12
Rotations: Heaw OIO, Medium 3/3, Light 8/8, Extra Adds 1, Total Adds 12, WILO, WOAS, WHUR, WAOK, KWAM
WHRK, WYLDFM, WCIN, WZEN.FM. KON, WOL WANM KLYMAXX "Wild Girls" (Solar/ElekTa) WANM.

KURTIS BLOW "Tough" (Mercury/PolyGram) 1210
KURTIS BLOW "Tough" (Mercury/PolyGram) 12/0
FATBACK "She's My Shining Star" (Spring/PolyGram) 12/0
Rotations: Heaw 2/0, Medium 5/0, Light 5/0, Extre Adds 0, Total Adds 0. Heem: WVEE, WAAA. Medium: WKYs,
WGIV, KOKY, WOWI, WLUM.
B.B. \& Q. BAND "All Night Long" (Cepitol) 11/5

No, Light 72, Etre Adds 3, Total Adds 5, KRLY, WYLD-FM, WBMX, WANM, WVOI.
SYL JOHNSON "Ms. Fine Brown Frame" (Boardwalk) 11/5
Rotations: Heew 1/0, Medium 1/0, Light 8/2, Extra Adds 3, Total Adda 5, KRLY, WEOR, WNOO, WANM, WKWM.
Heew: WGCI. Medium: WJPC.

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

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mex CHR ADDS \& HOTS Supertramp Fleetwood Mac Fleetwood Mac Glenn Frey

Music Key: (DP) indicates the song is getting play during certain parts of the day and/or night (RA) indicates the song was dropped from the playlist then readded.

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PARALLELS


| ZXAMPLE |
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| $100125-100 \mathrm{CHR}$ reporting stations on if this week uncluding 25 new adds. <br> 44\% - Peicentage of this weeks reporters playing it <br> Regional Reach - Percentage of reporters playing the region. <br> National Summary <br> Up 31 - Number of stations moving to up on the charts. <br> Debuts 20 - Number of stations debut ing the song this week <br> Same 24 - Number of stations reporting no movement this week. (On to On, Add to On, 31-31. etc.) <br> Down 0 - Number of stations moving it down on their charts <br> Adds 25 - Total number of stations adding it this week |
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| OUVIA NEWTONJOHN Heart Attack (MCA) LP: Greatest Hits, Vol. 2 |  |  |
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|  |  | $\square$ <br> KYTN 11 KCXLPM KFYF $2-$ KOWR $7-$ KKRCTM $\square$ <br> WSFT WAZ YF WCILTM KRLO $7-$ KRNA $6=-$ 99YG $4-2$ $\square$ <br> wer <br> KENI KGHO KSLY <br> KIST KCBN KB1H <br> KDRA KTRS KKAZ KYYA KCBO |



KENNY ROGERS "A Love Song" (Liberty) 58/3 Moves: Up 22, Debuts 10, Seme 23, DOWn A, Adds 3, KTSA, KSKO, KKAZ, JB105 25-21, K104 27-23, WTIX40-35 KROK
$30-25$.
GO-GO'S "Get Up And Go" (IRS/AGM) 53/0
Moves: Up 20, Debuts 4, Seme 24, Down 5, Adds O, KEGL 9-8, XTRA on, KHFI 20-19, WOKI 21-17, WVIC 21-19,
KKXXX 27-22, KBBK 26-23, KSKD 25-23, WGUY 24-19, WCIR 26-24, WHSL 28-25, WFLB 33-31, KKRC-FM 29-26, KKXX 27-22, KBBK 26-23, KSKD 25-23, WGUY 24-19, WCIR 26-24, WHSL 28-25, WFLB 33-31, KKRC-FM $29-26$ WSPT 28-26, 99KG 23-17.
MISSING PERSONS "Destination Unknown" (Capitol) 51/4
Moves: Up 14, Debuts 2, Seme 31, Down 0, Adds 4, WMEE, WSOV, WOLT, WYKS, WXKS-FM 29-26, KEGL 38-34, WLOL-FM on, KIOQ 19-11, KSET-FM 17-15, WNOK-FM 40-37, KKXX 21-18, WISE 36-33, WPFM 27-25, PETER GABRIEL "Shock The Monkey" (Geffen) 50/7 Moves: Up 14, Debuts 7, Same 22, Down O, Adds 7, WGCL, WOID, WKAU, KKXX, WGUY, WISE, WYKS, WXKS
FM 30-27, CHUM 85, KEGL 19-16, KSET-FM 18-10, WJXO 11-9, KYYX 10-9, WOMP-FM 19-11, KFMZ $14-8$.

