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Group W's Dick Harris Offers Prescription For Radio: Addresses prime concerns of the 80's in speech to Kansas Association of Broadcasters

Don Watson Promoted To WIFE GM: Former PD moves up at Indianapolis News/Talk station

## The Changing Face Of

 Easy Listening Radio: Beautiful Music seems to be vanishing as a descriptive term, and vocal sounds are on the upswingSix New Birch Quarterlies: The first quarterly Birch results from Dallas, Miami, San Francisco, Seattle, Tampa, and Washington, D.C.
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## O'Donnell

 New WCFL VP/GMBill O'Donnell has been named VP/GM of Mutual's WCFL/Chicago, replacing John Bibbs, who has resigned. O'Donnell was most recently VP/GM of CBS's WBBM/ Chicago, a post he left amid controversy over his outside interests in March (R\&R 3-12).
Mutual President/CEO Marty Rubenstein commented on O'Donnell's hiring, "It is a great pleasure to welcome a broadcaster of Bill
 O'Donnell's tal Bill ent and experi- O'Donnell ence to Mutual. We anticipate that he will make an important contribution to WCFL.'
O'Donnell has spent almost his entire broadcast career with CBS. His first radio job was with KXOK/ St. Louis, where he later became manager of the CBS Radio Spot Sales St. Louis office. In 1967 he became GM of WBBM, a post he held until 1982, except for two years (1972 \& 1973) as GM of CBS's KNXT-TV/Los Angeles.
Following his dismissal from WBBM in March, O'Donnell filed a $\$ 6$ million lawsuit against CBS, claiming "defamation and wrongful discharge" (R\&R 4-9).

## Cohen WB's <br> National Promotion Director

Stewart Cohen has been named to a National Promotion Director position at Warner Brothers Records. The former WB Northeast Regional Album Promotion Manager will relocate from New York to the label's Burbank headquarters, and will supervise Warners' CHR singles promotional efforts. Warner Brothers VP of Promo tion Howard Rosen commented, "This is an exciting time for our company, and we are certain that Stewart's expand ed role will en- Stewart Cohen hance our national promotion effort qualitatively.
Before taking on his regional album promotion position, Cohen was New York Promotion Manager for Warner Bros. for nearly five years. He began his WB career in 1973.

ABC SATELLITE FORMAT GOES ON HOLD

## Superadio's Debut Delayed

The July 1 kickoff of ABC's Superadio, the satellite-delivered personality format, has been "delayed indefinitely," according to ABC Radio Enterprises VP Mike Hauptman. The postponement, just two weeks before Superadio was scheduled to begin, came as a complete surprise to the six stations that had signed with ABC for the service. Barry Gaston, GM of Superadio client station KBRA/ Wichita, told R\&R he was "angry and disappointed. I would have much rather heard about this two months ago rather than two weeks before we were set to go with it. I think that was a little shabby, frankly."
Hauptman told R\&R, "Superadio is a concept that still has validity. What we have to do is await the appropriate time to reconsider the launching. We're almost there, but there are still some concerns that we have: some environmental concerns, and perhaps a couple of marketing concerns that need to be addressed further, and must await resolution until we can move forward to the final launch. I want to emphasize that this is a delay, not a cancellation, because that's exactly how we're viewing this."
Asked about the use of the word "indefinitely" in the ABC press release announcing the delay, Hauptman said, "It is 'indefinite' in that we do not have a new date for the launch, but this should not be construed as killing the project. That is not our intent, and that is simply not what will happen."

## Affiliates' Next Moves

In addition to KBRA (and one other station that had signed for Superadio but had not yet been announced), WACJ \& WWOL/Buffalo, WKTK/Baltimore, and WRMZ/ Columbus were also set to debut the format next week. Gaston indicated that he had received "a call from ABC on Friday (6-18) telling me that Superadio would not be happening, and that is the last I have heard from them. They indicated that they would be in touch with me over last weekend - they even took my home phone number so they could call me to discuss details - but I have not heard from them since the initial 'goodbye call' on Friday.
Hauptman told R\&R ABC does plan to assist the six Superadio affiliates in making their future plans. "We are discussing with the individual stations how we may help them. It will be up to them to tell us, and we will do whatever we can to help them over the next few weeks.'
Asked what KBRA planned to do for programming after July 1 ,

Gaston was philosophical. "We still have the commitment to do it except now we will do it without Superadio, Our research indicated that we should switch from Beautiful Music to Adult/Contemporary, and we had planned to do just that before we were ever exposed to Superadio. Now that they are 'no longer,' we are back to plan one, which is to do it ourselves. We are going to find the best talent we can afford, put them on the air, and do it on our own.

Speculation that Superadio's delay was caused by economic considerations was reinforced by Gaston's comments to R\&R. "I believed in the concept, and I think it would have done very well for $A B C$ if they'd had the guts to hang in there. Naturally that's easy for me to say because it wasn't my millions that were on the line, but this station had a lot of money invested too. I think (ABC's) biggest problem from the economic standpoint was that the service was a very expensive deal for radio stations, especially the Wichitas of the world. We took a real hard look at that, and were convinced that we could do well HEISER TAKES

## new group w post

## Drew George Joins KOAX As VP/GM

Drew George has been appointed Vice President/General Manager of KOAX/Dalias, replacing Chuck Heiser. Heiser moves up to the newly-created position for Director of Sales Training \& Development for parent company Group W Radio. George had been GSM at KZEW/Dallas.
Commenting on George's appointment, Group W VP/FM Group Bert Wahlen said, "Drew George has a fine broadcasting background in both Houston and the (Dallas) Metroplex area, and in Beautiful Music and other for mats." George had worked at KULF, KYND, and KENR/Houston before joining KZEW
Group W Radio President Dick Harris, discussing Heiser's promotion, emphasized the importance of professional sales training to the company and added. "It is with this in mind that we cre ated the new position ... a position Chuck Heiser will fill most ably." Heiser will report to VP/ Radio Sales John Waugaman. Before becoming GM at KOAX in July 1980, he was GSM at KYW/Philadelphia for nine years.

## "Indefinitely"

with it. We put our money down and invested in it. We built new studios, bought $\$ 80,000$ worth of new equipment, brought new people on board; we spent hundreds of thousands of dollars locally getting ready for this thing."

Talent Lineup's Fate
With Superadio having signed some of the most popular radio personalities in the country, including WABC/New York's Dan Ingram, WLS/Chicago's Larry Lujack, and KFRC/San Francisco's Dr. Don Rose among many others, R\&R asked Hauptman about the disposition of the Superadio linup. "Whatever our agreements with the talent are, we will honor those agreements," he said. "Since we don't know how long it will be be-

## ROCKOFF REAFFIRMS

KHJ COUNTRY STANCE

## Cook Moves Crosstown To KLAC

KHJ/Los Angeles PD Charlie Cook has moved to Country com petitor KLAC as PD. KHJ GM Neil Rockoff told R\&R that KHJ Assistant PD Lon Henson will serve as interim PD, and firmly denied widespread reports that KHJ would abandon its Country format.

Cook replaces Don Langford, who resigned two months (R\&R 4-19) and this week became PD at KRAK/Sacra mento (see story Charlie Cook Page 3). Cook told R\&R, "This whole thing happened within the past week. I just decided it would make some sense. You don't get a chance to go with a company like Metromedia every week. When that kind of opportunity comes up you've got to say, 'What's best for Charlie Cook?'
KLAC GM Don Kelly commented to R\&R, "Charlie and I had talked off and on for two weeks feeling each other out, and finally he said, 'I'm ready if you want me,' so I said yes. He seems to be thrilled about it. He thinks there's a better future for him over here than with RKO. He's got a fine reputation and I respect his judgment in programming very much. Obviously we won't be doing the same programming they're doing at KHJ ... that wouldn't make any sense." cook/See Page 3


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## Comparing The

 Country HistoriesWith TM's "Story Of Country Music" out and Drake-Chenault's "History Of Country Music" coming soon, Country radio receives two massive, ambitious historlcal specials. Your chance to check them out this week.

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## Watson Appointed GM AT WIFE

After one year as Director/News \& Pro gramming, Don Watson has been promoted to General Manager at News/Talk-format ted WIFE/Indianapolis.
Previously, Watson served as News Director at WWWE/Cleveland, formerly holding news, programming, and anchor positions at WIND/Chicago, KPRC/Hous ton, and WPLP/Pinellas Park, FL.
"Now I really understand what long days are," exclaimed Watson. "Obviously, the opportunity is a tremendous one for me. I certainly appreciate the confidence which (station owner) Communicorp Of America President Ken Palmer has in me and in what we've been able to do thus far. We intend to make WIFE even more successful.
Palmer commented, "I'm absolutely delighted that we have Don here to serve in this capacity. His broadcast experience and thorough familiarity with the operation here is a big advantage. Anytime we can promote from within we prefer to cio it, and with somebody of Don's quality, there real ly wasn't any reason to look very far afield. He's a terrific guy, well-liked, and it's been just perfect for us.
Watson indicated that he does not plan to appoint a new PD right away, but announced that WIFE Managing Editor Doug O'Brien has been promoted to News Director
SHAW PROMOTED

## Langford Named KRAK PD

Don Langford, Program Director at KLAC/Los Angeles for seven years until his resignation in April (R\&R 4-19), has joined KRAK/Sacramento as PD. KRAK's current PD Walt Shaw has been promoted to Operations Manager at the station.
KRAK GM Jim Conley told R\&R "Don will be joining us within the next two
 weeks. Walt has real ly been functioning in Don Langford two capacities - as Program Director for many years and within the last 45 days he's also been OM. Walt was awfully busy with so many duties at the station that we really felt we needed a Program Director . . . and

## Cook

## 'Laying To Rest

## The Rumor

Rockoff told R\&R, "Charlie's going to KLAC and we wish him well. This is a team effort radio station and Charlie was not totally responsible for its success or lack of success, and as a result really isn't going to hurt the approach we're on at all.
He continued, "I'm going to lay to rest the rumors about a change of format once and for all. Do you know how much it costs to change a format? You're looking at $\$ 4$ or $\$ 5$ million in the hole at the end of three or four years, so what do you do? Do you back your bet and go like hell with it, put in a little bit more money after all the money you've spent here? Or would you go spend $\$ 4$ or $\$ 5$ million and start the whole thing over again? I don't know what the hell you're go ing to change AM stations to . . . there are not many places to go any more. If you want to go all-News and/or Talk you can double the figures I gave you
"We're going to continue with it. The world has changed dramatically, so it takes two and three years to turn a station around," Rockoff stated. "Radio today is an entrepreneurial pastime . . . it's not a place for rock and roll weirdo freaks like it was in the early 60's and 70's. It's a business, and you just don't throw the baby

Watkins Joins WTOP
John Watkins has been named Director of News \& Programming at News-formatted WTOP/Washington. Watkins was most recently Washington Bureau Chief for RKO

Commenting on the appointment, WTOP VP/GM Michael Douglass told R\&R, 'He is a unique breed. He is unique
 among all programJohn Watkins mers because he has the extra dimension of understanding good journalism." Douglass added, "We're in complete agreement as to the future direction of the station and what

## he station needs

## Stakelin, Beck Head NAB Radio Board



Bill Stakelin


Marty Beck
The NAB Board has elected Bluegrass Broadcasting Exec. VP Bill Stakelin to the position of Chairman of the group's Radio Board. Stakelin replaces Jefferson-Pilot Exec. VP/Radio Cullie Tarleton.
At the same Washington meeting, the NAB Board elected Beck-Ross Communications President Marty Beck Vice Chairman/Radio Board. Beck replaces Stakelin, who had held the position for a year

## KRLA Promotes Sayatovic To VP/GSM

Mark Sayatovic has been promoted from Sales Manager to Vice President/General Sales Manager at KRLA/Los Angeles. KRLA VP/GM Bert West told R\&R, "I've worked with Mark for the past year and a half now, and I'm delighted that he and I will be working closer together. Mark had been our Sales Manager, but in his new position as GSM he is totally in charge of the whole department
Sayatovic commented, "I'm very happy
out with the bathwater. One doesn't cavalierly change a format. You hang in with it and you hope like hell.'
Rockoff added, "If the rumor's anywhere it should have been with KLAC. If I owned a radio station that had eight straight down books, that's the station I'd be talking about. We're about to cross them in this book, and if we do. I think the handwriting's on the wall.


Radio Winners At International Fest - A highlight of the recent first Internatonal Racio Festival of New
York was the presentation of Grand Award Winners. The Festival, crganized as a comoanion to the intermational Film \& TV Festival. awarded prizes in radio programming. promotion ecutives judging and advising the oompetitions. Over 250 sta-
tions, agencies, producers, associations, and companies sub. tions, agencies, producers, associations, and companies sub-
mitted entries. Pictured (lr, top) are model Dawna Millor, Bon-
 ABC's Spencor Levine and Leida Snow (intormation
program). KOMO/Soastlit's Bob Adkina lenteramiment pro-
 Ed Bolkin (news program). KHJILos A
Woctway (editonal), and KYWS Larty Litwin.

## RAB Turns Down Arbitron Meeting

The Radio Advertising Bureau has decided against meeting with Arbitron to discuss rates, as proposed in a recent mailgram from Arbitron President Ted Shaker (R\&R 6-11). RAB President Miles David told $\mathbf{R \& R}$, "We've written to Shaker and said it's premature to meet as a committee' with Arbitron officials. Shaker had offered, along with Exec. VP Rick Aurichio, to meet with the RAB's All-Industry Radio Ratings Committee
David told R\&R, "At this time our only objective is to form a negotiating commit tee, and legal analysis about how best to do that is still continuing. We feel it unwise to meet with Arbitron until after that legal research is complete" When asked if this decision was permanent, David replied, "No, this doesn't rule out an eventua meeting between our group and Arbitron It's just a matter now of completing the legal research, to make sure we are on firm ground.

## ANTI-DRUNK DRIVING

MOVE ATTRACTS GOVERNOR

## KDKB Connects

## Community "Lifeline"

Citing a "sincere desire" to better serve its community, and in recognition of the growing concern over drunk drivers, KDKB/Phoenix, AZ has instituted "Lifeline," a 90-day experimental program which gives free taxi rides home to persons too intoxicated to drive safely. The program gained the support of Governor Bruce Babbitt, who recently called a press conference to announce the special project, and incidentally labelled KDKB his favorite radio station
"We've been attempting to change the image of KDKB over the last 18 months


Pictured (l-r): KDKB VP/GM Tommy Vascocu, Governor Bruce Babbitt, and Local Sales Manager Michael Collins.
from being an anti-establishment AOR to a mass appeal contemporary rocker," says Program Manager Jeff Sattler. Toward that end, Lifeline was first conceived by Local Sales Manager Michael Collins. Daily between $10 \mathrm{pm}-2 \mathrm{am}$, intoxicated individuals can call a special station number. Station volunteers manning the phone lines alert the Yellow Cab.co. to give the drunken par ties a free ride home. Lifeline stickers have been distributed to all local bars, which put them up next to their phones so the number is prominently displayed. Just in case callers are too drunk to remember where their cars are, cards that list the address/location of the automobiles are also handed out. Local sponsors absorb the Lifeline ride costs
According to Sattler, "community support has mushroomed." Adds General Manager Tommy Vascocu, "It really broadens the promotional image of the station to something appreciated by all age groups in the community. We've had phenomenal response as far as public awareness is concerned. Besides that, as a community service, it's just fantastic

# Washington Report 

## Reagan Sidesteps Question

 On First Amendment RightsHosting the NAB Board at the White House last week, President Reagan passed up a chance to repeat his earlier statement of support for full First Amendment rights for broadcasters.
When Cliff Gill of KWVE/San Clemente, CA asked him about the issue, the President at first joked, "In other words, that you wouldn't have to give equal time?" Reagan continued, "We've had a great many talks about this in our administration," and added that "broadcasting deserves a very solid look" in the area of deregulation. But he didn't answer the question directly.
Last winter Reagan had told TV Guide he could see some reasons for keeping the Fairness Doctrine. But then he wrote to the NAB Convention in April, "It is essential to extend to electronic journalism the same rights that newspapers and magazines enjoy."
Asked if he would continue his recentlyconcluded series of Saturday radio speeches, Reagan responded, "I'd like to continue something of that kind because it does give me a chance to straighten out the record."
On the subject of Cuban AM interference, he quipped, "I want to tell you that I have already spoken to our people about finding some answer to that because I have found out that that interference from Cuba - the station it would affect the most is WHO/Des Moines" (where Reagan once worked).

## RTNDA Sees Threat To Voluntary Guidelines

Lawyers, judges, and reporters in 28 states operate under voluntary bar-benchpress guidelines in which all parties generally agree to be mindful of the rights of everyone else. Reporters, for instance, usually pledge to recognize the potential problems pretrial publicity can cause.
Now the Radio-Television News Directors Association (RTNDA) is worried that the whole system of voluntary guidelines may be thrown out of whack by a Washington state judge who made the rules mandatory. Unless reporters signed a pledge to follow the guidelines, the judge ruled they couldn't cover a murder trial. The Washington State Supreme Court upheld the judge, and the U.S. Supreme Court refused to get involved.

RTNDA President Wayne Godsey termed the ruling "a regrettable distortion of the results of a long and positive effort on the
part of the news media to reach an accommodation with lawyers and judges on many difficult constitutional questions."
Godsey urged reporters to work with judges to impress upon them that the guidelines are only voluntary, and that journalists must ultimately be free to make editorial decisions.

## Harris Submits AM Stereo System For FCC OK

Harris Corp. last week became the second of five AM stereo proponents to submit its transmitting equipment to the FCC laboratory for type approval. Meanwhile, an official at the lab says there's a "pretty good chance" that approval of the only other system submitted so far, Leonard Kahn's, could be granted by the end of June.

Once the lab says a particular system meets the FCC's technical standards, stations which have installed the firm's exciter will be free to begin broadcasting in AM stereo - even if nobody will be able to hear it.

## Walton Will Ask Supreme Court To Save KIKX

Walton Broadcasting has asked the FCC to postpone pulling the plug on KIKX/Tucson. The Commission has denied the station's renewal because of staged and distorted news, and failure to exercise the necessary control over station operations.
Walton challenged the denial in the U.S. Court of Appeals, but lost its appeal on May 28. Now Walton has asked the Commission to delay any final action because it intends to ask the Supreme Court to hear the case.

## Religious Schools Told To Share Frequency

The FCC has refused to reverse its Review Board's order that Southeastern Bible College and Glen Iris Baptist College share an FM frequency in Birmingham, AL. Initially, a law judge had made Southeastern the sole winner, but the Review Board came up with the shared-time scheme, telling the schools to broadcast on alternate days.
Dissenting from the FCC's support of the joint license, Commissioner Anne Jones noted the "apparent animosity" between the two schools, and the fact that Southeastern had said it wouldn't participate. Under the circumstance, said Jones, Southeastern should not be "bludgeoned" into sharing the frequency.


Reagan Joins NAB Radio Hall Of Fame
President Ronald Reagan was inducted into the NAB's Radio Hall Of Fame during an NAB White House briefing recently. Pictured with the Hall of Fame plaque are (l-r) outgoing NAB Radio Board Chairman Cullie Tarteton, Reagan, and NAB Board Chairman Eddie Fritts.

## Group W's Harris Offers Radio Action Plan For 80's

To survive and prosper, the radio industry must develop better management skills and "shut the barn door now" to prevent its best people from deserting to industries such as cable. That's what Group W Radio President Dick Harris told the Kansas Association of Broadcasters last week in Hutchinson.
"'In areas such as professional forecasting, marketing and competitive strategy, information management, and modern theories of people management, our industry has lagged far behind what has been done in a good many other industries," Harris warned. "It's time we caught up."
Harris listed six priorities for radio in the 1980's:

- Cultivating traditional business planning and financial skills
- Being technologically aware and ready to exploit new engineering developments
- Building on radio's local nature, maintaining a suitable balance between national and local a suitable bala
- Careful tracking of changes in audience needs and wants
- Aggressive marketing and promotion of radio
- A willingness to take risks on new initiatives and experiments.
"Clearly, the old order in radio, held in place by decades of static technology and government control, has given way to a brave new world of enterprise," Harris told the KAB.

Just as radio responded to the advent of television by redefining itself as a local service and coming back "leaner and stronger than ever," Harris said, the radio industry today is "ready at the watch and superbly positioned to capitalize on our industry's inherent strengths."
And he stressed radio's role as a personal medium, telling the KAB, "No matter where technology takes us, I truly believe that our endeavors to communicate will only be successful if they are undertaken in the spirit of one speaking to one."

## NAB CANDIDATE PROFILE

## Thurston Believes NAB Needs Broadcaster At Helm

'II think a broadcaster would be, above all, the most effective lobbyist for the industry," says Berkshire Broadcasting President Don Thurston, who'd like to be the next NAB President. "What we need today is a high degree of expertise and a little less of the hired gun."

Thurston was NAB's Chairman for two years starting in 1977. A broadcaster for 33 years, he started out as an engineer in St. Johnsbury, VT in 1949. After an intermediate stop in Newport, VT, he moved to his present home, North Adams, MA, in 1960 to run WMNB. He added an FM in 1964, became sole owner three years later, and has since added WSBS/Great Barrington, MA and WCNX/Middletown, CT to his small group.

## Cities NAB Experience

Thurston stops short of calling himself a candidate for the NAB presidency. "It's not an election, nor should it be treated as such," he says. "What I have said is that if they want a broadcaster, I'd like to be considered.


Don Thurston qualify mend and experience qualify me very directly for that job. I think I can become operational much faster than most, with the exception of (Executive VP/GM) John Summers. I know the staff, their strengths and weaknesses. I also know the industry's problems and I'm very conversant in those arenas which I consider to be key to NAB's future - that is, advance planning, technology, international affairs, and First Amendment."

## NAB Reactive, <br> Must Plan Better

The most serious need at NAB today, Thurston believes, is the development of "long-range planning and a little better peripheral vision." In Thurston's view, "NAB needs a far higher degree of strategic planning, a planning horizon that is much further down the road than they have tended to operate under in the past. We are more reactive than proactive, historically."

Poor planning results in NAB being forced to make sudden decisions on such issues as its stance on new technologies, he argues. "If there hasn't been a lot of advance preparation and leadership in the discussion of these policy issues, then you can make some very serious errors."
Emphasizes International Affairs
In addition to improving NAB planning, Thurston advocates a much stronger role for the association in international affairs, such as upcoming world satellite and broadcast conferences. He also points to a move afoot at the UN to license journalists.
NAB, he says, should have on its staff an international expert who is so qualified that the government will look to the association for assistance. Moreover, hiring such a person would signal Congress and the State Department that "the United States commercial broadcasting industry thinks enough of its future and of its present that we'll have that expertise available to them."

## Appalled Át AM

## Stereo Morass

Thurston is "appalled" at the marketplace chaos that has evolved on AM stereo, and worries about the same thing happening with teletext and other technologies. He's convinced the situation could have been avoided.
"I think it needs more of an aggressive 'how can we do this?' rather than a 'here's the situation, what do we do?' approach," says Thurston. "We can't just throw it into the marketplace and expect the public to take all the risks because that just won't happen."

He feels the very future of AM radio could be riding on stereo. "There are so many that say the future of AM is limited to talk, which I do not subscribe to. I think that's bad news. It's had a depressing effect on AM values all across the country."

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## America's number one producer/distributor of nationally sponsored radio programs, concerts and specials.

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## God Squad Welcomes Radio Disciples

In light of deregulation, many stations have relaxed their public affairs commitments, especially when it comes to religious content. Stations usually cop out with the excuse that religion is a tuneout with the audience. However, Father Marry Schiltt's 55 -second "God Squad" spots detour from the hellfire and brimstone route and opt for non-sermonizing, folksy spiritual messages delivered against the backdrop of current popular songs.

God Squad debuted on KFRC/San Francisco in 1975, winning several awards for its public service contributions. It is also on line at KHJ/Los Angeles; KGKL/San Angelo, TX and WZEE/Madison. The program was recently awarded a grant, making it available at no cost to interested stations. Inquiries should be directed to producer Louise Molinari, at Bridge Productions, 2655 Van Ness Ave., San Francisco, CA 94109; (415) 441-8111.

## LABELS RECEIVE 50́ ROYALTY

## Jukebox Capitalizes

## On Video Craze

Overall, the jukebox market is golng through a slump (R\&R 5-21). However, jazz trumpeter Jack Millman plans to halt that downward trend with his 'Video Startime Muzzikboxx/Communicator." At the drop of fifty cents, the video jukebox displays record company/nightclub promotional shorts plus clips from video music performances developed for other media. Those record companies and others supplying video music pertormances will receive a royalty of fifty cents per song per location each month. That's not all. Its second main attraction is a continuing stream of commercial messages visible on-screen when the machine hasn't been activated.

Marketed by Video Music International (VMI), the jukebox consists of a 25 -inch color monitor, a stereo amplifier, studio-quality speakers, a printer system that keeps track of what's played and how many times, and two industrial model Panasonic half-inch VHS videocassette recorders. A patented controller oversees the videocasette selections by means of digital "bursts" which find the customers' choices on one of the vcr's. The other plays an ongoing loop tape of advertising.

Each videotape will feature a minimum of 32 selections with a max imum playing time of 150 minutes. Generally, the video music spots have a $21 / 2$ to $31 / 2$-minute duration. Under exclusive agreement VMI will provide software, working with a requirement of at least one new tape ( $\$ 200$ ) per month for each location. Depending on the desired custom cabinet design and volume, the video jukeboxes fall. anywhere between $\$ 7500-\$ 15,000$.

MCA, Others
Tackle Vidgame

## Market

Following the successful lead of WB/Atari, MCA hopes to bite off its own sizable chunk of the video game market with its hungry shark, Jaws. This time the fish everyone loves to hate will be featured in MCA's own version of a Pac-Man clone. Others jumping on the video game bandwagon are 20th Century Fox with "Games of the Century," Columbia Pictures work ing with pinball firm D. Gottlieb \& Co. and Walt Disney's "Tron" contest by Bally (R\&R 6-18).


## Message Sticks

## With Time

San Jose-based Novelty Clocks has combined usefulness and audience awareness with its small digital "Stick-lt Clocks." Your calls or logo stick in listeners' minds while the clock itself sticks to any surface from the telephone or car dashboard to the bathroom mirror as you race against time to get ready for work.
The clocks come in four basic shapes - heart, square, star, or hexagon - and seven colors: red, white, blue, black, brown, beige, and yellow. A mold can also be created according to your specifications. All clocks can be imprinted with call letters and/or logo. For more details contact Richard Brennan, President 3028 Chippenham Drive, San Jose, CA 95132; (408) 272 -8348.

## RCA Adds To

Disc Player Line
In answer to consumers' preference for "a choice of features and prices" versus "limited product selection," RCA is introducing three new models of videodisc players, bringing the Selectavision family total to five. For the first time, the players will have stereo sound capability and range between $\$ 300-450$. Disc sales have fared better than the disappointing reception to the players with 2.5 million discs sold in 1981. This opens the door for stereo discs, which are also being launched.

The new deluxe model SGT250 player is equipped with electronic controls, stereo, infrared remote control. and auto start. The SGT200 has stereo but no remote or electronic controls. In order to achieve stereo sound, both of the machines must be hooked up to a stereo system or stereo television. Accessories include a series of stereo audio components.

CLOUT TOTALS $\$ 35$ BILLION

## Teens Wield Spending Power

According to the Census Bureau, as 1990 approaches there will be $20 \%$ fewer teens than in 1980 . This represents a drop from 28.6 to 23 million as compared to the 1976 peak of 29.4 million. With such a dismal outlook, it's no wonder that radio, among others, tends to shy away from teenagers and court instead the lucrative baby-boom generation. But teens do have spending money - to the tune of approximately $\$ 35$ billion annually.

A survey of 1964 teen consumers (12-19 years) conducted by Simmons Market Research Bureau in 1981 reveals that three out of five maintain full or part-time jobs, bringing in an estimated $\$ 600$ million per week. Allowances account for $\$ 80$ million weekly based on a four out of ten receiver ratio. Since most of them aren't concerned with the adult headaches of rent or utility bills, to name a couple, teens' purchasing dollars fall under disposable income.

Purchases include current teen-oriented products like record albums, cosmetics, and electronic games, as well as other products not generally associated with that age group, like food. As the result of a recent Beta Research Corp. report, $64 \%$ of the 1002 surveyed teens handle a portion of the family food shopping, while six out of ten have a direct influence on the choice of brands being bought.


Unit Slaves
TDM-8200 Stereo Slave

## To Compress Time

When linked with the TDM-8000 Audio Time Compressor, Integrated Sound Systems' TDM-8200 Stereo Slave compresses stereo sound tracks without changing the original pitch and tone. This allows program directors the luxury of separately adjusting the pitch while achieving the more plays per hour goal. For instance, you can keep the pitch $2 \%$ higher than the original piece and still play it at an $11 \%$ faster rate. This applies to not only stereo FM but stereo AM too; the audio processing is compatible with any of the marketed AM stereo systems.

Since the coupling doesn't affect the monaural capabilities of the TDM-8000, radio/TV commercials can still be shortened for the addition of regional tag lines and news/documentaries involving non-professional speakers can be tightened. This system makes stereo remastering of videodisc and videotape material easier and benefits television production work as well.

The TDM-8200 costs $\$ 2800$; the TDM-8000 retails for $\$ 4995$. For more details write/call Mike Klasco at 29-50 Northern Boulevard, Long Island City, New York, NY 11101; (212) 729-8400.

## Third New Music Seminar Convenes

The third annual New Music Seminar will be held July 19-20 at the Sheraton Center Hotel in New York City. Panels cover a wide range of pertinent topics: distribution/marketing, video, publicity, urban contemporary and album promotion, and the urban contemporary/album radio formats. Panelists in the latter include Rick Carroll, KROQ/Los Angeles; Scott Muni, WNEW/New York; Barry Mayo, WRKS/New York; and Steve Smith, KUKQ/Phoenix. Showcases will be presented by Haircut 100, Fashion, Soul Sonic Force, Gang of Four, and Trouble Funk.

