ISSUE NUMBER 409

THE INDUSTRY'S NEWSPAPER

NOVEMBER 20, 1981

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ARBITRON SAYS NO REISSUE

WRKS Wants Corrected Summer ARB Report

RKO's WRKS/New York (for-merly WXLO) is seeking prompt action from Arbitron to cor-rect errors found in the New York summer rating book. A diary review turned up nine diaries that allegedly understated the true WRKS showing.

WRKS GM Lee Simonson told R&R, "We're extremely pleased that the post-survey diary review showed that an already good book should have been even better for us." Simonson has asked Arbitron to consider two corrective options: either reissue the summer New York data, or issue a letter outlining to advertisers the impact of the processing errors in

DANIELS EXITS WLPX

key dayparts and demographics.

According Arbitron to spokesperson Connie Anthes, "There will be no reissue of the summer New York book.' However, Arbitron representatives have yet to comment on whether or not a letter outlining the corrected WRKS position will be forthcoming.

Simonson also indicated his concern with the current fall sweep. "We are hopeful that the kinds of crediting problems discovered in the summer book will not hurt us in the fall, our first full survey with the WRKS format and identi-

Warren WISN's New PD

Ken Warren has been appointed PD at WISN/Milwaukee, replacing Dave Denver, who recently joined WLS-AM & FM/Chicago as PD (R&R 10-16). At the same time, Tom Daniels has exited as PD at WISN's sister station WLPX.

Commenting on Warren, who joins WISN from WHIO/Dayton, WISN & WLPX VP/GM John Hinkle told R&R, "I think Ken is a very competent and experienced program manager, and that's what we were looking for. We'll just continue to do what's been successful for us in the past. I think Ken will bring a certain maturity and experience to the station. He'll think things out before we make moves, and that's really what I was looking for. He was by far the best choice of all the people that came in '

Warren, who programmed WING/Dayton for six years

Foreman To Consult GE **Stations**

The newly-formed General Electric Radio Division has signed a two-year programming/promotion consulting agreement with Richard A. Foreman Associates. Foreman, who started his consultancy in February this year, will work with all eight GE stations

GE VP/Radio Randy Bongarten commented, "Dick Foreman is the first broadcast consultant we have enlisted on behalf of our station group, and we are confident that the experience and professional guidance he and the members of his staff will offer will further enhance our new direction for the 80's."

FOREMAN/See Page 20

before joining WHIO last year, and previously was PD at WIOD/Miami for over eight years, told R&R, "I think it's a beautiful radio station, and it has an awful lot going for it. We're going to find ways to do the things we do a little bit better. We're going to make some refinements in our music policy and our rotation systems, but basically we're an A/C station and will remain so.

FIRM MOVES OUT OF NETWORKING

Kopper Named President Of Starfleet Blair

Sam Kopper was named this week to the new position of President of Starfleet Blair, a subsidiary of the John Blair Co.'s Video Enterprises division. Simultaneously, Harriet Bellush has been named a Vice President. The action follows some misleading reports that Starfleet Blair is exiting the syndication business. In fact, Kopper told R&R, the company will be producing more shows than ever before.

"We're just changing our ways of going at life," he said, in-dicating that the staff has been trimmed considerably because of a September decision to get out of the spontaneous networking business. The company let go its station clearance people, a fulltime engineer, and promotion, advertising, and marketing per-

The basis of the larger operation was Kopper's six-year dream and Blair's backing to become a full network. Working against it, however, was the price of linking affiliates. Kopper indicated that Starfleet has enormous costs of about \$25,000 per two-hour concert, whereas the more traditional nets pay substantially lower fees

approximately \$600 per hour WARREN/See Page 20 for satellite transponder time.

WUNI Eggs On Shellshocked Listeners

When WUNI/Mobile welcomed back its longtime mascot the "Woonle Bird" after an 18-month discontinuance, it went all out in an "eggotistical" display. First WUNI staged the first radio-sponsored parade in town, offering a prize for best-decorated car. Then came the "Great Woonie-Bird Egg Drop," In which contestants were given the exacting task of trying to catch eggs dropped by the Woonle Bird from a height of eight stories, for a prize of \$500 to the most expert egg-catcher. The mayor decreed "Woonie Bird Day," and about the only thing missing was a performance of the Shakespearean play "Omelet." At top left, a contestant dons a mask to avoid getting egg on his face; at top right, the Woonie Bird itself; bottom left, the winning car (also adaptable for putting away a few nest eggs); and bottom right, a little extra effort to beg golden nuggets.

Competitive Bidding/ **New Growth**

The success of Starfleet Blair's live concerts has resulted in Kopper negotiating with the ABC and NBC Radio Networks in what Kopper describes as a "bidding war" for Starfleet's AOR live programming. Initially, in making the network rounds, Kopper had trouble with the "live" versus a "live taped" approach, but won over the interested parties, he said.

Once AOR concerts are booked, Kopper indicated the company will look to enter the areas of live concerts for A/C, Country, and Black formats. In addition, Kopper hopes to initiate other types of programming, including an allnight concept, building on existing ideas of live interviews of guests KOPPER/See Page 20

REICHERT KISO & KLOZ GM: CONLEY WLRS PD

Henson Ups **Masters To VP**

Lee Masters has been promoted to VP/Station Operations for the four Henson stations, WLRS & WAVG/Louisville and KISO & KLOZ/El Paso. Masters had been VP/GM for the El Paso stations. In other corporate changes, Mike Reichert has been promoted from Sales Manager at KISO & KLOZ to GM for the stations; while Dave Conley joins WLRS as PD.

Masters, who will supervise the stations' programming, told R&R, "It's going to be a lot of fun, because I'm dealing with four formats. KLOZ is Country, KISO is Music Of Your Life, WLRS is AOR, and WAVG is A/C. I've been with the Hensons for quite some time, and they're really fantastic folks. We anticipate great growth and further company expansion."

Reichert told R&R, "I thrive on responsibility, so this is going to be great. El Paso is my hometown, so I get a lot of satisfaction out of watching the station grow." He added that Andy Whatley has been promoted to Sales Manager of the stations.

WLRS GM Louisa Henson commented on Conley's appointment, "Consultant Lee Abrams deserves credit for helping us find our new PD. There were several factors, chief among them his programming ability - to analyze a situation, formulate strategy, execute concepts. Also his ability to motivate and handle people. He's very committed to win.

HENSON/See Page 20

"...immensely successful."

"At WZZK, our country station in Birmingham, for example, the Research Group did an analysis that helped us find the 'hole' in the market, and then how to maximize the vulnerabilities of our competitors. And that station is immensely successful.

At Katz we consider The Research Group to be partners in our broadcast ventures." pany.

Dick Ferguson, President
The Katz Broadcasting Company.

In almost every field there is a company that has earned a reputation as the leader.

The Research Group

Radio's Strategic Research Team

Anderson Appointed Columbia VP/Promotion

Ray Anderson has been named Vice President/ Columbia Label Promotion, coming to the position from the Pasha Music Organization, where he was

VP/GM. Anderson will oversee all promotional activities for Columbia, with VP/National Promotion Ed Hynes and VP/Black Music & Jazz Promotion Vernon Slaughter reporting to him. Anderson reports to newly-appointed VP/Marketing Bob Sherwood (R&R 11-6).

Anderson held various promotion positions at RCA from 1969-73, moving to UA in 1974 as VP/Pro-



Ray Anderson motion in 1977, later forming his own management/ production company. He joined Pasha earlier this

vear (R&R 3-6). DeYOUNG ACTING PD

Jim Smith Exits As WBBM-FM PD

Jim Smith has departed the PD position at WBBM-FM/Chicago after six months with the station. Brian Pussilano, VP/GM at the A/C-formatted outlet, explained to R&R, "Jim left over a difference of philosophy about what he was trying to do versus what we needed to do here in the market. We saw from early indications that the direction wasn't producing the kind of results we wanted to see. Our core audience was deteriorating, and we needed to make some changes, and they weren't happening quick enough."

Pussilano continued, "We have no plans for a replacement right away. I think before we make another PD hiring, it makes sense to determine our position and what it should be, so we can hire the best person for the job. In the meantime, our Music Director, Lee DeYoung, will be acting PD."

Smith told R&R, "I'm really sorry this thing fell apart. I felt Brian and I were in tune with what was to be done. The radio station needed some drastic work, and I felt because of some unnecessary delays beyond the control of the local level the progress of the station wasn't becoming apparent as quickly as SMITH/See Page 20

Robinson, Valentine Program 92X & WCOL

Following WCOL & 92X/Columbus PD Buddy Scott's departure to program WZUU-AM & FM/Milwaukee (R&R 11-6), Dave Robinson has been promoted to PD from Assistant PD at CHR-formatted 92X and WCOL Promotion Director Harry Valentine has become PD at the A/C-formatted AM.

Scott told R&R, "Dave has done an outstanding job. He is bright, young, and extremely energetic, and I'm sure he will do an outstanding job for 92X. Harry is very knowledgeable about the market and station. He has done almost every job in the station, and will make a fine PD. He has been priming himself for the position for a long time now.

Robinson commented, "I think this is a great opportunity for me. This is the hottest station in the Midwest, and I plan to keep it that way. Buddy has ROBINSON/See Page 20

CORNELIESS NEW PD

Gold Manages WGBB

Ron Gold has been promoted from Sales Manager to Station Manager at WGBB/Merrick (Long Island), while Glenn Corneliess moves from Assistant PD at FM sister WBAB/Babylon to PD at WGBB. Gold was previously an account executive at WBAB and WHN/New York. Corneliess served as PD at WAAL/Binghamton, NY.

Franz Allina, President of parent firm The Radio Company, commented, "By bringing new professionalism to the 'New 1240,' we expect Ron Gold GOLD/See Page 20

R&R Closed Thanksgiving

The offices of Radio & Records will be closed in observance of the Thanksgiving holiday Thursday, November 26. We will resume regular business hours on Friday, November 27. All of us at R&R wish you a very happy Thanksgiving

WJIM-AM-FM-TV License Renewals Denied

An FCC law judge denied the license renewals for WJIM-AM-FM-TV/Lansing, MI, concluding that "network clipping" and other violations make WJIM owner Gross Telecasting, Inc. (GTI) "beyond rehabilitation." Clipping involves cutting away from network programming to air local news or advertising while telling the network its programming was carried in full. Just as serious as the clipping was GTI's misrepresentation of the matter to the FCC, ruled Judge Byron Harrison.

GTI's three licenses were designated for hearing in 1974 partly in response to a petition to deny filed by the American Civil Liberties Union. The corporation still has a long series of Commission and court appeals available before having to shut down. Station executives were unavailable for comment.

Russell New General Communicorp GM

WHLY/Orlando VP/GM John Russell has been promoted to General Manager of WHLY's parent company General Communicorp. Russell told R&R, "This job is new for the company. It became painfully evident that this position was needed to coordinate all the corporate goals and policies so all three operations are running smoothly as we move ahead in purchasing other properties."

In making the announcement, General Communicorp President Bob Herpe indicated that the change is part of a reorganization which will consolidate and move corporate operations from New Haven, CT to

In addition to WHLY, General Communicorp owns and operates WPLR/New Haven and WSCR/ Hamden, CT.

McKeon Promoted To Columbia Album **Promotion Director**

Jim McKeon has been promoted to Director/National Album Promotion at Columbia Records, moving up from the Associate Director position. He will continue to be based in Los Angeles, and will report to Director/National Album Promotion Paul Rappaport.

McKeon told R&R, "One of the greatest pleasures is working around people you really like and have a good rapport with. That in a nutshell has been my situation with Columbia. I'm looking forward to working with (VP/Marketing) Bob Sherwood and (VP/Promotion) Ray Anderson in their new positions."

McKeon joined CBS in 1976 as Western Album Promotion Manager for



Jim McKeon

Epic, after a nine-year radio career including the PD position at KWST/Los Angeles, MD at WWWW/Detroit, and morning man at WRIF/Detroit.

McCann Resigns As KIFM VP/GM

Barry McCann has resigned his position as VP/ GM of KIFM/San Diego. West Coast Media President Don McCann is acting as GM while a successor is sought.

Don McCann commented to R&R, "A son probably should not work for his father. He wanted the credentials and experience that this job gave him, but there was an understanding that a time would come when he would do his own thing, out from under the stigma of 'his father did it for him.' We mutually decided that time had come, so we could start the new year with a new GM.

Barry McCann told R&R, "I was part of a great team effort that made KIFM one of the true financial successes of this business. During my six years I achieved many of the goals I set for the station and myself. We really did a terrific job in San Diego, and I hope we can build another KIFM for someone



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NEWS/TALK'S YOUTH VS. AGE DEBATE

KSTP advocates going for younger demos, while WGSO contends its older listeners are a more lucrative target.

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SEBASTIAN SPEAKS OUT

John Sebastian questions A&R policies, along with other controversial comments on the record industry.

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RADIO REFLECTS ON RECORD SLUMP

Three PD's offer possible reasons why records aren't selling as well as in the past.

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WHY BLACK STATIONS ARE LOSING AUDIENCE

WCIN & WBLZ/Cincinnati PD Mike Roberts presents some opinions on Black radio's trouble areas.

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MUSIC DIRECTORS RATE PROMOTION PEOPLE

Three MD's discuss what distinguishes a good promotion rep.

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Training and retaining staffers vs. the rapid-fire wholesale turnover approach to personnel.

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Washington Report

Rivera Launches Minority Financing Survey

Calling lack of financing "the single greatest obstacle" to minorities getting into broadcasting, FCC Commissioner Henry Rivera announced this week (11-17) that a survey designed to uncover new sources of capital will be conducted by a financial panel within his Advisory Committee on Minority Broadcasting.

"This survey will incorporate information from insurance companies, commercial banks, venture capital firms, the Small Business Administration, government agencies, and other sources of capital," Rivera told the Communications Task Force of the National Conference of Black Lawyers in Washington.

The panel will be chaired by Syndicated Communications President Herbert Wilkins. A policy committee to examine issues such as distress sales and tax certificates will be headed up by attorney Mickey Gardner, who chaired President Reagan's FCC Transition Team. A third panel, looking into management and technical assistance, will be chaired by Victor Rivera, Director of the Commerce Department's Business Development Agency.

Rivera convenes the first full committee meeting in Washington next Monday (11-23) as he shoots for an April 1982 completion date

Lawyers Recruited For War On 24-Hour Radio Nets

Taking a cue from his boss, Mutual VP/Programming Dick Carr went before the Federal Communications Bar Association last week in a bid to recruit the lawyers into Mutual President/CEO Marty Rubenstein's war on 24-hour radio networks.

"It's amateur night in radioland, and communications counsel have a responsibility and a burden to steer radio stations towards sensible programming choices," Carr declared

Adding to Rubenstein's argument that networks shouldn't do what stations can do for themselves, Carr offered up a scenario of legal snafus the new nets might create, including copyright infringement, disputes over broadcast rights, talent exclusivity problems, and even the impact on stations should a national announcer go on vacation during a local ratings period.

Carr said broadcasters are too willing "to shake hands and call it a deal without too much thought or recourse." His advice was for lawyers to insinuate themselves into programming decisions. He added, "They are in need of another perspective, and your naturally cautious impulse is probably right."

General Foods Chief To Address RAB In Dallas

Speaking to an opening day luncheon at the RAB's Second Annual Managing Sales Conference in Dallas on January 31 will be Phillip Smith, President of General Foods Corp., which has increased radio advertising 500% in the past five years. Smith's subject will be General Foods' views on market management in the 80's and the company's use of radio to target consumers for a variety of its brands. Other sessions will feature Ogilvy & Mather Sr. VP/Media Director Larry Cole on the future of media and Trout & Ries President Jack Trout on "discoveries about sound's power to win the battle for the consumer's mind."

Daytimer Petitions Getting Different Treatment?

The FCC seems to be in a hurry to handle the NTIA's petition to provide relief to daytime-only broadcasters, but in no hurry at all to process a similar petition filed 16 months ago by the NRBA, the all-radio association has charged.

Last week NRBA President Sis Kaplan complained to FCC Chairman Mark Fowler about the lack of action on her group's ideas, while "the plight of daytime-only radio broadcasters is steadily worsening."

Meanwhile, the Commission has refused to extend the November 23 deadline for filing comments on NTIA's petition, offered in September. Citing the highly technical issues involved, the Association for Broadcast Engineering Standards (ABES) said more time was needed. In rejecting a delay, also requested by NRBA, the FCC said no hard decision would be based on the comments, which will only be used to help decide whether a full-scale rulemaking proceeding is warranted.

NAB Cool To Partial Form 324 Retention

The NAB Executive Committee seemed in no mood to abandon its support for total abolition of Form 324 Tuesday (11-17), as a pitch for retaining the annual financial report's sales sections was made in Washington by RAB President Miles David and Broad Street Communications President Fred Walker. They argued that only if a market-wide sales total is available can a prospective station buyer determine the property's true value. RAB favors an abbreviated five-line Form 324, requiring that stations report only annual local sales, national sales, network sales, trade or barter sales, and a total. It claims a private contractor would tabulate the date for the FCC, which would recover its collection costs by selling the information to broadcasters on a market-by-market basis.

CBS Ushers Democrats To Sales Office

The Democratic National Committee's (DNC) demand for free radio and TV air time has "no merit," but CBS is "prepared to discuss the purchase of announcement time" to counter GOP paid ads, the network has written to DNC counsel Charles Ferris of Washington law firm Mintz, Levin, Cohn, Ferris, Glovsky & Popeo.

Citing prior Fairness Doctrine rulings, CBS concludes that "paid announcements broadcast on behalf of one party may give rise to a claim by an opposing party for an equal amount of paid time, but not for time without charge."

CBS said handing over free time would be using the political broadcasting law to equalize the resources of competing parties in a "fundamental change in the American political system."

Ferris has threatened to file a complaint with the FCC if the networks and their affiliates don't give the Democrats response time they say they can't afford.

The ABC Radio nets did not air the spots and NBC declined to provide free time.

Legal Malpractice Suit Against Fowler Is Withdrawn

R&R has learned that a legal malpractice suit against FCC Chairman Mark Fowler's former and now-dissolved law firm, Fowler & Meyers, was dropped last week by Tampa Bay Concert Radio, which the firm was helping acquire an FM license in Safety Harbor, FL. In return, Fowler and his expartner have dropped a suit seeking \$14,000 in unpaid legal fees from the group.

Fowler Asks Congress To Simplify Lottery Law

While strongly endorsing the idea of awarding new licenses by lottery, FCC Chairman Mark Fowler said this week (11-17) that the current lottery law is flawed and Congress should remove a section giving a preference to groups which are "under-represented" in telecommunications ownership.

Commission is still under orders from Control of the control of the current lottery.

The preference requirement, said Fowler, has created "a whole new set of problems" for the Commission, and a simpler lottery with no preferences would save the FCC \$1.5 million a year in processing costs and clear the way for lotteries to be used in handling thousands of pending lower-power TV applications.

Randy Nichols, Fowler's administrative assistant, told R&R that congressional staffers have been awaiting Fowler's statement, indicating some realization on Capitol Hill that legislative changes may be needed to correct the unforeseen complications the lottery preference section has created.

Fowler's request to Congress came in a statement he released as the Commission issued a Notice of Proposed Rulemaking on the lottery question. Despite the doubts of Fowler and many of his colleagues, the

Commission is still under orders from Congress to institute a lottery system by this winter, although the FCC would not be obligated to use such a procedure.

In his statement, Fowler said, "It is my sincere hope that Congress will quickly revisit this statute and give the Commission the authority to implement a lottery system that will, in fact as well as in theory, enable us to make expeditious licensing decisions that are in the public interest."

that are in the public interest."

Fowler said he believes that a simplified lottery would aid minorities by making it easier to apply for a station. Comparative hearings may discourage minority applicants due to the "tremendous impediments of delay, expense and uncertainity," Fowler reasoned, adding that tax certificates and distress sales are a "much more direct and effective means of broadening minority ownership of media outlets" than a weighted lottery.

CUBA'S 500 kw's STILL GET PRIORITY

Ten Kilohertz AM Spacing Rolls To Easy Victory In Rio

In a surprisingly easy victory for the United States, the Western Hemisphere AM conference in Rio has voted to retain 10 kHz spacing, rejecting the 9 kHz plan that would have created 12 new channels and hundreds of new stations. "There wasn't going to be a heated fight.

Disputing other published reports that the vote was only preliminary, FCC "Home Team Chairman" Gary Stanford told R&R the action by a "consensus" voice vote last Wednesday (11-11) was final.

"It seemed like everybody who came to the conference was interested in there being a consensus" is how the romp was explained by attorney Jim Weitzman, of the Washington law firm Shrinsky, Weitzman & Eisen, who is in Rio



who is in Rio representing several broadcast clients.

"There wasn't going to be a heated fight. Even the few countries who were firmly in favor of 9 kHz, like Mexico and Barbados, seemed to yield," Weitzman told R&R.

Expected agitation for 9 kHz from the Cuban delegation failed to materialize, said Weitzman, apparently because the Cubans "have so few friends here that they don't want to play the heavy in a role that they're probably going to lose."

Existing Stations Get Top Priority

With the channel spacing issue out of the way, the delegates settled down to hammer out an AM allocations plan for the next five years. They tentatively decided to give top priority to existing stations, new stations (already agreed to among neighboring countries), and stations proposed to be on the air by the end of 1982.

TEN kHz/See Page 20

Debate Opens On Single Industry-Wide Radio Convention

After a sharp internal debate, a divided NAB Metro Market Committee has asked the NAB Board of Directors to take the lead in bringing about a single industry-wide annual radio convention. Fostering the idea was Mutual President/CEO Marty Rubenstein, who evidently would like the NRBA and the RAB to fold their conventions into NAB's annual Radio Programming Conference, making it less costly for exhibitors to attend.

Disagreeing with Rubenstein was committee member Fred Walker, President of Broad Street Communications, who told R&R, "Half of the value of a conference is the idea of rubbing shoulders with your peers and sharing ideas. I don't think that happens

with one huge, mass convention."

Asked about the idea, NRBA President Sis Kaplan said she wouldn't close the door on any idea that hasn't been discussed, but added, "Our convention does it all, so if that's the one, fine. Ours is the only total radio convention, and obviously a lot of people see a great deal of merit in it because it has continued to grow every year."



Pictured (left to right) are NAB committee members Walker, Doubleday President Gary Stevens, Sheridan President Skip Finley, Outlet Sr. VP Dick Rakovan, Rubenstein, and WLOU/Louisville Pres./GM Bill Summer.

FROM THE PLATINUM-PLUS ALBUM

DON'T SAY NO



WLS KQ94 WJXO WTSN WLS-FM WZYP KZ93 WFBG B104 WOKI WZOK 0104 WXKS-FM WBCY WSPT **WJBO** WICC KJ100 WGUY KOZE

THE SMASH FOLLOW-UP SINGLE TO

"THE STROKE"AND "IN THE DARK"



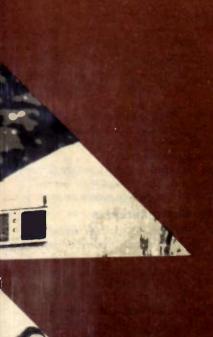


INTRODUCING ABC DIRECTION



THE NEW NETWORK SERVICE TO CAPTURE

RADIONETWORK



What's happened to the teen generation that sparked radio's growth in the 60's and 70's? They've grown up to become the new generation of adult radio listeners. And all across America, alert radio stations have zeroed in on this new adult audience. The 25-44 year-alds—today's most sought-after demographic group. If that's your station, here's great news.

Now there's a network radio service especially designed to help stations like yours build this important 25–44 age group. And, as you might expect, it's from the leader in demographic network radio, the ABC Radio Networks. ABC DIRECTION RADIO NETWORK inaugurates the next generation of network radio service... providing a program service conceived and produced for the special needs and interests of the new adult generation. Here's how ABC DIRECTION RADIO NETWORK can help your station reach today's new adult audience—and build it:

A UNIQUE NEWS PERSPECTIVE

Our news gets right to the core of the new adult's concerns. Not just what happened, but..."How will it affect me?" We tell today's adult how to use the news to help plan the future, to make informed life decisions, big and small.

SPORTS INSIGHTS

No one covers sports like ABC. No one gets inside a story or an event more thoroughly, with more depth and understanding. The excitement, the color, the story behind the story—that's what ABC is all about. We know exactly what the sports-minded 25-44 audience wants and we deliver. The best on-the-spot saturation coverage. The best profiles. The best commentaries. ABC. The best in sports!

FEATURES

Can short radio features be entertaining and informative at the same time? Ours are. These fast-paced features focus on the things this audience cares about. Whether it's a movie review, career advice, or how they can cope with today's problems, every ABC DIRECTION RADIO NETWORK feature will involve your listeners, to help them get the most out of life.

MUSIC FEATURES AND SPECIALS

The 25–44 year-old has a broad musical outlook, but at the same time, a more discriminating ear. They listen for quality... and that's what our music features and specials will bring to your station, and your audience, with the biggest stars from a wide range of musical expressions. With our special kind of showmanship and electrifying starpower, ABC DIRECTION RADIO music features and specials will help you build share with the 25-44 audience

News, sports, features, music...all targeted exclusively to today's new adult generation. ABC DIRECTION RADIO NETWORK. It's the next generation in network radio service. If you're going after a bigger share of this dynamic demographic, you'll like where we're going.

Call Chuck King, Vice President, Direction. Network...(212) 887-7397.



ABC DIRECTION RADIO NETWORK

RADIO

THE NEW GENERATION OF ADULT LISTENERS.



Burns Media Consultants To Hold Radio Seminar

held January 8-10 at the Hyatt Islandia Hotel on Mission Bay In San Diego, CA. Topics to be discussed will include Research, Positioning, Core Audience, Competition, and Product. Lectures on these areas will be followed by workshops.

Registration is limited and will be \$545 per person (a 10 percent discount for multiple registrations from the same company is available). For further information, contact Burns Media Consultants at (213) 985-8522

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The "Roll-A-Sign" is just the thing for those long-running ad campaigns — such as your station's call letters, dial position, and slogan. Basically a 1000-foot roll of three-Inch-wide brightly colored plastic, the 'Roll-A-Sign'' costs less than six cents per foot.



The item would appear to be particularly useful at station remotes etc., as it can be tied, stapled, or taped around large areas. The "Roll-A-Sign" can also be used in shorter lengths as wrapping on packages. 'Tis almost the season, remember?

For further information or a free sample, contact Reef Industries, P.O. Box 33248. Houston, TX 77033

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Kaye Johns builds new friends and loyal listeners for stations selected by Southwestern Bell for this exciting new daily program. From Information Radio, a service of The Sunbelt Network, Inc.

Local sponsorship pre-sold in Kansas and Missouri, to major food retailer. Income to station, starting January 4, 1982

Ticket Price No Object To Film-Going Audience

The price of admission is of minor concern to today's filmgoers, according to a recent marketing study conducted by the Theatre Equipment Association. Consisting of telephone interviews with 527 people in seven major metros nationwide, the study found that only 33 percent of those surveyed cited high ticket prices as a factor in film attendance. Incidentally, most of those complaining about escalating ticket prices were over 55 years of age.

The survey also found that 79 percent of the respondents claim a film's story line was the single most important factor when deciding which films to attend. Another 25 percent claimed the film's stars to be a significant factor in their decisions and 23 percent said they were influenced by a film's reviews.

The most popular reason for not going to films was staying home to watch films on TV, according to 45 percent of the respondents.

Interestingly, the average filmgoer is more educated than in previous years and expresses a strong preference for theatres with 70mm wide screens, stereo sound, and pushback chairs. They can also recognize the difference between these features and older systems and, when deciding which theatre to attend, make their choice based upon whether these features are present.

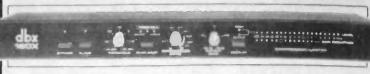
Generic Goods: Popularity Peaking?

Although sales of generic goods continue to rise, two recent surveys indicate that the growth of the no-frills items is decreasing.

Generics' share of sales in stores that carry non-name products fell to 12 percent last winter, down from 14.2 percent the year-previous, according to a A.C. Nielsen marketing research study. Selling Areas-Marketing Inc., another supermarket monitoring firm, claims its third quarter data show slowgrowth rate for generic unrefrigerated foods, health and beauty aids, and nonfood products like paper towels, detergents, and plastic bags.

Both companies say the reason is that much of the growth of generics is due to the increase in the number of stores now stocking the plain-wrap items. Because the number of these stores is peaking, the growth of generics is slowing.

Nevertheless, generics appear here to stay. Selling Areas-Marketing puts generics' sales at about \$1.4 billion annually, or nearly two percent of all food store sales. Nielsen, meanwhile, estimates that, in terms of units, generics account for four percent of U.S. supermarket sales



dbx Unveils "160X" Compressor/Limiter

The "160X," the latest compressor/limiter from dbx inc., features an exclusive dual-display system with an expanded range for continuous monitoring of gain reduction as well as input or output levels. In addition, the "160X" inherits the switchable Over Easy and hard-knee operation (regardless of compression ratio selected) capabilities of the firm's previous compressor/limiter.

Designed for use in broadcast operations, recording studios, and in sound reinforcement situations, the "160X" uses "infinity + " compression to provide negative gain control for so-called dynamic reversal effects.

The unit's dual true RMS display system incorporates a 19-LED display which monitors input or output signal level over a 60 dB range and a 12-LED display to indicate the amount of gain reduction over a 40 dB range.

For further information, contact dbx inc.'s Professional Products Division at 71 Chapel St., Newton, MA 02195.

Hispanic-Americans Media Habits Surveyed

Listen To Spanish Radio Nearly 8 Hours Weekly

A recent survey of the U.S. Hispanic market found that the average individual 18 years of age and older listens to Spanish radio seven hours and 48 minutes a week, watches Spanish television nine hours and 36 minutes, and reads Spanish print for two hours and 54 minutes.

The survey, conducted by Yankelovich, Skelly & White for the SIN National Spenish Television Network, also found that nearly 70 percent of Hispanic-Americans watch, listen to, or read Spanish media every week and that 50 percent use Spanish media more often than English media.

The latter fact is not surprising in light of the finding that 43 percent of the Hispanic-American adult population speak "only enough English to get by. Almost 90 percent of the Hispanic-American adult population speaks Spanish.

Contrasting Consumer Characteristics

As for the consumer characteristics of the Hispanic-American market, 61 percent of the Hispanic-Americans polled said they preferred to spend money on tangible things, rather than on vacations and other sources of temporary enjoyment. Only 48 percent of the total U.S. population agrees. In addition, 80 percent of the Hispanic-Americans surveyed said they were paying more attention to product quality, compared to 65 percent of the total U.S. population.

Furthermore, a sizable number (82 percent) of Hispanic-Americans claim to be "brand loyal," versus 57 percent for the general U.S. population, with 39 percent of the Hispanic-Americans (in contrast to 22 percent of the total U.S. population) believing that "the biggest, most popular brands are best.

The average household income for Hispanic-Americans is currently \$15,900, compared to \$18,000 for the nation as a whole.

Chicago Hospitals Carry Ad Campaign To Radio

A "health war" between Chicago hospitals, currently being waged via radio ads, billboards and newspaper supplements, has led to one local "body shop" promising to service patients within 60 seconds of the time they step into the emergency room.

The Chicago Tribune reports the hospitals' hard sell approach appears to be successful, with one Glenbrook, IL-based facility claiming its monthlong newspaper ad campaign increased emergency room visits by a third







DAVE GLEW PROMOTED TO SR. VP/GM AT **ATLANTIC**



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NUMBER ONE COUNTRY: "Thinking Of A Rendezvous" — Johnny Duncan (Columbia) NUMBER ONE LP: "Songs In The Key Of

Life" — Stevie Wonder (Tamia)

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Networks/Program Suppliers

The 13 Shows Of Christmas

Attention PD'st Do your Christmas programming shopping early this year. In order to make your choices easier, R&R has assembled a short guide to the myriad of Christmas shows currently available. In alphabetical order (by program supplier), they are:

• The "Christmas Alphabet" Is a 15-year perennial, telling the story of Christmas from A to Z (A is for Angel, B is for Baby, etc.). Each of the 26 segments contains narration and music, running from three to six minutes in length. Designed to be used on both Christmas Eve and on Christmas Day on the basis of two to four segments per hour, the "Christmas Alphabet" is available from Art Roberts Inc. at (414) 354,2922

354-2922.
The "CBS Cavalcade Of Christmas Music" features eight 24-minute programs, each presenting a different university choir singing traditional and classical Christmas music. The series begins on December 21 and runs through December 24. For further information, contact Pam Haslam of CBS Radio at (212) 975-3773.

 "Christmas At Our House," a 12-hour special hosted by Sonny Melendrez and featuring Christmas music, customs and stories, along with special holiday recipes from culinary expert Sara Pitzer's Christmas At Our House cookbook, is available from Drake-Chanautt

• In addition, the Canoga Park, CA-based program supplier is offering "Country Christmas," a 12-hour special hosted by Eddy Arnold and Brenda Lee. "Country Christmas" is 90 percent music and includes guest appearances by Kenny Rogers, Barbara Mandrell, and Merte Haggard plus others. For information on either of these specials, contact Drake-Chenault at (213) 883-7400.

"North Pole Reports," a 20-part Christmas comedy series starring Alan Barzman, Kenny Mars, Terry McGovern, Frank Welker, Jim Kirby and Sherryl Bernstein, Includes such highlights as a fashion review of Santa's wardrobe by Parlsian designer Henri-Henri ("Zat red and white, eet ees impossible!"). For further information, contact Merrill Barr of From Studio B at (800) 421-4498.

 "Merry Christmas From Merv," a 12-hour updated version of last year's Merv Griffin starring special, is again available on a cash basis. The program features classic Christmas music and celebrity interviews. For further information, contact the Gary Group at (213) 392-9511

• The "Matchbook Christmas Stories" are a series of 30- and 60-second feature stories designed to run from the day after Thanksgiving through Christmas. Backed with traditional Christmas music, each of the 72 features contains one commercial availability, and can be sold to several small accounts or one major advertiser. For further information, contact **Doug Jones** or **Don Karnes** at **Karnes-Grattan** at (717) 368-2970.

The "Anne Murray Special," scheduled to air December 13th via the ABC Radio Network, features an exclusive interview with the Canadian chanteuse, a number of her greatest hits, and several selections from her new "Christmas Wishes" LP. This special is produced by Narwood Productions, which may be reached at (212) 755-3320.

Also from the New York-based Narwood Productions firm, "A
Very Special Christmas," hosted and narrated by Andy Williams, will
be broadcast over the NBC Radio Network from December 18-20.
Appearing along with Williams will be 15 major entertainers, who will
contribute their songs and comments on the holiday season.

 The "Sounds Of Christmas," a 48-hour program containing 275 seasonal music titles, is available for the fourth year on a cash, market-exclusive basis from SHEPHERDmusic at (419) 474-4191.

Concurrent with the "Sounds Of Christmas," SHEPHERD-music is offering the "Stories Of Christmas," a series of 24 90-second radio vignettes, each with one commercial avail. Emphasizing the curious and the unusual, the "Stories Of Christmas" chronicles the history of the holiday, spanning the world of Christmas facts and folklore.

"A Christmas Album," a 12-hour special consisting of contemporary music, brief artist's interviews, Christmas funnies and warm seasonal messages, is again available from the San Diego-based Tuesday Productions firm, which may be contacted at (714) 272-7660.

"Weedeck's Country Christmas," a six-hour special, will feature Christmas music as well as Christmas thoughts and messages from more than 50 Country artists such as Johnny Cash, Mickey Gilley, Alabama, and the Statler Brothers. The program is priced according to market size. For further information, contact Weedeck at (213) 462-5922.

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RadioRadio

Larry Cooper, News Director for the CBS young-adult network, will be in Chicago and Los Angeles, respectively, from November 30 through December 5, recruiting talent for the newly-created RadioRadio net.

The **United** Stations

Chris Charles, currently an air personality at WCBS-FM/New York, has been named to host United Stations' "Weekly Country Music Countdown," scheduled to debut December 4.

Canadian News Net Loses \$14 Million, Seeks 5-Year Renewal

CKO, a seven-station Canadian all-news network, has lost \$14 million since its 1977 debut, according to its owners, who recently appeared before the Canadian Radio-Television & Telecommunications Commission (CRTC) to seek a five-year license

Ben Torchinsky, Chairman of Agra Industries of Saskatoon (CKO's parent firm), also told the CRTC that the net would set up FM stations in five other cities as originally pledged and that CKO would land in the black. The financially-troubled network, Canada's only all-news broadcaster, has been beleaguered with problems stemming from its inability to hire experienced news staffers.

Programming

Jim Van Sickle has been elevated to General Sales Manager for TM Programming. Van Sickle was most recently Midwest Management Consultant for the Dallas-based company, having previously served as Sales Manager for KFJZ-AM-FM/Dallas-Ft. Worth.



Jim Kerr has been promoted to National Sales Manager for the Dallasbased programming supplier, coming from his previous post as Midwestern Regional Manager for Toby Arnold & Associates, which he had held for the past five years.

Group W

Washington Bureau Chief Jerry Udwin's interview with President Reagan formed the basis of a seven-part radio series that aired over Group W stations this week. Reagan discussed matters ranging from economics to life at the White House.

GLOBAL SATELLITE NETUCIAK

Neil Young will be the featured guest on the November 23rd edition of the firm's "Rockline" show.

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ABC Signs Deal With RCA For Digital Transmission

"Signing this letter of intent demonstrates our commitment to providing our affiliates with the best transmission system in the industry," commented ABC Radio Networks President Ed McLaughlin after signing a letter of intent with RCA/American Communications Inc. this week. This pact makes ABC the latest network to join NBC and Transter in their commitment to using digital transmission.

"Digital offers a level of transmission that excels beyond conventional types," commented ABC President/Operations & Engineering Julius Barnathan. The agreement calls for putting some of ABC's 1700 affillates on line by the end of 1982 with the networks being fully operational by 1984. The agreement will allow ABC to place all its networks on the satellite in addition to providing a great deal of room for expansion.



DIR Signs 70 Stations For T.J. Martell Radiothon

Over 70 radio stations across the nation will be carrying the "T.J. Martell Radiothon," a two-hour show featuring performances by Tom Petty, Pat Benatar, Ted Nugent, Hall & Oates, Santana, the Marshall Tucker Band, Boz Scaggs, Meatloaf, Kenny Loggins and the Charlie Daniels Rand

Scheduled to be broadcast over the Thanksgiving weekend, the DIR-produced show will include brief appeals to the nationwide listening audience from the abovementioned artists to donate money to the T.J. Martell Foundation for Leukemia Research, a music-industry founded charity.

Among the stations taking part in the "T.J. Martell Radiothon" are KLOS/Los Angeles, WNEW-FM/New York, WMMR/Philadelphia, WBCN/Boston, WRIF/Detroit, KMEL/San Francisco, WLS/Chicago, KZOK/Seattle and KLOL/Houston.

Reps

McGAVREN GUILD RADIO





IVY LEAGUE'S ADVICE TO AGENCY LEADERS — McGavren Guild Radio President Ralph Guild (left) and Executive VP Ellen Hulieberg display Harvard Business Review material they're distributing to ad agency chief executives to promote a better understanding of radio as an advertising tool. Guild will also be sending personal taped messages inviting the execs to participate in seminars to be conducted by the McGavren Guild Radio Network.



WDZ-WDZQ/Decatur, IL and WSSL (formerly WGXL)/Greenville, SC have become Eastman client stations. WDZ programs "Music Of Your Life," while WDZQ and WSSL are Country-formatted outlets.



Country-formatted KSOP-AM & FM/Sait Lake City have become client stations.

Torbet Radio

KWFT/Wichita Falls, TX has joined the Torbet roster of client stations.

Radio & Record Companies' 3rd Qtr. Performances

The adjacent graphs depict corporate third quarter financial performances for the 12 firms listed. Several of these companies, while maintaining broadcast holdings, either do not break out their broadcast divisions' finances separately or combine their radio and television holdings into one. Therefore, we have attempted, where possible, to illuminate the performance of these firms' radio operations as

Marvin Josephson Associates described their radio and TV division's first quarter results as being "substantially ahead" of last year's, which was adversely affected by the actors' strike. MJA is the parent company of ICM, a talent agency

LIN Broadcasting noted that radio stations WEMP & WMYX-FM/MIIwaukee, acquired by the firm in March, posted an operating loss in the third quarter

Cox Broadcasting reported that both local and national revenues were flat for the firm's radio properties, but that its radio sales representation and radio music syndication operations turned in "solid" performances in the third quarter.

Meanwhile, Taft, the only firm to

3rd Qtr. Corporate Net Results			
(Firm)	0	o _p	
Taft (\$18.0 million) (2nd Qtr.)	+ 38%		
Capital Cities Communications (\$17.5 million)	(even)		
WCI (\$16.3 million)	-5%		
Cox (\$13.1 million)	+17%		
Metramedia (\$12.7 million)	+ 26%		
MCA (\$7 million)	+ 30%		
Multimedia (\$6.7 million)	+ 22%		
Viacam (\$5.4 million)	+30%		
Scripps-Haward (\$4.4 million)	+ 28%		
LIN Broadcasting (\$4.1 million)	+ 20%		
King Radia Corp. (\$2.4 million)	+ 20%		
Marvin Josephson Associates (\$1.3 million) (1st Qtr.)		+64%	

3rd Qtr. Corporate Sales Results			
(Firm)	0	Q _D	
Taft (\$146,5 million) (2nd Qtr.)		-+ 80%	
Metramedia (\$105.8 million) Cox (\$103.4 million) Multimedia (\$49.8 million) Capital Cities Communications (\$43.6 million)	+ 17% + 35% + 22% + 26%		
Viocam (\$34.1 million) King Radio Corp. (\$30.4 million) Scripps-Howard (\$20.4 million)	+ 34%		
Marvin Josephson Associates (\$17.3 million) (1st Qtr.) LIN Broadcasting (\$17 million)	+ 20%		

third quarter, while third quarter revenues for its radio operations climbed 13 percent to \$21.5 million.

R&R/Friday, November 20, 1981

break out its radio division's perfor-

mance, posted a nine percent increase in net profits to \$10.5 million in the

Disc Divisions Rack

Up Mixed Results

WCI and MCA, the only two major firms with significant recorded music operations to break these divisions' figures out, showed mixed results WCI's recorded music and music publishing division chalked up a five percent decline in operating income during the third quarter of 1981, slipping to \$16.3 million from \$17.2 million in the year-previous period. This division's nine-months operating income, however, showed an 8.5 percent rise to \$52.3 million, up from \$48.2 million in the analogous quarter of 1980.

MCA, on the other hand, racked up a healthy increase in its recorded music and music publishing division during the third quarter of 1981, as operating income jumped 30 percent to \$7 million, up from \$5.4 million in the yearprevious period. MCA's music operations also showed a 230 percent increase in nine-months operating income, which rose to \$18.2 million from \$7.9 million in the equivalent period of 1980

Cooper Upped To **VP/Promotion At Robox**

Mark Cooper has been elevated to Vice President/Promotion at Robox Records, coming from his previous post as National Promotion Director for the label. Prior to joining Robox last year, Cooper served as Album Editor for the National Music Report and as AOR Promotion Director for Motown Records

Guevara Upped To West Coast Regional **Promo Post At Pickwick**

Rosie Guevara has been elevated to West Coast Regional Director for Pickwick Distribution, having most recently spent the past two years as the firm's local Los Angeles promotion representative. Guevara was previously Music Director for KHJ/Los Angeles.

Dworak To Head Promo Efforts For Word

Mike Dworak has been named to head the Radio Department for Word Records, the Christian label based in Waco, TX. An 11-year veteran of radio, Dworak most recently served as PD for KCMI-FM/Scotts Bluff, NB.

Concurrent with Dworak's promotion, Jeff Mosley and Glenn Heard have joined the Word radio promotion team. Mosley, most recently at KRZI/Waco, will be in charge of tracking MOR and traditional formats, while Heard will track all contemporary-formatted stations.

Gusick & Bergman Form Musical Properties Inc. **Publishing Firm**





Barry Bergman

Michael Gusick and Barry Bergman have announced the formation of Musical Properties Inc., a music publishing company. Gusick is currently Chairman of the Board for Accord/Townhouse Records, while Bergman was most recently VP/Creative Affairs at **United Artists Music**

Musical Properties Inc. will be headquartered at Accord/Townhouse's New York offices, yet will function as a separate entity. Musical Properties Inc. can be reached at

Pushkin Forms Radio Free America Indie Label

Ken Pushkin has announced the formation of R.F.A. (Radio Free America) Records, an independent label to be based in Albuquerque. The first act signed to the multi-faceted firm is a local rock trio, the Philisteens

Shields Elevated To GSM For KTAR

Mike Shields has been promoted to

General Sales Manager at KTAR-KBBC-FM/Phoenix, coming from his previous post as National Sales Manager for the stations. An eight-year veteran of radio sales, Shields has been with KTAR and KBBC for the past two-and-a-half years.



Mike Shields

Lyke Takes Sales Mgr. Post At WLUP-FM

Linda Lyke has been appointed Sales Manager for WLUP-FM/Chicago. Most recently. Lyke held an account exec position in the Chicago office of the Torbet rep firm, having formerly served as National Sales Manager for WLUP-FM. An 11-year veteran of the radio Industry, Lyke's previous experience Includes stints with Blair Radio in Chicago, WQAM/Miami, and Chicago stations WLS, WRCK, and WDAI.

Gamble Becomes Sales Mgr. At WBZ

Terri Gambie has been named Sales Manager for WBZ/Boston. The move marks the return of Gamble to WBZ, where she had spent a year as a local salesperson prior to her most recent position at WROR-FM/Boston. She began her radio career at Cape Cod stations WCOD-FM and WOCB-WSOX.

Robinson Takes West Coast A&R Post At Arista

Primus Robinson has been named West Coast Director/R&B A&R for Arista Records. Prior to joining Arista, Robinson was associated with Elektra Records. He will be based at Arista's Los Angeles offices

Pro:Motions

Collins Named GSM At WGBS

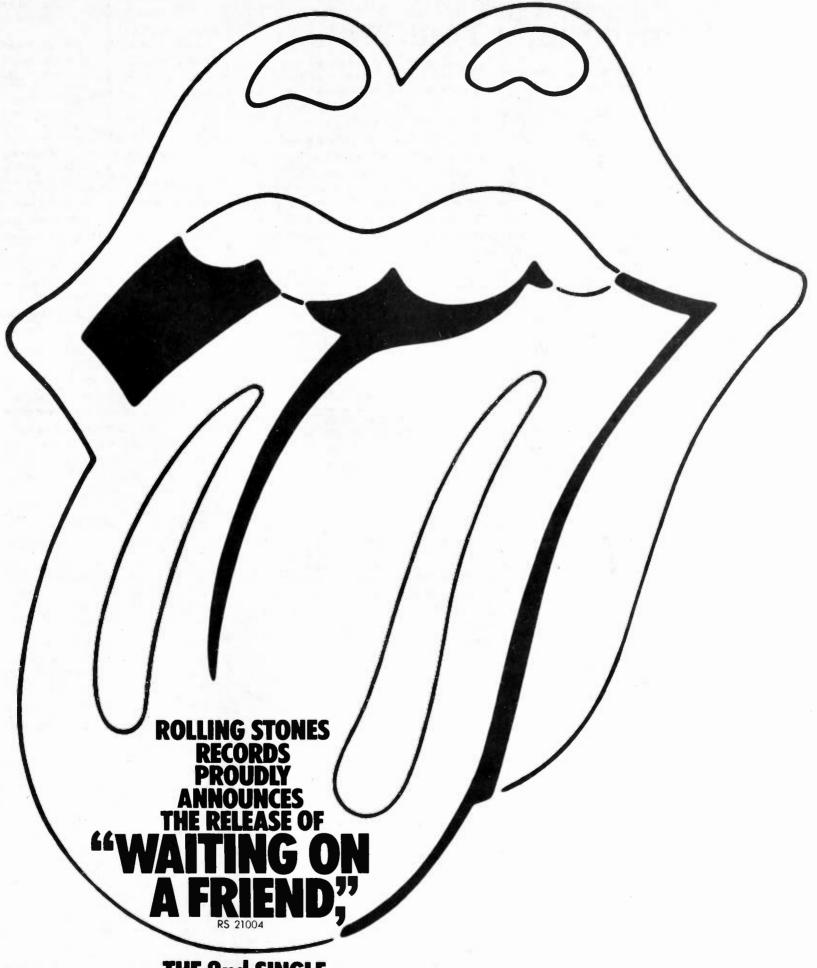
ed General Sales Manager for Jefferson-Pilot's WGBS & WLYF-FM/Miami, coming from his most recent position as GSM for WWSH/Philadelphia. Collins had been affiliated with Cox Broadcasting properties for the past 12 years.



Dennis Collins

AMERICA'S NUMBER ONE PRODUCER/DISTRIBUTOR OF NATIONALLY SPONSORED RADIO PROGRAMS, CONCERTS & SPECIALS SALUTES ...





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"Never had so many been confused so much."

How Not To Position Your Station

One of the research buzzwords being used ad nauseam in the radio business today is "positioning." Everyone is talking about positioning as if it were some new magic elixir, guaranteed to bring your station ratings and sales success if only you can find the right "position" for your property. It's not really a new concept at all. Let's take a close look at this idea and see if it holds up in today's ratings and sales environment. I think you'll find that much of the advice that comes from wellintentioned people does not take into proper account the steps that are necessary for a station to achieve its maximum ratings under Arbitron. Trying to achieve market segmentation - or positioning - without keeping the realities of Arbitron in mind will be a frustrating experience for a radio station What Not To Do

Assuming that you are in a market where ratings and sales based on Arbitron — or any ratings service for that matter — are important, there are two things you want to be sure to avoid in most cases. Let me warn you, however, that the advice that follows may be contrary to what others in the industry are saying. Read and make up your own mind about which approach makes the most sense.

1. Don't rely solely on dial position as a positioning statement or logo.

I've been reading lately that some say you can carve out a niche if only you can get the public to know you as "X101," "Z95," or what-have-you. Perhaps, but consider some of the instances I'll cite below before rushing headlong into that type of identifier and logo.

In a top market, I was recently involved in a turnaround challenge. The station's previous identity was at best murky, and it was felt that a completely new approach — new format, ad campaign, and logo was needed to get the station off dead center.

A market research firm examined the situation, and recommended stressing the exact dial position of the station and a logo, rather than using the legal calls more than once an hour. When asked my opinion, I stated that it sounded like a sure way to run into problems with getting proper Arbitron credit, but I'd go along with the group consensus.

Lo and behold, what cropped up? Problems! Although an ad campaign was hammering the dial position into the public's consciousness, the listeners, bless them, were incorrectly perceiving the message and jotting down the wrong identifiers in the diaries. As luck would have it, the message

many were hearing was a dial position similar and close to my client's, and the confusion between the two stations — and trying to unravel the mess from an Arbitron perspective — was quite a hassle.

In retrospect the station personnel could see ratings problems — and sales difficulties — cropping up as a result of a positioning reliance on just the new dial position and logo. A post-survey diary review showed that the magnitude of the problem was larger than the research firm which made the recommendation would have ever imagined. C'est la vie, which is fine if you are a consultant who can walk away from the station's problems. Not so fine if you are the GM or a salesperson who has to wrestle with the Arbitron-measured outcome of the positioning effort.

Don't rely solely on a "catchy" phonetic slogan or identifier.

I could be rich if I had a dollar for every diary that I've seen which contained slogan confusion involving phonetic "trademarks." A good example of how this type of positioning misnomer can hurt might help explain the danger. This is an actual situation which I'll be describing.

Perhaps independently of each other, two stations decided to change call letters. One station was granted new calls that the station felt could be segued to a positioning statement using the word "Joy." The other station was granted its new calls, and lo and behold those calls also inspired it to ballyhoo the logo "Joy."

Naturally both stations spent a lot of dollars trying to cement in the minds of the public that "Joy" could be achieved—on the radio at least—on their station. As you might imagine, however, neither were particularly successful because the confusion level in the market reached previously uncharted levels. Never had so many been confused so much.

The moral is a simple one. There can be many "Joys," many "Kisses," etc., certainly more than one station in a market using such an identifier or ad theme. Reliance on this type of positioning statement is building your hopes for ratings success on shaky ground.

What To Do

In order to achieve a realistic niche in the market, you have to be ready to ignore the "easy" answers, which often are not answers at all. Get back to basics. Here are some steps to consider....

- 1. Do market research in your metro to see what is the current perception of your station and its competitors.
 - 2. Look at the diaries for your market to see

Q&A

Bill Stevens, PD of KUTE/Los Angeles, called last week to inquire "How do you compute time spent listening for a particular demo/daypart?"

