

## INSIDE R\&R:

## Arbitron Reports Recalled:

Phoenix, Harrisburg,
NE Pennsylvania, Lubbock. and maybe Louisville affected by ratings mishaps.

New Jersey Senator Stalls
Deregulation Bill:
Sen. Bill Bradley wants a VHF
TV station for New Jersey, and he's tied up a broadcast deregulation bill in
the process
Canadian Superstations Go Satellite: Five radio
stations kick off nationwide satellite service next week

Findley \& Fowler Debate Over Daytimers: Congress's champion of daytimers and FCC Chairman exchange pointed letters on the matter


R\&R Country Radlo Poll Winners: Saiuting the victorious artists in country music's only allradio poll.

## GM Changes: Jay Hoker

 to KZEW/Dallas, William Kirkpatrick to KOCY \& KXXY/Oklahoma CityHas Rock Hit A Dead
End? Lee Abrams thinks so -
read his solution in the Superstars Tapes, Pt. II

WHBI/Newark Going Dark In April: FCC still looking for interim and permanent operators for facility - but you can't be both

PD Changes: Ern Gladden to KUPD/Phoenix, AI Peterson to Pollack Communications, Garry wall to FM100/Memphis, Jackson Armstrong to WCII \& WKJJ/Louisville, Ted McAllister to WKRC and Ken Rogers to WYYS/Cincinnati.

## How Reliable Is Arbitron

 Nowadays? A guide to using the new reliability tables in the Arbitron bookWMMS Tries Two Consultants: Cleveland AOR's unique arrangement employs both Abrams and Sebastian.

## Brescia Upped To CBS Sr. VP

Dick Brescia has been promoted to the newly-created position of Senior VP/CBS Radio Networks. He had been CBS Radio Network VP/ GM, and will now also oversee CBS's new RadioRadio net. RadioRadio VP/ GM Bob Kipperman will continue to run the new network whose staff will remain Dick Brescia separate from the original CBS net. CBS Radio President Bob Hosking, in making the announcement, commented, "Dick's depth and breadth of network radio experience have helped secure the CBS Radio Network's leadership position in the radio marketplace. We've asked him to apply these same skills on a formal basis to RadioRadio as well."
Brescia, a 15-year CBS veteran, told R\&R he's excited about the opportunities for network radio, despite the economy. He added, "This move will enable me to better coordinate the development of shared facilities and sales departments, thus making the transition of two networks smoother."
In a related move, CBS announced its completion of an agreement with Scientific Atlanta to supply CBS affiliates with digital earth stations. CBS joins ABC and NBC in negotiating deals with S/A.

## Mayasich

Promoted To VP/
Manager For
Hubbard Radio
John Mayasich has been promoted to Vice President/Manager of Hubbard Broadcasting Radio Operations. He continues as GM of KS95 (KSTP-FM)/Minneapolis and as supervisor of KOB-FM/A1buquerque. Hubbard's other radio stations are KSTP, KOB, and wGTO/Cypress Gardens, FL.
Mayasich told R\&R, "I'm most pleased about the promotion. It will be quite a challenge, and we will be quite active in the areas of future FM expansion in the company, and filling the format voids with our KS95-type (contemporary) format wherever possible. We've done quite well already in our first book at KOB-FM."
Mayasich, who has managed KS95 since 1975, started his career in radio sales at KSTP in 1957, and was Sales Manager at WDUZ/Green Bay. He told R\&R that he would eventually seek a new GM at KS95.

## WABC Going All Talk In May

WABC/New York VP/GM Al Racco announced this week that the station will drop all music programming in favor of a Talk format in early May. WABC, a contemporary music legend for more than 20 years, thus becomes another AM music station chang ing formats in response to waning ratings.
Racco indicated that detailed programming plans for the station would be announced soon, and he said, "The station will phase out music programming and increase its information offerings including a strong commitment to local and national news." He also said WABC would "retain the popular morning team of Ross \& Wilson, Art Rust Jr. and his 'Sportstalk' program, 'Psychological Talk'

## Reeb Named

PD At WMET
Trip Reeb has been appointed Program Director of WMET/Chicago, following the departure of Tom Teuber. Reeb was most recently PD at WCMF/Rochester, and will start his new position about March 1.
WMET GM Bruce Holberg explained to R\&R. "This is an incredibly competitive market. We've been doing well, but it seemed to me that to do better we could use a fresh perspective on the situations facing us. Tom is very systematic and
 helped bring the station into a more organized approach. He's been extremely dedicated and has made good increases within our target." He continued, "Trip is an awfully bright guy. I'm anxious to get him aboard."
Reeb, an air personality at WYSP and WMMR/Philadelphia and WPLJ/New York before joining WCMF two years ago, told $\mathbf{R \& R}$, "WCMF is the station I feel REEB/See Page 20
with Dr. Judith Kuriansky, and all New York Yankees games
"The station began its transition to adult information programming last year," Racco added. "Extensive research has indicated there is an unfulfilled ap-

## Benson Resigns At KIIS, Rejoins WQXI-AM \& FM

Don Benson has resigned as VP/Programming at KIIS/Los Angeles to rejoin WQXI-AM \& FM/Atlanta as Operations Manager. Benson, who had programmed the Atlanta stations prior to joining Western Cities as VP/Programming in 1979 and Gannett's KIIS in 1981, told R\&R, "With the Gannett corporate staff somewhat

its format positioning for KIISFM, I just felt it best for me to step aside so that they can conduct their business accordingly. I want to thank (KIIS President/General Manager) J. Ray Padden for his supervision and guidance. He'll always have my respect, as will the KIIS-FM staff. One couldn't ask for a better group of people to work with.
"Of course Atlanta has always been my radio home and the opportunity to return to $94 Q$ \& WQXI and (VP/GM) Jerry Blum is just too special to pass up. I'm certainly looking forward to my increasBENSON/See Page 23

## ANDERSON \& McNALLY PROMOTED

## Doubleday Designates Barrett Executive VP

David Barrett, currently Executive VP of Rogers Radio Broadcasting of Canada (see separate story), will rejoin Doubleday Broadcasting on March 6 as Executive VP and General Manager of WAVA/ Washington. Doubleday President Gary Stevens told R\&R, "As we have expanded into six markets now, some of them very large including Washington and New York, I just needed another pair of hands. David was with us at KWK/St. Louis as Manager, and I was sorry to lose him. But, now that he's back, you can look for him to have some additional role in Doubleday, besides just running WAVA, as we continue to grow.
Stevens also announced two internal promotions at Doubleday:

## Blair Buys WFLA-AM \& FM/

## Tampa For $\$ 14$ Million

Media General of Richmond, VA has agreed to sell WFLA-AM \& FM/Tampa to John Blair \& Co. for $\$ 14$ million cash, subject to FCC approval. Media General needs the money to help finance its proposed purchase of WJKSTV/Jacksonville
Blair VP \& Treasurer Jim Jurist told R\&R, 'It's in a good location in terms of market size
and geographic location. And clearly it fits our vision of where this company ought to be going. Radio stations are very much a part of that."
Jurist explained that Blair has had difficulty finding radio stations to buy because it doesn't want to be in the position of bidding against any clients of its BLAIR/See Page 23

Richard Anderson was upped to Senior VP/Finance for the group from his position as corporate VP; and Pat McNally, General Sales

DOUBLEDAY/See Page 23

## Viner New Exec.

## VP For Rogers

Tony Viner has been appointed Executive VP of Rogers Radio Broadcasting, the Canadian company that owns CFTR/Toronto and the prominent program syndication firm Rogers Broadcast Productions. Viner replaces David Barrett, who returns
Doubleday
Broadcasting as
Executive VP (see separate story)
Viner, who had been Pres./GM of CFGM \& CILQ (Q107)/Toronto, told R\&R, "I'm obviously delighted. It's going to be interesting, as my main responsibilities will be managing CFTR and running Rogers Broadcast Productions. It's a little different from running an FM AOR, coming to a big AM CHR station like CFTR. It'll be a lot of fun, as I've got a great staff to work with."


## this week ... 2-26-82

Washington Report
What's New
Networks/Suppliers/Reps
Ratings \& Research
Street Talk
CHR: Joel Denver
AOR: Jeff Gelb
Calendar: Brad Messer
A/C: Jeff Green
Country: Carolyn Parks
Nashville: Biff Collie
Black Radio: Walt Love
Marketplace
Opportunities
Picture Page
.4 4
6
8 8 12 16 16
.18 22 23 24 26 28 30 34 34 39

## Get Results Fast . . With R\&R's Ratings Page Every week in R\&R you'll find.

- Summaries of the latest market reports from Birch, Arbitron's strongest competitor
- Top ten $12+$ standings from the Arbitron markets
- Three-book trends for convenience comparisons
- 18-34 and 25-54 market leaders


## The Music Section

 Begins Page 37This Week In Music History 37 National Music Formats . . 38
AOR 40
Country 46
Black .50
A/C 53
CHR 55

## staff



Hoker Moves To KZEW As GM
Jay Hoker will move from ABC's KSRR/ Houston to Belo's KZEW/Dallas as General Manager next week. Hoker had been at KSRR for two years, previously working at ABC's WRIF/Detroit as GM and WXYZ in the same city as GSM. His new move reunites him with former ABC FM chief Marty Greenberg, who recently became VP/Radio for Belo (R\&R 1-15).


Jay Hoker commented, "I've worked with Jay for the last ten years at various stations. It's a real coup for Belo to bring aboard someone with Jay's management talents."

## Kirkpatrick New VP/GM At KOCY \& KXXY

Bill Kirkpatrick has been appoínted VP/ GM of Summit's KOCY \& KXXY/Oklahoma City, moving from the GSM position at the company's WTQR \& WSJS/Winston-Salem. He previously owned a minority share of WHLY \& WMJK/Orlando.
Summit VP/Radio Allen Shaw commented, "Bill did an outstanding job as Sales Manager of the two stations in Winston-Salem, and he has GM experience that precedes that. He's an extremely bright and aggressive broadcaster. I think he'll do very well for us. He's very enthusiastic."
Kirkpatrick told R\&R, "I'm real excited. We anticipate no changes in the air staff, although we are adding people. We're adding a three-man morning team to KOCY." He explained that KOCY, formerly a Country outlet, was moving toward what he termed "Adult Radio," with a concentration on information; while KXXY was "A/C

## Wall Takes Over As FM100 PD

Garry Wall has accepted the long-vacant position of Program Director at FM100 (WMC-FM)/Memphis. Former PD Gary Guthrie left to become GM at KOPA \& KXAM/Phoenix at the start of the year. Wall was most recently PD at WNCI/Columbus.

FM100 VP/GM Don Meyers told R\&R, "We looked at over 70 candidates for this job, and I think Garry has the quality I'm looking for, not only as a programmer, but as a person too. I have every confidence that he will do an outstanding job."

WALUSee Page 20

## Peters Appointed

## Pasha GM

Carol Peters has been named General Manager of Pasha Records and its group of companies. She was most recently Assistant to the VP/Promotion at Warner Bros., having previously held national positions at Planet, Capitol, Elektra, and UA Records. In her new position, Peters will direct promotion and marketing for Pasha and serve as liaison with the serve as laison with the Epic/Portrait/As. sociated Labels.
Pasha President
Carol Peters Spencer Proffer told $\mathbf{R \& R}$, "An executive with the wealth of knowledge, experience, and dedication Carol has would be a major addition to any company. I'm sure glad it's to ours.

## Arbitron Reissues, Corrects Fall Books

Incorrect handling of simulcast and sign-on/sign-off information led to Arbitron's correcting several Fall '81 market reports. Among the affected markets are Phoenix, Northeast Pennsylvania, Harrisburg, and Lubbock.
In Phoenix the book was reissued due to KJJJ-AM \& FM's not being shown as simulcast during morning drive and $3-6 \mathrm{pm}$. The revised report has been mailed to the marketplace.
In the Scranton-Wilkes Barre metro, two daytime stations, WEJL and WNAK, showed up with notable numbers in the 7pm-midnight daypart. As of presstime Arbitron had not made a decision to reissue the book, but spokesperson Connie Anthes told R\&R, "I think it's fair to speculate in that direction." Shares for the daytimers, as well as for other properties, will be affected by the revision in Northeast Pennsylvania.
In Harrisburg, stations WHYL-AM \& FM were simulcast during the sweep but the book does not reflect it. Arbitron will issue a "revision notice" to subscribers of the Harrisburg book notifying them of the error.
In Lubbock the reverse situation occurred. KSEL-AM \& FM, which were formerly simulcast, had ceased doing so prior to the sweep. The updated simulcast information was not used and the stations are shown as simulcast in AM drive. A revision notice
will soon be coming to subscribers of the Lubbock report.
An unresolved issue remains concerning the Louisville report. Station WRKA topped WVEZ both Monday-Friday and on the weekends, but in the total week shares WVEZ came out ahead of WRKA. Arbitron told R\&R that "rounding" might have explained this situation, but further details are expected to be forthcoming on this matter.

## Gladden Becomes KUPD PD

Ern Gladden has been named PD at KUPD/Phoenix. Gladden replaces Tony Evans, who recently joined KOPA crosstown. Gladden had been a consultant teamed with Roger Agnew in San Diego; previously he was PD at KPRI/San Diego.
KUPD co-owner and Station Manager Lloyd Melton told R\&R, "We were impressed with his track record in San Diego along with his general programming ideas for the station. His ideas on AOR positioning were directly in line with our own for KUPD."
Gladden told R\&R, "I wish to thank (coowner) Bob Meiton, Lloyd Melton, and Ed Hamlin (PD of KUPD's AM, KKKQ) for presenting the challenge that the Phoenix market has to offer. We can hope for the best."

## ALSO RETAINS BURKHART/ABRAMS

## WMMS Signs Sebastian-Casey

## As Second Consultant

In one of radio's more unusual client/consultant(s) relationships, WMMS/Cleveland has signed an agreement with Sebastian Casey \& Associates while retaining its previous contract with Burkhart/Abrams Michaels/Douglas \& Associates.
WMMS VP/GM Walt Tiburski explained the potentially confusing situation to R\&R. "We have entered into an agreement with John Sebastian. The nature of this agreement will differ from the agreements he has with other stations in other markets. Much like we utilize the input of the Burkhart/Abrams lifestyle research, we also feel Sebas-tian-Casey has things to offer we'd like to see, evaluate, and use at our discretion. I want to emphasize that, while I have the greatest respect for both consulting organizations, we try to be eclectic. We draw from the strengths of each consulting group while embellishing our independent position. We will continue to play and break new music. Our consulting agreements won't limit our

## Peterson Joins

## Pollack As VP

Al Peterson, PD at WYNF/Tampa for a year, has joined Pollack Communications as VP/Programming \& Research, supervising research for stations consulted by the company and working with founder Jeff Pollack and station PD's on programming. Pollack told R\&R, "After interviewing
 some of the best programmers in the country, I decided on Al for the position due to the diversity of his background in AOR and CHR radio, as well as his strong research ability. He has a terrific reputation and I'm delighted he's joining us.'
Peterson, who has also programmed WQXM/Tampa, WMJQ/ Rochester, and WHFM/Rochester, as well as doing on-air work at WBBF/Rochester, commented to R\&R, "Leaving is a bittersweet experience. This staff has done an incredible job of making me look awfully good. My GM Dave Milner has been the

PETERSON/See Page 20
playlist or in any way hinder our position as a leader in breaking and playing new music." WMMS/See Page 20 ROGERS NAMED PD AT WYYS

## McAllister Departs <br> WYYS, Returns <br> To WKRC As PD

After just five months as WYYS (Yes 95)/Cincinnati VP/Operations Manager, Ted McAllister has resigned due to "philosophical differences" and will return to WKRC/Cincinnati as Program Director. The change, which is effective immediately, shifts current WKRC Operations Manager/PD Randy Michaels into a more administrative role, giving up his PD title, but retaining the ultimate programming responsibilities for the station.
McAllister, who was Assistant PD at WKRC from 1975 to September of last year, told $\mathbf{R \& R}$, "It was a little strange leaving WKRC for Yes 95 and trying to fight all that we'd put together, and now I have the opposite problem of trying to take apart Yes 95. I don't plan any major changes, as

McALLISTER/See Page 20

## Cancer Claims

## Murray The K

Legendary air personality Murray Kaufman, better known as "Murray The K" over a long New York radio career at WMCA, WINS, and WOR-FM, died Sunday (2-21) after a lengthy battle with lymph cancer. Kaufman was 60

One of the top rock jocks of the 50 's following in Alan Freed's pioneering footsteps, Murray the K became a leading practitioner of the lightning-fast on-air delivery style then in fashion, and also became a prominent concert promot- Murray "The K" er with his still Kaufman fondly-remembered marathon concerts at


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# Washington Report 

## Harris Lobbies Hard As AM Stereo Decision Approaches

The Harris Corp. released results of a study this week that says nearly $75 \%$ of 71 station managers it surveyed in late January think the FCC should pick just one of the five competing AM stereo systems.
Interestingly, until about a month ago, the Harris Corporation, manufacturers of one of five AM stereo systems, held the inside track on winning the lengthy selection process, according to inside FCC sources. Apparently Harris also knew that, so this week it sent approximately 65 mailgrams to key Washington decision makers and the press. The results of the survey apparently were meant as a last-minute effort to get the FCC to go against choosing all five systems.
But even as early as mid-January the winds in favor of a single system recommendation began shifting, to the extent that last week Commissioner Anne Jones told members of the Electronic Industries Association, "I think the present Commission may be inclined to go with a marketplace solution." Indeed, insiders are predicting a marketplace decision on a $7-0$ vote next week.
week. statements issued in its release.

## Court Upholds

## Clear Channel Breakdown

The U.S. Court of Appeals last week upheld the FCC's 1980 decision to put up to 125 stations on clear channel AM frequencies and to limit nighttime service areas of the 25 Class I-A stations to 1500 miles.
Clear channel stations WWL/New Orleans, WJR/Detroit, and WBAP/Ft. Worth had appealed the action. But the court ruled the FCC acted reasonably and didn't abuse its discretion.
The Commission has already begun allowing new fulltime stations, limited to 1 kw at night, on the clears. Preferences go to minorities and those proposing to give a community its first local nighttime service.

## WHBI/Newark To Go Dark April 12

A rare chance for broadcasters to compete for a new FM station in the lucrative New York City market will open up when WHBI/Newark goes off the air at midnight on April 12. WHBI's last hopes were dashed in January when the Supreme Court declined to review the FCC's denial of the station's license for a lottery promotion, false advertising, and logging violations.
The FCC is now seeking applications for both interim and permanent operation, but to date has received none. Interested groups may apply for only one or the other. Any applicant seeking both temporary and permanent operation will be disqualified.
If an interim operator is not found by April 12, an FCC official said it's possible the current owners, Cosmopolitan Broadcasting, could be allowed to stay on the air a while longer.

## WJJZ/Mt. Holly Loses License Again

Confirming a decision he first made in 1978, an FCC Administrative Law Judge has again ruled that WJJZ/Mt. Holly, NJ should lose its license. West Jersey Broadcasting made an illegal $\$ 25,000$ payment to get a competing applicant to withdraw. It also hid from the FCC some stock options that would have permitted one of the owners to buy out the others, effecting a transfer of control.

The FCC sent the 1978 decision back to the judge, but after hearing the new evidence, he said his mind was unchanged.

## Naming A New FCC Commissioner: <br> A Packwood Scenario

In one of the more interesting moves in Washington amid the furious backstage jockeying over the replacement of Commissioner Abbott Washburn in June, R\&R has learned that Senate Commerce Committee Chairman Bob Packwood (R-OR) may be maneuvering to bring about a deadlock between frontrunners Marvin Weatherly and Steve Sharp.
Publicly it appears Packwood is backing Weatherly, a member of the Alaska Public Utilities Commission. But rumor is that he's more committed to the late-blooming candidacy of Commerce Department Associate General Counsel Steve Holloway, who used to work for the Commerce Committee that Packwood now chairs.
R\&R has been told Packwood is hoping that Holloway will emerge as a compromise choice should Weatherly and Sharp, the FCC General Counsel, battle to a standoff.

## Porter Heads Back To The FCC

Saying his job is to help the FCC implement "intelligent regulation," Rod Porter last Friday took over as Chief of the Broadcast Bureau's Policy \& Rules Division. A
 Republican, Porter
spent the past four spent the past four munications law at Fletcher, Heald \& Hildreth in Washington. Previously he'd spent five years at the Commission, part of the time as Legal Assistant to former Chairman Dick Wiley.
Rod Porter Meanwhile, AM Branch Chief Tom Johnson has resigned as of February 26. No replacement has been named.
"ENGINEER DRAIN" WORRIES FCC

## FM Processing Slowed By Applications Surge

During the six months ending last August, the FCC received 257 ap plications for new FM stations or major changes in existing ones. In the past six months, that number shot up to 422 applications - an increase of over $60 \%$.
The increased numbers alone are already causing processing delays. But R\&R has learned that the problem has been compounded because the engineers who process the applications are leaving the Commission in growing numbers. "If it gets any
worse, we're going to be severely impacted," predicts Deputy Broadcast Bureau Chief Jeff Baumann.
The processing bottleneck is in the Broadcast Facilities Division, where a staff of engineers and technicians makes sure new


## PARBA Formed In Philadelphia

The Philadelphia Area Radio Broadcasters Association (PARBA) has been formed by the general managers of over 25 area stations, the first radio-only trade association in the clly for over 20 managers of over $\begin{aligned} & \text { Ifteare } \\ & \text { years }\end{aligned}$ years. Officers elected were WPEN \& WMGK VP/GM Larry Wexier, Presiden, WRC \& WSNI GM
Exec. VP/GC Lita indzel Cohen, VP; WFI VP/GM Af Camiolo, Treasurer; and WR Exec. VP/GC Lita indzel Cohen, VP; WIFI VP/GM An Camiolo, Treasurer, and (1-r) Wexler, Camiolo,
Joel Samuelsohn, Secretary. Pictured celebrating at the Libenty Bell are Joel Samuelsohn, Secretary. Pictured celebrating at the Liberty Bell are
Samuelsohn, Cohen, and Projects Committee head Sherman Wildman.
and changed stations comply with FCC rules and won't create interference with anyone else. According to Facilities Division Chief Larry Eads, even new FM's in the smallest towns are attracting more competitors than ever before.
Eads said a few months ago an FM application would sit on someone's desk for one to three months before an engineering review was begun. It now takes much longer, Eads concedes. One agency official puts the delay at six months.

## AM And Low Power

 Troublesome, TooAM applications are also way up - from 186 in fiscal year 1980 to 383 last year, a jump of over $100 \%$. The decision to put new AM's on the clear channels is responsible for the AM surge, but FCC officials are at a loss to explain the new interest in FM.
Engineers appear to be leaving because they can make more money in private industry and because layoffs have made federal employment uncertain. Recent defections include AM Branch Chief Tom Johnson who leaves today, and engineer Rick Kunzer, whose resignation becomes effective March 5.
The federal hiring freeze makes it difficult to replace engineers and once recruits are on board, it takes up to six months to train them, especially in the unpredictable area of nighttime AM propagation. "It's another world," says Baumann. "AM is almost the twilight zone of processing and engineering.'

# "Find Another Fool" QUARTERFLASH 

Average Move +4

| WBEN-FM add | KHFI 23-21 | KIDD on | KSEL-FM 23-17 |
| :---: | :---: | :---: | :---: |
| 96KX 19-13 | KBFM on | KJRB on | KQIZ-FM add |
| B104 27-22 | KXX106 add | KNBQ 22-21 | Q101 add |
| WXKS-FM add | G100 30-27 | KBBK on | KVOL 27-22 |
| WXKS-FM add | WZYP deb 28 | FM103 add | KFYR add |
| WPGC 29-27 | WHHY-FM on | K96 add 30 | KELO 35-30 |
| CHUM 20-19 | Y103 deb 35 | KSKD 6 -4 | KKLS deb 27 |
| KEGL 19-12 | BJ105 add 38 | KLUC 29-24 | WTRU 2419 |
| Z93 deb 29 | CK101 deb 35 | KRQ 22-19 | WAZY-FM add |
| Q105 2421 | WBBQ deb 29 | KHYT add | WCIL-FM deb |
| CKLW add 26 | KX104 30-26 | WACZ 29-25 | KRNA on |
| KBEQ add | WSKZ on | WIGY on | 99KG 37-34 |
| KIIS-FM on | WOKI 23-19 | WFEA add | KFMZ 20-11 |
| KIQQ deb 21 | WBCY on | WFBG deb 30 | KDVV on |
| KYYX 25-21 | WSSX 9-9 | WOMP-FM 30-22 | KENI deb 39 |
| KUBE add | WRVQ 20-15 | WCIR deb 30 | KSLY deb 25 |
| KZZP 28 -26 | WJXQ 10-7 | 95XIL 30-28 | KCBN 34-30 |
| WPHD 17-15 | KZ93 19-16 | WZYQ add | KDZA on |
| WRCK deb 29 | WZOK on | Q104 24 -17 | KATI on |
| 3WT 39-37 | Z104 deb 30 | Z102 34-29 | KYYA 29-25 |
| WPST 28-24 | WNAM deb 29 | 95SGF deb 29 | KOZE 23-15 |
| WLAN-FM on | WIKS 10-8 | WFOX on |  |
| WAEB on | WMEE add | WCGQ deb 29 |  |
| WKRZ-FM deb 30 | WKDQ 24-21 | WISE add |  |
| K104 28-28 | KKXX 15-10 | KKQV 28-27 |  |
| WKEE 39-34 | KYNO-FM add | KILE add |  |

Average Move +4

| WBEN-FM 35-11 | KBFM deb 30 | WJBQ deb 38 |
| :---: | :---: | :---: |
| WIFI 30-28 | WFMF 21-17 | WACZ add |
| WCAU-FM 31-28 | KLPQ on | WOMP-FM $25-18$ |
| 96KX 27-22 | KXX106 30-28 | WCIR add |
| JB105 on | G100 on | 95XIL on |
| Q107 on | WHHY-FM deb 27 | Q104 10-9 |
| CHUM 14-7 | Y103 deb 36 | 95SGF add |
| KEGL 22-16 | BJ105 37-34 | WCGQ on |
| 195 deb 13 | WBBQ deb 27 | WISE 30-26 |
| Y100 add | WSKZ on | WXLK on |
| WLS-FM 33-13 | WOKI deb 35 | KKQV 27-26 |
| WGCL 9-8 | WBCY on | KSEL-FM 15-12 |
| Q102 add 35 | WSEZ on | Q101 26-25 |
| KRLA 13-9 | WSSX 22-22 | KVOL 21-16 |
| KIQQ deb 17 | WRVQ 19-14 | KQWB on |
| KYYX deb 27 | WJXQ 43 | WAZY-FM $28-27$ |
| WPHD 11-9 | KZ93 deb 19 | WCILFM 8 -8 |
| WRCK deb 30 | Z104 16-10 | KRNA 25-23 |
| 3WT 38-35 | WIKS on | 99KG deb 40 |
| WDRC-FM 26-25 | WMEE on | KFMZ 21-20 |
| WPST 24.20 | WKDQ on | KDVV add |
| WLAN-FM deb 29 | WDJX deb 30 | KENI add |
| WAEB 22-19 | KKXX on | KCBN 32-27 |
| Q106 29-26 | KIDD deb 28 | KD |
| WKRZ-FM 21-18 | KJRB on | KAT |
| K104 39-34 | KNBQ on | KOZE add |
| WKEE 37-35 | FM103 19-15 |  |
| KINT add 25 | KHYT on |  |



## Kodak Develops Disc Camera

setting its sights on the slow growth in amateur picture taking, Kodak recently announced its latest family addition - the disc camera. Scheduled for release in mid-May, the three disc models will replace the firm's instamatic line and sell for between $\$ 45$ and $\$ 100$.

The premise behind the camera's development is simple: creating an "easy-to-use" camera that would challenge the capabilities of the current amateur-status cameras. After the results of several experiments, the firm hit upon shrinking film negatives to one-sixth the size of a postage stamp and then coating the film with a chemical emulsion responsible for a more light-sensitive element and sharper pictures. Further research revealed that even better pictures came about if the film lay "as flat as
 possible" opposite the lens. Thus, Kodak's disc camera utilizes a rigid $21 / 2$-inch diameter disc with 15 tiny exposures located on the outer rim. The camera itself houses more than 125 individual parts, including built-in flash, in a slim, palm-sized casing.

In the near future, Kodak visualizes machines that would produce discfilm images on television screens. Prior to the disc camera, Kodak last month unveiled other innovations - folding cameras and a new instant photography system that works with color film more than twice the speed of its existing ins tant film.

## Country Music Guide Equalizes Hits

Cari Drake, better known to WMAY/Springfield, IL radio fans as "The Tall Dark Stranger," has conceived and published "The Country Music Consultant Guide To Vintage Hits 1950-1980." Drake describes this 220-page compilation as a "near-bible" for country music programmers.

But what makes it stand apart from the usual types of music compilations, Drake claims, is the discovery of a mathematic equalization formula which makes it possible to easily and fairly compare records from different years In other words, given changing chart standards, a record remaining 16 weeks on a 1980 chart could be as big a hit as a 1953 record that stayed on for 28 weeks

With the help of the equalization system, the guide covers a total of 2107 hits plus 64 pre- 1950 golden oldies. The book itself is subdivided in to several categories. The first ranks the biggest Country hits over the last 31 years. Each record is designated by title, artist, label, and the number it finished at that particular year. Country music's top 100 artists are listed by points, as are all their "significant" hits, which are placed under their names. "One Year At A Time" handles each of the 31 years separately, show ing the top hits and artists of the year plus their individual hits for the year repeated again. The increase in coun try hits is reflected in this sec tion - the charts for 1950 through 1958 only show 25 records 1974-1980 lists 100 records, and a record's entire chart life is computed in a single year. The "Bits And Pieces" appendix section includes the pre-1950 classics and artists with only one major hit, among other specifics.
gramming Kit' supplement which provides a music clock, six category listings, rotation schedules, and a programming guide. The programming kit is available for $\$ 20$ by itself or $\$ 10$ if purchased with the guide, which sells for \$95. For more information contact Carl Drake, Stranger Productions, P.O. Box 391, Springfield, IL 62705; (217) 789-4213.

In addition to the Country Music Consultant, there is a "Vintage Hit Pro


## Radio News Salaries Post Moderate Increases

Once again, the RTNDA (RadioTelevision News Directors Association) commissioned a survey by Vernon Stone, this one comparing mid-1980 and mid-1981 broadcast news salaries at both radio and televi-

## College Radio Confab Set

The 43rd annual IBS (Intercollegiate Broadcasting System, Inc.) National Convention is slated for March 5-7 at the Capital Hilton Hotel in Washington, DC. This yearly conference allows student broadcasters the opportunity to meet and interact with broadcasting professionals, FCC and music industry reps, equipment suppliers, syndicators, and technical consultants. Topics ranging from careers/internships to programming/cable radio will be discussed with various exhibitors also adding their support
For registration information call (914) 565-6710.
sion stations. The findings: radio station news directors were paid a median weekly salary of $\$ 250$, an $11 \%$ increase over their $\$ 225$ the previous year. The highest-paid anchorperson/newscasters, meanwhile, earned the same $\$ 250$ in 1981, another $11 \%$ gain over 1980's $\$ 226$. One result didn't change - the top news salaries at television stations stayed twice as high as those at radio stations.

## TIME LEADS PACK

## Magazines Hit Ad Revenue Record

According to the Publishers Information Bureau, magazine revenues in creased $13 \%$ to $\$ 3.2$ billion making 1981 the first year for revenues to exceed the $\$ 3$ billion mark. Time also gained $13 \%$ to become the number one ad revenue attractor, upsetting new number 2 TV Guide's hold on that position.

The rest of the top 10: 3) Newsweek, up 14\%; 4) Sports Illustrated $20 \%$; 5) People, $28 \%$; 6) Business Week, 3\%; 7) Reader's Digest, up $13 \%$; 8) Good Housekeeping, $15 \%$; 9) Better Homes \& Gardens, $5 \%$; and 10) Family Circle, 5\%. Science-oriented publications showed the fastest growth, with Science Digest up 652\%, Discover up 333\%, Science 81 up $264 \%$, and Scientific American up 8\%

Both radio and television posted median entry level salaries of $\$ 200$, which represented a 7\% increase for radio, and 5\% for TV. When making the move from large ( 250,000 to 1 million) to major (more than 1 million), a marked difference was pegged in radio news salaries. Large market news directors reported a median $\$ 15,000$ while those working major markets earned a little over $\$ 27,000$, or $\$ 526$
weekly. Medium markets $(50,000$ 250,000 ) came in at $\$ 13,000$ followed by small markets (less than 50,000 ) at $\$ 11,000$. In most cases, the earnings of the top-paid radio anchor/newscaster and the news director were almost identical - usually they were the same person.

## How Do You Spell On-Air Relief?

Anyone who has ever pulled the graveyard airshift or done a double shift to help out in a bind knows that jocks' oidest nemesis, tension, can come creeping out at the worst possible moment. To relieve your voice of tension and still maintain the perky personality your listeners have come to know and love, here's a simple exercise: Yawn. Roll your head around Press your thumb upward, into the bottom of your chin. It's supposed to work, according to top researchers.

-JOHN CHAFFEE PROMOTED TO VP/PROGRAMMING FOR MALRITE.

- BILL HENNES NAMED PD AT WIFI/PHILADELPHIA - Moves from WNDE/ Indianapolis.
- KEN CALVERT PROMOTED TO PD AT WABX/DETROIT.
- NUMBER ONE FIVE YEARS

AGO: "A Star Is Born (Evergreen)" - Barbra Streisand (Columbia)

- NUMBER ONE COUNTRY: "Moody Blue"/"She Thinks Still Care" - Elvis Preslev (RCA)
- NUMBER ONE LP: "Rumours" - Fleetwood Mac (WB)



## Networks/Program Suppliers

## NEW PROCRAMWING

- TBS Syndication, a subsidiary of Telemedia Broadcast Services of Toronto, premiered "The Producers" on February 21. These 12 one-hour retrospectives highlight the men behind the hit music; the series began with Part 1 of a Phil Spector profile. The series runs for the next 12 consecutive Sundays, hosted by Charlie Van Dyke and produced by Doug Thompson and Warren Cosford Forthcoming installments include Spector, Part II, February 28 and Roy Thomas Baker on March 7. TBS plans to syndicate "The Producers" on the ABC Radio Network and in Europe and Australia. For more information contact Joanne Smale Productions, 466 Spadina Ave., Toronto, Ontario, m5t, 2g8; (416) 961-3424.
- Radio Arts has launched "The Country's Best," a three-hour weekly ranking of the country's top 40 Country hits. Hosted by Chris Lane, this series also features artist interviews. Demos and further information are available by calling toll-free ( 800 ) 423-2840. If you're in California or outside the continental U.S., call collect (213) 841-0225.
- Recently debuting, MJI Broadcasting's "Rock Quiz" is touted as the "first nationally syndicated radio program to offer promotional opportunities for carrier stations." Prizes have included "The Book Of Rock Lists," George Harrison's "I Me Mine" autobiography, and subscriptions to Games magazine. Sponsored by Nestle's $\$ 100,000$ bar, "Rock


A NEW TWIST - Riding high on "The Change Has Come," his first album in 15 years, MCA artist Chubby Checker takes time out to discuss his current single "Running" with Westwood One's Steve Rosenthal. The interview segments will be on forthcoming installments of "Star Traks" and "Wheels.

Quiz" is available on barter basis. Contact Joshua Feigenbaum at (212) 838-4450.

- Marmas Productions has developed a "Miss Radio America Pageant," a series of local contests which will culminate in the naming of a national winner in Las Vegas. Contestants must fall within the 18-34 age range and can be single, married or divorced. Local winners will be crowned, after a 2-8 week period, with the station's call letters. Once the finals are complete, the local winners can help with various station promotions. For a nominal charge a "Miss Radio America Kit"' is provided, which consists of entry forms, a sash displaying station calls, a rhinestone crown, a winner's trophy, two runner-up trophies, and complete instructions. For more information contact John Marmas, National Director, at (202) 785-5555 or write 1019 19th Street, N.W., Washington, DC 20036.
- United Stations has moved, and is now located at One Times Square Plaza, New York, NY 10036.


## - MTV personality Nina

 Blackwood hosts "Woman To Woman," a two-minute, 26-week numbered series zeroing in on topics of major concern to today's woman. career, sex, entertainment, the arts, and lifestyle. The program will be interspersed with celebrity interviews as well. "Woman To Woman" will be available for national syndication on May 1. For more information, contact Danny Sheridan at (213) 876-2393 or (213) 342-1385.
## NEWS \& INFORMATION FEATURES

February 27: "Personal Computers: The Electronic Cottage," 25 minutes long, explores impact of personal computers on CBS's "Newsmark"

March 1-2: Author W.S. Kals from Dallas; author Jerzy Kozinski from Los Angeles on RKO's "America Overnight'

March 1-5: "Tax Tips," a week-long series, will be featured on ABC Rock Radio's daily show "Lifelines." Hosted by ABC News Correspondent Ken Alexander, "Tax Tips" is aimed at young
listeners who have filed taxes for only a few years.
March 1-5; March 8-12: "Mid-April Agony," special two-week feature anchored by NBC News correspondent Mike Maus, on NBC Radio Network. Tax experts offer tips and advice.

March 2-3: Myron Kandel on "America Overnight" from Dallas (nationally known financial expert/author); Los Angeles segment features Dr. Randall Sword, author of "Emergency Room"
March 5-6: Tony Bonilla, Nat'I Presi-

## Nets Interview Reagan

An exclusive all radio network interview with President Reagan has been scheduled Friday, February 26 in the White House Oval Office. Participating networks include RKO, Mutual, Associated Press Radio, UPI Audio, and NPR.


[^1]dent of LULAC (League of United Latin American Citizens) from Dallas; psychic Dr. Alan Veughan from Los Angeles on "America Overnight'
March 10-12; March 15-16: Two "sportSpecials," each consisting of 10, 90-second reports, spotlight forthcoming Holmes/Cooney match; hosted by Charley Steiner on RKO One and John Madden on RKO Two

## PEOPLE

- RKO announces three promotions within its Networks Research Department:
- Cindy Schroeder, former Senior Research Supervisor, to Manager/Research;
- Arlene Bahrenburg, most recently Research Supervisor, upped to Senior Research Supervisor;
- Paul Bronstein appointed Research Supervisor
- Rochelle Friedman to Associate Producer of United Stations' 'Weekly Country Music Countdown" from Managing Editor of Country Music Magazine.
- Phil Marvey, former producer of Golden Egg's "Future File," to develop special radio/video projects for Creative Factor.
- Gary Landis, Janet Shultz to newly-created Program Sales Representatives for RKO One and Two respectively
- Lisa Glasberg to ABC News Correspondent from WMET/Chicago.