## SICNIFICANT ACTION

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PHIL COLLINS "You Can't Hurry Love" (Atlantic) 49/48
Moves: Up O. Debuts 1, Seme 0. Down O. Adds 48 including WNBC, $96 K \times$. CKGM, KEGL, CKLW, WKTI , 3WT, WBCY, WANS-FM, WNAM, KNBQ, WSQV, O104, KSEL-FM, KOZE.
KIM CARNES "Does It Make You Remember" (EMI America) 49/46
Moves: Up O, Debuts 2, Seme 1, Down 0, Adds 46 including Z93, 94Q, KIOQ, WKFM, WYCR, KITY, WHHY STEVE WINWOOD "Valerie" (Island/WB) 47/14
Moves: Up 8, Debuts 5, Seme 20, Down O, Adds 14, WGCL, WSPK, WPHD, 3WT, G100, WSSX, WNOK-FM MEN AT WORK "Down Under" (Columbia) 46/23
Moves: Up 6, Debuts 4, Seme 12, Down 1, Adds 23 including 940 , WLOL-FM, KIQQ. WRCK, WPST, 79Q, WRVQ Moves: Up 6, Debuts 4, Sorne 12 , Down 1, Adds 23 including 940 ,
WZZR, KMGK, WKAU, KNBB. WOMP-FM, WPFM, KYTN, KFMZ.
PATTI AUSTIN with JAMES INGRAM "Baby, Come To Me" (Qwest/WB) $47 / 22$ Moves: Up 6, Debuts 8, Same 9, Down 2, Adds 22 including Q105, KEARTH, B100, WKFM, WKEE, 790, KROK WZYP, KIOA, KBEK, WACZ, WOLT, 95SGF, FM99, KVOL
CHARLENE \& STEVIE WONDER "Used To Be" (Motown) 44/19
Moves: Up 2, Deburts 12, Seme 11, Down 0, Adds 19 including WCAU-FM, JB105, Z93, WKFM, WIFI, KITY
EVELYN KING "Love Come Down" (RCA) 40/2
Moves: Up 19, Debuts 0, Same 8, Down 11, Adds 2, O102, WFEA, Y1003-2, KIIS-FM 32, KTSA 22-19, WHHY-FM EDDIE RABBITT with CRYSTAL GAYLE "You And I" (Elektra) 38/8
EDDIE RABBITT with CRYSTAL GAYLE "You And I" (Elektra) 38/8 Moves: Up 16, Debuts 5, Same 9, Down 0, Adds 8, WGCL, V100, KTFM, KROK,
JB105 31-28, CKLW 24-21, K104 15-8, KZM 30-19, Y103 22-19, OK100 22-15.
TAVARES "A Penny For Your Thoughts" (RCA) 36/5
Moves: Up 23, Debuts 2, Seme 5, Down 1, Adds 5, KX104, KIOA, KOMO, WIGY, WHEB, WXKS-FM 6-4, KEARTH 10-9, K104 29-24, KITY 37-33, WTIX 30-26, KFI 13-9, KGGI 30-21, WJBO 39-29, WFOX 20-15. ASIA "Sole Survivor" (Geffen) 34/15
Moves: Up O, Debuts 4, Seme 14, Down 0, Adds 18, WBEN-FM, WPHD, 3WT, WYCR, KYST, KSET-FM, WANS FM, WKFR, KQMQ, WIGY, OK 100 , WKHI, WFOX, WCIL-FM.
FRIDA "I Know There's Something Going On" (Atlantic) 34/10
Moves: Up 5, Debuts 3, Serne 16, Down 0, Adds 10, KEGL, WKEE, WZYP, WFBG, WOMP-FM, WFLB, WBWB FIXX "Stand Or Fall" (MCA) 34/2
FIXX "Stand Or Fall" (MCA) 34/2
Moves: Up 8 , Debuts 2, Same 21, Down 1, Adds 2, WCAU-FM, KCBN, KEGL on, WLOL-FM on, WKEE on, KIT Moves: Up 8, Debuts 2, Seme 21, Down 1, Adds 2, WCAU-FM, KCBN, KEGL on, WLOL-FM on, WKEE on, KITY
$\alpha-38$, KZFM $26-22$, KSET-FM 16-9, WKDD on, KYY 7-7, WOMPFM $\alpha-37$, KISR $29-26$, WBWB on, KFMZ 19-15, KGHO 7-7.
EDDIE MONEY "Shakin" " (Columbia) 31/3
Moves: Up 15, Debuts 0, Seme 12, Down 1, Adds 3, Q102, WIKS, WZYO. KEGL 17-14, WGCL 10-7, KYST 18-14,
KITY 31-23, KSET-FM 8-6. WJXO 1-1, Z104 27-23, WKDD 7-3, WIGY 29 21, WXLK 12-10, WRKR 32-28, KCBN 28-22.
ROD STEWART "Guess I'Il Always Love You" (WB) 29/10
Moves: UD 1. Debuts 4, Seme 14, Down 0, Adds 10, 96 KXX, KYST, KSET-FM, WERZ, WOMP-FM, KSEL-FM
SHEENA EASTON "I Wouldn't Beg For Water" (EMI America) 29/1
Moves: Up 3, Debuts 3, Some 22, Down O, Adds 1, WOKI, KIGO on, WKFM on, WAEE on, WKEE on, KITY $36-29$ STEPHANIE WINSLOW "In Between Lovers" (Primero/Curb) 25/4 Moves: Up 1, Debuts 1, Seme 19, Down 0, Adds 4, JB105, KSTT, WOMP-FM, 99KG, WKFM on, WPHD on, K104 36-34, KITY d 39 , KROK on, VJZYP on, KFI on, WFEA on, WOLT on, KVOL on, KISR on
MARVIN GAYE "Sexual Healing" (Columbia) 24/6
Moves: Up 5, Debuts 9, Seme 4, Down 0, Adds 6, WXKS-FM, WTIC-FM, 94 TYX, WDOQ, KaKO, KJRB, Y 100 d13, 195 a-28, CKLW 20-15, KEARTH 24-17, KIOO $\propto 22$, KFRC $\propto-25$, XTRA on, KTFM $26-21$, B97 $\propto 25$, Y $10325-22$
JUDAS PRIEST "You've Got Another Thing Coming" (Columbia) $24 / 5$
Moves: Up 5, Debuts O, Same 13, Down 1, Adds 5, KYST, KSET-FM, WYCR, WKRZ-FM, WISE, KEGL on, WLS-FM SCANDAL "Goodbye To You" (Columbia) 24/4
hoves: Up 1, Debuts 1, Seme 18, Down 0, Adds 4, WLOL-FM, WZZR, KMGK, WHSL, WKFM on, WPHD on Moves: Up 1, Debuts 1, Same 18, Down 0, Add 4, WLOL-FM, WZZR, KMGK, WHSL WKFM TALK TALK "Talk Talk"' (EMI America) 22/5
Moves: Up 4, Debuts 1, Same 11, Down 1, Adds 5, WLOL-FM, KSET-FM, WZZR, KMGK, KGHO, 96 KXX on, WXKS M on, KEGL 22-19, K1T 38-30, WJX a-29, KNBQ on, KBBK on, WGUY on, WJAD on-dp, WISE 35-3 PRINCE "1999" (WB) 20/4
Moves: Up 2, Debuts 2, Same 12, Down O. Adds 4, Y100, 195, WKFM, KFI, WXKS-FM a 28, WLOL-FM on, KIOQ MICHAEL McDONALD "I Gotta Try" (WB) 19/19
MICHAEL MCDONALD "I Gotta Try" (WB) 19/19
Moves: Up 0, Debuts O, Same 0, Down 0; Adds 19 including B104, WPST, WYCR, WSFL, WCSC, WKDD, KNBQ Moves: Up O, Debuts O, Some 0, Down 0; Adds 19 includin
KIKI, WIGY, WSQV, WZYQ, Q1O4, WHSL, KGHO, KDZA.
MOTELS "Forever Mine" (Capitol) 17/15
Moves: Up O, Deburs O, Seme 2, Down 0, Adds 15, KEGL, KTFM, KITY, WOKI, WGH, WZZR, KFI, KMYX, KBBK KSKD, KIKI, WFBG, WFOX, WPFM, KFMZ.
BILL CONTI "Theme From 'Dynasty" " (Arista) 14/11
Moves: Up O, Debuts O, Seme 3, Down 0, Adds 11, KC101, KITY, WTIX, WAXY, Y103, WFEA, WFBG, WFLB KVOL, KBIM, KCDa, WISE on, FM99 on, KSLY on.
APRIL WINE "Tell Me Why" (Capitol) 14/1