Select the daypart — we'll say M-F 6-10am — and compute the number of quarter hours involved (80 in this case). Multiply that figure times the average quarter-hour estimate for your station in that same daypart (for whatever demo you are looking at). Divide that answer by the cume estimate for the same demo and daypart. You'll probably end up with a three-digit answer such as 10.6. This means that the average person in the demo and daypart you selected spent approximately 10-11 quarter-hours with your station each week in that relevant daypart.

Week In Review

Facility Forms Due

Stations in markets where there will be a winter Arbitron survey have just a few days to get their vital facility forms returned to Beltsville. Failure to have the facility packet received by the November 23 deadline may cause diary crediting problems.

Advisory Council Election Starts

Nominations are now being received by Arbitron for those interested in filling any of the six Arbitron Radio Advisory Council seats soon to be vacated. The nomination and election process will continue for months, with the new members taking office next spring.

what listener confusion or perceptions can be gleaned from that valuable data base.

3. Set an ad campaign that creatively gets across your call letters, as well as implies a benefit — preferably unique — that can be derived from listening to WXXX.

Let's look at these steps in more detail:

Market Research: We broadcasters are very poor at taking the pulse of our marketplace. At least once a year you need to objectively probe your target demo to see what's on their minds. Has your station become more of a favorite in the last year? What impact, if any, has a new competitor had? What is the reaction to the zany new morning man you hired? Are your TV spots being properly perceived — do viewers feel that your image is consistent with what your programming offers? And so on.

Diary Review: Is there slogan confusion between your station and another? I remember a case where two stations were using dial positions and a one-letter logo (K93 and J95 for example). The diaries were rife with "K95" and "J93" entries, giving both stations an inaccurate understanding of their true positions in the market's ratings. Besides the slogan confusion, the diary review can help you spot call letter aberrations that might be a clue to how the public is misperceiving your logo and calls

Ad Campaign: Once market research and Arbitron research have helped you get a handle on where you are and where you need to go, implement an ad campaign that stresses your unique selling proposition, an item or concept that is congruent with your programming. You may have a hook built around a phrase like "Variety," or "Timbuktu's Best Rock," or whatever concept your research says may be a viable and credible positioning statement for you. Be sure to keep in mind that Arbitron asks diary keepers for call letter entries — the station that ingrains its calls in the mind's eye of the public will be way ahead. The station that relies on dial position or phonetic logos exclusively is courting potential disaster from an Arbitron point of view.

Get back to square one. Find your niche through research then promote a hook and your calls for maximum diarykeeper payoff.

Jhan Hiber



"TAKE IT EASY ON ME"

THE SECOND SMASH SINGLE FROM



Cittle River Bund

FROM
THE GOLD ALBUM

Time Exposure





Capitol



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3h	are Tren	abr	Persons 1	2+	M	on-Sun BAM-	Mid
PC	P(00):	5280					
	Spring	'80	Fall '8	0		Spring '81	
ı	WSYR-A	N 15.5	WSYR-AN	,	14.7	WSYR - AMIACIT	4.6
2	WHEN-A	W 10.3	WHEN-AN	1	11.3	WSYR-FMA) 1	2.1
3	WSYR-F	N 8.7	WSYR-FA	r	9.6	WHEN - AM (AC)	0.1
1	WNTQ-F	W 6.7	WEZG-FA	/	6.2	WFBL-AM(B)	7.9
5	WEZG-F		WAQX -F4		5.7	WAQX -FM(A)	6.4
5	WAQX-F	W 5.4	WSEN-FA	1	5.5	WSEN-F.V(C)	6.0
7	WNDR-A	W 5.0	WNTQ-FA	1	5.4	WNDR -AV(0)	5.5
8	WKFM-F	W 4.8	WNDR-A	1		WKFN-FN(A)	
-	WOLF -A		WOLF - AR			WNTQ-FN(BM)	
0	WSEN-F	W 4.1	WKFM-F	1	4.7	WEZG - F.V(BM)	3.7
	Adul	ts 18-34			Adı	alts 26-84	
	Mon-Su	n 6AM-M	ıd		Mon-8	un 6AM-Mid	
	RANK	STAT	ION	R	ANK	STATIO	N
	====	====	===	=	= = =	======	=
	1	WSYR	-FN		1	WHEN-A	N
	2	WHEN	-AN		2	WSYR-A	N
	3	WAOX	-FM		3	WNDR-A	N

C	har	lott	8	METRO	RANK	31
Sh	are Tren	ds	Persons 1	2+ E	don-Sun 6	AM-Mid
PC	P(00):	5215				
	Spring	9 '80	Fall	80	Spring	'B1
1	WBT -AN	15.6	WBT -A	V 15.9	WSOC-F	V(C) 15.3
2	WSOC -FA	10.9	WSOC-F	V 12.6	WBT -A	V(AC)1 4 . 8
3	WAYS - AN	9.7	WROQ-F	V 10.5	WBCY-F	V (R) 9.2
4	WROQ-FA	9.2	WEZC-F	V 9.9	WROO-F	V (A) 8.9
5	WEZC-FA	8.8	WBCY-F	V 8.7	WEZC-F	(BM) 8.8
6	WBCY-FA	6.9	WAYS - A	V 8.5	WAYS-A	V (A) 8.7
7	WGIV-AN	6.4	WPEG-F	V 7.3	WPEG-F	V (B) 7.4
8	WPEG-FA	6.3	WG I V - AI	V 4.4	WGIV-A	(B) 4.7
	WSOC -AN		WSOC-A	V 3.8	WSOC -A	V (N) 4.5
10	WZXI=FA	2.9	WZXI-F	¥ 3.0	WZXI-F	y (AC) 3.3
	Adu	lts 18-34			Adults 26.	84
	Mon-8	n 6AM-M	1 id	Мо	n-8un 6Al	A-Mid
	RANK	STAT	ION	RANK	STAT	ION
	====	====:	===	====	= = = =	===
	1	WROQ	-FN	1	WSOC	-FN
	2	WBCY	-FN	2	WBT	-AN
	3	WBT		3	WAYS	-AN

ARBITRON RADIO

8	31	pri	ag	fie	eld,	METRO	RANK 62
	-	A					
	81	are Tre	nds		Persons 1	2 - 1	Mon-Sun GAM-Mid
	P	00)90	: 49	3 1			
		Sprl	ng '80		Fall	80	Spring '81
	1	WHYN-F	W	13.8	WHYN-FM	14.0	WHYN-FNIACH 3.9
	2	WHYN-/	W	10.9	WHYN-AM	11.5	WMAS -FMA) 11.1
	3	WMAS -/	W	9.9	WWAS-FN	10.6	WHYN-AMIN 10.9
			-	8.1	WMAS -AM	9.3	WMAS -AMIACHO. 5
	-	WAQY - F			WCCC-FN		WCCC-FN (A) 6.0
	-	WMAS -F			WAQY -FN	_	WAQY-FW (R) 5.3
		WSPR-A			WTIC-AM		WAAF -FN (A) 3.9
	-	WRCH-F			WIXY-AN		WTIC-AW (AC) 3.4
	_	WTIC-A	-		WREB-AY		WHMP -AN (AC) 3.2
1	0	WHMP -A	N	3.3	WRCH-FW	3.1	WRCH-FN (BM) 3.1
		Adu	lts 1	3-34		A	iults 28-84
		Mon-8	in 6A	M · M	d	Mon	Sun 6AM-Mid
-		RANK	ST	ATI	ON	RANK	STATION
		====	= =	===	==	====	======
		1	WM	AS-	FN	1	WHYN-FM
		2	WH	YN-	AN	2	WHYN-AM
		3	WC	CC-	FN	3	WMAS-FM

A-AOR, AC-Adult Contemporary, BB-Big Band, BM-Beautiful Music, C-Country, CL-Classical, D-Dancemusic, E-Easy-Listening, J-Jazz, M-Miscellaneous, N-News, O-Oldies, R-Contemporary Hit Radio, RL-Religious, S-Spanish, T-Talk, U-Urban Contemporary.

The Birch Report

Pittsburgh

Average persons 12+, Monday-Sunday 6am-midnight Rolling Averages

KDKA Tops 20; WYDD Adds Two; WJAS "Sound Of Your Life" Shows First Slippage

(5)	Aug./	Sept.
	Sept.	Oct
KDKA (AC)	18.4	20.9
WTAE (AC)	9.0	8.3
WJAS (BB)	8.4	7.7
WDVE (A)	8.7	7.3
WAMO (B)	7.9	7.1
WYDD (A)	3.3	5.4
KQV (N)	6.3	4.8
WXKX (R)	4.8	4.6
WSHH (BM)	4.8	4.1
WEEP (C)	3.9	3.2
WWSW-FM(AC)	4.0	3.2
WBZZ (R)	2.7	3.1
WFFM (AC)	2.4	2.9
WPNT (BM)	1.8	2.3
WDSY (C)	1.2	1.3
WWSW (AC)	1.6	1.2
(Non-metro stat	ion)	
WBVP (R)	1.0	1.3

Atlanta

Average persons 12+, Monday-Sunday 6am-midnight Rolling Averages

WVEE Holds Top Slot; WSB Climbs Into Second; WZGC, WQXI-FM Slip; WPCH Jumps 50%, Adds Three Shares

A IM CC	Silai C	3
	Aug./	Sept.
	Sept.	Oct.
WVEE (U)	12.8	13.4
WSB (AC)	10.8	11.7
WKLS (A)	10.8	10.2
WZGC'(R)	12.1	9.4
WPCH (BM)	6.0	8.9
WQXI-FM (R)	10.2	8.7
WLTA (AC)	5.8	6.5
WPLO (C)	4.0	5.6
WGST (N)	4.0	4.1
WAOK (B)	3.9	3.9
WBIE (C)	4.6	3.0
WSB-FM (BM)	3.4	2.9
WRNG (T)	2.9	2.7
WQXI (R)	2.4	2.6

Baltimore

Average persons 12+, Monday-Friday 6am-midnight Rolling Averages

WIYY Tightens Grip On First; WPOC, WLIF Slip; WWIN Up 66%

Aug./ Sept./

	***** (/3)	12.0	10.0
	WBAL (AC)	9.3	8.4
	WXYV (B)	7.0	6.9
	WBSB (R)	6.4	6.4
	WPOC (C)	7.2	6.3
	WLIF (BM)	6.1	5.2
	WWIN (B)	3.0	4.9
	WCBM (AC)	5.0	4.4
	WFBR (R)	4.1	3.8
	WCAO (R)	4.5	3.6
	WMAR (BM)	3.2	3.3
	WITH (AC)	3.1	3.1
	WLPL (R)	2.7	1.8
	WBKZ (AC)	1.1	1.3
	WRBS (RL)	1.5	1.2
	WAYE (BB)	.5	1.0
	WEBB (B)	.7	1.0
	(Non-metro stat	ions)	
İ	WWDC-FM (A)	2.6	3.2
l	WTOP (N)	1.8	2.2
ĺ	WHUR (B)	1.2	2.0
	WRC (T)	.2	1.0

MEDIASTAT

Houston

Total persons 12+, Monday-Friday 6am-midnight Rolling Averages

KMJQ Slips But Remains Tops; KRLY Surges To Tie KLOL For Second; KIKK-FM, KRBE Post Strong Gains

I ost Strong Gams				
	Aug./	Sep		
	Sept.	Oc		
KMJQ (U)	13.6	11.		
KLOL (A)	10.5	8.5		
KRLY (U)	6.2	8.5		
KILT-FM (C)	9.2	8.4		
KIKK-FM (C)	6.7	8.2		
KRBE (R)	5.1	6.4		
KFMK (R)	5.2	5.9		
KTRH (T)	4.9	5.3		
KYND (BM)	5.4	5.1		
KPRC (N/T)	4.5	5.0		
KENR (C)	3.7	3.5		
KODA (BM)	4.3	3.3		
KSRR (A)	2.1	2.5		
KQUE (AC)	3.6	2.4		
KULF (AC)	1.2	1.8		
KILT (C)	.9	1.6		
KLEF (CL)	1.4	1.6		
KNUZ (C)	1.0	1.5		

Seattle

Average persons 12+, Monday-Friday 6am-midnight Rolling Averages

KISW, KIRO, KBLE Remain 1-2-3; KOMO Jumps 50%; KSEA Rebounds; KZAM Climbing

	Aug./	Sept.
	Sept.	Oct.
KISW (A)	10.8	10.4
KIRO (N/T)	9.0	9.9
KBLE (R)	6.7	6.9
KOMO (AC)	4.3	6.6
KSEA (BM)	4.1	5.9
KVI (T)	6.6	5.4
KMPS-FM (C)	3.9	4.2
KZAM (A)	3.0	4.1
KING (AC)	3.4	3.7
KJR (R)	3.8	3.5
KZOK (A)	3.9	3.1
KING-FM (CL)	3.8	2.9
KPLZ (AC)	2.0	2.8
KBRD (BM)	2.7	2.3
KMPS (C)	1.9	2.2
KBIQ (RL)	2.6	2.1
KIXI-FM (AC)	3.6	2.1
KYYX (R)	2.7	2.0
KNBQ (R)	3.0	1.9
KIXI (BM)	1.3	1.7

Minneapolis-St. Paul

Average persons 12+, Monday-Friday 6am-midnight Rolling Averages

KSTP-FM Moves Into First Past WCCO; KDWB-FM Rebounds; KSTP On The Rise

	Aug./	Sept.
	Sept.	Oct.
KSTP-FM (R)	17.7	18.5
WCCO (AC)	18.4	17.2
KDWB-FM (A)	8.9	9.9
WDGY (C)	8.8	8.2
KQRS-		
AM&FM (A)	7.0	7.5
WLOL (R)	5.4	5.1
KSTP (N/T)	3.8	4.9
KEEY-FM (BM)	4.2	4.4
WAYL-FM (BM)	4.7	4.3
WCCO-FM (AC)	4.4	3.3
WWTC (AC)	1.9	1.8
KTWN (J)	1.4	1.7
KTCR (C)	1.3	1.6
KRSI-FM (E)	1.0	1.5
KDWB (R)	1.1	1.0

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The National Top 30 for Adults.

A weekly 3-hour show hosted by Tom Dooley with lots of big name guest stars and great features! For over three years now the ACC has been the hottest weekend winner in America! Clear a time-slot and let us warm up your audience. Selected markets still available (but not for long!).



This 8-hour special has become a yearly celebration at the hottest A/C stations in the country! Again this year, Tom Dooley and guests will welcome in the New Year with music, star-interviews and a recap of the major news events of 1981. Make your audience a part of this warm and wonderful party!



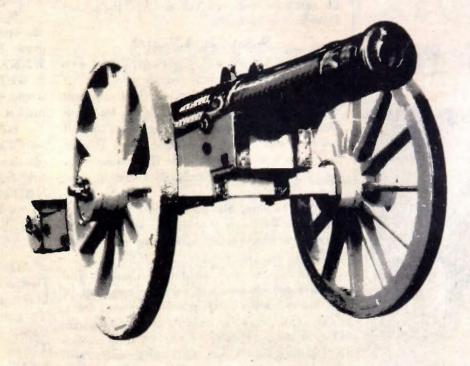
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Management: David Krebs and Steve Leber For Contemporary Communications Corp.

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The first single from the forthcoming album

"IRENE CARA"

B104 KCPX
KFI WFLB
KSET-FM KILE
BJ105 KENI
WCSC KSLY
KQDI

PRODUCED BY RON DANTE



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STREET TALK

CBS Records has announced it will hold a full staff convention January 17-22 in San Juan, Puerto Rico. The giant gathering, which had been an annual affair before the budget cutbacks of recent years, should be quite a morale booster for the whole CBS family.

People are definitely talking about WCAU-FM/Philadelphia and its impressive early gains in the ratings. The CBS O&O is consulted by Mike Joseph, and the rumors are already flying that Mike may be asked to tackle CBS's WBBM-FM/Chicago now that PD Jim Smith has exited (see Page 3).

Congratulations to Shelley Green, Field Coordinator for EMI-A/Liberty, on being given the additional duties as National A/C Promotion Director for the labels.

What's In A Name?

WLS-AM & FM/Chicago PD Dave Denver has decided to discontinue using his "air name" in favor of his real name. So if you want to talk to the PD of WLS, don't ask for Dave Denver. ask for Richard Lippincott. And if you're keeping track, the name Dave Denver now goes into the "available file" along with Gerry Peterson, Al Brady, Hal Martin, and many others.

By the way, Mr. Lippincott's first official action at WLS was to promote Assistant MD Karen Cavaliero to Music Director for the two ABC stations.

R&B promotion changes. Capitol National R&B Promotion Director Don Mac is leaving to pursue other interests. Moving from EMI-A/Liberty's National R&B post to replace Don is Rusty Moody. Promoted from EMI-A/Liberty's East Coast R&B Regional Promotion slot to replace Rusty is Ronnie Jones. Congratulations all around.

WKTK/Baltimore morning team Ron McGuire & Rick Marron have signed a "heavy paper" deal for mornings at WWWE/Cleveland. Street Talk says look for WWWE to definitely switch from A/C to Country soon.

New Business Cards

A redefinition of responsibilities within the Satellite Music Network has created the following title changes for three key executives. Ivan Braiker is now General Manager and Chief Operating Officer; George Williams has been named Vice President/Programming; and Bob Bruton is now VP/Sales.

Steve Bernstein has exited his post as President of Operations for WMOT Records. Steve, who had been with the label since its inception, will pursue some independent production projects through his own company.

Sebastian, Casey & Associates have signed on to provide consultation for Warner Amex's MTV research and music scheduling computer service.

With former WSGA & WZAT/Savannah PD Ray Williams making the transition into the stations' sales department, GM Jerry Rogers has named two replacements. Jonathan Keyes is the new PD for WZAT and Ron Frederick will program WSGA.

Talkin' But Not Movin'

It looks like a little ruckus was created in Phoenix surrounding KZZP morning personality Jonathan Brandmeier. Jonathan, who has become very hot in the market in a short time, was apparently offered a job by CHR competitor KOPA. The local newspapers got wind of it and current KOPA morning man Bob Simpson was none too pleased. As of now, it looks like both jocks will be staying with their current stations, but it's clear that Mr. Brandmeier is becoming a hot property.

96KX/Pittsburgh MD Clarke Ingram has opened his own consulting firm called Ingram Innovators. His first client station is WRKE/Altoona, which will soon change calls to WBJQ. Clarke is remaining with 96KX, but would like to help out other small and medium market stations at "very affordable rates."

R&R Social Notes: Congratulations to our own Walt Love and his new bride Alta. The couple was married November 8 in Los Angeles. And from our coming attractions department, R&R's Jeff Green and Belle Brandl have announced their engagement and are planning a Valentine's Day wedding.

Ramblin' Guys

On October 23, George Thorogood & the Destroyers began a U.S. tour that only a band known as the Destroyers could have conceived. The group will play all 50 states in 50 consecutive nights! No nights off... still not impressed? The boys will be driving themselves from state to state in a modified Checker Cab. The tour began with plane trips to Hawaii, Alaska, and then Portland, where the coast-to-coast auto journey began. We wish them luck.

And finally, congratulations to the red hot promotion team at E/A on a very rare three-Breaker week.



WHOLE LOTTA SHAKIN' GOM' ON — KSLY/Sen Luis Obispo MD Don Potter may have a whole new career developing...as a male stripper. A young ledy friend of Don's hired him to dance semi-nude at an all-girl party. Ha agreed, but as the music got hotter, so did Don, and his scanty G-string was soon, shall wa say, blowin' in the wind. Well, having been the hit of one party, Don is now open to other possible gigs where he can do his thing. As the abova photo shows, Don gave the girls quite a show.



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Records Ripe For Rotation

BARBRA STREISAND "Comin' In And Out Of Your Life"

CHR BREAKERS

BARBRA STREISAND

Comin' In And Out Of Your Life (Columbia) 60% of our reporters on it. Moves: Up 49, Debuts 31, Same 22, Down 0, Adds 28 including WBEN-FM, KRBE, WDRQ, KSLQ, WZZP, WGCL, WZUU, KRLA, Q103, WBLI, WKRZ-FM, KEEL, WOW, K96, KILE. See Perallels, charts at number 27.

AVERAGE MOVE + 6

EARTH, WIND & FIRE "Let's Groove" CHR NATIONAL AIRPLAY/30



EARTH, WIND & FIRE/Let's Groove (ARC/Columbia)

ARL

LOVERBOY "Working For The Weekend"

CHR NEW & ACTIVE

LOVERBOY "Working For The Weekend" (Columbia) 63/12

Movee: Up 14, Debuts 8, Same 29, Down 0, Adds 12, KFRC, WLAN-FM, KZFM, G100, WSKZ, KKXX, K96, KKQV, WSPT, WAZY-FM, 99KG, KSLY, WBEN-FM 33-28, KEGL 19-15, WJXQ 15-10.

BILLY JOEL "She's Got A Way" CHIR NEW & ACTIVE

BILLY JOEL "She's Got A Way" (Columbia) 62/29

Moves: Up 2, Debuts 9, Same 22, Down 0, Adds 29 including WABC, WBEN-FM, WIFI, JB105, KS95-FM, KIIS-FM, Q106, KQ94, G100, WMAK-FM, KRQ, WTSN, KSEL-FM, WAZY-FM, KATI.

PLACIDO DOMINGO with John Denver "Perhaps Love"

A/C NEW & ACTIVE

PLACIDO DOMINGO & JOHN DENVER "Perhaps Love" (Cherry Lane/CBS) 37/9
Rotations: Heavy 9/0, Medium 15/3, Light 11/4, Extra Adds 2, Total Adds 9, WFYR, KMBZ, WIS, WSLI, WPTF, WRVA, WSKY, WORG, KFQD. Heavy: WIP, KYXY, WSBA, WGAC, WFMK, WQUA, KSL, WSGW, KOLO. Medium: WASH, WLTA, 97AIA, WOMC, KPLZ, WNAB, WELI, WMAZ, WHBC, KBOI, WJBC, KMED.



Rotate The Red On Columbia Records



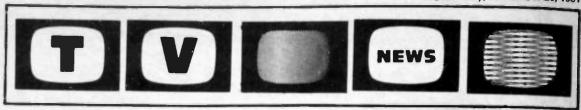
SAFETY STICKERS ARE A SUCCESS - WLS/Chicago McDonald's have joined together this year, handing out 6x6 orange day-glo safety stickers to be placed on the backs of young trick-or-treaters. The stickers were available for free while supplies lasted. Shown is Ronald McDonald (left), applying one of the stickers to WLS personality Tommy Edwards. Edwards helped spearhead the campaign



WBPM BLOCKBUSTER BLAST — WBPM·FM/Kingston, NY and Budweiser beer teamed up together to hold a city-wide block party in downtown Kingston. Thousands turned out for free food, beer, and rock 'n' roll from a local band. The station also held a banner contest with cash prizes for the best one displayed. Shown here is the winning effort.



THE BULL, THE BUNNY & BARRY - WOKY/Milwaukee morning man Bob Barry recently auctioned off a live Angus steer for the benefit of Cystic Fibrosis at the Playboy Resort in Lake Geneva. Over \$8000 was raised in the effort. Shown (I-r) are Jake the bull, Bunny Sam, and Bob.



CBS Back On Form With Victory

CBS won the Nielsen ratings week ending November 15, breaking a string of three consecutive ABC victories. Although it was a close race (CBS 19.4, ABC 18.6, NBC 15.5) and blockbuster movies helped both CBS ("10" In 7th place) and ABC ("Close Encounters" in 9th), CBS series strength made the difference. CBS took the top five places, led by "Dallas" and followed by most of the Sunday night lineup. No new programs made the top 20 last week. Here are the shows that did:

Dailas (CBS) 7 11 Love Boat (ABC) 60 Minutes (CBS) 12 12 Archie Bunker's Place (CBS) The Jeffersons (CBS) 8 13 Magnum, P.I. (CBS) One Day At A Time (CBS) 14 Dukes Of Hazzard (CBS) Alice (CBS) 15 That's incredible (ABC) Monday Night Football (ABC) 10 16 Trapper John, MD (CBS) 10 (CBS Saturday Movie) 19 17 Happy Days (ABC) Three's Company (ABC) 17 18 Real People (NBC) 9 Close Encounters (ABC Sun. Movie) 9 19 M*A*S*H (CBS) 11 10 Too Close For Comfort (ABC)

Music On TV

6 20 Facts Of Life (NBC)

Another solid gold "Solid Gold" show, aired during the week of November 20, features the Commodores, Rita Coolldge, Robbie Dupree, Rupert Holmes, Johnny Mathis, Rick Nelson, Peaches & Herb, and the Pointer Sisters . . . In a switch, Mutual overnight talk host Larry King moves to TV to play himself on ABC's soap opera "Edge Of Night" November 23 . Rogers appears on the "Tonight Show" November 25 ... Sheena Easton and Teddy Pendergrass are on "Merv Griffin" November 25 . . . The Big Blue Wrecking Crew guests on 'Mike Douglas" November 25 . . . The Spinners join "Soul Train" November 28 . . . Oak Media has won exclusive right to the live Rolling Stones concert December ,18. Subscribers to Oak Media's ON-TV service can pay a \$10 one-time fee to see the show, and the company plans to market it to other pay TV systems. In addition, the Stones may sell rights in noncompetitive markets to closed-circuit operations. Meanwhile, the Rod Stewart satellite live broadcast has been changed from December 18 to December 19, in a quite conceivably related development.

DEOSCOPE:

HOME VIDEOGAMES SALES TO TOTAL ALMOST \$2 BILLION BY 1983: The Initial cartridge-driven home videogames first appeared on the market in 1977. Last year, sales of these home videogame cassettes totalled slightly more than \$250 million, a figure expected to reach nearly \$2 billion by 1983, according to Business Week magazine . . . TOP 10 BESTto reach nearly \$2 billion by 1983, according to Business Week magazine...TOP 10 BEST-SELLING VIDEOCASSETTES FOR OCTOBER: According to Merchandising Magazine, the best-selling videocassette last month was "9 To 5" (up two spots to number one), followed by 2) "Airplane" 3) "Ordinary People" 4) "Superman" 5) "Popeye" 6) "The Elephant Man" 7) "Young Frankenstein" 8) "Caddyshack" 9) "The Stunt Man" and 10) the only newcomer to the top 10, "Coal Miner's Daughter." "M*A*S*H" took the biggest jump, up 27 places to number 12, while "Smokey & The Bandit Ii" (26) and "Honeysuckle Rose" (30) were the highest debuts. Newcomers bubbling under the chart included "Brubaker," "Silver Streak," "Somewhere in Time," "Dr. Zhivago," and "The Sound Of Music."...AKAI DEBUTS STEREO-SOUND VCR: With the recent introduction of the "VPS-7350." Akai has become the first company to market a videocassette recorder with "VPS-7350," Akai has become the first company to market a videocassette recorder with stereo-sound capability. The Dolby noise reduction system-equipped unit can either be used to record simulcast video/audio programming in stereo or to produce stereo videotapes of Warner-Amex's "MTV" channel. For the latter, the Akai unit must be augmented with an inexpensive signal splitter.

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O.K., RADIO "BETTER THINGS" YOU WANT, "BETTER THINGS" YOU'LL GET!

Still Top 10 on the AOR airplay charts after three months, and sales momentum has never been stronger: last week was its biggest yet, with no signs of letting up.

"Better Things." AS 0649

Even before the album's release, stations in the know were playing the import single. Now, an SRO tour, TV appearances and smash hit album sales later, Arista knows

America is ready for "Better Things."

So, in response to all the clamor, it's the new, extremely playable, unmistakably Kinky single from the rock album of 1981.

THE KINKS.

ROCK & ROLL

JUST DOESN'T GET ANY BETTER.

ARISTA

Kopper

Continued from Page 1 and guest DJ's.

The company also hopes to pursue video projects, such as simulcasts, now that it reports to Dick Coveny's Video Enterprises division instead of John Boden's Blair Radio division. The reporting change, which was recently formalized, came about as a result of Coveny having time and parallel creative energies to oversee the Starfleet operation, Kopper noted.

Henson

Continued from Page 1

Conley, who created and was National PD for Peters Productions' "Love Rock" format and programmed extensively in California before joining KFMK/Houston as an air personality, stated, "It's a tremendous challenge. When 1 started looking for a programming post, I determined wherever the best radio opportunity was, I was going to pursue it."

Foreman

Continued from Page 1 Foreman stated, "The GE Radio Division has some of America's great radio stations in its ranks, and we are excited about becoming part of this new effort to make them even greater. Together with Randy and his management team, we look forward to an exciting period of positive interaction and innova-

Smith

Continued from Page 3 everyone would have liked. I was Music Director of WBBM-FM from 1970-73, and really felt good about the new plans for the station. I wish everyone at WBBM-FM lots of success, as I have no hard feelings. I'm exploring other opportunities here in Chicago, as I have a real good feel for the city, with all of my past experience here and at WLS."

Besides serving as MD at WBBM-FM and WLS, Smith more recently programmed WRVR/ New York and KSFX/San Francisco



GOT ME A NEW DO - To be good you've got to look good, or so they say... Anyhow, in the act of trying to look good, someone with a quick camera caught WXLK/Roanoke night rocker David Lee Michaels getting ready for his show. Word is that the new hair do and his show were both successful.

Warren

Continued from Page 1 We have a very good staff...most of them have been here for quite a while. The morning man's been here 25-26 years, and the midday guy's been here 10 years." Warren added that WISN needs an allnight personality.

Daniels: Philosophical **Differences**

Daniels had been PD of WLPX for four years, and told R&R his departure was caused by a "difference in programming philosophies with management. I feel real good about the time I spent at WLPX in general. I went in there to accomplish a job and I did it: No. 1 album rock station in the Milwaukee market." Daniels added that he had no immediate plans, but was checking out options

Hinkle commented, "I think Tom did a hell of a job, but I felt it was time for a change, for some new excitement." He said he had a successor chosen who would probably start January 1. In the meantime, nighttime air personality Jim McBean will serve as interim PD.

Robinson

Continued from Page 3 left the station right on target, and I don't anticipate any staff or format changes in the near future."

Valentine also indicated he would not make any "major pro-gramming changes at this point." He added, "Even back in the Top 40 days of WCOL, I was known as the MOR bastion of the station because of my wide appreciation of music, so I'm familiar with a lot of the music already. It's going to be a lot of fun. We're already the number one AM station, and I'm going to try to strengthen that, by concentrating on our strong community image and full services."

Gold

Continued from Page 3 and Glenn Corneliess to make WGBB the undisputed favorite of Long Island listeners in the 25-49 age group. With John Williams continuing as News Director and Don Faithful as Chief Engineer, we now have a first-rate management group."

Ten kHz

Continued from Page 4 "The five-year inventory cannot be used to cause us to lose space in terms of existing stations," Stanford said of the priority decision. But he warned that the "basic inventories" that are getting a priority include Cuba's two proposed 500 kw AM's. "Therein lies the rub," said Stanford, who is Engineering Assistant to Commission Mimi Dawson. "They have to be negotiated, so that's where we have our work cut out."

The big question now on the minds of U.S. officials is how pliable Cuba will be when the work of negotiating interference problems begins. "The Cubans have been surprisingly tame," was Weitzman's initial assessment. He reported that the Havana delegation arrived late because, since Cuba has no diplomatic relations with Brazil, the team had to make a stopover in Panama to obtain visas for the

BRAD MESSER



Wondering About The Want Ads

How are you supposed to know whether the people looking for jobs in all those ads in the back of here are not the wimpiest souls on Earth who just happen to write fabulous classified ads about themselves? How come these major market talents are willing to relocate, and why can't the man who handles all formats equally well settle on just one, and how about the really wonderful people who are great radio talents but cannot write a decent ad to sell themselves?

Obviously it's a pig-in-a-poke situation. No way to know the white hats from the bad guys by reading a few lines of small print.

People hire people they know, or know of, or a friend of a friend. It's who you know, period, isn't it?

Another thing, who sends tapes away to stations that don't tell who they are? Once in a great while I see some fascinating ad offering the greatest job, but they want me to send my little tape to a Blind Box. Well, what if my boss turns out to be the blind box? What if it's some talent scout beating the bushes for good people so he can spread their names around the country? Those blind ads scare me much. Wouldn't touch one.

Most suspicious to me are the ads seeking tapes from people for "potential future openings," because I suspect they only need the tape itself for production, or they're the kind of people who keep their staff members only until the moment someone better and cheaper comes along. Are the 'potential opening" stations are merely trying to think ahead and do good planning? Maybe.

I'm not referring to the straight-out ads that tell you what station where, because that's solid information, but the ones with first names only, and box numbers, and telephone numbers with answering machines attached, and those mysterious blind boxes make me really wonder.

CALENDAR-

Before Music Radio . . .

MONDAY, NOVEMBER 23: The first coin-operated music machine was installed in the Palais Royal Hotel in San Francisco 82 years ago today in 1899. It took your money and played the only recording it contained. Jukeboxes that

gave people a choice of tunes followed, but it wasn't until music radio that pop songs became universally available.

Seaman Poon Lim's merchant ship was torpedoed and sank on this date in 1942, and he set the world survival-at-sea record by living aboard a raft more than four months (133 days).

People born on this date include comedian Harpo Marx, outlaw Billy the Kid, and actor Boris Karloff.

The Self-Starting Car

TUESDAY, NOVEMBER 24: Some authorities insist the word "cranky" derives from the devices used to start cars in the early years . . . cranks. The self-starter came along 78 years ago today (patent date) and rights were sold to an up-and-coming firm called General Motors.

The Range Wars among cattlemen and farmers began with the invention of barbed wire, a cheap fence practical for enclosing large areas. Cattle drives were stopped by the stickery strands, the first of which were patented 107 years ago today in 1874

William Buckley is 56. Basketball's Rudy Tomjanovich is 33. Others born on this date include musician Scott Joplin, lawman Bat Masterson, and 12th President Zachary Taylor.

How Do You Pack Nitro?

WEDNESDAY, NOVEMBER 25 : First there was nitroglycerine, then came dynamite. Cans of liquid nitro used to be shipped in wooden crates, carefully nestled in a soft packing material called kieselguhr. Alfred Nobel received a damaged crate and noticed the liquid nitro had leaked, soaking into the packing material. An experiment revealed the packing would explode but was much more stable than nitro alone, so Nobel patented what he called Nobel's Safety Powder. The first dynamite — patented 114 years ago today in 1867 — made Nobel a rich man. His will established a fund for the Nobel prizes beginning about eighty years ago.

Joltin' Joe DiMaggio is 67. Actress Kathryn Crosby is 48, Tina Turner is 40, and John-John Kennedy turns 21.

Thanksgiving Day

THURSDAY, NOVEMBER 26: Laurence Pizar of the Pilgrim Society says the first American Thanksgiving turned out to be so enjoyable that the settlers and Indians didn't want to stop. After three days the pilgrims' food ran out, so the Wampanoag natives went into the forests and came back with another two days' supply . . . including the first popcorn the pilgrims had seen. He also says there is no written record of turkey having been served, although it is very likely because wild turkeys were in abundant supply. There are still wild turkeys in 49 of the 50 states . . . all but Alaska.

Eric Sevareid is 69. Charles "Peanuts" Schulz is 59, and impressionist Rich Little is 43.

Five More Fridays 'Til 1982

FRIDAY, NOVEMBER 27: Levi Strauss, who was born 152 years ago today in 1829, sailed to California to get rich making canvas tents for Gold Rush prospectors... but ended up using the canvas to make durable pants which he called Waist-High Overalls. Levi Strauss is now the world's largest apparel company. The basic Model-501 jean design is unchanged from more than a century ago, except that pocket and seam rivet locations have been shifted a couple of times (once to end school furniture damage from rear rivets, once to eliminate the crotch rivet which became suddenly painfully hot when the wearer crouched in front of a campfire).

Eddie Rabbitt is 40. Jimi Hendrix would've been 39, and Bruce Lee would have been 41.

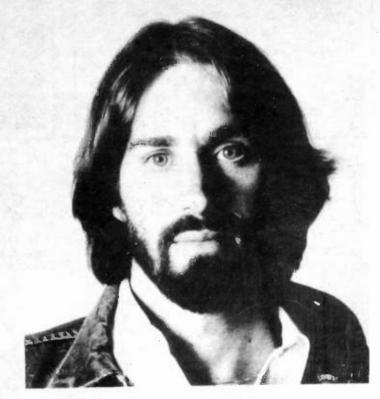
BOB ROGERS & ASSOCIATES MEDIA SERVIÇES 136 Precita Ave. • San Francisco, CA 94110 • (415) 641-8426

PACIFIC NEWS SERVICE (PNS)

Rip 'N' Read Daily News Dispatch Zodiac

Earshot TERRY MARSHALL'S DAILY INSIDER Entertainment News For Radio

ANNOUNCING DAN FOGELBER OF THE BA



THESE STATIONS LEAD THE WAY:

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KLAZ

KXX106

WAAY WOKI

WBCY

WCSC

WNCI KNBQ

WTSN

WOMP-FM KATI

WFOX WCGQ

KYYA KOZE KSEL-FM WTFM WWYZ WELI WGY

WARM98 WMAZ

WRVR WSM-FM WHBY

WNEU

KSEL KADE KRKK

WSKY



KOPA

WFBR



Balance Your Playlist "FALLINGIN LOVE"



KRLA add KFI add KBFM add KLAZ add WBBQ add WJXQ add KRQ add **KVOL** add 99KG add WHFM deb 30 K104 37-28 KHFI 30-22 95XIL deb 39 KILE 38-32

BALANCE **KQDI 21-14**

KYYX 92FLY KC101 WICC WMAK-FM WGH WVIC

WGUY WGLF **KENI KSLY** WLTA 97AIA

WCCO KEX KING **KPLZ WGAC KCSW** WSLI WMAZ

WRVR Y106 **WHBY WHBC** KKRD **KKUA** KSL **WSKY** KSEL WORG **WJON** KFQD KBOZ KRKK



Joel Denver

Contemporary Hit Radio

HO-HO-HO, WHERE'S ALL THE DOUGH?

Holiday Record Sales Slump Draws Programmers' Comments

Traditionally every industry does a booming business as the fourth quarter winds down into the holiday season. This year, as never before in recent years, the economy is plaguing everyone like a dull but persistent toothache, despite the promise of relief from Reaganomics. Every industry is suffering the effects of high inflation and interest rates, but the record business has its own special set of problems.

Gearing up for the expected and needed holiday sales surge, record companies have been releasing all their "big guns" over the last few weeks in an effort to get whatever dollars are available logged onto the books for 1981. This is a standard pattern, but what isn't typical is the lack of sales, even from some of the "superstar" acts

Record executives are not as happy with the sales pattern forming at this point as they have been in years past. Part of the blame can definitely be placed on the economy, but are the record companies doing all they can for themselves? Has radio done all it can for the record industry? Some key programmers respond.

WPGC/Washington PD Steve Kingston

Jumping right to the root of the problem, Steve remarked, "The younger record-buying public is spending untold amounts of dollars on cheaper forms of

entertainment, such as Pac-Man electronic games. I've seen potential record buyers with rolls of quarters feeding coin after coin to these machines. Even older demos are spending small fortunes in these machines.

"I'm not putting all the blame on these games," he clarified, "but they certainly contribute to the sales problem. Each roll of quarters is an album and a



Steve Kingston

couple of singles not bought. The only singles I see moving are black hits, and a few white artists like Neil Diamond. The albums that are moving are by groups like Foreigner and AC/DC, but what about the rest?"

Steve is quick to point out, "One reason that these are the only things that are moving is because the record industry still gears its merchandising to those below the age of 25. No wonder survey after survey always indicates that only younger people go into record stores. Older demos do buy from TV though.

"The average adult is not encouraged to walk into a record store because of the atmosphere presented. Loud music is always playing. Record stores might take a tip from radio and do some in-store dayparting. The same goes for display material. The hardest rock always gets the highest place of prominence. Unfortunately the racks, where most adults might buy, are so late that they are an afterthought. I believe they lose sales because they are so late, and a potential buyer might be burned out on the record by the time it is available," he reasoned.

Is WPGC doing anything to help the record companies? "We are trying to involve retail outlets in more of our record promotions by having listeners go in and register for contests in mall locations. I also stress artist identification. We get more complaints about not mentioning title and artist than any other listener gripe. All of this, along with open communications with the record reps, is helping the situation from where I sit," concluded Steve.

KXX106/Birmingham PD Smokey Rivers

Smokey, like Steve Kingston, is in a market with a pretty fair-sized black population. So he relates, "This

market tends to move a lot of black crossover material, especially singles. Country crossovers do well here too,



Smokey Rivers

as do AOR-CHR supergroup acts, but pure A/C-CHR records might take up to six weeks to kick in. To me a selling single is one that can move 50 pieces at some of the larger retail outlets," Smokey explained.

Pointing out an example of an unknown seller, Smokey told me, "The Luther Vandross single has been flying out of the stores. As big as Air Supply is, and while they have sold lots of

singles, the album is just now beginning to make a move. I think there are some definite reasons for these sales patterns.

"With the complexion of the country moving towards 25+, it has become a given conclusion that 25+ listeners only want A/C-oriented music. Combine that with the preconceived notion that this music doesn't sell, and all merchandising efforts go into rock music, aimed at those under 25. Record companies are ignoring the 25+ buyer who likes to rock, and those older buyers that don't like to rock as hard. None of the advertising I see is aimed above the age of 25."

Smokey also points the finger of guilt at the rack level. "Some of these people who buy for the rack have been at it for 10 to 15 years and have lost sight of the older rockers. Combine this with slow order patterns, and they totally miss the mark of many potential customers. These 25+ adults may not buy a Rush album, but they will buy Rod Stewart, Foreigner, Bob Seger, and the Stones.

Motion

Jonathan Keyes is named PD of Z102 (WZAT)/Savannah, replacing Ray Williams who moves into sales...WBBM-FM/Chicago welcomes Bob Heyman to do 7-midnight. Bob was the original AOR programmer for WKQX/Chicago before it changed to A/C...Steve Clark is new to nights at KUTE/Los Angeles.

KIDD/Monterey acquires Scott Summers from KWEST/Los Angeles as Assistant PD and MD, replacing Famous Amos...KDVV/Topeka welcomes Steve Dahle from KMNS/Sioux City...KZFM/Corpus Christi has a new morning man, Scott Michaels...Tim Hartley leaves WHNN/Bay City to join WCBY across town as MD...Dan McKay joins WNSL/Laurel, MS from WHSY-FM/Hattiesburg, MS.

Bits

Q102/Cincinnati is offering listeners a \$30,000 De Lorean car — the stainless steel car with those winged doors! In-person registrations are being held on the streets, and at any time winners of a call-in-and-win contest go into a drawing for the car.

Speaking of cars, Q103/Denver gave away its 1981 Corvette, known as the "Qvette," in a drawing. Over 500,000 entries were filled out at local Chevy dealers and other point of entry locations, in association with Sunkist soda.

KKXX/Bakersfield's "Cash Cruiser" is on the streets looking for cars displaying the station bumper sticker and handing out \$50 bills, all the way up to \$1000.

Y100/Miami and TV 10 are teaming to present RCA recording artist Rick Springfield in concert (11-20) at the Broward County Fair, along with Millennium's Franke & the Knockouts.

"I'm keenly aware of these problems because I along with my MD Chris Trane, spend time in record stores. We have a real good relationship with the retailers, because KXX106 tends to lead the way in exposing new product. We have a new AOR station in town, WAPI-FM, which is a Superstars outlet, that's still behind us in adding new product. I feel good about being the station that encourages people to buy product," proclaims Smokey.

"Once a week we have a feature similar to 'make it or break it.' We play a record that is crossing from another part of the country, and take 100 phone calls on it. If the response is overwhelming, we have been known to add the record.

"The Go-Go's record, 'Our Lips Are Sealed,' tested poorly the first time, but after they went out with the Stones and got some TV exposure, the record tested better. We added it full-time as a result. I think programmers have an obligation to the audience to make them more aware of new and interesting product. After all, they look to us for entertainment, right?"

WSPT/Stevens Point PD Brad Fuhr

While Brad is in a market much smaller than Smokey's or Steve's, he knows that "a good record will move 25-30 pieces a week at the biggest retail outlet. I know my station is the major influence on sales in the market, so I keep up a good line of communication with retailers."

"This market has MTV (Music Television) and I've noticed that their programming does affect my requests and record sales in town. I noticed 'Talk To Ya Later' by the Tubes got so much action from MTV, I had to add it as an LP cut. I think retail should pay more attention to these outside sources than they do."

Brad echoes the sentiments expressed earlier that, "all too often retail



Brad Fuhr

lags too far behind in their ordering patterns. I know they have cash flow problems, but still they miss some very obvious sales, simply because they haven't stayed on top of things. They are not aggressive enough. There are times I've had to beg retailers and record companies alike to send in product. As a result, about 20% of the retail stores in this area are doing 80% of the business."

Brad doesn't blame all of the lagging sales problems on retail and record company attitudes. "Radio has got to play hit cuts in a selective manner from hit albums. To ignore what the people want isn't helping the sales picture or the industry. I always make sure the audience is well-informed as to what titles we are playing and what albums they come from.

"I also utilize syndication features to help educate the audience too. The better informed they become, the better educated retail has to be in order to avoid missed sales from lack of ordered product on hand. As long as the record industry takes a defensive posture, things will continue to deteriorate instead of getting better," Brad concludes.

Next Week, The Flip Side

What is the record side on this sales slump? What steps are being taken to turn this situation around? Next week, I'll be talking to several sales and marketing VP's from various labels for their views of the sales picture. Everyone wants to see the industry improve, so please keep an open mind to become part of the solution.

For more commentary on the relationship between the radio and record industry, see Jeff Gelb's AOR column and Jeff Green's A/C column this week.

KEY LARGO

A NEW SINGLE BY

BERTIE

WCGQ deb 29 Z93 add **B97** KINT add **BJ105** KQ94 add WMAK-FM add WCSC WOKI add WANS-FM KCPX 95SGF add WFLB WXLK add KILE WGLF add KVOL KATI add WGAC 94Q 30-25 WERC WKTI 25-23 WIS KXX106 deb 30 WAAY 12 WMAZ WBBQ 25-20 WQUE Q104 33-28 WORG

"Single sales exploded to #12 this week, top 5 adult requests—a super sing-along record."

Jeff McCartney, 94Q/Atlanta

"Top 10 phones, strong breakout sales, tremendous female demos 18-34."

Smokey Rivers & Chris Trane, KX106/Birmingham

"Top 10 phones, Top 10 sales, great for those key 18-34 demos!"

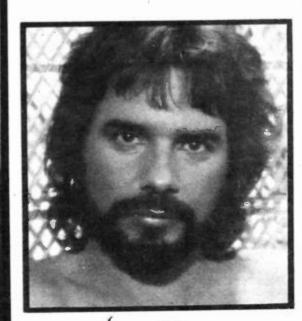
Bruce Stevens, WBBQ/Augusta

"You've got to hear this record on the air to get the real feeling."

John Shomby, B97/New Orleans

"Considering the weather in Milwaukee, many people wish they were in Key Largo! Good phones and a great image record."

B.J. Hunter, WKTI/Milwaukee





PARALLEL ONE PLAYLISTS

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PD: Sonny Joe Whit MD: Vinnie Peruzzi

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PD: Alan Burns

MD: Frank Holler

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Philadelphia PD & MD: Liz Kiley

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BIO4 WBSB
PD: Jan Jeffries Baltimore

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PD & MD: Gary Berkowitz

PU & MID: Gary Berkowitz

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CFTR680

Toronto
PD: Bill Gable Music Coordinator: Cyd Kaplan

31, 36, 37 GROBER REPORT/THEN YOUR Labor Accuss

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96 KAP PI 96 WELL ATTERNO OM: Bobby Christian

MD: Clarke Ingram

Pittsburgh

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Washington, D.C. PD: Steve Kingston

MD: Jim Elliott

MD: Jim Elliott

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SOUTH





A Miami

PD: Keith Isley WINZ-FM MD: Johnny Dolan

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Atlanta

PD: Jim Morrison MD: Jeff McCartney

MHZMA EASTER/You Could Have Been to CRAS/Shate It Up CRASS PLAN INITIALITY BLOCK In The Hiddle

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PD: Scott Shannon MD: Pat McKay

MD: Pat McKay

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ATLANTA'S RADIO SYATION
PD: John Young
MD: Dale O'Brien



PD: Christopher Haze MD: Sandra Bobek

MD: Sandra Bobek

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H 2 PREPRIENTALISTIC Procy Lates Things 30

H 3 3 GO GO WAND Lips Are smiled

H 3 3 GO GO WAND Lips Are smiled

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H 3 4 STORY Procy Lates The smiled

H 4 STORY Procy Lates The smiled

H 5 STORY Procy Lates The smiled

H 6 STORY Procy Lates The smiled

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PD: Richard Lippincott MD: Karen Cavallero

MD: Karen Cavallero

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ASSE. PD: Mike Schmidt

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7 | S Asst. PD: Mike Schmidt

Cincinnati

PD: Jim Fox MD: Tony Galluzzo

MD: Tony Galluzzo

1 5 1 PRESIDENTALISTICS FOR A CUP!

1 5 1 PRESIDENTALISTICS FOR A CUP!

1 6 1 Our PORT MINIST FORM TO IN OUT!

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PCMC7CHES/July-shore Plants
THE PCCMLHSSO/Bury PCC The Street
CHE PCCMLHSSO/Bury PCC The Sunday

800/CKLW ROCK'N TALK

Detroit

PD: Pat Holiday MD: Rosalle Trombley

D: Rosalie Trombley

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PD: Jim B

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Cleveland Cleveland

PD: Bob Travis Asst. PD & MD: Jay Stone

PD & MD: Jay Stone

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HALL & CHTEN/I Con't do For That DE HALL DAVIS/Cool Bight BASED HEROSHED/Comin' to And Out Of HYPAL PRILAPARCHI/EDOWN On Cheeses

SILLY JUME/She's Got A May SET GERM/Living Syee JUTCH WHENCH / The Americant Thing (I RINGO STOMM/Which My Sarahn SILMA/E I Mare No STEVER MODEL/Shem) The Might Amery

98KSLQ

St. Louis

PD: Rick Torcasso MD: Johnny King

D: Johnny King

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PD: Chuck Knapp MD: Kim Jeffries

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Milwaukee PD: Buddy Scott MD: Bill Shannon

SHI Shannon

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ALLS. FM 95

PD: Richard Lippincott

MD: Karen Cavaliero

Chicago

BELLY SCATISSIVE Kard Of Love

WDRQ

Detroit Acting PD: Cliff Winston
MD: Steve Summers

MD: Steve Summers

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105 Cleveland

PD: Bob McKay

PU: BOO MICKAU

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WKI 94 F.M

Milwaukee

MD: Donna Walker

MD: Donna Walker

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KJR 1950

Seattle PD: Tracy Mitchell MD: Norm Gregory

De Norm Gregory

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Los Angeles

PD: Tom Bigby MD: Roger Collins

MD: Roger Collins

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SMARCH/FALLING AVAILABLE PROSECUTE CARE/PLYCHOC Can Ben CHEE LANG/Let He Love You Cook

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Los Angeles 100FN

PD: Paula Matthews MD: Robert Moorhead

Robert Moorhead

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Phoenix

PD: Steve Rivers MD: Chaz Kelley

MD: Chaz Kelley

3 1 STATE STORM / Bart No Up

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San Jose

PD & MD: Bob Harlow

PD & MD: Bob Harlow

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GD GD'S/Our Lips Are healed HISBITS MILEAP/I Wouldn't New Misew DEL STREET/See Of Love

KRLABI

Los Angeles PD: Jack Roth MD: Rick Stancato

21, 27 EDBOS/Better Things MEACH BOYS/Come do With Me MITANTE/Palling In Love MEZIL DEMONSTRUCTURY'S SCROPE
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San Francisco

PD: Gerry Cagle MD: Sandy Louis

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HIMMEDIT STAN/THAT

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101 FM Los Angeles PD: Bob Hamilton

MD: David Grossman

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PD: Chet Rogers MD: Elvin Ichiyama

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PD: Jack Regan MD: Alan Sledge

MD: Alan Sledge

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CHEC LANE/Let He Love You Chom EXDIE RAMBITT/Sommons Could Lowe A RAMBHA-BTHELTHAND/COMIN* In And Cat Of ELO*TWAILEGHE CHESESS/NO Reply At All

RINGO STRUM/NEACH My Brain CO CO'S/Our Lines Are Smaled SCHETZ HILLSAF/I Mouldn't Player Mines CONTENTAN/I More Way, T. Bland No.