WEEDECK, MMR JOIN FORCES - The Weedeck Radio Network recently appointed Mafor Market Radlo as its sales representative. Over 300 stations make up the Weedeck network, whose programming includes "Inside Music" with Charlle Tuna. Pictured during the official contract signing are (l-r) Warner Rush, President, MMR; Rich White, VP/GM, MMR; Lloyd Heaney, Director/Weedeck Network; and Tony Miraglla, VP/Network Sales, MMR .

## LUSIC FEATURES

February 26-28: Lindsey Buckingham on two-hour Source special
February 27: Mel Tillis and Corbin-Hanner Band on ABC Entertainment's "Silver Eagle"
February 27: Martha \& the Vandellas highlighted on "Solid Gold Saturday Night'
February 27-28: Sammi Smith spotlighted on NBC's "Country Sessions'
February 27-28: "Night of the Oldies" installment on "Night Time America"
February 28: Bobby Bare hosts RKO's three-hour "Country Star Countdown'
March 1: Bobby Bare on Narwood Productions' one-hour 'Country Closeup'
March 1: Larry Elgart on one-hour "Music Makers," Narwood Productions
March 1-2: George Benson guests on one-hour edition of RKO Radioshows' "Musicstar Specials"
March 1-4: Chilliwack on "Earth News Radio"
March 1-7: Foreigner on "Earth News Radio"
March 5: Rod Stewart on "Dick Clark's Rock Roll And Remember"
March 5: Quarterflash and lan Hunter co-billed on Westwood One's 90-minute "In Concert"
March 5: Tom T. Hall kicks off "Live From Gilley's" via Westwood One followed successively by Brenda Lee, Glaser Bros., and Lacy J. Dalton
March 5: REO Speedwagon Concert Encore on the Source March 5: Ricky Skaggs featured on "Weekly Country Music Countdown," United Stations
March 6-7: Johnny Cash on "Country Sessions"
March 8: Tanya Tucker on "Country Closeup"
March 8: Teresa Brewer guests on "Music Makers"
March 8-11: Gary U.S. Bonds interviewed on "Earth News Radio"
March 12: Kim Carnes spotlighted on "Dick Clark's Rock Roll And Remember'
March 12: Sammy Hagar performs on "In Concert'
March 12: The "Steve Miller Event" on the Source
March 12: Frizzell \& West on "Weekly Country Music Countdown"
March 12: Bobby Womack on "The Budweiser Concert Hour" offered by Westwood One
March 12-14: Peter Cetera on "Earth News Radio"
March 13-14: "The Best Of Country Sessions" on NBC Radio
March 15: T.G. Sheppard headlines "Country Closeup"
March 15: Lionel Hampton presented on "Music Makers" March 19: Rush star in 90-minute Source special
March 19: Crystal Gayle interviewed on "Weekly Country Music Countdown'
March 22: Gail Davies on "Country Closeup"
March 22: Margaret Whiting spotlighted on "Music Makers' March 26: Natalie Cole on "The Budweiser Concert Hour'

## 20th/CBS Merger Makes Waves

The merger between 20th Century-Fox Film Corp. and CBS, Inc. has raised quite a few eyebrows in the home video industry. The move gives 20th Century-Fox Home Video and MGM/CBS Home Video a very large chunk of the market, while also magnifying the marketing powers of both companies. Examples: MGM/CBS, whose library of unreleased films consists of mainly older, classic films, will be able to take advantage of 20th's newer releases to generate larger volume. In turn, 20th will be able to stabilize its "hit" cassettes with CBS's substantial classics catalogue. More than anything, the merger gives the two companies clout with their network of distributors.

## And Still They Moan:

"Too much product!" cried one regional distributor recently, and the problem is industrywide. In order to continue piling up record sales numbers, video software manufacturers are releasing more and more product and tying distributors into inventory quotas to maintain lines. Coupled with short terms (Net 30 is standard) and low distributor margins (8 to $15 \%$ ), this makes life rough for anyone distributing video cassettes. Solution; cut the number of new releases to two or three per month from each manufacturer. This would enable distributors and retailers to work the product and get extra sales out of titles that presently are cooling off in 30 to 45 days . . 2) Give 60 -day terms to all distributors, but secure each account by an irrevocable letter of credit..3) Increase the standard distributor discount industrywide to $15 \%$, with promotions and programs and volume discounts that could raise this figure to around $20 \%$.

## Music On TV

Gary U.S. Bonds stars on "Fridays" February 26... "Solid Gold" for the week of February 26 features Air Supply, George Benson, Aretha Franklin, Player, Quarterflash, and AI Stewart . . . Syreeta and Bob Welch are on "American Bandstand" February 27 . . Lakeside and Midnight Star appear on "Rock Concert" February 27...An NBC special, "Harry Chapin's Cotton Patch," featuring some of the last songs written by the late singer, is set for February 28 ... A rare documentary called "The Doors Are Open" (starring the Doors) will be shown by MTV February 28 . . . Minnie Pearl hosts NBC's March 1 special "Roy Acuff . . . 50 Years The King Of Country Music," with guests Eddy Arnold, Chet Atkins, the Charlie Daniels Band, Larry Gatlin, Crystal Gayle, Don Gibson, Tom T. Hall, Emmylou Harris, Barbara Mandrell, Dolly Parton, Kenny Rogers, Hank Snow, Ernest Tubbb, and Hank Williams Jr. . . . Kris Kristofferson and Tanya Tucker host the "Music City News Top Country Hits Of The Year" special March 3, a two-hour syndicated award ceremony featuring Alabama, Janie Fricke, David Frizzell, George Jones, Barbara Mandrell, the Oak Ridge Boys, the Statler Brothers, Conway Twitty, and Shelly West as performers.


LOHMAN \& BARKLEY ROLL ON - KFI/Los Angeles morning toam AI Lohman (left) and Roger Berklev (right) are shown holding up wooden cars as symbols of their campaign to promote the Commuter Computer. This program is being utilized to help form carpools, which will, it's hoped, have both short and long-range effects on the environment As a result of their efforts alroady, over 50,000 Los Angeles residents are now sharing rides and seving an estimated $\$ 100$ million a year.

## Gottlieb Upped

## To Arista

Director/Advertising
Alice Gottlieb has been promoted to Director/Advertising at Arista Records, moving in-house from her former Associate Direc tor/Advertising post.


## Jamison Appointed GSM At WIND

Ron Jamison assumes the position of General Sales Manager at WIND/Chicago. His prior experience includes a stint as Manager of the CBS Radio Spot Sales Chicago office. Jamison succeeds Harvey Pearlman, who took over a similar post with WKTU/New York

## Polygram Taps Seven

Local Program Managers
Polygram Records has named Cox formerly National AC Promo tion Manager, is now Los Angeles Local Promotion Manager/Trade Liaison. David Leach becomes Philadelphia Local Promotion Manager. The remaining appoint ments: Lee Arbuckle, Dallas: George Luthin, Miami; Rose Grierson, Cincinnati; Marty


Cynthia Cox Mooney, Cleveland/Pittsburgh; and Jean MacDonald, Detroit.

## Cartwright, Wohlfeil Promoted

At WXQT \& WGRD-FM
Steven Cartwright moves from Sales Manager to Station Manager at WXQT \& WGRD/Grand Rapids; he had been acting Sales Manager at the stations since 1980. Replacing him as Sales Manager is Robert Wohlfell, a former account executive with the two stations.

## Blasi Forms Blast <br> Marketing Concepts

Richard Blasi has created Blast Marketing Concepts, which handles all music formats with an emphasis on store reports aimed at radio. The firm's address is 1460 Manhattan Beach Blvd., Suite H, Manhattan Beach, CA; (213) 376-6035

## Deep South Records Announced

An independent label called Deep South Records has been formed with Allen Cash as President and Frank Bober Vice President. Actor Dennia Weaver and Noel are two artists already signed to the label.

## Cineman Production Firm Announced

Filmmaker Stephen Lewis has created Cineman, a production company specializing in promotional films/video tapes for the music and record industry. Lewis was recently affiliated with the "Solid Gold" television series. He'll be working with photography director/producer Michael Jones and Roger Collins, production design/art director. Cineman is currently doing a promo tional film for Sneaker. For more information contact Jeff Williams or Michael Jones at 1723 Courtney Avenue, Los Angeles, CA 90046; (213) 876-2855.

## Steve Harris Productions Debuts

Steve Harris, a former B-104/Baltimore air personality, has launched Steve Harris Productions specializing in syndicated music specials aimed at CHR and rack formats. The firm will also be providing station ID's and custom promos. Steve Harris Productions is at 6405 A Doral Drive, Baltimore, MD 21209; (301) 358-8583.

## Clayton, Stewart

Join Raven Records
Steve Clayton is Vice President/Staff Producer with Bob Stewart serving as head of the marketing depart ment at recently-formed Raven Records

## Boulos Named Nat'I Promo/Publicity

 Director At Inner CityJohn Boulos has been appointed National Promotion/Publicity Director at Inner City Records. His career background includes positions with London, Vanguard and G\&P Records. Assisting him are Lester Collins and Michael Fishman

## Taylor Moves Up

To Nat'l Sales

## Manager At KHJ

Dexter Taylor has been elevated to National Sales Manager from an in-house account executive post at KHJ/Los Angeles. Taylor succeeds Jeff Peck, who recently became VP/GM of KOGO 8 KPRI/San Diego.


Portmess New President At
Interstate Communications
Gary Portmess is President/Treasurer and his wife, Judy Portmess, is VP/Secretary of Interstate Com munications, Inc. after buying out two former partners Interstate owns WHAG \& WQCM/Hagerstown, MD

## Caraway Named Station

Manager At WSWT-FM
George Caraway has become Station Manager of WSWT-FM/Peoria, effective March 15. Presently GM of WAIK/Galesburg, IL, Caraway had been an account executive at WSWT for five years. He replaces Ken Brown, the new VPIGM of Quad Cities sister stations WQUA and KRVR-FM

## Joseph New Local

## Sales Manager At CKLW

Wayne Joseph has become Local Sales Manager at CKLW/Detroit, moving crosstown from WWJ-AM \& FM where he had been Sales Manager

## SCBA Elects District Directors

The Southern California Broadcasters Association has voted in 12 station managers to its Board of Directors. They are: District 1: Bob Jacobson, KNJO/Thousand Oaks; Guy Paul, KSLY KUNASSan Luis Obispo; Jim Ranger, KUHL \& KXFM/Santa Maria; District 2: Ed Hopple, KWAC/Bakersfield; Mel Owens, KUZZ \& KKXX/Bakersfleid; Al Kennedy, KDOL-AM \& FM/Lancaster; District 3: Glen Barnett, KWXY-AM \& FM/Palm Springs; Howard Fisher, KPRO/Riverside; Andy James, KCAL-AM \& FM/Redlands; District 4: Jeannette Banoczi, KNOB/Long Beach; Dan Mitchell, KEZY-AM \& FM/Anaheim; Art Astor, KIK-FM/Orange.

## Xeres Records Joins Label Fold

A new label, Xeres Records, has been established with first artists the Kingston Trio, who have just released " 25 Years Non-Stop."

## Curci Forms Two New Companies

Hank Curci has created Hank Curci Publishing Co. and in conjunction has also formed a record label, Pacific Northwest. Immediate plans call for the release of two singles, one in March and another in late April, on the new label.

## Cain, Kurry Join Erect Records

Ron Cain has been named National Director/Sec ondary R\&B Promotion and Kevin Kurry has become Na tional Director/College and Secondary Pop \& Top 40 Pro motion at Erect Records. Cain comes from independent promotion while Kurry moves over from the general manager slot at KSMR/Winona, MN

## Bruce Portmann

## \& Associates Established

The newly-created firm of Bruce Portmann and Associates, dealing specifically with internationa promotion/marketing, has signed Cheryl Ladd as its firs artist. The company is located at 18009 Keswick St. Reseda, CA 91335; (213) 345-5739.

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## Hor'thiss!

Kick off a hot time in your town at night with the all new Music Country Network-the omly satellite network package available today that offers a quality overnight musid variety format. It's on the air from 10 p.m. to 5 a.m. everywhere beginning April 1 and runs seven nights a week, 52 weeks of the year.

## Horsounss!

Music Country Network comes to you from country music's home-town-Nashvile, Tennessee-with the sound and the stars America is tuning in to today. Your host, Chuck Morgan, will interview the nation's top country personalities-listeners can even call in and talk to such popular artists as Charlie Pride, Roy Clark, Barbara Mandrell, Mel Tillis, Ronnie Milsap and more. And in between, he'll be playing the hottest country sounds based on the computerized monitoring system, Billboard Information Network (BIN).

## Honians!

Your listeners also get the hottest news with their music! Up-to-theminute Associated Press news, sports and weather is put on the air regularly - as it happens all around the world, all night long.

## Alfortan!

Music Country is brought to you by two leaders in radio broadcasting: WSM, Inc., a pacesetter in country music broadcasting for over 60 years; and Associated Press Broadcast Services, the world's largest news gathering organization.

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# 들 

## TbLres Wirl

## New Guide To Arbitron Ratings Reliability

For all the money you pay Arbitron，you probably have wondered，＂Just how good are those numbers anyway？＂Well，if the mathematical computations ex－ plained to me in New York last week by Arbitron Vice President for Statistical Ser－ vices Mike Ochiogrosso are any clue，the answer to that question is，＂They are more reliable than previously thought．＂
Many of you have been asking recently for an explanation of how to use and interpret the new reliability tables in the back of your fall books．In that light I went straight to the horse＇s mouth for the answer．Ochiogrosso headed up a $\$ 500,000$ project conducted over the last two years by Ar－ bitron to see how reliable its data actually was The new tables represent the tip of the iceberg for results of that study but give broadcasters a relatively easy－to－use method of finding out just what their numbers really mean．The reliability tables replace the unlamented Nomograph
In this column and the article next week，I＇ll give you the key formulas needed to properly use the reliability charts．A specific market will be ex－ amined to give you a feel for how the formulas should be used．Finally，after plugging in the for mulas for two station＇s numbers，I＇ll delve into the sales and programming implications of the new reliability guidelines．

## Two Key Tables

If you＇ve looked in the back of your fall 1981 Arbitron radio market report，you may have notic－ ed the addition of two key tables．These are headlined＂Arbitron Radio Reliability＂and are either Table＂A＂or＂B．＂All of the tables labelled
A＂are the same as the example shown below

Table＂B，＂on the other hand，will vary from market to market and from book to book．The values shown on the following example from Buf－ falo are applicable only to Buffalo and only for this fall sweep

| SURVEY AREA DEMO GROUP | ESTIMATE TYPE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { ALL } \\ & \text { CSUME } \end{aligned}$ | AVERAGE QUARTER HOUR ESTIMATES |  |  |  |
| METRO |  | SAT 6A－10a SAN 6A－10A Sum 3P－7P | weekoays SINGLE MOUR | $\begin{aligned} & \text { SAT 10A-3P } \\ & \text { SUN 10A } 108 \\ & \text { SAT } \\ & \text { SUN } 7 P-\text { PID } \end{aligned}$ | $\begin{gathered} \text { WON-FAI } \\ \left.\begin{array}{c} 6 A-10 A \\ \text { MONFAI } \\ 3 P-7 P \end{array}\right) \end{gathered}$ |
|  | 29.85 | 44.89 | 46.77 | 44.43 | 55.71 |
| MEN ${ }^{18}{ }^{+}$ | 21.16 | 32.16 | 32：70 | 31．30 | ${ }^{40} 50.54$ |
| MEN MEN | 9．12 | 15.26 14.55 14 | ：．．．．： | 14．44 | 20．96 |
|  | 9． 97 | 13． 84 | 14.32 | 13.91 | $\frac{17.97}{}$ |
| $\begin{array}{ll}\text { HOMEN } \\ \text { WOMEN } & 18-34 \\ 18-49\end{array}$ | 14.83 18.74 | 22．84 | 23.83 29.70 | ${ }_{28.07}^{22.06}$ | 28.85 35.83 |
| WOMEN  <br> WOEN $18-49$ <br> $25-44$  | 18.74. | 28．74 | 29.70 24.23 | 28．0．7 |  |
| ADULTS 18 ＋ | 28．60 | 42.20 |  | 41．63 | 52.33 |
| ADULS ADULTS A $18-493$ | 18.51 23.18 | 28.57 <br> 35.35 | ：$:$ ：． | 27.64 34.40 | 36.42 44.07 |
| ADULS 180 |  |  | ：$\because .$. |  | 37． 35 |
| ADULTS $25-54$ | 21.84 21.05 | 32.36 30.39 | ：．．．．： | 32.27 30.72 | 40.91 38 |
| teens | 12.43 | 20.36 | 23.06 | 20.75 | 27.83 |
| TOTAL <br> SURVEY AREA |  |  |  |  |  |
|  |  |  |  |  |  |  |
| TOTAL 12 | 31.92 | 46.79 | 48.97 | 46.00 | 58.43 |
|  | 22．05 ${ }^{2}$ | 32.57 12.32 12. | 33.47 | 31.70 11.75 |  |
|  | 7.58 11.01 |  | ：．：．： | 11.75 17.07 | 216．914 |
|  | 16.02 20.71 | 24.76 31.03 | 25.45 31.67 | 23.51 29.78 | 318．${ }_{31}$ |
|  | 20．714 23.95 | 11.03 34.96 | $\xrightarrow{215.77}$ |  |  |
|  | 23.95 23.42 | $\begin{array}{r}34.96 \\ 33.55 \\ \hline 2 .\end{array}$ | ．．．． | 34.69 33 | ${ }_{42.94}^{42.94}$ |
| teens | 13.83 | 22.18 | 25.12 | 22.56 | 29.43 |


| $\begin{aligned} & 8 \\ & 2 \\ & 2 \\ & \hline \end{aligned}$ | $\begin{aligned} & \mathbf{y} \\ & 3 \\ & 3 \\ & \hline \end{aligned}$ | $\begin{aligned} & 0 \\ & 2 \\ & 5 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { 岁 } \\ & \frac{3}{5} \end{aligned}$ | $\begin{aligned} & 8 \\ & 8 \\ & 8 \end{aligned}$ | $\begin{aligned} & 5 \\ & 5 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { O } \\ & \frac{2}{5} \\ & 2 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { 宸 } \\ & \hline \end{aligned}$ | $5$ | $\begin{aligned} & 5 \\ & 3 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { 员 } \\ & \frac{1}{5} \\ & \text { S } \end{aligned}$ | $\begin{aligned} & \frac{5}{5} \\ & \frac{1}{5} \end{aligned}$ | $\frac{8}{3}$ | $3$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0.1 | 3.16 | 5.1 | 22.00 | 10.1 | 30.13 | 15.1 | 35.80 | 20.1 | 40.07 | 25.1 | 43.36 | 30.1 | 45.87 |
| 0.2 | 4.47 | 5.2 | 22.20 | 10.2 | 30.26 | 15.2 | 35.90 | 20.2 | 40.15 | 25.2 | 43.42 | 30.2 | 45.91 |
| 03 | 5.47 | 5.3 | 22.40 | 10.3 | 30.40 | 15.3 | 36.00 | 20.3 | 40.22 | 25.3 | 43.47 | 30.3 | 45.96 |
| 0.4 | 6.31 | 54 | 22.60 | 10.4 | 30.53 | 15.4 | 36.09 | 20.4 | 40.30 | 25.4 | 43.53 | 30.4 | 46.00 |
| 0.5 | 7.05 | 5.5 | 22.80 | 10.5 | 30.66 | 15.5 | 36.19 | 20.5 | 40.37 | 25.5 | 43.59 | 30.5 | 46.04 |
| 0.6 | 7.72 | 5.6 | 22.99 | 10.6 | 30.78 | 15.6 | 36.29 | 20.6 | 40.44 | 25.6 | 43.64 | 30.6 | 46.08 |
| 0.7 | 8.34 | 5.7 | 23.18 | 10.7 | 30.91 | 15.7 | 3638 | 20.7 | 40.52 | 25.7 | 43.70 | 30.7 | 46.12 |
| 0.8 | 8.91 | 5.8 | 23.37 | 10.8 | 31.04 | 15.8 | 36.47 | 20.8 | 40.59 | 25.8 | 43.75 | 30.8 | 46.17 |
| 0.9 | 9.44 | 59 | 23.56 | 10.9 | 31.16 | 15.9 | 36.57 | 20.9 | 40.66 | 25.9 | 43.81 | 30.9 | 46.21 |
| 1.0 | 9.95 | 60 | 23.75 | 11.0 | 31.29 | 16.0 | 36.66 | 21.0 | 40.73 | 26.0 | 43.86 | 31.0 | 46.25 |
| 1.1 | 10.43 | 61 | 23.93 | 11.1 | 31.41 | 16.1 | 36.75 | 21.1 | 40.80 | 26.1 | 43.92 | 31.1 | 46.29 |
| 1.2 | 10.89 | 6.2 | 24.12 | 11.2 | 31.54 | 16.2 | 36.85 | 21.2 | 40.87 | 26.2 | 43.97 | 31.2 | 46.33 |
| 1.3 | 11.33 | 6.3 | 24.30 | 11.3 | 31.66 | 16.3 | 3694 | 21.3 | 40.94 | 26.3 | 44.03 | 31.3 | 46.37 |
| 1.4 | 11.75 | 6.4 | 24.48 | 11.4 | 31.78 | 16.4 | 3703 | 21.4 | 41.01 | 26.4 | 44.08 | 31.4 | 46.41 |
| 15 | 12.16 | 65 | 24.65 | 11.5 | 31.90 | 16.5 | 37.12 | 21.5 | 41.08 | 26.5 | 44.13 | 31.5 | 46.45 |
| 1.6 | 12.55 | 66 | 24.83 | 11.6 | 32.02 | 16.6 | 37.21 | 21.6 | 41.15 | 26.6 | 44.19 | 31.6 | 46.49 |
| 1.7 | 12.93 | 6.7 | 25.00 | 11.7 | 32.14 | 16.7 | 37.30 | 21.7 | 41.22 | 26.7 | 44.24 | 31.7 | 46.53 |

There is no difference in this chart from market to market．
Table A translates average persons or cume ratings into＂values＂that are plugged into the magical formula I＇ll share with you later．This chart will remain constant from book to book．

If you check the Table B in your marke report－and assuming you are outside Buf－ falo－you＇ll note that the average and cume values will differ from those shown above．The variance from market to market and from book to book is due to sample return and weighting varia

## Q\＆A

Bill Jenkins，PD for WELE／South Daytona，FL laments，＂Although our market is labelled Orlando－Daytona Beach，most of the numbers shown in $\mathbf{R} \& \mathbf{R}$ are Orlando stations only．Is this a TV market we＇re talking about here？ If so，isn＇t Arbitron a little off－base applying radio ratings to a TV market base？＂

Arbitron has labelled the TV Area of Dominant Influence（ADI）for cen－ tral Florida Orlando－Daytona Beach，and that was the label used by Market－ Buy－Market for the computer runs shown in R\＆R．Orlando and Daytona Beach are indeed separate radio markets，treated as different metros by Ar－ bitron．Although the market nomenclature may be confusing，there is no at－ tempt by Arbitron to use the TV definition to sample radio listening．
tions，which are unique to each market in every sweep．
Note that Table B has three major planes．You must first consider the geographical area you need－metro，TSA，or ADI where applicable． Next，you need to pick out the daypart containing the estimates you＇d like to examine．Finally，plug in the demo that corresponds to the estimate you are checking out

Patrick Fields
BRC Applications
The Broadcast Rating Council Search Committee has begun looking for a successor to Mal Beville，who will retire May 30．Candidates for the Executive Director post should send their resumes to Larry Patrick，Senior VP for Research，NAB， 1771 N St ． NW，Washington，DC 20036.

Applicants for the BRC position should have experience in audience measurement，must be able to ad－ minister the BRC audits of the member ratings services，and should be willing to serve as a spokesperson on audience measurement issues．

## proceed

1．First．turn to Table A and find the appropriate rating for your station．In this case it＇s 3．5．Next to 3.5 is a predetermined value，for computation pur－ poses，of 18．38． 18.38 is thus the first half of our reliability equation．
2．Look at Table B．Under the metro heading find the correct demo，in this instance adults 18－49． Proceed to the right on the chart until you cross the key daypart，in this case Mon－Fri 6－10am．The value that aligns itself with all these criteria in Buffalo is 44．07，and that figure is the second half of the standard error formula．Remember，this value will differ by market．
3．Next，to determine the confidence level for one standard error $(68 \%)$ ，just divide the Table A number by the Table B value．In this case

$$
\frac{18.38}{44.07}=.417
$$

Swell，but what does this tell you？What you＇ve just found out is that if the survey was redone there is a $68 \%$ likelihood that the station＇s estimate for the same demo and daypart would be a 3.5 plus or minus ．4．The station＇s number can actually fall into the 3．1－3．9 range and still be statistically comparable to the 3.5 ．
What if you have a heavy management decision to make based on this number and you＇d like the standard error range to be more precise？If you＇d like a $90 \%$ confidence interval all you do is plug in the above result－ .417 and multiply that by 1.28.
1.28 X． $417=.54$
＂Just how good are those numbers anyway？．．．They are more reliable than previously thought．＂
＂The $90 \%$ confidence level will give station manage－ ment enough solid guidance．＂

How To Use
There are two key formulas you＇ll probably want to keep in mind as you delve into the reliability of your numbers．The first deals with determining the swing，or standard error，inherent in average or cume ratings．You＇ll see an example below of how to use the tables to compute that ＂give＂implicit in any random sample result．The other key item with which you＇ll want to be familiar deals with computing how much plus or minus range there can be in any audience estimate．I＇ll show you an example of how to tackle that chore next week．
For now let＇s deal with determining how much standard error there is in a given audience rating． In Buffalo I＇ve selected a station in the following situation：

Daypart：Monday－Friday 6－10am Demo：Adults 18－49
Station Average Persons Rating 3.5 Let＇s look at the tables and see how we

Thus，if the survey was duplicated there is a $90 \%$ chance that the station＇s＂true＂audience would lie somewhere in the 3.5 plus／minus .5 range， 3．0－4．0．If your rating made such a move from survey to survey，it is possible that the gain was just part of a statistical adjustment explainable by the standard error range．

Although Arbitron includes formulas for figur－ ing standard error for confidence levels above $90 \%$ ．I personally don＇t think you need go that far． The $90 \%$ confidence level will give station management enough solid guidance concerning whether or not a gain was＂real＂or possibly within a standard error range．
Next week I＇ll guide you through the process of determining how much range might be inherent in actual audience estimates．I＇ll also compare the new Arbitron reliability technique to the former approach and tell you how they fare．Finally，im－ plications of this new reliability study－for the broadcaster as well as for the advertiser－will be spelled out．See you next week！

# PLAY FAVORITES! 

Radio's favorite cuts from

## THE FIRST FAMIILY RIDES AGAIN

are now available on a convenient $7^{\prime \prime}$ single $e_{\text {wessoin }}$
"The Big Game" "Press Conference" "Mr. Bill" "Bugs" "Reaganomics"

Millions of people have already seen Rich Little perform these selections on
The Tonight Show, The John Davidson Show, The Today Show, The Merv Griffin Show, Cable News Network and Entertainment Tonight.
Over 400,000 Albums have been sold, propelling it up the charts with bullets all the way.
$B B: 42^{* *}-37^{* *} R W: 54^{*}-42^{*}$ CB:79*-55*
THE FIRST FAMILY RIDES AGAIN is NUMBER ONE in Atlanta, where they already know what the rest of the country is finding out:
YOUR LISTENERS LO甘E TO LAUGH!
NEED
While you're still smiling, listen to a new Boardwalk favorite from

## CHRIS CHRISTIAN "MAKE IT LAST"

Produced by Bob Gaudio, this new single from Chris Christian has got the kind of hook that hits are made of.

| WJBQ | WFLB | WFOX | KVOL | KILE | KCPX |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Q101 | KENI | KINT | KZFM | WGH | KSLY |



| Share Trends |  |  | Persons 12+ |  | Mon-Sun BAM-Mid |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PUP(00): 4978 |  |  |  |  |  |  |
| Fall 'so |  |  | Spring '81 |  | Fall 's1 |  |
| 1 | WLAV-FM | 13.3 | WLAV-FM | 14.1 | WLAV-FM | 13.3 M |
| 2 | WOXD-FM | 12.9 | noxu-FM | 12.8 | woou-fm | 12.7 mm |
| 3 | wow-am | 12.2 | wUou-am | 8.3 | wCuz-FM | 10.9 cm |
| 4 | WZZR-FM | 8.3 | WGRD-FM | 8.2 | woou-am | 8.2 (AC) |
| 5 | Wisd-fm | 7.2 | wCuz-Fm | 7.6 | WCikD-FM | 6.5 篤 |
|  | WIFM-FM |  | WJFM-FM | 6.3 | WLZR-FM | 6.3 m |
| 7 | mCuz-FM | 5.0 | wCuz-am | 5.3 | W) FM-FM | 5.2 AC) |
| 8 | WCUz-AM |  | wfur-Fm | 4.5 | WXQT-AM | 5.2 m |
|  | WF UK-FM | 3.7 | WLLK-FM | 4.3 | WFUK-FM | 4.4 (m) |
|  | WTWN-AM | 2.7 | WTWN-AM | 3.1 | wCul-AM | 4.3 (9) |
|  | Adults 18.34 Mon-Sun BAM- |  |  |  | dults 25-5 |  |
|  |  |  |  | Mon | Sun 6am |  |
|  | RANK | STAT | ION | KAN | K STAT | ON |
|  | 1 | WLAV | - FM | 1 | WCU | FiM |
|  | 2 | WZZR | - M | 2 | WUOD | FM |
|  | 3 | W) FM | - M | 3 | WOUD | AM |

$\underset{\text { Share Trends }}{ }$ -
 Share Trends

| Fall '80 |  |  | Spring '81 |  | Fall '81 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | ксив-am | 11.7 | KIYK-FM | 12.7 | KCUB-AM | 12.4 |
| 2 | KIYK-FM | 11.7 | KCub-Am | 10.6 | KJYK-FM | 10.4 mm |
| 3 | KCEE-AM | 4.2 | KLPX-FM | 8.5 | KXEW-AM | (1) |
| 4 | KWFM-FM | 8.5 | KK(X)-FM | 8.2 | KWFM-FM | 6.7 ( |
| 5 | KRUQ-FM | 7.0 | kAIR-am | 8.0 | KCEE-AM | 6.3 (AC) |
| 6 | KHYT-AM | 7.0 | KHYt-AM | 6.0 | KLPX-FM | 6.3 (4) |
| 7 | KTKI-AM | 6.5 | KCEE-AM | 5.4 | KTKT-AM | 6.2 (m) |
| 8 | KAIK-AM | 6.3 | KWFM-FM | 5.4 | KAIR-AM | 6.1 mm |
| 9 | KTUC-AM | 5.2 | KNDE-FM | 4.8 | KK(X)-FM | 5.9 (m) |
| 10 | KLPX-FM 5.1 KTUC-AM <br> Adults 18-34 <br> Mon-Sun 6Am-Mid RANK STATION |  |  | 4.2 KHYT-AM Adults 25-64 |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  | n-Sun 8 A | Mid |
|  |  |  |  | RAN | K STA | IUN |
|  | 1 | KXEW |  |  | = $===$ | - AM |
|  | 2 | KWFM | - M |  | KXE | - AM |
|  | 3 | KRQQ | FM |  | KJYK | - FM |


| Springlield, MA metrorank 64 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Share Trends POP(00): 4942 |  |  | Persons $12+$ |  | Mon-Sun Bam-Mid |  |
| Fall'so |  |  | Spring '81 |  | Fall |  |
| 1 | WHYN-FM | 14.0 | WHYN-FM | 13.9 | WHYN-FM | 12.5 mm |
| 2 | WHYN-AM | 11.5 | WMAS-FM | 11.1 | WHYN-AM | 10.2 AC) |
| 3 | WMAS-FM | 10.6 | WHYN-AM | 10.9 | WMAS-FM | 7.8 й |
|  | WMAS -AM | 9.3 | WMAS - AM | 10.5 | WMAS - AM | 7.3 (1) |
|  | WCCC-FM | 7.6 | WCCC-FM | 6.0 | WCCC-FM | 6.0 W |
|  | WAQY-FM | 6.8 | WAQY-FM | 5.3 | WALY-FM | 4.9 ( |
| 7 | wric-am | 4.3 | WAAF-FM | 3.9 | wTIC-AM | 3.7 Mc |
| 8 | wixy-AM | 3.6 | WTIC-AM | 3.4 | WSPR-AM | 3.5 MC) |
|  | wreb-am | 3.3 | WIMP-AM | 3.2 | wtic-fm | 3.3 m |
| 10 | WKCH-FM | 3.1 | WKCH-FM | 3.1 | WRCH-FM | 2.9 mm |
|  | Adults 18-34 |  |  | Adults 25-54 |  |  |
|  | Mon-Sun 6AM-Mid RANK STATION |  |  | Mon-Sun BAM-Mid RANK STATIUN |  |  |
|  |  |  |  |  |  |  |
|  | 1 | WCCC | -FM | 1 | WHYN | - AM |
|  | 2 | WHYN | - AM | 2 | WHYN | -FM |
|  | 3 | WMAS | - FM | 3 | WMA | - FM |

Omaha -

| Share Trends |  |  | Persons 12+ |  | Mon-Sun 6AM-Mid |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| POP(00): 4614 |  |  |  |  |  |  |
| Fall 'so |  |  | Spring 's1 |  | Fall '81 |  |
| 1 | kfab-am | 28.0 | кғAb-Am | 23.5 | KFAB-AM | 25.0 (AC) |
| 2 | KELO-FM | 10.8 | KELO-FM | 12.2 | KEZO-FM | 13.9 (4) |
| 3 | KUKY-FM | 10.7 | KQKL-FM | 10.9 | KUKU-FM | 9.2 (n) |
| 4 | wuw -am | 8.9 | KESY-FM | 9.3 | KESY-FM | 8.5 mm |
| 5 | KESY-FM | 8.3 | NOW -AM | 8.3 | KGUR-FM | 8.2 (m) |
| 6 | KGOR-FM | 6.1 | KOIL-AM | 6.6 | WOW -AM | 7.0 (AC) |
| 7 | KUIL-AM | 4.6 | KCOK-FM | 6.4 | KOIL-AM | 4.8 (m) |
| 8 | KYiNn-AM | 4.5 | KYNN-AM | 6.4 | KYNN-FM | 3.5 (c) |
| 9 | KYNN-FM | 4.1 | KYN-FM | 4.2 | KLNG-AM | 3.5 (m) |
| 0 | KLNG -AM | 3.2 | KLNG-AM | 1.9 | KOLO-Am | 3.4 (m) |
|  |  | Aults 18 - |  |  | Adults 26-6 |  |
|  | Mon ${ }^{\text {S }}$ | un bam | Mid |  | n-Sun 6am | M1d |
|  | RANK | STAT | ION |  | NK STAT | ON |
|  | 1 | KEZO | FM |  | 1 KFAB | -AM |
|  | 2 | KCOK | - M |  | 2 KESY | - FM |
|  | 3 | KQKQ | - M |  | 3 KEZO | -FM |




| The Birch Report |  |  |  | Average persons $12+$ <br> Monday-Sunday 6am-midnight <br> Rolling Averages |  |  |  | Phoenix <br> KNIX-FM, KDKB Slip <br> But Stay 1-2; KTAR Jumps; KSTM Emerges |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | - |  |  |  |  |  |  |  |
| Washington, |  |  | D.C. | Tampa- |  |  |  |  |  |  |  |
|  |  |  |  | St. Petersburg |  |  |  |  |  |  |  |
| WMAL H | Holds | Seco | nd; |  |  |  |  |  |  |  | Dec./ |
| WWDC-F | M D | omina | ates |  |  |  |  | KNIX- |  |  |  |
| AOR' | s; W | FUR |  | Share | osition | n, |  | FM (C) | 10.8 | 11.3 | 10.6 |
|  |  |  |  | Share | es; W | JYW, |  | KDKB (A) | 9.3 | 9.9 | 9.8 |
|  |  | Nov./ | Dec./ | WDAE | On T | The Ri |  | KTAR ( N ) | 6.8 | 7.1 | 8.5 |
|  | Nov. | Dec. | Jan. |  | Oct./ | Nov./ | Dec./ | KZZP- | 88 |  | 6.7 |
| WKYS (U) | 8.6 | 10.9 | 12.4 |  | Nov. | Dec. |  | KQYT (E) | 8.1 | 5.1 | 6.5 |
| WMAL (AC) | 8.6 | 9.2 | 10.0 | WRBQ (R) |  |  |  | KUPD (A) | 4.4 | 6.1 | 5.8 |
| WWDC- |  |  |  | WQYK (C) | 11.4 | 11.8 | 10.2 | KOY (AC) | 7.2 | 5.5 | 5.6 |
| FM (A) | 7.1 | 7.5 | 8.5 | FM (BM) |  |  |  | KMEO- |  |  |  |
| WHUR (B) | 5.2 | 6.4 | 7.9 | $\begin{aligned} & \text { FM (BM) } \\ & \text { WCKX (R) } \end{aligned}$ | 9.8 6.1 | 10.0 7.8 | $\begin{aligned} & 9.0 \\ & 6.7 \end{aligned}$ | FM (BM) | 5.7 | 5.7 | 5.5 |
| WGAY- |  |  |  | WJYW (BM) | ) 4.4 | 5.6 | 6.5 | KUKQ (U) | 5.0 | 5.9 | 5.4 |
| FM(BM) WRQX (R) | 6.2 7.0 | 8.1 6.8 | 7.2 6.5 | WDAE (BB) | ) 5.3 | 5.4 | 6.3 | K00L |  |  |  |
| WPGC- |  |  | 6.5 | WQXM (A) | 6.4 | 6.5 | 6.1 | (AC/O) | 3.5 | 4.3 | 4.3 |
| AM\&FM (R) | 5.8 | 6.2 | 5.6 | WYNF (A) | 5.6 | 4.5 | 5.5 | KJJJ. | . 7 | 3 2 | 3.7 |
| WRC (T) | 4.3 | 3.3 | 4.7 | WFLA (AC) | 4.4 | 4.7 | 5.2 | FM (C) | 2.0 | 3.0 | 3.3 |
| WJMD (AC) | 4.5 | 4.1 | 4.4 | WSUN (C) | 5.9 | 4.4 | 5.0 | KSTM (A) | 2.0 .9 | 1.8 | 2.7 |
| WAVA (A) | 4.6 | 3.0 | 3.2 | WPLP (T) | 2.2 | 2.6 | 3.6 | KBBC (AC) | 4.2 | 2.6 | 2.2 |
| WMZQ (C) | 4.3 | 3.4 | 3.2 | WSRZ (AC) | 4.0 | 2.5 | 2.5 | KHEP (CL) | 1.5 | 2.4 | 2.0 |
| WGMS-AM |  |  |  | WFLA- |  |  |  | KJJJ (C) | 1.2 | 1.2 | 1.8 |
| \&FM (CL) | 4.1 | 4.1 | 3.2 | FM (BM) | 4.8 | 3.1 |  | KARZ ( ${ }^{\text {ch }}$ ) | 2.7 | 2.0 | 1.6 |
| WTOP ( N ) | 2.0 | 2.3 | 3.0 | WTMP (B) | 3.0 | 2.2 | 2.2 | KLFF (BB) | 2.3 | 2.6 | 1.5 |
| WOOK (B) | 4.7 | 3.8 | 2.8 | WWLF (BB) |  | 1.1 | 1.6 | KXAM (B) | . 6 | 1.7 | 1.3 |
| WASH (AC) | 3.8 | 3.3 | 2.6 | WTAN (AC) |  |  | 1.3 | KFLR (RL) | . 2 | . 7 | 1.2 |
| WVKX (C) | 2.8 | 3.1 | 1.9 | WNSI (N) | 1.6 |  | 1.2 | KNIX (C) | 3.4 | 2.4 | 1.1 |
| WEZR (BM) | 2.3 | 2.3 | 1.5 | WPSO (0) | . 1 | . 3 | 1.0 | KVZZP (R) | 1.2 | 1.2 | 1.0 |
| WPKX (C) | . 7 | . 6 | 1.0 |  |  |  |  |  |  |  |  |


| Touisville |  |  |  |
| :---: | :---: | :---: | :---: |
| WVEZ Takes <br> First; WHAS, WQMF, WRKA Slip |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | $\begin{aligned} & \text { Oct./ } \\ & \text { Nov. } \end{aligned}$ | Nov./ Dec. | Dec./ Jan. |
| WVEZ (BM) | 7.2 | 10.0 | 10.1 |
| WHAS (AC) | 9.4 | 11.9 | 9.6 |
| WQMF (A) | 11.3 | 11.8 | 9.6 |
| WRKA (AC) | 10.4 | 10.9 | 9.1 |
| WAMZ (C) | 9.6 | 9.6 | 8.7 |
| WCII (C) | 8.1 | 7.4 | 7.5 |
| WKJJ (R) | 5.1 | 5.2 | 7.1 |
| WLOU (B) | 8.5 | 5.4 | 7.0 |
| WLRS (A) | 6.4 | 8.2 | 6.6 |
| WAVG (AC) | 7.2 | 7.1 | 6.1 |
| WAKY (R) | 5.2 | 4.0 | 4.0 |
| WINN (BB) | 3.0 | 3.0 | 3.6 |
| WFIA (RL) | . 7 | . 8 | 1.4 |
| WTMT (C) | 1.4 | 1.1 | 1.1 |
| WJYL (E) | 1.7 | 2.1 | 1.0 |
| WXLN (RL) | . 8 | . 8 | 1.0 |
| WXVW (E) | . 4 | . 6 | 1.0 |
|  |  |  |  |
| For The Record <br> In last week's issue, the station listings for Charlotte and West Palm Beach were inadvertently switched, so that the Charlotte stations were found under the West Palm Beach heading and vice versa. R\&R apologizes for the inconvenience. |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