CLIFF RICHARD "The Orily Way Out" (EMI America) 14/O
Moves: Up 6, Debuts 1. Serne 6, Down 1, Adds O, WLOL-FM 24-18, KIOQ on, V100 23-18, Y103 20-18. WROK on, Moves: Up 6, Debuts 1. Seme 6, Down 1, Adds W, WLO L-F9, WIGY on, WBWB on, KSLY $30-25$.
WZZR on, KSTT 35-28, KIK 22-21, KMGK on, WJBQ d-39,
BILL MEDLEY "Right Here And Now" (Planet/RCA) 13/2
Moves: Up 3, Debuts 0, Seme 8, Down O, Adds 2. Y103, KIOA, CKLW on, KEARTH 21-20, KIQQ on, 94TY $\times 3433$ WDOO on, FM100 28-26, WSEZ on, WOLT on, WFLB on, KVOL on, KSLY on.
ROBERT PLANT "Pledge Pin" (Swan Song/Atco) 12/10
Moves: UP 1, Debuts 0, Seme 1, Down 0, Adds 10, WRCK, KITY, WGH, WJXO, WJBQ, WZYO, KVOL, KISR CHEAP TRICK "She's Tight" (Epic) $11 / 0$
Moves: Up 6, Debuts 0, Serne 5, Down O, Adds 0, Y100 17-16, K104 3-2, 790 17-14, KYST 16-9, KSET-FM $10-8$
NOVO COMBO "Too Long Gone" (Polydor/PolyGram) 10/0
Moves: Up 1, Debuts 1, Same 8, Down 0, Adds O, WPHD on, KSET-FM d-29, WJXO on-dp; WCIR on, WFOX on,
$\qquad$
BILL CONTI "Theme From 'Dynasty" " (Arista) 40/23
Rotations: Heav, 1/0, Medium 10/5, Light 29/18, Extra Adds 0, Total Adds 23, WBEN, WLTA, WARM98, JBC, KFOR, WJON, KRNO, KISN, KSRO. Heavy: WDEF. Medium: WHBY, KSL, WLVA, KFSB, KRLC. LAURA BRANIGAN "Gloria" (Atlantic) 37/7
Rotations: Heavy $3 / 0$. Medium 15/1, Light 19/6, Extre Adds O, Total Adds 7 , WZUU, KGW, WOWO, WENS, KUDO WCHV, KISN. Heavy: KYUU, WAYV, WROV. Medium: WFBR, WVBF, 3WS, WTAE, WHEN, WSRZ, WOMC DIANA ROSS "Muscles" (RCA) 31/4
DIANA ROSS "Muscles" (RCA) 31/4
otations: Heaw ol, Medium 11/2, Light 20/2, Extra Adds O, Totel Adds 4 , WKAZ, KFSB, KISN, KVSF. Medium WFBR, WLTA, KHOW, KJR, WSFM, KBOI, WWNR, WORG, KFQD