Registration is $\$ 60$ by July 1 and should be sent to 223 East 85 th Street, NYC, 10028. After that, the fee will be $\$ 75$ at the door. For additional inquiries, call (212) 570-9500 or 777-1132 Every weekend is Special on


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


## Networks/Program Suppliers

## LUSIC FEATURES

Westwood One Budweiser Concert Hour: Jacksons (July 23-25) In Concert:

Cuarterilash/Prism (July 16-18)

A flock of 100 (July 23-25)) Sammy Hagar (August 6-8) Cheap Trick (September 20-22)

Live From Gllley's:
Ed Bruce (July 16-18)
Loretta Lynt (July 23-25)
Steve Wariner (Juty 30-Augusi
Off The Record:
Jethro Tullipart I (Luly 16-18)
Jethro Tull. Part il (July 23-25)
Van Haien (August 6-8)
Rock Years:
1980 (July 16-18)
1965 (July 30-Aug
Rock \& Roll Never Forgets:
Jim Morrison (Juty 16-18)
Brian Jones (August 13-15)
Special Edition:
War (July 16-18)
One Way (Juty 23-25)
Johnny Bristol (August 6-8)
ABC
Entertainment Net/
Silver Eagle (DIR):
Joe Stampley/Chartie McCoy (July 17)
John Conlee/Leon Everette (July 24)
Kris Knistofferson/Billy Swan (July 31)
Rock Net/King Biscuit (DIR):
Foreigner (July 18)
Rock Net/Supergroups:
Sammy Hagar/Emerson, Lake \& Palmer (GK)
Loverboy (DIR) (July 24)
Toby Arnold
Rolling Stones
20th Anniversary Special:
CBS
RadioRadio:
On Stage Tonight: Al Jarreau (July 24)
Clayton Webster
Country Calendar:
Johnny Cash (July 17)
Ricky Skaggs (July 18)
Lefty Frizzell (Jully 19)
T.G. Sheppard (Juiy 20)

Conway Twitty (July 21)
Tom T. Hall (July z2)
Faron Young (July 23)
Willie Neison (July 24)
Marty Robbins (July 25)
Rarities:
Etton John (July 19)
Cream (July 20)
The who (July 21
Rolling Stones (July 22)
Police (July 23)
Retro Rock:
Cheap Trick (July 19)
arth News

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The Dregs (Juty 19-21) Ambrosia (July 22-25) Human League (July 26-29)
Gamma (July 30 -Avgust 1)
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Global Satellite
Rockline:

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REO Speet (
Edie Moedwagon (July 1 )
Bily Squiey (Auly \({ }^{26}\) )
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Inner-View
Crosby, Stilis \& Nash/Part II (July 19)
Mutual
From Australia With Love/Dick Clark (Augus
Narwood
Country Closeup:
Bellamy Brothers (July 19)
Music Makers:
Woody Herman (July 19)
NBC
Country Sessions:
Gary Morris (July 17)
Thrasher Bros (July 24)
Sylvia (July 31)
Dottie West (August 7)

## Source:

Ozzy Osbourne Concert (July 16-18)
Jethro Tull (July 23-25)
Shooting Star Concert (July 30-August i)

## NEWS \&

 INFORMATION FEATURESABC
ABC Drrection Network airs "Moving Safely Along,' a series about automobile safety (June 28 -Jut)
2): and "The $10 \%$ Tax Cut And You". (uluty 3-5)

## Earth News

Steven Soielberg (July 12-15)
Leonard Nimoy (July 19-22)
John Dykstra, speciat effects for "Star Wars.
"Firetox" (July 23-25)
Mutual

## coverage 27-July 4)

arwood
Minding Your Business:
Cutting Ad Costs/Drect Mail King (Juily 5)
Freedom of information Act/Buckstoppers (July 7)

## Outlook:

UNCF's Plans for Fundraising (July 7)
Ronaldo Nenemiah, football/frack star (July 8) New movies for young people (July 9)

## Watermark <br> Watermark

Midnight Lace/NBC (June 28)
Midnight Ofterings/ABC (June 30)
My Old Man/CBS (July 1)
Mayflower: The Pilgrims
Westwood One
Spaces and Places:
Child Actors: Growing Up On TV (July 12)
Child Actors. Grow
cocaine (July 19)
Cocaine (July 19 ,
Ms. President:
s. President
(July 26)

Tellin' It Like It Was
isk University/Opport

RKO
Hot Ones (IS, Inc.):
Juice Newton (July 26)
REO Speedwagon (August 9)
Musicstar Specials (IS, Inc.):
Chicago (July 19)
Aabama (August 2)
Solid Gold Saturday Night
(Dick Bartley):
Bobby Vee (July 17)
Grass Roots (July 24)
Gour Seasons (July 31 )
Weekly Music Magazine
(Drake-Chenault)
Rolling Stone
Magazine Productions
Rock Star Guest DJ:
Jefferson Starship's Mickey Thomas (July 19) Cheap Trick's Robin Zander (July 26)

United Stations
Weekly Country Music Countdown:

## Watermark

Soundtrack Of The 60's
chelle Phillips/Bobby Lewis/Surfaris/Paul Re
ere \& the Raiders (July 17-18)


An inside look at Westwood One's mobile recording studio shows the console at left and the outboard equipment at right

## Westwood One Builds \$500,000 Mobile Studio

Westwood One Recording, a subsidiary of producer/distributor Westwood One, unveiled this week its $\$ 500,00045$-foot custom designed Hi-Tech mobile recording studio. Serving as the firm's primary remote recording studio, the mobile unit gives Westwood One the distinction, according to President Norm Pattiz, of being the only radio network or syndicator with its own remote recording studio and the only concert producer to have control over its product from start to finish.

The mobile studio houses state-of-the-art equipment, a full complement of outboard equipment, and a lounge that can accommodate eight people, featuring an electronic bar, a closed circuit TV system, and a remote control camera with zoom lens for viewing and listening to recording sessions. Plans are to rent the mobile recording unit when it's not being utilized for Westwood One productions.

## NEW PROERAMWING

- SPECIAL NOTEȘ: "American Top 40,' hosted by Casey Kasem, is now exclusively available through the ABC Contemporary Network. This follows the January 1982 ABC Radio Enterprises acquisition of Watermark, Inc.


Shown celebrating during the official announcement are (l-r) Ed McLaughlin, President, ABC Radio Networks; Casey Kasem, and his wife Jean.

- In an agreement between Brown Bag Productions and NKR Productions, worldwide distribution rights to "Echoes: Inside the Music Process" have been returned to the program's producers, Dr. Michael Lee and Robert Lee. Echoes consists of 52 self-contained hours that explore the music business from the viewpoints of industry professionals ranging from artists/record producers to concert promoters/attorneys. Call (303) 388-9245.
- Before bringing their comedic talents to "Saturday Night Live," John Belushi, Chevy Chase, Bill Murray,

Gilda Radner, Brian Doyle Murray, and Michael O'Donohue performed with National Lampoon. Now the "National Lampoon Radio Hour" is of fering 52 half-hour radio programs starring the aforementioned, edited from original shows between 1973-75 This show is sold on a cash basis only with a minimum 13 -week schedule. $10 \%$ of the net profits will be donated to a memorial fund for Belushi established by his wife. For additional details contact Robert Michelson, inc. at (212) 243-2702

- The "Dragnet" half-hour radio series, with Jack Webb as the infamous Sgt. Joe Friday, is available free to radio stations in exchange for $21 / 2$ minutes for sponsor Bardahl Oil Company; the remaining $31 / 2$ commer cial minutes revert to the stations for their own sales together with co-op money via Bardahl dealers. This is part of a new "Free Radio Drama Barter Program" campaign. An initial 13-week schedule is slated. Call Charles Michelson, Inc. at (212) 243-2702 (Bob Michelson) or (213) 278-4546 (Charles Michelson)
- Medianet Inc., specializing in radio features and advertising has been launched by former Radio Arts staffers Ron Sacks and Rudy Maugeri. Sacks will oversee distribution/sales while Maugeri will handle creative/production responsibilities. They can be reached at (213) 461-8145.
- "NFL Pro Flashback" is a daily five-minute trivia program produced and distributed by the Creative Fac tor. Scheduled to air September 6, the show combines football trivia with au dience participation via a national tol free call-in number. Bob Dunn of CBS Television and Dan Avey of KFWB/Los Angeles cohost the series, in which winners vie for prizes including paid trips to the Pro-Bowl in Hawaii. It runs for 21 weeks and is available free to stations on barter basis. For more information call Tom Shovan at (213) 467-5111


## PEOPLE

- Helene Blieberg to Mana ger/Press Information at CBS Radio Networks. She moves over from the Director/Advertising and Public Rela tions post at the Grossinger Hotel.
- Congratulations to W. Thomas Dawson, VP/Market Development at the CBS Radio Networks upon receiving a Distinguished Service Award from the Broadcasters Promotion Association. Dawson is a founder of the organization and an ex BPA President
- George Thomas named Opera tions Manager at Mutual Broadcasting. Prior to this, he was OM at WATS \& WAVR/Sayre, PA.


## "Advertisers love the way capacity crowds cheer, yell and beg for more." Jim Freeman - GSM KHTZ/Los Angeles <br>  <br> Builds Audience And Sales Revenues!

The Great Rock \& Roll Time Machine is a dramatic new approach to rock entertainment and the cornerstone of several major radio promotional events. The soundtrack to our lives, compressed into 25 minutes - a dazzling multimedia experience. In this relatively new art form, slides, film, animation, and special effects combine with a soundtrack to dazzle the viewer's senses with color, sound and movement. Over 100 images a minute flash by.

# "The Time Machine reinforced our position as ‘Atlanta's Music Radio Station'". 

Gary Hiatt - AE
Z93/Atlanta

For Radio Sales/Promotional Tie-Ins, Call Us . . .

|  | ENTERTAINMENT MARKETING GROUP 1-213-553-4330 |
| :---: | :---: |

## Music On TV

Shaun Cassidy takes the guest host position for the "Solid Gold" show during the week of June 25, with Franke \& the Knockouts, Kool \& the Gang, Charley Pride, Bonnie Raitt, Bobby Womack, and Moon Zappa on hand ... Haircut One Hundred are set for "American Bandstand" June 26 ... Carole King guests on "Merv Griffin" June 30

Coming up starting in July is a syndicated 90 -minute special called "Sultans Of Soul," featuring Bobby Caldwell, the Commodores, Earth, Wind \& Fire, Daryl Hall \& John Oates, Kool \& the Gang, Lakeside, Carrie Lucas, Bob Marley \& the Wailers, Paul McCartney \& Stevie Wonder, Prince, Diana Ross, Patrice Rushen, Shalamar, Third World, and the Whispers ...KROQ/Los Angeles will be coproducing a soon-to-be-syndicated TV series called "Sound Investments." KROQ air personality Jed the Fish will host the show, produced by the Professionals Group; and artists in a variety of genres will be featured. "Sound Investments" debuts in L.A. and Orange Counties in early July... "America's Top Ten," featuring host Casey Kasem, has been renewed for its third year.


- CHARLEY WARNER, BOB PITTMAN GO TO NEW YORK FOR NBC - Warner named VP/GM, Plttman PD at WNBC \& WYNY; Burt Sherwood and BIII Hennes become GM, PD at WMAO \& WKOX/Chicago
BOB GOODING NAMED VP/PROGRAMMING FOR WCOL-AM \& FM/COLUMBUS
- NUMBER 1 five years aco: "Undercover Angel" - Alan O'Day (Pacific/Atlantic)
* NUMBER 1 COUNTRY: "That Was Yesterday" - Donna Fargo (WB)
- NUMBER 1 LP: "Book Of Dreams" - Steve Miller Band (Capitol) (5th week)

Pro:Motions

## Gleicher Moves <br> To Polygram

Marvin Gleicher has been appointed Midwest Regional Promotion Manager at Polygram Records. He was most recently Associate National Album Promotion Director at Elektra/Asylum.


## Boivin To GSM At KZEW

Gene Boivin has been named General Sales Manager of KZEW/Dallas. From 1977 to 1982, he served in the same capacity at WXYZ/Detroit.

## Schaller New GM At WVUD

John Schaller has been tapped as General Manager of WVUD, the University of Dayton radio station. Schaller is also communications manager of the American Marketing Network in Winnetka, IL.

## Alter Becomes

## Chrysalis Rep

Linda Alter assumes the Southeast Field Representative post at Chrysalis Records. Prior to joining the label, she worked in independent promotion and her background includes a stint as Na tional Promotion/GM for Bang Records.


Up Front Firm Formed
Lynda Emon has announced the formation of Up Front Management Inc. Its first client is the Denverbased band Randy Rock. The main office is at 40 Central Park South, New York, NY 10019; (212) 371-2096. In Los Angeles the number is (213) 476-9941.

## Joint Communications

## Adds Staff Members

Two new staff appointments have been announced by Joint Communications. Jeff Vidler, formerly with Moffat, comes aboard as programming consultant, and Murray Smith assumes the Operations Research Coordinator post.

## Friedman Upped At Rogers \& Cowan

Sandy Friedman has been promoted to Executive VP of Rogers \& Cowan's Music Division, in the wake of company restructuring/expansion. Joe Dera, formerly VP/East Coast Music Division, has been elevated to Sr VP while the West Coast's Sarah McMullen has been named Publicity Director
Riley Forms Consulting Co.
Tim Riley has launched the self-named Tim Riley \& Associates, a promotion/marketing consultation firm. Riley is the former president of Memphis Music and most recently managed Omni Research and Development. The new company is based at 3364 Poplar, Suite 106, Memphis, TN 38111; (901) $452-7555$

Simon Starts Pulse
Lou Simon, a former Sr. VP at Polygram Records, has launched the Pulse label, including production, music and management divisions. The first artist signing is the urban contemporary group Third Rail. Pulse is located at 71 E. Division St., No. 506, Chicago, IL 60610: (312) 787-7237.

Heyward Promoted At RCA Records
Sharon Heyward, formerly Black Music Field Representative covering New York, Boston, and Connecticut, has been upped to Manager/Product Management, Black Music at RCA Records. She first joined the label in 1976.


Team Records Launched
Team Records has been created under the direction of President Tony Bongiovi and executive VP Jules Malamud. A subsidiary of Team Entertainment Corp., Team Records' first artist is Big Al Downing, whose single, "I'll Be Loving You,' was recently released. The label's address is 2416 Green Street, Philadelphia, PA 19130; (215) 569-1400.

Sirotta Switches To Jem
Irwin Sirotta has joined Jem Records, handling national radio promotion on an independent basis. He had served as East Coast AOR Promotion Manager at Capitol Records.

Flair Label Formed
The Producers Group LTD, whose principals are Max Youngstein, Dale Sheets, Norman Schwartz, Cliffie Stone, Mel Torme, and Mark Sindeband, has created the Flair record label. It debuts with the July 1 release, through MCA Distributing Corp., of "Torme, Encore at Marty's - New York," and Ruth Brown's "The Soul Survives.

## Backstage Records Bows

A just released three-record collector's set, "Silver Beatles: Like Dreamers Do," marks the launching of Los Angeles-based Backstage Records. Jon Johnson serves as President. Backstage is located at 9878 Portola Drive, Beverly Hills, CA 90210; (213) 274-3548.

## Gazes New

WFAA GSM
Michelle Gazes has been named General Sales Manager at WFAA/Dallas. She's been with the station since 1980 as a sales representative.


Caputo Becomes GSM At WBNS
Thomas Caputo has joined WBNS-AM \& FM/Columbus as General Sales Manager. He moves over from the National Sales Manager post at KULF KYND/Houston.

## Dr Pepper Presents

# LEW <br> IRWIN 

## Week of June 28:

A special, week-long interview with Sylvester Stallone

## Week of July 5:

Interviews with Air Supply,
Dee Wallace (mother in "E.T."), and Ian Anderson (Jethro Tull)

Sylvester Stallone nearing the end of his recent interview with Lew Irwin


For information, contact Lew Irwin, 116 N. Robertson Blvd. \#606, Los Angeles, CA 90048 or telephone (213) 657-1272.


NBC Radio's Young Adult Network

## ELTON JOHN LIVE. ON RADIO.



$\rightarrow$pend an evening with Elton John. Brought to you live, by satellite, from The Starlight Theater in Kansas City. July 7. Exclusively on The Source. Elton John. His music has carved a special place in our lives. The quiet times. And the outrageous party times. Hear "Goodbye Yellow Brick Road," "Saturday Night's Alright For Fighting," "Rocket Man," and "Daniel." Plus "Ball And Chain," "Empty Garden," "Blue Eyes," and "Where Have All The Good Times Gone," from "Jump Up," his newest album on Geffen Records. And more! Elton John. Live. In concert. A rare evening with the man and his music.
Wednesday, July 7.

## Oran Produced exclusively <br> for The Source by Starfleet Blair Inc.

## Birch To Start Denver, Detroit

 In a quest to round out its representation among the top 50 markets, Birch has recently signed enough subscribers in Detroit and Denver to begin surveying those metros. Denver began being swept by Birch June 1, while service in Detroit will commence July 1.On another issue, Tom Birch has agreed to reissue the disputed Gainesville, FL book, noted here last week. "Even though the impact of our sampling error was minimal, we chose to reissue the report because we did sample outside the metro."

RML Consultancy Announced
Bob Lowry, recently President of Surrey Communications Research, formerly Director of Research for Bonneville's O\&O stations, and an alumnus of the Frank Magid organization, has announced the opening of his research and programming consultancy. RML will be based in Tucson and will offer consultation primarily for stations in medium and smaller markets. RML currently has clients in markets ranging from Dallas to Morgantown, WV. RML can be contacted at (602) 742-2034.
was most helpful. I asked him about the gist of what Burns was proposing had it been discussed with the Council and was it likely to be the kind of thing that Arbitron would want to talk with the RAB All-Industry Radio Ratings Committee about? Would the idea of offering less information in the standard reports be a way out of the "research dilemma?"

Green told me, "I'm all for pulling something out of the current report format, but what would it be?" Apparently there has been a wide diversity of opinion about what should be left in or dropped out. Green cited as an example the ADI issue. "Having the ADI be a separate book or just available through computer access has been under discussion," he said, as had the idea of moving the ADI data up to the front of the book along with metro and TSA numbers. Although the Council suggested at its last meeting that the ADI should not be moved to the front of the relevant books, there was and still is a significant variety of views on just this one issue.
If there's been a tremendous discussion about changing the display and access of the ADI data, you can imagine what amount of discussion might transpire when broader issues came up. Green seemed frustrated, but I offered a suggestion of my own. Whatever happened to the results of the study Arbitron had done last year regarding how broadcasters felt about key aspects of the way the current ratings report was laid out? Green told me, "I've not been aware of the study but I'd sure like to see the results."

The project I'm referring to was farmed out by Arbitron to academic researchers from the University of Maryland. They went across the nation interviewing a sample of industry leaders and researchers. The lady who interviewed me spent about two hours with me, going over the book' section by section. I gave her my thoughts, as I'm sure others did, about the utility of each portion of the book and what could be done to improve the current Arbitron product. It all seemed like a worthwhile project, but I've never seen or heard of the results. If the idea of information reduction that Burns is espousing and in which Green basically can see merit (if
only there was a consensus on what could go) can be helped by analyzing the results of that Arbitron study, perhaps the Council or the RAB can look into it.

## "What Must We Do?"

Green feels that Arbitron is really dodging the crux of the pricing concern and the heart of the research dilemma. He sees as the key Arbitron having a number (a revenue goal) for each market. "All they are willing to discuss is how do you (the broadcasters) want to reach that figure and divide it up amongst you. They'll discuss HOMR, or geographical formulas, but the bottom line is that we're still talking about reaching the revenue figure they have set."
As Green sees it, the real heart of the matter is "How is Arbitron going to help us lower our overall research costs?" That is the question that Gary Burns is trying to address also. If that question can be resolved, the "research dilemma" would be less of a demon.
Green continued, "What they can't discuss (from their perspective) is how they are going to lower our costs. They haven't said yet what we must do without to make our costs more reasonable." Perhaps the study results mentioned earlier could be a guideline for an Arbitron stance on that issue.
What about the offer by Arbitron to meet with the RAB ratings committee? Green says "I applaud them for wanting to get together and talk. However, I'm not sure how meaningful it will be since they'll never discuss private station or market costs with us.'

## Is Less More?

How about it, broadcasters? Gary Burns and George Green seem to be willing to settle for less standardized data if that will help reduce research costs and cut the research dilemma down to size. How about you? Would you be willing to have fewer books, smaller sample sizes, less data in each report if it would notably reduce your Arbitron rates? Give it some thought as Gary Burns and George Green have - then speak up to your representative on the Advisory Council or to your favorite Arbitron rep or executive. Perhaps there is a way a consensus can be developed on this issue that will be a winning situation for all concerned.

San
Francisco

KGO Leads Market By Three; KMEL Holds Second Place; KCBS, KFRC Tie For Third

January-March KMEL (A)

KCBS (N)
KFRC (R)
KBLX (M)
KSFO (AC)
KRQR (A)
KSOL (B)
KIOI (AC)
KNEW (C)
KFOG (BM)
KNBR (AC)
KKHI-AM \& FM (CL)
KDIA (B)
KABL-FM (BM)
KSAN (C)
KIBE \& KDFC (CL
KSJO (A)
KYUU (AC)
KABL (BM)
KLHT (AC)
KOIT (BM)
KOME (A)
KYA (0)
KJAZ (J)
KLOK (AC)

| Miami- |  |
| :---: | :---: |
| Ft. Lauderdale- |  |
| Hollywood |  |
| WHYI On Top; WSHE, WINZ-FM |  |
| Strong; WINZ Wins |  |
| News Battle |  |
| January-March |  |
| WHYI (R) | -8.4 |
| WSHE (A) | 6.9 |
| WINZ-FM (R) | 6.3 |
| WINZ (N) | 5.4 |
| WQBA (S) | 5.0 |
| WLYF (BM) | 4.7 |
| WNWS (N) | 4.6 |
| WCKO (A) | 4.5 |
| WAXY (R) | 4.3 |
| WWWL (A) | 4.1 |
| WRHC (S) | 3.8 |
| WIOD (AC) | 3.7 |
| WEDR (B) | 3.1 |
| WQAM (C) | 2.5 |
| Wala (AC) | 2.3 |
| WYOR (BM) | 2.2 |
| WTMI (CL) | 2.1 |
| WWJF (BB) | 1.9 |
| WRBD (B) | 1.7 |
| WKQS (C) | 1.5 |
| WQBA-FM (S) | 1.4 |
| WCMQ (S) | 1.4 |
| WVCG (BM) | 1.3 |
| WHTT (S) | 1.2 |
| WOCN (S) | 1.2 |
| WCMQ-FM (S) | 1.1 |
| WLQY (BM) | 1.1 |
| WFTL (AC) | 1.0 |
| WKAT (T) | 1.0 |

## Seattle-

## Tacoma

KISW, KIRO Dominate Market; KOMO, KUBE Tie For Third; KZOK, KSEA Top Five-Share Level

## KISW (A)

KIRW (A)
KIR KIRO ( N )
KOMO (AC) KUBE (R) KZOK-FM (A)
KSEA (BM)
KVI (N/T)
KVI (N/T) KBRD (BM) KZAM (A) KMPS-FM (C) KING-FM (CL) KNBQ (R) KNBQ (R)
KING (AC) KPLZ (AC) KBIQ (RL) KIXI (BM) KMPS (C) KMPS (C)
KIXI-FM (AC) KKFX (AC) KJZZ (J) KYYX (R) KEZX (AC) KGDN (RL)

## Dallas-

## Ft. Worth

## KKDA-FM Edges KTXQ, KSCS;

 KVIL-FM, KZEW Above Six
## $\begin{array}{rr}\text { January-March } \\ \text { KKDA-FM (B) } & 8.1\end{array}$

KSCS (C)
KVIL-FM (AC)
KZEW (A)
KRLD (N)
KPLX (C)
KEGL (R)
WFAA (N)
WBAA ( C )
KMEZ (BM)
KNOK-FM (B)
KMGC (AC)
KFJZ (BB)
KBOX (C)
KOAX (BM)
WRR (CL)
KLVU (AC)
KAFM (AC)
KLIF (C)
KVIL (AC)
KIXK (C)

Washington,

## D.C.

WKYS Hits Double Digits; WHUR, WMAL Exceed Eight;
WRQX Leads WPGC January-March

## WKYS (U)

WHUR (B)
WMAL (AC)
WWDC-FM (A)
WRQX (R)
WGAY-FM (BM)
WPGC-AM \& FM (R)
WLTT (AC)
WRC (T)
WAVA (A)
WAVA (A)
WMZQ (C)
WOOK (B)
WGMS-AM \& FM (CL)
WTOP (N)
WASH (AC)
WPKX-FM (C)
WEZR (BM)
WHFS (A) WYCB (RL)

## Tampa-

8t. Petersburg
WRBQ Leads By Seven; WQYK, WDAE

Finish 2-3;
AOR's Virtually Tied January-March

## WRBQ (R)

WQYK (C)
WDAE (BB)
WYNF (A)
WQXM (A)
WWBA-FM (BM)
WCKX (AC)
WSUN (C) WFLA (AC) WJYW (BM) WPLP (T) WTMP (B)
WSRZ (AC) WFLA-FM (BM) WNSI (N) WSST (C)
14.8
8.5
8.4
7.5
7.4
6.5
5.7
5.6
5.2
5.0
3.7
3.3
2.6
2.2
1.4
1.2

A-AOR, AC-AdutiCointemporary, B-Black. Be-Big Band. Bim Beautiful Music, C-Country, CL-Classica. E-Easy Listening, Llazz, M-Miscelleneous, NNews, O-Oldies, A-Contemporary Hit Radio, RL-Aeligious. SSpenish, T-Tak, Uurben Contem. porary

## Our thanks to Kansas City's Music FM

豛KUDL
for choosing the \#1 music selection system.


WO DEAN DRIVE Seavices

## Superadio

fore we do launch, it will be diffi cult to advise them as to what to do. They will have to decide what they want to do in light of our agreements with them, and their individual desires. Some of them may want to jump ship and go somewhere else, and ask us for a release... I suppose we'd do
that. Some of them may elect for us to continue to pay them as part of our contractual agreement, and that will be fine as well."

Summing up, Hauptman said, "Superadio, perhaps the most ambitious of the new satellite-distributed program products, was conceived in the extremely healthy national advertising environment of early 1981. We have found, after a careful study of the marketplace
at this time, that the environment is not now conducive for the introduction of the service."
KBRA's Gaston was more direct, stating, "If they had gotten it on the air, I think the product would have sold itself. Obviously one of the problems they had was trying to sell something that was not up and running. They apparently couldn't close enough/stations
they had a million-dollar product and a ten-cent sales force."

## Langford

along comes Don Langford and we feel fortunate to get him. Don will report directly to Walt and I'm sure he'll do a great job for us."
Langford told R\&R, "Walt will carry the title of Operations Manager and handle the day-to-day mechanical operations, engineering, news type of things, and I'll handle the programming." He takes up his new position July 6 .

## Sayatovic

about my new position, naturally. KRLA is a marvelous station, and the sales department is very aggressive. They do an outstanding job. The future for KRLA is very exciting, and I'm glad to be able to help direct its growth from this position."
Sayatovic joined KRLA in 1977 from KFWB/Los Angeles. No immediate replacement was named for Sayatovic's vacated sales manager poṣition.



NBC Radio's Young Adult Network

##  ROCK 'N' ROLL ALL WEEKEND.

There's more than fireworks in the air this 4th of July weekend. AC/DC Ready to rock with you all weekend long in this exclusive special on The Source. It's not easy to get these five electric personalities together for candid conversation, but we did it! 90 minutes of interviews, music, special actualities. And more. Hear "Back In Black," "'Dirty Deeds Done Dirt Cheap," "Highway To Hell,' "'Let There Be Rock," "Let's Get It Up," and "For Those About To Rock We Salute You.' All on Atlantic Records. Produced by Denny Somach Productions. Join Angus Young, Brian Johnson, Malcolm Young, Phil Rudd, Cliff Williams and The Source this holiday weekend.
And LET THERE BE ROCK!
The weekend of July 2, 3, $4, \& 5$.


Brought to you, in part, by Toyota, and by The U.S. Army.



| WBEN-FM | KROK | KCPX |
| :---: | :---: | :---: |
| 96 KX | BJ105 | WIGY |
| KEGL | CK101 | WFBG |
| Q105 | WSEZ | WOMP-FM |
| WLS-FM | WANS-FM | WCIR |
| KFI | WGH | 95 XIL |
| KIQQ | WVIC | WZYQ |
| KEZ R | KIIK | KKQV |
| KYYX | KZ93 | KILE |
| WPHD | Z104 | KSEL-FM |
| WHFM | WNAM | KVOL |
| WRCK | WIKS | WRKR |
| K104 | KKXX | WSPT |
| KZFM |  | WTRU |
| KSET-FM |  | WAZY-FM |
| KBFM | (c) M1 | KFMZ |
| WTIX | 3100 | KSLY |

Paul Christy may now move his consulting act from WMJC/Detroit across town to WOMC. Originally WMJC took Christy to court to keep him from working for A/C competitor WOMC, but Paul won the battle. We also hear that the multi-format consultant has added KPLZ/Seattle to his satisfied client list.

RAB has told Arbitron "no" to a meeting over pricing policies (see Page 3), but insiders on the committee indicate that the RAB group is seeking an "advisory" from the Department of Justice as to whether such a negotiating body is lawful. Should the government feel such an RAB committee is not in conflict with antitrust regulations, then serious negotiations could begin with the ratings firm.

If you heard that DC101/Washington offered WAPE/Jacksonville's Greaseman a "bigticket" gig replacing Howard Stern, you heard right. However, the Grease said no. He told us, "I like the fun and sun of Florida, and I still have two years left on my contract. I can leave when I want, but I choose to stay here for awhile.'

Meanwhile, DC101 has hired Adam Smasher from WIKS/Indianapolis, but for what shift? Operations Manager Don Davis wouldn't say exactly, but did narrow it down to either AM or PM drive.

And while we're on the subject of WAPE
Eastman Radio has announced its intentions to sell its radio properties in order to fully concentrate on the rep business. On the block go WAPE, WYNZ-AM \& FM/Portland, ME, and WIBX \& WIBQ/Utica, NY.

RCA needs a national coùntry promotion director . . . someone who would be based in Nashville . . . and the candidate does not necessarily have to have a background in country promotion.

Tom Bender has turned in his resignation as Program Manager of the RKO Radio Networks, telling Street Talk, "I have been offered an opportunity too good to pass up." Tom will reveal what that opportunity might be after his July 10 wedding to Tawnya Townsend in Detroit.

Pat Evans, formerly PD at AOR-formatted KSFX/San Francisco (now KGO-FM and ABC Talkradio), has joined WMET/Chicago as Music \& Research Director. She replaces the departing Dave Benson, who has joined the Pat Metheny organization as tour manager.

With the transfer of WMAK-FM/Nashville from Mooney to Phoenix Communications, the station has picked up Drake-Chenault's "Hitparade" format. Exiting former CHR staffers include: MD Phil Stanley, Stu Evans, Marc Damon, and Scooter Davis. Former PD Chris Romer is now programming the AM WMAK, which will change calls to WLUY ("Lucky 13") for its oldies format. Look for Mooney to be approved as the new owners of WUSW/Lebanon-Nashville (another FM) by summer's end.

What's consultant Jeff Pollack doing Down Under? He's signed a contract with FM104 (4MMM)/Brisbane, and is in Australia helping to set up research and other systems for the Australian AOR station.
Vic Marino has been promoted from MD to PD at WCHS/Charleston, WV, replacing John Gabriel, who became PD at WROV/Roanoke.
KSHE/St. Louis recently had "Oldtimer's Week," bringing back many of the original KSHE jocks. One of the returnees was morning man "Brother Love," who in reality is Arista Senior VP/Promotion Richard Palmese. KSHE was one of the earliest stations to take up the AOR format back in 1967
Kelly West has been named National Promotion Director for Lifesong Records.

We're glad to hear that former EMI America promotion rep Frank Turner was cleared of all drug charges by a California court. Frank is now actively looking for a promotion position.

Bill Randle, who attained legendary status at WERE/Cleveland in the 50 's, is now heading up the Mass Communications Division of Phillips University in Enid, OK. Joining Bill at Phillips is Claude Hall, formerly of Billboard magazine, who will teach classes in communications.


HAVE A HEART, JOHNNYI - It's not often you hear about the good old-fashioned publicity stunts anymore, but we've found one right in our own backyard - Burbank. Michael Barbro, who records for Gemstar Records, has released a naw single called "No One's Gonna Break My Heart Again. "Michael's father, Larry Barbro, who also acts as Mike's producer and manager, is from "the old school" when it comes to promoting. Larry had some stick-on hearts printed up with the titte of Michael's single and he passed them out to the 350 people waiting in line to get into the "Tonight Show" audience at NBC-TV in Burbank. Larry figured that Johnny Carson would come out, see the 350 people all wearing the hearts, and he'd just have to ask what was going on. Well, the NBC security troops spotted the publicity event in progress, and made everyone entering the studio remove the promotional hearts. Befone the stunt was foiled, a photographer snepped this photo, featuring (l-r): Micheel, Champ Butler, Larry, and Mike Gehr. All we can say is "hats off to Larry"for giving it his best shot


## wefe the one for specials

## PAUL McCARTNEY

in his only national radio interview of 1982. An exclusive special featuring the most comprehensive look in years at the man... his life and his music.