3h San Diego

PD: Jeff Lucifer MD: Rick Gillette

D. Rick Gillette

1 30 00 18/0ar Line Fee forheid

2 986/Len's Groove

3 986/Len's Groove

3 986/Len's Groove

3 986/Len's Groove

4 60008/REGINE Forheid

5 800Listo Friend's Ratio Riche

6 800/Physical

8 900Listo Friend's Ratio Per A Girl

9 8002 ROT/The Theme From Hill.

10 10 Linyman Verseren's New York Ratio

10 10 Linyman Verseren's New York Ratio

11 10 10 Linyman Verseren's New York Ratio

11 10 CORRECORD'S Riche

12 10 CHARCORD'S Riche

13 10 PRINTER STATEMENT Friends

13 10 PRINTER STATEMENT Friends

13 10 PRINTER STATEMENT Friends

14 10 ALL SURPER / Rep Friend's

15 10 ALL SURPER / Rep Friend's

16 10 ALL SURPER / Rep Friend's

17 10 ALL SURPER / Rep Friend's

18 10 ALL SURPER / Rep Friend's

19 11 STATEMENT / Friend's Control

10 18 18/19 PRINTER / Recommended (Control

10 18 18/19 PRINTER / P

STEVE MILLION RANK/Hourt Libs A Mass CHMCESIS/No Ruply At All METL DIAMOND/Yeasterday's Scrip CMILLINACK/Ny Cirl (Gone, Gone,



D: Gloria Avila

1 2 1 PRECISED/No.12 PRE A GIF1

2 2 DAN POLIZIA/BUZ/No.13 TO BMY

4 3 ALR REPTLY/Nerv | Am | Lout Nem

5 4 COMMISSION OF A BMY

5 5 COMMISSION OF A BMY

15 6 COMMISSION OF A BMY

16 7 FILLS OF A BMY

16 10 PRINTED/NOWN | Louve Primer

16 11 COMMISSION OF A BMY

16 11 COMMISSION OF A BMY

17 12 COMMISSION OF A BMY

17 12 COMMISSION OF A BMY

18 10 PRINTED/NOWN OF A BMY

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18 10 PRINTED/STRUMM/ SMART OF A BMY

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ADDB CARS/Shake It Up 19529A SATWEN/YOU Could Have Seen M GD GD'S/Our Lips Are Senied SAMSMA HTHFISAND/Covin' In Art Out OF SOYAL PHILISAND/Child On Classics

KIISFM 102.7 Los Angeles PD: Don Benson

ADDS J. GETLE BRED/Conv.or Sold PALL DAVIS/Cool Hight BILL JOSL/SHo's Ort A May

ELC/Twilight

Phoenix

PD: Dave Anthony MD: Steve Goddard

MD: Steve Goddard

| 1 | FOLD FERRARY/Dough Partie
| 3 | CHILLEGOLAPO (ARI 1 Core, Cores,
| 4 | 1 | CHILLEGOLAPO (ARI 1 Core, Cores,
| 5 | CHILLEGOLAPO (ARI 1 Core, Cores,
| 6 | 1 | CHILLEGOLAPO (ARI 1 Core, Cores,
| 7 | ELECTIVE CORE, CHILLEGOLAPO (ARI 1 CORE, Berryching)
| 7 | FOLD (ARI 1 CORE, CHILLEGOLAPO (ARI 1 CORE, CHILLE

ACCS POLLTHG STCHES/Mailing On A Priend SHOWNA EASTON/You Could Have Meen W

(H) indicates one of the five "hottest" records on each Parallel One

playlist.

EAST Most Added. Hottest

Eddle Rabbitt Foreigner Rolling Stones Olivia Newton-John **Rod Stewart**

DDS & HO

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

SOUTH **Most Added** • Hottest

Rolling Stones Olivia Newton-John Sheene Easton

EAST

PARALLEL TWO

ORORGE BENSON Hottest: OHJ 3-1 DIANA ROSS 11-8 NICKS & HENLEY 15-13 LINDSEY BUCKINGHA 18-14 NEIL DIAMOND 22-16

PAUL DAVIS ROLLING STONE EDDIE RABBITT DON MCLEAN Hottest

WKEE/Huntington, WV Gary Miller

SHEENA EASTON DAM POGELBERG ROLLING STONES SHEARER LULU Hottost: FOREIGNER 1-1 ONJ 1-2 DIANA ROSS 7-4 JOURNEY 13-6 QUEEN/BOWIE 29-17 WPST/Trenton, NJ

PAUL DAVIS
DAN FOGELBERG
EDDIE RARBITT
HOTTER
HOTTER
FOREIGNER 1-1
CHILLIWACK 11-8
JOURNEY 13-9
DIANA ROSS 21-17
ROD STEMART 22-18

WTRY/Albany, NY

RONNIE HILSAP EDDIE RABBITT CARS CARS
Hottest:
FOREIGNER 1-1
ONJ 6-2
DIAMA ROBS 12-3
CHILLIMACK 11-4
J. GEILS BAND 29-18

WAEB/Allentown, PA Jefferson Ward

GO GO'S
EDDIE RABBITT
SNEARER
BEACH BOYS
ROLLING STONES
Hottest:
FOREIGNER 1-1
ONJ 3-2 ONJ 3-2 QUARTERPLASH 9-7 NEIL DIAMOND 20-15 DOW MCLEAN 26-20 KC101/New Haven, C1

Danny Lyona

ROLLING STONES
EDDIE RABBITT
HOTTOBE!
HALL & OATES 1-1
NEIL DIAMOND 17-14
BARBRA STREISAND 24
GEORGE BENSON 26-21
HALL & OATES 30-22

andy Szulinski

GO GO'S EDDIE RABBITT PAUL DAVIS SHEENA EASTON PATTI AUSTIN DAN POGELBERG ONJ 1-1 ROYAL PHILHARMONI 1 NICKS 6 HENLEY 16-1 LUTHER VANDROSS 21-HALL 4 OATES 29-21 10-0 -12 1-15

WBLI/Long Island, NY BIII Terry

PAUL DAVIS BARBRA STREIGAND BARBRA STREIGAND Hotteut: AIR SUPPLY 3-1 FOREIGNER 4-2 ONJ 16-9 DIAMA ROSS 14-10 LINDSEY BUCKINGH/22-16

WTIC-FM/Hartford, CT Rick Donahue

PAUL OAVIS ROLLING STONES Hottest: EM6P 1-1 POLICE 5-2 POREIGNER G-3 ONJ 12-4 AIR SUPPLY 14-8

Q106/York, PA

ROYAL PHILHARMON; BILLY JOEL CARE
HOttest:
FOREIGNER 1-1
POLICE 9-6
JOURNEY 15-10
NICKS & HENLEY 21-15
LINDSEY BUCKINGHA 23-16 WHEM/Rochester NV

BILLY JOEL HALL & CATES STEVIE WOODS

K104/Erie, PA Bill Shannon

CIEBBL
EDDIE RABBITT
CLIMAX BLUES BANO
HOTLOGI.
CLIFF RICHARD 2-1
DIESEL 15-9
ROD STEWART 18-10
CHILLIWACK 20-13
ONJ 0-24

V100/Charleston, WV Jay Jarvis

PAUL DAVIS BABBRA STREISAND HALL & CATES HOTESST: COMMODORES 1-1 BARRY MANILOW 4-3 FOREIGNER 5-4 ROD STEWART 11-6 DIANA ROSS 15-8

WKRZ-FM/Wilken-Ba Jim Rising

JIM Reing
SUE SAAD
BILLY JOEL
BHERNA EASTON
CARB
BARBRA STREISAND
RUSH
HOTTER
ONJ 1-1
LINDSEY BUCKINGHA 6GUARTERFLASH 7-6
ROD STEMART 9-8
BARRY MANILOW 17-14

92FLY/Albany, NY

GEORGE BINSON
PAUL DAVIS
QUERI/SCHIE
SHERNA FASTON
HOTCEST
POREIGNER 1-1
ONJ 6-2
ROD STEMART 12-7
JOURNEY 14-9
BARRY MANILOW 17-10

WVBF/Boston, MA Reg Johns

HOTTEST:
DAN POGELBERG 4-3
AIR SUPPLY 6-4
AL JARREAU 8-6
GIANA ROSS 24-15
NEIL DIAMOND 25-21

WCAO/Baltimore, MO

SNEAKER
SHEENA EASTON
ALABAMA
KENNY ROGERS
HOLLOST
HOLLOST
CHILLIWACK 11-7
CURRTERFLASH 15-12
NICKÉ A MENLEY 21-17
BARGRA STREISAND 23-

WDRC-FM/Hertford, CT Paul Roberts

BARBRA STREISAND CARS BANDRA
CARS
PAUL DAVIS
QUEEN/BOWIE (dp)
Hottest;
ONJ 3-1
FOREIGNER 6-2
POLICE 4-4
EW6P 7-6
AIR SUPPLY 10-7

WRCK/Utice, NY Jim Reitz

POLLING STONES
EDDIE RABBITT
BEE GEFS
KINKS
HOTCOME
FOREIGNER 1-1
ONJ 5-2
POLICE 7-5
ROD STEMART 11-7
CHILLIWACK 15-10

3WT/Binghampton, NY Scott Michaele

EDDIE RABBITT
GEORGE BENSON
ROLLING STONES
JOHN ENTWISTLE
GREG LAKE
HOTLEST
FOREIGNER 2-1
ONJ 4-2
POLICE 7-4
CHILLIWACK 8-5
JOURNEY 11-7

WPHD/Buffelo, NY John Piccilio

HENRY PAUL BAND BEACH BOYS KINKS KINKS
HOTTORIGNER 2-1
FOREIGNER 2-1
BICKS & HENLEY 5-3
QUARTERFLASH 18-7
STEVE MILLER BAND 19J. GEILS BAND 27-14

WLAN-FM/Lancester, PA

CARS
EDDIE RABBITT
LOVERBOY
HOTTEST
FOREIGNER 1-1
ONJ 3-2
POLICE 5-4
CHILLIMACK 7-6
JOURNEY 17-9

PARALLEL THREE

BARBRA STREISAND GEORGE BENSON EDDIE RABBITT SNEAKER BNRAKER HOttost: FOREIGNER 3-1 ONJ 6-2 DIANA ROSS 11-6 ROD STEWART 22-10 NICKS & HENLEY 25-12

WCIR/Beokley, WV Jim Martin

CARS
SHEEMA EASTON
BILLY JOEL
ROLLING STONES
Hottest
ONJ 2-1
EMAP 3-2
JOURNEY 5-3 QUARTERPLASH 10-5 BARRY MANILOW 11-7

WFBG/Altoons, PA Tony Booth

ROLLING STONE QUEEN/BOWIE BEACH BOYS BILLY SQUIER GREG LAKE SHEENA EASTON SHEENA EASTUN HOTE-sel, POREIGNER 4-1 COMMODORES 3-2 ROD STEWART 6-3 LINDSEY BUCKINGHA 7-6 CHILLIWACK 12-10

WGUY/Bangor, ME David Cole

Devid Cobe

BILLY SQUIER
KISS
ROYAL PHILMARMONI
BEACH BOYS
STEVIE WOODS
ROLLING STONES
EXILE
SHOOTING STAR
GREG LARE
HOTLEST
FOREIGNER 1-1
ROD STEWART 1G-5
CHILLIMACK 15-6
EMEF 16-9
GENESIS 17-12

WJBQ/Portland, ME Skip Anderson

EUDIE RABBITT
CARS
DON MCLEAN
KISS
BILLY SQUIER
HOttest:
POREIGNER 3-1
OUATEFLASH 23-16
LINDSEY BUCKINGHA 36-25
NEIL DIAMOND 35-27

WTSN/Dover, NH Jim Sebestian

JIM Sebestian

GREG LAKE

EDDIE RABBITT

ROLLING STONES

BILLY JOFL

DAN FOCELBERG

BILLY GOUIER

HOTEEST:

ONJ 1-1

FOREIGNER 7-2

ROD STEMART 5-5

NICKS 6 HENLEY 10-8

LINDSEY BUCKINGHA 27-

WIGY/Beth, ME

WHIM MICHAEL

BARBAA STREISAND

NEIL DIAMOND

QUEEN/BOWIE

SNEAKER

HALL 6 CATES

CARS

HOTTUBEL

DIESEL 1-1

GENESIS 7-7

ELO 12-12

J. GEILS BAND 20-20

CHILLIWACK 21-21

WLAM/Lewiston, ME Chris Layne

PAUL DAVIS
HALL & OATES
KOOL & THE GANG
DON MCLEAN
STEVE MILLER BAND
EDDIE RABBITT
RINGO STARR
HOLLORY EDDIE RABBITT RINGO STARR Hottest: COMMODORES 1-1 AIR SUPPLY 7-2 FOREIGNER 3-3 DIANA ROSS 4-4 POLICE 5-5

96XIL/Perkersburg, WV Terry Lee Collins

DONNIE IRIS BILLY JOEL J. GEILG BAND HOTCES: PORCIGNER 1-1 DEVO 2-2 BARRY MANILON 3-3 AIR SUPPLY 16-9 NICKS & MENLEY 78-19

WACZ/Bangor, ME Michael D'Hara

BILLY JOEL PAUL DAVIS PAUL DAVIS CARS Hotteet: FOREIGNER 1-1 ONJ 4-3 POLICE 7-4 ROD STEWART 16-11 CHILLIWACK 21-15

WZYQ/Frederick, MD Boss Hoss

Bose Hose

JOHN ENTWISTLE
PAUL DAVIS
ROLLING STONES
ROYAL PHILINAMONI
JUICE MENTON
CARS
HOTESEL,
ONJ 2-1
COMMODORES 9-6
JOURNEY 13-7
DIANA ROSS 14-11
NICKS & HENLEY 20-13

WOMP-FM/Bellaire, DH

HENRY PAUL BAND
SHEEMA KAETON
DAN FOGELBERG
EDDIE SCHMARTZ
NEIL GIAMOND
LRB
HOTTEST
COMMODORES 3-1
POLICE 4-3
JOURNEY 8-5
ROD STEWART 11-6
NICKS 4 HENLEY 14-8

WHEB/Portsmouth, NH Rick Bean

EDDIE RABBITT
Hottest:
FOREIGNER 5-1
COMMODORES 4-3
ONJ 7-4
LINDSEY BUCKINGHA 13-10
ROD STEWART 18-13

SOUTH

PARALLEL TWO

BJ105/Orlando, FL

TOM West

CARB

GREG LAKE

ROYAL PHILHARMONI

IRENE CARA

LULU

RINGO STARR

PAUL DAVIS

GEGRGE BENSON

HOLLEBL

JOURNEY 12-6

EMAP 13-R

NICKS & HERLEY 19-13

BARRA ETREISAND 35-23

KFEL/SERVENCEL LAKE

KFEL/SERVENCEL LAKE

KEFL/SERVENCEL
KEEL/Shreveport LA Kevin Oevis

KENNY ROGERS BEACH BOYS BARBRA STREISAND GEORGE BENSON EDDIE RABBITT AL JARREAU CABS AL JARRAU
CARS
HOTCH:
AIR SUPPLY 1-1
BARRY MANILON 5-2
COMMODERES 6-3
ONJ 9-7
ROYAL PHILHARMONI 16-9

KTSA/Sen Antonio, TX

J.J. Rodriguez PWAP KOOL 6 THE GANG PAUL DAVIS HOTTER 1 AIR SUPPLY 3-1 ONJ 0-4 RICK JAMES 10-6 CARL CARLTON 19-15 COMMODORES 21-17

KXX108/Birminghem

GEORGE BENSON ROLLING STONES ROLLING STONE BEE GEE6 EDDIE RABBITT DAN POGELBERG LULU
HOTCEST;
JOURNEY 6-1
HALL & GATES 17-10
EW&F 20-11
NICKS & HENLEY 23-18
KOOL & THE GANG 26-2G

WAKY/Louisville, KY

BOD MOGOLY

SHEENA EASTON
RONNIE MILSAP
GEORGE BENSON
BARRY MANILON 2-1
LULU 13-6
NEIL DIAMOND 16-7
EDDIE RABBITT 18-8
NICKS & MENLEY 20-16

WAXY/Ft. Lauderdale, FL

SHEFNA EASTON Hottest: COMMODORES 1-1 COMMODORES 1-1 ONJ 9-3 JOURNEY 13-10 LINDSEY BUCKINGHA 23-15 LUTHER VANDROSS 22-16 WAYS/Charlotte, NC

Hottest: ONJ 1-1 FOREIGNER 4-4 BARRY MANILOW 5-5 ROYAL PHILHARMONI 8-7 GEORGE BENSON 18-13

WBBQ/Augusts, GA Bruce Stevens

Bruce Stevens
JENNIFER MARNEG
GREG LAKE
EDDIE SCHMARTZ
BALANCE
SHEENA EASTON
HOTLEAST
FOREIGNER 1-1
LINDSEY BUCKINCHA 14RONNIE MILSAP 21-17
BERTIE HIGGINS 75-20

WFMF/Beton Rouge, LA Rice/Watkins

CARE
JUICE NEWTON
POLLING BYONES NOLLING STONES
HOLLING STONES
HOLLING STONES
HOLLING STONES
HOLLING STONES
JOURNEY 12-8
BARBER STREISAND 21-17
J. GEILS BAND 25-18

WGH/Norfolk, VA Bob Canada

OCHESIS
BEACH BOYN
ALABAMA
KENNY BOGERB
GUEEN/BOWIE
GREG LAKE
CARS
HOLLEGEL
BARRY MANILOW 1-1
COMMODORES 6-2
DIANA ROSS 7-3
JUICE NEWTON 14-8
PAIL DAVIS 19-10
WHBQ/Memphs. TM

LINDSEY RUCKINOHA
DON MCLEAN
STEVIE MOODS
HOTELE COMMODORS 4-1
DIANA ROSE 7-4
ROYAL PHILMARHONI D-9
PAUL DAVIS 14-10

WJDX/Jeckson, MS

HALL & CATES EDDIE HABBITT CARS ROLLING STONES ROLLING STONES
Hottest:
HALL & OATES 2-1
ONJ 3-3
DIANA ROSS 9-4
ROD STEWART 10-5
LINDSEY BUCKINGHA

WSGN/Birminghem, AL Welt Brown

STEVIE WOODS KOOL & THE GAMG JENNIFER WARNES HOTESSE: FOREIGHER 1-1 ROD STEWART 7-4 CNJ 14-5 DIANA ROSS 11-6 JUICE NEWTON 13-7

WTIXINew Orleans, LA Gary Franklin

Gary Frankin

ROLLING STONES
QUEEN/BOWIE
RINGO STARR
PAUL DAVIS
BILLY JOEL
DON MCLEAN
HOCLEAN
HOCLEAN
CONTROL STEVE MILLER BAND 16-11
QUARTERFILASH 21-14
LINDSEY BUCKINGHA 32-23
HALL & CATES 35-24

Y103/Jecksonville FL

Deve Scott GEORGE BENSON BARBRA STREISAND EDDIE RABBITT ROLLING STONES CARS Hottest: FOREIGNER-1-1 POREIGNER 1-1 ONJ 4-3 JOURNEY 6-5 ROD STEWART 9-7 NICKS & HENLEY 15-8

WRVQ/Richmond, VA

CARS CARS
Hottest:
POREIGNER 1-1
J. GEILS BAND 11-6
LINDSEY BUCKINGHA 16-9
MICKS & HENLEY 15-10
ROO STEMART 23-17

FM100/Memphis, TN Tom Prestigleco

STEVIE MOODS
MOODY BLUES (dp)
HOTTURE (dp)
H

WSKZ/Chetta Devid Cerroll

David Carroll

OIANA ROSS
BEE GEES
LOVERBOY
ROLLING STONES
CARS
HOTEGES 1-1
FOREIGNER 1-1
FOREIGNER 1-9
NICKS & HENLEY 19-9
LINDSEY BUCKINGHA 70-12
CHILLIWACK 71-16

KINT/EI Paso, TX Jim Zippo

BEACH BOYS SHEENA EASTON LULU
BERTIE HIGGINS
SHEILA
STARS ON 45
Hottest;
ONJ 3-1
POREIGNER 2-2
POLICE 4-3
AIR SUPPLY 5-4
NEIL DIAMOND 25-20

KX104/Nastrville, TN Michael St. John

EDDIE HABBITT EDDIE HABBITT
HOLLING STONES
RONNIE MILHAP
ROYAL PHILHARMONI
GREG LAKE
CARE
HOCCUBE
HOCCUBE
HOCCUBE
LINDSEY HUCKENGHA 16-11
JOURNEY 19-13
NEIL DIAMOND 26-19

KJ100/Louisville, KY

Kevin O'Neal FAUL DAVIS
CARS
ROLLING STONES
GRED LAKE
BEACH BOYS
RED RIDER
HOTES:
DAN POGELBERG 1-1
TANNEY/SPENCER BD 3-2
AIR SUPPLY 6-3
FOREIGNER 8-6
JOURNEY 11-8

KHFI/Austin, TX

Ed Volkmen QUEEN/BOWIE ROLLING STONES ROLLING STONES
HOStest:
CHILLIWACK 3-1
ONJ 5-3
GO GO'S 4-4
JOURNEY 7-6
NICKS 6 HENLEY 9-7

KBFM/McAllen-E Stave Owens

Stave Overs

5NEAKER
5NEAKER
5NEENA EASTON
JERNAINE JACKSON
BALANCE
ROGER
CARS
HOTLOBER
1-1
DIANA ROSS 13-8
LIMDSEY BUCKINGHA 17-10
STEVE MILLER BAND 19-15
ELO 2R-18

WQRK/Norfolk, VA Bruce Garreway

JUICE NEWTON
Hottest:
QUINCY JONES 2-1
COMMODORES 6-3
ONJ 10-5
POREIGNER 8-6
BARRY MANILOW 13-10 KFMK/Houston, TX

KOOL & THE GANG
CRYSTAL GAYLE
HOTLUSE:
CHRIS CROSS 1-1
AIR SUPPLY 3-2
QUINCY JONES 5-5
LUTHER VANDROSS 10-8
GEORGE BENSON 15-11

ROLLING STONES
CARS
BILLY JOEL
BILLY SQUIER
BERTIE HIGGINS
HOTCHES
FOREIGNER 1-1
POLICE 4-3
ROD STEWART 9-4
GENESIS 7-5
ONJ 10-7
G100/Mobile, AL
RCON GUMBIN

Scott Griffith BILLY JOEL CARS LOVERBOY MOTECH: POREIGNER 1-1 POLICE 3-3 ROD STEWART 7-5 NICKS & HENLEY 15-LINDSEY BUCKINGHA

WAAY/Huntsville, AL Jim Kendricke

ROLLING STONES
JERMAINE JACKSON
STEENA EASTON
GREG LAKE
DAN FOGELBERG
CARS FOREIGNER 1-1 ONJ 3-2 LINDSEY BUCKINGHA 1 DIANA ROSS 8-6 HALL 6 OATES 29-20

CK101/Cocos Beech, FL

Ray St James BEE GEES EW&F GO GO'S CARS CARS JOEL SHEENA EASTON HOTLEST POREIGNER 1-1 ONJ 3-3 COMMODORES 12-6 ROD STEWART 13-7 CHILLIWACK 21-13

WSEZ/Winston-Salern, NC Bob Mahoney

ROLLING STONES RINGO STARR HOLLERT HOLLERT ONJ 1-1 DIANA ROSS 13-9 GENESIS 16-10 QUARTERFLASH 19-12 KOOL 6 THE GANG 23-15

KLAZ/Little Rock, AR Rhonde Curtle

PEABO HRYSON DAN FOGELBERG BALANCE HOTTORITHER FOREIGNER 1-1 COMMODORES 1-COMMODORES 3-2 BARRY MANILON 5-3 NICKS & HENLEY 15 BARBKA STREISAND

KBET FM/EI Prec. TX Blake/Ven Dyke

BENEVAN DYNE

IRENE CARA
PRINCE
EDDIE RABBITT
KENNY ROGERS (dp)
HOLL DAVIS (dp)
HOLL DAVIS (dp)
HOLL DAVIS (dp)
FOREIGNER 9-4
KOOL & THE DANG 15
JOURNEY 11-8
LTO 10-13

897/New Orles Shomby/Volps

PAUL DAVIS
EDDIE RABBITT
HOTTEST
HOTTE

WOKI/Knoxville, TN Gary Adkine

ALABAMA
SHEPNA EASTON
BILLY SQUIER
CARS
ROLLING STONES
DAN FOGELBERG
BERTIE HIGGING
HOTCHEST Hotteet: FOREIGNER 1-1 ONJ 2-2 NICKS 4 HENLEY 13-6 QUARTERFLASH 16-10 EDDIE RABBITT D-20

WCSC/Charleston, SC Chris Balley

ELO
DAN FOGELBERG
IRENE CARA
HOTTEST
HOREIGNER 1-1
ONJ 7-3
JOURNEY 9-6
EM4F 10-7
DIANA ROSS 12-8

WBCY/Charlotte NC

CARS
DAN FOGELBERG
PAUL DAVIS
GREG LAKE
BILLY SOUTER
HOttest:
JOURNEY 3-1
NICKS & HENLEY 10-5
ROD STEWART 13-6
GO GO'S 16-12
JOURNEY D-22

WMAK-FM/Neshville, TN

Scooter Davis BILLY JOEL
BERTIE HIGGINS
JENNIFER WARMES
BEF GEES (dp)
HOTTER
HOTTON
HO

WANS-FM/Anderson, SC Sem Church

RONNIE MILSAP RINGO STARR CARS CARS
ROLLING STONES
EDDIE SCHMARTZ (dp)
HOTLEGE:
FORFICHER 1-1
GIANA ROSS 19-13
ROD STEWART 21-16
KOOL & THE GANG 26-20
JUICE NEWTON 27-23

WHHY-FM/Monto

ROLLING STONES
JUICE NEWTON
RINGO STARR
CARS
SHEEMA EASTON
HOTCHEST
COMMODORES 1-1
FORFIGHER 2-2
ONJ 9-5
JOURNEY 20-12
J. GEILS BAND 27-20

WZYP/Huntaville, AL Chris Andrews

PAUL DAVIS
LRB
GREG LAKE
EXILE
BILLY SQUIER
HOTEGET;
ONJ 3-1
COMMODORES 5-2
POLICE 6-5
ROD STEWART 10-6
DIANN ROSS 17-12

KZFM/Corpus Christl, TX Steels Chandler

ROYAL PHILHARMONI BEE GEES LOVERBOY AL JARREAU JERMAINF JACKSON SNEAKER CARS CARS
HOLLOW:
AIR SUPPLY 2-1
CARL CARLTON 5-2
ROGER B-5
EWAF 13-10
FOREIGNER 21-13

KROK/Shreveport, LA

Hottest; POREIONER 3-1 FICK SPRINGFIELD 5-3 ROD STEWART 11-8 COMMODORES 18-12 BARBRA STREISAND 27-13

WSSX/Charleston, SC Martin/Ashton

CARS
MICHAEL STANLEY B
SUE SAAD
HOLLOSEL
FOREIGNER 3-1
JOURNEY 6-3
NICKS 6 HENLEY 10-7
RED RIDER 15-11
CHILLIWACK 22-17 Sten Castles DAN POGELHERG BILLY JOEL

PARALLEL THREE

KILE/Galveston, TX Scott Taylor BARBRA STREISAND
CARS
OREG LAKE
AL JARREAU
HOTTEST
FOUR TOPS 6-1
COMMODORES 11-4
DIANA ROSS 13-6
JOURNEY 14-8
EWAF 17-10

WCGQ/Columbus, GA

DAN POGELBERG ROLLING STONES BEE GEES LULU GREG LAKE GREG LAKE Hottest: AIR SUPPLY 1-1 POREIGNFR 5-2 POLICE 3-3 ONJ 6-4 COMMODORES 11-5

WISE/Asheville, NC

ROLLING STONES CARS JENNIFER WARNES JENNIPER WARNES HOTLES: POLICE 2-1 ONJ 18-9 ELO 20-12 COMMODORES 21-13 J. GEILS BAND 38-28

CARS J. GEILS BAND J. GEILS BAND
CO GO'S
SHPENA EASTON
HOTLEST
POREIGNER 1-1
JOURNEY 14-9
LINDSEY BUCKINGHA 16-10
EWEF 15-11
JUICE NEWTON 23-17

WFOX/Gainesville GA

KPUR/Amarillo, TX

Wilson/Williams GEORGE BENSON GO GO'S EDDIE RABBITT FOREIGNER 1-1 ONJ 4-2 EWAF 8-5 NICKS & MENLEY 16-13 DIANA ROSS 17-14

96SGF/Sevenneh, GA J.P. Hunter

Z102/Sevenneh, GA

Ray Williams

BILLY JOEL CARS
GREG LAKE
BERTIE HIGGINS
SHEENA EASTON
HOttest:
FORFICHER 1-1
NICKS & HENLEY 15-11
LINDSEY BUCKINGHA 21-12
JERMAINE JACKSON 22-20

GO GO'S
BARBRA STREISAND
EDDIE RABBITT
HORTEST
FOREIGNER 1-1
LINDSEY BUCKINGHA 16-11
NICKS & HENLEY 19-12
STEVE HILLER BAND 20-15
ROYAL PHILHARMONI 28-19

KQIZ-FM/Amerillo, TX

NEIL DIAMOND
RONNIE MILSAP
GEORGE BEMSON
J. GEILS BAND
HOCKERT
AIR SUPPLY 5-1
BARRY MANILOW 12-8
ONJ 20-16
DIANA ROSS 21-17
NICKS & HENLEY 27-22

KVOL/Lafayette, LA Philip Rankin SHEENA EASTON

LULU
BEACH BOYS
ROLLING STONES
EDDIE RABBITT
BALANCE
HOTLOGE 1PORFICHER 2-1
ONJ 11-5
ROD STEWART 13-G
DIANA ROSS 17-10
QUARTERFLASH 19-13

WXLK/Rosnoka, VA

Russ Brown
KIKI DEF
DONNIE IBIS
PINGO STARR
BERTIE HIGGINS
HOSTERS
GARL CARLTON 2-1
COMMODORES 11-6
ROD STEWART 14-7
LINDSKY BUCKINGHA 23-16
BARRY MANILON 22-17

KBEL-FM/Lubbock TX

Mottest: FOREIGNER 1-1 NICKS & HENLEY 6-5 LINDREY BUCKINOHA 11-7 QUARTERFLASH 17-11 J. OEILS BAND 20-15

KKQV/Wichita Falls Th

Mice Edwards
CARE
SURVIVOR
LOVERBOY
SNEAKER
EDDIF RABRITT
DONNIE IRIS
HOttest
FOREIGNER 1-1
COMPODORES 15-5
JOURNEY 12-9
LINOSEY BUCKINGHA 17-13

WGLF/Tellehessee, FL

SHEWNA EASTON BERTIZ HIGGING CARS HOCLUSE: ONJ 2-1 BARRY MANILOW 6-3 POLICE 9-5 POREJONER 11-8 JOURNEY 14-9

Q101/Meridian, MS mmy Lee

BARBRA STREISAND MOODY BLUES CARS (dp) SURVIVOR (dp) Hottest: FOREIGNER 1-1 ONJ 2-2 GENESIS 9-5 EWAF 13-8 NICKS & HENLEY 14-9

NEIL DIAMOND
RINGO STARR
DONALD FAGEN
GRAND FUNK RAILRO
BILLY SQUIER
BEF GERS
HOTCEST
OF POREIGNER 1-1
EWAF 2-2
COMMODORES 4-3
JOURNEY 12-8
JULICE NEWTON 13-10

Q104/Gededen AL

Leo Osvis

WFLB/Fayetteville, NC

Larry Cannon

Lamy Cennon
IRENE CARA
PRINCE
BILLY JOEL
SHEENE RASTON
ROLLING STONES
GREG LARE
BEACH BOYS
CARS
HOTCHEST
HOTCHEST
JUICE NEWTON 13-7
ROOL 4 THE GAMG 19-11
ROD STEMART 20-14
JOURNEY 22-17

MIDWEST Most Added. Hottest

Hall & Octor Eddle Rabbitt Olivia Newton John Nicks & Henley

DDS&HO

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

WEST Most Added Hottest

Cars Sheena Easton Olivia Ne Foreigner wton-John

Rolling Stones Rod Stewart Eddia Rabbitt

MIDWEST

PARALLEL TWO

92Y/Columbus OH

GO GO'S
CARS
HOTTEST:
FOREIGNER 1-1
AIR SUPPLY 4-2
COMMODORES 11-8
ROD STEWART 15-10
JOURNEY 18-14

KIOA/Des Moines, IA A.W. Pantola

ROYAL PHILHARMONI SHEEMA EASTON HALL & OATES LULU Hottest: FOREIGNER 2-1 ONJ 4-4 ROD STEWART 19-14 NICKS & HENLEY 24-15 LINDSEY BUCKINGHA 22-16

VOEM/Oklehome City, OK

GENESIS BARBRA STREISAND EDDIE RABBITT SHEENA EASTON ALABAMA ALABAMA Hottest: ONJ 1-1 FOREIGNER 6-3 DIANA ROSS 10-8 MIKE POST 18-12 POLICE 20-14

Gary Reynolds GEORGE BENSON JUICE NEWTON Hottest: FOREIGNER 1-1 AIR SUPPLY 2-2 COMMODORES 6-4 BARBRA STREISAND 11-8 NICKS 6 HENLEY 12-9

Kelth Edwards EDDIE RABBITT BILLY SQUIER GEORGE BENSON GEORGE BENSON
HOTTEST:
FOREIGNER 1-1
CHILLIWACK 3-2
JOURNEY 7-4
NICKS & HENLEY 12-6
GO GO'S 13-11

WGRD/Grand Rapids, MI Seen Stevens

Hottest: ONJ 3-1 POLICE 6-4 JOURNEY 13-9 GENESIS 14-10 J. GEILS BAND 20-12 WHOT/Youngstown, OH

Dick Thompson

co co's GEORGE BENSON EDDIE RABBITT EDDIE RABBATT HOTE-SET: FOREIGNER 1-1 ROD STEWART 23-13 LINDSEY BUCKINGHA 22-16 NEIL DIAMOND 25-17 NICKS 6 HENLEY 30-23

WMEE/Fort Wayne, IN John Curry

AL JARREAU CARS CARS
HOTTEST:
FOREIGNER 1-1
NICKS & HENLEY 10-7
BARRY MANILOW 12-9
LINDSEY BUCKINGHA 18-11
QUARTERFLASH 20-14

Paul Mendenhalf

Hottest: BARRY MANILON 6-1 COMMODORES 5-2 FOREIGNER 11-7 NEIL DIAMOND 14-8 DIANA ROSS 18-9

WNCI/Columbus, OH Steve Edwards

RONNIE MILBAP Hottest: FOREIGNER 1-1 ONJ 5-3 POLICE 6-4 CHILLIWACK 9-5 JOURNEY 12-9

WOW/Omaha, NB J.C. Corcoran

BARBRA STREISAND HALL & OATES J. GEILS BAND (dp) CARS (dp) Hottest;

WVIC/East Lan Jim St John

GEORGE BENSON BEACH BOYS GEORGE BENSON BEACH BOYS PRINCE SHEENA EASTON GO GO'S CUEEN/BOWIE VANGELIS HOTCHST AIR SUPPLY 1-1 DIANA ROSS 4-2 BURTON CUMMINGS BILLY JOEL 6-5 ONJ 15-8

KSTT/Davenport IA Bill Young

GO GO'S HALL & OATES ROLLING STONES EDDIE RABBITT SNEAKER BEACH BOYS BEACH BOYS
HOTEGET:
FOREIGNER 1-1
COMMODORES 4-2
DIANA ROSS 7-5
ROD STEWART 10-8
CHILLIWACK 11-9

KEYN.FM/Wichita, KS

Terrie Springs HALL & OATES QUEEN/BOWIE HOTTEST HOTTEST HOLICE 7-4 FOREIGNER 12-7 BARRY MANILOW 11-8 NICKS & HENLEY 20-15

WYFM/Youngstown, OH

Jeff Tobin JOURNEY DIANA ROSS Hottest: ONJ 2-1 RICK SPRINGFIELD 5-4 POLICE 11-9 JOURNEY 10-11 ROD STEWART 17-14

WAKX/Duluth, MN John Armstrong

PAUL DAVIS JUICE NEWTON HOTTES 1-1 ONJ 8-4 COMMODORES 10-6 ROD STEWART 15-11 NEIL DIAMOND D-17 WNAM/Appleton-Oshkosh

Chris Cane

CARS EDDIE RABBITT SHEENA EASTON SHEEMA EASTON HOTCOST: POREIGNER 1-1 AIR SUPPLY 2-2 DIANA ROSS 18-14 STEVE MILLER BAND 19-NEIL DIAMOND 22-17

WGBF/Evaneville, IN

HALL & OATES GO GO'S QUEEN/BOWIE QUEEN/BOWIE HOTTEST: FOREIGNER 2-1 COMMODORES 3-2 BARRY MANILOW 8-6 DIANA ROSS 15-7 ONJ 11-8

WZOK/Rockford, IL Mr. Ed

PAUL DAVIS
BILLY SQUIER
HOTTER
HOTTER
FOREIGNER 1-1
POLICE 4-2
JOURNEY 6-4
NICKS & HENLEY 10-6
GENESIS 16-11

Z104/Medison, Wi

ROLLING STONES
PAUL DAVIS
SURVIVOR
DIANA ROSS
HOttest:
ONJ 1-1
RICK SPRINGFIELD 3-2
JOURNEY 7-4 JOURNEY 7-4 NICKS & HENLEY 10-6 DIESEL 12-9

WIKS/Indianapolis, IN

HENRY PAUL BAND SHOOTING STAR SHOOTING STAR
BILLY JOEL
GRAND FUNK RAILRO
JOHN HALL BAND
HOttest:
FOREIGNER 1-1
BOB SECER 5-4
TRIUMPH 9-6
NICKS 6 HENLEY 11-9
J. GEILS BAND 19-17

U93/South Bend, IN J.K. Dearing

JOURNEY NICKS & HENLEY HOTTEST: ONJ 3-1 POREIGNER 12-4 MIKE POST 18-10 BARRY MANILOW 21-11 DIANA ROSS 25-14

WDJX/Dayton, OH

GEORGE BENSON QUEEN/ROWIE HOTTOST FOREIGNER 1-1 COMMODORES 4-3 POLICE 7-4 QUARTERPLASH 20-13 STEVE MILLER BAND 23-14

WLOL-FM/St. Paul, MN

HALL' & CATES RONNIE MILSAP EDDIE RABBITT QUARTERFLASH Hottest: FOREIGNER 4-1 QUINCY JONES 3-2 DIANA ROSS 12-9 ROD STEWART 14-11 NICKS & HENLEY 23-13

WKDQ/Evansville, IN Gabe Hobbs

LULU
ROLLING STONES
CARS
FOREIGNER
Hottest:
FOREIGNER 3-1 ONJ 1-2 DIESEL 4-3 ROD STEWART 9-4 NICKS & HENLEY 18-10

WJXQ/Jackson, MI

RUSH BILLY SCUIER QUEEN/BOWIE BALANCE BEACH BOYS ROLLING STONES KIX (RA) CARS CARS
HOttest:
J. GEILS BAND 1-1
LINDSEY BUCKINGHA 13-4
QUARTERFLASH 7-5
LOVERBOY 15-10
NICKS & HENLEY 20-12

KOKO/Omehe NB

PAUL DAVIS KOOL & THE GANG EDDIE RABBITT BEACH BOYS STEVE CARLISLE STEVE CARLISLE
HOTCEST:
FOREIGNER 2-1
COMMODORES 3-3
POLICE 5-4
DIANA ROSS 6-6
NICKS & HENLEY 14-9

KIIK/Davenport, IA Chuck King

CARS GREG LAKE LULU
HOTTEST:
HALL & CATES 1-1
AIR SUPPLY 7-3
ONJ 11-5
DIANA ROSS 17-13
LINDSEY BUCKINGHA 21-17

WZZR/Grand Rapids, Mi

STEVE MILLER BAND ROYAL PHILHARMONI HALL & CATES BEACH BOYS HOTCHEEL: FOREIGNER 1-1 POLICE 5-3 COMMODDERS 6-4

PARALLEL THREE

KFYR/Bismarck, ND Dan Brannan

SHEFNA EASTON
ALL SPORTS BAND
HOTCEST:
AIR SUPPLY 1-1
ONJ 6-3
NICKS 4 MENLEY 12-7
ROD STEWART 18-11
STEVE MILLER BAND 19-14

KKLS/Repid City, SD Sherwyn Piper

JOHN HALL BAND RONNIE MILSAP CARS Hottest: POREIGNER 1-1 JOURNEY 12-10 HICKS & HENLEY 16-11 QUARTERPLASH 20-16

KKRC/Sloux Fells, SD

ROLLING STONES EWAF GREG LAKE CARS CARS Hottest: POREIGNER 2-1 ONJ 6-3 ROD STEWART 8-4 COMMODORES 10-6 CHILLIWACK 11-7

KKXL/Grand Forks, ND

OUARTERPLASH
J. GEILS BAND (dp)
HALL & OATES
ROYAL PHILHARMONI (dp)
RONNIE MILSAP
HOTTER
FOREIGNER 1-1
COMMODORES 10-5
ONJ 9-6
ROD STEWART 13-10
NICKS & HENLEY 16-11

WRKR/Racine, WI

Steve Warren HALL & OATES
JUICE NEWTON
CARS
EWAF
EDDIE RABBITT
JOURNEY
HOTTOST
HALL & OATES 3-1
COMMODORES 18-11
ONJ 20-13
GENESIS 25-20
J. GEILS BAND 26-22

WSPT/Stevens Point, WI

Brad Fuhr ELO
LOVERBOY
ROLLING STONES
Hottest:
ONJ 3-1
GO GO'S 1-2
AIR SUPPLY 2-3
HALL & OATES 6-5
ROD STEWART 12-9

WTRU/Muskegon, Mi

HALL & OATES HALL & OWTES
GO GO'S
BEE GEES
HOTLEST:
FOREIGNER 2-1
COMMODORES 5-5
NICKS & HENLEY 15-8
DIANA ROSS 17-9
JOURNEY 20-13

KDVV/Topeka, KN Tony Stewart

GEORGE BENSON EDDIE RABBITT CARS Hottest: ONJ 1-1 FOREIGNER 2-2

KELO/Sloux Falls, SD

OUARTERFLASH
HALL & OATES
OUEEN/BOWIE
PAUL DAVIS
BARBRA STREISAND
EDDIE RABBITT EDDIE RABBITT
HOTLEST:
POLICE 2-1
FOREIGNER 4-3
BARRY MANILOW 10-7
ONJ 16-12
LINDSEY BUCKINGHA 29-21

KWLO/Waterloo, IA Drew Bendey

CHILLIWACK
GEORGE BENSON
EDDIE RABBITT
HOTTEST
ONJ 1-1
NICKS 6 HENLEY 4-2
JOURNEY 7-4
LINDEEY BUCKINGHA 10-7
GENESIS 18-9

WAZY-FM/Lafayette, IN Kelth Herrie

SURVIVOR
BILLY JOEL
LOVERBOY
Hottest:
FOREIGNER 1-1
NICKS & HENLEY 11-6
QUINCY JONES 14-12
LINDSEY BUCKINGHA 19-1:
BARBRA STREISAND 25-20

KRNA/lowe City, IA

ROLLING STONES CARS GREG LAKE EDDIE RABBITT EDDIE AUGUST AUG

KQWB/Fargo, ND Wayne Hiller

CHILLIWACK EDDIE RABBITT GO GO'S (Gp) QUEEN/BOWIE (dp) CARS (dp) Hottest: Hottest: POREIGNER 1-1 ONJ 3-2 COMMODORES 5-3 ROD STEWART 9-6 BARRY MANILOW 10-7

WCIL-FM/Carbondale, IL Tony Waitekus

EW&F
NEIL DIAMOND
QUARTERFLASH
SURVIVOR
Hottest:
GO GO'S 1-1
HALL & CATES 2-2
ONJ 13-4
COMMODDRES 15-11
J. GEILS BAND 24-15

KFMZ/Columbia, MO

Steve Graziano POLLING STONES HOTTEST:
POLICE 2-1
POREIGNER 5-2
JOURNEY 21-16
MOODY BLUES 25-19
DONNIE IRIS 26-21

99KG/Saline, KS Denny Collie

LULU
ROLLING STONES
BEE GEES
BALANCE
LOVERBOY
DEVO
GREG LAKE
Hottest: Hottest: PORFIGNER 1-1 ROD STEWART 10-7 NICKS & HENLEY 19-10 JOURNEY 14-11 LINDSEY BUCKINGHA 21-13

WEST

PARALLEL TWO KCPX/Salt Lake Cit, UT

Gary Waldron GEORGE BENSON
PAUL DAVIS
BARBRA STREISAND
BEACH BOYS
SHEENA EASTON
STARS ON 45
AL JARREAU
CARS
HOttest:
FOREIGNER 6-1
QUARTERELASH 20-QUARTERFLASH 20-9 ROD STEWART 23-10 NICKS 4 HENLEY 29-19 JOURNEY 37-24

Janis Wojniak

BARBRA STRPISAND Hottest: AIR SUPPLY 3-1 FOREIGNER 4-2 ARS 5-4 QUARTERPLASH 7-5 MIKE POST 8-7

KJRB/Spokene, WA Ruda Colemen

PAUL DAVIS FOREIGNER FOREIGNER
Hottest:
ONJ 2-1
CHILLIWACK 16-11
ROD STEWART 18-12
GEORGE BENSON 22-19
EWAF 27-20

KRQ/Tucson, AZ Guy Zapoleon

KINKS
EDDIE RABBITT
BALANCE
BEACH BOYS
BILLY JOEL
HOTCOMI
ONJ 1-1
COMMODORES 8-5
ROD STEWART 14-7
TIERRA 17-12
NICKS 6 HENLEY 20-13

Y94/Freeno, CA Ray Appleton

NICKS & HENLEY HOTTEST: ONJ 1-1 FOREIGNER 7-3 COMMODORES 8-5 ROD STEWART 11-8 QUARTERFLASH 16-10

KILLICH on Verson, NV

ROLLING STONES HOTTEST TO STEWART 5-3
DAN FOGELBERG 3-4
JOURNEY 10-6
NICKS & HENLEY 14-12

KYNO-FM/Fresno, CA Walker/Davis

LEIF GARRETT (RA) BARBRA STREISAND NEIL DIAMOND CARS CARS
AL JARREAU
J. GRILS BAND
HOTTOST:
EW6F 1-1
POLICE 5-3
GEORGE BENSON 7-5
DIANA ROSS 9-6
ONJ 12-7

KZZX/Albuquerque, NM Bruce Daniela

NEIL DIAMOND PAUL DAVIS GO GO'S GO GO'S
HOttest:
FOREIGNER 2-1
COMMODORES 9-5
DIANA ROSS 12-7
ROD STEWART 14-9
NICKS & HENLEY 16-10

FM102/Secremento, CA

EDDIE RABBITT PAUL DAVIS
HOTTEST:
EWAF 2-1
COMMODORES 6-3
JOURNEY 14-10
ROGER 17-11
QUARTERFLASH 22-14

KSPZ/Colorado Springs, CO

RONNIE MILSAP J. GEILS BAND HOTTEST: AIR SUPPLY 1-1 FOREIGNER 2-2 ONJ 3-3 COMMODORES 4-4 BARRY MANILOW 9-5

KHYT/Tucson, AZ

RUFUS & CHAKA
RAY, GOODMAN & BR
EDDIE RABBITT
SHOCK
HOTTONE WAY 7-2
RUDY & THE CRUISE 25-20
HALL & OATES D-22
ROGER D-34 Hottest: POLICE 1-1 JOURNEY 23-18

KIDD/Monterey, CA

Brown/Ryan CARS
GREG LAKE
EDDIE RABBITT
HOTTE OF THE FOREIGNER 2-1
EW4F 5-2
ONJ 8-5
ROD STEWART 13-7
COMMODORES 16-11

KGGI/Riverside-Se Steve O'Neil

BEE GEES
QUEEN/BCWIE
ELO
Hottest:
EW&F 4-1
ONJ 10-4
JOURNEY 11-12
POLICE 20-13
KOOL & THE GANG 19-15

KKXX/Bakersfield, CA Squires/DeRoo

GRAND PUNK RAILRO
LOVERROY
ROD STEWART
HOTTEST
HOTTEST
ONJ 4-1
NICKS & HENLEY 16-9
LINDSEY BUCKINGHA 21-10
GENESIS 17-11
J. GEILS BAND 27-21

KNBQ/Tecome, WA Gery Bryan

CARS
AL JARREAU
DAN FOGFLBFRG
SHEENA EASTON
ROYAL PHILHARMONI
GEORGE RENSON
TOMMY TUTONF
HOTLOST
FOREIGNER 1-1
ONJ 5-3
CHILLIHACK 11-8
JOUNNEY 16-10
HALL 6 OATES 28-18

K96/Provo, UT Jim Sumpter

ROD STEWART BILLY JOEL BARBRA STREISAND GEORGE BENSON J. GEILS BAND RINGO STARR Hottest: AJR SUPPLY 2-1 AIR SUPPLY 2-1
POLICE 3-2
JOURNFY 10-4
CHILLIWACK 12-5
STEVIE NICKS 11-8

FM103/Salt Lake City, UT Lorraine Winneger

CARS
Hottest:
FOREIGNER 1-1
POLICE 2-2
ROD STEWART 3-3
JOURNEY 6-4
QUARTERFLASH 12-5

KBBK/Boles, ID

RINGO STARR BHEENA EASTON ELO EDDIE RABBITT CARS JOHN HALL BAND JOHN HALL BANE Hottest: ONJ 1-1 POREIGNER 2-2 POLICE 6-3 GO GO'S 4-4 JOURNEY 13-10

KSKD/Salem. OR

Len E. Mitchell HALL & OATES LULU NIKKI WILLS Hottest: ONJ 2-1 FOREIGNER 9-3 DIANA ROSS 13-8 ROD STEWART 18-12 J. GEILS BAND 34-28

PARALLEL THREE

KCBN/Reno, NV

Jim O'Neel CARS
SHEENA EASTON
RONNIE MILSAP
RINGO STARR QUARTERPLASH 27-22

KDZA/Pueblo, CO Rip Avina

ROYAL PHILHARMONI
ROLLING STONES
SURVIVOR
DON MCLEAN
STEVE CARLISLE
HOTTEST
FOREIGNER 1-1
COMMODORES 5-4
BARRY MANILOW 11-6
ROD STEWART 14-7
NICKS 6 HENLEY 21-12

KQDI/Great Falls, MT Paul Wescott

ROYAL PHILHARMONI LULU STEVE CARLISLE STEVIE WOODS CARPENTERS CARPENTERS
IRENE CARA
HOTTEST:
FOREIGNER 1-1
AIR SUPPLY 2-2
BARRY MANILOW 8-3
C. CHRISTIAN 12-4
NEIL DIAMOND 16-12

KSLY/San Luis Obiano, CA

CARS
ROLLING STONES
ALABAMA
LOVERBOY LOVERBOY KINKS BOB WELCH IRENE CARA HOTTEST: FOREIGNER 1-1 GO GO'S 4-3 CHILLIWACK 8-7 GENEZIS 10-9 JOURNEY 12-11

KENI/Anchorage, AK

Randy Robbins EDDIE RABBITT FOREIGNER
DIXON HOUSE
IRENE CARA
KOOL & THE GANG
HOttest:
FOREIGNER 5-1
NICKS & HENLEY 23-11
QUARTERFLASH 21-15
GEORGE BENSON 28-23
NEIL DIAMOND 40-28 FOREIGNER

KYYA/Billings, MT

Jack Bell

RONNIE MILSAP BILLY JOEL ROLLING STONES DAN POGELBERG SHEENA EASTON Hottest: ONJ 1-1 COMMODORES 12-7 OND 1-1 COMMODORES 12-7 NICKS & HENLEY 16-12 LINDSEY BUCKINGHA 18-14 JUICE NEWTON 22-18

KATI/Casper, WY Donna Foxx

ROLLING STONES ROLLING STONES
BILLY JOEL
BERTIE HIGGINS
DAN PCOELBERG
HOttest:
ONJ 1-1
LINDSEY BUCKINGHA 16-9
QUARTERPLASH 19-12
QUEEN/SOWIE 28-18
HALL & OATES 31-24

KOZE/Lewiston, ID Wes McShay

GREG LAKE
DAN FOGELBERG
NIKKI WILLS
BILLY SCUIER
SHEENA EASTON
BARBRA STREISAND
HOTLEST
FOREIGNER 1-1
QUARTERFLASH 2-2
NICKS 6 HENLEY 5-3
JOURNEY 12-7
ROD STEWART 13-9

THE FOLLOWING STATIONS DID NOT REPORT THIS WEEK:

WNBC/New York WDOQ/Daytona Beach WNOX/Knoxville

THE FOLLOWING STATIONS REPORTED A FROZEN PLAYLIST THIS WEEK:

> Q107/Washington KSLQ/St. Louis WIGY/Bath

0

3

BINE d-2R PTAA a RESTYN a-dp RESTYN a-dp RESTYN a-25 REST a-2

MANT PLOTO A MICHAEL PROPERTY AND A MICHAEL P

WEST ERRE d-27 FIDD on PM102 o

NEIL DIAMOND Yesterday's... (Columbia LP: On The Way To The Sky

172/9

80%

15

73%

- NOO1 on SURE o ARING on EMBE d-29 ECPF o 196 29-27 REET d-23 ELUC d-29 EXBE o

MARY
MJNO 36-30
MACR o
MLAN o
MTAN d-34
MHRS 30-37
137EA 30-37
MFNG 29-27
MONTPN 38-3
MC10 on
MTNO A

Q104 29-25 \$102 29-24 9580F 27-24 WCOQ on WIBE 31-25 WGLF 36-33 SUQV 24-25 RLEZ 34-25 RLEZ 34-

RERE ON SETTE OB RELO 6-11 FUEC 0-23 RELE 24-21 METT ON MTRU 0-27 MARYPH 0-24 RMED 10-28 RMED 10-28 RMED 10-28 RMED 10-28 RMED 10-28 RMED 10-29

RDVV d-27 WEST REM3 37-32 RSEY d-25 PCDH 34-20 ROIA on RAT1 30-25 RQD1 24-16 RYYA on ROZE d-30

Mational Summary UP 113 DEBUTS 15 SAME 15 DOWN 0 All 9

PAUL DAVIS

Q

873 24-21 740 24-22 MCKR A

KB95FH a ABRQ 33-10 WESP ON WOCL a WESU d-39 WORY d-20

P

WEST

159/35

ARALLELS

Parallel I: Selected stations in major markets that are format dominant and/or exert a significant national influence.