## SICNIFICANT ACTION

QUARTERFLASH "Critical Times" (Geffen) 25/5
Rotations: Heew $0 / 0$, Medium 9/1, Light 16/4, Extra Adds 0, Total Adds 5, WKAZ, KRNT, WWNR, WCHV, WDEF.
Mediurn: KEX, KGW, KBOI, KUGN, KUDO, WAYV, KFOR, KRLC.
CHARLENE \& STEVIE WONDER "Used To Be" (Motown) $22 / 18$ Rotations: Heaw 3 3, Mediurn 6/5, Light 13/11, Extra Adds 0. Total Adds 18, WLTA, 97AIA, WCCO, KJR,
KEY103, WHHY, WQUE, WGAR, KLTE, WQUA, KBOI, KKUA, KUDO, WAYV, WSKY, KVSF, KSRO. Heavy: WGY, KEY103, WHHY.
YES95. Medium: KSEL.
TAVARES "A Penny For Your Thoughts" (RCA) 22/6
Rotations: Heaw 2/0. Mediurn 6/0, Light 14/6, Extre Adds 0 , Total Adds 6 , WCCO, WFMK, KS103, WKBR, WBOW, JEFFERSON STARSHIP "Be My Lady" (RCA/Grunt) 22/5
Rotations: Heavy O/O, Medium 10/1, Light 12/4, Extre Adds O, Total Adds 5, KGW, KYKY, WKZE-FM, KCMO. PATTI AUSTIN with JAMES INGRAM "Baby, Come To Me" (Qwest/WB) 21/6 Rotations: Heevw $2 / 0$, Medium 13i1, Light 6/5, Extra Adds 0 , Total Adds 6 , WYNY, KEX, KUGN, WKZE-FM, WEIM WKBR. Heevy: 97AIA, WAYV. Medlum: KS94, KGW, WSFM, WHHY, WOMC, WENS, KS103, WMHE, KBOI, WSKY, Gob, KRLC
LINDA RONSTADT "Get Closer" (Asylum) 1712
Rotations: Heavy 1/0, Medium 10/1, Light 6/1, Extra Adds 0, Total Adds 2, KCMQ, KRKK. Heavy: KUDO: Medium: OLIVIA NEWTON-JOHN "Heart Attack" (MCA) 171
OLIVIA NEWTON-JOHN "Heart Attack" (MCA) $17 / 1$
Rotations: Heav 20, Medium 9/0, Light 6/1, Extra Adds 0, Total Adds 1, WCHV. Heevy: wowo, wAYV. Medium: Rotations: Heav 20, Mediurn $9 / 0$, Light 6i, Extre Adds 0 , Total Adds 1 ,
WHB, WAFB, WHHY, WTRX, WNR, WKBR, WTNY, WSKY, KFQD.
DONNA SUMMER "State Of Independence" (Geffen) 15/0
Rotations: Heaw 1/0, Medium 5/0, Light 9/0, Extra Adds 0. Total Adds 0. Heavy: WHHY. Medium:WFBR, WCZY, KBOI, WSKY, KFSB
BERTIE HIGGINS "Casablanca" (Kat Family/CBS) 14/1
6/0, Extra Adds 0 Total Adds 1, WSE. Hegv: 97AIA Medium: WHBY WWNR, KFSB, KTWO, KRLC, KRNO

MICHAEL McDONALD "I Gotta Try" (WB) 12/12
Rotations: Heaw 0/0, Medium 3/3, Light 9/9. Extra Adds 0, Total Adds 12, WFBR, WISN, KGW, KEY103, Z, WFMK, WISM-FM, WSKY, WCHV, KRLC, KBAI, KRKK
ELVIS PRESLEY "The Elvis Medley" (RCA) 12/10
Rotations: Heaw $0 / 0$, Mediurn $4 / 3$, Light $7 / 6$, Extre Adds 1, Total Adds 10, WFBR, 55KRC, WICC, WHHY RICK BOWLES "(Tonight l'Il Be Your) Fool Again" (Polydor/PolyGram) 12/2 Rotations: Heav 0, Ml

GEORGE FISCHOFF "Pretty Kitty" (Moss Music Group) $12 / 2$
BILLY JOEL "Pressure" (Columbia) $12 / 2$
BILLY JOEL "Pressure" (Columbia) $12 / 2$
Rotations: Heavy $3 / 0$. Mediurn $6 / 2$ Light $3 / 0$, Extre Adds 0 , Totel Adds 2, KCMO, KBAI. Medium: SM95, wSRZ,
WAYV. Medium: KYUU, WCHV, WORG, KFOD.
JESSE COLIN YOUNG \& CARLY SIMON "Fight For It"' (Elektra) $12 / 1$
SPYRO GYRA "Soho Mojo" (MCA) 11/10
Rotations: Meavy 0/0, Medium 3/3, Light 6/5, Extra Adds 2, Total Adds 10, KEY103, Y106, WSRZ, WHBY,
JANIS SIEGEL "How High The Moon" (Atlantic) $11 / 3$
Rotations: Heavy 20, Medium 6/2, Light 3/1, Extre Adds 0 , Total Adds 3, KRNT, KCRG, KFSB. Heavy: WCCO
KIM CARNES "Does It Make You Remember" (EMI America) 10/10
Rotations: Heavy 0/0, Medium 0/0, Light 9/9, Extra Adds 1, Total Adds 10, WLTA, WCCO, WHBC, WTRX

