## INSIDE R\&R:

Wasilewski Stepping Down At NAB? Probable resignation of group's President provokes industry comments.

AP \& WSM Debut Music Country Network: April 1 bow starring Barbara Mandrell attracts 70 atfiliates

Home Taping Uproar: wCl study released at NARM claims $\$ 2.85$ billion lost; music industry coalition forms to lobby for royalty against blank tape and recording equipment manufacturers.

Major Market Promotes Nine: Rich White now Exec: VP/GSM at rep firm; eight other VP-level elevations

Beautiful Music Sales In Transition: Old rules are being broken as new promotions come to the fore; details in special two page Sales section

Reagan Radio Roadshow Rolling: Ten live Saturday shows by the President from various locations to be carried by most networks; some equal time for Democrats

## RKO, Newsweek Team

 For Radio Newsmagazine: New co-production debuts April 25Stations Jammed By Cuba May Get U.S. Aid: Ser amment may pay for power boosts; meanwhile, Cuba gears up 500 kw giants

Top Talk Topic Chart: R\&R's exclusive quarterly survey of the hottest topics at News/Talk stations shows what's on radio listeners' minds

Totolan Promoted at
E/P/A: Becomes National Album Promotion Director.

New PD's In Top Markets: Mel Miller at WRKO/Boston, Buddy Scolt at WBBM. FM/Chicago, Mike Roberts at WIGO/Atlanta; Steve Goldstein at WTIC.FM/Hartlord

## PRESIDENT OF RESEARCH FIRM

## Al Brady Law Joins Surrey

Al Brady Law has resigned as VP/Programming \& Audience Development for the NBC $0 \& 0$ radio stations to become President of Surrey Communications Research. The Tucson-based radio research firm is a division of Surrey Communications, the company which recently purchased six Charter Broadcasting stations and KATTAM \& FM/Oklahoma City.
 casting President following FCC

## Torbet \& Masla Form Supernetwork

Torbet Radio and Masla Radio, two New York-based advertising rep firms, have agreed to combine their efforts to sell their unwired networks, commencing May 1. As a result, the total audience delivery of the combined "supernetwork" will have the capability of delivering more listeners than any other unwired rep network, according to Torbet and Masla executives. The total count is approximately 400 stations in 185 markets.
The move is part of a trend that has seen larger rep firms taking

## Grab Named KDKA Program Manager

KODA/Houston Operations Manager Konstantin Grab has announced his resignation to accept the Program Manager's position at Westinghouse sister KDKA/ Pittsburgh, beginning April 19.
"I'm just so excited!" enthused Grab. "What a tremendous operation - it boggles the mind. KDKA is moving to brand new facilities and is converting to AM stereo. We hope by this fall that we'll be completely state-of-the-art for AM."

## EZ And TM Team For New Format

EZ Communications and the TM Companies are debuting a new Beautiful Music format service, "TM Easy," aimed at younger ( $25-54$ ) demographics. The premiere is scheduled for the NAB Convention late this week in Dallas. The format has been characterized as adding original vocals on softer hits of the sixties and early 70's to a mix of BM instrumental stylings.
The format was devised by EZ for its Easy Listening stations in Washington DC, Richmond, and Charlotte. EZ President Arthur Kellar commented, "As a Beautiful Music group operator and

Having served at KODA for just eight months after being Operations Manager at KOIT/San Francisco for eight years, Grab continued, "With such a good crew and operation, it was a really tough decision to make.'
Grab stated that he plans no changes at KDKA. "In fact," he said, "since this is a new format for me, I want to understand the operation and get a feel for the people there. I plan to spend the

GRAB/See Page 11

President of the Independent Beautiful Music Association, I recognized the need to alter the present direction of our BM properties. Beautiful Music needs audience shares with more responsive younger demographics

Don LeBrecht, EZ Director of Operations... spent two years guiding the research and development that resulted in this new matched-flow format service."
The format was tested for six months on the EZ stations, at which point TM President Pat Shaughnessy entered the picture "TM has long recognized the EZ \& TM/See Page 11
approval of the Charter acquisi tion ( $R \& R$ R 3-26), told R\&R, "Obviously Al's responsibilities will not only be to further form a high quality research company for radio, but also to be a programming consultant to the Surrey Broadcasting 0\&O's. He'll really have a double function in that regard. Naturally we are very excited about the 1-2 punch of John Bayliss and Al Brady Law."
Law commented to R\&R, "I hate to leave NBC at this time be cause they are building a terrific radio division. It's becoming obvious that Surrey is going to become one of the superstar companies of the 80's with their new acquisitions. I'm very happy that

LAW/See Page 11
over smaller or failing companies. For example, last December Masla absorbed the H/R Stone company.
"We now can offer network accounts the efficiency of wired networks as well as the effectiveness usually associated with unwired nets," Torbet President Peter Moore said.
Torbet Network Director Bill Kehlbeck will manage the supernetwork, and Masla Network Director Stan Feinblatt will help him develop the project.

Gannett Restructures Management In

## Los Angeles \& St. Louis



John McLaughlin
Gannett Radio Division President Joe Dorton has named new managers for the company's Los Angeles and St. Louis stations. Wally Clark, who had been President/GM of KSD/St. Louis, will now become President/GM of KPRZ \& KIIS/Los Angeles, replacing J. Ray Padden, who is no longer with the company.
Replacing Clark/at KSD is former KXOK/St. Louis GM Phil Trammell, who becomes President/GM of KSD-AM \& FM. In supplemental promotions, KPRZ VP/GM John McLaughlin was upped to VP/GM for both KPRZ \& KIIS, and Gannett National Pro-

## Berger VP/

Radio For

## Nationwide

Steve Berger has been promoted to Vice President/Radio Operations for the Nationwide Communications chain. He had been GM/Radio for Nationwide since 1979, previously serving for two years as GM of WKTQ/Pitts. burgh, formerly owned by the company
Nationwide President Clark Pollock commented to R\&R "Steve Berger has continued to do a fine job for us at Nationwide. His responsibilities remain in the area of supervising our existing radio stations, and he is continuing to look for other stations to add to the group."
Berger told R\&R, "I have the responsibility for our seven stations, five FM and two AM. Each station is an autonomous profit center, but I work with each general manager in whatever areas necessary to strengthen his position. Nationwide is one of the great radio companies in the country, and I'm very proud to be with them."

Before joining Nationwide, Berger's radio experience included working as VP/GM at KQV, WDVE, and WPEZ/Pittsburgh. Nationwide's radio holdings are WNCI/Columbus, WGAR \& wKSW/Cleveland, wPOC/Baltimore, WSHH/Pittsburgh, WLEE/ Richmond, and WKZL/WinstonSalem.

Dorton
Wally Clark
gramming/VP and GM of KSDFM Jay Cook now assumes the additional duties of VP/GM of KSD. $\mathrm{AM} \& \mathrm{FM}$.
Dorton told R\&R, "After doing such an amazing job with KSD, Wally is absolutely the right man for our Los Angeles stations. With the size of the market and the potential for our two stations, Wally is the broadcaster who can lead these properties into the dominant position they deserve to occupy."
Clark, who managed wwww/ Detroit and WIL-AM \& FM/St. Louis before taking over at KSD in 1980, told R\&R, "As much as my family and I love St. Louis, the opportunity to run the Gannett Los Angeles stations offers a tremendous personal challenge, one that is too exceptional to decline."

GANNETT/See Page 11

## Portnow Becomes Arista VP

Neil Portnow, President of 20th Century-Fox Records, has joined Arista as Vice President/West Coast A\&R, coordinating all interdepartmental activities on the West Coast in addition to his A\&R duties. 20th Century's record operation has been purchased by Polygram, with the label picking up 20th's catalog and about a doz en contracted artists, although pre cise details were not available by press time.
 Nell Portnow Armented "Nil Pove Davis built an excellent track record in his years in the record industry. He's demonstrated strong creative insight, ard an ability to develop the potential of musical talent. I have great admiration for those qualities, and I expect him to have a major impact on the West Coast music community as a key Arista executive."
Portnow, who will supervise talent acquisition and product evaluation on the West Coast for the label, told R\&R, "I'm extremely excited to be with a company that has Arista's brand of excitement in the marketplace. I'm PORTNOW/See Page 11


Washington Report

## What's New

Networks/Suppliers/Reps
News/Talk: Gail Mitchell
Ratings: Jhan Hiber
Sales: Jonathan Hall
Street Talk
CHR: Joel Denver
AOR: Jeff Gelb
A/C: Jeff Green
Calendar: Brad Messer Country: Carolyn Parks
Nashville: Biff Collie
Black Radio: Walt Love
Marketplace

# NAB's Wasilewski To Depart By Year's End? 

Vince Wasilewsli, President of NAB since 1965, has indicated he will probably resign by year's end and will make a decision in about a month. An R\&R spot check within the industry turned up considerable praise for Wasilewski, but little or no belief that his departure would drastically change the direction of the broadcast industry's largest trade association.
"Vince has done an excellent job," said Stewart Broadcasting President Dick Chapin, a former NAB Radio and Joint Board Chairman and winner of NAB's 1974 Distinguished Service Award. "My own personal feeling is that anybody in that kind of job after a period of time tends to run down a bit. He's certainly given a lot and was effective. I think it's probably time that somebody new came along."

## WBBM-FM Names Scott To PD Post

Buddy Scott, PD of WZUU-AM \& FM/Milwaukee for the past four months, has been named PD at CBS-owned WBBMFM/Chicago. Scott told R\&R why he elected to make the move after being with Malrite Communications for such a short time: "I have always wanted to work in Chicago, and this is a career move that I just can't pass up. I'm sorry to leave WZUU so quickly, but this is a new challenge that I'm really looking forward to. I wish everyone in Milwaukee much success."
WBBM-FM is consulted by Mike Joseph, who recently turned the ratings of WCAUFM/Philadelphia upward with his "Hot Hits" (CHR) format concept. It is expected SCOTT/See Page 11
NIELSEN MOVES UP AT KBIG

## Edwards Promoted <br> At Bonneville

Rob Edwards has been appointed Director of Programming for Bonneville's Los Angeles/San Francisco division. He had been Operations Director at Bonneville's KBIG/Los Angeles for $3 / 2$ years and will continue to program that station, as well as KOIT/San Francisco.
Edwards commented, "This is an exciting opportunity to bring Easy Listening Radio to San
 Francisco and KOIT. It's been a winning formula in Los Angeles at KBIG for several years, and will be an excellent station position for KOIT.'
Division President Jack Adamson stated, "This will further strengthen the position of the Bonneville California stations." Adamson also announced that KBIG midday announcer Grant Nielsen has been promoted to Operations Manager at the station. Adamson commented, "Grant will handle all operational duties at KBIG so Rob Edwards can devote more time to overseeing overall programming efforts at both KBIG and KOIT.'

## Schutt Appointed WDVE Manager

KQV/Pittsburgh General Sales Manager Robert Schutt has been named GM of sister FM station WDVE. Schutt had been GSM of KQV since January 1977. Prior to joining Taft, he was Local Sales Manager at WWSW/Pittsburgh for two years and from 1971 to 1974 he was an account executive for KQV, which was owned by ABC at the time. Schutt's appointment is effective immediately.

Wasilewski's decades at NAB will make him hard to replace, in the view of former NAB VP/Government Relations Roy Elson. Wasilewski, he said, "knows where the bodies are buried" and is a "superb trade association politician."
Elson told R\&R Wasilewski "attracts a lot of very talented people into that organization and uses their talents adroitly." He believes Wasilewski's successor faces a "very volatile time" as NAB members are buffetted by competing new technologies, possibly "making Vince look even better."
Once an open critic of NAB, communications attorney Vince Pepper told R\&R, "I consider NAB on an upbeat and I think it will continue on an upbeat whether Vince or someone else is there. I'm impressed with the executives of the organization." He's particularly impressed with recent improvements in NAB's lobbying capabilities.
Rep. Al Swift (D-WA), member of the House Telecommunications Subcommittee and former broadcaster, told R\&R, "His exit, if in fact he does it, might be kind of coterminous with the end of an era and give NAB the opportunity to look for new leadership whose job is really going to be very different from Vince's."
Describing Wasilewski as "a kind of institution" and NAB's underpinning, Swift said NAB and broadcasters must turn their attention from regulatory issues of the past and face what he calls "survival" issues, primarily the onslaught of new technologies.
A major market radio broadcaster who preferred to remain unidentified welcomed news of Wasilewski's possible departure and slammed the group for ignoring radio's needs in order to concentrate on television. That sentiment within the industry WASILEWSKI/See Page 11

## Booth Picks Wood To Manage <br> WSAI-AM \& FM

Jim Wood has taken over as General Manager of WSAI-AM \& FM/Cincinnati under new owners Booth Broadcasting Booth, which signed the final papers for WSAI on Monday (3-29), transferred Wood from its Toledo stations WTOD \& WKLR.
Wood told R\&R, "I was General Manager in Toledo going back to 1973 and prior to that I did mornings since 1969. As far as meving to Cincinnati goes, I'm still in a state of shock. Toledo is my hometown, but this is a great opportunity for me. We're not really going to make any changes. We'll be sticking with the same format (Country) and everything will basically be the same. I know I'm going to enjoy Cincinnati. . it's a fantastic city."
Wood replaces Pat Breuer, who joined a local advertising agency in Cincinnati. No replacement was named for Wood at WTOD \& WKLR.

## Totoian E/P/A's

## New Album Director

Ricb Totoian has been promoted to Director/National Album Promotion for Epic, Portrait \& CBS Assoclated Labels. Since 1981 Totoian had been Associate Director/National Promotion for CBS Associated Labels. He will now be responsible for direc ting all promotion ac tivities on behalf of albuin product from the E/P/A labels.


## WRKO Hires WEEI's Miller As PD

Mel Miller, who has spent the last 13 years at WEEI/Boston, will take over as PD of WRKO/Boston in two weeks. Miller fills the vacancy left when former WRKO PD Charlie Van Dyke exited for KOY/Phoenix (R\&R 1-22).
In making the announcement, WRKO VP/GM Bob Fish told R\&R, "I feel ecstatic to have a guy that's spent 13 years with CBS and 10 years with WMEX bere in Boston join us. He's done both News and Talk radio; he knows the market and has no ambitions to leave. Mel's joining us really puts this radio station in a very firm position from a program direction point of view."
WHITE NOW EXEC. VP/GSM

## Nine High-Level Promotions At Major Market

The Major Market Radio rep firm has promoted five of its Vice Presidents and elevated four other executives to VP positions. Rich White becomes Executive VP/General Sales Manager for the firm. In regional moves, Tom McKinley is now
Sr. VP/Eastern


Regional Manager, Austin Walsh Sr. VP/Western Regional Manager, and Michael B. Disney Sr VP/Midwestern Regional Manager. Roy Lindau becomes Sr. VP/Marketing Director.
New Vice Presidents are Dave Kaufman (also New York Manager), Jeffrey Wakefield (VP/Marketing \& Research), Catherine Foster (Philadelphia Manager), and Jim Hagar (Detroit Manager)

## Roberts Joins

WIGO As
Operations Manager
Mike Roberts has left his Operations Manager position at WCIN \& WBLZ/Cincinnati to assume a similar role at WIGO/Atlanta. Roberts, who will also do mornings for the Brunson Braadcasting station, told R\&R, "The station's had a history of ratings problems and Mrs. (Dorothy) Brunson (station owner) hired me to fix those problems. We're going to do very basic radio until we get the situation straightened out. We have to play the hits and I think we have to have the best presentation in town if we are going to succeed."
WIGO Station Manager Nell McElhaney told R\&R, "We're very pleased to have Mike join us. He sounds excellent on the air. Mike will be working with our PD Quincy Jason, and hopefully we will continue to get better and better.'

## Goldstein Takes WTIC-FM PD Post

Steve Coldstein has been named PD at WTIC-FM/Hartford, joining the CHR station from WABC/New York, where be was Assistant PD. Goldstein replaces Arnold Chase, who is pursuing a television career. Ten Eighty Corp. VP/Operations Tom Barsanti told RaR, "Steve is a very bright and energetic radio guy. I think he is going to be tailormade for the situation at WTIC-FM. With his guidance and leadership, we look for our success in the Hartford market as the
 number one FM to continue."

## Washington Report

## Congress May Veto Future FCC Actions

Major FCC decisions could be overturned by Congress, if the liouse goes along with a bill passed $69-25$ by the Senate last week. The measure allows Congress, by a majority vote of both houses, to veto regulatory agency actions that have an annual impact on the economy of $\$ 100$ million or more. A similar bill is pending in the House.
FCC officials are still studying the bill, but fears have already surfaced that it could delay the authorization of new communications services.
The very concept of a congressional vote is a controversial one. Legal challenges now pending assert that it's unconstitutional for Congress to have veto power over Executive Branch decisions.

## Trade Groups To Gather

'81 Financial Data
Meeting in Washington last week, seven trade groups agreed they'll definitely try to collect radio and television financial data, starting with 1981 figures. The groups, which include NAB, NRBA, and RAB, hope to firm up plans and move into action quickly at their next meeting in New York on April 16.
According to Charles McCauliffe, Executive Director of the Broadcast Financial Management Assn. (BFM), there was broad agreement that the industry must find some way to replace the financial data the FCC has stopped collecting
Major unsettled issues include whether expense as well as sales totals should be sought, and how to convince stations to comply.

## Music Industry Coalition

 Pushes Video/Audio RoyaltyA vast coalition of music industry organizations has been formed to support pending House and Senate legislation to set up royalty payments by blank tape and recording equipment manufacturers to copyright holders on audio and video recordings. Included in the Coalition to Save America's Music are CMA, ASCAP, BMI, RIAA, AFTRA. BMA, NARAS, and many others; however. NARM's board of directors has agreed to support only the audio portions of the current bills, following extensive discussions of WCl's study of home taping, which claims a $\$ 2.85$ billion yearly loss to the industry (see Page 6)

## Radio-TV Coverage of <br> Senate On Back Burner

Despite a vigorous lobbying campaign by broadcasters, it appears any vote on opening up the Senate to microphones and cameras is at least a month away. The Senate is currently bogged down on a regulatory reform bill, and Majority Leader Howard Buker (R-TN), a strong backer of broadcast coverage, is reluctant to force a vote unless he's certain of victory. The Radio-Television News Directors Assoclation's Ernle Schultz counts 55 senators in the committed or "leaning" columns. But Baker will need 60 votes to shut off a filibuster threatened by opponents such as Russell Long (D-LA).

## NAB's Convention Cramped

As always, when the NAB Convention is held anywhere besides Las Vegas, there are space problems. This year there's not enough space for exhibitors in Dallas. But that normally affects only some of the smaller "public affairs":oriented exhibitors, not big firms like Harris or RCA.
More important are the suites, where hospitality abounds and business is often conducted. At the Dallas Hyatt, for example, there are only about 35 suites, compared to more than 100 last year at the Las Vegas Hilton. Even NAB Chairman Eddie Fritts has sacrificed the usual suite afforded his position
Space problems may be aggravated by strong attendance. Advance registration of broadcasters is running about $10 \%$ ahead of 1981

## VOA Chief Conkling Quits

Citing his frustrations at working in government, Voice of America Director James Conkling has resigned after less than a year on the job. Prior to heading up VOA, Conkling had an extensive career in the record industry, serving at various times as president of both Capitol and Warner Bros. Records.
President Reagan immediately named John Hughes to the vacant slot. Most recently Associate Director/Programming at the International Communications Agency (ICA), of which VOA is a part, Hughes has been a reporter most of his life. His resume includes a six-year stint as Far East radio correspondent for Group W.


[^0] KZEW/Dallas; KRBE's John Dew. Treasurer; and KENR's Rob Chandler, VP.

MOST NETS WILL CARRY

## Reagan Announces Ten Saturday Radio Shows

The White House has announced that President Reagan will present a live five-minute radio program at five minutes past noon on each of the next ten Saturdays, starting tomorrow (4-3).
"These reports will give the public an opportunity to hear directly from the President once a week on topics of current interest, including both domestic and international issues," said White House Communications Director David Gergen.

Mutual, NBC and AP Rudlo will carry the programs, while RKO said it will "probably" provide air time. UPI Audio agreed to carry the first show, while considering the rest on a week-by-week basis. ABC officials were unavailable for comment and CBS had not made a decision by press time. Officials at Mutual, RKO, AP Radio and UPI Audio indicated they'd furnish equal response time to the Democrats. But NBC VP/Radio News Jo Moring said the network will only seek out Democratic spokesmen for response stories to run in regularly scheduled newscasts.

## Reagan On Radio: At A Glance

- Ten live flve-minute shows Saturdays at noon starting April 3.
- AP, NBC, Mutual to carry; RKO probable; UPI, ABC, CBS undecided.
- Four nets to furnish equal time to Democrats.

Reaction generally positive.

Gergen told a White House press briefing Tuesday (3-30) that radio offers "an effective means of reaching a broad cross-section of the American people." Of the Saturday choice he said, "After a long, busy week it's frequently a time for good reflection and for a chance to look ahead.


Ronald Reagan faces the radio mikes in earlier days
The shows will be live, no matter where the President is. Next week's, for instance, will originate from Barbados, where the President will be vacationing. The final show on June 5 will come from the Economic Summit Conference in Versailles, France.
Once the ten-week run is over, said Gergen, "Clearly, there's a possibility he might want to go on at a subsequent time for another series."
Although some radio news executives seemed suspicious that the true White House motive may be to make news in Sunday newspapers with the radio shows, others were positive about the series. AP Deputy Director/Broadcast Services Jim Hood said the shows should make "exciting programming."
Mutual VP/News \& Special Programming Tom O'Brien believes the nod towards radio is well deserved by an industry he says has been "shortchanged" by this and recent administrations.

## 500kw MONSTERS READY TO GO?

## Cuban Interference Victims May Get U.S. Financial Aid

Stations that must boost power to offset Cuban interference would be reimbursed for their costs under a bill passed 24-5 last week by the
House Foreign Affairs Committee House Foreign Affairs Committee
WQBA/Miami has spent about $\$ 1$ million trying to recover its lost service area. WIOD/Miami's power increase came with a price tag of $\$ 250,000$, and WINZ/Miami spent $\$ 70,000$ to boost its signal.

The House panel also voted to create a presidential task force to work on the nagging Cuban interference dilemma. Matt Liebowitz, counsel to the Florida Association of Broadcasters (FAB), said the group was "very gratified" by the steps, which were engineered by Rep. Dante Fascell (D-FL).
The two provisions were attached to a bill, which now goes to the House floor, authorizing $\$ 10$ million for Radio Marti, which will broadcast U.S. programming into Cuba.

Big Bertha Warming Up
Meanwhile, the FAB is still worried about Cuba's announced intention - so far not carried out - to put two stations on the air with power of 500 kw - ten times stronger than any American station. Liebowitz says a State Department official, in recent testimony on Capitol Hill, indicated the United States has information that the two monster stations are virtually ready to go on the air
Also causing concern are some vague international radio rules, which, if interpreted in Cuba's favor by the International Frequency Registration Board (IFRB), could mean that some U.S. stations would be "subjected to legitimized interference" from Cuba, according to an FCC official.

# WERETHEONIY REP FRM THAT PUTS EVERYONE OF ITS SALES MANAGERS SEILINGESERYDAY 

Every one of Masla Radio's sales managers sells as well as manages.

They're not desk-men.
Not order-takers.
They're order-getters.
They're the only sales managers that carry full agency lists.

One more reason why Masla means more business.

We'll never be too big to be hungry.

GISMATM110
MASLA RADIO MEANS MORE BUSINESS FOR MAJOR STATIONS IN KEY MATIONAL AND REGHNAL MARKETS

New York Chicago Detroit St. Louis Atlanta Dallas Los Angeles San Francisco


## CIA Scans Airwaves For Recruits

Don't be surprised if you happen to tune in your favorite radio station one day and hear, "We're the Central Intelligence Agency, looking for very special people to train for a career with us. "Don'r laugh. It's already occurred in Atlanta and Salt Lake City. The nation's top spy agency is turning a cold shoulder to the past and warming up to the idea of advertising on the broadcast alrwaves to solicit new recruits.

In a renewed effort to increase its diminished ranks, the CIA reports initial response as gratifying. The intelligence firm is on the lookout for agents and full-time analysts who'd be based at headquarters or overseas. All you potential 007's out there itching for a little cloak and dagger work merely need in itiative, self-reliance, and the ability to make on-the-spot decisions to qualify.


- RUSS REGAN RESIGNS AS 20TH CENTURY RECORDS PRESIDENT
- MICHAEL SPEARS NAMED OPERATIONS MANAGER AT KHJ/LOS ANGELES.
- GLENN MORGAN PROMOTED TO OPERATIONS DIREC TOR AT WABC/NEW YORK.
- BILL HENNES RESICNS AT WIFI/PHILADELPHIA AFTER three weeks to re-rock wIBG - Steve Rivers new WIFI PD.
- Number one five years

AGO: "Hotel California" - Eagles (Asylum)

- number one country: "Lucille" - Kenny Rogers (UA)
-Number one lp: "Rumours" - Fleetwood mac (WB)



## Would You Like To Know This Stranger Better?

WCI STUDY CLAIMS

## \$2.85 Billion Spent On Home Taping

Home taping is on the increase, cutting industry profits across the board, according to a WCI survey released to coinclde with the NARM Convention. Consumers recorded over $\$ 2.85$ billion worth of music in 1980, using blank tape vaiued at $\$ 609$ million, with $75 \%$ of blank tape purchases intended for music recording, the survey claims. The study further asserts that at least $\$ 609$ million (and probably more) would have been otherwise earmarked for the purchase of prerecorded music
Why is home taping on the rise? The
most common response of the 2300 -person sample was, "So I didn't have to buy it." However, It should be noted that making copies for office or car and creating individualized programs were two significantly placed responses within the top five Respondents' own albums or tapes were the largest single source of albums taped, but the totals for borrowed records and tapes and radio broadcasts exceeds already-owned LP's. Radio was the source for $21 \%$ of complete albums taped, according to the survey.

## Recording <br> Access Rises

Despite the coming of age of the baby boomers, which would ordinarily signal a growth in prerecorded music's buyers' market, the exact opposite appears to be true (over two-thirds of album copying is done by the 20.34 age group). These consumers have the income to buy a lot of records, but they're opting instead to buy recording equipment. From 1977 to 1980, the percentage of consumers with access to recording equipment and blank tape increased significantly. In 1977, 71.3 million, or $39 \%$ of the population. resided in homes with at least one piece of recording machinery; in 1980
that flgure rose to 89.8 million or $48 \%$. Blank tape buyers were up from $39 \%$ to $41 \%$, while people who have taped music at least once jumped from 38.6 to 42.8 million during that time span.

## Education, Income Links

The survey also illustrates direct relationships between income levels, education, and taping. Respondents with family incomes over $\$ 20,000 \mathrm{ac}$. count for $38 \%$ of taped LP's and $49 \%$ of taped individual selections, versus $11 \%$ and $28 \%$ for lower income respondents. The higher the education level, the greater the likelihood of home taping. The study also conctudes.
In deriving its $\$ 2.85$ billion figure, WCI pinpointed 250 million complete albums taped and over 2 billion individual selections. Converting the 2 billion selections to the equivalent album figure (at 10 selections per album) brings the total to 455 million LP's. An average LP purchase price of $\$ 8.27$ produces the $\$ 2.85$ billion. Copies of WCl's "A Consumer Survey: Home Taping" are available from WCl 75 Rockefeller Plaza, New York, NY 10019, or Warner Special Products, 4000 Warner Blvd., Producers Bldg. "4, Burbank, CA 91522.

## NEW ROLE-PLAYING GAME

## General Hospital Jumps On-Board

Soap opera fanatics never seem to get their fill of scandals constantly be ing wrung out in those suds. Programmers should be aware. A lot of their listeners, young and old, female and male, are addicted to these daily dramas Here's your opportunity to help them play out their fantasies - the "General Hospital" board game


General Hospital Board Game
A joint venture between ABC and New York-based Cardinal Industries, General Hospital comes complete with playing board, three decks of cards, a rules folder. 10 character sheets, 10 playing pieces, one pad of playing money, and two dice. The premise? In a ruthless dash to accumulate 100 points first, players must resort to such tactics as starting romances, aiding or doublecrossing other players as the situation arises, and getting their hands doublecrossing other players as the situation arises, and get
on loot. In other words, what commonly occurs on the soap

There's a catch, though. Each character has been rated according to material gain, romance, power and the all-important reputation. These points listed on the individual character sheets, serve as a guide to determining the addition or deduction of points. Dr. Noah Drake, aka Rick Springfleid, possesses a charm rating of 4, but loses 12 points at the game's end for every undispelled rumor.

Cardinal Industries also markets a General Hospital cube puzzle and doctor/nurse kits. The board game itself retails for $\$ 12$. For more information direct inquiries to Bonnie Berger, 21-01 51st Avenue, Long Island City, NY direct inquiries to Bonnie
11101, (212) 784-3000.

## The hot stations that have joined the ABC Rock Radio Network

Albany-Schenec-tady-Iroy, NY Albuquerque, NM Anderson, SC Ann Arbor, MI Baltimore, MD Bosion, MA Carbondale /
Murphysboro, IL WTAO(FM) Champaign-Urbana, IL WKIO(FM) Charlottesville, VA WUVA(FM) Chicago, IL
Chico, CA
Columbia, MO Dallas-FI. Worth, TX KTXQ(FM) Des Moines, $1 A \quad$ KMGK(FM)
Detroit, MI
Dublin, GA
Flint, MI
Grand Rapids, MI Harrisburg, PA Hartford, CT Henderson, KY Houston, TX Ishperning, MI Knoxville, TN Little Rock, AR Los Angeles, CA Miami, FL Milwaukee, WI MinneapolisSt. Paul, MN Missoula, MT Mobile/Pensacola, FL Nashville, TN New York, NY Niagara Falls, NY Noriolk, VA Omaha, NE Philadelphia, PA Phoenix, AZ Pittsburgh. PA Poughkeepsie, NY Providence, RI Richmond, VA Roanoke, VA San Bernar dino, CA San Francisco, CA Santa Maria, CA Seattle-Tacoma, WA Syracuse, NY Tampa-St. Peters burg, FL Tucson, AZ Washington, DC Wausau, WI Wichita, KS Winston-Salem, NC Yakima, WA

KFMZ(FM)

WPYX(FM) KWXL(FM) WAIM-FM WIQB(FM) WIYY(FM) WBOS(FM)

WLS-FM
KFMF(FM) KMGK(FM)
WRIF(FM) WOZY(FM) WWCK(FM) WLAV(FM) WTPA(FM) WHCN(FM) WHKC(FM) KSRR(FM) WMOT(FM) WIMZ(FM) KLPO(FM) KLOS(FM) WSHE(FM) WLPX(FM)

KORS-FM KYLT-FM WTKX(FM) WKDF(FM) WPLJ(FM) WZIR(FM) WNOR-FM KEZO(FM) WYSP(FM) KDKB(FM) WYOD(FM) WPDH(FM) WHJY(FM) WGOE(AM) WSLO(FM) KOLA(FM) KSFX(FM)

## KXFM M(FM)

 KISM(FM) WAOX(FM)WYNF(FM) KWFM(FM) WROX(FM) WIFC(FM) KICT(FM) WKZL(FM) KATS(FM) Th|llall Nolling Stones. Foreigorded live in twe recomedy and Supergroups. The best in rock \& ropper club. The ning rock's The And more. The Steve Danl audiences. Blscuit Flower Houdience concerts. $\square$ made for rock and King Biscuit proven audien of music show personality. in rock history. The plus the kecord. $\square$ plat known on-air pel program track record music featured tunedin most success with unmatched lifestyle and mudiences tunedhal, builder worts, entertainc can to keep rocall Virginla news, sports, only ABC can information cail 212 887-5218. . 1 Dhat have already Look at the stamembers Because become chations in the busiwork is the only hottest sC Rock Radio an get these proven network whilders:

## Networks/Program Suppliers

## AP \& WSM Kick

Off Music

## Country Network

The Musle Country Network, a venture between the Assoclated Press Radio Network and WSM/Nashullie, was launched Thursday, April 1 with the debut of Hot Country Nights." Cohost tor the first broadcast was Barbara Mandrell followed by Saturday's (4-3) emcee Loulse Mandrell.
Seventy affiliates will recelve the initial broadcasts via AP's satellite The Christal Co., which reps the show, has five sponsors to date, including GMC Trucks, Cummings Engines, and "Grand Ole Opry" standby Martha White Flour
The seven-hour feed will be carried from 10pm to 5am in all time Dennis

## NEW

## Drake-Chenault Taps <br> Talent Search II Winners

Drake-Chenault has announced the winners of its Talent Search II whose air check excerpts are featured on a double album by the same name The honorees are: Mike Anderson, WRNLRIchmond; Kathy Brennan, WAYS/Charlotte; Bob Brooke, WCBM/Baltimore; Benny Brown, Radio Luxembourg; Ken Cooper, WEZB (B97)/New Orleans; Bill Hickok, WMC-FM (FM 100)/Memphis; Hudson \& Harrigan, KILT/Houston; J.J. McKay, WRVQ/Richmond; and Beau Richards, WBZZ (B94)/Pittsburgh.
The firm's current lineup of syndicated formats are outlined on side one; side two is devoted to Its newest addition, "Hitparade،" ready this month. "Stars Of Tomorrow," spotlighting the above named winners, and "Stars Of Today." profiling WNBC/New York's Don Imus, make up sides three and four

This double album is avallable at no charge. Direct requests to Drake Chenault Enterprises, Inc., Box 1629, 8399 Topanga Canyon Blvd., Canoga Park, CA 91304. Inquiries should be accompanied by your name and address on company letterhead

## LUSIC FEATURES

RKO, Newsweek Co-Produce Radio Newsmagazine
"RKO Presents Newsweek," a weekly co-production of the MKO Radio Networke and Newsweek magazine, commences Aprll 25. Gll Grose, RKO News Correspondent, and David Alpern, Newsweek Senlor Edltor, anchor the hour newsmagazine which features Newsweek's correspondents and editors.

Besides covering the week's major news stories, the program will include "Cover Story." a preview of Newsweek's upcoming cover plece. The magazine's "Periscope" column will also be a part of the programming lineup Excerpts from speeches and news conferences will be presented as well.

The show will be free to any RKO One or Two affiliates which will have elght avaliablities within the hour show to sell. Otherwise the four breaks will consist of two-minute public service spots


Pictured at the official signing earlier this week are (l-r) Thomas Burchill, President, RKO Radio Networks; and Mark Edmiston, President, Newsweek, Inc.
zones, with the first two hours be ing repeated in the Western zones. Personalities for the show are WSM's Chuck Morgen and Alan

## PROGRAMMING

- Emmy-winning ABC News Cor respondent John Stossel will report for the ABC Information Network as host of a new 90 -second consumer report series that debuts April 3. These reports will broadcast twice every weekend at $9: 34$ am Saturdays and $12: 34 \mathrm{pm}$ Sundays, EST. Each segment will discuss a wide variety of consumer issues like health care products, insurance frauds, and mall order ripoffs. Stossel will continue his reporting duties on ABC-TV's "20/20" and "Good Morning America.
- After delaying its proposed spring 1982 debut, Drake-Chenault now confirms a September airdate for its "History of Country Music." The show is now being licensed to stations via cash basis only versus the previously offered barter basis

NOTE: Karnes-Gratton Associates (International Broadcast Syndications) has relocated. The new address is Box 3681. Port Charlotte, FL 33951

ABC

## King Biscuit

Flower Hour: (prod. by DIR)
Billy Squier (April 18)
UFOISaxon (April 25)
Silver Eagle: (prod by DIR)
Alabama (April 17)
Tammy Wynette (April 24)

## Spotlight Specials:

Hall \& Oates (April 18), produced by Creative Factor

Star Session: (prod. by DIR)
Leo Sayer (April 17)

## Supergroups

In Concert: (prod. by DIR)
Foreigner (April 24)

## Watermark

Soundtrack of the 60's: Hal Blaine, Leon Russell, Memphis Soul Music (Aprii 17-18)
Joe Cocker, Lester Sill, Dion DiMucci (April 24-25)

## CBS

RadioRadio:
On Stage Tonight: Hall \& Oates (May 15)
Little River Band (June 5)
Al Jarreau (July 17)

## Global Satellite <br> Network

## Rockline:

Rainbow \& Jay Ferguson (April 19)

## Inner-View

## Inner-View:

Rod Stewart I (April 19)
Rod Stewart II (April 26)

## Narwood Productions

Country Closeup
David Frizzell/Shelly West (Aprl/ 19) Loretta Lynn (April 26)

## Music Makers:

Peggy Lee (April 19)
Ray Anthony (April 26)
Johnnie Ray (May 3)
Jo Stafford \& Paul Weston May 10)

Patti Page (May 17)

## NBC

Academy of Country Music Awards Preview Special (April 23-25) Mother's Day Music Special" with Glen Campbell (April 30-May 2)

## Country Sessions:

Mel Tillis (April 17)
Jerry Jeff Walker (April 24)
Burrito Brothers (May 1)
Tammy Wynette (May 8)
Chet Atkins (May 15)
New Faces Show (May 22)
Tom T. Hall (May 29)
Michael Murphey (June 5)
Terti Gibbs (June 12)
Source:
Bob Welch \& Friends (April 16-18) Foreigner (April 23-25)
. 38 Special (May 21-23)
Jefferson Starship Special Encore (May 28-30)

## National Public Radio

Jazz Alive!:
Art Blakey Salute (April 17)
Carmen McRae, Jack Wilson, Bob Florence, Big Band (April 24)
Steve Kuhn/Sheila Jordan (May 1)
Les McCann, Ernie Watts, Abe Laboriel, Charles Moore (May 8)

Montreux Internat'l Jazz Festival
Programming that really sells-That's where BPi's live-assist plan comes in. With 10 constantiy updated formals to choose from, seect the preprogrammed yannounced music that's right for your station. Live back up is provided by on-air personatites. The result is a clean, consistent, protessional sound. control and easy operation of automation and the spontaneily and community control and easy operation of automation and the spontaneily and community
rapport of live radio. Better programming brings increased market shares. And. rapport or live radio. Better programming bring
CALL TOLL FREE 1-800-426-9082
Call Collect (206) 676-1400
P. . EOX 547

Belingham, WA 98227
(May 15)
Chano Puzo Tribute (May 22)
George Shearing/John Coates, Jr (May 29)

## RKO

Captured Live!
Donnie Iris \& Cruisers (April 17-18) Michael Stanley Band (April 24-25) Molly Hatchet (May 1-2)
The Hot Ones:
Kim Carnes (Aprll 19-20)

## Rolling Stone

Magazine Productions
Continuous History Of
Rock And Roll:
Todd Rundgren (April 19)
Art Rock/Part II (April 26)
Canadian Rock (May 3)
Doors Profile (May 10)
Sound of San Francisco Part II (May 17)
Memorial Day Tribute to All Rockers Who Have Died (May 24)

Where Rock Began/II (May 31)

## United Stations <br> Dick Clark's Rock <br> Roll and Remember:

Johnny Mathis (Aprii 16-18)
Weekly Country
Music Countdown:
Barbara Mandrell (April 16-18)

## Westwood One

Off The Record:
Rolling Stones/Part I (Aprll 16-18) Rolling Stones/Part II (Aoril 23-25)
J. Geils Band (April 30-May 2)
Z.Z. Top (May 7-9)

Special Edition:
Angela Bofill (April 16-18)
Atlantic Starr (April 23-25)
Lakeside (April 30-May 2)
Sister Sledge (May 7-9)
Quincy Jones/Part I (May 14-16)
Quincy Jones/Part II (May 21-23)
Con Funk Shun (May 28-30)

## Live From Gilley's:

Leon Everette (Aprii 16-18)
George Jones (April 23-25)
Roger Miller (Aprll 30-May 2)
Doug Kershaw (May 7-9)
Razzy Bailey (May 14-16)
In Concert:
.38 Special (April 23-25)
Bryan Adams \& U2 (May 7-9)
Tommy Tutone (May 21-23)

## Budwelser Concert Hour:

The Time/Bar-Kays (April 23-25)
The Spinners (May 7-9)

## The Rock Years:

Portrait Of An Era:
1967 (April 16-18)
1968 (April 23-25)
1969 (April 30-May 2)
1970 (May 7-9)
1971 (May 14-16)
1972 (May 21-23)
1973 (May 28-30)
Rock \& Roll
Never Forgets:
Keith Moon (May 14-16)

## NEWS \&

## INFORMATION <br> FEATURES

CBS
"The Masters: Goll's Finest Tradition (April 3-4)
Network coverage of major league baseball's opening day (April 5)

## Earth News

Interview with marriage therapist Carifred Broderick (April 16-18)

## Mutual

"Best Of King": Ernest Boyer, President of Camegle Foundation for Advancement of Teaching, author Gall Sheehy (April 3)

## Westwood One

Spaces And Places: 10-part "Memory - The Art of Association" (April 5); 10-part "Running" (April 12); 10-part "Teleptione Answering Machines" (April 19); 10-part "Time Management" (April 26).