Parallel II: Selected stations in secondary markets that are format dominant and/or exert a significant local or regional influence. This parallel may also contain some major market stations that do not qualify for parallel one status.

Parallel III: Selected stations in smaller markets that are format dominant and or exert a significant local influence. This parallel may contain some secondary market stations that do not qualify for parallel two status.

Note: (*) Format dominance is based on the Monday-Sunday, 6AM-12Midnight, total persons 12 plus shares as published by Arbitron. All pre-sent and possible future reporting stations are evaluated and updated twice



DENOTES FIRST WEEK IN PARALLELS.

216 REPORTS 216 LAST WEEK

Burmar Burmar UP) DEHUTS SAME DOWN ADDS

P3

BOUTH

Q104 a 9580F on MC00 4 MFLA 31-28 MGLF on FVOL on

FIRRC d-26 HTBU a HCILPH on 99KG B

Wational Summary UP 81 ORBUTS 34 SAME 12 DUMN 1 ADDS 24

WE81

32%

(3)

Living Eyes (RSO/PolyGram)
LP: Living Eyes

NEA

REPH a
RBETH ON
RIBHT ON
RIBHT ON
RIBHT ON
REPH 0-29
WTER 26-19
REEL ON
RBOS ON
ROS-10 29
REEL ON
RBOS ON
ROS-10 29
REGN 32-24
REGN 32-27
MAAY ON
WINTEND ON
RETO ON
R

WZZH on WVIC d=40 KOPH on

GEORGE BENSON

Turn Your Love... (WB)
LP: The George Benson Colle

21

WEST

KYNOPH 29-36

KQG1 a

KNNQ on

KCPX 38-15

70/13

BEE GEES

P)

WE BY

P

Region Resch E 701 5 760 H 601 W 761

LA

KBEQ d-11

"F	lit Se	DOE ong" (A Song	nylab	Bİ)	onal
	leach	100/25	44%	Sumn	51
E	33% 21%			Debut	20
S	56%			Down	0

EXAMPLE

adds

44% — Percentage of this weeks reporters playing it

Regional Reach — Percentage of reporters playing the
song within each
region.

region

National Summary

Up 31 — Number of stations moving it up on the charts

Debuts 20 — Number of stations debuting the song this week

Same 24 — Number of stations reporting no movement this week (On to On, Add to On, 31-31, etc.)

Down 0 — Number of stations moving it

Adds 25 — Total number of stations adding it this week



	Am (Just One That Y		La/	
Heginnal Fm. 1 F 848 S 946 M Bot b 834	191/1	88%	NAF SO	

er Best		DUMN 68
p 1134		ADDS 1
12.5	NKEE 0-10 VIOO 2-2	¥94 5-6 #IDD 11-9
	MKER U-10	WIDD 11-9
	V100 2-3	FH102 10-9 KGG1 3-6
LAST	BOUTH	F1-83 13-13
MASC 15-7 Willia 5-5 MBENPM :1-20 WIPI 3-3 90RX d-30 B104 1-1	000111	FNBQ 7-7
MASC 15-7	REHR 1-2	RSPE 1-1 RSBR 3-5 RCPK 2-2
MERCHEN 1 2	FT5A 3-1	KishR 3-5
WIFI b. I	MERH 3-1	NCPX 2-3
96 KK d-10	RSETPH 10-9 RIMT 5-4	R96 2-1 NSED 16-24
B104 1-1	HPFI 37-14 KBPH 48-11 WTIN 6-6 B97 13-10 KEEL 1-1 KBOK 7-11	ICOM 1-1
PRU-PH 2-3 JR105 13-10	KBPH 8-11	EGM 3-1 ERQ 11-11
38102 13-10	0-8 KITW	NHWY 15-16 PZZH 1-2
CITE 4-0	897 11-10	P Z Z H 1-3
WPGC 712 CPTR 4-8 CKGH 6-1	KEEL I-1	
	MPNF 6-9	100
BOUTH	KO94 2-2	
	FLAZ 7-4	EAST
RHBE 1-1	FLAZ 7-6 W2D3 6-9 ROX1G6 3-2	
940 6-14	IGDL166 3-2	WACE 6-5
94Q 6-14 T100 2-9	WSGN 17-23 G100 5-16	WACE 6-5
195 12-12	G100 5-16	WEAR 2-2
0105 12-7	MAAY 5-0 WZYP 4-3	WIGY 8-8
HCIO: 15-15		WT6N 2-3 WHEB 2-5
	WARY 7-9 1303 8-6	13PEA 1-4
MOWERI	1103 8-6	WPBG 1-7
WLo 18 13	8J105 7-5 CX101 18-11 WBBQ 10-18 FM100 2-1	MONEEN 3-3
WDRQ 12-11	CX101 18-11	96 E1L 16-9
CICLM 7-4	mond 10-18	ME NO 4-4
BEYSPH L-1	MM0 1-2 NEI04 1-7	BOUTH
RSLQ n-m	NE104 1-2	
RSLQ 6-8 RBEQ 4-34 WZZP 7-2	191A F21H 7-12	0104 3-11
WGCL 4-1	WS82 J-5	Z102 3-7
0102 9-6	WOR1 7-7 WAYS 2-2 WSEZ 5-5 WCSC 4-9	956GF 2-2
WZ-UU 4-2	WER 2-2	MAON 14-12
MORY 4-6	WCSC 4-9	MPOR 12-15 MCQQ 1-1 MISE 5-5
OF ST	MARSEN 6-4	WELD 1-1
WEST	WGH 4 4	WXLR 13-9
REARTH J-6	WORF 11-14 WARY 1-3	WKLR 13-9 WGLP 1-3 KKQV 1-2 KLLE 1-3
RELA 10-6	MARY 1-3	KRQV 3-2
RFE 143	KJ100 6-3	6 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
E116PH 21-12	MICWEST	FG12FH 31-1
#100 8-8 FZZH 25-18		RPUB 9-9
FZZN 25-18	WGRD 7 7 WZEB 2-2 WVIC 1-1	Q101 18-14
13F 26-26 FUR 5-7	W2.28 2-2	FVOL 1-2
KYVW 6-15	WLOLDH 6-10	MINDWEST
E149 4 1		
F1N9 6 3 01/3 2 3 F1A 24-21	KSTT 2-3 F110 7-3 F10A 3-3 KOPH 4-2 KRAV 2-2	RRIEL 5-4
F 1A 24-21	3.11a 7-3	RPYR 1-1 RQWR 2-4 RELO 6-11 RARC 3-2 FRLS 3-2
1	F10A 3-3	KQN99 2-4
122	KOPH 4-3	KELO 6-11
	KRAV 2-2	RABC 3-2
LAST	KEANEM 3-1	MRKH 10-1
	E104 5-6	WREE 10-3 WSFT 2-3 WTRU 3-3
WCAO 6-6	WHAH 7-2	WTRU 3-3
W748 5-5	WHAH 2-2 WHAP 4-4	HAZYPH 3-5 HCILPH 7-8
WYMS 5-5 WDMF 1-3 WHFW 2-1 WTRY 1-8	MKDD 5-6 MCBh 1-3 PMES 5-5	HCLLPH 7-B
WTRY 1-8	WGBF [-3	EW&D 17-17
	WKDQ 7-6	99KG 3-2 KDVV 7-14
MRCF (I-)	U93 17-12 HOM 0-6 RONG 1-2 WHC1 3-6	PAYN 7-16
1MT 15-22	ROMO 1-2	WEBT
Wh[:]-[HVBF 6-4	WHC 1 1-6	
HVBF 6-4		KEN1 6-4
W71C7H 14-0 WDBCFH 10-7	WDJX 5-5 WHOT 2-5 WYPH 8-8	RCBH 16-13
KC101 2-4	WHOT 2-5	RDZA 2-3
WICC 4-2	WTFTH 85-B	RATI 5-7 RUDI 2-2
HLAHEH 2-1	1075.07	RVVA 1-2

PH102 10-9		-	SOUTH	KIBB 74-20
KGG1 1-6	ì	EART		RCPs a
FNBQ 7-7	1	WPBM d=10	RPHR 15-11 RTSA on	F5ID 32-29
RSPE 1-1 RHBR 3-5 RCPK 2-2		MHENIPH B-7	ESETTH 17-14	KHYT on
RISHR J-5 RCPX 2-2	1	MIPs on	KHFT on	120
1.96 2-1	1	WIOLSPH 3-10 PRO-PH 15-11	KHFI on KBFM 26-23 WTIR d-36 B97 26-23	P3
NSID 16-24 IGW 3-1		JB105 J1-27	B97 26-23	
KRQ 11-11		CFTR & CKGM on	KEEL a KBON d-10	EAST
RRQ 11-11 RHWY 15-16 FZZH 1-2	1		MPHF 22-19	WJBQ 40-34 WGUY 31-23
	1	BOUTH	RLAZ 14-10 WJDK 24-19	WGUY 31-23 WLAH 25-21
P3		Z93 d-29	RICKLO6 a	WTSN on
		940 24-19	WSGN 23-15	MIEB d-29
EAST		V100 28-25 WCSDE A	G100 31-19 MAAY 32-19 WZYP 25-23	NTRG 22-21
WJHQ 2-2	10.0		WZYP 25-23	
WACE 6-5		MICHWEST	MHITTEN 30-24 MAXY 15-13	MC18 22-16
WLAH 2-3 BIGY 8-6		WDRQ 16-16		BOUTH
MT6N 2-3		CICLW 3-2B ES95FH 4	RJ105 a-39 CKI01 29-72	0104 31 04
WHEB 2-5		KS&O 25-25	WBBQ 28-35	0104 31-26 2107 30-27
13PEA 1-4 WPBG 1-7		KSEQ 25-25 WZZP 4-20	MHB0 (1-11	955GF 21-19
MONESH 2-3	1	HGCL 38-19	RX104 d-23 WHARPH d-30	WFOX d-23 WCGD d-28 W15E 35-26
96EIL 16-9 WZ YO 4-4			MOK1 4-38	W15E 35-26
		WEST	WBCY 23-19 WAYS 18-13	WFLB 26-20
BOUTH		REARTH 20-15	WSEZ 25-16 WCSC 18-15	WFLB 26-20 WXLM 28-26 WGLF 28-24 KILE 26-23
0104 3-11 2102 3-7	1	KRLA 29-24 KFI 01-23	WCSC JR-15 HANSFH d-30	KOLEN W
2102 3-7	1 1	RII6FR 21-15	WARY 4-25	KPUB a
956GF 2-2 MFOR 12-15		KI16FR 21-15 KIQQ 19-15 KFRC 37-29	MIDWEST	0101 on ICVOL 25-23
MCQQ I=1		13K 30-29	mit/mit/mit	KAOF 32-33
MISE 3-5 WFLB 3-2		IUB 15-9	WZZR d-26	MIDWEST
WXLX 13-9			WVIC 4-35 WLOLFH on	IGUL 21-17
WGLF 1-7 KKQV 3-2		0103 d-21 ROPA 28-25	WAICE de L9	
KILZ [-]			KSTT 27-23 KIOA 79-26	KKL6 29-25 WSPT 33-10 WTRU 27-24
KILZ [-3 KSELFH 21-24	1	الكفا	JUUAV a	WTRU 27-24
FQ12FH 5-1			REYNEH 26-20 RZ93 a	MAZYPH 21-17
RPUR 9-9 Q101 18-14		EAST	2104 on	EWLO A
6'VOL 1-2	1 1	MCAO d-30	MNAH 26-22	RRNA d-14 99KG 28-26 KDVV a
MIDWEST		WFSR 25-19 WBSF 0	WHEE 29-26	KDVV a
KKKL 5-4	1 1	MRRPH 4-34	WOW 17-15	WEST
KPYR 1-1 KQMB 2-4	1 1	WTRY d-10	EQEQ 19-10 HNC1 29-27	KEN1 28-23
		92 FLY a-29 387 a-17	WOJX n	KSLY 25-23 KCBN 37-31
RELO 6-11 RANC 3-2	l f	3NT 4-37 WILL d-29	WHOT a	KCBN 37-33
FRL6 3-2		MTICPH 22-21	978 87	MDZA d-26 MAT1 25-20
WREE 10-3 WSFT 2-3	1	WT1CPH 22-21 WIRCPH 29-27 EC101 26-21	National Co.	KQD1 d-20 KYYA d-29
WTRU 3-3		WICC 25-34 WLANPH d=30	FKEK 4-31 FYNOFH 7-5	KOZE d-27
HAZYPH 3-5 HCILPH 7-8		MAEH 16-14 0106 d-28	KIDD on	
EWLO 17-17	- 1	Q106 d-28	FM102 26-18 RGG1 24-30	
ENLO 17-17 99EG 3-2 EDVV 7-16		WHREPH 23-20 WKEE 27-29		
				-
WEBT	ı			
KEN1 6-4		LINDSEY	BUCKINGHA	AM I
RCBM 16-13 RDZA 2-2 RATI 5-7		Trouble (A		
RATI 5-7				
RVVA 1-2		LP: Law And	Order	
KUDI 3-2 KYYA 3-2 KOSF 11-10		1	NR12 0401	
			96/3 91%	National Summary
		Reach E 969		UP 176
		8 948	12	DENUTS H
	1	H 01 t	W	DION'S 1
		731		ADDS 3
		[37]	WITER 15-12	PH102 d-20
		P1	WHEE 15-12 VIOU 19-13	EGG1 25-26 1
		EAST	80VTH	KURD 26-24 KNBQ 21-14
			FTEA on	KNBQ 21-14 KNBR 22-17
		MEDW 31-14	ESETPH 18-15	FH103 14-7

RYBA ON RSETPH RINT 15 RHPT 15 RHPT 15 RHPT 13 RFR 17 REBL 27 RBOK d WYRF 1 ROM4 2 RLAZ 2

P

SHUH 19-15 SHUM 4-28	MJDH 19-14 FUEX106 31-17	BAST	CHRIS C	HRISTIAN	
	MBCH 30-11	M390 36-35			
IOUTH .	0100 14-13	WODY 21-19 WACD 35-22	/ / Want Y	ou, I (Board	dwalk)
mot then	MAAY 10-5	WLAH 10-14	LP: Chris C	A 4 -1	
DD2 4-10	MEAN 10-13	M1GA 59-15	LP: Chris C	rwistian	
91 11-20	10007791 31-14	WY88 27-15			
40 15-11	MYAA 51-12	MHEN 19-10			
180 24-24	7101 24-21	1178A 13-7		70/1 32	or Helifunal
105 24-97	Bulo6 90-31	W700 7-0	Regional Reach	70/1 32	
K101 27-37	CE101 24-20	MOHPPH 17-12	1 424		UP B
W 100 91-91	NUMB 14-9	90°18 26-10			DEBLIFE
T0.0775.007	LH100 [J=]]	95HIL 35-29		NEA	BARR 25
	MHBG #-50	W2 VD 26-22	H 26.0	84 00 14	DUNIN 1
180 70-70	ER106 16-11	0.10 10-31	791		ADDe
BEQ 19-14	WHEE 20-15	BOUTH			
EP1 30-14	WORE 24-10				
WEL 27-20	MPCA IN-14	0104 [9-11		WHER 21-22	(COMPANY)
102 29-72	WAY6 11-9	1103 16-11	Map1	V100 4-29	P3
WUU 23-16	MBKS 24-17	99mgr 31-13		1100 11-01	
FT] on	MORG II-II	WOR 18-10		BOUTH	
13 th		MCQQ 17-11	EAST		BART
YEST	Who x 1 v-16	MIRE 19-11		0197 10-10	
	MANSPH 24-31	WFLB 35-31	n104 30-20	N107 2 24 - 25	WJBQ 22-17
EASTH 22-20	MORE ON	WELR 21-10	PRO-PN 14-14	ENPH 21-19	MULTY 34-24
BLA 4-30	MB VQ 16=0	MOFILE 31-51	JH105 26-26	WY1 x 20-211	WLAN 21-21
F1 25-22	MARY IN-17	FRQV 17-13		KIRL on	MTGA cib
110FH 27-21	#J100 25-20	BILF 33-10	BOUTH	BQ94 32-32	WYSW 27-21
100 25-34	MIDWEST	BURLEN 11-7		ILLAE 19-B	HIELD 25-25
MER 12-H	- Lower or	EQ15PH 20-24	DRR a-14	Wh (III 27+21	13FEA 20-20
36 4-27		RPUB 28-23	891 20-74	MAAY on	MC10 30-24
JB 24-13	MGMD 3H-33	9101 20-15	740 25-24	MAJIY 18-17	
YYX 14-10	MINB 30-14	EVOL 20-10		BJ109 30-29	BOUTH
EMB 24-20	WLOLPH 31-18		MHCHVEET	MODE 22-21	
101 45-9	BUTT 19-17	MICHIGAN T		MARY 15-15	958GF on
NA-55 A40			WEEP on		WP'D1 on
2EP 17-14	HILE 21-17 FIGA 22-14	REEL 25-14	WS UL) 22-17	MADWEST	WILLE d-10
	BOPH 24-16	RFYR 14-13	MONA 14-13		EBQV 72-17
0.0	ERAV 9-7	BUND 17-14		MXRR 19-14	B112 14-14
	KRYHPM d-29	#ELO 29-21	WEST	WV1C 10-10 -	EDITER 7-6
	NESS 30-15	DR BC 14 +1.1		E11K 29-29	EVOL 24-22
ABT	WEOR 20-16	EELS 15:13	KJB 16-16	ELGA 27-29	
-	2104 16-11	MHER 31-20	EVYR 26-25	KOPH 28-20	AMOPWEET.
CAD 19~16	WNAM 11-10	MB PT 24-1H	0107 an	MMAH 21-21	
FDR 17-11	W180 11-12	WTRU 22-15	1000	MMAP 0-10	EEEL 20-20
PHD 14-9	MHER 18-11	HARYPH 18-11	11221	MHC1 27-25	MC1LPH 11+33
BBF 18-14	WGhP 25-15	MC1LPH 19-18	1 9	WHOT 26-25	9980 31-29
HOPH 19-15	WKDQ 16-12	IGNLO 10-7	SAIT		
TBY 23-20	MDM 15-13	KRNA 10-12	EARY	998.87	999 B1
2FLY 23-20	KOND 12-10	9916 21-13	WCAO 13-11		
BCB 20-15	MMC1 16-14	FPHE H-7	WRB7 21-19	#IDD on	EEW1 11-12
WT 28-19	928 24-21	KDVV 13-10	WIGH 16-14	SGG1 27-29	RATI 17-13
DL1 22-16	MDJR 30-19		MVBF 22-19	RNBQ 26-24	RQD1 13-4
TICPH 21-19	MHOT 22-18	WEST	WLAHPH 23-20	BCPX 9-14	EYYA 15-14
DBCFH 14-11	MHO.1 55-70		010F 30-50	RSID 24-21	
C101 13-10	97837	KEN1 19-16	WEREPH IR-15		
ICC 20-18		BBLY 17-15	MARKET IN-13		
PHT 21-19	BAXE 21-10	BCBN 30-27			
LANEH 10-17	EYNOPH 31-29	KDZA 21-10			
AER 12-11	¥94 23-19	RATI In-9			
104 21-16	E1DD 26-25	EQD1 7-7	1		
RREFH 6-4		KYYA IN-14	-		
104 21-18		B-01 1303			200
			COMMO	DORES	
			Oh No IM		
	100				
			I LP: In The P	ocket	



	. (Millenn	lum/RCA
	Be A Star	No.
Neglona:	143/3	66%
F 684 8 694 H 594 W 714	13	UBBO BA OO AD
Pī	BOUTH	KRQ 24
LAFT	KHF1 3-1 K6FH 15-13	
	M71x 23-22 897 29-20	TAIT
WBENFM 20-15 WIF1 15-12	KEEL 34-27	
B104 13-7	KROK 4-28	MJDQ 1
MODES PH 16-15	KQ94 24-22 WJDX 11-10	
JR105 20-17 Q107 6-6	IGEN 106 15-	
MPGC 21-15	6100 9-7	WIGY 2
CPTR 2-2	WAAY 21-18	
CHUM 6-6 CRGH 21-13	HISTOPH 24-	
CMM 21-13	MAXY 28-24	MC18 3
BOUTH	V101 12-9	W2 YQ 7
	ER101 21-1	BOUTH
REGL 15-16 193 a	RB80 15-13	
940 27-21	IG01 04 23-22	9104 d
0105 26-25	WSRE 21-16 WOKI 20-19	2102 2 956GF
Michwellt	MUNT 30-13	MCGD 3
micros at	MREZ 30-27	WISE I
RDEQ 11-7	MCSC 5-4	WFEB 2:
W22P 18-16	MS8X 22-19 MAHSFH 15-1	
MGCL 5-5 WRT1 22-20	WRV0 5-4	ILKOV d
war. 22-20	IU100 12-11	
		SOIZPM

REGL 15-16	CR101 21-13	BOUTH
193 a	MBBQ 15-13	
940 27-21	RR104 23-22	0104 d-31
0105 26-25	WSRE 21-16	Z102 24-22
0.07 30-33	MORI 20-19	956GF 13-10
MICHWERT	MRCY 6-4	MCGQ 23-20
	WREZ 30-27	W1SE 14-8
RDEO 11-7	MCSC 5-4	WFEB 29-74
W22P 18-16	MSSX 22-19	WXLK 3-2
MGCL 5-5	MANSPH 15-12	MGLF 29-27
WRT1 22-20	WRV0 5=4	ILKQV 6-17 -
WHIT 22-20	IU100 12-11	R&ELPH 15-10
WK87		SQIEPH 18-15
Mr. B.	AMEDWAY BT	RPUR 21-19
KRLA on	10.000	0101 26-23
KRLA on	WJX0 21-21	ITVOL 16-11
EPRC d-17	KSTT 11-9	
KEZE 15-14	E11K 23-24	MICHWEST
	BOP9 21-17	1
13K on	RE93 3-2	IOCKS, 12-12
KYYX 25-21	MNAH 11-12	KOMB a
KIMN 0-30	WIKB 24-23	KSLO 5-4
010) 25-20	MHEE 17-15	RESC 11-7
KOPA 3-2	WORF IS-16	WRKB 29-26
KEZP 3-3	MRDQ 25-23	WE PT 18-17
	WOW on	WTRU 19-17
P2	KQEQ on	MARTEN 6-4
	WHC1 9-5	MCILEM 17-16
	92X 0-25	FWLO a
EAST	WDJE 9-8	RRMA 1-3
	WHOT 20-23	99KG 23-21
WCAO 11-7	MHO1 20-23	KPME 10-10
WPRS 7-4	WEST	KDVV 12-7
WFHD 12-12	WEG.	HOTT I I'm
MIBA 11-6	100XX 1-2	WEST
927EY 18-16	KIDD 27-26	
WRCK 15-10	6JRN 16-11	KEN1 11-9
197 fee 5	KNBD 11-0	KSLY 8-7
WPBY 11-8	Kinia 26-24	KCBN 19-17
MLAMPH 7-6		KD2A 17-17
WAEB 14-12	KCPI 13-17	KAT1 20-17
0106 13-11	PH103 19-15	NATI 20-17

MCAO 13-11 wnsp 21-19 wnsp 18-14 wtsp 22-19 MIAMPH 23-20 0104 20-20 WMERZPH 18-15	MRC1 27-25 MRC1 27-25 MRST RIDD on RGG1 27-29 RNRG 26-24 RCPX 9-14 RSRD 24-21	REAL 20-20 MC1LPM 11-22 YPRO 11-29 WREN KEN1 13-12 RAT: 17-13 RQDI 13-4 RYYA 15-16
COMMC Oh No (I LP: In The Regional 1 heach E ng 5 B Nmb N bob M 704	Motown) Pocket	Wational Summary UP 118 OES 20 EANE 05 LOAM 20 ADDs 0
MDEG 6-4 CICLM 70-15 R895PH 11-7 CICLM 70-15 R895PH 11-7 R810 18-18 R810 28-23 R810 18-18 R810 28-23 R810 18-18 R810 28-23 R810 18-18 R810 4-5 MOKY 10-3 WWEY WWEY WHEE R811 20-20 R811SPH 11-11 R811 20-20 R811SPH 11-11 R811 20-20 R811SPH 11-11 R811 20-20 R811SPH 11-11 R811 20-20 R811SPH 11-11 R811 20-20 R811SPH 11-11 R811 20-20 R811SPH 11-11 R811 20-20 R811SPH 11-11 R811 20-20 R811 2	MFIZE 4-9 WOOTH EPPE 17-17 EFFE 17-17	PHIO2 0-3 PHIO2 0-3 RION 17-17 RI



Netional Summary UP I DEBUTS 1 SAME IO DOWN 99 APER 0

EAST TO S

E102 13-25 WFOR 13-25 MCQD 9-12 UKROV 6-11 KBELPH 10-1 UFUR 18-25 KVOL 3-19

RPYR 10+10 RQMB 7-10 RELO 31-17 WRICR 4-5 WBPT 10-13 RWLO 21-24 99RG 9-14 RDVV 21-31

MERT

ECBN 3-8

61%

18

MIDN 6-8 MIBY 2-7 92FLY 6-11 JMT 24-33 MBLI 2+6 MYBF 1-5 MTICPM \$1-16 FC101 6-12 WICC 8-12 V100 16-20

SOUTH
SUPER 1-1
KTSA 5-8
KTSA 5-8
KTTPA 7-9
B97 9-19
KLAX 7-11
H9H19FN 8-11
Y103 13-23
B3105 8-12
KTSA 6-11
H38K 13-27
KJ100 7-10

MIDWEST

WORD 8-8
MIZE 8-11
MY1C 5-6
MIDLEN 4-29
MKRC 6-10
KIOA 11-21
MOPM 8-9
KRAV 7-11
KEYNEM 8-16
LIO4 12-21
MER 2-3-7
MOIF 7-10
MER 2-3-7
MOIF 7-10
MORD 2-3-4
MOPM 13-13

111/0

WABC 3-2 WKBW 9-15 WBENIM 10-PBO-FN 4-5 0107 3-2 CFTR 21-23 CKGM 2-4

REGI. 16-26 Y100 5-5 195 1-2 Q105 5-15 MCIOX 1-2

MLE 6-9 MLE 6-9 MLE 6-7 CRLM 16-10 K595PH 6-9 KBLQ 1-1 RBEQ 3-5 MZSP 4-6 MGCL 10-24 Q102 2-5 MZ U 5-7 MCKY 7-13 MKT1 3-3

WEST

P2







MUDIC B
WAMBEN on
WGN 23-19
MPVQ d-25
KJ100 28-23
AMOWER?
WJX0 cm
#STT 26-25
KIIE d-34
KEYNPH 23-21
EE93 19-13
2104 17-16
WMAN 24-24
WGBF 28-27
WRDQ 24-21
WOW on
EQEO on
92E on
MDJX 19-15

P2

MCAO 27-19 MYBF 20-18 MYBF 20-18 MYBF 20-18 MYBF 29-28 MKK 25-22 MKK 25-22 MKK 25-22 MY 16-11 MICC 23-21 MY 16-11 MICC 30-21 MARPH 10-2 MARPH 19-2 KIO4 26-22 MKEX 13-11

WRDQ 24-21	FELO
WOW on	FABC
KOEG on	RKLB
921 00	MS FT
WDJx 19-15	MTHE.
	BIAT YES
WEST	METLE
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KICKE 29-24	99 KG
R100 on	KPHE :
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KHDQ d-29	
KBBK a	WEST
PHIO1 22-20	1
896 10-26	KEN! I
KS100 21-14	SELY 1
IGLUC 17-17	ACDS o
NIO 29-26	KDZA o
	RATI I

BOUTH





LP: The Innocent Age			
Regional Reach 2 748 5 548 M 698 W 669	140/0	Nation Summa UP DEBUTS SAME DOWN 11 ADDS	
LAST	HPST 3-4 NAEB 19-29 Q106 4-8 R104 12-14 V100 6-7	BIDD 9-13 PH102 5-5 BOGI 6-14 FURB 8-10 RHBQ 8-12 BEPE 5-6	
MABC 23-29 WEBM 6-8 96/01 12-7 8104 6-91 PRO-PH 8-8 0107 8-8 CPTB-6-7 CHUN 8-14 CRGM 29-29	SCHTH SCHE 2-3 WTIN 13-26 SCEEL 3-6 SBOR 1-2 WTHF 9-21 EQ 94 3-6 STOR 4-8	RCPN 3-8 R96 5-11 R8RD 3-7 KGM-1-1 KLUC 3-4 KUTT 14-14 RZSK 3-4	

	B104 12-14
EAST	V100 6-7
MABC 23-29	60VTH
WKBW 6-8	
96108 12-7	KPHR 2-3
B104 dest 1	MT11 11-96
PRO-PH By a	KEEL 3-6
Q107 8-8 CFTR-8-7	KBOR 1-2
CFTB-0-7	MPHP 9-21
CHUM 8-14	EQ94 3-6
CKGH 29-29	KLAZ 6-5
1	IOUX106 5=9
BOUTH	MS GH 4-9"
	MINYPH 6-7
KEGL 21-20	MAXY 3-4
RRBS 1-0	VE03 10-25
	CR101 5-9
MINDWIST	PM100 1-3
	EX104 8-14
NLB 20-25 E595PH 4-4	WW KZ 7-0
K595PH 4-4	MORI 3-9
KBLQ 10~10	WBCY 17-24
KBEQ 1-3 WZEP 3-4	MAYS 12-14
WZEF 3-4	MEE2 9-14
Q102 3-2	W35E 2-4
WZ UU 3-6	MGH 2-5 P
MINN 3-6	WORK 3-9
WXT1 1-4	M100 (-)
WEST	MINDWEST
RF1 19-27	WGBD 11-17

D2

WEST

NULX 10-15 Y94 J-9

RLAZ 6-5	P3
IOUX106 5-9	100
MSGH 4-9"	
MINYPH 6-7	EAST
MB WV 1-4	EJAP1
VE03 10-25	WJ80 1-5
CR101 5-9	MOLLA 8-11
FM100 1-3	MLAN 10-1
EX104 8-14	WIGY 11-1 WYSN 6-11
MWKZ 7-B	WTEN 6-1;
MOEI 3-9	MHEN 3-6
WBCY 17-24 WAYS 12-14	13FEA 6-1
MAYS 12-14	RON-blin 13
MSE2 9-14	WZY0 5-14
MGM 2-5 0	BOUTH
MORK 3-9	
M100 (-1	958GP 7-9
MIDWEST	WFOR 6-8
- DW(S)	WGL / 7=4
MOSD 11-17	WGL J 7=4 IGEOV 4=7
WZZP 4-6	
WLOLFN 8-8	K1LF 4-11
MAKE 7-12	REELIN 4-6
ROPH 3-5	KPUB 2-3
RBAV 5-6	EVOL 9-20
RETHEN 3-5	MACE 1-30
MEOK B-10	MICHIET
	mowes:
2104 14-20 100AH 15-20	RIGEL 6-9
MIKE 4-5	ROYS 6-8
WMAP 3-6	KELO 11-18
MMAP 3-6 MMEX 21-21 MOSF 5-5	BALS 10-12
MOBJ 5-5	MB KB 1-2
MRZDQ 7-13	MS PT 15-15
U93 15-19	MTDU 2-11
MWC1 4-10	EWLO 3-10
93X 6-13	RWLO 3-10 9980 7-12
WDJR 6-9	EPHE 13-15
WHOT 5-8 WYFH 15-15	
MYPH 15-15	WHE?

BOUTH
958GP 7-9
WFOR 6-8
MCOD 7-8
WGL J 7-4
10LQV 4-7
K1LE 4-11
REELPH 4-8
BOLLEY 1-1
IDPUB 2-2
EVOL 9-20
MADOWEST

	0.00	1-20
,	MICW	261
	EXCEL.	6-9
	ROW'S	6-8
	RELO	11-18
	RALS.	10-13
	PARTER.	
		15-15
		7-11
		3-10
		7-12
	KPNE	13-19
	9981	

RCHH 13-14 KDEA 7-14 KQDI 3-8 KOZE 8-14

IGE104 17-15
WHAPPN on
SEG 14-15
BOR1 14-11
WEEV 13-17
WEEV 60-10
WEER 16-14
MANREW 22-1
WEVQ 19-18
KJ100 20-17

MINDOWNEY

WIND 14-10

MYIC 20-25

MIND 4-9

MIND 4-9

MIND 4-9

MIND 4-9

MIND 4-9

MIND 4-9

MIND 39-35

MIND 4-9

MIND 39-36

MIND 39-36

MIND 39-36

MIND 31-16

MIND 31-26

MIND 31-2

RIGIN 17-11 E1DD 23-21 EJEA GR LUEA GR ENAR 17-15 ECPH d-20 PM103 11-10 EVA 10-15 EUR 10-15

Our Lips Are Sealed (IRS)

. 137/19 63%

23

ETEA CM
KBETTM 23-20
KBETT 10-17
KHPE 4-0
KHPH 20-27
KTHPH 24-20
B07 10-13
KBDB 10-20
MJDH 4-32
BUX100 CM
GLOO CM
GLOO CM
MDW 23-18

189/26

88%

19

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MCBD 34-30 MIRE 0 MIRE 0 MIRC 08 MIRC

MIGNE U-26 KYMOPW 33-3 A1DG on PH L92 d-27 KUGI d-27 KURB 26-37 KURB 26-38 KURB 25-21 KURB 25-21 KURK d-28

LP Beauty & The Beat

CEQ.W 74-29 EMPQ 7-4 WEEF 87-15 WECE 6-7 Q102 20-24 WEUU 10-15 WECT 16-14

P2

WEREPH 12-1 B106 7-11 WERE 16-15 V100 13-11

GO GO'S

Q

WEENTH BIFT 5-0104 22

CPTR 6-1 CPUR 28-CPUR 4

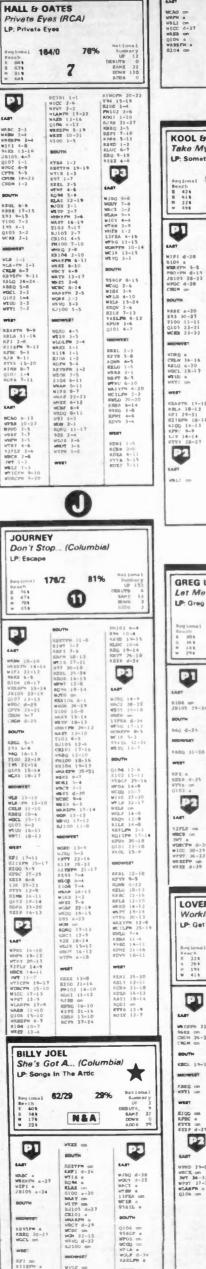
menions.	14/0 999	
Beach 2 00% E 100% 0 100% W 00%	0	UP PR DEBUTS 1 SAME 94 DOSTS 11 ADDS 0
PI	WRDERM 4-3 E104 1-6 WKEY 1-1	794 7=3 83 DD 2=1 FH102 1=4
ART	V100 9-4	9351 14-9 5JBP 1-2
BBC 10-19 rem 1-1	BOLTH To A	8390 1-1 8899 2-2 8988 2-2
MEDITAL 7 = 5	##### 7-6 #TWA 16-21 ##### 21-13 ###### 9-4	#30# 2-2 RCPH 6-1 PH103 1-1 RV6 1-3
104 7-12		RESED 9-3
104 7-12 104 7-12 105 07H 7-2 100-7H 3-1 107 4-4	ENFI 1-2 RRFW 1-1	EQU 4-1
107 4-4 90C 9-21	MT11 7-1 807 0-1 BEEL 7-4	ELUC 1-1 EBQ 4-3 ERFT 9-1 ERRT 2-1
90C 9-21 FTH 1-1 HUM 1-1 HGH 8-27	RROR 2-1	P3
OUTH S-21	8096 1-1 8LA9 1-1 MODE 4-0	LAT
mat 1-1	80001 06 3-5 98400 1-1	M.FBO 3-1
RBE 14-6 (0) 1-1 (4Q 1-1	MAAU 1-1	MGLY 1-1 MLCE 1-1 MLAH 3-3
100 13-10	MEYF 1-4 MHHYPH 2-3 MAXY 2-2	WLAH 3-3 WEGY 3-2 WTSH 3-3
106 7-E 100 4-8	9103 1-1 83105 3-2 CR101 1-1	
HOWEN	ERIO1 1-1 MBBQ 1-1 PHIO0 1-2	WOMPON 1 == 4
PLA 3-1 PLA-PH 3-3	MBQ 2-3	HREN 5-1 13FEA 3-1 WFBG 4-1 WGEPFH 1-4 WCIR 7-10 95EEL 1-1 WIVG 1-7
PLA - PH 3-3 PERO 1-1 PERO 1-1	MARPH 1-5	BOUTH
OLO II-II	WOR1 1-1	Q104 1-1
MEST 1-1 MICL 1-1	MAYS 4-4 WEEK 4-3 WEEK 1-1	\$102 1-1 9580F 1-1 WFOR 1-1
MUUU I-I	MANAPH 1-1	MCGO 5-2 W188 1-2
HORY 0-2 HRT1 2-1	MQB1 3-9 MQB1 8-6 MBVQ 1-1	
WEST .	MREY 5-4 EJ 100 8-6	RSLOV 1-1
CLASTW 10-5 CRLA 17-4- CFI 1-1 CIISPW R-5	MICHIERT	EBELPH 1-1 EQISTM 6-7 EPOR 1-1
EFI 1-1 EFIEFW R-5	WORD 1-2	0101 1-1
1100 10-7 KPBC 8-7 KEE# 1-1	WEER 1-1 WVIC 10-15 MJRQ 3-2	evol. 2-1
138 14-7	WIOLFH 4-1 WARE 5-1 RETY 1-1 KILE 0-7	MOLL 1-1
PINH 2-1 Q1-3 9-2	RETY 1-1 KILS 0-7	10779 6-2 1,089 1-1
EDPA 9-12	BEOA 2-1 BOPW 6-1 BRAV 1-1	EELO 6-3 EELE 1-1
P2	EEVERN 12-7	100 KP 7-6
	1104 2-2	MARIN 9-4 MARINE 1-1
HCho 1-8	wham 1-1 wiss 1-1 whar 11-7	EMPTO 6-0
MFBD 2-1	WHAT 11-7 WEEL 1-1 WEEK 2-1	998G 1-1 998G 1-1
MASF 6-6	MATERS 3-1	#DAA 3~3
PRV 1-1 BIPER 1-1 BBCR 1-1	MOW 5~3 RQRQ 2~1	WE87
SMCR 1-1 3MT 2-1 W11 4-3		KENI S-1 KALV 1-1
HT 2-1 WELF 4-2 WTICFM 6-1 WDBCFM 6-2 BC101 5-4 WICC 1-1	WDJ3: 1~1 WHENT 1~1 WYWW 3~3	SCBN 0-5 EDSA 1-1 EATI 12-0
M100 1-1	ment news	HOD1 1-1
WLAMPH 1-1 WLAMPH 1-1	BEER 2-3	BORE 1-1

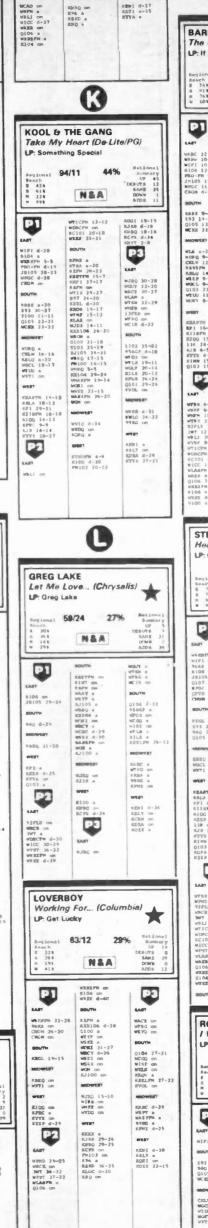


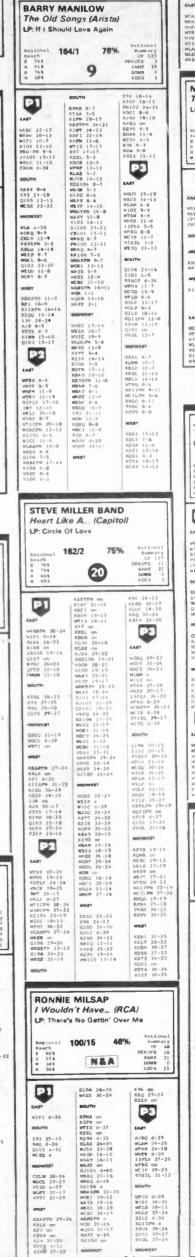


102GC 10-0 293 18-16 340 11-11

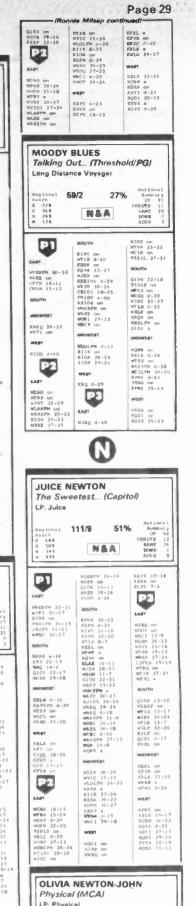
800/TH E107 31-30 95807 10-8 WPOR 18-14		HALL & OATES Private Eyes (RCA) LP: Private Eyes
W/GG 70~18 W188 7-3 W7LB 27~21 WXLB 19~13 RRQV 11~16 R6RLFW 13~1 HOTSPW 14~1		Regional 164/0 769 Reach b ont 6 674 H 519
BOTISM 14-1 BOTISM		EAST ECO1 L-1 UCC 2-h UCC UCC 2-h UC
(IRS)	o o	UBCV 40 UBCV 40
LERO 12-1 KRO 6-6 SNYY 11-0 KIEL 0	200	RELA 11-16 WISS 3-5 RF1 2-8 WISS 3-5 RF1 3
MJBQ 12-1 90UY on BAC2 18-5 MIGV 27-2 WTSB on 13FEA d-2 WFBG 24-2 WGMPPM 25 BOUTH Q106 on E102 a-34	4 7	MPMO 3-5 EQNIO 11-17 922 2-4 WSW 3-5 WD18 2-6 WD18 2-6 WD18 2-6 WD18 2-6 WD18 1-3 WD
MFOH a MCGU on HIRE 29-2 MFLB d-35 MYLB 10-2 MGLF 21-1 KXQV 18-2 KBELFH B- KQIEFH d-		JOURNEY
BPUR e Q101 23-1 NOL pr BROWN and UDLO 33-1 ERRC on WRR on WRR on WRR on WRR on WRR on WRR on	22	Don't Stop (Column LP: Escape Beginni 176/2 8' 8 76' 8 76' 8 76' 9 7
B REA 7-5 9 YER 7-5 6 PRE 16- EDVV 14- WEB 11- EGLY 8-3 6CBS 00 UDEA 76- 5ATI 4-3 5VYA 10- 50SE 79-	7 24	### SECTION SE
RCA) 8% Settle Service 77 60	BOUTH BOUTH BARY 13-10 BERLS 9-7 BERLS 13-10 BER	
DOWN AIDS ECPH 39 PRIO3 d ENG d-2 ESEC as ELDC 26 EEQ on ANTY d-	-24 -23 -22	MUD 16-11 MIDDING 13-5 MIDING 13-5 MIDDING 13-5 MIDING 13-5 MIDDING 13-5 MIDDING 1
UJBQ d- UGUT d- UGUT d- ULAM a UIGT a UTSH d- UTSH d- UTSH d- UTSH d- UTSH COMPPTW MCIR 38 95EIL USUMPTH USUMPTH USUMPTH USUMPTH USUMPTH	37 28 31 26 1-21 1-23 35-30 1-25 10-17	U99 6-23 MOM on 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
WFLS d WILE d WGLF 2	2-19 h 4-18 -32 -25 7-20 -21 9-35 d-25 on	BILLY JOEL She's Got A (Col. LP- Songs in The Artic
FIRST FERRE	0-15 n 1-27 1-21	Begions 62/29 Berch C 40% S 34% N 17% V 22%
WS PT WTEU MAX YP MC LLP ENTLO E DINA 99 HO E PNE E DDVV	1-32 1-30 1 26-22 9 om 4-26 24-17 37-32 on 4-28	MEET ON BOUTH HAPT AGENT
RCBB RCBB RDEA RATI	35-39 d-24 40-36 on 31-34 or d-27 d-26	### MARPH a ####################################
		Continued On Ne

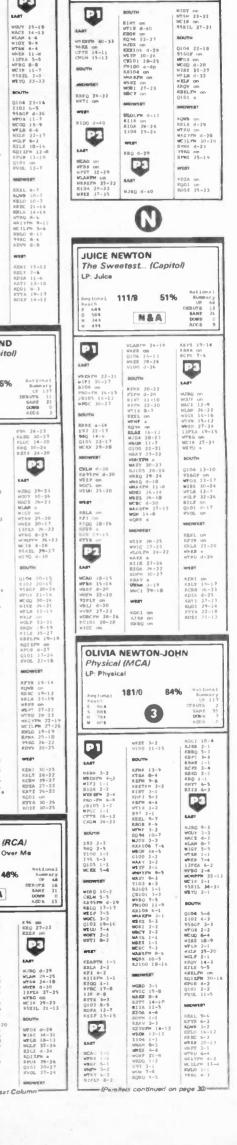


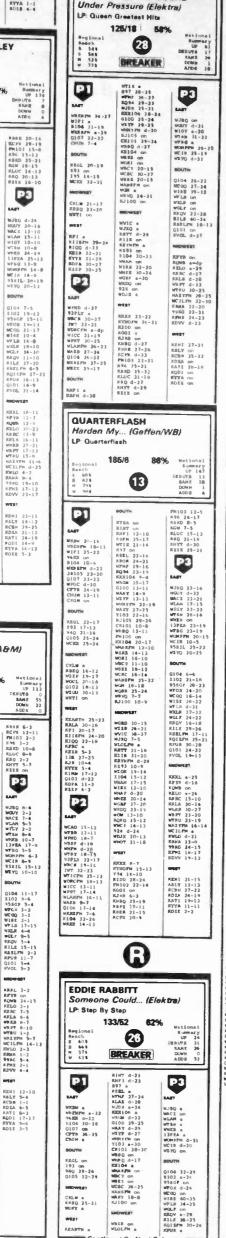




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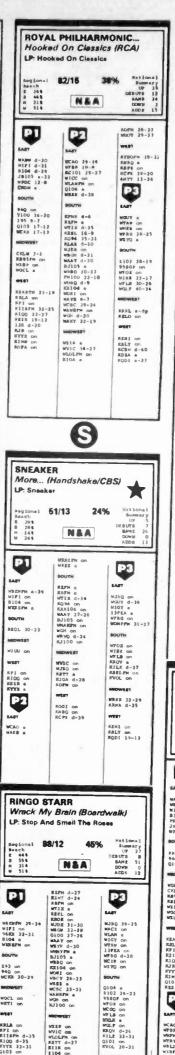
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QUEEN & DAVID BOWIE





P2



KYNOPH 60-KIDD on RUBG on HUNK 6 KCPX 15-30 K96 a KBKD 33-31 KBKD 33-31 KLUC on KNYT on



ROD STEWART Young Turks (WB)
LP: Tonight I'm Yours Retional Rummery UP 144 DEBUTS 4 BARE 18 LORDS 1 AIDS 1 \$ 800 5 874 H 845 W 954 6 RBFE 12-7 RBBE P-7 RCPN 23-10 FR103 3-3 R94 n-29 RBED 18-32 RLNC 0-2 RBO 14-7 RNYY 30-32 RBER 14-9 **O** WHINW 8-6 WIDSPN 6-5 WIPI 16-13 96KE 20-14 96KE 20-16 9104 8-5 WHESPN 16-1 JBIOS 22-22 0107 12-12 WPUC 16-13 CPPB 6-4 CHUM 16-9 CHUM 00 133 MARY 20-15 MOUY 10-5 MACE 16-11 MIAM 31-6 W10Y 6-6 MYAH 5-5 WHEN 18-23-10 MYAH 6-3 MONPPH 11-6 MCIP 20-17 95RIL 20-21 MEND 23-17 REGL 17-13 893 11-7 940 13-0 9100 29-22 0105 18-16 MCIOR 24-21 MLB 39-28 WLB-PH 39-CKLM 38-30-18 KBEQ 20-18 WEEP 14-10 HOCL 18-13 Q102 34-27 HHY1 15-10 GOUTH

G104 10-9
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P3

MODA 10-11 MINH 53-30 MARG CO MC18 33-31

MPRR 15-15 9980 8-40

EBB1 32-33 EBLY 16-14 EDEA on

993 15-12 940 on 9105 31-19 893 15-12

WDRQ 13-15 KBLQ 32-22

P2



WV1C 37-34



\$102 a-35' 958GF on WFOX 20-16 WIBE d-34 WGLF 18-38 KILE e-38 KPUR d-30 Q103 a EVOL d-29

ISSEL d-23 RPYB on KELLO a-32 ISSEC 20-18 KELS 20-22 WFRU 20-26 MASYPH 25-2 EMELO ON KDVV d-30

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PART TWO: KSTP & WGSO

Attracting Younger Demos

Last time out, I talked with KSDO/San Diego about its contemporary approach to News/Talk and the attraction of younger demographics. This week, I talked with two other stations: KSTP/St. Paul and WGSO/New Orleans. Their insightful comments illustrate two camps of thought. First, actively seeking out younger demos; and second, making the given 55+ attraction work to your advantage.

Go Young

"We really work on the demographics. It's almost automatic that you are going to pick up 55+ with the format. But for a station to be viable, you've got to go young." So says Robert Oakes, Operations Manager/PD of KSTP. Part of the work he mentions involves daily reports taken by a team of producers/screeners who gather age, sex, and zip code data from each caller. This information is fed into a computer which provides printouts for the time period desired. As an example, Robert talked about Dr. Marilyn Mason, a psychologist who is one of the popular station personalities. From March 19 until June 10 of this year, her demos were as follows: 25-34 (39.9); 25-49 (65.9); 25-54, KSTP's prime target (71.4); and then 55-65 (7.3).

Topics, Production The Key

Besides using these breakouts to see just who is listening, Robert applies the information to sales and programming. The sales department is supplied with information on average income, percentage of home ownership, education — what they need to go out and sell the station. In one instance, a local taco shop advertised a special one weekend only on KSTP. Store sales increased 33%.

Robert is quick to point out, however, that "sales will not condition the programming." It is the current combination of topics, good producer/screeners and production that Robert believes contributes most to their success in younger demos. He continues, "In the selection of topics on the air, we look for those that are going to excite or interest someone who is 33, 34, or 35. We really think young and talk young." And just how do you do that? According to Robert, it's a simple matter of taking topical subjects and making them relate to a younger audience. For example, how does someone just starting out buy a house in this economy? "There's the old saying, 'Never talk about Social Security,' " adds Robert. "That's so old now it's trite. But we've taken that to the extreme."