STRAY CATS "Rock This Town" (EMI America) 10/2
Rotations: Heaw 0/0, Medium 4/1, Light 6/1, Extra Adds 0 , Total Adds 2 KUDO KWEB GR55, WHHY WAW LANI HALL "Who's That Guy?" (A\&M) 10/1
Rotations: Heavy 0/O, Medium 3/0, Light 7/1. Extre Adds 0 Total Adds 1, WARM98. Medium: WHBC, KKUA
ROSANNE CASH "I Wonder" (Columbia) 10/0
Rotations: Heavy 3/0, Medium 2/0, Light 5/0. Extra Adds 0. Totel Adds 0 . Heavy: WCCO, KUGN, KSL. Medium
ALABAMA "Close Enough To Perfect" (RCA) 9/1
Rotations: Heaw 210, Medium 5/1, Light 20, Extra Adds 0, Totel Adds 1, KFMK. Heavy: WAAY, KWEB. Medium WSB, WCCO, KMBZ, WDEF
STEEL BREEZE "You Don't Want Me Anymore" (RCA) 9/0
Rotations: Heav 2\%,
PHIL COLLINS "You Can't Hurry Love" (Atlantic) 8/8
Rotations: Heavy $0 / 0$, Medium 1/1, Light 7/7. Extra Adds 0 , Total Adds 8 , WFBR, WSRZ, WKZE-FM, WKBR STEVE WINWOOD "Valerie" (Island/WB) 8/3
Rotations: Heavy 0/0, Medium 2/1, Light 6/2, Extra Adds 0, Total Adds 3, SM95, WKZE-FM, WEIM. Medium
FIREFALL "Body And Soul" (Atlantic) 8/2
Rotations: Heavy 0/0, Medium 2/0, Light 6/2, Extra Adds 0 , Total Adds 2, WKAZ, WKZE-FM. Medium: SM95,
AL JARREAU \& RANDY CRAWFORD "Your Precious Love" (WB) 8/0
MICHAEL MURPHEY "Still Taking Chances" (Liberty) 7/7
Rotations: Heavy 0/0, Medium 4/4, Light 212, Extra Adds 1 Total Adds 7 KFMB, KRNT, KBMZ, WMHE, WAW
KENNY LOGGINS with STEVE PERRY "Don't Fight It" (Columbia) 7/1
GRASS ROOTS "She Don't Know Me" (MCA) 7/0
Rotations: Heavy 010 , Medium 1/0, Light $6 / 0$, Extre Adds 0 , Total Adds 0 . Mediurn: KRKK
LARRY SANTOS "We Can't Hide it Anymore" (Casablanca/PolyGram) 6/2
Rotations: Heavy 0/0, Medium 0/0, Light 6/2, Extra Adds 0 . Total Adds 2, WFMK, WMHE.
ROBERTA FLACK "In The Name Of Love" (Atlantic) 5/5
Rotations: Heavy 0/0, Medium 222 , Light 22. Extra Adds 1, Total Adds 5, WLTA, WHBY, WHIO, KUGN, WLVA GORDON LIGHTFOOT "Shadows" (WB) 5/5
Rotations: Heavy 0/0, Mediurn 1/1, Light 3/3, Extra Adds 1, Total Adds 5, KGW, KEY103, WHBY, KUGN; KRLC


TOM PETTY \& JIMMY IOVINE
ENGINEERED
SHELIY YAKUS

|  |  |
| :---: | :---: |
| Contemporary Hit Radio |  |
|  |  |
| 1254 | 1 J. COCKER \& J.WARNES/Up Where... (Island/Atco) |
| $2 \quad 21$ | 2 FLEETWOOD MAC/Gypsy (WB) |
| 16118 | 3 JOE JACKSON/Steppin' Out (A\&M) |
| 15106 | NEIL DIAMOND/Heartlight (Columbia) |
| 1085 | OLIVIA NEWTON-JOHN/Heart Attack (MCA) |
| 532 | GLENN FREY/The One You Love (Asylum) |
| 23169 | Chicago/Love Me Tomorrow (Full Moon/wb) |
| - 17 | 3 LIONEL RICHIE/Truly (Motown) |
| 211712 | CROSBY, STILLS \& NASH/Southern Cross (Atlantic) |
| 302114 | - LAURA BRANIGAN/Gloria (Atlantic) |
| 252415 | ) BILLY JOEL/Pressure (Columbia) |
| 3021 | DARYL HALL \& JOHN OATES/Maneater (RCA) |
| 13 | 3 MICHAEL McDONALD/I Keep Forgettin' (Every Time...) (WB) |
| $\begin{array}{llll}14 & 1210 & 14\end{array}$ | 4 STEEL BREEZE/You Don't Want Me Anymore (RCA) |
| 282722 | 5 DONALD FAGEN/I.G.Y. (What A Beautiful World) (WB) |
| 272619 | 6 LINDA RONSTADT/Get Closer (Asylum) |
| 292818 | () SYLVIA Nobody (RCA) |
| $\begin{array}{lllll}9 & 4 & 7 & 1\end{array}$ | 8 KENNY LOGGINS with STEVE PERRY/Don't Fight It (Columbia) |
| 24 | STRAY CATS/Rock This Town (EMI America) |
| 23 | TONI BASILMickey (Chrysalis) |
| - 27 | ) DAN FOGELBERG/Missing You (Full Moon/Epic) |
| 2423202 | 2 PAUL CARRACKI Need You (Epic) |
| - 28 | ABC/The Look Of Love (Part One) (Mercury/PolyGram) |
| - | DIANA ROSS/Muscles (RCA) |
| - 30 | JEFFERSON STARSHIP/Be My Lady (RCA/Grunt) |
| 29262 | 6 POINTER SISTERS/I'm So Excited (Planet/RCA) |
| - 29 | SURVIVOR/American Heartbeat (Scotti Bros./CBS) |
| $-\longrightarrow$ | SUPERTRAMP/It's Raining Again (A\&M) |
| $-\longrightarrow$ | DIONNE WARWICK/Heartbreaker (Arista) |
| $\rightarrow$ | PAT BENATAR/Shadows Of The Night (Chrysalis) |