## PEOPLE

- Richard Rib man to Manager of RKO Radio Networks' Washington Bureau. Rieman has served as Correspondent/ Anchor since the network went on the air
 in 1979. His ap-

Richard Rieman pointment becomes effective mid April.

- Mat Tombers to Manager/Ad vertising and Publicity at Watermark/ABC Radio Enterprises.


## For The Record

Although R\&A's news item last week about the Daily Insider and Starship news services gave the impression of a merger between the two, in actuality Daily Insider has bought out Starship, the entertainment-oriented radio news service. David McQueen and Nancy Stevens, who operated Starship and the nonentertainment. oriented Newscript service, will continue to run the latter operation, but Daily Insider owner Terry Marshall will supervise the combined Daily Insider/Starship effort.


## "Wake Up" Calls

Z93 add
$94 Q$ deb 27
WCKX 2926
KBEQ add
KEGL on
B100 on
KOPA add
WFBR $29-26$

| WPST 30-27 | G100 add |
| :--- | :--- |
| WLAN-FM add | WDOQ add |
| WAEB deb 27 | WBBQ on |
| WYCR on | KX104 add |
| WKRZ-FM deb 23 | WAYS deb 30 |
| WKEE on | WCSC add |
| CK101 on | WNOK-FM add |
| WTIX deb 34 | WZZR on |

KKXX add
KHYT 2924
WJBQ add
WTSN deb 29
WHEB on
WFBG deb 27
WCIR deb 29
WZYQ deb 29

WAEV add WCGQ on KKQV add KFYR add
KELO add 38
WAZY-FM add 28
WCIL-FM deb 32
KCBN add 38

## SIMON \& GARFUNKEL

Produced by Paul Simon, Art Garfunkel, Phil Ramone and Roy Halee
on Warner Bros. Records


## Country Radio's Audience-Building, Sales-Boosting Spectacular

Written in Nashville and produced by Drake-Chenault, the History of Country Music is the single most important country radio special of its kind. Produced in association with The Country Music Foundation, the History of Country Music is the first radio program to receive this honor. With over 200 new interviews, the History of Country Music story is told in the words and voices of the people who made it happen-the country music stars of today and yesterday. It's all here . . . all the laughter, all the tears and all the music that is the heartbeat of a living, loving, working America.

## Original Score Composed and Produced by the Renowned Chet Atkins

Narrated by Ralph Emery, the History of Country Music is flawlessly produced under the direction of executive producer, Bill Drake.

## Drake-Chenault: Feature Programming Experts Ensure Your Sales Success

This 52 -hour country blockbuster gives your sales department a solid opportunity to increase your station's billing. The History of Country Music comes complete with the most extensive advertising and merchandising materials assembled for any radio special. From full-color posters, to key chains. From a book full of profit-proven selling ideas, to the History of Country Music logo in solid chocolate. It's all here, a programming masterpiece designed to excite listeners and advertisers.
Every commercial minute of this powerful audience-grabber belongs to you. We'll help you scale your premium rates to maximize your dollar return. Some stations net more than ten times their program cost.
The History of Country Music will generate millions of ad billings this fall. Don't miss out. Make sure you get your share.

RGR/FIIday, Adril 21982

## Court Upholds $\mathbf{\$ 6 5 , 0 0 0}$ Libel

 Judgment Against WFBRMaryland's highest court issued a 43 decision last week affirming a $\$ 65,000$ libel judgment against WFBR/Baltimore and morning man Johnny Walker. WFBR President \& GM Harry Shriver says a decision will be made in several weeks on a possible appeal to the Supreme Court on First Amendment grounds.
The incident began in 1979, shortly after a snowstorm during which a Baltimore shopping center was looted. Walker joked on the air that Dennis Holly, a WMAR-TV anchorman who was about to undergo a leg operation, had suffered his injury running down the street carrying a television set during the storm.
Not appreciating the joke or any implication that he took part in the looting. Holly filed a $\$ 2$ million libel suit. The black newsman contended that the joke had racial overtones.
Shriver told R\&R, "Our case was that you should not impose pre-censorship like that on people who are on the air, particularly comedians. It's an inhibition of their First Amendment rights. If this decision were carried to its extremes, where would Don


Rickles and Johnny Carson be?" WFBR had also argued that the station could not be penalized for an announcer's comments that were made without the management's permission or knowledge. But three Maryland courts rejected that claim.
According to Shriver, most of the station's legal fees and any award to Holly would be paid by Seaboard Surety, a New York firm with which WFBR has a libel insurance policy.

## 47 YEARS ON AIR

## WOR's Fitzgerald

Succumbs
To Cancer
Following a lengthy battle with cancer, Edward Leo Fitzgerald, one half of WOR/New York's long running husband and wife team "The Fitzgeralds" died March 22 at the age of 89. Fitzgerald spent almost 47 years with the WOR talk show, and prior to that worked at KFRC/San Francisco.
Despite undergoing numerous cancer operations, Fitzgerald continued broadcasting. In 1972, after the fifth such operation, he talked openly on-air about the surgery, gaining much listener understanding and support.
VP/GM Rick Devlin expressed his sentiments to R\&R: "He was a real institution, still as bright and sharp as the day he went on. It was a very sad parting, although the man was one of the most courageous men l'd ever met. Fitzgerald was a man who really lived life to the fullest." His widow, Pegeen, has resumed hosting their nightly show.

EZ And TM


Beautiful Music problems of aging demographics and shrinking audiences," he commented. "After thoroughly reviewing the research and design of EZ's format, we enthusiastically entered into a joint venture to market TM Easy. We believe this is the sound many BM stations will need in this dec-

## Froelich Moves To Bernard Howard As VP

Bill Froelich has joined rep firm Bernard Howard \& Co. as VP/Eastern Regional Manager. Froelich had been at the Christal Radio rep firm for 6 th years, most recently as Exec. VP/Sales.
Bernard Howard, President of the company that bears his name, commented, "Froelich adds a new dimension to our expanded management team. Bill will offer Bernard Howard-represented stations increased sales management and will contribute to our company's new growth."

## Goldstein

## Continued from Page 3

Goldstein remarked to R\&R, "Naturally, I'm very excited about this new challenge. My time with the people at WABC has been excellent, but I feel it's time to move out on my own. (WTIC-AM \& FM VP/GM) Perry Ury and Tom Barsanti are running two of the best operations in the country, and the prospect of working with them and the airstaff at WTIC-FM is something I'm really looking forward to.'
Goldstein, who starts at WTICFM April 8, served as a news anchor for the ABC FM Network and as a Regional Manager for the Source before joining WABC a year and a half ago.

## Scott

Continued from Page 3 that a similar format will soon be in place on WBBM-FM. When R\&R asked Scott about that he said, "As far as what the format will be, there is nothing I can say at this point. All I can say is that I have struck a deal with WBBMFM and will be able to divulge more only when they give me.permission.'
WBBM-FM VP/GM Brian Pussilano told R\&R, "I'm very excited about having Buddy as our new PD. With his management background, I'm most confident he will make an excellent leader for this station."
Scott, whose background includes programming WXGT/Columbus, WDJX/Dayton, and WGBF/Evansville prior to joining WZUU, will take over at WBBMFM in mid-April. No immediate replacernent was named at

## WZUU. <br> Portnow

Continued from Page 1
very proud to be representing the company on the West Coast, and hope to provide direction and leadership out here with a strong emphasis on A\&R and music."

Continued from Page 1 Kent Nichols and (Surrey President) Howard Duncan have given me the chance to participate in a great future. I'm also excited by the prospect of working with John Bayliss again when the Charter deal is completed."
Law's background includes working with Bayliss in a GM/PD relationship at KIMN/Denver in 1972. Law served as VP/GM of WYNY/New York, PD of WRQX/Washington, WABC/New York, and WHDH/Boston. He'll officially join Surrey on April 12, replacing Bob Lowry, who is no longer with the company.

## Grab

Continued from Page 1 first few months learning as much as I possibly can." Grab added humorously, "With a 19.8 share, I don't think there's too much I can teach them!’"
KDKA VP/GM Jonathan Klein commented, "We certainly look forward to having Konstantin join us. He was our first choice, and I think he'll fit in very well.

## Wasilewski

Continued from Page 3
helped lead to the creation of radio-only NRBA, the National Radio Broadcasters Association.
But NRBA President Sis Kaplan's only comment was, "It will be the end of an era for NAB. He certainly has done a fine job for them."

## Gannett

Continued from Page Trammell, who has been with Storz Broadcasting for several years (at KXOK since 1974), took over at KSD-AM \& FM immediate ly. The promotions of Clark, McLaughlin and Cook were also effective as announced. McLaughlin, who is a ten-year veteran of KPRZ \& KIIS, will oversee the day-to-day operation of the stations while Clark relocates from St. Louis. Cook remains on assignment in Los Angeles, assisting new KIIS PD Gerry DeFrancesco with the repositioning of the station.

## Totoian

## Continued from Page 3

Totoian told R\&R, " I 'm glad to be back with CBS in such an im. portant position. It's a challenge; it's hard work, and if we all do our jobs properly, we'll be rewarded."
Reporting to Totoian will be: the E/P/A Regional Album Promotion Managers; Harvey Leeds, Associate Director/National Album Promotion; and Robin Wren, Associate Director/National Album Promotion, West Coast
Totoian also announced that Leeds is assuming new responsibilities as liaison with all industry trade publications and tip sheets. Leeds will also be E/P/A's representative to rock pools throughout the country, and will coordinate the utilization of E/P/A artist videos and designated special marketing pro jects as they relate to radio pro motion.



WGN SKI IN - During a recent station giveaway, WGN/Chicago's Bob Collins distributed 5000 free ski lift llckets to lucky slope flends who later vied in races held at the Alpine Valley Resort. Grand pilze was a trlp for two to Winter Park, CO. All smiles despite the cold are (1-r) station personnel John Tondelly, Assistant PD Kenton Morrls, PD Dan Fablan. Mike Adinamls and Bob Collins

## News/Talk Personalities

ON THE MOVE: WKISIOrlando welcomes Bob James as morning host: he replaces Stove Cannon, who's moved over to WGAR/Cleveland Former Orlando night talk personality Harry D. Cup returns, this time to WKIS, after a stint at WCAUIPhiladelphla....Paul Erdman hosts "Money Talk" on KGOISan Francisco . . Jack KInnicutt, formerly with WHAM/Rochester, has moved crosstown to WBBF as talk host. WGSOINew Orleans has promoted morning sports reporter Bill Wagy to Sports Editor; he will retain his morning anchor sports duties and host a Saturday sports talk program. In addition, Tim Brando has been named host of the station's "Sportsline" show . Former KBBC-FM/Phoenix News Director/anchor Marsha Carter has transferred to the Executive Producer slot at M.TRH/Houston. Station programming department secretary Laura Morris has been upped to Programming Coordinator. Susan Weiner tapped as Research/Marketing Director at KYW/PhIradelphia from previous in house position as Producer and Public Service Director...WISN (Radio 11)/Mllwaukee has added Doug Carrick to its airstaff. He'll handle the 10pm-2am "Night Talk" feature . Well-known physician/broadcaster/author Dr. Gabo MirkIn, shares healthy advice and information with WRC/Washington, DC listeners... WCAU/Philadelphia's Entertainment Editor and general assignment newsperson, Gesa Sklaroff, is the recipient of a first place Phlladelphia Press Association Award for coverage of a downtown hostage incident last year . . WGSO/New Orleans also welcomes Dennis Stacey as Production Manager. Stacey hails from WABB-AM \& FMIMoblle where he held a similar position as well as an airshift

For the most part, guests were local in nature (police, political candidates, local ministry) with noted authors, actors, athletes, and doctors making their rounds. Those guests not fitting the run of the mill mold: modern-day bounty hunter Tiny Bowles (KGNR/Sacramento), animal psychic Fred Kimball (3WS/Pittsburgh), and Dr. Graeme Newman (WQBK/AIbany), who advocated painful criminal punishment by cutting off the extremities (toes and fingers)

I'd like to thank those participating stations and people who were kind enough to share their information: Susan Eggleton, WIND/Chicago; Nancy O'Donnell, WQBK/Albany; Dan Vaccaro. WWEE/Memphis; Bob K WCAU/Philadelphia; Jan Rosicky, WNSI/St. Petersburg; Jack Kinnicutt late of WHAM/Rochester: Dave Derosier, WBSM/New Bedford, MA; Tobe Fitterman, WGSO/New Orleans Mary Jane Popp, KGNR/Sacramento Kenton Morris, WGN/Chicago; Steve Bither, WKXA/Brunswick, ME; Kath Hale, WIFE/Indianapolis; Larry Crandall, KOA/Denver; Tom Straw, KMPC Los Angeles; Steve Hall, WAVI/Dayton; and Tom Daren/Doug Hoerth, 3WS (WWSW-AM)/Pittsburgh.

## NATIONAETALK TOPICS/30

Jan.IFeb./March 1982

1. Heelth/Fitness/Medicine (3)
2. Local gov't/Issues/Elections (5)
3. Entertainment (15)
4. Reagenomics (1)
5. Crime/Violence (18)
6. Central Americe
7. Texes (11)
8. Mele-Female Reletionships/ Femily (8)
9. Household (tips, heeting costs. etc.)
10. Science
11. Military
12. Education (4)
13. Authors
14. Television/Medie Influence
15. Religion (9)
16. Auto Industry
17. Sexuality
18. Peranormal (UFO's, etc.)
19. Psychology
20. Law (10)
21. Nuclear Arms
22. Death/Dying
23. Gey Rights/Lifestyle
24. Abortion
25. Money/Finence (12)
26. Welfare
27. Police (21)
28. Sports
29. Pollution/Weste
30. Animals (Abuse, etc.) (26)

And veteran newshound David Brinkley has been chosen winner of the RTNDA's annual Pa White Award; the presentation will be made a the 37 th International Conference October 2 in Las Vegas
SOCK IT TO 'EM - KSDOISan Dlego, home of the Sockers, plays host to Bob Hope, whose postgame pertormance launches the team's North American Soccer League outdoor season on April 3. The forthcoming match pits the Sock ers against the Vancouver White Caps while Hope follows with a 90 -minute comedy concert
QUIZ OF THE AIRWAVES - The Broad Stree family of stations (WELIN Now Haven; WVCG a WYORIMIami; WGSO \& WOUEJNew OrIeans KTOK \& KJYOIOklahoma Clity) have embarked on a new four-part series, "Quiz of the Airwaves. Each market is set to produce a set of 90 -second quizzes on a quarterly basis. These are alred simultaneously and revolve around four subjects money, marriage, health, and personality. WGSO and WQUE are coordinating the first installment of 30 quiz questions which are scheduled to air for one week, five per day, beginning April 26 . The next quarterly quiz, personality, will be handled by Miami, followed by marriage in Oklahoma City, and health in Connecticut. According to Presiden Fred Walker, these quizzes "promote good informational programming for sharing in all of the Broad Street markets, as well as generate addl tional revenue for our stations." . . And speakins of contests, KNXILos Angeles has kicked off its "Super 1070 Contest." Prizes include London vacations, \$10,700 cash, and a Mercedes Benz 300D Turbo Dlesel
PROGRAMMING HIGHLIGHTS: "Do You Really Have To Pay Income Taxes?" is the topic of discussion Friday (4-2) on the Mike Edwards show on KSTPISt. Paul. . WKISIOrlando supplements station lineup with the CBS Radio Mystery Theatre KFWB/Los Angeles's Call For Action Services sponsors an "Ask The Heart Expert" Day on April 2 . For the tenth consecutive year, KOA/Denver will provide play-by play coverage of the Bears' home/road games Jefl Kingery and Joe Cullinane handle the broadcasting chores. . Financial consultant Bob KInsman becomes a regular Monday fixture on the KCBSISan Francisco "Newsmagazine" with host Llie Petersen. And more money matters are covered by Ken Pomerantz who now emcees "Pomerantz on Money" every morning, M-F, at KCBS. Meanwhile, further up the coast, KVIISeattle has expanded its old-time radio programming to seven hours on the weekends. This programming includes "Theatre of the Mind," highlighting the golden age of radio, and "Sunday Funnies," which carries "Burns and Allen" and "Jack Benny"... WBBm/Chicago's Donn Pearlman will host "Coin Collectors" Corner, which debuts April 3. The Broadcast Inter view Connection (BIC) recently added alfiliate KFIZIFond du Lac, WI...KELITUulsa has inithated construction on a 9000 square-foot building at 9191 East Skelly Drive with completion slated for this fall. The station has been broad casting from stidios located on the Tulsa Falrgrounds. WCAU sportscaster Don Henderson set to host "Sports Final" following the Phillies games.


## Ratings ${ }_{i}{ }^{2}$ esearch

## JHAN HIBER

## Inside The Birch Report

People who only a few months ago thought of birch only as a type of tree are all excited about the Birch Report ratings service. Do they have a right to be enthused? Is there something substantial to this ratings challenger? How does the Birch system really work? Who does it help or hurt?

In order for me to answer these questions fully - and in order to help me keep the industry abreast of Birch developments as I do on happenings at Arbitron - Tom Birch, President of the Birch Report, invited my wile Lynn (another former Arbitron staffer) and me to his headquarters in Florida for two days of frank discussion and examination. In this column and the article for next week I'll give my impressions of the Birch operation, some of its strengths and weaknesses, and provide some insights that can only have been gleaned from two days on-site

## David Vs Goliath



Some initial impressions as Lynn and I walked in - first, there is no feeling of hyper-security as there is at Arbitron's Beltsvilie or Laurel plants. The people are friendly, eager to answer your questions without hesitation. The entire Birch operation in Coral Springs is relatively tiny - the entire operation could fit into the Arbitron executive suite in New York. However, there is expansion room and soon it will be filled, according to Tom Birch.
The overall impression reminded me of the David versus Goliath situation. This David is small but growing rapidly (which can be a problem in itself). There is a healthy esprit de corps among the personnel, and the entire firm wants to be responsive as it feels its way into the big leagues of radio ratings.

## New Methodology Implemented

Since I last wrote on the Birch serv. ice, in December of last year, there have been several significant changes in the company's way of measuring radio. Here are a few of those vital changes:

1. Interviewing just one person per household. Up until the end of 1981 the Birch interview technique that captured listening data involved talking to everyone $12+$ in the home. This is similar to

Arbitron's sending a diary to all those $12+$ in homes. However, Mediastat, in its phone sample, talked to just one person per household, and Birch has now adopted that methodology.
Why change to the one-person system? The late Jim Seiler always felt that this technique allowed better sampling of a market due to better geographic distribution of the sample. For example, if a survey captures data from 500 people, under the Arbitron system (and the former Birch approach), that might mean that approximately $200-250$ homes were included in the final sample (figuring 2.0-2.5 persons per home). Under the new Birch approach that 500 sample would come from 500 different homes, thus perhaps a more welldistributed sample than the clustered Arbitron approach.
According to Tom Birch, the change to the one-person interview has made some notable changes in the Birch results. The company is now getting better representation of men in its sample, more persons $45+$ are being captured in the data base, and the firm's response rate is increasing, approaching the $50 \%$ level that is the Arbitron ballpark.
2. Shorter monthly surveys. In conducting its monthly sweeps, Birch has been measuring some of the bigger markets for three weeks, versus two for Me diastat's approach and four weeks for Arbitron. Beginning this month, however, all monthly surveys will be of a two-week duration, even in metros such as New York, Los Angeles, and Chicago. The sample sizes in the affected markets will not be reduced, just the survey period shortened.
Ideally, the longer sweeps would be preferred, but as you'll see in the next point, Birch's production capacity nowhere near the mammoth Control Data setup at Beltsville - has forced the firm to deal with some new realities. The Mediastat acquisition and the upcoming release of the first quarterly reports are putting a strain on the system.
3. The production schedules will be staggered so that not all markets are surveyed at the same time. What this means in English is that some markets, the largest for example, will always be surveyed in the first two weeks of each month. Medium-size markets will be swept perhaps in the second and third weeks, while stnaller markets will be surveyed in the last two weeks of each month. The schedule for each market will remain fixed, Tom Birch says, so

Todd Wallace Goes International
Todd Wallace has announerd that his progranming consultancy has opened an office in Sydney, Austrulia. Bill Clemens, former programmer for Radio New Zealand, will head the office serving the company's Australasian clients.
Birch Lands NBC, Group W, Century Stations
The Birch Heport has brought in stations from several major groups as elients rocently. The NBC O\&()'s will be coming alxourd, according to Tom Birch, President of the ratings service. In addition, Group W stations WINS New York. WIND/Chicago, and WBZ/Buston have signed on. Century Broadcasting's KWST/Los Angeles, KMELSSan Francisco, and KSHE/St. Louis have also inked pacts with Birch. Other
that broadcasters and agencies, once they're used to the new turnaround time, can count on that delivery in the future.
Faster delivery of the data is the Birch goal here. Tom Birch told me, "It is critical that we get the most prompt delivery of our data. That will make our information more valuable due to the timeliness of the numbers." The bottom line on the schedule shuffle is that medium and smaller markets will get their books faster while the top metros will still get speedy delivery. That's the plan at least - let's see how it works
out.

## Development Problems

Besides waiting to see how the implementation of the new methodology aspects works out, the other key item you may want to keep in mind is the stillevolving nature of the Birch system. Lynn and I pointed out some concerns during our visit, and at their responsive best Birch's people are trying to take our constructive criticism and incorporate the ideas into their way of doing things. As this happens there will be development problems, but this is nothing new to the radio ratings business. When we first implemented Expanded Sample Frame at Arbitron there were howls in many quarters, and when Differential Survey Treatment is used widely this spring it may also cause some ruffled feathers. At any rate here are some items you may want to keep an eye on as Birch matures.

1. Daily cume problem. In the monthly reports there are data reported in three ways - Monday-Friday, Satur-day-Sunday, and Monday-Sunday. In some cases - I counted a significant percentage in one of the recent Memphis reports as an example - the Mon-day-Friday and/or the Saturday-Sunday cumes were higher than the same station's Monday-Sunday numbers.
Obviously this may not make sense, but as Birch explained it to us in their system it can indeed happen. However, in the quarterly reports daily cume information (which can lead to the anomaly I've described) will not be shown so the cume problem shouldn't be a factor in those books.
2. Conduct of field interviews. Rather than hiring thousands of people nationwide (the approach used by Arbitron), Birch farms out local interview work to reputable market research establishments. It's tough to control the ongoing conduct of your actual interviews that
recent Birch adherents include WBLSNew York. KMOX/St. Louis, and KSTPMin. neapolis.
Arbitron Credits TSA
Sports, Personalities
Effective with the recently completed winter swerp, Arbitron has begun to credit entries out. side the metro to sports teams and/or air per. sonalities. Previously such entries were unable to be credited due to software limitations.
Lowry Out At Surrey
Bob Lowry, formerly with Frank Magid Associates and more recently head of programming and research for the Bonneville O\&O's, has left the presidency of Surrey Hesearch (ore Page 1). Lawry, who was at Surrey for the last seven months, can be reached at (602) 742.5001 .
way, but Birch is hiring more in-house field supervisors to travel the country and familiarize the local companies with the Birch way of doing things.
3. Identity of responses masked now. As Lynn and I looked over the interview procedures and sheets used by the Birch subcontractors, it became apparent that the bottom line was to record call letters on the interview sheets that were sent back to Coral Springs for processing. This concerned me because stations, in post-survey analysis, want very much to know how they are being identified by the public. Currently this can't be derived from looking at Birch's materials, since all slogan entries and other noncall letter identifiers mentioned during the call are transferred by the interviewer - through facility form information supplied by the stations - to call letters.
The good news here is that Tom Birch told me recently that his company is now testing in the field ways of recording verbatim identifiers. If this test proves successful, the broadcasters who analyze Birch's data after each sweep can thank the firm for their responsiveness to what should be a useful suggestion.
There's so much more, but space limits. Next week Ill get into the quar terly report in some detail and show examples of some useful sales innovations the Birch folks are incorporating into their books.

## NAB Footnotes

Two related items you should be aware of. For more on Tom Birch and the Birch report you may want to scan the first 1982 Ratings Report included with R\&R's next edition. The Ratings Rival section displays interviews I did with Tom Birch and Arbitron's Rick Aurichio.
Secondly, if you are going to the NAB convention in Dallas you may want to join Mr. Aurichio and I, plus several other key broadcasters, in an interesting session. Scheduled for Monday, April 5 at 11 am , the panel is entitled "The Great Arbitron Roundup." Moderated by the NAB's Senior Research VP Larry Patrick, this entirely $\mathrm{Q} \& \mathrm{~A}$ session will also include George Green and Steve Trivers, Chairman and Vice Chairman of the Arbitron Advisory Council, as well as top rep researcher Ellen Hulleberg, Vice President of McGavren Guild. Hope to see you at what promises to be an exciting gathering in Dallas.

## YOUR AM STEREO SYSTEM IS READY AT HARRIS!

Harris, the leading broadcast transmitter manufacturer, has the complete AM stereo system*, products and services broadcasters want.

The only manufacturer to offer a complete AM stereo broadcast product line

- AM stereo generator for high quality transmission.
- Transmitter interface for most transmitters now in use.
- Stereo modulation monitor for easy system set up.
- Broad audio product line.
- Optional field installation/ checkout services.

Superior Harris Stereo System For technical reasons alone the Harris stereo system should be your choice.

- Harris has the only system that has the same bandwidth as your current mono signal. It minimizes antenna and interference problems and is compatible with existing directional arrays, with no degradation of your signal.

Visit the Harris TV and Radio Equipment Display at the 1982 NAB, Dallas.

- The Harris system permits the same level of modulation as your present signal to maintain loudness.
- The Harris system simultaneously provides maximum stereo and mono coverage.
- The Harris stereo system permits the use of high performance/low cost receivers that will help close the quality gap between AM and FM.
60 years of dedicated service Harris is the only manufacturer that can put 60 years of service and experience to work to put you on a competitive basis with FM in a cost effective manner.

Order today
You can save nearly $\$ 3,000.00$ by ordering the Harris stereo generator, stereo modulation monitor and transmitter interface today. This special introductory offer is good until April 7, 1982. ACT NOW! Call Harris Broadcast Division for details. 217/222-8200.
*U.S. Patent 4,225,751. Other U.S. and foreign patents pending.


## 



Columbia, 8C $\xlongequal{\text { угто дани } 88}$

| Shara trenas |  |  | Persons 12+ |  | Mon-8un BAMMId |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fall 'so |  |  | Bpring '01 |  | Fall '01 |  |
| 1 | WNUK-Fm | 14.7 | nnuk-Fm | [1).4 | Wnuk-fm | 20.0 mm |
| 1 | mus-FM | 16.1 | WCOS-FM | 14.2 | mus-fm | 15.7 m |
| 1 | WIS -AM | 15.2 | WIS -AM | 12.4 | WIS -AM | 12.0 mcc |
| 4 | WUIC-AM | 10.7 | Wltu-FM | \%.4 | WUIC-AM | 11.8m |
| 5 | wxky-Fm | 7.8 | WWum-FM | 7.4 | W/LU-fm | 7,4 uci |
| 6 | WWLM-Fm | 6.6 | wolc-Am | 7.2 | wwim-fm | 7.7 (m) |
| , | W/LU-FM | 6.6 | wxer-fm | \$. 4 | wxky-fm | 7.7 mm |
| $\theta$ | wscu-rm | 5.4 | ascu-fm | 4.4 | wSCU-FM | 1.7 un |
| 4 | ncus-as | 1.4 | mcus-an | 1.0 | wyxt-am | 1.8 mm |
| 10 | WCAY-AM | 1.4 | miar-Am | 1.7 | WNOL-AM | 1.2 (m) |
| Adults 18.34 |  |  |  | Adults 28.84 |  |  |
|  |  |  |  | mon-bun bam Mid |  |  |
|  | RANK | SIATI | IUN | K ANK | STATI |  |
|  | $===$ | === | $=$ | $===$ | $==$ |  |
|  | 1 | WNOK - | FM | 1 | WCOS |  |
|  | 2 | WNOM- | FM | 1 | , ${ }^{\text {a }}$ |  |
|  | 3 | W L LIJ- | FM | 3 | WNUK- |  |



| Share Tren |  |  | Parsona $12+$ |  | Mon'Bun Bam.mid |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fall 'so |  |  | spring '69 |  | Fall ${ }^{\text {es }}$ |  |
| 1 | KUCL-AM | 16.4 | KULl-AM | 17.0 | KULl-AM | 14.1(9) |
| 2 | KnxX-FM | 11.4 | Kkxx-Fm | 10.9 | KKxx-Fm | 10.5 (m) |
| 3 | KELN-MM | 9.2 | KLFM-FM | 7.0 | KWAC - AM | 4.6 (\%) |
| 4 | KCF'A-FM | 4.0 | KEKN-AM | 6.1 | KXEM-AM | 5.9 (6) |
| 5 | KLYU-FM | 5.6 | KWAC-AM | 5.9 | kern-am | 5.2 (m) |
| 6 | kafy-Am | 5.1 | kafy-AM | 5.2 | KLFM-FM | 5.2 (8m) |
| 7 | kwac-am | S. 1 | KLYU-FM | 4.7 | kLeu-am | 5.0101 |
| 8 | KLim-AM | 2.1 | KPMC-Am | 1.4 | KLYU-FM | 3.3 (ac) |
| 9 | KLUS-FM | 2.4 | кNTH-Am | 2.3 | kafr-Am | 2.8 (ac) |
| 10 | KMCN-Fm | 2.2 | кткк-Ам | 2.2 | ktus-fu | $2.8(4)$ |
| Adules 18.34 Mon-Sun BAM.MId |  |  |  | Adults 46.64 |  |  |
|  |  |  |  |  | -8un 6am |  |
| RANK STATIUN |  |  |  | KANK STATION |  |  |
|  | $===$ | $\begin{aligned} & ======= \\ & K K X X-F M \end{aligned}$ |  | ==== |  | = |
|  | 1 |  |  | = 1 KULZ |  | AM |
|  | 2 | KWAC-AM |  |  | KWAC-AM |  |
|  | 3 | KULZ-AM |  | 3 | KXEM-AM |  |

Winners catch on first!
And what FM station wouldn't want to catch up to 6 dB more loudness ... or expanded dynamic range . . . or your own unique combination?
Conceived by audio consultant Eric Small, the Composite Processor gives you astounding flexibility. The flexibility to reach more audience if you're a contemporary station ... to "open" your sound if you're dominant . . . or reduce compres. sion and limiting with no decrease in loudness even if you have the latest compressor/limiter/stereo generator.
Can you afford not to try it? The Composite Processor is only \$785. It's available on 30-day trial purchase, and units are in stock for immediate delivery.
Winners catch on fast. Catch on to our good thing now. So you don't have to catch up later!


| The Birch Report |  |  |  | Average pertons $12+$ Monday-Sunday Gam-midnight Rolling Averages |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bulfalo |  |  |  | Indianapol1s |  |  |  |
| WGR, WBEN Slip, Remain 1-2; WGRQ Rebounds 'To Double Digits; WECK Softer |  |  |  | WIBC, WFBQ Strong 1-2 Punch; WNAP, WENS Growing; WFMS Rebounds |  |  |  |
|  | Dec. | Dec./Jan. | Jan./Feb. |  | Dec. | Dec./Jan. | Jan./Feb. |
| WGR (AC) | 12.6 | 14.1 | 12.9 | WIBC (AC) | 16.7 | 16.0 | 16.6 |
| WBEN (AC) | 11.9 | 12.1 | 11.6 | WFBQ (A) | 12.4 | 12.1 | 13.6 |
| WJYE (BM) | 8.4 | 11.1 | 11.4 | WNAP (R) | 7.4 | 8.5 | 9.5 |
| WGRQ (A) | 12.4 | 9.2 | 11.0 | WXTZ (BM) | 9.5 | 8.9 | 9.1 |
| WKBW (R) | 9.6 | 9.5 | 9.3 | WTLC (U) | 10.4 | 10.2 | 8.9 |
| WBEN-FM (R) | 7.8 | 6.2 | 6.6 | WENS (AC) | 6.0 | 7.7 | 8.5 |
| WBLK (B) | 6.8 | 6.6 | 6.2 | WFMS (C) | 7.8 | 7.2 | 8.1 |
| WECK (BB) | 6.0 | 5.6 | 5.0 | WIRE (C) | 8.9 | 9.0 | 7.4 |
| WYRK (AC) | 3.1 | 2.5 | 3.5 | WIKS (R).. | 6.2 | 5.7 | 6.0 |
| WEBR (N/J) | 2.8 | 2.9 | 3.2 | WIFE (N/T) | 2.0 | 2.3 | 2.8 |
| WZIR (R) | 3.2 | 3.5 | 2.8 | WNDE (R) | 2.0 | 2.2 | 2.0 |
| WPHD (R) | 2.5 | 3.0 | 2.7 | WATI (BM) | 1.7 | 1.3 | 1.4 |
| WDCX (RL) | 1.4 | 1.7 | 1.4 | WGTC (C) | 1.7 | 1.9 | 1.0 |
| WACJ (0) | 1.9 | 1.3 | 1.3 |  |  |  |  |
| WYSL (AC) | 1.6 | 1.3 | 1.0 |  | W | ulsee |  |
|  |  | cd |  |  |  | Holds Fir Second; Lead; | NLPX |
| WTIC Dom Seco WCCC |  | WHCN Mo RCH Slips POP Risi | ves Into | WOKY <br> New Format |  | Doubles <br> WEZW <br> Dec./Jan. | ith <br> Slipping <br> Jan./Feb. |
|  |  | Dec./Jan. | Jan./Feb. | WTMJ (AC) | 10.6 | 11.5 | $11.9$ |
| WTIC (AC) | 23.5 6.0 | 24.8 6 | 23.1 78 | WISN (AC) | 7.1 | 8.4 | 9.1 |
| WHCN (A) WRCH (BM) | 6.0 7.8 | 6.6 7.4 | 7.8 6.8 | WLPX (A) | 5.5 | 7.0 | 8.9 |
| WRCH (BM) WCCC-FM (A) | 7.8 5.0 | 7.4 6.0 | 6.8 | WBCS (C) | 10.8 | 9.3 | 8.6 |
| WCCC-FM (A) WPOP (N) | 5.0 3.8 | 6.0 4.1 | 6.7 | WQFM (A) | 7.8 | 8.2 | 8.2 |
|  | 3.8 | 4.1 | 5.3 | WEZW (BM) | 11.0 | 8.4 | 7.3 |
| WTIC-FM (R) | 4.9 | 5.1 | 5.1 | WZUU-FM (AC) | 5.3 | 5.5 | 6.6 |
| WIOF (AC) | 3.7 | 4.3 | 4.9 | WOKY (BB) | 2.6 | 2.4 | 4.6 |
| WKSS (BM) | 7.7 | 6.4 | 4.5 | WFMR (CL) | 3.8 | 3.5 | 3.8 |
| WDRC (AC) | 3.9 | 3.6 | 3.7 | WKTI (R) | 5.3 | 4.3 | 3.6 |
| WWYZ (AC) | 3.9 | 3.5 | 3.7 | WLUM (U) | 4.7 | 3.3 | 3.4 |
| WDRC-FM (R) | 3.0 | 3.6 | 3.5 | WMYX (AC) | 4.2 | 3.1 | 3.0 |
| WPLR (A) | 2.1 | 2.2 | 1.7 | WRKR (R) | 2.6 | 2.8 | 2.4 |
| WKND (B) | 2.8 | 1.7 | 1.3 | WZUU (AC) | 3.0 | 2.4 | 2.3 |
| WRCQ (AC) | 1.5 | 1.6 | 1.2 | WEMP (AC) | 1.9 | 1.5 | 1.5 |
| WKCl (R) | . 9 | 1.0 | 1.2 | WMAQ (C) | . 9 | 1.2 | 1.3 |
| WHYN (BM) | 2.3 | 1.8 | 1.1 | WBKV (AC) | 1.5 | 1.1 | 1.2 |
| WMLB (C) | . 7 | . 5 | 1.0 | WAWA (B) | . 3 | . 5 | 1.0 |


\section*{DAVID LASLEY "III Had My WishTonigh" <br> Produced by David Lasley. Mixed by Geoff Workman. <br> | WABC add 33 | KIOA deb 30 | B1O4 on | KHFI | KHY |
| :---: | :---: | :---: | :---: | :---: |
| WNBC 20 | KBBK 30-26 | WPGC on | KLPQ | WGUY |
| WXKS-FM deb 26 | KCPX 36-31 | WGCL on | KXOO4 | WFEA |
| WKRZ-FM add | WJBQ add | KFI on | WMAK-FM | WCIR |
| KITY add | WIGY ad | KIQQ 0 | WOKI | WAEV |
| KZFM 20-17 | WFBG add | KEZR 23 | WDCG | WISE |
| KINT 32-26 | WYKS add | WHFM | WSEZ | WFLB |
| KBFM deb 30 | KILE 38-31 | Q106 | WVIC | LF |
| TIX deb 39 | KDZA add | WYCR | WNAM | VOL |
|  |  |  |  |  | <br> }



# SHEENA EASTON 

 "When He Shines"Produced by Christopher Neil.

| WXKS-FM add | KSTI add | WIFI | YIO3 | KCPX |
| :--- | :--- | :--- | :--- | :--- |
| KIQQ add | KIOA add | CKLW | WDOQ | WACZ |
| KEZR add | WNAM add | WLOL-FM | FMIOO | WFEA |
| WHFM add | KNBQ add | KFI | WOKI | WFBG |
| KIO4 add | WGUY add | KZZP | WCSC | WFOX |
| KZFM add | 95SGF add | WAEB | WNOK-FM | WXLK |
| KHFI add | WISE add | WKRZ-FM | WGH | KPUR |
| WZYP add | WFLB add | WKEE | WVIC |  |
| KXIO4 add | KILE add | KSET-FM | KRAV |  |
| WMAK-FM add | WTRU add | KINT | ZIO4 |  |
| WKFR add | KENI add | KLPQ | KBBK |  |

## JOHN HALL BAND "You Sure Fooled Me" <br> Produced by John Hall.

WLOL-FM deb 30 WGH 99KG
WVIC deb 40 KMGK KFMZ
WJXQ deb 25 KBBK KENI
KEZR KCPX KSLY
KZZP WAEV
KINT WSPT
WMAK-FM KRNA

## EMB

ANIDRCA



## JONATHAN HALL

## KMEO, KSEA PROFILED

## Beautiful Music: 16\% <br> Of The Sales Action

One of the areas I wanted to begin my column with was Beautiful ("good," "easy listening," "relaxing") Music. As most of us have come to realize by now, the term "Beautiful Music" is not a term that listeners react to. but rather a term coined by radio people. But because we all understand the term, I'm going to use it generically anyway.