Hosted by David Perry Produced by Bert Kleinman

This exclusive two-hour radio special is now available to one station in each Arbitron market on a barter basis. To reserve your participation in this very special event, contact your WESTWOOD ONE representative immediately.

## WESTWOOD ONE

9540 Washington Blvd.,
Culver City, CA 90230
(213) 204-5000


## WHEN ALL OF CHR SEES EYE TO EIE ON A RECORD, THIS IS WHAT HAPPENS:

Nice Girls (WB) , Debuts 7, Same 38 , on it. Moves: Up 60 , Debuts 100, KIMN. $58 \%$ of our reporters on it. MOVEN.FM, WLOL-FM, CHR chart


Manufactured and Distributed by Warner Bros. Records


## CALENDAR

## Summer Stories Trite and True

Next weekend the Dog Days of Summer begin. They're traditionally the hottest of the year, and News Departments usually cover a few traditional seasonal stories. PD's on the other hand. rack their brains for promotional ideas. Somewhere right now there's probably an overworked PD trying to figure out how to get some TV time or ink by frying eggs on a sidewalk, perhaps even 98 or 102 of 'em to match the station's frequency. Some other programmer is saying to his boss, Hey? How 'bout a big Fried Egg Look-Alike Wet T-Shirt Contest! Know any yolk jokes?

We newspeople are of course less frivolous. We have our standard Hot Days news stories which may be trite also, but they serve a need. How much electrical power is the town consuming because of air conditioning? At the present level of expansion (or non-expansion) of power generating facilities, how long before there'll be more demand than supply? The same set of questions applies to the local water supply; in a few towns the supplies are diminishing steadily.

Pets left in cars don't fry like promotional eggs; they just pathetically die. Stories reminding people to consider their pets hot-weather needs are helpful. The County Agricultural Agent is a good man to check in with this time of year, too, because he may know of any outbreaks of insects now occurring or about to occur. He ll also know what to do about them.

Seasonal features may not be lead story material, but they're a legitimate part of a News Department's overall service.

## "Modern" Weapons in WWI

MONDAY, JUNE 28 - The heir to a European throne was assassinated 68 years ago today, touching off World War I. John Slonaker of the U.S. Army Military History Research Institute (how'd you like to be the switchboard operator there and have to say that each time? I says the "modern" weapons of the First World War included "barbed wire, the tank, chemical agents, the airplane and the machine gun."

The first peaceful use of atomic energy - a power-generating station - was 26 years ago today in 1956 (eleven years after The Bombl. The Air Force Academy ended the military service schools' men-only policy by admitting the first women in 1976. Gilda Radner is 36 . Total eclipse of full moon a week from tonight.

## First Female Barrister

TUESDAY, JUNE 29 - The first woman to graduate from an American law school, Ada Kepley, did it all 112 years ago today in 1870. In 1967 movie sex symbol Jayne Mansfield was killed in a car wreck, and in 1973 Cass Elliott of the Mamas \& Papas died of what were called natural causes.

Three years ago today the big story was the end of the nationwide truckers' strike. They had been protesting the price of diesel fuel.

Former baseball star Harmon Killebrew is 46 . Others born on this date have included actor Slim Pickens, singer Nelson Eddy and Mayo Clinic cofounder William Mayo.

## "Mile-a-Minute" Murphy

WEDNESDAY, JUNE 30 - The first man to ride a bicycle faster than 60 mph was Charles Murphy, who had bragged he could keep up with any railroad locomotive. Eighty-three years ago today (1899) he hit 62 mph on a specially-built wooden pathway between the tracks of the Long Island Railroad, riding behind a short train that acted as a wind-break. (The current record for a paced mile on a bicycle is 138 ! Paced means behind a vehiclel

In 1859 Charles Blondin crosses Niagara Falls on a high wire. That same year 21-year-old Jules Leotard (wearing the tights later named for himl created the world's first flying trapeze act.

Lena Horne is 65. Dorothy Malone is 57 and ex-ballplayer Ron Swohoda is 38 .

## Greatest Civil War Battle

THURSDAY, JULY 1 - The farthest north the Rebels ever fought was Gettysburg, PA. where the big three-day battle began 119 years ago today ( 1863 ). It was General Robert E. Lee's second and last invasion of the North. Jerry Russell of the Civil War Roundtable Associates says, "He was repulsed at Gettysburg and withdrew back south into the Confederacy, and never again seriously threatened the North. Today it looks like a marble orchard there, they've got so many monuments!'

Boise, Idaho became the first American town to open a community fallout shelter in 1961. Charles Goodyear died broke in 1860, having never profited from inventing the rubber vulcanization process. The Goodyear Company is named in his honor but he never had a piece of it.

Karen Black and Genevieve Bujold are 40. Dancer/singer Leslie Caron is 51.

## Amelia Earhart Disappears At Sea

FRIDAY, JULY 2 - While attempting an around-the-world flight, Amelia Earhart disappeared into the Pacific Ocean 45 years ago today. No wreckage or other traces were ever found. If she were still alive she'd be 85 .

President James Garfield, who had been in office only four months, was shot dead by an assassin in Washington 101 ears ago (1881). Ernest Hemingway shotgunned himself to death 21 years ago today.

Standup comedian Dan Rowan is 60. Racer Richard Petty is 45. Cheryl Ladd and Ambrosia's Joe Puerta hit 31 Tomorrow the Dog Days of Summer begin.

## AFT NEWSBEAT

AN AUDIO NEWS SERVICE OF THE AMERICAN FEDERATION OF TEACHERS, AFL.CIO
Gives broadcast media fast access to breaking news on the labor, political, education and health fronts. LOOKING AHEAD:
June 24-27-Coverage of the Democratic National Party conference in Philadelphia
July 1.7-Coverage from the AFT national convention in New York.
TAKE ADVANTAGE OF THE LINK... $800 / 424$-2424

# Sales 

## Bob Sherman Discusses Sales (Part Two)

Bob Sherman, who turns 40 this week, is President of Della Femina, Travisano and Sherman, a division of Jerry Della Femina's advertising agency. He is a former NBC Radio VP and VP/GM of WNBC/New York and WCAU/Philadelphia. We resumed our conversation discussing the nature of sales.
BS: It is easy to suspect that Saks Fifth Avenue operates profitably. But so does the hot dog vendor in front of Saks. The degree of profit is different, however. So is the degree of investment and the degree of tension. It all depends on what you need.
$\mathbf{R \& R}$ : And your personal goals, I think.
BS: Right. I first broke into selling at WINS/New York when it was number one. I made a lot of money that year. And from there I went to WHN, which at the time was eighth or ninth. I made more money there. Then I went to WNBC as a salesman in 1971. It was the 100th station in town, if that was possible, and I made much more money there. It depends on the com
 mission structure and the advertising agency assignment list. Everything is salable. If you don't believe that, you shouldn't be selling.

## Analyze Sales People

R\&R: What do you look for in sales people?

BS: The first thing I would look for in evaluating a prospective sales employee is

## "Everything is salable. If you don't believe that, you shouldn't be selling.'

how he feels about anxiety. I happen to thrive on it. I can fish for an hour, but when the fish are coming in, I want to kill myself. If they are not coming in, I can fish for two hours because I'm going to catch me a son-of-a-bitch fish.
I'm a little bit crazy that way. I thrive on pressure and anxiety. Until the most recent time I fell in love - and I hope it is the last

I remember going through this whole process of "Will she love me? Will she not love me? She loves me! Am I sure she loves me?" When she says, "I'm positive I love you," then I say, "Terrific, goodbye!" (Not this time, darling, I promise!)
$\mathbf{R \& R}$ : Your point being that sales people can take their natural insecurities and anxieties and let those feelings work for them

BS: You want a salesman who's like this. You want a sales person who is bored with conquest, thrives on anxiety, and goes on to the next problem.
You need somebody who enjoys being paid with anxiety. Someone who has got to always go find something else to do. If you get somebody that just loves writing business - writes order after order - I would look at him real close. I'd ask, "How come this guy never misses?" Maybe, he's not reaching high enough.
The salesman that walks around in a three-piece suit doing top billing and never
has a problem is shooting too low. It is as simple as that. The most effective sales people that I have ever met are always prepared to be fired the next day, because they believe they are not doing enough.
Because they thrive on anxiety, they pressure themselves and they need very litthe monitoring. They do need training, however. Most people don't know how to sell. I am an absolute believer that the biggest bullshit phrase in the world is "natural salesman."

## Radio: An "Easy Sell"

$\mathbf{R \& R}$ : How do you rate the industry as a whole on a sales performance basis?
BS: There are probably more mediocre people selling broadcast time than anything else. Because there is something very different about selling broadcast time. This is the only industry I know of where buyers come to you and ask you why they should buy. Most other kinds of sales situations you knock on the door and say, "Would you like to buy something?"
Our business comes with a built-in need. It's an easy sell. And I know because I failed in every other sales endeavor. I tried to sell insurance, Olivetti/Underwood books, life insurance, and God knows what.
Sure, there are people in this industry making $\$ 30,000$ and up, but many of them would be much more productive and happier doing other kinds of work. But they think they are salesmen, because they sell time. They don't sell time; people buy time in this industry.
$\mathbf{R \& R}$ : What made the transition to broadcast sales easy for you?
BS: I was the same person who failed selling other products prior to broadcast sales until somebody sat down and taught me how to sell. He said first you say this, and if he says that, then you want to say this or this or that. And then you get to the choice close and after you close, shut your
"Salesmen do have to be taught. The theory that throwing babies in the water will teach them to swim probably works with swimming and babies. I'm pretty sure that it doesn't work with salesmen and selling."
mouth; because the first person who speaks loses. He taught me how to look for and overcome objections. He taught me how to listen - these are selling points.
My first management job in broadcasting was over at CBS Radio Spot Sales. Charlie Warner (currently a broadcast professor at Southern Illinois University and broadcast consultant) hired me. He is probably the most incisive and best salesman in the whole world. And Charlie - in only three or
four weeks that we worked together pointed out what I was doing right and wrong. I never forgot.
R\&R: So, sales departments should train better?
BS: Salesmen do have to be taught. The theory that throwing babies in the water will teach them to swim probably works with swimming and babies. I'm pretty sure that it doesn't work with salesmen and selling.

## Marketing And Advertising

R\&R: Lets get back to marketing and advertising. What's the difference, in your opinion?
BS: Marketing and advertising go hand in hand. There is something very new in our industry and WNBC with Bob Mounty's foresight had a lot to do with it. We spent well over one million dollars on the station's advertising and that changed the complexion of advertising for radio stations in the U.S. We didn't wing it; we were very careful about how we spent our money.
WINS in New York is a winning radio sta tion and has been for a lot of years. They restructured their marketing and packag-
"There are probably more mediocre people selling broadcast time than anything else. Because there is something very different about selling broadcast time. This is the only industry $I$ know of where buyers come to you and ask you why they should buy."
ing several years ago. They said, "Give us 22 minutes and we'll give you the world." That's a slogan. But they also changed their rotation from 45 -minute clocks to 22 -minute clocks. That's packaging.
The packaging and slogan became an advertising campaign which effectively got people to sample through packaging and sloganism. That is a very tidy effort. It's marketing and it's advertising because it involves the process. It involves the invitation to sample and a product ready to take advantage of sampling. It meets expectations.
$\mathbf{R \& R}$ : WINS is an all-News station. Your experience at WCAU involved a News/Talk operation. What are your creative ideas on marketing news and information?
BS: All the data says that there are reasons for people to listen to all-News or News/Talk. But the truth is that there are only a couple of people who really understand what News/Talk radio is all about. While they are the easiest formats to conceptualize, they are the most difficult to execute and market
Telling people how to talk on the radio is really what counts. I only know of a handful of people who know exactly how it works. Ben Hoberman, who runs ABC Radio, is one. He knows. He has lived it. He has also experimented with it. That is why ABC Enterprise is going to be successful with its Talkradio format. They have many of the superstars of Talk radio: Owen Spann, Michael Jackson, Toni Grant. It's a killer.
NBC has excellent talent on TALKNET. Bruce Williams is a good exampe. At NBC they too, are paying great attention to execution. It bodes well for them. I hired Jerry Nachman to run WRC/Washington because he's, among other things, a wonderful teacher.

Working With An Agency
$\mathbf{R \& R}$ : Would you represent a station if the programming weren't right?
BS: I would tell them, "You have got some work to do before you advertise." I'll be glad to become part of the programming process if they want, or I certainly can tell somebody how to go and find the best consultant for their particular format.
I'll do that if it's agreed that once we're all set, we would come and market their product for them. But the benefit of this particular advertising agency is that a broadcaster is a principal. I didn't leave radio five years ago. I am up to date on where radio is and I feel pretty good about my knowledge of where it is going. This agency is the marriage of everything that I have ever done and enjoyed to some wonderfully successful, creative advertising people.
R\&R: What will you tell stations that need reassurance that their market can be bought from New York?
BS: This is a company with a wellrespected media department that does an awful lot of national buying of broadcast time. But if we thought we could save a station money by using local or regional services that would be fine.
One of the largest objections that I could get from a radio station is their fantasy of hellacious reaction to giving their advertising business to New York as opposed to local. And that is a sensible consideration.
R\&R: But they don't have Bob Sherman sitting at the local agency either.
BS: You're buying our sales pitch. I hope others do. But here's another way to forecast local agency reaction. My future sister-in-law was up for an Oscar this year for best actress. When Katherine Hepburn won, she and the other three runner-ups sighed with relief. I believe an agency in Des Moines would really rather lose to Jerry and me than to a local competitor!
Also there are times when one bites the bullet. A manager might just have to say, "I honestly believe that if Bob Sherman and
'You want a sales person who is bored with conquest, thrives on anxiety, and goes on to the next problem. You need somebody who enjoys being paid with anxiety.'

Jerry Della Femina and his people help us fix our package and then properly present our story, I'm going to have a better product and a lot of sampling."
That in turn means ratings. Biting the bullet is what being a GM is all about. You only get to do that once or twice a year. To me a decision is an action that one must take without any data. Where there is clear data to point the way, there's nothing to decide. Where there's no clear data available it's time to say "Screw it, let's see what I'm made of," and roll the dice.
Everyone said that hiring Don Imus at WNBC was the biggest decision in the whole world. I didn't think it was much of a decision at all. The radio station was flailing about. It was unsuccessful and Imus had a history under the proper management of being able to reach listeners. I thought it was the easiest decision I ever made in my life. R\&R: Have yau got any clients yet?
BS: We've been in business a little over a month. A major radio rep firm (unannounceable) and KSUN (formerly KXIV)/Phoenix are our first two associations.

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# Contemporary Hit Radio 

## THE DEVIL WENT DOWN TO TOPEKA RADIO

## Battling Beelzebub In The Bible Belt

In a flash of deja vu, the anti-rock \& roll attitudes of the 50 's have crept into the 1980 's with the new controversy over lyrics in rock records. California Assemblyman Phil Wyman recently made the news as he called for a ban or labeling of certain records thought to contain "hidden satanic messages" wrongfully influencing the youth of our nation.
"Holy Constitutional Rights, Batman they can't take our music away!" "Don't worry, Robin, Rock 'n' roll lives on!"
It seems as if Mr. Wyman indeed attracted just enough support from some church members at the Evangel Temple Full Gospel Church in Topeka, KS, where our story takes place. Tony Stewart, PD of KDVV/Topeka, involved his station after members of the church held a mass destruction of rock records, posters, and books.
The story even caught the attention of the Los Angeles Times "Calendar" section and was the headline feature recently. I called Tony to find out about the reaction within the community and to find out if the station changed its programming in any way.

## A Vision Of Evil

Topeka is a small Midwest city, "ánd here in the Bible Belt, people get stirred up every once in a while," said Tony. "This whole thing started when this girl, Lori Rice, claimed she saw a 'vision of evil' from her rock music collection. She got everyone else at her church stirred up and they heaped all their rock records and paraphernalia into a pile. They took baseball bats and what
 Tony Stewart ever else they could find to smash everything to bits, and prayed over it."
In a small community like this, you'd expect a lot of public reaction and outcry to
reach the radio station, right? Wrong! "Actually, the whole thing was pretty isolated to this one incident. Even the newspapers only gave it a passing blurb announcing the record destruction demonstration, but that was about it.
"We didn't get any threatening calls at the station from church members, or undue harassment of any sort. The only negative result of the whole thing happened the night of the demonstration. Someone threw a brick through the stained glass window of the church. No one is really taking this thing very seriously. No one has asked us to stop playing anything."
Maybe no one is taking it very seriously in Topeka, but the incident did impel the station's Production Director and "Talk To Me" talk show host Phil Grecian to do his Sunday night show on the subject of "Masking Messages In Music". . . complete with on-air demonstrations of these "messages."

## The Message Is In The Music, Or Is It?

"We actually got more reaction from the talk show than those church people did," said Phil. "The show normally runs for an hour, but the phone calls wouldn't stop, so we ran over an extra 45 minutes.
"I started to research records that had known 'messages' or goofs in them, plus the ones that Phil Wyman found objectionable. All in all, I found 33 cuts that were suitable for airing, and among them were some old

## Satanic Top Five

The following is a compilation of the "Satanic Top Five" songs which Phil Grecian and I felt fell in order of dislike by Assemblyman Phil Wyman and minister James Gilbert. The list could change at anytime, as people's imaginations cause them to ruin their record collections by spinning them backwards.

1. Led Zeppelin/Stairway To Heaven
2. Queen/Another One Bites The Dust
3. Styx/Snowblind
4. Cars/Shooby-Doo
5. Blue Oyster Cult/Kissin' in Dallas

## Bubbling Under The Top Five

Rolling Stones/Sympathy For The Devil

## Charlie Daniels Band/Devil Went Down To Georgia

In fairness to the members of Evangel Full Gospel Church in Topeka, Phil Grecian offered them equal time to respond with their side. They refused.

Phil took things a bit further and found the following gospel records, when played backwards, yield coincidental satanic lyrics.

Richard Roberts's "Pass it On" was found to contain "On Satan, Oh Satan
Richard Roberts's "A Better Life" contains "We want marijuana."
Merrll Womak's "Because He Lives" hides the reversed message "Beelzebub is man."
The New Creation Singers' "Perfect Peace" has the words "Satan is a sweet devil, he may be the one."

Phil found other examples in religious records too numerous to mention. The point of the story is that all of this is coincidence whether it be rock or religious music. It's all the product of overactive imaginations.

hits with mistakes in them like extraneous noises."
Phil sent me a list of songs with obvious goofs. They include Elvis Presley's "Blue Moon," which has the sound of a studio soda machine dispensing a soda can. "Wendy" by the Beach Boys has an audible cough about a third of the way into the music break.
"I don't even know if Phil Wyman knows about those things, but what he was concerned about was the supposed 'hidden satanic messages' which were making a subliminal impression on the minds of our youth. The funny thing about these messages," points out Grecian, "is that you have to listen to parts of these records backwards to hear them!
"The mind can let you hear anything you really want to when you spin these records backwards. I really think they are pure coincidence, and in most cases, you've really got to stretch your thinking to construe anything even resembling a satanic message."
What are some examples of these satanic messages that have got Phil Wyman, and James Gilbert, Minister of Youth at the Church of Christ in Kaufman, TX, upset? "One of them is a record by Black Oak Arkansas, 'When Electricity Came To Arkansas.' Wyman thinks that when you play part of this song backwards it's saying, 'Satan, Satan, He is God, he is not God.' Then James Gilbert thinks it says, 'Satan Satan, He is God, He is God.' It seems as if they can't agree, but this one is pretty difficult to hear, and is pretty farfetched,' said Grecian.
Did someone say hidden messages? Phil Grecian points out more. "In the Beatles' 'I Am The Walrus' there is a portion when played backwards that sounds like 'Oh I smoke marijuana' and another part that says 'smoke pot, smoke pot' when played normally. In their record 'Revolution Number Nine, a man, not a member of the group, says 'number nine' repeatedly. It's claimed the voice is that of an EMI studio engineer announcing which studio the song was cut in. When reversed, it sounds like 'Turn me on dead man,' which obviously
 Phil Grecian Cartney's premature demise. Let's not forget 'Strawberry Fields Forever,' which says, 'I buried Paul.' '
Other "diabolical dicta" that can be heard in reverse include:

- The Cars' "Shooby-Doo" where the word "Satan" is repeated approximately nine times, according to Wyman and Gil bert, who can't agree exactly on how many times it's repeated
- Electric Light Orchestra's "Fire On High," with a part played in reverse that says "The music is reversible, but time is
not. Turn back, turn back, turn back." Wyman thinks this is satanic because it is recorded in reverse.
- ELO's "Eldorado," with the supposed hidden message ${ }_{3}$ "Christ you're the nasty one, you're infernal."
- Queen's "Another One Bites The Dust," in which, when spun backwards, a very strained interpretation of the line, "Decide to smoke marijuana," can be heard.
- Styx's "Snowblind," containing the words, "Life's not pretty, even though I tried to make it so." Innocent enough, but Wyman and his people reversed it, and heard. "Oh Satan, move in our voices."
- Blue Oyster Cult's "Kissin' In Dallas," with the reversed lyric, "My name is Satan."


## Just Y̌our Imagination?

On Phil Grecian's show "Talk To Me" he played all of the previously mentioned cuts. How clear were these supposed evil lyrics? "You've really got to use your imagination, like I said before. Only a fanatic would sit down and try and find these things. I still maintain they are pure coincidence. The only song that really has anything that's clearly defined without reading too much into it is Led Zeppelin's 'Stairway To Heaven.'"
Phil points to the following lyric line: "If there's a bustle in your hedgerow, don't be alarmed now, it's just a spring clean for the May Queen. Yes there are two paths you can go by, but in the long run there's still time to change the road you're on," What does it say when reversed? "My sweet Satan. The one will be the sad one who makes me sad, whose power is Satan.'
According to Phil Grecian, "There are others within this song, but you've really got to stretch your mind for those. We've had listeners sending in other songs with hidden meanings. All of them are pure expansions of overactive imaginations. Wyman would like all albums labeled with a warning 'This record contains backward messages,' so that the public can be message

What does PD Tony Stewart think now that the show has aired? "A small but vocal minority has raised an issue, which even in this conservative part of the country hasn't been embraced. As far as any of these messages having been recorded on purpose, that's ridiculous. No one can convince me otherwise. I do get concerned from time to time about sexual lyrics that can be heard when played normally, but that's just a personal objection. I play, and will continue to play, what the audience wants to hear on KDVV."
What we have seen is an example of a vocal minority trying to impress its thinking on the minds of others. KDVV offered the chance for the people of Topeka to respond to these songs, and according to Phil Grecian, "We got lots of letters, but not one ever asked us to take these, or any records off the air." Are all reversed words satanic? (.stoob tabmoc sraew rehtom rouY") Only if you want them to be.

## "Love <br> 

from the forthcoming Ip DONNA SUMMER

GHS 2005
Produced by Quincy Jones for



WGH WFEA

| WBEN-FM | WYCR WGH WFEA |  |
| :--- | :--- | :--- |
| WIFI | WKRZ-FM Z104 | 95XIL |

B94 K104 KYNO-FM Q104
WXKS-FM WKEE KIDD Z102

| PRO-FM | WTIX | KGGI | 95SGF |
| :--- | :--- | :--- | :--- |
| CFTR | B97 | KJRB | WFOX |

CKGM WJDX KNBQ WCGQ
Y100 G100 KBBK WYKS

WGCL WZYP KSKD KVOL
KEARTH BJ105 KHYT WAZY-FM
KFI WDOQ KIKI 99KG
KEZR CK101 WJBQ KEN

WTIC-FM WBBQ WGUY KSLY
WDRC-FM WOKI WACZ KDZA
Q106 WCSC
Elton John

## "Blue Eyes"

from the Ip JUMP UP GHS 2013

Produced by Chris Thomas

## Jennifer Holiday

## "And I'm Telling

 You I'm Not Going ${ }^{3}$WNBC 30-26 WXKS-FM deb 28 Y100 deb 23 KIQQ add WVIC add

WFLB add KVOL on


GEFFEN
RECORDS


WKTI SCORES JOURNEY PLATINUM - Columbia recording artists Journey recently cele. brated thair "Escape" album going platinum by pressing up awards to those stations that helped out. Shown (l-r) are Columbia rep Marc Benesch, WKTI/Milwaukee Station Manager Steve Smith, and PD B.J. Hunter.


KHFI CLUB MED CONNECTION - The fun and sun of Playa Blanca, Mexico was awarded to the winner of a Club Med vacation by KHFl/Austin. Shown (l-r) are morning man Dave Jarrott, the winner, a Club Med rep, and morning news anchor Darlene Lewis.


WE'RE MASHING FOR BLOOD - WQID/Bil oxi, MS recently held its 0094th M*A*S*H Blood Drive, complete with a tent and the staffers dressed like the TV stars. Shown (1-r) are Miss USA contestants Miss Wyoming, Miss lowa, staffer Mickey "Hawkeye" Coul ter, the Q Bird, Miss Alaska, and Miss North Dakota.

## Motion

Chris Kelley, middays at KJ100/Louisville, is leaving to obtain his masters degree in marketing at Northwestern University ... WD.JXIDayton MD Joe Dawson is now doing the morning show WBLI/Long island has a new address and phone number: WBL, 3090 Route 112, Medford, NY 11763, (516) 732-1061 ... KKAZ Cheyenne welcomes new Operations Manager Chuck White from sister station KUUY, and promotes airstaffer Phil McKay to MD . . . KIIS-FMI Los Angeles welcomes night personality Laorie Allen from K101/San Francisco.

## The Music Section

CHR's Most Accurate Music Information Begins on Page 55


WILD HEART OF THE YOUNG IN DENVER They say the mountain air can sot you free, and Karla Bonoff was getting wild as she promoted her alburn "Wild Heart Of The Young" with the single "Personally," to KIMN/Den. ver's Doug Erickson. Shown (1-r) are Doug, Karla, MD Gloria Avila Perez, and Columbia National Promotion Director George Chaltas (in front).


KIIS-FM PORSCHE PLUS $\$ 20$ GRAND GIVEAWAY - KIIS-FMILos Angeles has boon asking listeners to be the 50th caller when they heard four specific songs played in order over the past five weeks. The winner claimed a brand new platinum metallic Porsche 924, with $\$ 20,000$ tucked into the glovebox. Shown (l-r) is morning man Rick Deas and winner Yvonne Adams with the car and the cash.


WHAT DO YOU MEAN T/ME'S UPP Recently KZZP/Phoenix morning man Jonathan Brandmeier had the fearsome Mr. T from the movie "Rocky III" in for an interview pro moting the Phoenix Off-Road Motocross. When Brandmaier told Mr. This time was up, Mr. T registered his displeasure, as witnessed on Brandmejer's face (far right).


BQ's "BEE VAN" DEBUT - B94/Pittsburgh is sporting its new Bee Van around the city. Shown (1-r) are staff members (top) Banana Don Jefferson, Junior, Bumper Morgan, newsman Guy (I-r) are staff members frop) Banana Don Je
Junker, GM Garry Eaves, and PD Dan Vallie.


SMILE WHEN YOU SAY KUNG-FU - David Carradine is out promoting his new flick "Safari 3000," and he stopped in at the WBCY/Charlotte studios to say hi, Shown (1-r) are WBCY morning man John Boy and Carradine.


WALK AND ROLL IN ERIE - K104/Erie recentIy staged a "Walk America 82" for the March of Dimes, and Geffen artist Sammy Hagar (left) is shown standing with air personality Paul DeMille. Hagar and DeMille acted as cochairmen for the walk.

## 

## Your wire machine already supplies you with late

 breaking hard news. We don't. Instead we give you late breaking humorous, crazy, bizare and ofibeat stories in twice-a-week dispatches. And the Wireless Flash offers you two exclusive sound lines that provide you with actualities of the lifestvie stories we're famous for. We've got sports news, a daily almanac and even a horoscope.
## WIRELESS <br> FHSH

coops on AOR CHR and A/C artists, as well as Hollywood celebrities. Separate services? Nope they're all part of the Wireless Flash. Maybe that's why more than 350 radio stations in the U.S. Canada \& Australia are subscribing to the Wireless Flash. Maybe you should, too. The Wreless Flash is an exclusive service of colay maiio Maturn 1

## AOR Futures: Promotion

In previous weeks, we've discussed AOR's possible futures in the realms of programming, personalities, and music. With these three areas covered, the next logical area of coverage is promotion; after all, if you've got your personalities, music and programming down, you've got something worth promoting. In the years to come, how can AOR get the most mileage out of station promotions and advertising? That's what this week's group of experts discuss.

## KREM-FM/Spokane <br> PD Daniel Brunty

"Album radio will continue to be in the difficult position of being split into at least two components: one skewing completely toward the younger demo, and the second going for the baby boom rock and rollers, the 20-40 age group that comprises the major portion of America's population.
"Promotion on the bottom end of the demo will continue to be basically easy. It takes no genius to realize that buttons, T-shirts, rock nights, and rock \& roll armies are peer loyalty builders for teens and young males. Rock radio's position as something your mother probably won't like will continue to help garner dissatisfied youth. However, this teen- 24 market is also splitting itself seriously into a rock vs. preppies type of battle; the prep faction will have absolutely nothing to do with the rockers, and vice versa. In this prep area lies the potential for $12+$ nurnbers for the more adult-skewing AOR's. This group is a great deal more conservative and tougher to pro-
"Advertising, in print or TV, will require a great deal more than spaceships coming from nowhere with call letters on them. It will have to actually begin to say something." - Daniel Brunty
mote to than the rockers. Unfortunately, the preppies are already overpromoted and, as a result, incredibly selective. Since research proves that product recall is mentally limited to seven or fewer items, call letter recall will become a primary target. Our calls will compete not only as a radio factor bet in a full media sense, with competition from HBO, Showtime, MTV, and national TV networks. Marketing will become the ultimate key; not targeting, marketing. Rather than continue the fragmentation and work on ever-decreasing returns, radio must seriously approach promotion of the product as a singular unit. Rather than finding the niche for a format promotionally, we must either create the demand for the format, or promote the format as an attractive necessity.
"Marketing plans will become as important (if not more so) as the weekly music meeting and consultant calls. Radio will have to address itself as a product and react promotionally to that realization. Advertising, in print or TV, will require a great deal more than spaceships coming from nowhere with call letters on them. It will have to actually begin to say something.
"One-to-one communication with the audience will be necessary to attract a personal note to the station. You don't win listeners a thousand at a time, you win them one by one, reinforcing that conquest with personal content. Therefore, promotion be-
comes a multifaceted venture, and perhaps the most important factor in future success. We often research the same records, run the same rotations, and feature the same concerts, so winning by format alone is a near-impossibility. Winning the future struggles of AOR radio will be a battle of marketing, positioning, and selling.'

## KDKB/Phoenix <br> PD Jeff Sattler

"Consistently successful radio stations operate like Coca-Cola or McDonald's: they always promote, they are everywhere. As AOR continues to evolve into a 'mass appeal' rock format, that promotion process becomes even more critical, particularly in markets where many stations play essentially the same music. When this is the case, your promotional game plan is the key way in which you can distinguish yourself from your competitor. Most people agree that AOR must attract older listeners in the coming years, which dictates that we broaden the appeal of our promotions. For example, bar nights have been an AOR promotional mainstay for years. Nothing's motional mainstay for years. Nothing's basically appeal to the younger end of the audience, let's balance those with promo tions like 'ladies' nights' at classy clubs and cume the $25-34$ 's.
"AOR's image problem with the masses seems to stem from a 'let's party' attitude. We've got to break out of that stereotype, opening our minds to different promotions that in the past might not have appeared to fit the AOR image. We will see promotions that rely more on creativity and less on big dollar giveaways to attract listeners and increase time spent listening. It's been proven again and again that giving away
"It's been proven again and again that giving away $\$ 100,000$ or even $\$ 500,000$ does not guarantee you terrific ratings."