He also credits the production department, which complements the fast-paced talk format. The production manager, who can play seven instruments, operates out of a brand new \$100,000 room in which the station

creates all their own music logos. The contemporary sound of these logos adds to the young feel KSTP is aiming towards.

When I asked Robert to describe the St. Paul/Minneapolis market he said, "It's the home of Hubert Humphrey, the liberal to beat all liberals. It's very middle class with a lot of pride in the city." It's too soon to tell if this liberal market is taking the young approach under its wing (formerly MOR, this is the first book with the full News/Talk format). But Robert is very confident. "Just because somebody is 33 years of age doesn't mean they can't listen to or participate in a talk show. The more of them you get expressing their viewpoint, the more we'll list. Should the numbers prove I'm right, the reason will be how young we keep the topics and the strong production values."

Advertisers Prefer Young

Interestingly enough, Thomas Durney comes from A/C, a format whose core group is the valued 25-34. Then, in June, the Senior VP/GM was asked to handle the management reins of N/T WGSO/New Orleans in addition to its sister A/C WQUE. When he sat down with WGSO's sales department, he was greeted with a familiar complaint. The department wanted a higher 12+ share (at the time the station had a 5) plus younger demos, because that's what the advertisers prefer.

Tom picks up the story here. "I sald there's nothing

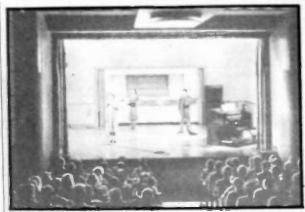
Tom picks up the story here. "I sald there's nothing we can do about either one of those realities and our job is to find out just how important our demographic is in terms of discretionary income or purchasing power. Then we take our 5 share and show people it's a 5 share worth of buyers as opposed to a 10 share with half the listeners unable to afford the advertised products." So the first thing Tom did was research the economic makeup of the New Orleans market, which he says is something few radio stations really know about their particular markets. Just by going to the local Chamber of Commerce, he came up with some very interesting statistics.

80% Under Average Income

In a city like New Orleans, radio is definitely a competitive business. But it can be an uphill battle, especially when Tom and his staff discovered that close to 80% of the population is under the average household income. That leaves 20% responsible for more than half of the income. While gathering further information about the size of the work force, income distribution, etc., it was also determined that New Orleans is home to a largely undereducated population; 50.5% have gone to no more than eight years of school. And the median value for a home in the city is \$18,407, well below the national level. Now, armed with such eye-opening information, the next step was to distribute and educate. "When the buyers believe that 25-34 is where it's at and nothing else matters, it's up to us to educate them." explains Tom.

News/Talk Personalities

HAPPY BIRTHDAY TO US: It's November 11, 1921. "My God, it's dark in here," exclaimed opera star Mary Garden, feeling her way across an unlit stage. And with that, the first words ever transmitted by KYW/Chicago were spoken. But times certainly do change (see



picture) and now 60 years later KYW is in Philadelphia and is the leading all-News station. Happy belated birthday as well to WIND/Chicago's "Call For Action" service which celebrated 12 years of aid to the community and is still going strong.

ON THE MOVE: Popular talk host Mike Siegel has set up shop at WPBR/Palm Beach after a successful

stint at WNWS/Miami. During the week he also doubles as host of a television public affairs show ... WXYZ/Detrolt has appointed Mary Jane Weldenbach as Director of its ombudsman service, the Radio Action Bureau...Stephanie Mellone, former WMMR-FM/Philadelphia Traffic Manager, has moved crosstown to WCAU as Advertising Coordinator... Tinseltown talker KMPC announces the departure of personality Chuck Ashman due to health reasons. Beginning Monday (11-16), in-house host Scott St. James began subbing on an interim basis... WOR/New York's Joan Hamburg served as mistress of ceremonies at a recent "Fight For Sight" luncheon on behalf of eye research...Susan Eggleton, PD of WIND/Chicago, discussed public relations and the use of electronic media during a recent panel session sponsored by the North Shore Public Relations Club. And while we're in the Windy City, rival WBBM/Chicago's David A. Milberg, Director of Operations, was honored at a recent meeting of the Illinois Principals Association. The award recognized Milberg's projects related to students and their rights including education, health and the parental role . . . November 16 marked the debut of new VP and News Director Lou Adler on WOR/New York's "John Gambling Program." Formerly with rival WCBS, Adler was also welcomed by special guest co-host Mayor Ed Koch. Also coming aboard as Assistant News Director is Ted Feurey, ex-General Manager of UPI.

News/Talk

Gail Mitchell



"If your radio station programs to that 20%, you really can be better off than a station going after a general audience"

\$600 vs. \$75

To back up that point, a comparison was made between a 25-year-old son and his 50-year-old father. After paying for food, utilities, transportation and housing (at 16% interest), the son may have \$75 left at the end of the month. But the father, who bought his house, say, in 1965, either has no more mortgage payments or they're very low. So he might have \$600 left to spend on luxury items his son can only dream about. Tom continues, "A lot of companies do perceptual research that tells them which age group has the desire to buy their products. They may find that a 28-year-old would give his left arm to buy a Porsche. Well, you can't buy a Porsche with your left arm. The fact is Dad's got the money to buy one if he wants one."

I asked Tom how WGSO is doing since this research was completed and the decision was made to emphasize the news element. He says local billing is 63% ahead of the prior year. Despite the fact the station went from a 5.6 to a 3.0, the account executives have attracted new advertisers. Tom also cautions against the trap News and News/Talk stations can fall into going after younger demos. "It's in our interests to keep our programming contemporary, to encourage younger people to get involved. But not in such a way that it will alienate the people who are naturally inclined to it. Better than half the radio stations programmed in any market are after the 25-34. Why compete for that group when you can have an exclusive franchise with an older age group?"





For some, 1981 has been a banner year, especially if you're a Boston Celtic. This year marked the basketball team's 14th World Championship. Time sure does fly, though. With that victory still fresh in their minds, it's time once again for another season.

In an effort to show the players their fans and their broadcast station are behind them 100%, WRKO/Boston distributed replicas of the championship banner to 16,000 fans at the season opener last month. Now, in between their boisterous banter, the fans can wave the "green and white" as they keep their eyes on the bouncing hall



Jeff Gelb- ACTIR

RADIO ANSWERS RECORDS

John Sebastian On Radio, Research And Promotion

A funny (as in unusual) thing happened in Chicago last week. Polygram promo exec Jim Sotet had an altercation with WLUP PD Tim Kelly over the new Rush album, which was being "tested" on the air but not yet being reported as part of the station's playlist. Dissatisfied with this arrangement, Sotet demanded that all five copies of the live album be given back to him. His request was granted, his albums returned, and he was ushered out of the Loop's offices.

What happened in Chicago last week is indicative of a lack of understanding between radio and record companies over the related industries' relationship, especially the role a consultant plays in determining his station's overall musical policies

To encourage greater understanding, I asked two record company AOR representatives, Polygram's Jerry Jaffe and Elektra/Asylum's Marty Schwartz, to submit questions they wanted posed to WLUP's consultant John Sebastian. With Sebastian, Casey & Associates currently consulting 16 AOR stations cross-country (three confidentially), this sharing of information will, I hope, help to make everyone's job easier in the future.

Test Of Fire

But first, about that "incident" at the Loop, Sotet offered this explanation: "Rush sells 100,000 LP's (not to mention cassettes) in Chicago. I felt the Loop's attitude was foolish. If they really feel the need to 'test' a live version of 'Tom Sawyer,' they can buy the album for \$12.98. This is nothing personal against Tim; it's strictly a business matter. They say they're not in business to sell albums. I don't feel I should give records or ad support to a radio station that doesn't feel it's in the same business I am. It's that simple."

Or is it? Responding to Sotet's comments, John Sebastian (who was at the Loop at the time of the Rush matter) called Sotet's attitude "unprofessional. Too often, frankly, record people don't act in a professional manner. They tend to act immature (that doesn't mean there aren't also immature radio people). When someone comes in an office where people are conducting business and creates a scene, that's unprofessional. This thing should have been handled behind closed doors. Had he done so he would have found out that we were playing cuts and were going to report the album as an add for that week."

Promotion's Role In Radio

"On the other hand, radio's job is not to sell records. Our job is to make ratings and make money for radio stations by helping them sell commercial time. The record promotion person's job is to sell records through exposure. The best exposure for their records is radio. We do them a big favor by playing their records on the air. They do us a big favor by giving us records to play as opposed to having to buy them (although sometimes we do have to buy them)."

In that case, what's the role of the promotion person to a consultation company like John's? He replied, "He can best help us by learning more about current radio. That will help him bring us information we can use, like how the records are

"If a record doesn't sell, that doesn't really make any difference to me."

doing in other markets. They really have to do their homework before they see us, so they come to us with the facts. That enables us to get a better, faster gauge on the record."

Determining Adds

What are the determining factors in adding a record at a Sebastian station? He said, "It's the decision of the individual PD determined through gut instinct, listening for a sound that's consistent with where the rock and roll mass audience is at today. Then it's researched through callouts. That's how we can determine if our gut feelings were right.

"Less often, we'll wait on a record while others in the market play it, and we'll test its effect through callout research to discover whether we made a mistake by not adding it earlier."

If each station determines its own music list, our record reps wondered, why do some albums show up on several consulted stations in the same week? Sebastian answered, "Sometimes our research on an act comes in so strongly in one or two markets that it becomes obvious that it's a record we should get everyone on. Based on this information, which is shared between clients, it's just common sense to go on it. Probably any station privy to that sort of information would do the same thing — it's an advantage of being consulted"

The Sell-Through

The record companies asked John to explain his company's policy of playing acts that don't always sell through (Schwartz and Jaffe offered Johnny Van Zant and Joe Vitale as two examples of their own labels' acts that were enthusiastically received at the Sebastian stations which were not sale hits). John stated, "If a record doesn't sell, that doesn't really make any difference to me. If our research shows those records are right for our sound and are testing well for us, we'll continue to play them.

"AOR has always had turntable hits. They should have been sales hits too, but there are so many factors determining sales of an album. Perhaps there's just one good cut on the album. If that does well for us, we'll play it. But in today's times, one cut may not be reason enough to buy an entire album when they can hear their favorite cut on the radio.

"One of the other reasons that some records I get behind don't sell through is because the record companies give up on them too early. They fill the mail with inferior product that the masses are rejecting. The A&R departments are so out of touch with reality; they're way off base. Why do record companies continue to sign and release new wave, punk rock, and other esoterica when radio won't play it and the public won't buy it? Why don't they learn from the successful AOR's in the country and try to fit that sound, instead of going off in some direction that the mass audience rejects? Why spend hundreds of thousands of dollars on product that, it should be obvious, isn't going to work for them?"

The other side to that same question is why some of John's stations ignore albums that do sell well; Rush and the Police were mentioned as examples of acts that are doing well nationally but not reflected on the playlists of all Sebastian stations. John replied, "We're playing Rush to some extent in just about every market. The Police have been slower, but we're playing them in about half our markets. There's no question that the Police have an image problem; they've become

Continued on Page 34

AOR REPORTERS PLEASE NOTE: The R&R offices will be closed next Thursday for Thanksgiving. Please call in your AOR reports next week Monday-Wednesday, 9am-5pm (PST) or Friday from 9-noon. Thanks.



KSHE BIRTHDAY BASH — KSHE/St. Louis recently celebrated its 14th birthday with a gala party and concert featuring the Moody Blues. The 15,000 in attendance rang in KSHE's 15th year as an AOR with a round of "Happy Birthday." Pictured (I-r) are KSHE DJ Gary Kohladner, KSHE/Century VP Shelley Grafman, 87-year-old KSHE DJ Ruth Hutchinson, KSHE GM Nancy Pool.



HOT TUB FEVER — KPRI/San Diego held e charity Halloween costume ball that raised over \$15,000 for Special Olympics. The mesquerede winner, who came disguised as a fully-furnished hot tub, won a new Toyota Corolla. Pictured behind the winner (I-r) are charity hostess Cherie Drury and host Bob Deane, area TV personality Dennis Morgino, and KPRI Promotion Director Scott Hinkle.

re-ac-tor



ASR. NATIONAL AIRPLAY 40

28 23 NEIL YOUNG & CRAZY...... Re-Ac-Tor (WB/Reprise

The Single is: "Southern Pacific"
Hear Neil Young on Rockline on Monday 11/23

On Reprise Records & Tapes
Direction: Elliot Roberts

Produced by David Briggs, Tim Mulligan, & Neil Young with Jerry Napier.



BLACK SABBATH MOB RULES

TOURING AMERICA NOW!!



PRODUCED AND ENGINEERED BY MARTIN BIRCH ON WARNER BROS. RECORDS **BREAKERS**

BLACK SABBATH Mob Rules (WB)

"Turn" "Voodoo" Title "Sign." 53% of our reporters on it. Total album reports: 89, A-88, M-1, H-0. Debuted this week at number 33.

Research And Promotion

too pop, and not strong within the core of AOR listenership. I'm not the only person who does research who has reached this conclusion, though I will say that the new album, and particularly the single, is doing better than almost any previous Police material

"When I was at WCOZ/Boston, the B-52's were the number one-selling group in town at one point, yet we were not playing them for the same reason: the band did not fit the psychographic we were going after. They did not appeal to the same people who bought Rush or Rolling Stones al-

Jaffe and Schwartz expressed some concern that programming for sound as opposed to artist does not help to establish tomorrow's superstars, a supposition Sebastian vehemently argued. "In fact, I feel our format is one of AOR's saving graces right now. We're breaking new artists who are within the fold of the core of AOR. We're exposing lots of new product, but it's the things people want to hear, as opposed to stuff they reject. I was an early Pat Benatar supporter. We have also been early adding acts like Quarterflash, Ozzy Osbourne, Shooting Star, Triumph, John Hall, Survivor, Red Rider . . . I could go on and on.

"I began working on the preliminary concepts of my AOR format when I was in Los Angeles in 1978. Part of the thinking behind this was to establish rotation systems that would expose new product much more successfully through repetition, as Top 40 did, compared to AOR at that time. One of the record industry's arguments for Top 40 and against AOR was always that Top 40 sold more records that AOR. My format is a boon to the record industry because when we add an album, we really push it till it becomes mass appeal. For instance, every song

Welcomes you to the

STERED FM-104

Welcomes you to the

STERED FM-104

STERED FM CONCERT Mm GMmin 4 TRIPLE-M CONCERT LEAFLETS: 4 Triple-M/Brisbane, Australia's AOR outlet, prints up 5000 leaflets for every maior rock concert that comes to town. Station staffers man the concert venue doors handing out the leaflets, which welcome concertgoers to the show on behalf of the sta-

tion, offer a \$1.04 discount on the featured

artist's albums, and sell an upcoming event

on the station. The record company and

record retailers go halves in the discount of-

fer and the station covers the printing

ever played on my stations is either back-or-frontannounced, every time it's played.'

He continued, "I know it may sound corny, but I've always believed that honesty is the best radio policy. Therefore, I don't like, encourage, or believe in paper adds. As a practice, I don't think it benefits either radio or records, but some of our market's competitors do. This fuels the fire of record promotion people who point to a competitor and say, 'They're playing this, why won't you?' Actually, in some cases, the competitor is either not playing the record or is playing it in lunar rotation - at three in the morning. That doesn't help anyone.'

I hope John's comments were helpful in creating a better understanding between radio and records as to our linked futures. Next week records answers radio when I ask several record company promotional representatives for their responses to John Sebastian's questions about why record companies sign new wave, punk, and other material that does not normally receive AOR airplay (and which often does not sell through). Their responses should prove enlighten-

For more commentary on the relationship between the radio and record industries, see Joel Denver's CHR column and Jeff Green's A/C column this week.

COLOR

MORE STONES STUFF: WRKI/Bridgeport hid its jocks at various locations, then aired clues as to where listeners could find them to win tickets to see the Stones. QFM96/Columbus held a scavenger hunt it called "leave no Stone unturned" for concert tickets (some overzealous listeners who combined clues incorrectly ended up overturning gravestones in their attempts to find the tickets). KICT/Wichita has sent 13 buses of listeners to see the band in three different concert locations since the beginning of the tour. WLIR/ Long Island and WGRQ/Buffalo gave away tickets by having listeners register at store locations or at the stations' van, then calling the station within a designated time period when they heard their names mentioned on the air. WMET/Chicago tied in with the Chicago Sun Times for a contest that asked listeners to jot down on an official entry form the times they heard Stones songs being playing on WMET. From those entries, 50 winners were chosen to receive pairs of tickets to see the band's area concert. Probably the most bizarre Stones promotion went on at WLRS/Louisville, which held a contest offering sex with Mick Jagger as the grand prize. The whole thing was a hoax, of course, but MD Terry Minors reported over 150 women sent in their names and other vital statistics before the station admitted it was

WYSP'S PROMOTION-HAPPY: Here are details of three current WYSP/Philadelphia promotions. In conjunction with Universal and the "Pursuit Of D.B. Cooper" film, the station's awarding a \$100 savings bond and a parachute kit to a winning listener. For Friday the 13th WYSP gave away 13 WB Black Sabbath LP's. Finally, morning team Michael Picozzi and Bill Fantini are cohosting reruns of "Battlestar Galactica" on a local UHF station, giving away video games to viewers as prizes

CONCERT OVERKILL: That's what the winner of WCCC/Hartford's current promotion might get; the station is awarding a pass good for all 1982 concerts in the area to a listener whose name will be picked at random from those who registered by calling when specific songs were played.

ROCK 'N' FANTASY: CHOM-FM/Montreal's major fall promotion asked listeners to phone the station naming their favorite rock and roll fantasy. 10,000 calls later, the station chose a winner. whose desire, to spend a week with Rush in Miami, was fulfilled courtesy the station.

EVOLUTION

KKRZ/Sioux Falls has switched to CHR from AOR...Former KENO/Las Vegas PD Jesse Summers has relocated at KBCO/Boulder for nights and promotions...Alice Chapin has been upped to Music Assistant for KLOL/Houston...Ted Ziegenbusch has exited 91X/San Diego for mornings on KGB-AM/San Diego...Charlie Morriss has joined the airstaff of KDKB/Phoenix from KLPX/Tucson...KLOS/Los Angeles air personalities Shana and Dan Carlysle have switched shifts, with Dan now handling nights while Shana switches to weekends and fill-ins...Lee Mitchell has joined KFRX/Lincoln for overnights...J.P. White has joined KFMG/Albuquerque for overnights from neighboring KRST. Greg Crouch is also new to KFMG for part-time airwork from KZEW/Dallas

UPDATE

What do MCA's Rings and WERI/Westeriy MD Steve Feldman have in common? Well, Steve suggested the name of the Rings' new album during the band's appearance at the station several months ago. He's credited on the back of "Rhythm Method" ... WLRS/Louisville's second annual choreographed fireworks and music show was held on Halloween night on the Ohio River. 40,000 tuned to WLRS for the musical portion of the show as they viewed the pyrotechnics display . . WRIF/Detroit morning team Greg Baler (aka Dick the Bruiser) and Jim Johnson parodied Greg Kihn's "Breakup Song" with their reworked "Wake Up Song." Imagine their surprise when, one morning, who came knocking on the studio door but Kihn himself, who rerecorded his own song with the morning crew's zany lyrics; the new version is played regularly on the morning . Marilyn Chambers did a live nude interview at WMET/Chicago in support of her appearance in "Insatiable." News Director Mark Scheerer was reportedly a bit nonplussed when Ms. Chambers displayed her strategically-placed diamond ring WABB-FM/Mobile raised \$3000 for a Mobile charity at its booth at the recent Gulf State Fair . . . MCA has packaged and distributed a two-hour radio special on the Who, with commentary by WNEW-FM/New York's Dave Herman, for airing on over 110 AOR's over Thanksgiving weekend . . . In college AOR news, WPGU/Champaign raised \$2500 toward the Vietnam Veterans Memorial Fund in a 12-hour radiothon that featured performances by five local rock and jazz bands, plus an auction. WCCB/Clarion recently received first place honors at the Loyola National Radio Conference for best AOR format among competing college

CONCERTS & CONVERSATIONS

PRESENTATIONS: WSYR/Syracuse presented WLVQ/Columbus presented Diesel for 94 cents. Karla DeVito, Survivor for \$2.96 . WXRT/Chicego presented Novo Combo for \$2

BROADCASTS: George Thorogood on WKQQ/

CONVERSATIONS: Def Leppard, Blackfoot on KGON/Portland . . . Billy Squier, Triumph, Point Blank on WHKC/Evansville . . . Molly Hatchet, Nazareth on WXKE/Ft. Wayne . . . Pat Metheny on KTCL/Ft. Collins . . . Henry Paul on WRKI/Bridgeport . . . Lindsey Buckingham, Ted Coppel on WMMS/Cleveland ... Quarterflash on KILO/Colorado Springs. . Garland Jeffreys on WHCN/Hartford... Head East on WEZX/Scranton . . . Def Leppard, Blackfoot on KZAPI Sacramento . . . Jeff Baxter on KMOD/Tulsa . . . Karla DeVito on WLVQ/Columbus, Neal Schon, Bill Wyman on KDKB/Phoenix . . . Phil Collins, Rose Tattoo, Billy Squier on WQFM/Milwaukee . . . Gary Myrick on KLOS/ Los Angeles . . . Go-Go's on KISM/Bellingham . Lindsey Buckingham on WMET/Chicago . . . Lindsey Buckingham, Steve Hackett, Jack Green on WNEW-FM/New York . . . Mickey Hart, Norton Buffalo

on KVRE/Santa Rosa.

Delice __ ASR. NATIONAL AIRPLAY/40_

23 29 32 36 35 32 30 36 33 37 19 22 38

16 19 29 30 37 26 36 40

39

11/6

23/19 12/11

H-20 H-0 31/14 21/4 M 16 M-14

H-1 H-3 H-1 112/13 112/93 0/0

H-1 14/13 M 0

0/0

0.10

23/22 0/0

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010

0.10

27/17 M 6

NOST ADDED

CARS Shake It Up (Elektra) 2 BLACK SABBATH Mob Rules (WB) 3 EDDIE SCHWARTZ 4 RUSH Tie Exit..Stage Left (Mercury/PG) M-44

#44 MOLLY HATCHET #18/18 0/0 0/0

Take No Prisoners (Epic) M4
"Bloody Reunion" H0

5 SNEAKER 51/17 38/19 21/9

Sneaker (Handshake/CBS) M.27 M13 M8
"Don't Let Me" H.7 H6

7 BOBBY & THE MIDNITES 82/15 29/10

Bobby & Midnites (Arista) M.20 M.13 M.1
"Too Many Losers" H.7 H6

8 NEIL YOUNG & CRAZY... 101/14 105/105 1/1

Tile R-A-CTor (WB/Reprise) M7
"Southern Pactric" H-20 M40 M40

8 BOB WELCH 8 BOB WELCH ich (RCA)

10 ROD STEWART

"Young Turks"

11 PETER CETERA

Tie "Livin' In The Limelight"

11 GARY MYRICK 5...
Living In A Movie (Epic)
"Not A Number"

13 WHO

BIM-9 M4 M8
H5 H4 H1
23/12 15/7 14/13
M-9 M7 M0
H-2 H-1 H1
55/11 42/15 37/10
M-34 M-17 M-15
H10 H10 H10
20/11 12/8 M3
M-1 H-1 H0
122/10 119/85 84/59
M-75 M-25 M-20 37/16 M 12 13 WHO
Tie Mooligans (MCA)
"Join Together"
13 DEL SHANNON
Drop Down... (Elektra)
"See Of Love" "See Of Love" H-1

5 OZZY OSBOURNE 1227/
Tie "Flying High" H-37

5 RAINBOW — (EP) 5-70

Jealous Lover (Polydor/PG) M-36 0/0 M 75 M 25 H 37 H 8 55/10 45/7 M 36 M 26 H 9 H 12 41/15 The Added reports of charting artists are displayed over a five-week period. They are listed in order of total reports within the specific rotation for the week. Two numbers follow each album title. The first represents total number of our reporting stations playing the album this week. The second is the number of those stations that added it this week. Below these numbers are breakdowns of the album's reports in other rotations for the week. The album's preferred airplay cut is listed.

169 REPORTERS

November 20, 1981 POLICE Ghost In The Machine (A&M) "Every" "Spirits" "Journey" "Sun" JOURNEY Escape (Columbia) "Don't" "Stone" "Who's" Title

J. GEILS BAND Freeze-Frame (EMI America) "Centerfold" Title "Flamethrower"

LOVERBOY Get Lucky (Columbia) "Working" "Over" "Gangs"

TRIUMPH Allied Forces (RCA) "Power" "Fight" "Fool" Title OZZY OSBOURNE Diary Of A Madman (Jet/CBS) "Flying" "Mountain" "R&R"
KINKS Give The People... (Arista) "Destroyer" "Dial" "Things" STEVE MILLER BAND Circle Of Love (Capitol) "Heart" "Home" Title BOB SEGER & SILVER BULLET..... Nine Tonight (Capitol) "Tryin' " "Let" "R&R"
LINDSEY BUCKINGHAM Law And Order (Asylum) "Trouble" "Mary" "Stew" NEIL YOUNG & CRAZY... Re-Ac-Tor (WB/Reprise) "Pacific" "Joe" "Star" "Back"

JOHN HALL BAND......All Of The Above (EMI America).... "Crazy" "Fooled" RAINBOW – (EP) Jealous Lover (Polydor/PolyGram) .. Title

BLACK SABBATH Mob Rules (WB) "Turn" "Voodoo" Title "Sign"

HALL & OATES ... Private Eyes (RCA) ... Title "Can't" "Mano"
WHO ... Hooligans (MCA) ... "Join" "Relay" LITTLE RIVER BANDTime Exposure (Capitol)

SHOOTING STAR Hang On For Your Life (Virgin/Epic) . Title 'Flesh'"

MEDIUM

1 GREG LAKE Greg Lake (Chrysalis) JOHN ENTWISTLE "Talk Dirty"
3 OZZY OSBOURNE
Diary Of A... (Jet/CBS) A-10 A-86 A-59 A-46 H-37 H-8 H-5 H-0 140/68 132/68 118/9 15/0 "Flying High"
LOVERBOY
Get Lucky (Columbia) | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 18268 | 1826 H-20 H-0 H-0 87/60 90/61 82/57 87/62 Poor Man's Son"
GEILS BAND
reeze... (EMI America) A-4 A-12 A-98 H-84 H-47 H-4 115/55 114/55 103/9 STEVE MILLER BAND 8 STEVE MILLER BAND
Circle Of Love (Cepitol) A4 A14 A89
"Heart Like A Wheel" H56 H46 H5
9 ROSSINGTON-COLLINS... 82/53 96/84 108/72 111/67 110/71 A-1 A-1 H-28 H-31 116/50 124/48 This Is The Way (MCA)
"Don't Stop Me" 10 KINKS "Destroyer"

11 ATLANTA RHYTHM... "Homesick" 12 JOHN HALL BAND "Crezy"

13 QUARTERFLASH
Quarterflash (Geffer
"Harden My Heart"

13 CHILLIWACK 750/49 | Mar. | A 12 | A 28 | A 14 | A 15 | A 16 | A 17 | A 17 | A 18 | A 17 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | A 18 | CHILLIWACK 83/45
Wanna... (Millennium/RCA) A-3
"My Glr!"
RUSH 106/44
Exit. Stage Left (Mercury/PG) A-18
"Closer" H-44
H-8 A-3 A-1 A-1 H-35 H-36 H-37 106/44 110/12 4/0 1 A-18 A-90 A-4 H-44 H-8 H-0

The Medium reports of charting artists are displayed over a five-week period. They are listed in order of total reports within the specific rotation for the week. Two numbers follow each album title. The first represents total number of our reporting stations playing the album this week. The second is the number of those stations that reported it in medium rotation this week. Below these numbers are breakdowns of the album's reports in other rotations for the week. The album's preferred airplay cut is listed.

Album cuts are listed in order of airplay preference

BILLY SQUIER Don't Say No (Capitol) "Dark" "Stroke" "Lover" "Like"

BILLY JOEL Songs In The Attic (Columbia) "Miami" "Goodbye" "Jack" "Billy" "Owls" "Ballerina" "Let" "Heartbreak"

Entry

Chart Summary

STONES stayed on top

in hot and total airplay re ports, while POLICE iumped into second place with significant adds and total reports. GENESIS held rock steady. QUARTER-FLASH continued its rise up the chart as hots and total reports showed gains. GEILS and LOVER-**BOY** made great gains as last week's adds converted to upper rotations. OZ-ZY showed new strength, especially in mediums.
MILLER and RUSH gained in hots. LAKE held his own. QUEEN maintained, showing 58 album reports and 56 mentions of the single. ROD climbed steadily as adds converted CARS debuted very strongly (watch for a significant leap upwards next week as this week's adds convert). YOUNG showed upward moves for all rotations. SQUIER and HALL held their own. RAINBOW's EP gained in total reports. SABBATH debuted with strong adds (watch for a move up next week as those adds convert). H&O inched up as WHO debuted and STAR held steady. The Significant Action listings came closest to charting this

The AOR National Airplay/40 chart represents add, medium and hot rotation activity in all musical configurations. Artists' chart numbers are displayed over a four-week period. The artists in talks registered the most rapid geins in airplay or in rotational conversions for the week. Album cuts are listed in orweek. Album cuts are listed in or der of popularity; cuts in bold italic type are also current singles.

THE HOTTEST

11/20 11/13 11/6 10/30 10/23 164/151 162/157 164/147 157/150 154/147 1 ROLLING STONES Tattoo... (Rolling Stones/A "Walting For A Friend 2 POLICE M-13 M-6 M-7 M-7 M-7 155/136 155/139 139/125 142/124 136/104 z POLICE Ghost In The... (A&M) "Every Little Thing" 3 GENESIS Tie Abacab (Atlantic) Title A-1 A-2 A-1 M-15 W-12 M-17 A-5 A-1 M-12 M-17 M-23 150/124 159/127 151/120 153/110 143/86 A-2 A-4 A-9 A-0 A-0 A-2 A-4 A-9 M-36 M-32 M-29 M-39 M-48 147/124 153/135 141/131 148/134 148/136 7 Title 3 FOREIGNER 3 FOREIGNER
4 (Attantic)
"Waiting For A Girl"
5 JOURNEY
Escape (Columbia)
"Don't Stop Believin'"
6 QUARTERFLASH
Quarterflash (Getten/WB)
"Harden My Heart"
7 STEVIE NICKS
Bellia (Modern/Atro) M-23 M-17 M-10 M-14 M-12 136/116 143/117 136/117 139/119 138/118 A6 A8 A-12 A-28 A 40 M 46 M 45 M 62 M 60 M 39 122/86 137/106 129/96 131/97 145/105 A-0 A-0 A-0 A-0 A-0 M-36 M-31 M-33 M-34 M-34 M-40 M-40 118/77 118/74 116/67 Bella... (Modern/Atco) 8 TRIUMPH Allied Forces (RCA) "Magic Power"
9 J. GEILS BAND 145/84 135/47 122/6 38/0 0/0

A4 A12 A,98 A.38

M 57 M-76 M.18 A.98

140/88 132/43 118/3 15/0 1/7

A4 A21 A-108 A-15 A-0

M 68 M 68 M-9 M-0 M-0

116/66 124/75 127/80 137/87 132/74 10 LOVERBOY Get Lucky (Columbia)

The Hottest reports of charting artists are displayed over a five-week period. They are listed in order of total reports within the specific rotation for the week. Two numbers follow each album title. The first represents total number of our reporting stations playing the album this week. The second is the number of those stations that reported it in hot rotation this week. Below these numbers are breakdowns of the album's reports in other rotations for the week. The album's preferred airplay cut is listed.

A BREAKERS

CARS

Shake It Up (Elektra) Title "Gone" "Crulser" "Vio-tim." 85% of our reporters on it. Total elbum reports: 148. A-136, M-8, H-4. Debuted this week at number 22.



BLACK SABBATH Mob Rules (WB)

"Turn" "Voodoo" Title
"Sign." 53% of our reporters
on it. Total album reports: 69, A-88, M-1, H-0. Debuted this week at number 33.



BLACK SABBATH Mob Rules



Significant Action

SNEAKERSnea	ker (Handabake/CBS
"Don't Let"	cat 51. A-17, M-27, M-
GO-GO'S Beauty &	The Bent (IRS/A&M
"Lips" "Town"	mt 42. A4, M-17, H-21
BOBBY & THE MIDNITES . Bobby &	The Midnites (Arista
"Losers" "Hese" To	cat 42. A-15, M-20, H-1
AL STEWART	dian Summer (Arista
Border "Cet"	ocal: 41. A.S. M.23, H.S
NILS LOFGREN Night Fades Aw	ny (Backstront/MCA
Pleart" Title	test: 38. A-1, M-29, H-4
GRAND FUNK RAILROAD Grand F	unk (Full Moon/WR
Gotta "Queen"	COM. 36. A-2. M-32. H-3
N. SCHON & J. HAMMER N. Scho	n fe I Hammer (Col
"Wasting"	36. AJ, M-28, H2, J-3
HEAVY METAL Various Artist	s (Full Moon/Asylum)
True ride Coal	w/: 35, A-Q. M-26 M-10
DEVO New	Traditionalists (MD)
VVOII COO!	Cal: 35. A-O. M.27 H.R
MICHAEL SCHENKER GROUP	MEGIChamallal
"Ready" "On & On"	tul: 34 A A AA 35 M.E

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

IATT ON ASO

Las		
w.	ab 1	Week
1	1	CRUSADER8 Standing Tall (MCA)
2	2	AL JARREAU Breakin' Away (WB)
3	3	TIM WEISBERGTravelin' Light (MCA)
4	4	8PYRO GYRA
6	5	BOB JAMES Sign Of The Times (Tappen Zee/Col.) "Enchanted"
5	6	TOM COSTERTC (Fantasy) "I Give My Heart"
6	7	GIL SCOTT-HERON Reflections (Arista) Vertous Cuts
8	8	PASSPORT
9	9	EARL KLUGH
-	10	ROSS TRAUT Ross Traut (Headfirst) Various Cuts

These albums, displayed over a two-week period, received significant reports but did not chart this week on the National Airplay/60 listing. This chart represents activity based on a combination of edd, medium and hot reports, as well as apacial jezz programming. The album's preferred sirplay outs are listed; singles are in baid flastics. Artibuti names are in baid flastics if they registered significant skiplay gains this week.

REGIONAL ASIR ACTIVITY

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WZZO Allentown 215-694-0511

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BLACK SABBATH Mob Rules (WB) 20/20 PETER CETERA

Shake It Up (Elektra)

MOST ADDED

37/35

Peter Cetere (Full Moon/WB) 9/8
EDDIE SCHWARTZ No Refuge (Atco) 9/7 SNEAKER

Sneaker (Handshake/CBS) 12/5 **BOB WELCH** Bob Weich (RCA) 10/5

Two numbers follow each album title. The first represents total number of Eastern stations playing the album this week. The second is the number of those stations that added it this week.



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MEDIUM

GREG LAKE Greg Lake (Chrysells)
JOHN ENTWISTLE 28/21 Too Late The Hero (Atco) 27/21 LOVERBOY 32/20

Get Lucky (Columbia)
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WECM

Re-Ac-Tor (WB/Reprise) 25/15

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PD: GEORGE HARRYS

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THE HOTTEST

GENESIS

Abacab (Atlantic) 37/35 ROLLING STONES

Tettqa... (Rolling Stones/Atco/36/36 POLICE Ghost In The... (A&M)
FOREIGNER 34/32

reeze... (EMI America)

31/28 J. GEILE BAND

Two numbers follow each album title. The first represents total number of Eastern stations playing the album this week. The second is the number of those stations who reported it in her rotation this week.



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FD: DANIEL F. HENDEN --

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Hartford 203-247-1060 mantin graces the construction since markings that year sharpings till stand to contrast



JOHN MCLAUGHLIN

is starting something. Again. One of the glants of music returns with an album featuring his acoustic guitar in an electric band.



EGBERTO GISMONTI

one of Brazil's great talents in a two-record set. Features: "LORO and "FREVO".



EAST

WBLM Lewiston-Portland

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Singles GALEN & D. BCB1E (E)

Springfield

413-525-4198

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"Conter fold"
ROLLING STONES
(Rolling STR/ATCO)

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Singles

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Singles Scranton 717-961-1842

Andre SABBATH (mb)
"Turn, ... Nigne"
LARS (Elektra)
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hadles ANN ENTHIFIE (41co) ORG LARL (Orysolls) Mil. TOURS & CART (M/Mapriss) "No. Pacific" Minirch Iscott BroadUST THIUMH IRLA MICHIGH CONTROL "Lunatic Fring" "Lunatic Fring"

PDITEST PDL-CE (AAN) "Every Little." CHILLIBÉE (HITTENIUM/ECA) No. G(p)"



Addres PRITER CETEAA (foll boon/mb) "Livin/Lime(190" "Crulper" 1910 BLACA SHEWATH 1881 "Sign., So. Grow" ADDIL SCHMANTZ (4TCO) TIPTO AALHBUM (POLydor/PolyGra) 11910

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Maria Maria Calana Maria
Syracuse

315-472-9797

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315-797-0803

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MYRR CATURA (Full Moor/MB)
2.15 (CSTUDA)
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Washington, D.C. 703-534-0320 Hottest Combiss (Historica) Triumer (EC) Tri

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POI GARY CHASE MOI MARTY DESPSEY.

AGOOD HATCHET (EDIC) (Chryseile)
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RIOT (Eletron)

BIOT ILL "OUTER" MATERY (ALM) PAT BENETAR (Ow year) -FOLICE LALE)

FM105 PUI DOLG BUNTON ASST. POI MEIL LASMEN

Acced CARS 1Electrol SHEREH (rendshahe/UBS) MRL (NEA)

HOSE LUM HUSE COMBU (PS) HER HEE STEPART LIMI

FIG. 3TD-AFT (Mb)

ARS (Columbia)

RED HIGH ELEGITOD

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FM 104 PO I LE VISSES GALLMAN TITIO EDDIE SCHOARTZ IATCO

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Worcester

Singles

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New York
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SILV SEGENTA (Cop 1701)
DAN FLOCKLENEN
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OUTH

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Magalan RIMBA (Arista) RILL TACRE & CAZY (ME) RIGHT (AND TO MED RIGHT (Empire)), GLIS RAPO (Eni America) STRUM HILLER RAPO (Copital) LATOROPO (Colombia) LATOROPO (Colombia) LATOROPO (Colombia) MILLER RAPO (Colombia) MILLER RAPO (Colombia) MILLER RAPO (Colombia) MILLER RAPO (Colombia)

Atlanta 404-325-0960 Notes to Colombia (Colombia)

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MOST ADDED

CARS 34/32 Shake It Up (Elektra) BLACK SABBATH Mob Rules (WB) 21/20 MOLLY HATCHET Take No Prisoners (Epic) SNEAKER 7/7

Sneaker (Handshake/CBS) 16/6 Twis numbers follow each album title. The first represents total number of Southern stations playing the album this week. The second is the number of those stations that added it this week.

MEDIUM

GREG LAKE Greg Lake (Chryselis)
OZZY OSBOURNE 26/20 Diery Of A... (JetCBS)
JOHN ENTWISTLE 28/19 Too Late The Hero (Atco) 22/18
NEIL YOUNG & CRAZY HORSE

Two numbers follow each album title. The first represents total number of Southern stations playing the album this week. The second is the number of those stations who reported it in medium cotation this week.

THE HOTTEST

Tattoo... (Rolling Stones/Ato 0/34/30 POLICE
Ghost in The... (A&M) 32/29
QUARTERFLASH
Querterflash (Geffen/WB) 32/26
JOURNEY
Escape (Columbia) 29/26
FOREIGNER

4 (Atlantic) 32/26 Two numbers follow each album title. The first represents total number of Smuthern stations playing the album this week. The second is the number of those stations who reported it in his returning this week.

Shreveport

318-425-8692

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Ft. Lauderdale 305-731-4800

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Houston 713-526-4591

BOLL (COLOMBE)

ROALING STORES

Rock 104

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Jazz

PULICE (AGE) BENNY MACENES (POLYDOY/POLYGE) ADD STEARNY (MD) GENESIS (AFFANTE) STEVE MILLER BAND (CADITOL) STEVE MILLER BAND (CADITOL) J. GELS SAMD (EM) Americal RULLING STEMES (ROLLING STEMES

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Singles

MAGIC 105

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Little Rock 501-329-3808

ENILLINGA (Millennies/RLA "My Girl" "Mr. Roca" GGET OSSIGURNE (A47/GSS)

HOTTON SERVICES TO STATE

Singles

LPS 102

M/Ampritus) Am & America A SAMMATH (MI) orders (** "On And Do" *On And Do" *CLLY HATCH! F (Epic) "GLO" F Nest ..." *QLES & U. MIN (6 (8)

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Boulder 303-444-5800

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MOST ADDED CARS

Shake It Up (Elektra) BLACK SABRATH Mob Rules (WB)

NEIL YOUNG & CRAZY HORSE Re-Ac-Tor (WB/Reprise)

Bobby & Midnites (Arista) 13/7

Two numbers follow each album title. The first represents total number of Western stations playing the album this week. The second is the number of those stations that added it this week.

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SUFTBAME (ModelFrit) MDSS TRAUT (ModelFrit) Singles

Title BLACK SAMBATH (ML) "Fating..morto" ELOTE SCHMARTZ (etc Title

Colorado Springs 303-834-4898

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MEDIUM

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Escape (Columbia)
STEVIE NICKS Bella Donna (Modern/Atco) 42/34 Two numbers follow each album nile. The first represents total number of Western stations playing the album this week. The second is the number of those stations who reported it in hot rotation this week.

ROLLING STONES

Ghost In The... (ABM)
FOREIGNER

4 (Atlantic)

JOURNEY



STENE MILLER BANG (COPINS) HEAVY MERAL (Fall Maps/Aug

INTERNATION (FAIL BOOK/As)

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Carolyn Parks

Country Happenings

Looks like I didn't leave myself a lot of space this week for our usual update, but I did want to pass along some items that may be of interest.

Joel Raab of WHK called in a 7pm-midnight opening at the station, with a special eye out for females (but then Joel always did have an eye for the ladies!) ... WMAY is looking for an adult communicator for afternoon drive. T&R to PD Sid Wood, Box 460, Springfield, IL 62705, (217) 629-7077... Country International Records is searching for a new artist for the label and is soliciting the help of DJ's in bringing any talented, undiscovered artists to the label's attention. Send bio and tape to the label at 1010 17th Ave. South, Nashville, TN, Attn: Sherman Ford, President...KLAC/L.A. MD Cathy Hahn, in conjunction with Tom Holdridge and Ruby Uribe, has put out a monthly newsletter for country music air personalities called "Inside Country." enjoyed my sample copy if you'd like one, write to "Inside Country," 6000 Fulton Ave., Suite 12, Van Nuys,

CHANGES: WAPE/Jacksonville has hired Dave Ulmer as ND, replacing Bud Elliot, who is now a journalist/reporter for Ted Turner's Cable News Network. Dave was most recently with WTOP in Washington, DC... Two new additions at K95FM/Tulsa, with Joann Downs added to the news department (from Assoc. Producer for the Women's Channel on Southern Satellite System's SPN network) and Robin Lee joining the air staff (from WJHR-FM/Jackson, TN)...Mark Giardina joins WNYR/Rochester as news anchor from neighboring WSAY ... Buddy Johnson departs as MD of KLVI/Beaumont, and is replaced by Chuck Berns from in-house KKAL/Arroyo Grande, CA has a new allnight personality, Rick Stratton, from KIQO/Atascadero...KYXX/Odessa's Craig Smith has been promoted to the station's sales department, with morning man John Defee taking over the MD duties ... KTRB/Modesto has 'officially" named Steve Warner as MD. Ralph Bergeron moves from middays to Operations Manager at KNIR/New Iberia, LA, while Shelly Rankin from KROF/Abbeville, LA fills Ralph's old slot. Ralph is still looking for a morning person. Anyone interested can call him at (318) 365-2401... In the oops dept., Erik Foxx of KJJJ/Phoenix called to clarify that he is the station's PD, not morning man Jack Randall, as previously mentioned here. Erik's really not that sensitive, but he's getting tired of taking calls from people wondering where he went. Sorry 'bout that, Erik!

Hope you all have a great Thanksgiving. I'm looking forward to a full day of eating and football watching (just wish once I'd get more than "bumbling under" in Lu Fields's pool!)

LAST LAUGH

The Shot Heard Round The World

Those of you into hunting will appreciate KBMY/Billings PD Dick Byrd's recent experience. What started out as a fun weekend of elk hunting for Dick and his wife Cheri turned very quickly into a very expensive vacation. Not long after starting out Dick got his elk and Cheri bagged a deer. However, on the way back home Cheri also managed to shoot something else that is not usually on the endangered species list... the transmission in their truck! Seems the safety was not on her rifle and it went off in the vehicle, putting a nice hole in the floorboard and dismantling the transmission in the process. Dick notes that although it took a while, he can laugh about it now and has decided to award his wife with the first (and he hopes last) "dead trannie" award. However, he didn't mention whether or not the transmission was now framed and hanging in their den.



L.A.'s Alternative Country Station

There was a radio anniversary celebration in Los Angeles recently and, while it went unacknowledged by the majority of the city's listeners, a good many longtime counfans not only joined in the on-air festivities but also contributed some of their

hard-earned cash to keep the station broadcasting. Unless you've ever lived or driven near California State University in Northridge, it's doubtful that you'd even be aware that KCSN existed, but to the five paid staff members and 200 volunteers and students who participate in its operation, the

3000-watt stereo station represents a labor of love. Currently celebrating its 18th anniversary, KCSN, a National Public Radio affiliate, offers a unique brand of programming not found anywhere else on the dial. The college-operated facility has not taken the easy road of an all-classical or all-rock format, but rather employs the "bloc-style" of programming that was the mainstay of radio in its development stage. What makes it especially interesting to the hard-core country listener are the 19 hours of Country-flavored programs broadcast each week, from "Alive And Picking" ("Traditional Bluegrass and Old Timey music") to "Cary's Country Store" ("Vintage Country and Western sounds from 60 years of recorded music") to "The Folk Show" ("Traditional and Contemporary Folk music"), each

designed to offer an alternative to the commercial Country stations in town.

Mike Mahaney, a self-avowed "Country purist" and unpaid staffer at KCSN, describes his weekly "Country Liberation" show as "noncommercial Country because it deals with a lot of labels that don't have big promotional budgets." While you won't hear Kenny Rogers or Dolly Parton on Mike's Thursday afternoon program, you might get a taste of Jim & Jesse, the Osborne Bros. or a local artist who sent in a tape of his first recording. For many local artists (some with sizable followings through the club circuit) this is the only way they can expose their music on the radio.

Obviously, we're not talking about a large audience. Mike feels that his is composed mainly of "musicians and people who are not new to Country." With the growth of Country, even in cities like L.A., perhaps that audience will expand as more and more people become exposed to and fans of the style. Only five years ago there was no Country programming on KCSN, and the only commercial Country station in town was KLAC. However, Mike notes that "there have always been pockets of Country in Los Angeles. I had the good fortune to work with Bobby Kimmel, and he and I and another fellow started the McCabe's Concert series back in 1968. Linda Ronstadt was a frequent performer there, as were Hoyt Axton and other local artists."

Linda and Hoyt don't have to worry about paying the rent any longer. Other artists are still struggling to make a name for themselves. With the help of people like Mike Mahaney and stations like KCSN they may yet

KLEMM MEDIA OFFERS OPTION

To Train Or Terminate — A Broadcaster's Question

Every week I hear from broadcasters decrying the lack of talent available today and wondering where tomorrow's jocks, programmers, and even general managers are going to come from. But when the book comes in and the station slips a little in the ratings or the on-air sound just isn't quite right, what happens to many of tomorrow's jocks, programmers, and general managers? They find themselves once again looking for a new job. Dave Klemm has a better

For those of you not familiar with Dave, he has spent the past 16 years with Blair Radio, most recently as Senior VP/Director of Marketing & Operations for the rep firm. He has worked with innumerable stations around the country and has probably influenced more radio careers than any person in the industry. Dave's forte is matching the right person with the right job, and now he's taken that talent a step farther with the formation of his own company, Klemm Media (R&R 11-6, page 19)

Klemm Media is an offshoot of the confidential training seminars that Dave had been running with Blair for several years. The organization is designed to serve radio stations in all formats as well as satellite networks and cable systems and specializes in strategic programming and marketing techniques, the most unique of which is its motivational management training.

While others are looking for new talent, Dave's philosophy is to train the talent we already have. "In our business we basically operate on the theory of 'Let's blow somebody out and bring in someone new.' It's been my experience that the new guy you bring in is no better than the old guy, so why don't we train people. Among the things that I want to do is to prevent some of the high turnover of people within radio stations because it's very expensive to fire someone and very expensive to interview and hire someone new. I also think the whole process is very nonproductive."

Rather than hold these three-day seminars at the

local Holiday Inn, Dave prefers to conduct his mini-

clinics at a very secluded (and much less distracting) facility in Washington, CT. With no outside interruptions, he finds it to be a "very productive work atmosphere. I already have a working relationship with two people who are experienced in the field. One is Dr. Leo Aulschul from the New York State University

Continued on Page 44

Tis The Season To Get Married.



Well, it's not June, but the wedding season came early for one radio personality (I thought you had to wait until the book was over?). WMC/Memphis's Les Tivers tied the knot with Cindy Self at midnight on Halloween, although the honeymoon had to wait since the nuptials were held on-air at the beginning of Les's show. WCMS/Virginia Beach also had a control room wedding, but this time it was between two of Brad Carva's listeners, who won the event which was even filmed for local TV newscasts. Pictured at the ceremony are (1-r) WCMS announcer (and witness of the day) Joe Hoppel, groom David Fiser, and blushing bride Geraldine Cates. Brad's now looking for a couple to be divorced on his show (maybe David and Geraldine after they see this!).



BREAKERS

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

DON WILLIAMS

Lord, I Hope This Day Is Good (MCA)

On 85% of reporting stations. National Summary: Up 4, Same 27, Down 0, Debuts 22, Adds 23. A Most Added record. R&R Chart Debut 42.

WAYLON JENNINGS

Shine (RCA)

On 86% of reporting stations. National Summary: Up 6, Same 25, Down 0, Debuts 21, Adds 21. A Most Added record. R&R Chart: Debut 43.

RONNIE McDOWELL

Watchin' Girls Go By (Epic)

On 64% of reporting stations. National Summary: Up 9, Same 27, Down 0, Debuts 9, Adds 26, A Most Added record. R&R Chart: Debut 44.

LEON EVERETTE

Midnight Rodeo (RCA)

On 62% of reporting stations. National Summary: Up 8, Same 22, Down 0, Debuts 15, Adds 24. A Most Added record. R&R Chart: Debut 45.

T.G. SHEPPARD

Only One You (WB/Curb)

On 61% of reporting stations. National Summary: Up 4, Same 22, Down 0, Debuts 15, Adds 27. A Most Added record, R&R Chart Debut 46.

FDDIE RABBITT

Someone Could Lose A Heart Tonight (Elektra)

On 60% of reporting stations. National Summery: Up 9, Same 27, Down 0, Debuts 14, Adds 17. RER Chart Debut 47.

Most Added:

ED BRUCE You're The Best Break... (MCA) T.G. SHEPPARD Only One You (WB/Curb)
RONNIE McDOWELL Watchin' Girls Go By (Epic)
LEON EVERETTE Midnight Rodeo (RCA) DON WILLIAMS

Lord, I Hope This Day Is Good (MCA) WAYLON JENNINGS Shine (RCA)

BILLY SWAN Stuck Right In The Middle ... (Epic)

Hottest:

ALABAMA

Love in The First Degree (RCA)
GEORGE JONES Still Doin' Time (Epic)
MERLE HAGGARD My Favorite Memory (Epic) JOHNNY LEE Bet Your Heart On Me (Full Moon/Asylum) EMMYLOU HARRIS & DON WILLIAMS
If I Needed You (WB)

HANK WILLIAMS JR All My Rowdy Friends... (Elektra/Curb)

MOST ACTIV

100 251 indicate how many of our reporters are on the record this week (100) and of those 100 how many added it this week (125), "Boves" are broken down for each record and indicate how many stations moved the song Up on their chards, here it this seek (125), "Boves" are broken down for each record and indicate how many stations moved the song Up on their chards, here it this seek (125), "Boves" are broken down for each record and indicate how many stations moved the song Up on their chards, here it this seek (125). "Boves" are broken down for each record and indicate how many stations moved the song Up on their chards, or Added it this week. "Single and one of this week (125)."