Today, Beautiful Music is being positioned as a foreground format and the spot load which was traditionally light no longer fits that category. "The old rules are ancient history." says GM/General Sales Manager Steve Wrath of KMEO/Phoenix. KMEO runs no more than three commercials in a row (usually one 60 and two 30 's) and no more than two minutes per unit. But the station is not opposed to running up to eight or nine units per hour.

## KMEO Makes <br> Blue Jeans Talk

Asked to describe his staff, Steve said they (two females and two males) are aggressive and go after all kinds of business. "Our philosophy is we welcome commercials and because we are a mass-appeal, adult station. we go after lots of new business." For example, Steve pointed to Miller's Outpost, which advertises jeans.. "A lot of older people in our area wear jeans and we know we can help move them." Steve Wrath

Often KMEO can't run an existing spot, however. "What we do is pitch the business first. Once we get it and after we listen to the existing spot, if we can't run it, we will rewrite the commercial." Steve explained.

Either the copywriter or PD Steve Schy gets involved. If the client still persists, the two Steves go into "executive session" to decide if the spot can air. "We've done real good," Steve Wrath admits, "So far we've convinced six out of seven advertisers to change their copy; the seventh didn't run."
"A lot of older people in our area wear jeans and we know we can help move them.'

- Steve Wrath, KMEO


## KSEA Stresses Consistency

Beautiful Music stations account for over $16 \%$ of all radio business. And for many successful BM operations, selling the format has become relatively easy, according to KSEA/Seattle VP \& Station Manager Bill Knudson. "When you have big numbers you forget how to sell without them," he insists. "Often, that means you aren't being creative."
Knudson told me he prefers not talking about numbers. What KSEA account executives do talk about often is "value added." Knudson says his staff discusses the consistency of the format and its use as purely an adult marketing tool. Whereas consistency is the most important factor, another key point is that there are no surprises in the post-buying analysis.

bOOSTING RADIO - Eastman Radio's Senior VP/Client Services Lee Lahey (right) and VP/ Marketing Services Alan Tobkes (left) presented radio's case at the third annual Markeling and Media Week seminar on test marketing held recently in New York City. For test marketing products, they stress that radio offers immediacy, regionalization, creative flexibility targetability, point-of purchass beneflts, and efficiency. Pictured in the center is panel moderator Nell Faber, President of Nell Faber Media.

# - Old Sales Rules Are "Ancient History" KSEA/Seattle Publishes Station Magazine WOMC/Detroit's Contest For Advertisers A Beautiful Music Managers' Organization 



KSEA's promotional booklet for the station magazine.

Knudson emphasizes the longer time spent listening with BM ; thus he claims he can actually recommend fewer commercials in a schedule than might be necessary on other stations.

He uses an "added value" concept in sales promotions, such as a 60 -page KSEA magazine which helped build Jan-Feb sales. Participating advertisers also get ads in the publication, which goes to 200,000
homes with incomes of $\$ 25,000+$. The station also does an "Emerald City Contest." In its ads and posters, the call letters appear in front of 31 prominent city locations. Knudson further emphasizes the environment of the station as another added value - that it is up and relaxing; therefore, commercials are noticed.

The Myth Of
Fewer Commercials
When stations were automated in the early days of the format, they didn't need a lot of revenue to keep buying the program service and therefore didn't need to run a lot of commercials. Knudson believes. His research has been extensive. After taking
"One of the things that makes Beautiful Music easy to position is its image of being classy."

- Bill Knudson, KSEA
the post at KSEA he travelled to numerous Beautiful Music operations around the country just to talk about and see their operations.
Knudson says the station also programs a little differently than has been done traditionally. For example, it uses jingles a

Continued on Dage 20


## WOL RUNS CONTEST OF ITS OWN

 WOMC Stages \$250,000 Drawing For Advertisers- Big money giveaways are no novelty in radio, but a $\$ 250,000$ drawing exclusively for advertisers is a bit more unusual. WOMC/Detroit just launched its "WOMC $\$ 250,000$ Advertising Giveaway," in which the station will award $\$ 5000$ in advertising time to 50 different Detroit area businesses.

The contest works like many listeneroriented forced-listening promotions. Any licensed business which could normally advertise on radio can send a postcard in to the station, and individuals can send in postcards on behalf of businesses. Beginning last Monday (3-29), two entries were selected by a random drawing; this process will continue until April 30. WOMC spotters then visit the businesses whose cards were drawn, and if they're listening to WOMC. they win the $\$ 5000$ in advertising. The individuals who submit winning entries

## receive a $\$ 100$ bonus.

WOMC VP/GM Elaine Baker commented, "WOMC wants to get Detroit moving again. When business suffers, we all suffer. WOMC feels it's about time the media stop talking about the economy and take some positive action."
In a similar vein, WOL/Washington PD Robyn Holden sent a letter to local retailers offering $\$ 30,000$ in advertising. Businesses are asked to keep their radios on WOL for the next three months in connection with the promotion.

## Ins the ser serigh

(U) WN WHATS REP? Pies nave
OO YOUKNO AT YO CNG Companies
HAPPEN Dusinessis. changry dile
The Radion meproded in illlis isor the 80

CAN YOUSIONSBASNCE? IMPRESERFOR
PAST PE ERadio stations perciceptions WOW: LOOK WATCHRIS

## Sales

## Beautiful Music

Contlinued trom Page 18
great deal. He credits Jack Adamson, VP/GM at KBIG and KOIT (sister Bonneville stations In L.A. and San Francisco) with initiating jingles from the philosophy of being "in the music business" and therefore taking advantage of it.
Finally, Bill talks of positioning - the great 80 's buzzword. "One of the things that makes Beautiful Music easy to position is its image of being classy and also the psychographics of the listeners," he said But Bill is quick to point out that unlike his sister station in Seattle (News/Talk KIRO), traditionally most BM stations only generate an amount of billing comparable to their share of audience in a market Other formats, he notes, will do as much as
four times their share of audience.

## Organizing BM Managers

A The Seattle Station Manager's desire for a bigger piece of the advertising pie led him to call a pow-wow of other managers. His attitude is, "If I'm going to national advertisers saying that I'm not just an automated service of background music, but rather a foreground format with a big commercial inventory, then I don't want another BM executive coming in after me with the old lines."
Knudson hopes to attract even more than the 10 initial managers who participated at the first session, held in January at the RAB Managing Sales Conference in Dallas.

NEXT WEEK: Selling "Hot Hits."

## Exploring The Future Of Radio

The recent Conference on the Future of Radio held in Houston concentrated on the challenges of new technologies, particularly satellites, but also delved into a number of sales concerns. Among these were WLRS/Louisville GM

Louisa Henson's seminar on joint ventures between cable and radio, and a discussion of cable advertising and radio.
Dennis Waters, a former radio programmer who now consults cable and satellite firms and publishes the newsletter New Radio, chaired the conference and delivered the opening address


Plctured at the meetings are (l-r) National Public Radio's Ann Blonston, Plough Broadcasting head Wayne Hudson, United Video's Tom Keenze, Cable Networks' John Kramer, ABC Radio Networks' Bill Battison, and Dennis Waters.

## Transactions

[^1]tlons for $\$ 150,000$, with William A. Exline, Inc. serving as broker. KWVR has 250 w at 1340 kHz

Brewer Broadcasting has acquired KKBG/HIlo for an undisclosed price from Mauna Kea Broadcasting. Brewer also owns KSGR \& KUADIWindsor, CO. KKBG operates with 35 kw horizontal 29.5 vertical at 97.9 mHz .

Porter Broadcasting Services has acquired WKXR-AM \& FM/Exeter, NH from Colonial Broadcasting for an undisclosed price. Porter owns WIGY \& WJTO/Bath, ME and will change the calls of its new acquisitions to WMYF (AM) and WERZ. The AM is a 1 kw daytimer at 1540 kHz , while the FM has 3 kw at 107.1 mHz .
The purchase of Outlet's WDBO-AM \& FM/Orlando by Katz Broadcasting (R\&R 12.18-81) has been reconfirmed following the announcement of the Coca-Cola/CPI/Outlet transaction.

## Rep Report

## Disney, Gorfine New Major Market Managers

Barry Gorline has been promoted from account exec to Manager of Major Market Radio's Los Angeles office, while Michael Disney joins the rep firm as Manager of the Atlanta office. Disney was previously Director of Sales for the Raycom Sports Notwork, having earlier served with RKO Radio Representatives..The firm


Barry Gorline
has added KKFM/Colorado Springs KRIX/Brownsville, TX; WOHO \& WXEZTToldeo and KWIN/Stockton, CA to its client list

## Landon Directs Bonneville Sales Effort

Paulle Landon, Pres./GM of Bonneville's KOIT/San Francisco, has been named Director of Bonneville International National Sales Development. She will be responsible for increasing national spot revenue for the chain, working closely with rep firm Torbet Radio. Landon joined Bonnevilie in 1976 atter serving for years at Torbet, and became Pres./GM at KOIT in 1979.
Valerle Stocking joins Katz as Media Analyst for PROBE, the firm's research division..Eastman now reps WSHE \& WSRFIFt. Lauderdale . . CBS-FM National Sales picks up WRKR \& WWEG/RacIne. Ron Kleinstelver named Sales Manager for the firm's Detroit office ..Jack Masla \& Co. recently galned WYSTIBaltimore.. HIllier, Newmark \& Wechsier now reps WCIN \& WBLZICincinnatl and WJMDN Washingtori, DC

# McGavren Guild Unveils "Captain Radio" (And His Dog "Spot") 



The McGavren Guild rep firm will introduce its new radio superhero symbol "Captain Radio" (and his dog "Spot") at its NAB cocktail party April 5 in Dallas According to Exec. VP/Marketing \& Communications Ellen Hulleberg, Captain Radio cartoon ads will soon appear in publications of various industries, promoting radio's flexibility and broad-based appeal. Captain Radio will also be made available to state broadcasters' conventions and McGavren Guild clients. The Captain and his faithful advertising-oriented canine companion are pictured with Hulleberg.

293 14-9 94Q 4-1 CKLW 20-16 KIQQ on KYYX deb 22 KIMN on Q103 add KZFM 16-13 KINT 33-28 WTIX 11-8 KEEL deb 25 WJDX 28-24 KXX106 $16-12$
WABB-FM add

## WHHY-FM 30-24

Y103 add WDOQ deb 28 WBBQ 17-12 FM100 27-21 WMAK-FM 15-10 WOKI 13-11 WAYS 9-6 WRQK add WCSC 11-9
WNOK-FM 25-17

## ' 'Always On

KSTT 24-19 KOFM add KRAV 20-17 KBBK add KCPX 27-19 KSKD deb 34 WFBG deb 28 WCIR add O104 18-12 WAEV 26-20 95SGF 30-25

J
WFLB 29-23
KILE 36-25
KELO add 36
KSLY 23-19
WKEE deb 39
Gl00 on
WSEZ 29-25
WZZR on
KIOA on
WNCI 22-21


WXKS-FM add CHUM 29-26 CKGM 34-2 KEGL on WGCL add WKTI add K104 3-2 KHFI add
WFMF add

G100 add WZYP add WRVQ add K293 add 2104 add KJRB 6-5 KNBQ deb 24 KSKD add WIGY deb 20

95XIL 28-25 Q104 deb 26 KSEL-FM 28-23 WSPT add KRNA add KFMZ add KYYA deb 30 KOZE add WPHD 29-28

WRCK on WYCR on WKEE On WABB-FM on WSKZ on KMGK on WZOK on WNAM on WMEE on

KIDD on WACZ on WZYQ on KKLS on WRKR on WCIL-FM on

KIQQ add KFRC on Ql06 add WTIX add WBBQ add

Kxl04 add WSEZ add KBBK add KCPX add KIKI deb WGUY add

WFLB deb 33 KHYT on WGLF add WACZ on WDOQ on 95SGF on WMAK-FM on KENI on 29 WCSC on WGH on

KHYT on WHEB 28-24 Zl02 31-27 WISE 29 KPUR 26-23 Qlol on KVOL on KKXL on KENI on

## CHRIS REA

"Loving You"'

| KRLA | KINT | WOKI | KBBK | WFEA |
| :--- | :--- | :--- | :--- | :--- |
| KIQQ | KROK | WSEZ | KCPX | WFLB |
| KEZR | WZYP | WGH | KSKD | KCBN |
| KZFM | WMAK-FM | KNBQ | WIGY | KDZA |

## ANOTHER <br> POLYGRAM RECORDS <br> 



THE GANG

## "Get Down On It

## From The

 Platinum-Plus A/bum

## On Delite Records

PolyGram Records

## STREET TALK

After one week off, Record World came back, apparently with new financing. Amazingly, even though the magazine took a one-week publishing break, it did not skip an issue number. Is RW back for good? That's a question no one seems ready to answer just yet.

Larry King's agent confirms he is close to signing a multi-year contract with PostNewsweek Productions for him to do a weekly, one-hour syndicated TV talk show likely to debut this fall. It will feature interviews with ordinary people who do extraordinary things, as opposed to going the celebrity route. The agent says his ultimate goal is for a nightly live simulcast on television of King's Mutual show. The PostNewsweek deal does not affect King's Mutual obligation, which has several years left to run.

Congratulations to Danny Bush, who is being upped to the national staff at Atlantic Records. Danny had been handling local New York City promo for Alantic but will now do National AOR Secondaries \& Special Projects.

After more than three years as MD of KFRC/San Francisco, Sandy Louie is exiting the station . . rumors are that she'll be "crossing the Bay." Whether she does or she doesn't, KFRC PD Gerry Cagle definitely needs a qualified MD to replace her.

Funniest line overheard at this week's NARM convention in Los Angeles. . a Bob Hope impersonator joked from the stage between musical performances, "Hey, I like the record business. Where else could you combine vinyl and cocaine and get platinum?" (rimshot).


NOT NUMBER ONE, VET - KYUU/San Francisco's now TV campaign is an original. With plans to spand over a haff million dollars within 12 woaks this spring, you'd ax pect the spots to be good and they are. Pictured seated in the arm chair above is "Mom," who plays the role of KYUU VP/GM John Heyes's mother. She urges the audience to liston to KYUU, because, as she says, "My son's station is not yet the Bay Area's number one ste. tion. "Pictured at the filming of one of the spots are (l-r). four members of the agency staff, KYUU Advertising \& Promotion Manager Sharon Rosenbush, and KYUU Pro gram Manager Mike Novak. Sasted with "Mom" is VP/GM John Hayes.

## Tug, With A Leak

Paul McCartney's new album was leaked out late last week a full five weeks ahead of its official Columbia release date. Several key AOR stations received copies of the LP "Tug Of War" on two 7" reels of tape. Stations from New York to San Francisco were playing cuts from the LP while Columbia was preparing and dispatching "cease and desist" orders to the stations involved.

Thankfully, from Columbia's standpoint, all the stations with the unauthorized tapes stopped playing them when requested. However, the question still remains . . . where did those strange reel-toreel tape copies come from? Columbia executives are fairly sure they know, and now it's their move.

Colleen Cassidy, Metroplex Communications' Research \& Music Coordinator, will exit WCKX/Tampa and return to Y100/Miami, where she will take over the music duties for longtime MD Mark Shands. Mark will remain with the company, getting involved in a new project that will be announced soon. WCKX PD Johnny Velchoff will handle music in Tampa himself.

In last week's Street Talk we mentioned that Rick Gilbert was promoted to PD at KSEL/Lubbock. This is true, but what we failed to mention was that Stan Castles was promoted to PD of KSEL-FM. All this happens because former KSEL-AM \& FM PD Steve Coggins was upped to Operations Director.

WCFL/Chicago 7-11pm personality Dean Richards is serving as acting PD while management screens applicants for Dave Martin's vacated post.

Congratulations to the South's first radio station, WSB/Atlanta, which celebrated its 60th anniversary recently.

Jonathan Doll has segued from KEGL/Ft. Worth to WNAP/Indianapolis for afternoon drive.

Get well wishes to KWST/Los Angeles PD Chuck Martin, who underwent surgery last week to remove gallstones.

Speaking of L.A....the Beautiful Music battle goes on with KOST adding some " $\mathrm{A} / \mathrm{C}$ hits" to the mix. Artists like Barbra Streisand, Neil Diamond, and Vangelis, among others, are in the musical sweeps. Plus, KOST personalities are back-announcing artists and titles of everything played . . a practice not currenty widespread in Easy Listening radio.

When WGBF \& WHKC/Evansville Executive VP/GM Carl Hamilton takes over as VP/GM of KAAY \& KLPQ/Little Rock next month, he will be replaced in Evansville by Randy Wheeler, who gets promoted to Station Manager from News Director, a position he's held for the past seven years.

## ROCK \& ROLL

# NEVER FORGETS 

As relevant and compelling today as they were then, the exciting lives and music of Rock and Roll's legends: Jim Morrison, Janis Joplin, Brian Jones, Jimi Hendrix, Keith Moon and John Lennon.
Now, for the first time on radio, rare interviews and insights into artists whose impact continues to grow in a series of three-hour specials hosted by the first lady of Rack Radio, Mary Turner.

Geared for a wide-spectrum audience, ROCK \& ROLL NEVER FORGETS brings together priceless archive interviews, current reflections on Rock's greatest by intimate friends and some of the most exciting music ever recorded.

It's a new inside look at private lives, brushes with the law, fast fame and fortune, and the ultimate human meaning of six artists who've changed our lives.
ROCK \& ROLL NEVER FORGETS, a series of unforgettable programs created to capture and inform the radio audience and make a distinctive statement about the stations that air them. Take the step that will make a difference, contact your WESTWOOD ONE representative at (213) 204-5000.
Another great radio program from the nation's largest producer of radio programs, concerts and specials.

## WESTWOOD ONE

# Contemporary Hit Radio 

## MORE THAN JUST A MUSIC STATION

## B97 Flies To Number One In New Orleans

Nothing excites a PD more than good numbers, but when the book comes back and you're number one, that's too much to ask for. That was the case when B97(WEZB)/New Orleans PD John Shomby opened up the fall Arbitron book ...CHR is the dominant format in the market.

For a look at what makes B97 number one, I talked with John about what he's done to take an already successful station and bring it to this new level of achievement. Before joining B97 in August 1981, John was PD at KMJK/Portland, PD at KXX106/ Birmingham, and programmer at $9 \times Q /$ Vidalia, GA from 1974-77.

## A Change In Station Attitudes

"When I joined the station I knew we already had some awesome numbers, but I felt we could do much better. During the time between Dan Vallie's departure to B9/Pittsburgh, and my joining the station, things had gotten a bit lax. The attitude was 'We are number one, so anything we do is okay:" and it was starting to show on the air Soon everyone fell in line and got behind the station again in a team manner, instead of looking at the success as individual efforts.
"One thing I've got to hand Dan and my GM Bob Reich - they have the ability to delegate responsibility and nip problems in the bud, and that's what we did. The change in the internal attitude started becoming apparent to the listeners, and B97 once again took on a positive charisma. The next step was to clean up our presentation a bit."

## Fewer Commercials

And More Music
The station adopted the phrase "Fewer Commercials And More Music" as its slogan under John. I asked him if he was wor-
ried about the audience eventually getting burned out or over hyped by this kind of self promotion. "At first I gave it some serious thought, but as we restructured the air sound, playing spots in clusters, cutting back on unnecessary talk, and playing at least three songs in a row, we were able to live up to the image.

| AGE WEZB : |
| :--- | :--- |
| $12-17=33.3 \%$ |
| $18-24=28.3 \%$ |
| $25-34=11.3 \%$ |
| $35-44=1.9 \%$ |
| $45-54=1.9 \%$ |
| $55+1.9 \%$ |
| $12+$ TOTAL 15,900 |

John explained that even though this does cut back a bit on the jocks' personalitles, he reasoned, "It forces them to be creative going into stop sets, and makes them think, since every word has got to count. We've gone from being a screaming station to one with a bright, relatable energy, taking away the negatives of talking over records. "Basically we try and capture the mood of the town ... partying. New Orleans is always partying. Mardi Gras is just that one time of the year when the whole world hears about it. So many music legends are from here like Fats Domino, Little Richard,

and of course the hot jazz of Bourbon Street. so music and partying are a part of this town's tradition. The people down here cling to tradition as a way of life. When I was in Portland, it was lily-white, but here it's like a European country set in the Southern United States. Every PD says his market is different, but believe me, this is different."
Reflecting on the heritage of the city, John remarked, "WTIX is still a big influence in the market, especially as far as oldies go, and for some $25+$ records. Of late, B 97 is doing most of the influencing as far as music goes, but we do see lots of action from WAIL-FM ( $U$ ) and some from WRNO (AOR) and WQUE (A/C)."
Growing To Become Number One
In this day and age of increased fragmentation from splinter and hybrid formats, not to mention other established formats within a marketplace, it's increasingly hard to be come a clear cut number one. In many markets, an all-News or old-line A/C station usually has this position, but in New Orleans, number one goes to B97. How do you get to the top?
"I just think B97 ends up filling a void on FM that needed to be plugged up," he explained. "Look around the country at most stations and their presentations. They tend
to overreact to new stations, or to new trends. When B97 first went on the air with Dan Vallie, it was designed to grab a teen/ ethnic base by playing the right amount of black and rock music, and we've managed to keep that base, plus add some pretty impressive numbers in the adult areas too.
John pointed out, "Too many CHR sta tions have made the fatal mistake of blowing off their teen base in search of adults They can have a lion's share of both audi ences if the station is programmed proper ly. Today's 17 -year-olds are 18 in a year and soon become $25+$ adults. We've become too $25+$ conscious, and as a result have sacri ficed everything else in order to attract this audience.
"Programmers have taken radio too seri ously. In today's world, people have every thing they could want from the media TV, cable systems, VTR's, and radio. Radi has to be fun again. People use it for companionship and escape from problems. Pro grammers have made entirely too many assumptions about people's musical tastes
"You can't assume that $25+$ women only want to hear Kenny Rogers-type music all day long. Yes, it's part of the mix, but no the whole thing. Every programming ele ment on your station, and each record is an


element, is designed to attract people to listen in. CHR has outradioed itself for too long, giving up its lower base to the AOR's and ineffectively chasing the $25+$ audience. Go back to the basics, play the hits and have fun and win again," suggests John.
On The Streets Of New Orleans
Any station that's reached the level of success that B97 is enjoying hasn't done it sitting down. This station is extremely active, as John related. "During the Mardi

## ANEW EXPERIENCE FROM THE MOST EXPERIENCED

In 1968 ABC introduced demographic radio networks. Now, from that fong and ininot alive experience, comes a new sound for the 18 - 34 audience. If begins with news-ABC news! World wide and world renowned. Then there's sporisABC's exciting up-close vienv. "Acorienews,"-reviews and commentary on the latest in cinema. "Soap-Up," - a clailv update on what's happening on the most popular soapss. "Comic Relieie,"a ${ }^{4}$ ( -second comedv spot recorcled live al the Comic Strip in
 are periectly tailored to young adult interesis

The new experience continues wivih "Star Sessions,"- a unique series of © ( $)$ ()-minule specials taped live in

recording studio and featuring artists like Hall \& Oates, Kenny Loggins and Elton John It all adds up to a new experience in adult conlemporaty networh radio. And vou'll find it only on The'New ABC Fis Nelivork.

For more information contact fim Keating at (212) 887-5638

## The New ABC FM <br> Radio Network

## B97 Flies To Number One In New Orleans

Continued from Page 24
Gras we were physically in 30 out of 62 scheduled parades with our 'B-buggies' (Volkswagon beetles with B97 painted on them) and other station vehicles. We're at 'Gumbo Festivals,' 'Crawfish Festivals, and whatever else is going on in town There is always something happening in addition to our involvement with rock concerts.
"There are now over 250,000 B97 Supercards on the streets, which are good for savings at retail outlets with two-for-one specials . . . nothing cheap or half-baked, ever.
and will give you quite a few laughs for your money
'For Thanksgiving we gave away dinner on the 'Mayflower,'" John related. "We asked for written entries, and got thousands, with the winning family eating a full-course catered Thanksgiving dinner on a Mayflower moving van parked outside their house, complete with TV coverage and all. Our morning man hosts the 'Money Movie' on the NBC affiliate, and the list of things we are into goes on and on."

Keeping A Good Perspective
John has an extremely good relationship


B97 Thanksgiving Dinner on the Mayflower.

At the Rolling Stones concert at the Superdome, we arranged to have B97 flashed on the scoreboard between acts . . . the crowd of 87,000 saw it, and it was incredible
"I've never had so many tools to work with in my life. At the station we have the 'B97 Rock Store,' where we've put B97 on everything imaginable." John sent me a color brochure which displayed over 20 items, including satin jackets, T-shirts, key chains, coffee mugs, sun visors, license plates, frisbees, jogging shorts, and record albums.
Johin went on to explain the records. "We put together a hometown album called 'Crescent City Jam' which features New Orleans's best rock bands for only $\$ 3.97$ each. We also sell an album from morning man Cajun Ken Cooper featuring his holiness the 'Right Reverend Shamus,' a slimy preacher who runs the 'First Church of the Sacred Gumbo.' This little gem also goes for $\$ 3.97$ and is of excellent quality.

## The Music Section

CHR's Most Accurate Music Information Begins on Page 55

with his GM Bob Reich. "Bob and I really let our promotional energies flow around the station, and it seems as if everyone picks them up. We are just like the Yellow Pages... we never stop selling the station."
Bob commented, "This wàs a Beautiful Music station a couple of years ago, but E-Z Communications President Art Keller and Executive VP Alan Box, along with Comptroller Woody Allen, have seen to it that the station gets what it needs.'

I asked Bob what makes B97 resist the temptation to increase its eight-minute spot load? "Everytime the station is sold out, I raise the rates. In the first year, we adjusted the rate card upward five times. By far, we are the most expensive buy in New Orleans, but I feel we're well worth it. We don't play with the card; we stick with the rates. This past February, while many stations were hurting, we were sold out.'

The station is consulted by Burkhart/ Abrams/Michaels/Douglas \& Associates. "We work very closely with Dwight Douglas, and Dan Vallie's input is invaluable. I can't take all the credit. for the success, as this is a team effort from Bob Reich, Dan Vallie, Assistant PD John Volpe, MD Jerry Lousteau, and the whole staff. We're working real hard to stay on top in New Orleans," concluded John.

## Motion

Chris Van Dyke, PD at KSET-FMIEI Paso ap points Cat Simon as his Assistant PD. Cat continues morning drive at KSET-AM as well as programming for the FM. Also Woody Wood is named MD for KSET-FM . . Stan Castles is upped to PD at KSEL-FM/Lubbock, and former PD Steve Coggins is elevated to Operations Director for KSEL-AM \& FM.
WQUTIJohnson Clity MD John Larson leaves for a similar siot at WFHG/Bristol . . . Stevie Mitchell, formerly with KFI and KIOQ/Los Angeles, is now avallable at (919) 273 -7579 ... Larry Ryan returns to KEEL/Shreveport to do mornings agaln from across town at KCBL . . . Condolences for WBLIILong Island sales rep Jesse Wynne who passed away
KaKalOmaha lineup from PD Mark Evans: 6.10am Dave WIngert, 10am-2pm Greg MacArthur, 2.6pm "Woody," 6.10pm J.J. Taylor, 10pm-2am "Supermouth," and 2-6am Rlck JetIrey . . . KRKR/Kansas Clity lineup: 6-10am Dave Matthews, 10am-2pm PD Paul Sebastlan, 2.7pm Marty McGraw, 7 -midnight "Marcus," midnight-6am "Suzanne," and G. Alvin Long does weekends.


KKRC-FM PAINTS THE TOWN - Recontly KKRC.FM/Sioux Falls acquired 20 tickets to see Columbia's Loverboy in concert. To win the tickets, contestants had to show up with KKRC.FM somewhere on their bodies. Shown are two listeners who went so far as to paint themselves up to form walking billboards for the tickets.

## TRANSACTIONS

## Katz To Buy WSYR For \$5.1 Million

R\&R has learned that Katz Broadcating has agreed to purchase WSYR-AM \& FMISyracuse from Newhouse Broadcasiling for $\$ 5.1$ million, sublect to FCC approval. The rapidly expanding company, which recently agreed to purchase wDBOAM \& FM/Oriando from Outlet, will be up to six FM's and three AM's when these transactions are completed. WSYR has 5 kw at 570 kHz , while the FM operates wilh 100 kw al 94.5 mHz .
Cortland Broadcasting has bought WKRT \& WNOZICortiand, NY for $\$ 1.35$ million from Crown Broadcasting. Cortland is a parmership between Burbach Broadcasting fowner of WCCK \& WEYZErle, PA and WXILParkersburg, WV) and Garrott Radio, owned by Larry Gerrett, GM of the Enie stations. Crown owns five Southern stations and is awaiting approval to buy WPJS \& WDIXIOrangoburg. SC. WKRT is on 920 kHz with 1 kw days, 500 w nights; while WNOZ has 20 kw with a translator in Ithaca, NY, and is located on 99.9 mHz Broker was Kolth W. Horton Co.


CHUBBY CHECKER'S "RUNNING" IN PUER 10 - MCA recording artist Chubby Chockar stopped in to KDZA/Pueblo to say thanks for the airplay. Picturad (1.r) are MD Rip Avina, Chubby, and owner/GM Tony Splcola.


## The Single

# GBery <br> and 

Tagether in Perfect Harmany

fram the L.P. TUG OF WAR an Calumbia Recards 7C37462

## AOR Market Summary:

Hartford $=1$,
There's an interesting AOR battle going on in Arbitron's 41st-rated market. In one corner is WHCN, a 13 -year rock legend and Superstars affiliate, and the traditional format ratings winner. In the other corner is a very feisty contender, WCCC-FM, around since the mid-seventies but back in the ring with a substantial facelift courtesy a new PD. In the last Arbitron results (Fall 1981), WHCN rose $6.2-6.5$ while WCCC-FM gained 3.6-4.9. With new WCCC PD Lich putting in his music systems a month after the sweep started, his station's subsequent ratings rise represents the first formidable format competition WHCN has had in years. This week I spoke with both Lich and WHCN PD Daniel Francis Hayden
about their respective stations.

## WHCN: Going In For The Kill

Daniel Hayden's radio background spans 13 years and several formats; WHCN is his first AOR experience and his first experience with the $\mathbf{B / A / M / D}$ Superstars organization. "They're valuable as advisors, just as a lawyer is valuable to someone facing a legal transaction. The consultants provide an objective ear and a second opinion. But the success of the station is more a function of how well their research is utilized by our staff - they our success.
"It's hard
good airstaff," Hayden continued. "It took me one-and-ahalf years to put this staff together. They're Daniel F. Hayden all former PD's, so they understand our goals and how to get us there."

## Broad-Based R\&R

WHCN's goal is to dominate $18-34$ adults, which it did in the fall ratings sweep. The station also pulls in strong teen numbers with its tight rock and roll programming. Hayden stated, "These days WCCC is very conservative and cautious, very tight. So we have to play it fairly safe. Our record library is larger than theirs; about 1000 albums, so we remain the broader-based station. We still take pride in finding new artists and songs to get behind."
"To get 18+ listeners, it's important to be their sole source for all the information they need to get through the day." - Daniel Francis Hayden

Musical choices are a result of instinct and some forms of research. "My MD, Bob Bittens, is real thorough." Hayden reported. "He spends a lot of time doing sales reports and gathering request line information. Whenever we do a promotion that can incorporate research questions, we'll do so, though we don't have an ongoing music research system. If I found a way to free up more time for myselfo or a full-time person, we would probably do it. It's strictly a question of available manpower."
WHCN's music is dayparted and adjusted throughout the life of each song. Hayden said, 'AC/DC's 'You Shook Me' is just fine for morning airplay, but 'Big Balls,' although a less rocky song, wouldn't get
played till later in the day because of its content."
He continued, "We try not to overserve the younger end of our audience; there's a constant balancing act going on. The mood is consistent: a rock and roll party. I want my jocks to reflect and be in sync with the music played."
News And Special Programming
Aside from the music, WHCN projects its image through a commitment to news and special programming. Hayden reported, "To get $18+$ listeners, it's important to be their sole source for all the information they need to get through the day. So we do morning and afternoon news breaks. We're also an ABC Rock Network affiliate, using them as a news voice/actuality service. Except for 'King Biscuit' and the 'Super Groups' concert series, we don't use the network's lifestyle offerings. I'd rather duplicate that material on a localized level, working it into the news and information we produce. We often listen to the features and use them as
AGE WHCN :
$12-17=28.9 \%$
$18-24=26.3 \%$
$25-34=0.0 \%$
$35-44$,
$45-54=1.1 \%$
$55+10.0 \%$
$12+$ TOTAL 9,000
idea springboards for doing similar features ourselves with a local slant."

## Promotions And Contests

WHCN takes its image to the street in a number of ways, among them the traditional bumper sticker and T-shirt campaigns, and a regular TV spot buy. "The most successful thing we do." Hayden revealed, "is get our jocks on the streets whenever possible. For example, when Ozzy Osbourne concert tickets went on sale, the kids were lining up the night before on a real cold night. We rented a pick-up truck and took a huge container of hot chocolate down to them to let them know we were thinking of them. We get a lot of mileage out of those.'
On the air, WHCN is not averse to doing contests that incorporate interesting production while not cluttering the airwaves. Last year the station held a mail-in registration for a series of prizewinning trips around the world; the promotion's theme was "the station that's going places." For the current sweep, the contest is "Rock Dreams." Hayden described it as "a fantasy-come-true contest, inspired by Jack McCoy's 'Last Contest' and incor-

## Records Organizes Radiothon

0ver the next few months you'll probably hear a lot about R.O.S.E. Radio Organized for Solar Energy is a radiothon that has been organized by independent record promotion people Eddie Humber and Dede Whiteside, aiong with former KTYD/Santa Barbara MD Laurie Cobb. In addition, regional indie album promoters Craig Lambert, Wynn Jackson, Ronnie Raphael, and Steve Leeds are helping to distribute information about the unique promotion. R.O.S.E was concelved by its founders as a means of increasing public awareness of the energy dilemma and a possible solar solution. All proceeds of the radiothon are earmarked tor the Solar Lobby's media campaigns.
Kick-oft date is May 2, with the radiothon running through May 9. The extent of each station's commitment will be to run prerecorded rock artist
 promos provided free of charge to the stations. Addifionally, stations are encouraged to create their own promotions to benefit the radiothon.