- Jeff Sattler
$\$ 100,000$ or even $\$ 500,000$ does not guarantee you terrific ratings. Creative individuals seem to have a knack for getting more promotional mileage out of low-budget promotions. Community involvement promotions will continue to be important to the image of the radio stations. They go a long way towards breeding good will within the community. After all, it is part of our responsibility as broadcasters to serve the community - what better way than by helping those in need?

II feel that TV will continue to dominate as the most-used medium for advertising our product. With all the messages on the tube these days, the challenge is to make ours stand out. We must have a unique, credible selling point, and the message must be memorable, not irritating. Like

## WEBN Creates Pro-Record

 CampaignWEBN/Cincinnati has begun an on-air campaign to remind listeners of the value and entertainment of recorded music. The station's production department created a spot that features "Thomas Edison" extolling the virtues of his "most-celebrated invention, the phonograph record." The message ends with, "Looking for a good time? Then treat yourself to a new record today. This message sponsored by the rock and roll station, WEBN." The spot runs regularly on WEBN

PD Denton Marr explained the current promotion: "We felt we could do more than just provide airplay. Record companies were among the first major sponsors of WEBN during its beginning back in 1967, and over the years we've enjoyed a great relationship. We felt this was a good way and time to repay the favor.
'We're not promoting any specific record or label . . . we're simply reminding our listeners that recorded music has been, and continues to be an excellent entertainment investment." In these days of reduced album sales, WEBN's free campaign in favor of buying albums stands to help everyone involved, from the record companies to WEBN to the listeners. It's an admirable effort and we commend WEBN
anyone who has a product to sell, we've got to develop a marketing game plan and stick to it.
"In short, promoting AOR to the masses in the coming years means doing it in an aggressive, creative and contemporary manner.'

## Consultant <br> John Sebastian

'Space-age technology is upon us. Computers and robots soon will be a part of daily life. The movies' real stars are now the producers and directors (like Steven Spielberg). I would envision radio in general and promotions specifically to finally start catching up with the rest of the world. Radio promotions in the near future must use imagination, new technology, and research to appeal to the burgeoning new adolescents and young adults. Simply doing big cash giveaways will pale in comparison to Pac-Man fever, Donkey Kong, motion picture spectacles like 'Tron' and 'E.T., and rock and roll trips to the moon to see Shooting Star, all expenses paid."

## KSHE/St. Louis <br> PD Rick Balis

"When it comes to album adds, jock appearances, contests and/or promotions, our philosophy at KSHE is to go big or stay home. More specifically, if we think enough of an album to add it, we're going to give it the airplay it deserves - plenty! If DJ appearances are scheduled, they'll be promoted - plenty! If we choose to get involved in contests/promotions, we'll do it up in a big way. It's a case of being selective when choosing to involve the radio station in any of these areas and pulling out all the stops of these area
when we do.
"Traditionally, KSHE listeners enjoy getting involved. They respond and participate when given the opportunity. They're keenly loyal and enthusiastic. With this in mind, we have consistently developed, through the last 15 years, and will continue through the 80's, developing promotions that will allow listeners to actively participate rather than just passively listen. It's important to set up priorities, take a look at all possible promotions, and mount a campaign around the one promotion with the most positives for all: the listeners, KSHE, record labels, accounts, everyone. Then we go all out.
"One of the worst things to do is clutter the airwaves. Promotions shouldn't collide. If they do they get watered down and confusing. Timing of promotions is undoubtedly a key factor.
"In many ways, the 80 's appear to be similar to the 60's. People are vocal. In general, they have the tendency to act rather than sit back and let everything pass them by. That's how we plan to greet the remainder of the decade: with promotions that continue to have listeners at the heart of the matter. It's not necessary to award
listeners with Ft. Knox and the state of Wyoming as a contest prize. It is necessary for the listeners to feel a part of things and be a part of KSHE.

## WTUE/Dayton <br> \section*{PD Dave Luczak}

"WTUE markets itself through many different mediums. Our call letters are at every major event with which we feel we should be associated. We'll use everything from balloons to patches to massive sticker campaigns.
"Since our image is pretty wellestablished here, we work at maintaining it. The only place where we really explain who we are and what we do is on our TV ads. Everywhere else, we can let our call letters do the talking.
"In the foreseeable future, we'll continue to use items like stickers and billboards as a means to get our call letters in front of people's faces. If we feel like our image needs to be reaffirmed in people's minds, we'll do more TV ads.
"On the air, we've found it's becoming increasingly important to concern ourselves with the way contests are executed. Our most talked-about giveaways are not necessarily the ones involving large prizes, but the ones that are creative and that ask listeners to do something different to win. The way to win is often more important to a listener than exactly what they win."

## KGON/Portland

## PD Dave Van Dyke

"Stations are moving closer with tightened playlists and talented programmers. PD's will have to look to experienced promotion personnel to expedite promotions that will distinguish stations. Personalities may make a difference, but the image of each station in a market can mean success or failure
"'The trend towards more dollars spent on TV will continue as it has proven itself to be the quickest, most efficient way to image a radio station. Tying visual concepts to a radio station's music is a powerful message and consistent exposure can change your image practically overnight (with the correct time buys).
"Furthermore, where dollars are available, stations will use support media for special events. Here at KGON we're already seeing advantages to using print to support our TV or other major promotional events. The point is to keep the call letters in front of your target. In certain situations, billboard and transit visibility will work as well.
"Money will be used to further enhance station image. Not much increased interest in big money giveaways or major contests will arise as stations will want to clean up their air sound. Basically stations will

Continued on Page 26

## Were the One for Concerts

Westwood One's brand new half million dollar concert master mobile recording studio is on the road recording more concerts for more stations than anyone in the business.
Rock, Black, Country... Westwood One is the only one to produce and distribute concerts from start to finish. We're committed to bringing your listeners the ultimate in live concert programming.



America's number one producer/distributor of nationally sponsored radio progriams, concerts and specials.

Los Angeles: 9540 Washington Bivd_, Culver City, CA 90230 - (213),204-5000
New York; 5.75 Madison Ave, Suite 1006, New, York Cityi N. Y. 10022 • (212) 486-0227

WKTM/North Charleston, SC has switch ed back to AOR from CHR, with the consulting services of $\mathbf{B} / \mathbf{A} / \mathbf{M} / \mathbf{D} \& A s s o c$. . Inc., as a Superstars client station . . Jack Emerson is appointed PD at KGGO/Des Moines, replacing Larry Moffitt (who joins KPKE/ Denver as PD) . . . Tom Michaels is upped to PD at KMBQ/Shreveport while former PD Jay Frazier retains airshift . . . Former WWTR/Bethany Beach PD Dave Kettinger resurfaces at WQHQ/Salisbury for airwork as Brian Krysz attains PD title for WWTR

Bob Braide remains PD/MD at CHOM FM/Montreal; David Spodek is CHOMFM's new Research Director . . . Bill Weston is upped to MD for WGRQ/Buffalo Carol Cooley is named MD at WERI/Westerly . . Karen Kolvek is named Research Director for KZEW/Dallas . . . Rod Davis exits nights at WKZL/Winston-Salem to host the local "PM Magazine" TV show Johnny Dodge exits mornings at WECM/ Claremont for airwork at KISS/San Antonio

Bo Roberts exits mornings at KQRS/ Minneapolis for nights at KTXQ/Dallas Jay Richards joins WAQY/Springfield from KISS/San Antonio for overnights, as WAQY's Sherri Cronkite exits to WRSI/ Greenfield...New to WKQQ/Lexington from WQMF/Louisville is Sue Arentsen as Production Director. Curt Mathies is upped to overnights at WKQQ from part-timer Charlie Morris joins KOMP/Las Vegas for nights from KDKB/Phoenix . . . Dale Miller joins the airstaff of KYTX/Amarillo from neighboring KBUY, and Cincy Stevens joins KYTX for 7 -midnight. The two replace departing Steve Smith and former PD Phil Couloudon.

## AOR Reporter Profile



## KMBQ/Shreveport

## PD: Tom Michaels Power: 100,000 watts Consultant.

The Lund Corporation Slogan: "ShreveportBossier's Album FM"
"KMBQ is Shreveport's only AOR station, so we stick to the good old basics: familiarity with listeners and mass appeal music.
"We use the phones a lot to stay in touch with our listeners, using phone contests to give away all sorts of promotional merchandise.
"We recently acquired the services of the Lund Corporation as broadcast consultants. They have given us an excellent music research system that researches gold cuts nationwide. Music on the ' $Q$ ' is chosen by the PD, MD, and airstaff. Current selection choices are based on national airplay, artist image and ability, regional popularity, and local sales, among other considerations.
"We're hot on the concept of Album Oriented Rock here in Shreveport we like to expose more than one cut per album. The listeners like it and it lends the station great credibility.

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ROCK ON WHEELS - KFMH/Muscatine sponsors a drag racer for local promotions, modeled here with MD Lisa Catalona


STRANGER IN TOWN - Epic's Stranger, while on tour with UFO, stopped by the studios of KOZZ/Reno. Pictured $(1-r)$ are band's John Price and Ronnie Gavin, KOZZ morning air personality Kathy McCovey, group's Greg Billings and Tom Cardenas


IT'S IN THE BAG - WQXM/Tampa, in the true spirit of summer fun, bought all the parking meters for the day at popular Clearwater Beach, putting specially marked bags over the meters to let beachgoers know that the day's parking was courtesy 98 Rock.


SPLIT ENZ TAKES TO THE AIR - A\&M's Split Enz, notorious paper airplane aficionados, joined forces with CITI-FM/Winnipeg during the group's Canadian tour for an Enz paper airplane flight contest at a local record shop. Pictured (l-r) are store owner, group's Eddie Rayner, CITI-FM's Jim Johnson, band's Noel Crombie, Tim Finn and Neil Finn, with CITI-FM's Chris Reichert.


TO BE KIHNTINUED - Beserkley/E-A's Greg Kihn and consultant Lee Abrams happened to visit WMMR/Philadelphia simultaneously for some lively conversation. Pictured (1-r) are Abrams former WMMR staffer (now WCOZ/Boston) John Bloodwell, Kihn, PD Charlie Kendall, E/A's Mar ty Schwartz and Rick Alden


ASIA INVADES AMERICA - Geffen's Asia brought a bit of international diplomacy to KLOS/Los Angeles while on tour. Pictured (l-r) are group's Carl Palmer, KLOS air personality Linda McInnes, and band's John Wetton.

## Promotion

strive for the most unique and best eventoriented promotions. Stations should also be aware of the advertising and promotional possibilities of cable, depending on penetration in their markets.'

## WCKO/Miami

## PD Buddy Hollis

"In-car listeners are a captive audience. To keep them interested, billboards and busboards will continue to be important.
"In the home, there's growing competition for radio: video games and recorders, cable TV, MTV, etc. I think it's important to take advantage of that by advertising on those mediums when possible. We're already noticing the effect of MTV in this market on sales and station requests. We're sharing more and more of our audience with them. Why fight it? We're going to put more money into advertising on those chan nels, and probably less on network TV. Cable TV is targeted so much more specifically with our audience for the most part - it's only logical for our call letters to show up there.

Newspapers should pick up on more AOR radio advertising as well. While young audiences don't necessarily read the whole paper, they check out the entertainment sections regularly for movie times and concert information. If our ads can end up in that section, I see it as beneficial to the station.'

As was pointed out earlier in this column, the past four weeks of prognostications are only possible futures for AOR radio. What's your scenario? If this series has encouraged you to glance forward, contact me with your thoughts and I'll do a follow-up article in a coming issue of $\mathbf{R \& R}$.


## UPDATE



One of the summer's first major outdoor concerts, Texxas Jam, just took place in Dallas, and KTXQ was on hand as the official host station. Included in the station's multifaceted handling of the promotion 25,000 souvenir buttons; a banner contest incorporating KTXQ's logo, which was also on either side of the stage; prize incentives for those wearing KTXQ shirts or buttons; a booth in the adjacent rock supermarket; an air-guitar contest whose winners got to open the show; 500 security people wearing customized KTXQ T-shirts; jock shifts broadcasted from the jam site, including in terviews with stars Joan Jett, Sammy


WMMS GOES NOVA - WMMS/Cleveland entertained Portrait/CBS artist Aldo Nova on a recent promotional visit to the station. Pictured (1-r, front) CBS's Tom Schmidt, E/P/A's Joe Carroll and Nova; (1-r, back) E/P/A's Doug Hamann and Eric Heckman, WMMS MD Kid Leo, Portrait's VP/GM Lenny Petze.

Hagar, Journey, and Point Blank; and stage announcements by KTXQ MD Drake Hall. Now that's the way to cover an event of significant listener interest! . . . Summer's here and the time is right for "Loopsearch" - from now till Labor Day, WLUP/Chicago's handing out Loop stickers to listeners, who are asked to display the stickers wherever they go. When stickers are spotted by the station's staffers, the owner is an instant winner. Among prize offerings: videodisc and videocassette recorders, Intellivision games, cash, cameras, TV's, stereos, and Sony Walkmans... Congratulations to KICT/Wichita Operations Manager Bob Lawrence and new bride Kathy . . . It's an awfully close race in Minneapolis, where the latest Birch figures showed KQRS ahead of KDWB 7.4-7.3. This is KQRS's first $12+$ victory over its AOR competitor in quite some time.

PRESENTATIONS: WBWB/Bloomington presented Dan Siegel for $\$ 2.97$.
BROADCASTS: Jeff Lorber on KINK/Portland. CONVERSATIONS: Asla, Prism on WIOTROledo ... A Flock Of Seagulls on WTPA/Harrisburg . . . Ian Anderson on WDHA/North Jersey . Jean-Luc Ponty, Joan Jett, Bow Wow Wow on KFMG/Albuquerque . . . John Cougar on WRKI/Bridgeport . . . Robin Williams on KFMXI Lubbuck... Joan Jett, lan Anderson on CITLFM/WInnipeg . . . Go-Go's on KROQ/Pasadena . Joe King Carrasco, Missing Persons, Dwight Twilley, Dave Edmunds on KTYDISanta Barbara . . . Ian Anderson on WHMD/Hammond . Richard Simmons on WMMS/Cleveland Ozzy Osbourne, Joan Jett, Ian Anderson on CFOXIVancouver . . . Moon Zappa on KILOIColorado Springs . . . Dregs, David Johansen, Bob Weir, lan Anderson on WLIRILong Island. Toto, Tubes, Ian Anderson on KRQR/San Francisco.

# The National Lampoon Radio Hour 



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## Adult/ Contemporary

## The A/C Gold Programming Poll

What's the most popular record of all time? "Rock Around The Clock?" "The Twist?" There are dozens of hit charts listing the biggest sellers of all time, but none that help PD's select the correct oldies for today's programming. The problem is even harder for A/C PD's, who may not be sure which rock oldies are still valuable.

Here for your interest and participation is R\&R's first A/C Gold Programming Poll. Listed are, alphabetically by artist, 475 of the biggest A/C-oriented hits between 1955 and 1980, the last year before songs begin to be classified as recurrents for some stations.

To enter, tear out this page and simply circle (or write-in) the 50 songs you feel are the most valuable to your programming. Your list will be kept confidential. Feel free to include local favorites or write-ins, as this list is more a thought-starter than a complete reference. Of course, you do not have to be a reporter to participate
We hope all $\mathrm{A} / \mathrm{C}$ stations will join in this survey to provide an idea of what programmers are using to cover such an important music area. Results will be printed in a future column. Thanks for sharing! MAIL BALLOTS BY MONDAY, JULY 19, 1982 TO: A/C GOLD POLL, C/O Radio \& Records, 1930 Century Park West, Los Angeles, CA 90067

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100 WAYS REALY PAYS - WAV970/Louisville has bean giving out 100 reasons to listen, over 100 days since January. Listeners had to write each one correctly to win. 68 -year old Carrie 100 days since January. Listeners had to write asch one corroctly to win. 68-year old Carrio
Cisnay defeated nearly 37,000 orher entries to win $\$ 10,000$ a year for 10 yesrs. From left station President/GM Ed Henison Jr., Carrie, and VP/Station Operations Lee Masters.


HA VING SOME KIND OF FUN NOW - Pausing between TV commercial tapings for its spring Disney World vacation giveaway promotion are, from left, former WPRO/Providence Operations Manager Gery Berkowitz, co-morning personalitles Salty Brine and Larry Kruger, and an ad agency account executive, all joined by Donald, Pluto and Goofy.


RAISING MONEY IS A PIECE OF CAKE - WMALWashing. ton personalities and area celebrities took to their kitchens and created special cakes and pies that were auctioned on the air to benefit handicapped youngsters and Easter Seals. In all, over $\$ 10,000$ was raised. Shown are WMAL's Harden \& Weaver, with some help from Kelly of the Crippled Children's Society.


KEY TO THE HIGHWAY - As part of a "Cars For You" giveaway, WAIV/Jacksonville, FL gave away a new Honda to this listener, who correctly identified the 17-character serial number. Shown at left with the happy winner and auto sales rep is Affiliated Broadcasting and station VP/GM John Winkel.


If YOU LKE PINA MARTINF - Elextra artist Rupert Holmes enjoys a drink with WNAB/Bridgeport PD Russ Garrett and station owner Harry Lawson, Jr. at the station's annual "Spring Fling" besh. Over 900 listeners attended.


SITING DOWN ON THE JOB - KSو4/St Louls morning personality Ron Morgan sat in 42,000 seats at Busch Stadium within three days, while broadcasting five reports and soliciting pledges for Easter Seals. The "Seat Sit" collected over $\$ 5000$


RUN FOR THE RADIO - G10TVN/Columbus, OH cosponsored the annual May Classic 5-mile run, raising over $\$ 15,000$ for the Lung Association. The station team finishad an impressive third in its division. From left newsman Deve Claborn, station friend, newsman Don Alexandre, and per sonality Jeff Wilson.


HELPING THE HANDICAPPED - At the New Hampshire Home Show, WKBRManchester was there, raising monay for Easter Seals. From left, afternoon drive Ed Doherty, station mascot Mr. Moose, morning personality Bill Morrissey, poster child, and PD John Frawley.

# D-C \& TM Chronicle Country In Story \& Song 

TM Programming and Drake-Chenault are two companies wellknown for a variety of syndicated formats and programming specials For well over a year now both have also been deeply involved in very similar long-form projects of particular interest to Country radio TM's 48-hour "The Story Of Country Music" and D-C's 52 -hour "The History Of Country Music." As the titles and length imply, both programs offer a retrospective into country music's origins leading up to the music and artists we enjoy today. Sort of an overall look at country from Jimmie Rodgers to Kenny Rogers.
"Story" was released to the marketplace in March while "History," delayed due to the extended illness of its producer, will be released just in time for the Labor Day weekend. Both projects are intended to be not only entertaining, but also educational, with many months devoted to research and documentation for historical accuracy. Without trying to "hype" either program to you, I still felt that an indepth look at both was warranted, since these projects are the first such comprehensive studies available to radio on this uniquely American artform.

To get a better idea of what each has to offer I spoke with TM Programming President Pat Shaughnessy and Drake-Chenault President Jim Kefford. Pat first explains why TM decided to embark on such an extensive project.

A Market \& An Opportunity
"We're in the business of producing specials, and we now have over 20 longform specials in various musical formats. With the success of the Kenny Rogers special we did almost two years ago, we decided that Country was fast becoming very popular and more and more stations were going with it in lieu of other formats, so we thought
 that now there was a Pat Shaughnessy market for it and an opportunity. No one had ever done the story of country music, expect maybe in a very short-form version, but nothing at all this extensive. We polled a few stations and went to work on it then and there. It took over a year to put the whole thing together.
"We had about a dozen people working on it off and on, most notably Carl Goldman of Popular Media (who also did our Kenny Rogers show), TM writer Bob Shannon, and a score of other research people. KOST/Los Angeles morning man Ray Willis is the announcer. We didn't want a star to do the announcing because we wanted the story to be the star of the show. We wanted Ray to deliver a very intelligent story of country music, and we think we've accomplished that.

## The Definitive Look

D-C's Jim Kefford recounts some of the history of "History." "What we've done, I think, is provide the definitive look at country music. It had not been done, so Bill Drake decided to dig in and do it at the level he originally did 'The History Of Rock \& Roll' back in the 60's. This has been Bill's project for close to two years now, including a year in Nashville where we opened up an office and set up headquarters to get a feel for what we're talking about as opposed to just trying to slap records on tape.

"We were delayed on it because of two things. First, our producer, Bill Watson, had a heart attack and subsequent open heart surgery last year, and then both of Drake's parents died within a span of six Drake's parents died within a span of six
months last year. Rather than rush the thing we decided to just call a halt to it and wait until the team was together again. Tom C. Armstrong was the leader of our writing team out of Nashville, and Chet writing team out of Nashvile, and Chet show. We then got the granddaddy of them all to do our narration, Ralph Emery. He's the grand master as far as I'm concerned."
D-C Acquires CMF Cooperation
'The other thing that I think we've done that is going to make this show special is work very, very closely in association with the Country Music Foundation. We worked with Bill Ivey and his staff to really check out all the archives and have really authentic information. Once every four hours in the show there's a promotional announcement for the Foundation because we're also interested in promoting the industry.'
TM's program, which has already been picked up by 93 stations, is produced in anthology form, allowing each hour to stand on its own. However, Pat notes that "most stations will be airing it in blocks, say three hours at a time, and then broadcast the sec ond airing in a blockbuster weekend special or vice versa. It's readymade for a holiday special for July 4th or Labor Day. It is, of course, market exclusive and can be run twice within the contract year, with rates ranging from about $\$ 750$ to $\$ 12,000$, depending on market size."

TM Interviews Over 500 Included in 'Story" are excerpts from over 500 interviews conducted with not only artists but other industry-related people. Pat explains why TM sought such a diversity. "We wanted to get some differing view-

Fact Sheet

"The History Of Country Music"<br>Available in September through Drake-Chenault<br>52-hour chronology<br>Cash only - \$2400-\$24,500<br>Licensed for three runs over 18 months<br>Ten minutes of avails per hour<br>Narrated by Ralph Emery

"The Story Of Country Music" Available now through TM Programming 48-hour anthology Cash only - \$750-\$12,000 Licensed for two runs over one year Ten minutes of avails per hour Narrated by Ray Willis

points, some viewpoints outside of the ar tistry, so to speak, but yet inside the business. Part of our ploy here was to make it very educational. It's not only entertaining, but you can sit there and when it's done, you know the story of country music. We had problems getting interviews with some people just because they had so many things going at once, but they all came through one by one. They were very pleased that somebody was undertaking this project."
Tom Thacker, who did most of the 200 in terviews for Drake-Chenault, also spent many hours above and beyond the call of duty tracking down artists. However, the effort paid off, as Jim recalls some of Tom's experiences.
"Tom just hung out with these people wherever they were. As an example, I remember he was on a touring bus driving around the country with Merle Haggard for three days. He got an interview with Brenda Lee in her kitchen as she was canning food. Then he went over to Texas to get Willie Nelson and had to play golf with him for two days before Willie would talk to him. It wasn't all hard duty, but it was an excruciating thing. Luckily, Tom had the patience of Job because he wanted to do it right and was real keen on getting quality stuff.'

## Putting The Pieces Together

Once all the pieces were there, the big job became putting them all together. Jim recalls the special emphasis D-C took with the music segments. "Most people do a lot of electronic editing, which is pretty standard, but our guys sit and hand-edit all the ticks and pops out, in some cases spending three hours on two minutes worth of music. We had to do that considerably.
 It's a very painstaking process, but you end up with a product that in many cases sounds better than the original. The finale alone will have probably taken three months of production work by Mark Ford. It's an hour's montage of every number one country hit from the 50 's right up to the present, all matched by keys of music. Mark's extremely finicky about the detail, and this is what makes our production different we certainly have the pride coming out of our shop.'
Both shows are sold on a cash-only basis which, in these economic times, might be a deterrent to some broadcasters. However, both gentlemen stressed the cooperation of their sales departments to enable clients to not only recoup their initial investments but make a handsome profit besides. Pat explains TM's marketing strategies.
"We have proven time and time again that we can show a broadcaster a plan that will get him $\$ 10$ back in advertising for every dollar he puts out on a special. I don't care what kind of sales staff he's got, we can give him a plan where he can go out and sign up a number of exclusive category advertisers and get the return back on his dollar. We have two or three different advertising plans which they can submit to their advertisers, and generally they do very well with it.'

## TM School System Tie-In

"I also think a Country station can take this type of show and create some converts to the music if they promote it properly. And by that I'm talking about introducing it, for example, to the school system. In fact, after talking to you about this, I would like to make this offer to broadcasters. What TM will have ready for this fall, just in time for school, is an hour-long show called 'The Making Of The Story Of Country Music,' which we will give to each radio station along with a number of ideas they can present to the local school system and come: out heroes in the community along with making a lot of money for their advertisers

Drake's Sales Aids
Jim offers D-C's sales philosophy: "You can do all the great production work in the world, but unless you come up with ways for the stations to make some money, it's going to all be for naught, because ultimately the guy at the station is going to say it didn't work. We've put together a whole book of ideas of profit-proven sales plans. We've produced the advertising sales folders so that when the guy goes out and makes a presentation for the show he's got full-color art done, by the way, by Tom Jung, the same artist who did 'Star Wars' and 'Raiders Of The Lost Ark.'

Continued on Page 31


All its laughter...all its tears.


WB artists (l-r) Gary Morris, Shelly West, and David Frizzell are pictured signing autographs for their fans during Fan Fair.

## D-C \& TM Chronicle

Continued from Page 30
"We have $61 / 2$-minute cassette presenta tions to jazz up the advertiser. We also have newspaper slicks, slides for TV, all the onair stuff, even the 'History Of Country Music' logo pressed into a $5 \times 5$ Kron chocolate bar, which is quite an attention getter for advertisers to introduce the show The whole advertising and marketing end we feel, is extremely important."
Convincing Stations To Think Big
"All of the pieces are laid out. We have an operations manual as thick as your arm that tells the stations what to do and, quite honestly, if people read the book and follow the bouncing ball, they can make a lot of bucks on it. I think the biggest difficulty we have is convincing the stations to think big Even in a small market if they're getting a $\$ 10$ rate, getting the guy to grit his teeth and go out and ask for $\$ 15 \ldots$ it's incredible What our account executives try to do with the radio stations is to beef up their con fidence and make it happen. We see stations making up to ten times what we actually charge them for the show.'
What D-C does charge for the show is also based on market size, top end $\$ 24,500$ and bottom end $\$ 2400$. The licensee may then run the program three times over the course of 18 months on a market-exclusive basis. Although the more chronological "History" can also be aired in one-hour segments, Jim recommends alternative approaches to give the special more impact.
"We recommend that it be programmed as a blockbuster with, at the very minimum, four 13 -hour weekends, which would tie in nicely with Country Music Month in October, or run in its entirety over say the Labor Day weekend. What we've

## The Music Section

Country Radio's Most Accurate Music Information

Begins on Page 48
seen through focus group studies of these specials is that they create an impact with the listeners' minds, and the listener will directly associate the show with the radio station call letters.'

## Build Cume Or

## Strengthen $1 / 4$ Hours

I asked both Pat and Jim if they felt their programs would be of more interest to a station's core audience or would indeed attract new listeners to the station. Pat noted that "you've really got two marketplaces here . . . you've got your core listener group that you're going to give something special to and, by doing the educational thing, you can bring in some new listeners and really get involved in the community. Everybody wins because the advertisers are going to buy it ... it's a special time and a special way for them to showcase their message, and it's just a marvelous show.
"What bothers me is the few stations who say to us, 'Oh, we're three in a row. We can't do that.' I think that's really kicking opportunity in the hind end because here's an opportunity to stand tall in the marketplace and bring them something that is special. When you take a special like this, that's the time you want to bang the drums and get out there and let everybody know about it.
Jim, on the other hand, felt that the program's appeal lies more in "strengthening your average quarter hour as opposed to building cume. It's going to build up the radio station and, obviously, if there are two Country stations in town, the object of the game is to program this to pull people away from the other. However, if somebody has it in their mind that they don't like country music, I don't think that this show or any other special is going to convert listeners on the spot. I do think that if they try it and hear the nature of what we're doing, people would stay with it because no one in the industry has ever touched 'The History Of Rock \& Roll' and I think 'The History Of Country Music' probably surpasses even that.'

## Black Radio

## WANT Richmond: Profile Of A Successful Daytimer

In earlier years, most Black-formatted stations were on AM and most were daytimers, located on the far right-hand side of the dial. These frequencies have always been subpar in power, quality, and coverage, and it's always been an uphill battle for anyone working for one of these properties. So whenever I hear that a Black formatted daytimer has managed to acquire some winning Arbitron numbers, my interest is provoked.
WANT/Richmond, VA happens to be a successful, Black-formatted daytime radio station with some unique qualities - its ratings, its music, its format, its advertising/promotional budgets, and certainly the station's success.
I made contact with Mr. Ben Miles, General Manager and Program Director of WANT for the past four years. "I must admit, there's not many of us in the business these days. I started out as an air personality, then a program director, and then a general manager. Most GM's don't come up through the ranks of programming; most come through sales." Ben is a graduate of Virginia Union University with a major in Sociology. He spent two years with Armed Forces Radio \& Television in Korea. Star-
"We never really try to break records; we play familiar, charted music."
ting his professional career in 1963 as a part-time announcer at WANT, Ben likes the idea that he has been able to spend his entire career in his native Richmond.

## Dilemmas Of A Daytimer

I asked Ben to tell us some of the obstacles confronting a daytime station. "I would say the biggest problem is the changing monthly sign-on and sign-off times regulated by the FCC. During the winter months, sometimes we must sign-off as early as $4: 50 \mathrm{pm}$. In the summer months we may be on until $8: 30 \mathrm{pm}$. That's very inconvenient for the listeners of a daytime station because they always have to search their minds as to whether you're there or not! Sometimes a daytimer can get what's called a PSA (Pre-Sunrise Authority). In our case, we've not been able to acquire a PSA, so our sign-on time varies from month to month. At times we sign-on as late as


General Manager/Program Director Ben Miles shows off his special Virginia license plate.
7:30am and other times as early as 6am in the spring and summer months.'
Ben told me, "Richmond is currently served by four stations aimed at the black community. WENZ is a 24 -hour 1000 w days, 250w nights AM'er; WIKE is a daytimer; and WANT. Then there's a station in Petersburg, a few miles down the road, which comes into our market; it's called WPLZ-FM and they're on 24 hours." I asked if any of these stations are Urban Contemporary? "I think WPLZ-FM calls themselves Urban Contemporary, and that's conjecture on my part. I've heard, as I'm sure you've heard, two different types of Urban formats. One that really sounds like a 'salt \& pepper' mixture and the other type, which would still be called Urban but sounds - presentation and musicwise more black. I would have to say that WPLZFM sounds more black to me in my interpretation of Urban.'

## Tight Playlist

I wanted to know Ben's explanation for WANT's 8.0 Arbitron share. "A number of things have led to WANT's ratings success. First, the station came on the air as a Black station in 1951. We're in our 32nd year of service to the black community in Richmond. This station has always been Black

and was the only Black radio station here until 1964, I believe. Secondly, we do a lot of promoting and contest giveaways. Also, WANT is very much involved in the community - something which is very important to us. When our listeners tune in, there
"When our listeners tune in, there are no surprises - we really have a tight format."
are no surprises - we really have a tight format. I guess I'm prejudiced, but I think we have very good announcers who present the material in an adult and professional manner. Our format basically consists of oldies, recurrents, and currents which we call familiar music. We never really try to break records; we play familiar, charted music. We also have a passive research callout system in place, and we're very careful about the music we play."
How do you decide when it's time for WANT to play a record, I asked. "First, it would have to be a record that's showing up on the charts. Secondly, we would put it on our research system and see what kind of response we would get. Whether we would play it at that time or not depends on how the record tested. I'd like to mention that we don't test just anyone who answers the phone, only individuals in our targeted audience - persons $25-44$ years of age."