KIERAN KANE "It's Who You Love" (Elektra) 61/16
National Summery Up 14, Same 18, Down 0, Debuts 13, Adds 16 including KLZ, KNIJ, FM, KSON AM-FM, WWCS-FM, WNYR, WSLR, WMNI, KSO, WTSO, WIL-AM-FM, KFN, KKAL 43-38, KOKE-FM 45-38, WSIX-FM 6-20, KKYX 48-34, KWMT 46-36.

WSLR, WMNI, KSO, WTSO, WILAM-FM, KFM, KKAL 43-38. KOKE-FM 45-38, WSIX-FM d-20, KKYX 48-34. KWMT 46-36.

RODNEY CROWELL "Stars On The Water" (WB) 60/4

National Summary: Up 41, Same 7, Down 1, Debuts 7, Adds 4, WMNI, KFGO, KKYX, WIRK-FM, WKMF 23-18, WIRE 22-19, WXCL 17-12. WKKN d-27, KFM 33-28, KYTE d-28, KGA 38-30. WCAW 36-27, WPD 20-18, KIKK-FM 16-8. WWM-FM 7-6.

JOHN ANDERSON "I Just Came Home To Count The Memories" (WB) 56/15

National Summary: Up 11, Same 21, Down 0, Debuts 12, Adds 15, WEEP, WNOW, KIXZ, KOKE-FM, WSOC-FM, WQIK-FM, KWKM, WKMF, WGEE, WIRE, WTSO, WDQY, WXCL, KMAK, KCKC, KEED 48-33.

MEL McDANIEL "Preaching Up A Storm" (Capitol) 58/19

National Summary: Up 10, Same 17, Down 0, Debuts 12, Adds 19 including WPLO, WCOS-FM, WBAM, WSAI-AM-FM, WILAM-FM, KFM, KEED, KSON-AM-FM, WPOR, WYIL, WGTO 47-38. WLWI-FM 40-32, KKYX 47-36. KRMD-AM-FM 49-36. WMNI 34-30.

34-30,

JOHNNY DUNCAN "All Night Long" (Columbia) 51/10.

National Summary: Up 16, Same 16, Down 0, Debuts 1, Adds 10, WMAQ, KFQO, WXCL, WKKN, WKCQ-FM, KFH, KMAK, WGTO, WWOD, WIRK-FM, KVOQ 38-17, KNIX-FM 34-28, KMPS-AM-FM 30-28, WBGW-FM 37-33, KOKE-FM 46-41.

BOBBY BARE "Dropping Out Of Sight" (Columbia) 49/9

National Summary: Up 16, Same 16, Down 0, Debuts 9, Adds 8, KRSY, KSQP, KGA, KCUB, KIXZ, WPLO, WKSJ-FM, KWKM, WTSO, KRZY 37-33, KTRB d-29, WYAM 46-39, WIXL-FM 25-12, KRMD-AM-FM 50-36, KWMT 39-34.

WTSO, KRZY 37-33, KTRB 6/29, WYAM 6-33, WIALTH 2014 (Dimension) 47/13

RAY PRICE "Diamonds in The Stars" (Dimension) 47/13

National Summary: Up 8, Same 17, Down 9, Debuts 11, Adds 13, KIXZ, WPLD, WSOC-FM, WGTO, KHEY, WWOD, KWKH.

WITL-FM, KFEQ, KMAK, KMPS-AM-FM, KGA, WKYG, WLWI-FM 34-24, KRZY 38-28.

LEE GREENWOOD "It Turns Me Inside Out" (MCA) 45/7
National Summary: Up 20. Same 3, Down 1, Debuts 8, Adds 7, WEEP, WWVA, KLRA, WMC-AM, KKYX, WIRK-FM, KVOO, WIXY 16-12, KRRV 14-8, WWOD 21-18, WLWI-FM 24-16, WQYK-FM 7-6, WXCL 8-6, WKKN d-30.

WIKY 16-12, KRRV 14-8, WWOD 21-18, WLWI-FM 24-16, WQYK-FM 7-6, WXCL 8-5, WKKN d-30, WRIGHT BROTHERS "Family Man" (WB) 44/10
National Summary: Up 10, Same 15, Down 0, Debuts 9, Adds 10, KFGO, KEBC-FM, WHBF, WKKN, KFH, WPOR, KIXZ, KHEY, WWOD, KYXX, WFMS-FM 18-12, WIRE 16-12, WITL-FM 40-34, WQIK-FM 38-30,
REBA MCENTIRE "Only You (And You Alone)" (Mercury/PolyGram) 40/11
National Summary: Up 2, Same 22, Down 0, Debuts 6, Adds 11, KYET, WESC-AM-FM, KIKK-FM, WQAM, WCXI, WKMF, WGE, WFMS-FM, KYOO, KSOP, KCUB, WSIX-FM 23-14, KSO d-38, KCKC 34-26.

WGEE, WFMS-FM, KVOO, KSOP, KCUB, WSIX-FM 23-14, KSO d-38, KCKC 34-26.

BRENDA LEE "Only When I Laugh" (MCA) 40/6

National Summary: Up 17, Same 14, Down 0, Debuts 3, Adds 6, KEED, KLAC, KLRA, WWOD, WMNL, WKCQ-FM, KRDR 39-30, WGNA-FM 32-27, WBGW-FM 47-39, WKS-J-FM 21-17, WSIX-FM 20-18, WIRK-FM 17-12, KVOO 45-37, KFH 38-30,

WILLIE NELSON "Heartaches Of A Fool" (Columbia) 38/9

National Summary: Up 7, Same 17, Down 0, Debuts 6, Adds 9, WSEN, WKYG, KOKE-FM, WGTO, WAXX, WITL-FM, WHBF, KBMY, KRSY, WSIX-FM 422, KKYX 49-42, KRMD-AM-FM 49-37, KEED 50-39, KEEN 40-33.

GARY STEWART "Sho's Got A Drinking Problem" (RCA) 38/9

National Summary: Up 11, Same 9, Down 0, Debuts 7, Adds 9, WSAI-AM-FM, WFMS-FM, WKKN, KLZ, KMAK, KOKE-FM, WESC-AM-FM, WGIK-FM, KKYX, KEBC-FM 32-28, KRZY 36-32, KEED 38-28, KRMD-AM-FM 40-30, WIRK-FM 34-22.

JOHN DENVER "The Cowboy And The Lady" (RCA) 35/10

National Summary: Up 7, Same 12, Down 0, Debuts 6, Adds 10, KRDR, KRSY, KCUB, KRRV, KHEY, WWOD, KRMD-AM-FM, WCXI, WXCL, KVOD, KRZY 46-26, KEED d-25, WSEN 37-33, WIXL-FM 49-38, WMAQ 25-15.

Others Getting Significant Action

BOBBY GOLDSBORO "The Round-Up Saloon" (Curb/CBS) 32/8

☑ED BRUCE "You're The Best Break..." (MCA) 31/31

Radio Records NATIONAL AIRPLAY/50

November 20, 1981

EMMYLOU HARRIS & DON WILLIAMS/If I Needed You (WB) 3

MERLE HAGGARD/My Favorite Memory (Epic) 11

JOHNNY LEE/Bet Your Heart On Me (Full Moon/Asylum) 16 10 5 0 GEORGE JONES/Still Doin' Time (Epic)

19 14 HANK WILLIAMS JR./All My Rowdy Friends... (Elektra/Curb) 5

BARBARA MANDRELL/Wish You Were Here (MCA)

JOHN CONLEE/Miss Emily's Picture (MCA)
STEVE WARINERVAII Roads Lead To You (RCA)

23 17 14

LARRY GATLIN/What Are We Doin' Lonesome (Columbia) 22 16 11 CRYSTAL GAYLE/The Woman In Me (Columbia)

0 24 18 16 ALABAMA/Love In The First Degree (RCA) 18

31 26 BELLAMY BROTHERS/You're My Favorite Star (Warner/Curb) O 26

RICKY SKAGGS/You May See Me Walkin' (Epic)

GENE WATSON/Fourteen Carat Mind (MCA) 23 19

SYLVIA/Heart On The Mend (RCA) 14 12 9

ANNE MURRAY/It's All I Can Do (Capitol) 13 12 15 16

RONNIE MILSAP/I Wouldn't Have Missed It For The World (RCA) 0 39 36 23

TOMPALL & THE GLASER BROTHERS/Just One Time (Elektra) 21 28 25 MEL TILLIS/One-Night Fever (Elektra)

10 OAK RIDGE BOYS/Fancy Free (MCA)

GEORGE STRAIT/Down And Out (MCA) 27 24 22

21 JOHN SCHNEIDER/Them Good Ol' Boys Are Bad (Scotti Bros./CBS) 29 24

GARY MORRIS/Headed For A Heartache (WB) 40 33 28

0000 MOE BANDY/Rodeo Romeo (Columbia) 31 27 41 STATLER BROTHERS/Years Ago (Mercury/PolyGram) 42

31 38 DAVID FRIZZELL & SHELLY WEST/Husbands And Wives (WB) 35

38 CONWAY TWITTY/Red Neckin' Love Makin' Night (MCA)

MAC DAVIS/You're My Bestest Friend (Casablanca/PolyGram) 41

92 KENNY ROGERS/Share Your Love With Me (EMI/Liberty) 10

ROOM JUICE NEWTON/The Sweetest Thing (I've Ever Known) (Capitol) 49 43 37

EARL THOMAS CONLEY/Tell Me Why (RCA) 34 39

ROSANNE CASH/My Beby Thinks He's A Train (Columbia) 20

WILLIE NELSON/Mountain Dew (RCA) 32

43

13

EDDY RAVEN/Who Do You Know In California (Elektra)

30003 MICKEY GILLEY/Lonely Nights (Epic) 46 42

DOTTIE WEST/It's High Time (EMI/Liberty) 47 44 REEVES & CLINE/Have You Ever Been Lonely (RCA)

50 46 CHARLY McCLAIN/Sleepin' With The Redio On (Epic) 11 25 38

0 KENNY ROGERS/Blaze Of Glory (EMI/Liberty) 47

BILLY "CRASH" CRADDOCK/Now That The Feeling's Gone (Capitol) 45 43 19

TAMMY WYNETTE/Crying In The Rain (Epic) 41 26 DON WILLIAMS/Lord ! Hope This Day Is Good (MCA)

WAYLON JENNINGS/Shine (RCA)

RONNIE McDOWELL/Watchin' Girls Go By (Epic)

LEON EVERETTE/Midnight Rodeo (RCA)

000000 T.G. SHEPPARD/Only One You (WB/Curb)

New

Entry

EDDIE RABBITT/Someone Could Lose A Heart Tonight (Elektra)

CHARLEY PRIDE/Never Been So Loved (In All My Life) (RCA) 21 CON HUNLEY/She's Steppin' Out (WB)

22 32 49 JERRY REED/Patches (RCA) 48 37 40 50

on compiled weekly reports from our reporting stations. Black circled numbers indicate ent from the majority of our reporters.

of Summery: Up 0. Same 0, Down 0, Debuts 0, Adds 31 including WSAJ AM-FM, WCXI, KEBC-FM, KNIX-FM, KEEN, WNYR, KOKE-FM, KIKK-FM, WSM, KRMD-AM-FM.

WSEN, WHYR KOKE-FM, KIRK-FM, WSM, KIMID-AMI-FM, SUE POWELL "(There's No Me) Without You" (RCA) 28/3 Netional Summary Up 14, Same 7, Down 0, Debuts 4, Adds 3, WMAQ, WCXI, KLRA, WTSQ 28-25, KVOQ 47-38, KFDI-AMI 47-43, WWVA 40-37, WSIX-FM 25-16, WSM 36-31, KRMD-AMI-FM 39-32.

47-43. WWVA 40-37, WSIX-FM 25-16, WSM 36-37, KRMD-AM-FM 33-32.

BILLY SWAN "Stuck Right In The Middle..." (Epic) 26/21

National Summary: Up 1, Same 3, Down 0, Debuts 1, Adde 21 Including KOKE-FM, WCOS-FM, KIKK-FM, WMC-AM, WFMS-FM, KEEN, KGA, WSEN, WMZQ-FM, WMAQ 23-18.

MEL STREET & SANDY POWELL "Slip Away" (Sunbird) 21/1

National Summary: Up 7, Same 6, Down 1, Debuts 6, Adds 1, KIXZ, KRRV 24-17, KHEY 37-32, WLWI-FM 36-33, WIRK-FM d-39, WKKN d-39, KGA 39-31. Or: WESC-AM-FM, KKYX.

WRKIN diss. KGA 39-31. OR WESC-AM-FM, RKYX.

MARTY ROBBINS "Teardrops In My Heart" (Columbia) 19/3

National Summery: Up 7, Same 6. Down 0, Debuts 2, Adds 2, WSAF-AM-FM, WAXX. KHEY, KRZY 39-34, KCKC 11-9, WIXL-FM

12-26, KVET 47-44, Or: KEEN, KGA.

IZ-ZB. RVET 47-64, UIT. REER, RUSA.

TOM JONES "Lady Lay Down" (Mercury/PotyGram) 18/9

National Summary: Up 1, Same 6, Down 0, Debuts 2, Adds 9, WGTO, RIKK-FM, WMC-AM, WBAM, WSAI-AM-FM, WHK,

TERRY GREGORY "I Can't Say Goodbye To You" (Handshake/CBS) 18/6
National Summery, Up 5, Same 6, Down 0, Debuts 1, Adds 6, WSLR, WAXX, WKMF, KFDI-AM, KKYX, WIRK-FM, KVET 46-43,
WLWI-FM 38-30, WSXI-FM 6-24.

WLWI-FM 3830, WSIX-FM 6-24.

LOUISE MANDRELL & R.C. BANNON "Where There's Smoke There's Fire" (Epic) 17/8

National Summery: Up 0, Same 6, Down 0, Debuts 1, Adds 8, KEED, KRDR, KSOP, WVAM, KRRV, WBAM, WKLM, KVOO, Or:

REX ALLEN JR. "Arizona" (WB) 16/5
National Summery Up & Same 4: Down 0, Debuts 1, Adds 5, KHEY, WH8F, KKAL, K8MY, KGA, KKYX 46-40, KRMD-AM-FM
46-40, KCUB 39-33. BOBBY SMITH "Too Many Hearts In The Fire" (EMI/Liberty) 15/10
National Summery: Up 0, Same 4, Down 0, Debuts 1, Adds 10, KOKE-FM, WGTO, WSM, KRMD-AM-FM, KBMR, WAXX, KFGO,

nedonal Summary: Up 4, Same 7, Down 0, Debuts 1, Adds 7, WUNA-PM, WKSJ-PM, WLWI-PM, WSIX-FM, WKMF, WITL-FM, KVOO. Or: WPLO, KRZY, KEBC-FM.

TOM CARLILE "Catch Me If You Can" (Doorknob) 15/4

National Summary: Up 6, Same 4, Down 0, Debuts 1, Adds 4, WESC-AM-FM, KKYX, WQYK-FM, WIRK-FM, KHEY 35-31, WQIK-FM 42-37, KFDI-AM 34-30, KEED 34-31.

MICHAEL BALLEW "Your Deddy Don't Live In Heaven" (EMI/Liberty) 14/2
National Summary: Up 6, Same 4, Down 0, Dabuts 2, Adds 2, WKKN, WQIK-FM, KBMR 38-33, WAXX d-36, KWMT 33-32, WXCL
41-38, KOKE-FM 48-39, On: WSALAM-FM, KRMD-AM-FM.

JOHNNY RODRIGUEZ "It's Not The Same Old You" (Epic) 13/13
National Summery: Up 0, Same 0, Down 0, Debuts 0, Adds 13, WBGW-FM, WCAW, WIXL-FM, WYII, WCOS-FM, KHEY, KIKK-FM, KKYX, KRMD-AM-FM, KBMR, KFGO, KFEQ, KFDI-AM. DONNA FARGO "Jacamo" (WB) 13/7
National Summary: Up 0, Same 5, Down 0, Debuts 1, Adds 7, WESC-AM-FM, WQIK-FM, WKSJ-FM, WITL-FM, KRZY, KEED, KTOM, On: WIRK-FM, KSO.

WAYNE KEMP "Why Am I Doing Without" (Mercury/PolyGram) 13/3
National Summary: Up 3, Same 6, Down 0, Debuts 2, Adds 3, KVET, WKSJ-FM, KWKH, WSIX-FM d-21, WIXL-FM 13-6, On:
KMEY, WLWI-FM, KVOO.

KHEY, WLWI-FM, KYOU.

JOE STAMPLEY "Let's Get Together And Cry" (Epic) 11/11

JOE STAMPLEY "Let's Get Together And Cry" (Epic) 11/11

Netional Summary: Up Q, Same B, Down B, Dabuts B, Adds 11, WGNA-FM, WIXL-FM, WYII, KIXZ, KIKK-FM, WSIX-FM, WHOO National Summary: Up Q, Same D, Down

KKYK, KRMD-AM-FM, WAXX, KFDI-AM.

CORBIN/HANNER BAND "Oklahome Crude" (Alfa) 11/9

CORBIN BAND "OKLAHOM (Alfa) 11/9

CORBIN BAND "OKLAHOM (Alfa) 11/9

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CORBIN BAND "OKLAHOM (Alfa) 11/9

CORBIN BAND "OKLAHOM (Alfa) 11/9

CORBIN BAND "

Country/

Pictures



CARRYIN' ON IN DENVER — WB/Vive artists David Frizzell and Shelly West stopped by the KLZ/Denver studios to chat with staffer Chuck Leary (center) while in town during their current promotion tour.



SHE SURE DOESN'T LOOK LIKE A CHARLY! — Charly McClain visits with KCDR/Cedar Rapids morning man Dennis Cannon following her recent concert appearance in the city.

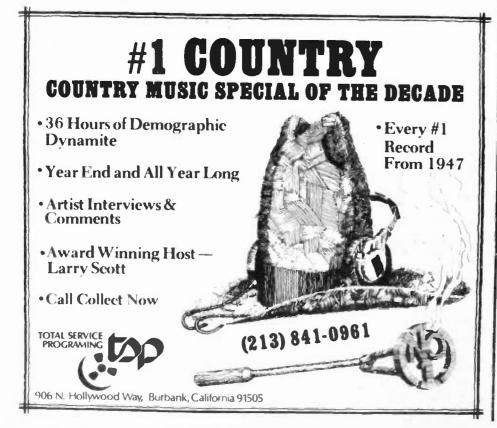
To Train Or Terminate

Continued from Page 42

teaching system, who is a very well-known psychologist; the other is Ray Considine, well-known as a sales and motivational trainer of people and author of a book called 'The Great Brain Robbery.' "

While the motivational training is only a part of what Klemm Media offers its clients, it may be the most important ingredient in building a foundation for radio's future. If we don't train the people we have today, where will tomorrow's talent pool come from? As Dave notes, "The amount of competition is becoming so omnipresent that I think a lot of people in radio stations are being overwhelmed by it and have lost sight of how they can communicate so that they're unique, creative and distinctive. All we have once you get beyond the transmitter and wires are people. I'm interested in training the human side of our business, using the skills and psychological dimensions of people so that they will be more effective communicators."

This article was not written to drum up some additional business for Klemm Media. . . the company already has more clients than it can handle. It was written to point out the alternatives to indiscriminate terminations. Dave's is one of them, but training has to be a year-round process to be effective, and it has to come from the broadcasters already in a position to filter down some of their experience and knowledge to those newer, younger staffers who will be taking over in the years to come.





Biff Collie

Inside Nashville

CHICKEN OR FEATHERS: Thanksgiving 1981 finds us all with a lot to be thankful for, and many of us with a lot to look forward to. I hope your Thanksgiving this year is "chicken" instead of "feathers"; if it's "feathers," remember what my dad said about my talent: "Your greatest asset is you've got so much room for improvement!"...Jerry

Reed will star in a made-for-television golf movie spotlighting the Nashville Seniors Classic tournament, which will be filmed here next spring during one of ten stops on the recently-formed Seniors Tour. That classic's field includes pro golfers who have headlined the game and are now 50 years or older ... Lynn Anderson has filed for divorce, charging her husband, wealthy Lake Charles businessman Harold "Spook" Stream, with repeated physical abuse and prolonged desertion. She's asking custody of their two children. Stream says this is a counterclaim on her part to a suit he filed several months ago... Tammy Wynette and George Jones did it again Saturday night (11-14), headlining "Nashville Palace," with Charley Pride, Terri Gibbs and Minnie Pearl . . . Red O'Donnell heard that Larry Butler will produce a session here on Englebert Humperdinck shortly

Last week's "typo" had "Bill Anderson working six-nights-per-week at Nashville's plush Radisson Plaza Hotel January and February." Wrong! Bill Anderson's Po' Folks showgroup will be there till New Year's (and maybe Bill will drop by some)

Margo Smith, label-shopping since leaving Warner Bros., entertaining aboard the S.S. Doric on a Caribbean cruise November 29-December 9... "Nashville Palace" 's six contracted shows wind up next Saturday (11-28) with Roy Clark, Tom T. Hall, and Audrey & Judy Landers. Fans of the show can show support by directing mail to NBC-TV, 30 Rockefeller Plaza, New York, NY 10020... Charly McClain's "Hart To Hart" TV guesting November 24 is added to her 11-21 "Nashville Palace" guest shot, plus "Austin City Limits," "Dance Fever," "Country Top 20," and "Hee Haw."

CBS SONGS: The new name of the publishing arm of CBS Records is now CBS Songs. Directors of 30 international divisions of the company gathered here last week to mark the occasion with seminars headed by President Mike Stewart. Mike told the gathering, "Nashville is the most important music center in the 1980's. I thought it would be good for all my people around the world to see what Nashville is like, to see the energy, to hear the music, to see that it's a creative center and not just the home of one kind of music."

"SING ME BACK HOME: MY LIFE": Merle Haggard's new autobiography, with the help of Cleveland Plain Dealer writer Peggy Russell, tells stories on Hag himself, and about how he really feels about his affair with Dolly Parton, about his resentment of the Nashville music community, about the ins and outs of marriage and correctional institutions. Merle, in fact, tells more about those things than about his music. (Perhaps that speaks for itself.)

COMING OUT OF THE ICE: Willie Nelson'll start filming his part in that movie based on the life of Olympic medal winner Victor Herman, who spent ten years in a Russian labor camp, after January 1. He's

on his first tour since hospitalization, through most of December.

CALENDAR: Moe Bandy & Wendy Holcombe in Macy's Thanksgiving Day parade; Wendy on the NBC float, Moe aboard the John B. Stetson hat . . WSM Radio's all-night man will broadcast during Knoxville's 1982 World's Fair. Robbins nominated for induction into the Cowboy Hall of Fame . . . Jeannie Seely honored on her 14th anniversary at the Grand Ole Opry, and is huddling with her new record producer Ray Baker on an album project... Denny Hilton, founder, owner, producer, and MC (whew!) of the "Country Shindig Show" at the Lake of the Ozarks in Missouri, came calling to album. Denny, who had his own plane, was fortunate not to have been in it recently when an unnamed aircraft company forgot to lower the landing gear and wrecked the craft, which they were returning to him. Could be a country song there . . . KLIF/ Dallas talent contest winner Neal McGaughey 'was here to make his first record, a dream-come-true prize for outperforming 200 others in a stationsponsored, on-the-air promotion. KLIF's Carolyn Poland said travel and other expenses for the winner would total over \$8000, but it was so successful, she said, they'll do it again. Call Carolyn at KLIF for further details . . . Dave Rowland & Sugar signed with Top Billing International for exclusive representation . . . Freddy Weller signed with Buddy Lee Attractions here

The Nashville Music Association has moved to larger quarters at 14 Music Circle East, Nashville, TN 37203. Executive Director Dale Franklin Cornellus's new phone number is (615) 242-9NMA. We failed to mention the new Phil Baugh pedal, a unit invented by Baugh which raises and lowers the pitch on each string of a guitar while being played, is being produced by the Deklay Corp. of Bloomfield, CT . . . Marijohn ("One Day At A Time") Wilkin just finished her first album in years with producer Andy DiMartino . . . Doorknob artist Tom Carlile recently became the daddy of an 8-pound, 5-ounce boy, Christopher Ryan, born November 1 in Orlando . . . Emily Bradshaw, a most prominent name on Music Row for many years but inactive as of late, reopens her Promotions By Emily office on the row January 4. Emily's career began at WSM in 1957; after ten years there she served as Executive Director for the Nashville Chapter of NARAS for 8½ years and directed Nashville activities and coordinated the Wembley Festival for British entrepreneur Mervyn Conn for 10 years.

COUNTRY CROSSROADS, a \$15 million development, will be built on that triangular piece of real estate at Division and Demonbreun Streets, across from the Country Music Hall of Fame, extending almost to Interstate 40, with construction start planned for March.

HAPPY THANKSGIVING!



Coors Country News
This Week's Guest:
MEL TILLIS

Welcome back, Emily.

Call Pete Howard (213) 399-4949
131 Ocean Park Blvd. Santa Monica, CA. 90405



Regional Adds & Hots

MOST ADDED

EAST

HOTTEST

MOST ADDED

MIDWEST

SOUTH

MOST ADDED

WEST

HOTTEST

Leon Everette (RCA) Ed Bruce (MCA)

George Jones (Epic)

T.G. Sheppard (WB/Curbi Eddle Rabbitt (Elektra)

T.G. Shepperd (W Billy Swan (Epic)

Ed Oruce (MCA)

EAST

ED BALCE
JUE STANFLEY
DAMA STANE
BILL ANDERSON
GIAM WREFER
HOTYLEY
LAMBLE BILLAP
GLURIA STANIT
NICKEY GILLEY
MILL DAVIS
HERYES & ULIME

WVAM Allgone, PA

Attourie, P.A.
Jung's Notivital
Liston WELCH
LEUM EVERSTE
HIRE CAMPUELL
T. (s. SEE PROMOTE
SILLY SHEEP HAND
MAYNOR ARNITHMOS
MANAGELLE & SAMMAN
MAYNOR ARNITHMOS
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WIXL-FM Newton, NJ

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LEGN EVERETTE RLANTE MC DUNEL WILLIE MELSON RAY PRICE HOTTONTI JUPO SCHOOLIGER RLABAMA

WEEP Pittsburgh, PA

ROBBIE ME DUVEL WILLIE MELSON KENNY ROGERS EDDIE RABBITY REK ALLEN JR. HOTTOSTI

Casper, WY

MEL RE LANIEL
EATTIE WEST

FORL GAYIS

MICRET GILLET
LLUM EVENETTE
POSTORY:
DANDEAGN MANUFELL
PROBLES & HILLIAM
LERE WATSORN

STEVE WATSORN

STEVE WATSORN

KLZ Denver, CO

KEED Eugene, OP

FRIZZELL 6 MEST EUTTIE MEST MEETES 6 CLIME BILLT SWAN MUTTORT: UMARLET PRIDE BANBARA MANGREL UAR RILGE BUTS MUSANNE LASH MENNY MUGERS EUGENE, OR

T.G. SPEPPARD

T.G. SPEPPARD

RESIDENT MICKERS

MAKERELL & BAI

LOW BELLEAM

BRENDE LEE

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GARY GERTRY
SUSIE ALLANGUN
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WHOW York PA

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SOLITO GOOL
BILL ANDERSON
JUMP DEHNER
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BANGARA MANDRELL
HANN BILLIAMS JR.
JUMP CORNET
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KNEX-FM Phoenis, AZ

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BODTE RAMBITT
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NUMBEL MI CAMBEL
GAMMA PANGA
DIANA PANGA PANGA
DIANA PANGA
KCUB Tucson, AZ

ALON DENVER DUTTIE VEST EU BRILLE BLEELT BARE REHA ME, ENTIRE HOTTOST: HANN HILLIAMS JR. HERLE HACGARD JLADOUT LEE TIEVE WARFRER HARAFIS & HILLIAMS

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JOHN ANGENSON
T.G. SMEPPARD
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EI PROGO, TX

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MATTER SHOUTHERS
RAY PRILL
ACTOR DENVER
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TAM LARLIEE
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MERIE HACGAGO
RICKT STEMACS
JOHN SCHRELOUR
ALABARM
JUICE RENTON

JBCRBONHTRB, PS.

CORB IN/HRINER BA

DUN WILL IANS
JUHN ANDERSON
BUBBY GOLDSBURL

DUNNA FARCO
CAN'T STENART

MICHAEL BALLEW

STEVE CARLISLE

HOTTA STE

BILLS MONTON

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KYXX Odesea, TX

LEUN EVERETTE REL VES & CLIME WRIGHT BHOTHERS

HOTTEST: ANNE MERHAT CRYSTAL GAYLE STATLER BRUTHERS TAM JONES BILLY SWAN DOTTIE BEST LEE GREENIGLO HOTTAGT! DAMBARA MANURE! ALABARA RENNY RUGERS MAL DAYIS

REBA NIL ENTINE CUTTIE MEST IENNY RILLERS HISTFOST JUND COMEEE ALABAMA JOHN SCHOETDER JUICE MENTON EDDIE RANBITT

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Montgomery, AL
TENNESSEE EMPRESS
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DIAME PFEIFER
PAUL WILLIAMS
BULLY SWAM
MOTHER!
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WSIX-FM Nashville, TN

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NICKEY GILLEY
JOE STAMFLEY
DIAME PELIFER
BOSS Y LEB 15
HOTTOST:
GEORGE JOMES
JUMMIY LEE
ALABAMA
RUMNIE NILSAP
"CRASSOF CRACGOCK

Strewport, LA

BILLY SWAN

T.C., SHEPPAD

JOHN (SEWER

BILL AMCESSON

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GOBINT HUGHI (JUE2

JOES STAMPLEY

HOTTEST

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RICKY SMACKS

GEORGE JAMAN

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BILLY SMACKS

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BUSH MATSUM
MAR BANCT

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192 VES & LLIHÉ
T.G. SHEPPHAU
LLAN
HOTTAST!
HARK BHLLIANS JR.
JAPONY LEE
CENÉ BATSON
CLAMAY TRITYY

WOYK-FM Temps/St. Pets, FL

MANGMELL & BANNO NEEL NC LANIEL LOCBEY GOLDSBORG HOTTEST! HANK BILLIAMS JR JUMMET LEE NEELE HAGGARD GEORGE JONES GENE WATSON

WTOR-FM Winston-Se WATEON JENNINGS EU BRUCE READITE NE DENEL

NUMBER OF REPORTING STATIONS

THIS WEEK: 111

Hottest Tracks:

No songs qualified for Hottest Tracks this week.

COUNTRY ALBUMS Cuts in bold type are receiving the heaviest airplay.

"Ride The Trein"

EARL THOMAS CONLEY — Fire & Smoke — (RCA)
"Smokey Mountain Memories" "Too Much Noise (Trucker's Weitz)" "After
The Love Slips Away" "Like Cinderelle"

CRYSTAL GAYLE — Hollywood, Tennessee — (Columbia) "Hollywood" "Ain't No Sunshine" "You Never Geve Up On Me" MERLE HAGGARD — Big City — (Epic) "Big City" "Are The Good Times Reelly Over" "Good Old American Guest" "Texas Fiddle Song" GEORGE JONES — Still The Same Ole Me — (Epic) "You Can't Get The Hell Out Of Texas" "Same Ole Me" "Couldn't Love Have Picked A Better Place To Die" "Still Ooin' Time" "Deddy Come Home" "Someday My Day Will Come" JOHNNY LEE - Bet Your Heart On Me - (Full Moon)

Asylum) "Highways Run On Forever" "A Little Bit Of Lovin" "Tive Come A

Long Way"

BARBARA MANDRELL — Barbara Mandrell Live — (MCA)

"She's Out There Dencin' Alone" "Hey Good Lookin'"

RONNIE MILSAP — There's No Gettin' Over Me — (RCA)

"Everywhere I Turn (There's Your Memory)" "I Live My Whole Life At Night"

REBA MCENTIRE — Heart To Heart — (Mercury/PG) "Love EDDIE RABBITT - Step By Step - (Elektra) "Rivers" "Early In EDDY RAVEN — Desperate Dreams — (Elektra) "Young Girl" "A Little Bit Grazy" "Despere Greens
STATLER BROTHERS — Years Ago — (Mercury/PG)
"Memories Are Made Of This" "Today I Went Back" MEL TILLIS & NANCY SINATRA — Mel & Nancy — (Elektra) "Play Me Or Trade Me" "Where In Heaven On Earth"
HANK WILLIAMS JR. — The Pressure Is On — (Elektra)

Most Requested:

Curb) "A Country Boy Can Survive" "Ramblin' In My Shoes" 'Tennessee

HANK WILLIAMS JR. "All My..." (Elektra/Curb)
GEORGE JONES "Still Doin' Time" (Epic) MERLE HAGGARD "My Favorite Memory" (Epic)

ALABAMA "Love In The First Degree" (RCA)

ALABAMA - Feels So Right - (RCA) "Women Back Hom

LACY J. DALTON - Takin' It Easy - (Columbia) "Wild LEON EVERETTE — Hurricane — (RCA) "Hurricane" "Make Me Stop Loving Her" "Don't Be Angry" "The Feelin's Right" "Betty Ruth"



Jeff Green

Adult/Contemporary

What Makes A Good Promotion Person

In a typical day here at R&R, more phone conversation revolves around the relationships between radio stations and record companies than any other topic. Often both sides complain about the other's lack of support and understanding, which has led to the purpose of this double-feature

This week, I discussed the qualities of good record promotion people with three respected A/C Music Directors, one from each size Parallel market. The objective of this forum is not to merely offer a stone for axegrinders, but to constructively present some of the key issues that prevail today.

There are some frank statements included here, both positive and negative. If any improvement can be made in the way stations and labels deal with each other, it will only occur if the real truth is allowed to speak. With today's tight ratings, playlists, and label rosters, it's more important than ever for radio and records to cooperate and help each other reach their greatest potential.

This week radio speaks. Next week, It's the record labels' turn.

Shannon West, Music Director WSKY/Asheville, NC

A good promotion person is one who is aware of and is sensitive to what your radio station is doing! He's concerned about your commitment to quality, success and your individual style. Flinging product randomly at a station isn't part of that.

I spend a lot of time trying to make record people aware of our direction. It's ludicrous to present a programmer the idea that every record they're working is a hit and "just right" for every kind of A/C station. WSKY is not quite a "mainstream" A/C station. A good promotion person respects this difference, and tries to lead me to his records that best suit my station, not those that will simply serve to achieve bullets.

Record people who are really successful don't just track a station, they talk with you. It's a music director's responsibility to be able to state a clear idea of his station's philosophies. I believe in real one-on-one relationships, instead of two people trying to run a number on each other. I don't believe that anyone is totally honest in these relationships, which doesn't bother me except that it's

Shannon West now reaching the degree of a "them vs. us" situation. I think we need to level with each other more. I don't mind criticism as long as it isn't abusive.

I'd be foolish to say the promotion people didn't influence my decision-making. The minute somebody calls you about a record, you become more aware of that record over somebody else's. That's especially true if they're really working hard on it. But, it works negatively sometimes if I'm pushed too hard on a song that's not right. Either way, it's impossible to work in a vacuum. I tried that once - no trades, no phone calls, just based everything on my ears. It seems we're just conditioned to expect some kind of influence. It's very hard to hold off on somebody's pet project, because they make you feel horribly guilty if you don't add the record. I remind myself in those situations to keep my interests on the needs of the radio station. There are a lot of records I like personally that I can't program.

I find three general types of music that come steadily to A/C radio these days: oldie remakes, marginal CHR crossovers, and country crossovers. Some A/C stations need to find their own cuts to push - to find the records that are meant directly for their audience, instead of coming second-hand from another format.

Often I hear the phrase used by record promotion people, "Well, your audience will like it if you let them hear it." That's a very valid point. However, there are probably many records that my audience would like to hear but I just can't play because of the limitations of time and space. That is, if I intend to give the ones I am playing enough rotation frequency to break them.

Walt Pinto, Music Director WELI/New Haven, CT

The best promotion person I know is in a local position in this area who's already been promoted a couple of times by his label. He'll go a lot higher within the company because he covers every station as if each one was important to his record company. He pays no attention to the format or even reporting status. Unfortunately, a lot of record people do. They have a few key stations that either are important to the company or are those that will add a record early. All other stations are relegated to an almost nonexistent status.

To give you an idea of the different grades of promotion, most record companies treat WELI very well. They give adequate to excellent service. Yet there is one independent distributorship that doesn't service us at all, not by mail, in person, or on the phone. I feel sorry for the labels that are being represented by them. If all the VP's of promotion sent out surveys to all the stations they consider im-



Walt Pinto

portant, asking questions about local service and followthrough, I wonder how many of them would be in for the shock of their lives! I have been forced to wait on some very big hits simply because I received defective copies

"One label has kept the same local rep here for close to four years and he's only visited or called a total of 3 times!"

and couldn't get playable ones fast enough. For that reason, it's nice to get a call every week, even if it's only for thirty seconds. Because a call can also make me aware of a specific record, it could get added weeks sooner as a result.

I definitely take a label's ability to deliver a record into consideration when I'm deciding whether or not to add it. You can learn to tell how organized the label is on a certain record. The risks involved are being the only station in the market playing the song, and the possibility of being badly burned if no stock is put in. Both are dangerous to any A/C station that depends on familiar current records for its success

Honesty is the most important thing to me. The best relationships I have with promo people are with those I know I can trust, on both local and national levels. They won't hype me on a record that isn't happening. At least,

they'll tell me it isn't developing when they mention it.

This honesty factor is important because I take pride in being honest with the people I deal with. If I'm not on a record, I'll say why, without using evasive lines. In return, some understanding from the record companies' side is important as well. I know there's tremendous pressure on promotion people from above, but I hate to have someone tell me I'm wrong when I say a record is wrong for us. Nobody on the outside, in promotion, knows the criteria we need to put on a record as well as myself or my staff. I appreciate it when they understand who we really are. A station targeting upper demographics that plays one or two wrong records can start making listeners question its approach, or worse, punch it out for someone else.

Understanding our approach is a two-way street When a new promotion person calls or visits, I always give them a rundown of what we do and why our policies are as they are. I don't expect the record people to sit around catering to our needs, but they shouldn't expect our support whenever they want it, either. Overall, the hardest working promotion people are the ones I find to be the most effective

Denny Long, Music Director WCCO/Minneapolis, MN

I see a good promotion person's responsibility as being a combination of sales and public relations. The best ones are sensitive people who want to get to know you and who, for the most part, like their label's product. If they don't or aren't sure, they are honest enough to tell me so, still being behind their companies.

On the other hand, I've watched the number of good promotion people, those with these skills, decline steadily over the past several years. I don't blame the individuals because this problem begins at the top of the record company ladder. Labels need to give their staffs some direction in public relations as well as

Perhaps the companies don't realize how important

Denny Long this contact out in the field has with the radio people One label has kept the same local rep here for close to four years, and in all that time, he's only visited or called WCCO a total of three times! This is a major label I'm talking about.

The trend has been at least 50% of the time to be treated, not as who we are, but as what we're worth to trades and sales. I'm not expecting the national, regional, or independent promotion people to truly understand what our station here is about, but many of the local people do not approach this station as an individual facility having its own needs, target audience, or direction. Many have no concept of what all this means, nor do they take the time to find out.

The trade reporting syndrome has been created a monster by all of us. I can't tell you how many promotion people don't even care whether we play a record or not. They just say, "I need a report on this record." These people don't care what our needs are, but I care about theirs. I really do. But record people have to put up with a lot of creeps in radio, too - some very selfish people, I'm sorry to say.

There's no doubt that a good presentation will affect my decision-making. Granted, the record has to be in the ballpark, but I've had it happen to me when I've been pushed across the border by a nice, positive delivery in a promotion person.

It would be unfair to expect every promotion person to be totally honest with me, because I myself can't give out every truth about this radio station. If they're approaching me generally on an honest, intelligent level, I won't ever have to ask them, "What do you really think of this record?" However, I'm not overly concerned with what a label's intentions are regarding a song. I try to judge the music on its individual merits.

If there's anything I've learned after over ten years as Music Director here, it's how important it is to keep the two-way street open. I really do care about the local promotion people, and I tell them so. That rapport means everything to me, and a lot of work gets done that way. I just try to be fair and I expect that from them. I'm not looking for lunches or dinners. Just call me, say hello, and let me know what's happening. If there nothing happening, call anyway to say hello. That PR

For more commentary on the relationships between the radio and record industries, see Joel Denver's CHR column and Jeff Gelb's AOR column this week.

BEACH BOYS STEVE CASLISLE

CITU OBLI TEMBIFFD MARKES TEMBESSE RAFF. NOTEST HICKS & PERLEY BARRY MARILEN JUICE HENTON GENERALS C. CHRISTIAN

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wwyZ/Hertford PopovictyCoffiger

Popowich/Corngan ROLLING STOWER LAB DAW PCGELBERG SHEENA EASTOW GREG LARE ROTEOUS COMMICDORES RABBY MANILOW

ARS POREIGNEP C. CMRISTIAN

RUPERT HOLMES NICES & MEMILET NOTEGET AIR SUPPLY BARRY HANILOM MEIL DIAMOND DIAMA ROSS POREIGNER

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DAB POGELBERG SMEEDA EASTOM NILLY JOEL VANCELIS HOTERET: HOTERET HILHAPMINI BAPPY HANILOM DOB MCLEAN BARBA STREISAND DIANA ROSS

WHAM/Rochester, NY Deve Laird

Deve Lawd

HICKE & MENLEY
SMEZER EASTON
BEACH BOYS
SMEAKER
LINDEY RUCKINGHA
ROTUREY
DIAMS POSS
HIRE POST
DODRIGHER
C. CWRISTIAN

KRNT/Des Mo

WOWOFE Wayne Sam DeVincent

GUARTERPLASH JOURNEY MOTEST : AIR SUPPLY POREIGNER HALL & CATES BOB SEGER DIESEL

GEORGE BENSUM
PAUL DAVIS
HALL & OATES
REMNY BOGERS
HEACH BOYS
HOTEBUT
AIR SUPPLY
C. CHRISTIAN
COMMODORES

WIBA/Media

GEORGE BENSON SWING NOTE STATE DIAMA RORS HICKS & HENLEY FOREICHEP ROYAL PHILHARMONI COMMODORES

KLTE/Oklahoma City

HOTTON HANTON STEVIE WOODS COMMEDORES NEIL DIAMOND ROYAL PHILHARMONI

WQUA/Qued Cities, IA Jack McKay

HEACH BOYS

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GEORGE BEHBON BARBAA STREISAND NACLA GOTES BOCKAG! COMMODORES AIN SUPPLY DAN FOCELERG AL JARREAU QUINCY JONES

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BABERA STHEISAND
STEVIE MODDS
SHEKHA EASTON
SILLY JOEL
HOCK-SKI
FOREIGNER
DIAMA BOSS
GEORGE BESSON
HALL & OATES
NICKS & HESLEY

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LINDSEY BUCKINGHA
COMMODORES

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BICKS 6 MENTEY

QUAPTERPLASH DOM MCLEAN BARBRA STPEISAND MALE & ORTER PEIGHEA B TE: DIAMOMP

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DAM FORELINERS BOYAL PHILIPASPORT

WASHWashington D.C. Bot: Dustimon

PAUL DAVIS

Parallel Two

BARRA STREEBAND REACH SOTS JOHN DERVER MOTIGER! POREIGNER LIGHT MULEAN

Parallel Three

WKZE/Cape Cod, MA Ken McGrail

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RESHIT ROGERS
BEACH BOYS
BILLY JOEL
HOTCOST
HOTLOT
RAFFY MANILOM
BAPRAS STREISAND
BIR SUPPLY
DIAMA BOSS

EAS FOGELBERG BEACH BOYS BILLY JOEL SWEAKEP Hottwat: POREIGNER REWNIE HILSAP NEIL DIAMOND EDDIE RABBITT COMMODORES

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OBJ

Parallel One

PAUL DAVIS
DOMINGO 6 DENVER
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HALL 6 OATES
AIR SUPPLY
POREIGNER

WARMSE/Cincine Walker/Zerhusen

CAN POGELBERG
JENNEPER WARME:
ABT GARFUNKEL
HOTCOST:
COMPODDRES
C. CHESSTIAH
POBEIGHER
JUICE NEMTON
DON MCLEAN

FAUL DAVIS
HALL & CATES
HICKS & HEMLEY
HORLOST DIAMOND
PORRIGHER
CONHODORES
RAPRY HAMILOM
AIR SUPPLY

WGAR/Clevel

JUICE NEWTON EDDIE RABBITT HALL & CATES

WWWE/Cieveland Kim Scott

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AIR SUPPLY
MIKE POST
BARRY MANILOW
COMMODORES
DIANA ROSS

BILLY JOEL BOYAL PHILHARMONI STEVE HILLER BAND BARBRA STREISAND Hottost: HOTELET PHILIPAND
HOTELET POREIGNER
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KMBZ/Kanses City Stave Bell JENNIFER WARNES
T.G. SHEPPARD
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DOMINGO & DENVER
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BEACH ROYS HOTE - E: MIKE POST OUINCY JONES FOUR TOPS JOURNEY DAM FOGELBERG Parallel Two

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BLACH BOYS

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BARBY MANILOW

MREIL DIAMOND

HARRA STREISAND

HIRE POST

AIP SUPPLY

AL JAPREAU
BILLY JOEL
RUPERT HOLMEE
HOTCOCT
FORETONEP
HEIL DIAMOND
DOMINOO & DENVER

WTVN/Columbus, OH Denny Nugent

HABREA STREISAND

KOLO/Reno, NV Michael Bennett

PAUL DAVIS KENNY POGES CARPENTERS MERRED POCTO 1 AIR GUPPLY ARBY MANILUM DIAMA CORB DON(NOT) & (RENYE) WELL DIAMAND

RREK/Reck Springs, WY Chuck Martin

CHARP FORTIABLE

TAR PORTIABLE

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RENNY POGEPS EDDIE BARRITT

DAN FOGELBERG
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NEIL DIAMAND

DARBER STREESAND

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KKUA/Honolulu Kimo Atane

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KMJ#Las Vegas

PD018 SANGIST WEARER SOYAL PHILIAM HOW SANGIST MARILIAM

KOY/Phoenia Den Armstrong

LULU MIKE POST DAM POGELBERG AL JARREAU KENNY BOGERS

RPPL/Denver

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JENNIFER MARNE STEVE CARLISLE MIKKI WILLS CAPLY SIMOM HOTEPRIT CAMMODORES BARRY MANILOM POPEIGRER C. CHRISTIAN BEIL DIAMWID

BARRA STREISAND CARPENTERS DAM FOGELAFIG BOTTERS LEWINDS JUICE WEMPON BARRY MARILOM WELL DIAMOND DIAMA BORS PAUL DAVIS KYXY/Sen Diego Richards/Paul

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ELDIE MANAITT
PAUE DAVIS
BOSTINET
DAM PODELBERG
GUIMEY JOHEN
AIP BUPPLY
POUR TYPPS
COMMONIPER

SARPY HABILING

KPLZ/Seattle King/Cook

DOM MCLEAN NICKS & HENLEY LINDSEY BUCKINGHA

HOTEWART MIKE POST COMMODORES BARRY MANILOM QUINCY JOMES WEIL DIAMOND

KEX/Portland Bob Swanson

CRYSTAL GAYLE BEACH BOYS

MOSTORY COMMODDER BARRY MANILOW DIAMA MOSS WELL DIAMOND HICES & HEWLFY

118 Current Reports

118 Last Week

RCYAL PHILMARMONI EDDIE PABBITT MALL & CATES MORRESE; QUINCY JONES POREIGNEB AIF SUPPLY COPMODDRES DIANA FOSS

Parallel Two

KAFY/Bakersfield Joseph King

JENNIFER WARNES BEE GEES MOODY BLUES MOODY BLUES ALABAMA KENNY BOGERS HOTLEGEL: OBJ HIKE POST DIANA ROSS BOD STEWART

QUARTERFLASH KIM CARNES HOLLEGE: BARRY MANILON RUGN/Eugene, OR Brian Jemes

MOTTORY MARILON MAPTY BALIN PUREIGNER QUINCY JONES C CHPINTIAN

LINDSEY BUCKINGHA DOTTIE WEST STEVE CARLISLE

KREM/Spokane Rick Scott

Hottest: AIR SUPPLY DAN POGELBERG FOREIGNER COMMODORES BARRY HANILOW

KCEE/Tucson

NICRS 6 MENLEY MOTERST: NEIL DIAMOND DIANA POSS DOM MCLEAN COMMODORES C. CHRISTIAN

Parallel Three

HOST HOST HARRY HARRY HARRY HARRY HARRY HARRY HARRY FORT FRANCE JOLI

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HOTTONE CARLING
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JUICE NEWTON
HARRY MANILOW
AIR SUPPLY

WHBY/Appletor

DOMINGO & DENVER EDDIE RABBITT CARPENTERS JEMNIPER WARNES BILLY JOEL

KADE/Boulder, CO Hartley/Barry

KBOZ/Bozeman, MT Greg Williams

KSL/Self Lake City

WHBC/Canton Mike Dorn

HOLLORY ONJ HICHS 6 MEMLEY POLICE HEIL DIAMOND HALL 6 GATES

KMBD/Medlerd, Off Charlie Kirk

Charle Kirk

DIERT WILLS

JUBNITCH WARN

BILLY MOST

BRACH BOTTS

CAPPENTERS

BUFEST MOIMES

BUFEST MOIMES

JUNES MONTO

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Slave Paristo

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CHILLIWACE
PAUL DAVIS
SMEAKEP
JOAN ARMATRADING
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COMMODORES
POREIGNEB
DON BCLEAN
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QUARTERPLASH

PAUL DAVIS
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GEORGE BENSON
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COMMODORES
BARRY MANILOW
DIANA ROSS
MEIL DIAMOND
FOREIGNER

EDDIE RABBITT PAUL DAVIS RONNIE MILSAP STEVE CARLISEP DON MCLEAN NICKS & HENLEY BARBA STREISAND

WOHO/Toledo Beau Elliot

BILLY JOEL JENNIPER WARNES ALABAMA AL JARREAU SAILOR KKRD/Wichita, KS Jack Oliver FOR THE PART OF THE PROPER TO THE PROPER THE PROPER THE PROPER THE PROPERTY OF BEACH BCYS HALL & CATES HOLLOST DIANA ROSB DON MCLEAN HEIL DIAMOND GEORGE BENBON BABPY BANILOW

KCSW/Austin, TX Bob Joseph

Gabriel/Morgan

PAUL LAVIS
HARPRA STREIBAND
SMEAKER
BIM CARNER
REACH ROYS
HOtteel;
COMMIDDERE
DIANA HORE
DOM MELPAN
NEIL DIANGED

Parallel Three

REDIE RARRITY
RABRAPA MANDRYLL
RTBVG CARLIRLE
REACH BOTH
HUTTOR!
HUTTOR!
HUTTOR!
DIAMA ROBB
C. CHRISTIAN
JULICE MINTON
ROYAL PHILMARHOUS

RCRO/Capier R

WDAY# orgo-Moorhead Mick Kler

Mich Kjør

PDDIE SABBITT
LINDSTY BUCKLWCNAPORKIGNER
JEMNIFER WARRES
UELBERT NECLISTYN
T.G. SNEEPFARD
HOTCOGLI
AIR SUPPLY
BARBY HAMILON
HIRE POST
DAB POGELBENG
HOMMER MILSAP

SOUTH

Parallel One

w saukalenta
Wah WHikme
BIBGO STABB
HOTEPS!
STEVIE MCOUR
DAN FOOFELENG
COMMODORER
AIB SUPPLY
QUINCY JONES
WLTAFATHANA
AND SAUMORE
BILLY JORE
GARY MORRIS
KACEY CIFK
VANGELIS

HOTTER!
AIR SUPPLY
OUTNCY JONES
HALL & CATER
COMMODORES
DAN FOGELREPG

KULF/Houston Rusty Black

Rusty Block
BILLY JOEL
ROD STEWART
AL JAPREAU
HALL & OATES
JENNIFEP WARNES
HOTTOBLE
AIR SUPPLY

AIR SUPPLY LINDSEY SUCKINGH BARDRA STRPISAND ARLAN DAY PEACHES & HERB

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BILLY JOEL STEVE CARLIBLE JERMAINE JACKSON

MEARED SILLY JOEL SEACH BOYS HOTLERT: BARRY MARITIME COSSIDEDER BIANA BOSS PORFIGUER JUICE SERFOR

WSGW/Seginers, MI Rick Beicher

KPAT/Steus Felle Craig Metz

EXILE Noticet; POREIGNES JUICE STENS WELL DIAME

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W5J5/Wington-Sel George Brown POREIGNER WICKS & HOWLEY HOTTORY HOTTORY FOUR TOPS L'ORMIDORES

ROYAL PHILMARS
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WSM-FMA

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BOD STEWART BEACH BOYS HOTTOBE: BARRY MANILOW AIR SUPPLY CUMMIDDORES PORZIGNER DIANA ROSS

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WGAC/Augusta, GA

BILLY JOEL CARLY SIMON CARLY RINGS
LULU
HALL 6 CATES
GUARTERFLASH
JJOHNIFER WARNI
CARPENTERS
ALABAHA
SHERMA RASTON
GREG LAKE
REMMY ROGERS
HOLLWER
FOREIGHER
DIAMA ROSES
DIAMA ROSES
LINDS
REMMY ROGERS
HOLLWER
RABBY HANILOM
LINDSEY BUCKET

WAFE/Baton Rouge Adams/Daniels

ROD STEWART EDDISE RABBITT RADE & THE GAMG SOLLOW THE GAMG FOREIGNES RABET MANILOS HELL DIAMUND DIAMA ROSS KOLE/Resurrer Delfore/Goutle MOTERATI AIR BUPPLY ABRE M BRAY DIANA ROES COMMISSIONE C. CHRISTIAN

WERC/Birming!