Hartford
WTIC Dominant; WRCH Slips; WHCN Tops AOR's

Oct./ Nov./ Dec./
Nov. Dec. Jan. WTIC (AC) $\quad 23.0 \quad 23.5 \quad 24.8$ $\begin{array}{llll}\text { WRCH (BM) } & 8.1 & 7.8 & 7.4\end{array}$ $\begin{array}{llll}\text { WHCN (A) } & 6.7 & 6.0 & 6.6\end{array}$ $\begin{array}{llll}\text { WKSS (BM) } & 6.1 & 7.7 & 6.4\end{array}$ WCCC-
FM (A)
$5.5 \quad 5.0$ WTIC-
FM (R) $\begin{array}{llll}\text { FM (R) } & 5.1 & 4.9 & 5.1\end{array}$ $\begin{array}{llll}\text { WIOF (AC) } & 4.4 & 3.7 & 4.3 \\ \text { WPOP (N) } & 4.4 & 3.8 & 4.1\end{array}$ $\begin{array}{llll}\text { WPOP (N) } & 4.4 & 3.8 & 4.1 \\ \text { WDRC (AC) } & 3.0 & 3.9 & 3.6\end{array}$ WDRC$\begin{array}{llll}\text { FM (R) } & 2.4 & 3.0 & 3.6\end{array}$ $\begin{array}{llll}\text { WWYZ (AC) } & 2.4 & 3.4 & 3.9 \\ 3.6 \\ \text { WWY } & 3.5\end{array}$ $\begin{array}{llll}\text { WPLR (A) } & 1.6 & 2.1 & 2.2 \\ \text { WHYN (BM) } & 1.5 & 2.3 & 1.8\end{array}$ $\begin{array}{llll}\text { WKND (B) } & 3.1 & 2.8 & 1.7 \\ \text { WRCQ (AC) } & 1.4 & 1.5 & 1.6\end{array}$ $\begin{array}{lrrr}\text { WRCQ (AC) } & 1.4 & 1.5 & 1.6 \\ \text { WAQY (R) } & .6 & 1.4 & 1.0\end{array}$ $\begin{array}{lrrr}\text { WKCI (R) } & 1.4 & .9 & 1.0\end{array}$


ATTENTION: TOP 40, AOR and COUNTRY Stations

## Here's a fantastic promotional opportunity that can generate great sales revenue

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NATIONAL PAGEANTS ARE SUCCESSFUL EVENTS THAT HAVE PRODUCED TREMENDOUS COMMERCIAL RESPONSES THIS CONTEST CAN BE PACKAGED AND TIED INTO A WIDE VARIETY OF YOUR PRESENT AS WELL AS NEW CLIENTS.
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## His Allbum Is ${ }^{*} 4$ In AOR, And "I'll Fall In Love Again" Is One Of The Reasons Why



## STREET TALK.

KBZT/San Diego has been sold to Alta Communications, owner of KEZR/San Jose, for $\$ 6.3$ million cash. Even though Alta had no official comment on the purchase, an announcement of the sale was made to the KBZT staff on Monday (2-22). Everything should be official (names on the proper dotted lines) by next week.

The Board of Directors of CBS has voted to remove Broadcast Group President Gene Jankowski and Records Group President Walter Yetnikoff from the board. What this means is unclear, but other CBS group presidents had already been long-removed from the board, so this may just be the final step in realigning the ruling group.

Don't order the tombstone yet, but it appears that San Francisco may be losing one of its three AOR's fairly soon. KSFX has applied for the new call letters KGO-FM, which has provoked street speculation that the station may begin simulcasting KGO's News/Talk programming. Station staffers admit that such an idea has been discussed, but that no final decision has yet been reached.

Speaking of speculation on format changes... when we asked Gannett VP/Programming Jay Cook about all the format switch talk surrounding KIIS-FM, he had "no comment." The rumor is that KSD-FM/St. Louis's successful $A / C$ format will be moving west along with current KSD-FM PD Gerry DeFrancesco now that Don Benson has resigned (see Page 1).

After 13 years at KOY/Phoenix, Dan Armstrong has left the station. He had been Operations Manager and midday personality. Reach Dan at (602) 931-2111.

With Trip Reeb exiting WCMF/Rochester to program WMET/Chicago (see Page 3), Street Talk hears he'll be replaced at WCMF by a former AOR PD who just spent some time as a CHR MD in a top 10 market. Details on this one next week.

Richmond, VA makes news in our format derby this week.. WEET switched from Country to Religion while WTVR-FM switched from Beautiful Music to Country.

Janice Tully, most recently West Coast Secondary Promotion Manager for Epic, has joined A.D. Muscolo Promotions, Inc. She'll assist A.D. (but you can call him Tony) in launching his new expanded national independent promotion division for $\mathrm{A} / \mathrm{C}$ radio.

Ron Shaw is the new PD at KELP/El Paso from KROD/E1 Paso. Ron replaces Chris Michaels, who exited to join a new station going on the air March 6 in Lubbock with the recycled, familiar call letters of KRUX.

Bruce Kelly, afternoon personality at WPGC/Washington, has been named MD by station PD Steve Kingston. Who's going to get the WPGC morning show?

Remember a few months back when WCAO and B104 shuffled morning men in Baltimore? WCAO's "Louie \& The Bear" team split with Lou Roberts going to B104 for mornings and Alan Berrier joining WRLX (formerly WMARFM) as Station Manager. Meanwhile, B104's Scott Carpenter joined WCAO for morning drive. Okay . . so, now we hear that as of March 22, Louie $\&$ The Bear will reunite and rejoin WCAO for mornings, which will shift Scott Carpenter to afternoons. Now B104 PD Jan Jeffries is looking for a new morning show and WCAO's former PM-driver Brad Morgan is looking, period.

Karen Cavaliero, MD at WLS-AM \& FM/Chicago, has been upped to Research Director and will now handle not only music research but sales and audience research as well. Steve Perun, formerly of WISN \& WLPX/Milwaukee, joins WLS as MD on March 1.

WXKS-FM/Boston MD Vinnie Peruzzi is leaving the station for a move to L.A. and a look around for a programming/on-air slot. Replacing him as MD in Boston is Joe Carvello, who was promoted from Assistant Music Coordinator.

Our condolences to the entire Griffith radio family, including G100/Mobile's Scott Griffith, on the loss of their mother, Irene, who passed away this week in Pensacola. Irene, who was just as involved in the business as her entire family still is, was Traffic Director of WPFA/Pensacola for the past 10 years.

Apparently Lonnie Simmons's Total Experience Records and Polygram have ironed out their differences and the lawsuits have been dropped. A party in Beverly Hills on Tuesday (2-23) celebrated the official formation of the label under the Polygram distribution umbrella. The Total Experience acts include the Gap Band and Yarbrough \& Peoples.
E. Alvin Davis is now consulting WANSFM/Greenville, SC. Bill McCown remains as PD and no staff changes are planned.

Congratulations to Q105/Tampa MD Pat McKay on his forthcoming (3-6) marriage to Pamela Garrett of Tampa.

When two historic buildings of Sam Houston State University in Huntsville, TX burned to the ground last week, the entire music library of college station KSHU-FM was destroyed along with some equipment. Luckily, the station itself was in another building, but the multi-formatted outlet (rock, soul, jazz) now needs music, old and current. If you can help, contact Shannon Fogarty, PD; or Alan Albarran, Faculty Advisor, at (713) 294-1344.

Produced by Keith Olsen


Distributed by Warner Bros. Records


## GIVE YOUR PLAYLIST A LIFT



# Contemporary Hit Radio 

JOEL DENVER
PROGRAMMING BY COMMITTEE

## KBEQ Makes A Ratings Revival

It's interesting to watch the ups and downs of stations, usually attributable to a change in programming and overall station philosophy. Recently, I have been keeping a watchful eye on what's been happening at KBEQ(Q104)/Kansas City for several reasons.
For one, the station's ratings have seesawed and for another, the new PD is Maja Britton, probably the only female PD at a CHR station in a top 30 market. Another reason for increased interest is that the station is programmed musically by committee.
Maja has a pretty wide-ranging background, having done AOR at such stations as WABB-FM/Mobile, 96 Rock/Atlanta; and CHR at Y103/Jacksonville, where she was Assistant PD. She joined KBEQ when Randy Lane left for WKQX/Chicago, being brought in by VP/GM Gary Rodriguez, who was her GM at Y103. I talked with Maja about the recent success at KBEQ, and how the music committee works.


Filling The Void
The station has gone through a bit of repositioning since Maja's arrival in September 1981, but the transition was already underway, as she explained. "KBEQ was a bit of a 'Top Tracks CHR' and was just holding its own. The potential for it was untapped. Because of our dial position, and the position of main AOR competitor KYYS(KY102), we looked at the market and decided it lacked a true CHR station. WHB was already well into A/C, and the market was crying to hear the hits on FM.
"After all, there are only so many AOR listeners in a market, and there was a large chunk of the audience not being served. Gary had already set many of the wheels in motion, and with my help and the rest of the staff, the transition was made complete. This is literally the fourth format for the station," she recalled.


Bobby Mitchell


Mike O'Brien
"The station started out as a CHR, but went pretty heavily into Disco in 1977-78, which worked out well until the format itself lost influence with the waning of the fad. The station floundered for a while, went Top Tracks CHR, came up, and floundered again for lack of promotion and evolution with the market. We are still fighting an identity crisis, so we really stick to a hit-oriented format.'

```
AGE KBEQ
\(\begin{array}{lr}12-17 & 33.5 \% \\ 18-24 & 33.5 \%\end{array}\)
\(25-34=21.3 \%\)
35-44 9.8\%
45-54, 0.0\%
\(55+=1.8 \%\)
\(12+\) TOTAL 16,400
```

New Identity, New Staff
With the transition in format, several staff changes were made. "I tried to put together a staff that I knew would work well together, so I've put together many staffers from Y103. In the transition we lost Mike Schmidt, who was MD, to KPKE/Denver. He is more comfortable with AOR.
"I brought in Bobby Mitchell from Y103 for mornings, and Scott Sherwood, who is doing afternoons and was formerly the PD at Y103. Other airstaffers include Production Manager Mike $0^{\prime}$ Brien from 10-noon; John Conrad, who also does afternoon news, handles noon-2pm; Al Michaels does



John Conrad

Scott Sherwood


## KEARTH Morning Talent Search Underway

Since June of last year, KEARTH/Los Angeles has been looking for a permanent morning show host. You might think that's a long time to look, but according to PD Bob Hamilton, " 1 've just run into a blind wall looking for the right person. There just aren't enough people who've had great instruction out there over the years."
You may have noticed that KEARTH took out a full page ad (R\&R 2-12), announcing its nationwide talent hunt. How's response been going? "Unbelievable," exclaimed Hamilton. "I've got over 150 tapes in just two weeks. Some of them are quite good. We intend to start our own little farm club of talent with the tapes we've gotten in. I'm finding lots of people with various stages of potential, and I in-
 tend to work with those most promising.

Bob told me the hunt goes on until March 31, and at that time. "We'll fly the best five out for an interview, and a chance to go on the air. Before that happens, I'll be flying to their market to hear them in action." If you've sent in a tape, stay on your toes, Bob might be listening

What's he looking for in a morning personality? "I've got no budget limitations for the job, so I want a real pro. When I listen to a tape it has got to grab me in the first three sets or I don't listen further. I want to find a morning personality that's warm, friendly, humorous, and can relate in an adult manner. They've really got to grab me." Bob continued, "This is a superb opportunity for a longtime, stable, high-paying position." Okay, so you wanna be a star in Los Angeles? Get your tapes, no calls please, to Bob Hamilton, KEARTH, 5901 Venice Bivd., Los Angeles, CA 90034

6-10pm; Karen Barber holds down late nights; and Bob Barnes-Watts, our resident Englishman, does all-nights
"All of my air staff have one thing in common. They are all adults, who talk like adults, but maintain their own levels of personality on a one-to-one basis. Even though radio is a mass medium, I still think it needs that personal approach. We are the only station on FM offering anywhere near this type of approach musically and per sonalitywise," Maja stressed.

## Music By Committee

So far, so good. Maja takes KBEQ straight for the obvious format void in the market, and puts on a professional-sounding air staff, and the ratings go up. The other ingredient is of course the music. Maja told me how the music is done by committee. Of course, this system has inherent positives and negatives. The obvious negative is that too many cooks spoil the broth, but she explained how KBEQ's works.
"Aside from all of the in-house research we do here, the music committee decides what records get on the air. Each week we have a listening session at my house to go over the new and available product. The members of the music committee include myself, Gary Rodriguez, Sherwood, Conrad, and any other staff members that want to participate. There's always an open-door policy," she emphasized.
I related to her some of the horror stories I had heard about some similar music committee experiences, but she assured me of its success by pointing out, "The committee has good balance. One person is responsible for the AOR crossovers, another for A/C, Country, and another for pure CHR. We all have our own strengths in music and they seem to balance each other out real well. I'm the tie-breaker, but rarely have to use this veto power. Between all of the research, and input, we come up with what is right for KBEQ's music." KBEQ's list turns out to be very mass appeal, running about 30 records, with the station averaging two to three adds per week.


Bob Barnes-Watts


Broad-Based Approach
Maja had mentioned earlier how the sta tion suffered from an identity crisis from the constant format and PD changes over the last several years. One thing she has strived for, in her short tenure, is consistency. "The only way to keep your audience is to let them know that they can depend on you every day for the same thing. For us, that's music and companionship.
Part of the game plan for stabilization was the expenditure of outside media dollars to stimulate curiosity and new cume. "Our approach is broad-based, so our advertising campaign matched it. We had about 100 boards showing, plus we used TV from September through November Our TV time was bought strategically versus shotgun style. We knew where we wanted our spots to be, and went for those fixed times.
Contesting was a big part of the come back too, as Maja explained: "We gave away lots of things that had broad appeal Trips to Disneyland, Las Vegas, San Fran cisco, St. Louis (for the Rolling Stones concert), ski trips, a home computer, gold Krugerrands, a Harley Davidson Motorcycle, waterbeds, singing telegrams, and lots more than I could remember. We weren't trying to buy listeners, just give them things we thought they'd like to have."
Kansas City's location and built-in events were taken into account as well. "This town is pretty cold in the winter months, so we were cognizant of that when planning our promotions. Being a sports-oriented town with Royals baseball, Chiefs football, Kings basketball, and Comets indoor soccer we've worked plenty of promotions with these teams. We also try to offer them


## Joday's Specials

## The Pointer Sisters "Should I Do It"

CHR CHART
262217 POINTER SISTERS/Should I Do It (PlanetElektra-Asylum)

|  |  | WIFI add | Y103 add |
| :--- | :--- | :--- | :--- |$\quad$| WFOX add |
| :--- |
| B94 add |


\section*{The Boys Band "Don't Stop Me Baby (I'm On Fire)" <br> | KIQQ | KRAV | E-47406 |
| :--- | :--- | :--- |
| WAEB | WLAM |  |
| K104 | WOMP-FM | KCBN |
| WAAY | KVOL | KATI |
| WCSC | KENI | KOZE |}

## Fred Parris \& The Five Satins "Memories Of Days Gone By"

| $94 Q$ | KC101 | WDOQ |
| :--- | :--- | :--- |
| WTRY | Q106 | WAKY |
| 92FLY | WKRZ-FM | WTSN |
| WTIC-FM | KFMK | WFLB |
| WDRC-FM | WSGN | WRKR |

KC101 WKRZ-FM WSGN

WFB
WRKR

KIQQ 25-24
KFRC on
KZFM 6
KINT 15-13
KBFM 20-17
WAAY 17-9

WDOQ deb 28 WOKI deb 34 WBCY 12-6 WSEZ 16-14 WVIC 33-29 KCPX 33-29 WFBG 27-23 WOMP-FM deb 30 KKLS deb 29 KYYA 11-7

KIMN add Q103 add WHFM add 3WT add WKRZ-FM add WZYP add

WMAK-FM add WLOL-FM add KOFM add KBBK add KSKD add KLUC add

WCIL-FM add KCBN add WBEN-FM 36-35 WIFI deb 29 B104 on KFI 30-27

WZYQ add WCGQ add WXLK add Q101 add WTRU add WAZY-FM add

Mike Post "Theme From Magnum P.I."
$\qquad$


## KBEQ Makes Ratings Revival

Continued from Page 18
things they can participate in without leaving the house," she explained

## Indoor And Outdoor Games

Many stations seem to shy away from contests, as PD's perceive them as clutter. Too much of anything can be interpreted that way by your listeners, but planned carefully, some contesting can be an asset. Maja remarked how Gary Rodriguez is instrumental in helping coordinate these activities.
"Promotion and marketing are two of his strongest points. We've got a bumper sticker campaign going right now that's working real well. In a very short time, they are all over the city, and I wasn't expecting strong penetration until spring. We use these for giveaways on the road, and we stick our 'parking tickets' under wipers of cars displaying stickers that are parked. They're good for a free album or other smaller prize if redeemed the next day."

Spend A Buck To Make Two

Maja makes a point not to get the station too "hip"-sounding. "I just concentrate on keeping it positive. We want to be that friend they can count on and feel good about when they tune in Q104. I feel quite good about having so many experienced former programmers on my staff. It doesn't intimidate me at all. They realize we all win together, and they all have input, so everyone stays pretty happy."

VP/GM Gary Rodriguez offered a few comments to me. "I truly believe you win inside the radio station first, then win outside. What goes on inside, just seems to shine through. I'm a big believer in promotion, and realize we've got to spend a buck to make two."

Echoing Maja, he said, "Keeping this station fun sounding and positive is so important. We aren't 'psuedo-hip'; we just try


The station is also doing a game called "The $\$ 25,000$ Money Match," which invites some good quarter-hour loyalty listening. "The game is very similar in mechanics to the TV show 'Concentration,' " she explained. "We've got over 500,000 game cards distributed right now through Coca-Cola. Listeners can also make up their own. Just draw a square with 50 blocks in it. Designated callers pick two squares to see if they match. If the same dollar amounts are behind the two squares they win. If not, then they are exposed and listeners keeping track of what's been revealed can make their own money matches off other players' incorrect guesses. A new game card begins each week."
and do what people want. We offer them a sound unavailable anywhere else in the market. Clients even notice a big difference in the station, and are more receptive because we are so visible in the marketplace. I look for us to continue to grow each book, because we know what Kansas City wants."
It's interesting to note that a market as large as Kansas City went for so long without a down-the-middle CHR station. KBEQ under Randy Lane was still a CHR station, but it was in a mode of repositioning, trying to shake the Disco image it had attracted by leaning a bit AOR. Look around in your own market. I'll bet there's probably a similar void, caused by everyone else's narrowcasting.

## Bits

- KNBQ/Tacoma is running the Pepsi Celebrity Ski Challenge, in which listeners register where Pepsi is sold and listen on the air for their names to be called. Calling in within the 970 -second time limit qualifies them for prizes like Olin Mark skis poles, bindings, Nordica boots, ski wear, and ski passes to Big White Ski Village in Kalowna, Britist Columbia (Canada).
$-K$./Erie is active in the schools with a new promotion. The station has put together a $2^{\prime} \times 2^{\prime} \times 2$ plexiglass cube and loaded it with gumballs. The cube was taken all over the market, and to local high schools. There was a $\$ 10$ entry fee, with all entry fees going to the winner, so it really grew as guesses were made as to how many gumballs were inside. Over $\$ 20,000$ was collected and awarded to the winner, who guessed 68,802 . How many were actually inside? 68,814 .
- Q107/Washington is giving listeners some early spring sunshine, by sending listeners on weeklong vacations to Hawaii, Acapulco, and the Bahamas. Listeners submitted written entries and listened for their names to be announced.
- KSEL-FM/Lubbock is cashing in on the video game craze and recently held "The Great Defender Shoot Out." Contestants registered for $\$ 3$, which went to Easter Seals, and went through elimination rounds to qualify for 93 seconds in a record store, grabbing albums, and a stereo system to play them on.
- U93/South Bend welcomed the Ice Capades to town and gave tickets away to deserving children in foster homes, and through Big Brothers and Big Sisters organizations.
- Z102/Savannah personality Bobby Powell took this cue from Genesis's record "Abacab." He is taking a cab from Savannah to Abba, GA. Listeners have to guess how much his cab fare will be. The person coming closest to the exact amount wins it in cash.


## Motion

Steve Knoll, former PD at K O95/Aberdeen, SD is now doing nights at WSPT/Stovens Polnt. . WPGC/Washington names Bruce Kelly, afternoon driver, as Music Director . . . WKTIMMIlwaukee MD Donna Walker exits, and is replaced by John Grant from WISN across town.
Terry Fox, PD at KADI-AM \& FMISt. Louis for the past two years goes across town to KMJM/St. Louls as midday personality and Production Di rector . . . Rick Brown, formerly MD of WOKY/ MIIwaukee joins KADI as night personality.


CHR's Most Accurate Music Information Begins on Page 54

Continued from Page 1
Clark told R\&R he plans to remain with the station, but indicated that several current air personalities will not be retained when the new format is in place. WABC "Musicradio" veterans Dan Ingram, Ron Lundy, and Johnny Donovan, along with Mike McKay, Marc Sommers, and Peter Bush, will not be a part of WABC's Talk lineup.

Clark commented, "As we've seen across the country, there has been a fractionalization of music that has made it very difficult for WABC to continue to program. If you take a look at the New York marketplace now, you'll discover that most of the music listening is done on the FM band. So in order for us to survive and remain mass market, given our medium, I don't think we have much of a choice."

## Reeb

Continued from Page 1
I've helped build from the ground up, but I think it's time to go. The challenge of working in such a highly competitive market as Chicago is what attracted me to the job - plus the cooperation I feel I'm going to get from Bruce Holberg, who comes from a programming background."
Teuber told R\&R, "I have mixed feelings about leaving. Predominantly I guess it's relief. This kind of job is a pressure cooker, and now I have the opportunity to 'recharge my batteries.' The other feeling is pride, because if you look at our accomplishments in the past year and a half, they're something to be proud of. I will always have that.'

Discussing future plans, Teuber said, "I've already been approached by a syndicator and another broadcaster. I feel that I have several options, but first I'm going to take a month off; I think I need to get away for awhile."

## WMMS

Continued from Page 3
John Sebastian told R\&R, "To get a chance to work with Walt Tiburski, John Gorman (WMMS PD), Kid Leo (WMMS MD) and the rest of WMMS, one of the greatest radio stations in rock and roll history, is one of the great opportunities of a lifetime. We look forward to a very mutually rewarding, sharing experience with them." Commenting on the dual consultancy situation, Sebastian said, "We've often gone into stations where there was a preexisting consultation agreement, so I don't really consider this such an unusual situation."
Lee Abrams told R\&R, "The WMMS situation is so unique because they're not at all a Superstars station; they just use our research. It's real weird but from WMMS's standpoint I can see why it makes sense. It's like a country that sides with both the United States and the Soviet Union someplace like Brazil that's neither purely communistic or purely capitalistic, but takes aid from both. What would really be weird is if Sebastian and ourselves made a trip to the station at the same time."

## Wall

Continued from Page 3
Wall told R\&R, "I'm really looking forward to working for Scripps-Howard, and especially for Don Meyers. I'm sad to leave WNCI, because Nationwide is an excellent company, but it's an opportunity I can't pass up." Wall, who had been PD at WNCI for a year, added that no replacement has been chosen.

## Continued from Page 3

best man I've worked with in a dozen years of radio." He continued, "Jeff and I are philosophically in tune with one another. I think he's the rising star of the current crop of radio consultants, and I think my own programming experience will complement his organization perfectly."
Peterson joins Pollack March 15; no replacement has been chosen at WYNF.

## McAllister

age 3 WKRC has been a dominant factor in this market for a long time. It feels great to be back home... it's the job I was waiting for during the three years I was here. The only regret I have about leaving Yes 95 is that if they'd let the PD actually run the station, it could be another KVIL/Dallas... a dominant force in the market."
WXKS/Boston National Sales Manager and WYYS acting-GM Tim Montgomery promoted air personality Ken Rogers to McAllister's vacated PD slot. Montgomery explained the rapid change, telling R\&R, "Ted's style became incompatible with what is needed here. I think he realized that, and feels more comfortable now. I feel very good about Ken. He's an extremely dedicated and talented guy with an impressive background. He was my absolute first choice for the job, and he already has the respect and support of the air staff.'

Rogers, who has had extensive major market experience under the air name of Eddie Rogers at CKLW/Detroit, 13Q/Pittsburgh, WXYZ, WMJC, and WDRQ/Detroit, told R\&R, "I don't plan any personnel changes, as we've got a first-rate air staff. I'll just be doing some fine-tuning. The station is positioned quite well overall and we're on the right road. I'm very pleased about being a Heftel PD again (Heftel owns WYYS and owned 13Q when Rogers was PD there), and look forward to the future of Yes 95 , which is a very bright one in an $A / C$ direction."

## Kirkpatrick

Continued from Page 3
leaning on the AOR side, rock \& roll.
"Jerry Munday is KOCY's PD and Bill Brunn is KXXY's, and we're staying with both parties," Kirkpatrick continued. "We've also hired a new GSM for both properties, Jim Tillery, who was with WVLKAM \& $\mathrm{FM} /$ Lexington in the same position for the last five years. Six to eight months down the road, if I were a broadcaster in Oklahoma City, I would not want to compete against these two radio stations!"

## Murray The K

Continued from Page 3
the Brooklyn Fox and Paramount theaters. But the peak of his notoriety was attained upon the advent of the Beatles in 1964, when (in New York at least) Murray the K and the Fab Four seemed inseparable. He was among the first to play their records, helped to whip up the mass hysteria later known as "Beatlemania" (he later served as technical advisor for the stage show of the same name), and earned a new nickname - "The Fifth Beatle."

In 1966 he and WNEW-FM Operations Director Scott Muni helped devise the pioneering "progressive" format at WORFM, one of the first stations to play album cuts and "underground" rock acts, paving the way for today's AOR radio. In recent years he hosted the "Soundtrack Of The 60's" syndicated show until ill health forced him to withdraw. Last year he had to cancel a Madison Square Garden tribute benefitting cancer research because of worsening health. Memorial services were held Thursday (2-25).

PART TWO

## The Superstars Tapes

The setting: An Orlando, Florida hotel room at 10:30pm. After a day of intensive radio strategy sessions with 62 Superstars client stations, the organization's four AOR consultants are relaxing and discussing the radio and record industry with me in a marathon taping session.

In the following continuation of last week's conversation, Lee Abrams, Lee Michaels, Dwight Douglas, and Jon Sinton offer candid thoughts on the state of AOR music, the record industry, and future challenges for AOR radio.
$\mathbf{R \& R}$ : Lee, you've been quoted as saying that modern-day rock and roll is boring. Do you still feel that way?

LA: Absolutely. Throughout the history of music, trends lasted hundreds of years. In the last thirty years everyone's gotten this idea that every three years there should be a new trend or a new superstar. It doesn't work that way. Things have not really changed since 1968; the basics of that music still work today. The greatest example of that is Billy Squier - it sounded like Led Zeppelin's first album, and sold like hotcakes. I'm not saying that what artists need to do now is clone the sixties. Let's accept that, understand that, and evolve naturally from that sound. Don't say Pink Floyd are boring old farts. Say they're great, and let's learn from them, utilizing new technologies. Progressive rock is not dead!
LM: And that's why these songs like Red Rider's "Lunatic Fringe" do so well. The songs are basic but incorporate contemporary techniques
LA: Records are just like movies. The kids who see films don't want to see black-and-white movies again; they want to see something that will take the "Empire Strikes Back" one step further. You can't go back, you have to take the past one step ahead.
R\&R: Is there a catch-22 here, though: do you feel that if you play boring music on the radio, you encourage more boring music to be created?
DD: We play what our research says people want to hear. But every once in awhile we hear something that we think is great, put it on the radio, and get a great response to it. Like Billy Squier - when we first heard it, we knew it sounded like Zeppelin, we knew people liked Zeppelin, so we played it and everyone bought it.
LA: I think the problem is on an artistic level. If the management of these groups, instead of badmouthing us, John Sebastian, and tight radio in general, would come and talk to us, we'll tell them exactly what to do
every musical revolution is always an evolution of the previous one. For example, the Beatles and the Rolling Stones did nothing more than take Chuck Berry and Buddy Holly a step further. The late-sixties supergroups like Zeppelin and Cream took what the Beatles and Stones did a step further. Now, everyone's going backwards. Why don't people have the balls to take groups like Pink Floyd and Yes a step further? When that kind of music comes out it works every time.
DD: Lee's been saying this for a long time, and I didn't believe it for a long time. I thought he was just living in the past. But it finally hit me that he was right. The Knack, for example - what great step forward was that? Who plays "My Sharona" anymore?

We're getting to the point now where, if someone puts out an album and gets to a good position simply because there's nothing else out, we've got to say, "No, let's not play that record. Let's play Led Zeppelin or Bad Company in its place.'
LA: Nine out of ten of the albums that get such good responses now, had they been resuch good responses now, had they been re-
leased in 1972, wouldn't even have been leased in 1972, wouldn't even have been
noticed. I'm not just trying to relive the old days; it's a fact. Focus groups of kids who were three when Led Zeppelin began still think Jimmy Page is the best rock guitarthink

LM: Why are 17 year olds addicted to the Doors? The music wasn't homogenized. Jim Morrison was really trying to say something. It wasn't, "Hey Robby, you know some power chords and I know some rhyming words; let's put 'em together."
LA: When I was growing up there were all these free-form stations. I was really into rock and roll and wanted to hear my favorites. There were all these stations like WGLD/Chicago who did 20 minutes of blue grass, then a Lou Reed special, then
"Look at any market where the $A O R$ is in double digits and the nearest contemporary station has a four or five share and you know who's selling the albums and singles.

Jon Sinton
classical into jazz. The Superstars concept was to bring progressive rock into the homes of everybody. We wanted to turn everybody on to the bands around then who were doing great things. The problem we got into on an artistic level was when the music stopped evolving, we were stuck playing what was left over.
JS: We were just as guilty as anyone of saying, "The next trend is just around the corner. Let's press the button and make it happen." And then Lee, who's a musicologist by avocation, took a step back and said, "Hey, wait a minute. Music doesn't change overnight."
R\&R: In that case, what do the Superstars stations play in the meantime? Do you go all oldies, or all recurrents, or do you still play new music?
LA: We'll play the best music out there If the new music can reach our standards, based on what people will like, we'll play it.
LM: And if, after making musical adjustments, the stations can't be exciting based on those songs, we'll have to add excitement into the station in other areas: talent, promotions. You can't rely solely on the music to be the only answer, even though that's the backbone of the format.
R\&R: The record companies say you still
need a hit single to sell an album. Do you agree?

- LM: No! Look at Loverboy; they're an AOR act that sold a million albums. That's one million times $\$ 8.98$. If you think you're going to sell as much of something that's $\$ 9$ as you can of something that's $\$ 1$, I think you're asking too much.

When they promote records to me they say, "This record's really selling." When I check into it I find it sold 5000 copies. If they're going to call that "selling," then yes, I'm going to call a million units a big success.

JS: My response to that question would be to point back to the continuing artistic depression we're in. If you give us a Fleetwood Mac album with as many hit singles as the "Rhiannon" collection had, we'll sell that many albums for you. There just hasn't been a record like that in awhile. We love records with depth.
DD: I don't think CHR radio is selling singles; I think AOR is selling just as many. Take a person under 18 years of age. If he listens to an AOR and hears a great song that's also a single, he decides to buy it but can't afford the $\$ 8.98$ album containing that single. So he buys the single. But he may not listen to CHR radio at all. How can you tell?

LM: It's always been true that singles have sold primarily to teens. If you look in most markets it's the AOR stations who have the teens. So we're selling the albums and the singles.

DD: CHR sells soul records. There are certain what I call "mooky-gooky" singles like Barry Manilow that CHR sells.
JS: Look at any market where the AOR is in double digits and the nearest contemporary station has a four or five share and you know who's selling the albums and singles.
LM : Look at how many albums come out and the single is released and stiffs on the CHR charts, but the album still sells.
R\&R: But let's not forget the other side of the coin: the albums that come out that don't start selling until a single is released. LM : Take Donnie Iris as an example. We play the record on our radio stations, but what's on display in the stores, what's on sale, what's stacked up? Where do you find Donnie Iris? In the miscellaneous I's. So many people walk in the record store with an impulse to buy, and they start looking around to see what catches their eye. The Iris you have to go dig for.

LA: The greatest potential albumbuying audience isn't even inspired enough to walk into a record store in the first place. It gets back to the artistic problem. Back in 1972, it was great to go into a record store you wish you could have bought them all. Now why go to a record store when you can go to a video game place?
R\&R: That seems to be this year's excuse for the record industry slump: because kids would rather play arcade games.
LA: It's all bullshit; every year's another convenient excuse. It's simply that the music's not very good. The good ones still sell. When Pink Floyd comes out with a record it will sell at a higher level now than they did during the boom era.
DD: I'm sure there are a lot of very frustrated record company executives who are wondering how to fix up the music. Well, we all remember disco. I used to come off the road during the disco boom and find a hundred disco records on my desk. The point is that when the cash flow was there, and acts were researched and developed, they came through. The charts proved it: you looked at the Back Page of R\&R and 15 out of the top 20 records were black, soul, disco, or whatever. There was a
big rush of money into it, so acts were re searched and developed.
Look at the auto industry: Detroit's in a lot of trouble because Japan has researched and developed cars that can be sold here for $\$ 2000$ less than Detroit's. The record industry right now is in the same position Detroit is: there's a lot of competition for the same dollar, and they have to take money (wherever they can find it) and develop new acts.
JS: Scapegoats are not going to work The record industry is going to have to solve the basic, fundamental artistic problems to get people back into record stores.
R\&R: Is the problem in record company A\&R departments, or is the talent just not out there?
LA: I feel that, because of bad influences, the talent, in general, has the potential to be there but isn't. For example, I work with some local bands just as a hobby. I saw guys who were really doing something great, then I didn't see them for a year. When I saw them again they'd changed their style to a real simple, sixties new wave thing. When I asked why they changed they told me they'd made a record deal so they had to do this
DD: They're being managed instead of being inspired.
LM: The thing I don't understand about record labels is why they sign some of these bands when they don't believe in them. It's like they have a quota system: "Hey, we have to have some new releases, we have to sign some new artists." If the talent's not there, why sign 'em?

JS: I think there's a lot of politics in record company signings. A lot of manag-
"The thing I don't understand about record labels is why they sign some of these bands... If the talent's not there, why sign 'em?"'
Lee Michaels

ers can exert tremendous pressure on the labels: if they want one artist who will sell a lot of records, it's "in their interest" to sign several other bands as well.
DD: Look at our friends in Canada, who have released so much important AOR music in the past year-and-a-half or so. This is in a structure where the government "Can-Com" commitment necessitates that radio develop its own musical resources. We're not advocating a socialist music system, but the point is, when the pressure is on the record companies to produce, they get scared and grasp at straws, and are not as creative as when an open environment encourages creativity.
R\&R: What if the next "big thing" to hit popular music didn't sound like what gets played on a Superstars station? Would it get played?