Already committed to voicing promos are such artists and acts as Donnie Iris, Tim Goodman, Michael Stanley, Survivor, Tommy Tutone, Jefterson Starship, John Hall, Bryan Adams, Le Roux, and Point Blank.

Stations already signed up for the radiothon include KGB-FM/San Diego, KGONIPorland, KFMG/AIbuquerque, KSJO/San Jose, and both KMEL and KROR in San Francisco. The organizers hope to attract over 200 AOR's by the time the radiothon airs. For more information, contact the regional AOR reps listed, or organizers Humber, Whiteside and Cobb at (707) 585-2105.
porating some really elaborate production. There are 20 different rock lifestyle dreams-come-true the listeners can choose from. One will allow him to win a stock car race, get champagne and a trophy, and be photographed next to the local beauty queen. Another will send the winner scubadiving inside New England shipwrecks. Each contest has a number and when we give out a phone number (which changes throughout the contest) he has to call and give the number of the contest he wants to win. It's a great promotion that encourages listening.'
Hayden finds the AOR battle invigorating. "WCCC is certainly getting its act together, which means we have to work a little harder. But I have a great staff, and my GM is totally behind our programming efforts. The amount of anticipation going into this sweep is like going into the Super Bowl - we're ready to kill!"

## WCCC-FM: Restructuring For The 80's

WCCC-FM is a worthier opponent for WHCN than it has been in years. The station switched PD's last October, beginning a series of changes that has already shored up the station's ratings. PD Lich recalled, "When I was named PD, the music was very disjointed. Jocks were going from Led Zeppelin to Arlo Guthrie or Cat Stevens. I didn't think that approach was geared for 1980's radio or the 1980's audience. I can't say that what the former PD did was wrong; he obviously believed in what he was doing.
 But the playlist often Lich had up to 85 currents, including up to 15 new acts a week! I don't put limits on the number of records I'll add in a week, but they have to have real substance. To add just to add doesn't make sense. It's not fair to the artist or his music, and it's certainly not fair to your listener, because he just can't absorb that much new material in a week. Average listeners just don't listen the same way active music fans do.
"So, it was just an overall difference in personal philosophies; mine was night-andday from Paul Peyton's. On my first day as PD I pulled out 3500 albums from the library; all the dead weight. Now there's closer to 500 albums available for airplay, and rotations to guarantee a certain amount of exposure to the music."

## Listeners Come First

He continued, "I don't think we had been
considering the listeners' feelings enough in our programming. Radio isn't playing what we want to give the listeners; it's playing what they want to hear. The listener can go anywhere on the radio dial he wants at any time. If he gives you the gift of his listener ship, that's a privilege and I'd better show him I appreciate it by making him feel comfortable and a part of what we do."
"Radio isn't playing what we want to give the listeners; it's playing what they want to hear.'

- Lich

Accordingly, the WCCC jock approach is "warm, personal and sensitive," according to Lich. "We don't have clone announcers that parrot what other announcers say. We don't just throw the music at people; we ex plain it to them, give them a bit of artist background, to enhance their listening experience."

| AGE WCCC-FM : |
| :---: |
| 12-17 $26.5 \%$ |
| 18-24 |
| 25-34 $\longrightarrow$ - $25.0 \%$ |
| 35-44 = 2.9\% |
| 45-54, 0.0\% |
| 55+ , 0.0\% |
| 12+ TOTAL 6,800, |

Listener response to the abrupt change in WCCC's style of AOR was overwhelmingly positive, according to Lich. "After busting my ass to put everything together, it's real rewarding that the listeners have put their trust in us. And I'm not finished giving to them; I'll give them as much as I can. I don't give just $100 \%$; anybody can give $100 \%$. The guy that can give $200 \%$ is the guy that accomplishes things. I love what I'm doing; I'm obsessed with this job. I just want to learn as much as I can and keep pleasing the listeners.'
In an AOR battle as competitive as Hart ford's, the winner's bound to be the listener.

Coming Next Week: You've just lost your radio job. What's the fastest, most effective way to. get noticed and get hired? Next week we'll speak with several AOR PD's about what works and what won't in airchecks, resumes, and personal meetings. Before you start job-hunting, read next week's column.

## EVOLUTION

Michael McConell is exiting as PD of WTUE/Dayton: Dave Luczak is the new PD from mornings ... Ross McDonald is upped to PD from MD at WAQY/Springfield, as Bob London gets MD post. . Rick Allen is named MD for KWFM/Tucson... Walt Pelton is upped to Promotion Director from nights at WQBK/Albany, where Jeff Bellinger is named News Director from WTRY/Troy...John Roberts joins WLUP/Chicago from KUPD/Phoenix as Research Director...Gary T. joins KZEL/Eugene from KOME/San Jose for middays. . . Former KSJO/San Jose air personality Geoff Nimmo is named PD of KYAM/Guam...Stacey Isaacs joins WIMZ/Knoxville for overnights from WRXL/Richmond. . .Pamela Koltz is nam-

## AOR Reporter Profile

## MD/PD: Cindy Paulos

Power: $\mathbf{1 0 0 0}$ watts
Consultant: none
"KVRE-FM is a station that plays great music; we try to make it the best radio station in the country. We believe in ourselves and in our DJ's. We have a totally unique sound which is reflective of our community. Our jock staff is made up of radio veterans who are here because they always wanted to do radio like this. KVRE is special because it was created as an alternative to the San Francisco stations (whose signals do come into Sonoma County). We expose our listeners to a wide variety of music and we take chances. The DJ's have a lot of freedom, and we trust them because of their experience and good judgment. The staff doesn't get paid a lot, but we're living in paradise here in Northern California and that makes up for the money. We're a ma and pa operation; ma and pa just happen to be young radio junkies that want to put everything they have into radio. I'm ma, act as PD/MD, and also am part owner of our corporation, Visionary Radio Euphonics. Pa is John Detz, who pioneered one of the legendary progressive radio stations, WABX/Detroit, and then took KWST/Los Angeles to rock in 1975. He's the major owner/President/GM of KVRE.
"KVRE provides a positive lifestyle for people in Sonoma County. We're very involved in the community: we have monthly $\$ 1.01$ concerts featuring topflight entertainment. plus free concerts in the summer.
"KVRE's music is based on quality, and we don't limit the amount of new music we play. We try to balance new and old music, and we found that we can satisfy a wide demographic portion of the audience in this way. Our audience is extremely responsive and loyal. This pays off in sales; we find record sales in local stores reflecting the new music we add. We play rock, jazz, blues, oldies, and country with an emphasis on quality and quantity and flow. We found that people do like to be turned on to a wide variety of music if it's presented in the right context and with care. The word care is very important to us because we really care about people, music, and radio." - Cindy Paulos

## The Music Section

AOR's Most Accurate Music information Bogins on Page 45
ed Programming/Promotion Assistant for WLUP/Chicago...Michael Knight joins KRQR/San Francisco for weekends.


TRIUMPH DISPLAYS MAGIC POWER AT WDIZ - RCA's Triumph played guest DJ's at WDIZ Oriando during a recent concert stopover. Pictured (l-r) are station's Mick Dolan and group's Gil Moore.



ALL DRESSED UP AND SOMEPLACE TO GO - Pictured is KMEL/San Francisco air personalty Alex Bennett, dressed for the Bay Area Music awards, with companion Grace Slick of RCA's Jefferson Starship, which won several awards including best band

## COLOR

BIGGEST APPLE EVER: KLAQ/E Paso cosponsored a contest to find the area's most popular schoolteacher. Listeners were asked to write in fifty words or less why their teacher was the area's finest. The station chose the winning response whose sender received an expenses-paid trip to New York City for four. The teacher won use of a Datsun 280ZX for a year, while the school won $\$ 1000$ cash for supplies and equipment.
ROCK AND ROLL WEDDING: WQXM/ Tampa has arranged an elaborate promo tion that will award a wedding to a pair of listeners. The promotion, open to everyone wanting to be married or remarried, will provide bridal outfits, flowers, photographer, a reception for 98 complete with food and rock band, and a seven-night honeymoon in Nassau. Listeners write in to register, with ten being picked as finalists. They'll play a "Wedding Game" take-off of the "Newlywed Game" before a live listener audience, who will help choose the winning couple.
93 ROCK MUSIC BLITZ: KOLL/Gillette is holding a contest that asks listeners to call the station and guess the artists represented on a ten-song excerpt clip the station plays hourly. Correct guessers win a cash jackpot which grows whenever an incorrect guess is given

CONCERTEACONVERSATIONS

## BROADCASTS: Duke Jupiter on WMMS/Cleve

 land ... Kasim Sulton on WLIRILong island. CONVERSATIONS: Renalssance on LOVE 94/Mlaml ... Rick Springileid, TIm Goodman, Tommy Tutone, Bryan Adams, Paul Collins on WIOTIToledo... Angel City on KILOIColorado Springs... Loverboy, Aldo Nova, Streetheart on CITI-FM/WInnipeg . . . Rods on WSYRISyracuse . . Charlie Daniels Band on WXAT/Chica cuse ... Charlie Daniels Band on WXRTChicaSanta Rosa ... Son Seals on WOBKIAIbany Toots \& the Maytals on KTIMISan Rafael Missing Persons on KLOS/Los Angeles"Jenny Jenny, I changed your number: 591-WMET!" WMET/Chicago production wizard Bob Stroud cut a version of Tommy Tutone's hit song that substituted the station's request line number for the one in the song ... WIOQ/Philadelphia morning man Harvey just released his fourth annual "Harvey Awards" compilation, with the help of 250 7-11 stores, which distributed the commemorative programs. Among his choices: "Best new bank account: Rick Springfield," or "Biggest drums ever recorded: Phil Collins, 'In The Air Tonight' " . . WXKE/Ft. Wayne is attempting to organize a flood relief benefit concert. Interested artists should contact PD at (219) 484-0580 . . . KREM/Spokane bought out 12 performances of "Raiders Of The Lost Ark," giving the tickets away at four retail outlets...WRIF/Detroit just awarded a fourth listener $\$ 5000$ in its current promotion, which promises to pay listeners $\$ 5000$ if they catch the station playing less than five songs in a row ... Why doesn't this happen to everyone? When former KZAP airstaffer Tom Cale returned to

Sacramento radio from KLOL/Houston, he got a hero's welcome from new employers KROY-FM. He was greeted at the airport by a marching band, a stripper, and a singing telegram. A helicopter flew him to a limousine for a ride to a 97 -cent beer party with listeners to welcome him to town. The day was capped when Tom rode the KROY firetruck in a St. Patrick's Day parade George Thorogood \& the Destroyers were special guest artists at a recent WCOZ/Boston free listener party... WHKC/Evansville just climaxed a five-week air guitar competition by awarding a $\$ 1300$ stereo system, $\$ 500$ cash, and pizza for a year to winners . . . KRQR/San Francisco is sponsoring the former KGB Chicken in a local appearance to perform on the air and at a Giants vs. Dodgers games . . . Happy 14th AOR anniversary to WBCN/Boston... Slerra Records recently released a live Gram Parsons album that was originally recorded for a WLIR/Long Island broadcast back in 1973, six months before Parsons's death. It's the only live recording of Parsons with Emmylou Harris.

## Adult/ Contemporary

 0JEFF GREEN

## 9 A/C'S IN SALT LAKE ADI

## Want Competition? Go To Salt Lake City

The highly-publicized ratings battles among major market stations often overshadow certain secondary markets, where competition is sometimes far more intense than many broadcasters realize

What 's intense? Three, four contenders of the same format targeting for the same demos? How about the Salt Lake City area loaded with nine A/C stations, six in the metro! Generally, markets the size of Salt Lake (rank: 44) offer three or even four A/C stations. But with the surrounding communities of Ogden, Provo, Orem, Murray, and the other towns in the ULah Valley the Salt Lake area is not only rich with A/C listening, it's possibly oversaturated.
Here is the ranking among the nine $\mathrm{A} / \mathrm{C}$ stations, taken from the fall $198125-49 \mathrm{Ar}$ bitron ratings

| Rank | $12+$ |
| :--- | ---: |
| 25-49 | Share |
| 1. KSL (AM) | 10.5 |
| 2. KALL (AM) | 7.2 |
| 3. KISN (FM) | 4.6 |
| 4. KALL (FM) | 3.5 |
| 5. KDAB (FM) | 3.2 |
| 6. KPRQ (AM) | 0.5 |
| 7. KDOT (AM)* | 0.0 |
| 8. KEYY (AM)* | 0.0 |
| 9. KLZR (FM)* | 0.0 |

We're primarily a music station, with no sports and light news. We really daypart for available lifestyles. but our specific target is a 30-year-old female. We won't play music that appeals heavily to teens, unless it serves this direct target.
Because of our
 much earlier than the other stations. When looking at these new records, we often let the air personalities evaluate them as well. It's like the old record listening sessions radio used to have. You've got six people listening and giving their input, not just one or two believing in a song. We involve the entire group that will be dealing with that material in the days ahead
I feel there are a lot of misconceptions among other stations about $\mathrm{A} / \mathrm{C}$ in this market. Many people thought we were going to end up as "mellow" rock, and that doesn't have to be our only course. As long as you make sure your artist imagery appeals to your target, I don't think you have to be mellow to be adult.
With competition like we have here, you can't just "go after adults," either. Unless you key on a specific audience, develop a profile, conduct marketing studies and coordinate large-scale promotions marketed to those selected lifestyles, you can expect a lot of financial problems. I don't see many stations here marketing themselves very effectively or efficiently.

## Progress

## Station News

WCBM/Batitimore has adopted an all-news presentation in morning drive..WGBSMMIaml has affiliated with the Mutual Broadcasting Systom. Winning an Honor Certificate from the Freedoms Foundation is WMALWashington. DC. . KFMASAn Diego has been named the winner of this year's UPI Broadcast Award for "Best Public Service Reporting," presented by the UPI Broadcasters of Nevada and Califor. nla KLDR/Denver has changed call letters to KKBB.. WCFLJChicago is the winner of two 1981 Illinois UPI Awards in the Radio Documen. tary and Radio Investigative Reporting categories.. Longtime Adult Contemporary station KASIIAmes, IA has made the switch to Country WSNI \& WRCP/Phlladelphia have moved to One Bala Plaza, Bala Cynwyd, PA 19004

## Air Personalities

WZUU-FM/MIIwauke MD BIII Shannon has switched from doing middays at WZZU.AM to middays on the FM, while part-timer Don

Rockwell is now doing 6.10pm full time "Big" Tom Parkor, air personality with KYUUISan Franclaco, will make his TV series debut on "Celebrity Pets". . Gary Ross, who handles the 3.7 pm airshift at KSD-FM/SL. Louis, is currently appearing in "Twelve Angry Men" at the Webster Groves Theater there Rlchard A. Shockley Jr. joins WLTYFM/Norfolk to cover the afternoon drive, leaving behind a PD position at WZIXIYork.. KOGOISan Dlego welcomes Robert M. Chenault to host the $7-11 \mathrm{pm}$ airshift. He comes from KXAM/Phoenlx, where he was PD and midday man...Terry Hendrix joins WRVR/Memphis as overnight personality. Previously he was PD of WMUFIParis, TN... WCLR/Chicago's new all-night personality is Mike Roberts, who was most recently attiliated with WYEN... WISN/MIIwaukee has named Doug Carrick to do the late-night taik show.WORC/Worcester's lineup is as follows - Monday-Friday: Dave O'Gara 5-9am, Tony Arden 9am-2pm, Al Brodie (MD) 2.7pm, Jerry Martin 7.11 pm . Weekends: Mike Leland and Stan Hilton.

"Stations that perform poorly or fail when an advertiser does try them represent an image problem for the radio industry as a whole.
so they must either learn how, or suffer the consequences.

## KALL-AM \& FM

AM: 5 kw days/ 1 Kw nights @ 910 Khz
FM: 24Kw @ 94.1 Mhz
Corporate Director of Broadcasting:
Paul Engman (PD: 7 years)
On the AM, we've been essentially doing a similar format to KSL for 15 years: fullservice, Adult-Contemporary radio, with a long-standing commitment to personality.
The major difference between us and KSL is that we see ourselves as Salt Lake's radio station. Our central thrust is the metro, and we concentrate on the lifestyle of our target demographic in Salt
 demographic in Salt Paul Engman Lake City proper, whereas KSL's reach is much broader. We're kind of the hometown kid, with a total involvement with whatever's happening in this community. As a full-service station, the $A M$ is heavy with features, sports, talk, old radio shows - you name it.
"Some of these stations will fail, and with it comes the failure of radio itself.'

- George Lemich

Aside from mornings, when it simulcasts with the AM, our FM station leans heavily on music and music specials. We've employed Surrey Communications. research division for some market studies, but we're not doing record research.
Because we don't get very good record service and never have, both stations are supplied music by Peters Productions in San Diego. Most of our music comes on reel, but occasionally we add and change things as needed. They're a very good syndicator for us.

KSL
$50 \mathrm{Kw} @ 1160 \mathrm{Khz}$, Clear Channel
PD: George Lemich ( $4+$ years)
KSL began as a full-service, adult
mainstream, popular music station sixty years ago. I think KSL and KALL target the same lifestyles but go about it differently Our approach could be perceived as being a little more traditional.

Our success can be linked to the great number of talented people here, many who have been here for several years, even decades. That kind of consistency. plus constant innovations, contribute to our winning ratings.
 Management places heavy emphasis on news and information, but also feels the ability to entertain and be part of the community is critical to success as well.
There are differences among all the $A / C$ stations here, but the most significant contrasts are in the approaches. Still, most of our competition uses music as its chief programming element, as news and information are definitely among our strengths.
Salt Lake has always been a competitive market, but the battle has grown more sophisticated, and there are also more stations now in the fight for a larger slice of the pie. The problem now is that everyone is after the same segment of listeners.
As a result, some of these stations will fail, and with it comes the fallure of radio itself. Radio is always struggling for an image in the marketplace. When advertisers perceive radio not as a primary, but as a secondary medium in many cases, stations that perform poorly or fail when an adver tiser does try them, represent an image problem for the radio industry as a whole not just for the individual stations involved
We have to have successful stations serv ing all communities, no matter where they are. It takes a long-term commitment and fulfillment of the needs of those communities. Stations marching into this A/C battle might look to the other formats which could be successful here

## The Music Section

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

## T.G.'s 'Finally'

## Crossed Formats

| WPGC add | WDOQ add | Q104 deb 30 |
| :--- | :--- | :--- |
| WVIC add | WBBQ deb 29 | WAEV 29-26 |
| KKLS add | FM100 add 29 | Z102 35-31 |
| Z93 28-24 | KX104 add | 95SGF on |
| 94Q on | WMAK-FM on | WFOX on |
| Q105 26-23 | WOKI 39-36 | WCGQ on |
| WCKX 28-25 | WQUT on | WISE on |
| KXX106 deb 25 | WAYS on | WFLB add |
| WZYP on | WRQK on | Q101 add |
| WHHY-FM deb 27 | WNOK-FM add | KVOL on |
|  | CK101 deb 39 |  |




We have. The T.J. Martell Memorial Foundation for Leukemia Research is the only charitable organization totally supported by music industry contributions. It is our charity. And the fight against leukemia is our fight. A dreadful blood disease $_{\boldsymbol{r}}$ it took the life of T.J. Martell, son of CBS Records Vice President Tony Martell. Inspired by his valiant fight, a group of record company executives established the T.J. Martell Memorial Foundation in his memory.

Since the Foundation's beginning in 1975, a Research Laboratory has been established at New York City's Mt. Sinai Medical Center. The staff of researchers, led by Dr. James F. Hollañd, has made truly incredible strides toward conquering leukemia and other cancers through chemotherapy and chemoimmunotherapy, and has become the focal point of leukemia research within the international medical community. None of this could have been accomplished without your contributions of over $\$ 3,000,000$.

It's expensive. But it's worth the price. Through the continued support of the music industry, we know that the cure for leukemia can be found. We've asked everyone in America to "Give The Gift Of Music". We're asking you, if you really care, to "Give The Gift Of Life".

## The T.J. Martell Memorial Foundation for Leukemia Research 1982 Humanitarian Award Dinner in honor of Terry Ellis and Chris Wright

This year, Terry Ellis and Chris Wright, co-chairmen and founders of the Chrysal is International Group of Companies are the sixth co-recipients of the Foundation's annual Humanitarian Award. The 1982 T.J. Martell Humanitarian Award Dinner will be held oń Saturday, April 24, at the Waldorf-Astoria in New York City.

## Entertainment

The entertainment will be the Broadway Cast of "Joseph And The Amazing Technicolor Dreamcoat". The evening will also be assisted by Pat Benatar, Debbie Harry, Ian Anderson and Leo Sayer:

## 1982 Foundation Patron

Each donation of $\$ 10,000$ or more creates a 1982
Foundation Patron, allowing the T.J. Martell
Memorial Foundation to put more of medicine's most capable and gifted minds to work on curing leukemia and other cancers.

The Terry Ellis and Chris Wright Research Fellowship
Each special contribution of $\$ 5,000$ brings a Terry Ellis and Chris Wright Research Fellowship, enabling the Foundation to train more specialists.

Please support us.
We want to wipe out this dreadful disease now.
T.J. Martell Memorial Foundation for Leukemia Research • 730 Fifth Avenue, New York, N. Y. 10019 - (212) 245-1818 For further details, contact Muriel Max, Director of Development

## FROM THE INSIDE LOOKING AHEAD

# Album-Oriented Country Format Makes Tracks 

Last week's interviews with record label executives Joe Galante Nick Hunter, and Joe Casey pointed out the emphasis most record companies are placing on album product today, as opposed to the singlemindedness of years past. Radio, too, has begun to change with the times as several variations of album-oriented country formats have sprung up in various parts of the country

How successful are these spinoffs and how do they fit into the future of Country radio? To find out, I spoke with three programmers who have branched out from the single-record approach to country music by including a good portion of album cuts in their programming. They each have their own unique approach to this hybrid format and, as with any pioneering effort, trial and error is often the name of the game. However, they all agree that AOC is definitely a viable format whose time has finally come. But let them tell you in their own words.

## Larry Yurdin, PD

KFAT/San Jose, CA
Although KFAT has gone through a lot of changes, it began with the concept of album-oriented country in August 1975 and is the oldest existing AOC station to my knowledge. At the moment it's unlike an earlier KFAT in that it's a very structured and researched format, but it's a format that is designed to be to Top 40 Country very consciously what a classic successful AOR sound is to CHR or previously Top 40. KFAT music is a sound that is
 primarily country but Larry Yurdin not getting hung up on whether something is marketed as country or not.
We look for a sound and a consistent feel. However, it's not like the early AOR's in that it's not freeform with each DJ acting as his own program director. There is a rather sophisticated system of index cards in different colors and coding and a flow chart that's different for each hour. Every hour is dayparted totally different from every other hour, but most of the dayparting is relatively arbitrary to prevent redundancy rather than for specific reasons. There is more of a country boogie and even bluesy kind of feel to the music after 9 pm , but it's very subtle dayparting.

There's a playful quality to the music, not that it means there isn't a place for classic honky-tonk, crying-in-your-beer songs, but
"We don't think of it as a throwback to the days of early freeform AOR, but rather as a new split or spinoff from Country radio for the 80 's.'

- Larry Yurdin
the feel of the station is very up and very goodtimey. There's a lot of whimsy and off-the-wallness. For example, we have about one novelty cut per hour. It's like Dr. Demento but not as sophomoric and with a more country flavor to our choices. There's an album of slightly suggestive, very funny western swing songs from the 1930 's by a
band called Hartman's Heartbreakers which would fit into that category. We also play cuts from Bill Boyd's Cowboy Ramblers, the Light Crust Doughboys, Spike Jones, and Patsy Montana, which gives you an idea of a certain part of what KFAT's all about!

People who listen to this station expect an element of the outrageous, and there's also the idea that there are $25+$ males who want a hint of rowdiness in a certain sense. The audience that traditionally has been most successful with the station is 25-49 male. From Arbitron's "Qualidata" study we found that our listeners tend to be very educated and very successful. The typical KFAT listener is either a married couple with no children or a single person who is making a great deal of money but rents an apartment and has lots of money to spend on luxury items.

In fact, we wound up as the station whose listeners have the highest disposable income and, among males, the largest percentage of management and supervisory personnel of any radio station in the Bay Area. Some of the categories don't fit in with people's image of what Country radio is supposed to be. Generally our sales people tend to sell us as a kind of white collar country


I think that there is an enormous audience that are AOR burnouts and have been turned on to a lot of music that would be classified as country. However, at the same time, the reason that in most markets so-called soft AOR formats failed is that they tended to be very insipid and very dull, What we're doing here is taking certain components of soft AOR and marrying them to certain country components and creating a vitality, a humor, and an excitement to the station. We don't think of it as a throwback to the days of early freeform AOR, but rather as a new split or spinoff from Country radio for the 80's.

There are a lot of people who listened to AOR when AOR was a lot more sensitive to folk rock, so what we do is take country product that works well with the Ry Cooders, the J.J. Cales and the Little Feats, which would include George Jones and Merle Haggard, and, song-by-song, incorporate it into the playlist. What we tend to avoid is "Vegas Country" or "Formula Country"
and the $A / C$ Country crossover sound. Instead we look for a kind of Country AOR crossover sound, and I use AOR advisedly because we don't really rock out. There are maybe one or two cuts recorded by say a Lynyrd Skynyrd or a Z.Z. Top that would fit what we're doing on a rare occasion, but most of their music would be considered too rock and roll for the format. On the other hand, the only thing we play by Glen Campbell is "I Love My Truck," because that was obviously a "FAT" song. The term "FAT music" is used both by listeners and internally in the station as really almost a quality that people who listen to us have gotten used to.
We do weekly focus groups among people who are already listeners to gain a certain amount of perspective and get fresh ideas, and we also find out how articulate, involved, and knowledgeable so many of our listeners are. We also call a lot of record stores and have done some callout research, not specifically on music, but generally on format and artist identification and general awareness of different stations in a country direction. One thing that the clubs in the area are finding out is that if we play a lot of an artist, we're more apt to get an audience out to see that artist.
I would feel equally comfortable doing traditional mass appeal Country, but there's a real challenge here and something happening here that should be getting more national attention than it's been getting. I think eventually we could reach a point where the concept could work nationally; and if this station is playing a marginal role, it's only because KFAT may be a wee bit ahead of its time. There are at this point at least 20 markets where the concept could work considerably better than it can in the San Francisco Bay area, because this has never been a country market. We find that what people really want the station to be is an original, and people who may not even perceive themselves as liking country music listen to us because they think of it as a breath of fresh air. We're not talking about special interest radio . . .we're talking about the next leap in wide appeal $25+$ radio.

## Ted Sohier, PD

WDSY-FM/Pittsburgh, PA
The station has gone through a number of changes in the last couple of years as we've evolved from what started out as a syndicated "Beautiful Country" format back about three years ago. We've gradually eased into a more contemporary more upbeat format and, as we have done so, we've changed around the percentages of the different kinds of music that we play.


Ted Sohier About a week and a half ago we became a lot more hit and chart-oriented than we ever had before. However, a large part of the format still does come from albums, at the moment probably $20-25 \%$, which is back off from as high as $40-50 \%$ before.
What I've tried to do here is not to follow a lot of the accepted programming precepts. Why does every station have to sound like
every other one? We thought we'd do something unique, but we've gradually learned that there are reasons why people do things in certain ways. I think part of the problem we experienced before was an awful lot of unfamiliar music. While I, as a music fan, hope that the audience is willing to accept unfamiliar music and judge it on its merits, I think that we may have been shooting just a little bit high for the general audience. There really does seem to be a need and a strong reaction to a lot of familiar music, which has made us back off just a little bit on the amount of album material that we play. We're learning as we

go along why the majority of radio stations tend to do certain things in certain ways. We tried to do them in different ways and kind of got bitten by it, so we backed off a bit.

Ways that we are getting around or meeting our own felt requirement of playing a lot of album material is to not only feature new albums, but also to delve into gold albums. We try to be a more upscale, mellow Country format, so there's some kinds of material that we deliberately stay away from, not only in our regular currents playlist but also in the album material.
I often find that the album material that we play has more of the image of the radio station in it. You don't have a lot of choice in what the new singles are going to be, but
"It's unfortunate that radio, which should be setting new trends and developing new ideas, is so extremely conservative.'

- Ted Sohier
when you play tracks from the artists' al bums you get to choose which one you would like to present to the audience. So many artists these days are doing a wide variety of music from traditional styles to very crossover, pop-oriented stuff; and I think in choosing what album cuts we'll play we are making a statement about how we feel about country music and how we feel about our radio station.
Generally speaking, our targeted audience is 25-49, although we aim toward the low end of that. However we don't play anything that I would consider to be country rock since we're not going for the real young listener. The AOR stations here in town will play folks like Charlie Daniels because they feel that belongs on an AOR station, so we don't do that either, but we play the newer artists like Eddy Raven, Rosanne Cash and Rodney Crowell. We try to play not necessarily artists that cross over, although lately that has been the case. but artists that seem to be setting new trends in country. This is the only station in a town like this where you're going to hear it.

We're pretty evenly spread male and female, but we've always been a female-

## SOUND ADVICE FOR PROGRAMMERS!

## "TAKE ME TO THE COUNTRY"

 THE SINGLE WITH THE MESSAGE THAT HITS HOME byMELMCDANIEI


## ©0005ins

 BREAKER.MEL McDANIEL Take Me To The Country (Cepitol)

On 66\% of reporting stations. National Summary: Up 39, Same 22. Down 0, Debuts 16, Adds 14. RGR Chart: 47-42

## Inside Nashville



APRIL COOL: T.G. Sheppard went to Europe on a "shopping" tour, preparatory to a summer swing through Britain and Western Europe. . .Roger Sovine left the Welk Music Group to take a Vice President's chair at Tree Music; Bob Kirsch fills a newly-created position at the Welk Group as Professional Manager, Nashville Division. Welcome to Nashville, Bob. . . Bill Hall is Nashville Division Manager of that company ...Tom T. Hall decided to forego a groundswell of support urging him to campaign for the Democratic nomination for Governor of Tennessee this year. (But he didn't say he wouldn't do it later!) . . 75 stations are charter affiliates of the new Music Country Network, which debuted April 1, with WSM/Nashville the anchor station. Chuck Morgan will be the main host of the show: Al Risen will host the last four hours of the eight-hour nightly net work...Johnny Paycheck sued again, this time by Helen Espinoza, a Frontier Airlines stewardess, for $\$ 175,000$, claiming slander and assault. The incident took place before takeoff from Denver to Casper. The plane returned to the terminal, Paycheck and James Murphy, a band member, were ask ed to leave and took a later flight... When the Oak Ridge Boys cut their Christmas album last week, they wore Santa Claus caps and hung Christmas wreaths in the studio to get into the holiday mood. . . Musie Valley Wax Museum opens near Opryland April 15...Nashville's Mack Sanders added WI20-FM/Franklin, TN to his list of sta tions, which include WJRB/Nashville. WVOK/Birmingham, and WNOX/Knox ville... Long-ago Opry star Paul Howard underwent heart surgery in Little Rock's Baptist Hospital. You may write him there, or to Biff, Box 213, Brentwood, TN 37027.. Can you believe that Pat \& Shirley Boone have been married 29 years???.. Gloria A. Walker's first Nashville session was just released by Chet Snyder's MSK Records in Detroit, and is the first one, Gloria says, which didn't get away. "The last one I had they kept the record \& released me!
AIRLINES: Glen Campbell heading for the altar with Kim Woollen? . . Tanya still carrying the torch???...Did Anthony Quinn put that Johnny Rodriguez movie on hold because he's about to star in "Hem ingway" on Broadway???.. Do the Oak Ridge Boys really have a girl driving one of their trucks???... Charlie Daniels's 1982 tour is expected to gross $\$ 7.5$ million, performing live for over a million
people!. . Allen Tripp's "Love Is" is scoring impressively on national charts without national distribution. Fischer \& Lucus is now handling national sales on it... See Slim Whitman on David Letterman's show Thursday (4-1)...One morning recently I was pumping gas at a local filling station and saw Norm Anderson, longtime manager of CBS Recording Studio here. My humor was: "Well, I never thought I'd see you, Norm, pumping gas! How could it come to this??" That day I got a press release stating CBS Studio in Nashville would be closed in June. (Didn't know I was a prophet, did you?)... Loretta Lynn's second book has been put on "hold." After the phenomenally successful results of the first one, "Coal Miner's Daughter," she's got to have some priorities to put a second book on hold...The 1982 Country Music Festival this weekend (April 4), carried on 275 radio stations by satellite, benefits the National Kidney Foundation, dedicated to research, education, treatment and prevention of all types of kidney and urinary tract diseases. Ralph Emery hosts a bunch of stars again on this one . . Margo Smith now with AMI Records, with a debut single for the label scheduled to be released any day now...Didja know that Mesa Records' Karen Taylor started out as a jingles singer for the William B. Tanner Co., following in the footsteps of Rita Coolidge and Janie Fricke, who both used that position as a springboard to success
ODE TO "OUR LEADER": Wayne Edwards says they're killing thousands of armadillos in Texas to make handbags. Not fair, our hero says; armadillos don't hurt anybody. Now and then a giant one eats a Lone Star Beer truck, but the little ones are docile! If they need to make handbags that bad, why don't they use skunks? Skunks stink, they carry rabies, eat chickens and are a general nuisance. Besides, if you owned a skunk handbag, you could always find it . . . and who'd steal it???


KCBOT COUNTRY COWBOY - Well, someone grew up to be a cowboy, and it's none other than KCBQ/San Diego's Al Turner, whose "alter ego" is the KCBQ Country Cowboy. Al is pictured with several station winners at the KCBQ Disneyland Country Weekend.


# Album-Oriented Country Format Makes Tracks 

Continued from Page 34
oriented station because of our mellower approach to the music. That generally means you're playing more romantic-type music, which often will suggest that you'll have a more female audience. I think, though, that the males tend to respond to the newer music and to the album cuts more, so it's a little hard to tell.

The first three or four books we were in we did nothing but go up, and then we had two down books last fall and spring. We've drastically changed our approach by blowing off a lot of crossover material that we used to play because I think it tends to be confusing to the audience. We'd play artists that were not strictly country, like Melissa Manchester or Neil Diamond, and that's all going. This had little to do with the album content of the format, but was more of an identity crisis. We weren't country enough for the country folks and we were too country for the folks who might listen for the crossover stuff.
One indication we've had that it's work ing is that we've seen artists turn up regularly on our weekly calls to record stores that we know are only being played here. It's the little-known artists that will often tip us off that somebody out there is not only listening but likes the choices that we're making and is reflecting it in the album sales.
It's very much subjective looking for material that meets the requirements of the radio station, but I'm comfortable with that. I think a lot of people in radio who have decision-making positions either don't feel confident that they can do that or don't want to because it could lead to problems and they don't want to take the risk. It's unfortunate that radio, which should be setting new trends and developing new ideas is so extremely conservative. The people who run it, who should be willing to take chances and do interesting new things, are more willing to go to another market and listen to a successful station and come back and copy all the good ideas. Nothing's new and nobody wants to try anything new

## Jack Hansen, PD

KRWQ-FM/Gold Hill, OR

- We're sitting here in little Gold Hill, which is a town of about 900 people. It's kind of a unique situation but we have the most powerful signal in the entire area. Medford is the biggest city, but we cover Medford, Ashland and Grants Pass and probably have a population of close to a quarter of a million people here, so it's a pretty good medium-sized market. The two other Country stations basically use the Top 40 approach. People consider us a ittle more pro Jack Hansen gressive, but we'll still go back and play sonie of the old western swing
I had a feeling that we could capture a younger demographic with this particular format, and it seems to be working. Without anything to really base it on (we are presently undergoing our first ARB ratings, which should give us a better handle on it). we have thrown quite a few parties, and we find a good mixture of both young and older people. Our target demographic is $25-49$, but I would say we'd be at the low end of that scale, primarily $30-35$, but with a lot of older people too.
I do the morning show, and probably $40 \%$ of my show is album cuts because we're more traditional in the morning. Then as we move towards evening, probably half or in some cases a little more would be LP cuts.

We feature a lot of new albums, but we also play a lot of bluegrass, swing, and some progressive cuts too. Our library is still probably small compared to well-established Country stations who've been at it for years. However, it keeps increasing all the time, and we'd like to see it increase even more with improved record service. We have to keep convincing the labels that we're not a small-town radio station. we just happen to be based in a small town.
With not too much in the way of surveys to gauge anything by, our sales department has been going great guns. We've been selling where other stations haven't. I hope programming has a lot to do with it, but our

sales staff is excellent and uses a consultancy selling approach, so the combination of the two is what has made this really take off. We're doing very, very well financially
Marney Roddick has been surveying record stores since she took over as MD and in the bluegrass area the feedback we get is that we have definitely influenced sales. As far as mainstream music is concerned, it's really too difficult to tell. This is the type of programming that you could consider for either AM or FM because to me it really makes no difference. It's the quality of programming that I'm interested in.
". . . back in the 60's there just wasn't that much album product, and what there was was very weak. Now vou have some cuts on albums that could just as easily be singles.

- Jack Hansen

I've been in and out of country music for quite a few years and back in the 60's there just wasn't that much album product, and what there was was very weak. Now you have some cuts on albums that could just as easily be singles.
This has been a real treat here. The station has been unique. To me it's one of those happenings. We've just had a great time with the station, and everybody who works here is so enthused about it. Since we've been on the air I've come across all these other stations who are doing a similar format, but I had not been aware of them before we started here. This was something that I had done on my own, that I wanted to see come about, and the time and situation were right here. However, if I came up with this format. I assume that some other peo ple are doing it around the country too. I think this is a wave of the future. It's a whole lot of fun anyway!