WBT/Charlotte Bicks/Rose BOWNIE HILBAP PAUL DAVIB STEVE CARLISLE NOTERS! DIAMA ROSB POREIGNED GEORGE HENSON BOYAL PHILMARN

WDEF/Chatta Stanley Hall

ROYAL PHILHARMONI BARBRA STREISAND

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ENEAKER FODIE RAHRITT REACH BOYS POYAL PHILHARMONI Parallel Two

KAAY/Little Rock

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NOTE BER welcomes the

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WHVA/Richmond, VA

wank and therefore their playlists were frozen

frozen playlist this weak

WCLIVCHIONUO KOWAID JOY ON WHIO/Dayton

P2 South

W.IMD/Weshington, DC



Walt Love

Black Radio

A READER'S RESPONSE

Why Black Audiences Abandon Black Radio

This week we will share our space with you — the reader. Realizing just how busy all of you are on a daily basis, I feel quite proud that anyone would take time to write a response to one of our articles.

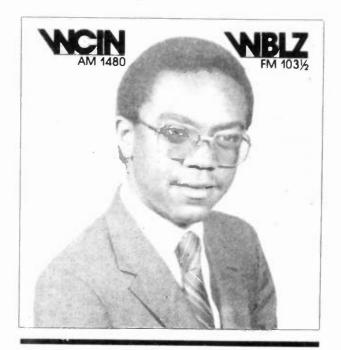
In the October 9, 1981 issue of R&R we featured an article entitled "Analyzing Black Audience Flow," with Part 2 in the following issue. Our very timely response to this two-part series comes from Michael Roberts, Program Director WCIN & WBLZ/Cincinnati. Following is his letter.

I read with great interest your comments and comparisons on Black radio audience flow. I was most interested in your question to programmers on why we lose blacks to non-black stations.

There are several reasons why blacks listen to other formats. I feel the major reasons revolve around presentation, music, and information.

Quite frankly, many Black stations just sound bad. (I didn't say every Black station, I said many...) If you are programming a Black station, ask yourself the following questions: 1) Do I run too many commercials? 2) Do many of my commercials sound annoying and do they revolve around credit? 3) Do my announcers scream? 4) Do most of my announcers sound just like the salary I pay them? 5) Do listeners tell me my station is a bad influence on their children? 6) Do many of the records I play sound like they once belonged to my twoyear-old? 7) Does my station technically sound like a CB radio? 8) Did I blame the last ratings drop on "those terrible people at Arbitron?" 9) Does my general manager ask, "Why don't we sound as good as that Urban station across town?" 10) Do people always tell me what a good ear I have, but could care less about my programming philosophies?

If you answered yes to any of these questions your station has problems. Aircheck your station. Correct



"Many black programmers and music directors would also be surprised if they knew just how many people know about their bad habits. If a programmer is on the take, his station generally sounds like it."

any presentation problems you may have. Then look at the music you play. If you are one of those program directors who is afraid to play crossovers, do yourself a favor and find out exactly what blacks are buying. Remember, you play white records to keep blacks from white stations. Be careful, don't forget your roots, that's

important too. Many black programmers and music directors would also be surprised if they knew just how many people know about their bad habits. If a programmer is on the take, his station generally sounds like it. A programmer who really wants to fix his station had better clear his head, his pocket, and his airsound of all those junk records. (Most smart record promoters won't ask you to play junk.)

Finally, if a radio station's news department sounds like the police blotter or the church builetin board, then there is a problem. Many Black stations still operate with a one or two-man news department. Black listeners need and want information. If the Black station in town isn't serious about news, believe me, the black listeners won't be serious about listening to the station.

High quarter-hours come from long listening spans. Often that's the only way we can compensate for low cumes. You only need to do the basics, but do them right. Our AM Black station's reach in the black community went from 35.8% to over 65% in just two years.

Black stations don't have to lose 50% of their audiences to white competitors. All you have to do is start programming your station.

My purpose in writing you, Walt, was not to attack people. I just want all Black stations to be successful. My job depends on it.

I would like very much to thank Michael for his answers to my question about "why Black radio stations cannot sustain more than 50% of available black audience." It's a great positive for the radio industry that blacks are having an exchange of dialogue through a national trade publication such as R&R. You've gotta admit, it's new and it's innovative! I hope this type of opinionated exchange will help make our industry better for those pros who realize this is a business, not just a game.

Action

One of our reporters did a very interesting thing I thought noteworthy — KJLH/Los Angeles newsperson Jullian Harris did a local story about a man who happens to be black and has lost his job because of it. Mr. Larry Edwards was fired from a local Buick dealership located in Hollywood after the owner allegedly made a statement about not wanting "nigger business." The Los Angeles County Black Employees Association heard this news story and contacted KJLH, then contacted Mr. Edwards, and is now handling his case. Too many blacks do not know where to go for help when these



ISLEYS INVADE WBMX — While in Chicago recently T-Neck recording artists the Isley Brothers visited the studios of WBMX. Seen on the scene are, from left Kelly Isley, WBMX PD Lee Michaels, Marvin and Ronnie Isley, E/P/A's Mike English, and WBMX eir personelity "Carlos"; (kneeling) E/P/A VP Paris Eley.

situations arise, and you as Black radio programmers/GM's can offer this type of information to your community through good news coverage and public affairs. C. Andre Jackson, a "Labor Relations Specialist" with his own company, Godchild Inc., and the Black Employees Association, told me, "If there is not a chapter of BEA in your city you may contact me here in Los Angeles and I will refer you to the proper organization in your city and state. Black radio can be a real help to minority citizens in getting the word to the community." Mr. Jackson can be reached at (213) 299-9560 or by writing Black Employees Association, 5462 Crenshaw Blvd., Los Angeles, CA 90043 — the BEA is a non-profit corporation registered in the State of California.

- Longtime air personality & Program Director
 Don Mac, currently National Director of Promotions/Black Music for Capitol, has resigned effective
 December 1, 1981. Mr. Mac has not been available for comment
- The city of Houston continues to grow, and a new record company is making its home there Houston Connection Recording Corporation, founded by Harvey E. Lynch, its President and Board Chairman. Lynch was in broadcasting for ten years, during which he served as Vice President and General Manager of several radio stations around the country. Distribution will be handled by independents. Houston Connection is located in the One Northwind Plaza Building at 7600 West Tidwell, Suite 804, Houston, Texas 77040; the phone number is (713) 462-4142.
- KDIA/Oakland has some changing going on — Sam Weaver will be returning to the station to do 7pm-midnight and Dan Shannon, who presently holds



RAFAEL IN RICHMOND — WENZ/Richmond welcomed Refeel Cameron on a recent visit to the radio station. Pictured (I-r) ere Refeel Cameron, Salsoul's Connie Johnson, and WENZ air personality Abraham Day.

down those hours, will be returning to college and doing a weekend airshift.

- Robert York is the new Midwest Regional Director of Promotion for Venture Records. York comes to Venture from a long successful tenure with A&M Records and will be based in the Chicago market.
- WBMX/Mobile has geared up for the fall Arbitron with a major promotion called "Pigskin Payoff." Listeners pick up weekly payoff forms at participating sponsors and try to pick the ten winning teams. If there's no winner, the jackpot grows. News Director Paul Mykals and wife Glenda produced gold on October 9 with the birth of their daughter Kristyn, who tipped the scales at 6 lbs. 6 oz. congrats!!

Black Radio

BREAKERS

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

CENTRAL LINE

Walking Into Sunshine (Mercury/PolyGram)

63% of our reporters on it. Rotations: Heavy 13/0, Medium 12/0, Light 8/2, Extra Adds 2, Total Adds 4, WYLD-FM, WGCI, WPDQ, WLOU. Heavy: WILD, WOOK, WJMO, KDAY. Moves 22-13 on the Black Radio Chart.

Call Me (Salsoul/RCA)

57% of our reporters on it. Rotations: Heavy 5/0, Medium 9/1, Light 13/2, Extra Adds 5, Total Adds 8, WVEE, KMJQ, WDIA, WJLB, WWRL, WPDQ, WBLX, WTOY. Debuts at number 23 on the Black Radio Chart.

NEW & ACTIVE

Recent releases with airplay reported by at least 20 of our reporting stations are listed in order of their activity. The two numbers immediately following each song title indicate how many of our reporters are on the record this week and of those, how many added it this week. The rotational breakdowns which follow indicate how many stations have the song in the respective rotation and of those, how many added it into that particular rotation this week. dicates one of this week's Most Added new songs.

JERMAINE JACKSON "I'm Just Too Shy" (Motown) 31/4
Robitions: Heavy 30, Medium 18/0, Light 10/1, Extra Adde 3, Total Adde 4, KMJO, WJMO, WJAX, KTFM, Heavy: WXYV, WJMI, WBLX, Medium: WHUR, WAOK, WHRK, WYLD-FM, KDKO, KDAY, WWRL, WENN, WGIV, KOKY, WLOU, WOWI, WTOY, WKWM, WWW8, Debuts at number 30 on the Black Radio Chark.

L.T.D. "Kickin' Beck" (A&M) 30/5

L.T.D. "Kickin' Back" (A2-M) 30/5
Rotations: Heavy 4/0, Medium 14/1, Light 8/0, Extra Adds 4, Total Adds 6, WKND, WGIV, WRLX, WTOY, KACE, Heavy; WOOK, Rotations: Heavy 4/0, Medium: 14/1, Light 8/0, Extra Adds 4, Total Adds 6, WKND, WGIV, WRLX, WTOY, KACE, Heavy; WOOK, WBMX, KDKO, KJLH, Medium: WXYV, WHUR, WHRK, WEDR, WAIL-FM, WYON, KDAY, WJJS, WYOL, WOWI, WDAO, WTLC, KAEZ, Debuts at number 24 on the Black Radio Chart.

WTLC KAEZ Debuts at number 24 on the Black Redio Chert.

RENE & ANGELA "Wall To Wall" (Capitol) 30/2

Rotstons: Heavy 50, Medium 80, Ught 140, Extra Adda 2, Total Adda 2, WYLD-FM, WBMX, Heavy: WOOK, WHUR, WJMO, WTOY, KUKO, Mediums WDAS, WDIA, WYON, KDAY, WKND, WJAX, WTLC, KAEZ, WWWS.

TEDDY PENDERGRASS "You're My Latest, My Greatest Inspiration" (Phile, Int'L/CBS) 28/5

TEDDY PENDERGRASS "You're My Latest, My Greatest Inspiration" (Phile, Int'L/CBS) 28/5

Rotstons: Heavy 50, Medium 11/0, Light 8/1, Extra Adda 4, Total Adda 6, WHRK, WJMO, KDKO, WKND, WKWM. Heavy, WXYV, WYEE, WJLB, WWRL, WBLX, Medium: WOOK, WHUR, WAIL-FM, KMJM, WSSJ, WOKC, KOKY, WVOL, WOWI, WATOY KACE.

EVELYN KING "Don't Hide Our Love" (RCA) 28/4

EVELYN KING "Don't Hide Our Love" (RCA) 28/4

Rotations: Heavy 3/0, Medium 16/0, Light 7/1, Extra Adde 3, Total Adde 4, WBMX, WDMT, WKWM, KUKQ. Heavy: WILD, KDKQ. WGIV. Medium: WXYV, WDAS, WOOK, WYLD-FM, KDAY, KSOL, WSSJ, WKND, WWRL WKXL, KOKY, WTOY, WDAQ, KAEZ, WWWS.

TIERRA "La La Means I Love You" (Boardwalk) 28/3
Rotations: Heavy 1/0, Medium 13/1, Light 12/0, Extra Adds 2, Total Adds 3, WOOK, WATV, WDAO, Meavy: WYON, Medium: WXYV, WDAS, WHIK, WYLD-FM, WJMO, KDKO, KSOL, KOKY, WBLX, WOWI, KTFM, KUKO.

WXYV, WDAS, WHRK, WYLD-FM, WJMO, KDKO, KSOL, KOKY, WBLR, WOW, RTPM, RUKU.

SPINNERS "You Go Your Way (I'B Go Mine)" (Atlantic) 28/1

Rotations: Heavy 00, Medium 18/0, Light 10/1, Extra Adds 0, Total Adds 1, KDIA, Medium: WXYV, WAOK, WDIA, WHRK, WYLD-FM, WCIN, KSOL, WWRL, WGIC, WKXI, KOKY, WLOU, WJJS, WOWI, WTDY, WDAO, WTLC.

WYNASTY "Love In The Fast Lane" (Solar/Elektra) 24/9

Rotations: Heavy 00, Medium 8/0, Light 10/3, Extra Adds 6, Total Adds 5, WAMO, WAOK, WVEE, WHRK, WGCI, WVON, WJMO, WTDY, WKWM, Medium: WILD, KSOL WSS., WJMI, WOWI, WTLC, KDIA, KUKO.

WJMO, WTOY, WKWM. Medium: WILD, RSUL, WSSJ., WSMI, WOW, WSSJ., WSMI, WLOU, WTOY. Heavy: WBMX, WVON, ROSSON, ROSSON, ROSSON, WSMI, WSSJ., WKM, WTLC, WWWS, KACE.

GLADYS KNIGHT & THE PIPS "I WIN Fight" (Columbia) 23/2

Rossistions: Heavy 2/0, Medium 12/0, Light 8/1, Extra Adde 1, Total Adde 2, WBMX, WGCL, Heavy: WOOK, WDAO. Medium: WILD, WDAS, WHUR, WAOK, WHRK, WYON, WCIN, KDAY, WSSJ. WKXI, WTOY, WTLC.

WILD, WDAS, WHUR, WAOR, WHIR, WVON, WGIN, KDAY, WSSJ, WKXL WTOY, WTLC.

DARYL HALL & JOHN OATES "I Can't Go For That (No Can Do)" (RCA) 20/4

Rotstions: Heavy 4/0, Medium 7/0, Light 8/1, Extra Adds 3, Total Adds 4, WWRL, WJJS, KACE, KUKQ, Heavy, WWIN, WXYV, WAMO, KJLM, Medium WHRK, WDMT, KSOL, WSSJ, WBLX, WWWS, KDIA,

NATALIE COLE "Nothin' But A Fool" (Capitol) 20/1

Rotations: Heavy 40. Medium 13/0, Light 2/0, Extre Adds 1, Total Adds 1, WOOK, Heavy; WBMX, WJAX, WLOU, KAEZ Medium: WXYV, WILD, WDAS, WEDR, WYLD-FM, WGCI, WCIN, WJMO, KDAY, WWRL, WKXI, KOKY, WANT.

SIGNIFICANT ACTION

STEVIE WOODS "Steal The Night Away" (Cotillion/Atco) 19/1
Rotstons: Heavy 40, Medium 80, Light 60, Extra Adds 1, Total Adds 1, WOOK, Meavy: WVEE, WCIN, WJM), KOKY, Medium WILD, WHRK, WDMT, WJMO, KDAY, WKXI, WOWI, WDAO.

TWENNYNINE & LENNY WHITE "All I Want" (Elektra) 19/0
Rotstons: Heavy 1/0, Medium 12/0, Light 8/0, Extra Adds 0, Total Adds 0, Heavy: WDAO, Medium: WILD, WBMX, WCINDMT, WJMO, KDKO, KDAY, KSOL WSSJ, WLOU, WOWI, WTLC.

BARRY WHITE "Beware" (Unlimited Gold/CBS) 18/3

Heavy 5/0, Medium 7/0, Light 3/0, Extre Adds 3, Total Adds 3, WAOK, WOIC, WDAO, Heavy; WGCI, WVON, WSSJ.
VOL, Medium: WHUR, WBMX, KDAY, WKXI, WBLX, WTLC, KACE. ☑ JONES GIRLS "(I Found) That Man Of Mine" (Phila. Int'L/CBS) 17/9
Rots done: Heavy 10, Medium 3/2, Light 8/2, Extra Adds 5, Total Adds 9, WOOK, WAIL-FM, KDKO, KDAY, WSSJ, WBLX, WTOY, KACE, Heavy, KJLH.

GQ. "Shake" (Arista) 17/5
Rotstions: Heavy 2/0, Hedium 3/0, Light 7/0, Extra Adds 5, Total Adds 5, WOOK, WAOK, WOWI, WTOY, KUKQ, Heavy: WVON, KDKO, Medium: WHRK, KSOL, WJMI.

RDRO, Medium: WHRIL, ROLL, WING.

BRICK "Wide Open" (Bang/CBS) 17/4
Rotations: Heavy 20, Medium 50, Light 60, Extra Adds 4, Total Adds 4, KMJQ, WAIL-FM, WTOY, WTLC. Heavy: WOOK, WYEE, Medium: WHRK, KDKO, WATY, WYOL, WDAO,

WYEE, MEDIUM: WHIR, RURO, WATY, WYOL WDAO, ROCKIE ROBBINS "I Believe In Love" (A&M) 17/3
Rotstions: Heavy 1/0, Medium 5/0, Light 8/0, Extra Adds 3, Total Adds 3, WYON, WOIC, WTLC: Heavy: WJML Medium: WOOK, WBMX, WWRL, WGIV, WBLX.

GROVER WASHINGTON JR. "Be Mine Tonight" (Elektra) 16/15

IN THE WALL WILD WEE KMJO WHRK ROBINOVER WASHINGTON JAL BY Adds 10, Total Adds WBMX, WGCI, WON, WOMT, WSSJ, WWRL WJAX, WBLX, WWWS. ANGELA BOFILL "Something About You" (Arista) 18/4

Rotations: Heavy 1/0, Medium 2/0, Light 11/2, Extra Adds 2, Total Adds 4, WXYV, KSOL, WJMI, WKWM. Heavy: WWIN, Medium: WHRK, WWRL.

Radio Records NATIONAL AIRPLAY/30

November 20, 1981 KOOL & THE GANG/Take My Heart (De-Lite/PolyGram) EARTH, WIND & FIRE/Let's Groove (ARC/Columbia) 2 2 2 GEORGE BENSON/Turn Your Love Around (WB) 19 PRINCE/Controversy (WB)

SLAVE/Snap Shot (Cotillion/Atco) 3 ISLEY BROTHERS/Inside You (T-Neck/CBS) 5 COMMODORES/Oh No (Motown) 11

MELBA MOORE/Take My Love (EMI America) 10 12 8 DIANA ROSS/Why Do Fools Fall In Love? (RCA) 19 13

PEABO BRYSON/Let The Feeling Flow (Capitol) 23 14 BAR-KAYS/Hit And Run (Mercury/PolyGram) 0 23

CHOCOLATE MILK/Blue Jeans (RCA) 0 12 17 25 CENTRAL LINE/Walking Into Sunshine (Mercury/PolyGram) 24 22

SHALAMAR/Sweeter As The Days Go By (Solar/RCA) 18 20 ROGER/Heard It Through The Grapevine (WB) 8

LUTHER VANDROSS/Never Too Much (Epic) 9 9 RUFUS & CHAKA KHAN/Sharing The Love (MCA) 0 21 27

GWEN McCRAE/Funky Sensation (Atlantic) 19 22 ONE WAY/Pull Fancy Dancer/Pull (MCA)

10 TIME/Gat It Up (WB) CURTIS MAYFIELD/She Don't Let Nobody (But Me) (Boardwalk) 14 14 17

PHYLLIS HYMAN/Tonight You And Me (Arista) 26 SKYY/Call Me (Salsoul/RCA) LT.DJKickin' Back (A&M)

RENE & ANGELA/Wall To Wall (Capitol) 28 25 25 WHISPERS/This Kind Of Lovin' (Solar/RCA) 24 15 FOUR TOPS/When She Was My Girl (Casablanca/PolyGram)

NATALIE COLE/Nothing But A Fool (Capitol) 29 QUINCY JONES featuring JAMES INGRAM/Just Once (A&M) JERMAINE JACKSON/I'm Just Too Shy (Motown)

This chart is based solely on compiled weekly reports from our reporting stations, Black circled numbers indicate continued upward movement from the majority of our reporters.

MOST ADDED .

GROVER WASHINGTON JR. (15) JONES GIRLS (9) DYNASTY (9) TIME "Coot" (8)

HOTTEST

EARTH, WIND & FIRE (37) KOOL & THE GANG (34) SLAVE (14) ROGER "Heard" (13) PRINCE (12)

ARETHA FRANKLIN "It's My Turn" (Arista) 16/3
Rotations: Heavy 1/0, Medium 5/0, Light 8/1, Extra Adds 2, Total Adds 3, WEDR, WCIN, WTOY, Heavy: WVEE, Medium: WILD, WDIA, WWRL, WOIC, WTLC.

SHEREE BROWN "You'll Be Dancing All Night" (Capitol) 18/1

SMEREE BROWN "You'll Be Dancing All Nig Rotations: Heavy 7/0, Medium 4/0, Light 4/0, Extra Adds 1, To WENN, KAEZ. Medium: WHUR, WAOK, WYLD-FM. KACE. KRAFTWERK "Numbers" (WB) 15/2 Adds 1, Total Adds 1, KUKQ. Heavy; WXYV, WBMX, WGCI, WVON, WATV,

KHAFTWERK "Numbers" (WB) 15/2
Rotations: Heavy 9/0, Medium 3/0, Light 1/0, Extra Adds 2, Total Adds 2, WOOK, WSSJ. Heavy: WBMX, KSOL, WATV, WOIC, WJJS, WVOL, WTMP, WWWS, KDIA, Medium: WVEE, WDMT, WOWI, MIDNIGHT STAR "Tuff" (Solar/Elektra) 14/3
Rotstone: Heavy 10, Medium 40, Light 7/1, Extra Adds 2, Total Adds 3, WBMX, KJLM, KDIA. Heavy: WENN. Medium: KDKO, KDAY, WJJS, WDAO.

ROGER "So Ruff, So Tuff" (WB) 14/0

Romstone: Heavy BD, Medium 4/0, Light 2/0, Extra Adds 0, Total Adds 0, Henry: KMJQ, WDIA, WDMT, WGIV, WJAX, WKWM, WWWS, KACE. Medium: WWIN, WHUR, WOWI, KUKQ.

ZOOM "Saturday, Saturday Night" (Polydor/PolyGram) 14/0
Rotetbons: Heavy 3/0, Medium 3/0, Light 8/0, Extra Adds 0, Total Adds 0, Heavy: KDKO, KDAY, WJAX. Medium: WVEE, WLOU,

EMOTIONS "Now That I Know" (ARC/Columbia) 13/4
Rotations: Heavy 0/0, Medium 2/0, Light 7/0, Extra Adds 4, Total Adds 4, WAOK, WWRL, WPDQ, WTOY, Medium: WYLD-FM.

AL JARREAU "Brackin" Away" (WB) 13/4
Rotations: Heavy 2/0, Medium 4/0, Light 4/1, Extra Adds 3, Total Adds 4, WOOK, WGCI, WSSJ, WJMI. Heavy: WHUR, KACE.
Medium: WDMT, KDAY, KSOL, KJLM.

RICK JAMES "Ghetto Life" (Gordy/Motown) 13/2
Rotstone: Heavy 40, Medium 3/0, Light 4/0, Extra Adds 2, Total Adds 2, WSSJ, WOWI, Heavy: WOOK, KDKO, WENN, WOIC, Medium: WILD, WAIL-FM, KDIA.

TIME "Cool" (WB) 12/8
Rotations: Heavy 30, Medium 10, Light 3/3, Extra Adds 6, Total Adds 8, WILD, WDAS, WDIA, WEDR, KDAY, WGIV, WVOL.
WKWM. Heavy: WWWS, KACE, KJLM. Medium: KDIA.

WKWM Horry: WWWS, KACE, KJEH, Medium ADI.

STARPOINT "Wanting You" (Chocolate City/PolyGram) 12/4

Rotations: Heavy 20, Medium 30, Light 41, Extra Adds 3, Total Adds 4, WAMO, WHRK, WJMO, KSOL Heavy: WHUR, WLOU.

Medium: RDRO, WGIV, WTLC.

MICHAEL HENDERSON "(We Are Here To) Geek You Up" (Buddah/Arista) 12/2

Rotations: Heavy 1/0, Medium 4/0, Light 5/0, Extra Adds 2, Total Adds 2, WOOK, WTLC. Heavy: WWWS, Medium: WVEE.

FUNN "School Daze" (Magic Records) 12/1
FUNN "School Daze" (Magic Records) 12/1
FUNN "School Daze" (Magic Records) 12/1
Rotations: Heavy 8/0, Medium 3/0, Light 8/0, Extra Adds 1, Total Adds 1, WDAO, Medium: WVON, WJMO, WTLC.
RAY PARKER JR. & RADIO "It's Your Night" (Arista) 12/1
Rotations: Heavy 3/0, Medium 5/0, Light 4/1, Extra Adds 0, Total Adds 1, WJAX, Heavy: WYLD-FM, WENN, WGIV, Medium

HORY 30, MEDIL KOIA BOBBY WOMACK "If You Think You're Lonely Now" (Beverty Glen) 12/1
Rotations: Heavy 8/0, Medium 2/0, Light 1/0, Extre Adds 1, Total Adds 1, WXYV. Heavy: WDIA. WGCI, WYON, WJLB: WKWM.

KDAY, KACE KJLH. Medium: WWWS, KDIA.

Black Radio

Hattest

EAST SOUTH MIDWEST WEST

Earth, Wind & Fire Earth, Wind & Fire Kool & The Gang Kool & The Gang Roger "Heard"

Kool & The Gang Earth, Wind & Fire Time "Get" One Way

Earth, Wind & Fire Kool & The Gang Prince

November 20, 1981 Regionalized Adds & Hots

Stations are listed by region. Hots are listed in order of their airplay activity WEST

Curtis Anderson

SUGARDADDY D TRAIN
WEST STREET MOB
PURE GOLD
LOWRELL SIMCN AURRA GERALDINE HUNT NORTHEND BRENDA WATTE AM-FM GROVER WASHINGTON HOTTEST KOOL & THE GANG SUGARDADDY PRINCE EWAF D TRAIN

WXYV/Baltimore Tim Watte

GROVER WASHINGTON BOBBY WONACK ANGELA BOFILL TYZIK HERRIE HANCOCK HOTTEST:
JERMAINE JACKSON
DIANA ROSS
CENTRAL LINE
SLAVE
SHEREE BROWN

WILD/Boaton

AURRA LOWRELL SIMON FOUR TOPS GARFIELD FLEMING GROVER WASHINGTON CHOCOLATE MILK EARL KLUGH SLAVE KOOL & THE GANG LUTHER VANDROSS

WSSJ/Camden-Philadelphia Gary Shepard

KRAFTWERK
JONES GIRLS
BAR-KAYS
PATTI AUSTIN
GROVER WASHINGTON
AL JARREAU
SUGAR HILL GANG RICK JAMES HOTTEST:
HOTTEST:
HOTEST:
HALL & OATES
PEABO BRYSON

Eddle Jordan

TEDDY PENDERGRASS HOTTUST: EWEF SLAVE KOOL & THE GANG GWEN MCCRAE SKYY LOWRELL SIMON

Wanda Ramos

HALL & CATES GAYLE ADAMS GROVER WASHINGTON SKYY
EDDIE KENDRICKS
EMOTIONS
NORMAN CONNERS
FREDEPICK KNIGHT
LESETE WILSON
MANU DUBANGO HOLLEST: KOOL & THE GANG BARRY WHITE

WAMO/Pittsburgh J.C. Floyd

HOLLEST: RUFUS & CHAKA

WDAS/Philadelphia

TOM BROWNE POUR TOPS GANGSTERS AURRA REDD HOTT LIVE BAND TIME HOTTENT: KOOL & THE GANG EW&F CHOCOLATE MILK TIME RUFUS & CHAKA WHUR/Washington

GEORGE BENSON LUTHER VANDROSS PATTI AUSTIN PATTI AUSTIN GAYLE ADAMS

WOOK/Washington

JONES GIRLS TIERRA HERBIE HANCOCK HERBIE HANCOCK
NATALIE COLE
KRAFTWERK
PEABO BRYSON
BJ'S LATEST ARRIV
GARY U.S. BONDS
MICHAEL HENDERSON
OUINCY JONES
STFVIE WOODS
AL JARREAU
QQ GQ Hottest: BRICK CHOCOLATE MILK RICK JAMES

MIDWEST

WBMX/Chicago Les Michaels

MIDNIGHT STAR DENROY MURGAN RAY, COODMAN I RENE & ANGELA SOS BAND TOM BROWNE BLACK ICE EVELYN KING GLADYS KNIGHT GROVER WASHINGTON GFRALDINE HUNT HOTTEST:
HOTTEST:
BAR-KAYS
BOBBY WOMACK
SHEREE BROWN
GEORGE BENSON
GIL SCOTT-HERON

WGCI/Chicago Pam Welle

JIMMY ROSS DYNASTY CENTRAL LINE ANGELA BOFILL GLADYS KNIGHT GROVER WASHINGTON AL LARDEAU AL JARREAU Hottest MAZE
ISLEY BROS
GAYLE ADAMS
GEORGE BENSON
TYRONE DAVIS

WVON/Chicago

Pam Wells

RAHMLEE
SHEREE BROWN
GROVER WASHINGTON
DYNASTY
MAGNUM FORCE
CAPTAIN EKY
MONA RAYE
PATTI LABELLE
ROCKIE ROBBINS
CURTIS MAYPIFLD
HOTLOBE
BOBBY WOMACK
CENTRAL LINE
GEORGE BINSON
BB6Q KOOL & THE GANG JERMAINE JACKSON

WTOY/Roanoke

ARETHA PRANKLIN

ARETHA PRANKLIN
EMOTIONS
PEACHES & HERB
DYNASTY
LYD
BOOKER T.
CAPTAIN SKY
SYREETA
HOTTEST
EWAF
COMMODURES

COMMODURES
MELBA MOURE
KOOL & THE GANG
GEORGE BENSON

KTFM/San Antonio

SUGAR HILL GANG JERMAINE JACKSON

SLAVE
WEST STREET MOB
LINDSEY BUCKING

EWAF CARL CARLTON TEENA MARIE RICK JAMES ROGER

WTMP/Tampa

Jerry Walker

Hottest: DEBRA LAWS EW&F ROGER SEQUENCE SLAVE

Joe Nasty

Donnie Deane

SKYY

LAKESIDE

SWITCH

WCIN/Cincinnati **Everett Cork**

ARETHA FRANKLIN WHISPERS ONE WAY KOOL & THE GANG WDMT/Cleveland Freddle James

DIANA ROSS GROVER WASHINGTON EVELYN KING Hottest: ROGER TIME ONE WAY
KOOL & THE GANG

WJMO/Cleveland Erik Stone

DYNASTY STARPOINT SHALAMAR SHALAMAN TEDDY PENDERGRASS JERMAINE JACKSON KOOL & THE GANG

WDAO/Dayton Turk Logan

FATBACK BAND
RAY, GOODMAN & BR
KWICK
RANDY CRAWFORD
EDDIE KENDRICKE
BARRY WHITE
PATTI AUSTIN
SOS BANK SOS BAND CHOCOLATE MILK LARRY GRAHAM GLADYS KNIGHT

WJLB/Detroit J. Michael McKay

RUFUS & CHAKA
SHALAMAR
SKYY
CURTIS MAYFIELD
JOSE FFLICIANO
HOTTEST
LUTHER VANDROSS
LUTHER VANDROSS LJ REYNOLDS PEABO BRYSON EW&F KOCL & THE GANG

Frank Grant

TIME
EVELYN KING
GWEN MCCRAE
DYNASTY
ANGELA BOFILL
TEDDY PENDERGRASS
HOTTOHT
ROGER
TIME
ONE WAY
EWLF
LUTHER VANDROSS LUTHER VANDROSS WTLC/Indianapolis

Jay Johnson

PEACHES & HERB SYREETA BRICK GANGSTERS ROCKIE ROBBINS MICHAEL HENDERSON Hottest: KOOL & THE GANG PRINCE ews P

KAEZ/Oklahoma City Lee Simpson

FATBACK BAND FREDERICK KNIGHT ROGER SHEREE BROWN WHISPERS KOOL & THE GANG

WWWS/Saginaw, MI Kermit Crockett

CARL CARLTON
RANDY CRAWFORD
YELLOW JACKETS
TS MONK
GROVER WASHINGTON
FATBACK BAND
GARY U.S. PONDS
HOTEGST:
LUTHER VANDROSS
PRINCE ROGER KOOL & THE GANG

KMJM/St Louis Dick Edwards

EWAF COMMODORES TIME KOOL & THE GANG

WKWM/Grand Rapids

FATBACK BAND SUGAR HILL GANG DENROY MORGAN EDDIE KENDRICKS RAY, GOODMAN & BR TEDDY PENDERGRASS KANO KANO
TYRONE DAVIS
STYLISTICS
JONES GIRLS
ALICIA MYERS
HOTTOBLE
KOOL & THE GANG
PRINCE SHALAMAR SLAVE IBLEY BROS

Byron Pitts

KDAY/Los Angeles

GAYLE ADAMS GAYLE ADAMS
TIMP
SKOOL BOYZ
SOS BAND
JONES GIRLS
HOTTEGET;
EMAP
PRINCE
WHISPERS
KOOL & THE GANG
SHALAMAR

KJLH/Los Angeles Lawrence Tanter

KANO MIDNIGHT STAR liottest TIME
HALL & OATES
BOBBY WOMACK
SLAVE
RENE & ANGELA

KACE/Los Angeles Alonzo Miller

JONES GIRLS BILL SUMMERS NORMAN CONNORS SYREETA LUTHER VANDROSS

KDIA/Oakland

TAVARES SPINNERS MIDNIGHT STAR PHYLLIS HYMAN HOTTEST HIMAN
HOTTEST HIMAN
KOOL & THE GANG
CHOCOLATE MILK
LUTHER VANDROSS
ROGER
WEST STREET MCB

KUKQ/Phoenix Steve Smith

EVELYN KING GQ RUPUS & CHAKA PEABO BRYSON SHEREE BROWN DENROY MORGAN DONALD BYRD HALL & OATES JACKSONS JACKSONS HOTLEST:
KOOL & THE GANG
EWAF
SHOCK
MELBA MOORE
BAR-KAYS

KSOL/San Mateo, CA

ANGELA BOFILL MIKE & BRENDA PATTI AUSTIN BILL SUMMERS OZONE STARPOINT Hottest: KOOL & THE GANG EWLF CHOCOLATE MILK PRINCE ISLEY BROS

JAZZRADIO

McCOY TYNER La Leyenda De La Hora (Columbia) LOU DONALDSON Sweet Papa Lou (Muse) SPYRO GYRA Freetime (MCA) TYZIK Prophecy (Capitol) FREDDIE HUBBARD Minstral (Liberty)

Streissguth. 80UTH: WTJZ/Newport News, VA, Lerry Hollowell. MIOWEST: WBBY/Columbus, OH, Terry Wilson, WJZZ/Detrolt, MI, John Hill. WEST: KAOX/Denver, CO, John Razabeck

SOUTH

WAOK/Atlanta Larry Tinsley

DYNASTY BARRY WHITE EMOTIONS RAY, GOODMAN GQ CAPTAIN SKY Hottest: KOOL & THE GANG THE C SETTY WRIGHT EBONEE WEBB SLAVE

WVEE/Atlanta Scotty Andrews

PATTI AUSTIN GROVER WASHINGTON TRAIN DYNASTY NORTHEND MADLEEN KANE Hottest: EW&F ROGER KOOL & THE GANG BAR-KAYS BETTY WRIGHT

WATV/Birmingham Stan Granger

TIERRA
PHYLLIS HYMAN
CHI-LITES
CHI-LITES
LUTHER VANDROSS
FOUR TOPS
KRAFTWERK KOOL & THE GANG

WENN/Birmingham Gene Wise

Hottest: RICK JAMES ROCKIE ROBBINS QUINCY JONES JEAN CARN EW&F

WGIV/Charlotte Chris Turner

PEABO BRYSON LTD CARL CARLTON HOTLEST:
ROGER
KOOL & THE GANG
DENIECE WILLIAMS
BAR-KAYS

WOIC/Columbia, SC

GEORGE BENSON GEORGE BENSON ROSS/RICHIE ROCKIE ROBBINS BARRY WHITE HOLLEST: KOOL & THF GANG EWAF TONY TROUTMAN BETTY WRI

KMJQ/Houston

BRICK SKYY JERMAINE JACKSON WHISPERS
GROVER WASHINGTON
SUGAR HILL GANG
HOttest: KOOL & THE GANG PRINCE EW&F ONE WAY

WJMI/Jackson Carl Haynes

AL JARREAU MFLBA MOORE FOUR TOPS ANGELA BOFILL MONE HOTLEST:
EW&F
JERMAINE JACKSON
GWEN MCCRAE
KOOL & THE GANG
GEORGE BENSON

WKXI/Jackson Tommy Marshall

PHYLLIS HYMAN AM-FM Hottest: EWAF PRINCE EBONEE WFBB KOOL & THE GANG ISLEY BROS

WPDQ/Jacksonville

EMOTIONS SKYY
CANDI STATON
CENTRAL LINE
8040
GERALDINE HUNT HOTTEST: EWAF SLAVE PRINCE WHISPERS OZONE

Steve Fox

GROVER WASHINGTON BOOKER T. POINTER SISTERS POINTER SISTERS
ROD STEWART
JERMAINE JACKSON
GAYLE ADAMS
RAYDIO
LAKESIDE
KWICK
CREME D' COCOA

KOKY/Little Rock Ronda Curtis

Hottest: LUTHER VANDROSS KOOL & THE GANG COMMCDORES EW&F CHRIS CROSS WLOU/Louisville

Neal O'Rea

DENIECF WILLIAMS CENTRAL LINE BOOKER JONES GIRLS JONES GIRLS
HOTTEST
EWAF
EBONEE WEBB
STARPOINT
MELBA MOORE
NATALIE COLE

WJJS/Lynchburg, VA Art Young

HALL & CATES GWEN HOTTESAW HOTTESAW HOTTESAW ROGER LUTHER VANDRCSS KRAFTWERK FOUR TOPS FOUR TOPS KOOL & THE GANG

WDIA/Memphis Carl Connors

ROFUS & CHARA
PEABO BRYSON
SHALAMAR
SKYY
BAR-KAYS
HOTTEST:
ROGER
KOOL & THF GANG
EWAF WEST STREET MOB LUTHER VANDROSS

WHRK (K97)/Memphis Sharon Smith

DYNASTY STARPOINT TEDDY PENDERGRASS GROVER WASHINGTON WJAX(95X)/Jacksonville Hottest:
Steve Fox BAR-KAYS
GEORGE BENSON
KOOL & THE GANG
BOOKER T.

WEDR/Mlami Leo Jackson

ARTHUR ADAMS GANGSTERS SYREETA KAREN YOUNG GENE DUNLAP STEVIE WOODS STEVIE WOODS TIME ARETHA FRANKLIN TAKE FIVE JEANETTE LADY DAY RICHARD D. FIELDS HOTTERLD DONALD BYRD SLAUF

Michael J. Alexander PHYLLIS HYMAN

SHALAMAR EBONEE JONES GIRLS GROVER WASHINGTON RUFUS & CHAKA CLARENCE CARTER Hottest: TIME EW&F ROGER SLAVE COMMODORES

WVOL/Nashville

PHYLLIS HYMAN PHYLLLAND TIME
DENROY MORGAN
HOLLEST:
KOOL & THE GANG
EW&F
KRAFTWERK TEDDY PENDERGRASS

WYLD-FM/New Orleans James Alexander

RENE & ANGELA CENTRAL LINE JEAN KNIGHT JEAN KNIGHT
HOLLEST:
KOOL & THE GANG
EW&F
SLAVE
DONALD BYRD
GEORGE BENSON

WAIL-FM/New Orleans

JOHNNY GUITAR

BRICK BRICK
KANO
TS MONK
DIANA ROSS
LENNY WILLIAMS
INVISIBLE MAN'S B
SKOOL BOYZ
JONES GIRLS
SUGAR HILL GANG Hottest EWAF QUINCY JONES ROLLING STONES PRINCE LUTHER VANDROSS

WOWIINorfolk

RICK JAMES GO SHALAMAR SUGAR HILL GANG HOTTEST: COMMODORES CHOCOLATE MILK KRAFTWERK

WANT/Richmond Ben Miles

KOOL & THE GANG DENIECF WILLIAMS AL JARREAU FRANKLIN & BENSON TIME

AL JARREAU Breakin' Away (WB)

EAST: WYBC/New Haven, CT, Tom

Opportunities

Openings

EAST

NOCM/Hegerstown, MO looking for uptempo CHR sensonalities for all dayparts. T&R only to: Gary Wichaels, WOCM, 1250 Dewnsville Pike, Hegerstown, VID 21740, EOE M/F (11-20)

New England resort area station looking for experianced evening sports telk show host. T&R to MOCB, Box 668, West Yermouth, MA 02673 or (617) 176-0600, EOE M/F (11-20)

Account Executive. If you are interested in earning \$25,000+ a year. If you have a minimum of 3 years radio sales experience. If you are a self-starting street fighter. If you want to work for a number one radio station and a first class operation. If you are looking for future advancement with one of the nation's most progressive radio groups, we want you! Only two openings available. Contact Walter Broadhurst, GSM, WKEE, Inc., P.O. Box 2288, Huntington, WV 25724.

North Jersey A/C looking for part-time/full-time ennouncers yesterday. Attitude more important then experience. TER: Steve Michaels, Box 40, Newton, NJ 07880 or (201) 383-3400, EOE M/F (11-13)

WEIM-AM/Fitchburg, has part-time weekend openings. New talent encouraged to apply, praferably Massachusetts residents. TGR: Jack. Raymond, Box 727, Fitchburg, MA 01420 or (617) 343-3766. EOE M/F

Morning Parsonality

for East Coast A/C in Top 50. Warm, upbest and relatable to 25+ audience. Minimum 5 years experience. T&R with references to Radio & Records, 1930 Century Park West, #286, Los Angeles, CA 90067. EOE

A/C WMGQ, in the shadow of NYC, needs two sharp news people. TSR plus writing samples to Bob Dunphy, Box 100, New Brunswick, NJ 08903, EOE M/F (11-13)

SOUTH

We found one good one, need one more. Y102 FM CHR. TSR to Don Rushin, PD, Box 2018, Texarkans, AR 75501, EOE M/F (11-20)

Need experienced female for future openings. Also future openings for informative/personality ennouncer. Minorities encouraged. T&R: Joe Conway, GPM, South Tower, San Antonio, TX 78216. (11-20)

WORD morning newsperson personality. Local orientation/involvement, RKO network. Mobile units. Dedication and attitude important as telent. T&R: Ron Brandon, Box 3257, Spertanburg, SC 29304, EOE M/F (11-20)

Openings

7-midnight rock jock for 100,000 watt, super tower, programming oriented top reted station. T&R to Dave Burdue, KISR, Box 3100, Ft. Smith, AR 72913. EOE M/F (11-20)

Bright morning team person needed for Arkenses' most-listened-to popular music station. TSR to Deve Burdue, KISR, Box 3100, Ft. Smith, AR 72913. EOE M/F (11-20)

KWKC/Abilene, TX has immediate opening. TSR to Troy London, Box 2201, Abilene, TX 79804. Minorities encouraged to apply, EOE M/F (11-20)

WXAM/Cheriotteeville, VA looking for drive time performer. No beginners. TER to WXAM, Box 1294, Cheriotteeville, VA 22902. EOE M/F (11-20)

WQJD-FM/Qulf Coast. Dominated market for last 5 years. Looking for mature CHR delivery, strong production, T&R: Mickey Coulter, Box 4606, Biloxi, MS 38931. (11-20)

KKQV-FM/Wichite Falls, TX looking for professionals wenting to move up to a larger market. TSR: Mike Edwards, Box 4327, Wichits Falls, TX 76308, (11-20)

Expanding winning A/C air staff, #1 25-49 adults. Minorities encouraged, No calls, TGR: Jim Robertson, WRVR, 2272 Central Ave., Memphis, TN 38104. (11-20)

Wanted: experienced baseball P-B-P announcer. Great opportunity for eggressive hard-working pro-Send TER: Richmond Braves, 3001 North Blvd., Richmond, VA 23230. EOE M/F (11-20)

KPLX FM 99.5

Dallas - Fort Worth, Texas

We are searching for a warm, energy-filled communicator to join one of the Southwest's leading Country stations, Minimum five years experience

BOBBY KRAIC/KPLX

1515 Mockingbird Suite 103, Lock Box 309 Dallas, FX 75235

Mature, energetic professionals for all positions. Minorities encouraged, T&R and selety requirements to Dave Farrero, WLEQ. 96 Super Q Blvd., Rt. 22. Ft. Myers, FL 33908. EOE M/F (11-13)

News Director needed for AM/FM in West TX. Position also includes PiB-P boardwork, Rush T&R to KPET, Box 1188, Lamsse, TX 79331. (11-13)

WSPB-AM/FM/Berssots, FL to accepting applications for newspersons, Send T&R to R. David Graupner, WSPB, P.O. Drawer Z, Serssots, FL 33578 or cell (813) 388-2131. EOE M/F (11-13)

99-WQLO/Beaufort looking for air talent A/C minonities encouraged for future opening. TSR Paul Martin, 3040 Boundry St., Beaufort, SC 29902. EOE M/F (11-13)

KRZI needs PM newsperson. Energetic delivery 8 must. TSR to Lee Bottom, Box 6083, Weco, TX 78714. EOE M/F (11-13)

Experienced enchor, possible talk show host for growing medium merket news talker. TSR to Frankie Rodriguez, Box 1209, Austin, TX 78767. No cells (11-13)

Openings

Accepting TER's for future openings for announcers and news staff. Sand TER: Kerry Lambert, WIMZ, 901 E. Summit Ave., Suite 200, Knoxville, TN 37915. (11-13)

Staff announcer needed. Minorities encouraged, A/C CBS affiliate on Florida's apace coest. T&R: Chuck Deel, Box 1318, Melbourne, FL 32935. EOE M/F (11-13)

WANS-FM #1 CHR in Greenville/Spartenberg seeks skilled Production Oirector. Send T&R to Bill Mc-Cowan, 8ox 211, Anderson, SC 29621. EOE M/E (11-13)

Wanted: morning personality for #1 Country station in the market. Sand TBR to Bob Shannon, Box 870, Beaumont, TX 77704. EOE M/F (11-13)

MIDWEST

SMN's Urben Black formet looking for on-air staff (experienced telent only), TBR to Jim Meddox, SMN, P.O. Box 877, Mokens, IL 60448, (11-20)

KJYO/Oklahome City needs announcer for Schulke II formst. Strong production. T&R to Jerry McCall, Box 1000, Oklahoma City, OK 73101. EOE M/F (11-20)

Looking for modern Country Program Director for a client in medium size market. TER to Sharwood, Hennes & Associates, 3125 Mapleleaf Dr., Glenview, IL 60025, EOE M/F (11-20)

Adult communicator, efternoon drive. Good production, good money for right person. Lerge chein. TGR 6: sellery requirements to Sid Wood, PD, WMAY, Box 460, Springfield, IL 62705. (217) 629-7077. EOE M/F (11-20)

Upper Midwest powerhouse needs news professional, Family-oriented community. News-oriented stetion expending rigain. T&R to Jey Joiner, KFGO, Box 2986, Fergo, ND 58108. EOE M/F (11-20)

Experienced CHR & Country communicators needed for future openings. T&R to Keith Meson, WDANWDNL, Box 664, Denville, IL 61832. EOE M/F (11-20)

WHIL/Cleveland has rare full-time opening. Females encouraged to apply. TER to Joel Resb, PD, WHK, Cleveland, OH 44115. No cells. BOE M/F (11-20)

Experienced AOR announcer still wanted for #1 100,000 watt FM station in Duluth/Superior. Ladies encouraged. Applicant must have decent production skills. Above everage salary plus benefits. TER to General Manager, KQDS, Box 6167, Duluth, MN 55806. EOE M/F (12-4)

ESSENCE DE LA COMPANSION DE LA COMPANSIO

Highly Rated Adult Contemporary

in Top 10 market is searching for a super entertaining morning drive air personality or team that can deliver the numbers. Must be entertaining, informative and relate well to a 20-45 age demographic. If you've got the talent and creativity, we've got the facility and promotion to make us both #1. Salary wide open. You owe it to yourself to explore this opportunity! Program Directors are invited to send blind air checks of competitors morning show. Send tape and resume (Blind tape only if a competitors morning show) to Radio & Records, 1930 Century Park West, #285, Los Angeles, CA 90067. EOE M/F.