LA: It can't possibly be that far afield of what we play. As we've discussed, music history proves there's a natural musical evolution, and I feel the next one will be an evolution of the late-sixties, early-seventies styles, which would be perfect for our stations.
JS: Disco was not a natural evolution of what had come before, and that's why it was so short-lived.
R\&R: In their hearts, many radio pro-

## WYER-FM/Mt. CarmeI, IL switches

 from CHR to AOR...Former KZOZ/San Luis Obispo PD Dick Sheppard joins KNAC/Long Beach for overnights. . . Dice Martin is named MD for KENO/Las Vegas...Larry Moffitt opts to stay with KGGO/Des Moines as PD (reported earlier to be joining WAVA/Washington) . . Chris Michaels is upped to Asst. PD and Promotions Director for CHOM-FM/Montreal...Jerry Longden joins KBOS/Tulare for nights from KKDJ/Fresno. . . At Sebastian, Casey and Associates, Jima Peterson is upped to Music Coordinator and David Gariano is upped to Director of Client Relations. . WIZD/W. Palm Beach hires Rick Smith (Dave Michaels) for nights from WRKO/Boston...Tom Irwin joins WQBK/Albany for overnights from WAER/Syracuse...Katy Manor joins KKDJ/Fresno from KMGN/Bakersfield for nights. . . Norman Hyde joins WSLQ/Roanoke for afternoons from V105/Blacksburg, VA...Beth McBride is upped to overnights at KFMH/Muscatine where Tim Brown joins for swing shifts from KBKB/Ft. Madison. . .Bob Jenkins joins KSJO/San Jose as
## AOR Reporter Profile

## Whnt <br> Augusta

## GM/PD: Mills Fitzner MD: Mary Pillinger <br> Power: 50,000 watts Consultant: Superstars

"When we started as an AOR two years ago, our immediate goal was to establish a core audience and then expand into a broadbased AOR, targeted $18-34$. We needed to become more massappeal because there's no AOR history in Augusta. People cut their teeth on nothing but CHR. To make inroads with the AOR 'lunatic fringe' who listen to other stations out of habit only, we must provide a familiarity factor to get them listening to rock music as well. Hence, our music consists of a well-balanced mix of current album product and oldies, plus a more subtle offering of singles. The music is partially dayparted, becoming more razoredged in the evening. On-air delivery and station promotions are also dayparted to a degree, being more informative and adultoriented during the day and more streetwise and young at night.
"Station visibility is kept high with TV, billboards, T-shirts, bumper stickers and active community involvement with public service organizations, area schools and other local groups. In other words, if something is going on in Augusta, WYMX will be there and the public knows it.
"The music is selected by a committee consisting of myself, our assistant MD, and the GM, all of whom grew up in this market and range in age from 21-34. We know what has worked in town before and we know what will work today. By no means are we afraid to break new product: Quarterflash, Eddie Schwartz, Billy Squier, Aldo Nova - as long as we feel it wil fit into our dayparted demographics. Overall, our idea is to maintain familiarity with the music while educating our listeners that there is life beyond CHR."- Mary Pillinger
The Music Section
AOR's Most Accurate
Music Information Begins on Page 40

Promotions Director from KQMQ/Honolulu...Janet Rew is upped to Promotions Director at KOME/San Jose...Brian D. Thomas is upped to News Director at CHUM-FM/Toronto...Doreen Nagle is named Public Affairs Director for KTIM/San Rafael. . .KGB-FM/San Diego PD Larry Bruce announces he will consult AOR 3XY/Melbourne in addition to his San Diego duties...WDEK/DeKalb nàmes Brian Leonard of the airstaff as MD, as Ed Knych steps down but retains his airshift...Brad Hoffman exits as PD of KZEL/Eugene.


KROR DEBUTS - Extending best wishes to VP/GM George Sosson (far left) of San Francisco's newest AOR KRQR, a CBS O\&O, are $(1-r)$ Director of Marketing Services Kathy Seipp, VP of CBS FM stations Robert Hyland, and Dirrctor of Program Services Rober Van Der Heyden.


WOULD YOU BUY A USED BASKETBALL FROM THESE GUYS? Presenting the KFMF/Chico, CA basketball team, available for benefits, battles and bar mizzvahs! Pictured (1-r, rear) are Marty "Gunner" Grifitith, PD Ron Woodward, Scott lversen, and Dave Franks; ( $1-r$, front) Terry Green, Jeff and
Kragel, and Rich Carpenter.
beach you can't (for the moment) get HBO. For now, it'll nickel and dime us, but in the long run, yes, it will affect us.
LM: If you're worried about MTV, don't worry about it for ten years, because it'll take that long for it to have enough depth to match any radio station. And unless music becomes exciting again, they're still not going to match radio because if, ten years from now, we're still playing '68 music, they still won't have '68 videos.
DD: The bottom line to that question is, what will those FM properties be worth in ten years? That's a very critical question economically. They may not be worth the $\$ 11$ million they're being sold for right now. They may be worth a couple million dollars used as commercial carriers for information transmission or whatever.
As far as radio in the next few years is concerned, we're seeing a challenge in nighttime ratings, which are decreasing in a lot of markets. It's not jock quality or music; it's the other media. The remedy is that we have to find some jocks who work so well and so crazy in nights that they'll attract people away from watching "Kramer Vs. Kramer" on HBO for the 19th time.
JS: If the next logical question is, "What do you do to compete in this expanding and fragmenting marketplace?,"the answer is to decide factually through research and emotion what will work. Set your sights on a goal and be the best in your marketplace at doing exactly that, and don't try to be too many things.
grammers and most record companies wish that $A O R$ radio were cyclical, just as you say musical trends are cyclical. Do you think we'll ever again see the day that mainstream AOR plays 1000 or 1500 cuts?
JS: Radio is a mirror, providing a reflection of what its audience wants to hear. If that's ever what they really want, that's what you'll hear from radio
DD: You just have to play the right music. If that means 800 cuts, that's fine. If it means 200 cuts, that's fine too. With so much competition for the audience's time these days, what with cable, MTV, or whatever, repetition is less of an irritant. If you're spending less time listening to radio, when you do listen you want to hear the songs that made you want to turn on the radio in the first place.
R\&R: Do you perceive the new technologies (satellite, cable) and media genres (MTV, Night Flight) as a threat to what you do?
AJ: In the seventies we watched radio fragment. In the eighties we're going to watch that happen to television. TV will find, over the next few years, that it's very difficult to be a $12+$ medium. A lot of people who used to watch TV because of its lowest common denominator value will soon have 70 different choices instead of three.
As the TV medium expands that gives everyone more choices. In certain instances, that will not affect radio. On the


KLBJ TRIUMPH-ANT - KLBJ/Austin pacted with RCA and Triumph in a promotion that sent two winners to see the band in Dallas. Pictured after the show (l-r) are group's Mike Levine and Gil Moore, two winners, and group's Rick Emmett.

## UPDATE

KROQ/Pasadena, which has always played radio by its own rules, has something new up its sleeves: Each morning, cohosts Raymond Banister and Mike Evans play "radio neighbors" by dialing the hotline number of another local radio station. Once they reach the jock(s), KROQ tapes short vignettes that are aired throughout KROQ's morning show. It's a fun way of acknowledging the competition in what comes off in a very noncompetitive way... Just last week we wrote about WRIF/Detroit's promise to pay $\$ 5000$ to the first listener to contact the station if he heard fewer than five songs played in a row. Well, it's already happened in what WRIF reps called an accident . . . WLIR/Long Island sponsored a free live radio concert by Mercury/Polygram's Bob \& Doug McKenzie . . . Every Friday night in January, the lights on the Seattle space needle blinked in time to the music being played on KISW. It was a promotion done in conjunction with a month-long science fiction expo in town WMMR/Philadelphia cosponsored a benefit rock concert for the Community Center for Deaf \& Handicapped Children .. . Some interesting ratings results: In the first Los Angeles Birch results, KLOS came out No. 1 in the market with a 7.3 to KMET's 4.3 and KROQ's 3.4 . . . In the new Philadelphia Me-
diatrend, WMMR was up to an 8.9 WQXM/Tampa just held its fourth annual Goodwill collection drive. A winner was awarded a $\$ 500$ waterbed system for donating over 2000 pounds of material, while ten other entrants also donated over 1000 pounds of material . . . Congratulations to KEZY/Anaheim newsperson David Hirsch and wife Pamela on the birth of daughter Alexandra . . . And to KWXL/AIbuquerque on the occasion of its second AOR anniversary . . WABX/Detroit's new music showcase, a weekly one-hour show called "Dangerous Exposure" that airs on Sunday nights, has just been upped to two hours weekly because of audience response . . . KBOO/Boulder has tied in with a local appearance by MCA's Jimmy Buffett to send ten listeners to a "Buffett Buffet' following the singer's show . . CBS and Anheuser-Busch have joined forces for a series of live country concerts in Boston. Instead of just tying in with a local Country station for the promotion, the two companies chose WBCN. CBS rep Roy Wunsch explained, "We chose WBCN because it is a major catalyst in the market, and because there was not a Country-formatted station in the market that currently had the fluent numbers we needed to generate.

PRESENTATIONS: KFMQ/Lincoln presented Mal Val for $\$ 1.02 \ldots$ WMAD/Madison presented Iron City Houserockers for $\$ 3.50$.

GUEST DJ'S: Triumph on WSYR/Syracuse
. Molly Hatchet on KRKN/Anchorage.
CONVERSATIONS: Greg KIhn on KMGN/ Bakersfield . . . Sammy Hagar, Quarterflash on KBOS/Tulare .. . Bob Weir on WDHA/North Jersey . . . Jack Douglas, Aldo Nova, Fist on CITHMNWInnipeg . . . Clarence Clemons, Doc Holliday on WEZXIScranton... Loverboy, Bob \& Doug on WZZOIAllentown . . . Rich Little on WXRT/Chicago, KTYDISanta Barbara... AC/ DC, Joan Jott on KSRR/Houston... Bryan Adams on KLAQIEI Paso, KLPXITucson . . . Bob \& Doug on WBAB/Long Island, WBCN/Boston . Cars, Ozzy Osbourne on WMMS/Cleveland
Molly Hatchet on KKRQllowa City
Leyden Zar, FIngerprintz, Streetheart on CHUM-FM/Toronto . . . Carmine Appice, Aldo Nova on WSYR/Syracuse... Doc Holliday on WZZOIAllentown... Guess Who on WXCII Danbury.

Coming Next Week: We'll take a look at how the Superstars and other AOR stations fared in the all-important fall Arbitron sweep as we present our semi-annual AOR Ratings Scoreboard, complete with programmers' and consultants' comments

RGR/Friday, February 26, 1982
JOINS THREE OTHER FIRST MEDIA STATIONS

## WPGC Drops Arbitron Subscription

WPGC-AM \& FM/Washington became the latest First Media outlet to drop its Arbitron subscription, following in the footsteps of the company's WZGC/Atlanta, KFMK/Houston, HATFIELD RESIGNS

## Armstrong To <br> Program WCII \& WKJJ <br> Jackson Armstrong has been

 named Operations Manager at WCII \& WKJJ/Louisville, in the wake of Bobby Hatfield's resignation over "philosophical differences." Armstrong was most recently an air personality at WOYK/York, PA, and previously programmed WKWK/Wheeling and WAMS/Wilmington, DEGM Richard Ferry told R\&R, "I'm most pleased to have Jack joining us. He has a full understanding of what we want to accomplish here. His track record is impressive, and he knows what he's doing."
Armstrong commented to R\&R, "This is my second association with (station owner) Great Trails. I did afternoons at WCOL/Columbus back when they had 20 's and 30's. Great Trails is a great company. Dick and I had a very good working relationship at WKWK, so I'm extremely happy to be working with him again. (Consultant) John Lund and I think an awful lot alike, so I know we're going to make the stations even more successful than they have been. This is the major opportunity I've had since I've been in this business, which is about 18 years."
Hatfield explained, "The reason I resigned was that the radio stations' management philosophy changed whereas mine didn't as far as direction was concerned. We just didn't see eye-to-eye on things." Hatfield's future plans are unsettled.

## Benson <br> Continued from Page

ed responsibilities and to working with PD's Jim Morrison and Fleetwood Gruver."
Gannett VP/Programming Jay Cook, who recently relocated to Los Angeles from St. Louis, told R\&R, "I think Don is one of the nicest folks and brightest programmers I've ever had the pleasure of working with. I hate to see him leave, but I fully expect him to continue to be very successful in a programming and management career."
Blum commented on Benson's return to Atlanta: "Don's rejoining us will absolutely strengthen our management thrust as we meet the competition in the 80 's. He knows this area and knows this market. If anything, the two years he's been away have only freshened up his perspective on a market as competitive as Atlanta continues to be. We're just delighted to have Don back. He can only add to our future success."
While no immediate replacement for Benson was named at KIIS, sources inside the station indicated that a replacement had already been selected (see Street Talk, Page 16). Benson will officially begin his duties at WQXIAM \& FM on March 1.
and KFMY/Provo.
WPGC VP/GM Charles Giddens explained to R\&R, "We were looking at a multi-thousand dollar increase without an increase in service. What Arbitron is providing is just not worth the money. We've got Birch here and we are very satisfied with its monthly service and new quarterly reports which are coming, and feel it is a better alternative for us."
Giddens said that the proposed 1982 increase was "in the neighborhood of $30 \%$." He added, "The only remaining stations in our group which subscribe to Arbitron are KXAM \& KOPA/Phoenix, and their contract runs out soon, too. It's up to the individual stations to make their own decisions, but I would predict a similar announcement from them."

## K-97 FIRST AOR

## SUPERSTATION

## Canadian Stations Go Nationwide On Satellite

The programming of five Canadian radio stations will be transmitted across the country via the Can Com satellite 24 hours a day beginning next week. K-97 (CIRK-FM)/Edmonton (AOR), CFMI/Vancouver (Beautiful Music), and CKO-FM/Toronto (News), plus two Frenchlanguage stations, will penetrate all of Canada except Montreal, Toronto, and Vancouver, serving a potential audience of about 15 million. The satellite service will also be available to American satellite dishes and cable companies.
Commenting on his station's becoming the first AOR superstation, K-97 PD Neil Edwards told R\&R, "I'm overwhelmed. To have a station that's only been on the air for three years be able to jump into this status leaves me tonguetied. It's just incredible."

## Doubleday

Continued from Page 1
Manager of Doubleday's WLLZ/Detroit, will join WAVA as Station Manager. Current WAVA General Manager and former owner Alex Sheftell has resigned to become a consultant to the station.

## Blair

Continued from Page 1
radio sales representation division.
In this case, that wasn't a problem because Blair has repped WFLLA-AM \& FM for "decades," according to Jurist, and Media General approached Blair about the sale. He said Blair has turned down many similar offers from clients, often because of market knowledge gained through the firm's rep business.
Jurist added that WFLA-AM \& FM are both operating profitably and any programming or personnel changes, currently unplanned, would depend on market changes prior to Blair's takeover, which he expects to happen this fall.

BRAD MESSER

## Just Your Average Above-Average Folks

Defying the statistics, many or maybe most radio people think of themselves as above-average "special" individuals, a cut above the bank tellers and gas station attendants out there in the real world. We know ours is a unique profession that's kept moving by creative, energetic men and women who have talent and drive.

Radio does create special moments. Our promotions add excitement to humdrum lives. Stations really do make dreams come true for some listeners. I'm not saying the only dream-makers are the "Reader's Digest Sweepstakes" and the local radic station, but we are surely among the rather limited number of places from which good fortune can suddenly, unpredictably descend on any John or Jane Doe.

While listeners fantasize about winning, we people behind the mikes dream not of promotions and prizes but of how we can ascend that success ladder to bigger and better stations where the call letters ooze ego-lubricating prestige, and where the paychecks are too big to be cashed on a city bus.

Funny thing, though. I know quite a number of "special" radio people who have achieved great success, and there's one thing they keep saying. The goals of big money and giant radio stations are deceptive to a degree: once attained, they don't make these people happy on a day-to-day basis.

Then what does? The super achievers - nearly all of 'em - say they get the most continuing satisfaction from working with other high-horsepower professionals. Rather than being the lone star on a minor league team, the talented pro feels more comfortable and has more fun playing alongside equally-talented peers in a fiercely-competitive major league. The perks including money are of course necessary, but they turn out not to be the real attraction in the long run, which is precisely what we're all in.

The big-league players who have chased their personal radio dreams all the way to the end of the rainbow tell me all the good equipment and big-city prestige on Earth cannot beat working with other capable people.

Odd. The "special people" in radio who secretly (or even openly) consider themselves above average, admit to two common and quite average motivational factors: mutual respect and the friendship of their peers. Just like the tellers and gas pumpers.

## CALENDAR

## Those "American" Log Cabins

MONDAY, MARCH 1: Log cabins seem to be among the most American of things, but the first ones were built by immigrants from Sweden, whose ship arrived 344 years ago today in 1638.

The Peace Corps, established by President John Kennedy in 1961, is 21 today
A half-century ago today aviation hero Charles Lindbergh's baby was kidnapped. The child-snatching resulted in kidnapping being made a federal crime.

Actor Ron Howard is 28 . Roger Daltrey is 38. Herb Alpert, who formed his Tijuana Brass band twenty years ago, is 47. So is actor Robert Conrad. Harry Belafonte hits 55, and NFL Commissioner Alvin "Pete" Rozelle is 61.

## Wings Over The Alamo

TUESDAY, MARCH 2: The United States Army was test-flying its first airplane 72 years ago today, from Fort Sam Houston in San Antonio, Texas. The seven-minute flight of a Wright Brothers machine in 1910 marked the beginning of military aviation, if you don't count a few Civil War hot-air balloon flights.

It's Independence Day in Texas, as well as Sam Houston's birthday (1793). He was President of Texas when it was an independent nation.

On this date in 1889 the first electrocution experiments were conducted. The first victims 93 years ago were several dogs, four cats and a horse.

The man who created "Hop On Pop" and many other children's books, Dr. Seuss, is 78. Real name Theodore Seuss Geisel. Karen Carpenter is 32. Bandleader Desi Arnaz is 65.

## Pullman's Railroad Inventions Still Used

WEDNESDAY, MARCH 3: If you've been on a train recently you've seen George Pullman's inventions still in use: bunkbeds hinged to fold up, and opposing seats that fold down to become beds. Pullman was born 151 years ago today in 1831 and grew up to be a cabinetmaker and carpenter. His railroad inventions made him so rich he built a complete company town near Chicago. It featured one of the world's first enclosed shopping malls.

Today's the 135th anniversary of the birth (in Scotland) of Alexander Graham Bell, who eventually moved to Boston and invented the telephone.

The "Star Spangled Banner" - written in 1812 - was finally made our official national anthem 51 years ago today in 1931.

Golf pro Julius Boros is 67. Lee Radziwill is 49

## The Last Witchcraft Trial

THURSDAY, MARCH 4: England began its last witchcraft trial 270 years ago today. Jane Wenham had been accused of flying and of conversing with the Devil when he was in the form of a common housecat. She volunteered to prove her innocence by taking the "water test." That's where they tie you up and throw you in the river and if you drown you are innocent. If you float you're obviously a witch so they execute you. Heads they win, tails you lose. But the English court decided against the water test and gave Jane Wenham a regular trial. The 1712 guilty verdict was overturned on appeal and Wenham received a full pardon.

Card-playing lawyer Charles Goren is 81. Paula Prentiss and Barbara McNair are 43.

## Calculators Kill Off Slide Rules

FRIDAY, MARCH 5: The man who invented the slide rule, William Oughtred, was born on this date in 1575. For nearly four centuries, if you wanted to make quick engineering calculations, you used a slide rule. He also introduced the multiplication sign and several math symbols, about a century-and-a-half before the United States got started. Only
recently have pocket calculators made slide rules the buggywhips of the Info Age.

Bee Gees brother Andy Gibb is 24. Actor Eddie Hodges is 35. Rex Harrison is 74.

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# Adult/ <br> Contemporary 

JEFF GREEN

## STEP-BY-STEP PROCEDURE

## How To Run Your Own Focus Group

The practice of staging focus groups to learn more about the specific needs and desires of an audience is growing rapidly. Focus groups can be especially useful for A/C stations, which sometimes have trouble measuring the values of retail reports and request lines, let alone perceptual research.
KBZT (K-BEST)/San Diego Program Director Jeff Salgo has been coordinating both music and nonmusic-oriented focus groups since 1978. Jeff, a veteran PD, former consultant, and radio publication editor, explained in his own words the values of and his detailed method for running successful focus groups.

## Definition

- In pure research terms, a focus group would be a circle of people focused on the discussion of one particular topic. We try to stick closely to these conditions.


## Why Do Focus Groups?

A/C programmers often think they're in touch with their listeners, and as much as
they make the attempt to be so, they don't necessarily succeed. Checking the retail record sales picture only is inadequate because "this limited research is affected greatly by purchasers who have nothing in common with your station. A record that stops selling may still be very


Jeff Salgo popular - it's possible it's just reached the saturation point with the record-buying public. Retail sales and callouts will tell you specific information about the appeal of a certain record, but nothing about all that which comes between the songs, or what types of music to play. I use focus groups for improving the nonmusic programming content, and for obtaining general music attitudes. Through focus groups, we gain a better understanding of our current and potential listeners' tastes and preferences.

Types Of Participants To Seek
We want to include people who either listen to us or our competitors, or both. A simple way to find who these competitors are is to search through your Arbitron or other ratings mechanical. If that isn't possible, you'll have to use your best judgment.

Selecting The Participants
We make hundreds of calls to numbers selected randomly by computer. Next we introduce ourselves as an independent research company, and ask what stations the person has listened to during the past week. If we or our competitors are not mentioned, we thank them politely and hang up. If they respond favorably, we then invite that person to attend a two-hour meeting in a nearby hotel conference room some evening two weeks later. We use a nice hotel so they think they'll be attending an event. We mention that we'll be discussing various aspects of radio, and stress we really are interested in their opinion. In return, we offer movie tickets or a similar gift.

Who Makes The Calls
We use four or five minimum-wage staf-
fers and college interns. It's very importan not to have only one person doing it all because a single individual can easily distort your surveys or back out unexpectedly.
I've found young single women at home feel more at ease responding to female interviewers at night, and to men during the day. This way we're perceived as being a legitimate business.

## How Many People

Comprise A Focus Group?
Twelve to fifteen people - that's the limit of a manageable group you can have a close conversation with. We allow a large margin for no-shows, because only about $25 \%$ of those we invite actually come. So if we need 15 people, we'll invite 60 . We make sure to call back these folks the night before to confirm, give directions, and answer questions.
It takes hard work to get these 15 people, because only $2-3 \%$ of the calls reach potential candidates. Only a small percentage of that $2-3 \%$ will agree to participate, and of those, only $25 \%$ will show up. If you include the busy signals and no-answers, each researcher making hundreds of calls might produce three focus group members in an evening.

Focus Group Ambience
We have coffee and soft drinks waiting for them in a well-lit room with a cassette playing some general background music. As the leader of the group, I'm dressed nicely , as if I really were from a research company. The room is set with several tables in pany. The room is set with several tables in
the center. We don't use name tags, but they can be helpful. There's also an assistant to seat late arrivals and explain what's going on. Instead of scribbling notes, we place mikes everywhere and tape the entire
"If anybody wanted to go after us in this market, we've got $1 \frac{1}{2}$ years of research they need to catch up with. It's just an incredible programming advantage.'
meeting. We explain the reason is so that we won't miss any important points.
Thought-Starter Questionnaire
As soon as the people walk in the room, I give them a short questionnaire covering very general aspects of radio, such as stations they recognize, favorite DJ's, etc. The questions vary according to the evening's topics, but the purpose is the same every time: to get these people thinking about radio. You have to get their thoughts geared to radio, because people aren't normally asked their opinions, and therefore aren't used to this sort of evaluative discussion. But once the questionnaires have served their use as thought-starters, they have little value, so I trash them.

## Purposes \& Procedures Coordinating the Session Interpretation \& Philosophy

## Focus Group Topics

We restrict the topics to one or two areas because it takes so long to get everyone's opinions out. We'll cover anything beyond specific records. For example, we might play a tape of all the morning personalities in town and compare the group's reactions. It's particularly revealing to your own morning jock if he's in the room to eavesdrop. Just five minutes of tape can provide enough exposure for the group to rip these talents apart. Because they have something more specific to respond to than a questionnaire, they just pour out information.
The variety of topics for discussion are endless. Features, music, personalities, humor, news, promotions, TV spots, image call letters, bumper stickers, competition, dayparts, advertising, contests, station perception - you name it, even down to how many consecutive records should be played.
I. Purposes \& Procedures
A. Preface
B. Definition
C. Why Do Focus Groups
D. Types Of Participants To Seek
E. Selecting The Participants
F. Who Makes The Calls
G. How Many People To A Focus Group
II. Coordinating The Session
A. Focus Group Ambience
B. Thought-Starter Questionnaire
C. Focus Group Topics
D. Follow The Leader
E. Balancing The Conversation
III. Interpretation \& Philosophy
A. Interpreting The Responses B. Costs
C. Philosophy \& Advice

## Follow The Leader

There's one person (me) the people focus their attention on and answer to. We go around the tables individually as the others listen. Letting only one person speak at a time establishes better communication between each person and me, because we're talking one-on-one. They feel less "on stage" and more comfortable about talking after that. As each one speaks I remind the others that they're welcome to throw in their opinion at any time. By the time you've gone around the table once, everyone is talking and responding to one another.

## Balancing The Conversation

I always keep the discussion limited to one question per round before changing it. As a moderator, you'll notice that in every focus group there is one person who is the most outspoken and a few who say very little. It's your job to detect these imbalances and try to get an equal amount from everyone.

## Interpreting The Responses

- You must keep in mind that you're still only dealing with a dozen or so people, and you don't want to delude yourself into believing that these folks represent the entire market. So I tend to pay very close attention to everything they say, but only take as valid anything I see a lot of agreement on - some sort of pattern or uniform consistency.

If you don't look for this agreement element, there is danger that one person will say something you think is right, and you'll conclude that guy is the correct one. You'll overlook the reality that his was just one
opinion you heard - that being your own.

One focus group doesn't cover all your needs on one topic. You really need two or three sessions to reach the heart of a major issue. This way, you can better measure the consistency between groups.
I don't try to define terms for the group, such as "disco" or "oldies." I don't even use those terms, but simply ask the people what they think of a station. They do use labels like "bubble gum" on their own, without being prodded. Then, I'll ask them what these terms mean to them and to give some examples.
It sometimes happens that these people will bring a friend or relative with them. If so, I'll quickly try to find out if they qualify as a participant - that is, if they're a potential listener. If so, fine. If not, I simply ignore their opinion all evening. However, I do ask these extra guests to not compare opinions, but rather to give forth only their own personal views.
The biggest difference between our groups and other stations' is that we don't alter our findings, but follow them verbatim. I let the listeners program the station by permitting what consistencies we do find over a series of focus groups to evolve their way onto the air. I consider my skill as a PD to be primarily having an excellent communication with the public. We really know what they want.
Costs

For a single, 15 -person focus group: including raw calls, staff wages, movie tickets, room fees, and refreshments, figure your cost to run about $\$ 400$. Of course, if you can trade out, that's the best way. However, whether you spend $\$ 40$ or $\$ 400$, leading your own group costs practically nothing compared to the thousands of dollars a professional research company might charge.

## Philosophy \& Advice

You must listen to what the people say and particularly to what they agree on, even if it violates all programming tradition. Sometimes these conclusions, which the broadcast industry at large may dismiss as foolish, are ideas that you personally have believed as right all along! You just never had the guts to implement those ideas because no one else has.
So we do a lot of crazy things here. This leads a lot of other programmers to seek my job because they think they know how to make our station sound "better." In reality, they know less because they neither have access to our special research nor understand how we've applied it. What they think is appropriate is more conventional than correct.

If you're new at doing focus groups, accept that fact by not expecting everything to run perfectly at first. There are dozens of useful, easy-to-understand books about high-quality research in your local library. I suggest you look into it, because all this isn't as complex as it may seem. Just remember always that common sense rules. It will guide you through.
In conclusion, the focus group is our main tool for our station development. It gives us an almost unbeatable edge, because if anybody wanted to go after us in this market, we've got $11 / 2$ years of research they need to catch up with. It's just an incredible programming advantage.

> The Music Section
> A/C's Most Accurate Music Information Begins on Page 53

## A Hit to Remember... "You're Not Easy To Forget" From Dottie West



BREAKERS
DOTHE WEST
You're Not Easy To Forget (EMM/Liberty)

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From the Dottie West album HIGH TIMES.


## The 1981 R\&R Country Radio Music Poll

For the sixth year in a row, R\&R Country is proud to announce the winners of the R\&R Country Radio Music Poll, as determined by our reporting stations. Each station was sent a ballot for every member of its on-air staff, as well as off-air PD's and MD's, who voted for their favorite performers and performances of 1981. The response was highly gratifying, with 461 individual entries received prior to deadline. We feel that the results are even more meaningful since they come from those who know the records and artists on a day-to-day basis, the people who play them on the radio. We congratulate all the winners and thank all of you who were able to participate.

## Best Single: "Elvira" (Oak Ridge Boys)



In what came as probably no surprise to anyone, the Oak Ridge Boys (Joe Bonsall, Duane Allen, William Lee Golden, and Richard Sterban) walked away with Single Of The Year honors for their 1981 MCA hit "Elvira." Not only was it a smash Country hit, the record also had significant widespread success on CHR and A/C formats. The group's latest release, "Bobbie Sue," seems destined to follow in those footsteps, currently residing at No. 3 on R\&R's chart

## Vocal Duo:

 David Frizzell \& Shelly West

Considering their respective family backgrounds, it's not surprising to find David Frizzell and Shelly West named the Vocal Duo for 1981. Lefty's brother and Dottie's daughter were both raised in musical families and continue to carry on the tradition through their WB/Viva recording collaboration.

Continued on Page 28

Part of the secret of their success is the attitude the group has about themselves and their music, as Duane explains. "I think the thing that has kept us together is understanding our business and understanding each other - understanding how it all works. We believe in what we are doing and we believe in each other. We are all friends. We do think we can cause a better thing to happen in people's minds than the news headlines can cause. I think we can take their minds off the world's problems and all the hassles they have, and give them some sort of entertainment that will maybe make them happier persons.
Best New Artist: Ricky Skaggs


This year's Best New Artist has had a busy and extremely successful year. His first Epic album, "Waitin' For The Sun To Shine," has already produced two hit singles, with a third cut from the LP due out shortly. Ricky's also been doing a lot of touring to promote his re cent success and will be appearing at the "New Faces Show" at the Country Radio Seminar. We caught up with him in Richmond, VA, where he had this to say about his selection:

Continued on Page 28

Male Vocalist:
Don Williams


For the second year in a row Don Williams has been named Male Vocalist by our reporting stations, a sign that he must be doing something right! Don has long been a favorite of Country radio air personalities for his compelling yet simple lyrical style, a distinction which has earned him several nicknames: "the gentle giant," "the laid-back Texan," and "the mellow balladeer," to name a few. Don's latest MCA release, "Lord, I Hope This Day Is Good," was the No. 1 record on R\&R's chart for two weeks in a row earlier this year and accurately reflects his commitment to traditional values.

Don summed it up best when he commented, "I say things from feelings or emotions without paying a lot of attention to the way others people are doing it." It certainly seems to have worked for him, and we congratulate him on yet another achievement in his long and successful career!

## Performer Of The Year \& Female Vocalist. Barbara Mandrell



Barbara Mandrell is again this year the overwhelming choice for Female Vocalist and Performer Of The Year. No stranger to awards, Barbara's mantel must be sagging under the weight of the numerous plaques and trophies she's already received. Some of them include 1979 "Female Vocalist of The Year" from both the Academy of Country Music and the Country Music Association, 1981 "Entertainer Of The Year" from the ACM, and both 1980 and 1981 "Entertainer Of The Year" from the CMA, the first two-time winner in this category.
These awards are not bestowed lightly, and Barbara certainly works hard at her trade. The MCA artist is constantly visible on either the record charts, the tour circuit or on her weekly NBC-TV program, which is coming to an end this season only because Barbara's schedule has become almost too hectic for even her. Barbara's comment that "I play for the people...they're the ones paying to hear you" certainly seems appropriate for these awards given by the people who play her records. Congratulations to a multitalented lady!

## Group: Alabama



## Best Album: "Feels So Right" (Alabama)

Alabama's 11-year "overnight" success can best be summed up by something that happened recently at the Charlotte Coliseum, where the group sold out both shows, the first one in two hours and 20 minutes! The only other person to do that was Elvis (coincidentally also an RCA artist). Randy Owen, Teddy Gentry, Jeff Cook, and Mark Herndon are finally enjoying the fruits of their labors, and Randy expresses the group's sentiments on winning these latest two awards:
"These choices mean more than anything in the world. What's so great about it is that it's a non-political thing, because I don't think that those people out there who actually do work in radio will get a raise next
week if they voted for us or didn't vote for us...I think that really speaks for itself. I don't think there's any pressure on them to vote any certain way, and that's why I feel so great about it, especially a double award! It's a tremendous honor, and it couldn't happen to four guys who deep down appreciate it any more than we do, because we've been through the leanest of times and now we're enjoying success in a certain amount. We feel that we've stuck together and that we're all equally sharing in the success. I think what makes a difference in our group is that we've gone out and taken our music to the people and, hopefully, haven't done anything but do a job that the majority of the people feel was well done. We appreciate the award very much. Every award we get gives us something to be very proud about.'


Our major-market quality allows for a strong local identity. Your listeners may never know they're listening to a network!

Get the best in Country Music via two 15 kHz stereo channels on Transponder 3, Westar IIwith "back-up" stereo capability. Suitable for both AM and FM stations. Frequent opportunities for localization - up to 16 minutes of local avails each hour, plus more than 10 additional local "ID" opportunities each hour!
Programmed by Ed Salamon, twice named by Billboard as "Country Music Program Director of the Year" while at New York's WHN.

Put Ed's expertise to work for your station for only $\$ 1000$ a month.*
Offered on a market exclusive basis. Call today to reserve this exciting format in your market. Stations now being signed.

[^2]

## Inside Nashville



NASHVILLE NEWS: Over 600 Country Radio professionals landed in Music City USA for Seminar XIII for this industry's most productive weekend. Last year's roll call revealed approximately $25 \%$ growth in numbers and $30 \%$ new faces (first-timers). It's a learning experience and not a party atmosphere, but everyone has fun and takes excitement and ideas home to create their own tomorrow. Welcome to "Country Radio City."...Dolly Parton cancelled two months' work because of emergency surgery, again, for the second year in a row, missing three performances at the Houston Fat Stock

Show \& Rodeo March 5-6... Country Music Association will open offices in the Soho district of London next month, with CMA executive staff member Ed Benson heading the first international office for the world's largest music trade organization...Faron Young sued two Nashville realtors, two realty companies, and a man who said he would buy Faron's Mt. Juliet home and backed out. The house was built by Casey and Liz Anderson, and their daughter Lynn wanted to buy the house from Faron for $\$ 250,000$. No damages were announced "because the damages continue to accrue" according to Young. (Well, he didn't say it just that way, but you know what Faron meant)...Conway \& Mickey Twitty moved into their new home in Twitty City, the one-of-a-kind tourist/entertainment/residential complex in nearby Hendersonville, across the road from the House Of Cash. Grand Opening for the entire complex is June 1...Country Music Hall of Famer Owen Bradley has opened the new Bradley's Barn recording studio, replacing the legendary recording laboratory which burned 16 months ago in nearby Mt. Juliet. . Cedarwood Publishing's Bill Denny (J. William) may run for Mayor of Nashville in 1983, but won't commit yet...Don Williams just finished his 14th album after two months' work and is back "on the road again". . . Many music industry tradesters will see veteran journalist/publisher/publicist Charlie Lamb in a new role - doing comedy/doub-le-talk on "Hee Haw." (Funny man) . . Musicians Charles Shrader and Jimmy Mullins have bought the Nashville music showcase the Exit/In from restaurateur Wayne Oldham and Henry Hillenmeyer and are reopening March 1 with "our own policy," which has proven successful in their Blazing Saddles nightclub and Music City Music Store here...Rosanne Cash and Rodney Crowell's new daughter is Chelsea Jane, born January $25 .$. Merle Haggard overdubbed on his and Willie's duet LP project, now called "Poncho \& Lefty." Haggard command-performing at the White House in Washington March 7 for President and Mrs. Ronald Reagan's wedding anniversary...At Moe Bandy's homecoming in Meridian, MS, his mother and dad flew in from San Antonio to surprise him, and with the Mayor and the family doctor who delivered Moe, did a walk-on during his concert to render him speechless...Sorry to hear about Mickey Gilley's father Arthur Philmore Gilley's death February 2. He was $84 .$. The Grammies last Wednesday night reminded me that only Johnny Cash and Chet Atkins have won a total of six Grammies. Willie Nelson and the Oak

Ridge Boys have each won four...Super songwriter Roger Bowling's "Pickin' Parlor" in Tallulah Falls, GA burned to the ground...Kris Kristofferson \& Tanya Tucker will cohost "Country Comes Alive-2," honoring songwriters, with Alabama, Janie Fricke, George Jones, Barbara Mandrell, the Oak Ridge Boys, the Statlers, Conway Twitty, and Shelly West \& David Frizzell, videotaping March 3 here.
AIRLINES: Barbara Mandrell will do two or three TV specials for the 1982-83 season, but no weekly series...The Oak Ridge Boys' Bill (William Lee) Golden's year-old beard makes him look like a "wilderness man." Now he's gonna act like one, planning a solitary stay in the mountains...Flashback, 1971: Marty Robbins's historic open-heart surgery . . Lynn Anderson's B-side hit was "Rose Garden"...Flashback, 1931: Orvon Autry gave up his job as telegrapher for the MKT Railroad to sing on the radio in Chicago (Thank you, Mr. Wrigley!)...Flashback, 1955: Red Foley became the first national country TV star, hosting from Springfield, MO, the "Ozark Jubilee" and the "Jubilee USA," the first network country TV show...Genesis - Country Stars/Radio Beginnings: Waylon Jennings, Jim Reeves, Willie Nelson, Roy Drusky, Bill Anderson, Tommy Overstreet, John Conlee (who did I miss?) . . . Mailbag: Melissa Mauch of Winchester, VA: Dallas Frazier, writer of your favorite song "There Goes My Everything" (song of the year 1966) was a preacher, kid actor, and trumpet player. He writes songs often in his primitive cabin in the wilderness, often writing a dozen at a time. One of the songs Dallas wrote that you might recognize was called 'Elvira'. ...Robert Thompson of Philadelphia: when you see that new TV series " 9 to 5 ," you'll see Rachel Dennison portray Dora Lee Rhodes, the character created in the movie of the same name by Dolly Parton. Jane Fonda cast Rachel in the part without as much as one acting credit in her life. But don't let that fool you! She'll make you believe her as Dora Lee. Fact, she looks like Dolly, acts a lot like Dolly; fact she and Dolly have a lot in common. She's Rachel Parton Dennison Dolly's little sister!

## The Music Section

## Country Radio's Most Accurate Music Information <br> Begins on Page 46



WHO'S THE FUNNY-LOOKING DV - Although some DJ's have been accused of hiding behind the microphone, when you take the show on the road you need something to draw some attention to yourself and your station's call letters. And what better way than with the two nattily. attired mascots pictured here. At left WFMS-FM/Indianapolis's Dave Stalev (left) and Rad Tan for (right) toam up with the visiting San Diego chicken for a promotion with the Indian Tap is ar lright taap with Checkers hockey team. Photo on right finds WBRD/Sarasota-Bradenton's air personalites (1-r)
Dick Ring, Dave Barker, and Merlen Hager hosting a pizze perty with Pizze Time Theatre proDick Ring, Dave Barker, and Marlen Hager hose
prietor Chuck E. Cheese (he's the furry one).