What's the basic musical tempo of the station? "I would say our tempo is medium, because whenever we play something very fast we always follow it with something very slow. Oldies also help us keep the tempo medium - we play $60 \%$ oldies, which helps keep the music familiar.'


Pictured (l-r): WANT air personalities Ken Crandall, 6-10am; "Chocolate Chip," 11-3pm; Kirby Carmichael, $3-8 \mathrm{pm}$; and Jody Cross, Production Director \& weekends.

## Big Budget Bolsters Station

One interesting element at WANT is a sizable promotion budget. "It changes from year to year," Ben said, "but in terms of cash prizes, television advertising, billboards, bus cards, and our weekly music survey published/distributed to all the record stores in the area, it's approximately $\$ 100,000$ a year." I mentioned that it was quite unusual for a Black radio station to have a promotional budget of that size, especially a daytimer. "From what I've heard listening to Black stations in other parts of the country, I'd say WANT approaches things quite differently, especially
in terms of spending money and being visible," Ben replied. "I think a lot of Black station suffer form a lack of visibility.
"I think Black radio stations need to become more aggressive about outside advertising, promotional approaches, and cash giveaways. I don't hear the same quality of innovative/creative cash money contests on Black radio stations as on most other general market stations." Why is that? "It's got to be a combination of some owners being stingy and just doing things the same way they've always done them. Now, they no longer work. That's going to have to change and I see it changing now that Black radio has been thrown into the pot, when it comes to being bought by the agencies. Everyone is in competition, and not just with the other Black stations; we must start thinking that way. I remember in the early days of radio, we really only thought we were competing with the other Black stations.'
I was curious as to how Ben was able to convince WANT's ownership to give him such a large budget. "We went to ownership with a very well-prepared proposal of what

## "Black radio stations need to

 become more aggressive about outside advertising, promotional approaches, and cash giveaways. I don't hear the same quality of innovative/creative cash money contests on Black radio stations as on general market stations.'we wanted to do. We just made it clear that if we were going to be competitive and continue to be competitive, they had to change some of their attitudes as far as promotions and other social things. Ownership looked at our proposal and said yes. Fortunately for us, the initial promotions were successful so we've been able to get more when cessful so
needed."

What does Ben think the future holds for Black radio? "I'm very encouraged by what I see. I see a lot more professionalism involved in terms of presentation and programming. I see us getting into more Arbitron techniques and programming to the book, as well as being able to read an Arbitron book and just dealing with things in a more professional manner. When I first got into radio you just sat down with a pile of records and played what you felt like playing, eventually saying what you felt like saying. As long as you played the commercials within some reasonable and timely fashion, everything was OK. I don't think you can make it doing that these days. I think it has to be planned, researched and well thought out. In other words, it has to be formatted!"

## The Music Section

Black Radio's Most Accurate Music Information Begins on Page 51

## EASY LISTENING RADIO

## Easy Listening Has Changed

We recently received a communication from former $\mathbf{R \& R}$ Easy Listening Editor Fred Seiden (now Operations \& Program Manager at KOST/Los Angeles). Fred, as always, has some highly pertinent observations on the state of Easy Listening Radio, and we're glad to share them with you below.

There have been a number of interesting changes in the Easy Listening formats lately. First, the term "beautiful music" has all but disappeared from the formats commonly associated with the basicallyinstrumental music sweeps structured in quarterhour segments. Words such as "easy listening," "relaxing," "refreshing," music for "unwinding"
these are now commonplace; but "beautiful" seems to be used only by radio stations that want to be perceived as primarily background music. The industry still holds on to the description "Beautiful Music," although it clearly is no longer an apt handie for the way things are moving in this once staid and predictable format.
Have you listened to some of the songs being played on many of the country's leading Beautiful Music stations these days? You'll hear everything from the Academy Award winning "Chariots Of Fire" by Vangelis to the hit songs by such names as Neil Diamond, Neil Sedaka, John Denver, Olivia Newton-John, Dionne Warwick, and Anne Murray. Beyond that, some of the more adventurous broadcasters are adding a definite contemporary flavor to their music mixes with tunes by artists usually associated with other music formats For example, the Commodores, the Beatles, the Captain \& Tennille, and even Elvis Presley are being heard on what was once called "elevator music." More solo vocals and the original hits are being programmed whenever possible, so the differences between Easy Listening and other formats are narrowing all the time. You've got syndicated and custom-recorded singing jingles for theme bridges) heard on many stations where, at one time, only the announcer's buffer lines would have been allowed.
In essence, the survival of the Beautiful Music format in all markets now depends on innovation. good judgment, and the ability of the station's programming to appeal to more than just the older demos who used to be the sole backbone of this now much more aggressive music format.
Nostalgia is selling again in the form of big bands and the non-rock hits of the 50's and 60's. Along with the "oldies," many radio personalities associated with that bygone era are coming back to play the music. In Los Angeles, Gary Owens,

Dick Whittinghill, and Johnny Magnus, with KMPC during its glorious MOR days, are together again at Gannett's KPRZ, the "Music Of Your Life" station in L.A. Recently, Golden West's KMPC switched from Talk to the Drake-Chenault "Hitparade" nostalgia format, competing with some of their former employees working across the AM dial in a similar-sounding adult music presentation By the way, it's interesting to note that the one-time guru of rock ' $n$ ' roll, Bill Drake, is now consulting KMPC with his brand of easy listening "oldies." I guess everything goes full circle, sooner or later.
By all indications, satellite transmission is the coming thing, and some of the maior syndicators are starting to jump on the bandwagon feet first with easy listening product, while others watch carefully to see where this newest means of audio delivery is heading. One thing is sure - with today's economic picture and the continuing fragmentation of all formats, "survival of the fittest" will separate the winners from the also-rans. I suggest that you start planning your survival kits right away!


KYND To Lost Children
KYND/Houston set up a "Lost Parent/Found Child" booth at the Houston Livestock Show and Rodeo, comforting lost children and receiving reactions of gratitude from concerned parents. The booth and a satisfied customer are pictured.


KPRZ Welcomes Owens
KPRZ/Los Angeles hosted a cocktail party at the Hollywood Brown Derby to welcome new morning man Gary Owens. Numerous musical celebrities attended, along with station and Gannett Broadcasting personnel. Pictured (l-r) are Owens, KIIS \& KPRZ President/GM Wally Clark, KPRZ personality Dick Whittinghill, Gannett Broadcasting President Joe Dorton, and KIIS morning man Rick Dees


## KMPC Returns To Music

KMPC/Los Angeles held a party at the Bistro in Beverly Hills to celebrate the station's return to music programming via Drake-Chenault's new "Hitparade" format. A number of celebrities, including many performers specializing in the pre-rock musical forms featured in the "Hitparade" format, were there to welcome the return of an L.A. music institution. Pictured (1-r) are KMPC personality Deanna Crowe, D-C principal Gene Chenault, D-C President Jim Kefford, Pat Boone, Golden West Radio President Bill Ward, D-C principal Bill Drake, and D-C VP Bill Watson.


## Sophisticated Gathering

New York area radio stations made their presence known at the first anniversary party for the Broadway production of "Duke Ellington's Sophisticated Ladies." Pictured (1-r) are WVNJ/Newark MD Bob Taylor, the musical's star Phyllis Hyman, WNEW/New York MD Tom Tracy, and WEVD/New York personality Dick Shepard.


## Too Many Conductors . . .

Five WPNT/Pittsburgh announcers crowded the stage to lead the River City Brass Band and its audience in a singalong at a recent station-sponsored concert. Pictured folowing the bouncing ball are (l-r) Darrell Edwards, Jerry Roberts, Ray Lehman, Jim Potanko, and Bob Curti.

## FLOW

Veteran Miami radio/TV personality Big Wilson recently joined WVCG in town to host a weekly show called "Live At The Gingerman." The live showcase will feature musical performances, inclu ding some piano work from Wilson himself, plus visits from celebrities . . . Betty Kirkland becomes Director of Promotion \& Advertising for WGMS-AM \& FM/Washington, DC, replacing Barbara Taylor. Kirkland had been working as a freelance copywriter/producer for the station ... Keri Tombazian takes over KGIL/San Fernando's noon-3pm shift, moving up from a parttime music/news position ... WLAK/ Chicago has added "Crain's Chicago Business Reports" to be aired three times each weekday. The reports feature the Managing Editor of the publication, Greg David.

## Promotions And Events

WNEW/New York's second annual "WNEW \& Broadway Salute A Child" radiothon raised almost $\$ 200,000$ last month for St. Jude's Children's Research Hospital. WNEW personality Ted Brown hosted the 12 -hour event along with the rest of the station's talent lineup, and numerous Broadway celebrities stopped by ... WWLF/St. Petersburg just completed the final touches on its new headquarters, a 2400 square foot suite . . KGIL-AM \& FM/San Fernando will celebrate the third anniversary of their "Ballads, Blues \& Big Bands Too" format with a 67 -hour salute to Frank Sinatra (celebrating his 67th birthday and his appearance at the Universal Amphitheatre in town. The KGIL salute starts July 25 WVCG/Miami set up a "Severe Weather Watch" team to check for hurricanes during the season and speed up storm warnings.

Polygram Black Promotion Meots


The Polygram Black Music Marketing staff held netfonal meetings in Los Angeles recently. Pictured (l-r, rear) are Regional Promotion Managers Walter White, Marcus Martin, Willie Tucker, Joe Lewis, Brenda Smith, Wanda Hayes, Ken Bell, Bruce Knight, Luther Terry, and Deke Atkins; (l-r, front) Director/BMM Ernie Singlaton, V P/R\&B Promotion Tommy Young, Sr. VP/Black Music BIII Heyward, Nat'I Dir./Field Promotion Mike Kidd, and Admin. Ass't Glynice Coloman.

## A\&M Enters Enz Zone



A\&M's Split Enz recently played the Palladium in Hollywood and were visited backstage by label executives. Pictured (1-r) are label's Marko Babineau, A\&M President Gil Friesen, group's Tim Finn, A\&M VP Jeff Ayeroff (raar), and Sr. VP Harold Chillds.

## Change Has Come To Atlantic



Atlantic/RFC artists Change were treated to a Now York showcase/party by Atlantic prior to their Radio City Music Hall date. Pictured (I-r, standing) are Atlantic's Danny Buch, Chic's Alfa Anderson, booking agent Jerry Ade, Change's Deborah Cooper, Atiantic's Bill Cureton and Aziz Goksel, group's James Robinson, Richard Walters, publisher Michael Murphy, and Attantic's Joe lanello; (l-r, front) Attantic/Cotillion VP Everett Smith and RFC President Ray Caviano.

Boblyy Springfield Adopted By Kat Family


[^1]Fargo Visits Nashville


Donne Fargo visited RCA's Nashville offices on the eve of her just-releesed RCA debut single, and was presented with a "Nipper" of har own. Pictured (1-r) are RCA VP Joo Galante, Fargo, and VP Jorry Bradley.

## Columbia Collaborates With 415



San Francisco-based 415 Records has pacted with Columbia, with the first release on $415 /$ Columbia to come from the group Transkator. Pictured celabrating the agreement are (t-r) Columbia Sr. VP/GM AI Teller and 415 President Howard Klein

Dawson Joins Boardwalk


Cliff Dawson has signed to Boardwalk Records, with a single just out and an album due imminently. Pictured (I-r) are Boardwalk VP's Gary LeMel and Ruben Rodriguez, producer Lional Job, Boardwalk Prasident in Biegel, and Dawson (front).
Avalon Have A Longterm Capitol Deal


Las Angeles-based rock band Avalon have signed with Capitol, and have a four-song mini-LP scheduled for mid-July. Pictured (l-r) are group's Mike Mirage, Capitol VP and mini-LP producer Bobby Colomby, and group's Chris Coto and Rick Neigher.

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# Opportunities 

## Openings

## EAST

WHAl/Greenfield looking for future full pert-time announcers. T\&R: Joy Deane, Box 32, Greenfield, MA

TER for future announcing positions/AOR promotion Send to personality oriented WOZK-FM, Drawer F, Keyser, WV. 28726 EOE M/F (6-25)

If you have real talent and are ready for a move into a top A/C slot, send a confidential tape \& resume to Bob Harper, 4891 Pacific Highway, San Diego, CA 4891 Pacific
92110 . EOE M/F
(\%) NOBLE BROADCAST CONSULTANTS

Nosed ing jock. Upstate NY s only Cha. Looking for 6 pm-12 midnight. Up, warm, friendly. TधR: Kelly MCCain, 344 East Ave., Rochester, NY 14604. EOE M/F (6-18)

Production person, must be creative. New studios TGR: Gary Bruce
EOE MF $(6-18)$

Our newspeople keep leaving us for bigger and bet ter. We want more of those types. Call Kevin Bradley,
WINR/Binghemton. NY, (607) $775-4240$. EOE M/F (は-18)

## Openings

PD, major Northeast AOR powerhouse. WSYR-FM ("94 Rock!") Syracuse frontrunner. Prestige industry position. Rare opportunity to work with great professional staff, state-of-the-art facilities. Requirements: ability to relate and motivate, demonstrated creativity, admin and planning abilities. Solid air and production a plus. Please respond by fleshing out your resume with description of how out your resume with description of how your able GM WSYR Tu. Send to Hugh Barr, GM, WSYR, Two Clinton Square, Syracuse, NY 13202. EOE M/F (6-25)

## SOUTH

Needed: Experienced moming rive jock for A/C Oneto-one communicator. Topical conversation, en70, Ft. Knox, KY 40121. EOE M/F (6-25)
Accepting TER's for future openings. Experienced AC communicator/team worker Randell Bush, PD calls please. EOE M/F (6-25)
O98-FM looking for mature personalities with oldies knowledge. Engineering experience desired. TGR: Dave
Ferraro, O96 Blvd. Ri, 22 Ft Meyers, FL 33908 EOE Ferraro, $\mathrm{Ca6}$
M/F $(6-25)$

## Openings

WHRK, "1 Urban Contemporary in America hes a par opening for experienced mooing man. TER: Ron Olson
112 Union Ave., Memphis, TN 38103 . EOE M/F $(6-25)$

WSUN, Tempe looking for dynamic AM drive talent Major market experience preferred. No calls. T\&R: Bi l Gamble. 201
MIR $(6-25)$ M/F (6-25)

Needed: Experienced news/anchor person. Qualified ND. TGR: Station Manager, Box 70, Ft. Knox KY 40121 EOE M MF (6-25)
Looking for announcer to work at one of the Nations GOth Ave. Ft
WABB-FM, the Gold Coast best rock now accepting TGR's full/part-time. Preferably from the Coast ares 432-5572. EOE M/F (6-25)

Help wanted: MD for west KY clear-channel station. Neighboring states only need reply. Experienced person only. Call (502) 927-8121, ask for Phil or Rick. EOE M/F (6-25)
Senior Account Executive for one of the Mid South's and nation's dominant AM station, WDIA. Need creative, aggressive, strong-closer. Excellent benefits with group owner. Minority candidates encouraged Send letter of interest and resume to WDIA, P.O. Box 12045. Mem resume to phis TN 38112. (6-25)

## Openings

WROV/Roanoke News. Knowledge of the area would be helpful. Females and minorities encouraged. TGA
Rick Masher, Box 4005, Roanoke, VA 24015. No cells EOE M/F (6-25)

NC AM seeks experienced adult com gramming a plus. Smail/medium market station on th

Dominant Southeastern Contemporary Count try and AOR combo searching now for a Production Director with strong administrative and copywriting skills. Diversity and ability to funcion under the gun most important. Minorities encouraged to apply. Also air talent, all dayparts, for Country AM. Promotional appearances and community involvement a necessity. T\&R to Radio \& Records, 1930 Century Park West, \#352, Los Angeles, CA 90067

Chief Engineer; outstanding opportuni ty at one of the South's finest AM\&FM properties, News/Talk WGSO-AM and A/C WQUE-FM. You'll supervise two assistants in the maintenance of our statons and act in a "hands on" capacity yourself. Send resume in confidence to Phil Zachary. OM, WGSOMWQE, 1440 Canal St., New Orleans, LA 70112. EOE (7-2)

## Marketplace

cOMEDY SERVICE
Expand your show material with the mast topical up-to-the-minute comedy service available.

- DJ COMEDY - Monthly humor based on what's noppening in the world today
-DJ "THROWAWAYS" - record intros and outros sent mice monthly Send for sample today, or coll (713) $984-2144$ and
 3530 TIMMONS LANE, SUr
HOUSTON TEXAS 77027

Current California AIRCHECKS! Current issue \#27 features KFI/Lohman \& Barkley, winner of the KRTH talent search - Dean Goss, KRLA/Humble Harv, KFRC/Dave Sholin, the KSFX to KGO-FM changeover, KMEL Alex Bennet, plus KUBE/Seattle! Cassettes $\$ 5.50$

CALIFORNIA AIRCHECK
P.O. Box 4408, Son Diego, CA 92104


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GOODEAR PRODUCTIONS
P.O. BOX 70286 FT. LAUDERDALE, FLORIDA 33307



# Opportunities 

## Openings

Moming drive opening at "1 CHR station. TER: Jim Chick; WTVX, Box 9446 , Jackson, MS 39206 . EOE M/F
$(6-25)$

Major market station wants one of America's most provocative and entertaining sports/talk personalities. If you understand the impor tance of local sports and can deliver with en tance of local sports and can deliver with en thusiasm and creativity send a tape with samples of sportstalk and sportscasts immediately to Radio \& Records, 1930 Century Park West, \#353, Los Angeles, CA 90067

TX Panhandle AM/Class C FM combo seeks top announcer and/or sales combo for future opening. Great for beginners or experienced jocks who want to escape the pressure. Country format. Numbers are super. TER: KLSR-AM/FM, Box 400 , Memphis. TX 79245. (806) 259-3511 (6-25).

## Openings

## MIDWEST

WFMB/Springfield searching for Country pro. Air shiff/production. TER: Greg Thomas, Box 2989, Spr ingfield, IL 62708 . EOE M/F ( $6-25$ )

KKXL-AM/Grand Rapids, ND immediate opening for adut personality. TER for immediate consideration:
Don Nordine Box 997 , Grand Rapids, ND 58201. EOE Don Nordine, Box 997, Grand Rapids, ND 58201. EOE
M/F ( $6-25$ ) M/F (6-25)

Wanted fult-time Sales Reps for premium supplier firm. Sell/distribute Foot D-Signs. Field expenience
necessary Resumes: Bob Hess, Bob Hess \& Associates. necessary, Resumes: Bob Hess, BobHess \& Associales,
2120 Wisconsin Ave., New Holstein, WI 53601. EOE (6-25)

Morning personality for 50 kw BM FM in beeutiful NE OH. Pro's only. TER: Bruce Scott, WREO, Box 738, Ashtabula, OH 44004. EOE M/F (6-z5)
ND noeded ASAP. TER \& salary requirements to Charlie Bennett, OM WNAM,
54956 . No calls. EOE M/F (6-25)

## Openings

Popular AC wants communicator, not DJ. Above
average witing $G$ production skills. Tape w/prodution: average witing \& production skills. Tape w/prodution

Midwest A/C station owned by major group broadcaster needs replacement for ND who is leaving us after nine years. If you're well experienced in all phases of radio news, know how to work with people, can set goals, arrange priorities, and see the job through to the end, send your best air check, resume and references to Jim Meltzer, WTRX radio, Box 1330, Flint, MI 48501. EOE M/F (7-9)

Immediate opening! WKAU-AM G FM Appleton-Oshkosh-Green Bay CHR needs PM drive talent with production skills. No beginners. Rush TER's to Ron Ross, WKAU-AM \& FM 1765 Block Rd. Kaukauna, WI 54130. EOE M/F (7-9) •

## Openings

News Director and newspersons sought for Midwest broadcast chain that is expanding rapidw. Investigative reporting skills, one-to-one conV. Investigative reporting skilis, one-to-one con-
versational delivery. We want people who need only to be told once how the job is done. Our staffers respond to good pay, benefits and se curity with consistent quality performance! Send tape, resume, writing samples and salary his tory to Radio \& Records, 1930 Century Park West, \#347, Los Angeles, CA 90067

97WZOK now accepting TGR's from fast paced, fun loving talent for present future openings. Minorities encouraged. Above average pay and benefits, great facilities in IL's second largest city Minimum 2 years experience. Send TER long with complete references to Charlie Quinn, OM, P.O. Box 6186, Rockford, IL 61125. EOE (7-2)

## Marketplace

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AMERICA'S SOCIAL \& POLITICAL 90 SECOND RADIO CARTOON Now FREE to NPR \& AP Radio through PubSat/ underwriters Press Bldg. Washington. D.C. 20045 (202) 638.4222

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CALIFORNIA AIRCHECK
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0alas $\mathrm{T} / 75227$

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This Proven Money Making Audience Builder Is Now Available In Limited Quantities. CALL BILL TAYLOR 2137914836 Country Consutants

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Plan aheod for your August Evis Promotion Thousands of stations will celebrate the 5th anniversory of the "King's" death with on Elvis weekend $8 / 14$ \& 15. Why not give away $8 / 17 / 7$ issues of the Momcommemorative issue are available for $\$ 15.00$ per copy or $\$ 10.00$ each in lots of 100 . Out-promote your competition with a meaningiul, inexpensive giveaway. Call (614) 267-6985 to place your order Now:
pro 't' call

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Pro'tcall, 3700 Rue Delphine,
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Rates: One week $\$ 6.00$. SPECIAL 6 weeks $\$ 14.95$ you save \$21.00!
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Dept. R, P.O. Box 20551, Birmingham, AL 35216 (205)822-9144

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FREE SAMPLE ISSUE of radio's most popular humor service' For sample write on station letterhead to $0^{\circ} \mathrm{L} \mathrm{iner}_{s}$ 1448-R. West San Bruno Ave Fresno. CA 93711
or phone (209) 431-1502


# Opportunities 

## Openings

radio. Top organizational $\Theta$ promotional skills. People oriented! TER Jo 45429 EOE M/F.

Cleaning out TER file. Weekends available now EOE M/F (6-18)

Magic 108-FM, Urban seeking summer relief/pert time personalities. Great opportunity with winning team. TER \& photo: Majic 108, Programming, Box 4860 ,
St LOuis, MO 63108 EOE M/F ( $6-18$ )

KFRM/Salina, KS seeks experienced MD for Country format. Part-tirne sir help needed. TER \& salary re
quirements: Abram Burnett, Box 1857, Saline, KS 67401 . quirements: Abram Burnet
(913) $825-4611$. EOE (6-18)

PD needed for WFBQ/Indianapolis - creaive, good adminstrator, good with people. TER: L. David
Moorhead, 6161 Fall Creek Rd., Indianapolis, IN 46220 Moorhead, 6161 Fall Creek Rd., Indianapolis, IN 46220

## WEST

Q-94 seaks TER from pros with at leest 1 year on-air
experience for full and part-time. Jeff Young, Box experience for full and part-time.
2700 , Bakersfield, CA 93303 . EOE (6-25)

Wanted immediate AOA Production Director/major air shift. Tape should demonsirate production skills/air
work. TER: Joe Collins, KBOS, Box 1101, Tulare, CA work. TGR: Joe Collins, KBOS, Box 1101, Tulare, CA
93275 . EOE M/F $(6-25)$

KXLF/Butte is seeking an experienced A/C-CHR PM drive jock. T\&R: Terry McDonald, Box 3500, Butte, MT 59702. EOE M/F (6-25)

KRZN/Denver's oldies station is accepting T\&R's for possible future openings. Send TER: Don Daniels, 3
West Princeton, Englewood, CO 80110. EOE M/F (6-25)

News/sports person with P-B-P experience for possi New future opening. TER: Bob Brill, KYNO, Box 3029,
Fresno CA 93703. EOE (625)

Personality DJ, West cobst resort paradise, CHRMarket leader. Experience a must. TER: Mark Lennartz, EOE (6-25)

Aggressive FM CMR. Trend-setter. Looking for weekend swing communicator. For talent, we have
money. Call Fransen (406) 883-9200. EOE (6-25)

Top-rated small market AM needs PD. Lots of workgood benefits \& pay. TGR: KENE, Box 350, Toppenish,
WA 98948. EOE ( $6-25$ )

Boulder, CO AM/FM seeks experienced selesperson capable of becoming AM Seles Maneger. TER and salary requirements: GM, KADE/KBCO, 4840 Riverbend
Road, Boulder, CO 80301 . EOE ( $6-25$ )

KWST 106FM/Los Angeles neods weekend DJ. At least 3 years solid experience. No calls. TGR: Jeff Selgo,
6430 Sunset Blvd. Suite 418 . Hollywood, CA 90028 . EOE M/F (6-25)

Unless you are a true honest to god air personality with expertise in AOR/Top Tracks radio, don't bother to send a tape to: Dave Forman, Director of Programming, KEZY, 1190 E. Ball Rd., Anaheim, CA 92805. (6-25) •

## ENGINEER

San Jose, California
KLOK radio is a 50,000 watt
directional AM radio station located in San Jose, CA. We are looking for an experienced RF/maintenance oriented person to join our staff. Call or send resume to

Mr. Allen Waterous,
KLOK Radio
P.O. Box 21248

San Jose, CA 95151
(408) 274-1170

KLOK is an equal opportunity employer

Rare openings for nighttime personality at legendary
KIMN/Denver. TGR: Doug Erickson, 5350 West 20th Ave. Denver. TO B. 14 IO EOE MF ( 6.11 )

KEYY/Provo, UT seeking PD. Good opportunity to leam programming or to better skills in programming
Contact Enic Rhoades, BOX KEYY, Provo, UT 84601. EOE M/F (6-18)
Talk host. Issue oriented, entertaining and oxperienced. Full and par-time positions. TGRR: Dave Scott, PD,
KOA, NewsTalk, Box 5012 , Derver. CO 80217 . EOE M/F ( $6-18$ )

## Openings

Need two adult air personalities for fullime openings.
Rush TGR: John Steele PD, KBET, BOx 11710, Reno NV 69510. EOE M/F $16-18$

CA top 75 markets daytime openings at FM AVC. No phones, no gags. TER, photo, and salary: Box 1973 ,
Fresno CA 93718. EOE M/F (6-18)

KIOO/Bishop, CA AC FM needs on-air personality Good production. Immediate openings. TGR: Art
GM, KIOO, Box 1388, Bishop, CA 93514. (6-18)

KIST/Santa Barbare needs an air talent/production pro for this personality CHR station. TER: Scotty
ohnson, Box 1169 , Santa Barbara, CA 93101. EOE M/F

Here's a great way to get rid of the compet tion! Tell 'em about an unusual opportunity in Seattle/Everett/Tacoma.
Moming drive - team
Moming drive - team or individual at a contem porary music station. Looking for entertainers who enjoy what they're doing, and have experience in CHR, $A / C$ or $A O R$.
Work with good people, an excellent company in a great city. Send T\&R, and picture to Radio \& Records, 1930 Century Park West, \#348, Los Angeles, CA 90067

## Positions Sought

JON ANTHONY, MD night rocker $K \times 104 /$ Nashville, looking for 822-6000. (6-25)
DAVE ANTHONY, top Program Maneger, now available after consistent ratings successes at
KZZP/Phoenix. Call (602) $839-3658$. $(6-25)$

Midwest, i'm lookingl 4 years Country, CHR, AOR. Cur rently MD/momings at RER reporter. Looking for better opportunity. Broadcasting degree, references. RYAN
LANG (505) $622-4281 .(6-25)$

Experienced jock looking to relocate, Currently in a top
10 city. Much experience in everything. Proven ratings getter. Call evenings (512) 655-4717. (6-25)
Ressarch, the competitive edge. About to start a research efforts? Let's talk. GM and/or PD's call STEVE (212) 897-2375. (6-25)

Seattle I love you. Full or par--time, good pipes, heavy (206) 881-1469, (206) 883-6550. (6-25)

SAM CORNISH, 6 years radio programming experience. All facets, is currently seeking entry level seles
position in Northem CA. (415) 349-3971 or (415) 344.3116. (6-25)

Donating services absolutely free. Open line psychic who will answer the publics mail. Evernthings free Call CAND
$(6-25)$
Top 35 only. PD position wanted. Major market ex penience any location. AM or FM AVC full service
Selary negotisble. (704) $542-8046$, after $5 p m$. ( $6-25$ )
Polished personality anchor. 8 years large market experience. All formats (813) 686-4081. (6-25)
(218) 281-3183 (6-25)

MD/AM drive personality whth the night is looking for CHR, AOR. Call LEE (713) $775-0883$. (6-25)

MONICA MAJORS is availabte! 5 years CHR/AOR ex Derience including Rock106, K0101, WLAC. Air per sonality, production, news and 1 ) 726 -3555 ( $6-25$ )

Experienced, collegge, and broedcast schoo. Hard working young jock looking for somebody who oporeciates excellent production. Preler Wear or Midwest. Call ANDY (216) 381-4395. (6-25)

My airwork is real. Experienced major market talent seeks high quality, high profile, contemporary station
Good references, production. (915) $544-8893$. (6-25)
Award-winning major market journalist relocating to Sioux City-Sioux Falls area. Available for full or part-time
news position August 1. (605) 223-2012, evenings. (6-25) CHIP COOK, 7 years A/C pro. PD and PD, news and PR men now in VA (804) 458 -7949 (6.25)

Experienced netural sounding married man wants to hear from stable operations. Sports abilities also. All for-
mats. Wants to settle. TOM GOODSITE (314) $732-5555$. (6-25)
am an experienced, reliable DJ who loves production and air-time. Salary negotisble, will relocate. Apply:
C.A.M., 1804 Allegro Dr., Olympia, WA 98501 (206) 357-6935. (6-25)
I'm not bragging, I'm good, excellent tape to back it upl Experienced jock seeking position at Uroan Contem
porary station. MR. HAYES (212) 993 -0276 or (212) porary station.
$733-2583 .(6-25)$

## Positions Sought

Worked at Top 10 rock station. Up tempo jock, ex penienced in programming seeks job in medium market,
MIKE DONN (212) $744-8428$, evenings. ( $6-25$ )

Major market air personality senousty looking. 6 yrs experience including KIIS-FM, KUTE/Los Angeles. Hav done CHR and A/C. MARK (314) 361-0956. (6-25)
Talented, professional air personality is now available for medium or large market. Prefer East or Midwest. Call or TGR package, FRED TOMLINSON (513) 294-1252.
16.25

Lady DJ with over 6 yrs. on-air/MD experience from 465-9674. (6-25)

KEN SILVERSTEIN, TOp 10 market sportscast WFAADalles-Ft. Worth looking for mejor mirket
tunity. Willing to relocate. (214) $696-8059 .(6-25)$

TODD BOND, young eager announcer. Asst. MD, pro
duction man at 2 major $\mathrm{FM} / \mathrm{AOR}$ stations, looking fo
same. Will relocate (201) 2242539 . (6-25)
know what you're saying, but just because redio is my life doesn't miean l'm crazy. Announcing position, all
markets. Experienced, degree, JEFF (507) $625-5227$. (6-25)
Announcer seeking work om-air \& 2 yrs. radio schoot ing experience. Likes CHR, no CW or Easy Listening. JIN
PATTERSON, Denver efter 5PM, (303) 377 -8442. (6-25)

Air personality, 2 yrs. on air experience. Creative, pro ductive, relliable. Midwest medium market preferted but
not necessary. For TGR: JIM MULVANEY (312) 388-3040. (6-25)