## Black

WALT LOVE

## ACTION

## Black Radio Coast To Coast

- WIGO/Atlanta has announced the appointment of Mike Roberts, former Program Director of WCIN/Cincinnati, to the position of Operations Manager (see Page 3). Congratulations to Mike and to owner Ms. Dorothy Brunson - Mike could make the difference. PD Quincy Jason will remain.
- WCAS/Cambridge, MA (Boston metro area) has appointed Walter Cooper Program Director. WCAS is a daytimer competing with WILD, which is also a daytimer. Cooper says, "I'm really looking forward to the challenge and we really have some good exciting things we'll be doing in the future." WCAS has already started with a "Phrase That Pays" contest. "74 CAS Is The Sound I've Been Waiting For" is what listeners say to win the live-for-a-monthfree contest. The station will pay mortgage or rent and utility bills for one month. Also, WCAS will be giving away a car in the month of June - a 1982 Buick Skyhawk. It looks like Cooper and his staff and management are geared up to really give it their best shot.


WANM TOASTS MELBA - WANM/Tallahassee sent in this picture of a recent visht from Melba Moore, taken in the office of the President of Florida A\&M University. Plctured (1-r) are EMI America's Allen Johnson. Florida A\&M President Watter L. Sminh. "Honorary Rattler"' (Florida A8M's team name) Melba Moore, Stoney Productions Pres. Stoney Farrell, and WANM Program Director Joe Bullard.


KQIPHOENIX PARTIES WITH KOOL - Pictured after a recent Kool \& the Gang concert in Phoenlx fier KUKQ are the KUKQ arr staf. Shown i-r, rear) are KUKQ's Alex Santa Maria and Rick Nuhn, and Michael Ray and Charles Smith of Kool \& the Gang; (l-r, tront) two KUKQ listeners, KQ's PD Ed Hamlin, MD Steve Smith, Robert 'Kool' Bell, Clifford Adams of Kool $\&$ the Gang, two more KQ listeners, and Robert Mickens, George Brown, and Curtis Williams of Kool \& the Gang

- WDAO/Dayton tells us the first annual Winter Festival held at the Dayton Convention Center in February was a giant suc cess. Over 4000 people attended to view and patronize the 37 exhibitors' booths and see hourly free entertainment. The purpose of the festival was to raise money for the WDAO Benefit Fund and to spotlight black culture by featuring artists, craftsmen, food dance, fashion and theatre.
Special events included a Bar-BQ Chicken and Rib Cook-Off, and a "Mosey Contest" (contestants moseyed down a runway and showed off their best street walks) Prizes for contest winners included a waterbed, microwave oven, FM/AM cassette portable radio, $\$ 50$ cash, and other merchandise. A concert was held that even ing featuring Dayton's own Shadow.

Floods Submerge WLTH Transmitter



The floods of Indiana hit Gary recently and flooded the transmission base of the WLTH tower, putting the station off the air for $21 / 2$ days. WLTH refurned to the air at half power and will remain there until further repairs can be made. Pictured from left to right: Program Director Fred Moore, gospel air personality Abraham Rycraw, account executive Duane Cunningham, weekend DJ Lawrence Whittemore and air personalities Jan Wolf and Rlck Stevens, plus a photo of the flooded transmitter

## - Mike Roberts new OM at WIGOIAtlanta Changes at Pittsburgh's WAMO WLTH/Gary tower hit by floods $\triangle$ WRKS's Dennis "black achiever"



WBMX NIGHT IN CHICAGO - At a recent press party for the Chi-Lites, WBMX Director Lee Michaels introduced Chi Sound and RCA Records personnel. Pictured (l-r) are Lee Michaels, RCA's Jerri Lee, RCA's Jun Moon, Chl Sound National Promotion Director Gus Redmond, and Chi Sound VP/Producer Otis Leavill.

- More changes in Black radio, starting with 93-WZAK/Cleveland, which announced the addition of Ken Allen to its air staff. Ken was the Program Director of WAMO/Pittsburgh about a year-and-a-half ago. He'll be heard $10 \mathrm{am}-3 \mathrm{pm}$ daily. WZAK also aired a new music show recently called the "Salsa Connection," heard on Sundays from 8pmmidnight and featuring the latest in Latin music. It's hosted by Edwin Castro, a fiveyear radio veteran.
J.C. Floyd, Program Director of WAMO/Pittsburgh, announced some changes, starting with his going off the air to spend more time programming. Good for J.C.! Debbie Parker, former Music Director of WTMP/Tampa, is now part of the WAMO air staff. She most recently was an air talent with WIGO/Atlanta. Ms. Parker is a native of Pittsburgh. WAMO also has a new newsperson in the form of Ms. Liz Randolph from WGLC/Morgantown, WV. Ms. Randolph replaces Rene Kemp.


ROGER DOES IT AT WDAO - Pictured (1-r) are WDAO/Dayton Music Director Lankford Stephens, WB artist Roger Troutman, and Turk Logan, WDAO's Program Director

- We all know how tight security is at recording sessions, so I thought the following story might amuse you. Verdine White, of ARC/Columbia recording act Earth, Wind \& Fire, arrived at rehearsals for the band's current 50 -city tour of America. He was surprised to learn from the guard outside the rehearsal hall that he couldn't go in - Verdine White, the guard told him was already inside.
After convincing the guard that he was the real item, White discovered his name had been used to gain entrance to the band's top-secret rehearsals by an imposter, who was most apologetic when apprehended. Says White, "He told me that he was sorry he ruined my day, but that he really wished he could be in my shoes. I told him he could have my job. ..if in April he was willing to pay my taxes!" EW\&F could probably give us a lot of stories, but I thought that really took the cake.
- Our new reporting station KELP/EI Paso has announced its new Program Director, Estrella Flores, who hails from Kansas. Ms. Flores said, "I'm glad to be a part of this organization and am looking forward to the challenge."
-KPOP.FM/Sacramento will be taking music calls on Thursday only from llam2 pm . The persons to speak to are either Bill Jeffries or C.G. Barney.
- I would like to apologize to our new reporting station in Cincinnati, WBLZ-FM programmed by Harry Lyles. Somehow they were omitted from our list of new reporters.


## Milta McLean-

## Dennis Named

## "Black Achiever"

A Milta McLean-Dennis, WRKS/New York's Public Affairs Director, has been named this year's RKO General honoree at the 12 th annual "National Salute to Black Achievers in Industry." This celebration is sponsored by the YMCA of Greater New York to provide a vehicle for recognizing outstanding achievements by minority persons in supervisory, Milta McLean-Dennis professional positions in the world of business and industry. The project generates funds to support various youth programs offered by the Harlem branch YMCA to young people in the Harlem community.
Ms. McLean-Dennis first joined KISSFM as an intern in 1977. She was named Public Affairs Director in 1981 after working as an assistant in the News and Public Affairs Departments. Milta received her B.A. from Rutgers University and currently resides in Orange, New Jersey with her husband Vernon. The awards dinner honoring all the achievers was held March 25 at the New York Hilton

## The Music Section

## Black Radio's Most Accurate

 Music InformationBegins on Page 52

# Opportunities 

## Openings

## EAST

Morring personality for malor marker AC. Equally To PD, Box 16884 . Bntimorn MD 21200 EOE M/F

WTR-AM 1470 la now Scep TGTa foll and part-time. Send to Sieva Brookm, Box 200 21167 EOE M/F (42)
lon skille n muty TEAXCC. Oroanasy, Box 201 Williamson, WV 25081. EOE M/F (4-2)

Nowaperson needed with sharp ekllle in guthering Writing and announcing. Fult-rime poention. TER: Jim 13045. EOE M/F (4-2)

OC 101 troking for pert-tmers. TER: Don Davis, 1150 Connecticut N.W., Waethingtor, D.C. 20038 , 14-2

WCBM Metromedia's Baltimore A/C leader needs Production Director. Warm voice, creative mind, disciplined writing polished technique. Weekend airshift Production/air tape: David Arlington WCBM, Owingsmills, MD 21117 . (4-9)
strong production, greet plpes. Fulbtime opening coming to WRKI, Supersters AOR in Bridgeport. TER 30b Kocak, PD, Box 95. Danbury, CT 06810. EOE M/

WrREAnnapolle, rere opening for midday alr porormarlcopvwitar. Minorition encoureged. TER Chuck Bradley, WYRE, Box 1561. Annapolle, MD
21404. EOE M/F (3-28)

Experienced part-timere for kay wookend shite TGR to Joy Scotr. WRIE, Box 2072, ERIB, PA 16512
EOE M/F (3-26) EOE M/F (3-26)

Supopeople wanted at AM/FM combo. Deytimer, Superstars. No beginners. TER to Mike Allen, ND, Box 95. Danbury. CT 08810. EOE M/F (3-28)

Oen FM nesda air talent and PO. TER to Mark ME 04605. EOE M/F (3-26)

## Openings

## SOUTH

selee Maneger. Noed dmnmic, organized, dieciplined profonsional to motivath agency and retell Ataff
Rosumb to Sintion Monoger WSACMWKK, Box 70 Ft. Knox, KY 40121. EOE M/F (4-2)

## (G) (0) 2

It finally happened! For the first time in
8 years Atlanta's No 1 station has an Afternoon Drive opening. We're looking for an Adult personality Minimum 5 years large markel experience preferred
Snnd Tane \& Resume to

John Young, Z-93, Box 54577 Atlanta, GA 30379

```
                            O
```

KTXQDalias has opening for air talent. Great oppor runity. TER to Tom
76219. EOE M/F (4-2)

## Aggressive Broadcast Group

 Expanding in major Southeast market, looking for talented programming, production, news and air people. Please send tape, resume, and salary requirements to Radio \& Records, 1930 Century Park West, "322, Los Angeles, CA 90067KEELBhreveport, one of Americe's fineet etatione is in need of tepes for tuture openings. Send to John (4-2)

Experlenced NO quallifed adminletrator with research investlgative strest reporting for locally community-involved atetions. TER: Stetion Mgr. WSACMWKK, Ft. Knox, KY 40121. (4-2)

## Openings

Newsperson neseded for Boutheent La atrion. Ex perienced preforred but will coneider beginners. Send TER: Bob Wateon, ND, KLEB, 1842 Horiry St. Gohdon Nasoow. LA RO367. EOE MF (4-2
Opening for two Country air pervanalitice. Noedtar by May 1 tr. TGR to Pon Scort, P.O. Box E, Ridgeiand, SC 29936 . EOE M/F (4-2)

Future openinge for air performere and newe pel conalitee. TER to Stove Reed, P.O. Box 1294, Charto Tooville, VA 22902 EOE (4-2)

Midday opening at WCEC/Rooky Moumt Could bo your second job. TER to Rey Massie, WCEC, P.O. Box 4006, Rocky Mount, NC 27801. EOE M/F (4-2)

## Openings

 ing for 7 midnight pereonality. TER; Tom Rowe. P.O Box 430, Ruston, LA 71270. EOE M/F (4-2)
Need expertenced PO for AVC whth ar, production and adminietrative copabliliee. TGR to: Station maneger, WSAC, Box 70, Fi. Knox, KY 40121, EOE MI (4-2)

AC, CHR WJOX/Jeckeon noede news tolent. TER David Porkins. Box 2171, Jeckeon, MS 39206, EOE M/F (4.2)

WAHR/Huntaville hoe possible future openinga for a atent end newspersons No colls. Send TGR: Joh EOE M/F (4.2)

## YOU <br> of US? <br> To the person who can accomplish all these, there's a starting position waiting on our

all-star creative team, one of the most re spected in the world
You could be, if
you've mastered the art of writing commerclals that sell with Imagination vou can develop sales presentations packed with logic and creatlvity. you can handle yourseff and state-of-the-art multl-track recording equipment on a tight schedule

You already know if you qualify to be one of us, and to prove it, you'll send your resu me and tape to the attention of Blll Shaugh nessy, our commerclal Library Director.

We're TM Productions, a global leader in proadcast support And this is your chance to be one of us.

## TM <br> TM Productions, Inc., 1349 Regal Row Dallas, Texas 75247

## Marketplace


_P.O. Box 4408, San Diego, CA 92104



Toby Arnold \& Associates \& ASSOciates
LBJ. Dallas. TX 75234 TOLL FREE $1.800 \cdot 527.5335$ FREE DEMO

ELECTRTC WEENIE


## R\&R MARKETPLACE ADVERTISING

Payable in advance Orders must be typewritten and accompanied by check One-inch minimum, additional space up to six inches available in increments of one-inch Rates for R\&R Marketplace (per inch):

Per Insertion
$\$ 37.50$
332.50
$\$ 27.50$
$\$ 22.50$


A weekly threehour program of America's favorite past hits For rate availability in your market call: (303)756-9091

TIMBERLINE PRODUCTIONS Box 9541 So. Station, Denver, CO 80209

## BASIC GOLD OLDIES 1955 thru 1981

Over 1100 titles available only to radio stations. Mono or stereo with 25 H: toning. Call or write for information and free list of titles.

## 



Additional $\$ 1000$ per week charge for Blind Box ads Will include logo or other line ant on ads of two inches or more if cameraready art provided Deadine for Marketplace ads is Friday noon two weeks in advance of publication date Marketplace ads are non commissionable
Submit to Marketplace
RADIO \& RECOROS 1930 Century Park West
Los Angales, Calif. 90067 (213) 553-4330

## INSIDE COUNTRY

Designed With The Country D.J. In Mind Current Arist Bios, Montmiy Calender. Country Trivia WE DO THE RESEARCH! YOU SOUNO INFORMEDI Send fin COU smpr
manu Fuloon Ave. Suive 12. Van Nuys CA 914u!


## Opportunities

## Openings

Hallo Toxal PM ditve and part.time apen of Kickin Countr. Willing to work remote. TER: Jimmy Lovis, KIKN, Box 6009, Corpua Christi, TX 78411. EOE M/F (4-2)

O6YNF/Tempe, FL has tull-time opening, also need port-timer. Rock ' $n$ ' rollers only. Send TER: Georg M/F (4-2)
WWIDNIDE-FM, 100,000 werte in N. GA booking for fulttime AC ennouncer. TER: Georgo Van Voortis, Box Geinesvile, GA 30501. (4-2)

NC, CHR WJOXJJackson neede alr talon, good $982-1082$ or zend TGR: Box 2171, Jockeon, MS 38205 EOE M/F (4-2)

Engineer announcer combo, mud Wov go d 1179 in both. Send TER to Dick Grant WIVA Box 2179 Lynchburg, VA 24501. (3-28)

Needed: AC AM drive personality. Production and 1389, Brietol, VA 24203. (703) $689-8112$ 13-28)

Tenneseeo AM neede naweperson/onnouncer Porsible ND. TER: Tery McAlister, GM, WLAF-AM Od. No calla. EOE M/F (3-28

## MIDWEST

depertment Opaninge. Sond TER to Mork Swartvell, KFYR Redio, Box 1738, Bismerck, ND 58502 . EOE (4-2
Two Midweet femlly group stetlone seeking creative, eggressive communicetors for anchor/red 460 er positions. TER to Mark Belling,
Springfield, IL 62705 . EOE M/F (4-2)

If you hove your country. Experienced CGW com municotor, No colle. TGR: Sten Kotulak, FM107, Box municetor, No OH 43302. EOE M/F (4-2)

## ST. LOUIS FM

Strong St. Louis FM looking for successful morning team or personality. Experienced mafor market talent only need apply. Send tape and background to Radio \& Records, 1930 Century Park West, \#323, Los Angeles, CA
90067

## Openings

Proteestonel night chub DJ for Midweet market. Not just record apinner bur vieuaity drnamic and entertainFridey only. Aak for Marikn. (4-2)

Noweperson meeded et top-ranked AOR in Top 80 marker. TGR to: Jeff Fround, KATT-FM, 716 S.E. Toth St., Oklahome City, OK 73149 . EOE M/F (4-2
New WFTE in Lefeyerte, IN neede meture eound for now AVC formet. Knowledge of sporte necessery.
TER: Jerry O'Neill, Box 1410, Lafoyerte, iN 47902 . EOE M/F (4-2)

Future salea opening. Contact Kathy Rohrer WRENTOpeka, (1913) 232-0506. EOE M/F (4-2)
KLSE-FM AVC eeerchinp for PD/alr taient TER: Deve Low, 19 1at Street N.E., Mason City, IA 50401. EOE

## KANSAS CITY NEWS/TALK

KCMO Radio, $50,000 \mathrm{w}$ News/Talk giant has Immediate opening for morning host. Successful applicant Ideally has proven track record in News/Talk... but may currenty be well-read Jock or newsperson seeking solld career opportunlty. We need a sparking personality wholovesphoners and sludio Interviews and who hungers for communtry in. volvement. Rush tape, resume, and salary requirements with first letter (no phone calls, please) to Tom Iradap.01 81/KCMO Radio, 4500 Johason Drt

EOE M/P/H
Now molor marker AOR boking for air staff. Send 5212, Chicago, IL 60811. EOE M/F (3-26)

WBOWTerre Haute, IN neede e mbldey/production pro now. Expenienced only. TER to Barry Kent, 130 Onio Street. Terre Houte, iN 47807. EOE M/F (3-28)

WNAM-WAHC lookIng for Operetione Meneger. Ex perienced pros only. TER and ealary requirements is Perry Murphy, VP/GM, Box 707, Neensh, WI 54968. Colia. EOE (3-28)

KODY-AM looking for personality to fill future opening. Production sbllity a must. TER and eelary re quiremente: Don Mehoer, Box 1086, North Plette, N 010
sake Chist Engincer im modistely. Good solary \& benefite. Send TER to WHLS, Box 807, Por Huron, MI 48080. EOE (3-28)
KTFX. Tulsa's powarful fultime Country eration noede full end part-time profees Male. TER
Doug Meckinnon, PD, KTFX, 5840 S . Memonal, Tulse Oow MacKinnon, PD,
OK 74146 . EOE (3-28)

KWPC/Muecertine neede morning man. Must be stable, amooth, one to-one. Up-beat Country. TGR
Steve Bridges, 3218 Mulbery, Muscatine, IA 52761 (318) 2832442 . EOE M/F (3-28)

KKOA ecompting TER for curremt and future openinge. clo GM, Box 10, Minot, ND 58701. EOE (3-28)

## WEST

KKAL has future locel nowe opening. No Ho ond resders. Need someone who Arroyo Grande. CA 93420. EOE MIF (4-2)

KMPS to eccepting epplicatione for Production Director. TER to PD, KMPS, P.O. Box 24888, Seartie WA 98124. No COlle. EOE MIF (4-2)
97-Country eeeke conternporery Country nhaht Jock With good pipes1 TER to PD, KYTE, Box 97, Portiond
TOD etetion in MTa largotrt marker needs fult tim
 noweperson. TER to Jeck Bell, KYYA Redio, E4 Central A
M/F (4-2)

Billingual nowacestor. Spanish/English needed immediately or-air in L.
McKay. EOE M/F $(4.2)$
Immediate opening for pert-ime/weokend air per sonalitlee of KFOX-FM/Redondo Besch, CA. AVC TGR: KFOX, Kirk Squiere, 123 W. Torrance Blud, "C2
Redondo Beach, CA 90277 . EOE M/F (4-2)
KVMT/Vail, CO seeking experienced news pro fo beautiful mountain community. TER to David Allen KVMT, 1000 Lionsridge Loop, Vail, CO 81857 . EOE M/ (3-28)

> PROMOTION MGR. KYUU (NBC.FM) SF needs to replace one o America's great A/P Mgrs. Responsible for supervising creation \& placement of outside advertising, on-air, press, publicity 8 sales promotions. Must be sales-oriented or do not apply 530 Bush Street, San Francisco, CA 94108 EOE

KACY conducting talent eeerch for top morning Jock. Immediats opening. If you're the beet, send TE
Denmy Luell. Box 1620, Oxnard, CA 93034. (3-28)

K8TN/Brockton hes two openinge. We're looking for
 John Hampton, 2171 Rolph Ave., Stockton, CA 95208. EOE M/F (3-28)

## Openings

Wanted: dynemite neweperson for orowing AMIFM combo in Northem CO. Coll Leowara KUAD (303) 686 2791. EOE MF (3-26)

KUIC.FM seeke nowapersen to gothor, witte, con verbetbonally dellver hocal nows to AC eudience
TER, writing somples: Mike Nikitee, 419 MBson Vecoville, CA 96888. EOE M/F (3-28)

TOP AC in Southem OR needs DJ/spors ennounce Must do good P-Q-P. TER - Bob
Klagnath Falls, OR 97801 . EOE M/F (3-26)

## Positions Sought

Currenty Aesletant PD as top reted CHR in 300,000 merket in Midtweat Soeking PD position in smolumed ium merker. Coll ELLIOT, (312) 201-4is81, ofter 12 pm (4-2)

UNCLE LANCE wante youl I heve aTMo, cheriens E no ego. B.A./Communicetions, Urban Contemporary E CHR formate. Call LANCE, (212) $993-0276$ or (213) 704-8948. (4-2)

Announcer with $2 k$ years expertence. Good produc tion. Seaking position in amallimedium marker. Cal DON, (303) 361 -8294, ofter 5pm. (4-2)
Looking for mejor merker Production Maneour/An nouncer? Presantly emploved at KKDA-FMIDaHies Avainble April 2nd. Phone colle gats TER by Fader

KEN McKAY, formerty KGGURiverside boking for ir onift in CHR, AOR or Country. Also have MD ex perience in all 3 formate. (714) 884-8367. (4-2)
8 your progremmer/personelity, broedcaet instructor looking for Aseistant PD or drive ehiff in medium to major morket. Avaliabie im
PHILLIPS, (307) 742-7892. (4-2)

Experlenced beecball P-e-P man. AAA expenence done footbell, besketball G lock work. Ambitioue, lediceted $G$ hard worker. Call FRANK 'WILLIAMS GUILAUME, (718) $335-2773$ or (718) 335-5084 (4-2) Chid Englneor, 8 yeare expertence in all phases of GENE, (502) 827-Q246, ofter Epm CST. (4-2)
Experlenced AOR/CHR jock. Former Production Olrector, Assiatont PD G MD. Prefor Southweet Available now. Call BO8BY, (808) 7924830 or (808)
$746-3128 .(4-2)$

Toplcal, relerable, hurnen delvery whth humor. Ex pertenced in all phases of rodio. Avallable
Mitawest now. Call TOM, (715) $359-3612$. (4-2)

## Marketplace


pro 't' call-TALENT
Now is the time to make the change Stations are looking for sharp peeple to bring in the rat-
ings. We'll get you the job you like in the area ings. We'll get you the job you like in the area
yon want and the salary you need. Give us a call ywn want and th
$(504) 392.3665$

Pro't'call
3700 Rue Delphine
New Orieans. LA 70114
Visa
Mastercha
Mastercharge


## $0^{\prime}$ Liners

FREE SAMPLE ISSUE of radio's most pooulay humor service
For sample, write on station lellerhbad to O'Liners
1448-R. West San Bruno Ave Fresno CA 9371
or phone (209) 43 1-1502

## RADIO JOBS!

By missing us you probably missed over 3.000 additional job openings last year, up to 200 weekly. Disc Jockeys. News. Engineers. Programming and Sales. This national computer list is $\$ 6.00$ for one week Speciall Receive 5 consecutive weeks for only $\$ 12.95$. save $\$ 17.00$ !! American Radio Job Market Monerbeck 6216 Don Gaupar, Dopt-R
Las Vegas, MV 88103

##  <br> Poor <br> (announcer's name)'S Almanac

Your own staff of writers and researchers do it al for you. Concise stories, timely quotes, celebrity profiles, meaningful facts, sports anecdotes, fresh relevant material. For a Free Sample - P.A.N.A P.O. Box 85152. San Diego, CA 92138.

## Embroidered Emblems

We make embterns for the broodcast industry Promote your station with bow-cost, high-qualty emb ar deatvery before the next rating pertiod the hotlest liems your station has to outlilast any T-Strit or sticke


Soap Opera 8. Brels Hotroroo.

and our two shows are on fire

"Spoaking of Soaps"...three minutes per
day of gossip, recaps, and interviews "Nattonal Soap Review"... a daily scrip with highlights from all the soaps

## For information

## Nifor 1640 New Highway <br> SPEAKACOE SOANS



100\% Renewal Rate Affer 6 months
 ne sure
noclute you
not

a phoferssional comsor senvicr 3530 TIMMONS LANE. SUITE 301 D
HOUSTON TEXAS 77027

## Increase Sales Results The madio and record industrifs are big markets lo convor with a limuted salps force So why not put RaR Markesplace work for youl? <br> It'a a sure way to genmrate quallied sales heads <br> Just call PAM at (213) 553-4330 <br> for more iniormation

# Opportunities 

## Openings

Are vou tred of dead alr? Cell (213) 762 2338, ask for MICHAEL TURNER. Great person, greet pipan E a litrio OAVE MACK, formerty when KNAC, WMGK E WYSP would like to work for vou. For TER cell, (213)

Good plpen, expertenced communicetor, etrons produotlon. Dolng afternoan dilve - Counper Midwest. Call MARK, (612) 2626811 , morninges

Current major markat announcer looking. Currant lob poasibly being phosed out. Formor PD/MD, with Country and Rock expenience. Prefer Weet but will cont
atder all. (714) 4645670 . (4-2)

Rookle DJ wants to work in amoll or medium market South or Wost. WAYNE COOK, 301 S . Lillion 1218 Stephenvillo, TX 76401. (4-2)
Talonted, crentive, expertenced colebrity end character volce Impersonator desires non-DJ oppor
tuniry Impressive domo evailebta. ROB BENNETHUM 1025 Union Street, Reading. PA 18604. (4-2)
100\% money back guarenteel Your retinge go up o you get your money back. Proven conoutent working

STEVE BUMMERB, formeriv ofterncon personality and MD at WDRQ/Detroit is oveilable due to format
shift. Seoking new CHR chatlenge. (313) 474.7097 . (4-2)
To any U. 8 . everion kooking for e redio personvelity who con also do P-E-P and is into community releted sctivitus: Hers's a su
(813) 676-3192. (4-2)

Accepting offere. Seasoned 8 vear vat. PD/MD beckground, production specialist beeking opportunity os Production Director/ioir, eerious Inquilies. Cell collect ROBERT (814) 234-4438. (4-2)

Morried, 7 year AOR/AC ver. Will ratacate. Working 7:300m EST. (4-2)

Formarly whel KZEL, KZAM, KIBW. 100\% success oniented, hooking to program medium market. 14 veer
veteran. Northwest onty. JOHN, (208) 527-2710. (4-2)

Open line peychic evelleble envtme for redio. (213) 851.7825 Or (213) 277 -8044 CANDY. (4.2)

Funny/controversial telephone talk now hout, TOp 50 market, looking to move up. Aggreseive asiforomoter, currentiv employ

Call my boss, auk abourt my attude and perforand Assisteht PD with first. Prefer Northeast. MIKE (201) 748-4021. (42)
reporter in medium market wante back in redio. 9 yeare exparience in news announcing, production.
Prefer Mícwest. ( 319 ) $386-8977$. $(4-2)$

Sportacaster: award winning for both play-by-pley (pro hockey) E general aports reporting. Avalebio now
Call RUSS, (717) $581-0710$ (4-2) Call RUSS, 1717 5al-0710. (4-2)

Ready to relocete now. 9 yeare experience. Good
numbers. Excellent references. Producer of eyndicated music specisis. MD or PO position preferred. J.J. HEM
INGWAY (919) 781 . INGWAY, (919) 761-1792. (4-2)
KFWB, WNEW E KFRC ore in my nowslancho beckground. Heavy on writing $G$ production too

## Positions Sought

8porte end air pereonellty, 4 veare expertence. Dasire pontion in A/C, will rolocate. Avallable im mediately. CBA ROB YOUNG, (517) 365-8127, (4-2)

Doee vour stetion need o good eprimo cleaning? Then ir's time to bring in the MARK STEVEN Show. Laughter. Pun E unpradictability guarantead, (703)
3093627 ( 42 ) 309362
Energetlo CHR, ofternoon/nlght pereonality nvalleble on Eoat Coast G FL. Exciting on-air delluany. 4 veare experience. Call (305) 721-0582. (4-2)
Morning drive orazy/Chief Engineer suoks personality-oriented medium market etation. 10 years exparience. Good production. Call MORGAN, (919)
7345936 . (4-2)

10 veer vat looking for medium oteble marker. Prefer Country. Excullant P.B.P. Community orlented, Knowledgeable in music and aports. GIL ANTHONY,
(206) 7947896, ofter 5pm CST, (4-2)
Bitten by budgetary brouhahe before this long book. Ratings olwoye good. 11 vears expertence.
WAPE WROX WTLK WNOR. AOR/CHR/A/C PHIL BECKMAN, (804) 877-9944. (42)
CHRUCOUntey personality, good humar, phones, loyal emplovee. Cell RICK OHMAN, (408) 452-2382. (4-2)
Alr permanality, 4 vears experionce in redio, TV., newn. CHR, MOR formate. (506) $822-7080$ SAM. (4-2)

Available: Black Jock whth Country, CHR, ANC experlence. Looking for ospot in CA. Call (213) 671-3039
DAVID CLEMENTS. (4 2)

Your eneroy ehortage is overl Zony, creative CHR dynamo resdy to charge your 12-25 numbers. High 049-8156. (4-2)
Eent Conert or buetl Currenty employed diec jocker (Black), nowecaster, internower, production. Seeking ralocation East. Any formatmarket. DAVID, (212)
527.8136. (42). 627.8136. 142

Musicintarviow Host. Exceptional talent proven in mojor merket. Smoothness and pood taste. Seeking
position with network/affilite. NY, CA preferred RHETT EVERS, (404) 870-0211. (4-2)

8COTT ROBBINS, formerly with WCKX/Tamps WPIX-FM/Now York looking for progremming or promotion position with major market station. Call (813) 581-5872. Top referencee. (3-28)
Pro with 4 vears at $88 \mathrm{KX} /$ Phtaburgh $G 10$ vears in the induatry, hungry for now challenges. Vary stable. PD
MO, air telent. FRANK HANEL, (412) 373-3994. (3-26)

Experlenced Chicego euburben A/C ialent avaliabte. Former MO \& PD with mojor market oxperience. Midwe
$582-2339.13-28)$

5 yeare in broedceating, newaman looking for atoble position in Mictwest medium market. All replies con sidered. Coll DAN, (316) 4293701. (3-26)
7 vears on-ir AOR G AC. PDIMO and aporta experience. Residing in CA and looking any
state. CHIP COOK, (213) $320-8607$. (3-28)

Sporte pro evallable, major market redio E TV ex parience. Recently hosted nationwide sports talk Bhow. Excailent sd-libber, knowledgeable Ef witty. Cell
BO日, (203) 851 -8984. (3-26)

I work reai hard. You've heerd that before, but my rrack record proves in. Former MD et WTWR/Detrort is ready
(3-26)

## Positions Sought

TED WAYNE, out at $13 \mathrm{~K} / \mathrm{San}$ Dlego due to format change and te moger for a PD/air tatent position. Call (714) 421-3278 for ateel pro. (3-28)

WAYLON RICHARDS, formerly with WPGCM Wanh ington looking for a propramming air talant position. A proven winner. Coll (301) 248 6678, 13-26

Excollent nowe 6 eporte. Roady immediately, of vears expenence. Soeke amall E medium merket. Cal Varrs expenenc. Soeke sm
JIM, (814) 438-8133. (3-28)
BLAKE LAWRENCE, 2 vara KRLY/Hoution at Asene ont PD/MD/attemoons. Proviousty with Y100, WMET 96kX. Excellent references. (713) 977-6546, (4-2)
DJ poeltion wented. Excellont volce. Hove won owards. 4 veare expenionce Including production. Wit BOB WADE, formenty of WIFI \& WVSP looking for progremming gig. Prelerably West. Will consider ell. (215) 865 -8890. (3-26)
Maming rilk show host 7 vesre expenience. Mort ings, Country-AC. Prefer tolk, will consider all offors. (3.26)

6 veer pro, kller production, promotion. Ontio-one team player. KHOW, KAZY, KYNO. Warm elimate please. Call MARK, (303) 693-7008. (3-28)

BTEVE GARRETT ewccesoful 10 year vet in Contemporary radio. Major market expenence. Looking for a
stable operation. For TGR and letest ratings call (412) 373-3994. (3-28)

BRAD MORGAN, formerty WCAO/PM difve. Friendiv, smooth delivery. Call (301) 583-9462. (3-28)

CHARLIE SOMMERS, currently with big WAYS/Cherlotrs, NC saeks on-aiflopoduction with coastal FM Prefer FL Innovative
(704) $827-8857$. (3-28)

16 veer pro wante to manage or program Beoutiful Music ALC station. My current eration io 12 in morke STEVE, (813) 886-5775, eveninge. (3-28)

FEMALE EXPERIENCED. 5 vears expenence, great production, great relerences, warm dalivary. Look
for air work or ?. Coll (812) 256-9181. PEG. (3-26)

Expertenced female communicator with excellent knowledge of music senks MO/On-air position in Southesist. LEE, (1912) $365-6887$. (3-28)
L.A. personality wantes to return to programming to build/maintain o winner. Excellent track record in CHA
A/C, AOR. Fresh, realistic, innovative idees STEVE MITCHELL, (919) 273-7679. (3-28)

Production, meny veare expertence in music, redio and commercial production. (213) 874-070e. (3-28)
BTEVEN JACKBON, former PD/MO WIOB/Carbon dele, IL is seeking medium/large market opportunity a air personolity. Looking for winn
Contect (312) $333-8283$ ( $3-28$ )
award-winning, eggreatue ND whth $6 k$ veare ex perience seeking lerge or medium morke
poaition. Call DAN, (803) 439-0483. (3-28)

Creotive Bleck personality eeoking MO ir poaltion. 9. A./Communications. Call LANCE, (213) 7048948 or 212) $983-0278$. Urben Contemporery or CHR formets. (3-28)

4 veare experience in all formats, M.A. equivelent. alway won bpote. Former maneger college FM. Major
markets onty. ED KELLERMAN, (303) 5930791 . (3-28)

Im talented with mature volce, tooking for my debur in talented with mature volce, booking for my dobut 5478044 before noon (CST). (3-28)
Volce of Contre Costs College Sports orrair work in major or medium morket. Dry cleaning isn't for
mol Contact FRANK BUTERA, (415) 223-1634. (3-28)

Hard-working femele pro whth 4 veere expertence including B 106 \& CK 101. Call DONNA FRENCH, 1306) 783-7372. Ler's talkl (3-28)

Expertanced announcer looking for Pop Contem porary format in amall or madium market. Will relocate ses for RICK. (328)

Moming show. Profeastonal communicator for over 12 years. Cansistantly crestive, informative end humorous. A class act. Currently ot A/C in lerge
Westem markat $(916) 447-0890(3-28)$

West Cosast proferred. 1303) 861 .3649 anytime. (3-26)
MIKE WARD, now warking in Buttalo. Relioble, veratile, and tolented personality. Looking for comperable mank. (716) 870.5609. (3-28)

Imaginatue hard-working Sporte Diractor looking

## Positions Sought

Expartanced in AC, AOR, aleo aporte and P.E-P Now working Country. Prafer PA or Northasst, con$0662634.1320)$

Female announcer/assistant Produc tion Director/copywriter/newscest erlessistent MD, side-de-cemp, 5 years experience, seaks crastive, professional CHR/AOR. Bagen at 17 in Colorado Springs. Vateran of many radio wars. Helpl Get me out of Kansas! Call CAROLYN BARNES, (913) 827-4896 anytime. (4-2) •

Merketing/Research specialist and Wharton MBA (1983) looking for a summer internship in the communications industry. Five years in radio (WCMF. "1 Total audience each book worked, 1-95, dittol plus ad agency experiance. East Cosst only. PAUL GUNDLACH, 39 West Wilmot Ave.. Hevertown, PA 19083. (215) 446-5683. (4-2) •

## Changes

## RADIO

Larry Lemenski joins WLAK-FM/Chicago, Il soles teo

Holly Garland nomed Advertising E Promotions

## RECORD日

Heidi Lester appointed Maneger of Artiste Relo tons for Megs Records.

Allson Green named N
Glorle Foster appointed Maneger, Adminiatraton, Black Music Promotion, Epic/Portrail/CBS Aseccieted abels.

Greg Askey promoted to Westem Regional Credin ger er Capitol Recorde
Linde Becker upped to Director, Artiev/Publiener crounting at Capltol Recorde.

## INDUBTRY

Rey Copelend appointed Director of Secondary

## Miscellaneous

KWTO neade Country and Comtemporary LP and single eertice from all lebels. Send to Dovid O'D

WAPI-AM/BIrmingham, AL needs LP and eingle record earvice immediatity from all haboio. Send to
2148 Highland Ave. South, Birmingham, AL 35205 . 2148 Highland Ave. South, Birmingham, AL 35205

## R\&R Opportunities Advertising

Radio \& Recoras provides free listings (max mum 24 words or 3 lines) in Cpenings, Positions Sought, and Changes You may place you ree listing by mail or phone
Rate for Opportunities ads exceeding 3-ine maximum is $\$ 12$ for up to one inch ( 12 lines 96 words).


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 8 Records, 1930 Century Park West Los Angeles. CA 90067

## All The Right Ingredients.



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

Featuring the single "Put Away Your Love".


## NBC Radio's Young Adult Network



Dynamic performer and songstress. Stevie Nicks. Recorded live at the Fox Wilshire Theater in Los Angeles. Simulcast exclusively on The Source and Home Box Office. Hear "Rhiannon," "Sara," and "Dreams." Plus "Stop Draggin' My Heart Around",
"Edge Of Seventeen", "After The Glitter Fades", and more from her debut solo album, "Bella Donna", on Modern Records.
To be broadcast in select markets Thursday, April 8, at 10PM Eastern and Pacific Time, 9PM Central Time, and 11 PM Mountain Time.
The Stevie Nicks concert will be simulcast via satellite with Home Box Office.
Check your newspaper for local listings.
$\begin{aligned} & \text { Produced by } \\ & \text { Home Box Office }: 0\end{aligned}$
Brought to you, in part, by Honda Motorcycles, and Butterfinger ${ }^{*}$ and Baby Ruth ${ }^{*}$ Candy Bars.