PLEESH SHAY DAT AGANI - KFH/Wichita staffars Chuck Robson (left) and Bill "Collins On The Radio" (who may be changing his name to Tom soonl took part in a Wichita Police Depart ment conducted on-air experiment designed to show the effects of too much alcohol on the reflexes. If the letter I received from Bill is any indication, his comment that "your reflexes go right down the toilet" certainly seams appropriate. At least / hope his typing is normally not that badl P.S. If you look closely, you'll notice that Bill dressed for the occasion.


KIXZ WELCOMES JEANNIE 8 ROYCE - Jeannie \& Royce Kendall were recent visitors on KIXZJAmarillo. PD Dugg Collins (pictured) sent in the picture with a note that Mel Tillis would be so proud of him if it were printed. Well, Dugg, we certainly hope that station owner Tillis is jus busting his buttons over this onel

## Frizzell \& West

Continued from Page 26
David took some time out from rehearsing for the Grammy Awards telecast to express his thoughts on this R\&R award: "Good grief, that's unbelievable! So many things have happened to us in 1981. It's been an incredible year, and we appreciate everybody voting for us and liking our music. I think what we've done in this last year is finally put together the right, winning combination of producer, record label, and management where we never had it all together before. We want to be able to continue doing that and hope that people will still like what we're doing. This last year we've finally come into our own. We're just overwhelmed. We appreciate it, and I can't say how happy we are about it!"

## Ricky Skaggs

Continued from Page 26

"I'm very excited. I'm also very humbled and very fortunate. An award like this really makes me believe in myself and believe in the faith that I have. I hope that I can keep singing and playing the kind of music that radio is very hot on right now. While most of the successful artists seem to be going in the other direction (towards pop), I seem to be getting successful by going in reverse...going back to the old traditional roots. I'm just trying to do my part to make good country records and try to let that be my basis for building my future and my career. I'm very grateful and honored that Country radio has really accepted me and has given me an award like this."


# Black Radio 

## ACTION

# The Battle Of New Orleans Continues 

In the first quarter of ' 82 , the programming "Action" has become furious. The new promotions and the changes have been quite significant in a number of markets. In New Orleans at WYLD-AM, veteran broadcaster E. Rodney Jones of Chicago fame took over programming February 1. At this time I understand that Brute Bailey will continue to program WYLD-FM. In the latest ARB WYLD-FM had a nice increase from a 5.6 to 6.8 the "Battle Of New Orleans" continues. For your information WAIL continued its upward mobility from 8.4 to a 10.6 .

Jack Randall has become the new Program Director for Willie Davis's WLUMFM/Milwaukee. Former PD Ty Bell has left the station. Randall's Music Director will be Jim Milner. Both were staffers at WLUM-FM.
"Black History Month" is sweeping the nation in positive presentations. WXYV (Y103)/Baltimore has decided to add a little something to its celebration by adding a new show to the airwaves. On Sunday nights at 9pm, the station is now airing "The Collector's Edition," an oldies show hosted by Al Jefferson, a legend in Black radio and music in the Baltimore area. Mr. Jefferson returned to the air after a tenyear absence. Program Director Tim Watts said. "The show debuted the 7th of February, and the phones haven't stopped ringing yet. People who grew up with Al are very excited and happy to hear him on the air again, here in Baltimore. We tied the debut of Al's show with Black History Month because here in Baltimore Al is definitely part of the musical history.' Welcome back, Al.

MCA Records'has a real happening going on with 43 prominent Black radio stations across the country. The label will help celebrate Black History Month by giving away the 48 -album Jazz Heritage Series, a collector's set of some of the finest music from the 1920 's through the 40 's. The set will be given away one record per caller, over either a weekend or a week's period of time, on the participating stations. Amongst the recording artists highlighted in the series are Louis Armstrong, Jimmie Lunceford, King Oliver, Earl Hines, Lionel Hampton, Lucky Millinder, 'Big' Joe Turner, Ella Fitzgerald, Johnny Dodds, Sidney Bechet and Louis Jordan.

- WBLX-FM/Mobile, AL has an idea to help the community's jobless. The station is attacking the unemployment problem head-on with "Radio Want Ads" for listeners. If an individual is looking for work or has a marketable skill, he or she can send in a radio want ad to the station. Content should be 10 words or less, and listeners are asked to include their names, addresses, and phone numbers for verification purposes. After the ad is received and verified, it is aired for one week free of charge to the individual as a public service from WBLX-FM. WBLX says it's not competing with local and state job services, but hopes potential employers and employees will be able to use this innovative approach to employment to their best advantage.
KJLH/Los Angeles is doing something along the same lines called "Survival In The Eighties." The plan is to provide information to the thousands of Southern Californians who want to survive the 80 's, in an attempt to help listeners cope with day-to-day economic and social pressures. Twentyfour hours a day, experienced professionals will provide KJLH listeners with important information on everything from how to reduce utility bills to negotiating a salary increase. Throughout the campaign, the KJLH News Staff will focus on issues and


WOLF MEETS MOJO - Peter Wolf, lead singer of the J. Gells Band, recently visited WGPRFM/Detroit. Plctured (1-r) are management's Jeb Hart, Wolt, and WGPR's "Electrifying Mojo." The visit was prompted by attention glven to the "Flame Thrower" cut on the group's current album.

- WXYV brings legend out of retirement.

MCA working with 43 black radio stations.
WBLX-FM fights unemployment in Mobile.
1 WBLS offers trips to Jamaica.

## West Promoted At KDIA

Roy West has been promoted from news reporter to Manager of News and Public Affairs for KDIA/Oakland. West is a 24 -year veteran of broadcasting and has been with KDIA for four years. Prior to coming to the Bay Area Mr. West had an outstanding news career on the East Coast. From 1975-1978 he was the Director of News and Public Affairs at WPAT-AM \& FM in Patterson, NJ. In 1973 he was instrumental in setting up the National Black Network in New York as its first National News Director. Roy has also been affiliated with WNJR/Newark as well as WLIB-AM \& FM/New York. From 1971-1973, West was an announcer and newswriter for WABC Radio \& TV in New York.

During his six-year stint in the United States Air Force Roy West served with AFRTS-TV in Morocco and France. He launched his career in broadcasting when, as a student at the University of Oklahoma, he landed a job as a staff announcer at WNAD/Norman, OK.

West commented, "Successful public affairs programs adhere to two key words...immediate and reaction. We must react to our community. Flow with the tide and need for information. This is balanced with action in anticipating
 soon-to-aris
problems that relate to the survival of the average Southern Californian. In addition the station will construct daily survival kits. Listeners who guess the contents of the kit will win a variety of prizes, including rent mortgage payments, groceries, utility payments, health care, child care, and other essentials. Listeners may also qualify to win a Grand Survival Prize of $\$ 1023$. Making it isn't easy, but KJLH and hun dreds of local professional and spiritua leaders are determined to fulfill their public trust by helping out.
KRLY/Houston announced the appointment of James Alexander as new morning air personality. Among other action at "LOVE 94," Blake Lawrence becomes Music Director. Keep an eye on Houston in ' 82 because things will be heating up.
Also in Houston, the new afternoon-drive talent at KMJQ is J. Thomas Smith, who formerly did his thing at KRLY
XHRM/San Diego has a new program director to replace Gary O'Neal. Staffer Duff Lindsey has been appointed PD and brings a wealth of experience with him.
Two other radio stations had some move ment in their programming ranks. Program Director "Harry 0 " is gone from WZAK/Cleveland - Lee Zapis, Operations Manager, has taken over the programming duties. KDIA/Oakland also made a change but in the music department. Music Direc tor Johnny Morris is out and Program Director/Music Director Keith Adams takes over those chores. Keith is now doing an airshift 10am-2pm as of last week (busy person)
During February, Black History Month, KDIA/Oakland will celebrate black achieve ments in a special series entitled "Pio neers in Black History." The first black Justice of the U.S. Supreme Court, the first black Director of the American Nurses Association, the black doctor who revolutionized kidney transplant surgery, the inventor of the potato chip - these are just a few of the black pioneers Viacom-owned KDIA will spotlight in this special series presented by KDIA's news department. Other seg ments will focus on "Roots" author Alex Haley, playwright and actor Ossie Davis filmmaker Gordon Parks, diplomat Carl Rowan, civil rights leader Roy Wilkins, and others. They will also explore the role of the black press and the church in further ing black aspirations.
It's been announced that there will be a tribute to WBLS/New York's Ken Webb.

Kenny has been with Inner City Broadcasting for ten years doing the morning show. As a fellow broadcaster, I've always been one of his biggest fans. I think one of the things that has made Ken such a positive personality in "The Apple" is how he always includes his listeners in his personal family life. Every listener in New York knows something about all of his children (five total). Cotillion President Henry Allen is the Chairman of the Honorary Committee of the Ken Webb Tenth Anniversary Tribute Luncheon, to be held at the Helmsley Palace Hotel on Wednesday, February 24. My congratulations to Ken 'Spider" Webb remember those days, Ken?
A WBLS in association with the Black Music Department at RCA Records, plus Air Jamaica and the Jamaica Tourist Board, has launched a "Skyline To Jamaica" promotional contest in New York in support of Skyy's current Salsoul album, "Skyline." First prize winners in the contest, to be announced on WBLS, will receive an allexpense paid trip to Jamaica and stay in Montego Bay for three days and four nights. Five hundred dollars spending money will be provided by RCA. There will be five second prize winners receiving Toshiba portable cassette players and five third prize winners receiving pairs of tickets to Skyy's next appearance in New York City. The contest is geared to have people listen to WBLS and place entries into ballot boxes located throughout the city. The winner will be announced on WBLS by Frankie Crocker. WBLS has never really relied on contests so it looks like a real battle, or war, has just begun!
At the inter-corporate meetings of United Broadcasting, the company honored some of their employees and stations. Among the awards presented, "Station Of The Year" went to KSOL/San Mateo. John Edwards Jr., Public Affairs Director of WOOK/Washington, received the "Richard Eaton Employee Of The Year" award, presented by Mrs. Elsa Eaton, the widow of the company's founder.

## The Music Section

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


## WELCOME TO A HIT.

WWRL, WVEE-FM, WWIN, WXYV, KATZ, WDAS-FM, WKYS, OK-100, WAOK, WEAL, WGIV, WWDM, WEDR, WORL, WDIA, WLOK, WHRK, WJMI, WBOK, WBMX-FM, WGCI-FM, WGPR, KPRS, WESL and WCIN.
"Welcome Into My Hearit." The Isley Brothers,
from their album, "Inside You," On T-Neck Records and Tapes.

## Congratulations to our Grammy Award nominees.



- Song Of The Year

9 TO 5
Dolly Parton, Songwriter

- Best Pop Instrumental Performance HOOKED ON CLASSICS The Royal Philharmonic Orchestra (Single)
- Best Country Instrumental Perf. COUNTRY - AFTER ALL THESE YEARS Chet Atkins REFLECTIONS Chet Atkins \& Doc Watson
- Best Country Song

9 TO 5
Dolly Parton, Songwriter

- Best Comedy Recording URBAN CHIPMUNK The Chipmunks
-Best Instrumental Composition ALTERED STATES John Corigliano, Composer
- Best Album Of Original Score Written For A Motion Picture Or A Television Special

9 TO 5
Charles Fox \& Dolly Parton, Composers

- Best Album Package WORKING CLASS DOG (RICK SPRINGFIELD) Mike Doud, Art Director
-Best Album Notes
THE MARIO LANZA COLLECTION C. E. Crumpacker, Annotator
-Best Classical Orch. Recording MAHLER: SYMPHONY NO. 10 (DERYCK COOKE FINAL VERSION) JAMES LEVINE/PHILA. ORCH. Jay David Saks, Producer
- Best Opera Recording Rossini: L'Italiana In AlgeriCLAUDIO SCIMONE/I SOLISTI VENETI/ HORNE, RAMEY, BATTLE, PALACIO Michel Gacin, Producer
- Best Choral Performance (Other Than Opera) Orff: Carmina Burana RICHARD COOKE, COND./ LONDON SYMPHONY CHORUS Eduardo Mata/London Symph.
- Best Chamber Music Performance (instrumental or Vocal)

THE COMPLETE STRING QUARTETS OF BRAHMS \& SCHUMANN Guarneri Quartet

- Best Classical PerformanceInstrumental Soloist Or Soloists (With Orchestra)

Chopin: Piano Concerto
No. 1 In E Minor - Emanuel Ax
(EUGENE ORMANDY/PHILA.ORCH.)
French Flute Concertos - James Galway
(CHARLES DUTOIT/ ROYAL PHIL.) Sibelius: Violln Concerto In D Minor/Saint-Saens: INTRO. \& RONDO CAPRICCIOSO Dylana Jenson (EUGENE ORMANDY/PHILA. ORCH.)

- Best Classical Performance Instrumental Soloist Or Soloists (Without Orchestra) Artur Rubinstein - SCHUMANN, RAVEL, DEBUSSY, ALBENIZ
- Best Engineered Recording, Classical

Mahler: Symphony No. 10 JAMES LEVINE/PHILA. ORCH. PAUL GOODMAN, JULES BLOOMENTHAL, SYDNEY DAVIS \& DON MORRISON, Engineers Orff: Carmina Burana EDUARDO MATA/LONDON SYMPH./ LONDON SYMPH. CHO./ HENDRICKS, ALER, HAGEGARD MICHAEL GRAY, Engineer

- Classical Producer Of The Year Jay David Saks
- Best Cast Show Album 42ND STREET Thomas Z. Shepard, Producer


## Billboard's 1981 Chart Action Share



The year 1981 was pivotal for RCA Records and associated labels. Together we've achieved the greatest percentage growth in share of charts and the marketplace of any other record company for the year.

This was made possible by the outstanding contribution of our artists and the efforts of people within RCA and its associated labels who believed in our acts and their music.

We are further developing our artist roster and we will continue to sign new talent to meet the ever-changing music trends. We're a hot company and intend to stay that way, through 1982 and beyond.

Our thanks to the entire industry for its enthusiastic support.
This coming year we'll use our momentum to full advantage
and double our efforts to sign and welcome new talent to the label.
There's ample room at RCA Records for many more talented artists.


# Opportunities 

## Openings

## EAST

Nighttime personality needed immediately．Play the
hits and grow with a winner．TER：WENY，Box 208 ， hits ond grow with o Winner．T8R：WENY，Box 208

Whar hard－working jocks．Good production．For future open－ ings（no beginners），TER：Mike Harris，WPDH，Box 41
Poughkeepsie，NY 12602．（2－28）


Cape Cod．Join us as our seasonal ovemighter．Send TER immediately：Doug Alling，WOCB，Box 888，Cape
Cod，MA 02673．（2－28）

WZYO／Frederick looking for high energy nigh rocker．TER to Kemosabi Joe， 6633
Frederick，MD 21701．EOE M／F（2－26）

## Openings

WHAV is looking for A／C AM News Anchor．Also Box 1500，Heverhill，MA 01831－1500．EOE M／F（2－28）
KC101，CT＇s favorite，looking for full－tme personalt ty with great production．TER＇s to Curt Hansen，OM，
KC101－FM， 59 Quinnipiac Ave．North Heven，CT 06473．（2－26）

Evening Jock opening／pert－time opening．TER：Tom Kelly，WZZO，Suite 205，Westge
No cails please．EOE M／F（2－26）

Announcer／broadcaster／entertainer －we placed over 94\％of our graduates last year．Instructor positions open if you are able to relate the real world to your students，not the collegiate lvory Tower Disney World．You need at least 5 years Disney Worid．You need at least 5 years
experience in broadcasting．No ex－ perience in teaching required．Facility manager needed also，electronics instruc－ tor．We also have an opportunity for you． American Academy， 833 Chestnut St．， Philadelphia，PA 19107，（215）922－0605． （2－26）
Creative Director needed for growing AC AM sto－ tion．Send TER and sample copy to Rich Reis，GM，
WFTO， 34 Mechanic St．，Worcester，MA 01608．EOE M／F（2－19）
I＇m about to purchase an underdeveloped FM on the Central New Jersey shore．I need a＂take－charge＂Pro－ gram Director to give direction to a poten－ tially great radio station．Air shift；oversee air staff，production，news，format execu－ tion．Proven ability to lead a must．Also accepting applications for news and pro－ duction personnel．TER＇s to Jonathan Hoffman，WWUU， 156 Broadway，Long Branch，NJ 07740．EOE（3－5）•

## Openings

WCOZ has an immediate opening for fulltime airlproduction talent to join America＇s top Rock＇$n$＇Roll station．Major market experience preferred．T\＆R to An dy Beaubien，WCOZ 441 Stuart St． Boston，MA 02116 ．EOE（3－5）－

## SOUTH

Immediote opening．Nighttime personality for top


Aftemoon news anchor／street reporter．Experienc－ ed only need spply． $15,000+$ sterting．TER to ND CK101， 210 Center St．，Cape Canaveral，FL 32920. （2－26）

Ausic？Wareot moming parsotaliry music？Were WMIB， 950 Man
33942 for tepes．EOE M／F（2－26）
Expanding staff．Looking for midnight－5：30am per sonality．Beginners weicome．WORG，Box 1386
Orangeburg，SC 29115，or cell（803）536－1580．EOE M／F （2－28）
KSTN looking for a high－energy jock，not a screamer good production．Sond TEA CA 95206 （2－26）

Forget cold weatherl Explore possible future open ings at werm weather mellow AOR．TGR：Bob Linden
Love 94，843 First St．，Miami Beach，FL 33139．（2－28） Love 94， 843 First St．，Miani Bech．FL 33139． A／C mornings，PD．Active contributor．Creative cooperative otmosphere．Opportunity responsibility，
Work with a winning team．TER：PD，Box 70，Ft．Knox， KY 40121．EOE M／F（2－28）
C102 in Sevannat now accepting TGR＇s for future ir talent．Send to Jonathan Keyes，Box 1326，Seven

## Openings

KXLR／LIttle Rock now accopting appilcations for Nows Director and other possible future openings．
EOE M／F．TER：Don Moore，Box 3014 ，Little Rock，AR EOE M／F．TER
72203．（2－19）

KIXY－FM／KOSA looking for tolented air poople．Ad－ vance with a growing partnership．TER：Bobby Hert， City Hall Rlaza，San Angelo，TX 78903．No calls．EOE M／F（2－19）

Minortios，male and fomale oponings．Expending steff．We pay if you deliver－COUNTRY．TER：Ron
Casey，WIBR，Box 1226，Baton Rouge，LA 70821．（2－19） Wanted：Ledy reporter to write end deliver on－air local nows．TER：WMMB， 2221 Front St．，Melboume，FL 32901．（2－19）

## RARE OPPORTUNITY

Wanted：Country music show host with a profes－ of tlming，and discipline in thinking Your personality must transcend strong successful basics Rush tapes to Rick Candea．PD，KILT－FM 100．Continuous Country Music，Houston，TX 77006

No calls please

WAWW－FM 106 accepting TER for future opening Work for top notch organization．TER：Marty Rowland， PD，Rt．1，Box FM （2－19）
Afterncon Drive open at Greenville＇s＂1，possible as MD．TER：Den Diemond
ville，MS 38701．（2－19）

## MIDWEST

50,000 watt WAZY－FM needs one－to－one personali－ ty for future opening．TGR＇s：Scott Dugen，PD，
WAZY－FM，Box 1410，Lefayette，IN 47902 ．EOE M／F （2－26）
WMYX－FM／Milwaukee has an Immediate opening． AC．TER：Beth Fost， 11800 W ．G
Comers，WI 53130 ．EOE M／F（2－26）

## Marketplace



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# Opportunities 

## Openings

Accepting TGR's for possible openings at must. Send to Lee Zapis, 1303 Prospect, Cleveland, OH 44115. EOE M/F (2-28)

## vermight jock 2-6am. Minorities encouraged to app-

 ly. Radio experienced only. TER: PhilBox 6000 , Ft. Wayne, IN 48816. (2-26)


WIKs-FM noeds Nows Director for Contemporery hot tracke station. TER: C.C. Matthews, WIKS, 1800
N. Meridian St., Indianapolis, IN 46202 . EOE M/F (2-28)

Openings

WIKs-FM needs air talent. Must be tight,
warm and human. TER: C.C. Marthews, WIKS, 1800 N. Meridian St., indianapolis, iN 46202. EOE M/F (2-26)

WSPDTToledo's leading station has rare opening for midday parsonality. Good salary \& benefits. TER:
Skip Essick, WSPD, 125 S . Supenior St., Toledo, OH Skip Essick, WSPD,
43602 . EOE M/F (2-26)

WISM/Madison efternoon drive parsonality needed at leading A/C in one of America's best cities. TER: Bil
Vencil, Box 2058, Madison, WI 53701. EOE M/F (2-19)

## MAJCIOB FM ALR AERSONALTIES

KMJM. No. 1 Urban Contemporary/Black in St. Louis, seekIng talented, experienced on-air entertainers. Lots of outside promotion and exposure. Great benefits package showcase faclility. Rush tope, resume and photo to:
maJIC 108 FM, Box 4860/St. Louls. MO 63108 (EOE)


Top CHR FM looking for experienced morning drive talent. Looking for that right team member. TER: Doug
Gillen, WIBW-FM, Box 119, Topeka, KS 66801. EOE M/F (2-19)

WILs-FM/Lonsing, MI looking for parsonalities for all shifts. TGR to Frank Smith, 600
Lansing, M1 48910. EOE M/F (2-19)

Number One station medium market wants ex perianced A/C announcer. Creative skills a must.
TGR, copy sample: Tim White, WSMT, Box 3335 , Peorie, IL 61814. EOE M/F (2-19)

Tower 92FM, Detrolt has immediate opening, even ings $6 \mathrm{pm}-12 \mathrm{mid}$. 2 years experience required. TER. Steve Schram, WTWR, 100 Renaissance Center, Ste
1550, Detroit, M1 48243 . EOE M/F (2-19)

AOR personality nowscaster sought. TER and writing sample to Dave Lyons,
Evansville, IN 47734. EOE (2-19)
Are you crazy enough to work in Indianapolis? Are you considered a "dangerous" charecter? Tapes only YNAP, Indianapolis, IN 46208. EOE (2-19)

## Openings

Ali news/information AM station looking for anchor/reporter. Minimum 2 veers. TER to NeWs
Director, WAYY, Box 47, Eau Claire, WI 54702. EOE M/F (2-19)
wCXI/Detrolt looking for overnight talent. Send TER's to Larry Patton, 18900 James Couzens, Detroin, M1 48235. NO Phone cells.EOE M/F (2-19)

Morning drive AVC personality needed. Community involvement \& personable entertainer e must TGR
Charlie Bennett, WOUA, 18016 th Ave., Moline, IL 61265. No cells. EOE M/F (2-5)

## WEST

Top Southwest radio station seeks Sports informawriting \& editing. Nightly sporsitelk show. Contact Jack London, (702) 457-5511. EOE (2-26)
If you like skiing the great outdoors - position open for air talent, production/possible MD. TGR
Beau Stone, Box 3500 , Butte, MT 59702 . (408) Beau Stone,
$783-9113$. EOE (2-26)
Country KNEW needs a News Director. Send TER to Jim Wood, PD, KNEW, Box 910, Oakland, CA 94604 alls please. EOE (2-26)

KPPL has rare opening for warm communicator TER to 7075 W. Hempden, Denver, CO 80227. No calls EOE (2-26)
97 ROCK needs hip AOR drive jock in touch with 25-34. Solid, eggressive compeny wents magic. TER
Dennis Newhell, Box 2424, Sacramento, CA 95811 EOE M/F (2-26)

## Station In Major Western

 market looking for an experienced morning air personality. Salary range $\$ 50,000$ to $\$ 100,000$ annually. Send T\&R to Radio \& Records, 1930 Century Park West, \#305, Los Angeles, CA 90067.ARE "1 KDRG neods air talent/production man e possible seles position for the right person. Contac

## Openings

Needed: air personalides who love creative redio Must be hard worker. Captain Nimmo, OM, KSTEREO, ..O. Box 202 Wuan Main Facili! Agana, Guam 96921. (2-26)

KAGO/AM-FM/Klomath Falls, OR needs PD for A/C AM/automated CHR FM. Minimum 2 vears on-air ex perience. TER: Box 1150 , Klamath Falls, OR 9780
Manager (916) $527-3511$ EOE M/F (2-19)

KFXD has opening for e-10pm nught time air talent. Send TGR to Wendy Green, Box 107, Boise, ID 8370
Goodphone needs talented DJ's, narrators, and commentators
for forthcoming maior national radio specials. Poten-
tial big bucks and great exposure Send cassette and tial big bucks and great exposure. Send cassette and
resume to Christine Blase, Goodphone Productions. Goodphone Communications Center, 4869 Topanga Canyon Blvd.. Woodland Hills, CA 91364 . No calls please.

Looking for staff announcer for AC. Send resumes Etepes to H. Devid Allan, K092, Box 48, Rte. 1, Polson, MT 59860. EOE M/F (2-19)

Wonted: Mature PM drive Jock, 2 yeors experience good selary and compeny. TER: Fred James, KVOC,
Box 2090, Casper, WY 82602 . No cells. EOE M/F (2-19)

KPGA/Pismo Beach seaking production/board work. Experienced only. TER to Tony Kent, 333 Five 773 Be5. EOE MIF (2-19) CA 334 K Call (80 773

Are you a production wiz? Solt Lake City's nowes FM needs Ya. TGR: KLRZ-M, 307 South 1600 West

## Positions Sought

Hard-working fomale with mojor market ox 435-9571 or (215) 820-8882. (2-26)

Dynamic creative male black porsonallty. Ex perience with AC, Urben Contemporary G CHR for(213) 704-0270 or (212) 9930276

## Marketplace

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# Opportunities 

## Positions Sought

I'm not crezy but redio is my life. Went full-time an
nouncing or news trainee. Medium markers only. Experience, degree. For TER call MISTY, (1913) $541-8979$ (2-26)

818 tation Of The Year award-winning PD looking for new challenge, medium/mejor. Strong produc-
tion/promotions. Call JOHN GRAY, (713) $539-1140$ (2-26)

Announcer/broadcaster, $51 / 2$ years experlence Know CHR format. CO, AZ or Wes
Call enytime, (303) 651-3549. (2-28)

Young, innovative radio announcer. CSB greduate Skilled in creative production. AOR, CHR/ROck or A/C format. Aveilable immediately. Cell JAY, 1703 896-1525. (2-28)

Professional, energetic young ennouncer looking fo air shift position in the Midwest. Write: RICH MOORE,
Sunrise Dr., Elkhart, IN 46517. Or cell (219) 295-2457. (2-26)
PD/MD team. CHR/AC formats. Reedy to win now
(312) 239-5855 or write $111,4062 \mathrm{~W}$. 115 th St PD/MD team. CHR/AC formats. Reedy to win now
(312) $239-5855$ or write $111,4062 \mathrm{~W}$. 115 th St.
Chicago, IL 60655. (2-26)

Major market nows anchor, heavy writing and
duction beckground. Call (213) 850-1188. (2-28)
Experience and programming expertise: A winning combination. 12 year redio professionsl seeking posiEST. (2-26)

FRANK HOLLER, former MD at Q107/Washington, 96 Rock/Allante, PD W4/Detroit seeking programm ing position. Strong references. Cell (301) 681-5244. (2-28)
Male, excellent production, copywriting skills wants large or medium market. Pay open. Call ALEX, (504)
861 -4284. Avaitable in July. (2-26)

Matura, intelligent hard-working professional. Still Moking for production, Music Directorship or first pro Ler's win together. (2-26)
ssue-orlented talk show host, currently TOP 5 market, interested in relocating. Top 50 markets only STACY TAYLOR, 3060 Lakeheven Court, Ann Arbor

Expenienced female taik show hostnewacester/Pub lic Service Director seeks challenging medium to mejor
markef situation. VALERIE, (303) 861-1573. (2-28)
Good DJ wants announcing position. Prefer $1 A$ loce Good DJ wants announcing position. Prefer IA loce (515) 834 2483, after 5pm. (2-28)

Female broedcaster whth 7 years redio experience Excellent credentiels \& references. Cell (404) 634-0355 ${ }_{(2-26)}$

Looking for full-time Sports Director position in Rocky Mtn. eree or Southwest. 12 years experience. (208) 524-3878. (2-28)

Razor sharp, skin tight, medlum market PD at WDJX looking for mejor-nights CHR. Beckground WDJX,
WNAP. Call CHARLIE BUTCHER, (513) 294-2618. (2-26)

Enthusiostic female personality looking for work in mediurnsmall merket in West. Expenience and Jour
nolism BA. Call ANN, (402) 379-0858. (2-26)
want to work in Baltimorel Degree, major marker rraining, 2 years medium market AC announcing end ports experience. KEN, (313) 271-5278. (2-28)

Kick butt nowsman seeking now lob. Altnews sto tion chenging format. Cell CARL KNIGHT in Be
CA, (805) $323-1051$, or (805) 325-1350. (2-26)
Experionced aportscaster, 6 yeers P-B-P enchor/talk esdy immediately. Network production engineer NBC
Redio. Will relocete. Call ( 516 ) 242 -5339. $(2-28)$

Dodiceted, herd-working announcer seeking post don at CHR station. 4 yeirs experience, 2 years es PD.
Currently employed. Will relocate. Call MARTY, (208) Currently emplo

BEAU RICHARDS formerty B94/Pittsburgh. 10 years CHR experience. "1 ARB's. Seeking programming or music end attemoon drive
sidered. (412) 828-8122. (2-28)

Country music entertainer. Former Top 50 merke PD/MD/moming man. Top ratings. Call STEVE, (814) 882-3862. (2-28)
Mult-track, crastive production wiz. Also AOR expert, presently employed. Looking for grest station to make
it better. Cell CAROL, (415) 775-1519. CA only. (2-28)

Compolling night teem plus 1,003 request operators eeking AC or AOR outler in or nesr Cincinneti. For e

Ambltious, young communicator who cen do it ell seeks first breek into AOR, 3rd phone. Graveyard shift no problem. SCOTT, (812) 388-3988. (2-26)
AM Drive, relevant and enjoyable approach incorporating beaics. Ptome, humor geared to your merket, Succeeding now. Cell (609) 397-8318. (2-26)

Positions Sought
Third to first in afternoon drive doubled women. 13
year pro wants Midwest/South major market air o year pro wants Midwest/South major market air or
small-medium market PD. DAVID BLAIR, (318) 942-1087. (2-26)
Professionally-minded jock with resounding plpes, pro training. Phoenix $G$ Evana ville experience. Looking
for growth position with stable CHR. WES SILVER, for growth position
(502) 826-5228. (2-19)

Eager announcer seaking second job. Interested in Eager announcer seeking second job. Interested
Jezz, Disco, E ACC. Will consider all. Cail MIKE, 1212 756-2194. (2-19)
Established MD/communicator evailable. Tesm player with aword-winning production. Excellen
knowledge of Countri/Rock. Have talent will travel. Call RANOY HOOKER, (303) 544-7347. (2-19)
BARRY MCCOY avallable now. 5 years experience in cluding WOHO/Toledo, WDUZ, WOTC looking for i (2-19)
My lose - your golnI JAN FOX, my all nighter at KBOY in SF aree and ready. Air productiontratfic copy
(415) $345-7038$; RICK ST. CLAIR, (503) 779-2244. (2-19)

Major market personality looking for a change. Cur rently employed. Only major markets plesese. Ca
GARY (214) 530-6145. (2-19)
JIM HAMILTON now ovaliable after 2 years of mor
nings at Orange County leading FM station. All ACC AOR and CHR formats considered. Call (714) 956-1309 for JIM or RANDY. (2-19)
DAVE DEPPISCH, formerly WGSTIAtIanta
WSPD/Toledo, now WOOKIGreenvill WSPD/Toledo, now WQOK/Greenville/Spertanburg (803) 246-4658. (2-19)

Sportaceater/DJ wante blgoer challenge. Don't cel unless you have a reat offer. FRANK, (505) 481-3207
$(2-19)$ (2-19)

Trickle-down recession - lald off as ND. Anchor
reporter, writer. 5 years. Prefer CA. BOB ALDRICH, reporter, writer... 5 y years. Prefer CA. BOB ALDRICH,
(707) 443 -6854. Keep trving. (2-19)

True EOET? Young minority jock with 2 years college experience looking to grow with smali-medium merke stations. Vers
681-2543. (2-19)
Morning drive crazy/Chiof Engineer soeks liberal\& phones 10 years experience. Call MORGAN, 1919 734-5938. (2-19)

Hot female, primed for music, air shifts \& more WLS intem, 1 year commercial experience. Call (50,
$868-0003$. (2-19)
$868-0$
RANDY MARS hes the pipes \& technical know
how. Time to move to something more solid on air end production. All West Coast markets considered. Call (408) 375-8758. (2-19)

Sportscaster/DJ looking to advance to station thet appreciates excellent work. Let's talk. LIZ (505) 461-0522. (2-19)
Experienced market researcher seeks consultan POBition with station or lese
SON, (213) 852-1133. (2-19)
STEVE SUMMERS, formeriy with WDRO/Detrolt soeking now CHR challenge. Let's telkl (313)
4747097 . (2-19)

CHUCK MORGAN, former OM at KZZX-KOEO/A buquerque looking for progremming/DJ position. Cell
(505) 883-0514. (2-19)
Taik show hoet EPD. Does controversial formet. Ce Taik show hout \& PD. Does controvers
(801) 906-4183. JIM KIRKWOOD. (2-19)

Chicago air taient looking for progremming posi
tion in medium or amell market. (312) 492-1466. (2-19)
Attention CA AOR stations. Late evening/all nigh jock looking for e eecure, good-peying job. All offere
considered. GIL HERNANDEZ, (805) $544-5179$. (2-19)

3 year programmer/personality, broadcast Instructor looking for assistent PD or drive shift in medium to PHILLIPS, (307) 742-7692. (2-19)
Top rated AC, MOR, Contemporary BM, PD with ABC, TM end leading independents in Deilas, Houston,
Philadelohie seeks OD/PD position. ALLYN TURSE, (214) 256-7022. (2-19)

CHR night personally, energotic and exciting deilver. 4 Years experience, eve
Coast. Ceil (305) 721-0582. (2-19)

Strong production, PD, 8 years experience. I need
ob nowl FRANK, (209) $383-5396$. Prefer West. (2-19)
12 years CHR-AOR major/medlum market exorionce. Assistent PDMD. Looking for tearm (218) 243-6568 after 3pm. (2-19)

Young, veteran, small market nows and Sports Director still looking for medium or mejor market
chor reporter. Call MARK, (815) 895-5887. (2-19)

Female personality soeks socondery market airMD/programming assistant siot. 3 yeers experience er
KFRC. Energetic, creative. Air, production, promotion, seles experience. (715) 634-8557. (2-19)

## Positions Sought

 Formerly PD, traffic manager, announcer, proma-tlons, production, log suditor, computer operator, sacretary, "character, Copy wher, ece. Workahoic no working - helpI RITA CHAPMAN, (804) 272-7970,

Curront talk show host now looking for personaity music position. Any market that can support me and
my wife. Stable. C.P., (505) 298-2730 momings. (2-19)

Former L.A. Sports Director seeking similar medlum market position. Experienced college P-BP/sports talk. Would consider news or DJ combo in CA MATT (808) 273-2872. (2-19)

Femaie naws/enchor/reporter wante to join ag gressive medlum/large news teem. 4 yeers ex perience. Call MARTY, (303) 886-9446. (2-19)
Hard-working, creative CHR-AVC DJ wanting after noons or nights on either coast. On top in 400,000
market. Cell MICHAEL, (309) 788-7251. (2-19)

Experienced air personality wants to go to work Dependible. JIM, (209) 522-5483. (2-19)
5 year DJ looking for compettive medium market AZ preferred. MARTY, (414) 457-0974. (2-19)
Major market talent with over 15 yoers experionce seoking to relocete in Southwest or West. Lets tsik.
(602) $834-5446 .(2-19)$

I'm told good taient is hard to find. Not sol Major market AC or CHR or small-medium merket PD. Midweer/South. DAVID BLAIR, (316) 942-1087. (2-19)
FRED HOLLAND, PD WAHR/Huntaville looking for air position/asalstant PD/MD. CHR or A/C. Medium to large market. (205) 883-9381 or (205) 536-1588. (2-19)

ND/personality. 12 years CA experience. Built 3 news departments. Stay West Coast. (209) 432-2530 or (209) 227-9878. (2-19)

MD now ready. 3 years non-commercial experience. CHR, AOR. 2 years research. Smellfmedium markets.
Some air experience. Cell MARTY, (213) $705-0182$. (2-19)
16 year pro looking for OM/PD position. Will con sider small market GM. 9 years. WTAE/96KX as Assis
tent PD. Good understanding of sales. MIKE McGANN, (412) 731 -0996. (2-19)

Programmer with 14 years experience in tion. Heevy promotion, music skills. Medium and mejor markets onty. BO WEAVER, (607) 433-2005. (2-19)
WRKO, WVBF, WEEI-FM/Boston, I've been there, now ready for programming/OU position in med-762-0173. (2-19)

Dependable hard-working Jock. Will take direction. Available now. Prefer to work in West ot creative s
tion. Call (808) $792-4830$ or (808) 746-3129. (2-19)

Houston/Be Toxe MD for good pay and benefits. All formats. Moving
assistance apprecieted. DONALD, (318) 369-3773. assist
(2-19)

I want to do morninge at WOAM. 12 yeers with top numbers. Presently doing country music in the Greet
White North. Cell (416) $735-8418$ and isk for number White North.
onel (2-19)

Reporter/writer, formar ND, currently deily Reporter/writer, former ND. currenty doin
newspaper reporter seeks plece to catch fire agein.
How ebout yours? JM WARINNER, (503) 282-2418 How about yours?
momings. (2-19)
AM rock duo for medlum market drive. Proven record, progremming experience, TGR. Cell (618)
$986-3379 .(2-19)$

Major market Jock, now managing auburban matro AM, seeks medium/major market programming
chalienge. No calls. T.O. MOLES, 1 East Schiller (10-D), chailenge. No calls. T.O.
Chicago, IL 60610. (2-19)
Young. oxporienced communicator with with. Pro motion minded and community involved. Looking for
good CEW station. Evening end ell night, ok. (715) good CEW stat
$6348557 .(2-19)$
Experienoed PD/air personality looking for amail market PD position. Currenthy in Knoxvilte. TN. Call
BILL, (815) 482-2382. (2-12)
QTEVE OCEAN, 4K years CK 101 looking for air
work/MD. (305) 784-0472. (2-12) WOrk/MD. (305) 7940472. (2-12)

TERRY O needs stereo, 88-Telecom/producing dirwotho. 5 veere in radio, dix formete. Recording tech.
and more. Good etuft, low tonee PM. (e02) 887-2651. (2-12)
Ambtriove, voung communicator who cen do 1 It all. nokks first breek into AOR. 3rd phons. Grevoyerd alitt no problem. SCOTT, (612) 38e-3098. (2-12)

LA. telk ahow dymemo neede full time ponftion any market. Give mo o chence. IM givo
KURT KELLY, Former MD WTWRNDerrott th bokling for an air tolent/MD slot. Strong
worker. Cell (313) $542-0102$. (2-12)

Avelleble now. Experienced AOR, CHR jock. Oapen deble, willing to work and take direction. Profer mectum
merket in Weet. (800) 792-4830 or (800) E46-3129. (2-12)

## Changes

## RADIO

Doug James has moved to WYNZ/Portend, ME from WDCS-FM/Portiand, ME.
Rick Ceffey joins the sales ataff at WCLR/Skakie,
Denise A. McKinley named Account Executive at WCLR/Skokie, IL.
Jim Scelise joins KYUU-FM/San Frencisco, CA as Account Execut

Wylie Drummond, formerty with Buckley Radio Sales, LA, joins KGIL-AM G FM/Sen Fernendo, CA as
an Account Executive.