Female announcer looking for home in Top Southeas market. Enjoys production 8 promotion. Prefer Country. 615) 6935479. (6-25)

10 yrs. major market pro ready to make the move to (301) 655-2641. (6-25)

Incepatabiliy with new programmer in Memphis. GARY MACK, 11 yr. pro cuts cord. Strong warm adut (901) 726-6367. (6-25)
\$ \$ \$ \$ SALARY BACK \$ \$ \$ \$
\$ It not completely satistied with the rotings and revenue $\$$ this mass appeal morning concept generates. Currently succeeding through community involvement, iocaized humor. credibility, and no ego problems. This a criterian for winning (305) 77-1962 (offer good $\$$ in the U.S and Canada)
\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
Experienced newsperson/announcer. Interested in all areas of news production. Seeking radio news position
B.A./Radio. Television \& Film. MICHELLE. (215) 928-1291. (6-25)

Attention PD'sl five me experience, rll give you a win ner. Urban or AVC Call AUSTELL
ings before 10:30am (CDT). (6-25)
Your energy shortage is overl My gig went A/C. I need Rock! Comedy, voices, production pro, community in 6498155. (6-25)

Left my heart in the country, currently working in Se Francisco. Seeking PD position in Pacific No
vr. professional. (415) $931-6980$, AMs. ( $6-25$ )

This lady has done music \& promotions with the bes n major market CHR. prefer majorlarge market AOR or CHR. Call GAIL (512) 583 3700. (625)

Dedicated professional seeking medium/major marke challenge. Mornings/mid-days, creative production,
availatle mid-July FRED ANDERSON (216) $538-3600$ (625)

Production ony. Many yrs. experience Awerd winner
A. KENNY (213) 8747279. (8-25)

Female jock, 8 yr. pro, major market experience, MD $\varepsilon$ East. (602) 888-1359. (6-25)
Involved, one-to-one four year pro seeks position with stable operation in Arbitron market. I will share your isteners's little joys and frustrations about weather, politicians (light whimsy, but not biting satire). potholes, etc. Humor and ocalism are integral to my show. Call me, get a T\&R, listen to may show and find out about life in Fremont, OH . Hire me and find out about life in your own market. PAUL BILER, (419) 334-4302 after 6pm EDT M -Th. Or write P.O. Box 935, Fremont, OH 43420. Family member. (7-9)

Quality P-B-P, air shift. Sports Director. 3 yrs. expenince. Youll
$437-2688$.
$(6-25)$
I'm priceless but can be bought. Entertainer, trend set ter. I Diay the hirs \& nothin
favors. Call MARK nowl (208) 384-5849. (6-25)

## Positions Sought

The JACK ARMSTRONG: Programme and/or jox (AVC, CHR, AOR etc.) Highest rated KFI personality-600,000 cume/3.3 share-2 year tenure-22 years experience in cluding KTNO (10Q), KHTZ, 13Q, WKBW CHUM, on camera for "Popclips"-Pilot for MTV (Warner/Amex), etc. Hardworking family man who has a format that will win in the most competitive markets. An inno vator who can take direction and limitations. Seringuin (919) 0074090 , Rout Senous i22 A. Chal 5, Box 222-A, Chapel Hill, NC 27514. Avai able immediately. (6-25) -
Experienced PD, (Country, AC), trlk host RICK MCGEE looking for right PD or taik host slot: Willing to relocate

## Miscellaneous

Mornings-controversial-mernings-telephones mornings-unusual-mornings-7yrs-momings-major/medi-
um-momings-quick-momings-JOHNNY (419) $389-1550$. (6-25)
Needed: Sports features and interviews for local mor ning magazine program. Contact Pat Houseworth, Pro-
gram/Sports Director, WCSM. Box 492, Celina, OH gram/Sports
45822 . (6-25)
KDWN, 5,000 watt in Las Vegas needs better Contern porary, and crossover service. Send to: Dennis King,
KDWN, Union Plaza Hotel. "1 Main St., Las Vegas, NV KDWN, Unio
89101. (6-25)
WGNY needs AVC service from all lebels. You can
send ClO Ken Windheim, P.O. Boc 3591, Newburgh, NY send clo Ken Windheim, P.O. Boc 3591, Newburgh, NY

## Changes

RADIO
Harry Whisman joins WGBS-WLYF/Miami, FL as an Account Executive

Paul Lee joins KFOX/Redondo Beach, CA for after hoons from KIKF/Garden Grove, Ce
Marsha Belcher named Account Executive for WBBM/Chicago, IL
Paul D. Rogers has joined the seles staff of Nancy Bible \& Thomas "Rocky" Bloniar Nancy Bible \& Thomas "Rocky" Bloniar Patricia M. Kinkaid is the newly hired Coop Dean Smith named Sales Manager of WWWE E Dean Smith nam

## Ken Keating appointed General Manager of KOJO

 KıOZ-FM/Laramie,Forrest L. Rindels named Assistant Manager o KOJO/KIOZ-FM/Laramie, WY
Laura Gaddis appointed Sales Manager KOJO/KIOZ-FM/Laramie, WY

## RECORD日

Robert Smith appointed Associare Director, East Coast Product Management, Epic/Portrait/CBS

## R\&R Opportunities Advertising

Radio \& Records provides free listings (max mum 24 words or 3 lines) in Openings. Positions Sought, and Changes You may place 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)

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|  | Payable In Advance |  |

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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


Motown Acquires South Bay


Motown Records will distribute L.A.based South Bay Records, with the first record under the agreement a single recently released by O.C. Smith. Pictured (1-r, standing) are Smith's manager Curtis Shaw, Motown VP's Lee Young Jr. and Skip Miller, Motown President Jay Lasker, Motown VP Miller London, South Bay President Thomas Wright, and South Bay's attorney David Rudich; pictured seated is O.C. Smith.

## Capitol Greets Smith \& Helm



Capitol/MSS artists Russell Smith and Levon Helm recently played the Roxy in L.A. together along with the Muscle Shoals All Stars. Pictured (I-r, rear) are Capitol's Ray Tusken, label VP's Bob Young and Dan Davis, and MSS President Michael Barnett (I-r, front) Capitol VP Walter Lee, Helm, Capitol Records Group President Don Zimmerman, and Smith.

## rCA Gains Ritchies



RCA wolcomed the Ritchie Family to the label with a reception in New York following the May release of their current album and single. Pictured (l-r) are group's Vera Brown, RCA President Bob Summer, group's Dodie Draher and Jecqui Smith-Lee, RCA VP Ray Harris, and RCA's Bob Wright.

E/A Meets McFerrins.


Elektra/Musician artist Bobby McFerrin was guest of honor at a listening party staged by E/A on behalf of his "Bobby McFerrin" album. Pictured (1-r) are E/A's Dave Cline and Pat McCoy, E/A VP Lou Maglia, McFerrin and his son Teylor.

James $\&$ Klugh Go Gold


Bob James and Earl Klugh were presented with gold alburns for their Col umbia album "One On One." Pictured (l-r) are Klugh, James, and CBS Dep. President Dick Ásher

Shelley Released On Arista


Pete Shelley, former lead singer of the Buzzcocks, playad the New Peppermint Lounge in Neiv York coinciding with the U.S. release of his debut solo album on Arista. Pictured (1-r) are producer Martin Rushent, Shelley, and Arista Presldent Clive Davis.

## EMI Wins Clio



EMI Americe won the 1982 Clio Award for best radio commercial for a record album, the winninig spot being a Kenny Rogers catalogi/"Share Your Love" production by L.A. Trax. Pictured (1-r) are EMI's Frenchy Gauthier, who cowrote the spot Clio Awards President Bill Evans, and L.A. Trax President Joe Klain.

## Sloan Signs With Roulette 'Family



The Roulette group of labels, now including Buddah and Becket, has signed Susie Sloan, with a single out this summer. Pictured (1-r) ane Buddah President Art Kass, manager Meureen Moran, Slaan, and Becket VP Chuck Welz

BY DAN FORMENTO OF THE SOURCE

## Lester Flatt Born

MONDAY, JUNE 28 - It's hard to think the name Lester Flatt without thinking Earl Scruggs and the Foggy Mountain Boys. Guitarist Lester Flatt, born June 28, 1914, in Overton County, TN, turned professional in 1939 with a stint on WDBJ/Roanoke, VA; joined the Grand Ole Opry in the early 40 's; and met young banjoist Earl Scruggs in 1945. The combination was magic, and by 1950 Flatt \& Scruggs were the most popular bluegrass outfit in the country, with classics like "Foggy Mountain Breakdown" and "Randy Lynn Rag." EXTRA FACTS: Crosby, Stills \& Nash debut LP enters U.S. charts, 1996.....Herran's Hermits headline Richard Nader's British
Re-Invasion Show, 1973.

## Double Jeopardy

TUESDAY, JUNE 29 - Popular music lost two talented and respected artists on June 28. In 1975 singer/songwriter Tim Buckley died of heroin/morphine overdose in a Los Angeles hospital. Ten days later an UCLA research assistant was charged with second degree murder for furnishing Tim with the drugs. And exactly four years later, Lowell George of Little Feat suffered a fatal heart attack in Washington, D.C., at age 34. George was the singer, songwriter and founder of the group, famous for "Willin' " and "Dixie Chicken." EXTRA FACTS: Little Eva born in 1945 .

## Cher Weds Gregg Allman

WEDNESDAY, JUNE 30 - If you blinked you might've missed it. One of the shortest celebrity marriages on record began June 30, 1975, when Cher married Allman Brothers singer Gregg Allman, just four days after her divorce from

husband-ofeleven-years Sonny Bono. Then, almost before the wedding bouquet wilted, it was over. Cher accused Gregg of moonlighting with an old flame, and they separated ten days after the wedding!
EXTRA FACTS: Neil Sedaka's "Breaking Up is Hard To Do" tops U.S. charts, 1962 . . . Jerry Lee Lewis critical listed in Memphis, 1981.

## AM/FM Split

THURSDAY, JULY 1 - In a July 1, 1965, ruling by the Federal Communications Commission, licensees of AM/FM radio station combinations were prohibited from duplicating more than $50 \%$ of their programming on both. Station owners at first failed to see the potential of their long-dormant FM's, and aired endless hours of "progressive" music tapes as a cost-efficient way to comply. It soon became clear, however, that FM has serious commercial potential and playlists tightened as programming bowed to the bucks.
EXTRA FACTS: Ralph Nader warns that loud rock music is a Lealth menace, 1999 . . Ralph Nader warns that Maureen divorce, 1975 . . . Happy
Birthday Debbie "Bloodie" Harry!

## Let There Be Mountain

FRIDAY, JULY 2 - Record producer Felix Pappalardi wasn't much impressed with the Vagrants, a New York band he was asked to produce in late ' 68 , but he was with their lead guitarist Leslie West, a "fat kid" from Queens. Felix soon took Leslie aside for the "Leslie West-Mountain" solo LP on July 2, 1969. The sessions went so well the two teamed up to form the group Mountain, the name taken from the solo LP. Their biggest hit, "Mississipi Queen" kept the band among the forefront of rock in the early 70 's. EXTRA FACTS: Country music's Marvin Rainwater born in
1985.

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \# | тото (3rd week) | RONNIE MILSAP (3rd week) | 38 SPECIAL <br> [2nd week) | CHARLEY PRIDE | JEFFREY OSBORNE (2nd week) |
| Next Week's \#1 Contenders: | JUICE NEWTON \|3-2| JOHN COUGAR (6-3) | JUICE NEWTON [2-2] NEIL DIAMOND (3-3) <br> KARLA BONOFF 144) ALABAMA (5-5) | JOHN COUGAR (3-2) <br> KANSAS (44) <br> ROLLING STONES (17-5) | CONWAY TWITTY (3-2) <br> RONNIE MILSAP (43) <br> BARBARA MANDRELL (5-4) | STEVIE WONDER 1421 RICK JAMES (3-3) |
| Breakers: | CROSBY, STILLS, NASH <br> (74\%) <br> HALL \& OATES (64\%) <br> ROLLING STONES (59\%) <br> EYE TO EYE (58\%) <br> PATRICE RUSHEN (57\%) | DR. HOOK (51\%) KENNY ROGERS (47\%) | PETE TOWNSHEND (84\%) CROSBY, STILLS, NASH (52\%) | WAYLON JENNINGS (79\%) GEORGE STRAIT (74\%) MOE BANDY 163\%) EDDY RAVEN (62\%) BOBBY BARE (61\%) | DAYTON (67\%) SOUL SONIC FORCE $(65 \%)$ DONNA SUMMER $(65 \%)$ |
| Most <br> Added: | CROSBY, STILLS, NASH KENNY ROGERS EDDIE MONEY POINTER SISTERS CHICAGO SURVIVOR | KENNY ROGERS CROSBY, STILLS, NASH POINTER SISTERS HERB ALPERT DR. HOOK FLEETWOOD MAC | PETE TOWNSHEND GENESIS <br> DAVID JOHANSEN FRANK ZAPPA | STATLER BROTHERS MEL McDANIEL GAIL DAVIES WAYLON JENNINGS GENE WATSON | DONNA SUMMER ARETHA FRANKLIN POINTER SISTERS |
| Hottest: | TOTO SURVIVOR JOHN COUGAR SOFT CELL JUICE NEWTON STEVE MILLER BAND | JUICE NEWTON RONNIE MILSAP KARLA BONOFF NEIL DIAMOND AIR SUPPLY ALABAMA | 38 SPECIAL ASIA JOHN COUGAR KANSAS Van HALEN ROLLING STONES MOTELS | ALABAMA CONWAY TWITTY RONNIE MILSAP BARBARA MANDRELL CHARLEY PRIDE | GAP BAND JEFFREY OSBORNE ONE WAY STEVIE WONDER |
| Biggest Chart Jumps: | FLEETWOOD MAC (26-16) <br> AIR SUPPIY (25-19) <br> RICK SPRINGFELD <br> (1914) <br> STEVE MILLER BAND <br> (20-15) <br> REO SPEEDWAGON (27-22) <br> GLENN FREY <br> (2924) | CROSBY, STILLS, NASH [2412] <br> HERB ALPERT (27-19) <br> FLEETWOOD MAC (26-20) LESLIE PEARL (18-13) | ROLLING STONES (17.5) <br> FLEETWOOD MAC (22-10) <br> STEVE MILLER BAND (23-15) SURVIVOR (133.6) | DAVID FRIZZELL (45-34) <br> WAYLON JENNINGS (50-4) | ATLANTIC STARR <br> (27-16) <br> CAMEO <br> (22.13) <br> CHERYL LYNN (30-21) <br> ISLEY BROTHERS (28-20) |
| Debuts: | SURVIVOR 1181 CHICAGO (25) CROSBY, STILS, NASH 127) GARY U.S. BONDS 1281 VAN HALEN 1291 CHR | KENNY ROGERS <br> 125) <br> DR. HOOK <br> (26) <br> A/C | EDDIE MONEY (24) <br> PETE TOWNSHEND (26) CROSBY, STILLS, NASH (36) <br> AOR | MOE BANDY <br> (44) <br> EDDY RAVEN <br> (45) <br> CHARLY McCLAIN <br> (48) <br> country | O'BRYAN 1271 DONNA SUMMER (29) DAYTON (30) Black Radio |

## The Biggest Rock n' Roll Talent Search in Radio History is under way in over 45 Markets. Only a few Markets remain open for this rating building promotion; so move quickly and join these Market Leaders!

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| KSJO | WZIR | WPYX | KRKN |
| KTXQ | WIZD | WXLP | WAVA |
| KLPX | WRNO | WBRU | WABB |
| WSSX | WYFE | WHKC | KQDS |



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Call Collect: (713) 961-1975
Gene Tognacci /Ed Driskill
Starstream Communications Group, Inc. 4801 Woodway Suite 315W
Houston, Texas 77056

## National Music Formats Added This Week

## — Satellite Music Netwod <br> George Williams (214) 343-9205 <br> THE STARSTATION <br> CROSBY, STILLS \& NASH <br> "Wasted On The Way" (Atlantic) <br> KENNY ROGERS <br> "Love Will Turn You Around" (Liberty) <br> HALL \& OATES "Your imagination" (RCA) <br> Country Coast-To-Coast <br> WAYLON JENNINGGS <br> "Women Do Know How To Carry On" (RCA) REBA McENTIRE <br> "I'm Not That Lonely Yet" (Mercury/PolyGram) <br> MEL TILLIS <br> "The One That Got Away" (Elektra)

## Sinhe <br> Chonault

Bob Laurence (213) 883-7400

## XT-40

EDDIE MONEY "Think I'm In Love" (Columbia)
CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
KARLA BONOFF "Personally" (Columbia)
Contempo 300
CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
Great American Country
NOE BANDY
"She's Not Really Cheatin' (She's Just Gettin' Even)" (RCA)
WAYLON JENNINGS
"Nomen Do Know How To Carrv On" (RCA) gEORGE STRAIT "Fool Hearted Memory" (MCA) ROGER MILLER \& WILLIE NELSON (with RAY PRICE)
"DId Friends" (Columbia)
EARL THOMAS CONLEY
(RCA)
cenntury2l
Bob Stevens (214) 934-2121
The Format.
EJDIE MONEY "I Think I'm In Love" (Columbia) FRANKIE MILLER "To Dream The Dream"(Capitol/MSS) PDINTER SISTERS "American Music" (Planet/RCA) PAUL McCARTNEY "Take it Away" (Columbia)

POINTER SISTERS "American Music" (Planet/RCA) KENNY ROGERS
"Love Will Turn You Around" (Liberty)

KENNY ROGERS
"Love Will Turn You Around" (Liberty)
CHARLIE ROSS
"The High Cost Of Lovin' " (Townhouse)
MEL McDANIEL "Big Ole Brew" (Capitol)
STATLER BROTHERS "Whatever" (Mercury/PolyGram)

## WILLIAM

- companv, inc Mpectrum

Kenny Bosak (901) 320-4433

## Bright Blue

POINTER SISTERS "American Music" (Planet/RCA) KENNY ROGERS
"Love Will Turn You Around" (Liberty) MOTELS "Only The Lonely" (Capitol) OLIVIA NEWTON-JOHN "Landslide" (MCA) BLONDIE
"Island Of Lost Souls" (Chrysalis)
HALL \& OATES "Your Imagination" (RCA)

## (oncep

## Adult Rock

POINTER SISTERS "American Music" (Planet/RCA) GENESIS "Paperlate" (Atlantic)

Buzz Brindle (212) 944-5399
SQUEEZE Black Coffee in Bed" (A8M)
EYE TO EYE "Nice Girls" (WB)
NAZARETH "Love Leads To Madness" (A\&M) HELEN SCHNEIDER
"Rock \& Roll Gypsy" (Mirage/Atlantic)
ALTERED IMAGES
"I Can Be Happy" (Portrait/CBS

## TM

Cal Casey (214) 634-8511

## Stereq goctic

CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
POINTER SISTERS "American Music" (Planet/RCA)
EYE TO EYE "Nice Girls" (WB)
EDDIE MONEY "I Think I'm In Love" (Columbia)
(3) 2 nutiful,
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CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
FLEETWOOD MAC "Hold Me" (WB)

## RONTIT

MEL McDANIEL "Big Ole Brew" (Capitol) gene watson "This Dream's On Me" (MCA) STATLER BROTHERS "Whatever" (Mer-
cury/PolyGram)
GAIL DAVIES
"You Turn Me On (1'm A Radio)" (WB)

## BPI

John lles (800) 426-9082

## ADUI

cilituain
STEVIE NICKS
"After The Glitter Fades" (Modern/Atco)
HERB ALPERT "Route 101" (A\&M)
AIR SUPPLY
"Even The Nights Are Better" (Arista)
Coumby Idinugy
MICHAEL MURPHEY "What's Forever For" (Liberty) JOHN CONLEE
"Nothing Behind You, Nothing In Sight" (MCA) CINDY HURT
"Talk To Me Loneliness" (Churchill)

## PEIERS PRODUCIIONS, INC.

r"Man Dobbie Welsh (714) 565-8511 "XY's' FLEETWOOD MAC "Hold Me" (WB)

## own Cots guvis

WAYLON JENNINGS
"Women Do Know How To Carry On" (RCA) MOE BANDY
'She's Not Really Cheatin' (She's Just Gettin' Even)" (Columbia)
EARL THOMAS CONLEY "Heavenly Bodies'
(RCA)
GEORGE STRAIT "Fool Hearted Memory" (MCA)
GAIL DAVIES
"You Turn Me On (1'm A Radio)" (WB)

## 

Chick Watkins (303) 578-0700
"Hard To Say I'm Sorry" (Full Moon/WB)
CROSBY, STILLS \& NASH
"Wasted On The Way" (Atlantic)
GLENN FREY "I Found Somebody" (Asylum)


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# CUCEMBYTUCEMT 


A. RBREAKERS

Breakers are those newer records that hav
level of station activity on any given week.


## Significant Action

JETHRO TULL ..... Broadsword \& Beast (Chrysalis) "Fallen" "Beastie" ........ Total: 44. A-0, M-35, H-9 "MARSHALL CRENSHAW
MEN AT WORK "Who" "Down" AMBROSIA Bow wow wow DAVID JOHANSEN ROXY MUSIC CLASH. "Should" "K "Coffee" "Can't" .
STEVIE WONDER "Front" "Do" To 43. A-2, M-30, H-11 Toss As Usual (Columbia) Road Island (WB) Total: 41. A-0, M-34, H-7 Total: 41. A-4, M- $34, \mathrm{H}-3$ . Live It Up (Blue Sky/CBS) Total: 41. A-24, M-16, H-1 Total: 40. A-17, M-10, H-13 Total: 39 A-9 Rock (Epic) Sweets From A Stranger (AEM) Total: 37. A-6, M-20, H-11
Original. (Tamla/Motown) Total: 34. A-2, M-24, H-7

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


| Pete Townshe Genesis <br> Eddie Money Clocks <br> Frank Zapa Cold Chisel | $\begin{array}{r} 1(34 / 33) \\ (34 / 22) \\ (777) \\ (7 / 6) \\ (226) \\ (8 / 5) \end{array}$ |
| :---: | :---: |
| MEDIUM |  |
| Queen <br> Gtenn Frey <br> Alan Parsons <br> Frankie Miller <br> Steve Miler | $\begin{aligned} & (31 / 21) \\ & (27 / 20) \\ & (31 / 20) \\ & (20 / 20) \\ & (30 / 19) \end{aligned}$ |


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Nome

## VITY







## BREAKERS.

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

## WAYLON JENNINGS

Women Do Know How To Carry On (RCA)
On $79 \%$ of reporting stations. National Summary: Up 17, Same 27, Down 0 , Debuts 30, Adds 32. A Most Added Record. RER Chart: 50-41

GEORGE STRATT
Fool Hearted Memory (MCA)
On 74\% of reporting stations. National Summary: Up 28, Same 25, Down 0 .

## MOE BANDY

She's Not Really Cheatin'... (Cohumbia)
On 63\% of reporting stations. National Summary: Up 25, Same 19, Down 0 , Debuts 23, Adds 19. R\&R Chart: Debut 44

EDDY RAVEN
She's Playing Hard To Forget (Elektra)
On 62\% of reporting stations. National Summary: Up 24, Same 29, Down 0 . Debuts 14, Adds 16. R\&R Chart: Debut 45.

BOBBY BARE
If You Ain't Got Nothin'... (Columbia)
On 61\% of reporting stations. National Summary: Up 43, Same 15, Down On 61\% of reporting stations. Natio
Debuts 18, Adds 5. R\&R Chart: 49-46.

## MOST ADDED

STATLER BROTHERS (41)
Whatever (Mercury/PolyGram) MEL MCDANIEL (34) Big Ole Brew (Capitol) GAIL DAVIES (32)
WAYLON JENNINGS (32) WAYLON JENNINGS (32)
Women Do Know How To Carry On (RCA) GENE WATSON (31)

## HOTTEST

alabama (68) Take Me Down (RCA) CONWAY TWITTY (62) Slow Hand (Elektra) RONNIE MILSAP (48) Any Day Now (RCA) BARBARA MANDRELL (40) 'Til You're Gone (MCA)
CHARLEY PRIDE (36) Don't Think She's In Love (RCA)

## NEW \& ACTIVE

10025 indiases are listed in ordee of thetr acturty the two numbers faltowing the artist ithe/acel destonation lexamole 125) Moves" same ion to on 200 to on, 31,31 . etc.). moved it Down on their mans stations moved the song up on thetr crarts, heta it the most 2aded new songs.

CHARLY McCLAIN "Dancing Your Memory Away" (Epic) 78/25
National Summary: Up 10, Same 27, Down O, Debuts 16, Adds 25 including KIX106, WILQ, KIKK-FM, wOKK
JAC
CK GRAYSON "Tonight I'm Feeling You (All Over Again)" (Joe-Wes) 74/4
 , KEED $39-34$, KGA 342
GAIL DAVIES "You Turn Me On I'm A Radio" (WB) 67/32
National Summary: Up 7. Same 20. Down 1, Debuts 7, Adds 32 including WCAW, WIXL-FM, WPOR-AM-FM, KENDALLS "Cheater's Prayer" (Mercury/PolyGram) 67/5
National Summary: Up 30, Sarne 20, DOwn O, Debuts 12, Adds 5, WCAW, KLVI, WMPS, WMNI, WTSO, WADR 36-27,
KHEY 4939, KKYX 37-31, KRMD-AM FM 3529 , KVOO 33-28, KKAL 43-35, KUZZ 37-29, KEED 43-36, KWJJ 43-37, 31. KRMD-A

MICHAEL MURPHEY "What's Forever For" (Liberty) 63/28
National Summary: Up 10 , Serne 18 , Down 0, Debuts 7 , Adds 28 including KIX106, WILQ, WBEU, KLVI, WS
WCOS-AM-FM, WMC-AM, WSM, WWW-FM, WFMS-FM, WITL-FM, WHBF, KYGO-FM, KLAC, KWJ. MAC DAVIS "Rodeo Clown" (Casablanca/PolyGram) 56/8
 37-27, KEED 47-39, KRAK 46-39.
ALBERT COLEMAN \& ATLANTA POPS "Just Hooked On Country" (Epic) 55/7

CHARLIE ROSS 'The High Cost Of Lovin' " (Townhouse) 53/8
National Summary Up 14, Seme 23, Down O, Deburs 8 , Adds 8, WCAW, WBEU. KXYL. WLWLFM, WHK, WITL-FM.
KEIN, KRSY, WIXL-FM 40-30, KHEY 50-40, WSIX-FM 17-15, KVOO 47-42, KFDHAM FM 49-44, KEEO 49-42, KRWO-
STATLER BROTHERS 'Whatever' (Mercury/PolyGram) 50/41
National Summary: Up 1, Seme 3, Down 2, Debuts 3. Adds 41 including WGNA. FM, WNYR, WA
COSAM-FM, KHEY, KLRA, WRNL, KBMR, WFMS-FM, KEBC-FM, KTTSAM-FM, KFH, KEED, KRSY.
JIM REEVES \& PATSY CLINE "I Fall To Pieces" (MCA) 50/3
 48-42, KVOO $37-30$, KEED 45-40. KRAK $35-27$.
JOHN CONLEE "Nothing Behind You, Nothing..." (MCA) 48/23
National Summerr: Up 5 , Seme 9, Down O, Debuts 11 , Adds 23 including WIXL-FM, WPO
WSIX-FM, KYXX, WCXI, WKMF, WTSO, KFH, KRST-FM, KMAK, KVEG, KLAC, KGA.
CINDY HURT "Talk To Me Loneliness" (Churchill) 46/6
National Summary Up 14 , Same 19, Down 0 , Debuts 7 , Adds 8 , WIXY $46 / 6$ KRR, WOKK, WAXX, WIRE, KKAL, KXYL
41-39. KHEY 40-33, KRMD-AM-FM $50-44$, WTSO $39-29$, KTTS-AM-FM $42-36$, KVOO 50.45 , KFDI-AM-FM 5045 ,
LOUISE MANDRELL \& R.C. BANNON "Our Wedding Band" (RCA) 40/3
National Surmarr: Up 12, Sarne 15, Down O, Dabuts 10, Adds 3, WGVM, WGEE, KGEM, WGNA-FM $28-25$, KYXX
2925 KKYX $44-40$, KRMD-AM-FM 40-39, WTSO 36-31, WXCL 47-44, KTTS-AM-FM 44-38, KFH 33-26, KKAL 45-43,
29-25, KKYX 44 40, KRMD-AM-FM 40-39,
KEED 48-11, KRAK $38-33$, KSOP-FM $35-34$.

## SICNHICANT ACIION

MEL McDANIEL "Big Ole Brew" (Capitol) 38/34
National Summany: Up 1, Same 2, Down 0, Deburs 1, Adds 34 includin
WLWI-FM, WSM, KXRB, KTTS-AM-FM, KKAL, KEED, KRAK, KBMY.
JOE SUN with SHOTGUN "Fraulein"' (Elektra) 37/10
Kal Summarry Up 3, Seme 15, Down 0, Debuts 9, Adds 10, WCAW, WOKO,
HW, KWMT, WHBF, KLZ.
GENE WATSON "This Dream's On Me" (MCA) 35/31
GENE WATSON "This Dream's On Me" (MCA)
National Surnmery: Up O, Same 2, Down 2 , Debuus 0 , Adds 31 includ
TERRY GREGORY "I'm Takin' A Heart Break" (Handshake/CBS) 35/9 yationel Summerr: Up 4, Same 19, Down 0, Debuts 3, Adds 9, KIXZ, WPLO, WSM, KRMD-AM-FM, KWKH, KVEG, KWJJ, KRAK, KGA, KRWO-FM 41-35.