| 211 | 1 | GLENN FREY/The One You Love (Asylum) |
| :---: | :---: | :---: |
| 22 | 2 | NEIL DIAMOND/Heartlight (Columbia) |
| 433 | 3 | J. COCKER \& J. WARNES/Up Where We Belong (Island/Atco) |
| 23127 | 4 | LIONEL RICHIE/Truly (Motown) |
| 16115 | 5 | DIONNE WARWICK/Heartbreaker (Arista) |
| 12108 | 6 | CROSBY, STILLS \& NASH/Southern Cross (Atlantic) |
| 754 | 7 | FLEETWOOD MAC/Gypsy (WB) |
| 876 | 8 | SYLVIANobody (RCA) |
| $\begin{array}{llll}20 & 17 & 13\end{array}$ | 9 | CHICAGO/Love Me Tomorrow (Full Moon/WB) |
| 151312 | 10 | JEFFREY OSBORNE/On The Wings Of Love (AGM) |
| 2317 | 11 | DAN FOGELBERG/Missing You (Full Moon/Epic) |
| $3 \begin{array}{lll}3 & 4 & 10\end{array}$ | 12 | JUICE NEWTON/Break It To Me Gently (Capitol) |
| 272116 | 13 | JOE JACKSON/Steppin' Out (AGM) |
| 2719 | $(14$ | KENNY ROGERS/A Love Song (Liberty) |
| 2520 | (15) | DONALD FAGEN/I.G.Y. (What A Beautiful World) (WB) |
| 1099 | 16 | AIR SUPPLY/Young Love (Arista) |
| 212018 | 17 | PAUL CARRACK/I Need You (Epic) |
| $\begin{array}{llll}5 & 6 & 11\end{array}$ | 18 | AMERICAVYou Can Do Magic (Capitol) |
| $6 \quad 8 \quad 15$ | 19 | MICHAEL McDONALD/I Keep Forgettin' (Every Time...) (WB) |
| 2924 | 20 | EDDIE RABBITT with CRYSTAL GAYLE/You And I (Elektra) |
| 141414 | 21 | STEPHEN BISHOP/If Love Takes You Away (WB) |
| 302625 | (22) | CLIFF RICHARD/The Only Way Out (EMI America) |
| - | (23) | MICHAEL JACKSON/PAUL McCARTNEY/The Girl is Mine (Epic) |
| 27 | (24) | TIMOTHY B. SCHMIT/So Much In Love (Full Moon/Asylum) |
|  | (25) | SUPERTRAMP/I's Raining Again (A\&M) |
| 111623 | 26 | JACKSON BROWNE/Somebody's Baby (Asylum) |
| $9 \quad 1921$ | 27 | ALAN PARSONS PROJECT/Eye In The Sky (Arista) |
| 29 | 28 | HERB ALPERT/Fandango (AGM) |
|  | 29 | DARYL HALL \& JOHN OATES/Maneater (RCA) |
| - | 30 | SHEENA EASTON/I Wouldn't Beg For Water (EMI America) |

1 GLENN FREY/The One You Love (Asylum)
2 NEIL DIAMOND/Heartlight (Columbia)
J. COCKER \& J. WARNES/Up Where We Belong (Island/Atco) LIONEL RICHIE/Truly (Motown)
DIONNE WARWICK/Heartbreaker (Arista)
CROSBY, STILLS \& NASH/Southern Cross (Atlantic)
FLEETWOOD MAC/Gypsy (WB)
CHICA Nobody (RCA)
Jefrrey Osborne/On The Wings Of Love (A\&M)
DAN FOGELBERG/Missing You (Full Moon/Epic)
JUICE NEWTON/Break It To Me Gently (Capitol)
JOE JACKSON/Steppin' Out (AGM)
DONALD FAGEN/I.G.Y. (What A Beautiful World) (WB)
AIR SUPPLY/Young Love (Arista)
PAUL CARRACK/I Need You (Epic)
MICHAEL McDONALD/I Keep Forgettin' (Every Time...) (WB) EDDIE RABBITT with CRYSTAL GAYLE/You And I (Elektra)
STEPHEN BISHOP/If Love Takes You Away (WB)
CLIFF RICHARD/The Only Way Out (EMI America)
MICHAEL JACKSON/PAUL McCARTNEY/The Gir Is Mine (Epic) TIMOTHY B. SCHMIT/So Much In Love (Full Moon/Asyfum) SUPERTRAMP/It's Raining Again (AGM)
JACKSON BROWNE/Somebody's Baby (Asylum)
ALAN PARSONS PROJECT/Eye In The Sky (Arista) HERB ALPERT/Fandango (AEM)
SHEENA EASTON/I Wouldn't Beg For Water (EMI America)

## M. JACKSON/P. McCARTNEY (140) DON HENLEY (49) JOHN COUGAR (80) OH COUGAR (80) <br> J. COCKER \& J. WARNES (124) LIONEL RICHIE (90) GLENN FREY (70) <br> PHIL COLLINS (48) KIM CARNES (46) <br> FLEETWOOD MAC (66) CHICAGO (59) JOE•JACKSON (57) <br> MOST M. JACKSON/P. M <br> SUPERTRAMP (50 BILL CONTI (23) <br> ADDED <br> HOTTEST <br> DON HENLEY

GLENN FREY (70)

CHARLENE \& STEVIE WONDER (18) SHEENA EASTON (18)

NEIL DIAMOND (73)
J. COCKER \& J. WARNES (72)

LIONEL RICHIE (59)
DIONNE WARWICK (50)

Dirty Laundry (Asylum)
68\% of our reporters on it. Moves: Up 30, Debuts 46, Same 30, Down O, Adds 49 including WCAU-FM, B104, CFTR, Y100, WLS, Q102, WKTI, Q103, KZZP, WHFM, KBFM, WZOK, K96, WJBQ, WQLT. See Parallels, will debut next week on the CHR chart.

## MICHAEL JACKSON/PAUL McCARTNEY The Girl Is Mine (Epic)

$63 \%$ of our reporters on it. Moves: Up 0, Debuts 3, Same 0, Down 0. Adds 140 including WNBC, WBEN-FM, B94, B104, PRO-FM, CFTR, CKGM, Z93, 94Q, 195, Q105, WBBM-FM, WLOL-FM, KEARTH, KFRC. See Parallels, will debut next week on the CHR chart.