Devora Deutsch joins KNUS/Denver, CO as ACJames Logo joins WEZWIMilwaukee, WI seles taff as Account Representetive.

## RECORD日

Bonnie Greenberg appoi
Business Affairs for MCA Records.
Keith Altomere joins IRS Records es National Director of College Promotion.

Al Evers assumes the duties of Netional Promotion Director for Pelo Alto Jazz Records.
Don Mupo named National Sales \& Marketing Director for Palo Atto Jazz Records.

## INロUBTRY

Madeline Marshell hes been promoted to Publishing Administretor for The Entertainment Compabny.

## Miscellaneous

KAVR/Apple Vallay, CA needs record product immediately from ell lebels. A/C G Oldies. Bob Morgan,
PD, KAVR, Box 960, Apple Velley, CA 92307 (714) 247-7251. (2-26)
JocksI Lots swap drops, SFX. Morning man's audio tressure chest. None to swap? Write me, we'll make a
deal. Mehoney, Box 1751 , Clarksburg, WV 28301 .

```
(2-26)
```

WUTK-FM requests Jazz/Mellow Rock promotional service from all record labels. WUTK, P103 Andy Holt Tower, University of Tennessee, Knoxville, TN 37916.
(2-26)

## HAPPY BIRTHDAY

 RUPERT!From all your brothers \& sisters
at Elektra/Asylum

## R\&R Opportunities Advertising

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

## 1 Week 2 Weeks 3 Weeks $\$ 1200 \quad \$ 20.00 \quad \$ 2500$ <br> Payable In Advance

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

## 5ucioujord This Week In Music History

## The Misi he Mus <br> CHR <br> Nicks Gets 3rd Breaker In A Row <br> Le Roux Nets First Breaker Oak Ridge Boys Crossover Rick Springfield Is Most Added <br> A very exciting music week, as Stevie Nicks

 FEBRUARY 26, 1982
## BY DAN FORMENTO OF THE SOURCE

Jim Morrison Flashed Miami MONDAY, MARCH 1 - "It was real hot. And Jim was real drunk. But as far as I can see he didn't drop his pants," claimed Doors drummer John Densmore as he described the actions of singer Jim Morrison on the evening of March 1, 1969. Law enforce ment authorities saw things differently, though, and ar rested Morrison several weeks later for exposing himself onstage during a
 torium in Miami. He was charged with lewd and lascivious behavior, open profanity, indecent exposure and public drunkenness.
TRIVIA: Happy second wedding anniversary to Patti Smith . . . Born this day were Harry Belafonte, 1927 . . Glenn Miller, 1904 . . . Sonny James in 1929 . . and Who vocalist Roger Daltrey, 1944.

Karen Carpenter Born
TUESDAY, MARCH 2 - Karen Carpenter, the prettier half of brother and sister pop duo the Carpenters, was born in New Haven, Connecticut on March 2 1950. Teenage Karen first aspired to be a drummer which she did for a time in a local jazz trio, but later gave it up in favor of forming a vocal-based band called Spectrum with brother Richard and four others. Spec trum soon fell apart leaving Richard and Karen cutting demos by overdubbing the various parts themselves. One of these tapes found its way to Herb Alpert at A\&M Records, who signed the pair to a record contract. TRIVIA: Paul and Linda McCartney busted for pot in Los Angeles, 1975 ... Happy birthday Lou Reed.

Buffalo Springfield Formed WEDNESDAY, MARCH 3 - Buffalo Springfield, one of the most important "one-hit" groups in rock, formed in Los Angeles on March 3, 1966. The core of the Springfield was guitarist/vocalist Stephen Stills, who envisioned the group; Richie Furay, with whom Stills had worked in New York; and Canadian folkie Neil Young. Dewey Martin and Bruce Palmer rounded off the lineup. Though their style and form inspired bands which followed, the Buffalo Springfield itself yielded but a single national hit, "For What It's Worth," in 1967. TRIVIA: Elvis Presley's first TV appearance, 1955 . . . Dr. Hook bassist Jance Garfat born in 1944.

## Payola Scandal Continued

 THURSDAY, MARCH 4 - Less than a month after the initial House hearings into the practice of payola began, a second scandal broke. On March 4, 1960, it was learned that John C. Doerfer, Chairman of the FCC, had recently taken a six-day junket to Florida, courtesy of the Storer Broadcasting Company. Doerfer resigned his post within the week. The House further resolved to turn its investigation to examining the business practices of Dick ClarkTRIVIA: Gold record awarded to the Foundations for "Build Me Up Buttercup." $1969 \ldots$.. Birthday greetings to Bobby Womack, $1944 \ldots$.ex
Supremes vocalist Mary Wilson, $1944 \ldots$ and former Yes bassist Chri Squire, 1948.

## Rod And Britt Met

FRIDAY, MARCH 5 - One of the most highly publicized celebrity romances in recent memory began on March 5, 1975, when Rod Stewart met Britt Ekland at a party in Los Angeles. Supposedly Rod gave up an opportunity to jam with Bob Dylan at the party in favor of talking to Britt. "From that moment we were inse parable," Britt said. But in 1978 Britt and Rod did separate and she slapped a $\$ 12.5$ million 'palimony' suit on him as a forget-me-not
TRIVIA: Elvia Presley got his Army discharge. 1960 . ..."Ballad of The Green Berets" topped U.S. charts, 1966 . . . Patsy Cline died in a plane crash. 1963.
gets her third Breaker from the "Bella Donna" album. Le Roux has their first Breaker, making it look easy. The Oak Ridge Boys overcame some program mer hesitation to rack up the quantity of stations needed to become a Breaker. The moves have been good for this record all along.

The most excitement was generated by 85 stations adding Rick Springfield. Other notable action came from Dr. Hook, and newcomer Greg Guidry, grabioing 35 stations; both were among the Most Added this week.
The chart's stronges movers were: the Pointer Sisters (17-12); Joan Jett (21-16) Olivia Newton-JoḰn (23-18); the Go-Go's (25-19); Vangelis (2822); and Bob \& Doug McKenzie taking of (30-25). SEEPAGE 54

## AER <br> Geils Displaces Jett Twilley, Raitt Share Most Added Honors Gamma, Lowe, Nicks Live, Moon Debut Lewis, Tutone, Lizzy Jump

In a very hard-fought battle, J. Geils Band overtook Joan Jett in hots and total reports to reclaim the top AOR airplay spot; it remains a very close race. Van Halen's single jumped. Also showing strengih this week were Bryan Adems, Huey Lewis Gr the News, Go-Go's, Wrabit, Tommy Tutone, Thin Lizzy, and UFO.

Gamma debuted as an EP, in advance of the just-released album. Also hitting the chart were Nick Lowe, Glass Moon, and a live Stevie Nicks EP, which displaced the actual Nicks album in total reports (51 to the alburn's 36).
SEEPAGE 40

## A/C

## Breakers For Holmes, Meco, Olivia N-J

 Higgins, Journey Battle For No. 1
## Denver, Davis

 Dominate New ActionAlthough none appeared among the week's Most Added, Rupert Holmes, Meco, and Olivia Newton-John all made impressive progress to qualify as this week's Breakers. Also showing strong growth were two new chart debuts, the Pointers Sis ters and Barbra Steisand.
In a rebuilding week reflected by a whopping 21 chart bullets and 14 records with 10 adds or more apiece, John Denver demolished any artist image resistance by ranking No. 1 Most Added for the second straight week. Following closely behind is Paul Davis, seeking to repeat his latest No. 1 performance with "'65 Love Affair." Others with significant early adds were Roberta Flack, Greg Guidry, Al Jarreau, Willie Nelson, and Fred Parris \&f the Five Satins.
As Kenny Rogers's Through The Years shows peaking indications, Journey is racing to catch Bertie Higgins in order to become No. 1. Each appears to be a legitimate No. 1 record, and indeed, both may well reach the coveted pinnacle. SEEPAGE 53


Alabama's "Mountain Music" became the first record this year to reach Breaker status the first week out. It debuted at No. 47 and is already being played on 78 stations. Othe Breakers this week included Eddy

Charley Pride maintained his No. 1 position again this week, although a battle royal is brewing for that top spot. Rosanne Cash, the Oak Ridge Boys, and Merle Haggard all show tremendous strength, each having enough potential to reach the prime position next week
Look for Anne Murray, Conway Twitty, Emmylou Harris, Kenny Rogers, and Johnny Lee to all be strong contenders in upcoming weeks. SEEPAGE 46

## Black Radio <br> Fourth Weeks At No. 1 For Wonder <br> Benson \& Atlantic Starr Break <br> Rene \& Angela, Chocolate Millk Debut

Stevie Wonder held No. 1 for the fourth consecutive week with fellow Motown artist Smokey Robinson easing up to No. 2. Four chart debuts this week: George Benson and Atlantic Starr (our two Breakers), plus Rene 8 Angela and Chocolate Milk. Atlantic Starr shared the Most Added honors with Ren Woods.

Lots of chart activity this week with seven of the top 10 songs still showing growth. The Chi-Lites made a strong move (20-14), as did the Jones Girls (24-16). Several airplay conversions this week for George Benson, netting him a debut at No. 23.

Impressive new adds this week for L.A. Boppers, Roberta Flack, Ramsey Lewis, and Richard "Dimples" Fields. SEE PAGE 50


CFTR add 40
KEGL add
WPHD deb 30 WRCK add
3WT add WSSX on

Produced by Aldo Noxa Berative Produrers: Val Azzoli \& Lemnie Petzze


## National Music Formats

Added This Week

The songs listed below represent new additions to the playlists of fulltime syndicated formats currently running on 50 or more radio stations.

## Suak in

Irene Vargas (213) 883-7400

## XT-40

J. GEILS BAND "Freeze Frame" (EMI America) LE ROUX "Nobody Said It Was Easy" (RCA) TOMMY TUTONE "867-5309/Jenny" (Columbia)

## Contempo 300

VANGELIS "Chariots Of Fire" (Polydor/PG) SISTER SLEDGE "My Guy" (Cotillion/Atco)

Great American Country
GEORGE STRAIT
"If You're Thinkin' You Want A Stranger" (MCA) JACK GRAYSON
"When A Man Loves A Woman" (Koala) CRISTY LANE "Lies On Your Lips" (EM1/Liberty) FRIZZELL \& WEST
"Another Honky-Tonk Night" (WB)
DOLLY PARTON "Single Women" (RCA)


George Willams (404) 955-9521

## the starstation

JOHN DENVER "Shanghai Breezes" (RCA) GREG GUIDRY "Goin' Down" (Badland/Columbia)

Country Coast-To-Coast
ALABAMA "Mountain Music" (RCA) JACK GRAYSON
"When A Man Loves A Woman" (Koala) GAIL DAVIES " 'Round The Clock Lovin' " (WB) JOHN CONLEE "Busted" (MCA)

## century2l

Bob Stevens (214) 934-2121

## The Z Format.

RICK SPRINGFIELD
"Don't Talk To Strangers" (RCA)
PAUL DAVIS " ' 65 Love Affair" (Arista)
GINO VANNELLI "The Longer You Wait" (Arista)
DR. HOOK "Baby Makes
Her Blue Jeans Talk" (Casablanca/PG)
BOYS BAND "Please Don't Stop
Me Baby (I'm On Fire)" (Elektra)
$T$ Hit ict jurinat
RICK SPRINGFIELD
"Don't Taik To Strangers" (RCA)
PAUL DAVIS " ' 65 Love Affair" (Arista)
JOHN DENVER "Shanghai Breezes" (RCA)
ROBERTA FLACK "Making Love" (Atlantic) WILLIE NELSON "Always On My Mind" (Columbia)

ALABAMA "Mountain Music" (RCA)
STEVE WARINER "Kansas City Lights" (RCA) ELVIS PRESLEY
"There Goes My Everything" (RCA) MAC DAVIS "Midnight Crazy" (Casablanca/PG)

Buzz Brindlo (212) 944-5399

VAN HALEN "(Oh) Pretty Woman" (WB) SPARKS "Tips For Teens" (Why-Fi/RCA) SLOW CHILDREN
"Talk About Heroes" (Ensign/RCA)
hUMAN LEAGUE "Don't You Want Me" (A\&M)

## BPI

John lles (800) 426-9082

## sur <br> cilurive

VANGELIS "Chariots Of Fire" (Polydor/PG) BARBRA STREISAND "Memory" (Columbia) POCO "Sea Of Heartbreak" (MCA)

## Coumply Iningy

MOE BANDY "Someday Soon" (Columbia) WILLIE NELSON "Always On My Mind" (Columbia) STEVE WARINER "Kansas City Lights" (RCA) ALABAMA "Mountain Music" (RCA)
william er musical
Kenny Bosak (901) 320-4433

## Bright Blue

ROBERTA FLACK "Making Love" (Atlantic) WILLIE NELSON "Always On My Mind" (Columbia) JOHN DENVER "Shanghai Breezes" (RCA)

## TANner Country

DOLLY PARTON "Single Women" (RCA) EDDY RAVEN "A Little Bit Crazy" (Elektra) PETULA CLARK
"Natural Love" (Scotti Bros./CBS)
BRENDA LEE
"From Levis To Calvin Klein Jeans" (MCA) RODNEY CROWELL "Victim Or A Fool" (WB) GARY MORRIS "Don't Look Back" (WB)

## Conceric

Lee Nye (916) 782-7754

## Adult Rock

STEVIE NICKS "Edge Of Seventeen"
(Modern/Atco)
SKYY "Cail Me" (Salsoul/RCA)
PAUL DAVIS " '65 Love Affair" (Arista)
PRISM "Don't Let Him Know" (Capitol)
TOMMY TUTONE "867-5309/Jenny" (Coiumbia) BOB \& DOUG McKENZIE
"Take Off" (Mercury/PolyGram)

## THE PICTUREPAGE



Kim Wilde has signed with EMI America, with har first album soon to come. Pictured at the signing are (l-r, seated) EMIILiberty's Bill Burks, VP Don Grierson, Wilde, and EMI/Liberty President Jim Mazza; (l-r, standing) VP's Dick Williams and Joe Petrone, and EMI America's Jack Satter, Ken Benson, Frenchy Gauthier, and Clay Baxter.

## Pleasure For RCA



Pleasure has signad with RCA, with their label debut a single just out and an album following in March. Pictured at the West Coast signing are (1-r) manager Chad Debman, attorney Joseph Porter WI, RCA VP Ray Harris, group's Douglas Lewis, RCA VP Marty Olinick, group's Sherman Devis, RCA's Robert Wright, and group's Bruce Carter, Donald Hepburn, and Nathanial Phillips.

## Smotherman Hires Road Band



Recently-signed Epic artist Micheal Smotherman auditioned several E/P/A exacutives to test their musical acuity. Pictured (1-r) are E/P/A Sr. VP/GM Don Dempsey, Epic VP Gregg Geller, Smotherman, E/P/A VP Ron McCarrell, CBS Sr. VP/GM West Coast Myron Roth, Epic's Larry Hamby, and EIPIA VP Larry Douglas, plus Epic VP Frank Rand on drums.

Ebonee Webb Caught In Atanta


Capitol's Ebonee Webb were in Atlanta recently for appearances. Pictured (1-r, standing) are group's Michael Winston, Leon Thomas, Kenneth Coleman, Charles Liggins, Gregg Davis, Thomas Brown and Roy Munn, EMI's Allen Johnston, and manager Anthony Taylor; (1.r, knealing) Capitol's Larry Devis and Dick Dawkins.

Columbia's Decent Arrangement


Decent Records, headed by Elizabeth Weber Joel (wife of Billy) and Jon Small, will be distributed by Columbia. Pictured at the signing of the Now York-based label are (l-r, front) Decent President Small, Decent Chairman Joel, and CBS Records Group Deputy Pres. Dick Asher; (l-r, rear) attorneys Alan Grubman and Paul Schindler, Columbia Sr. VP/GM Al Teller, and CBS's Stanlay Schneider and Gary Casson.

## Ronnie Dyson Returns On Cotillion



Cotillion Records has signed Ronnle Dyson for his first recordings in vears, en album due early in March. Pictured at the signing are (l-r) Cotillion President Henry Allon, managoment's Steve Allen, Dyson (seated), Atlantic/Co tillion VP Everett Smith, and manager Buddy Allen.

Raven About E/A


Eddy Reven was around and about Elektra/Asylum's Los Angeles headquarters recently to discuss strategy. Pictured (l-r) are Raven, E/A Sr. VP Jerry Sharall, Chairman Joe Smith, Exec. VP Vic Faraci, and VP Lou Maglia.

## Greenwood Gathering



MCA's Lee Greanwood played the BullPen Lounge in Nashville recently, with MCA personnel in attendance. Picturad (1-r) are MCA's Bonnie Greenberg and Tony Tamburrano, Greenwood, MCA artist Gene Watson, and MCA Distributing President AI Bergemo.

|  |  |  |  | February 26,1982 | 169 REPORTERS | Album cuts are listed in order of airplay preference. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ${ }^{25}$ | 2/2 |  | $22 x$ 1 |  |  |  |
| 1 | 1 | 2 | 1 | J. GEILS BAND | eeze-Frame (EMI America) | rf |
| 5 | 2 | 3 | 3 | POLICE . . . . . . . . . . . . . . . . . . . | Ghost In The Machine (A\&M) | "Spirits" "Journey" "Every" |
| 8 | 6 | 5 | 4 | SAMMY HAGAR | Standing Hampton (Geffen/WB) | "Fall" "Only" "Babys" "Can't" |
| 2 | 3 | 4 | 5 | LOVERBOY | Get Lucky (Columbia) | "Working" "Over" "Take" "Lucky" |
| 12 | 10 | 7 | 6 | PRISM | Small Change (Capitol) | "Don't Let Him Know" |
| 20 | 13 | 10 | 7 | VAN HALEN | Pretty Woman (WB) |  |
| 4 | 5 | 6 | 8 | CARS | Shake It Up (Elektra) | Title "Since" "Cruiser" "Think" |
| 6 | 8 | 9 | 9 | GENESIS | Abacab (Atlantic) | Title "Like" "Man" "Dark" |
| 7 | 7 | 8 | 10 | AC/DC | For Those About To Rock (Atlantic) | "Get" Title "Finger" "Evil" |
| 9 | 9 | 11 | 11 | QUARTERFLASH | Quarterflash (Geffen/WB) | "Fool" "Heart" "Right" |
| 14 | 15 | 14 | 12 | BRYAN ADAMS | You Want It-You Got It (AGM) | "Nights" Title "Good" |
| 24 | 20 | 13 | 13 | ALDO NOVA | Aldo Nova (Portrait/CBS) | "Fantasy" "Ball" "Light" "Gun" |
| 10 | 11 | 12 | 14 | OZZY OSBOURNE | Diary Of A Madman (Jet/CBS) | "Flying" "Mountain" "R\&R" |
| 22 | 21 | 16 | 15 | LE ROUX | Last Safe Place (RCA) | "Addicted" "Boys" Title "Matter" |
| - | 36 | 25 | 16 | HUEY LEWIS \& THE NEWS | . Picture This (Chrysalis) | "Believe" "Workin'" "Change" "Tell" |
| 13 | 17 | 19 | 17 | FOREIGNER | 4 (Atlantic) | "Hero" "Woman" "Break" 'Waiting" |
| 15 | 14 | 15 | 18 | JOURNEY | Escape (Columbia) | "Arms" "Don't" Title "Stone" |
| 18 | 16 | 17 | 19 | BOB \& DOUG McKENZIE | Great White North (Mercury/PolyGra | "Take Off" "Beer" |
| 29 | 26 | 22 | 20 | GO-GO'S | Beauty \& The Beat (IRS/A\&M) | "Beat" "Lips" "Town" "Lust" |
| 26 | 23 | 23 | 21 | WRABIT | Wrabit (MCA) | "Anyway" "Tell" "Home" |
| 16 | 18 | 21 | 22 | DONNIEIRIS | King Cool (MCA) | "Rock" |
| 17 | 19 | 20 | 23 | PETER CETERA | Peter Cetera (Full Moon/WB) | "Livin' " "Feel" "Eye" |
| 11 | 12 | 18 | 24 | ROLLING STONES | Tattoo You (Rolling Stones/Atco) | "Waiting" "Start" "T\&A" "Neighbors" |
| - | 40 | 26 | 25 | JOHNNY \& THE DISTRACTIONS | . Let lt Rock (A\&M) | "Complicated" "Desire" "Shoulder" |
| 40 | 38 | 31 | 26 | TOMMY TUTONE | Tommy Tutone-2 (Columbia) | "867-5309/Jenny" |
| - | - | 34 | 27 | THIN LIZZY | Renegade (WB) | "Angel" "Hollywood" "Leave" Title |
| 25 | 25 | 27 | 28 | EDDIE SCHWARTZ | No Refuge (Atco) | Title "Line" 'Tomorrows" |
| 19 | 22 | 24 | 29 | ROD STEWART | . Tonight I'm Yours (WB) | Title "Tora" "Jealous" "Turks" |
| - | - | 33 | 30 | UFO | . Mechanix (Chrysalis) | "Writer" "Back" "Belong" "Somethin' " |
| 23 | 27 | 30 | 31 | TRIUMPH | Allied Forces (RCA) | "Fight" "Magic" "Goodbye" "Man" |
| 28 | 28 | 29 | 32 | JOHN HALL BAND | All Of The Above (EMI America) | "Crazy" |
| 38 | 32 | 32 | 33 | SHOOTING STAR | Hang On For Your Life (Virgin/Epic) | "Hang" "Hollywood" "Flesh" New |
| 36 | 35 | 28 | 34 | RICK SPRINGFIELD | Working Class Dog (RCA) | "Love Is Alright" Entry |
|  |  |  | 35 | GAMMA - (EP) | . Right The 1st Time (Elektra) |  |
|  |  |  | 36 | NICK LOWE | . Nick The Knife (Columbia) | "Stick" "Burning" "Kiss" "Heart" |
| - |  |  | 37 | STEVIE NICKS - (LIVE) | . Edge Of Seventeen (Modern/Atco) | 45 |
| - | 39 | 39 | 38 | JANIS JOPLIN | Farewell Song (Columbia) | Stand" "Misery" "Mama" |
|  |  | $\rightarrow$ | 39 | GLASS MOON | Growing In The Dark (Radio/Atlantic) | "Carousel" "Simon" "Heart" "On" |
| - | - | 40 | 40 | SOFT CELL | Non-Stop Erotic... (Sire/WB) . . | "Tainted" "Films" "Hello" |

MOST ADDED.

| $1{ }_{T i}$ | DWIGHT TWILLEY |
| :---: | :---: |
|  | Scuba... (EMI America) |
|  | "Somebody To Love" |
| 1 | BONNIE RAITT |
|  | Green Light (WB) |
|  | "Heart" |
| 3 | THIN LIzzY |
|  | Renegade (WB) |
|  | "Angel Of Dearh" |
| 4 | ANGEL CITY |
|  | Night Atrack (Epic) |
|  | "Long Nighr" |
| 5 | HUEY LEWIS \& NEWS |
| The | Picture This (Chrysalis) |
|  | "Workin'" |
| 5 | GLASS MOON |
|  | Growing In... (Radio/At.) |
| Tie | "On A Carousel" |
|  | VAN MORRISON |
| 5 | Beautiful Vision (WB |
|  | "Cleaning Windows" |
| 8 | UFO |
|  | Mechanix (Chr |
|  | "The Writer" |
| 9 | JOHNNY \& TH |
|  | Let It Rock (AE) |
|  | "Complicated" |
| 10 | CHUBBY CHECKER |
|  | The Change Has... (MCA |
|  | "Running" |
| 11 | DUKE JUPITER |
|  | 1 (Coast-CobstCBS) |
|  | "1'll Drink To Tha |
| 12 | TOMMY TUTONE |
|  | Tommy Tutone-2 (Col.) |
|  | "867-5309/Jenny" |
| 13 | SUSAN LYNCH |
|  | Big Reward (Johnsto |
|  |  |



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 number of our reporting stations playing the althum 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.

## THE HOTTEST

## J. GEILS BAND

 Freeze... (EMI Americs) 2 Title JOAN JETT. I Love Rock... (Boardwalk) 3 PitieliceGhost in The... (AEM) 4 LOVERBOY Get Lucky (Columbia)
5 "Working" HAGAR Standing... (Geffernw
6 CARS
Shake it Uo (Elektra)
$7 \begin{aligned} & \text { Title } \\ & \text { FiC/DC } \\ & \text { For Thos }\end{aligned}$
7 AC/DC
"Lers Get it
GENESIS
"Lers Get It Up"
GENESIS
Abacab (Atlantic)

9 | Titie |
| :--- |
| PRISM |

Small Change (Capitol)
"Don't Let Him Know"
OUARTERFLASH
Quarterflash (Geffen/WB)
"Find Another Fool" Diary Of A... (JevCBS) "Flying High"
2 JOURNEY
Escape (Columbia)
BRYAN ADAMS
You Want It... (A
"Lonety Nights"
3 ROLLING STONES
"Waiting On A Friend"
15 FOREIGNER
4 (At|entic) The Hottest reports of charting artists are displayed over a five-week
eriod. They are listed in order of total reports within the specific rotation for the week. Two numbers follow each album title. The first represents 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 albums' reports in other rotations for the week. The album's preferred airplay cut is listed

| 2726 | $2 / 79$ | $2 / 12$ | $2 / 5$ | $1 / 29$ |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |



 \begin{tabular}{l|l|l|l|l}
A. 1 \& A. 1 \& A. 4 \& A. 5 \& A 12

 

\hline M.11 \& M.19 \& M.24 \& M.37 \& M. 27 <br>
$148 / 124$ \& $143 / 122$ \& $145 / 122$ \& $154 / 129$ \& $151 / 126$ <br>
\hline
\end{tabular}

 142/118 133/113







## BONNIE RAITT

\#1 Most Added Album (2/19)

## Key Cuts: "I Can't Help Myself" "Me And The Boys", "Green Lights"

WMET WMMS KLOS KZAM WRNO WXRT KFMH WDVE WYSP KGB-FM KOME WNEW WMAD M1O5 WPYX WIOQ KZUU LOVE-94 WLIR KKRQ WERI


Radio \& Records Album Airplay - *40
Key Cut: "Tainted Love"

## NEW THIS WEEK! WLS-FM WQDR WSHE PLUS! KKDJ WXUS WCOZ

| WBCN | WMMS | WMAD | WHLN | WECM | WXKE | WPLR |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| WMMR WMET | WKLS | KOME | KEZO | WNEW | WPYX |  |
| WYSP | WXRT | K1O2 | KILO | WFBQ | WLIR | WLVQ |



## FULL MOON

## Jazz on AOR *1 (Four Weeks)

| WQBK | WPDH | LOVE-94 | WXUS | KTCL | KTIM | KREM |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| WEEI | WCMF | WBWB | KFMH | KNX-FM | KTMS | KWFM |
| WECM | WKLC | WLVQ | KMOD | KZOQ | KXFM |  |
| WLIR | KYTX | WDEK | KRKN | KINK | KVRE |  |
| WIOQ | KNCN | WXKE | KSPN | KOZZ | KZAM |  |

EEETO EVE EYE TO EYE

## Key Cuts:

"Hunger Pains", "Nice Girls"
WABX WLIR WXRT KNX-FM KBCO WXKE

AEREBREAKERS
Bevakers are those newer records that have
level oftion activity on any given week．

No albums or singles qualified for AOR Breaker status this week

Significant Action

BONNIE RAITT

 DWIGHT TWILLEY ．．．．．Scuba Diver（EMI America） Somebody＂＂Im Back＂．．．Total：61．A－60，M－1，H－0
JIMMY BUFFETT ．．．Somewhere Over China（MCA） ＂Midnight＇＂Lipp＂ JAY FERGUSON 12－inch（45）
PAUL COLLINS BEATT．．．．．．．．．．．．．．Total： 39. ＂Highwal＂＂Cring＂． STEVIE NICKS ．．．．．．．．Bella Donna（Modern／Atco） ＂Edge＂＂Lace＂．．．．．．．．Total：36．A－0，M－24，H－12 ＂Cruisin＂＂Title ．．．．．．．Total 35．A－0，M－9，H－3，J－23 NOVO COMBO ．．．Novo Combo（Polydor／PolyGram）

CHUBBY CHECKER ＂Running＂＂Harder＂ FULL MOON ＂Eyes＂＂Phantom＂ Total：34．A－8，M－24，H－2 The Change Has Come（MCA）
Total：33．A－14，M－14，H－5 N．Larsen／B．Feiten（WB） Total：32．A－0，M－11，H－6，J－15 figurations thet hes received significant airplay but which has not gamered sufficient reports to chart on the National Airplay／40 listing． These records are listed in order of eirplay．They may be either still on

JAZZ ON AER
Lert Thin
FULL MOON ．．．．．．．N．Larsen／B．Feiten（WB） ＂Eyes＂＂Phantom＂＂Sierra＂＂Visitor＂ 22 AL DI MEOLA．Electric Rendezvous（Columbia） ＂Cruisin＇＂Title＂Ritmo＂ 3 JEAN－LUC PONTY．Mystical Adventures（Atl．） ＂As＂＂Hop＂＂Jig＂ ．．．Sleepwalk（WB） LARRY CARLTON ．．．．．．．T．Title＂Nite＂＂10：00＂ 5 MICHAEL FRANKS ．Objects Of Desire（WB）
6 G．WASHINGTON JR．Come Morning（Elektra）
87 DAN SIEGEL ．．．．．．．．．．．．．．．．．＇Rasis（Inner City）

WEATHER REPORT ．．．Weather．．．（ARC／Col．）
LEE RITENOUR Rio Musian
10 JOHN MCLAUGHLIN ．．．．Belo Horizonte（WB）
reports but did not chart this week on the National Airplay／40 listing This chart represents activity based on a combination of add，medium and hot reports，as well as special jazz programming．The alburn＇s
preferred aiplay cuts are listed；singles are in bold type．Artists in larger
type registered significent eirplay gains this week．

## REGIONAL AER ACTIVITY




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## OTojofs

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

## EDDY RAVEN

A Little Bit Crazy (Elektra)
On 61\% of reporting stations. National Summary: Up 17. Same 33, Down 0.

## Debut 45. <br> DOTTIE WEST

You're Not Easy To Forget (EMI/Liberty)
On 60\% of reporting stations. National Summary: Up 24, Same 27. Down 0 , Debuts 14, Adds 14. R\&R Chart: Debut 46.

## ALABAMA

## Mountain Music (RCA)

On 60\% of reporting stations. National Summary: Up 0, Same 2, Down 0, Debuts 0, Adds 76. A Most Added Record. R\&R Chart: Debut 47

## MOST ADDED .

## ALABAMA

Mountain Music (RCA) WILLIE NELSON
Always On My Mind (Columbia) STEVIE WARINER
Kansas City Lights (RCA)

## HOTTEST

OAK RIDGE BOYS
Bobbie Sue (MCA)
CONWAY TWITTY The Clown (Elektra) CHARLEY PRIDE Mountain Of Love (RCA MERLE HAGGARD

Big City (Epic)

## NEW \& ACTIVE

> Recent releases with alrpiay reported by at least 20 of our reporting stations are listed in order of their activity. The two numbers immediately following each seng titie indicate now many of our reporters are on the record this week and of those, how many added it this week. The rotational breakdowns which follow incicate how many stations have the song in the respective rotation and of those, how many added it into that particular rotation this week. in. dicates one of this weeks most Added new songs.

PETULA CLARK "Natural Love" (Scotti Bros./CBS) 73/11 National Summary: Up 24, Same 30, Down O, Debuts 8, Adds 11, WMZOFM, WBEU, WZZK-FM, WBAP, WMNI, FM 30-17. RER Chart: Debut 50 .


GARY MORRIS "Don't Look Back" (WB) 68/23
National Summary: Up 2, Same 33, Down 0, Debuts 10 , Adds 23 including WPOR-AM-FM, WNYR, KLVI, WCOS M, KHEY, WUIK-FM, WSLA, WCXI, KFGO, WDGY, KOMA, WIL-AM-FM. KBMY, KMAK, KCUB.
GENE WATSON "Speak Softly (You're Talking To My Heart)" (MCA) 58/29
National Summary: Up 5, Same 19, Down 0, Debuts 5, Adds 29 including WSEN-AM-FM, WBGW-FM, WCAW MEL TILLIS "It's A Long Way To Daytona" (Elektra) 57/22
National Summary: Up 8, Same 20, Down O, Debuts 7, Adds 22 including WVAM, WCAW, WPOR-AM-FM BRENDA LEE "From Levis To Calvin Klein Jeans" (MCA) 57/3
National Summary: Up 28, Seme 18, Down 1, Deburs 7, Adds 3, WFNC, WMNI, KRSY, WGNA-FM 35-30, WVAM 43-38, WPLO d-27, KOKE-AM-FM 4434, WSOC-FM 3934, WSIX-FM 15-14, KKYX 33.28, KRMD-AM-FM 37-25, WHBF 42-38, KFH 2418 .
$\checkmark$ WILLIE NELSON "Always On My Mind" (Columbia) 54/44
National Summarv: Up 2, Same 5, Down O, Debuts 3, Adds 44 including WBGW-FM, WIXY, WADR, WPLO, KPL RAY STEVENS 'Written Down In My Heart' (RCA) 54/5
National Summary: Up 19, Same 23, Down O, Debuts 7, Adds 5, WBEU, WFNC, WTHIFM, KFH, KLZ, WIXL-FM 1411, KOKE-AM-FM 48.
FAMILY BROWN "But It's Cheating" (RCA) 54/1
National Summary: Up 27, Same 21, Down 0, Debuts 5, Adds 1, WMNI, WBGW-FM 45-38, WIXL-FM 2018, KOKE-AM-FM $34-27$, WESC-AM-FM 37-30, WWOD 4437 , WSIX-FM 12-10, WIRK-FM 3929 , WXCL $26-20$, KFL, 1 AM-FM MOE BANDY "Someday Soon" (Col
MOE BANDY "Someday Soon" (Columbia) 53/24
National Summary: Up 5 , Same 18, Down 0, Debuts 6 , Adds 24 including WVAM, KHEY, WESC-AM-FM, WOIKRODNEY CROWELL "Victim Or A Fool" (WB) 52/7
National Summary: Up 15, Same 22, Down O, Debuts 8, Adds 7, WOKO, KLVI, WXBQ-FM, WOIK-FM, WCII, WIRK-FM, WAXX, KHEY $48-40$, WAMZ-FM 28-22, WSIX-FM 20-18, KKYX 45-38, WOYK-FM 2421, WFMS-FM 25-20, WXCL 2-37, KGA 39-34

STEVE WARINER "Kansas City Lights" (RCA) 49/38
National Summary: Up 2, Same 6, Down 0, Debuts 3, Adds 38 including WSEN-AM-FM, WIXY, WCOS-AM-FM WESC-AM-FM, WHOO, WMAQ WKKQ-AM-FM, WFMS-FM, WIL-AM-FM, KFDI-AM-FM KYTE, KCCY-FM, KSOPM, KEEN, KMPS-AM-FM
LOUISE MANDRELL "Around My Heart' (RCA) 49/11
National Summary: UP 9, Same 21, Down 0, Debuts 8, Adds 11, WPOR-AM-FM, KLVI, WXBQ-FM, WOIK-FM, WGEE, Nationel Summary: UP 9, Same 21 , Down 0, Debuts 8 , Adds 11 , WPOR-AM-FM, KLVI, WXBQ-FM, WOIK-FM, W
WITL-FM, KFH, KWJJ, KCKC, KEEN, KIGO, WIXL-FM $48-38$, WWOD $43-38, \mathrm{KEBC}$-FM $49-41$, KSOP-FM $45-39$. BOBBY GOLDSBORO "Lucy \& The Stranger" (WB/Curb) 43/7
National Summary: Up 9, Same 23, Down 0, Debuts 4, Adds 7 , WOKO, KIXZ, WBEU, WGEE, WHBF, KVOO, KLAC,
WIXL-FM 40-28, WNYR 27-22. WKSU-FM 4439, KRMD-AM-FM 47-33, WKKO-AM-FM 46 43, WFMS-FM 32-28, WXCL 4642.

## SICNIFICANT ACTION

## CALAMITY JANE "I've Just Seen A Face" (Columbia) 38/10

## National Surnmary: Up 1, Same 17, Down O, Deb KBMR, WKKO-AM-FM, KEBC-FM, KEED, KGA.

CINDY HURT "Don't Come Knockin' " (Churchill) $37 / 4$
Nationet Summary: Up 16, Same 13, Down 0, Debuts 4, Adds 4, WPOR-AM-FM, WM
KHEY $33-29$, KKYX $43-36$, KRMD-AM-FM 49-41, WTSO 39-35, KFDI-AM-FM 47-38
JENNIFER WARNES "Could It Be Love" (Arista) 33/2
National Summary: Up 16, Same 12, Down 1, Debuts 2, Adds 2, WVAM, WOAM, WIXL-FM 32-25, WPLO $30-24$, KOKE-AM-FM 47-42, WKSU-FM 2018, WNOE-AM 36-31, WKKQ-AM-FM 17-14, KUZZ 16-10, KUGR 94. JOHNNY RODRIGUEZ "Born With The Blues" (Epic) $32 / 2$ Nationel Summary: Up 12, Same 14, Down 0, Debuts 4, Adds 2, KWJJ, KGA. WGNA-FM 39-33, WIXL-FM $35-26$,
WADR 43-35, KHEY 46-39, KKYX 39-34, KRMD-AM-FM 41-29, KUZZ 47-44, KEEN $39-35$.