> Sulloulerorll This Week In Music History

# The Music Section APRIL 2, 1982 

## BY DAN FORMENTO OF THE SOURCE

## Bob "The Bear" Hite Died

MONDAY, APRIL 5 - Bob "The Bear" Hite, the lead singer and founding member of Canned Heat, died of a heart attack April 5, 1981 in Venice, California Nicknamed "The Bear"' because of his gargantuan size, Bob and guitarist/harmonica player Al "Blind Owl" Wilson shared a passion for the blues, and together formed Canned Heat in early 1966. After a sluggish debut alburn in '67, the group broke big the following year with a highly acclaimed performance at the Monterey Festival, followed by an international hit single, "On The Road Again." from their second album. TRIVIA - Birthdays today include Tony williams of the Platters.


## Rod Stewart Weds Alana Hamilton

TUESDAY, APRIL 6 - Sexy Rod Stewart and Texas beauty Alana Hamilton were married April 6 , 1979, in the Beverly Hills home of Tina Sinatra Alana, George Hamilton's ex, was four months preg nant when she snagged one of the world's richest and most eligible bachelors (Rod is reported to be worth $\$ 20$ million, more than twice as much as his rival, Roll-
 ing Stone Mick Jagger.) "I'll try to be faithful now that I'm a married man," Stewart told a Cue New York reporter, "but I really don't know if I can. Sex is everywhere, and we all know my weakness for longlegged blondes."
TRIVIA - Composer/conductor igor Suravinsty died, 1971, . Rolling Stones Records formed. 1971 ... Happy 38 th birthday to michelle Phillips of Mamas and Papas fame.

## Billie Holiday Born

WEDNESDAY, APRIL 7 - The voice of jazz, Billie Holiday, was born April 7, 1915 in Baltimore to unmarried teenage parents Sadie Fagan and Clarence Holiday. After a quite traumatic early childhood (she was raped at 10 and became a prostitute a couple years later), she moved with her mother to New York and started singing in Harlem clubs. Columbia Records' John Hammond heard her one night and tried, unsuc cessfully, to persuade Benny Goodman to sign her to sing with his band. By 1935, however, Billie was recording regularly with such jazz notables as pianist Teddy Wilson, trumpeter Roy Eldridge, and saxophonist Ben Webster.
TRIVIA - LSD was first synthesized. 1963. . Birthdays today for Jefrerion Airplape drummer Spencer Dryden, 1933... and John Ontes, 1949.

## Steve Howe's Birthday

THURSDAY, APRIL 8 - Guitarist Steve Howe of Asia was born in London April 8, 1947. In the earlier part of his career, Steve played with a number of British bands (the Syndicats, the In Crowd, Bodast. and Tomorrow, the last of which had a minor U.K. hit with "My White Bicycle"), but he's best known for his outstanding work with supergroup Yes, which he joined in 1971 replacing Peter Banks. During his tenure with Yes, Howe snatched numerous awards, including a place in Guitar Player magazine's "Gallery of the Greatest." After the demise of Yes in 1981, Howe joined with Geoffrey Downes, Carl Palmer, and John Wetton to form Asia, whose debut LP was recently released.
TRIVIA - Mel Schacher, formeriy of Grand Funk Railroad, turns 32 today. Phil Ochs Suicide Death
FRIDAY, APRIL 9 - Folk singer and political activist Phil Ochs hanged himself at his sister's home in Queens, New York, on April 9, 1976. The early performance years of Phil Ochs paralleled those of Bob Dylan. singing around the Greenwich Village circuit, but Phil's songs were more overtly political; so much so, in fact. that he was banned from appearing on American radio and television for a time. In 1973 Ochs was attacked while in Africa, leaving his vocal chords permanently damaged and leading him into a state of severe depression. Ochs is best known for his 1966 anthem of the antiVietnam war movement, "I Ain't Marching Anymore." TRIVIA - King Crimzon made its first concert appearance, 1989...Born this day was Terry Knight, one-time manager of Grand Funk

## CHR

Olivia "Moves" To Number One

## Springfield Jumps 8-2

McCartney: 160 Adds Kool A Breaker
Olivia Newton-John toppled Journey and became only the third No. 1 CHR record of $1982!$ The year started out with a longterm domination by Deryl Hall $\&$ John Oates, followed by Joumey's recent seven-week reign at the top. Right on Olivia's heels was Rick Springfield with a strong number two.
Paul McCartney with Stevie Wonder gamer ed an out-of-the-box
Breaker, taking Most Breaker, taking Most
Added with 160 sta tions, or $79 \%$ of the CHR reporters, playing it the first week. Kool \& the Gang have crossed over again, proving their over again, proving their
mass programming mass programming
value by pulling the only other Breaker at 59\%.
High-level activity by McCartney dwarfed other strong entries such as Human League and the Charlie Daniels Band, which sat at the top of the Now \& Active list, both at $113 / 23$. Franke \& the Knockouts punched through for 45 adds with the Little River Band grabbing 36, Den Fogelberg 34, and the Fogelberg 34, and the
Police out-of-the-box Police out-of-the-box
with 24 , to round out the Most Added.

Joan Jett and Rick Springfield were the Hottest this week, each getting over 100 hot regetting over

## AOR Hagar Hangs On To Top

## Asia Takes Giant Blg Jump KIhn Sole Breaker Three More Debuts

An influx of new music created airplay excitement on this week's chart. Sammy Hagar enjoyed a second week at the top as Aldo Nova snuck up to number two in total mentions. Asia took a mighty leap upwards as last week's adds converted; as the album matched Hagar in total reports, next week's battle for first place may be between two Geffen albums.

Also showing significant airplay growth this week were Scorpions, Charlie Deniels Band, Duke Jupiter, Soft Cell, and Glass Moon, which bounced back on the chart.

Greg Kihn was the week's highest debut sole AOR Breaker. Also debuting this week were Franke \& Knockouts, Human League, end Krokus.

SEE PAGE 45

## A/C

## Charlene, Jarreau

Breakers

## "Ebony \& Ivory" Fast Debut

## Vangells Commands No. 1

Demonstrating strong appeal wherever played, Charlene (26-18) and Al Jarreau (24-20) reached Breaker status, providing fresh Arbitron crossover clout.

The second Most Added record for one week in AVC history. Paul McCartney's duet with Stevie Wonder "Ebony \& lvory," towered over all other songs with 69 adds, and debuted out-of-the-box it No. 25. Four other chart en tries en route to Breaker status are Gor-
don Lightfoot (debut don Lightfoot ldebut (debut 27), Carpenters (debut 28), and Elton John (debut 30).
Supported by a "Best Picture" Oscar, Vangelis tightened his grip on No. 1 , while strong jumps were made by Paul Davis (11-6) John Denver (12-9) and Barry Manilow (17-12).
Other new records with heavy new activity (at least 12 adds) in clude Simon E Gar funkel, Eddie Rabbitt, Dionne Warwick \& Johnny Methis, Shee ne Easton, Carole King, Carpenters, and T.G. Sheppard.

Vangelis, Olivia Newton-John, Jour ney, Stevie Wonder Paul Davis, and Neil Diamond dominated the Hottest reports

SEE PAGE 54

## orjsto <br> Holds On <br> For 3rd Week

## Hat Trick For Rabbitt Four Others Break

For only the second time this year a record has maintained the number one position for three weeks in a row. The first was Cherley Pride, and now Conway Twitty has held on to the top spot for an impressive third week knocking out contender Anne Murray in the process who sliped from No 2 to No 4 this proces

Eddie Rabbitt is by far the most active rec ord, debuting at No. 41 as a Breaker and also Most Added with 55 new stations. Other Breakers this week were Mel McDaniel, Tem my Wynette, Jacky Ward, and T.G. Shep pard, who also came in es the second Most Added (40)

Crystal Gayle (14-7) and Alabame (16-10) had the most upward movement in the top 25. Look for them to make some noise as the battle for Number One continues. SEE PAGE 50

## Black Radio

## Wonder Still The One

## After Nine Weeks

## Cherl, O'Jays, Skyy Break

Stars On 45 Most Added
Three previousty charted records achieved Breaker status this week: Cheri, igniting 22-13; O'Jays, moving 30-21; and Skrv, jumping 29-22 Three new entries debuted on the National Air play/30: Dazz Band, One Way, and the Bar Kays.

With Stevie Wonder holding the top spot for a remarkable ninth straight week, Atiantic Starr and Richard "Dimples" Fields were only able to jump one chart position each. A real battle for No. 1 is shaping up for next week.

Most Added honors went to Stars On 45 with the Stevie Wonder tribute. Not far behind in total new station adds were Patti Austin (with James Ingram), William "Bootsy" Collins, and Change. New to this week's top 10 were Ray Parker Jr. (15-9) and Cameo (21-10).

SEE PAGE 52


| 96KX | KZFM | KLUC |
| :--- | :--- | :--- |
| CHUM | KINT | WGUY |
| CKGM | KROK | WOMP-FM |
| KEGL | KLPQ | WYKS |
| KIQQ | WABB-FM | KILE |
| KEZR | WSSX | KSEL-FM |
| KYYX | WGH | QIOI |
| KZZP | WRVQ | WCIL-FM |
| WPHD | WJXQ | KFMZ |
| WRCK | KCPX | KENI |
| KIO4 | KSKD | KSLY |

## "'lll Drink


$\underbrace{0}_{\text {Distributed by CBS Records }}$

## National Music Formats

 Added This Week
## Diafor <br> Chencull

Bob Laurence (213) 883.7400

## XT-40

hUman leaque "Don't You Want Me" (asm) LITTLE RIVER BAND
"Man On Your Mind" (Capitol) FRANKE \& THE KNOCKOUTS
"Without You..." (Millennium/RCA)

## (Contempo 30)

BEATLES "Movie Medley" (Capitol)
Great American Country
STATLER BROTHERS
"You'll Be Back..." (Mercury/PG)
EDDY RAVEN
"A Little Bit Crazy" (Elektra)
GARY MORRIS "Don't Look Back" (WB) DOTTIE WEST
"You're Not Easy To Forget" (EMI/Liberty) MOE BANDY "Someday Soon" (Columbia)


George Willams (404) 955.9521

## the startation

beatles "Movie Medley" (Capitol)
CARPENTERS "Beechwood 4.5789" (A8M)
DAN FOGELBERG
"Run For The Roses" (Full Moon/Epic)
PAUL McCARTNEY with STEVIE WONDER
"Ebony And Ivory" (Columbia)

Country Coast-To.Coast

EDDIE RABBITT
"I Don't Know Where To Start" (Elektra) BELLAMY BROTHERS
"For All The Wrong Reasons" (Elektra/Curb) TAMMY WYNETTE "Another Chance" (Epic)

## 

Chick Watkins (303) 578-0700
CHARLENE "I'v̌e Never Been To Me" (Motown)
LE ROUX
"Nobody Said It Was Easy..." (RCA)

## BPI

John lles (800) 426.9082

## Compley INixug

RAZZY BAILEY
"Everytime You Cross My Mind..." (RCA) WRIGHT BROTHERS
"When You Find Her, Keep Her" (WB) GARY STEWART \& DEAN DILLON "Brotherly Love" (RCA)
T.G. SHEPPARD "Finally" (WB/Curb) EDDIE RABBITT
"I Don't Know Where To Start" (Elektra)
LEE GREENWOOD
"Ring On Her Finger..." (MCA)

## 4

Whiverine
JOHN DENVER "Shanghai Breezes" (RCA) BEATLES "Movie Mediey" (Capitol)
CARPENTERS "Beechwood 4.5789" (A\&M)
ELTON JOHN
"Empty Garden (Hey Hey Johnny)" (Geffen)

TM
Cal Cesey (214) 634.8511


DAN FOGELBERG
"Run For The Roses" (Full Moon/Eplc)
LITTLE RIVER BAND
"Man On Your Mind" (Capitol)
DONNIE IRIS "My Gir'" (MCA)
FRANKE \& THE KNOCKOUTS
"Without You . . ." (Millennium/RCA)
PAUL McCARTNEY with STEVIE WONDER
"Ebony And Ivory" (Columbia)

## 93

R(REK)
willie nelson
"Always On My Mind" (Columbia)
CHARLENE "I've Never Been To Me" (Motown)

## Penco

RAZZY BAILEY
"Everytime You Cross My Mind" (RCA) BILLY SWAN
"With Our Kind Of Money..." (Epic) JOE STAMPLEY "I'm Goin" Hurtin' " (Epic)

## 1v moscransome

Buzz Brindlo (212) 944-5399
ASIA "Heat Of The Moment" (Geffen) ASIA "Only Time Will Tell" (Geffen)
 ionnine
Kenny Bosak (901) 320-4433

## Bright Blue

DIONNE WARWICK \& JOHNNY MATHIS
"Friends In Love" (Arista)
PAUL McCARTNEY with STEVIE WONDER
"Ebony And Ivory" (Columbia)
CAROLE KING "One To One" (Atlantic)
DAN FOGELBERG
"Run For The Roses" (Full Moon/Epic)
SIMON \& GARFUNKEL
"Wake Up Little Susie" (WB)
SHEENA EASTON
"When He Shines" (EMI America)
EDDIE RABBITT
"I Don't Know Where To Start" (Elektra)
HALL \& OATES "Did It In A Minute" (RCA)
HUEY LEWIS \& THE NEWS
"Do You Belleve In Love" (Chrysalis)
T.G. SHEPPARD "Finally" (WB/Curb)

TANner Country
T.G. SHEPPARD "FInally" (WB/Curb)

## concept

Loo Nye (916) 7754

## Adult Rock

LITTLE RIVER BAND
'Man On Your Mind" (Capitoi)
FRANKE \& THE KNOCKOUTS
"Without You..." (Millenrium/RCA)
HUMAN LEAGUE "Don't You Want Me". (A8M)





A R BREAKERS
Breakers are those newer records that have the greatest


GREG KIHN BAND Kihntinued

## Beserkley/Elektra-Asyhum)

 "Tastff" "Man" "Everyday" "You" "Gina." 52\% of our reporters on it . Total album reports: 90. A-88, M-2, H-0. Album debuted this woek at number 32.
## Significant Action

CHUBBY CHECKER , The Change Has Come (MCA) "Dlamond" "Running" DAVID BOWIE Cat People JIMMY PAGE City" "Jam" "Hang" "Weiting" ACIDC "Up" Title UTOPIA World" Title "Stick" "Burnin ROGER DALTRE ANGEL CITY ANGEL CITY, "Fashion" "Living" SIMON \& GARFUNKEL Late" "Susie"

Significan Total: 49, A-0, M-41, H-8 Total: 46. A-18, M-18, H-9, S-1 Death Wish II (Swan Song/Atco) Total: 43. A-7, M-29, H-7 You (Rolling Stones/Atco) Total: 41. A-0, M-31, H-10
For Those About To Rock (Atlentic) Total: 39. A-0, M-32, H-7 Swing To The Right (Bearsville/WB) Total: 39. A-7, M-27, H-6 Nick The Knife (Columbie) Total: 37. A-2, M-21, H-14 Total: 37. A-7, M-25, H-6 Night Attack (Epic) Total: 34. A-O. M-26, H-B
wathit Action listinas showcean oroduct
n listings showceses product in ell rrusical con Iigurations that has received significant olpley but which has not These recorde ere listed in order of eirchay. They mey be either still on These recorde ere listed in order of airclay. They
the rise, or former Nationel Aipolay/40 Charl acte.

## JAZZ ON Å®

## Nei The

21 AL DIMEOLA. Electric Rendezvous (Columbia)
Crulsin" " "Cat"
32 LARRY CARLTON Sleepwalk (WB)
Title "Frenchmen's"
N. Larsen/B. Feiten (WB)
"Eves" "Sierra"
64 JEAN-LUC PONTV Mystical... (Atlantic) Rhythms" "As"
"Tierra" Title
6 MICHAEL FRANKS . Objects Of Desire (WB)
107 DAN SIEGEL ........ Dan Siegel (Elektra)

Uptown" "Time"
Rio (Musician/Elektra) "Rio Funk"
79 WEATHER REPORT . . Weather... (ARC/Col.)
9 10 CASIOPEA
Make Up City (Alfa) "Reflections"

These albums, dispiayud over a wo woek penod, recelved argnificen reports but did not chart this week on the National Airpiey/40 listing. This chart represents ectivity based on a combination of add, medium
end thot reports, as well es special jazz programming. The alburmes preferred airpley cuts are listed; singles are in bold type. Artists in larger

REGIONAL AER ACTIVITY

## MOST

| Franke E... Greg Kihn Band Krokus Graham Parker Scorpions | $\begin{array}{r} (18 / 17) \\ (1515) \\ (14 / 12) \\ (10 / 9) \\ (278) \end{array}$ |
| :---: | :---: |
| MEDIUM |  |
| Gamma <br> Huey Lewis Jay Ferguson Dwight Twillev Scorpions | $\begin{aligned} & (26 / 20) \\ & (3019) \\ & (22 / 17) \\ & (2217) \\ & (27 / 15) \end{aligned}$ |


| Joan Jett <br> J. Geils Bend Sammy Hagar Asia Loverboy | $\begin{aligned} & (34 / 29) \\ & (35126) \\ & (31 / 25) \\ & (35 / 24) \\ & (32 / 24) \end{aligned}$ |
| :---: | :---: |
| NOTE: Two numbers follow each name. The first totals all repors in all rotations in the given region. The second displays the number of reporis In that region for the noted rotetion. |  |

(110) reat
© Ho nis







## RETJTOCR

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

EDDIE RABBITT
I Don't Know Where To Start (Elektra)
On 72\% of reporting stations. Netional Summery: Up 10. Seme 18, Down 0, Dabuts 16. Adds 65. A Most Added Record. R\&R Chert: Debut 41

## MEL McDANIEL

Take Me To The Country (Cepitol)
On 66\% of reporting stations. National Summary: Up 39, Sama 22. Down 0, Dabuts 16. Adds 14. R\&R Chart: 4742

TAMMY WYNETTE
Another Chance (Epic)
On 63\% of reporting stations. National Summery: Up 23, Same 27, Down 0 Dabuts 20. Adds 16. R\&R Chert: Dabut 43.

## JACKY WARD

## Travelin' Man (Asyhum)

On 61\% of reporting stations. Netional Summery: Up 24, Seme 27. Down 0 Dabuts 20, Adds 13. RGR Chart: 49-46.

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

On 60\% of reporting stations. National Summery: Up 8. Same 18, Down 0, Debuts 16, Adds 40. A Most Added Record. R\&R Chart: Debut 47.

## MOST ADDED.

EDDIE RABBITT
Don't Know Where To Start (Elektra) T.G. SHEPPARD Finally (WB/Curb) RAZZY BAILEY
Everytime You Cross My Mind... (RCA) BILLY SWAN
With Their Kind Of Money ... (Epic) BELLAMY BROTHERS
For All The Wrong Reasons (Elektra/Curb) JOHN ANDERSON
Would You Catch A Falling Star (WB) JOHNNY CASH
The General Lee (Scotti Bros. CBS)

## HOTTEST

## ALABAMA

Mountain Music (RCA) RICKY SKAGGS Crying My Heart Out (Epic) CONWAY TWITTY The Clown (Elektra) WILLIE NELSON GEORGE JONES Same Ole Me (Epic) KENNY ROGERS
Through The Years (Liberty)

## NEW \& ACTIVE

Recent releases with alrplay reporteo ov at teast 20 or our reporting stations are insted in order of their activic. The two numbers immedately following each song fitie indicate how many of our reporters are on the record this week ano of enose, how many acoeo it enis week. The rotational breakcowns wnich follow indicate now many stations nave the song in the respective rotation and of those, now many adoed it into that particular rotation ints week. $\square$ in. arcates one of ins weelus most added new sonas.

JOE STAMPLEY "I'm Goin' Hurtin" " (Epic) 79/13
Notional SUmmen: UP 25. Seme 24, Down O. Deburs 17, Adds 13, WPOR-AM-FM, WYKR, KOKE-AM-FM, WCOS
AM-FM, WFNC, WSM, WMNI, WCXI. WGEE, WFMSFM, KLAC, KIDN. KEEN WIXLFM
LEON EVERETTE "Just Give Me What You Think Is Fair" (RCA) 71/15

REX ALLEN JR. "Last Of The Silver Screen Cowboys" (WB) 69/17
National Summary Up 16 , Same 30, Down O, Debuts 6, Adds 17, WCAW, WOKO, WPOR-AM-FM, WYKR, KIXZ, EE GREENWOOD "AIM, KGEM, KMAK, KVEG, KEEN LEE GREENWOOD "Ring On Her Finger..." (MCA) 68/16
Nationgl Summery: Up 17, Seme 22, Down 1, Dobuts 12, Adas 16, WIXY, KLVI, WCOS-AM-FM, KWKH, WUBE
FM WCXI, WGEE WHEF, WTHILFM KFH. RRST-FM KGEM. KEG, KEN KIGO, KBeO FRED KNOBLOCK "I Hed It All" (Scotti Bros/CBS) 64/14
FRED KNOBLOCK "I Had it All" (Scotti Bros./CBS) 64/14
Nationel Summen: Up 13. Seme 30, Down 1. Debuts 6, Adds 14, WCAW, WPOR-AM-FM, KIXZ, KOKE-AM-FM T-FM KBMY, WKSJ.FM 40.34 JOE SUN "Holed Up In Some Honky National Summery UP 19, Seme 27, Down O, Debuta 9, Adds 9, WPOC.FM, WPOR-AM-FM, WVVA, KIXZ, WCII RODNEY CROWELL "Victim Or A FOOI" (WB) $51 / 2$
National Summern: Up 26. Sarme 18, Down 3. Debuts 2, Adds 2, WaCS, KLZ, WPOR-AM-FM 35-31, KLVI $30-25$ WDAK 1 -29, WAMZ-FM 1311, WSM 17-14, WNOE-AM 38-33, KKYX 18-17, WOYK-FM 98, WMNI 31-26, WXCL 16-15, KVOO 25-20, KIDN 30-23. KEEN 25 -21
TERRY GREGORY "I Never Knew The Devil's Eyes..." (Hendshake/CBS) 49/6 National Summary Up 22, Same 18. Down O. Debuts 3. Adds 6, WPOR-AM-FM, WWVA, KIXZ, WOKK, WIL-
 MICHAEL MURPHEY "The Two-Step Is Eesy" (Liberty) 47/9
Notional Summary: Up 12, Sarne 22, Downo, Deburs 4, Adds 9 , WSOC-FM, WESC-AM-FM, WGVM, KWKH, KSO KKAb, KRA
RAY PRICE "Forty And Fadin" " (Dimension) 46/19
Netional Summary: Up 4, Sarne 14, Down O, Debuta 9, Adds 19 including WIXY, WPLO, WCOS-AM-FM, KPLX-FM CMS-FM, WITL-FM, KECK, WHEF, KRST-FM, KUUY, KBEO, WIXL-FM 50 . 34, KFDI.AM-FM
RAZZY BAILEY "Everytime You Cross My Mind..." (RCA) 45/38
Aotional Summary Up O, Same 3, Down , WCOS-AM-FM WEHIFM KFDI-AM-FM KCCY-FM KMPS WSAI-AM-FM WKKO-AM
BERTIE HIGGINS "Key Largo'" (Kat Family/CBS) 45/5
National Summery Up 26, Seme 11, Down O, Debute 3, Adds 6, WOKO. WCII, WOAM, KUUY, KEEN, WEEP $13-11$
WILO d-19, KXYL 2.1 WLWI-FM 23-19 WOYK-FM 21-18, WIRK.FM 7-5, WKKO-AM-FM 23-19 WFMS-FM 23-15,

## SIGNIFICANT ACTION

BOXCAR WILLIE "Bed News" (Main Street) 40/7
National Summary Up 12, Seme 17, Down 0, Dabuts 4, Adds 7, WPOR-A

## NATIONAEAIRPLAY/50

Now row in
3
11 31 $\begin{array}{lr}107 \\ 6 & 5 \\ 4 & 3\end{array}$ 432 129 $\begin{array}{lll}16 & 11 & 9 \\ 20 & 16 & 14\end{array}$ $\begin{array}{lll}18 & 14 & 12\end{array}$ 76 72116 $\begin{array}{lll}171313 \\ 19 & 17 & 15\end{array}$ 88 $\begin{array}{lll}22 & 19 & 17\end{array}$ $\begin{array}{lll}2 & 4 & 11 \\ 24 & 22 & 18\end{array}$

26241 11010 | 3729 | 21 |
| :--- | :--- |
| 23 | 23 |

2 3027 3228 443528 4312 33 33 537 3433 2526 636 3231 54438

1225
1522
$39 \quad 37$
4840
504
3030

## 1832

$\xrightarrow{\longrightarrow}$
-

## 48



CONWAY TWITTY/The Clown (Elektra)
GEORGE JONES/Same Ola Me (Epic)
KENNY ROGERS/Through The Years (Liberty) ANNE MURRAY/Another Sleepless Night (Capitol)
HANK WILLIAMS JR./A Country Boy Can... (Elektra/Curb) RICKY SKAGGS/Crving My Haart Out (Epic)
CRYSTAL GAYLE/You Never Gava Up On Me (Columbia) D. FRIZZELL \& S. WEST/Another Honky-Tonk... (WB/Viva) EMMYLOU HARRIS/Tennessee Rose (WB) ALABAMAMMountain Music (RCA) GEORGE STRAIT/If You're Thinking You Want... (MCA) LARRY GATLIN/In Like With Each Other (Columbie) JOHNNY LEE/Be There For Me Baby (Full Moon/Asylum) GAIL DAVIES/'Round The Clock Lovin' (WB) MERLE HAGGARD/Big City (Epic)
JOHN CONLEE/Busted (MCA)
DOLLY PARTON/Single Women (RCA) LORETTA LYNN/I Lie (MCA) WILLIE NELSON/Always On My Mind (Columbie) EARL THOMAS CONLEY/After The Love Slips Away (RCA)
OAK RIDGE BOYS/Bobbie Sue (MCA)
TOMPALL \& GLASER BROTHERS/I'Il Be Her (Elektra)
DOTTIE WEST/You're Not Easy To Forget (RCA)
WAYLON $\&$ WILLIE/Just To Satisfy You (RCA)
eddy raven/a Litte Bit Crbzy (Elektra) GARY MORRIS/Don't Look Back (WB) STEVE WARINER/Kansas City Lights (RCA)
GENE WATSON/Speak Softly (You're Talking...) (MCA)
BOBBY BARE/New Cut Road (Columbia) MOE BANDY/Someday Soon (Columbia) PETULA CLARK/Natural Love (Scotti Bros./CBS) STATLER BROTHERS/You'll Be Beck... (Mercury/PolyGram) MICKEY GILLEY/Tears Of The Lonely (Epic) RAZZY BAILEYIShe Left Love All Over Me (RCA) SYLVIA/Sweet Yesterdey (RCA)
MEL TILLIS/ITs A Long Way To Daytona (
KIERAN KANEI Feel It With You (Elektre) BELLAMY BROTHERS/For All The Wrong... (Elektra/Curb)

CHARLY McCLAIN/The Very Best is You (Epic) CHARLEY PRIDE/Mountain Of Love (RCA)
EDDIE RABBITT/I Don't Know Where To Start (Elektra) MEL McDANIELTTake Me To The Country (Capitol) MEL MCDANIELTTake Me To The Country (Capitol) TAMMY WYNETTE/Another Chance (Epic) LOUISE MANDRELLIAround My Heart (RCA) CALAMITY JANE/I've Just Seen A Face (Columbia) JACKY WARD/Travelin' Man (Asylum) T.G. SHEPPARD/Finally (WB/Curb)

15263648 ROSANNE CASH/Blue Moon With Heartache (Columbia) ROSANNE CASH/Blue Moon With Heartach
JANIE FRICKE/Do Me With Love (Columbia) JOE STAMPLEY/I'm Goin' Hurtin' (Epic)

## mis chart is based solely on compliea weekiv reports frem our reporting stations. Black circied numbers inakate <br> continued upward movement from the majority of our reporters.

KAREN TAYLOR "Diemond In The Rough" (Mese) 39/5 National Summary: Up 9, Seme 20, Down 0, Debuts 5, Adds 5, WPLO, KLRA, KGEM, KWJJ, KBEO, KHEY 48-43
KKYX $46-43$, KTTS-AM-FM $40-33$, KVOO 40-35, KRWO-FM 22-18.
WRIGHT BROTHERS "When You Find Her, Keep Her" (WB/Reprise) 36/19
Netional Summerv: Up 1, Same 11, Down O, Debuts 5, Adds 19 including WWVA, WSM, KWKM, WC
Netional Summary: Up 1, Same 11, Down 0, Debute 5, Adds 19
WSAI-AM.FM, WECS, KXRE, KRST-FM KWJJ, WIXL-FM 46-38.
BILLY SWAN "With Their Kind Of Money..." (Epic) $34 / 29$
National Summery Up O, Some 3, Down O, Debuts 2, Adds 29 including WBGW
WNOE-AM, WCMSFM, WKKQ-AM-FM, KEEC-FM, KFDI-AM-FM, KWJJ, KGA.
Nationai Summary: Up 7. Seme 19, Down O, Debute 2, Adds 3, KKYX, KIGO, KBEO, WIXL-FM 33-27, WSM 36-31 KRMD-AM-FM 47-44, WFMS-FM d-S5, KTTS-AM-FM 47-40, KRWO-FM 50-45, KCBO-AM 29.23. JERRY REED "The Men With The Golden Thumb" (RCA) 30/20
$\qquad$ WWUN-FM, KEBC-FM, KFDI-AM-FM, KMAK, KWJJ, KGA
G. STEWART \& D. DILLON "Brotherly Love" (RCA) 29/9

National Summen: Up 1, Same 13, Down O, Deburs 6, Adds 9, WEGW-FM, WIXY, WEEU, WESC-AM-FM, WSAI
KIPPI BRANNON "If I Could See You Tonight" (MCA) 28/9
National Summen, Up 5, Same 10, Down O, Debute 4, Adds 9, WPLO, WSOC-FM, KHEY WOYK-FM, WHEF, KFH KKAL. KRSY, KMPS-AM.FM, WSIX-FM 25-19.
BURRITO BROTHERS "Closer To You" (Curb/CBS) 25/19
Netional Summerv: Up 0 , Seme 6, Down 0 . Debute 0 , Adds 19 including WEGW-FM, WKSU-FM, KRMD-AM-FM
JOHN ANDERSON "Would You Cetch A Felling Star" (iNB) 24/23
National Summary: Up 0 . Some 0, Down 0, Debute 1. Adds 23 including WGNA.FM WCA
National Summary: Up O. Seme O, Down O, Debute 1. Adds 23 including WGNA-FM, WCAW, WMC-AM
JOHNNY CASH "The General Lee" (Scotti Bros./CBS) 23/21
National Summary Up 0 , Seme 2, Down 0 , Debuts 0 , Adds 21 inciuding WEGW-FM, WNYR, WPLO, WEAP
RONNIE ROGERS "My Love Belongs To You" (Lifesong) 23/4
5 Mo 11 Velongs To (Lifesong) 23/4 National Summary: Up 5, Seme 11, Down 0, Deburs 3, Adds 4, KMEY
39-29, WSIX-FM 15-13, WSM a 39, KKYX 40-37, KRWO-FM 43-40.
ALLEN TRIPP "Love Is" (Nashville) 19/6
National Summan: Up 3, Same 8, Down 0, Debuts 2, Adde 6, WESC-AM-FM, WNOE-AM, KSO, WITL-FM, KVOO
CORBIN/HANNER BAND "Everyone Knows I'm Yours" (Alfe) $17 / 8$
National Summery: UD 3, Seme 3, Down 1, Debute 2, Adds 8, WVAM, WOKO, WKSJ.FM, WKMF, KTTS-AM-FM KVOO, KEED, KRAK, WEEP $30-26$, KCKC 12.11
RITA REMINGTON "The Fleme" (Plentation) $17 / 3$
National Summer: Up 3, Seme 10, Down O. Debuts 1, Adds 3. WCAW, WGVM, KRSY, WWVA on, WYII $48-46$
WNOE-AM $42-39, K Y X X$ d-33, KRMD-AM.FM On, KVOD
WNOE-AM 42-39, KYXX d-33, KRMD-AM-FM on, KVOO on, KUUY 39-37.
Nationa SENVER Shanghal Breezes (RCA) 15/8
National Summer: Up 4, Same 1, DOWn O, Debuts 2, Adds 8, WBGW-FM, WADR, WKSJ-FM, KWMT, KUGR


## Regional Adds \＆Hots



| EAS |  | MIDWEST |  |  |  |  |  | SOUTH |  |  |  | Maxtay | vxa |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| menw | ${ }_{\text {maxt }}$ | wnam | Kmm | manmux | Woer mom |  | 5ums wo |  |  |  |  |  | unturn |
| ，mi．．．umm | ， |  | 隹 | nem |  | cill |  | cim |  |  |  |  | 边 |
| ＂－ris |  | 边 | cicum |  |  | \％ |  |  |  | \％ |  |  |  |
| Satimemer |  |  | \％ |  | comid | － | Natem | 100 | 边 |  | $\cdots$ |  | \％ |
|  |  |  |  |  | mixame |  |  |  | meven | mound |  |  | Ontomen |
| yomem |  |  |  |  |  |  |  |  |  |  | knfom |  | ，minur |
| amitut |  | \％－3， |  |  |  |  |  |  |  |  | \％ |  |  |
| \％oum |  |  |  | 为 | \％ |  |  |  | m | Nime | 䢒 | muan | mame |
| \％ | ， | kn |  |  | \％ |  |  |  | 边 |  |  | mematic | Ammment |
| ～ | Helut |  |  |  |  |  |  | 4 | Rew mont ix |  | comy |  |  |
|  | \％ |  | mus |  |  |  |  |  |  |  |  |  | ＂ |
| \％ismem | 2und |  |  | inim |  |  |  | mpo | minden |  | \％ur | \％ |  |
| mocru |  |  |  |  |  |  |  | \％ixmm |  |  |  | \％ | Knome |
|  |  | wron |  |  |  |  |  |  | ame |  |  | amo | Leme |
|  |  |  | ， |  |  | 出路泹 |  | atimum |  |  | mat | mimex |  |
| 边 |  |  |  |  | Imannoom |  | Stins |  |  |  | 20： |  | ， |
|  | ，mome |  |  |  | cemen | 20 | ，mear situm |  | 5mim |  | \％iversus | cill | 边 |
|  |  |  | Rea | 边 | umim |  |  |  |  |  |  | Womm | \％zatatimets |
|  |  |  | \％ |  |  | Restam |  |  | Mxicaf |  | muob |  |  |
| 䢕 |  | Whromen wv |  |  | woar |  | \％man | \％ |  |  | Fiom | mux | \％ |
| 慈 | mim |  |  |  |  |  |  |  | （exmy wores |  | ， | 边 |  |
| come |  |  |  |  | － |  | Stile |  |  |  | \％ | \％ | 边 |
| mcam |  | wic | and | \％ | ，mixum |  |  |  | umim |  | \％ | mosen | Suxtm |
|  |  |  | \％ | 边 | fum |  |  | Stricmex |  |  | Smeme |  | 边 |
|  |  | \％rummpan | Commoun |  |  |  | \％ |  |  |  |  | Nutil |  |
|  | 4 | \％ | \％xis int | ${ }^{\text {and }}$ |  | кoman |  |  |  |  |  | \％uiu |  |
| \％ow |  | \％ | 䢒 |  | \％ | Hex |  |  | ， |  |  | mimiom | amer |
| Nutie | \％ |  | Num | \％ |  |  |  | Nrimut |  | momma |  |  |  |
| \％ox | on | mink | \％in | 边 | ，itares |  | \％ |  | Calm |  | \％ | \％eit |  |
| mid |  |  |  |  | ${ }_{\text {ckeck }}^{\text {kecken }}$ | mxat | \％romen |  |  | 边 |  | 边 | 边 |
|  |  |  |  |  |  |  |  | \％ |  |  | （1zew | 边 | juas |
| \％ |  | \％ |  |  |  | \％ | 边 |  | － |  |  | comen |  |
|  | \％otmin |  | $2$ |  |  |  |  | 边 |  |  |  | aiden mex | cusfu |
| maxy |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \％ite | veatam |  | kroarw | Remo |  |  | \％om |  |  |  |  |  | 边 |
| 边 |  |  |  |  |  | xam | \％ |  | isimumeut |  |  | Nammo | ，wan |
| 笖 |  | mis |  |  |  | 边 |  |  | 边 | come | cixer |  |  |
| 边 |  | \％in | \％ | \％ | Nomin |  | mimis |  |  |  |  | － | max |
| － | 5inum |  |  |  |  | \％utw |  |  |  | \％ | रreome |  |  |
| $\xrightarrow{\text { ancer }}$ |  |  | ntum | $\mathrm{com}^{\text {cmim}}$ |  |  |  |  |  |  |  | wrotim |  |
| Nom | \％ |  |  |  |  |  | ，icime |  |  |  |  |  |  |
|  | Natamors | 边 |  | （ex |  |  |  |  |  |  |  |  |  |
| 0 |  | Non | \％in | \％ |  |  | \％ |  |  |  | 边 | 込 | silut mixim |
| ntin |  | \％ur |  | \％own |  |  |  |  | ¢， |  |  |  |  |
| \％ |  | Cum |  |  |  |  |  |  | Nmins |  | \％ut | 137 | t Rapor |
| mbun |  |  | km |  |  |  |  |  |  |  |  |  |  |
|  | romens． |  |  |  |  |  |  |  |  |  |  | － | Winov |
|  |  |  |  |  |  |  |  |  |  |  |  | M－FM／Bal | dwinsv ogo |
|  |  |  |  |  |  |  |  |  |  |  |  | M／ | vi |
|  |  | ，\％ituen mim | 5ixinms |  |  |  |  |  |  |  |  | M／W | Sa |
| 为 |  | \％omm |  |  |  |  |  |  | nimat iman suat |  |  | P－FM／Sate <br> P－FM／Salt Lak |  |

## Hottest Tracks：

Women do know How to carry on＂ WAYION JENNINGS（RCA）

## COUNTRY ALBUMS

Cuts in bold type are receiving the heaviest airplay．
ALABAMA－Mountain Music－（RCA）＇Take Me Down＂＂Closes Enough To Perfect＂＂Gonne Have A Party＂＂Groen
Mo On＂＂Never Be One＂BAND－Son Of America－ （Alfa）＂One Fina Morning＂
CHARLIE DANIELS BAND－Windows－（Epic）

GAIL DAVIES－Givin＇Herself Away－（WB） On I＇m A Redio＂＇
JOHN DENVER－Seasons Of The Heart－（RCA） ＂SOHN DENVER DAVID FRIZZELL E SHELLY WEST－The David Frizzell E Shelly West Album－（WB／Vive）＂I Just MICKEY GILLEY－You Don＇t Know Me－（Epic） EMMYLOU HARRIS－Cimerron－（WB）＂Bom To Wun＂＂Rose Of CImarn ＇Women Do know How To Carry On＂＂May I Borrow some Bugar From You＂＂Folsom Prison Blues＂＂Gonne Write A Letter＇＂Get Naked With Me＂＂Honky Tonk Blues＂
WILLIE NELSON－Always On My Mind－（Co－ lumbla）＂The Party＇a Over＇＂Lot it Be Me＂＂Staring Ench Other

## Most Requested：

## Black Radio

## BREAKERS

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

CHERI

## Murphy's Law (Venture)

$72 \%$ of our reporters on it. Rotations: Heavy 16/0, Medium 16/2, Light 9/3, Extra Adds 6, Total Adds 11, WOOK, KMJQ, WDIA WCIN, WDMT, KDKO, WKND, WANT, KTFM, WANM, WDAO. Moves 22-13 on the Black Radio Chart. A Most Added record.