Immediate opening, Chief Engineer, 5kw DA-N AM end 100kw FM in Coloredo, Above everage pay, part of growing group. Bill Croghan, Group Chief Engineer, (209) 883-0433, EOE M/F (11-13)

Morning anchor, exciting capital city. Aggressive reporter, communicator. Leading news operation, capital network. TER to Mark Belling, ND, WMAY, Box 480, Springfield, IL 62705. (11-13)

Cleveland's only FM Country is seeking a personality who can communicate and entertain. T&R to Jon Olson, WKSW, 1 Playhouse Square, Cleveland, OH 44115, EOE M/F (11-13)

Aggressive upper Midwest A/C seeks top flight jock/Production Director, Rated market, college town. T&R to Phil Conrad, WOKL, 1819 Mitchell St., Eau Cleire, WI 54701. EOE M/F (11-13)

Chicago metro personality A/C now accepting T&R's. Send to Z107, Jim Holly, Box 311, Lowell, IN 46356, No cells please. EOE M/F (11-13)

100,000 wett A/C seeks experienced, enthusiastic talent. Good production required. T&R to Jeff Thomas, WRLO, Box 509, Antigo. WI 54409. EOE M/F (11-13)

Positively Insane? Promotion-crazy individual needed to turn town upaide down. Air shift included. Contact Steve Weed or Jerry Clifton, Majic 108-FM, Box 4860, St. Louis, MO 63108. EOE M/F (11-13)

Openings

Station of the year '79-80. PD leaving due to family lifneas. Sand confidential TBR to G. Scantland, WDIF, Box 10,000, Marion, OH 43302-1330. EOE M/F (11-13)

KFMH-KWPC/Muspetine, IA seeking newsman and/or News Director. Experienced only apply. T&R to John Flambo, GM, Box 116, Muscatine, IA 52761. EOE M/F (11-13)

Lund Consultants looking for Country programmers. Express mell your station's composite & resume to Brien Scott, 4000 N.E. 169th St. #107, N. Miemi Beach, FL 33162. (11-13)

MJM Research & Programming looking for full staff for a large Midwestern market. T&R to MJM Research, 1174 Salem St., Aurora, CO 80011. (11-13)

Award-winning WDIF needs reporter who can excavate news. T&R to Bob Bender, Box 10,000, Menon, OH 43302. (11-13)

WEST

Part-time work available to announcers, minimum two years on-air experience. T&R: Tommy Goodwin, GM, NBC Radio, 1220 N. Highland Avenue, Hollywood, CA 90038. EOE M/F (11-20)

Very creative Production Director for #1 AOR station in Northwest. T&R to Beau Phillips, KISW, 1200 Stewart St., Seattle, WA 98101. No calls. EOE M/F (11-20)

Looking for afternoon newsperson. Send TER and writing sample to Eileen Hesson, KUZZ-KIOCK, 1209 N. Chester Ave., Bakersfield, CA 93308. No cells. EOE M/F (11-20)

Morning man for Bakersfield's fastest growing station KGEO Redio, 5 years experience, Rush T&R: Mike Evans, P.O. Box 260, Bakersfield, CA 93302. EOE M/F (11-20)

All-new Class C FM needs evening jook for CHR/Rock formet. TSR to Wayne Fuchs, KQ92, Rt. 1, Box 48, Poleon, MT 59860. EOE M/F (11-20)

KREM/Spokene looking for reporter/anchor, aggressive attitude. T&R to Cheryl Nielson, ND, 4103 S. Regal, Spokene, WA 99203. EOE M/F (11-20)

PD/eir person wanted for adult-oriented full service Country music station. TSR to Terrall Metheny, KUUY, Box 926, Cheyenne, WY 82001. EOE M/F (11-20)

Seles position. Begin at the beginning, smell market. Great potential for the right one. Resume to Search, Route 4, Box 94L, Sente Fe, NM 87501. EOE M/F (11-20)

Morning adult communicator who can do it better than I can, FM A/C Oldies formet. Starter market. TGR: Search, Route 4, Box 94L, Senta Fe, NM 87501. EOE M/F (11-20)

The Mighty 690 needs experienced jocks for future full and pert-time positions. Send TER to Jeff Hunter, Mighty 690, 1259 Sixth Ave., Sen Diego, CA 92101. No cells please. EOE (11-20)

"Warm us up in the frozen North." CHR looking for Hip-Together air talent. T&R: Rendy Robbins, KENI, 1777 Forest Park Drive, Anchorege, AK 99503, EOE (11-20)

Great opportunity in Western Artzons. PM drive personality needed for top AM/FM combo. T&R: Rob Craig, KVOY, Box 228, Yuma, AZ 85364. EOE M/F (11-20)

13XL/Butte, MT has 7pm-12mid opening for on-air talent and production. Promotional minded station. Send T&R to Beau Stone, Box 3500, Butte, MT 59702 or call (406) 782-9111. EOE M/F (11-20)

Morning drive opening KUUY/Cheyenne, WY. Excellent company management, selary benefits. T&R: Richard Lee, Box 926, Cheyenne, WY 82001. (307) 632-0551. EOE M/F (11-13)

KYGO/Denver is looking for a full-time overnight host and a weekender. T&R to Bob Cell, 5350 West 20th Avenue, Denver, CO 80214. EOE M/F (11-13)

KYAA/Billings needs News Director; good bucks for energetic person, TGR to Jack Bell, 1845 Central, Billings, MT 59102. EOE (11-13)

"New Owner, new GM, new studios...now, need new PD and News Director at KITN/Ohympia, WA. TGR: Tom Carnes, Box 48, Olympia, WA 98507. EOE M/F (11-13)

Morning man going to lerger market. A/C entertainers. Send T&R to Personnel Director, KEXO, Suite 1016, Valley Federal Plaza, Grand Junction, CO 81501 EOE (11-13)

Searching for Assistant PD-eir talent for Spokene's #1 radio station. TGR: Rick Scott. KREM-AM/FM, 4103 S. Regal, Spokene, WA 99203. EOE M/F (11-13)

Lata-night communicator/production wiz, 2 years experience, 24 hour FM A/C in beautiful vacation lend. Needed yeaterday. T&R: PD, KIOO-FM, Box 1388, Biahop, CA 93514, EOE (11-13)

KNTB/Bakersfield looking for herd-working news reporter/anchor for News/Telk station. Minorities encouraged. T&R: Kevin Keeshan, Box 1499, Bakersfield, CA 93302. EOE (11-13)

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DAN SMIGROD, formerly Promotion Director, Y-100/Miami is available now. Strong references. Call Dan at (305) 474-3179. (11-20)

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Traffic, MD, radio personality, AOR new music experience. New or small market station, Can handle duel positions. Cell LYNX, (415) 441-8275. West Coast preferred, (11-20)

JOE HAGER, 18 year pro. KDWB, KSTP, WIFE, WDRC, Y-103, WAVZ, WMID, WAMS. Needs immediate position. Jock major market/PD major/medium market, (904) 721-8447. (11-20)

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Adult communicator looking, 8 years experience including PD. Call MIKE at (305) 269-2026. (11-20)

Mejor market pro competitive PD strong eir telent seeking challenge, wants out of current deed end situa-tion. West preferred. Let's telk, JOHN STONE, (415) 824-3865. (11-20)

Positions Sought

Major markets, 10 year large market pro. PD's, personality, Top 40, AOR, A/C format with major consultants. West Coast or Northeast. BOB MicRAE, (708) 693-7356. (11-20)

SARRY MoCOY, formerly WOHO/Toledo, WDUZ/Green Bay looking for air position in medium market also would consider PD. Call (419) 698-9706.

Experienced female talk show host, Public Service Director and newscaster seeking challenging position in medium to major merket. Contact VALERIE, (307) 235-0286. (11-20)

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25 year old eir personality with over 3 years experience, looking for Midwest merket opportunity. Cell DAVE, (507) 354-4424, (11-20)

Energetic ND. Good writing/interviewing/announc-ing skills. Medium/large merket news team. 6 years ex-perience, Write ND, 52 Islandview Dr., Perkeraburg, WV 26101. (11-20)

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Positions Sought

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TOM SULLIVAN formerly FM-105/Charleston, WWWM/Cleveland, 92Rock, WHLO plus others seeking afternoons or evening slot plus plenty of production, AOR or CHR. (304) 776-4977. (11-20)

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Mature announcer with programming experience, excellent retings end references desires etable position in AOR, A/C. Currently in major market. Cell JOHN, (602) 274-9820. (11-20)

Positions Sought

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Experienced, productive, versatile AOR soft rock jock looking for small market. Will relocate. TGR evailable. BRUCE, (215) 824-4830 after 7:30pm. (11-13)

GARY DIXON, KXIC, KLWW, KQWB is look PD/MD or jock position. (319) 393-9596. (11-13)

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Positions Sought

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Management position wanted. Programming/sales pro. Major market veteran. Street sales utilizing creativi ty plus spec production. Intelligent, perceptive profes-sional. Call between 6-8pm EST, (304) 233-6378. (11-13)

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AOR jock looking to move West. Former Production Director and middey. KFMX/Lubbock. Cell BOBBY TREBOR, (806) 792-4830 or (808) 745-3129. (11-13)

Seeking OM/PD position, Herd worker who can produce and experienced in all levels. Seeking Midwest others considered. Can start Immediately. Call TERRY, (417) 882-1286. (11-13)

Informative, funny morning drive personality seek-ing position in medium or major market, D.W. (805) 543-6230. (11-13)

Small market News Director looking for broadcast reporter position in medium or large market. Call DAVE reporter position in mediul at (209) 291-3498. (11-13)

Major market ell talent with Country experience. Looking for PD position. Serious inquiries call 80. Will relocate anywhere if money is right. (408) 422-5900. (11-13)

l've quit, effective May 1, 1982. ED WOLKENHEIM, News Director, WEZW, 735 West Wisconsin Ave., Milwaukee, WI 53233, No calls at this time. (11-13)

Positions Sought

JONATHAN HAZE. 11 year pro, proven track record, all formata. Recently with KLIF/Dallas, WKY/Oklahome City and KWKH/Shreveport. Mostly drive time. (817) 274-1984. (11-13)

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Recent college grad (RTV) with 2½ years college radio experience seeks producer/announcer position in Central FL or Central CA. DAVE ROGERS, (305) 282-4851. (11-13)

Changes

RADIO

Mike Shepard appointed PD at WRKT/AM FM/Cocoe Beach, FL, formerly with KMAK/Freeno, CA

Linda Muskin appointed Co-Op Sales Manager for WBBM Newaradio/Chicago, IL.

Marjory Civil joins WCAU/Philadelphia, PA as Ac

Rosemary Hernandaz has joined the KNX/Los Angeles, CA Seles Department as Manager of Seles

Changes

RECORDS

Dan Hickling appointed to the new post of Regional Promotion Representative/Northeast for Word Records.

Bert Meljer appointed European Marketing Manager for MCA Records.

Mike Schaefer named Local Promotion Manager/Chicago for Elektra/Aaylum Records.

John Madison appointed Branch Manager, New ch. CBS Records

Wanda Dunn appointed Southeast Promotion Manager for WMOT/CBS label.

INDUSTRY

John Howard appointed Account Executive at vard & Company's New York offic

Joel Salkowitz named Production Director for "ABC Superadio," ABC Radio Enterprises.

Pat Pantonini named Director of Creative Ser-

Robert F. Morrison named Manager of Contesting and Special Projects for ABC Radio Enterprises.

Miscellaneous

WHTL-FM, new A/C station needs singles from all sources. Dave Daniels, PD, P.O. Box 678, Whitehall, WI 54773. (11-20)

KSM 99, needs Country service from all labels. Send to Minton Miller, KSM 99 Radio, Palomer College, Sen Mercos, CA 92069. (11-20)

KROE-FM/Bheridan, WY needs A/C product from ell sources. Please send singles and LP's to P.O. Box 5086, Sheridan, WY 82801. (11-20)

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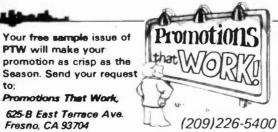
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KNBQ, WGUY, WZYQ, KKXL, KDZA, KQDI.

KNBQ, WGUY, WZYQ, KKXL, KDZA, KQDI.

BEE GEES "Living Eyes" (RSO/PolyGram) 70/13

Moves: Up 11, Debuts 7, Same 38, Down 1, Adde 13, JB105, WCKX, WRCK, KZFM, KXX106, CK101, WMAK-FM, WSKZ, KGGI, Q104, WCGQ, WTRU, 99KG, WXK8-FM 24-19, KIQQ 40-30.

CHRIS CHRISTIAN "I Want You, I Need You" (Boardwalk) 70/1

Moves: Up 36, Debuts 3, Same 25, Down 6, Adde 1, KRBE, WZUU 22-17, WBBF 21-19, WKRZ-FM 18-15, KBFM 21-19, KLAZ

10-8, WSGN 27-21, BJ105 30-27, KIOA 27-25, WNCI 27-25, WJBQ 22-17, KQIZ-FM 7-8, 99KG 31-29, KATI 17-13, KQDI 12-4, ARTHARD MARIDDOGG "Blacks" Too Blacks" (Ende) 85/0

104, WSGN 27-27, BJ106 30-27, KIOA 27-25, WNCI 27-25, WJBQ 22-17, KQIZ-FM 7-6, 99KG 31-29, KATI 17-13, KQDI 12-4, LUTHER VANDROSS "Never Too Much" (Epic) 66/0

Moves: Up 37, Debuts 4, Same 17, Down 7, Adds 0, WABC 7-6, WIFI 18-14, B104 14-9, WPQC 16-12, 293 16-12, 94Q on, Y100
24-14, 13K 10-10, WCAO 12-10, WFBR 21-15, KCIO1 10-8, KFMK 10-8, WAXY 22-18, WANS-FM 20-17, WFLB 16-12, LOVERBOY "Working For The Weekend" (Columbia) 63/12

Moves: Up 14, Debuts 8, Same 29, Down 0, Adds 12, KFRC, WLAN-FM, KZFM, G100, WSKZ, KKXX, K96, KKQV, WSPT, WAZY-FM, 96KG, KSLY, WBEN-FM 33-28, KEGL 18-16, WJXQ 16-10.

BILLY JOEL "She's Got A Way" (Columbia) 62/29

Moves: Up 2, Debuts 9, Seme 22, Down 0, Adds 29 including WABC, WBEN-FM, WIFI, JB105, KS96-FM, KIIS-FM, Q106, KQ94, G100, WMAK-FM, KRQ, WTSN, KSEL-FM, WAZY-FM, KATI.

Q106. KQ94, G100, WMAK-FM, KRQ, WTSN, KSEL-FM, WAZY-FM, KATI.

GREG LAKE "Let Me Love You Once" (Chrysells) 59/24

Moves: Up 5. Debuts 9. Seme 21, Down 0. Adde 24 Including KFI, Q103, 3WT, WAAY, WBBQ, KX104, WBCY, KJ100, KIIK, KIDD, WGUY, 9556F, KKRC, KRNA, KOZE.

MOODY BLUES "Talking Out Of Turn" (Threshold/PolyGram) 59/2

Moves: Up 21, Debuts 11, Seme 25, Down 0. Adde 2, FM100, Q101, WBEN-FM 40-33, CFTR 14-11, KBEQ 24-22, WPST 32-29, K104 28-23, KQ94 33-27, WZYP 30-28, WOKI 27-23, KIOA 28-24, Z104 29-26, Q104 22-18, WISE 33-27, KFMZ 25-19, GLIEBWINGE "Door Man's Son" (Scott) Report (CRS) 62/8

SURVIVOR "Poor Man's Son" (Scottl Bros./CBS) 52/6

Move: Up 18, Debuts 2, Same 27, Down 1, Adds 8, Z104, KKQV, Q101, WAZY-FM, WCIL-FM, KDZA, 96KX on, Q107 on, WLS 28-22, KFI on, 3WT 28-18, WPST 34-51, WSX 21-18, KIK 35-30, WNCI 28-23.

SNEAKER "More Than Just The Two Of Us" (Handshake/CBS) 51/13
Moves: Up 6, Debuts 7, Seme 26, Down 0, Adder 13, WBEN-FM, WXKS-FM, KEZR, KYYX, WCAO, WAEB, WKEE, KZFM, KBFM, KSTT, WIGY, 13FEA, KKGV, KEGL 30-23, WRKR 32-29.

REFWI. RS I I, WIGY, 13FEA, RRUY, REGL 39-23, WHRH 32-29.

STEVIE WOODS "Stael The Night Away" (Cotillion/Atco) 50/8

Moves: Up 17, Debuts 4, Same 21, Down 0, Adds 8, WZZP, WOKY, WHFM, WSGN, FM100, WHBQ, WGUY, KQDI, WXKS-FM 28-24, WDRQ 22-18, WZUU 24-18, WVBF 29-25, WMAK-FM 21-19, KIOA 15-13, KKRC 14-12.

SIGNIFICANT ACTION

DON McLEAN "Castles In The Air" (Millennium/RCA) 48/8
Movee: Up 18, Debuts 3, Same 18, Down 2, Adds 8, WiFi, KEARTH, WICC, WTIX, WHBQ, WJBQ, WLAM, KDZA, WCAO
17-14, WAEB 28-20, KLAZ 25-21, WSEZ 27-21, KSTT 23-20, WFBG 30-28, WFLB 36-30.

SHEENA EASTON "You Could Have Been With Me" (EMI America) 39/39
Moves: Up 0. Debuts 0, Seme 0, Down 0, Adds 39 Including WBEN-FM, 94Q, KIQQ, KYYX, KIMN, KZZP, 92FLY, LULU "H I Were You" (Alfa) 38/13
Moves: Up 2. Debuts 1, Same 22, Down 0, Adds 13, CKLW, WKEE, KINT, KXX108, BJ105, KIIK, KIOA, WKDQ, KSKD, WCGQ, KYOL, 99KG, KQDI, 94Q on, KSET-FM 29-28.

BEACH BOYS "Come Go With Me" (Caribou/CBS) 38/20
Moves: Up 3, Debuts 1, Same 12, Down 0, Adds 20 Including KRLA, KYYX, WPHD, WAEB, KINT, KEEL, WGH, KJ100, WZZR, WJXQ, KSTT, KQKQ, KLUC, WGUY, KYOL

WZZR, WJXQ, KSTT, KQKQ, KLUC, WQUY, KVOL

DONNIE IRIS "Sweet Merilee" (MCA) 30/3

Moves: Up 10, Debuts 1, Same 18, Down 0, Adde 3, 85XIL, WXLK, KKQV, 96KX 18-10, KBEQ 28-26, KIQQ on, WLAN-FM on, K104 34-29, WKEE on, WOKI on, WGUY 36-26, WCIR on, KQIZ-FM on, WSPT on, KFMZ 28-21.

BALANCE "Falling In Love" (Portrait/CBS) 27/9

Moves: Up 5, Debuts 2, Same 11, Down 0, Adde 9, KRLA, KFI, KBFM, KLAZ, WBBQ, WJXQ, KRQ, KVOL, 99KG, KYYX on, WHFM d-30, K104 37-28, KHFI 30-22, KILE 38-32, KENI on, KQDI 21-14.

TRILIMPH "Mannie: Pennam" (RCA) 78/0

TRIUMPH "Magic Power" (RCA) 28/0
Moves: Up 9, Debuts 1, Same 18, Down 1, Adda 0, CFTR 13-9, CHUM 5-5, KEGL d-29, WLS-FM 23-15, WPHD 23-19, KQ94
28-24, WSSX 17-16, WRVQ on, WZOK on, Z104 23-18, WIKS 9-6, KJRB on, KRQ 23-20, WIGY on, WCGQ on, BERTIE HIGGINS "Key Largo" (Kat Family/CBS) 24/9

Movee: Up 6, Debuts 2, Same 8, Down 0, Adds 9, 293, KINT, KQ94, WMAK-FM, WOKI, 95SGF, WXLK, WGLF, KATI, 94Q

30-25, WKTI 25-23, B97 on, KXX106 d-30, WBBQ 25-20, Q104 33-28.

DAN FOGELBERG "Leader Of The Band" (Full Moort/Epic) 22/20

MOVES: Up 0, Debuts 0, Same 2, Down 0, Adds 20, KYYX, KOPA, WPST, WKEE, KXX106, WAAY, WBCY, WCSC, WNCI, KNBQ, WTSN, WOMP-FM, WCQQ, KBEL-FM, KYYA, KOZE.

IEDBAALISE 14-CMBQB "No.

KNBQ, WTSN, WOMP-FM, WCGQ, KBEL-FM, KYYA, KOZE.

JERMAINE JACKSON "I'm Just Too Shy" (Motown) 21/3

Movee: Up 7, Debuts 0, Same 11. Down 0, Adds 3, KZFM, KBFM, WAAY, WXKS-FM 23-20, Y100 on, KFI on, KFRC on, KROK on, KQS4 on, KLAZ on, WSEZ 29-24, WANS-FM on, KNBQ on, 96SGF 22-20, WGLF on.

BILLY SQUIER "My Kinda Lover" (Capitol) 20/13

Movee: Up 0, Debuts 0, Same 7, Down 0, Adds 13, KQS4, WZYP, WOKI, WBCY, WJXQ, KZ93, WZOK, WJBQ, WGUY, WTSN, WFBG, Q104, KOZE, B104 on, WLS on.

KENNY ROGERS "Blaze Of Glory" (Liberty) 19/5

Movee: Up 3, Debuts 2, Same 9, Down 0, Adds 6, 13K, WCAO, KSET-FM, KEEL, WGH, KS96-FM on, WKEE on, WVIC 33-22, WLOL-FM 30-24, KBBK on, WACZ on, 13FEA on, WGLF on, KATI 36-29,

JOHNNY LEE "Bet Your Heart On Me" (Full Moon/Asylum) 16/0

Movee: Up 6, Debuts 2, Same 8, Down 0, Adds 0, WOKY 17-16, KLAZ on, WZZR on, KOFM d-30, WLAM d-30, WGLF 30-28, KILE on, KGLZ-FM 24-19, KPUR 19-17, KKXL on, KELO 24-17, KKLS on, 98KG on, KENI on.

TIERRA "La La Meens I Love You" (Boardwalk) 15/0

Move: Up 11, Debus 0, Same 3, Down 1, Adds 0, WXKS-FM 25-25, KEARTH 16-11, KRLA 21-17, KIQQ 20-17, K2FM 22-21, K8ET-FM 4-3, KINT 10-9, KHFI 28-24, KYNO-FM 10-9, KGGI on, KRQ 17-12, KDZA 22-16.

KSET-FM 4.3, KINT 10-9, KHFI 28-24, KYNO-FM 10-9, KGGI on, KRQ 17-12, KDZA 22-16.

AL JARREAU "Breakin' Away" (WB) 14/10

Moves: Up 0, Debuts 2, Same 2, Down 0, Adds 10, WXKS-FM, KIQQ, KYYX, KZFM, KEEL, WMEE, KYNO-FM, KNBQ, KCPX, KILE, KSET-FM d-30, KINT on, KGGI d-24, WFLB on,

JOHN DENVER "The Cowboy & The Lady" (RCA) 14/0

Moves: Up 4, Debuts 0, Same 10, Down 0, Adds 0, WKTI 28-24, KYYX on, KZFM on, WTIX 15-12, KQ94 on, BJ105 on, WVIC on, KOFM on, WNAM on, KCPX 31-27, 96XIL 38-34, KENI on, KSLY on.

ALABAMA "Lava In The Elect Downso" (RCA) 13/5

on, KOFM on, WNAM on, KCPX 31-27, 95XIL 38-34, KENI on, KSLY on,

ALABAMA "Love In The First Degree" (RCA) 13/5

Moves: Up 1, Debuts 3, Same 4, Down 0, Adds 5, WCAO, WOKI, WGH, KOFM, KSLY, KZFM on, KEEL d-29, KLAZ on,

WMAK-FM d-29, WSEZ d-31, WVIC on, WISE on, WFLB 24-18.

FOREIGNER "Jukebox Hero" (Atlantic) 13/4

Moves: Up 0, Debuts 1, Same 8, Down 0, Adds 4, 195, WKDQ, KJRB, KENI, Q107 on, KBEQ on-dp, Q102 on, WSSX on,

WRVQ on, KKXX on, KSS d-24, KSEL-FM on, WSPT on-dp.

PRINCE "Controversy" (WE) 13/3

Moves: Up 4, Debuts 0, Same 6, Down 1, Adds 3, KSET-FM, WVIC, WFLB, Y100 on, CKLW 22-11, WTIC-FM 28-24, KZFM
28-22, WCSC on, KYNO-FM 32-24, KNYT 10-10, SSGGE on.

Printer C. Controversy (1995) 1975
Moves: Up 4. Debuts 0, Same 6, Down 1, Adds 3, KSET-FM, WVIC, WFLB, Y100 on, CKLW 22-11, WTIC-FM 28-24, KZFM 28-22, WCSC on, KYNO-FM 32-24, KHYT 10-10, 96SGF on.

IRENE CARA "Anyone Can See" (Network/Elektra-Asylum) 11/8
Moves: Up 0, Debuts 1, Seme 2, Down 0, Adds 8, KFI, KSET-FM, BJ105, WCSC, WFLB, KENI, KSLY, KQDI, B104 on, KCPX on, KILE 0-90,

STEVE CARLISLE "' 'WKRP In Cincinnati' (Main Theme)" (Sweet City/MCA) 10/3

Moves: Up 1, Debuts 1, Seme 5, Down 0, Adds 3, KQKQ, KDZA, KQDI, WCKX 0-33, K104 on, WKEE on, BJ10

KNACK "Pay The Devil (Ooo Baby Ooo)" (Capitol) 10/0
Moves: Up 3, Debuts 0, Same 7, Down 0, Adde 0, WXKS-FM 25-22, WPHD on, KIDD on, KSKD 31-30, WJBQ on, WGUY 27-22, WIGY on, WCGQ on, KVOL on.

COMING NEXT WEEK INSIDE R&R:

RECORDS RESPONSE TO RADIO

Turning the tables, record execs answer radio's questions posed this week in AOR, CHR and A/C.

SIGNIFICANT ACTION

QUARTERFLASH "Harden My Heart" (Geffen/WB) 29/5
Rotationa: Heavy 8/0, Medium 14/1, Light 8/3, Extra Adde 1, Total Adde 5, KDKA, KC8W, WSLI, WOWO, KBOI, Heavy, WIP, WGAC, WSM-FM, KWAY, KSEL, KRKK, Medium: KEX, KPLZ, WHEN, WMAZ, WTVN, KAFY, KUGN, WKZE, WSKY, WGAY, W

ROD STEWART "Young Turks" (WB) 28/4
Rotations: Heavy 10/0, Medium 10/2. Light 6/2. Extra Adds 0, Total Adds 4, KULF, WAFB, WSLI, WSKY. Heavy: WTFM, KCSW, WBT, WSM-FM, KAFY, KWAY, WKZE, KSEL, WORG, KADE. Medium: KOLE, WQUE, WOWO, WFMK, WCHY, WAST, WROW, KESS.

KIM CARNES "Mistaken identity" (EMI America) 28/3
Rotations: Heavy 1/0, Medium 9/0, Light 14/1, Extra Adde 2, Total Adde 3, Y108, WKBN, KBOI. Heavy: WCCO. Medium: WBEN, KCSW, WBT, WIS, WSKY, WORG, WWBA, WJON, KRKK.

STEVE CARLISLE "'WKRP In Cincinnati' (Main Theme)" (Sweet City/MCA) 25/11
lotations: Heavy 2/0, Medium 8/7, Light 14/3, Extra Adds 1, Total Adds 11, 97AIA, KEX, WRIE, WBT, WIS, Y106, WHBY, (RMG, KSL, WJBC, WJON, Heavy: WLTA, WDEF, Medium KXOK.

KRMG, KBL WJBC, WJON. Heavy: WLTA, WDEF, Medium: KXUR.

BALANCE "Failing Love" (Portrait/CBS) 25/4
Rotations: Heavy 0/0, Medium 14/1, Light 10/2, Extra Adds 1, Total Adds 4, WORG, WJON, KBOZ, KRKK. Medium: 97AIA, WCCO, KEX, KPLZ, WGAC, KCSW, WMAZ, Y106, WHBC, KKRD, KKUA, KSL, KFQD.

NICOLETTE LARSON "Fool Me Again" (WB) 25/3
Rotations: Heavy 2/0, Medium 10/1, Light 13/2, Extre Adde 0, Total Adde 3, WIS, KKUA, WCHV. Heavy: WLTA, WDEF, Medium: WARM98, WCCO, WGAC, WMAZ, Y106, WQUA, KSL, WSKY, KMED.

Wellin: Warmse, WCCO, WGAC, WMAC, Y109, WQUA, KSL, WSKY, KMED.

JENNIFER WARNES "Could It Be Love" (Arista) 20/20

Rotations: Heevy 0/0, Medium 6/5, Light 13/13, Extra Adds 2. Total Adds 20, KULF, WARMSS, KMBZ, WCCO, KEX.

WRIE, WGAC, KCSW, WDEF, WIS, WSM-FM, WHBY, WQUA, KAFY, WSKY, WORG, WDAY, KFQD, KMED, KRKK,

CARPENTERS "Those Good Old Dreams" (A&M) 19/13

Rotations: Heevy 0/0, Medium 4/3, Light 12/7, Extra Adds 3, Total Adds 13, WLTA, WCCO, KOY, WGY, KCSW, WERC, WDEF, KUGN, WWSA, WSGW, KFQD, KMED, KOLO, Medium: KEX, IOMA, DENVER "The Constitute for The Leafur" (DCA) 19/2

JOHN DENVER "The Cowboy & The Lady" (RCA) 18/2
Rotations: Heavy 3/0, Medium 6/0, Light 8/1, Extra Adds 1, Total Adds 2, WCCO, WNAB, Heavy: WLTA, KOY, WDEF, Medium: KEX, WGAC, KCSW, WHBC, KAFY, KMED.

JOHNNY LEE "Bet Your Heart On Me" (Full Moon/Asylum) 16/0
Rotations: Heavy 2/0, Medium 8/0, Light 6/0, Extra Adds 0, Total Adds 0, Heavy: WCCO, KSL, Medium: WLTA, KMBZ, WDEF, KRNT, KAFY, KBOI, WDAY, WJON.

BEE GEES "Living Eyes" (RSO/PolyGram) 15/3
Rotations: Heavy 1/0, Medium 3/0, Light 9/1, Extra Adds 2, Total Adds 3, KAFY, KSEL, KADE, Heavy: WTFM, Medium KCSW, WSU, WRVR.

RINGO STARR "Wrack My Brain" (Boardwalk) 15/3
Rotations: Heavy 0/0, Medium 6/1, Light 9/2, Extra Adda 0, Total Adda 3, WSB, WMAZ, KKUA. Medium: WBEN, WIP, KCSW, WBT, KAFY.

SPYRO GYRA "Summer Strut" (MCA) 15/0
Rotations: Heavy 0/0, Medium 8/0, Light 7/0, Extre Adds 0, Total Adds 0, Medium: 97AIA, KEX, WMAZ, Y106, KBOI, KSL, WSKY, KMED. DAN FOGELBERG "Leader Of The Band" (Full Moon/Epic) 14/14
Rotations: Heavy 0/0, Medium 7/7, Light 6/6, Extra Adds 1, Total Adds 14, WTFM, WARM98, WWYZ, WELI, WGY,

Rotations: Heavy 0/0, Medium 7/7, Light 6/6, Extra Adda 1, Total / WMAZ, WRVR, WSM-FM, WHBY, WNEU, WSKY, KSEL, KADE, KRKK.

WHAZ, WRYE, WENT-M, WHEY, WREU, WSKY, KSEL, KADE, KRKK.

STEVE MILLER BAND "Heart Like A Wheel" (Capitol) 14/2

Rotations: Heavy 20, Medium 7/0, Light 5/2, Extra Adda 0, Total Adda 2, WGAR, WLEQ. Heavy: KCSW, WKZE, Medium: WTFM, WRIE, WWYZ, KAFY, WCHV, KSEL, KADE.

ADDRISI BROTHERS "Red Eye Flight (You Can Always Come Home Again)" (Elektra) 14/1

Rotations: Heavy 0/0, Medium 10/1, Light 4/0, Extra Adda 0, Total Adda 1, KOY, Medium: WDEF, WIS, WHBY, WKBN, KOB, KBOI, KFOD, KMED, KOLO. SHEENA EASTON "You Could Have Been With Me" (EMI America) 13/13
Rotations: Heavy 0/0, Medium 5/5, Light 5/5, Extra Adds 3, Total Adds 13, WBEN, KMBZ, WWYZ, WELI, KCSW,

otations: Heavy 0/0, Medium 5/5, Light 5/5, Extre Adi WKZE, WSKY, WCHV, KSEL WWSA, WJON, KADE

ALABAMA "Love In The First Degree" (RCA) 13/6
Rotations: Heavy 0/0, Medium 7/1, Light 4/3, Extra Adds 2, Total Adds 8, WGAC, KCSW, WQUA, KAFY, KWAV, WWSA.
Medium: WARMS8, KMBZ, WDEF, WRVR, WORG, WDAY. MOODY BLUES "Talking Out Of Turn" (Threshold/PolyGram) 13/1
Rotations: Heavy 0/0, Medium 8/0, Light 6/0, Extra Adds 1, Total Adds 1, KAFY, Medium: WAWSM-FM, KPAT.

POLICE "Every Little Thing She Does is Magic" (A&M) 13/0
Rotations: Heavy 5/0, Medium 7/0, Light 1/0, Extra Adds 0, Total Adds 0, Heavy: WRIE, WSM-FM, KWAV, WKZE, WLEQ.
Medium: KDKA, WASH, WQUE, WOWO, KSEL, WBOW, KADE.

SAILOR "Hat Check Girl" (Carlbou/CBS) 12/3
Rotations: Heavy 0/0, Medium 2/0, Highs 10/0

Rotations: Heavy 0/0, Medium 2/0, Light 10/3, Extra Adds 0, Total Adds 3, WGAC, Y106, WQUA, Medium: WDEF, WHBC.

BARBARA MANDRELL "Wish You Were Here" (MCA) 11/1

Rotations: Heavy 4/0, Medium 4/0, Light 3/1, Extra Adds 0, Total Adds 1, WJBC, Heavy: KMBZ, KOY, KAAY, KSL, Medium: WCCO KRNT KITE WQUA

WCCO, KINT, KLTE, WQUA.

JERMAINE JACKSON "I'm Just Too Shy" (Motown) 11/1

Robitions: Heavy 0/0, Medium 8/1, Light 3/0, Extra Adds 0, Total Adds 1, 97AIA, Medium: WJMD, WLTA, KCSW, KAFY,

GENESIS "No Reply At All" (Atlantic) 11/0

GENESIS "NO HOPIY AT AII (AUBITUS) 11/0
Rotations: Heavy 2/0, Medium 5/0, Light 4/0, Extre Adds 0, Total Adds 0, Heavy: WRIE, KWAV. Medium: WGAR, WHEN, WSM-FM, WKZE, WLEQ.

AL JARREAU "Breakin' Away" (WB) 9/5
Rotations: Heavy 0/0, Medium 2/1, Light 7/4, Extre Adds 0, Total Adds 5, KULF, WGAC, WHBC, WCHV, WORG. Medium:

WDEF.

CHILLIWACK "My Girl (Gone, Gone, Gone)" (Millennium/RCA) 9/2

Rotations: Heavy 1/0, Medium 4/0, Light 4/2, Extra Adds 0, Total Adds 2, KWAV, WLEQ. Heavy: KSEL Medium: WHI WOWO, KAFY, WCHV.

VANGELIS "Titles" (Polydor/PolyGram) 8/2

Rotations: Heavy 1/0, Medium 2/1, Light 4/0, Extra Adds 1, Total Adds 2, WLTA, WELI. Heavy: KPLZ. Medium: KOY.

BREAKERS are those newer records judged to have the greatest level of station activity on any given week. NEW & ACTIVE includes songs reported by at least 50 CHR or 30 A/C reporting stations. The two numbers following the artist/title (label) designation indicate how many reporters are on the record this week and, of those, how many added it this week. CHR stations report numbered playlists, and all possible moves are listed for each song (UP, DEBUTS, SAMES, DOWNS, ADDS). A/C stations report by rotations (HEAVY, MEDIUM, LIGHT, ADD). The two numbers following each rotational designation indicate how many stations have the record in that particular rotation and, of those, how many added it into that same rotation.

MOST ADDED and HOTTEST sections of the BACK PAGE indicate the total number of all our reporters in either CHR or A/C adding the song this week or noting that the song is among their five hottest.

SIGNIFICANT ACTION is a quantitative listing of songs below the New & Active level. Indicates one of this week's most added new releases. The number in parentheses immediately following the songs listed in the

"Come Go With Me"



The 15 each 1504s

Follow These Leaders

KRLA add	WZZR add	WGUY add	KFI	WSEZ
KYYX add WPHD add 29	WVIC add WJXQ add	WFBG add WFLB add	3WT WICC	WCSC KHYT
WAEB add	KSTT add	KVOL add	KHFI	KZZX
KINT add	KQKQ add		WTIX KLAZ	WGLF KFYR
KEEL add WGH add	KCPX add KLUC add		WSGN	KENI
KI100 add	KRQ add		WMAK-FM	KSLY



A/C#1MOST ADDED

Distributed By CBS Records

November 20, 1981

Radio&Records

Contemporary Hit Radio

NATIONAL AIRPLAY/30.

Adult/Contemporary

	nha.		Las La We			
:	2	1	1	0	FOREIGNER/Waiting For A Girl Like You (Atlantic)	
	5	3	2	2	AIR SUPPLY/Here I Am (Just When I Thought) (Arists)	
. 5	3	6	4	0	OLIVIA NEWTON-JOHN/Physical (MCA)	
8	3	5	3	4	POLICE/Every Little Thing She Does is Magic (A&M)	
1	10	7	6	0	COMMODORES/Oh No (Motown)	
2	21	12	8	0	ROD STEWART/Young Turks (WB)	
1		2	5	7	DARYL HALL & JOHN OATES/Private Eyes (RCA)	
2	2	16	10	0	DIANA ROSS/Why Do Fools Fall In Love? (RCA)	
1	8	11	9	9	BARRY MANILOW/The Old Songs (Arista)	
2	9	21	13	10	STEVIE NICKS & DON HENLEY/Leather & Lace (Modern/Atco)	
N	-	18	12	O	JOURNEY/Don't Stop Bellevin' (Columbie)	
3		23	16	1	LINDSEY BUCKINGHAM/Trouble (Asylum)	
2	18	24	18	1	QUARTERFLASH/Harden My Heart (Geffen/WB)	
2		22	20	0	GENESIS/No Reply At All (Atlantic)	
		29	23	Œ	NEIL DIAMOND/Yesterday's Songs (Columbie)	
_		_	21	0	CHILLIWACK/My Girl (Gone, Gone, Gone) (Millennium/RCA)	
3		4	7	17	DAN FOGELBERG/Hard To Say (Full Moon/Epic)	
4		8	11	18	CHRISTOPHER CROSS/Arthur's Theme (Best That You Can Do) (WB)	
-		_	26	0	DARYL HALL & JOHN OATES/I Can't Go For That (No Can Do) (RCA)	
-	-	28	24	20	STEVE MILLER BAND/Heart Like A Wheel (Capitol)	
-		_	27	3	GEORGE BENSON/Turn Your Love Around (WB)	
	-	30	25	0	J. GEILS BAND/Centerfold (EMI America)	
-		_	28	2	GO-GO'8/Our Lips Are Sealed (IRS/A&M)	
-	-	_	29	3	PAUL DAVIS/Cool Night (Arista)	
-		_	30	3	ELO/Twilight (Jet/CBS)	
				8	EDDIE RABBITT/Someone Could Lose A Heart Tonight (Elektra)	
				Θ	BARBRA STREISAND/Comin' In And Out Of Your Life (Columbia)	
_	_			0000	QUEEN & DAVID BOWIE/Under Pressure (Elektre)	
_	_		I		CARS/Shake It Up (Elektra)	
_		-		0	EARTH, WIND & FIRE/Let's Groove (ARC/Columbia)	
CARRIED						

		_	_	_	
		Twi	La ok • W	st nok	
	3	2	1	1	BARRY MANILOW/The Old Songs (Arista)
	2	4 1	8 8	2	
	4	4	3	3	
	14	1 6	5	0	DIANA ROSS/Why Do Fools Fall In Love? (RCA)
	2	1	2	5	AIR SUPPLY/Here I Am (Just When I Thought) (Arista)
	12	8	7	0	FOREIGNER/Waiting For A Girl Like You (Atlantic)
	5	5	4	7	M. POST feeturing L CARLTON/Theme From "Hill Street Blues" (Elektra
	13	11	9	0	CHRIS CHRISTIAN/I Went You, I Need You (Boardwalk)
	1	3	6	9	DAN FOGELBERG/Hard To Sey (Full Moon/Epic)
	29	20	11	10	JUICE NEWTON/The Sweetest Thing (I've Ever Known) (Capitol)
	22	18	12	Ō	DON McLEAN/Castles in The Air (Millennium/RCA)
	-	_	17	_	BARBRA STREISAND/Comin' In And Out Of Your Life (Columbia)
	17	17	13		STEVIE WOODS/Steal The Night Away (Cotillion/Atco)
	-	23	19		RONNIE MILSAP/I Wouldn't Have Missed It For The World (RCA)
	7	7	10		QUINCY JONES featuring JAMES INGRAM/Just Once (A&M)
	-	_	23	0	PAUL DAVIS/Cool Night (Arista)
1	-	-	26	O	STEVIE NICKS & DON HENLEY/Leather & Lace (Modern/Atco)
	-	27	24	0	GEORGE BENSON/Turn Your Love Around (WB)
1	10	10	15	19	FOUR TOPS/When She Was My Girl (Casablanca/PolyGram)
1	9	9	14	20	AL JARREAU/We're in This Love Together (WB)
1	-	-	28	3	ROYAL PHILHARMONIC ORCHESTRA/Hooked On Classics (RCA)
1	28	26	25	2	CRYSTAL GAYLE/The Woman in Me (Columbia)
1	15	15	18	23	ANNE MURRAY/It's All I Can Do (Capitol)
1	-	-	29	3	LINDSEY BUCKINGHAM/Trouble (Asylum)
1	11	14	16	26	MARTY BALIN/Atlanta Lady (Something About Your Love) (EMI America)
1	8	13	21	26	CHRISTOPHER CROSS/Arthur's Theme (Best That You Can Do) (WB)
١	6		22	27	KENNY ROGERS/Share Your Love With Me (Liberty)
1	21	19	20	28	BURTON CUMMINGS/You Saved My Soul (Alfa)
1	_		-	Ø	EDDIE RABBITT/Someone Could Lose A Heart Tonight (Elektre)
1	-		→	0	SNEAKER/More Than Just The Two Of Us (Handshake/CBS)
		-			The state of the s

CARS (68) EDDIE RABBITT (52) ROLLING STONES (52)

SHEENA EASTON (39) PAUL DAVIS (35) **BILLY JOEL (29)**

MOST. ADDED

BEACH BOYS (31) BILLY JOEL (28) EDDIE RABBITT (27)

JENNIFER WARNES (20) PAUL DAVIS (18) D. HALL & J. OATES (16)

FOREIGNER (142) OLIVIA NEWTON-JOHN (113) **ROD STEWART (72)**

NICKS & HENLEY (67) JOURNEY (60) COMMODORES (58)

HOTTEST

FOREIGNER (60) BARRY MANILOW (60) COMMODORES (59)

DIANA ROSS (58) NEIL DIAMOND (57) AIR SUPPLY (42)

EDDIE RABBITT

BREAKERS

Someone Could Lose A Heart Tonight (Elektra) 62% of our reporters on it. Moves: Up 24, Debuts 31, Same 26, Down 0, Adds 52 including WKBW, WBEN-FM, CKGM, CKLW, WOKY, KEARTH, Q103, 3WT, B97, KZ93, FM102, WTSN, Z102, KQWB, KENI. See Parallels, charts at number 26.

BARBRA STREISAND

Comin' In And Out Of Your Life (Columbia)

60% of our reporters on it. Moves: Up 49, Debuts 31, Same 22, Down 0, Adds 28 including WBEN-FM, KRBE, WDRQ, KSLQ, WZZP, WGCL, WZUU, KRLA, Q103, WBLI, WKRZ-FM, KEEL, WOW, K96, KILE. See Parallels, charts at number 27.

QUEEN & DAVID BOWIE Under Pressure (Elektra)

58% of our reporters on it. Moves: Up 61, Debuts 17, Same 28, Down 1, Adds 18 including WIFI, WXKS-FM, KFI, 92FLY, WDRC-FM, KHFI, WJXQ, KEYN-FM, WGBF, WDJX, KGGI, WIGY, WFBG, KQWB, KELO. See Parallels, charts at number 28.

CARS

Shake It Up (Elektra)

57% of our reporters on it. Moves: Up 3, Debuts 35, Same 18, Down 0, Adds 68 including WIFI, 96KX, JB105, WPGC, 94Q, Q105, KIQQ, KIMN, WTRY, Y103, WMEE, KNBQ, WCIR, 95SGF, KSLY. See Parallels, charts at number 29.

12-34

NEW & ACTIVE

EARTH, WIND & FIRE "Let's Groove" (ARC/Columbia) 121/9 Moves: Up 84, Debuts 8, Seme 20, Down 0, Adde 9, WKBW, Q102, KJR, WHFM, KTSA, CK101, KKRC, WRKR, WCIL-FM WBEN-FM 2-1, JB106 10-4, Y100 19-6, CKLW 3-2, KRLA 1-1, KFRC 1-1. Debuted on CHR chart at number 30 due to mejor

MOVES: Up 84, Debuts 12, Same 28, Down 0, Adds 9, KRBE, KEZR, WFMF, WHHY-FM, WORK, WWRKR, WPGC 30-27, WZUU 25-20, KJR 19-16, WSQN 13-7, KSPZ 19-14, WACZ 12-8. RONNIE MILBAP "I Wouldn't Have Missed It For The World" (RCA) 100/15
Moves: Up 48, Debuts 16, Same 21, Down 0, Adds 15, Q105, WZUU, WTRY, KX104, WANS-FM, WAKY, WLOL-FM, WNCI

HONNIE MILBAP "I WOUNDN'T PIEVE MIBBED IT POF IN MOVES: Up 48, Debuts 16, Seme 21, Down 0, Adds 16, Q105, WZUU, WTI KSPZ, KQIZ-PM, KKXL, KKLS, KCBN, KYYA.

RINGO STARR "Wrack My Brain" (Boardwalk) 98/12

Moves: Up 27, Debuts 8, Seme 51, Down 0, Adds 12, B104, WTIX, W. WLAM, Q104, WXLK, KCBN, WBEN-FM 29-25, Z102 26-23, KKRC 29-25.

WHHY-FM, BJ106. WSEZ, WANS-FM, KBBK, K96,

WLAM, G104, WXLIK, KCBN, WBEN-FM 29-28, Z102 28-23, KKRC 29-25.

KOOL & THE GANG "Take My Heart" (De-Lita/PolyGram) 94/11

Moves: Up 46, Debuts 12, Same 25, Down 1, Adds 11, B104, KRBE, WDRQ, KSLQ, WZUU, KFMK, KTSA, WSGN, KGKQ, WLAM, KENI, PRO-FM d-18, KFI 29-21, KHPI 27-17, WJDX 14-11.

ROLLING STONES "Walting On A Friend" (Rolling Stones/Atco) 88/52

MOVes: Up 7, Debuts 14, Same 15, Down 0, Adds 62 Including WIFI, B104, WXKS-FM, KEGL, KEZP, WRCK, WICC, WAAY, WSEZ, WJXQ, KSTT, KJRB, KLUC, WCGQ.

ROYAL **PHILHARMONIC ORCHESTRA**

Hooked On Classics (RCA)

58% of our reporters on it. Rotations: Heavy 20/0, Medium 34/5, Light 16/5, Extra Adds 2, Total Adds 12, WHB, KIXI, KPLZ, WHYN, WOKV, KAAY, WRVR, WTAR, WPTF, WAKR, KMJJ, KCRG. Moves 28-21 on A/C chart.

NEW & ACTIVE

25-49

LINDSEY BUCKINGHAM "Trouble" (Asylum) 62/9
Rotations: Heevy 18/0, Medium 34/4, Light 12/5, Extra Adds 0, Total Adds 9, WCBM, KPPL, KNBR, WHAM, WTAR, KSL, KREM, WLEQ, WDAY, Heavy; WBEN, WTFM, KVIL, KPLZ, WWYZ, KCSW, WBT, WMAZ, WRVR, WSM-FM, WQUE, WFMK, KAFY, WKZE, WSKY, KSEL, Medium: GR55, WASH, KULF, \$7ALA, 55KRC, WGAR, KMBZ, KIXI, Moves 23-24 on A/C chert.

KAPY, WKZE, WSKY, KSEL, Medium: GHDD, WASH, KULF, 97AIA, BDKHC, WGAR, KMBZ, KIZI, MOVES ZE-26 ON AU CHEFT.

EDDIE RABBITT "Someone Could Lose A Heart Tonight" (Elektra) 60/27
Rotations: Heavy 3/1, Medium 29/10, Light 24/12, Extra Adds 4, Total Adds 27, WTFM, WIP, 65KRC, WWWE, WISN, KNBR, KIXI, KPLZ, WHYN, WHEN, WAFB, WOKV, KAAY, WMAZ, WRVA, WAKR, WTVN, KRMG, KKUA, WLEQ, WLVA, WFIR, WJBC, KCRG, WDAY, WSGW, KFQD, Heavy: KMBZ, WNEU, Debuts at number 29 on A/C chart.

WFIR, WJBC, RCHG, WDAT, WSGW, RHQD, Heavy: RMBZ, WNEU. Debuts at number 29 on A/C chart.

SNEAKER "More Than Just The Two Of Us" (Handshake/CBS) 59/12

Rotations: Heavy 4/0, Medium 32/4, Light 21/6, Extra Adds 2, Total Adds 12, WBEN, KIXI, WHAM, 14Q, WOKV, WAKR, WKBN, KWAV, WNEU, WSKY, KFOR, KOLO. Heavy: WJMD, WRVA, WWSA, KMED, Medium: WARM98, WCCO, KEX, KPLZ, WWYZ, WCTC, WELI, WGAC, KCSW, WSLI, Y108, WHBY, WHBC, KKRD, KUGN, KSL. Debuts at number 30 on A/C

BEACH BOYS "Come Go With Me" (Caribou/CBS) 58/31
Rotations: Heavy 1/0, Medium 25/13, Light 27/13, Extra Adda 6, Total Adda 31, WTFM, WIP, WWWE, WCCO, KXOK, KFMB, WNAB, WRIE, WHAM, WHYN, WERC, WDEF, WIS, WSLI, WOKV, Y108, WRVA WAKR, WFMK, KLTE, KKRD, WKBN, KMJJ, WKZE, WGIR, WNEU, WLVA, WJBC, KFOR, KBOZ, KMED.

WKBN, KMJJ, WKZE, WGIR, WNEU, WLVA, WJBC, KFOR, KBOZ, KMED.

OLIVIA NEWTON-JOHN "Physical" (MCA) 48/3

Rotstions: Heavy 22/0, Medium 16/2, Light 10/1, Extra Adds 0, Total Adds 3, KOY, WRIE, KAAY, Heavy: WIP, KDKA, WASH, KULF, WFYR, WGAR, KNBR, WNAB, WAFB, WBT, Y108, WOWO, KAFY, KKUA, KMJJ, WSKY, WLEQ, KSEL, WORG, KPAT, WBOW, KADE, Medium: WTAE, WSFM, WHEN, WERC, WQUE, WTVN, WKBN, KBOI.

BILLY JOEL "She's Got A Way" (Columbia) 47/28

Rotstions: Heavy 10, Medium 22/12, Light 22/14, Extra Adds 2, Total Adds 28, WBEN, WLTA, KULF, 97AIA, WHB, KYXY, KNBR, WELJ, 14Q, WGAC, KCSW, WSM-FM, WQUE, WTAR, WRVA, WARR, WHBY, WHBC, WQUA, WGIR, WNEU, KSEL, WORG, KFOR, KFQD, KBOZ, KMED, KRKK, Heavy: WTFM, Medium: WARM98, WCCO, KEX.

DARYL HALL & JOHN OATES "I Can't Go For That (No Can Do)" (RCA) 42/16

Rotstions: Heavy 8/0, Medium 20/8, Light 14/8, Extra Adds 2, Total Adds 16, WROR, KULF, 55KRC, WWWE, WOMC, KPLZ, WHYN, KCSW, WERC, WRKA, WRVR WTAR, V108, WFMK, KKRD, WFIR, Heavy: WBEN, WTFM, WSM-FM, WQUE, WKZE, Medium: WJMD, WRIE, WAFB, WSLI, KAFY, KBOI, KWAV, WNEU, KADE, KRKK, PLACIDO DOMINGO & JOHN DENVER "Porhaps Love" (Cherry Lane/CBS) 37/9

FM, WQUE, WKZE, Medium: WJMD, WRIE, WAFB, WSLI, KAFY, KBOI, KWAY, WNEU, KADE, KRRA.

PLACIDO DOMINGO & JOHN DENVER "Perhaps Love" (Cherry Lane/CBS) 37/9

Rotations: Heavy 9/0, Medium 15/3, Light 11/4, Extra Adda 2, Total Adda 9, WFYR, KMBZ, WIS, WSLI, WPTF, WRVA, WSKY, WORG, KFGD, Heavy: WIP, KYYY, WSBA, WGAC, WFMK, WQUA, KSL, WSGW, KOLO, Medium: WASH, WLTA.

97AIA. WOMC, KPLZ, WNAB, WELI, WMAZ, WHBC, KBOI, WJBC, KMED.

RUPERT HOLMES "Loved By The One You Love" (Elektra) 37/6
Rotations: Heavy 2/0, Medium 17/3, Light 18/3, Extra Adds 0, Total Adds 8, WCTC, WSBA, WHBC, KSL, KBOZ, KMED.
Heavy: WCCO, WSKY. Medium: WJMD, WLTA, KOY, WNAB, WELI, WGY, WGAC, WDEF, WHIO, KUGN, KKUA, WGIR,

ROBERT, NICLD.

LULU "If I Wore You" (Affa) 34/10

Robstons: Heavy 30, Medium 144, Ught 17/8, Extra Adda 0, Total Adda 10, KFMB, WRIE, WGAC, KCSW, WSLI, KLTE, KKUA, KSL, WKZE, WORG, Heavy: WJMD, WLTA, WRVA, Medium: WCCO, WBT, WMAZ, WHBY, WQUA, KKRD, KUGN, WIED, WIGN, KMED.

KENNY ROGERS "Blaze Of Glory" (Liberty) 31/10
Rotations: Heavy 20, Medium 17/4, Light 10/4, Extra Adde 2, Total Adde 10, WIP, WSBA, WMAZ, WTVN, WFMK, KAFY, WGIR, WJON, KOLO, Heavy: WCCO, WSFM, Medium: WBEN, WTAE, KMBZ, WRIE, WGY, WRVA, WAKR, KSL, WORG, WWSA, KCRG, WDAY, KBOZ.

BENNY HESTER "Nobody Knows Me Like You" (Myrrh) 30/0
Rotations: Heavy 2/0, Medium 17/0, Light 11/0, Extra Adda 0, Total Adda 0, Heavy: WDEF, KOB. Medium: WJMD, KEX, WELI, WMAZ, WPTF, WHBY, WHIO, WQUA, KKRD, WKBN, KBOI, KSL, WWSA, KFOR, KMED, KOLO.