R.C. BANNON "Til Something Better Comes Along" (RCA) $32 / 2$

National Summan: Up 14, Same 15, Down 0, Deburts 1, Adds 2, WPOR-AM-FM, WAMZ-FM, KOKE-AM-FM 46-40 CEDAR CREEK "Took It Like A Man..." (Moonshine) $27 / 6$ National Summary: Up 5, Same 13, Down 0, Debut.. 3, Adds 6, WPLO, KKYX, WKMF, WITL-FM, WXCL, KMAK Nationel Summary: Up 5, Seme 13, Down 0, Debuts 3, Add
WVAM 39 32, KIXZ 40-35, KFDI-AM-FM 42-33, KEED 40-38.
ELVIS PRESLEY "There Goes My Everything" (RCA) 26/4
National Summary: Up 8, Seme 10, Down 0, Debuts 4, Adds 4, WADR, WESC-AM-FM, KKYX, WHBF, WIXL-FM 47-36. WKSJ-FM 37-34, WHOO o-28, KFGO 39-35, KEEN d-36, KCUB 35-32.
KIERAN KANE "I Feel It With You" (Elektra) 25/19
, , WMEE WXCL KEEN KMPG-AM-FM, KGA
LA COSTA TUCKER "Love Take It Easy On Me" (Elektra) 25/8
National Summar: Up 1, Seme 13, Down O, Deb
KVOO, KTOM, WIXL-FM 41-29 KNIX-FM d 39
BOBBY SMITH "And Then Some" (EMI/Liberty) 24/2
National Summany: Up 7, Seme 10, Down 0, Deburs 5, Adds 2, WKMF, WHBF, WVAM 49-42, WCAW 47-43, KXY 47-45, WLWI-FM 32-29, WSIX-FM 18-17, KKY 48 40, KRMD-AM-FM $50-39$.
JESSI COLTER "Holdin' On" (Capitol) 22/2
National Summary: Up 8, Seme 12, Down 0, Debuts 0, Adds 2, WAMZ-FM, KFH, WGNA-FM 38-36, WVAM $45-41$
WSEN-AM-FM 4441 , KYX $34-30$, WHOO $29-27$ WBCS $22-20$, WSEN-AM-FM 4441, KYXX 34-30, WHOO 29-27, WBCS 22-20
NARVEL FELTS "I'd Love You To Want Me" (Lobo) 19/6
National Summary: Up 0, Same 8, Down 1, Debuts 4, Adds 6 , WWVA, WPLO, WSOC-FM, WOIK-FM WNOE-AM
ROVERS "Pain In My Past" (Epic/Cleveland International) 18/9
ROVERS "Pain In My Past" (Epic/Cleveland International) 18/9

KEITH STEGALL "In Love With Loving You" (EMI America) 17/10
National Summan: Up 1, Same 5, DOWN O, Debuts 1, Adds 10, WGNA-FM, WVAM, WSEN-AM-FM, KLRA, KRMD BERTIE HIGGINS "Key Largo" (Kat Family/CBS) 16/3
National Summary: Up 5, Seme 6, Down O, Debuts 2, Adds 3, WWOD, WOKK, WIL-AM-FM, WSEN-AM-FM 35-28, KENNY DALE "Moanin" The Blues" (Funderburg) 16/1
KENNY DALE "Moanin' The Blues" (Fund erburg) 16/1
National Summery, Up 4, Seme 8, Down 0, Debuts 3, Adds 1, KIKK-FM, WGNA-FM 43
on, WBEU 40-33, KKYX 46-41, WIRK-FM on, KEBC-FM on KFDI-AM-FM on, KEED
TANYA TUCKER "Somebody Buy This Cowgirl A Beer" (MCA) 14/13
National Summerv: UP O, Same 0, Down 0, Debuts 1, Adds 13, WIXL-FM, WADR, KRRV, KIKK-FM, KKYX WIRK-FM KFGO, KEL-FM, KFDHAM-FM, KMAK, KUGR, KCCY-FM, KSOP-FM.
KAREN TAYLOR "Diamond In The Rough" (Mesa) 14/11
National Summary: Up 0, Same 3, Down 0, Debuts 0, Adds 11. WGNA-FM, WVAM, WIXL-FM, KHEY, KKYX, KBMR BOXCAR WILLIE "Bad News" (Main Street) 13/12
National Summary: Up 0, Same O, Down 0, Debuts 1, Adds 12, WAM, WIXL-FM, WYKR, WDAK, WIRK-FM, WTSO,

## THE



## COUNTRY CHECK LST

## CONWAY TWITTY

The Clown E-47302
From the Album Southern Comfort

## OHNNY LEE

Be There For Me Baby E-47301
From the Album
Bet Your Heart On Me
HANK WILLIAMS IR.
A Country Boy Can Survive E-47257
From the Album
The Pressure Is On
TOMPALL \& THE GLASER BROTHERS
It'll Be Her E-47405
From the Album
Lovin' Her Was Easier

## EDDY RAVEN

A Little Bit Crazy E-47413 From the Album Desperate Dreams

## MELTILLIS

It's A Long Way To Daytona E-47412 A
Always You, Always Me E-47412 B
From forthcoming album
It's A Long Way To Daytona

## LA COSTA TUCKER

Love, Take It Easy On Me E-47414

## MARIE OSMOND

I've Got a Bad Case Of You E-47430

## KIERAN KANE

I Feel It With You E-47415
From the Album
Kieran Kane

JOE SUN
Holed Up In Some Honky
Tonk E-47417
From the Album
I Ain't Honky Tonkin' No More

## ACKY WARD

Travelin' Man E-47424
From forthcoming album
Night After Night

## THE BELLAMY BROTHERS

For All The Wrong Reasons
E-47431

From forthcoming album When We Were Boys

## EDDIE RABBITT

I Don't Know Where To
Start E-47435
From the Album
Step By Step


K 1482 I:lektra/Asylum Records.
W. A Warner Communications Company


## HOT NETSS

RICKY SKAGGS has just been named "Best New Country Artist"
by the voting members of The Radio \& Records music poll. Congratulations, Ricky, this confirms what we have known for a long time.


Page 50

## Black Radio

## BREAKERS

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

## GEORGE BENSON

Never Give Up On A Good Thing (WB)
68\% of our reporters on it. Rotations: Heavy 5/0, Medium 17/0, Light 11/2, Extra Adds 5, Total Adds 7, WCIN, WDMT, WKND, WENN, WKXI, WJJS, WKWM. Heavy: WOOK, WHUR, WVEE, WHRK, WJMO. Debuts at number 23 on the Black Radio Chart.

## ATLANTIC STARR <br> Circles (A\&M)

$61 \%$ of our reporters on it. Rotations: Heavy 1/0, Medium 10/0, Light 16/4, Extra Adds 7, Total Adds 11, WXYV, WILD, WAOK, WVEE, WCIN, WDMT, KDKO, WENN, WOIC, WJMI, KJLH. Heavy: WHUR. Debuts at number 29 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 tite indicate how many of our reporters are on the record this weel and of those, how many added it this week. The rotational oreakdowns 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. In . the song in the respective rotation and of those,

QUINCY JONES feeturing JAMES INGRAM "One Hundred Ways" (AGM) 31/1 Rotations: Heavy $11 / 0$, Medium 8/0, Light $12 / 1$, Extre Adds 0 , Totel Adds 1 , KDIA. Heavy: WVIN, WEDR, WYLD.
FM, WJLB, KSOL, WATV, WENN, WVOL, WTOY, WTLC, KAEZ. Medium: WILD, WOOK, WVEE, WDIA, WHRK, WJJS, WOWI, KUKO. Remains at 21 on the Bleck Radio Chart
RENE \& ANGELA "Imaginary Playmates" (Capital) 30/1
Rotations: Heavy 2/0, Medium 2211, Light 6/0, Extra Adds 0. Totel Adds 1, WVOL. Heavy: WXYV, WJMO. Medium WAMO, WOOK, WHRK, WEDR, WYLD-FM, KDKO, KDAY, WSSJ, WKND, WATV, WENN, WOIC, WJMI, WKXI, KOKY WLOU WJJS, WBLX, WANT, WKWM, KUKO. Debuts at number 26 on the Black Radio Chert
AM-FM "You Are The One" (Daker/Brunswick) 29/3
Rotations: Heavy 10/0, Medium 7/0, Light 11/2, Extre Adds 1, Total Adds 3, wWRL, WJAX, WTMP. Heavy: WILD WTOY, WTLC, KDIA. Moves $28-25$ on the Black Radio Char.
CHOCOLATE MILK "Let's Go All The Wey" (RCA) 29/2
Rotations: Heavy 4/0, Medium 13/0, Light 10/0, Extre Adds 2, Totel Adds 2, WOIC, WKXI. Heavy: WAOK, WJLE KDKO, WJAX. Medium: WXY, WILD, WVEE, WHRK, WEDR, KDAY, WSS, WKND, WOWI, WTLC, WWWS KACE, KUKO. Debuts at number 30 on the Black Radio Chart.
O'BRYAN "The Gigolo" (Capitol) 28/2
Rotations: Heow, 8/0, Medium 8/0, Light 10/0, Extri Adds 2, Total Adds 2, WBMX, KOKY. Heevy, WDIA, WJLB, KDAY, WJMI, WKXI, WJAX, WPDO, KACE. Medium: WHRK, WJMO, KSOL WJS, WVOL WKWM, WWWS,
T-CONNECTION "A Little More Love" (Cepitol) 26/1
Rotations: Heaw 4/O, Medium 13/0, Light 8/O, Extre Adds 1, Total Adds 1, WTLC. Heaw: WEDR, WVON, WCIN,
WJAX. Medium: WXYV, WDAS, WOOK, WHUR, WAOK, WHRK, WYLD-FM, WGCI, WJMO, KOKY, WOWI, KAEZ, KUKO
MAZE featuring FRANKIE BEVERLY "We Need Love To Live" (Capitol) 25/1
Rotations: Heevy 20, Medium 17/0, Light 5/0, Extra Adds 1, Total Adds 1, WENN. Heavy: WWRL, WLOU Medium: WXYV, WOOK, WAOK, WHRK, WEDA, WYLDFM, W MANHATTANS "Honey, Honey" (Columbia) 24/3
Rotations: Heavy 3/0, Medium 101, Light 1011, Extra Adds 1, Total Adds 3, WILD, WHRK, WJLB. Heavy: WKND, BRANDI WELLS "Watch Out" (WMOT/CBS) 24/0
Rotations: Heaw 10/0, Medium 810, Light $6 / 0$, Extra Adds 0 , Total Adds 0 . Heavy, WWIN, WILD, WDAS, WAOK,
WEDR, WSS, WENN, WGIV, WOIC, WTOY. Medium: WOOK, WHUR, WJMO, WJAX, WBLX, WOWI, WDAO, WEDR, WSS. WENN, WGIV, WOIC, WTOY. M
WKWM. Moves $29-28$ on the Black Rodlo Chart
L. A. BOPPERS "Where Do The Bop Go?" (MCA) 23/7

Rotations: Heavy $0 / 0$, Medium $8 / 0$, Light $11 / 3$, Extra Adds 4, Total Adds 7 , WBMX, WCIN, WJMO, WENN, WPDO, WTLC, KDIA. Medium: WEDR, WGCI, KDKO, KDAY, WKND, Over" (Casablanca/PG) 23/3 Rotations: Heavy $2 / 0$, Medlum 120 , Light 7/1, Extre Adds 2, Totel Adds 3, WAOK, WAIL-FM, WKWM. Heaw:
WEDR, WWRL. Medium: WWIN, WXW, WHRK, WCIN, WJMO, KDKO, WJMI, WPDO, WOWI, WANT, WDAO, K.T.D. "April Love" (AGM) 23/3

Rotations: Heavy 3/0, Medium 14/1, Light 5/1, Extre Adds 1, Total Adds 3, WHRK, WWRL, KUKO. Heavy: WEDR WJLB, WWWS. M, Medium IN Light WiLD, WOOK, WHUR WAOK, KDKO, KDAY' WGIV KOKY WANT ACE, KJLH.

RICHARD "DIMPLES" FIELDS "If It Ain't One Thing..." (Boardwalk) 22/7 Rotations: Heaw 3/O, Medium 5/1, Light 10/2, Extra Adds 4, Total Adds 7 , WXYV, WAIL-FM, WGCI, WJMO, REN WOODS "Take Me To Heaven" (Elektra) 20/10
Rotetions: Heavy $1 / 0$, Medium $1 / 0$, Light $10 / 2$, Extre Adds 8 , Totel Adds
KOKY WOWII WDAO WTLC, WWWS. Heaw: KJLH. Medium: WENN.
ISLEY BROTHERS "Weicome To My Heart" (T-Neck/CBS) 20/2
Rotetions: Heavy 2/0, Medium 10/0, Light 711, Extra Adds 1, Totel Adds 2, WCIN, WTLC. Heavy: WVEE, WJMI. Medium: WXW, WAOK, WDIA, WSSJ, WWRL, WATV, WOIC, WDAO, KJLH, KDIA.
DUNN $\&$ BRUCE STREET "If You Come With Me"' (Devaki/Mirus) 20/2
Rotations: Heavy 2/0, Medium 11/0, Light 5/0, Extra Adds 2, Totel Adds 2, WYLD-FM, KUKQ. Heavy: WJMO

## SICNIFICANT ACTION

ANGELA BOFILL "Holdin' Out For Love" (Arista) $19 / 2$
Rotations: Heavy 1/0, Medium 8/0, Light 8/0, Extre Adds 2. Totel Adds 2, WBMX, WTLC. Heow: WVON. Medium:
BETTYE LAVETTE "Right In The Middle (Of Falling In Love)" (Motown) $19 / 2$ Rotetions: Heevy 1/0, Medium 9/0, Light 8/1, Extra Adds 1 , Total Adds 2, WBMX, WKWM. Heaw: KDAY. Medium
EVELYN KING "Spirit Of The Dancer" (RCA) 18/5
EVELYN KING "Spirit Of The Dancer" (RCA) $18 / 5$
Roterions: Heaw, 2jo, Medium 5/0, Light B/2, Extre Adds 3, Totel Adds 5 , wXYV, WAOK, WAIL-FM, WWRL, WTLC
Heaw: WDAO, KJLH. Medium: WEDR, WSSJ, WGIV, WOIC, WVOL.

# NATIONAE/AIRPLAY/30. 



## February 26, 1982

(1) STEVIE WONDER/That Girl (Tamla/Motown) SMOKEY ROBINSON/Tell Me Tomorrow (Tamla/Motown)

JUNIOR/Mama Used To Say (Mercury/PG)
WHISPERS/In The Raw (Solar/Elektra)
AURRA/Make Up Your Mind (Salsoul/RCA)
DIANA ROSS/Mirror, Mirror (RCA)
LAKESIDE/I Want To Hold Your Hand (Solar/Elektra) SISTER SLEDGE/My Guy (Cotillion/Atco) "D" TRAIN/You're The One For Me" (Prelude) SKYY/Call Me (Salsoul/RCA)
том том CLUB/Genius Of Love (Sire/WB)
EARTH, WIND \& FIRE/Wanna Be With You (ARC/Columbia)
LUTHER VANDROSS/Don't You Know That (Epic)
CHI-LITES/Hot On A Thing Called Love (20th/RCA)
PRINCE/Let's Work (WB)
JONES GIRLS/Nights Over Egypt (Phil. Int'1./CBS) GEORGE DUKE/Shine On (Epic)
BOBBY WOMACKIf You Think You're... (Beverly Glen)
KOOL \& THE GANG/Steppin' Out (De-Lite/PG)
XAVIER/Work That Sucker To Death (Liberty)
Q. JONES featuring J. INGRAM/One Hundred Ways

TIME/Cool (WB)
GEORGE BENSON/Never Give Up On A... (WB)
HALL \& OATES/I Can't Go For That (No Can Do) (RCA)
AM-FM/You Are The One (Dakar/Brunswick)
RENE \& ANGELA/Imaginary Playmates (Capitol) SUGAR HILL GANG/Apache (Sugar Hill) BRANDI WELLS/Watch Out (WMOT/CBS) New ATLANTIC STARR/Circles (A\&M)
CHOCOLATE MILK/Let's Go All The Way (RCA)
mis chart is based soiely on complied weekiv reports from our

ATLANTIC STARR (11)
REN WOODS (10)

## HOTTEST

STEVIE WONDER (40) TOM TOM CLUB (19) JUNIOR (17)

## GLADYS KNIGHT \& THE PIPS "Friend Of Mine" (Columbia) 18/2

Rotations: Heaw 2/0, Medium 8/0, Light 7/1, Extra Adds 1, Total Adds 2, WXYV, WJLB. Heaw: WBMX, WENN ZOOM "Love Seasons" (Polydor/PolyGram) $17 / 5$
Rotations: Heavy $2 / 0$, Medium 6/0, Light 6/2, Extra Adds 3, Total Adds 5, WILD, WEDR, WCIN, WENN, WLOU WHATNAUTS "Help Is On The Wey" (Herlem International) $17 / 3$
Rotations: Heavy $6 / 0$, Medium 4/0, Light 4/0, Extra Adds 3, Total Adds 3, WSSJ, WKND, WLOU. Heavy: WWIN COMMODORES "Why You Wanne Try Me" (Motown) 17/1
Rotations: Heav 1/0, Medium 10/0, Light 5//, Exere Adds 1, Total Adds 1 , KMJQ. Heaw: WWRL. Medium: WWIN. WAOK, WVEE, KSOL, WJMI, KOKY, WBLX, WTOY, WDAO, WTLC.
STARPOINT "Angel" (Chocolate City/PolyGram) $17 / 0$
Rotations: Heow 210, Medium 9/0, Light 6/0, Extr Adds 0, Total Adds 0 . Heavy: WATV, WDAO. Medium: WWIN WILD, WOOK, WHUR, WYLD-FM, WJMO, WGIV, WKWM, WWWS.
KOOL \& THE GANG "Get Down On It'" (De-Lite/PolyGram) 16/2
Rotations: Heaw $9 / 0$, Medium $3 / 0$, Light 4/2, Extre Adds 0 , Totel Adds 2, WILD, KOKY. H
JQ, WAIL-FM, WDMT, WBLX, WOWI, KAEZ, KACE. Medium: KMJM, KTFM, WTLC.
TOMORROW'S EDITION "U Turn Me On" (RFC/Atlantic) 15/4
TOMORROW'S EDITION "U Turn Me On" (RFC/Atlantic) 15/4 Rotations: Heavy O/O, Medium 7/0, Light 4/0, Extre Adds
WWIN, WDAS, WVEE, WEDR, KDKO, WWRL, WTLC.
GQ "Sad Girl" (Arista) 12/2
Rotations: Heavy $1 / 0$, Medium $5 / 0$, Light 8/1, Extre Adds 1, Totel Adds 2, wOOK, WAOK. Heaw: WVOL. Medium:
GRANDMASTER FLASH "It's Nasty (Genius Of Love)" (Sugar Hill) 15/0
Rotations: Heevy 7/0, Medium 7/0, Light 1/0, Extre Adds 0, Totel Adds 0 . Heevy: WWIN, WDIA, WAIL-FM, WDMT WATV, WJMI, KDIA. Medium: WDAS, KMJQ, WKXI, WPDO
Rotations: Heevy 1/0, Medium 4/0, Light 6/1, Extre Adds 2 Total Adds 3 WWIN, WOOK, WOWI. Heevy: WHUR
ADC BAND "Roll With The Punches" (Cotillion/Atco) $13 / 2$
ADC BAND "Roil With The Punches" Cotilions: Heevy 0/0, Medium 4/0, Light 7/0, Extre Adds 2. Totel Adds 2, WLOU, WWWS. Medium: WWIN, WDAS
WEDR, WTLC. "Who's Foolin' Who" (MCA) 13/1
Rotations: Heevy 2/0, Medium 4/0, Light 6/0, Extre Adds 1, Total Adds 1, WAOK. Heevy: WJLB, KDAY. Medium WAMO, WEDR, WJMI, KOKY.
SECRET WEAPON "Must Be The Music" (Prelude) $12 / 5$
Rotations: Heew 1/0, Medium 3/0, Light 3/0. Extre
Heaw: WTMP. Medium: WWIN, WVEE, WJLB.
CHUCK CISSEL \& MARVA KING "If I Had The Chance" (Arista) $12 / 2$
Rotations: Heevy 0/0, Medium 5/0, Light 8/1. Extre Adds 1, Totel Adds 2 WOOK, WOIC. Medium WAOK WCIN
STONE "Time" (West End) $12 / 0$
STONE "Time" (West End) 12/0
WHRK, WJAX.
Rotations: Heevy 0/0, Medium 1/0, Light $8 / 3$, Extre Adds 4, Total Adds 7 , WDAS, WVEE, WEDR, WYLD-FM, WCIN WWRL, WTLC. Medium: KACE.
CHARLES EARLAND "The Only One" (Columbia) 11/4
Rotations: Heavy 1/0, Medium 4/0, Light 6/4, Extra Adds 0 , Adds 4 , WXYV, wDAS WWRL, KDIA Heav: WOOK. Medium: WSSJ, WJAX, WTLC, KACE
WAR "You Got The Power" (RCA) 11/3
Rotations: Heaw 10, WHUR
J. GEILS BAND "Flamethrower" (EMI America) 11/2

Rotations: Heew
wJJS, wwws.

# Let "TONIGHT" By The FOUR TOPS Love You All Over! 



The New Hit Single:
"Tonight I'm Gonna Love You All Over" THE FOUR TOPS

Already All Over:

| WWRL | WAOK | WAMO | WANT | KYOK |
| :--- | :--- | :--- | :--- | :--- |
| WKND | KPRS | WAWA | WHRK | WDAO |
| WXYV | KCOH | WATV | KATZ | WCIN |
| WDIA | WAIL | WXKS | WVEE | WJMO |
| WJMI | WCHB | WWIN | WEDR | WENN |

## Black Radio Hottest

Stevie Wonder Skyy Tom Tom Club Lakeside

Stevie Wonder
Stevie Wonder Bobby Womack

SOUTH
MIDWEST
WEST

| MIDWEST | WEST |
| :---: | :---: |
| Stevie Wonder | Aurra <br> Stevie Wonder |
|  |  |

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


## CHR PARAIIEL ONE PLAYESTS



## "JUKE BOX HERO"



## THE THIRD SINGLE FROM FOREIGNER'S MULTI-PLATINUM LP,

WBEN-FM 20-14
WIFI deb 30
WCAU-FM add
96KX 22-19
B94 25-18
CKGM deb 26
19514
Q105 19-17
WLS-FM on
WGCL 6-6
Q102 19-17
WKTI on
KFI deb 28
KFRC add
XTRA on
KYYX on

KUBE add Q103 add WPHD 21-18 WRCK 12-9 WPST 26-22
WLAN-FM 30-27
Q106 27-24
WKRZ-FM 1-5
K104 2-2
WKEE 14-11
KINT add 24
KHFI add
KBFM 6-6
B97 22-18
WZYP add
Y103 deb 29

BJ105 29-20
WBBQ 17-15
KX104 14-12
WSKZ 10-9
WOKI 25-21
WJXQ 8
KEYN-FM 27-22
KZ93 1-3
Z104 6-5
WIKS 3-3
WOW add
KIDD add
KNBQ 3-5
FM103 10-7
KHYT 33-15
WACZ 1-1

WFBG 30-26
WOMP-FM 8-4
WCIR deb 29
Z102 6-4
WXLK 30-23
WGLF 23-20
KVOL 30-26
KELO 25-20
KKRC-FM 20-16
WRKR 23-19
WSPT 22-18
KRNA 6-6
99KG 13-11
KENI 3-3
KCBN 10-4
KOZE 5-6



PARALLLELS
Parallel I: Selected stations in major markets that are format dominant and/or exert a significant national influence. Parallel II: Selected stations in secondery markets that are format
dominant and/or exert a significant local or regional infiuence. This parallel may also contain some major market stations that do not qualify for parallel one stalus.
Parallel ill: Selected stations in smaller markets that are format dominant*
and/or exert a significant local influence. This parallel may contain some and/or exert a significant local influence. This parallet may contain
secondary market stations that do not qualify for parallel two status. Note: ( ${ }^{\circ}$ ) Format dominance is based on the Monday-Sunday, 6AM sent and possible future reporting stations are evaluated and updated twice annually.

EXAMPLE

| EXAMPLE |
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Page 60

R\&R/Friday, February 26, 1982



NEIL DIAMOND "On The Way To The Sky" (Columbia) 79/19 Moves: Up 33, Debuts 7, Same 20, Down 0, Adds 19 including WABC, PRO-FM, JB105, Q105, WCKX, KSLQ, SISTER SLEDGE "My Guy" (Cotillion/Atco) 77/12
Moves: Up 37, Debuts 10, Same 18, Down 0, Adds 12, WIFI, WDRQ, WVBF, WDRC-FM, Q106, WHBQ, WVIC WLOLFM, KOFM, WNAM, KRQ, WHEB, WJDX 1914, WGH 1-1, WGUY 148

DR. HOOK "Baby Makes Her Blue Jeans Talk" (Casablanca/PolyGram) 76/39 Moves: Up 2, Deburs 11, Same 24, Down 0, Adds 39 including WIFI, B104, Q105, KBEQ, WGCL, KFI, KEZR, PRISM "Don't Let Him Know" (Capitol) 74/6
Moves: Up 25, Debuts 7 , Same 36, Down 0, Adds 6, WIFI, KBEQ, WDRC-FM, KEEL, WGH, 99KG, WLS-FM 3423, TOMMY TUTONE "867-5309/Jenny" (Columbia) 69/5
Moves Up 26, Debuts 6, Same 32, Down O, Adds 5, WLS FM, WGCL, 99KG, KCBN, KATI, KEGL 5-4, KIQQ 7-6, Moves: Up 15, Debuts 5, Seme 16, Down 1, Adds 20 including KIMN, Q103, WHFM, 3WT, WKRZ-FM, WZYP, KOFM, KSKD, WZYQ, WCGQ, WXLK, Q102, WTRU, WAZY-FM, KCBN.
BUCKNER \& GARCIA "Pac-Man Fever" (Columbia) 57/1
Moves: Up 20, Debuts 4, Same 20, Down 12, Adds 1, KUBE, WXKSFM 15-12, JB105 10-11, CFTR 31-25, WLS 3011, KRLA 64, XTRA 1-1, WRCK 30-25, KEEL 23-18, BJ105 8-7, KIKK 34-25, WHOT 5-3, KYNO-FM 16-1, WFBG SKYY "Cell
SKYY "Call Me" (Salsoul/RCA) $52 / 0$
Moves: Up 28, Debuts 5, Seme 14, Down 5, Adds 0, JB105 32-26, WPGC 20-18, O105 18-15, KRLA 3-2, KFI 5-3, WDRC-FM 20-15, KZFM 20-16, B97 13-11, WDOO 10-5, KX104 24-18, WCSC 27-23, KIDD 14-10, KCPX 37-31
Z102 13-7.

## SICNIFICANT ACTION

SMOKEY ROBINSON "Tell Me Tomorrow" (Tamla/Motown) 47/9 Moves: Up 23, Debuts 1, Seme 14, Down 0, Adds 9, B104, CKLW, KSLQ, KEZR, WKRZ-FM, CK101, WOKI, KOFM KRQ, B94 2421, KALA 24-12, KFI 23-15, WCAO 16-13, WTIC-FM 19-16, KGGI $4-1$.
IRENE CARA "Anyone Can See" (Network/Elektra-Asylum) 43/14
Moves: Up 10, Debuts O, Seme 18, Down 1, Adds 14, WIFI, B94, WDRQ, WHFM, KXX106, G100, WAXY, Y103,
WDOQ KNBO, WFOX, WISE, KILE WCIL-FM
STEVIE WOODS "Just Can't Win 'Em All" (Cotillion/Atco) $41 / 5$
Moves: Up 20, Debuts 5, Same 10, Down 1, Adds 5, WCAO, WVBF. V100, WMAK-FM, KJ100, KINT 24 21, CK101
26-21, WZZR 24-21, WVIC 29-25, KKXX 25-22, KSKD 32-27, WJBO 12-6, WOMP-FM.24-19, 95SGF 24-19, KYYA
30-28.
ANNE MURRAY "Another Sleepless Night" (Capitol) 39/7
Moves: UP 15, Debuts 2, Seme 15, Down O. Adds 7, KBEQ, KIQQ, WCAO, WCSC, KSTT, WJBQ, KILE, WVBF MECO "Pop Goes The Movies Pert I" (Arista) 3717
Moves: Up 16, Debuts 2, Seme 12, Down 0, Adds 7, K104, BJ105, WMAK-FM, KJRB, 95XIL, WGLF, KILE, WBEN
FM 13-10, JB105 30-27, CKLW 30-24, WFBR $24-20$, WSGN 27-22 WAAY 20-11, KOFM 23 BARBRA STREISAND "Memory" (Columbia) 36/13
Moves: Up B, Debuts 5, Same 10, Down 0, Adds 13, WXKS-FM; PRO-FM, KIQQ, WVBF, KZFM, KEEL, WCSC KCPX, WVBF, KILE, KVOL, KFYR, KSLY, JB105 31-28, KENI 36-29.
SNEAKER "Don't Let Me In" (Handshake/CBS) 31/9
Moves: Up 1, Debuts 4, Seme 17, Down O, Adds 9, KZFM, WDOQ, WMAK-FM, KNBO, KCPX, KSEL-FM, WSPT KCBN, KBEO d-28, KEZR on, B100 d-25, WRCK on, WRVO 25-17, WXLK d-29.
GEORGE DUKE "Shine On" (Epic) 31/8
Moves: Up 7, Debuts O, Seme 16, Down O, Adds 8, WDRQ, KEARTH, KFI, KIDD, KGGI, KILE, KDZA, KATI, KC101 GEORGE BENSON "Never Give Up On A Good Thing" (WB) 30/8
Moves: Up 8, Debuts 5, Seme 9, Down 0, Adds 8, CK101, WHBQ, WMAK-FM, WNOX, WJBQ. Q104, WFOX WXLK, WXKS-FM 28-18, KIQQ on, WCSC 23-20, KGGI વ-26, WLAM 29-26, WIGY 28-25, WFLB 33-27. HUMAN LEAGUE "Don't You Want Me" (A\&M) 26/10
Moves: UP 2, Debuts 4, Seme 10, Down O, Adds 10 , WPST, KLPQ, BJ105, WOKI, KJRB, KBBK, WXLK, KKOV CONDUCTOR "Voice On The Radio" (Montage/Capitol) 25/1
Moves: Up 7, Debuts 3, Seme 14, Down 0, Adds 1, CFTR, CHUM On, K104 22-19, KROK on-dp, WOKI on, WVIC SURVIVOR "Summer Nights" (Scotti Bros./CBS) 21/5
Moves: Up 2, Deburs 5, Seme 9, Down O, Adds 5, WGCL, KIOQ, KLPO, KIDD, Q101, WIFI on, WLS d-34, KFI on
3WT 34-28. WJXO 28-26, KZ93 on, WZYQ On, WGLF on, WTRU d-28, KFMZ 3WT 34-28, WJXO 28-26, KZ93 on, WZYO on, WGLF on. WTRU o-28, KFMZ d-25.
EARTH, WIND \& FIRE "Wanna Be With You' (ARC/Columbia) 20/1
Moves: Up 7 . Debuts 0 , Same 10, Down 2 , Adds 1, WCAUFM, K104 36-33, KEEL on, WJDX $30-26$, KIDD on, KGG
$27-19$, WJBO on, WGUY 1a9, WCIR $18-12$, 95xil on, 95SGF on, WFOX T.G. SHEPPARD "Only One You" (WB/Curb) 20/0

Moves Up 10, Debuts 0, Seme 8, Down 2, Adds O, KBEO on-dp, KIOQ on, KFMK 30-29, WSGN 24-20, G100 on W5SGF on, KVOL 15-14 30-28, BJ105 32-29, WHBQ 11-10, WOKI 28-24, WNOX 17-13, WZZR 27-26, KOFM 24-20

KOOL $\&$ THE GANG "Get Down On It" (De-Lite/PolyGram) 19/11
Moves: Up 4, Debuts 4, Same O, Down 0, Adds 11, Z93, KIOQ. KFRC, WFMF, WZYP, WBBQ, WSEZ, WGUY ,
SOFT CELL "Tainted Love" (Sire/WB) 19/4
Moves: UD 5, Debuts 0, Seme 6, Down 4, Adds 4, WCAU-FM, WLS, WLSFM, KFMZ, CKGM 1-1, CKLW on INO VANNELL ' WKA
GINO VANNELLI 'The Longer You Wait' (Arista) 19/3
Moves: Up 3, Debuts 4, Seme 9, Down 0, Adds 3, 3WT, KEEL, WISE, CFTR on, 940 on, KBEQ $\alpha-27$, KZZP $\alpha-29$ NOVO COMBO "Tattoo" (Polydor/PolyGram) 18/1
Moves: Up 6, Debuts 3, Seme 8, Down O, Adds 1, WBLI, KZFM d-29, WOKI on, WJXO 25-21, WIKS 15-14, WKOO
an, KCPX ot-39, WJBO 32-29, WOMP-FM d-32, KVOL on, KELO 33-29, KKLS on KRNA 17-15, KFM 19
BRYAN ADAMS "Lonely Nights" (A\&M) $17 / 5$
Movess Up 3. Debuts 1, Seme 8, Down 0, Adds 5, WPHD, WRVQ, WIKS, KKOV, KSEL-FM, KEGL -28, WLS-FM n, WPST 29-25, KLPQ on, WJXQ 27-25, WJBQ on, WFBG on, WZYO On, KFMZ 23-22, KOZE on CHUBBY CHECKER "Running" (MCA) $17 / 2$
Moves: Up 6, Deburs 2, Seme 7. Down O, Adds 2, WPST, KDZA, Q107 on, KEGL 28-23, KBEQ 30-26, KRLA on on, KCBN on.
COMMODORES "Why You Wanna Try Me" (Motown) $17 / 0$
Moves: Up 8, Debuts 1, Seme 8, Down O, Adds 0, WBEN-FM $31-30$, WCKX 31-29, KIOQ $29-27$, K 104 29-26, KHFI
on, KBFM on, CK101 35-27, KKXX 22-18, KIDD on, 95XIL 36-35, WFOX on-dp, WFLB 26-22, WRKR on, WCIL-FM on, $\mathrm{k}-31$.
ROBERTA FLACK "Making Love" (Atlantic) 15/6
Moves: Up 1, Deburs O. Same 8, Down 0, Adds 6, KFI, KIOQ, WTIC-FM, BU105, KRQ, 95XIL, KEARTH on, WCAO Moves: Up 1. Debuts 0, Seme 8, Down O, Adds 6, KFI, KIOO, WFIC-FM, BU105, K
on, WFBR on, KC101 30-27, K104 on, WCSC on, WCIR on, WFOX on, KVOL on.
FRED PARRIS \& THE FIVE SATINS "Medley" (Elektra) 15/5
Moves: Up 3, Debuts 1, SAme 6, Down O, Adds 5, WKRZ-FM, KFMK, WDOQ, WAKY, WFLE, 940 on, WTRY on 92FLY on, WTIC-FM 29-23, WDRC-FM d30, KC101 22-18, Q106 on, WSGN 29-23, WTSN on, WRKR on. GLASS MOON "On A Carousel" (Radio/Atlantic) 14/9
Moves: Up O, Debuts 1, Same 4, Down O, Adds 9, KFI, WRCK, WBCY, WGH, WNAM, KHYT, WJBQ, WFEA SUGAR HILL GANG "Apeche" (Suger Hill) 13/1
Moves: Up 5, Debs 3, SaT KYN

## SICNIFICANT ACTION

## MICHEAL SMOTHERMAN "Do I Ever Cross Your Mind?" (Epic) $27 / 7$

Rotations: Heaw, $0 / 0$, Medium 14/2, Light 13/5, Exitra Adds O. Totel Adds 7, WARM98, KFMB, WWYZ, WHAM
KOLE, KOB, KSEL. Medium: WBEN, WLTA, WCCO, WGY, WGAC, WDEF, WMAZ, WHBC, KSL, WSKY, WJON GEORGE BENSON "Never Give Up On A Good Thing" (WB) 26/7
Rotations: Heaw 0/0, Medium 20/5, Light 5/1. Extre Adds 1, Totel Adds 7, WTFM, WRIE, WBT, KKUA, KSL
WNEU, KFQD. Medium: WLTA, KEX, WGAC, WMAZ, WRVR, WFMK, KKRD, KBOI, KUGN WCHV, WIMA WORG, KFOR WJON KBOZ

## ROBERTA FLACK "Making Love" (Atlantic) 25/17

 WCCO, KEX, KEY103, WSLI, WHBY,
Medium: WASH WRIE, WOUE WJON

WILLIE NELSON "Always On My Mind" (Columbia) 24/12
Rotations: Heow O/O, Medium 1311 , Light 77 , Extra Adds 4, Total Adds 12 , KPIZ, WELI, WSLI, WOKV WQUE, KRMG, KKAD, WORG, WSGW, KFQD, KADE, KRKK. Medium: WLTA, WSB, KMBZ, KEX, WGAC
$\downarrow$ FRED PARRIS \& THE FIVE SATINS "Medley" (Elektra) $24 / 11$
Rotations: Heaw 1/0, Medium 12/4, Light 11/7, Extre Adds 0, Total Adds 11 , WIP, KDKA, KMEZ, WCCO
C, WSBA, WHIO, WIBA, WGIR, WNEU, WORG. Heaw, WNAB. Medium: WSB WTiC WWYZ WEL, WGY WBT WDEF, WMAZ
MIKE POST 'Theme From 'Magnum P.I.' "' (Elektra) 22/9
Rotations: Heavy 1/0, Medium 4/1, Light $15 / 6$, Extre Adds 2, Totel Adds 9 , WELI, WGAC, WSLI, WQUE, WHBY
KRMG, WKBN KSEL, WDAY. Heavi KKUA Medium WBEN KSL KRKK. CHILLIWACK "I Believe" (Millennium/RCA) 22/6
Rotations: Heavy 5/0, Medium, 10/3, Light 6/2, Extra Adds 1. Total Adds 6, WIP, WOWO, K108, WLVA, WFIR SMOKEY ROBINSON "Tell Me Tomorrow" (Tamla/Motown) '19/1 Rotations: Heavy 20, Medium 10/0, Light 7/1, Extra Adds 0, Totel Adds 1, WTAE. Heaw: WRI WROR, WTFM, WLTA, KEX, KEY103, KBOI, WKZE-FM, KSEL, WORG, KFQD.
CRYSTAL GAYLE "You Never Gave Up On Me" (Columbia) $17 / 3$
Rotations: Heavy 3/0, Medium 12/2, Light 1/0, Extra Adds 1, Total Adds 3, KRMG, KBOI, KFQD. He日vy: WLTA
AL JARREAU "Teach Me TOnight" (WB) 16/12
AL JARREAU "Teach Me Tonight" (WB) 16/12
Rotations: Heew 1/0, Medium 9/6, Light 3/3, Extra Adds 3, Totel Adds 12, KULF, 97AIA, KMBZ, WCCO
KEX, WELI, WSBA, WDEF, WHBY, KKUA. WJON, KBOZ. Heaw: WSKY. Medium: WBT, WAKR, KCRG. ANGELA BOFILL "Holdin' Out For Love" (Arista) 16/4
Rotations: Hew 1/0, Medium 7/1, Light 7/2, Extra Adds 1, Totel Adds 4, WCCO, WHBC, KKUA, KFQD. Heav BILL LaBOUNTY "Livin' It Up" (WB) Curb 15/8
Rotations: Heaw O/, Medium 6/2, Light 9/6, Extra Adds 0, Total Adds 8, WLTA, WARM98, KMBZ, WCCO,
WGAC, WBT, WHBC, WCHV. Medium: WMAZ, KUGN, WSKY, WDAY. CHARLEY PRIDE "Mountain Of Love" (RCA) 15/2
Rotations: Heav, 511, Medium 7/1, Light 3/0, Extra Adds 0, Total Adds 2, KRNT, KRMG. Heavy: WOKV, WRVA
KOB, KSL. Medium: KMBZ, KEX, WBT. WIS, WMAZ, WHIO SNEAKER "Don't Let Me In" (Handshake/CBS) 14/4
Rotations: Heaw, 1/0, Medium 8/2, Light 5/2, Extra Adds 0. Total Adds 4, KOLE, WSLI, KBOI, KSEL Heaw: KWAV PETULA CLARK "Natural Love" (Scotti Bros./CBS) $12 / 3$
PETULA CLARK "Natural Love" (Scotti Bros./CBS) $12 / 3$
Rotations: Heaw $1 / 0$, Medium $3 / 1$, Light $8 / 2$, Extra Adds 0, Total Adds 3, WCCO, WCTC, WMAZ. Heaw: KULF Motaium: WHIO, WKBN.
Rotations: Ha日V, 1/0, Modium 4/2, Light 4/3, Extra Adds 2, Total Adds 7, WCCO, WSBA, WOKV, WHBC, WHIO
BOYS BAND "Please Don't Stop Me Baby (I'm On Fire)" (Elektra) 11/1
Rotations: Heavy 0/0, Medium 4/0, Light 7/1, Extre Adds 0 , Totel Adds 1, wwYZ. Medium: KEX, WMAZ, WSKY
LE ROUX "Nobody Said It Was Easy" (RCA) 10/4
Wotions: Heavy WO, Medium 411, Light 5/2, Extra Adds 1, Total Adds 4, WTFM,
WAP, KWAV WCHV.
CAPRIS "Morse Code Of Love" (Ambient Sound/Epic) 6/3
Rotations: Heavy 0/0, Medium 2/1, Light 3/1, Extra Adds 1, Totel Adds 3, WSBA, WG
BOBEY VINTON "She Will Survive" (Tapestry) 6/1
HGY
CHARLENE "I've Never Been To Me" (Motown) 5/4
DAN SEA
Rotations: Heavy $0 / 0$, Medium $0 / 0$, Light $5 / 3$, Extra Adds 0 , Totel Adds 3, WCCO, WDAY, KRKK. HUEY LEWIS AND THE NEWS "Do You Believe In Love" (Chryselis) 5/1 Rotations: Heavy 0/0, Medium 4/1, Light 1/0, Extre Adds 0, Totel Adds 1, WOWO. Medium: WFMK, KWAV

## CHR

## SICNIFICANT ACTION

BOYS BAND "Please Don't Stop Me Baby (I'm On Fire)" (Elektra) 13/1
Moves: Up 2, Debuts 3, Same 7, Down 0, Adds 1, WAEB, KIQQ on, K104, WAAY o-28, WCSC on, KRAV $19-18$ WLAM JOHN DENVER "Shanghai Breezes" (RCA) 12/9 Moves: Up O, Debuts 1 , Seme 2, Down 0, Adds 9, WCAO, KZFM, KINT, WAAY, WAYS, WZZR, KOFM, KVOL,
KSLY, WFBR on, WGH On, WVIC a-40. DWIGHT TWILLEY" "Somebody To Love" (EMI America) 12/7
Moves: Up 0, Debuts 0, Same 5, Down 0, Adds 7, KINT, WCSC, KBBK, KCPX, WSPT, KRNA, KFMZ, WSSX on BONNIE RAITT "Keep This Heart In Mind" (WB) $12 / 4$ Moves: Up 4, Debuts 0, Same 4, Down 0, Adds 4, WAAY, WOKI, KGGI, WIGY, KEZR on, WPST 35-31, WKRZ-FM Moves: Up 4, Debuts 0, Same 4, Down 0, Adds 4, WAAY, WOKI, KG
on, WCSC 30-25. WJXQ 30-28, Q104 32-30, 95SGF on, KRNA on.