## O'JAYS

## I Just Want To Satisfy (Phil. Int'I./CBS)

68\% of our reporters on it. Rotations: Heavy 12/1, Medium 15/1, Light 13/1, Extra Adds 4, Total Adds 7, WAMO, WKND, KNOW WLOU, WDAO, WLTH, KUKQ. Heavy: WWIN, WOOK, WHUR, WAOK, WHRK. Moves 30-21 on the Black Radio Chart

## SKYY

## Let's Celebrate (Salsoul/RCA)

63\% of our reporters on it. Rotations: Heavy 9/0, Medium 21/2 Light 9/0, Extra Adds 2, Total Adds 4, WKND, KNOW, WJMI, WLTH. Heavy: WWIN, WILD, WHUR, WJLB, KSOL, WSSJ, WWRL. Moves 29-22 on the Black Radio Chart.

## NEW \& ACTIVE

## Recent releases with alrplay reported by at least 20 of our reporting stations are listed in order of their activity. The two numbers immediateiy following each song titie indicate how many of our reporters are on the recora this week the song in the respective rotation and of those, now many added it into that paricuiar rotation this week. in. alcates one of this weeks most Acded new songs.

DAZZ BAND "Let It Whip" (Motown) 35/9
Rotations: Hasw 10/0, Medium 11/1, Light 7/1. Extre Adds 7. Total Adds 9, WXYV, WAMO, WOOK, WHRK, WWWS, KDIA MEdium: WILD, WVEE, WDIA WCIN, KSOL, WITH, WKWM, W, WENN, WLOU, WDAO, WTLC number 28 on the Black Radio Cher.
BARKAYS "Freaky Behavior" (Mercury/PG) 35/8
Rotarions: Heaw 7/0, Madium 10/0, Light 13/3, Extrs Adds 5, Total Adds 8, WAOK, WCIN, KMJM, WSS, WKND WTOY WKWM, WVOI. HJAWV KOKO, KDAY, WENN, WOIC. KAEZ, KACE, KUKO Medium: WVEE, WHRK, WGCI 30 on the Black Radio Cher PEABO BRYSON "There's No Guarantee" (Cepitol) $32 / 9$
Rotations: Heaw 210, Medium 11/2, Light 1210. Extra Adds 7. Total Adds 9, WHRK, WBMX, WKND, WNHC
WENN, WOIC, WKXI, WTMP, KUKO. Heav: WILO, KACE. Madium: WOOK, WAOK, WDIA, WSSU, WJMI, WPDO
OWI, WOAO, WTLC.
PATTI AUSTIN with JAMES INGRAM "Baby Come To Me" (QwestlWB) 31/12 Rotations: Heevy 210, Medium 1220 , Light 9/4, Extra Adds 8, Totel Adds 12, WXYV, WOOK, WAOK, WYLD
WCIN, XHRM, WWRL, WENN, WTMP, WKWM, WWWS, WVOI. Heaw, WGCI, KAEZ. Medium: WWIN MAMO, WOIA, WEDR, KDAY, KSOL, WSS, WNHC, KNOW, WPDO, KOKY, WOWI.
ONE WAY "Who's Foolin' Who" (MCA) 31/5
Rotations: Heavy 11/1, Medium 10/0, Light 8/2, Extre Adds 2 , Yotel Adds 5 , WBLZ. WLOU, WLTH, WKWM, KACE Heav, WVEE, WEOR, WJMO, WJLB, WKND, WNHC, WJMI, WKXI, WJAX, WDAO Modium: WXYV, WAMO ZOOM "Love Seasons" (Polydor/PG) 31/4
Rotetions: Heavy BiO, Madium 10/0, Light 10/1, Extre Adds 3, Total Adds 4, WOIA, WAIL-FM, WKXI, WTMP. Heaw: WILD, WSSI, WENN, WPDO, WDAO, WIT WEE, WBI X, WGCI, WCIN, WJMO WKND
BRASS CONSTRUCTION "Can You See The Light" (Liberty) 29/4
Rotations: Heew 210, Medium 120, Light 1211, Extre Adds 3, Torel Adds 4, WXYV, WAOK, KOAY, WKXI. Heaw,
WILD, WTLC Medium: WHRK, WJMO, KDKO, XHRM, WGIV, WOIC, WJMI, WVOL. WLTH. WKWM KAEZ KPRP, ROBERTA FLACK "Making Love" (Atlantic) 29/2
Rotations: HaAw 3/0, Medium 11/0, Light 13/0, Extre Adds 2, Total Adds 2, WKND, WTMP. Heaw: WJMO, XHRM STARS ON 45 "Tribute To Stevie Wonder" (Redio/Atlentic) 28/13
STARS ON 45 "Tribute To Stevie Wonder" (Radio/Atlantic) 28/13
Rotations: Heew $0 / 0$, Medium 8/1, Light 15/7. Extra Adds 5, Total Adds 13, WWIN, KMJO, WBMX, WJPC SKO, KDAY, XHRM, WKXI, WBLX, WTMP, WDAO, WKWM, WVOI. Mediurn; KRLY, WAIL-FM, KNOW, KELP


BOBBY WOMACK "Where Do We Go From Here" (Beverly Glen) $27 / 8$ Rotations: Heavy 4/0, Medium 7/0, Light 10/2, Extre Adds 6, Totel Adds 8, WOOK, WVEE, WYLD-FM, WSSU Rotations: Heavy 4/O, Medium 7/O, Light 10/2, Extra Adds 6, Totel Adds 8, WOOK, WVEE, WID-FM, WSSJ, WATV, WOWI, KDIA.
THIRD WORLD "Try Jah Love" (Columbia) 26/5
Rotations: Heavy e/o, Medium B/0, Light e/3. Extre Adds 2, Total Adde 5, WILD, WDIA, WCIN, WJLE, WKWM Heaw, WOOK, WHUR, WGCI, KDAY, WKND, WNHC, WWRL, KACE. MOdIUM: WDAS. WAOK, WHRK, XHRM KSOL, WSSJ, WGIV, WTLC.
BLOODSTONE "We Go A Long Way Back" (T-Neck/CBS) 25/10
Rotations: Heaw 31, Modiurn 6/, Light 11/3, Extra Adds 5 , Total Adds 10, WHRR, XHRM, WSS, WOIC, WJAX
KOKY, WLOU, WJJS, WANT. WKWM. Heaw, WWIN, WENN. Medium: WHUR, WAOK, WGCI, KOKO, WOWI
SECRET WEAPON "Must Be The Music" (Prelude) 22/2
Rotations: Heaw 9/0, Medium 9/0, Light $4 / 2$, Extra Adds O. Total Adde 2 , WOIA, WJPC. Heaw: WXYV, WVEE, WNHC, WPDO, WVOI.
J. GEILS BAND "Flemethrower" (EMI Americe) $22 / 2$
 WJAX, WBLX, WLTH, WWWS, KUKO, KPOP-FM. MediUm: WGCI, WDMT, KDAY, WANV, KELP, KOKY, WJJS, PLEASURE "Sending My Love" (RCA) 21/6
Roiations: Heaw 2/1, Medium B/O, Light 9/3, Extra Adds 2, Total Adds 6, WiLD, XHRM, WJAX, WLOU, WBLX
WVOI. Meaw: KOIA. Medium: WWIN, WHUR, WHRK, KDKO, KSOL, WJJS, WOWI KAEZ KLEEER "Teste The Music" (Atlentic) 21/1
Rotations: Heavy 20, Medium 9/0, Ligh: 10/1. Extre Adds O, Total Ad WWIN, WAOK, WVEE, WNHC, WKXI, WLOU WTOY WITH KACE

## SICNIFICANT ACTION

MICHAEL WYCDFF "Still Got The Magic (Sweet Delight)" (RCA) 20/5 Rotations: Heaw, 20, Medium $7 / 0$, Light $7 / 1$, Extre Adds 4, Totel Adds 5, WAOK, WJMO, WWRL, WGIV, WKWM AL JARREAU "Teach Me Tonight" (WB) 20/4
Rotations: Heaw 1/0, Medium B/O, Light 9/2, Extra Adds 2, Total Adds 4, KMJO, WJPC, WGIV, WJJS. Heav SKOOL BOYZ "This Feeling Must Be Real" (Destiny) 20/3 Rotations: Heevy 3/0, Medium 7/0, Light 8/1, Extra Adds 2, Total Adds 3, WCIN woaO KUKO Heaw: WGCI, REN wOODS "Take Me To Heaven" (Elektra) 20/1
Rotations: Heaw 1/0, Medium $11 / 0$, Light 7/0, Extra Adds 1, Total Adds 1, KACE. Heav: WENN. Medium: WAOK

BILL SUMMERS \& SUMMERS HEAT "At The Concert" (MCA) 19/7 Rotations: Heavy 0/0, Mealium 10/2, Llght 5/1, Extre Adds 4, Totel Adds 7, WWIN, WKN
WJAX, WTOY. Medium: WAOK, WVEE, KOKO, WGIV, WPDO, WLOU, KAEZ, KACE.
REDDINGS "I Know You Got Another" (Believe In A Dream/CBS) 18/5 Rotations: Heaw 1/0, Medium 4/0, Light 9/1, Extra Adds 4, Total Adds 5, WJLB, WENN, WBLX, WTOY, KAEZ

WEST STREET MOB "Sing A Simple Song" (Sugar Hill) 18/4
Rotations: Heaw 1/0, Medium 8/0, Light E/1, Extra Adds 3. T
WDIA Medium: WWIN, WHUR, KDKO, WGIV WOIC WLTH.
TOM BROWNE "Bye Gones" (GRP/Arista) 18/4
Rotations: Heaw 1/0, Medium $5 / 0$, Light 10/2, Extre Adds 2 Totei 10 , WOIA WKXI WLTH WKWM He日M
INSTANT FUNK "Why Don't You Think About Me" (Salsoul/RCA) $18 / 2$
Rotetions: Heev, 3/0, Medium 4/0, Light 101, Extre Adde 1, Totel Adds 2, WJPC, KPOP-FM. Meav: WILD, WEDR

MANHATTANS "Honey, Honey" (Columbia) 18/1
Rotations: Heaw 8/0, Medium B/0, Light 3/0, Extre Adds 1, Total Adds 1, KUKQ. Heaw: WMY, WOMT WATV WJAX, WPOO, WJJS. Medium: WILD, WAMO, WOOK, WAOK, WHRK, WYLD-FM, XHRM, WTOY
DUNN \& BRUCE STREET "If You Come With Me" (Devaki/Mirus) 18/0 Rotetions: Heew 4/O, Medium B/O, Light 6/0, Extre Adds 0 , Toral Adds 0 . Heaw: WILD, WAOK, WSSU WENN
Medium: WXY, WOAS WOMT XHRM, KNOW, WANM KAEZ WVOI.

WILLIAM "BOOTSY" COLLINS "Take A Lickin" And Keep On Kickin" " (WB) 17/12
Rotations: Heaw, 0/O, Medium 4/1, Light 4/2, Extre Adds 9, Total Adds 12, WWIN, WEDR, WGCI, KDKO GROVER WASHINGTON JR. "Jemming" (Elektra) 16/2
Rotations: Heavy 0/0, Mediurn 6/0, Light 9/1, Extra Adds 1 , Total Adds 2 WWIN WKNO. Medium WHUR KMJO ADC BAND "Roll With The Punches" (Cotillion/Atco) 16/1 Rotations: Heavy 5/0, Medium 210, Light 80, Extra Adds 1, Total Adds 1, WJMO

GLADYS KNIGHT $\&$ THE PIPS "A Friend Of Mine" (Columbia) 16/0 Rotations: Heaw 4/O, Medium $8 / 0$, Light 4/O, Extra Adde O, Toral Addo O. Heaw: WILO, KNOW, WLOU, WDAO MERGE "Take It To The Top" (RCA) 15/2 WTOY
Rotations: He日w $1 / 0$, Medium 2/0, Light 12/2, Extra Adds O, Total Adds 2, WHRK, WKWM. Heawr WEOR Medium: WAOK, WLTH.
CHAS JANKEL "Glad To Know You" (AGM) 15/1
Rotations: Heaw 3/0, Medium A/O, Light $3 / 0$, Extre Adds 1, Total Adds 1, WOMT, Heavy: WILD, KDAY, WuWS Medium: WWIN, WXYV, WHUR, WAIL-FM, WGCI, WNHC, WLTH, WVOI
GRANDMASTER FLASH \& THE FURIOUS FIVE "It's Nesty (Genius Of Love)" (Sugar Hill) 15/0
Rotations: Heaw, 6/0, Medium 9/0, Light OOO, Extra Adds 0, Total Adds O. Heswr: WWIN, WAIL-FM, KMJM, WATV

## Black Radio Hottest <br> April 2, 1982

| EAST | 80UTH | MIDWEST | WEST |
| :---: | :---: | :---: | :---: |
| Stevie Wonder Chert <br> George Benson Secret Weapon Xavier | Stevie Wonder <br> Rey Parker Jr. <br> Tom Tom Club <br> Richard "Dimples" Fields | Stevie Wonder <br> Prince <br> Tom Tom Club O'Bryen Smokey Robinson | Junior <br> Xavier <br> Stevie Wonder |

## Regionalized Adds \& Hots



|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |




## CHR PARAIIEL ONE PLAYLSTS



MIDWEST


PD: Bob Travis
Asst. PD \& MD: Jay Store

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



Phoenix


PD: Jack Roth ${ }^{\text {Los }}$
MD: Reck Stancato






## PARALLELS

rallel H: Selected stations in secondary markets that are format
minant' andor exert a significant local or regional intluence. This parallel
e status
wallel IIf: Selected slations in smaller markets that are tormat dominant "
condary market stations that do not qualfty tor parallel two status.
te: (") Format dominance is oased on the Monday-Sunday. 6 A


EXAMPLE

CHR ADDS \＆HOTS
Music Koy：1DPI indicates the song is geroing play duwing cortedin parts of the day andor nighe（RA）indicutes the song was dropperd from the phaylisi therl reoudded．

Most Added．Hottest
Paul McCartnay Humen League Rick Springfield Cherlie Daniels J．Gelle Band Cherlie Daniels
Little River Band

| MIDWEST | WVICfitort Lenalina．MI Jlm St John | WOJXIDaytion，OH Stave Allon | Parallel three | KRNALOw：CIIV．IA | KLUC／Lao Vogne，NV Dove Van Stonio | pmicassalt Latho ciry．UT Lormale Winrepar | KDZAPuobito．Co |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| sox Columbus OH <br> Terf Nutter <br> TOMY TUTONE <br> BEATLEES <br> Hotteet： <br> JOAN JFTT 1－1 <br> J．OEILS RAND 5－2 <br> RICK EPRINGFIELD 10－6 <br> ALABAMA 13－11 <br> OUINCY JONPS 19－15 | diana moss |  |  |  | mecartnyy／monder | LE | ey／wewder |
|  | silepp | azktye hioasns 5－1 | Dan Branion | cLais | donmie 1 Hes |  | ${ }_{\text {Loinfer }}^{\text {LRA }}$ |
|  | rainhom | JoAn jeTt ges | mecartney／wond | mecartiey／w | ， | Joan jett 1－1 | Ms |
|  | gr | 5 13－9 | Post | RAINHOW | VANG |  | Mid denvery |
|  | CHARLIFNE | OUINCY Jones dople |  | join hall mand |  | HuEY LTNHS 1 AND TH | arole kina |
|  | OnJ ${ }^{\text {a }}$－1 | WKDO／Evansulilla，in | Joan jpt | jor | J．otils band 10 |  | － |
|  |  | Hobbulpulne |  |  | Rick sphinapield 12 | Kabkiboine．ID | N Jm？ |
|  | atriba streisand 16 |  | pa | SUARTERPIASII 9 －6 |  | Aob |  |
|  | patr．davis if－13 | mecarthy／monder | Rrick span | TOMMY TUTONE | John Leo Wilker | E／WONDER | Crilis ina |
| KIOADen Moines．IA <br> A．W．Pantoja <br> PRANKL：／KNOCKOUTS <br> SHEPNA FASTON <br> MCCARTNEY／WONDEE <br> EDDDE KABBITT <br> CARPENTERE <br> DAN POGFLAERG <br> Hotesti <br> JOURNEY 1－1 <br> HUEY LFNIS AND TH 13－6 <br> PAUL DAVIS 16－10 <br> CFIARLFNE 19－12 <br> HICK SPRINOPIELD 21－16 | kstid | mis |  | Kawelfargo． |  |  |  |
|  | Bill Yo | Hoin jet j－1 | KKL sininpid cis | Waynot hillor |  | Llit nels | Oon Potter |
|  | Mce | GO OO＇S $6-3$ VANGRLIS | mcartney／hendrr | tomy tutone | Koolt the oanc b－5 | John Hall hand | beatles |
|  |  | mick sphinafifld 10－7 | beat | cianlent |  | Hoteo | patti austin |
|  | DAN POCither mo | CHAklene 16 | T．0．EHfPPARD | Ons 1－1 | rick sprimorield in－7 | Joan jem | Ana robs |
|  | carole kino | wJxalJocka |  | vanorlis | FM102／Sacramento | J，getile band？ | TASTE Of Howky |
|  | On， $1-1$ | Ryanchook： | Stivie monder |  | Bllly Mandore |  | Jotin liall band |
|  |  | painbow |  | Huer lewis and th 9－7 | ${ }^{\circ} \mathrm{O}$ |  | RAINBO\％ |
|  | hick sprinofield $15-\mathrm{B}$ | police | ONJ 13－6 | WCIL－FM／Carbond | dan fogelbrrg | Lon E．Milcholl | dian leao |
|  | CDB 20－12 | McCartiey／Wonder | J．Oflle band 15－7 | Tony Waitokue | Oporot Hotever |  | 寿 |
|  | KEYN－FMM | 1 N | KKXUQ |  | E monder 2－1 | mecartney／wander | STEVIE MONDER ${ }^{\text {S }}$ |
| KOFM／OKinhoma Cing，OK Chuch Morgan | Terio Sprine | \％CEILs | Jot Parkem | mectates | OnERTIE HIC | ${ }_{\text {coin }}^{\text {Brat }}$ | ICK SPRINOPIELD |
|  | оне |  | （encartney／wonder |  |  | ${ }_{\text {Love }}$ |  |
| spanap | Co ${ }^{\text {cos }}$＇s | police a－15 |  |  |  | Boys Duk OUND JUPITE |  |
| OUARTtrplash MCCARTNEY／WOnder | Hotent |  | STEvIE HCNDER 1－1 |  | K8PZIColorado Springer co | john detiver（dp） |  |
| hatl emates | ONJ 6 －3 | akoumana，ne | 60 cos s | SKYY 10－3 | Mike Doniols | CHARLENE（dp） |  |
|  | STEVIE NTCKS ${ }_{\text {a－5 }}$ | Mork Evons |  | TOMMY TUTONE | GORDON LIOHTFOOT | jom，jrst |  |
| Hot | pair davis $23-1$ | mccabtney／ |  |  |  | Stz UIE NICKS | NE |
| JONN JETT ${ }^{1-2}$ | WYFmivo | ray matimer |  | KFMżColumbie．MO | Joan jett 5－ | RICK SPRINOFIELD ${ }^{\text {R }}$ | tecot |
| ${ }^{\text {vanoflis }}$ | Joth Tobin |  |  |  | HUEY LEW1S AND |  |  |
| HuEy Lewis and th 7－5 |  | Joh | My tutone |  | 3．GFILS BAND 15－9 | KKFMIColorado | －GEILS BAND 6－6 |
| KRAVTTUIEA，OK Gary Reynolde | rolling stones | J．GEILS | blton john | police | KHYTr |  | an hale |
|  | moten | gick springaield 12－11 |  |  | Rich Brother Robbin | Eloner |  |
| mccartney／womder | 3. | KılikJovenpor， | va | human lza |  | ou | cabilingo．MT |
| dan fogelaemg | Stevie wowder | chuck King | TCK SPRINGFIELD 26 | DHAGHT THILLEY HALL OATES $28-19$ | mccartney／m | JoAn Jet 1－1 |  |
| LRB | diana ross 12－9 |  | paur davis ${ }^{27-24}$ | CDB D－27 | donit iris | co co ${ }^{\text {c }}$ 8－2 | INBOW |
| bertie higGins 1－1 $^{-1}$ | wakxuduluth，M | ray parkrr ja | J．GERLS BAND D－29 | $99 \mathrm{KG} / \mathrm{Saline}$ ，KS | 5 SMOKE ROBIS |  | biray menilo |
| vancelis 2－2 | Dave Stranbarg | John denvea | WSPTISteverwe Point | Donny Colller | jepre Lorber | UEY Lewi | John den |
| ELTON JOHN 9－7 | mCCARTNEY／WONDER | franke／ |  |  | Jonn jert | KıKıl／${ }^{\text {anoh }}$ |  |
|  | ON Jois | Hoterest Jon Jt | MCCARTNEY／WCNDER | barry mani | Tom tom clus 13 | John Fink | ALDO NOVA |
| K Z93PPeorle，IL <br> Koith Edwards | bertie higgins 2－1 | 3．GEELS PAND 14 | Boys band | CAROLE KING | RICK SPRINOFIE | Јонм | RICK Sprinapiel CHARLENE 27－20 |
|  | ONJ 4－4 |  | Lover | cenesis | мо |  |  |
| MCCARTHEY／WONDER LOVERBOY <br> DAN FOGELBERC <br> Hotteat： QUARTERPLASH $2-1$ <br> HUEY LEWIS AND TH 4－2 <br> VAN HALEN 5－4 <br> TOMMY TUTONE C－5 <br> ONJ 7－6 | STEVGELIS F （10－6 | PAUL DAvIS 31－24 | John hall band．（dp） | Hotteat JOAN JETT 1－1 | KIOD／Monteror，CA |  | KATIUCasper，WY |
|  | charlene 18－12 | WZZR／Grand Raplat．M1 | HOAN JETT |  |  | （cato |  |
|  | WNAM／Apploton－Oshkosh，WI | Brian Thomas | 3．GFils band ${ }^{-2-2}$ | OUARTERPLASH $21-16$ | GREG KIHN | human league | mectatney／wander |
|  | hres Coina | dan frograbrg | TOMMY TUTONE ${ }^{\text {T－4 }}$ | Hall 6 Oftes | dan pocelber |  | Foun |
|  |  | MCCARTNEY／MONDER | RICK SPRINGFIELD | KKRC．FM／Stoux | Hotte | Jett | NNKE LEACUE |
|  | SHEENA |  | WTRUIMuskogon．M | Bill Richarde | PR |  |  |
| WGRD／Grand Raphat．MI Sean Stevere |  | ${ }^{\text {ONJ }}$－${ }^{2-1}{ }^{\text {VANGELIS } 6-5}$ | Miko Stovore | micartiey／mon | RICK Sprinapield 12 |  | JoAn ${ }^{\text {ONS }} 2$ |
|  | Franke／／RNOCKOUTS |  | RaY PARKER JR． TASTE OF HONEY | GUEESIS | VANGELIS $20-13$ | ALIIS 30－25 |  |
| RICK SPRINGFIELD Hoterst： <br> OOAN JFTT <br> BERTIE HTGGINS $10-9$ <br> STEVIE NICKS 13－10 <br> HUEY LENIS AND TH 17－1 | Hote | TOMYY TUTONE |  | ${ }_{\text {cos }}$ |  |  | Stevie nicks 7 －6 |
|  | Hatl bair davis | WKFPIKalamazoo， | ckou | N JtTt | O O Nall | ballei three | wie |
|  | McCartney／Wonder a－17 | Swaruchapn | CN＇ROL | HUEY LEWIS AND TH |  |  | Joy McCall |
|  |  | bar | ca |  | mear | KCBN／Rono．nv | over |
|  | WGBFIE | 促 | ONJ |  | garry mat | Jum O＇Naol |  |
| WHOTTYoungstown． $\mathbf{O H}$ Dick Thompson | in Carpe | SHEENA EASTO | Jonn | WEST | ${ }_{\text {ctaste of }}$ |  | MON CARP UNKEL |
|  | 88 | car |  | Rallei two | JA | ander | Le |
| ROLLING STONES <br> MCCARTNEY／WONDER <br> Hot ebt <br> PAUL DAVIS 22－1 <br> HALL $t$ OATES 28－20 <br> OUINCY JONES 30－21 <br> CHARLENE 29－22 | Join | Hotest |  |  | vancel | a | ett |
|  | Hotest ${ }_{\text {STE }}$ | RICK SPRINGFIELD 12－6 | Tony Stownert | KCPx／Sait Lake Ciry，ut | J．GEILS SAND | Polic | Ck Sphincrield 10－7 |
|  |  | PMAL DANIS ${ }^{\text {16－9 }}$ | Tony | Gary Weldron | OUARTERLLASH 19 | ttes | L OATES 18 －10 |
|  | VANCELIS $11-8$ | SISTER SLEDCE ${ }^{\text {che }}$（7－13 | EnESI | mccartney／wonder | CHARLENE 28－20 | －Hoók 26－1 |  |
|  | Stevie nicks 19－11 | WLrticlovelond Halights， OH | J．geils ban | ${ }_{\text {donte }}^{\text {DoNNIE IRIS }}$ | KKXX／Basorsfiedt CA | － | IVIAnchorago． |
|  | Wzok／Rochford，il | Scort＂Smokar＂Howirt | vangelis 6 － |  |  |  |  |
| WMEE／For WaYno．IN John Curry | Mr．E | TOMMY TUTONE | （ RICK SPRINGFIEL 9 9－5 | PREMIECE WILLIAM | Mceartiey／Wonder |  | MCCARTNEY／WONDER KOOL THE CANG |
|  | mceartney／ | parr davis |  | Hoteot： | dan rocelee |  | To |
| CHARLENE <br> ROLLING STONES BEATLES <br> MCCARTNEY／WONDER CDB <br> DAN FOCELBERC <br> FRANKE／KNOCKOUTS Hoteset <br> ONJ 3－1 <br> VANGELIS $11-5$ <br> RICK SPRINOFIELD 19－8 <br> OUINCY JONES 212 <br> OUINCY JONES 21－14 | GREC | Soft | KELosioux folls，SD | charlene | Simok barfinkel |  |  |
|  |  | OAK Rid |  | MECCO ${ }^{25-16}$ |  |  |  |
|  |  | BUCCNER Hotesest | Mccartney／wonder |  |  |  | Sotere STEVIE MONDER 1－1 |
|  |  | J．CEILS PAND ${ }^{\text {S－2 }}$ | WILLIE NELSON |  | RRICK SPRINGFIELD ${ }^{\text {Reg }}$ 15－6 |  | Jon jert 4－2 |
|  |  |  |  | Sude colomen | Lray parker jr．21－10 |  | OUINCY Jones 12－8 |
|  |  | VANGELIS ${ }^{\text {d }}$－12 HUEY LEW IS AND TH 18－13 | c |  | DR．Hook 23－13 |  | E roux 30－24 |
|  | LituliHuation | Lewis And Th 18－1 | ${ }_{\text {coid }}$ | Junion | knbatocome， |  |  |
|  |  | KMgkIDos Moinos，IA | ${ }^{\text {ON，}} 23$ 2－18 | McCARTNEY／WONDER Hotest： | Gary Bryan |  |  |
|  | ${ }_{\text {ciob }}^{\text {MTKE }}$ | Michael Stone | H．GEILE BAND ${ }^{\text {24－20 }}$ | Joan jert 1－1 | mecartney／wander |  |  |
| WNCl／Columbur，on <br> Steve Edwards <br> roberta flack mccartney／wonder Hoteses： <br> STEVIE MONDER $1-1$ VANGELIS ${ }^{\text {9－3 }}$ HUEY LEWIS AND TH 12－8 RICK Spring ield 14－9 pall DANI $16-10$ | mccartney／wavder | police | KWLONaternoo，IA | RICK SPRINCFIELD $17-11$ | sheena easton | THE FOLLOWING STATIONS DID NOT REPORT THIS WEEK： |  |
|  | Hote | $\underset{\text { CARS }}{\text { chame }}$ | Drow Bontor | HUEY LEWIS AND TH ${ }^{\text {Hen }}$（15－13 |  |  |  |
|  |  | （0） |  |  | policz | JB105／Pro | ovidence |
|  | Sertie higgins 4－3 | Toto | mccartney／Wonder | Guy Zapotoon | ¢07\％ | CFTR | oronto |
|  | CHARLENE 16－11 | Jourer ${ }^{2-1}$ | Lhoteat |  | Joan jert $2-1$ | WLS／Ch | hicago |
|  |  |  |  |  | RICK SPringrifl ilion | WLS－FM／C | Chicago |
|  | J．K．Dearno | RICK SPRINGFIELD 22－15 |  | human league hotest： | CHARLENE 29－18 | 3WT／Bing | hamton |
| wowiomete．NE |  |  | RICK SPRINGFIELD JOURNEX $5-5$ | 3．GEILS BAND 2－1 | кsenprovo．UT | BJ105／O | rlando |
| Miko Shane | hall ontes |  |  |  | KraddicwGinaber | CK101／Coc | oa Beach |
| MCCARTNEY／WONDER（dp） BFATLES <br> DAN FOGELAERG <br> ROLLING STONES <br> Hottert： ONJ 2－1 <br> VANGELIS 5－3 <br> PAUL DAVIB 7－4 <br> NEIL DIAMOND $12-6$ <br> MCCARTNEY／WONDER A－7 | Hoene 3 HTT |  | BOb Loonerd | PAUU DAVIS $25-17-10$ ROBERTA FLACK 23－20 | mecattion | WIKS／Indie | anapolis |
|  |  |  |  |  | 促 | NAP | nepolis |
|  |  |  | LR8 | rouFrreso，CA John McCoralo | JJUREY ${ }^{\text {STE }}$ |  |  |
|  | OUINCY JONES ${ }^{\text {de－15 }}$ |  | PRANKE／KNOCKOUTS | John McCort | Jonn jett ${ }^{\text {B／3 }}$ | HE FOLLO | S |
|  |  |  |  | charlene |  |  | A FROZEN |
|  |  |  |  | LER ROXX |  | PLAYLIST TH | HIS WEEK： |
|  |  |  | Hoterti | Hoteat |  | WOMP－FM | Bellaire |
|  |  |  | ORCK Sprinopirld 9 －7 |  |  | WISE／As | eville |

PARALLELs
 larallel t：Selected stations in malor mark
ndor exer a significant national miluence． ＇arallol II：Selected stations in secondary markets that are format lominant＂and／or exert a signficant local or regronal influence．This paralle nay also co herallol II：Selected stations in smallor merkets that are format dominant ${ }^{-}$ no／or exert a stgnisicant bcal inluence． Wore：（＇）Format dominance is based on the Monday－Sunday，6AM
（2Midioht，total persons 12 plus shares as published by Aromron．All pre 12 Midnioht．total persons 12 phus shares as published by Aronron．Ail pre munan


EXAMPLE



|  | comm |  |
| :---: | :---: | :---: |
|  | 边 |  |
|  |  | （tan |
| mom | － | comm |
|  |  |  |
| \％er | － | comm |
| $\cdots$ | \％ |  |
| ${ }^{210}$ |  |  |
|  |  | － |
|  | \％ |  |
|  |  |  |

8

|  |  |
| :---: | :---: |
| $8$ |  |
|  |  |
|  |  |



0






| FOREGNER Jukabox Hero（Atantic） LP：Foraloneas 4 |  |  | GENESSSMan On The Corner cav．lLPA Abscab |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| ［1］D3 |  |  |  |  |  |
| Wert |  |  |  |  |  |
|  |  | （tict |  |  |  |
|  |  | comm |  |  |  owm |
| onve |  | （1ax |  |  | moxm |
| $\frac{1005}{0-2}$ | －mol | Hextismo |  | 边 | cix |
| $2 \times$ | vxi $\quad$ in | － |  | mmen | － |
|  |  |  |  |  | － |
| ${ }^{\text {an }}$ |  |  | moin |  | 边 |
| wr |  | max 3 20－27 |  |  |  |
|  |  |  |  |  |  |


C

|  |  |
| :---: | :---: |
|  |  |
|  |  |



GOGO＇S
We Got The Boat IIRS／AGM） LP．Beourt E The Beat


Page 60

|  |  |
| :---: | :---: |
|  |  |
|  |  |



| MUMAN LEAGUE <br> Don't You Wint Mo (A\&M) LP Dare <br> 11323 <br> 84\% $\qquad$ mbup bant pown |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | $\qquad$ $\begin{aligned} & \text { KILO } \\ & \text { wiLs } \\ & \text { wrues } \end{aligned}$ $\begin{aligned} & \text { wot } \\ & \text { MTy } \\ & \text { acturn } \end{aligned}$ waw |
|  |  |  |  |  |  |
|  |   <br> T..../Barrctw hock 'N noll <br> 159/0 <br> $76 \%$ |  |  |  |  |
|  |  | $\begin{aligned} & \text { nome } \\ & \text { noin } \end{aligned}$ |  |  |  |
|  |  |  |  |  |  |

R\&R/Friday, April 21982
RER/Friday. April 2. 1982
Page 61


|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  |  |


|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |



## SUBSCRIPTION SERVICE

The only full service

## CHR cas MILSIIEBICK PIEE

EDDIE RABBITT "I Don't Know Where To Stort' (Elektra) 47123
Rotationn: Hewow 21, Medium 21/8, Light 19M9, Extrn Adde 8. Total Adde 23, WSB, 日7A1A, WWYZ WSBA, WAFE, WSU, WHVA, WHBC, WHO, WCCO KB, KBO, WMO WITA WCTY WEU WHBY WWSA KPAT, WJON, KTWO, KMED, KRNO. Hewry WCCO Mnom MI
DARYL HALL E JOHN OATES "DId It In A MInUte" (RCA) 43/8 Rototionn Heavy Bo, Medlum 28/3, Lhaht 10/4, ERtra Addm 1. Total Adde B, WCBM, WFYR, 66KRC, WBL WOWO, KSLO, KBO, KFOR, HOØW, WOUE, WSRZ, KKUA, KWAV, WLVA, WROV, MOCWI: WZUU, WICC WRIE,
FRED PARAIS \& THE FIVE SATINS "MedIey" (Elektra) 43/3
Rotation: Hoovy 9/0, Mudwm 20/2, Light 14/1, Extrn Adds O, Total Adde 3, WRVA, KLTE, KCRG. Huaw Rotatione: HoavY 9/0, Mudwm 20/2, Light 14/1, EMZr, Adds O, TOt Ad Mide WTAE, WICC, WSM, WTC, WGAC WSGN KULF KCEE WEIM WCTC WNEU KRBC KBOZ
PICK SPRINGFIELD "Don't Talk To Strangers" (RCA) 41/3
Rotationn: Heow 1010, Medium 21/3, Lheht 10/0, Extrm Addm O, Toth Adde W, WJMO, WSKY, WLVA. Hom KDKA. WHHY, SMO8, WQUE, WSRZ, WFMK, KWAV WWNR, WORG, WBOW, MødWM: WASH, WZZP KSRO, WHEN, WAFB, KRBE, KULF, WAAY, KSLQ, When 3717

SHEENA EASTON "When He Shines" (EMI Americe) 3T17
 WCCO, KEX, WELI, KULF, KRMG, KKRD, KSL, WEIM, WDAY, KFOR, WJON.
T.G. SHEPPARD "Finally" (WB/Curb) 35/11
T.G. SHEPPAR Finall 19/5, Lhaht $11 / 4$. Extro Adda 2, Totel Adds 11, KEZL, KULF, WRVR, WPTF KMBZ, KLTE, WQUA, KRMG, WNEU, KBOZ, KTWO. Heav, WLTA, WCCO WOEF Medtum: WSE, KEX, WSFM WBT, WHHY, SMA5, WRVA, KREC, WSKY, WWSA, WOAY, WJON, KMED, KISN
MIKE POST "Theme From 'Megnum P.I.'" (Elektre) $32 / 8$
Rotations: Heavy 4/O, Modium 17/3, Light 9/1, Extra Adde 2, Totel Adds 6, WVBF, WNIC, KOY, WRVA, WSRZ YES96, Heav: WHHY, WFMK, WKZE.FM, WNEU, Mudium: WBEN, KEX, WEL, WGAC, WHBC, KSL, KCEE WEIM, WKBR, WSGW, KBOZ, KBAI, KRKK
CAROLE KING "One To One" (Atlentic) 31/15
Rototions: HenW 1/0, Medium 11/2, Light 18/12, Extra Adds 1, Total Addn 16 , WHB, WCCO, KMGC, KRKA WQUE, WFMK, KOB WHR, KUGN WSKY WOEF WDAY W KON KRKK, KISN. Høow: KWAV. Medium JENNIFER WARNES "Come To Me" (Arista) 30/0
Rotetions: Heavy 20 Madium 17/0, Light 11/0, Extris Adde O, Tothl Adds O. Heow, WDEF, WLVA. Medium Rotetions: Heaw 20, Madium 17/0, Light 11/O, Extri AdIB O, TOIAI Adde O. Heov, WOEF, WLVA, Madium
WSB, g7AIA, KEX, WGAC, KEY103, WRVA, WHBC, WHIO, KBOI, KUGN, KSL, WEIM, KREC, WWSA, WJON, KBOZ, KMEO