## NATIONAEAIRPLAY/50

## $\pm=$ June 25, 1982



STEVIE NICKS "After The Glitter Fades" (Modern/Atco) 34/2
 LLOYD DAVID FOSTER "Blue Rendezvous" (MCA) 33/7 National Summary: Up 6, Same 17, Down O. Deburs 3, Adds 7, WSOC-FM, WSIX-FM, KWKH, WAXX, WKMF, KECK, DEAN DILLON "Play This Old Working Day Away" (RCA) 33/4 National Summary: Up 2, Same 23, Down O, Debuts 4, Adds 4, KHEY, WGVM, WKMF, KVEG, WIXL-FM 37-25,
KRMD-AM-FM d49, WTSO d-41, KWJJ d-4B, KRSY d40, KRAK $49-45$, RONNIE ROGERS "First Time Around" (Lifesong) 31/6 National Summary Up 4, Same 18, Down O, Debuts 3 ,
$46-43$, KKYX $47-44$, KTTS-AM-FM 46-40, KUZZ $40-31$.
BRENDA LEE "Keeping Me Warm For You" (MCA) 30/6 National Summary: Up 8, Same 13, Down 0, Debuts 3, Adds 6, WPLO, KHEY, KIKK-FM, WKSJ-FM, WSIX-FM, KSOP-
FM. WIXL-FM 43-40, WFMS-FM 32-28, KUZZ 49-41, KRWO-FM 48-41 CALAMITY JANE "Walkin' After Midnight" (Columbia) 30/3 National Summary: Up 6, Same 15, Down O, Debuts 6, Adds 3, WSIX-FM, KWKH, KVEG, WBGW-FM ori; KXYL 43-42, JIM \& JESSI \& CHARLIE LOUVIN "North Wind" (Soundwaves) 28/3 National Summary: Up 8, Seme 13, Down O, Debuts 4, Adds 3, WWVA, WFNC, KRSY, WSIX-FM 13-11, KBMR 49-45,
WXCL 18-15, KTYS AM-FM 38-32, KVOO 3937, KFD-AM-FM 33-30, KUUY $15-12$ MARLOW TACKETT "Ever-Lovin' WOman" (RCA) 24/11
National Summary: Up 2, Same 8, Down O, Debuts 3, Adds 11, WYR, WAMZ-FM, KRMD-AM-FM, KFGO, KCJB, KVOO, KKAL, KMAK, KWJJ, KRSY, KGA. National Summary: Up 2, Sarne 6, Down 0. Debuts 4, Adds 10, WBEU, WSOC-FM, KHEY, KLRA, KVOO, KFH, KLZ.
KMAK, KTOM, KGA. YOUNGER BROTHERS "Nothing But The Redio On" (MCA) 20/14 National Surnmary: Uo 1 , Seme 5, Down 0, Debuts 0, Add 14, WVAM, KXYL, KHEY, WLWI-FM,
FM, WCMSFM, WAXX, KFH, KGM, KEED, KSOP-FM, KGA, KIGO. BIG AL DOWNING "I'll Be Loving You" (Team Entertainment) 20/8 Nationel Summary: Up 2, Seme 9, Down 0, Debuts 1, Adds 8 , WVAM, KRRV. KHEY, KLRA, WKSJ-FM, KSO, KWMT KEED, KIX106 50-4, WMZOFM 39 "35.
STEPHANIE WINSLOW "Don't We Belong" (Primero) 19/11 National Summary: Up 0, Same 8, Down 0, Deburs 0, Adds 11, WAM KKYX KPMD-AM-FM, KWKH, KBMR KENNY ROGERS "Love Will Turn You Around" (Liberty) 18/18
National Summary: Up O, Serne o, Down O, Debuts 0, Adds is including WBGW-FM, WAJR, WHN, WSIX-FM, WHK,
WWWWM, KWMT, WKKOAM-FM, WHBF, KRAK. DONNA FARGO "It's Hard To Be The Dreamer..." (RCA) 16/13 Nationial Summary: Up 0, Same 3, Down 0, Debuts 0, Adds 13 WAM WADR, WPLO, KPMD.AMFM, KFGO, KXRB SUE POWELL "Gonna Love Ya ('Til The Cows Come Home)" (RCA) 16/2
 47-46, WAMZ-FM -37 , WSIX-FM 2928 , KRMD-AM-FM $\alpha-50$, KRWQ-FM 40-34, KUGR $39-38$.
BOBBY MACKEY "Pepsi Man" (Moonshine) 15/3 BOBBY MACKEY "Pepsi Man" (Moonshine) 15/3
National Summary; Up 1, Same 9, Down 0, Debuts 2, Adde 3, WMNI,
National Summary: Up 1, Same 9, Down 0, Debuts 2, Adds 3, WMNI, KFDI-AM-FM, KMAK, WPLO d-40, KHEY on
RAY GRIFF 'Things That Songs Are Made Of'" (Vision) 14/1
National Summary: Up 2, Sarne 10, Down 0, Debuts 1, Adds 1 , WYKR, WIXL-FM 35-21, WYII d-49, KRRV on, WGVM On, WCII On, WHEF On, KTTSAM-FM 47-4i, KKAL On, KSOP-FM on.
CHARLIE DANIELS BAND "Ragin' Cajun" (Epic) $13 / 9$
National Summary: UD O, Same 3, Down 0, Debuts 1 . Adds 9 , KIXI-FM, KLRA KEBC-FM, KRWO-
BOXCAR WILLIE \& PENNY DE HAVEN "We Mede Memories" (Main Street) 13/4 National SUMmary: Up 1, Seme 5, Down O, Debuts 3, Adds 4, KHEY, KRMD-AM FM, KFD-AM-FM,
a-44, WIXL-FM O-60, WIRK-FM on, WTSO d-40, KTTSAM-FM on, KRWO-FM $50-44$, KCKC on

and

## Black Radio

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

DAYTON

## Hot Fun In The Summertime (Liberty)

67\% of our reporting stations $27 / 2$ Extre Adds 6, Total Adds 8, WVEE, WDIA, WHRK, WJPC, WVOL, KACE, KUKQ DONNA SUMMER

## Love Is In Control (Finger On The Trigger) (Geffen)

65\% of our reporting stations on it. Rotations: Heavy 3/2, Medium 6/4, Light 10/6 Extre Adds 24, Total Adds 36, WXY, WOOK, WHUR, WAOK, WVEE, KRLY WDIA, WEDR, WAIL-FM, WBMX, WGCI, WJPC, WBLZ, WCIN, WDMT, WJLB, KMJM, KDKO, KSOL, WSSJ, WWRL, WATV, WENN, WGIV, WOIC, WJAX WPDQ, KOKY, WLOU, WVOL, WANM, WLUM, WWWS, WVOI, KDIA, KPOP-FM. A Most Added Record. Debuts at number 29 on the Black Radio Chert.

SOUL SONIC FORCE

## Planet Rock (Tommy Boy)

$65 \%$ of our reporting stations on it. Rotations: Heavy 24/0, Medium 12/2, Light 4/0, Extra Adds 3, Total 6, WILD, WDAS, WBLZ, KTFM, WKWM, KDIA. Moves 18-11 on the Black Radio Chart.

## NEW \& ACTIVE

## many of our reporters are on the reoord this week and of those, how many accled it this weet. The rotational <br> breakcowns wich foliow indicate now many stations have the song in the respective rotation and of those, wow many <br> acced in into that particular rotation this week. Whalcates one of this week's mort noced new sones.

CANDELA "Love You Madly"' (Arista) 36/2
Rotations: Heavw $4 / 0$. Medium 18/0. Light $12 / 0$. Extra Adds 2.
Rotations: Heevy $4 / 0$, Medium 18/O. Light 120, Extre Adds 2, Totel Adds 2, WVOL, WKWM. Heew, WOOK, WKND,
WNHC, KUKQ. Medium: WWIN, WDAS, WAOK, WEDR, WJMO, XHRM, KSOL, WSS, KNOW, WPDO, WLOU WJJS, WTOY, WLTH, WLLC, WLUM, WWWS, KACE
O'BRYAN "Still Water' (Capitoll $36 / 2$
O'BRYAN "Still Water' (Capitol) $36 / 2$
Rotations: Heav, $8 / 0$, Medium 220 , Light 511 , Extra Adds 1 , Total Adds 2, WAIL-FM, WJPC. MeaV: WWIN, WMY,
WEDR, WJMO, WATV, WOIC, WJMI, KOKY. Medium: WDAS, WAOK, WDIA, WYLDFM, WCIN, KDAY, WNHC, WEDR, WJMO, WATV, WOIC, WJMI, KOKY. MOdium WDAS, WAOK, WDIA, WYLDFM, WCIN, KDAY, WNHC,
WENN, WKXI, WJAX, WPDO, WJJS, WVOL, WOWI, WANT, WANM, WTMP, WDAO, WKWM, WTLC, WWWS. WENN, WKXI, WJAX, WPDO, WJJS, WVOL,
Debuts at nurnber 27 on the Black Racio Chart.

## SEQUENCE "I Don't Need Your Love" (Sugar Hill) 31/5

Rotations: Heev, 5\%, Mediurn 15/2, Light $8 / 0$, Extre Adds 3, Totel Adds 5, WAMO, WVEE, WCIN, KNOW, KELP.
Heev: WDAS, WNHC, WGIV, WOIC, WDAO. Medium: WWIN, WOOK, WHRK, WAIL-FM, WJMO, WATV. WENN, KOKY, WLOU, WJJS, WVOL, WOWI, WTOY
MICHAEL WYCOFF "Looking Up To You" (RCA) 30/5
Rotations: Heav 5/1, Medium 10/1, Light 120, Extra Adds 3, Total Adds 5, WBMX, WCIN, WSSU, KELP. WLTH
Heav: WYLD-FM, WJMO, WJLB, KACE. Medium: WAMO. WGCI, KDAY, WNHC, WOIC, WTOY, WCIAO, WKWM.
WLUM ODYSSEY "Inside Out" (RCA) $27 / 5$
Rotations: Heavy 4/O, Medium $9 / 1$, Light 12/2, Extra Adds 2, Toral Adds 5, WATV, WJAX, WTMP, WLTH, WVO
Heav: WDAS, WAOK, WJLB, WSSJ. Medium: WHAK WEOR WGC X Heavy: WDAS, WAOK, WJLB, WSS, Medium: WHRK, WEDR, WGCI, XHRM, WVR
SISTER SLEDGE "All The Man I Need" (Cotillion/Atco) $27 / 0$
Rotations: Heery 7/O, Medium 1710, Light 3/I, Extra Adds 0 , Total Adds 0 . Meevy: WILD, WDAS, WDIA, WATV, WOIC,
WPDO, KPOP-FM. Medium: WYLD-FM, WBMX, WBLZ, WCIN, WJMO. KDAY, WSSJ, WENN, WKXI, WJAX, KOKY WVL, WOWI, WANT, WLTH, WTLC, KUKQ.
SUPERIOR MOVEMENT "Wide Shot" (CIM) 26/2

HOWARD JOHNSON "So Fine" (A\&M) 25/11
Rotations: Heaw, 20, Medium 6/0, Light $8 / 2$, Extra Adds 9 , Total Adds 11 , WDAS, WVE, WCIN, WSSJ, WWRL
OIC. WOL, WTMP, WTLC, WLUM, KACE. Heavy: WEDR, WJLB Mediurn: WHRK, KDKO, WNHC, WKWM
ST. TROPEZ "Fernmes Fatales" (Destiny) 25/2
Rotations: HeevY 5/0, Medium 15/1, Light 4/O, Extra Adds 1, Total Adds 2, WJPC, WWRL. Heavy: WBMX, WGCI,
WGIV. WJAX, WLTH. Medium: WXY, WDAS, WHUR, WAOK, WEDR, WYLD-FM, WJMO, KDAY, WSSJ, WATV. IMAGINATION "Just An Illusion" (MCA) 25/2
Rotations: Heavy $9 / 0$. Mediurn $7 / 0$, Light $7 / 0$. EXtra Adds 2 , Total Adds 2, WKWM, WTLC. Heaw, WAMO, WOOK
KRLY, WHRK, WBMX, WNHC, WWRL, KELP, WLTH. Medium: WXM, KMJQ, WEOR, WJPC, WJLB, KNOW, KACE RANDY CRAWFORD "One Hello" (WB) 25/1
Rotutions: Heary 4/, Medium 121, Ligh 910. Extra Adds 0. Total Adds 1, WLTH. Heavy: WDAS, WAMO, WJMO
KACE. Medium: WWIN, WVEE, WEDR, WYLD-FM, WGCI, WKND, WWRL, KOKY WJS, WVOI KPOP-FM KID CREOLE \& THE COCONUTS "I'm A Wonderful Thing, Baby" (Sire/WB) 24/3 Rotations: Heavy 8/0, Medium 8/1, Light 711, Extra Adds 1 , Total Adds 3, WJPC, KELP, KOKY. Heavy: WDAS, WHRK
WBMX, WGCI, WSS, WNHC, WWRL, WPDQ. Medium: WAMO, WHUR, KDAY, WJJS, WLTH, WTLC, KACE. DENNIS BROWN "Love Has Found Its Way" (AGM) 24/2
Rotations: Heavy 4/O, Mediurn $11 /$, Light $7 / 0$, Extra Adds 2 , Total Adds 2, WPDQ, WANT. Meavy: WXYV, WYD-FM
WJMO, WJAX. Mediurn: WWIN, WBMX, KDAY, WKND, KNOW, WENN, WLOU, WOWI, WTOY, WLTH, WKWM. GENE CHANDLER "Make The Living Worthwhile" (Chi-Sound Int'I.) 24/1

ARETHA FRANKLIN "Jump To It" (Arista) 23/23
ARETHA FRANKLIN "Jump To It" (Arista) $23 / 23$
Rotations: Heavy OO, Medium 2/2, Light 7T, Extra Adds 14, Total Adds 23, WXY, WHUR, WAOK, WVE
SKYY "When You Touch Me" (Salsoul/RCA) 23/10
Rotations: Heavy 1/0, Medium 4/O, Light 10/2, Extra Adds 8. Total Adds 10 , WXYV, WDAS, WAMO, WVEE RICH LITTLE "President's Rep" (Boardwalk) 22/4
Rictations: Heevy $6 / 0$, Medium 5/1. Light 8/0, Extre Adds 3, Total Adds 4, WSSJ, WPDO WLTH, WKWM. Heav KMIV, WEDA, KMJM, KTFM, WTMP, KDIA. Medium: WDIA, WAIL-FM, WDMT, WWWS. HEATWAVE "Lettin' it Loose" (Epic) 22/2
Rotations: He日V $6 / 0$, Medium $9 / 0$. Light $5 / 0$, Extra Adds 2, Total Adds 2, WENN, WGIV. Heavy: WAOK, WHRK, WGCI
HIGH INERGY "First Impressions" (Gordy/Motown) $22 / 2$
Rotations: Heav, 3 HO, Medium 10/0, Light 9/2, Extra Adds 0 , Total Adds 2, WWIN, WDIA. Heavy: WGCI, WLTH
WLUM. Medium: WOOK, WHRK, KDAY, XHRM, WATV, WJAX, WOL, WTLC, KAEZ, WWWS.

## SICNIFCANT ACTION

SINNAMON "Thanks To You" (Becket) 21/1 Rotations: Hean, 810. Medium 8/, Light 7/1, Extra Adds 0, Totel Adds 1, WJPC. Heew, WWIN,
WOOK, WBMX, WGCI. Medium: WAOK, WHRK, WJLB, WWRL, WOWI, WLTH, WWWS, KACE. Z.Z. HILL "Cheating In The Next Room" (Malaco) 21/0

Rotations: Heewy 7/0, Mediurn 8/0, Light $8 / 10$, Extra Adds 0 . Total Adds 0. Heavy: wJMo, wJlb, wOWI, WANT, R.J.'S LATEST ARRIVAL "(Aerobic Dencin) Keep Dencin" (Zoo York) 21/0 RICHARD "DIMPLES" FIELDS "Taking Applications" (Boardwalk) 20/1 Rotations: Heavy 4/0, Medium 6/0, Light 9/0, Extra Adda 1, Total Adds 1, WJMO. Heavy: WAOK, WEDR, WJMI, O'JAYS "Your Body's Here With Me (But Your Mind...)" (Phil. Inti./CBSI 19/8

## NATIONALEARPLAY/30.

## $= \pm=\quad$ June 25, 1982

| $\begin{array}{llll}5 & 2 & 1\end{array}$ | (1) JEFFREY OSBORNE/I Really Don't... (A\&M) |
| :---: | :---: |
| 1594 | (2) STEVIE WONDER/Do I Do (Tamia/Motown) |
| 843 | (3) RICK JAMES/Dance Wit' Me (Gordy/Motown) |
| 112 | 4 GAP BAND/Early In The Morning (Total Experience/PGM) |
| 975 | 5 ONE WAY/Cutie Pie (MCA) |
| 11109 | 6 JUNIOR/Too Late (Mercury/PolyGram) |
| 2813 | 3 DREAMGIRLS/And I Am Telling You I'm Not Going (Geffen) |
| 256 | 8 TEMPTATIONS/R. JAMES/Standing On... (Gordy/Motown) |
| 4337 | 9 ASHFORD \& SIMPSON/Street Corner (Capitol) |
| 668 | 10 DAZZ BAND/Let It Whip (Motown) |
| 18 | (1) SOUL SONIC FORCE/Planet Rock (Tommy Boy) |
| $21 \quad 1912$ | 12 "D" TRAIN/Keep On (Prelude) |
| 22 | (13) CAMEO/Flirt (Chocolate City/PolyGram) |
| 292519 | (14) WAR/Outlaw (RCA) |
| 252321 | (5) REDDINGS/(Sittin' On) The Dock... (Believe In A Dream/CBS) |
| - 27 | 16 ATLANTIC STARR/Love Me Down (AGM) |
| 262424 | (1) RITCHIE FAMILY/I'll Do My Best (For You Baby) (RCA) |
| 161310 | 18 CHIC/Soup For One (Mirage/Atlantic) |
| 26 | 19 RAY PARKER JR./Let Me Go (Arista) New |
| 28 | 20 ISLEY BROTHERS/The Real Deal (T-Neck/CBS) Entry |
| 30 | 2) CHERYL LYNN/Instant Love (Columbia) $\longrightarrow$ |
| 191717 | 22 WHISPERS/Emergency (Solar/Elektra) |
| $7 \quad 1111$ | 23 BLOODSTONE/We Go A Long Way Back (T-Neck/CBS) |
| 171414 | 24 LARRY GRAHAM/Don't Stop When You're Hot (WB) |
| 272625 | 25) HIGH FASHION/Feelin' Lucky Lately (Capitol) |
| 121215 | 26 P. McCARTNEY/S. WONDER/Ebony And Ivory (Columbia) |
| $-\longrightarrow$ | 27 O'BRYAN/Still Water (Capitol) |
| 2929 | 28) CARRIE LUCAS/Show Me Where You're... (Solar/Elektra) |
| $-\longrightarrow$ | 29 DONNA SUMMER/Love Is In Control (Finger On...) (Geffen) |
| $-\longrightarrow$ | 30 DAYTON/Hot Fun In The Summertime (Liberty) |

MOST ADDED.
DONNA SUMMER (36)
ARETHA FRANKLIN (23) ARETHA FRANKLIN (23)
POINTER SISTERS (13) POINTER SISTERS (13)
CAMEO (11) CAMEO (11) HOWARD JOHNSON (11)
SKYY (10)

HOTTEST
GAP BAND (30) JEFFREY OSBORNE (29) ONE WAY (26) STEVIE WONDER (25) DAZZ BAND (24)

Rotations: Heevy 4/O, Medium $8 / 2$, Light 4/4, Extre Adds 3, Totel Adds 9, WAOK, KRLY, WDIA, WSS, WKND, WNHC,
KOKY, WOWI, WTOY. Heav: WHUR, WHRK, WGCI, KACE. Medium: WWIN, WDAS, WOOK, WAIL:FM, KSOL, DUNN 6 BRUCE STREET "Shout For Joy" (Devaki/Mirus) 19/8 Rotations: Healy O/O, Medium 6/1, Light 8/2, Extra Adds 5 , Total Adds 8 , WDAS, WAMO, WHRK, WNHC, WWRL
WATV, WOWI, WLUM. Medium: WGCI, WCIN, WLOU, WDAO, KACE. BILLY OCEAN "Calypso Funkin'" (Epic) 19/2
Rotations: Heavy 1/0, Medium 710, Light 9/0, Extre Adds 2, Total Adds 2 waty wJJs. Heaw. wJMI Medium
POINTER SISTERS "American Music" (Planet/RCA) 18/13
WNHC, WWRL, KNOW, WANM, WDAO, WVOI, KDIA, KUKO, KPOP-FM. Medium: WDAS, KSOL WSSEE, KDKO,
RONNIE DYSON "Heart To Heart" (Cotillion/AtCo) $18 / 1$ Rorations: Heavy 40, Medium 510 , Light $8 / 0$, Extra Adds
WDAO. Medium: WDIA, KDKO, WLOU, WANT, WLUM.
SHALAMAR "I Can Make You Feel Good" (Solar/Elektra) $17 / 8$
Rotations: Heev 1/0, Medium 5/2, Light 8/3, Extre Adds 3, Total Adds 8, WVEE, WYLD-FM, WCIN, WATV, KELP,
FELIX \& JARVIS "Flemethrower Rap" (RFC/Quality) 17/3
Rotations: Heavy 4/0, Mediurn 6io, Light 4/0, Extra Adds 3, Total Adds 3, WAOK, WEDR, WBMX. Heavy: WATV MIKE \& BRENDA SUTTON "Don't Hold Back" (Sam) 17/1 Rotations: Heavy O/O, Medium 810, Light 80, Extra Adds 1, Total Adds 1, KOKY. Medium: WWIN, WDAS, WAOK, DRAMATICS "Live It Up" (Capitol) 17ÍO
Rotations: Heew, 5/0, Medium $6 / 0$, Light $6 / 0$, Extra Adds 0 ,
Medium: WBMX, WGCI, WSSJ, WOWi, WANT KACE.
FATBACK BAND "On The Floor" (Spring/PolyGram) 16/5
Rotations: Heavy 2\%, Medium 4/0, Light 5/O, Extre Adds 5, Total Adds 5, WBMX, WATV, WENN, WTMP, KUKa. SALSOUL ORCHESTRA "Take Some Time Out (For Love)" (Salsoul/RCA) 16/3 Rotations: Heavy 2/0, Medium 8/1, Light 4/0, Extra Adds 2, Total Adds 3, WDAS, WOOK, WJLB Heaw. WNHC, KEL PLUSH "Burnin' Love" (RCA) 15/2
Rotations: Heaw 1/0, Medium 3/0, Light 9/0, Extra Adds 2. Total Adds 2, wJJS, WuWS. Heav: KELP. Medium: COFFEE "If This World" (De-Lite/PolyGram) 15/2

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Rotations: Heal
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ESLIE SMITH \& MERRY CLAYTON "Before The Night is Over" (Elektral 151 Rotations: Heav 210 Medium 5/0 CLAYTON "Before The Night is Over" (Elektra) 15/1 XHRM, WSSJ, WDAO, WLTH, WLUM.
JEAN CARN "If You Don't Know Me By Now" (Motown) $14 / 6$
Rotations: Heaw $0 / 0$, Medium 4/0, Light 6/2, Extre Adds 4, Total Adds 6, WAOK, WBMX, KDKO, WENN, WKWM,
DARYL HALL \& JOHN OATES"Y Jour Imagination" (RCA) 14/6
Rotations: Heav, 1/0, Medium 5/1, Light 6/3, Exrre Adds 2, Total Adds 6, WXYV, WDIA, WD
Rotations: Heaw $1 / 0$, Medium $5 / 1$, Light 8/3, Extre Adds 2 , To
Heavy: WSs. Modium: WDAS. WAl-FM, KNOW, WBLX.
SADANE "One Minute From Love" (WB) 14/2
Rotations: Heavy 0/0, Medium 4/0, Light 9/1, Extra Adds 1, Total Adds 2, WAMO, WLUM. Medium: WHRK, WEDR,
EDWIN BIRDSONG "She's Wrapped Too Tight..." (Salsou/RCA) $14 / 1$
Rotations: Heav 210, Medium 6/0, Light 550 , Extre Adds 1, Total Adds 1, W
WWIN, WDIA, WCIN, WDMT, WJMO, WGIV.
SHARON BROWN "I Specialize In Love" (Profile) 14/0
WLD, WOOK, WBMX, XHRM, WJJS, WOWI, WLTH.
HUMAN LEAGUE "DOn't You Want Me" (Virgin/AGM) $13 / 2$
Rotations: Heavy 711, Medium 511, Light 1/0, Extra Adds 0 , Total Adds 2, WJPC KELP
CON FUNK SHUN "Straight From The Heert" M
CON FUNK SHUN "Straight From The Heart" (Mercury/PolyGram) 13/1
KLIQUE "Dance Like Crazy" (MCA) 13/0
RLIations: Hew, 20, Mike 710 , Light 410, Extre Adde 0 , Totel Adds O. Heavy: XHRM, WJAX. Medium: WDAS
WDIA WJPC, WOWI, WTOY, KAEZ, KACE.



It's a jungle out there...filled with all sorts of ferocious beasts. You could get lost
For a professional guide call your ARBITRON Representative.

| Page 54 R R\＆R／Friday，June 25， 198 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
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|  | mommin | MIDWEST <br> Parallel One | \％avemmoute | $\begin{aligned} & \text { whoronyten } \\ & \text { wody Kewy } \end{aligned}$ | WFink LeneingDew McCiery | Parallel Three | SOUTH Parallel One |  | WherfmiontgomeryPhill Hortion | Parallel Three <br> Rnimathenmen |
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|  |  |  |  |  | Hottest MELISSA MANCHEST TOTO |  |  |  |  |  |
|  | $\underset{\substack{\text { rimicheo }}}{\text { che }}$ |  | ALABAMA HCCARTNFY／WONDER AIR SUPPLY |  |  |  |  |  |  |  |
|  | comen |  |  | KMNTIDe MolneeSteve Gibtions | Ron Sow STEVIE WONDER | REDDINGS PEARL <br> KCncreeder Replde，LA |  | matcmome |  | AlABAMA wex Y／A mherit <br> Wax Y／Aahov |
|  |  | mincomex |  |  |  |  |  | CSEN |  |  |
| A．pert | coter | commen | cticters |  |  | Stims |  | KARLA BONOFFJUICE NEWTONRONNIE MILSAPALARAMA |  |  |
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|  | $\begin{aligned} & \text { WTicmartiond } \\ & \text { Oinny Jeelonke } \end{aligned}$ |  |  |  | NEIL DIAMOND ALABAMA KLTE／OHIAhome CITY |  |  | ALABAMA HERG ALPERT KMOCMOMEeFI Worth |  | MELISSA MANCHESTE MANHATTAN TRANSFE <br> wCIVMChertotienowim．VA |
| $\cdots$ | amy memote |  |  | cinction | $\begin{aligned} & \text { KLTE/Otlahome CH } \\ & \text { Tony Stone } \\ & \text { KENNY ROGERS } \end{aligned}$ | AIR SUPPLY <br> WOAYF ergo Moorhend | NEIL DIAMONDALABAMAAIR SUPPLY | come | STEVIE WONDER MELISSA MANCHESTE CHICAGO | Tom Twlo HUMAN LEAGUE KINNY ROGERS |
| Hoter |  | sumncimemet |  | WOncrontrom TBA |  |  |  |  |  |  |
|  | MCCARTNEY／WONDERDENIECE WILIIAMSWHAMROChertor，MY | monem | $\begin{aligned} & \text { RONNIE MILSAP } \\ & \text { PARAR BONOFF } \\ & \text { Pallel Two } \end{aligned}$ |  | come |  | knomion mote |  |  |  |
| Neti |  | JUICE NEWTONRONNTE MILSAPNEIL DIAMONDMCCARTNEY／WONDER |  |  | cher mitices |  | cintissi kicisst |  WAMYAMmberime | AIR SUPPLY CHICAGO PATRICE RUSHEN | $\begin{aligned} & \text { KARLA BONOFF } \\ & \text { MELISSA MANCHES } \\ & \text { CHICAGO } \end{aligned}$ |
| a |  |  | maxumm | RONNIE MILSAP WFDFFIIm | momn | KFOMMnooin， |  |  |  | CHICAGO WDEFFMattencoen |
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| cosit |  |  |  |  |  |  | к¢mum |  | MELISSA MANCHESTE AIR SUPPLY CHICACO | （in |
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| mome | $\begin{aligned} & \text { AIR SUPPLY } \\ & \text { KARLA BONOFE } \\ & \text { ONJ } \\ & \text { CHICACO } \end{aligned}$ | cont |  | wowom wom | KBLORt．Loul＊ |  |  |  |  |  |
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|  |  | Focres | ciman |  | $\begin{aligned} & \text { RONNIE M } \\ & \text { TOTO } \\ & \text { CHICACO } \end{aligned}$ |  |  |  | playlists | week： |
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|  | MDRIAN GURVITZ HAIRCUT 100 Hottest： LRE WARWICK MATHIS | $\operatorname{kexp}_{0}$ | Momersory |  | xCEETuce |  |  |  | llowing stat this week | s did not therefore |
| Parallel Two |  | cim | metect ilitic | \％un mome | 速 | ncre | Oifrs suply |  |  | rozen： |
| whccertidpeport | war oucem |  |  |  |  | 边 | Ksporamemen |  | WzZRP／Clev |  |
|  |  |  | Parallel Two |  |  | cin |  |  | WRIEIE |  |
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|  |  | kowpoman | Lumamme |  | \％os | comem | 边 |  | WOWO／Ft． |  |
| 边 |  |  |  |  |  |  |  |  | KMGC／D |  |
|  | m |  |  |  |  |  |  |  | 即 |  |
|  |  |  |  |  |  | kemuss |  |  | WKZE／Ca |  |
|  |  |  | Keomme |  |  |  |  |  | WDAY |  |
|  |  |  |  |  |  |  |  |  | WLVAlyn |  |
|  |  |  |  |  |  |  |  |  | KFQD／Anchor |  |
| $\begin{aligned} & \text { Ted Ablot } \\ & \text { none } \\ & \text { Hot teat: } \end{aligned}$ |  |  |  |  |  |  |  | Note: format | ay／Little Ro cy and is no | has shifted ner reporting |

## CHR PAPAIIEL ONE PIAYISIS





| MIDWEST <br> Most Added Hottest <br> Crosby, Stills, Nash John Cougar Go-Go's <br> Toto <br> Kenny Rogers <br> Survivor | Music Key: (DP) indicates the song is getting play during certain parts of the day and/or night (RN indicates the song was dropped from the playlist then readded. |
| :---: | :---: | the song was dropped from the playlist then readded.