ALDO NOVA "Fentasy" (Epic) 11/7
Moves: Up 0, Debuts 1, Same 3, Down 0, Adds 7, CFTR, KEGL, WRCK, 3WT, KYYA, KOZE, WPHD d-30, WSSX
on, FM1 03 on, KSEL-FM on. "Make It Last" (Boardwalk) $11 / 4$
CHRIS CHRISTIAN "Mos:
Moves: Up 0, Debuts 2, Same 5, Down 0, Adds 4, WJBQ, WFOX, WFLB, KENI, KZFM on, KINT a-36, WGH on, TRIUMPH "Say Goodbye" (RCA) 11/1
Moves: Up 1. Debuts 1, Same 7, Down 1, Adds 1, WRVO. WLS-FM on, KINT d-35, WJXQ 26-24, KBBK on, WZYO

CHARLENE "I've Never Been To Me" (Motown) 10/7
Moves: Uo 2, Debuts 0, Same 1. Down 0. Adds 7, WPGC, 293, 940. WAAY, CK101, WBBa. WGLF, Q105 7-3,
TOM TOM CLUB "Genius Of Love" (Sire/WB) 10/5
Moves: Up 1. Debuts 1, Seme 2, Down 1, Adds 5, KRLA, WBBQ, WGUY Z102, WCIL-FM, KIQO 34.32, 95sGF on
WRKR $\alpha-35$.
MARTIN BRILEY "I Don't Feel Better" (Mercury/Poly Gram) 10/2
Moves: Up 1, Debuts 3, Serne 4. Down O, Adds 2, WJSQ. Whe
on-dp: WACZ d-30, WRKR d-36, WCIL-FM on. KFMZ d-24.

## POLYGRAM'S GOT A NEW HOOK



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\begin{aligned}
& \text { "BABY METRES HER } \\
& \text { BTUE JEANS LATK" }
\end{aligned}
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SECOND WEEK OUT! ONE OF THE "MOST ADDED" IN CFR


## Contemporary Hit Radio NATIONAEAIRPLAY/30.


 JOURNEY/Open Arms (Columbia) STEVIE WONDER/That Girl (Tamla/Motown) AIR SUPPLY/Sweet Dreams (Arista)
DAN FOGELBERG/Leader Of The Band (Full Moon/Epic) KENNY ROGERS/Through The Years (Liberty) LITTLE RIVER BAND/Take It Easy On Me (Capitol) DIANA ROSS/Mirror, Mirror (RCA)
D. HALL \& J. OATES/I Can't Go For That (No Can Do) (RCA) SHEENA EASTON/You Could Have Been With Me (EMI America) ROD STEWART/Tonight I'm Yours (Don't Hurt Me) (WB) POLICE/Spirits in The Material World (AEM) POINTER SISTERS/Should I Do It (Planet/Elektra-Asylum) ALABAMA/Love In The First Degree (RCA) BERTIE HIGGINS/Key Largo (Kat Family/CBS) J. GEILS BAND/Centerfold (EMI America) JOAN JETT \& BLACKHEARTS// Love Rock ' $N$ Roll (Boardwalk) CLIFF RICHARD/Daddy's Home (EMI America) OLIVIA NEWTON-JOHN/Make A Move On Me (MCA) GO-GO'S/We Got The Beat (IRS/AEM) HUEY LEWIS AND THE NEWS/Do You Believe In Love (Chrysalis) CARS/Shake it Up (Elektra)
VANGELIS/Chariots Of Fire (Polydor/PolyGram)
PAUL DAVIS/Cool Night (Arista)
CHILLIWACK/I Believe (Millennium/RCA)
BOB \& DOUG MCKENZIE/Take Off (Mercury/PolyGram)
J. GEILS BAND/Freeze Frame (EMI America) GENESIS/Abacab (Atiantic)
STEVIE NICKS/Edge Of Seventeen (Modern/Atco) LE ROUX/Nobody Said It Was Easy (Lookin' For The Lights) (RCA) OAK RIDGE BOYS/Bobbie Sue (MCA)

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21
96
15108
KENNY ROGERS/Through The Years (Liberty)
bERTIE HIGGINS/Key Largo (Kat Family/CBS)
JOURNEY/Open Arms (Columbia)
SHEENA EASTON/You Could Have Been With Me (EMI America)
BARRY MANILOW/Somewhere Down The Road (Arista) AIR SUPPLY/Sweet Dreams (Arista)
ALABAMA/Love In The First Degree (RCA)
CLIFF RICHARD/Daddy's Home (EMI America)
a. JONES featuring J. INGRAM/One Hundred Ways (AEM)

LITTLE RIVER BAND/Take It Easy On Me (Capitol)
DAN FOGELBERG/Leader Of The Band (Full Moon/Epic)
ABBA/When All is Said And Done (Atlantic)
VANGELIS/Chariots Of Fire (Polydor/PolyGram)
NEIL DIAMOND/On The Way To The Sky (Columbia)
SISTER SLEDGE/My Guy (Cotillion/Atco)
ANNE MURRAY/Another Sleepless Night (Capitol)
STEVIE WOODS/Just Can't Win 'Em All (Cotillion/Atco)
billey Joevishe's Got A Way (Columbia)
BILLY JOELShe's Got A Way (Columbia)
STEVIE WONDER/That Girl (Tamla/Motown)
PAUL DAVIS/Cool Night (Arista)
LARRY CARLTON/Sleepwalk (WB)
D. HALL \& J. OATES// Can't Got For That (No Can Do) (RCA)

OAK RIDGE BOYS/Bobbie Sue (MCA)
OAK RIDGE BOYS/Bobbie Sue (MCA)
T.G. SHEPPARD/Only One You (WB/Curb)
OLIVIA NEWTON-JOHN/Make A Move On Me (MCA) MECO/Pop Goes The Movies Part I (Arista)
POINTER SISTERS/Should I Do It (Planet/Elektra-Asyium) RUPERT HOLMES/The End (Elektra)
BARBRA STREISAND/Memory (Columbia)
BARBRA STREISAND/Memory (Columbia)
JENNIFER WARNES/Could it Be Love (Arista)

| RICK SPRINGFIELD (85) PAUL DAVIS " '65" (61) DR. HOOK (39) | STEVIE NICKS (35) GREG GUIDRY (34) LE ROUX (27) | $\begin{aligned} & \text { MOST } \\ & \text { ADDED } \end{aligned}$ | JOHN DENVER (36) PAUL DAVIS (33) ROBERTA FLACK (17) | LARRY CARLTON (16) BARBRA STREISAND (16) |
| :---: | :---: | :---: | :---: | :---: |
| JOURNEY (162) STEVIE WONDER (92) JOAN JETT (86) | BERTIE HIGGINS (47) AIR SUPPLY (47) OLIVIA NEWTON-JOHN (46) | HOTTEST | BERTIE HIGGINS (70) JOURNEY (56) KENNY ROGERS (56) | CLIFF RICHARD (35) AIR SUPPLY (31) DAN FOGELBERG (30) |

## STEVIE NICKS Edge Of Seventeen (Modern/Atco)

63\% of our reporters on it. Moves: Up 43, Debuts 29, Same 26, Down 1, Adds 35 including JB105, Z93, KBEQ, WZZP, WGCL, KFRC, KEZR, KYYX, WAEB, WFMF, WBBQ, WMEE, KNBQ, KOWB, KSLY. See Parallels, debuts at number 28 on CHR chart.

## LE ROUX

## Nobody Said It Was Easy

 (Lookin' For The Lights) (RCA)$60 \%$ of our reporters on it. Moves: Up 35, Debuts 24, Same 42. Down 0, Adds 27 including WXKS-FM, WGCL, KRLA, KOPA, WHFM, KC101, KHFI, WJDX, WSEZ, WGBF, KJRB, K96, KHYT, WGUY, Z102. See Parallels, debuts at number 29 on CHR chart.

## OAK RIDGE BOYS <br> Bobbie Sue (MCA)

$56 \%$ of our reporters on it. Moves: Up 74, Debuts 8, Same 24, Down 4, Adds 10, WCAU-FM, KRLA, KEZR, WGH, KJ100, WGBF, FM102, WIGY, Q104, KSLY. See Parallels, debuts at number 30 on CHR chart.

## (1239) NEW \& ACTIVE

ABBA "When All is Said And Done" (Atlantic) 111/8 Moves: Up 56, Debuts 9, Same 34, Down 4, Adds 8, WCAU-FM, WZZP, WZUU, WBLI, FM100, KJ100, KEYNFM,
WGBF, B104 18-13, Z93 29-25, Q103 23-19, WAEB 16-9, KZFM 12-6, WDOO 20-15, KRO 21-16, WFLB $18-13$. QUINCY JONES featuring JAMES INGRAM "One Hundred Ways" (A\&M) 106/14 Moves: Up 56, Debuts 11, Same 23, Down 2, Adds 14, WNBC, WIFI, WPGC, KBEO, WZUU, WBBF, WLANFM, WHHY-FM, WNOX, WGH, KRAV, WKDO, KOKO, KCPX, KGGI 2417.

PAUL DAVIS "' '65 Love Affair' (Arista) 99/61
Moves: Up 6, Debuts 12 , Same 20, Down 0, Adds 61 including WBEN-FM, KBEQ, WGCL, KEZR, KYYX,
KIMN, KOPA, Q106, FM 100 , KQKa, KBBK, WIGY, Z102, KKLS, KOZE.
QUARTERFLASH "Find Another Fool" (Geffen/WB) 98/20
Moves: Up 41, Debuts 18, Same 19, Down O, Adds 20 including WBEN-FM, WX
KCX106, WMEE, KYNO-FM, FM103, KHYT, WFEA, WISE, KQIZ-FM, WAZY-FM.
SAMMY HAGAR "I'll Fall In Love Agein" (Geffen/WB) 97/9
Moves: Up 37, Debuts 10, Same 39, Down 2, Adds 9, KIOQ, KZZP, K104, KZFM, KLPQ, WGH, KRO, WGUY Moves: Up 37, Debuts 1, Same 39, Down 2, Adds 9, KIO, KZZP. K104, KZFM, KLPO,
95XIL. WLS 38-30, WZYP 23-18, WRVO 26-22, WIKS 1410, WCIL-FM 32-24, KCBN 16-11. FOREIGNER "Juke Box Hero" (Atlantic) 96/9
Moves: Up 38, Debuts 5, Same 33, Down 11, Add's 9 , WCAU FM, KFRC, KUBE, Q103, KINT, KHFI, WZYP, WOW, KIDD, WBEN-FM 20-14, B94 25-18, WRCK 12-9, BJ105 29-20, KEYN-FM 27-22, FM103 10

RICK SPRINGFIELD "Don't Talk To Strangers" (RCA) $91 / 85$
Moves: Up 0, Debuts 2, Same 4, Down 0, Adds 85 incluc WBEN-FM, WIFI, B94, WPGC, Z93, 940, KBEO, VAN HALEN "(Oh) Pretty Women"
VAN HALEN "(Oh) Pretty Woman" (WB) 83/9
Moves: Up 36, Debuts 17, Seme 21, Down 0, Adds 9, Q102, KINT, WACZ, WCIR, 95SGF, KDVW,
KENI, KATI, KOZE, WBEN-FM 35-11, CHUM 147, KEGL 22-16, KRLA 139, Z104 16-10, FM103 KENI,
19.15

GREG GUIDRY "Goin' Down" (Badland/Columbia) 80/34
Moves: Up 11, Debuts 10, Seme 25, Down 0, Adds 34 including WBEN-FM, WG
resic
Pack
Moves: Up 11, Debuts 10 , Same 25 , Down O, Adds 34 including WBEN-FM, WGGCL, WKEE, Y103, WSKZ, WBCY, WNAM, KRQ, WGUY, WISE, WSPT, G9KG, KDZA.

## RUPERT HOLMES

## The End (Elektra)

$58 \%$ of our reporters on it. Rotations: Heavy 4/0, Medium 36/3, Light 32/6, Extra Adds 1, Total Adds 10, 97AIA, KPPL, KFMB, KPLZ, WSBA, WAFB, WFMK, WOHO, KRMG, KADE. Debuts at number 28 on $A / C$ chart.

## MECO

## Pop Goes The Movies Part I (Arista)

58\% of our reporters on it. Rotations: Heavy 10/0, Medium 41/1. Light 20/5, Extra Adds 2, Total Adds 8, KPLZ, WRIE, WHAM, WRVR, SM95, WOHO, KPAT, WBOW. Moves 30-26 on A/C chart.

## OLIVIA NEWTON-JOHN <br> Make A Move On Me (MCA)

57\% of our reporters on it. Rotations: Heavy 12/0, Medium 46/6, Light 11/4, Extra Adds 2, Total Adds 12, KING, WRIE, WRVR, WTVN, WOWO, WQUA, WKBN, KMJJ, K108, WLEQ, WSGW, KMED. Debuts at number 25 on A/C chart.

## NEW \& ACTIVE

### 25.49

POINTER SISTERS "Should I Do It" (Planet Elektra-Asylum) $62 / 11$
 KIXI, WNAB, WRVA, WOUA, KKRD, WSKY, WJBC. He日V: KULF, WRIE, WWZ, WAFB, WMAZ, WFMK, KKUA
WNEU, WLVA, WBOW, KRKK. M Mdium: WCBM, WROR, GR55, WIP, WTAE, WPRO, WASH, KEX, KYUU, KPLZ Debuts at number 27 or $\operatorname{AC}$ char.
BARBRA STREISAND "Memory" (Columbia) 58/16Rotations: Heavr 1011, Medium 348, Light 13/6, Exra Adds 1, Total Adds 16 , KMBZ, WISN, WCCO, KFMB WHA
 LF, WSBA, WDEE, WHIO, WSKY, WLVA, KBOZ Medium: WSB, WOMC, KEX, KNBR, KPLZ.
JOHN DENVER "Shanghai Breezes" (RCAI) $55 / 36$
JOHN DENVER "Shanghai Breezes" (RCA) 55/36
Rorations: Hearr 211, Modium 28144, Light 21/15, Extrr Adds 6, Totas Adds 36 including WJMD, WLTA
M WARM98, WHB, WISN, WCCO, KEX, KIXI, WNAB, WGY, WSBA, WGAC, WERC, WDEF, WSLI, WOKV, WRVR,
WRVA, WHIO, WFMK, WIBA, KRMG, KBOI, KKUA, KSL, WKZE-FM, WLVA, WJBC, KCRG, KBOZ, end 6 more. GENE COTTON "If I Could Get You (Into My Life)" (Knoil) 49/8
Rotations: Heew O/O, Medium 31/3, Light 17/4, Extre Adds 1, Totel Adds 8, KPPL, WHYN, WVLK, KBOI, WGIR, WNEU, WLVA, KADE. Medium: WTFM, WJMD, WLTA, KULF, KEX, WEL, WGY, WGAC, WBT, WDEF, WMAZ WRVR, SM95, WAKR, WHBY, WHEC, KOB, KUGGN, KWAV, KREM, WSKY, KCRG.

PAUL DAVIS "' '65 Love Affair' (Arista) 48/33
Rotations: Heav 0/0, Medium 21/12, Light 20/14, Extre Adds 7, Total Adds 33, WCBM, WTFM, WYNY KEX, KFMB, KIXI, KPLZ, WNAB, WHYN, WAFB, WERC, WSLI, WVLK, WRVR, SM95, WQUE, WRVA, WHBY, GREG GUIDRY "Goin' Down" (Badiand/Columbia) 35/12
Rotations: Heevy 2/0, Medium 13/3, Light 1877. Extre Adds 2, Total Adds 12, WBEN, WTFM, WLTA, KIXI,
WWYZ, KEY103, WAFB, WFMK, KKRD, K108, WEOW, KBOZ. Heav: KWAV, WSKY. Medium: KPLZ, WHYN, WHEN, WGAC, WMAZ, SM95, KBOI, WDAY, KFOR, KRKK.
POCO "Sea Of Heartbreak" (MCA) 35/5
Rotations: Heavy 2/0, Medium 22/2, Light 10/2, Extre Adds 1, Total Adds 5, WOUA, KBOI, KSL, KREM, WCHV Heaw: WRVA, KWAV. Medium: KULF, 97AIA, WCCO, KEX, WRIE, WELI, WGAC, WMAZ, WHBY, KUGN, WSKY HeaV: WRVA, KWAV. Medium: KULF, 97AIA, WCCO, KEX, WRIE, W
WLVA, WORG, WWSA, WDAY, KFQD, KBOZ, KMED, KOLO, KRKK.

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# A/C Radio Is BREAKING The RCA Hits! 



## DEBORAH ALLEN

 "Baby I Lied" A/C BREAKERS 9/30/83
## A/C Chart: ${ }^{20}$

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| WSB | WCCO | WGY |
| KVIL-FM | KHOW | KEY103 |
| 97AIA | WRIE | WAFB |

## ALABAMA <br> "Lady Down On Love"

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...Look For Next Week's BREAKER!


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| WPIX | WMAZ | KUGN | WCHV | KTWO | CHR NEW: Active |
| WCCO | WHHY | KKUA | WGSV | KEXO |  |
| B100 | WHBY | KWAV | WLVA | KQSW |  |
| W AEB | WHBC | WWNR | KVIC | KRSB |  |
| WKGW | KRNT | WKZE-FM | WVBS | KALE |  |

The Debut Single From Their New Album "Break Out" Produced by Richard Perry

REA

# CMA DJ Award Winners 

Twenty-five years ago, an officer of a dying organization, feeling the group's work was far from over, gathered a few friends to discuss founding a new association from the ashes of the old. It was from the withering Country Music Disc Jockey Association that, in 1958, founding President Connie B. Gay brought together the nucleus of people who would form the Country Music Association. The idea was to broaden the membership base from strictly DJs to include everybody associated in any way with country music.
For a long time, the week now known in the CMA honors three Country radio perNashville as CMA week was a disc jockey convention. Soon, not only radio station per sonnel, but fans from all over the country were spending the second week of October in Music City. It became very successful and completely unmanageable, forcing the CMA to set aside a week in June for the fans, returning DJ week to the DJs.
Each year, as part of its national telecast, sonalities as DJs of the year. As part of R\&R's expanded CMA coverage this year, I want to focus on those three winners so you can get to know a little more about them than just their names and call letters. They represent all of us who take country music directly to the people. The CMA's DJs of the Year: Jim London, Rhubarb Jones, and Stan Davis.

## CMA MEDIUM MARKET DJ OF THE YEAR Rhubarb Jones

Twenty years ago, while practicing with his high school band, young Warren Jones became involved in a rather heated discussion. When the band director came over to inquire just what the "rhubarb" was all about, little did he know that he'd just handed Warren a nickname for life. Although he tried to shake himself of the moniker after high school, Warren quickly realized the name might provide him with the unique image he needed to stand out from the radio crowd. And so was born Rhubarb Jones, the CMA Medium Market DJ of the Year.
After stints at WCLS/Columbus, GA and WSKY/Asheville, NC, Rhubarb joined WLWI/Montgomery in 1978 as Assistant MD and evening personality. Currently, he is the station's MD, Assistant PD, and top-rated afternoon drive personality. His show has been ranked number one both in cume and quarterhour adults since 1980. WLWI PD Dr. Sam Faulk says Rhubarb "is a fantastic individual. He's one of the best friends anybody could have, and one of the most dedicated employees any employer could have. He knows the business; he knows music. Having Rhubarb around is like having a fuse to dynamite."
Here are the thoughts of Rhubarb


Jones, the CMA's Medium Market DJ of the Year
"Without a doubt, the biggest thrill of my career came just a few weeks ago when I was contacted by the CMA's Rob

## CMA LARGE MARKET DJ OF THE YEAR <br> Jim London

Jim London is the Country Music Association's Large Market Disc Jockey of the Year. Jim currently is doing mornings on Viacom's WMZQ/Washington, DC, having just moved (9-30) from three years of mornings at crosstown rival WPKX(KIX106). His career includes stints at KCMO/Kansas City (1975-78), WQAM/Miami (1975-78), WIRK/West Palm Beach (1971-75), and WSBR/Boca Raton, FL Jim has an 11-year-old daughter, Laura, and his wife Eve is a former nightclub comic who once performed with Jerry Lewis. Jim has, for the most part, always done mornings, and in the words of the 1982 Medium Market DJ of the Year WMZQ PD Bob Cole, "Jim London represents the consummate morning personality. He successfully intertwines all of the elements: music, information, and entertainment. He's tremendously involved with the audience and has the quickest wit I've heard on the radio. A PD couldn't ask for a finer way to kick off each day."
I asked Jim for his thoughts on winning the award, but I also wanted to know how he balanced being a personality within the structure of today's "more music" emphasis.

"I've always treated awards in this business very lightly. The only awards I've ever really gone after were good

Parrish (Director of Membership), who

told me that I was named DJ of the Year. In the same breath he told me that I won, he also told me that I couldn't tell anybody. It was like someone told me I had just won $\$ 5$ million, but couldn't spend any of it for a month! The real thrill in winning the award is knowing how happy my listeners are going to be. They have all been very interested and supportive since learning of my nomination. This really is important to me, as I feel that you should never put yourself above the audience. I think of myself as being an everyday 'good ol' boy,' and I want my listeners to think of me that way, too. They know almost every aspect of my life . . . what neighborhood I live in, where my wife Cheryl works, all about my dog, Scottie, and even that I love to shop at K mart
"I was motivated to get into radio by some of the great communicators like Joe Rumore of WVOK/Birmingham, and a man whom I listened to many nights with a transistor pressed to my ear, the legendary John R on WLAC/ Nashville. Also an inspiration was Gary
or WQXI/Atlanta, who made me realize how much fun you really could have on the radio.'
As we all know, being a personality and having fun on the air isn't as easy as it sounds. We all need support and direction, and Rhubarb says, "The person who deserves a great deal of credit in my winning this award is WLWI General Manager Don Markwell. He's encourag ed me to have fun on the air and to always be myself."
Rhubarb sums up his on-the-air persona this way: "My whole philosophy on

the radio is a potpourri of what I have learned in life. My grandmother, who was the biggest influence in my life, taught me that God is love and that God wants us to spread the joy of His love into as many lives as we can, while filling our own lives with joy. Radio broadcasting is my way of doing that.'

ratings and a decent paycheck. But when I learned that my peers in Country radio had chosen me over everyone else in the nation, I must admit that I was rather delirious. This is the sort of thing that always happens to someone else. It makes you realize that all those early morning drives to work before the birds are even up, all those Christmas tree lightings, chili cookoffs and car dealer remotes really do add up to something, if you work hard and are smart enough at it.
"Since my first radio station audition in 1964 at the age of 17, I have been conscious of word economy. My first General Manager, Jack Merdian of WJPA/ Washington, PA, used to accuse me of having 'verbal diarrhea.' My years as a newsman also helped build a philosophy of 'get it said and get it over with.' This has served me well over the years, particularly doing morning drive shows,

## $\sqrt{5} \sqrt{\text { country fm }}$ <br> 98

where you are sometimes strangled with so many elements that you'd better be brief, or you end up violating the format just to get everything in. All my humor bits and character voices get right to the point. In radio you don't need a long setup if the punchline is funny. And since the cycle has swung to a more music approach again, this technique is particularly useful
"One thing I'm sorry to see this business putting itself through is the runaway homogenization that consultants everywhere seem to think we need to save ourselves. Somewhere along the line general managers and owners seem to have lost confidence in their program directors. All of a sudden, anyone from out of town is an expert. There's nothing wrong with outside help, but when every station in town does it, the whole flavor that makes radio such fun is reduced to 'music marathon mania.' Then you have a Country station in Albany doing the same things that an Adult/Contemporary might be doing in Santa Monica. But, there is hope. Any day now some consultant out of Peoria will decide that personality radio would go great guns in Denver, and within a year everyone in the country will be doing it."


# Discover A Gold Mine of Country Music With the Stars! 

George Jones and Johnny Cash have been making country hits for nearly thirty years: Willie Nelson and Loretta Lynn for more than twenty, and even new comers' like Ronnie Milsap and Crystal Gayle have spent nearly a decade on the charts.

## Country music has stayed loyal to its roots.

Today. country listeners have expressed an increasing interest in country music's past. Radio stations are playing more oldies than ever before. and new artists. like Ricky Skaggs and John Anderson, are using more traditional styles.

## Solid Gold Country explores

these comnections between past and present each week in a three hour music magazine. Every week a major country star will
be on hand as a featured guest throughout the entire show to talk about their music. and additional artists are spotlighted. telling the stories behind their songs. This participation by the stars of country music themselves, and the theme sets in which the songs are presented. make each program more than just another "oldies" show.

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## CMA SMALL MARKET DJ OF THE YEAR

## Stan Davis

It may just be coincidence, but Stan Davis is the second of the three winners to change jobs shortly after winning the CMA DJ of the Year Award. Stan, who has been the MD and afternoon personality at WVAM/Altoona for the past four years, takes up residence as the all-night personality at WWVA/Wheeling just a couple of days after he picks up his award in Nashville. It's a big job, working that huge nighttime signal of WWVA, but Stan's new PD Tom Miller says, "Stan's personality will blend very nicely with the rest of the staff. He brings to the mike a genuine love of country music and a great deal of enthusiasm and sincerity. We can hardly wait for him to get on the air."
Other stops along the way in Stan's 14 year career include two years at WADC/ Parkersburg, wv and three years at WKYG/Parkersburg, but in talking to him, he's thrilled at the thought of his new job.

"It's a very emotional experience for me to leave Altoona; it's my hometown and I've been working here the last four years, but you have to move on when opportunity knocks. Going on the air at WWVA is the most exciting event of my career. I love the thought of working for the great group of people there, as well as a station that is a legend."
As excited as Stan is about the move, he is equally excited about being named the CMA's Small Market DJ of the Year.
"I was absolutely flabbergasted. To think that I'm being recognized as one of the best of the industry is a concept

that's mind-boggling; it's really the epitome. I'm very honored and appreciative to the CMA, as well as all of my friends in the radio, record, and recording industry, who have been so kind to me over the years and showed that by voting for me."
Standing out in a small market may seem easier than making a dent elsewhere, but the basics are really the same, and you have to put in the time. As Stan says, "You go to the bars, the clubs, the community events, the fundraisers for the Heart Association and the American Cancer Society. You do those
"The jock who is able to be a personality, while remaining a person, is the one who is going to be working ten years from now."
things to be a part of where you live, and relate your experiences on the air. You have to be able to key into each and every listener, and knowledge of the local scene will help you remain, and sound, involved. The jock who is able to be a personality, while remaining a person, is the one who is going to be working ten years from now. Whatever technology hits the entertainment business over the next few years, I think radio has the advantage in that it is the most personal medium of all the media. And, 'personal' is the key word, as it connotes personality. Radio's future lies in being a warm, personal friend, rather than just a source of information."
An air talent in a small market may feel he's doing all those things and is well known in the community, but he may feel a sense of frustration in not being known on a larger scale. As Stan told me, you have to take care of that part by doing some of your own PR. "Too many people expect the world to come to them," Stan began, "but that isn't how it works. You have to make an effort. Get to Nashville for CMA Week or the Country Radio Seminar. Get known, make some friends. If you're really serious you'll do it, and the rest will come.'


## CMA's Award Winning DJs

The CMA's DJ of the Year Awards were initiated in 1973 to recognize American country music disc jockeys for their contributions to the industry. Personalities in small, medium, and large markets are initially nominated by the CMA's entire membership. Those receiving at least five nominations are listed on a second ballot, which is sent to members in the DJ and audio/video categories, who pick the finalists. The winners are selected by a panel of anonymous judges, composed of leaders in the broadcasting industry, who review the finalists' alrchecks. Below are the winners in years past.

Small Market Medium Market Large Market

| 1973 | Mike Hoyer KWMT <br> Fort Dodge, IA | Bill Mack WBAP Ft. Worth | Charlie Douglas WWL <br> New Orleans |
| :---: | :---: | :---: | :---: |
| 1974 | Dale Eichor KWMT <br> Ft. Dodge, IA | Billy Parker <br> KVOO <br> Tulsa | Grant Turner WSM <br> Nashville |
| 1975 | Skip Nelson KWMT <br> Ft. Dodge, IA | Billy Cole WHO <br> Des Moines | Hairl Hensley WSM Nashville |
| 1976 | Jay Diamond WKYQ <br> Paducah, KY | Marty Sullivan KRMD Shreveport | Lee Arnold WHN New York |
| 1977 | Shannon Reed KWMT <br> Ft. Dodge, IA | Tiny Hughes WROZ <br> Evansville, $\mathbb{N}$ | Bill Robinson WIRE Indianapolis |
| 1978 | Len Ellis WLJE Valparaiso, $\mathbb{N}$ | Larry James WBT <br> Charlotte | Jack Reno WLW Cincinnati |
| 1979 | Terry Slane WGTO <br> Cypress Gardens | Dugg Collins KZIP <br> Amarillo | Bill Bailey <br> KENR <br> Houston |
| 1980 | Lee Shannon WCCF <br> Punta Gorda, FL | Bob Cole KOKE Austin | Larry Scott KRLD <br> Dallas |
| 1981 | Jacki West WGTO <br> Cypress Gardens | Tim Wilson WAXX <br> Eau Claire, WI | Lynn Waggoner KEBC Oklahoma City |
| 1982 | Al Snyder WNVL <br> Nicholasville, KY | Tim Williams KOKE <br> Austin | Chuck Morgan WSM <br> Nashville |

## Have You Heard?

Well, l've put off mentioning this for as long as I could, but since former R\&R Country Editor and current R\&R Entertainment VP Jim Duncan is a past recipient of Wayne \& Johanna Edwards's annual Ugly Award, I thought I should at least tell you the finalists of the 7th annual competition the winner to be announced this week in Nashville. The envelope please. The finalists are Coyote Calhoun, W AMZILouisville; Bob Cole, WMZO/Washington, DC; Bobby Denton WIVKIKnoxville; Dene Hallam, WKHK/New York; Nick Hunter, Warner Bros.; Rhubarb Jones, WLWIMontgomery; Joe Ladd, KIKKIHouston; MIke Oatman, Great Empire Broadcasting; Joe Patrick, KNOE/New Orleans; and Tom Phifer, KRMDIShreveport. Good luck to all of those more than deserving candidates .. From, the beasts to beauty Melanie, aka Cathy Rogers, is now doing middays and is Assistant PD to Jeff Goodrldge at WNYR/Rochester. Also, congrats on her recent engagement. When you're hot . . JIm Abens, formerly of WOWIOmaha (prior to Great Empire's acquisition of the facility), has crossed town and is the new PD at Albimar Broadcastlng's KYNN(AM) . . Art Saunders, a per sonality on KZLA-FM/Los Angeles, is leaving
the station, but remaining with Capital Cities Communications, as he segues to the Assistant PD gig at WBAPIDallas . . . When KOKEIAustin went $A / C$, morning man Tim Williams decided he wanted to keep it country, and took his act on the road, but not far. He is now the "Tim" half of the Penny \& Tim morning show on KVETIAustin. Penny's former partner, Travis, gets to sleep in late as he is now on in the afternoons . . Steve Delaney has been upped to PD at WNDU-AM \& FMISouth Bend and Sandy Outlaw goes from weekends to full time, middays ... H. David Allan is the new MD at KRKTIAIbany, OR . . KIOV-FMISioux Falls has a new afternoon man/Production Coordinator in the person of Bob WIIder... A couple of weeks ago I mentioned there is a new Country station in Spokane. The KKER lineup is now set with the Nearly Famous Sam Lawson Radio Extravaganza in mornings, Johnny O. from 9am1 pm, T.M. on 1-6pm, Ken Jacobson evenings, and Tom Strecher doing overnights . . And, happy anniversary to KWTOISpringfield, MO, celebrating its 50 th year on the air - all as a Country station. KWTO is looking for alums to participate, so if you've ever worked there call Kelly Carls at (417) 883-9000 for the details

Next week l'll fill you in on what l've heard in Nashville, but always keep me posted on what it is you have heard!


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## TOGETHER WEMAKE THE \# 1PS!

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"Lady Down On Love" from The Closer You Get anlubis

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TOGETHER WE WAKE THE MOVES L.

## LOVNG TOWARD TOP 10.

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## BOUND TO BREAK!

 "The Gonversation"

From Waylen \& Company ${ }_{2}$ mas
$B B 78 \star C B 74 \star R R N \& A$

## Celebrating The CMA Awards



Hosts Anne Murray and Willie Nelson.


John Anderson accepts his Single of the Year award from (1-r) presenter, Eddie Rabbitt, Crystal Gayle.


Litte Jimmy Dickens is enshrined in the Country Music Hall of Fame by Barbara Mandrell.

## We salute country radio and the CNA DJ winners of the year! <br> Stan Davis- <br> WVAM Altooma, PA <br> Rhubarb Jones- <br> WLWI Montgomery, AL <br> Jim London- <br> WPKX Alexandria, VA

## HINTON-STVENDSEN



Ronnie Milsap provides musical backing for (1-r) Lee Greenwood, Anne Murray, and Larry Gallin.

## CMA Award Winners 1983




Backstage on the post-awards radio show, WHN/New York PD Joel Raab and show host Lee Arnold are plctured.


Lee Greenwood accepts the Male Vocalist of the Year award from Eddy Arnold.


R\&R's own Ann and Lon Helton cut dashing figures at the
awards ceremony.

In another duet, Johnny Cash and Kris
Kristofferson double up.


Dolly Parton and Kenny Rogers team up live.



[^0]:    MURRAY THE K/See Page 20

[^1]:    INTERVIEW ON INNERVIEW - MICK Jones (left), a member of Foreigner, was a recent guest of "innerview" host Jim Ladd. This outing, Foreigner, was a recent guest of "Innerview" host Jim Ladd. This outing,
    scheduled to air the week of March 8, marks the fourth appearance of the scheduled to air the week of March 8, marks the fourth appearance of the group on the syndicated radio show.

[^2]:    *The network reserves the right to include up to 2 minutes per hour of commercial content.

[^3]:    Nizn
    
    

[^4]:    Scientific-Atlanta Telecommunications, Digital Audio Marketing, 3845 Pleasantdale Road. Atlanta, GA 30340/(404) 449-2381