## (12.39 NEW \& ACTIVE

## CHILLIWACK "Whatcha Gonna Do" (Millennium/RCA) 125/37

Moves: Up 22, Debuts 20, Same 45, Down 1, Adds 37 including WBBM-FM, WGCL. KICO. O103, WKFM, NFM, KZZB, G100, WSEZ, KMGK, KGGP, WIGY, WCIR, KKRC-FM
TOTO "Africa" (Columbia) 122/69
Moves: Up 11, Debuts 15, Seme 27, Down O. Adds 89 inciuding WBEN-FM, PRO-FM, J8105, CFTR, CHUM, WBBMN, SUMMER "State Of Independence" (Geffen)
DONNA SUMMER "State Of Independence" (Geffen) 113/9
Moves: UP 84, Debuts 7 , Some 32, Down 1. Adds 9, PRO-FM, O106, WYCR, KHFI, WACZ, OK100, WTSN, WFEA,
KCBN WXKSFM 11-9, Z93 22.17 WJOX 118 , WBCY 137. KMGK 15-10, WGUY 139, JEFFREY OSBORNE "On The Wings Of Love" (A\&M) 105/19
Moves: Up 48, Debuts 13, Seme 25, Down O, Adds 19 including WKBW, PRO-FM, CKLW, KFRC, XTRA, KCNR, O103, WLANFMM, K104, KXX106, WDCG, WZZR, KGGI, WIKZ, FM99.
BILLY SQUIER "Everybody Wants You" (Capitol) 90/9
Mover: Up 41, Deburs 11, Same 29, Down O, Adds 9, B945, WGCL, WSKZ, WNOK-FM, KIDD, KKFM, 95XIL, WGLF, 99KG, CHUM 16-12, KEGL 15-10, WLS 23-15, WKRZ-FM 26-13, WJXO 107, KKXX 94.

JOHN COUGAR "Hand To Hold On To" (Riva/PolyGram) 89/80
Moves: Up O, Debuts 3, Seme 8, Down 0, Adds 80 including Z93, WLOL-FM, KFRC, Q103, KZZP, WSPK, MOVING PICTURES "What About Me" (Network/Elektra-Asylum) 79/15 Moves: Up 25, Debuts 6, SAme 33, Down 0, Adds 15, CHUM, 94Q, KIMN, WRCK, WKEE, CK101, KMYX, WJAD,
FM 99 , WYKS, KVOL, KKRC-FM, KKLS, WBWB, KWTO-FM. CLASH "Rock The Casbah" (Epic) 70/9
Moves: Up 19, Debuts 12, Same 30, Down O, Adds 9, Y100, WIFI, 2104, KRQ, 2102, 95SGF, WHSL, KFMZ, KSLY, WCAU-FM 15-9, WXKSFM 1-1, KEGL 2-2, WGCL d-18, KSET-FM 4-3, KKXX 12-5. STEVE MILLER BAND "Cool Magic" (Capital) 67/3
Moves: Up 23, Debuts 4, Seme 36, Down 1, Adds 3, KEGL, KYX, WISE, J 105 16-11, WPST 31-29, O106 26-23, WITX 39-36, WSEZ 28-22, WNOK-FM 33-28, WRVQ 27-22, KQMO 18-10, WTSN 32-27, WIKZ 30-27, KILE 33-30,

KOO
KOOL \& THE GANG "Let's Go Dancin' (Ooh La, La, La)" (De-Lite/PG) 66/38 Moves: Up 4, Deburs 8 , Same 18, Down O, Adds 38 including WBEN-FM, WC
106, KTFM, WHHY-FM, WCSC, KKXX, KBEK, WFEA, WCGQ, KGHO, KOZE.
DONNIE IRIS "Tough World" (MCA) 62/14
Moves: Up 13. Debuts 5, Seme 30, Down O, Adds 14 , WXKS-FM, WGCL, WPST, K
WNOK-FM, WGH, WVIC, WAEV, WGLF, WCIL-FM, KDZA, K104 146 .
WNOK-FM, WGH, WIC, WAEV, WGLF, WCIL-FM, KDZA, K104 148. TIMOTHY B. SCHMIT "So Much In Love" (Full Moon/Asylum) 60/4 Moves: Up 22, Debuts 3, Same 30, Down 1, Adds 4, JB105, V100, WJDX, WFEA, KHFI 25-17,
CK101 2421, WOKI 30-27, WNOK-FM 30-27, WGH 22-19, KSTT 22-19, KIIK 29-25, KGGI 28-23, WACZ 31-26, KKRC-FM 30-27, KCBN 37-31.

## MICHAEL JACKSON/ <br> PAUL McCARTNEY

## The Girl Is Mine (Epic)

64\% of our reporters on it, which sets a new record for highest Breaker percentage in one week. Rotations: Heavy 6/6, Medium 29/29, Light 45/45, Extra Adds 4, Total Adds 84 including WFBR, WBEN, WLTT, WASH, WLTA, WSB, 97AIA, WCLR, WARM98, KS94, KPPL, KOY, KFMB, KJR, KPLZ, and 69 more. Debuts at number 23 on the A/C chart.

## SUPERTRAMP

It's Raining Again (A\&M)
$61 \%$ of our reporters on it. Rotations: Heavy 3/0, Medium 38/21, Light 38/28, Extra Adds 1, Total Adds 50 including WLTT, WLTA, WSB, WARM98, WHB, KPPL, KEX, KFMB, KJR, KPLZ, WWYZ, KEY103, WAFB, WQUE, WSRZ, and 35 more. Debuts at number 25 on the A/C chart.