## parallels．

 Parallel t：Selected stations in major markets that are format domilian Parallel II：Selected stations in secondary markets that are format dominant＊and／or exert a significant local or regional influence．This parallelmay also contain some major market stations that do not qualify for parallel may also con
one status．
Parallel IIl：Selected stations in smaller markets that are format dominant＊ and／or exert a significant local influence．This parallel may contain
secondary market stations that do not qualify for parallel two status．
Note：（．）Format dominance is based on the Monday－Sunday．6AM－
12Midnight，total persons 12 plus shares as published by Arbitron．All pre－ 12Mianight，rotal persons 12 plus shares as pubilished by Arbitron．An pre－


|  |  |  |  | A <br> Down（RCA <br> M Music <br> 3／4 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EXAMPLE |  |  |  |  |  |
| 100125－100 CHR reponting stations on tt thes week including 25 new adds <br> 44\％－Percentage of this weeks re potters playing it <br> Reglonal Reach－Percentage of re－ porters playing the song within each region <br> National Summary <br> Up 31 －Number of stations moving it up on the charts <br> Dabuts 20 －Number of stations debut－ ing the song this week <br> Same 24 －Number of stations reporting no movement this week．（On to On，Add to On．31－31 etc．） <br> Down 0 －Number of stations moving it down on therr charts <br> Adds 25 －Total number of stations adding it this week |  |  | WNEC WBENFM 29－25 WCAUFT $a-39$ JB105 $8-33$ sourm $\begin{array}{ll}293 & 6-3 \\ 940 & 9-8\end{array}$ $010514-14$ <br> memownt <br> $\begin{array}{ll}\text { KaEO } & 28-23 \\ \text { HGCL } & 18-17\end{array}$ <br> wet <br> KEARTH 25－25 KRLA OR $\begin{array}{ll}\mathrm{KRy} \\ \mathrm{KI} & \text { on } \\ \mathrm{KE}\end{array}$ KICO KEZF KCNR KYYX |  |  |
|  |  |  |  |  | MIDAEET <br> KKXLF KFYR <br> KONE |
| AIR SUPPLY <br> Even The Nights．．．（Arista） LP：Now And Forever |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  | E0erm <br> KITY 9－9 KSETFH KROS <br> KROD KんF！ <br> KBEM <br> $\begin{array}{lll}\text { B97 } & 22-1 \\ \text { KROK }\end{array}$ <br> WFMF 6－ <br> KKYK $0-9$ <br> WABEFM <br> WZYF $1-$ WHHYFM <br> WAXY 10 $Y 1035$ <br> w＋00 <br> WOL104 <br> WSK2 HOKI <br> WOUM <br> WAYS WDCG <br> WROK 6－5 WCSC $4-7$ <br> WHOKPM $7-$ <br> $\begin{array}{ll}\text { WZZR } & 2- \\ \text { WJXG } & 1-6\end{array}$ <br> $\begin{array}{ll}\text { HKFA } & 6- \\ \text { KIIK } & 7-\end{array}$ <br> $\begin{array}{ll}\text { KMGK } & 3-2 \\ \text { KOFM } & \text { G－1 }\end{array}$ <br> $\begin{array}{ll}\text { KEYNFM } & 12-12 \\ \text { KZ93 } & 14-17\end{array}$ <br> 2104 <br> WNAM WIKS <br> WNAP WMEE <br> WGBF U93 KOKO <br> KGKO WLYT <br> $92 \times 2-$ $W^{2}{ }^{2}$ <br> WHOT $4-5$ WYFM $5-6$ <br> W早要T <br> KKXX 16－27 Y94 <br> Y94 $4-5$ K1DD $17-2$ <br> KMIO2 $8-1$ $K W R B \quad 6-8$ <br> KKFM 25－25 |  |







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## radio trade

SUBSCRIPTIOKI SERVICE
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POINTER SISTERS "American Music" (Planet/RCA) 77/40
Moves: Up 2, Debuts 10, Seme 25, Down 0, Adds 40 including WBEN-FM, WIFI, WXKS-FM, 94Q, KRLA, KFI, GENESIS "Paperlate" (Atlantic) 73/11
Moves: Up 26, Debuts 8, Seme 28, Down , AJds 11, WCAU-FM, WHFM, KBFM, WHHY-FM WIY KCPX 20.21, WGCL 27-18, KEZR 27-23
DAZZ BAND "Let It Whip" (Motown) 65/2
Moves: Up 40, Debuts 1, Seme 16. Down 6, Adds 2, 3WT, Z104, B94 7-4, WXKSFM 1-1, WPGC 17-8, 2939.7, LARRY ELGART \& HIS ORCHESTRA "Hooked On Swing" (RCA) 64/9
Moves: Up 15, Debuts 8, Seme 32, Down 0, Adds 9, WDRC-FM, WAEB, Q106, KIDD, K96, KHYT, 95SGF, KFYR KDZA, WPGC 25-20, 94Q 15-10, KFI 27-19, WFBR 25-18, WAXY 29-15, WCIL-FM K-17.
LESLIE PEARL "If The Love Fits Wear It" (RCA) 64/8
Moves: Up 17, Debuts 6, Seme 32, Down 1, Adds 8, WKBW, KROK, WKFR, KSTT, WLYT, KHYT, WHEB, KCBN, WNBC 28-25, WAEB 28-25, WGH 6-4, WVIC 36-25, WNCI 25-20, Z102 29-25, KYYA $24-20$ HAIRCUT 100 "Love Plus One" (Arista) 60/8
Moves! Up 20, Debuts 4, Same 27, Down 1, Adds 8, WLOL-FM, KIIS-FM, KFRC, WTIC-FM, WOKI, WZZR, KHY
KENNY ROGERS "Love Will Turn You Around" (Liberty) 59/57 18-15
KENNY ROGERS "Love Will Turn You Around" (Liberty) 59/57
Moves: Up 0, Debuts 1. Seme 1, Down 0, Adds 57 including WNBC, WIFI, WPGC, 293, 940, Q105, KIOQ,
WKEE, WAYS, WKDO, FM102, WCIR, 95SGF, KWLO.
DONNA SUMMER "Love Is In Control..." (Geffen) 59/26 Moves: Up 3, Deburs 8, Same 22, Down O, Adds
OLIVIA NEWTON-JOHN "Landslide" (MCA) 54/4
Moves: Up 14, Debuts 7, Seme 29, Down 0, Adds 4, KINT, WTIX, WDCG, 99KG, JB105 29-25, KC101 26-23, Q106 29-26, K104 38-32, KITY 37-33, BJ105 29-26, CK101 39-33, WSEZ 30-22, WVIC 39-32, WFLB 21-18, KELO 23-19.

## SICNIFICANI ACION

CHEAP TRICK "If You Want My Love" (Epic) 47/10
Moves: Up 14, Debuts 3, Sorne 19, Down 1, Adds 10, WHFM, WTIX, CK101, WSEZ, WGH, KIIK, WCIR, KKQV KILE, WTRU,
KIM WILDE "Kids In America" (EMI America) $47 / 5$
Moves: Up 20, Debuts 1, Seme 20, Down 1, Adds 5, KRLA, WOKI, KKFM, WIGY, KKLV, WXKS-FM 25-14, KBEO FRANKIE MILLER "To Dream The Dream" (Capitol/MSS) $41 / 5$
Moves: Up 3, Debuts 5, Same 28, Down O, Adds 5, WTSN, WFOX, KSEL-FM, WTRU, 99KG, KEGL d-31, WLOL-FM GAP BAND "Early In The Morning" (Total Experience/PGM) 39/8
Moves: Up 9, Debuts 4, Seme 18, Down 0, Adds 8, CKGM, G100, WZYP, WDOQ, WOKI, WGUY, KILE, KDZA WCAU-FM $37-21,195$ 17-14, CKLW d-9, KFI 12-8, KFRC 11 -8, XTRA d-15, KZFM $3-2$
HERB ALPERT "Route 101" (A\&M) 36/15
Moves: UD O, Debuts 5 , Same 16, Down O, Adds 15, CK101, WAEE, KEEL, WDOO, KSTT, KOFM, WGBF, KIKI, WJBQ, WFEA, WCIR, WCGQ, WISE, KSLY
BILLY IDOL "Hot In The City" (Chrysalis) 35/15
Moves: UD 1, Debuts 1, Same 18 , Down O, Adds 15 , KEGL, KFRC, WPST, FM 100 , KX104, WGH, WVIC, KZ93
KKXX, KIDD, KJRB, KHYT, WGUY, KENI, KCBN.
707 "Mega Force" (Boardwalk) 33/17
Moves: Up 2, Debuts 4, Same 10, Down 0, Adds 17 including CKGM, WGCL, WHFM, WRCK, WKRZ-FM, WKEE MONROES "What Do All The People Know"
MONROES What Do All The People Know (Alfa) 32/O Moves: Up 9, Debuts 1, Seme 22, Down O, Adds 0, WXKS-FM on, KEGL 12-8, WGCL on, KEZR 16-15, B100 - 8 ,
WPHD on, KSET-FM 18-12, WVIC on, KNBQ on, KRQ on, WJBQ on, WACZ on, KKQV on, KILE 34-32, KSEL-FM R4. Moves: Up B, Debuts 5, Seme 11, Down 0, Adds 5, WTIX. KX104, K1OA, WNCI, KSLY, KIOQ on, KFRC 31-29 WFBR 9-7, KROD 26-24, WJDX 28-22, FM 600 , WZZR on, KCPX 25-21, WACZ on, KILE on.
APRIL WINE "Enough Is Enough" (Capitol) 25/9
Moves: Up 3, Debuts 6, Same 7. Down O, Adds 9 , $96 K \times$, WKRZ-FM, WVIC, WJXO, KJRB, KNBQ, KSKD, WACZ A FLOCK OF SEAGULLS "I Ran (So Far Away)" (Jive/Arista) 25/8
, WFLB, KCBN CFTR BOW WOW WOW "I Want Candy" (RCA) 25/1
Moves: Up 10, Debuts O, Seme 14, Down 0, Adds 1, WPHD, WBEN-FM 37-31, WCAU-FM on, KFI on, KFRC 2420 KEZR on, WRCK on, 3WT On, WPST 26-22, WJXQ On-dp, KNBQ on, KSKD 16-12, WZYO 25-23, WCIL-FM 26-22 99KG 36-33:
JON \& VANGELIS "1'll Find My Way Home" (Polydor/PolyGram) 25/0
Moves: Up 10, Debuts 2, Seme 11, Down 2, Adds 0, WXKSFM on, KEGL 13-11, WPST 30-26, CK101 $29-26$
WQUT on, WIC $31-29$, KIOA 27-24, KGGI on, WGUY on, 95XIL 8-8, KFYR 19-16, KELO 36-34, 99KG on, KEN ONE WAY
ONE WAY "Cutie Pie" (MCA) 23/3
Moves: Up 14, Debuts 1, Same 5, Down 0, Adds 3, WTIC-FM, KROD. BJ105, WXKS-FM 7-6, KFI 18-12, KIOQ $4-1$ ALAN PARSONS PROJECT "Eye In The Sky" (Arista) 22/15
Moves: Up 1, Debuts 1. Seme 5, Down O, Adds 15 , WKEE, KZFM, WDOQ. FM100, WOKI, WAYS, WVIC, WJXO WNAM, Q104, WFOX, WYKS, KKOV, KENI, KSLY.
RICK BOWLES "TOO Good TO Turn Back Now" (Polydor/PolyGram) 22/7
Moves: Up 4, Debuts 2, Seme 9, Down 0, Adds 7, WKRZ-FM, KINT, WSEZ, WGH, WFGG, KVOL, KSLY, WOK SCORPIONS "No One Like You" (Mercury/PolyGram) $21 / 2$
Moves: Up 6. Debuts 1, Same 8, Down 4, Adds 2, WKRZ-FM, KRNA, 96KX 25-20, CHUM 18-17, KEGL 2-1, WRCK
GREG KIHN BAND "Every Love Song" (Beserkley/Elektra-Asylum) 19/17
Moves: Up 0, Debuts 1, Seme 1, Down 0, Adds 17 including KEGL, KFRC, WPHD, K104, KZFM, KSET-FM, WVIC Moves: Up 0, Debuts 1, Seme 1, Down 0, Adds 17 including KEGL, KFRC, WPHD,
WJXQ, KSKD, $95 \times 1 L$, WYKS, KSEL-FM, KVOL, KENI, KSLY.
MEN
MEN AT WORK "Who Can It Be Now?" (Columbia) 18/7 1oves: Up 3, Debuts 1, Seme 6, Down 1, Adds 7, WXKYKS on, KRNA on, KYYA 16-13. MISSING PERSONS "Words" (Capitol) 18/6
Moves: U5 5, Debuts 1, Same 6, Down 0, Adds 6, KZFM, BJ105, WOKI, KCPX, WIGY, WISE, CKGM on, $19518-16$
KRLA 27-10, KIOQ 54, XTRA 17-12, WPHD on, KSET-FM d-29, WJXO On-do, KIK। 25-19. KRLA 27-10, KIQQ 5-4, XTRA 17-12, WPHD on, KSET-FM d-29, WJXO on-dp, KIKI 25-19,
FRANK ZAPPA "Valley Girl" (Barking Pumpkin) $17 / 5$
Moves: Up 4, Deburs 2, Same 3, Down 3, Adds 5, CHUM, WLS, WRCK, Z104, WISE, KEGL on, 195 d-17, WLSFM DR. HOOK "Loveline" (Casablanca/PolyGram) 15/1
DR. HOOK Loveline" (Casablanca/Poly Gram) 15, WKEE on, WZYP on, KX104 on, WVIC d-38 MOVes: Up 4, Debuts 1, Seme 9, Down A Ad, WFOX 35-31, WFLB 28-27, KILE 38-36, KENI on.
ALDO NOVA "Foolin' Yourself" (Portrait/CBS) 14/10
Moves: Up 2, Debuts 0, Same 2, Down 0, Adds 10, 96KX, WPHD, K104, KSET-FM, WVIC, wJXQ. WIKS, KKXX WXLK, KSEL-FM, CHUM 23-20, WIGY On, WYKS On.
MARSHALL CRENSHAW "Someday, Someway" (WB) 14/4
Moves: Up 3, Debuts 2, Same 5, Down 0, Adds 4, KICO. KINT, WZYQ, KFMZ, KEZR d-22, WPST 3430, WAEB -30, WKRZ-FM 19-13, WJXO 25-22, KKXX on, WGUY on, WFBG on, KENI on, KSLY on
LAURA BRANIGAN "Gloria" (Atlentic) 12/4
Moves: Up 3, Deburs 1, Same 4, Down 0, Adds 4, WXKSFM, KZFM, KIKI, KDZA, WLOL-FM on, KFRC $36-33$ ASHFORD \& SIMPSON "Street Corner
ASHFORD \& SIMPSON "Street Corner" (Capitol) 12/3
Moves: Up 1, Debuts 1 Same 7 , Down 0, Adds 3, WIFI, WCAU-FM, KFI, WXKS-FM 29-27, KFRC d-36, BJ105 on Moves: Up 1, Debuts 1, Same 7, Down 0, Adds 3, WIFI, W.
WSEZ on, KCPX on, WGUY on, WFLB on-dp, KVOL on.

MICHAEL MURPHEY "What's Forever For" (Liberty) 34/3
Rotations: Heavy 2/0, Medium 181, Light 14/2, Extra Adds 0 , Total Adds 3, WPTF, WARM98, KSEL. Heav WWSA KCRG WDAY WSGW KBOZ.
B.J. THOMAS "But Love Me" (MCA) 30/3

Rotations: Heavy $4 / 0$, Medium $18 \%$, Light 83, Extra Adds o, Total Adds 3, WRVR, WORG, WWSA. Heavy: WLTA KEY103, WDEF, WLVA. Medium: WSB, WCCO, KEX, WSLI, WPTF, WRVA, WHBY, WHBC, WHIO, KRNT, KSL HUEY LEWIS \& THE NEWS "Hope You Love Me Like You..." (Chrysalis) 30/0 Rotations: Heavy 3/0, Medium 19/0, Light 8/0, Extre Adds O, Totel Adds O. Heavy: WSRZ, WWNR, WLVA Mediurn: WFYR, WRIE, KEY103, WAFB, WHH
WORG, WROV, WBOW, KTWO KBAI, KRKK

## SIनNIFCANT ACTION

RICK SPRINGFIELD "What Kind Of Fool Am I" (RCA) 28/1
Rotations: Heavy 6/0, Medium 11\%, Light 11/1, Extra Adds 0, Total Adds 1, WSGN. HeavV: WHEN, WHHY, WSRZ
ALAN PARSONS PROJECT "Eye In The Sky" (Arista) 23/18
Rotations: Heavy 2/0, Medium 3/2 Light 18/16, Extra Adds O Total Adds 18 , KEX KEY103, WSLI, WRVR Rotations: Heaw 2/0, Medium $3 / 2$, Light $18 / 16$, Extra Adds 0, Total Adds 18, KEX, KEY103, WSLI, WRVR SM95, KWAV, WSKY
JON \& VANGELIS "I'll Find My Way Home" (Polydor/PolyGram) 22/1
Rotations: Heavy 3/0, Medium 10/0, Light 8io, Extre Adds 1. Total Adds 1, KTWO. Heavy: KEY103, WRVA, KWAV
GREG GUIDRY "Into My Love"" (Badland/Columbia) 21/9
Rotations: Heavy 0/0, Medium 5/2, Light 16/7, Extra Adds 0, Total Adds 9, WCZY, WICC, wwy, KEY103, WSLI, Rotations: Heavy 0/O, Medium 5/2, Light 16/7, Extra Adds 0, Total Adds 9 , WCZY,
MOTELS "Only The Lonely" (Capitol) 21/1
Rotations: Heevy 6/0, Medium 13/0, Light 211, Extre Adds 0, Total Adds 1, WFYR. Heaw: WSGN, SM95, Y 106 WSRZ, WEIM, O96. Medium:
WCHV, KSEL, WDAY, WBOW
OAK RIDGE BOYS "So Fine" (MCA) 21/1
Rotations: Heevy $1 / 0$, Medium $9 / 0$, Light $11 / 1$, Extre Adds 0
WSB, WCZY. WSGN, WPTF, WHBC, KRNT, KSL WEIM
EARL KLUGH "I'm Ready For Your Love" (Liberty) 21/0
Rotations: Heavy 1/0, Medium 9/0, Light $11 / 0$, Extra Adds 0 , Total Adds 0 . Heavy: WFMK. Medium: WLTA, WCCO WSRZ, KBOI, KSL, WWSA, WSGW, WJON, KBOZ
OLIVIA NEWTON-JOHN "Landslide" (MCA) 20/0
Rotations: Heavy O/O, Medium 16/0, Light 4/O, Extre Adds 0, Totel Adds 0 . Medium: WGY, WVLK, WHHY, Y106 KBOI, WEIM, KRBC, WSKY, WCHV, KSEL, WORG, KBOZ, KTWO, KBAI, KRKK, KISN.
BLONDIE "Island Of Lost Souls" (Chrysalis) 19/1
Rotations: Heav 1/0, Medium 11/1, Light 7/0, Extra Adds 0, Totel Adds 1. KRNT. Heawy WEIM. Medium: WYNY
PATRICE RUSHEN "Forget Me Nots" (Elektra) 18/6
Rotations: Heavy 20, Medium 8/1, Light 7/4, Extra Adds 1, Total Adds 6, WYNY, WSGN, WHHY, KWAV, WEIM WWNR, WSKY
RAY PARKER JR. "The Other Woman" (Arista) 18/1
Rotations: Heaw, 5/0, Medium 7/0, Light 6/1, Extre Adds 0. Totel Adds 1, KWAV. Heavy: WZZP, KEY103, Y 106,
WOWO, WSKY. Medium: WASH, 97AIA, WGAR, KHOW, 610 TVN. WCHV, KBAI. DARYL HALL \& JOHN OATES "Your Imagination" (RCA) 16/3
Rotations: Heavy 0/O, Medium $5 / 0$, Light $11 / 3$, Extra Adds 0 , Total Adds 3, WFMK, WMHE, KISN. Medium: WSRZ. FLORENCE WARNER "Only Love" (Mercury/PolyGram) 15/4
Rotations: Heevy 1/0, Medium 5/1, Light 9/3, Extra Adds 0, Total Adds 4, WRVR, KWAV WWNR, KRKK. Heavs HUMAN LEAGUE "Don't You Want Me" (Virgin/A\&M) 14/1
Rotations: Heavy $5 / 0$, Medium $7 / 1$, Light 20. Extra Adds O. Totel Adds 1, WCHV. Heavy: WRIE, WHHY, WOWO PETER McCANN "Dream Lover" (Columbia) 13/1
Rotations: Heaw O/0, Medium 6i0, Light 711, Extra Adds 0, Total Adds 1, WSGW. Medium: WLTA, WSB, WCZY
KRBC, WLVA, WDAY
HAIRCUT 100 "Love Plus One" (Arista) 12/5
, GORDON LIGHTFOOT "Blackberry Wine" (WB) 11/6
Rotations: Heavy O/O, Medium 5/2, Light 6/4, Extra Adds 0, Total Adds 6, KEY103, KMBZ, KUGN, KIXI, WSGW QUARTERFLASH "Right Kind Of Love" (Geffen) 11/1
Rotations: Heavy 1/0, Medium 5/0, Light 51, Extra Adds 0 , Total Adds 1, SM95. Heavy: KGW. Medium: KEX
ADRIAN GURVITZ "Classic" (Geffen) 10/7
Rotations: Heavy 0/0, Medium 3/1, Light 5/4, Extra Adds 2, Total Adds 7, WLTA, WHBY, WEIM, KRBC, KSEL
CHARLENE "It Ain't Easy Comin' Down" (Motown) 9/7
Rotarions: Heavy \%/0, Medium 1/0, Light 7/6, Extra Adds 1, Total Adds 7, WLTA, WCZY, WHIO, 096, KSEL WORG, KTWO. Medium: WBEN.
PLATTERS "Platterama Medley" (Mercury/PolyGram) 9/1
Rotations: Heavy 1/0, Medium 20, Light 5/0, Extra Adds 1, Total Adds 1, KSRO. Hebvy: WLTA. Medium: WDEF WORG.
EYE TO EYE "Nice Girls" (WB) 9/0
Rotations: Heavy 5/0, Medium 2/0, Light 20, Extra Adds 0, Totat Adds 0. Heavy: WHHY, SM95, KWAV, WWNR
STEVE MILLER BAND "Abracadabra" (Capitol) 8/1
Rotationis: Heew 210, M
WHHY KWAV WCHV
DAN SIEGEL "Soaring" (Elektra) 8/1
SOFT CELL "Tainted Love" (Sire/WB) 8/1
Rotations: Heaw 2/1, Medium 40, Light 2i0, Extra Adds 0, Total Adds 1, 096. Heaw: WHHY. Medium: KWAV,
WKZE-FM, KPAT, KBAI.
REO SPEEDWAGON "Keep The Fire Burnin" " (Epic) 7/1
ROSANNE CASH "Ain't No Money" (Columbia) 7/0 Rotations: Heavy 0/0, Medium 5/0, Light 20 , Extra Adds 0, Totel Adds 0 . Medium: WCCO, KMBZ, WKZE-FM,
WDAY, WJON. GARY U.S. BONDS "Out Of Work" (EMI America) 6/0
Rotations: Heavy 010 , Medium 40, Light 20, Extre Adds 0, Total Adds 0 . Medium: WPLZ, WHHY, KYUU WWNR CARLY SIMON "Why" (Mirage/Atlantic) 5/4
Rotations: Heavy 0/0, Medium 3/2, Light 2/2, Extra Adds 0, Total Adds 4, WBEN, SM95, WORG, KADE. Medium:
WSKY.

## Coming Soon In R\&R:

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# HIT SINGLES FROM TWO OF THE SUMMER'S HOTTEST ALBUMS <br> mas 

## CLASH



## "Should I Stay Or Should I Go"

WPHD KHYT<br>WKRZ-FM WGUY<br>WJXO WACZ




## BREAKERS. <br> CROSBY, STLLLS \& NASH Wasted On The Way (Atiantic)

$74 \%$ of our reporters on it. Moves: Up 13, Debuts 33, Same 45, Down 0. Adds 64 including B104, JB105, KBEQ, KIIS-FM KYYX. See Parallels, debuts at number 27 on the CHR chart.

## DARYL HALL \& JOHN OATES <br> Your Imagination (RCA)

$64 \%$ of our reporters on it. Moves: Up 27, Debuts 24, Same 54, Down O, Adds 28 including WCAU-FM, WPGC, CKGM, KIIS-FM, KZZP. See Parallels, will debut next week on the CHR chart.

## ROLLING STONES

## Going To A Go-Go (Rolling Stones/Atco)

$59 \%$ of our reporters on it. Moves: Up 43, Debuts 27, Same 41, Down 1, Adds 11 including CKGM, WGCL, KFI, KHFI, KNBQ. See Parallels, will debut next week on the CHR chart.

## EYE TO EYE

## Nice Girls (WB)

$58 \%$ of our reporters on it. Moves: Up 60, Debuts 7, Same 38, Down 1, Adds 16 including WBEN-FM, WLOL-FM, B100, KIMN, WZZR. See Parallels, will debut next week on th- CHR chart.

## PATRICE RUSHEN <br> Forget Me Nots (Elektra)

$57 \%$ of our reporters on it. Moves: Up 58, Debuts 9, Same 36, Down 4, Adds 13 including WKTI, 92FLY, Q106, KOFM, KKXX. See Parallels, will debut next week on the CHR chart.

## (132) NEW \& ACTIVE

BLONDIE "Island Of Lost Souls" (Chrysalis) 106/2
Moves: Up 60, Debuts 7, Same 34, Down 3, Adds 2, KC101, WROK, CKGM 21-18, KBEQ 29-26, KEARTH $17-14$ KFI 15-11, WHHY-FM 23-19, WDOO 27-22, WAY 29-26, WSEZ 13-9, KIK
22-18, WTSN 18-15.
22-18, WTSN 18-15.
STEVIE WONDER "Do I Do" (Tamla/Motown) 105/19
STEVIE WONDER "Do I Do" (Tamla/Motown) 105/19 Moves: Up 53, Debuts 7, Same 25, Down 1, Adds 19 incluaing
FM, WZZR, WNCI, WDJX, KJRB, WJBQ, WISE. KKLS, 99KG, KENI.
MELISSA MANCHESTER "You Should Hear How She Talks..." (Arista) 91/16 Moves: Up 48, Debuts 8, Same 19, Down 0, Adds 16 including WKBW, WIFI, Z93, 940, O105, KFI, KIQQ, KZZP KITY, KBFM, WDCG, WNOK-FM, KJ100, WLYT, WHEB.
$\checkmark$ GO-GO'S "Vacation" (IRS/A\&M) 90/89
$\checkmark$ Moves: Up O, Debuts 1, Same O, Down O, Adds 89 including B104, WPGC, Z93, Y100, KBEO, KFI, KIQO KEZR, B100, KYYX, KZZP, 92FLY, KX104, WIKS, KBBK

QUARTERFLASH "Right Kind Of Love" (Geffen) $87 / 2$
Moves: Up 30, Debuts 6, Same 48, Down 1, Adds 2, WTIX, KHYT, 96 K $\times 28-25$, J8105 35-31, KCNR KCPX 28-24, KSKD 17-13, KFMZ 107.

EDDIE MONEY "Think I'm In Love"' (Columbia) 80/44
Moves: Up 2, Debuts 13, Seme 21, Down 0, Adds 44 including WBEN-FM, WI WIS-FM, KEARTH, KFI, KIOQ, KFRC, B100, KIMN, WYCR, WOUT WNAM KILE

## DR. HOOK

## Loveline (Casablanca/PolyGram)

$51 \%$ of our reporters on it. Rotations: Heavy 4/0, Medium 37/9, Light 28/9, Extra Adds 1, Total Adds 19, KPPL, KEZL, WICC, WSFM, WWYZ, WHAM, WSLI, SM95, Y106, WPTF, WSJS KRNT, WFDF, WENS, KUDL, WIBA, WQUA, WCTC, KFOR. Debuts at number 26 on the $A / C$ chart.

## KENNY ROGERS

## Love Will Tum You Around (Liberty)

47\% of our reporters on it. Rotations: Heavy 4/4, Medium 21/21 Light 35/35, Extra Adds 4, Total Adds 64 including WCBM, GR55, WBEN, WLTT, WLTA, WSB, KFMK, WCLR, KOY, KEX, WSBA, KMBZ, WDEF, KBOZ, and 50 more. Debuts at number 25 on the A/C chart.

## NEW \& ACTIVE

25-49

GLENN FREY "I Found Somebody" (Asylum) 55/6
Rotations: Heavy 5/0, Medium 26/1, Light 24/5, Extra Adds 0. Total Adds 6, 97AIA, WHBY, KUDL, KIXI, WWNR, Rotations: HeavY 5/O, Medium 26, W, Light 24/5, Extra Adds 0. Total Adds 6, 97AIA, WHBY, KUDL, KIXI, WNAR,
WROV. Heavy: WSFM, WHHY, WFMK, KWAV, WLVA. Medium: WCZY, KPLZ, WICC, WRIE, WAFB, WSGN, WROV. Heavy: WSFM, WHHY, WFMK, KWAV, WLVA. Medium: WCYY KPLZ, WICC, WRIE, WAFE,
WRVR, SM95, WSRZ, WARM 98 , WMHE, KKRD, KBOI, KYUU, KRBC, WCHV, KCRG, KADE, KRNO. STEVIE WONDER "Do I Do" (Tamla/Motown) 54/4 Rotations: Heavy 11/0. Medium 28/1, Light 15/3, Extre Adds 0, Total Adds 4, WRVA, WIBA, WBOW, KRNO. Heavy: KVIL, WGAR, WAFB, SM95, WQUE, Y106, WSRZ, KKRD, KWAV, WCHV, KSEL. Medium: WCBM, WSEN JOHN SCHNEIDER "Dreamin" " (Scotti Bros./CBS) 54/3
JOHN SCHNEIDER "Dreamin" "(Scotti Bros./CBS) 54/3
Rotations: Heavy 12/0, Medium 28/0, Light 14/3, Extra Adds 0, Total Adds 3, WSJs, KKRD, 096. Heavy: WLTA Rotations: Heavy 12/0, Medium 28/0, Light 14/3, Extra Adds 0, Total Adds 3, WSJS, KKRD, C96. Heavy: WLTA,
WSB, WCCO, WRVA, WHBY, WHIO, KSL, WWR, WLVA, WWSA, WSGW, KRNO. Modium WCZY, KEX, WICC WGY, KEY 103 , WSLI, WVLK, WTAR, WPTF, WHBC, WFDF, KMBZ, WFMK, KOB, KBOI, KIXI, KCEE, WNAB. STEVIE NICKS "After The Glitter Fades" (Modern/Atco) 53/3
Roterions: Heavy $11 / 0$, Medium 23/2, Light 19/1, Extra Adds O, Totel Adds 3, WHEN, WRVA, KKUA. Heavy: WSB,
WRIE, WSGN, WHHY, SM95, WSRZ, WWNR, KSEL, WLVA, WORG, KFOR. Medium: WCBM, WCZY, WZUU, WRIE, WSGN, WHHY, SM95, WSRZ, WWNR, KSEL, WLVA, WORG, KFOR. Medium: WCBM, WCZY
KNBR, WICC, KEY103, WAFB, WHBY, WQUA, KWAV, KRBC, WCHV, KCRG, WDAY, KPAT, WJON. KNBR, WICC, KEY103, WAFB, WHEY, WQUA, KWAV, KRBC, WCHV, KCRG, WDAY, KPA
POINTER SISTERS "American Music" (Planet/RCA) 51/26

POINTER SISTERS "American Music" (Planet/RCA) 51/26
Rotations: Heavy 0/0, Medium 22/9, Light 27/15, Extre Adds 2, Total Adds 26, WCBM, wSB, KVIL, Ks9 Rotations: Heavy O/O, Medium 2219, Light 27/15, Extra Adds 2, Total Adds 26, WCBM, WSB, KVIL, KS94,
IZ, WICC, WKAZ, WSBA, KEY103, WAFB, WSGN, WBT, WRVR, WHHY, Y106, KRNT, KBOI, KTKT, WWNR, KPLZ, WROC, WKAZ, WSBA, KEYOW, KAFE, KISN. Medium: WCZY, KEX, WSLI, WHBY.

BILL CHAMPLIN "Sara" (Elektra) 45/11
Rotations: Heevy O/O, Medium 20/2, Light 25/9, Extra Adds 0, Totel Adds 11, WCZY, KPLZ, WKAZ, SM95 KUDL, KKUA. WKBR, KSEL, WORG, KCRG, KADE. Medium: WBEN, WLTT, WSB, WCCO, KEZL. WSRZ WARM98, KBOI, KUGN, KSL, WWNR, WKZE-FM, KRB
HEART "This Man Is Mine" (Epic) 40/3
HEART "This Man Is Mine" (Epic) 40/3
Rotations: Heaw 5/O, Medium 20/0, Light 142, Extra Adds 1, Total Adds 3, WAFB, KBOI, KRKK. Heav: KPLZ,
WGY WSRZ, KWAV, WORG. Medium: 97AIA, KJR, WICC WRI WGY, WSRZ, KWAV, WORG. Medium: 97AIA, KJR, WICC, WRIE, WHHY, WOU
WWNR, WKZE-FM WEIM, KRBC WSKY WCHV KSEL, KRNO, KISN KSR
LARRY ELGART G HIS ORCHESTRA "Hooked On Swing" (RCA) 39/7
Rotations: Heavy 4/0, Medium 20/1, Light 13/4, Extre Adds 2, Total Adds 7 , WRVR, WHBY, WFDF, WIBA, KOB, KTWO, KSRQ. Heaw, KFMK, WSBA, WSGN, WWNR. Medium: WIP, KVIL, KHOW, KJR, KPLZ, WAFB, KMGC. KBOI, KUGN, WNAB, WKZE-FM, KREC, WSKY, WDEF, WORG, KCRG, WJON, KFOD, KBOZ.
JOURNEY "Still They Ride" (Columbia) 36/9
Rotations: Heavy 4/0, Medium 13/0, Light 19/9, Extra Adds 0, Total Adds 9, WLTT, WWYZ, WFMK, WQUA, KWAV, WKZE-FM, WKBR, KRBC, COG, KSEL, WLVA, WORG, WROV, KRKK.


[^0]:    The Music Section
    AOR's Most Accurate Music Information Begins on Page 42

[^1]:    Singar/songwriter Bobby Springfield has signed to Kat Famiy nacords, with his debut singla just out Pictirad Mils.