## SICNIFICANT ACTION

A TASTE OF HONEY "I'll Try Something New" (Capitol) 2B/6
Rotations: Heavy 1/0, Medium 16/2, Light $11 / 3$, Extra Adds 0, Totel Adds 6; WOMC, KSEL, WLVA, WSGW WCHV WORG, KRNO KRKK. HUEY LEWIS AND THE NEWS "Do You Believe In Love" (Chrysalis) 28/4 Rotations: He日V 80, Medlum 163, Llght 4/1, Extre Adds O. Total Adde 4, WQUE, WEIM, WSKY, WOAY
Heav: WZZP, KOY, WHHY, WSRZ, WOWO, WROV, KPAT, WBOW. Medium: KOKA, KVIL, WFYR WBBF WGAC KMGC KREE WFMK WMHE KWAV KYUU WNNR KRKK LE ROUX "Nobody Said It Wes Eesy" (RCA) 24/2
Rotetions: Heaw 710 , Medium 1010 , Light $7 / 2$, Extre Adds O, Totel Adds 2, KVIL Q9e, Heovy: WAFB, WHHY
 WWNR, KPAT, WBOW
PATTI AUSTIN with JAMES INGRAM "Baby Come To Me" (Qwest/WB) 23/1 Rotetions: Heow 3/0, Medium 12/0, Light 811, Extro Adds O, Totel Adds 1, KSEL. Heav: KULF, KKUA

DIONNE WARWICK \& JOHNNY MATHIS "Friends In Love" (Arista) 19/19 Rotations: Heavy OO, Modiym 7T7, Light 1212 , Extre Adds O. Totel Adds 19 , WLTA, WSB, WCCO, KEX

ITTLE RIVER BAND "Man On Your Mind" (Capitol) 19/8
Rotations: Heavy 211, Medium 6/0, Light 9/5, Extre Adds 2, Total Adds 8, wWVZ, WAFB, KWAV, WKZE-FM, WORG, WOAY, WBOW, KAOE, HeaVy: WSR2, Medium: KEX, KCF, 185,
Rotetions: Hebw 1/0, Medium 9/1, Light 6/2, Extre Adds 2, Total Adds 5, WGAC, WHHY, KTKT, Kfiec, KTwo BOYS BAND "Please Don't Stop Me Beby (l'm On Fire)" (Elektra) 18/4
Rotetions: Heaw 2/0, Medium 9/2, Light 61, Extra Adds 1, Total Adds 4, WFMK, KCEE, WKZE-FM, WLVA STARS ON 45 "Tribute To Stevie Wonder" (Radio/Atlantic) 16/6
Rotations: Heew 0/O, Medium 8/3, Light 8/3, Extre Adds O, TOtel Adds 6 WCLR WFYR WET, WIS, WLVA BILL LaBOUNTY "Livin' It Up" (W'B/Curb) 16/0
Rotations: Heaw 1/0, Medium 11/0, Light 4/0, Extre Adds 0, Totel Adds 0 . Heavy: WOAY. Medium: WCZY DENIECE WILLIAMS "Its Gonna Take A Miracle" (ARC/Columbia) 13/4
Rotations: Heaw 0/O, Medium 81, Light 3/1. Extre Adds 2, Total Adds 4, WROR, WHYN, WKZE.FM, WEIM
LAURA BRANIGAN "All Night With Me" (Atlantic) $13 / 2$
LARRY LEE "Don't Talk" (Columbia) $11 / 5$
Rotations: Heew 0/0, Medium 3/0, Light 7/4, Extro Adds 1. Total Adds 5, WLTA, KKUA, WCHV, WJON, KMEO
STEVIE NICKS "Edge Of Seventeen" (Modern/Atco) 11/1
Rotations: Heew 3/O, Medium 4/1, Light 4/0, Extra Adds O, Total Adds 1, WROV. Heaw: WZZP, WHHY BOBBY CALDWELL"Jamaica" (Polydor/PolyGram) 9/4

IS, KMEZ, KKRO, KWAV. Medium
KARLA BONOFF "Personally" (Columbia) 8/2
Rotations: Heew 0/0, Medim 7/2 Light 1/0, Extre Adds 0 , Totel Adds 2 , KEX, KWAV. Medium: WLTA, WSB
ALABAMA "Mountain Music" (RCA) 7/1
WOAY. DOTTIE WEST "You're Not Eesy TO Forget" (Liberty) 7/0
Rotetions: Heovy 1/0, Medium 3/0, Light 3/0, Extre Adds 0, Totel Adds 0. Medium: WCCO, WHIO, KSL
PIA ZADORA "I'm In Love Again" (Elektra/Curb) 6/3
RANDY GOODRUM "Sevin' it Up" (Polydor/PolyGram) 6/2
CHARLIE DANIELS BAND "Still In Saigon" (Epic) $5 / 2$, KRKK. Medium: WLTA, KREC Rotetions: Heaw $0 / 0$, Medium 2/0, Ught 3/2 Extre Ads 0 Total Adds 2 WHHY, WEIM. Medium: WSRZ.
KOOL \& THE GANG "Get Down On Ir' (De-Lite/PolyGram) 5/2

RAY PARKER JR. "The Other Woman" (Ariste) 5/1

## CHR SICNIFICANT ACTION

EDDIE RABBITT '"I Don't Know Where To Stert' (Elektra) 10/2 WAYS On, WFLE o32, KKLS on, KOZA on.
GORDON LIGHTFOOT BAbY STOP KBC CKIW OI KCBN 18.14 WZZR on WKFR on KIOA a 27 Movoe. Up 3, Lebuls 1, Same b, Down 0. Add

## CHR שas HILSIIE BICK PIEE <br> Now \& Active Continued from Back Page <br> April 2, 1982

JOHN DENVER "Shanghal Breezes" (RCA) $62 / 12$ GENESIS "Man On The Corner" (Atlentic) 61/7
GENESIS "Man On The Corner" (Atlentic) $61 / 7$, WFEG, WXLK KKRC-FM, 99KG, KOW, 89 2920 , WGCL 27-24, KEZR 18.16, K104 4-4, WAEV 28-24, KSEL-FM 20-14, WSPT 30-27, KRNA 2622.
FOREIGNER "Juke Box Hero" (Atlentic) 60/1
Moven Up 22, Debuts 0, Samm 16, Down 21, Adds 1, KKFM, WIFI 19-17, B94 64, O102 43, KUEE 16-11, WPST
 108, KKLV 3427.
ALDO NOVA "Fantasy" (PortraitCBS) 58/8
Moves UD 28, Detruts 3, Same 21, Down 0, Adde 8, 196, WGCL, WYCR, KSET-FM, WBEO. 96XIL, WISE, WGLF

Moves: UD 31, Debute B, Seme 11, Down O, Adde 8, O103, WABB FM, Y103, WROK, KOFM, KBEK, WCIR, KELO 2419, KCPX 27-19.
GLASS MOON "On A Carousel" (Radio/Atlontic) 55/6
 SHEENA EASTON "When He Shines" (EMI America) 51/22
MHEES: UP 5, Debuts 10, Sorne 14, Down O, Adds 22 including WXKS-FM, K!OO, KEZR, K104, KHFI, WMAK-FM, Movee KIP KSTT, KIOA, WNAM, KNBO, WGUY, WISE, KILE, WTRU, KENI
ROBERTA FLACK "Making Love" (Atlentic) 51/8
Mover: Up 25. Debute 5, Sume 13, Down O, Adde 8, KEEL, WJOX, WAXY, KJ100, WKFR, WNCI, FM102, KCPX, WXKSFM 21-16, KEARTH 147, KIIS-FM 23-16, K104 29-29, WMAK-FM 17-14, KOFM 3027, KRO 23-20, WTSN 30.28.

DAVID LASLEY "If I Hed My Wish Tonight" (EMI America) 50/9
Moves: Up 15. Debute 4. Some 22. Down O, Adds 9, WABC, WKRZ-FM, KITY, KROK, WJBO, WIGY, WFBG

## SICNIFICANT ACTION

JUNIOR "Mama Used To Say" (Mercury/PolyGram) 47/6
Moves: UD 25, Debuts 4, Seme 10, Down 2, Adds B, KBFM, WDCG, KJRB, WJBO. WTSN, WYKS, WIFI 138
 SIMON \& GARFUNKEL "Wake Up Littie Susie" (WB) 42/19 Mowes: Up 4. Dabuts 10. Seme 9, Down O, Adds 19 including 293 , KBEO, KOPA, WLAN-FM, G100, WDOO. LOVERBOY WIM, KIT, KOZE.

When It's Over' (Columbia) $42 / 15$ WGCL WKTI KHFI WFMF G100, WZYP Moves KZ7. Kibut k 2104 , KSKO, WSPT, KRNA, KFMZ, KOZE.
STARS ON $45^{\text {'Tr Tribute TO Stevie WOnder' (Redio/Atlentic) } 42 / 11}$ Moves: Up 10, Deburs 12, Sema 9, Downo, Adds 11, O107, WCKX, WLOL-FM, WDRC-FM
GAMMA "Right The First Time" (Elektra) 41/5
Moves: Up 7, Debuts 1, Seme 28, Down O, Adds 5, K104, WGH, KMGK, KKXX, KILE, 96KX on, CHUM on, KEGL GEORGE DUKE "Shine On" (Epic) 40/1
Moves: UD 19, Debuts 1, Same 19. Down O, Adds 1, FM102, WIFI on, O105 24-20, KFRC 37-34, WTIC-FM 19-15,
KZFM 28-18, WTIX 3026, KROK 24-21, WDOQ 2421, WMAK-FM $24-20$, KGGI 20-17, KIKI on, WJEOR21-16, WFLE
GEORGE BENSON "Never Give Up On A Good Thing" (WB) $37 / 0$
Moves: Up 23, Debuts 1, Seme 12, Down 1, Adds 0, WCAU-FM 34-28, B94 22-15, WXKSMM 13-10, WCKX 26-20
20.18, KVOL 21-19, WRKR an.
DUKE JUPITER "I'Il Drink To You" (Coest-Coast CBS) 33/10
Moves: Up 6, Debuts O, Same 17, Down O, Adds 10, KEGL, KYYX, K104, KZFM, KLPO, WABE-FM, WSSX, KSKD Moves: Up 6, Debuts 0, Same 17, Down 0, Adds 10, KEGL, KYYX, K104, 22 F
WGUY, KILE, 96KX on, KEZR on. WRVO on, KCPX 4033, KSEL.FM 28.22.
CAROLE KING "One To One" (Atlantic) 31/9
Moves Up 3, Debuts 7, Seme 11, Down 1. Adds 9, WKEE, KSTT, WNAM, WF
KOZE, KBEQ d-35, KIOQ on, WPHD on, KC.101 29-26, WOKI d-40, Q104 30-25.
POLICE "Secret Journey" (A\&M) 30/24
Moves WD 1, Debuts 1, Seme 4, Down 0, Adds 24 including 894 , 8104 , 92FLY, WORC-FM, WPST, WKEE, T.G. SHEPPARD "Finally" (WB/Curb) 30/9

Moves. DENIECE WILLIAMS "It's Gonne Take A Miracle" (ARC/Columbia) 29/13 hoves: UD 1, Debuts 4, Same 11. Down O, Adds 13, WIFI, KFI, KIOO KEZR, O106, WTIX, WBBO, KX104, WSEZ KBEK, KCPX. WGUY, WGLF, WABC 07, KEARTH $29-23$
MECO "Pop Goes The Movies Part l"' (Ariste) 26/1 Moves: Up 10, Debuts 0, Seme 12, Down 3, Adds 1, KIIK, WCAU-FM 29-26, KFI on, KEEL 31-29, KLPO 35-32
WMAK-FM 1411, KYNO-FM $34-26$, Y $9422 \cdot 16$, KCPX $25-18$, 95 XIL 34-32, WFLE 24-21, O101 on, KFYR on, KENI DIANA ROSS "Work That Body" (RCA) 22/21
Moves: Up O, Debuts 1, Same 0, Down O, Adds 21 including WBEN.FM, WXKSFM, 293, WGCL, KEARTH, KFI, CHRIS REA "Loving You" (Columbia) 20/3
Moves UD 3, Debuts 2, Same 12, Down O. Adds 3. KIOQ. WMAK-FM, WSEZ, KRLA on, KEZR on, KZFM d-27. JOHN HALL BAND "You Sure Fooled Me" (EMI Americe) $18 / 5$
Moves. Up 1, Debuts 3, Serne 9, Down 0, Adds 5, KINT, KBEK, WSPT, KANA, KSLY, WLOL-FM
ond WG WG on, WVIC d-40, WJXO d-25, KMGK on, WAEV on, $99 K G$ on, KFMZ on, KENI on.
SOFT CELL "Tainted Love" (Sire/WB) 16/1
Moves: Up 10, Debuts 2, Same 3, Down O. Adds 1. WLYT, WIFI 25-20, WCAU-FM 15-11, CKGM 2-2, Y100 12-8,
195 18-15, KRLA 12-4, K100 9-4, WHCK B-8, WPST 4-3, K104 22-15, WJBO 20-12, 95XIL o-35, KANA o-25, KFMZ
TOM TOM CLUB "Genius Of Love" (Sire/WB) 16/1
Moves: Up 10, Deburs 1. Same 4, Down 0, Adds 1, KIKI, WCAU-FM on, Y100 17-9, I95 15-14, KRLA 15-11, KIOO RAINBOW "Stone Cold" (Mercury/PolyGreml 15/15
Moves: UP Stone Cold DMercury/Poly ASIA "Heat Of The Moment" (Geffen) 15/8
ASIA Heat Of The Moment Al 1 Debuts 2 Same 4 Down 0, Adds 8 WZYP, WSSX, WIGY, WXLK, KSEL-FM, KFMZ, KSLY, KCBN. 96 KX a-33, B104 on, CHUM 28-13. WPHO on. WRVO d-22. FM103 on, O104 on. O'BRYAN "The Gigolo" (Capitol) 15/4
Moves: Up 6, Debuts 2, Seme 3, Down O, Adds 4, KEARTM, FM102, KIK1, KVOL, WXKSFM a-21, KRLA 22-18, KFI INNOCENTS "Hold My Hand" (Boardwalk) $12 / 7$
Moves: Up O, Deburs 2, Seme 3. Down O, Adds 7 , WRZZFM, KZFM, KINT WGH wJXO, WIGY O101, KMGK d.29. KIEADORA "I'm In LOVO A

PIA ZADORA "I'm In Love Again" (Elektra/Curb) $12 / 3$
Moves: Up 1, Deburs 1. Serne 7, Down 0. Adds 3, WLOL-FM, WZZR, KILE, WIFI on, wxks.FM on, KIOO on Moves: UD 1, Deburs 1. Sarne 7, Down 0. Adds 3, WLOL-FM, WZZR
Mry On, KZFM d-28, WTIX $40-35$, WCSC on, O101 on, WTRU on,
SHOOTING STAR "Hollywood" (Virgin/Epic) 1210
SHOOTING STAR "Hollywood" (Virgin/Epic) 12/O WSSx 21-17, KSTT 1413. KMGK 30.27. WIGY on, KRNA on, KENI on.
TOTO "Rosanna" (Columbia) 11/10
Moves: UD O, Debuts 0, Seme 1, Down 0, Adds 10, KEGL, KIOQ, WPST, WBCY, WSSX, KMGK, KNBO, KIKI.
WZYO D104, WYKS on.
Moves: Up 1, Debuts 3. Seme 3. Down 0, Adds 4, WSEZ WKFR, KIOA WFLE, WFBR on, WAEB a 29 , WGH a
RICHARD "DIMPLES" FIELDS "If It Ain't One Thing... (Boardwalk) 11/3
RICHARD "DIMPLES" FIELDS "If It Ain't One Thing... (Boerdwaik) 11/3 on, KINT d40, KBFM on, KHYT 21-18, 95SGF On, WFLE on
BILL CHAMPLIN "Take it Uptown" (Elektra) 11/0
Mowes Up 2, Debuts 1, Same B, Down 0. Adds 0 KZZP 25-24, WZYP on, W

## EDDIE RABBITT '"I Don't Know Where To Start' (Elektra) 47/23

EDIE HABB 211 Medum 2118, Waht 19/8, Extrn Adde 6, Toral Adde 23, WSB, g7AlA, WWYz WSEA, WAFB, WSLI, WRVA, WHBC, WHIO, WQUA, KOB, KBOI, WNAB, WEIM, WSKY, WDEF, KSEL. WROV KPAT WJON, KTWO, KMEO, KRNO. HesWY "DId It In A Minute" (RCA) 43/8
 WOWO, KSLQ, KBOI, KFOR. H WRIE,
WEIM.
FRED PARRIS \& THE FIVE SATINS "Medley" (Elektra) 43/3
Rotations: Husw 9/O, Madium 20/2, Ught 14/1, Extra Adda O, Total Adde 3 WRVA, KLTE, KCRG. Heal WTAE, WICC, WSFM, WTIC, WWYZ, WELI, WNAB, WDEF, KRNO, MODIUM: KDKA, WSE, WCZY, WCCO WRIE, WHAM, WGY, WSEA, WGAC, WSGN, KULF, KCEE, WEIM, WCTC, WNEU, KRBC, KBOZ.
RICK SPRINGFIELD "Don't Talk To Strangers" (RCA) 41/3
Roterions: Heaw 10/0, Medium 21/3, Hght 10/0, Extri Adde 0, Total Adde 3, WJMO, WSKY, WLVA. Heaw KDKA. WHHY, SM95, WOUE, WSRZ, WFMK, KWAV, WWNR, WORG, WBOW, MӨdiUM: WASH, WZZP KS94, WHEN, WAFB, KRBE, KULF, WAAY, KSLO, WMHE, KMJJ, KYUU, WKBR, OEB, KC
KSRO.

SHEENA EASTON "When He Shines" (EMI America) 37/17 WHBC, WHIO, WOMC, WQUA, KOB, KBOI, KIXI, WWNR, KRBC, WLVA, W
T.G. SHEPPARD "Finally" (WB/Curb) 35/11
 KMBZ, KLTE, WQUA, KRMG, WNEU, KBOZ, KTWO. HBAVY, WLTA, WCCO, WDEF, MOdiUM: WSB, KEX, WSFM WBT, WHHY, SM96, WRVA, KREC, WSKY, WWSA, WDAY, WJON, KMEO, KISN
MIKE POST "Theme From 'Magnum P.1." (Elektra) $32 / 6$
Rotations: Heovy 410, Medium 17/3, Light 9/1, Extre Adde 2, Totel Adde 6, WVBF, WNIC, KOY, WRVA, WSAZ YES95. HaOW: WHHY, WFMK, WKZEFM, WNEU, Medium: WBEN, KEX, WELI, WGAC, WHBC, KSL, KCEE,
CAROLE KING "One TO One" (Atlentic) 31/15
Rotations: Hasw 1/0, Medium 11/2, Light 18/12, Extre Adde 1, Total Adde 15, WHB, WCCO, KMGC, KRKA WQUE, WFMK, KOB, WNAB, WKZE-FM, WEIM, KEOZ, KMED, KRNO, KRKK, KISN. He日W: KWAV. Medhum JENNIFER WARNES "Come To Me" (Arista) 30/0
Roterions: Heaw 20, Medium 17/O, Light 11/O, Extra Adde O. Totol Adde O. Heav: WDEF, WLVA, Madium WSB, 97AIA,
KBOZ, KMEO

## SICNIFICANT ACTION

A TASTE OF HONEY "I'll Try Something New" (Cepitol) 28/5
Rotations: Heavy 1/0, Medium 18/2, Light 11/3, Extre Adds 0, Total Adds 5, WOMC, KSEL, WLVA, WSGW KADE. Ha日V: WBEN. Madlum: WROR, WJMD, WLTA, WCZY, KPLZ, KULF, KKUA, WWNR, KREC, WSKY HUEY LEWIS AND THE NEWS "Do You Believe In Love" (Chryselis) 28/4 Rotations: Heaw B10, Medium 18/3, Light 411, Extre Adds 0, Total Adds 4, WQUE, WEIM, WSKY, WOAY.
Heav: WZZP, KOY, WHHY, WSRZ WOWO, WROV, KPAT, WBOW. Medium: KDKA, KVIL, WFYR, WBBF, WGAC KMGC KREE WFMK WMHE, KWAV KYUU WWNR KRKK.

## LE ROUX "Nobody Said tt Was Eesy" (RCA) 2412

Hotarions: Heaw 710, Medium 10/0, Light 7/2, Extra Adds O, Totel Adds 2, KVIL, Q98, Heaw: WAFB, WHHY Rotations: Heav, 7/0, Medium 10/0, Light 7/2, Extre Adds 0, Totel Adds 2, KIL, O98, Heaw: WAFB, WHHY,
WSRZ, WFMK, KWAV, WCHV, WROV, Medium: WZZP, WSFM, KREE, WRVR, WOWO, WMHE, KYUU, WNNR, KPAT, WBOW
PATTI AUSTIN with JAMES INGRAM "Baby Come To Me" (QwestwB) 23/1 Rotetions: Heaw $3 / 0$, Medium $12 / 0$, Llght $8 / 1$. Extro Adds 0 , Totel Adds 1, KSEL. Heow: KULF, KKUA
Medium: WCBM, WBEN WGAC, SM95, KWAV, WKZE-FM, WWSA, WOAY, KFOO, KBOZ, KRNO.

DIONNE WARWICK \& JOHNNY MATHIS "Friends In Love" (Arista) 19/19 Rotations: Heaw 0/0, Medium 717 , Light 12/12, Extre Adds O, Total Adde 19, WLTA, WSB, WCCO, KEX Kate
LITTLE RIVER BAND "Man On Your Mind"' (Capitol) 19/8
Rotations: Heaw 2/1, Medium 8/0, Light 9/5, Extre Adds 2, Totel Adds 8 , WWYZ, WAFB, KWAV, WKZE-FM, WAYLON \& WILLIE "Just TO Setisfy You" (RCA) 18/5
Rotations: Heavy 1/0, Medium 9/1, Light 8/2, Extra Adds 2, Total Adds 5, WGAC, WHHY, KTKT, KRBC, KTWO. Heav: WLVA. Medium: WSE, WCCO, WSGN, KMBZ, KBOI, KSL, WOAY, WJON
BOYS BAND "Please Don't Stop Me Beby (I'm On Fire)" (Elektre) $18 / 4$
Aotations: Heaw 2/0, Medium 9/2, Light 6/1, Extra Adds 1, Total Adds 4, WFMK, KCEE, WKZE-FM
STARS ON 45 "Tribute TO Stevie Wonder" (RediolAtlentic) 16/6
Hotetions: Heaw 0/0, Medium 8/3, Light 8/3, Extre Adde 0 , Totel Adds 6 WCLR WFYR WBT WIS, WLVA
BILL L®BOUNTY "Livin' It Up" (WB/Curb) 16/0
Aotationa: Heaw 1/0, Medium 11/0, Light 4/0, Extr Adds 0. Total Adds O. Heaw: WDAY. Medium: WCZY
DENIECE WILLIAMS "It's Gonna Take A Miracle" (ARC/Columbia) 13/4
Aotations: Heavy 0/0, Medium 811, Light 3/1, Extra Adds 2, Total Adds 4, WROR, WHYN, WKZE-FM, WEIM
LAURA BRANIGAN "All Night With Me" (Atlantic) $\mathbf{1 3 / 2}$
LARRY LEE "Don't Talk" (Columbia) $11 / 5$
Aotations: Heaw 0/0, Medium 3/0, Light 7/4, Extra Adds 1, Total Adds 5, WLTA, KKUA, WCHV, WJON KMEO
STEVIE NICKS "Edge Of Seventeen" (Modern/Atco) 11/1
Hotetions: Heaw 3/0, Medium 4/1, Light 4/0, Extre Adds 0. Totel Adds 1, WROV. Heav: WZZP, WHHY
BOBBY CALDWELL "Jameica" (Polydor/PolyGram) 9/4
Motations: Heaw 0/0, Medium 5/1, Light 4/3, Extra Adds 0, Totel Adds 4. WIS, KMBZ, KKRD, KWAV. Medium
WEEN, WCCO, WSKY, WDEF,
KARLA BONOFF "Personally" (Columbia) $8 / 2$
ALABAMA "Mountain Music" (RCA) $7 / 1$
DOTTIE WEST "You're Not Easy TO Forger' (Liberty) 7/0
Aotetions: Heavy 1/0, Medium 3/0, Light 3/0. Extre Adds 0, Totel Adds 0 . Medium: WCCO. WHIO, KSL PIA ZADORA "I'm In Love Again" (Elektra/Curb) 6/3
Rolon: Heav 0\%, Medum 22, Light al, Exia Adds 0. To Ados 3. WSBa, WGAC, KULF
RANDY GOODRUM "Sevin' It Up" (Polydor/Poly Gram) 6/2
CHARLIE DANIELS BAND "Still In Saigon"' (Epic) $5 / 2$
Hotations: Heavy O/O, Medium 2\%, Light 3/2, Extre Adds 0, Total Adds 2 WhY WEIM. Madium: WSRZ
WOAY \& THE GANG 'Get Down On IT' (De-Lite/PolyGrem) 5/2
waue.
STEVE CARLISLE dill Fall Lin Love Agein (Sweet City/MCA) 5/1
RAY PARKER JR. "The Other Women" (Arista) 5/1
Rotetions: Heaw 1/0. Medium 3/0, Light 1/1, Extre Adds 0, Totel Adds 1, 096, Heew: WSKY. Medium: KULF

## CHR SICNIFICANT ACTION

EDDIE RABBITT 'II Don't Know Where To Start' (Elektra) 10/2 WAYS On WFLE d.32 KKLS on KDZA on.
GORDON LIGHTFOOT "Baby Step Back" (WB) 10/1
19 WZZR on, WKFR on, KIOA o-27 (1) 2823 KSK 30.26.WY

# JOHN COUGAR 

 He may call himself "The American Fool," but after you hear "Hurts So Good," you'll say Mr. Cougar is nobody's fool!

Special April Fool's Day release for CHR and AOR radio of "Hurts So Good," the lead single from the soon to be released album "American Fool"--the much anticipated follow-up LP to last year's $350,000^{+}$selling "Nothing Matters" album. next Saturday, April 10th!


## PAUL McCARTNEY with STEVIE WONDER

## Elouny And Ivory (Columbia)

$78 \%$ of our reporters on it. Moves: Up 0, Debuts 3, Same 0, Down O, Adds 160 including WNBC, WBEN-FM, B104, WPGC, KEGL, 293, Y100, Q105, CKLW, WLOL-FM, WGCL, KEARTH KIGQ, KUBE, KIMN, KZZP. See Parallels, debuts at number 28 ' on CHR chart.

## KOOL \& THE GANG Get Down On It (De-Lite/PolyGram)

59\% of our reporters on it. Moves: Up 71, Debuts 21, Same 15 Down 3, Adds 13, WKBW, WCAU-FM, Q102, WK'TI, XTRA, WHFM, $92 F L Y$, WAEB, V100, WSKZ, WGH, KSTT, KKLV, WKEE 19-12, WDOO 14-8. See Parallels, debuts at number 29 on CHR chart.

## (12.39 NEW \& ACTIVE

HUMAN LEAGUE "Don't You Want Me" (A\&M) 113/23 Moves: UP 41, Deburs 20, Seme 28 , Down 1, Adds 23 including WCAU-FM, WPGC, Y100, 195, WLOL-FM, KEEO. CHARLIE DANIELS BAND "Still In Saigon" (Epic) $113 / 23$ Moves: Up 32 , Deburs 26, Serne 32 , Down O, Adds 23 inchuding B94, Q105, KRLA, KEZR, KIMN, WYCR, B97 KROK, Y103, WMEE, KIDD, WTSN, WAEV, WAZY-FM" KKLV.
RAY PARKER JR. "The Other Women" (Arista) 103/17 Moves: Up 53, Deburs 20, Seme 13, Down 0, Adds 17 including CKGM, 940, 0105, WLOL-FM, KFI, KC101 MIKE POST 'Theme From 'Magnum P.I.'" (Elektra) 90/10 Moves Up 52. Deburts B, Some 17, Down 5, Adds 10, WCKX, KLPO. WJOX, KOX100, WANSFM, Z104, WKDO

FRANKE E KNOCKOUTS "Without You.." (Millennium/RCA) 88/45 KBFM, WDOQ, WOUT, KIOA. KJRB KLUC, WGUY, WCGQ. WRRU.
BARRY MANILOW "Let's Heng On" (ArIsta) $81 / 22$
MOver: UP 25, Detuts 14, Same 20, Down 0, Adds 22 including WABC, KRLA, 92FLY, K104, KTYY, WTIX, KLPQ.
DAN FOGELBERG "Run For The Roses" (Full Moon/Epic) 78/34
Moves: Up 10, Deburs 12 , Seme 22, Down O, Adds 34 including WBEN-FM, Q103, KZZP, WFBR, V100,
KBFM, WDOQ. WOKI, KSTT, KIOA, KZ93, WOW, KKXX, KIDD, KKOV. KBFM, WDOQ. WOKI, KSTT, KIOA, KZ93, WOW, KKXX, KIDD
CARS "Since You're Gone" (Elektra) $74 / 12$
Moves: Up 26, Debuts 9, Seme 27, Down O, Adds 12, KEZR, Q103, KSETAFM, WJOX, WCSC, WJXO. KMGK KD, WJBQ, WAEV, KELO, KDZA, WKTI a20, WRCK 22-17, KNBO $30-25$.
LITTLE RIVER BAND "Men On Your Mind" (Cepitol) 73/36
Moves: Up 4, Debunt 14, Seme 19, Down O, Adds 38 including WIFI, KFI, B100. WLAN-FM, KBFM, WBBa. DONNIE IRIS "My GirI" (MCA) $72 / 23$
Moves: Up 7, Dobuts 8, Seme 34, Down 0, Adds 23 including WIFI, wXKS
Moves: Up 7, Dobuts 8, Same 34, Down O, Adds 23 including WIFI, WXKS
WLANFM, KX104, WNAM, KCPX, KHYT, WJBQ. WFLE, WTRU, WAZY-FM.
SISTER SLEDGE "My Guy" (Cotillion/Atco) 6710
34, Detuns 2, Serne 12, Down 18, Adds O, WNBC 11.8 , Q107 18-13, WCKX 1310, KOPA 20-16, WBL
i3-10, Q108 2320, KEEL 32-12, WANM 18-13, FM1OO 22-15, WVIC 11-5, WKFR 17-13, KOFM 20.14 WNCI 1915 , KRO 20.18 , WHEB 14.11 .

68\% of our reporters on it. Rotations: Heavy 26/0, Medium 43/9, Light 31/15, Extra Adds 2, Total Adds 26 including WVBF, KOY, KNBR, KPLZ, WICC, WTIC, WWYZ, 14Q, WBT, KMGC, KRBE, WMAZ, YES95, WFDF, KRMG, KOB, and 10 more. Moves 26-18 on A/C chart.

## AL JARREAU

## Teach Me Tonight (WB)

65\% of our reporters on it. Rotations: Heavy 22/0. Medium 52/6, Light 22/7, Extra Adds 2, Total Adds 15, WVBF, GR55, WJMD, KHOW, KFMB, WTIC, WWYZ, 3WS, 140, WTAR, WSJS, KUDL, KCEE, KADE, KISN: Moves $24-20$ on A/C chart.

## NEW \& ACTIVE

(25-49
GREG GUIDRY "Goin' Down" (Badlend/Columbia) 86/9
 WTAR, WRVA. WLVA, WJBC. HeBWY: WBEN, KGW, WWYZ, KULF, WAAY, SM95, WFMK, KOB, KWAV Moves 28-21 on ACC chert

DAN FOGELBERG "Run For The Roses" (Full Moon/Epic) 78/39 Roterlons: Heavy 40, Modium 4214, Light 2819, Extre Adds 6. Totel Adde 38 including $9741 A$, WISN, WFDF, KUDL. WMHE, KRMG, KBOI, KWAV K108, KIXI, KCEE, end 14 more. Debuts et number 27 on AIC chas, CARPENTERS "Beechwood 45789" (A\&M) 77111
Rotetions: Heow 7/0, Medium 48/2, Light 21/7, Extre Adds 3, Total Adds 12, WROR, WCZY, KFMB, WVLK KLTE, WMHE, KBOI, WSKY, WCHV, KPAT, KISN. HBaW: WLTA, WCCO, WRVA, WHIO, KKUA, WLVA, KFOR, Medium:

## GORDON LIGHTFOOT "Baby Step Back" (WB) $77 / 11$

Rotetions: Hoov 7/0, Modium 41/B, Light 28/4, Extre Adds 1. Totol Adds 11, GR555, 97AIA, MGY, KMGC WTAR, WFDF, WFMK, KREM, WNAB, WCHV, KTWO. He日V, KGW, SM95, WRVA, WSRZ, KWAV, WLVA
KRNO Medium: WBEN, WLTA WSB, WCZY, WCCO KEX, KPLZ WICC WGAC KMBZ, KIM Kino. Medium: WBEN,
ELTON JOHN "Empty Garden (Hey Hey Johnny)" (Geffen) 74/13
Rotations: How 6/O, Medium 4212. Light 26/10, Extra Adds 1. Totel Adde 13, KPPL, WHAM, WHYN, WGAC WAFB, WSGN, WII, WAAY, WSLI, WHHY, WHIO WCHV, KFOR. HBOW, SM95, KWAV, WSKY, WIVA KBOZ, KRNO. Medium: WCBM, WSB, ITAIA WCZY WCCO, KEZL, KPLZ WWYZ, WARM98 WMHE KKUA buts at number 30 on AVC chert.
P. McCARTNEY with S. WONDER "Ebony And Ivory" (Columbia) 69/69 Rotatons: MeevY 6/6, Medium 29/29, Light 26/26, Extra Adds 8, Totel Adds 69 including WCBM, WBEN WICC, WGY, WGAC, WBT, SM95, WSRZ, WHBY, WARMSE, WOMC, KBOI, KCEE, KTKT, ORD KEZL KFMB, KPLZ, number 25 on AC chert.
BEATLES "Movie Medley" (Capitol) 58/10
Rotetions: Heaw 3/0, Medium 33/5, Light 20/3, Extra Adds '2, Total Adds 10, GR55, KOKA, KS94, WRIE, WHYN, WRVA, WOWO, KOB, KBOI, KBOZ. Heawr. WNIC, WSRZ, KRNO MBdium: WCBM, WROR, KEX, , WICC, WWZ, WAFB, WSGN, WBT, KULF, WAIV, WHHY, WAKR, WHBC, WFMK, KIXI, KCEE,
SIMON \& GARFUNKEL "Wake Up Little Susie" (WB) 49/29
Rotations: Heay $3 / 2$, Madium 27/12, Light 1812 , Extre Adds 3, Total Adds 29, WYNY, KDKA, WTAE, WDE, KPLZ, WSBA, WBT, WMAZ, WHHY, WSRZ. WHBY, WHIO, KKRD, KOB, KIXI, KTKT, WKZE-FM, WNEU, GEORGE BENSON "Never Give Up On A Good Thing" (WB) 48/0
Rotations: Heow $9 / 0$, Medkm $33 / 0$, Light $8 / 0$, Extre Adds 0 . Total Adds 0 . Heaw: KEX, WAAY, WRVA, WFMK KKRD, KKUA, WWNR, WLVA, WORG. Medium: WCBM, WROAR, WTAE, G7AIA, KOY, KPLZ, WICC, WRIE, WELI, KEY103, WBT, WVLK, WRVR, WHHY, YIOB, WSRZ, WHBY, WFDF, WMHE, KBOI, KUGN.


[^0]:    HOUSTON BROADCASTERS ELECT BOARD - The Houston Assoclatlon of Radlo Broadcasters (HARB) recently elected its 1982 board, celebrating the second year of tis existence representing 22 area radio stations. Plctured are (l-r) KFMK's Dan Mason, Secretary; K YND's Vicl Willams, VP; Jay Hoker, elected while he was stIII KSRR GM betore relocating to

[^1]:    waEC/Atlenta has been sold by Sears Broadcasting to Voro Communicatlons for $\$ 800,000$, with Blackburn \& Co. brokering. WAEC is a 1 kw daytimer on 860 kHz , Voro owns WTISITampa, WYRDIE. Syracuse, WITA/Knoxville, and 75\% of KITA/Little Rock, with a pending acquisition of WOIV/DeRuyter Township, NY
    West Shore Broadcasting sold WOVEMechanicsburg, PA to Quaker State Broadcasting for $\$ 650.000$, with Keith W. Horton Co. acting as broker. The station has 3 kw at 93.5 mHz William Belche, owner of WIDU/Fayetteville has purchased WOTIIDunn, NC for $\$ 525.000$ from the Rev. Gardner Altman and Gardner Altman, Jr. Blackburn \& Co. was the broker. The station operates with 3 kw on 103.1 mHz
    High Valley East Broadcasting sold KWVR/Enterprise, OR to Tri Star Communica