## SHEENA EASTON

## I Wouldn't Beg For Water (EMI America)

$53 \%$ of our reporters on it. Rotations: Heavy 2/0, Medium 35/6, Light 33/12, Extra Adds 0 , Total Adds 18 including WLTT, KPPL, KPLZ, WRIE, KMGC, WHHY, WRVA, KRNT, KUDL, WISM-FM, KUDO, WTNY, WJBC, and 5 more. Debuts at number 30 on the A/C chart.

## DARYL HALL \& JOHN OATES Maneater (RCA)

49\% of our reporters on it. Rotations: Heavy 6/0, Medium 38/3, Light 20/10, Extra Adds 1, Total Adds 14, WSB, WFYR, 55KRC, WCZY, WHB, WISN, KS94, WKAZ, WOMC, KUDL, WROV, KPAT, KODI, KRKK. Debuts at number 29 on the A/C chart.

## NEW \& ACTIVE

(26-49)

BILL MEDLEY "Right Here And Now" (Planet/RCA) 62/11
Rotations: Heaw, 1/0, Medium 33/8, Light 28/5, Extre Adds O, Totol Adds 11, KOY, WICC, WRIE, WGY WAFB, WAIV, WRVA, KMBZ, KKUA, WKZE-FM, WROV. Heaw: KFSB. Medium: WFBR, WBEN, WCZY, WCCO $\downarrow$ TOTO "Africa" (Columbia) 47/21
Rotations: Hewy 20, Medium 20/4, Light 23/15, Exire Adds 2, Totel Adds 21, WARM98, KPPL, WICC
WKKZ WWYZ. WAFB KMGC, WAAY KS103, KBOI, K108, WEIM, WCHV KCRG, KCMA KVOX KTWO KODI, WKAZ, WWYZ, WAFB, KMGC, WAAY, KS103, KBOI, K1OB, WEIM, WCHV, KCRG, KCMO, KVOX, KTWO, KOD KRLC, KRNO, KSRO. Heavy: Y108, KYKY. Medium: WFBR, KHOW, KEX, WSLI, WFMK, WMHE, KUDO.
LARRY LEE "The Best Is Yet To Come" (Columbia) $44 / 4$
Rotations: Heavy O/O, Medium 2212, Light 22/2, Extre Adds O, Totel Adds 4, WKAZ, KRNT, KKRD, KFOR. Medium:
WLTA, WSB, WARM98, WSBA, KEY103, SM95, WHBC WIMM KFSB, WJON, KTWO, KRLC, KRNO, KRKK, KSRO.


[^0]:    5 YEARS AGO TODAY

    - STAN BLY NAMED VP/PROMOTION AT MCA - LENNY BEER BECOMES VP/NATIONAL PROMOTION DIRECTOR FOR 2OTH CENTURY - NUMBER ONE FIVE YEARS AGO: "You Light Up My Life" - Debby Boone (WB/Curb) (3rd week)
    - NUMBER ONE COUNTRY: "I'm Just A Country Boy' - Don Williams (ABC/Dot)
    - NUMBER ONE LP: "Aja" - Steely Dan (ABC) (3rd week)

[^1]:    Produced by Barry Gibb, Karl Richardson and Albhy Galuten.

    * Songs by Barry Gibb, Robin Gibb, Maurice Gibb and Albhy Galuren.

[^2]:    MEL McDANIEL "'I Wish I Was In Nashville"' (Capitol) 41/28
    National Summary: UP 1, Same 10, Down 1, Debuts 1, Adds 28 including WVAM,
    IS-FM, KFGO, KEBC-FM, KFDI-FM, KRAK, KSOP-FM, KGA.
    CHARLIE DANIELS BAND "We Had it All One Time" (Epic) 40/4
    National Summary: Up 12 , Seme 20, Down 1, Debuts 3, Adds 4, KIX106, KRRV, WAXX, KTOM, WIXL-FM $50-33$,
    BILLY SWAN "Your Picture Still Loves Me" (Epic) 37/4 National Summary: Up 16, Same 13, Down O, Debuts 4, Adds 4 , WESC-AM-FM,
    23-16, WSEZL-FM $26-18$, O102 34-26, KBMR 48-41, KFDIFM $50-45$, KGA 32-26. LLOYD DAVID FOSTER "Honky Tonk Magic" (MCA) 35/10
    National Summeny: Up 7, Same 18, Down 0, Debuts 0, Adds 10, KHEY-AM, WESC-AM-FM, WR'JZ, KFGO, WKMF
    WHBF, KGEM/KJOT, KVEG, KGA, KIGO.
    National Summary: Up 0, Same 1, Down O. Debuts 1, Adds 31 including WSEN-AM-FM, KIKK-FM, WCMS-FM KRMD-AM-FM, WKKQ-AM-FM, WFMS-FM, WDGY, KUZZ, KSOP
    LOUISE MANDRELL "Romance" (RCA) $33 / 18$
    National Summary: Up 0, Same 10, Down
    FM, WXCL, KVOO, KUZZ, KVEG, KIGO.
    DOLLY PARTON "Hard Candy Christmas" (RCA) 32/28
    Nationel Summary: Up 0, Same 3, Down 0, Debuts 1, Adds 28 including WMZQ-FM, KIKK-FM, WQIK-FM CMS-FM, WTOR-FM, WKMF, WTHIFM, KLZ, KSOP-FM, KMPS-AM-FM.
    TOM CARLILE "Green Eyes" (Doorknob) 31/7
    National Summary: Up 7, Same 14, Down 0, Debuts 3, Adds 7, WGNA-FM
    WIRK-FM, KTPK-FM, KHEY-AM $50-44$, KFDI-FM 4940 , KSOP-FM 48-38.
    EDDY RAVEN "San Antonio Nights" (Elektra) 30/29

